

Second Quarter Report for FY 2024

AMANO

Contact : Corporate Planning Unit,
Corporate Planning Division

TEL : +81(0)45-439-1591

Web site : <https://www.amano.co.jp/English/>

Summary of Financial Results for 2Q of the FY2024 ending March 31, 2025

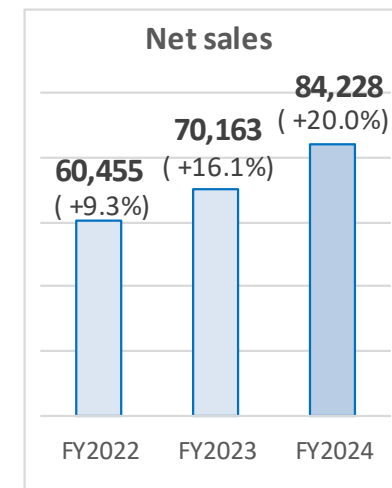
(April 2024 - September 2024)

1. FY 2024: 2nd Quarter Report	.....	P3
2. Business Segment Performance and Sales Composition by region	.....	P12
3. Consolidated Financial Statements	.....	P18
4. The 9th Medium-Term Business Plan	.....	P22
5. Business Forecast for FY2024	.....	P27
6. Supplementary Material	.....	P34

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.

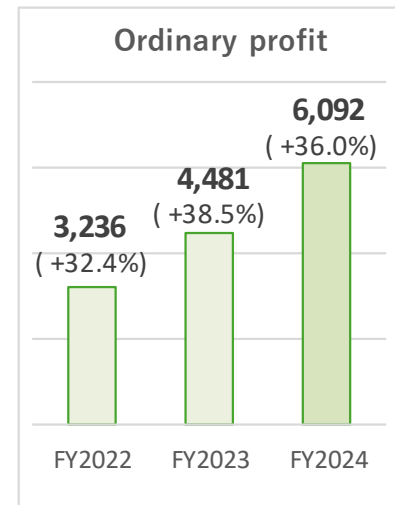
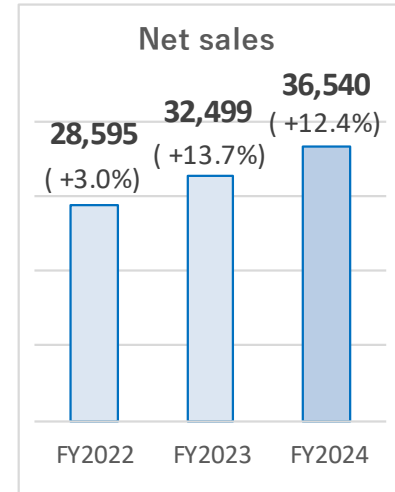
FY2024: 2nd Quarter Report

	(Millions of yen)					
	FY2024 1st Half Plan	FY2024 1st Half	%	FY2023 1st Half	%	Change Y-o-Y
Net sales	72,200	84,228	100.0%	70,163	100.0%	+ 20.0 %
Gross profit	32,700	37,323	44.3%	31,639	45.1%	+ 18.0 %
SG&A	24,300	27,425	32.6%	23,627	33.7%	+ 16.1 %
Operating profit	8,400	9,897	11.8%	8,012	11.4%	+ 23.5 %
Operating profit ratio	11.6 %	11.8 %		11.4 %		+ 0.4 Pt
Ordinary profit	8,900	10,534	12.5%	8,609	12.3%	+ 22.4 %
Net income attributable to owners of the parent company	5,700	7,161	8.5%	5,557	7.9%	+ 28.9 %
FX Rates	US\$140.00 EUR150.00	US\$154.08 EUR166.13		US\$136.54 EUR147.89		



(Millions of yen)

	FY2024 1st Half Plan	FY2024 1st Half	%	FY2023 1st Half	%	Change Y-o-Y
Net sales	33,800	36,540	100.0%	32,499	100.0%	+ 12.4 %
Gross profit	15,500	16,840	46.1%	14,772	45.5%	+ 14.0 %
SG&A	10,500	10,747	29.4%	10,290	31.7%	+ 4.4 %
Operating profit	5,000	6,092	16.7%	4,481	13.8%	+ 36.0 %
Operating profit ratio	14.8 %	16.7 %		13.8 %		+ 2.9 Pt
Ordinary profit	7,900	10,766	29.5%	7,348	22.6%	+ 46.5 %
Net income	5,600	8,635	23.6%	5,443	16.7%	+ 58.6 %



	(Millions of yen)					
	FY2024 1st Half Plan	FY2024 1st Half	%	FY2023 1st Half	%	Change Y-o-Y
Information Systems	17,000	18,069	21.5%	16,187	23.1%	+11.6%
Time Management Products	1,200	1,152	1.4%	1,241	1.8%	-7.2%
Parking Systems	36,000	45,832	54.3%	35,106	50.0%	+30.6%
Time Information System business	54,200	65,054	77.2%	52,535	74.9%	+23.8%
Environmental Systems	11,100	11,493	13.7%	10,803	15.4%	+6.4%
Clean Systems	6,900	7,680	9.1%	6,824	9.7%	+12.5%
Environment System business	18,000	19,173	22.8%	17,628	25.1%	+8.8%
Grand total	72,200	84,228	100.0%	70,163	100.0%	+20.0%
FX Rates	US\$140.00 EUR150.00	US\$154.08 EUR166.13		US\$136.54 EUR147.89		

FY2024: 1st Half Accumulated Results Sales by business division (ACJ)

	(Millions of yen)					
	FY2024 1st Half Plan	FY2024 1st Half	%	FY2023 1st Half	%	Change Y-o-Y
Information Systems	8,600	8,522	23.3%	8,083	24.9%	+5.4%
Time Management Products	1,000	921	2.5%	1,023	3.1%	-9.9%
Parking Systems	12,500	15,725	43.1%	12,188	37.5%	+29.0%
Time Information System business	22,100	25,169	68.9%	21,295	65.5%	+18.2%
Environmental Systems	9,200	9,034	24.7%	8,943	27.5%	+1.0%
Clean Systems	2,500	2,335	6.4%	2,261	7.0%	+3.3%
Environment System business	11,700	11,370	31.1%	11,204	34.5%	+1.5%
Grand total	33,800	36,540	100.0%	32,499	100.0%	+12.4%

FY2024: Performance by quarter (Consolidated)

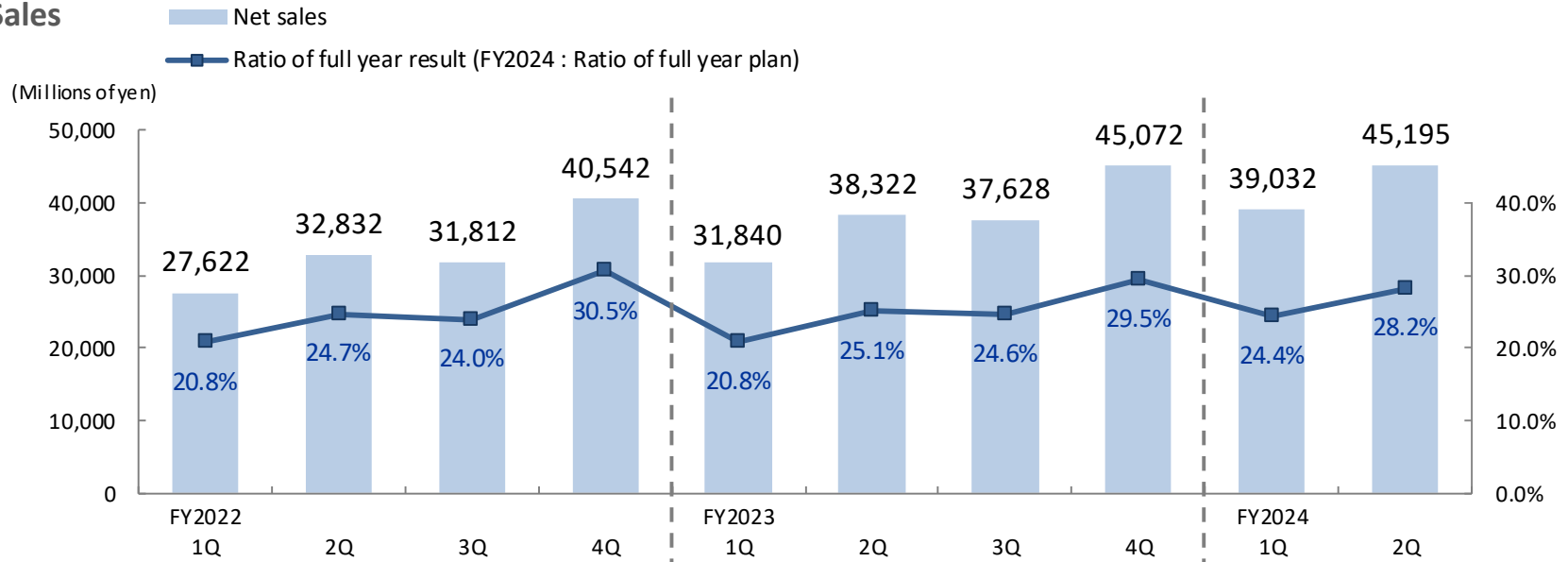
(Millions of yen)

Actual	1Q		2Q		FY2024 1st Half	
	Amount	%	Amount	%	Amount	%
Net sales	39,032	100.0%	45,195	100.0%	84,228	100.0%
Gross profit	17,088	43.8%	20,234	44.8%	37,323	44.3%
SG&A	13,856	35.5%	13,569	30.0%	27,425	32.6%
Operating profit	3,232	8.3%	6,665	14.7%	9,897	11.8%
Non-operating income	537	1.4%	443	1.0%	981	1.2%
Non-operating expense	128	0.3%	216	0.5%	344	0.4%
Ordinary profit	3,642	9.3%	6,892	15.3%	10,534	12.5%
Extraordinary profit	2		366		368	
Extraordinary loss	21		9		30	
Net income attributable to owners of the parent company	1,600	4.1%	5,561	12.3%	7,161	8.5%

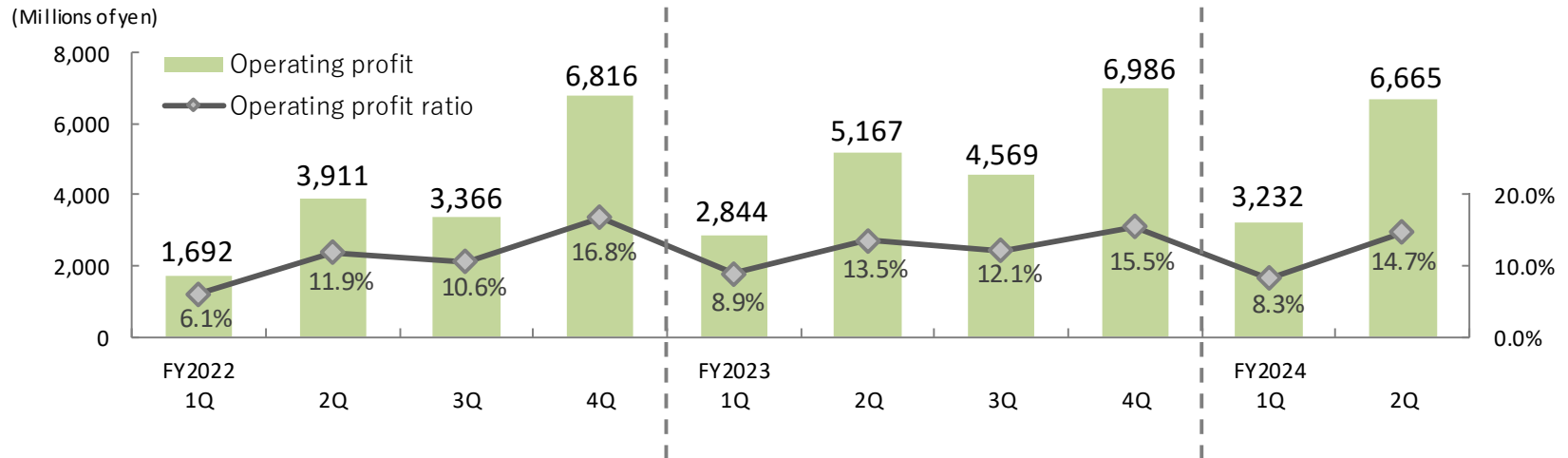
FX Rates	US\$149.89	US\$158.27	US\$154.08
	EUR162.17	EUR170.09	EUR166.13

Business division	1Q		2Q		FY2024 1st Half	
	Amount	%	Amount	%	Amount	%
Information Systems	8,376	21.4%	9,692	21.4%	18,069	21.5%
Time Management Products	579	1.5%	572	1.3%	1,152	1.4%
Parking Systems	21,572	55.3%	24,260	53.7%	45,832	54.3%
Time Information System business	30,528	78.2%	34,525	76.4%	65,054	77.2%
Environmental Systems	5,117	13.1%	6,376	14.1%	11,493	13.7%
Clean Systems	3,386	8.7%	4,294	9.5%	7,680	9.1%
Environment System business	8,503	21.8%	10,670	23.6%	19,173	22.8%
Grand total	39,032	100.0%	45,195	100.0%	84,228	100.0%

Net Sales



Operating Profit



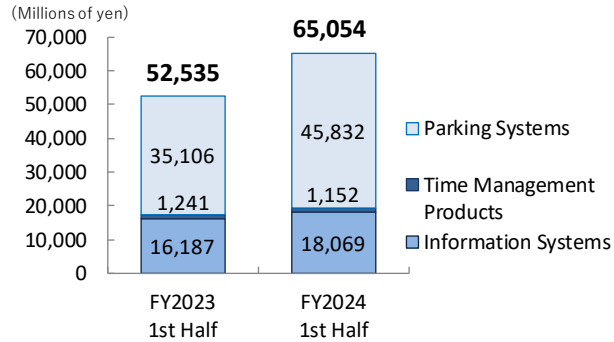
Sales & Operating Profit by Business Segment (Consolidated)

(Millions of yen) ㊦

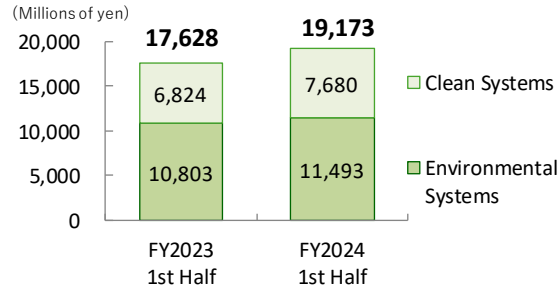
	FY2024 1Q			FY2024 2Q			FY2024 1st Half			FY2023 1st Half			Change			
	Net sales	Operating profit		Net sales	Operating profit		Net sales	Operating profit		Net sales	Operating profit		Net sales	Operating profit		
Time Information System business	30,528	3,727	12.2%	34,525	6,055	17.5%	65,054	9,782	15.0%	52,535	7,596	14.5%	12,519	+ 23.8%	2,186	+ 28.8%
Environment System business	8,503	567	6.7%	10,670	1,557	14.6%	19,173	2,124	11.1%	17,628	2,275	12.9%	1,545	+ 8.8%	(150)	-6.6%
Company-wide Expenses		(1,062)			(947)			(2,009)			(1,859)				(150)	
Grand total	39,032	3,232	8.3%	45,195	6,665	14.7%	84,228	9,897	11.8%	70,163	8,012	11.4%	14,065	+ 20.0%	1,885	+ 23.5%

Net Sales

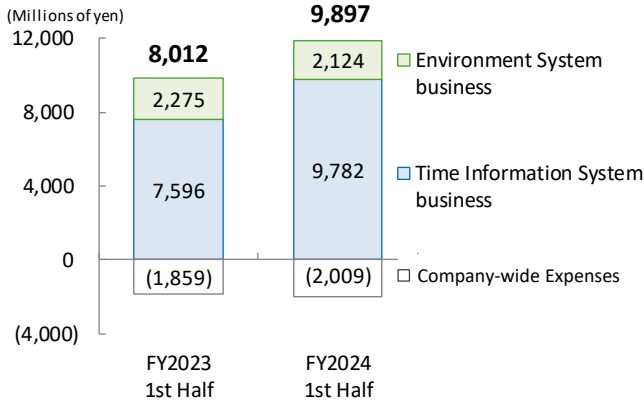
Time Information System business Up 23.8% Y-o-Y



Environment System business Up 8.8% Y-o-Y



Operating Profit



Time Information System business Up 28.8% Y-o-Y

Environment System business Dn 6.6% Y-o-Y

【References】

Increase / decrease in gross profit margin

(1) FY2023 1st Half / FY2024 1st Half

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

(2) FY2023 / FY2024 1st Half

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

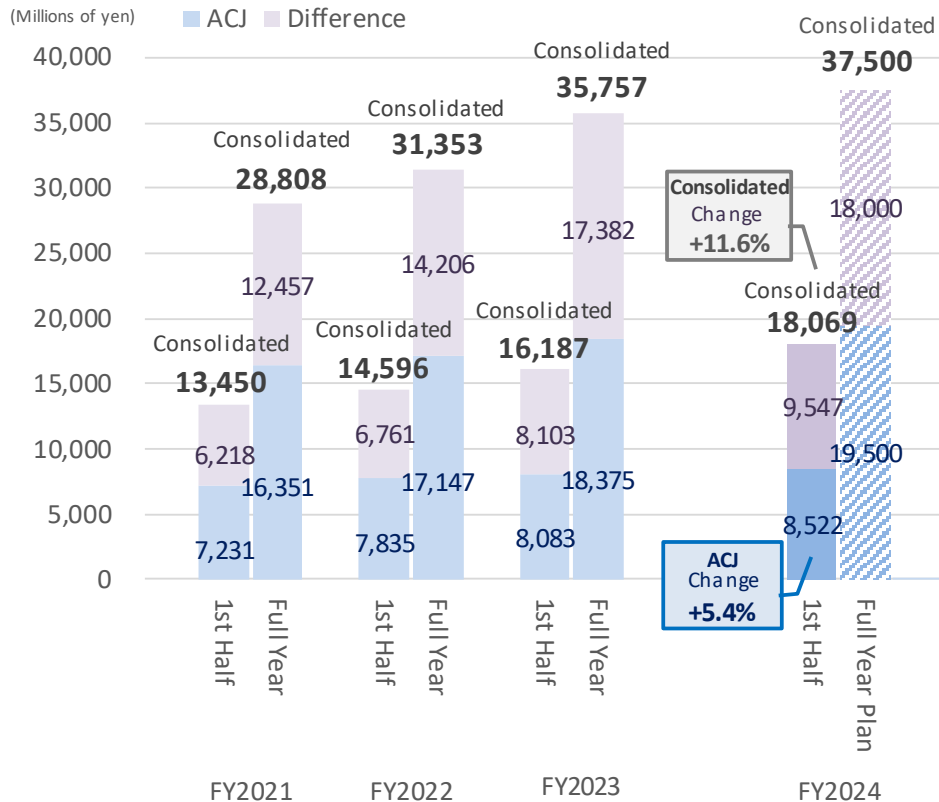
Sales composition by region

(Millions of yen)

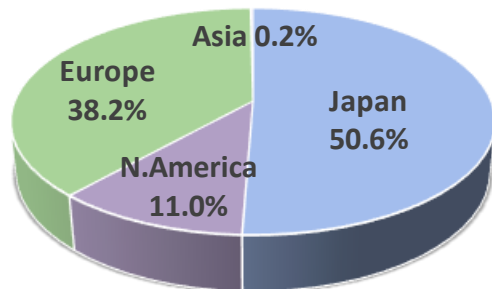
	1Q			2Q			FY2024 1st Half			FY2023 1st Half			Change			
	Net sales	Operating profit		Net sales	Operating profit		Net sales	Operating profit		Net sales	Operating profit		Net sales		Operating profit	
North America	6,041	(123)	(2.0) %	7,162	154	2.2 %	13,203	31	0.2 %	10,160	(56)	(0.6) %	3,043	+30.0%	88	—
Europe	3,942	410	10.4 %	4,155	504	12.1 %	8,097	914	11.3 %	6,399	947	14.8 %	1,698	+26.5%	(33)	-3.5%
Asia	9,612	588	6.1 %	10,107	688	6.8 %	19,719	1,276	6.5 %	14,606	1,047	7.2 %	5,113	+35.0%	229	+21.9%
Overseas group companies Total	19,597	876	4.5 %	21,423	1,346	6.3 %	41,020	2,222	5.4 %	31,166	1,938	6.2 %	9,854	+31.6%	284	+14.7%
*FX rate:	US\$	149.89		US\$	158.27		US\$	154.08		US\$	136.54					
	EUR	162.17		EUR	170.09		EUR	166.13		EUR	147.89					
Domestic Group companies Total	5,721	823	14.4 %	5,956	1,028	17.3 %	11,678	1,851	15.9 %	11,276	1,750	15.5 %	402	+3.6%	101	+5.8%
Goodwill Amortization	N. America	11Mil		N. America	11Mil		N. America	22Mil		N. America	—					
	Europe	74Mil		Europe	78Mil		Europe	153Mil		Europe	136Mil					
	Asia	32Mil		Asia	33Mil		Asia	65Mil		Asia	—					
	ACJ	—		ACJ	—		ACJ	—		ACJ	—					

Business Segment Performance and Sales Composition by region

Net sales



Sales Composition by region



Domestic : Sales Higher

- Sales Higher for Software but Lower for Hardware (T&A Terminals)
- Amano Business Solutions Corporation Sales decreased (transfer of operations to Amano impact)

Future Initiatives Further business expansion driven by software and cloud services

- Strengthen proposals for industry-specific solutions, including cloud services (medical corp., educational corp. and public sector market, etc.)
- Strengthen proposals to have software replaced (for outdated software and end of Windows OS support)
- Strengthen proposals T&A Terminals (Local government, etc.)
- AMANO Secure Japan Corporation develops the digital time stamp market

Overseas : Sales Higher

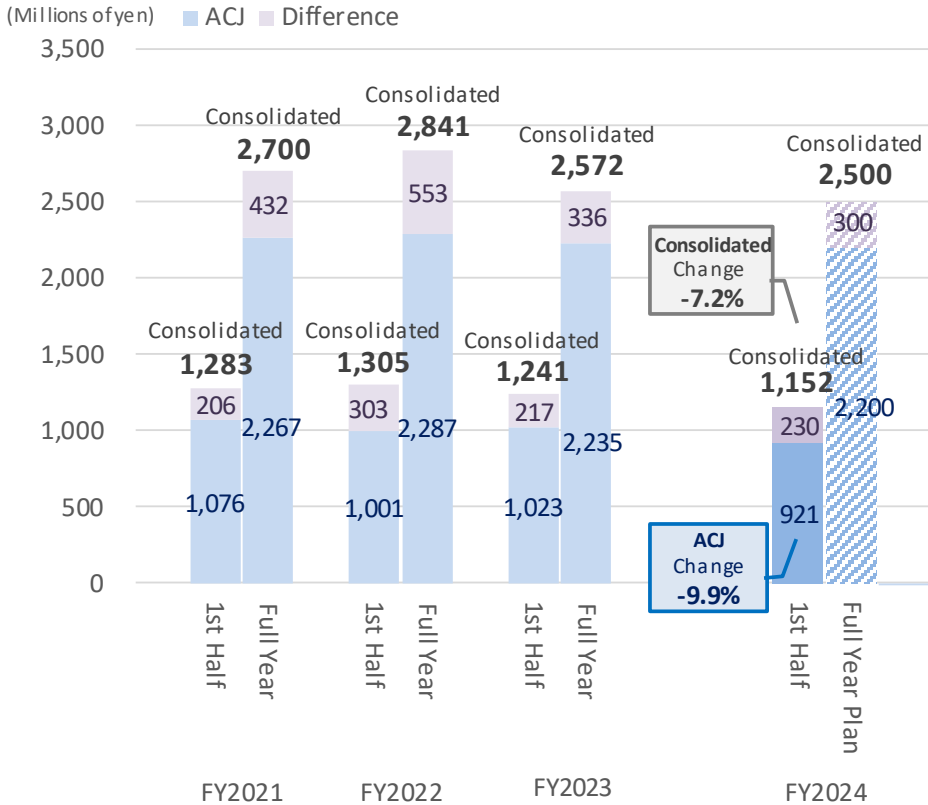
- N. America : Sales Higher at Accu-Time Systems Inc. (exchange rate impact)
- Europe : Sales Higher at Horoquartz, S.A.

Future Initiatives

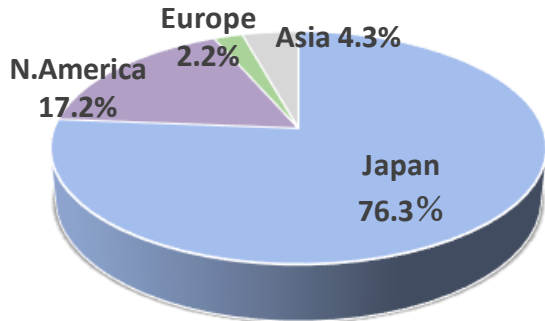
- Americas : Strengthen ties with companies engaged in ERP systems
- Promote proposals for new terminals equipped with biometrics
- Europe : Promote the cross-selling of T&A, HR and Access Control
Promote Cloud Business

Time Management Products

Net sales



Sales Composition by region



Domestic : Sales Lower

- Lower Sales for the Standard Time Recorders and TimeP@ck Series

Future Initiatives

- 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
- Review of strategies for sales partners

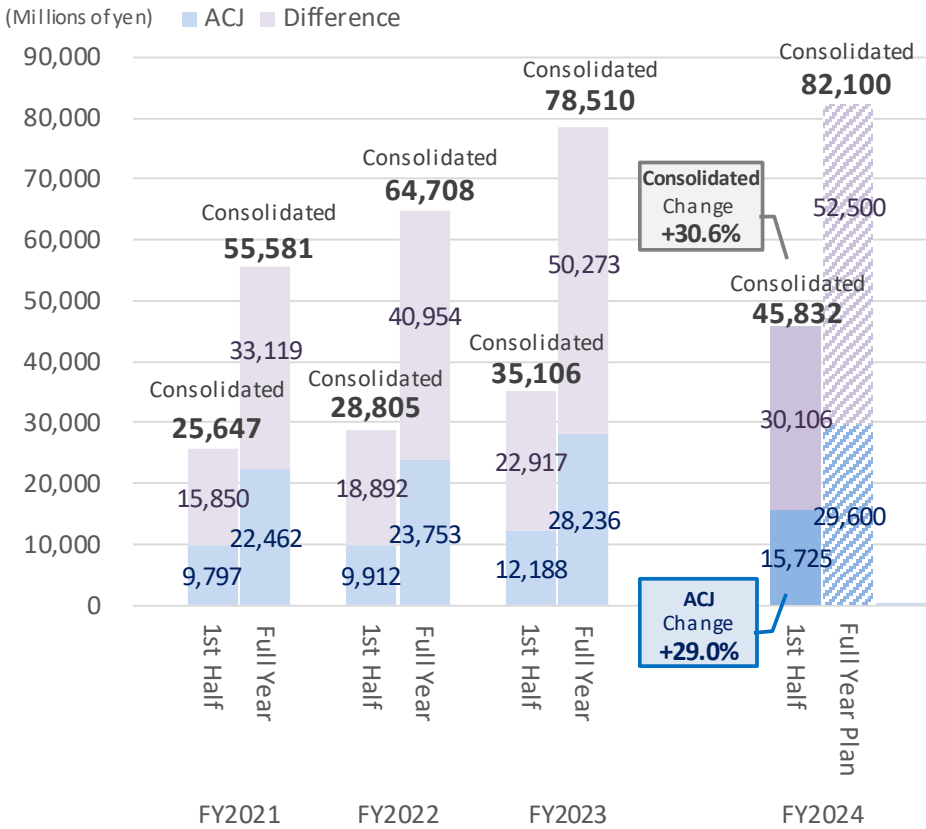
Overseas : Sales Lower

- Americas & Asia : Sales Lower

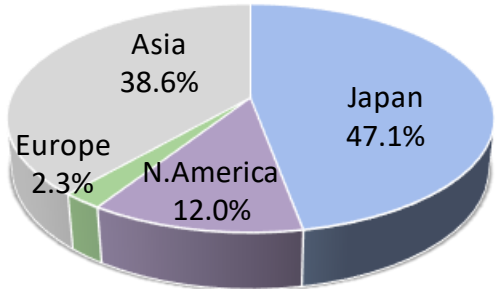
Future Initiatives

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

Net sales



Sales Composition by region



Domestic : Sales Higher

- Sales Higher for system equipment
- Recovery of orders from parking management services company
- Sales Higher for Bicycle Parking Systems
- Amano Management Service Corporation Commissioned parking management business remained firm

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

- Promote proposals for ticketless and cashless systems (Smartphone App Linkage, ETCGO)
- Expand cloud services (Increase recurring revenue)
- Strengthen proposals for commissioned management services

Overseas : Sales Higher

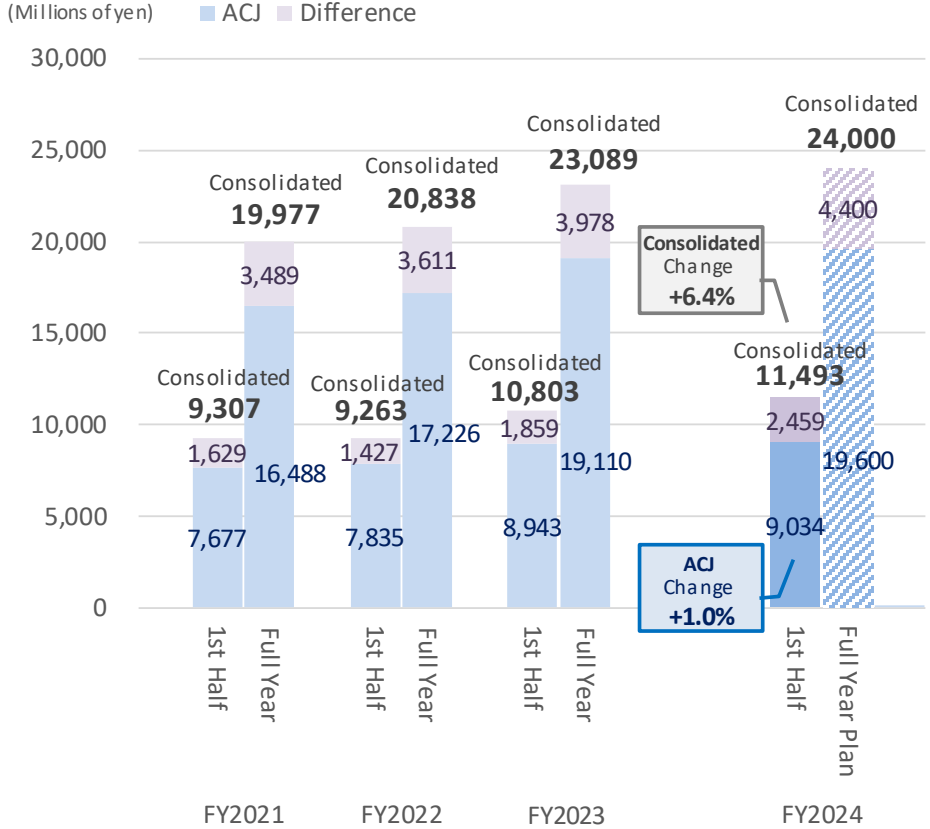
- Amano McGann Inc. of N. America: Sales Increased, Deficits Reduced
- Asia : Sales Higher at Amano Korea Corporation and Amano Parking Service Ltd. (HK)

Future Initiatives

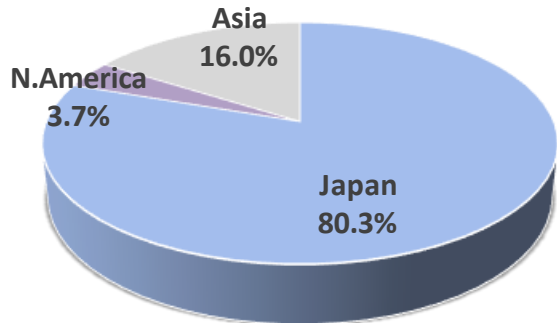
- Americas : Expand sales of subscription models
- Europe : Reinforce sales regime and Management Service business
- Asia : Expand Management service business

Environmental Systems

Net sales



Sales Composition by region



Domestic : Sales Higher

- Lower Sales for Standard Dust Collection systems
- Higher Sales for Large-scale systems

Future Initiatives

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

- Expand new standard dust collection systems's sales
- Expand new business domains (Promote large-scale system proposals for strategic growth fields)
- Promote proposals for holistic solutions including peripheral devices

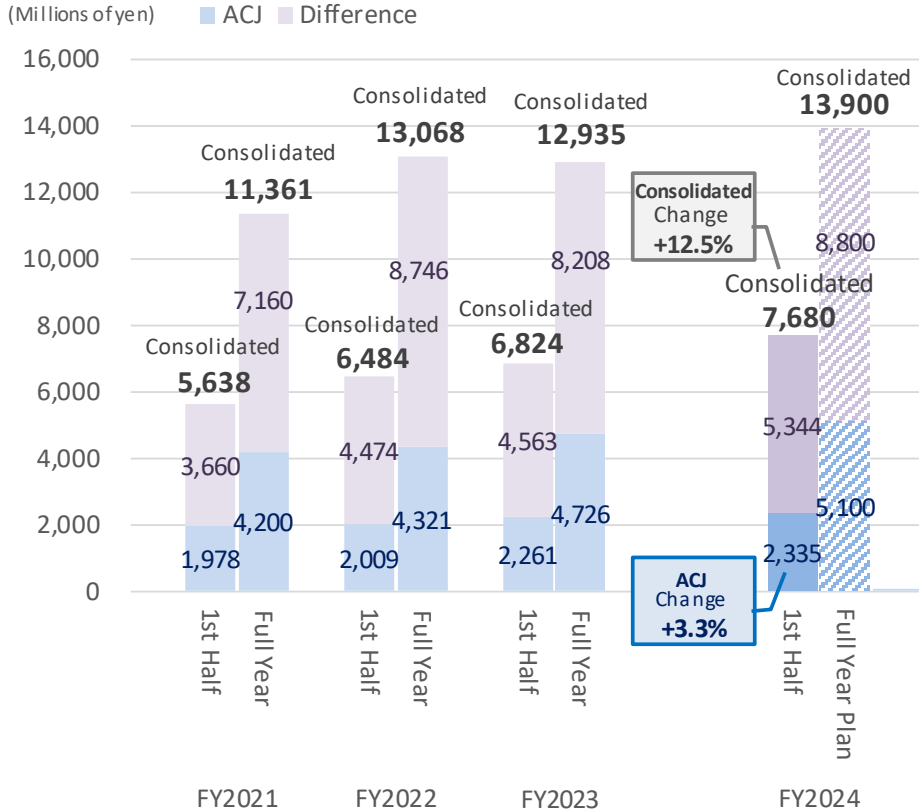
Overseas : Sales Higher

- Asia : Sales and Americas (Mexico): Sales Grew

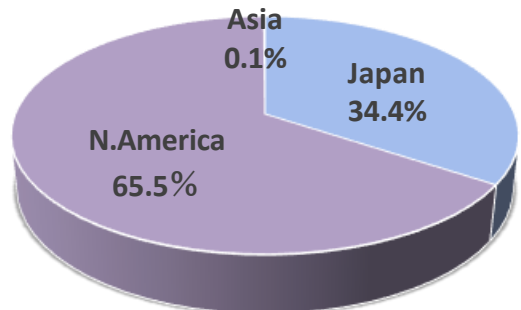
Future Initiatives

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

Net sales



Sales Composition by region



Domestic : Sales Higher

- Sales volume of small robotic scrubber “HAPiiBOT” increased
- Lower Sales for Automatic Floor Scrubbers

Future Initiatives Expand the robot market

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

Overseas : Sales Higher

- Americas : Sales Higher at Amano Pioneer Eclipse Corporation

Future Initiatives

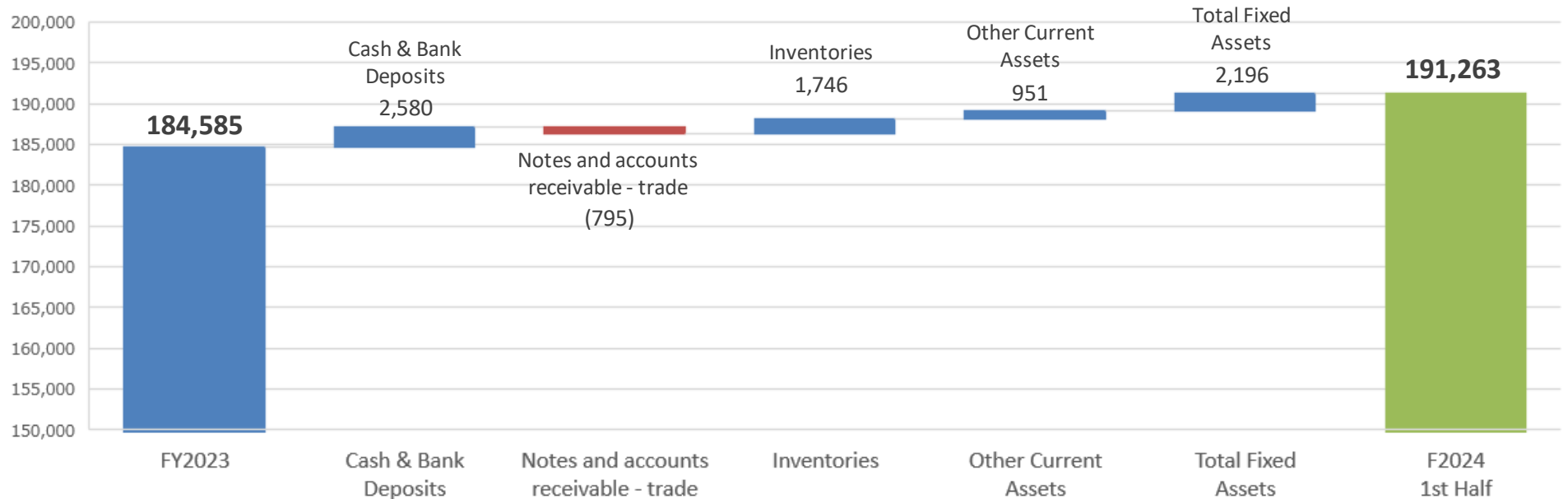
- Americas : Expand the wood floor sanding business (European market Strengthening development)
- Develop new sales channels

Consolidated Financial Statements

Consolidated Balance Sheet (Assets)

(Millions of yen)

	FY2024 1st Half 24.9.30	Monthly sales ratio	FY2023 24.3.31	Monthly sales ratio	Change
Assets	191,263	13.6 Months	184,585	14.5 Months	+ 6,678
Cash & Bank Deposits	65,158	4.6 Months	62,577	4.9 Months	+ 2,580
Notes and accounts receivable - trade	35,243	2.5 Months	36,038	2.8 Months	- 795
Inventories	16,936	1.2 Months	15,189	1.2 Months	+ 1,746
Other Current Assets	8,036	0.6 Months	7,085	0.6 Months	+ 951
Total Current Assets	125,374	8.9 Months	120,892	9.5 Months	+ 4,482
Total Fixed Assets	65,889	4.7 Months	63,693	5.0 Months	+ 2,196



(Millions of yen)

	FY2024 1st Half 24.9.30	Monthly sales ratio	FY2023 24.3.31	Monthly sales ratio	Change
Liabilities	60,159	4.3 Months	56,482	4.4 Months	+ 3,677
Notes and accounts payable - trade	13,513	1.0 Months	13,512	1.1 Months	+ 0
Other Current Liabilities	34,914	2.5 Months	31,777	2.5 Months	+ 3,137
Total Current Liabilities	48,427	3.4 Months	45,289	3.6 Months	+ 3,138
Total Long-term Liabilities	11,731	0.8 Months	11,192	0.9 Months	+ 539
Net Assets	131,104		128,103		+ 3,001
Shareholder's Equity	117,854		119,374		- 1,520
Total accumulated other comprehensive income	12,758		8,226		+ 4,532
Non-Controlling shareholder's interests	491		502		- 11
Total Liabilities & Net Assets	191,263		184,585		+ 6,678

Consolidated Statements of Cash Flows / Capital Expenditures and Depreciation

	(Millions of yen)			
	FY2024 1st Half	FY2023 1st Half	Change	
CF from Operating Activities	12,773	10,366	+ 2,406	
CF from Investing Activities	(2,305)	(5,242)	+ 2,937	
FCF	10,467	5,123	+ 5,343	
CF from Financial Activities	(10,614)	(12,575)	+ 1,961	
Net Increase (decrease) in Cash & Equivalents	1,348	(6,123)	+ 7,471	
Cash and cash equivalents at end of period	52,997	48,961	+ 4,036	
	FY2024 1st Half	FY2023 1st Half	Change	FY2024 Plan
CAPEX (tangible fixed asset)	4,994	6,087	- 1,093	8,553
CAPEX (intangible fixed asset)	482	595	- 112	578
CAPEX Total	5,476	6,683	- 1,206	9,131
Depreciation	5,072	4,395	+ 677	10,042

(*) 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:

CAPEX (tangible fixed asset)	2,244	1,554	+ 690	3,597
CAPEX (intangible fixed asset)	482	595	- 112	578
CAPEX Total	2,727	2,150	+ 577	4,176
Depreciation	2,007	1,830	+ 177	4,026

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

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

The 4th Stage Towards a 100-year Company

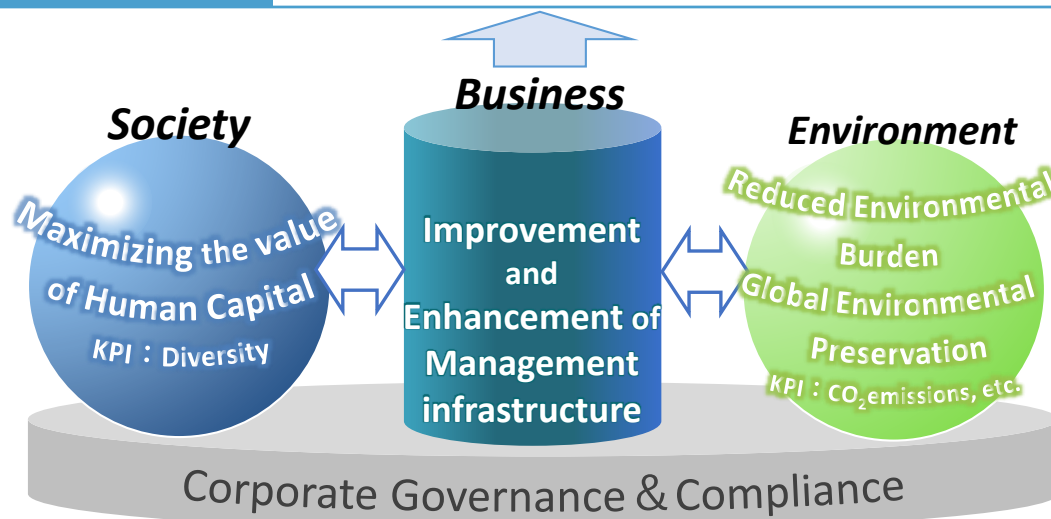
The 9th Medium-Term Business Plan (FY2023~FY2025)
The 4th Stage Towards a 100-year Company

**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



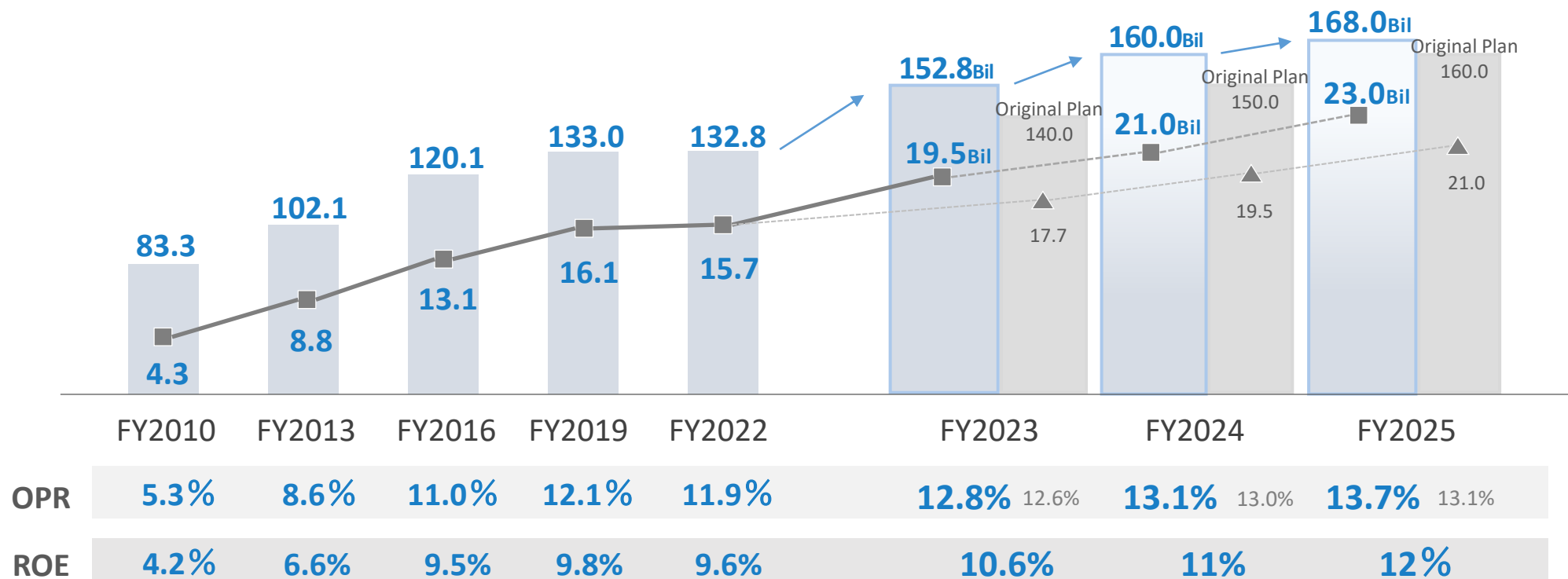
Engineers For Time & Air

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



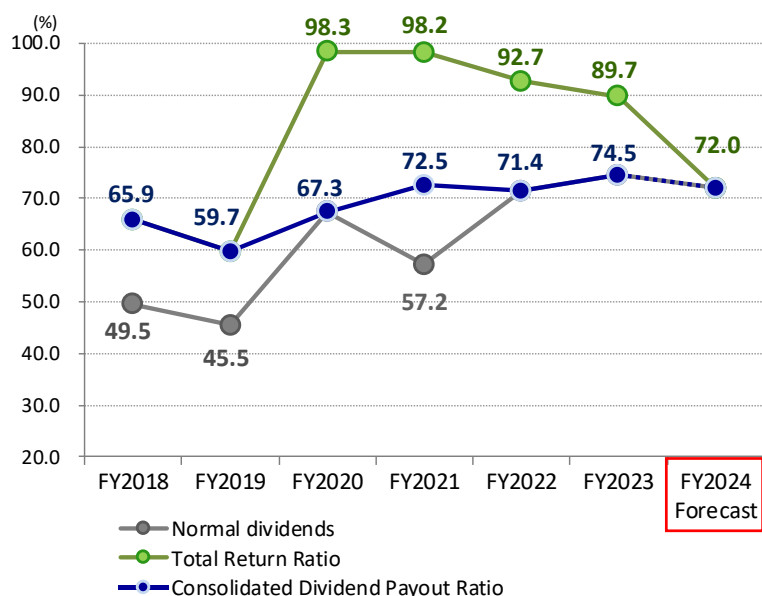
FY2025 Domestic vs Overseas

Net sales **60 : 40**
 Operating Profit
75 : 25

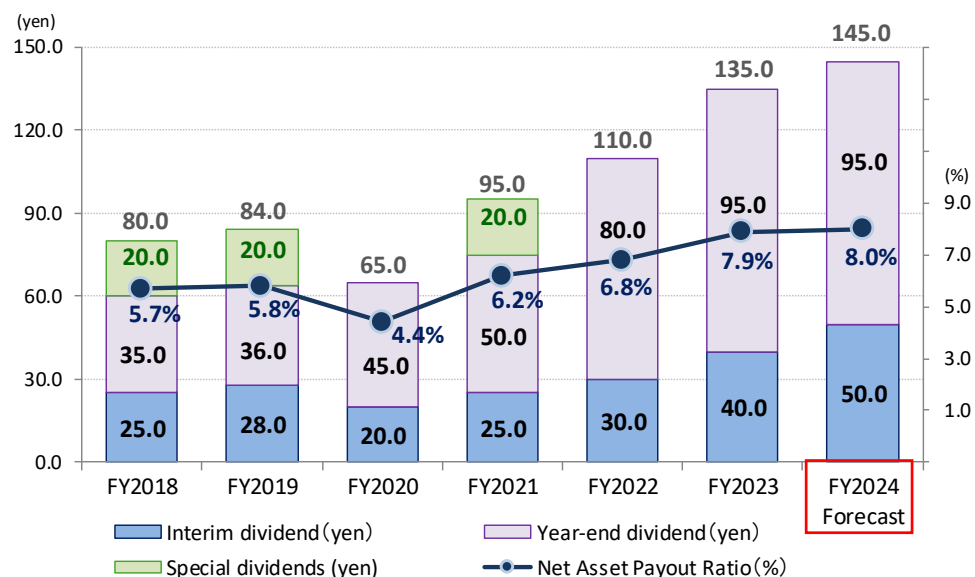
Dividend Policy Stable dividends + Performance based incentives

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

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

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
Total number of acquired stocks	750,000 shares	993,900 shares	795,100 shares	495,700 shares
Total amount of acquired stocks	2,151 Million yen	2,477 Million yen	2,363 Million yen	1,949 Million yen

Consolidated Business Plan

(Millions of yen)

	FY2023 Result		FY2024 Original Plan	FY2024 Revised Plan		FY2025 Original Plan	FY2025 Revised Plan	
	Amount	Change	Amount	Amount	Change	Amount	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%
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:

US\$ 141.20
EUR 153.14

US\$ 140.00
EUR 150.00

Business Forecast for FY2024

*The Plan Remaining for FY2024 2nd Half is shown as FY2024 Plan minus 1st Half Result

(Millions of yen)

	FY2024 Plan		Change Y-o-Y	FY2024 1st Half Result		FY2024 Plan Remaining for 2nd Half		FY2023 Result	
		%			%		%		%
Net sales	160,000	100.0%	+ 4.7 %	84,228	100.0%	75,772	100.0%	152,864	100.0%
Gross profit	72,600	45.4%	+ 5.3 %	37,323	44.3%	35,277	46.6%	68,948	45.1%
SG&A	51,600	32.3%	+ 4.5 %	27,425	32.6%	24,175	31.9%	49,380	32.3%
Operating profit	21,000	13.1%	+ 7.3 %	9,897	11.8%	11,103	14.7%	19,567	12.8%
Operating profit ratio	13.1 %			11.8		14.7		12.8	
Ordinary profit	22,000	13.8%	+ 5.5 %	10,534	12.5%	11,466	15.1%	20,855	13.6%
Net income attributable to owners of the parent company	14,500	9.1%	+ 10.3 %	7,161	8.5%	7,339	9.7%	13,141	8.6%
FX Rates	US\$140.00 EUR150.00			US\$154.08 EUR166.13				US\$141.20 EUR153.14	

*The Plan Remaining for FY2024 2nd Half is shown as FY2024 Plan minus 1st Half Result

(Millions of yen)

	FY2024 Plan		Change Y-o-Y	FY2024 1st Half Result		FY2024 Plan Remaining for 2nd Half		FY2023 Result	
		%			%		%		%
Net sales	76,000	100.0%	+ 4.6 %	36,540	100.0%	39,460	100.0%	72,685	100.0%
Gross profit	35,200	46.3%	+ 5.5 %	16,840	46.1%	18,360	46.5%	33,376	45.9%
SG&A	22,400	29.5%	+ 5.2 %	10,747	29.4%	11,653	29.5%	21,286	29.3%
Operating profit	12,800	16.8%	+ 5.9 %	6,092	16.7%	6,708	17.0%	12,090	16.6%
Operating profit ratio	16.8 %			16.7 %		17.0 %		16.6 %	
Ordinary profit	16,600	21.8%	+ 3.8 %	10,766	29.5%	5,834	14.8%	15,986	22.0%
Net income	11,800	15.5%	+ 10.4 %	8,635	23.6%	3,165	8.0%	10,684	14.7%

Sales Forecast for the Full FY2024 by Business Division (Consolidated)

(Millions of yen)

	FY2024 Plan		Change Y-o-Y	FY2024 1st Half Result		FY2024 Plan Remaining for 2nd Half		FY2023 Result	
		%			%		%		%
Information Systems	37,500	23.4%	+ 4.9 %	18,069	21.5%	19,431	25.6%	35,757	23.4%
Time Management Products	2,500	1.6%	-2.8 %	1,152	1.4%	1,348	1.8%	2,572	1.7%
Parking Systems	82,100	51.3%	+ 4.6 %	45,832	54.3%	36,268	47.9%	78,510	51.3%
Time Information System business	122,100	76.3%	+ 4.5 %	65,054	77.2%	57,046	75.3%	116,840	76.4%
Environmental Systems	24,000	15.0%	+ 3.9 %	11,493	13.7%	12,507	16.5%	23,089	15.1%
Clean Systems	13,900	8.7%	+ 7.5 %	7,680	9.1%	6,220	8.2%	12,935	8.5%
Environment System business	37,900	23.7%	+ 5.2 %	19,173	22.8%	18,727	24.7%	36,024	23.6%
Grand total	160,000	100.0%	+ 4.7 %	84,228	100.0%	75,772	100.0%	152,864	100.0%
FX Rates	US\$140.00 EUR150.00			US\$154.08 EUR166.13			US\$141.20 EUR153.14		

Sales Forecast for the Full FY2024 by Business Division (ACJ)

(Millions of yen)

	FY2024 Plan		Change Y-o-Y	FY2024 1st Half Result		FY2024 Plan Remaining for 2nd Half		FY2023 Result	
		%			%		%		%
Information Systems	19,500	25.7%	+ 6.1 %	8,522	23.3%	10,978	27.8%	18,375	25.3%
Time Management Products	2,200	2.9%	-1.6 %	921	2.5%	1,279	3.2%	2,235	3.1%
Parking Systems	29,600	38.9%	+ 4.8 %	15,725	43.1%	13,875	35.2%	28,236	38.8%
Time Information System business	51,300	67.5%	+ 5.0 %	25,169	68.9%	26,131	66.2%	48,848	67.2%
Environmental Systems	19,600	25.8%	+ 2.6 %	9,034	24.7%	10,566	26.8%	19,110	26.3%
Clean Systems	5,100	6.7%	+ 7.9 %	2,335	6.4%	2,765	7.0%	4,726	6.5%
Environment System business	24,700	32.5%	+ 3.6 %	11,370	31.1%	13,330	33.8%	23,837	32.8%
Grand total	76,000	100.0%	+ 4.6 %	36,540	100.0%	39,460	100.0%	72,685	100.0%

	Domestic	Overseas
<p>Information Systems</p> <p>Software plus cloud services</p>	<ul style="list-style-type: none"> • Strengthen proposals for industry-specific solutions (medical corp., educational corp. and public sector market, etc.) • Strengthen proposals to have software replaced due to the end of Windows OS support • New T&A software development (scheduled for release next fiscal year) 	<ul style="list-style-type: none"> • Americas : Strengthen ties with companies engaged in ERP systems • Europe : Promote the cross-selling of T&A, HR and Access Control
<p>Parking Systems</p> <p>Proposals centric to the Data center for Sytems and management services</p>	<ul style="list-style-type: none"> • Strengthen proposals for Ticketless LPR, Camera-based flapless parking systems, Cashless parking systems, Smartphone App Linkage, Web service for commuter passes and ETCGO. • Promoting 100% maintenance contract rate (expanding content) • Strengthen proposals for commissioned management services 	<ul style="list-style-type: none"> • Americas : Expand sales of subscription models Consideration of expanding Management service business • Europe: Reinforce sales regime and Management Service business • Asia : Expand Management service business (Korea, HK)
<p>Clean Systems</p> <p>Robot plus cloud service</p>	<ul style="list-style-type: none"> • Enhancement of cleaning robot and expansion of product lineup • Strengthen proposals for robot related cloud services (Increase recurring revenue, Strategic shift towards subscription-based model) 	<ul style="list-style-type: none"> • Asia : Consideration of deploying cleaning robots
<p>Environmental Systems</p>	<ul style="list-style-type: none"> • Increase proposals for standard dust collection systems • Expand new business domains for large-scale system, thorough improvement of revenue (Promote proposals for strategic growth fields) • Promote proposals for holistic solutions including peripheral devices 	<ul style="list-style-type: none"> • Asia : Strengthen production capabilities, along with the sales and services regime. Strengthen solution proposals to local companies • North & Central America : Develop business with new customers

: Growth driver

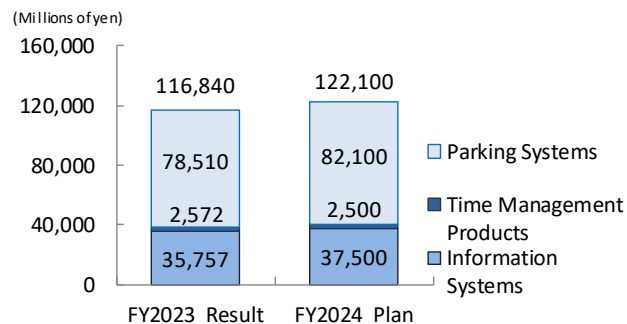
FY2024 Sales & Operating Profit by Segment -Full Year Forecast- (Consolidated)

(Millions of yen)

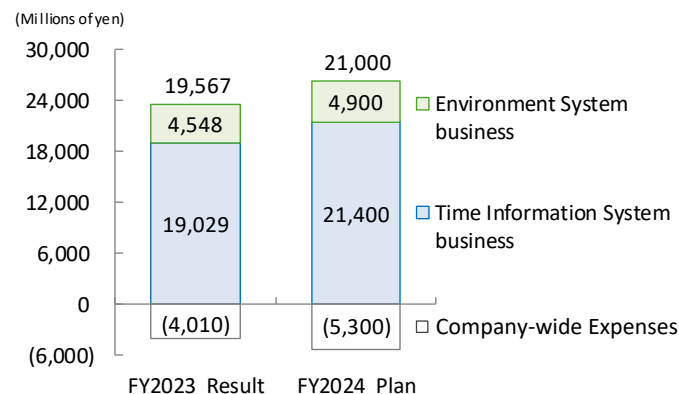
	FY2024 Plan			FY2023 Result			Change Y-O-Y			
	Net sales	Operating profit		Net sales	Operating profit		Net sales		Operating profit	
Time Information System business	122,100	21,400	17.5%	116,840	19,029	16.3%	5,259	+ 4.5%	2,371	+ 12.5%
Environment System business	37,900	4,900	12.9%	36,024	4,548	12.6%	1,875	+ 5.2%	352	+ 7.7%
Company-wide Expenses		(5,300)			(4,010)				(1,289)	
Total	160,000	21,000	13.1%	152,864	19,567	12.8%	7,135	+ 4.7%	1,432	+ 7.3%

Net sales

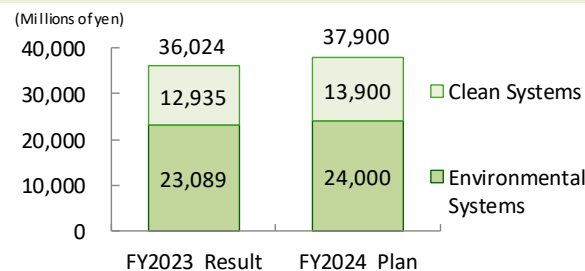
Time Information System business Up 4.5% Y-O-Y



Operating profit



Environment System business Up 5.2% Y-O-Y



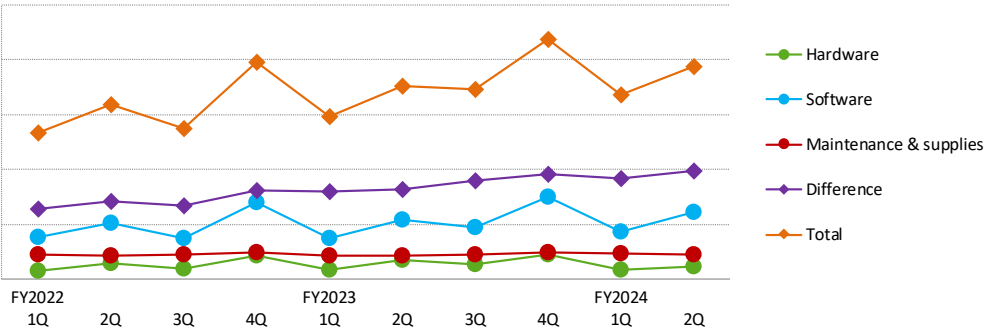
Time Information System business Up 12.5% Y-O-Y

Environment System business Up 7.7% Y-O-Y

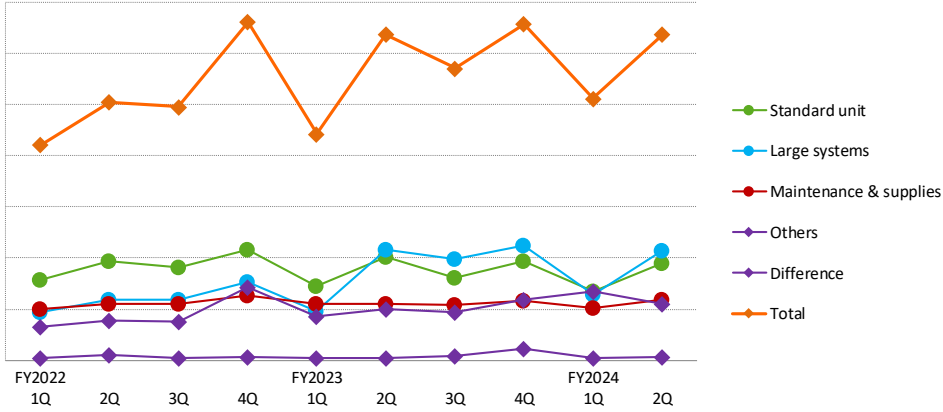
Supplementary Material

Quarterly Sales by Item (actual results)

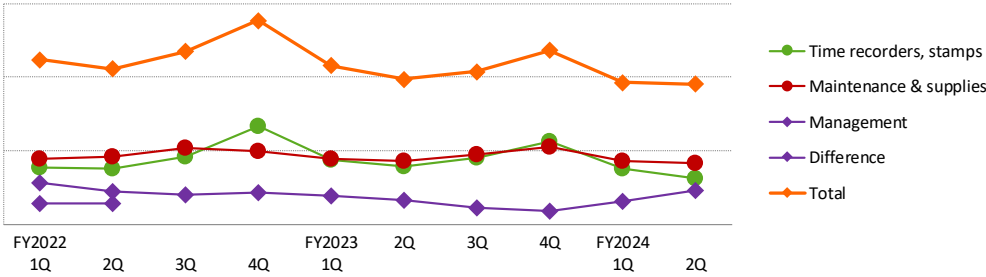
Information Systems



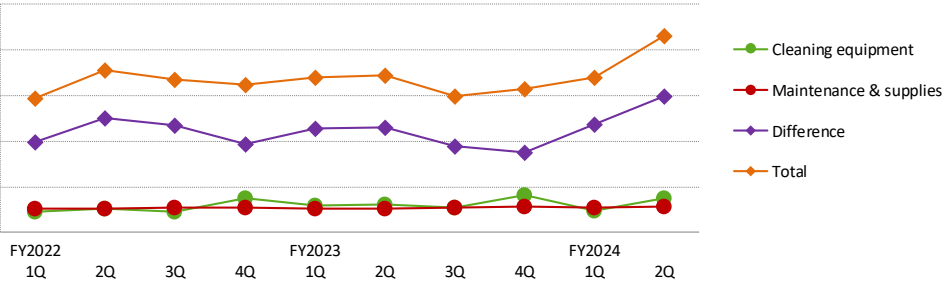
Environmental Systems



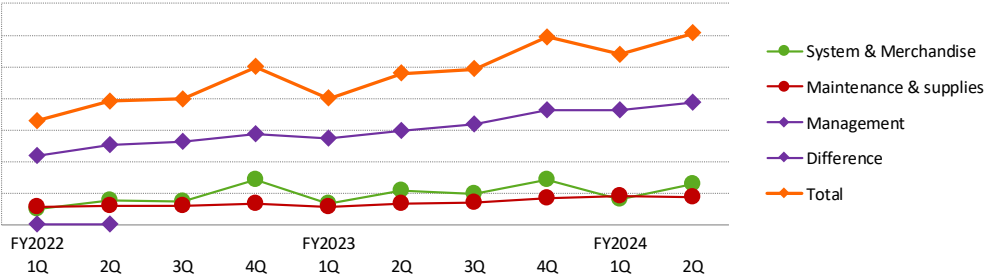
Time Management Products



Clean Systems



Parking Systems



Time & Air
AMANO