

Second Quarter Report for FY 2023

(Fiscal Year ending March 2024)

Details of Business Results

AMANO CORPORATION (Ticker: 6436)

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- The 9th Medium-term Business Plan P.18
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The prospect of operating performance or forecast compiled by Amano is based on the current information available, and it includes potential risks or uncertainties. Please note that actual operating performance may change substantially from what is described here as a result of various changing factors.

FY 2023: 2nd Quarter Report

(Fiscal Year ending March 2024)

FY 2023: 1st Half Accumulated Results (FY end March 2024)

Consolidated

(Millions of yen)

	Disclosed plan			FY2023 1st Half		FY2022 1st Half		Change		Change over plan	
	Amount	%	Change(%)	Amount	%	Amount	%	Amount	%	Amount	%
Net sales	63,700	100.0	5.4	70,163	100.0	60,455	100.0	9,707	16.1	6,463	110.1
Gross profit	28,700	45.1	5.8	31,639	45.1	27,120	44.9	4,519	16.7	2,939	110.2
SG&A	22,300	35.0	3.6	23,627	33.7	21,515	35.6	2,112	9.8	1,327	106.0
Operating profit	6,400	10.0	14.2	8,012	11.4	5,604	9.3	2,407	43.0	1,612	125.2
Non-operating income	800	1.3	5.5	799	1.1	758	1.3	40	5.4	(0)	99.9
Non-operating expense	300	0.5	152.5	201	0.3	118	0.2	83	69.9	(98)	67.3
Ordinary profit	6,900	10.8	10.5	8,609	12.3	6,244	10.3	2,365	37.9	1,709	124.8
Extraordinary profit	0			6		4		2		6	
Extraordinary loss	0			91		32		59		91	
Net income attributable to owners of the parent company	4,200	6.6	13.4	5,557	7.9	3,703	6.1	1,854	50.1	1,357	132.3

*FX Rates: US\$ 130.00 US\$ 136.54 US\$ 124.54
EUR 140.00 EUR 147.89 EUR 135.15

* ACJ; Amano Corporation Japan

ACJ

(Millions of yen)

	Disclosed plan			FY2023 1st Half		FY2022 1st Half		Change		Change over plan	
	Amount	%	Change(%)	Amount	%	Amount	%	Amount	%	Amount	%
Net sales	30,300	100.0	6.0	32,499	100.0	28,595	100.0	3,904	13.7	2,199	107.3
Gross profit	13,700	45.2	5.1	14,772	45.5	13,029	45.6	1,742	13.4	1,072	107.8
SG&A	10,100	33.3	3.1	10,290	31.7	9,793	34.2	497	5.1	190	101.9
Operating profit	3,600	11.9	11.2	4,481	13.8	3,236	11.3	1,245	38.5	881	124.5
Non-operating income	2,550	8.4	4.2	2,929	9.0	2,447	8.6	482	19.7	379	114.9
Non-operating expense	50	0.2	19.8	63	0.2	41	0.1	21	51.1	13	126.1
Ordinary profit	6,100	20.1	8.1	7,348	22.6	5,641	19.7	1,706	30.3	1,248	120.5
Extraordinary profit	0			4		0		4		4	
Extraordinary loss	0			63		6		56		63	
Net income	4,300	14.2	5.3	5,443	16.7	4,083	14.3	1,359	33.3	1,143	126.6

Consolidated performance (Year-on-year)

1 Sales: Up ¥ 9,707 Mil (Up 16.1 %)

• Time Information System business: Up 7,827 Mil (Up 17.5 %)

Incl: Information Systems: Up 1,590 Mil (Up 10.9 %)

Incl: Parking Systems: Up 6,301 Mil (Up 21.9 %)

• Environment System business: Up 1,880 Mil (Up 11.9 %)

Incl: Environmental Systems: Up 1,539 Mil (Dn 16.6 %)

Incl: Clean Systems: Up 340 Mil (Up 5.3 %)

2 Gross Profit: Up ¥ 4,519 Mil (Up 16.7 %)

Gross Profit Ratio: 45.1 % Up 0.2 %

• Time Information System business : Up 0.4 %

• Environment System business : Dn 0.6 %

3 SG&A: Up ¥ 2,112 Mil (Up 9.8 %)

• Labor Cost Up 1,507 Mil (Up 10.7 %)

• Other Costs Up 605 Mil (Up 8.1 %)

4 Operating Profit Up ¥ 2,407 Mil (Up 43.0 %)

• Time Information System business: ¥ 7,596 Mil (Up 2,129 Mil)

• Environment System business: ¥ 2,275 Mil (Up 322 Mil)

• Company-wide Expense: ¥ (1,859) Mil (Dn 44 Mil)

FY 2023: 1st Half Accumulated Results (FY end March 2024) Sales by business division

Consolidated

(Millions of yen)

Business division	Disclosed plan			FY2023 1st Half		FY2022 1st Half		Change		Change over plan	
	Amount	%	Change%	Amount	%	Amount	%	Amount	%	Amount	%
Information Systems	15,300	24.0	4.8	16,187	23.1	14,596	24.1	1,590	10.9	887	105.8
Time Management Products	1,300	2.0	(0.4)	1,241	1.8	1,305	2.2	(64)	(4.9)	(58)	95.5
Parking Systems	30,500	47.9	5.9	35,106	50.0	28,805	47.7	6,301	21.9	4,606	115.1
Time Information System business	47,100	73.9	5.4	52,535	74.9	44,707	74.0	7,827	17.5	5,435	111.5
Environmental Systems	9,600	15.1	3.6	10,803	15.4	9,263	15.3	1,539	16.6	1,203	112.5
Clean Systems	7,000	11.0	8.0	6,824	9.7	6,484	10.7	340	5.3	(175)	97.5
Environment System business	16,600	26.1	5.4	17,628	25.1	15,747	26.0	1,880	11.9	1,028	106.2
Grand total	63,700	100.0	5.4	70,163	100.0	60,455	100.0	9,707	16.1	6,463	110.1

*FX Rates:

US\$ 130.00
EUR 140.00

US\$ 136.54
EUR 147.89

US\$ 124.54
EUR 135.15

ACJ

(Millions of yen)

Business division	Disclosed plan			FY2023 1st Half		FY2022 1st Half		Change		Change over plan	
	Amount	%	Change%	Amount	%	Amount	%	Amount	%	Amount	%
Information Systems	8,300	27.4	5.9	8,083	24.9	7,835	27.4	247	3.2	(216)	97.4
Time Management Products	1,000	3.3	(0.2)	1,023	3.1	1,001	3.5	21	2.2	23	102.3
Parking Systems	10,500	34.7	5.9	12,188	37.5	9,912	34.7	2,276	23.0	1,688	116.1
Time Information System business	19,800	65.4	5.6	21,295	65.5	18,749	65.6	2,545	13.6	1,495	107.6
Environmental Systems	8,100	26.7	3.4	8,943	27.5	7,835	27.4	1,107	14.1	843	110.4
Clean Systems	2,400	7.9	19.4	2,261	7.0	2,009	7.0	251	12.5	(138)	94.2
Environment System business	10,500	34.6	6.6	11,204	34.5	9,845	34.4	1,359	13.8	704	106.7
Grand total	30,300	100.0	6.0	32,499	100.0	28,595	100.0	3,904	13.7	2,199	107.3

FY 2023: Consolidated performance by quarter (FY end March 2024)

Quarterly Financials

(Millions of yen)

	FY2023 1Q		FY2023 2Q		FY2023 1st Half	
	Amount	%	Amount	%	Amount	%
Net sales	31,840	100.0	38,322	100.0	70,163	100.0
Gross profit	14,422	45.3	17,217	44.9	31,639	45.1
SG&A	11,577	36.4	12,050	31.4	23,627	33.7
Operating profit	2,844	8.9	5,167	13.5	8,012	11.4
Non-operating income	398	1.3	401	1.0	799	1.1
Non-operating expense	92	0.3	109	0.3	201	0.3
Ordinary profit	3,150	9.9	5,459	14.2	8,609	12.3
Extraordinary profit	1		5		6	
Extraordinary loss	42		48		91	
Net income attributable to owners of the parent company	1,557	4.9	3,999	10.4	5,557	7.9

*FX Rates: US\$ 133.45
EUR 143.93

US\$ 139.63
EUR 151.85

US\$ 136.54
EUR 147.89

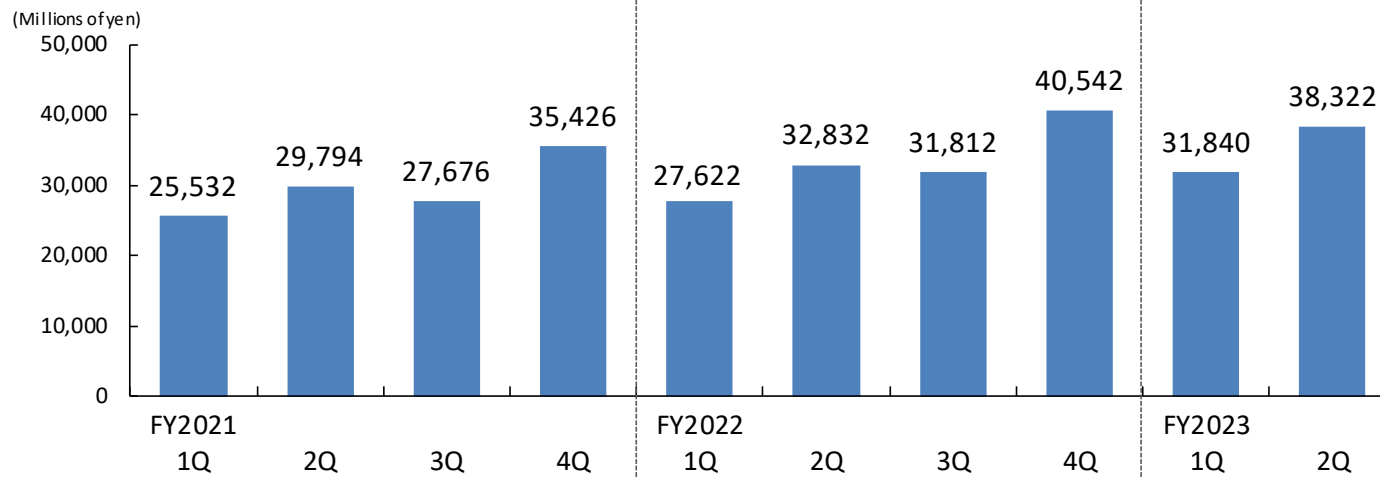
Quarterly Sales

(Millions of yen)

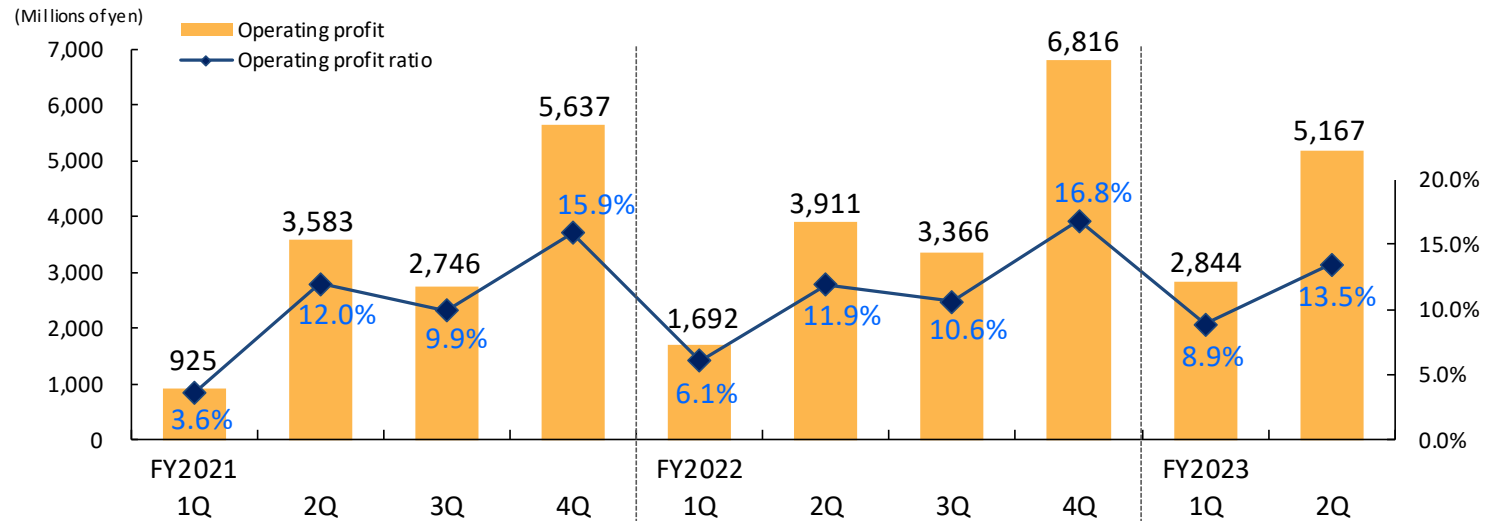
Business division	FY2023 1Q		FY2023 2Q		FY2023 1st Half	
	Amount	%	Amount	%	Amount	%
Information Systems	7,401	23.3	8,786	22.9	16,187	23.1
Time Management Products	648	2.0	592	1.5	1,241	1.8
Parking Systems	15,984	50.2	19,122	50.0	35,106	50.0
Time Information System business	24,034	75.5	28,500	74.4	52,535	74.9
Environmental Systems	4,425	13.9	6,377	16.6	10,803	15.4
Clean Systems	3,381	10.6	3,443	9.0	6,824	9.7
Environment System business	7,806	24.5	9,821	25.6	17,628	25.1
Grand total	31,840	100.0	38,322	100.0	70,163	100.0

Consolidated Sales & Operating Profit (Quarterly)

Sales



Operating Profit



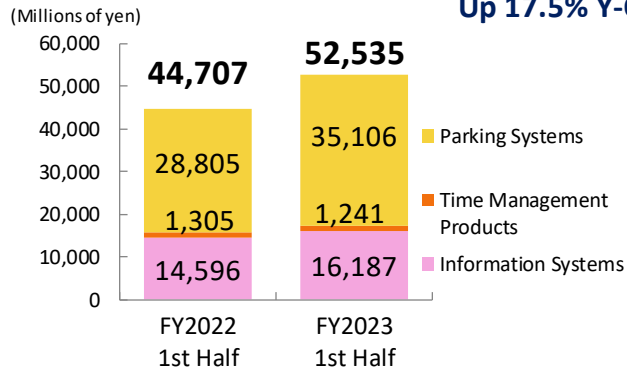
Sales & Operating Profit by Business Segment

(Millions of yen)

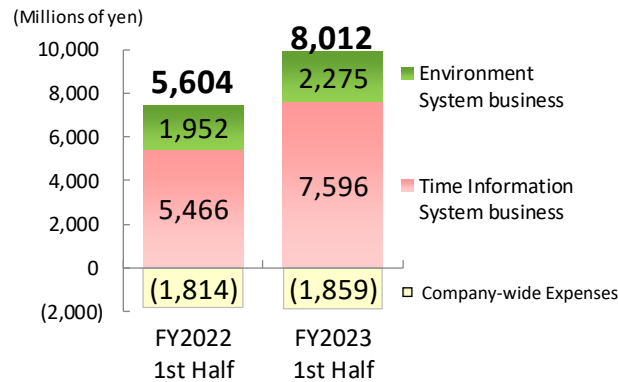
	FY2023 1Q			FY2023 2Q			FY2023 1st Half			FY2022 1st Half			Change Y-O-Y			
	Sales	Operating profit	%	Sales	Operating profit	%	Sales	Operating profit	%	Sales	Operating profit	%	Sales	%	Operating profit	%
Time Information System business	24,034	2,891	12.0	28,500	4,705	16.5	52,535	7,596	14.5	44,707	5,466	12.2	7,827	17.5	2,129	38.9
Environment System business	7,806	868	11.1	9,821	1,406	14.3	17,628	2,275	12.9	15,747	1,952	12.4	1,880	11.9	322	16.5
Company-wide Expenses	0	(914)	0.0	0	(944)	0.0	0	(1,859)	0.0	0	(1,814)	0.0	0	0.0	(44)	
Total	31,840	2,844	8.9	38,322	5,167	13.5	70,163	8,012	11.4	60,455	5,604	9.3	9,707	16.1	2,407	43.0

Sales

● Time Information System business Up 17.5% Y-O-Y

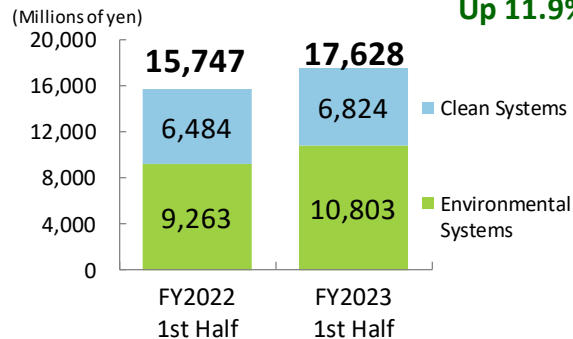


Operating Profit



● Environment System business

Up 11.9% Y-O-Y



● Time Information System business
Up 38.9% Y-O-Y

● Environment System business
Up 16.5% Y-O-Y

[References]

Increase / decrease in gross profit margin

① FY2022 2Q/FY2023 2Q

	Consolidated	ACJ
Information Systems	↑	→
Time Management Products	↑	↓
Parking Systems	↑	↑
Environmental Systems	↓	↓
Clean Systems	↑	→

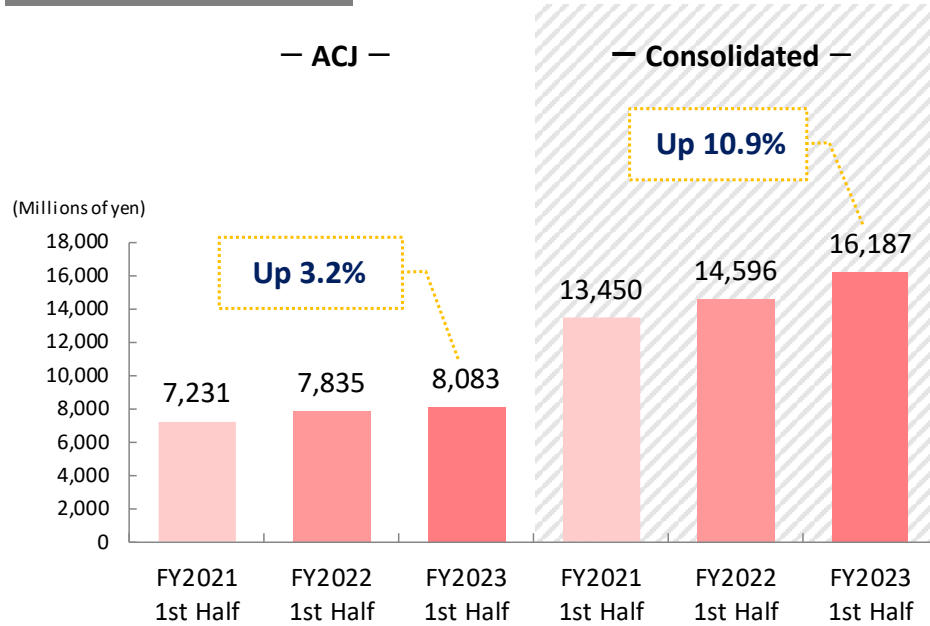
② FY2022/FY2023 2Q

	Consolidated	ACJ
Information Systems	↑	↓
Time Management Products	↓	↑
Parking Systems	↑	↑
Environmental Systems	↓	↓
Clean Systems	↑	↓

Performance by Business Division

Domestic & Overseas Sales Higher

Sales (YoY)

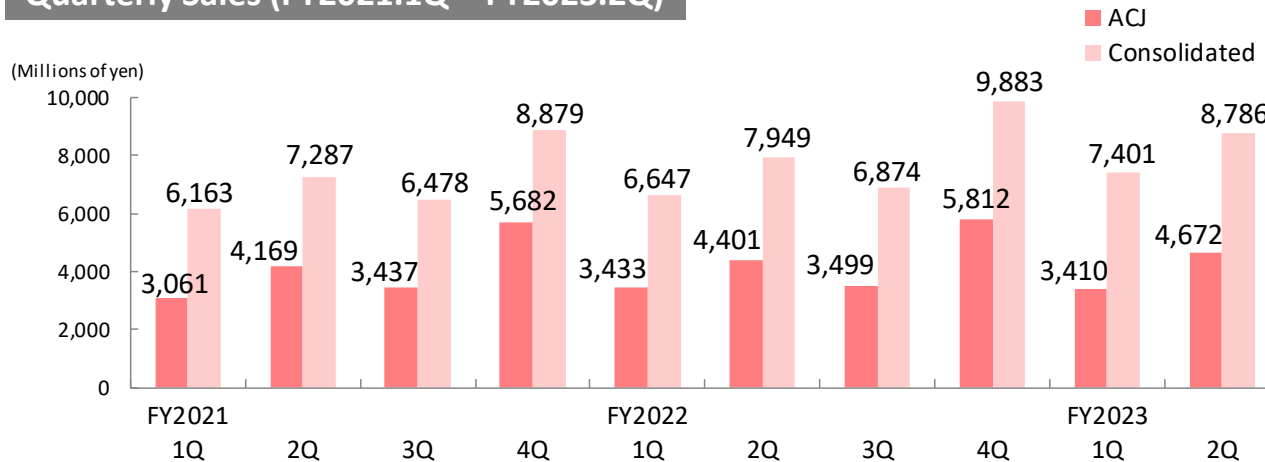


- Sales Higher for Software and Hardware (T&A Terminals)
- Amano Business Solutions Corporation Orders for Cloud Services Remained Firm

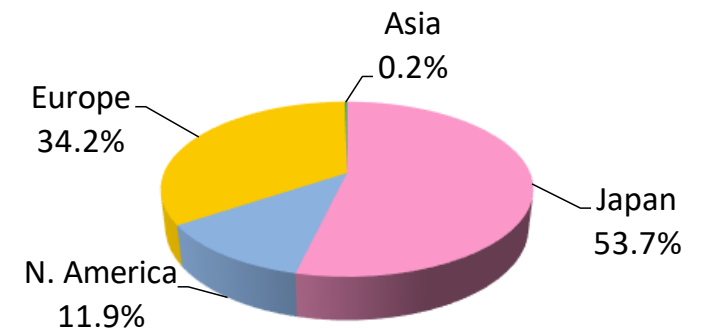


- N. America: Sales Higher at Accu-Time Systems Inc.
- Europe: Sales Higher at Horoquartz, S.A.

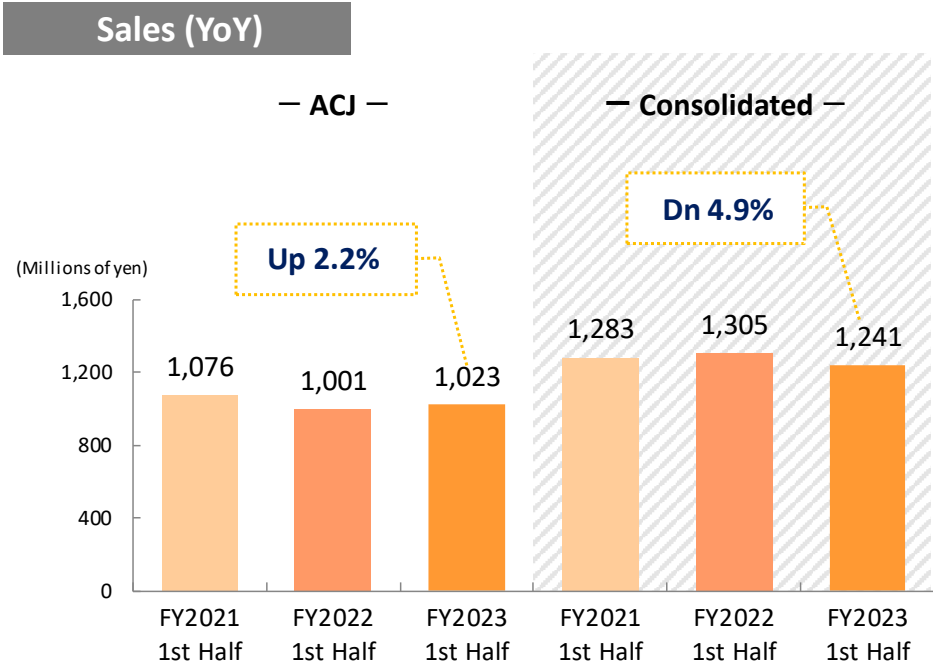
Quarterly Sales (FY2021.1Q~FY2023.2Q)



Sales by Region



Domestic Sales Higher, Overseas Sales Lower

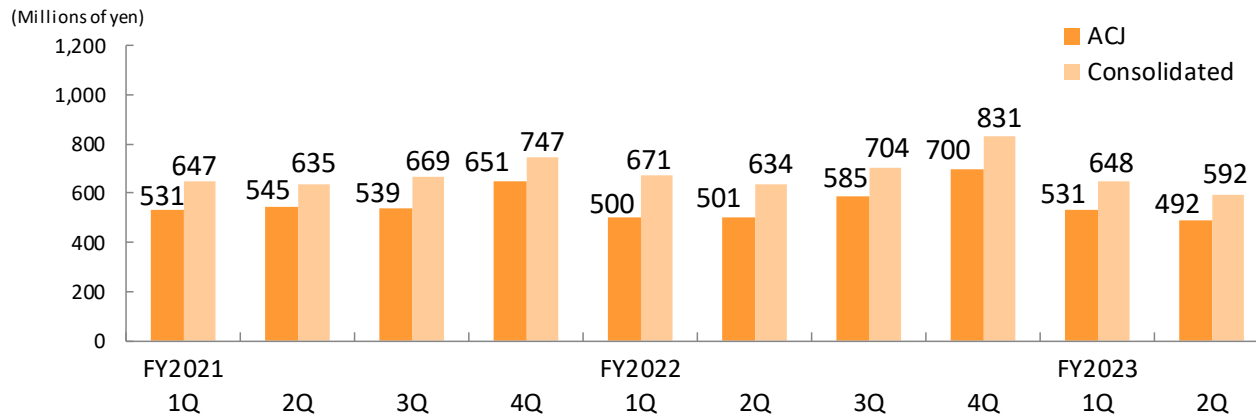


- Standard Time Recorders; Domestic sales quantity Increased (Including exports)
- Lower Sales for the TimeP@CK Series

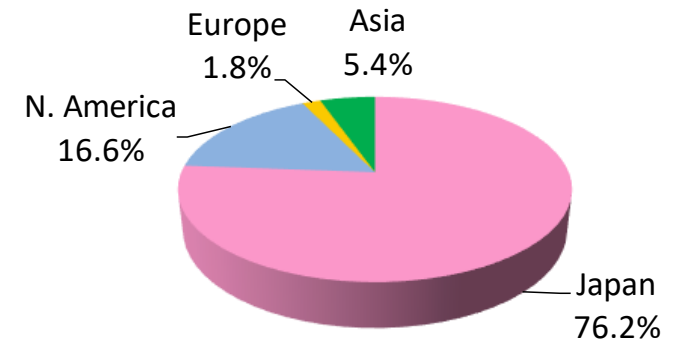


- Americas, Europe & Asia ; Sales Lower

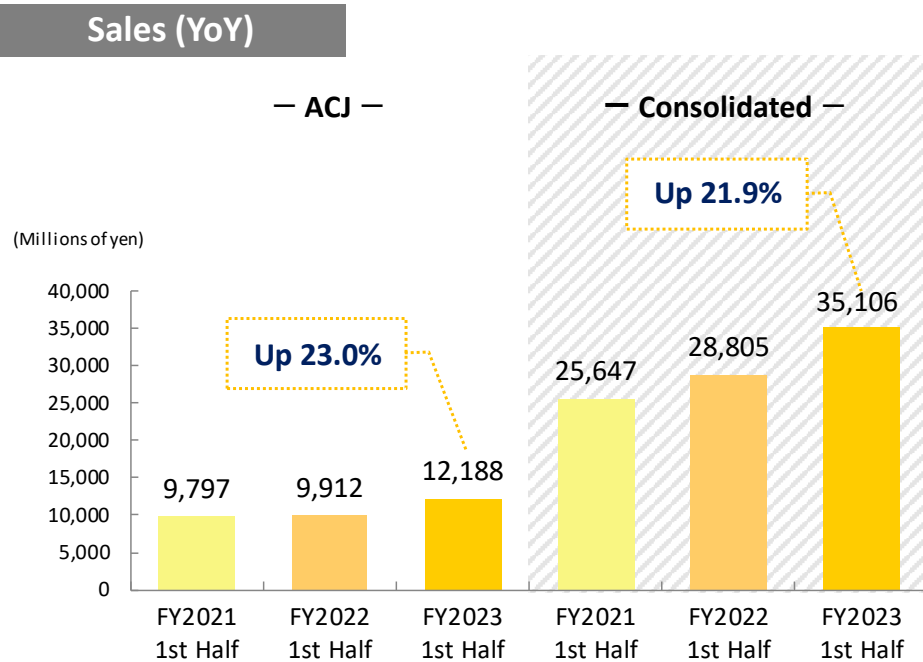
Quarterly Sales (FY2021.1Q~FY2023.2Q)



Sales by Region



Domestic & Overseas Sales Higher

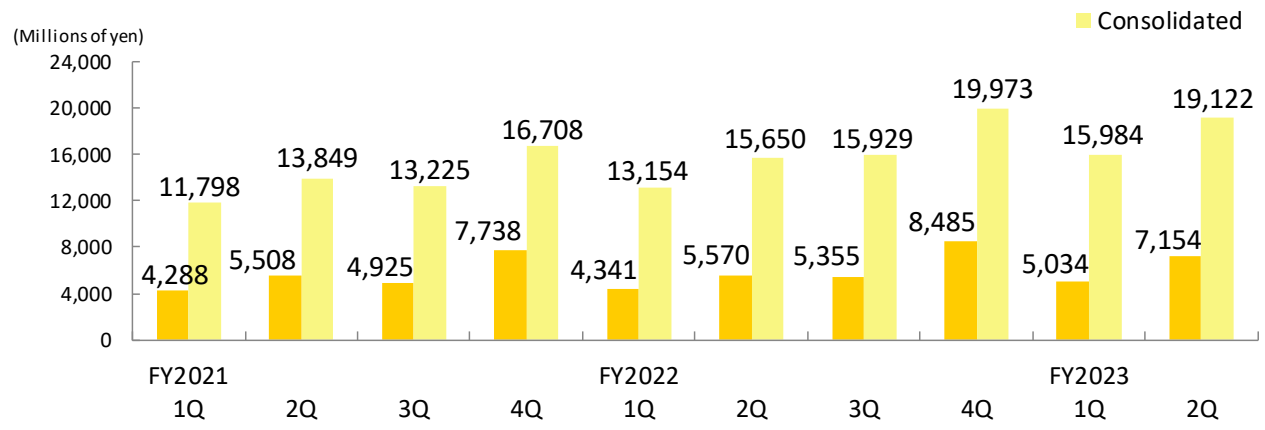


- Sales Higher for system equipment
- Orders from parking management companies are on a recovery trend
- Lower Sales for Bicycle Parking Systems
- Amano Management Service Corporation Sales for Parking management business Remained Firm

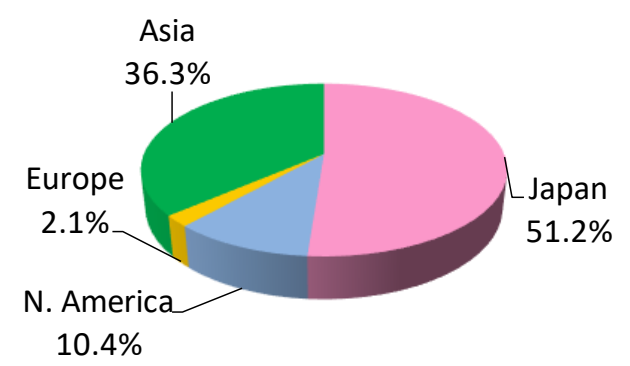


- Amano McGann Inc. of N. America: Sales Increased, Deficits Reduced
- Asia: Sales were Higher at Amano Korea Corporation and Amano Parking Service Ltd. (HK)

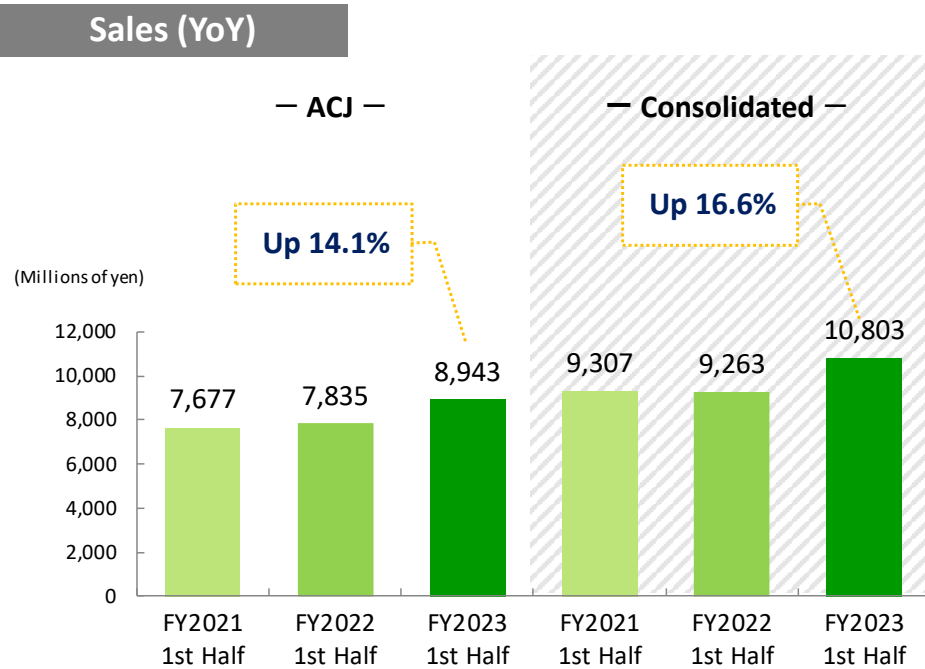
Quarterly Sales (FY2021.1Q~FY2023.2Q)



Sales by Region



■ Domestic & Overseas Sales Higher



Domestic

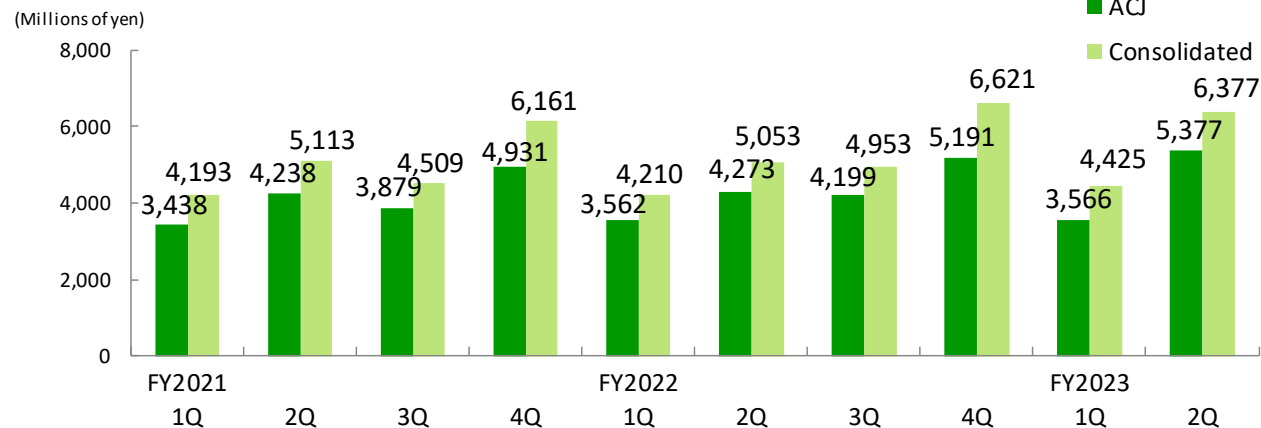
- Lower Sales for Standard Dust Collectors
- Higher Sales for Large-Scale Systems



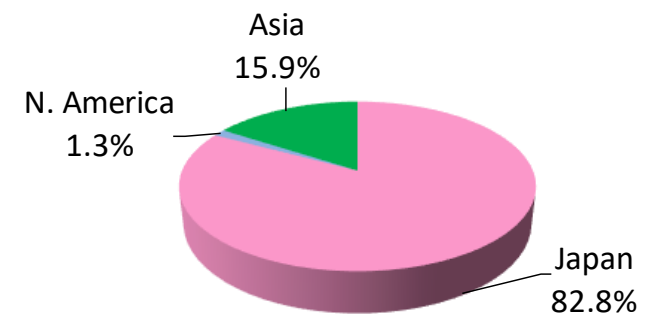
Overseas

- Asia and Americas (Mexico) : Sales Grew

Quarterly Sales (FY2021.1Q~FY2023.2Q)

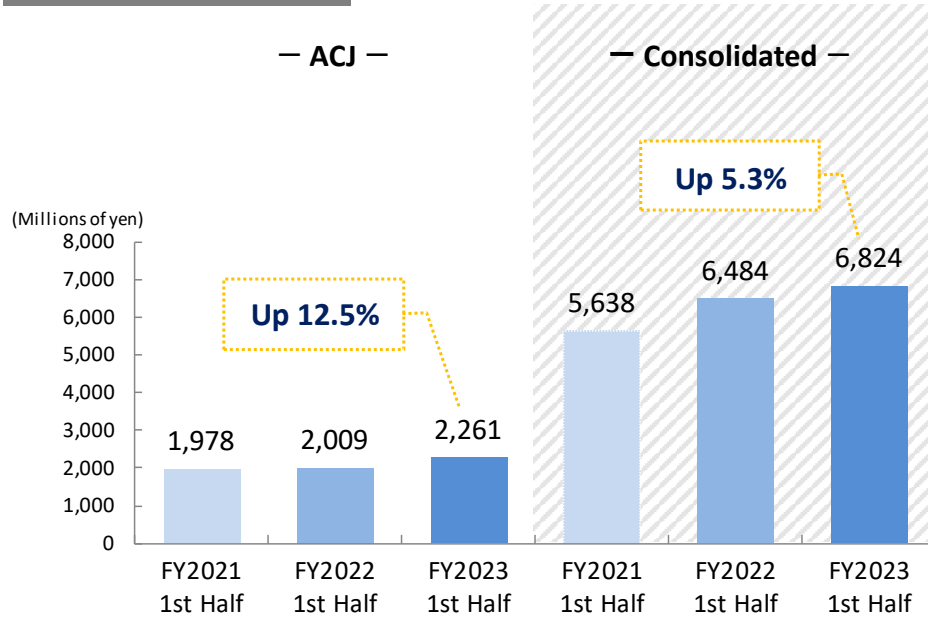


Sales by Region



Domestic & Overseas Sales Higher

Sales (YoY)

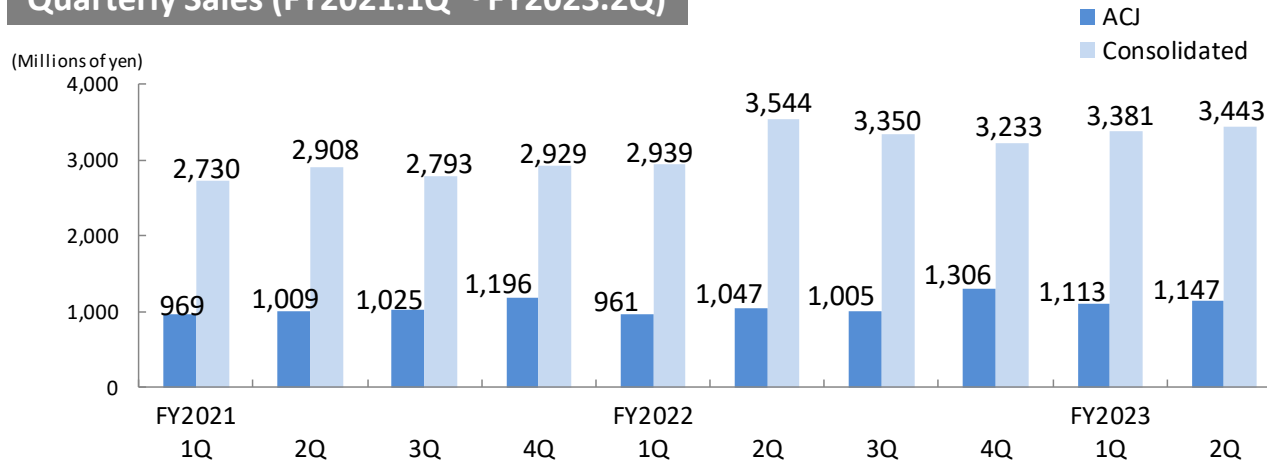


- Continues to receive strong orders for the new robotic scrubber "HAPIiBOT"
- Sales for Automatic Floor Scrubbers were Lower
- Sales for Electrolyzed water generators Declined

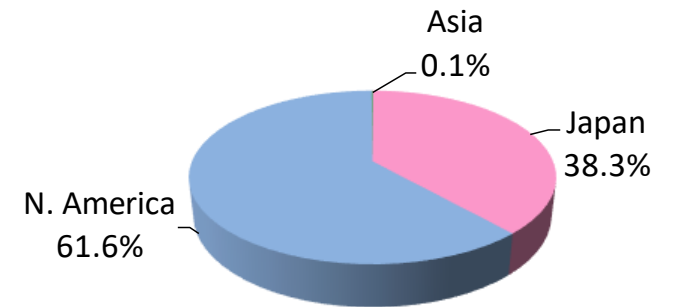


- Americas: Sales Lower at Amano Pioneer Eclipse Corporation in local currency basis

Quarterly Sales (FY2021.1Q~FY2023.2Q)



Sales by Region



Geographic Segment Information

*Report of all overseas units are as of year ending December.

(Millions of yen)

	FY2023 1Q (Jan - Mar, 2023)			FY2023 2Q (Apr - Jun, 2023)			FY2023 1st Half (Jan - Jun, 2023)			FY2022 1st Half (Jan - Jun, 2022)			Change Y-O-Y			
	Sales	Operating profit		Sales	Operating profit		Sales	Operating profit		Sales	Operating profit		Sales		Operating profit	
			%			%			%			%		%		%
North America	4,991	32	0.7	5,169	(88)	(1.7)	10,160	(56)	(0.6)	9,142	(541)	(5.9)	1,018	11.1	484	—
Europe	3,190	554	17.4	3,209	393	12.2	6,399	947	14.8	5,095	659	12.9	1,304	25.6	288	43.7
Asia	6,712	408	6.1	7,894	639	8.1	14,606	1,047	7.2	11,289	584	5.2	3,316	29.4	462	79.2
Overseas group companies Total	14,895	995	6.7	16,271	943	5.8	31,166	1,938	6.2	25,526	702	2.8	5,640	22.1	1,236	176.1

*FX rate: US\$ 133.45
EUR 143.93

US\$ 139.63
EUR 151.85

US\$ 136.54
EUR 147.89

US\$ 124.54
EUR 135.15

*Goodwill Amortization: N.America —
Europe 66 Mil
ACJ —

N.America —
Europe 70 Mil
ACJ —

N.America —
Europe 136 Mil
ACJ —

N.America —
Europe 124 Mil
ACJ 27 Mil

(Millions of yen)

	FY2023 1Q (Apr - Jun, 2023)			FY2023 2Q (Jul - Sep, 2023)			FY2023 1st Half (Apr - Sep, 2023)			FY2022 1st Half (Apr - Sep, 2022)			Change Y-O-Y			
	Sales	Operating profit		Sales	Operating profit		Sales	Operating profit		Sales	Operating profit		Sales		Operating profit	
Domestic Group companies Total	5,500	831	15.1	5,775	919	15.9	11,276	1,750	15.5	10,754	1,707	15.9	521	4.9	42	2.5

Consolidated Balance Sheet

(Millions of yen)

CONSOLIDATED B/S	FY2022 23.3.31	FY2023 1st Half 23.9.30	Change
Assets	171,250	176,912	5,661
Cash & Bank Deposits	62,399	58,940	(3,459)
Notes and accounts receivable - trade	30,958	30,591	(366)
Inventories	13,411	16,150	2,738
Other Current Assets	6,979	8,434	1,455
Total current assets	113,749	114,116	367
Total fixed assets	57,501	62,796	5,294
Liabilities	49,612	54,966	5,354
Notes and accounts payable - trade	12,423	12,837	413
Other Current Liabilities	26,089	29,154	3,064
Total current liabilities	38,513	41,991	3,477
Total long-term liabilities	11,098	12,974	1,876
Net Assets	121,638	121,946	307
Shareholder's Equity	118,646	114,685	(3,960)
Total accumulated other comprehensive income	2,109	6,825	4,715
Non-Controlling shareholder's interests	882	434	(447)
Total Liabilities & Net Assets	171,250	176,912	5,661

Consolidated Statements of Cash Flows

(Millions of yen)

	FY2022 1st Half 22.9.30	FY2023 1st Half 23.9.30	Change
CF from Operating Activities	9,085	10,366	1,280
CF from Investing Activities	(1,818)	(5,242)	(3,424)
FCF	7,266	5,123	(2,143)
CF from Financial Activities	(9,382)	(12,575)	(3,193)
Net Increase (decrease) in Cash & Equivalents	(309)	(6,123)	(5,813)
Cash and cash equivalents at end of period	55,621	48,961	(6,660)

(Millions of yen)

	FY2022 1st Half	FY2023 1st Half	Change
CAPEX (tangible fixed asset)	2,143	6,087	3,943
CAPEX (intangible fixed asset)	356	595	238
CAPEX Total	2,500	6,683	4,182
Depreciation	3,630	4,395	764

(*) The CAPEX and Depreciation figures onwards does not include software for sale and M&As.

(*) Amano subsidiaries subject to IFRS have applied IFRS 16 "Leases" and subsidiaries subject to US-GAAP have applied ASU 2016-02 "Leases".

The impact is reflected in the CAPEX and Depreciation expenses.

CAPEX and Depreciation expenses excluding the impact are as follows:

(Millions of yen)

	FY2022 1st Half	FY2023 1st Half	Change
CAPEX (tangible fixed asset)	1,361	1,554	192
CAPEX (intangible fixed asset)	356	595	238
CAPEX Total	1,718	2,150	431
Depreciation	1,729	1,830	100

The 9th Medium-Term Business Plan **(FY2023-FY2025)**

*The 4th Stage
Towards a 100-year Company*

The 9th Medium-Term Business Plan (FY2023~FY2025)

The 4th Stage Towards a 100-year Company

**Commitment to a Paradigm Shift
Leading to Sustainable Management**

不易

流行

Evolution

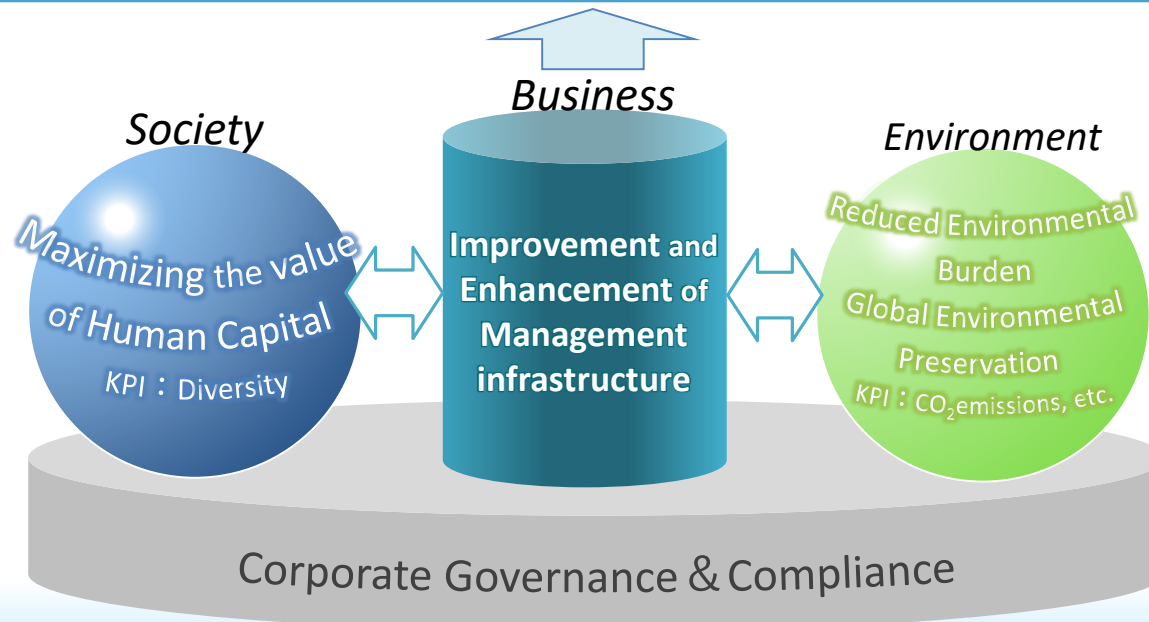
built on Tradition

Numerical Targets(Consolidated)
for FY2025

Sales : 160Bil Operating Profit : 21Bil OPR : 13% ROE : 12%

**Expand business
performance through
Three growth drivers**

- (1) Information Systems : Software plus cloud services
- (2) Parking Systems : Proposals centric to the Data center for Systems and Management Services
- (3) Clean Systems : Robot plus cloud service proposals



**Engineers
For Time & Air**

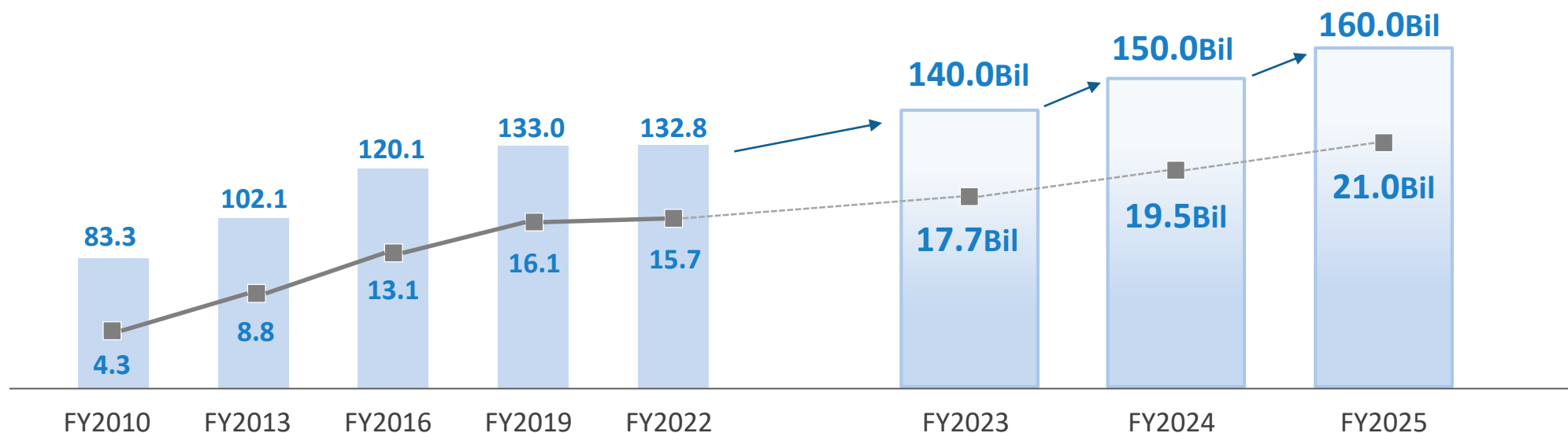
In the fields of “People & Time” and “People & Air”, we will create new values and contribute to the realization of a safe, comfortable, and wholesome society.

Numerical Targets for FY2023-2025

Numerical Targets : Average annual sales growth of more than 5%
Highly efficient management with ROE of over 10%

Consolidated Net sales • Operating profit (Billions of yen)

Consolidated Net sales Consolidated Operating Profit



OPR	5.3%	8.6%	11.0%	12.1%	11.9%	12.6%	13.0%	13.1%
ROE	4.2%	6.6%	9.5%	9.8%	9.6%	10%	11%	12%

FY2025 Domestic vs Overseas

Net sales 60 : 40

Operating Profit

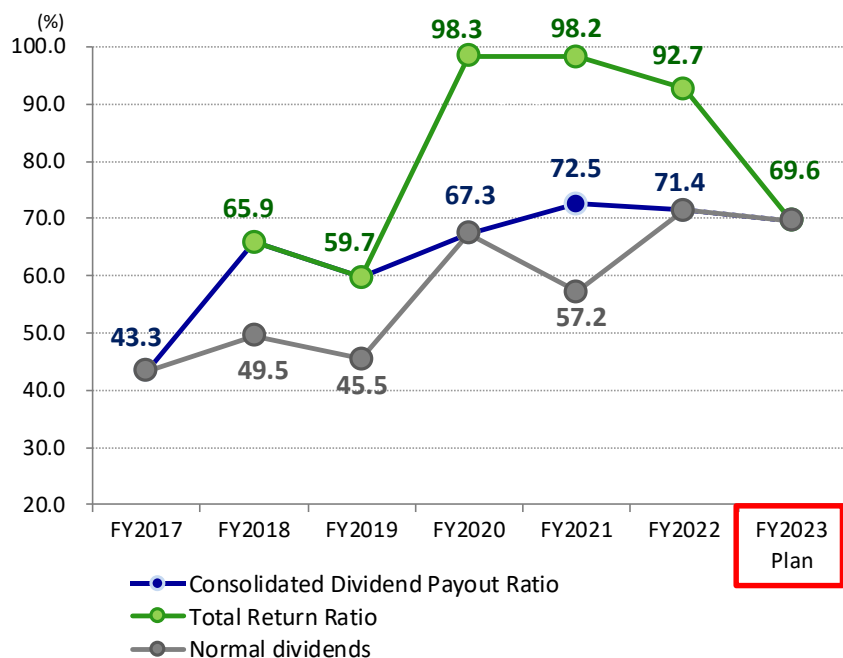
75 : 25

Dividend Policy

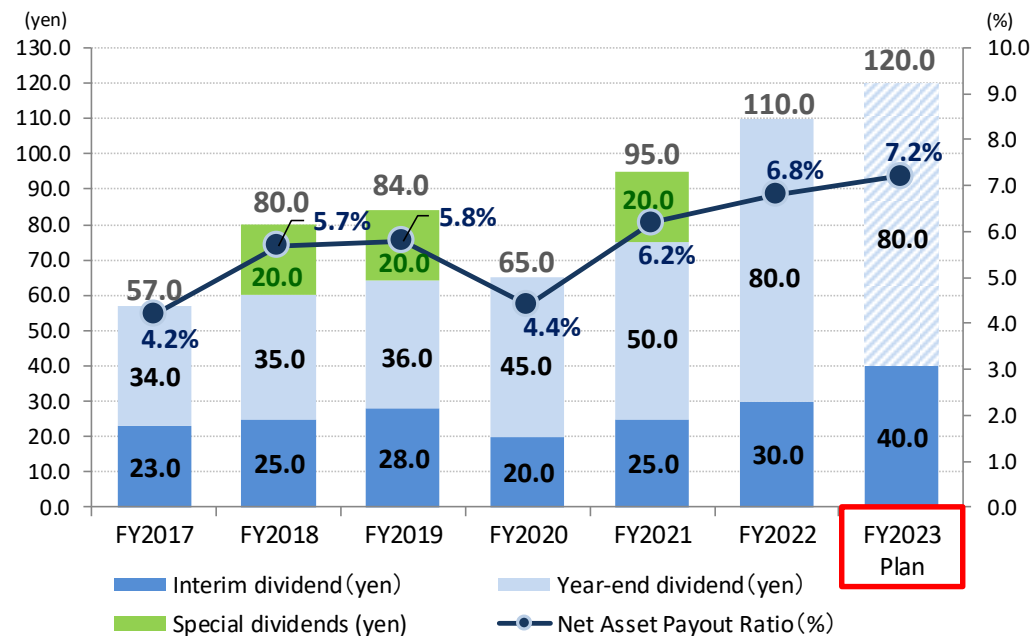
Stable dividends + Performance based incentives

- Consolidated Dividend Payout Ratio : Target above 40.0%
- Total Return Ratio : Target above 55.0%
- Net Asset Payout Ratio : Target above 2.5%

Consolidated Dividend Payout Ratio and Total Return Ratio



Dividend per Share and Consolidated Net Asset Payout Ratio



The acquisition of treasury stock

✳️ Appropriately exercised with discretion and agility

	From April 27, 2021 to September 30, 2021	From April 27, 2022 to August 31, 2022	From April 27, 2023 to August 31, 2023
• Acquisition period	From April 27, 2021 to September 30, 2021	From April 27, 2022 to August 31, 2022	From April 27, 2023 to August 31, 2023
• Total number of acquired stocks	750,000	993,900	795,100
• Total amount of acquired stocks	2,151 Million yen	2,477 Million yen	2,363 Million yen

Numerical Targets for FY2023-FY2025

Consolidated Business Plan

	FY2023 Plan		FY2024 Plan		FY2025 Plan	
	Amount	Change(%)	Amount	Change(%)	Amount	Change(%)
Net sales	140,000	5.4%	150,000	7.1%	160,000	6.7%
Operating profit	17,700	12.1%	19,500	10.2%	21,000	7.7%
Operating profit ratio	12.6%		13.0%		13.1%	
Ordinary profit	18,500	9.1%	20,500	10.8%	22,000	7.3%
Net income attributable to owners of the parent company	12,500	10.7%	13,500	8.0%	14,500	7.4%

(Millions of yen)

FY2022 Result		
Amount	Change(%)	
132,810	12.1%	
15,787	22.4%	
11.9%		
16,960	21.8%	
11,288	16.0%	

Consolidated Sales Plan

	FY2023 Plan			FY2024 Plan			FY2025 Plan		
	Amount	(%)	Change(%)	Amount	(%)	Change(%)	Amount	(%)	Change(%)
Information Systems	33,500	23.9%	6.8%	35,900	23.9%	7.2%	38,300	23.9%	6.7%
Time Management Products	2,900	2.1%	2.1%	2,950	2.0%	1.7%	3,000	1.9%	1.7%
Parking Systems	67,500	48.2%	4.3%	72,300	48.2%	7.1%	77,200	48.3%	6.8%
Time Information System business	103,900	74.2%	5.1%	111,150	74.1%	7.0%	118,500	74.1%	6.6%
Environmental Systems	21,800	15.6%	4.6%	23,100	15.4%	6.0%	24,300	15.1%	5.2%
Clean Systems	14,300	10.2%	9.4%	15,750	10.5%	10.1%	17,200	10.8%	9.2%
Environmental System business	36,100	25.8%	6.5%	38,850	25.9%	7.6%	41,500	25.9%	6.8%
Grand total	140,000	100.0%	5.4%	150,000	100.0%	7.1%	160,000	100.0%	6.7%

(Millions of yen)

FY2022 Result		
Amount	(%)	Change(%)
31,353	23.6%	8.8%
2,841	2.1%	5.2%
64,708	48.7%	16.4%
98,903	74.4%	13.6%
20,838	15.7%	4.3%
13,068	9.9%	15.0%
33,906	25.6%	8.2%
132,810	100.0%	12.1%

* FX Rates (Yearly Average):
 US\$ 130.00
 EUR 140.00

Business Forecast for FY2023

(Fiscal Year ending March 2024)

Business Forecast for the Full FY2023

Consolidated

(*)The 2nd Half Plan is shown as
"Full Year Plan minus 1st Half Result"

(Millions of yen)

	FY2023 Plan				FY2023 1st Half Result		FY2023 2nd Half Plan(*)		FY2022	
	Amount	%	Change		Amount	%	Amount	%	Amount	%
Net sales	140,000	100.0	7,190	5.4	70,163	100.0	69,836	100.0	132,810	100.0
Gross profit	64,300	45.9	4,046	6.7	31,639	45.1	32,660	46.8	60,254	45.4
SG&A	46,600	33.3	2,133	4.8	23,627	33.7	22,972	32.9	44,467	33.5
Operating profit	17,700	12.6	1,913	12.1	8,012	11.4	9,687	13.9	15,787	11.9
Ordinary profit	18,500	13.2	1,540	9.1	8,609	12.3	9,890	14.2	16,960	12.8
Net income attributable to owners of the parent company	12,500	8.9	1,212	10.7	5,557	7.9	6,942	9.9	11,288	8.5

* FX Rates :

US\$ 130.00

EUR 140.00

US\$ 136.54

EUR 147.89

US\$ 132.09

EUR 138.49

ACJ

(Millions of yen)

	FY2023 Plan				FY2023 1st Half Result		FY2023 2nd Half Plan(*)		FY2022	
	Amount	%	Change		Amount	%	Amount	%	Amount	%
Net sales	69,000	100.0	4,264	6.6	32,499	100.0	36,500	100.0	64,736	100.0
Gross profit	31,600	45.8	1,832	6.2	14,772	45.5	16,827	46.1	29,768	46.0
SG&A	21,000	30.4	1,026	5.1	10,290	31.7	10,709	29.3	19,974	30.9
Operating profit	10,600	15.4	806	8.2	4,481	13.8	6,118	16.8	9,794	15.1
Ordinary profit	14,100	20.4	681	5.1	7,348	22.6	6,751	18.5	13,419	20.7
Net Income	10,300	14.9	459	4.7	5,443	16.7	4,856	13.3	9,841	15.2

Sales Forecast for the Full FY2023 by Business Division

Consolidated

(*)The 2nd Half Plan is shown as
"Full Year Plan minus 1st Half Result"

(Millions of yen)

Business division	FY2023 Plan				FY2023 1st Half Result		FY2023 2nd Half Plan(*)		FY2022	
	Amount	%	Change		Amount	%	Amount	%	Amount	%
Information Systems	33,500	23.9	2,147	6.8	16,187	23.1	17,313	24.8	31,353	23.6
Time Management Products	2,900	2.1	59	2.1	1,241	1.8	1,659	2.4	2,841	2.1
Parking Systems	67,500	48.2	2,792	4.3	35,106	50.0	32,394	46.4	64,708	48.7
Time Information System business	103,900	74.2	4,997	5.1	52,535	74.9	51,364	73.6	98,903	74.4
Environmental Systems	21,800	15.6	962	4.6	10,803	15.4	10,997	15.7	20,838	15.7
Clean Systems	14,300	10.2	1,232	9.4	6,824	9.7	7,476	10.7	13,068	9.8
Environment System business	36,100	25.8	2,194	6.5	17,628	25.1	18,471	26.4	33,906	25.6
Grand total	140,000	100.0	7,190	5.4	70,163	100.0	69,836	100.0	132,810	100.0

* FX Rates :

US\$ 130.00

US\$ 136.54

US\$ 132.09

EUR 140.00

EUR 147.89

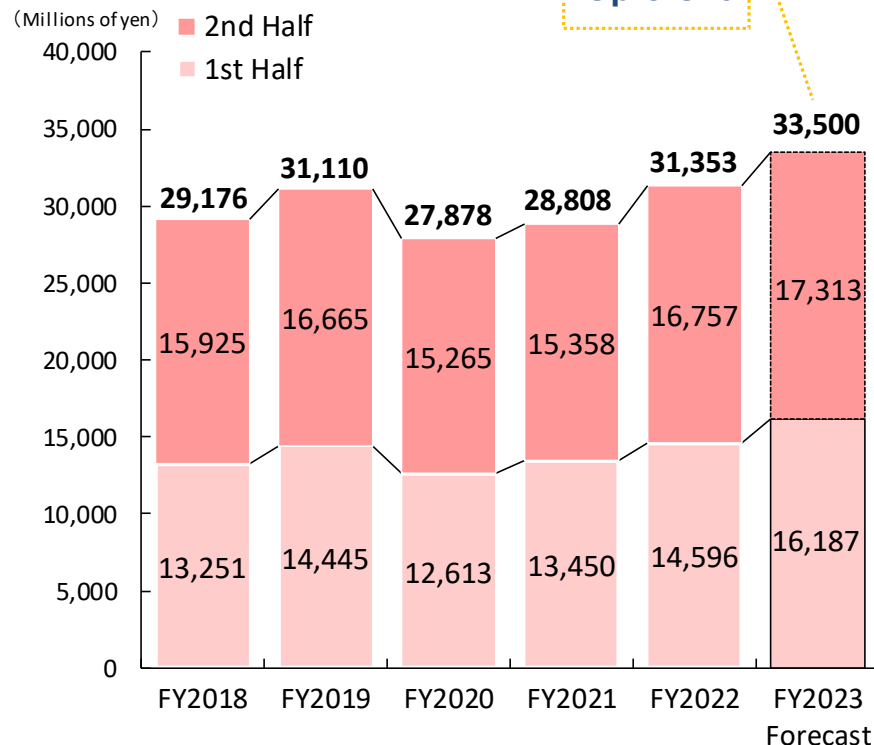
EUR 138.49

ACJ

(Millions of yen)

Business division	FY2023 Plan				FY2023 1st Half Result		FY2023 2nd Half Plan(*)		FY2022	
	Amount	%	Change		Amount	%	Amount	%	Amount	%
Information Systems	18,400	26.7	1,253	7.3	8,083	24.9	10,317	28.3	17,147	26.5
Time Management Products	2,300	3.3	13	0.6	1,023	3.1	1,277	3.5	2,287	3.5
Parking Systems	25,000	36.2	1,247	5.2	12,188	37.5	12,812	35.1	23,753	36.7
Time Information System business	45,700	66.2	2,512	5.8	21,295	65.5	24,404	66.9	43,188	66.7
Environmental Systems	18,000	26.1	774	4.5	8,943	27.5	9,057	24.8	17,226	26.6
Clean Systems	5,300	7.7	979	22.6	2,261	7.0	3,039	8.3	4,321	6.7
Environment System business	23,300	33.8	1,752	8.1	11,204	34.5	12,095	33.1	21,548	33.3
Grand total	69,000	100.0	4,264	6.6	32,499	100.0	36,500	100.0	64,736	100.0

■ Further business expansion driven by software and cloud services



Domestic

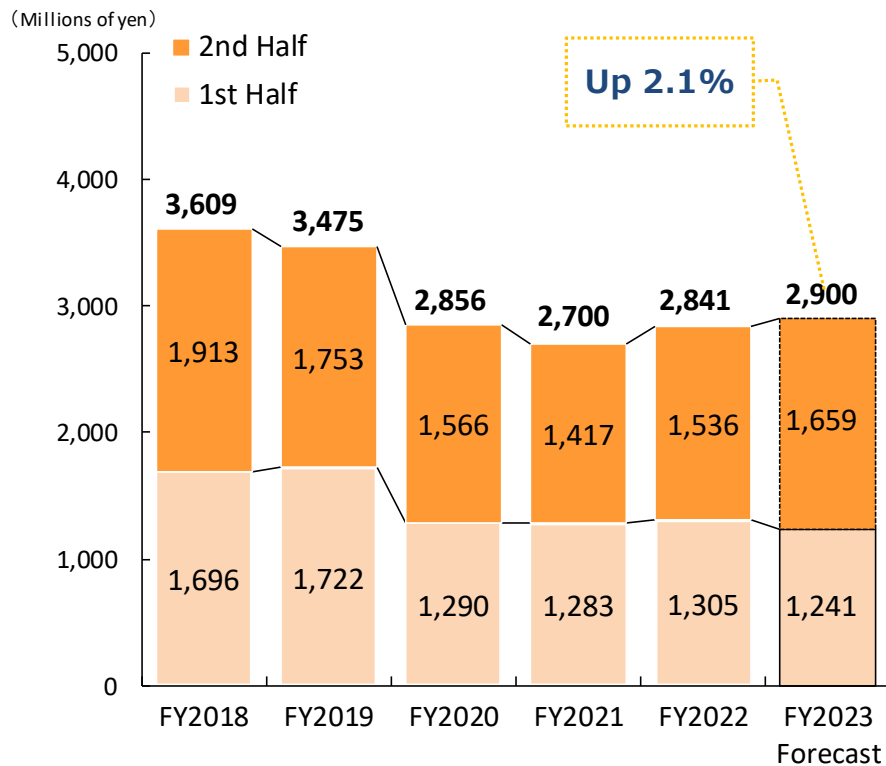
- Strengthen proposals for industry-specific solutions, including cloud services (Targeting industries for which work-style reform-related laws apply gracefully)
- Strengthen proposals for T&A Terminals (Local government, etc.)
- Strengthen proposals for peripheral solutions (e-AMANO) (i.e. Personnel notifications)
- Develop the digital time stamp market (In response to Revised Electronic Books Preservation Act)



Overseas

- Americas;
Strengthen ties with companies engaged in ERP systems
Promote proposals for new terminals equipped with biometrics
- Europe;
Promote the cross-selling of T&A, HR and Access Control
Promote Cloud Business

■ Japan: Expand sales of Connected Time Recorder



Domestic

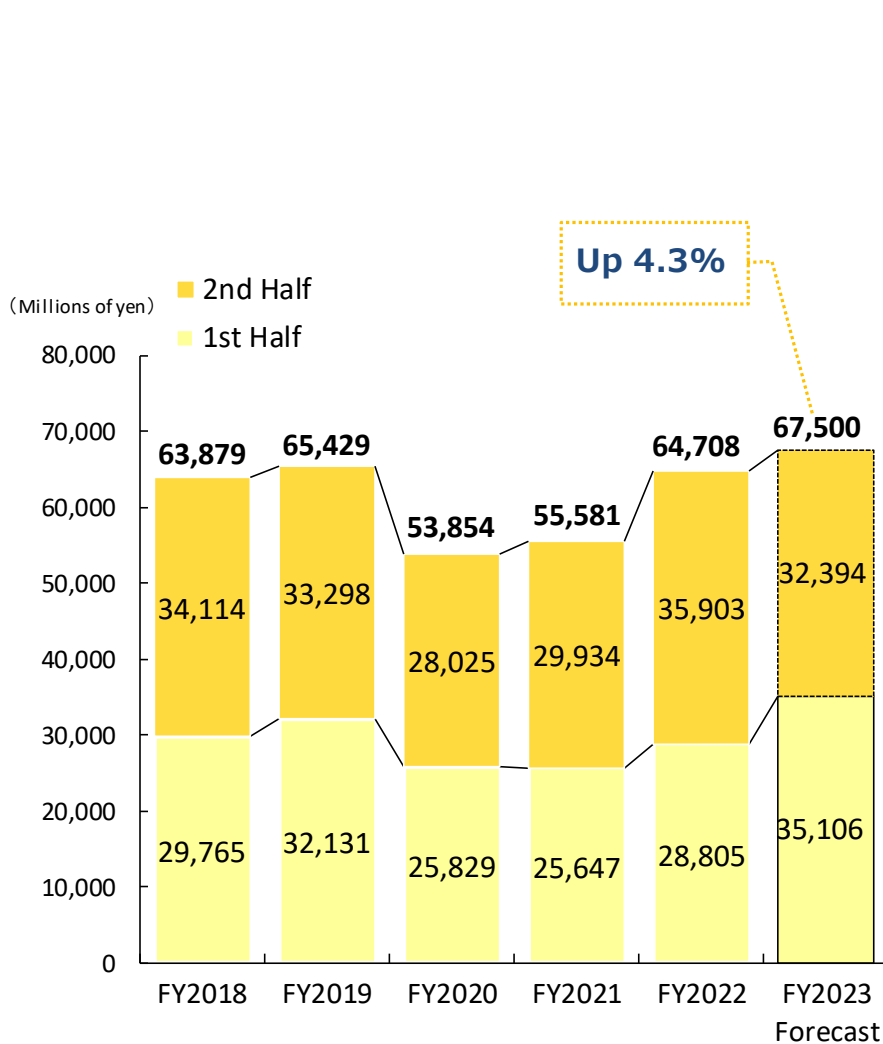
- Expand sales of Wi-Fi Time Recorders with ancillary cloud services (IoT)
 - *The cloud service enables the user to check the time card over the Internet
- Expand TimeP@CK sales
Enhancing paid member services
- Strengthen online store sales and e-commerce



Overseas

- Develop new sales channels in the Americas, Europe and Asia

■ Strengthen proposals for ticketless and cashless solutions, and expand parking management services



Domestic

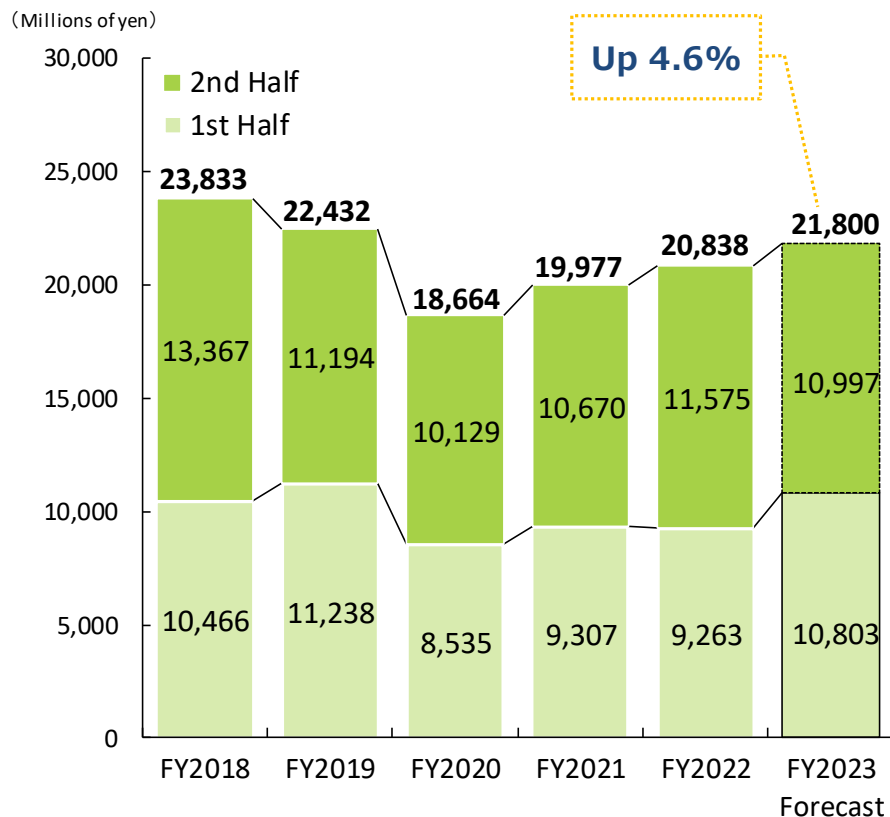
- Promote proposals for ticketless and cashless systems
- Expand cloud services (Increase recurring revenue)
- Strengthen proposals for commissioned management services



Overseas

- Americas:
Expand new product sales (subscription model)
- Europe:
Reinforce sales regime and Management Service business
- Asia: Expand Management service business

■ Expand standard product sales, expand new business domains and reinforce the engineering regime



Domestic

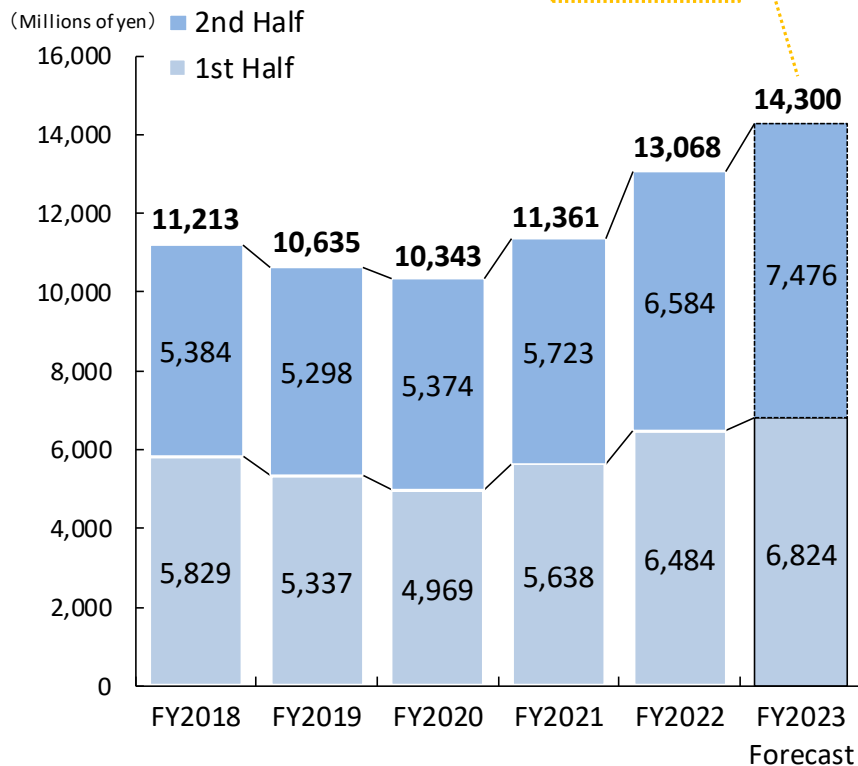
- Increase proposals for standard dust collectors
- Expand new business domains
(Promote proposals for strategic growth fields)
- Promote proposals for holistic solutions including peripheral devices



Overseas

- Promote global deployment by group collaboration
- Asia;
Strengthen engineering and production capabilities, along with the sales and services regime.
Strengthen solution proposals to local companies
- North & Central America;
Develop business with new customer

■ Expand the robot market



Domestic

- Enhance the lineup of robotic cleaners
- Strengthen proposals for robot related cloud services (Increase recurring revenue)
- Promote proposals of automatic floor scrubbers the "EG Series"
- Expand proposals for new cleaning styles that combines electrolyzed water generators



Overseas

- Americas;
Expand the wood floor sanding business
Strengthen sales and marketing
Develop new markets
(European market Business expansion)

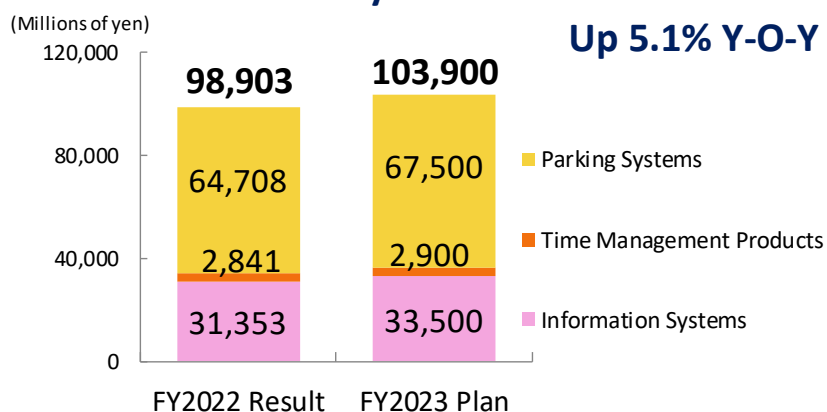
FY2023 Sales & Operating Profit by Segment -Full Year Forecast-

(Millions of yen)

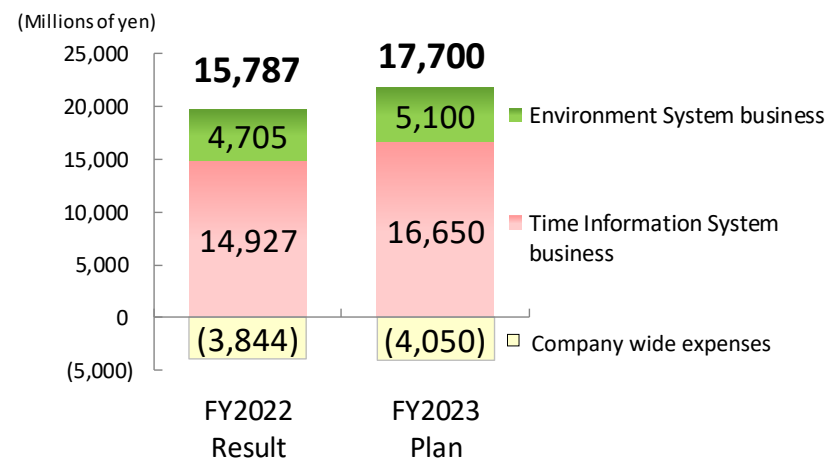
	FY2023 Plan			FY2022 Result			Change Y-O-Y			
	Sales	Operating profit	%	Sales	Operating profit	%	Sales		Operating profit	
Time Information System business	103,900	16,650	16.0	98,903	14,927	15.1	4,996	5.1	1,722	11.5
Environment System business	36,100	5,100	14.1	33,906	4,705	13.9	2,193	6.5	394	8.4
Company-wide Expenses		(4,050)			(3,844)					(205)
Total	140,000	17,700	12.6	132,810	15,787	11.9	7,189	5.4	1,912	12.1

Sales

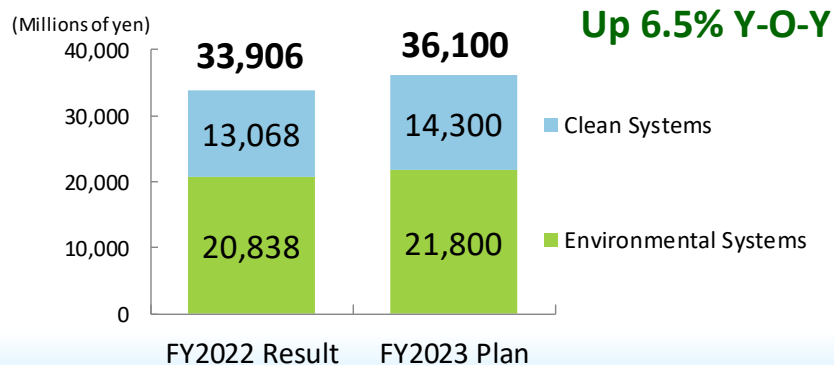
● Time Information System business



Operating Profit



● Environment System business



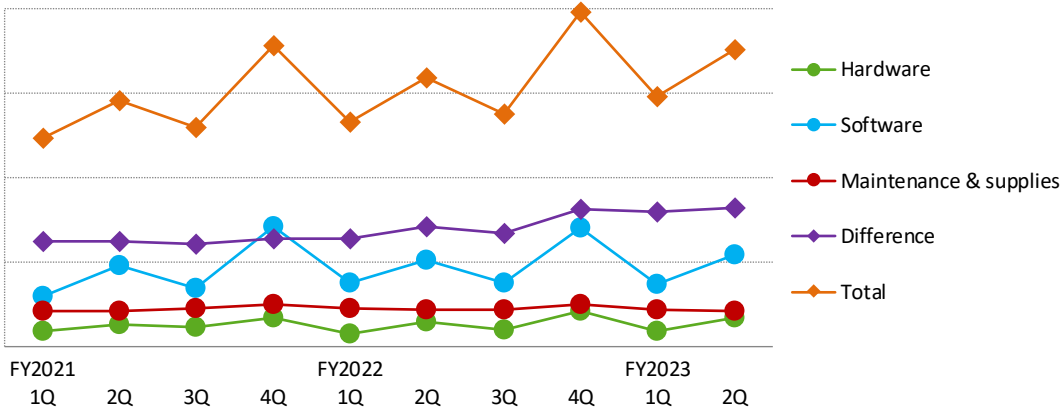
※ Operating Profit

- Time Information System business
- Environment System business

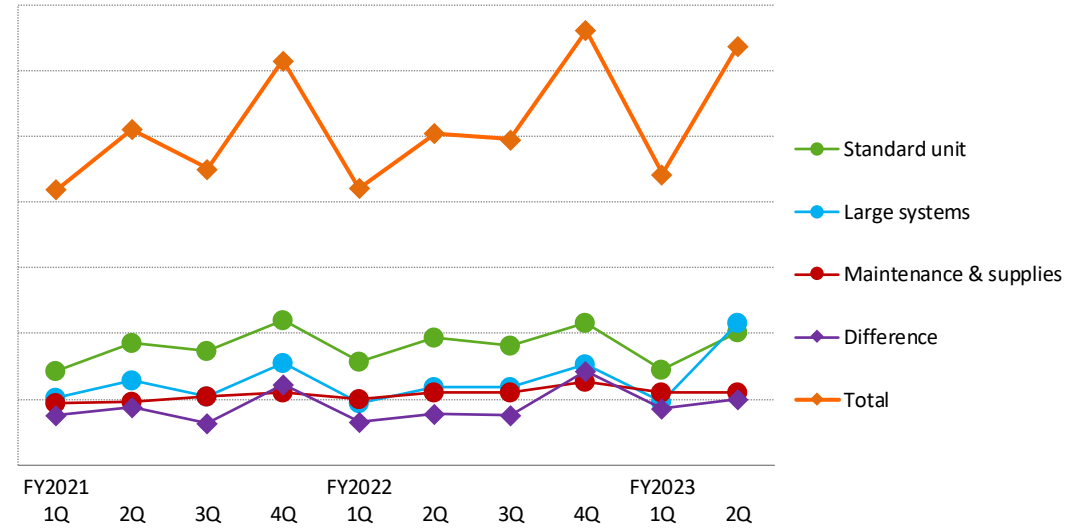
Up 12.1% Y-O-Y
Up 11.5% Y-O-Y
Up 8.4% Y-O-Y

Quarterly Sales by Item (actual results)

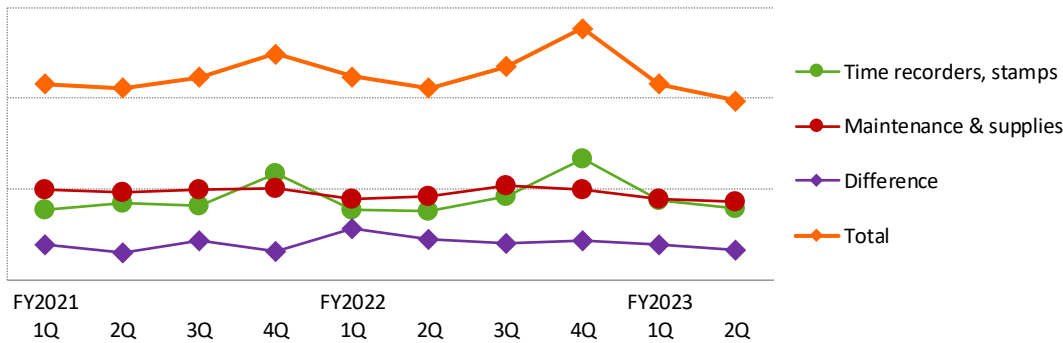
Information Systems



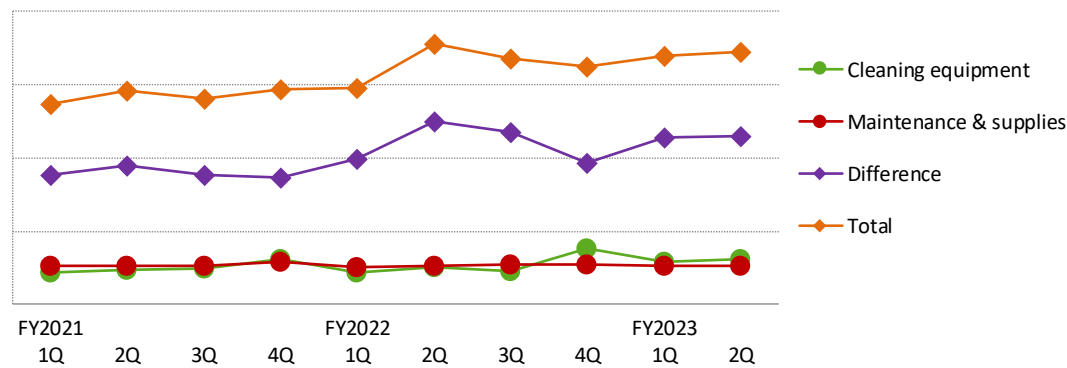
Environmental Systems



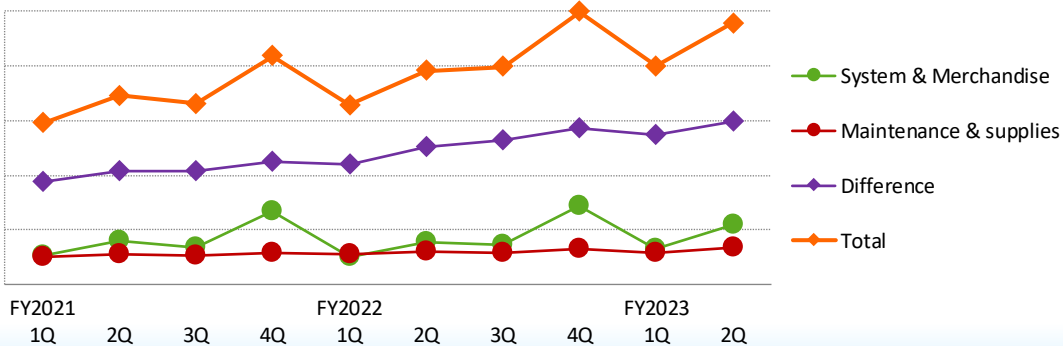
Time Management Products



Clean Systems



Parking Systems



Time & Air
AMANO