

FY 2024: 1st Quarter Report

(Fiscal Year ending March 2025)

AMANO

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FY 2024 1st Quarter Report

(Apr. 2024 ~ Jun. 2024)

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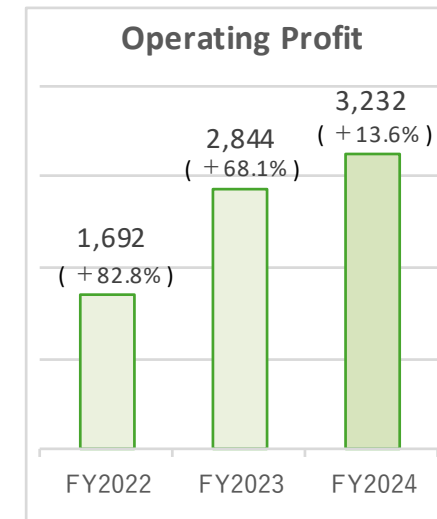
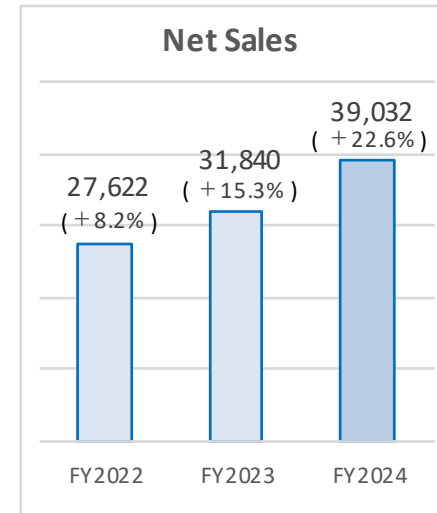
The prospect of operating performance or forecast compiled by Amano is based on the current information available, and it includes potential risks or uncertainties. Please note that actual operating performance may change substantially from what is described here as a result of various changing factors.

FY 2024: 1st Quarter Accumulated Results

FY 2024 1st Quarter Accumulated Results (Consolidated)

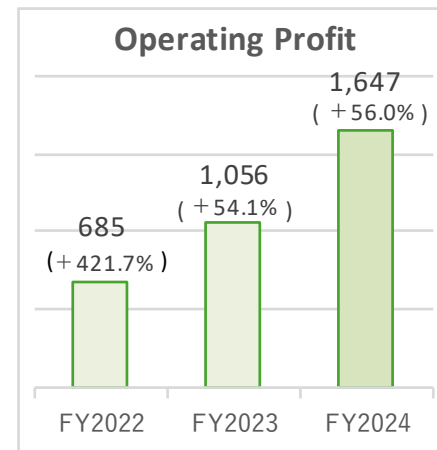
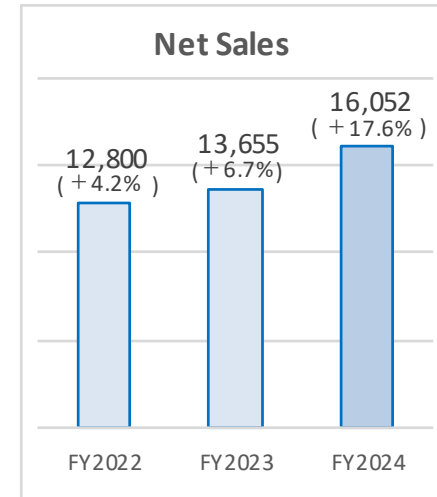
(Millions of yen)

	FY2024 1st Half Plan	FY2024 1Q Result	%	FY2023 1Q Result	%	Change
Net sales	72,200	39,032	100.0%	31,840	100.0%	+ 22.6 %
Gross profit	32,700	17,088	43.8%	14,422	45.3%	+ 18.5 %
SG&A	24,300	13,856	35.5%	11,577	36.4%	+ 19.7 %
Operating profit	8,400	3,232	8.3%	2,844	8.9%	+ 13.6 %
Operating profit Ratio	11.6%	8.3%		8.9%		- 0.6 Pt
Ordinary profit	8,900	3,642	9.3%	3,150	9.9%	+ 15.6 %
Net income attributable to owners of the parent company	5,700	1,600	4.1%	1,557	4.9%	+ 2.7 %
FX Rates	US\$140.00 EUR150.00	US\$149.89 EUR162.17		US\$133.45 EUR143.93		



(Millions of yen)

	FY2024 1st Half Plan	FY2024 1Q Result	%	FY2023 1Q Result	%	Change
Net sales	33,800	16,052	100.0%	13,655	100.0%	+ 17.6 %
Gross profit	15,500	7,387	46.0%	6,171	45.2%	+ 19.7 %
SG&A	10,500	5,739	35.8%	5,114	37.5%	+ 12.2 %
Operating profit	5,000	1,647	10.3%	1,056	7.7%	+ 56.0 %
Operating profit Ratio	14.8%	10.3%		7.7%		+ 2.6 Pt
Ordinary profit	7,900	6,273	39.1%	3,751	27.5%	+ 67.2 %
Net income	5,600	4,680	29.2%	2,781	20.4%	+ 68.2 %



FY 2024: 1st Quarter Sales by Business Division (Consolidated)

(Millions of yen)

	FY2024 1st Half Plan	FY2024 1Q Result	%	FY2023 1Q Result	%	Change
Information Systems	17,000	8,376	21.4%	7,401	23.3%	+ 13.2 %
Time Management Products	1,200	579	1.5%	648	2.0%	- 10.7 %
Parking Systems	36,000	21,572	55.3%	15,984	50.2%	+ 35.0 %
Time Information System business	54,200	30,528	78.2%	24,034	75.5%	+ 27.0 %
Environmental Systems	11,100	5,117	13.1%	4,425	13.9%	+ 15.6 %
Clean Systems	6,900	3,386	8.7%	3,381	10.6%	+ 0.1 %
Environment System business	18,000	8,503	21.8%	7,806	24.5%	+ 8.9 %
Grand total	72,200	39,032	100.0%	31,840	100.0%	+ 22.6 %
FX Rates	US\$140.00 EUR150.00	US\$149.89 EUR162.17		US\$133.45 EUR143.93		

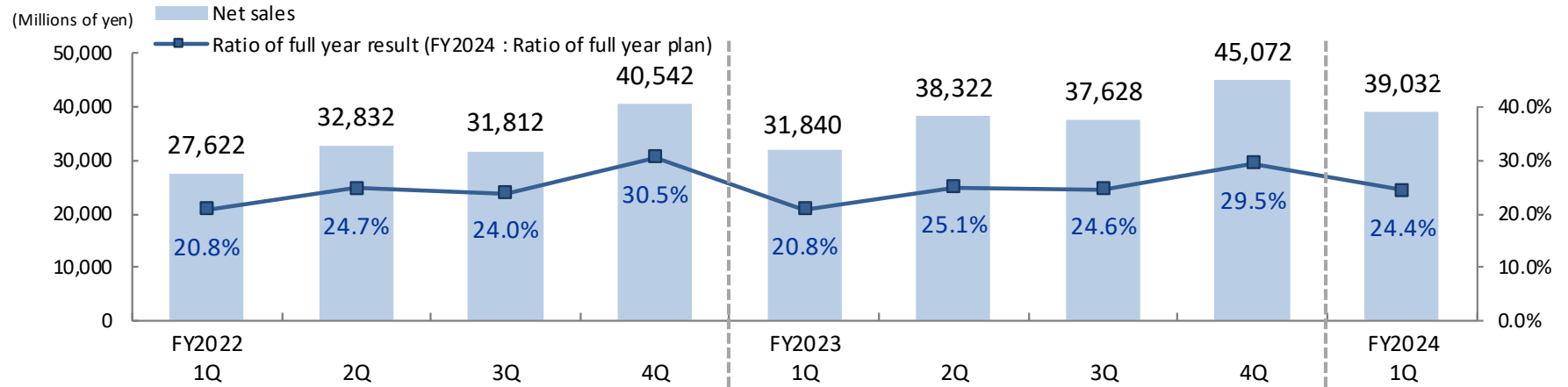
FY 2024: 1st Quarter Sales by Business Division (ACJ)

(Millions of yen)

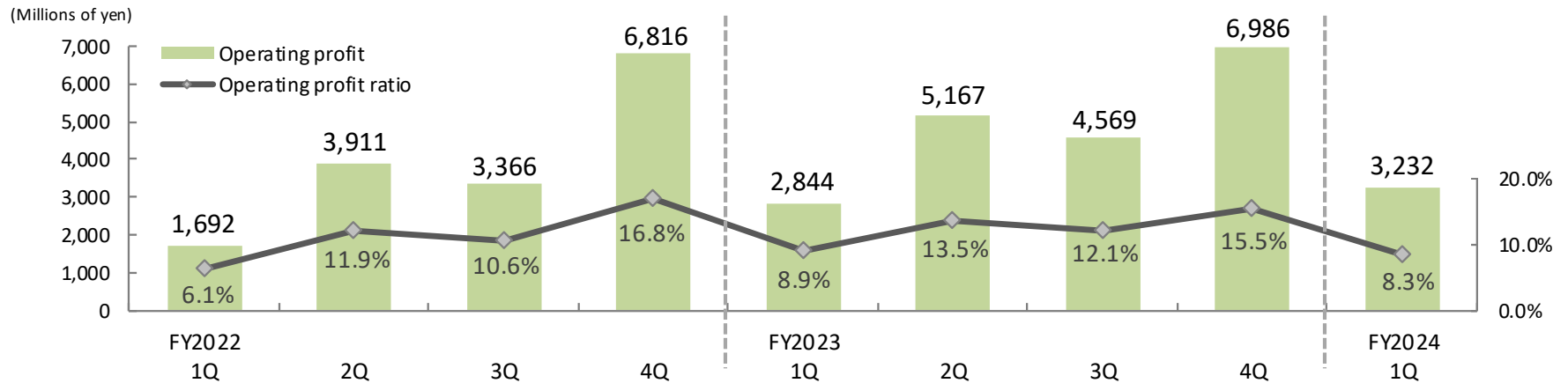
	FY2024 1st Half Plan	FY2024 1Q Result	%	FY2023 1Q Result	%	Change
Information Systems	8,600	3,781	23.6%	3,410	25.0%	+ 10.9 %
Time Management Products	1,000	486	3.0%	531	3.9%	- 8.5 %
Parking Systems	12,500	6,988	43.5%	5,034	36.8%	+ 38.8 %
Time Information System business	22,100	11,255	70.1%	8,975	65.7%	+ 25.4 %
Environmental Systems	9,200	3,766	23.5%	3,566	26.1%	+ 5.6 %
Clean Systems	2,500	1,030	6.4%	1,113	8.2%	- 7.5 %
Environment System business	11,700	4,796	29.9%	4,679	34.3%	+ 2.5 %
Grand total	33,800	16,052	100.0%	13,655	100.0%	+ 17.6 %

Quarterly Sales and Operating Profit Trends (Consolidated)

Net sales



Operating profit



Sales and Operating Profit by Business Segment (Consolidated)

(Millions of yen)

	FY2024 1Q Result			FY2023 1Q Result			Change			
	Net sales	Operating profit	12.2%	Net sales	Operating profit	12.0%	Net sales	Operating profit		
Time Information System business	30,528	3,727	12.2%	24,034	2,891	12.0%	6,494	+27.0%	836	+28.9%
Environment System business	8,503	567	6.7%	7,806	868	11.1%	697	+8.9%	(300)	-34.6%
Company-wide Expenses		(1,062)			(914)				(147)	
Grand total	39,032	3,232	8.3%	31,840	2,844	8.9%	7,191	+22.6%	387	+13.6%

【References】

Increase / decrease in gross profit margin

① FY2023 1Q/FY2024 1Q

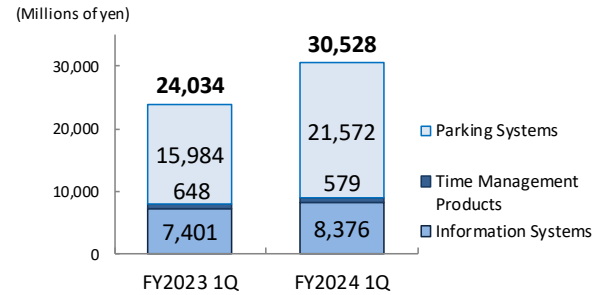
	Consolidated	ACJ
Information Systems	↑	↓
Time Management Products	↑	↑
Parking Systems	↑	↑
Environmental Systems	↓	↓
Clean Systems	↓	↓

② FY2023/FY2024 1Q

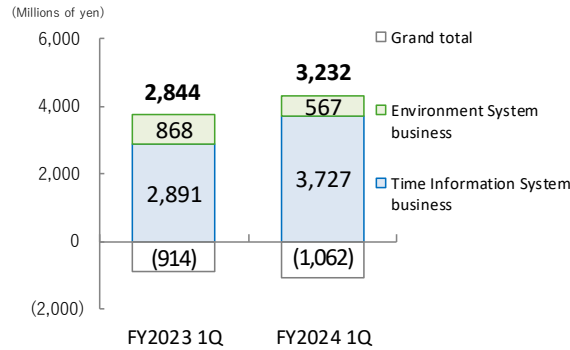
	Consolidated	ACJ
Information Systems	↑	↓
Time Management Products	↑	↑
Parking Systems	→	↑
Environmental Systems	↓	↓
Clean Systems	↓	↓

Net sales

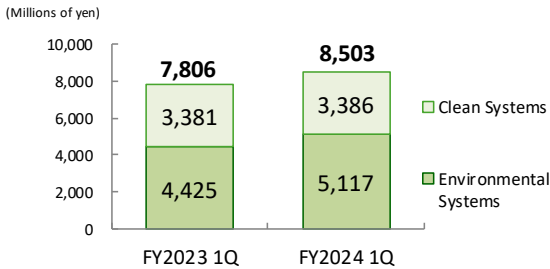
Time Information System business Up 27.0%



Operating profit



Environment System business Up 8.9%



Time Information System business Up 28.9%

Environment System business Dn 34.6%

(Millions of yen)

	Net Sales			Operating profit				
	FY2024 1Q Result	FY2023 1Q Result	Change	FY2024 1Q Result		FY2023 1Q Result		Change
North America	6,041	4,991	+ 21.0 %	(123)	(2.0) %	32	0.7%	—
Europe	3,942	3,190	+ 23.6 %	410	10.4 %	554	17.4%	- 25.9 %
Asia	9,612	6,712	+ 43.2 %	588	6.1 %	408	6.1%	+ 44.0 %
Overseas group companies	19,597	14,895	+ 31.6 %	876	4.5 %	995	6.7%	- 12.0 %
FX Rates	US \$ 149.89 EUR 162.17	US \$ 133.45 EUR 143.93						
Domestic Group companies	5,721	5,500	+ 4.0 %	823	14.4 %	831	15.1%	- 0.9 %

* Goodwill Amortization :

N.America	11 million yen	—
Europe	74 million yen	66 million yen
Asia	32 million yen	—
ACJ	—	—

Forecast for the FY2024 1st Half

Forecast for the FY2024 1st Half (Consolidated)

*The plan for FY2024 2Q Plan is shown as “1st Half Plan minus 1Q Result”

(Millions of yen)

	FY2024 1st Half Plan		Change	FY2024 1Q Result		FY2024 2Q Plan		FY2023 1st Half Result	
		%			%		%		%
Net sales	72,200	100.0%	+ 2.9 %	39,032	100.0%	33,168	100.0%	70,163	100.0%
Gross profit	32,700	45.3%	+ 3.4 %	17,088	43.8%	15,612	47.1%	31,639	45.1%
SG&A	24,300	33.7%	+ 2.8 %	13,856	35.5%	10,444	31.5%	23,627	33.7%
Operating profit	8,400	11.6%	+ 4.8 %	3,232	8.3%	5,168	15.6%	8,012	11.4%
Operating profit Ratio	11.6 %			8.3 %		15.6 %		11.4 %	
Ordinary profit	8,900	12.3%	+ 3.4 %	3,642	9.3%	5,258	15.9%	8,609	12.3%
Net income attributable to owners of the parent company	5,700	7.9%	+ 2.6 %	1,600	4.1%	4,100	12.4%	5,557	7.9%
FX Rates	US\$140.00 EUR150.00			US\$149.89 EUR162.17				US\$136.54 EUR147.89	

*The plan for FY2024 2Q Plan is shown as “1st Half Plan minus 1Q Result”

(Millions of yen)

	FY2024 1st Half Plan		Change	FY2024 1Q Result		FY2024 2Q Plan		FY2023 1st Half Result	
		%			%		%		%
Net sales	33,800	100.0%	+ 4.0 %	16,052	100.0%	17,748	100.0%	32,499	100.0%
Gross profit	15,500	45.9%	+ 4.9 %	7,387	46.0%	8,113	45.7%	14,772	45.5%
SG&A	10,500	31.1%	+ 2.0 %	5,739	35.8%	4,761	26.8%	10,290	31.7%
Operating profit	5,000	14.8%	+ 11.6 %	1,647	10.3%	3,353	18.9%	4,481	13.8%
Operating profit Ratio	14.8 %			10.3 %		18.9 %		13.8 %	
Ordinary profit	7,900	23.4%	+ 7.5 %	6,273	39.1%	1,627	9.2%	7,348	22.6%
Net income	5,600	16.6%	+ 2.9 %	4,680	29.2%	920	5.2%	5,443	16.7%

Sales Forecast for the FY2024 1st Half by Business Division (Consolidated)

*The plan for FY2024 2Q Plan is shown as “1st Half Plan minus 1Q Result”

(Millions of yen)

	FY2024 1st Half Plan		Change	FY2024 1Q Result		FY2024 2Q Plan		FY2023 1st Half Result	
		%			%		%		%
Information Systems	17,000	23.5%	+ 5.0 %	8,376	21.4%	8,624	26.0%	16,187	23.1%
Time Management Products	1,200	1.7%	- 3.3 %	579	1.5%	621	1.9%	1,241	1.8%
Parking Systems	36,000	49.9%	+ 2.5 %	21,572	55.3%	14,428	43.5%	35,106	50.0%
Time Information System business	54,200	75.1%	+ 3.2 %	30,528	78.2%	23,672	71.4%	52,535	74.9%
Environmental Systems	11,100	15.4%	+ 2.7 %	5,117	13.1%	5,983	18.0%	10,803	15.4%
Clean Systems	6,900	9.5%	+ 1.1 %	3,386	8.7%	3,514	10.6%	6,824	9.7%
Environment System business	18,000	24.9%	+ 2.1 %	8,503	21.8%	9,497	28.6%	17,628	25.1%
Grand total	72,200	100.0%	+ 2.9 %	39,032	100.0%	33,168	100.0%	70,163	100.0%
FX Rates	US\$140.00 EUR150.00			US\$149.89 EUR162.17			US\$136.54 EUR147.89		

Sales Forecast for the FY2024 1st Half by Business Division (ACJ)

*The plan for FY2024 2Q Plan is shown as “1st Half Plan minus 1Q Result”

(Millions of yen)

	FY2024 1st Half Plan		Change	FY2024 1Q Result		FY2024 2Q Plan		FY2023 1st Half Result	
		%			%		%		%
Information Systems	8,600	25.4%	+ 6.4 %	3,781	23.6%	4,819	27.2%	8,083	24.9%
Time Management Products	1,000	3.0%	- 2.3 %	486	3.0%	514	2.9%	1,023	3.1%
Parking Systems	12,500	37.0%	+ 2.6 %	6,988	43.5%	5,512	31.1%	12,188	37.5%
Time Information System business	22,100	65.4%	+ 3.8 %	11,255	70.1%	10,845	61.1%	21,295	65.5%
Environmental Systems	9,200	27.2%	+ 2.9 %	3,766	23.5%	5,434	30.6%	8,943	27.5%
Clean Systems	2,500	7.4%	+ 10.6 %	1,030	6.4%	1,470	8.3%	2,261	7.0%
Environment System business	11,700	34.6%	+ 4.4 %	4,796	29.9%	6,904	38.9%	11,204	34.5%
Grand total	33,800	100.0%	+ 4.0 %	16,052	100.0%	17,748	100.0%	32,499	100.0%

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

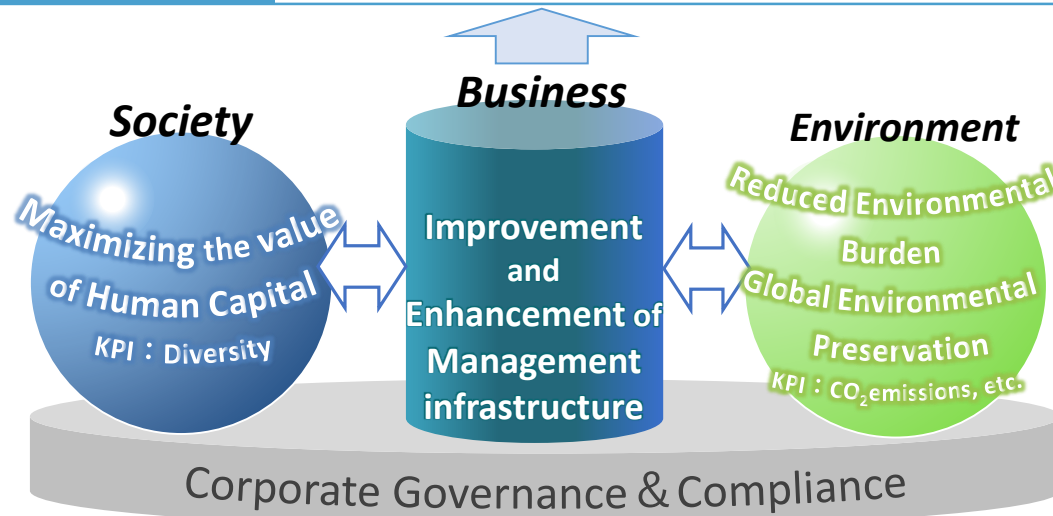
Commitment to a Paradigm Shift Leading to Sustainable Management

不易
流行

Evolution
built on Tradition

Numerical Targets(Consolidated) for FY2025	Sales : 168Bil	Operating Profit : 23Bil	OPR : 13%	ROE : 12%
Original Plan	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



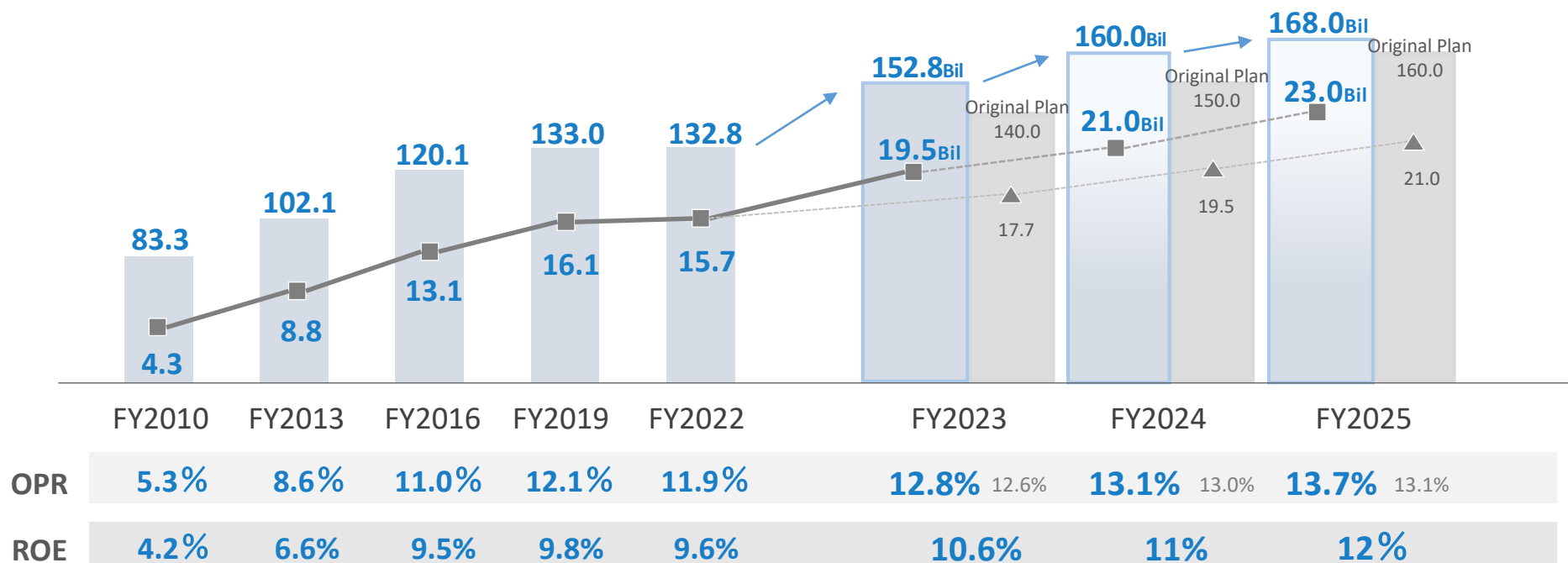
Engineers For Time & Air

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 : 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



FY2025 Domestic vs Overseas

Net sales **60 : 40**

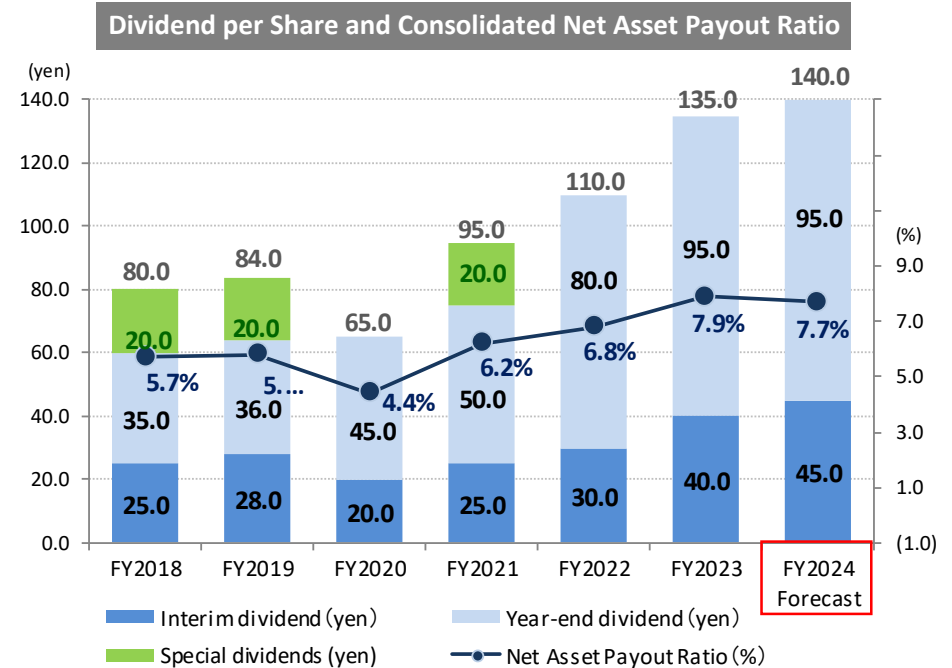
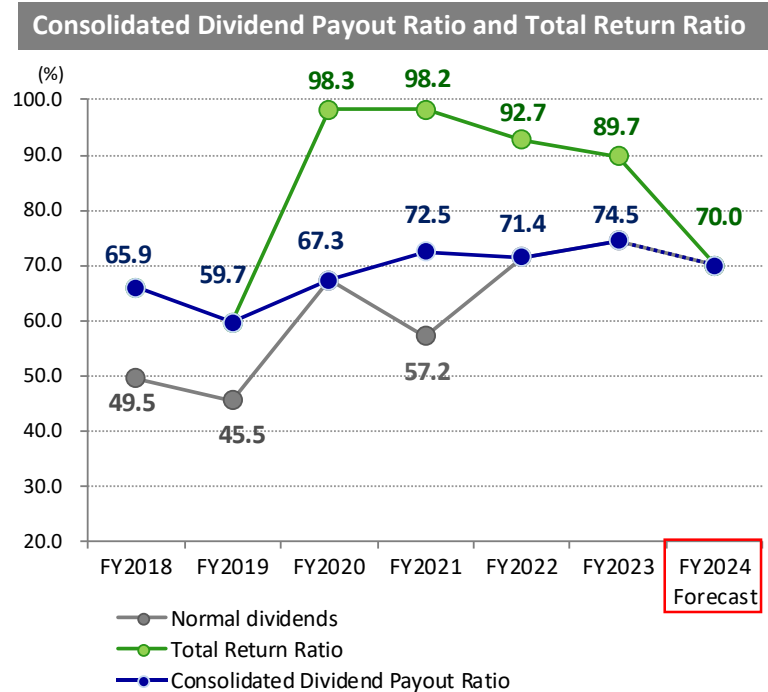
Operating Profit

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%



The acquisition of treasury stock

* Appropriately exercised with discretion and agility

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	From April 26, 2024 to July 31, 2024 (scheduled)
Total number of acquired stocks	750,000 shares	993,900 shares	795,100 shares	500,000 shares (upper limit)
Total amount of acquired stocks	2,151 Million yen	2,477 Million yen	2,363 Million yen	2,000 Million yen (upper limit)

■ Consolidated Business Plan

(Millions of yen)

	FY2023 Result		FY2024 Original Plan		FY2024 Revised Plan		FY2025 Original Plan		FY2025 Revised Plan	
	Amount	Change	Amount	Change	Amount	Change	Amount	Change	Amount	Change
Net sales	152,864	+ 15.1%	150,000		160,000	+ 4.7%	160,000		168,000	+ 5.0%
Operating profit	19,567	+ 23.9%	19,500		21,000	+ 7.3%	21,000		23,000	+ 9.5%
Operating profit ratio	12.8%		13.0%		13.1%		13.1%		13.7%	
Ordinary profit	20,855	+ 23.0%	20,500		22,000	+ 5.5%	22,000		24,000	+ 9.1%
Net income attributable to owners of the parent company	13,141	+ 16.4%	13,500		14,500	+ 10.3%	14,500		15,500	+ 6.9%

■ Consolidated Sales Plan

	FY2023 Result			FY2024 Original Plan		FY2024 Revised Plan			FY2025 Original Plan		FY2025 Revised Plan		
	Amount	%	Change	Amount	%	Amount	%	Change	Amount	%	Amount	%	Change
Information Systems	35,757	23.4%	+ 14.0%	35,900	23.9%	37,500	23.4%	+ 4.9%	38,300	23.9%	39,500	23.5%	+ 5.3%
Time Management Products	2,572	1.7%	-9.5%	2,950	2.0%	2,500	1.6%	-2.8%	3,000	1.9%	2,500	1.5%	0.0%
Parking Systems	78,510	51.3%	+ 21.3%	72,300	48.2%	82,100	51.3%	+ 4.6%	77,200	48.3%	85,800	51.1%	+ 4.5%
Time Information System business	116,840	76.4%	+ 18.1%	111,150	74.1%	122,100	76.3%	+ 4.5%	118,500	74.1%	127,800	76.1%	+ 4.7%
Environmental Systems	23,089	15.1%	+ 10.8%	23,100	15.4%	24,000	15.0%	+ 3.9%	24,300	15.1%	25,200	15.0%	+ 5.0%
Clean Systems	12,935	8.5%	-1.0%	15,750	10.5%	13,900	8.7%	+ 7.5%	17,200	10.8%	15,000	8.9%	+ 7.9%
Environment System business	36,024	23.6%	+ 6.2%	38,850	25.9%	37,900	23.7%	+ 5.2%	41,500	25.9%	40,200	23.9%	+ 6.1%
Grand total	152,864	100.0%	+ 15.1%	150,000	100.0%	160,000	100.0%	+ 4.7%	160,000	100.0%	168,000	100.0%	+ 5.0%

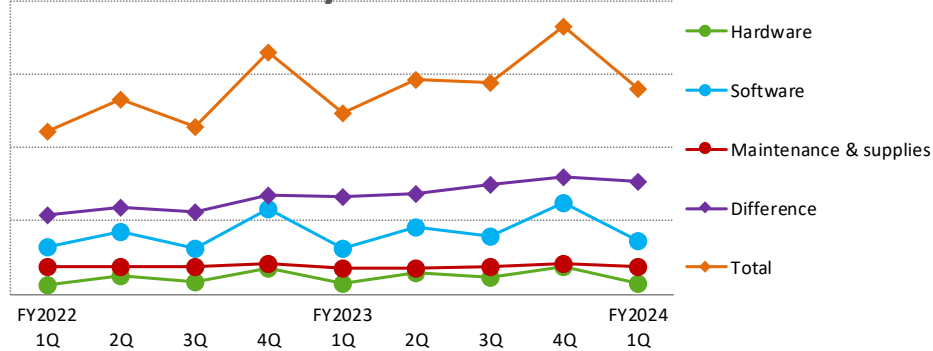
* FX Rates (Yearly Average):

US\$ 141.20
EUR 153.14

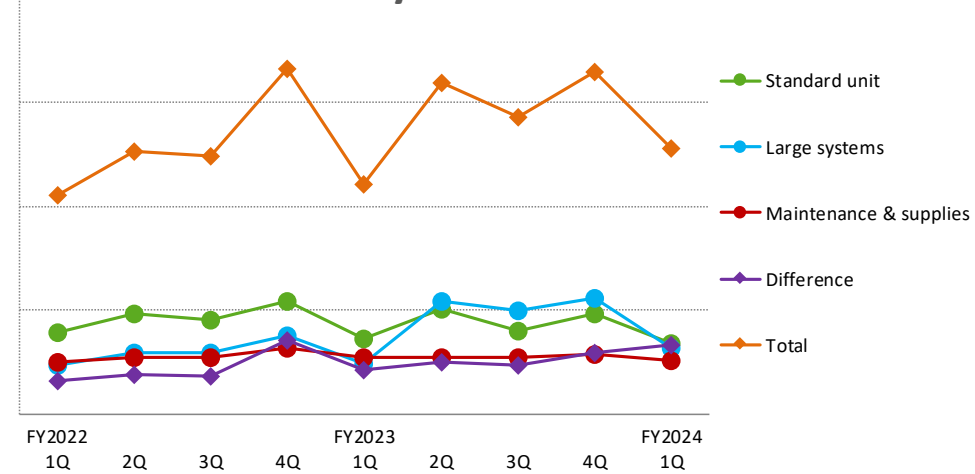
US\$ 140.00
EUR 150.00

Supplementary Information

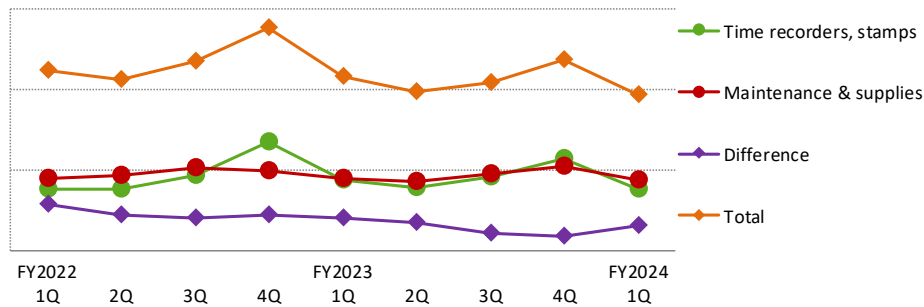
Information Systems



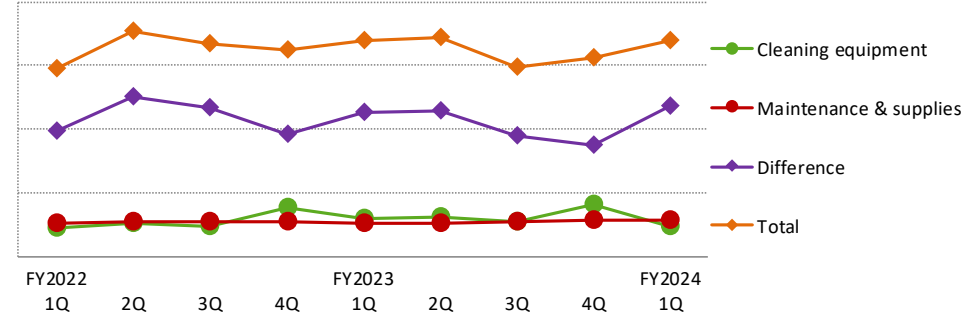
Environmental Systems



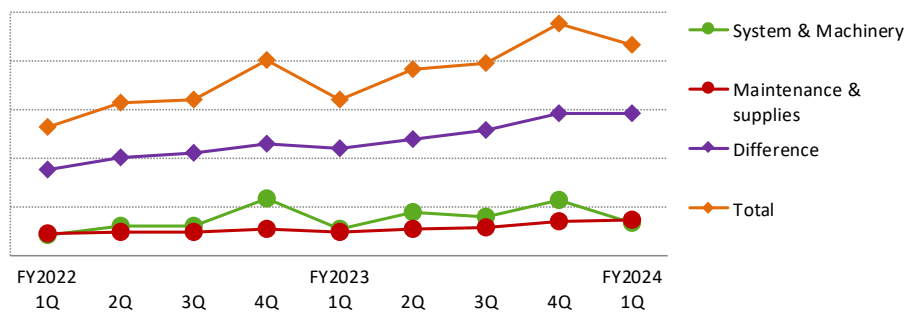
Time Management Products



Clean Systems



Parking Systems



Time & Air
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