

FY2022 Consolidated Financial Results

(Q1 - Three Months ended June 30, 2022)

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Consolidated Financial Results

Q1 FY2022 - Three Months ended June 30, 2022

Performance Overview (Year-on-Year)

Sales

Sales increased as a result of acquisition of Revolution and depreciation of the yen, despite sales postponed due to parts procurement issues.

Operating Income

Operating income decreased due to global shortage and higher prices of parts (e.g. semiconductors) as well as delayed production and sales.

FX Impact: +2,800 million yen (Sales) / -700 million yen (Operating Income)

(Millions of yen)	Three months ended		Three months ended		Three months ended		Y-on-Y
	June 30, 2020	Ratio	June 30, 2021	Ratio	June 30, 2022	Ratio	
Net Sales	38,077	100.0%	48,215	100.0%	52,980	100.0%	+4,765 +9.9%
Maintenance Services	16,223	42.6%	19,282	40.0%	24,132	45.5%	+4,850 +25.2%
Operating Income	-972	-	2,030	4.2%	-913	-	-2,943 -
Ordinary Income	-1,122	-	2,097	4.3%	-1,285	-	-3,382 -
Net Income Attributable to Owners of Parent	-1,767	-	631	1.3%	-1,899	-	-2,530 -
* EBITDA	2,302	6.0%	5,971	12.4%	3,577	6.8%	-2,394 -40.1%

Exchange rate	US\$	¥ 108	¥ 110	¥ 130
	Euro	¥ 118	¥ 132	¥ 138

*EBITDA = Operating income (Loss) + Depreciation & Amortization + Goodwill amortization

Factors for Increase in Operating Income

(Millions of Yen)

● **Sales - Increased**

Revolution's sales (4,500 million yen) is included in the scope of consolidation

● **Cost of Sales ratio - Increased**

- Sales of main products decreased
- High parts prices (e.g. semiconductors)
(Impact: 1.5 billion yen)

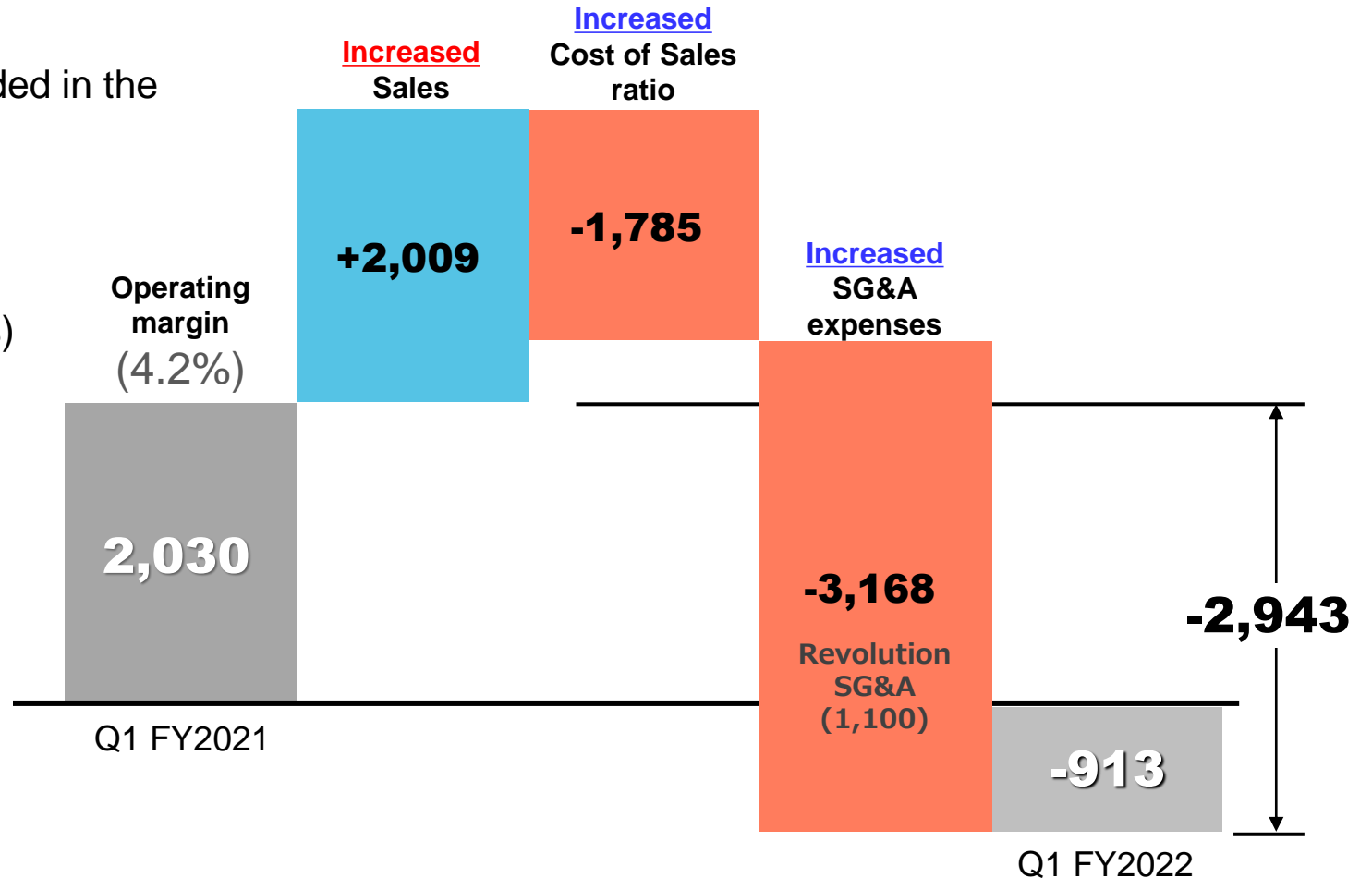
● **SG&A expenses - Increased**

Revolution's P&L included in the scope of consolidation

● **FX impact - Increased**

-700 million yen

*FX impact is included in 'Sales', 'Cost of Sales ratio', and 'SG&A'



Sales and Operating Income by Business Segment

(Millions of yen)	Sales				Operating Income			
	Three months ended June 30, 2020	Three months ended June 30, 2021	Three months ended June 30, 2022	Y-on-Y	Three months ended June 30, 2020	Three months ended June 30, 2021	Three months ended June 30, 2022	Y-on-Y
Overseas Market	17,866	25,262	33,519	+8,257 +32.7 %	-529	135	-1,626	-1,761 - %
Financial Market	7,829	8,252	6,463	-1,789 -21.7 %	176	1,480	1,210	-270 -18.2 %
Retail & Transportation Market	9,581	11,573	9,936	-1,637 -14.1 %	-61	844	-206	-1,050 - %
Amusement Market	2,262	2,592	2,518	-74 -2.9 %	-316	-78	64	+142 - %
Others	537	533	543	+10 +1.9 %	-242	-351	-355	-4 - %
Total	38,077	48,215	52,980	+4,765 +9.9 %	-972	2,030	-913	-2,943 - %

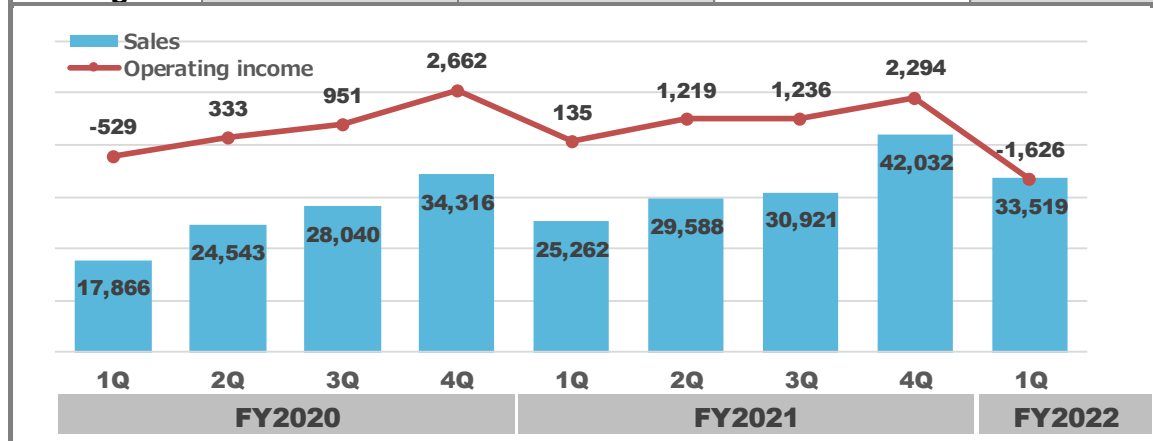


Details of Performance

Q1 FY2022 - Three Months ended June 30, 2022

Overseas Market - Overview

(Millions of yen)	Three months ended June 30, 2020	Three months ended June 30, 2021	Three months ended June 30, 2022	Y-on-Y
Sales	17,866	25,262	33,519	+8,257 +32.7 %
Ratio to total net sales	46.9 %	52.4 %	63.3 %	+10.9 pt
Operating income	-529	135	-1,626	-1,761 - %
Operating margin	- %	0.5 %	- %	- pt



Overview

Sales

For Financial Institutions

- Sales decreased for TCRs*1 in EMEA and the U.S.
- Sales increased for CIs*2 for major retailers in EMEA and the U.S.
- Sales increased for Acrelec/Revolution products

Operating Income

- Decreased due to soaring prices of parts and rising costs caused by tight supply of shipping services

Values Offered

Solutions for Automation & Operational Efficiency

- Contact-free & Self-service solutions
- Cash management solutions
- Electronic settlement solutions
- Solutions utilizing biometric/image-recognition technologies

UBIQULAR™
Digital services

Online cash settlement platform

Outline of the Segment

Sales and maintenance services to financial institutions, cash-in-transit companies, retail stores, casinos, OEM clients and others in overseas.

*1 TCRs: Teller cash recycler

*2 CIs: Coin and banknote recyclers

Overseas Market - Sales by Geographical Segment

(Millions of yen)		Three months ended June 30, 2020	Three months ended June 30, 2021	Three months ended June 30, 2022	Y-on-Y	Local currency basis
	Americas	6,252	7,959	14,132	+6,173 +77.6 %	+50.0%
	Acrelec	-	515	442	-73	-
	Revolution	-	-	4,450	-	-
	EMEA	8,315	13,967	16,118	+2,151 +15.4 %	+10.3%
	Acrelec	-	2,947	3,710	+763	-
	Asia	3,298	3,336	3,268	-68 -2.0 %	-
	Acrelec	-	181	170	-11	-
	Total overseas sales	17,866	25,262	33,519	+8,257 +32.7 %	-
	Acrelec	-	3,643	4,322	+679	-
	Revolution	-	0	4,450	+4,450	-

Americas

- Sales steady for the products for financial institution
- Sales increased for the products for retail industry by capturing the demand for contact-free and self-service management

EMEA

- Sales decreased for TCRs for financial institution
- Sales increased for the products for retail industry by capturing the demand for contact-free and self-service management
- Sales favorably high sales for Acrelec products

Asia

- Sales remain moderate for the products for financial institution and retail industry due to the pandemic

*Acrelec P&L included in the scope of consolidation from Q2 FY2020.

*Revolution P&L included in the scope of consolidation from Q3 FY2021 (Americas).

*Sales of OEM included in regional sales from FY2022. (FY2020 and FY2021 also adjusted)

*Sales in China included in the sales in Asia from FY2022.

Sales of Acrelec and Revolution



(Millions of yen)	Three months ended June 30, 2021		Three months ended June 30, 2022		Y-on-Y	
Sales	3,643		4,322		+679 +18.6 %	
Americas	515	14%	442	10%	-73 -14.2 %	
EMEA	2,947	81%	3,710	86%	+763 25.9 %	
Asia	181	5%	170	4%	-11 -6.1 %	

Americas

Sales remain moderate but large order is increasing

Synergies

Combined sales of KIOSK and CI-series (self-service coin and banknote recycler / sales proceeds deposit machine) to casual restaurants in the U.S.

EMEA

Kiosk sales increased in France and Spain



Asia

Sales remain moderate due to the pandemic

Revolution Retail Systems

**Q1 FY2022
Sales
4,500million yen**

Sales favorably increased for medium-sized retailers and CIT

Synergies

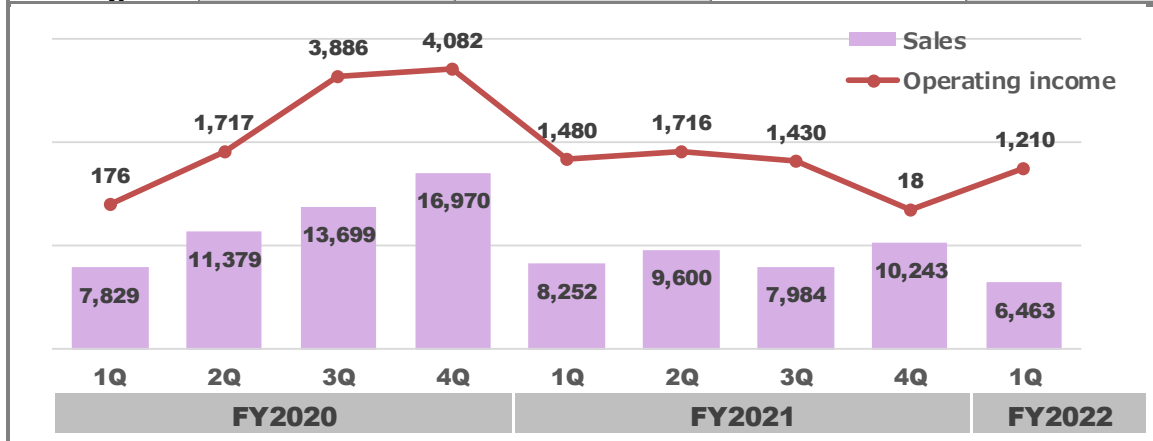
Comprehensive service enabled with Glory's front office solutions and Revolution's back office solutions provided for the customer base in the US retail market

Note: Revolution P&L has been included in the scope of consolidation since Q3 FY2021.



Revolution's Back Office Solutions

(Millions of yen)	Three months ended June 30, 2020	Three months ended June 30, 2021	Three months ended June 30, 2022	Y-on-Y
Sales	7,829	8,252	6,463	-1,789 -21.7 %
Ratio to total net sales	20.6 %	17.1 %	12.2 %	-4.9 pt
Operating income	176	1,480	1,210	-270 -18.2 %
Operating margin	2.2 %	17.9 %	18.7 %	+0.8 pt



Overview

Sales

- Sales decreased for main products, open teller system and coin and banknote recyclers for tells
- Sales decreased for maintenance services, as a result of the completion of the system modifications required in connection with the issuance of the new 500-yen coin.

Operating Income

- Decreased due to declining of sales of main products and soaring prices of parts

Values Offered

Solutions for Automation & Operational Efficiency

- Contact-free & Self-service solutions
- Cash management solutions
- Electronic settlement solutions
- Solutions utilizing biometric/image-recognition technologies

etc.

Products



Services

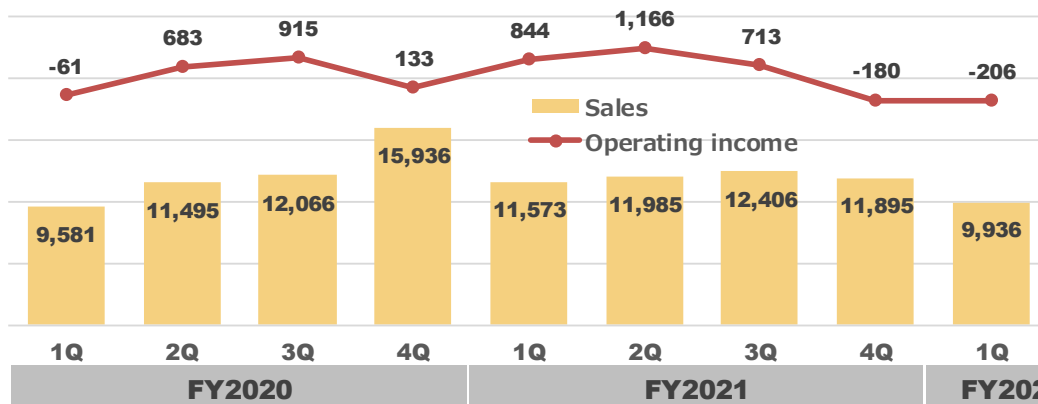


Outline of the Segment

Sales and maintenance services to financial institutions, cash-in-transit companies, retail stores, casinos, OEM clients and others in overseas.

Retail and Transportation Market

(Millions of yen)	Three months ended June 30, 2020	Three months ended June 30, 2021	Three months ended June 30, 2022	Y-on-Y
Sales	9,581	11,573	9,936	-1,637 -14.1 %
Ratio to total net sales	25.2 %	24.0 %	18.8 %	-5.2 pt
Operating income	-61	844	-206	-1,050 - %
Operating margin	- %	7.3 %	- %	- pt



Overview

Sales

- Sales are steady for coin and banknote recyclers for cashiers, addressing labor shortages and the growing demand for contact-free and self-service operations.
- Sales decreased for deposit machines and multi-functional Banknote Change Dispensers/
- Sales decreased for maintenance services, as a result of the completion of the system modifications required in connection with the issuance of the new 500-yen coin.

Operating Income

- Decreased due to declining of and soaring prices of parts

Values Offered

Solutions for Automation & Operational Efficiency

- Contact-free & Self-service solutions
- Cash management solutions
- Electronic settlement solutions
- Solutions utilizing biometric and image-recognition technologies
- etc.

Products



Services

BUYZO
多数のデータを、多数の現場に。
DMP
(Data Management Platform)

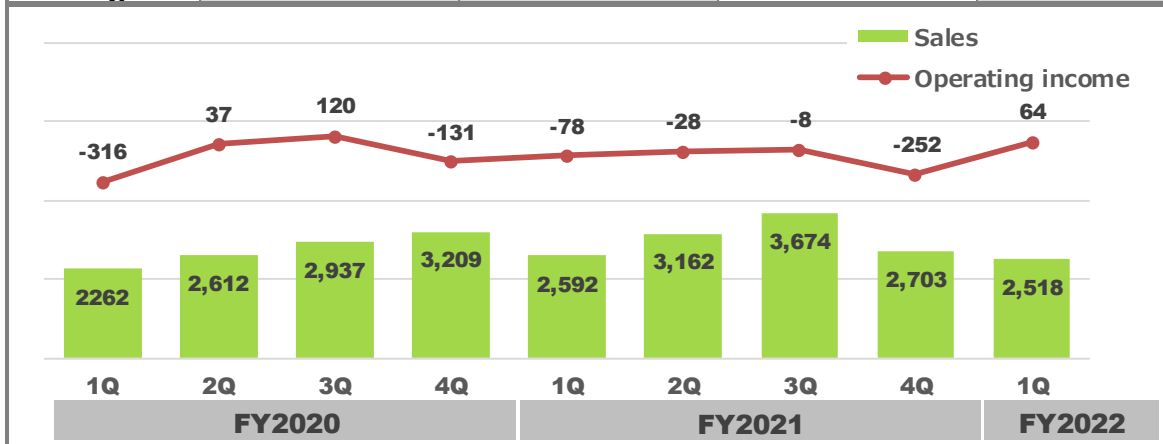
れぽこれ!
'REPOKORE' Cloud accounting system
待たずにラクペだ
'Zero waiting time'
Automatic medical payment processing

Outline of the Segment

Sales and maintenance services to supermarkets, department stores, cash-in-transit companies, railroad companies, tobacco companies, hospitals, local governments and others in Japan.

Amusement Market

(Millions of yen)	Three months ended June 30, 2020	Three months ended June 30, 2021	Three months ended June 30, 2022	Y-on-Y
Sales	2,262	2,592	2,518	-74 -2.9 %
Ratio to total net sales	5.9 %	5.4 %	4.8 %	-0.6 pt
Operating income	-316	-78	64	+142 - %
Operating margin	- %	- %	- %	- pt



Overview

Sales

- Sales decreased for main products, card system.
- Sales favorably increased for pachinko prize dispensing machine used in pachinko parlors by capturing replace demand.

Operating Income

- Increased by improving Cost of Sales ratio

Values Offered

Solutions for Automation & Operational Efficiency

- Contact-free & Self-service solutions
- Cash management solutions
- Electronic settlement solutions
- Solutions utilizing biometric/image-recognition technologies

etc.

Products



Services

遊動
遊技動向分析

PAPIMO サービス

EX-SIM
全国遊技システムP-BANK

Membership management systems

Outline of the Segment

Sales and maintenance services to amusement halls (pachinko parlors and others) in Japan.



Financial Forecast

Q2 FY2022 - Six Months ending September 30, 2022

■ Business environment

Demand	<ul style="list-style-type: none">• Remains steady in Japan and overseas.• Record-high order backlog in the Americas and EMEA.
Procurement	<ul style="list-style-type: none">• High parts prices expected to remain during FY2022.• Parts procurement expected to remain difficult until Q2 FY2022 but to ease from Q3.
Logistics	<ul style="list-style-type: none">• Tight shipping trend and high logistics costs expected to continue during FY2022.
Sales	<ul style="list-style-type: none">• Domestic market – Expected to recover gradually from Q3• Overseas market – Expected to recover from Q4 due to longer product lead time.

■ Challenges

Procurement	<ul style="list-style-type: none">• Securing alternatives for parts/materials that are difficult to procure• Optimizing supply chain (e.g. finding new suppliers, negotiating price, number and delivery date)
Price	<ul style="list-style-type: none">• Raising price for our products – negotiation with customers necessary

Q2 FY2022 Forecast

Higher sales, Lower income

Sales

Expected to increase (forecast revised) with the extension of sales to retail industry in overseas market.

Income

Expected to decrease with delayed production due to parts shortage, higher parts prices, and higher logistics costs, although sales are expected to increase as production goes back to normal.

(Millions of yen)	Six months ended		Six months ended		Six months ended September		Y-on-Y
	September 30, 2020	Ratio	September 30, 2021	Ratio	30, 2022 (Forecast)	Ratio	
Net Sales	88,625	100.0%	103,154	100.0%	100,000 108,000	100.0%	+4,846 +4.7%
Maintenance Services	34,750	39.2%	39,100	37.9%	44,000	44.0%	+4,900 +12.5%
Operating Income	1,600	1.8%	5,735	5.6%	-7,500 -6,500	-	-12,235 -
Ordinary Income	1,415	1.6%	5,725	5.5%	-7,800 -6,800	-	-12,525 -
Net Income Attributable to Owners of Parent	-635	-	2,443	2.4%	-7,800 -7,200	-	-9,643 -
EBITDA	8,908	10.1%	13,785	13.4%	1,100 2,225	1.1%	-11,560 -83.9%
Exchange rate	US\$	¥ 107	¥ 110	¥ 125			
	Euro	¥ 121	¥ 131	¥ 135			

*EBITDA = Operating income (Loss) + Depreciation & Amortization + Goodwill amortization

Forecasts	Upper row: Released on May 12, 2022 Lower row: Released on August 5, 2022
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Q2 FY2022 Forecast

Sales & Operating Income by Business Segment

Overseas Market

Both sales and income are expected to increase with improved production plans for products designed for retail industry.

(Millions of yen)	Sales				Operating Income			
	Six months ended September 30, 2020	Six months ended September 30, 2021	Six months ended September 30, 2022	Y-on-Y	Six months ended September 30, 2020	Six months ended September 30, 2021	Six months ended September 30, 2022	Y-on-Y
Overseas Market	42,409	54,850	56,000 64,000	+9,150 +16.7 %	-196	1,354	-5,000 -4,000	-5,354 - %
Financial Market	19,208	17,852	15,000	-2,852 -16.0 %	1,893	3,196	-500	-3,696 - %
Retail & Transportation Market	21,076	23,558	22,000	-1,558 -6.6 %	622	2,010	-1,500	-3,510 - %
Amusement Market	4,874	5,754	5,500	-254 -4.4 %	-279	-106	0	+106 - %
Others	1,056	1,138	1,500	362 +31.8 %	-438	-720	-500	+220 - %
Total	88,625	103,154	100,000 108,000	+4,846 +4.7 %	1,600	5,735	-7,500 -6,500	-12,235 - %

Forecasts

Upper row: Released on May 12, 2022
Lower row: Released on August 5, 2022

Overseas Market - Sales by Geographical Segment

In the Americas, sales to retail industry are expected to increase.

(Millions of yen)		Six months ended September 30, 2020	Six months ended September 30, 2021	Six months ended September 30, 2022	Y-on-Y	
						Local currency basis
	Americas	13,769	17,069	20,000 26,000	+8,931 +52.3 %	+33.8%
	Acrelec	329	1,179	3,200	+2,021 +171.5 %	-
	Revolution	0	0	7,000	+7,000 - %	-
	EMEA	21,007	31,569	31,000 32,000	+431 +1.4 %	-1.7%
	Acrelec	1,646	7,032	8,100	+1,068 +15.2 %	-
	Asia	7,632	6,211	5,000 6,000	-211 -3.4 %	-
	Acrelec	163	260	700	+440 +169.5 %	-
	Total overseas sales	42,409	54,850	56,000 64,000	+9,150 +16.7 %	-
	Acrelec	2,140	8,470	12,000	+3,530 +41.7 %	-
	Revolution	0	0	7,000	+7,000 - %	-

Forecasts

Upper row: Released on May 12, 2022
Lower row: Released on August 5, 2022

FY2022 Forecast

Higher sales, Lower income

Sales

Strong sales are expected for products and services capturing the demand for contact-free and self-service solutions in Japan and overseas.

Income

Challenging conditions are expected to persist during Q1 and Q2 with delayed production due to parts shortage as well as with higher material prices and logistics costs, but to ease gradually from Q3.

(Millions of yen)	FY2020		FY2021		FY2022		Y-on-Y
	Full Year	Ratio	Full Year	Ratio	Full Year (Forecast)	Ratio	
Net Sales	217,423	100.0%	226,562	100.0%	245,000	100.0%	+18,438 +8.1%
Maintenance Services	78,675	36.2%	83,894	37.0%	88,000	35.9%	+4,106 +4.9%
Operating Income	14,201	6.5%	10,297	4.5%	6,000	2.4%	-4,297 -41.7%
Ordinary Income	14,137	6.5%	10,507	4.6%	5,500	2.2%	-5,007 -47.7%
Net Income Attributable to Owners of Parent	5,705	2.6%	6,509	2.9%	2,000	0.8%	-4,509 -69.3%
* EBITDA	29,410	13.5%	27,505	12.1%	23,200	9.5%	-4,305 -15.7%
Exchange rate	US\$	¥ 106	¥ 112	¥ 125			
	Euro	¥ 124	¥ 131	¥ 135			

*EBITDA = Operating income (Loss) + Depreciation & Amortization + Goodwill amortization

4 News & Topics



Increasingly popular as a tool to visualize customer behavior

Background & Purpose

- Improve retail operations through DX
- Develop sales promotion methods based on customer analysis

Data collected and Analyzed

- 1 Traffic at facilities
- 2 Frequency of visit per person
- 3 Time spent per visit
- 4 Visitors' place of residence and work
- 5 Visitor shopping patterns
- 6 Visitor attributes



Customer's Business Category (as of June 2022)

- Propose hardware & software combined solutions to our existing and new customers

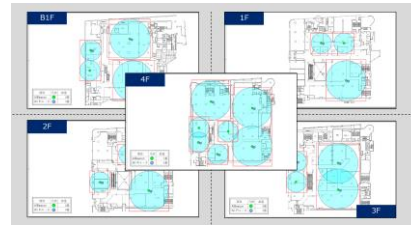
- Shopping centers
- Bookstores
- Supermarkets
- Restaurants
- DIY stores
- Leisure facilities
- Clothing stores
- Local governments
- Greengrocer



PRIME PLACE Co., Ltd.



Industry: Real estate
Business: Management of commercial facilities
Number of stores: 49



Purpose

To analyze customers' behavior patterns to create new marketing tools

Service Provided

Customer behavior analysis using AIBeacon and GPS

Future Support

Drafting of plans for new customer segments and sales channels



YOSHIBEI Co., Ltd.



Industry: Restaurant
Business: KATSUDON franchise
Number of stores: 18 (incl. online stores)

Purpose

To introduce data-based marketing

Service Provided

Customer behavior analysis using AIBeacon

Future Support

Ad distribution and trade area analysis for new store openings



Acquisition of Shares of Clip Money Inc.,

Purpose

Promote expansion of our shared service business for financial institutions

Overview

Company Name	Clip Money Inc.
Location	Toronto, Canada
Principal Business	Merchant deposit service
Business Area	Canada and U.S.
Founded	October 2018

Service provided

Deposit service for retailers and restaurants with 'ClipDrop', shared deposit post installed in supermarkets and shopping malls. Sales proceeds dropped in 'ClipDrop' are deposited into the designated bank account the next day.

Synergies

1. Increased sales through expansion of shared service business
2. New solutions offered for financial institutions as an alternative to night safe

Market environment

Majority of retailers visit financial institutions to deposit their sales proceeds, however, this practice is becoming difficult with the global trend of bank branch closures.



Challenges



Solutions



'ClipDrop' in use

References

Q1 FY2022 Consolidated Statement of Income Statement of Comprehensive Income



Confidence Enabled

(Millions of yen)	Three months ended		Three months ended		Three months ended		Y-on-Y
	June 30, 2020	Ratio	June 30, 2021	Ratio	June 30, 2022	Ratio	
Net sales	38,077	100.0%	48,215	100.0%	52,980	100.0%	+4,765
Cost of sales	23,364	61.4%	27,889	57.8%	32,430	61.2%	+4,541
Selling, general and administrative expenses	15,685	41.2%	18,296	37.9%	21,464	40.5%	+3,168
Operating income	-972	-	2,030	4.2%	-913	-	-2,943
Non-operating income	289	0.8%	303	0.6%	295	0.6%	-8
Non-operating expenses	439	1.2%	235	0.5%	666	1.3%	+431
Ordinary income	-1,122	-	2,097	4.3%	-1,285	-	-3,382
Extraordinary income	2	0.0%	5	0.0%	0	0.0%	-5
Extraordinary loss	187	0.5%	228	0.5%	6	0.0%	-222
Income before income taxes and minority interests	-1,307	-	1,874	3.9%	-1,291	-	-3,165
Income taxes	282	0.7%	1,121	2.3%	443	0.8%	-678
Net Income	-1,590	-	753	1.6%	-1,735	-	-2,488
Net income attributable to owners of parent	-1,767	-	631	1.3%	-1,899	-	-2,530

Net Income	-1,590	-	753	1.6%	-1,735	-	-2,488
Valuation difference on available-for-sale securities	384		-132		35		+167
Foreign currency translation adjustment	-479		605		10,512		+9,907
Remeasurements of defined benefit plans	87		-135		57		+192
Total other comprehensive income	2	-	336	0.7%	10,622	20.0%	+10,286
Comprehensive income	-1,587	-	1,089	2.3%	8,887	16.8%	+7,798

Q1 FY2022 Consolidated Balance Sheet

(Millions of yen)	As of June 30, 2021	As of March 31, 2022	As of June 30, 2022	Increase/Decrease	(Millions of yen)	As of June 30, 2021	As of March 31, 2022	As of June 30, 2022	Increase/Decrease
Cash, deposits and Securities	69,991	52,366	48,102	-4,264	Notes and accounts payable-trade	15,845	21,631	25,614	+3,983
Notes and accounts receivable-trade	44,039	53,169	45,872	-7,297	Short-term loans payable	22,241	19,328	25,982	+6,654
Inventories	57,214	71,768	88,154	+16,386	Other	49,314	58,939	55,854	-3,085
Other	4,248	12,450	10,454	-1,996	Total current liabilities	87,400	99,898	107,450	+7,552
Current assets	175,492	189,753	192,582	+2,829	Long-term loans payable	1,091	11,187	13,806	+2,619
Property, plant and equipment	39,132	40,485	40,751	+266	Other	42,253	43,138	43,977	+839
Customer relationships	22,082	21,335	22,924	+1,589	Noncurrent liabilities	43,344	54,325	57,783	+3,458
Goodwill	48,762	64,157	70,968	+6,811	Total liabilities	130,745	154,223	165,233	+11,010
Other	8,452	9,580	9,626	+46	Capital stock	12,892	12,892	12,892	0
Intangible assets	79,296	95,072	103,518	+8,446	Retained earnings	162,853	166,665	162,700	-3,965
Total investments and other assets	31,085	37,474	38,356	+882	Other	18,515	29,006	34,383	+5,377
Total noncurrent assets	149,513	173,032	182,626	+9,594	Total netassets	194,260	208,563	209,975	+1,412
Total assets	325,005	362,786	375,208	+12,422	Total liabilities and net assets	325,005	362,786	375,208	+12,422

Q1 FY2022 Results

CAPEX, Depreciation & Amortization, and R&D

(Millions of yen)	Three months ended June 30, 2020	Three months ended June 30, 2021	Three months ended June 30, 2022	Y-on-Y	Quarterly trend
Capital expenditures	1,134	2,363	1,924	-439 -18.6 %	<p>1,134 3,572 2,534 2,499 2,363 2,313 2,770 3,977 1,924</p> <p>FY20 FY20 FY20 FY20 FY21 FY21 FY21 FY21 FY22 (1Q) (2Q) (3Q) (4Q) (1Q) (2Q) (3Q) (4Q) (1Q)</p>
Depreciation and amortization	2,333	2,724	2,631	-93 -3.4 %	<p>2,333 2,768 2,755 2,850 2,724 2,901 3,008 3,319 2,631</p> <p>FY20 FY20 FY20 FY20 FY21 FY21 FY21 FY21 FY22 (1Q) (2Q) (3Q) (4Q) (1Q) (2Q) (3Q) (4Q) (1Q)</p>
R&D investment	3,185	3,344	3,532	+188 +5.6 %	<p>3,185 3,736 3,558 4,251 3,344 3,900 3,583 3,916 3,532</p> <p>FY20 FY20 FY20 FY20 FY21 FY21 FY21 FY21 FY22 (1Q) (2Q) (3Q) (4Q) (1Q) (2Q) (3Q) (4Q) (1Q)</p>

Sales & Operating Income by Business Segment

(Millions of yen)	Sales				Operating Income			
	FY2020	FY2021	FY2022	Y-on-Y	FY2020	FY2021	FY2022	Y-on-Y
	Full Year	Full Year	Full Year (Forecast)		Full Year	Full Year	Full Year (Forecast)	
Overseas Market	104,765	127,803	140,000	+12,197 +9.5 %	3,417	4,884	3,000	-1,884 -38.6 %
Financial Market	49,877	36,079	35,000	-1,079 -3.0 %	9,861	4,644	2,500	-2,144 -46.2 %
Retail & Transportation Market	49,078	47,859	51,000	+3,141 +6.6 %	1,670	2,543	1,000	-1,543 -60.7 %
Amusement Market	11,020	12,131	15,000	+2,869 +23.7 %	-290	-366	500	+866 - %
Others	2,680	2,688	4,000	+1,312 +48.8 %	-456	-1,408	-1,000	+408 - %
Total	217,423	226,562	245,000	+18,438 +8.1 %	14,201	10,297	6,000	-4,297 -41.7 %

Overseas Market

Expand sales to major retailers in western countries in response to their interest in capital expenditure

Financial Market

Promote solutions that meet the demand for contact-free and self-service solutions and capture the demand for product replacement

Retail & Transportation Market

Expand sales for self-service products and services to meet the continuing demand for contact-free and self-service solutions

Amusement Market

Expected to take reasonable time to recover as pachinko parlors continue to curb their capex

Overseas Market sales by Geographical Segment

(Millions of yen)	通 期			Y-on-Y	Local currency basis
	FY2020	FY2021	FY2022 (Forecast)		
Americas	35,524	44,684	55,000	+10,316 +23.1 %	+10.7%
Acrelec	1,125	2,686	7,500	+4,814 +179.2 %	-
Revolution	0	3,774	14,300	+10,526 +278.9 %	-
EMEA	52,981	68,967	72,000	+3,033 +4.4 %	+1.0%
Acrelec	7,297	16,301	19,800	+3,499 +21.5 %	-
Asia	16,259	14,151	13,000	-1,151 -8.1 %	-
Acrelec	450	607	1,700	+1,093 +180.1 %	-
Total overseas sales	104,765	127,803	140,000	+12,197 +9.5 %	-
Acrelec	8,873	19,594	29,000	+9,406 +48.0 %	-
Revolution	0	3,774	14,300	+10,526 +278.9 %	-

*Acrelec P&L included in the scope of consolidation from Q2 FY2020.

*Revolution P&L included in the scope of consolidation from Q3 FY2021 (Americas).

*Sales of OEM included in regional sales from FY2022. (FY2020 and FY2021 also adjusted)

*Sales in China included in the sales in Asia from FY2022.

FY2022 Forecast

CAPEX, Depreciation & Amortization, R&D, and Dividends

(Millions of yen)	FY2020	FY2021	FY2022 (Forecast)	Y-on-Y	Changes by six-month periods
Capital expenditures	9,739	11,423	9,000	-2,423 -21.2 %	
Depreciation and amortization	10,706	11,952	10,000	-1,952 -16.3 %	
R&D investment	14,730	14,743	14,500	-243 -1.6 %	
Dividend (Yen)	66	68	68	-	

Notes

1. The forward-looking statements such as operational forecasts contained in this document are based on the information currently available to the company and certain assumptions which the company regards as legitimate, and are not promises regarding the achievement of forecasts. Actual performance may differ greatly from these forecasts due to various present and future factors.

The factors includes changes in the economic conditions in the company's principal markets, changes in demand for the company's products, fluctuations of exchange rates, and impacts of changes in various regulations, accounting principles and practices.

Please also take note that forecasts in this document may change without prior notice unless required by laws.

2. Amounts are rounded down to the nearest million yen for calculating percentages of year-on-year changes and composition ratios.