

FY2022 Consolidated Financial Results

(Q2 - Six Months ended September 30, 2022)

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Business Environment

Business Environment		
	Previous (as of Q1 FY2022)	Revised (after Q3 FY2022)
Demand	<ul style="list-style-type: none"> - Remains steady in Japan and overseas. - Record-high order backlog in the Americas and EMEA. 	<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"> - Parts prices expected to remain high during FY2022. - Parts procurement expected to remain difficult until Q2 FY2022 but to ease from Q3. 	<ul style="list-style-type: none"> - Parts prices expected to remain high during FY2022. - Parts procurement expected to ease gradually from Q3 yet remain difficult during FY2022.
Logistics	<ul style="list-style-type: none"> - Tight shipping trend and high logistics costs expected to continue during FY2022. 	<ul style="list-style-type: none"> - Tight shipping trend and high rising logistics costs expected to gradually ease during the second half of FY2022.
Sales	<p>Domestic market – Expected to recover gradually from Q3</p> <p>Overseas market – Expected to recover from Q4 due to longer product lead time.</p>	<ul style="list-style-type: none"> - Sales recovery expected to be delayed both in Japan and overseas due to impact on production

Initiatives		
	Previous (as of Q1 FY2022)	Revised (after Q3 FY2022)
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) 	<ul style="list-style-type: none"> - Securing alternatives for parts/materials that are difficult to procure - Optimizing supply chain
Price	<ul style="list-style-type: none"> - Raising price for our products – negotiation with customers necessary 	<ul style="list-style-type: none"> - Raising price for our products - Negotiation with customers in progress - Expecting its contribution to our earnings from the end of FY2022

Q2 FY2022 Results (vs. forecast as of August 5, 2022)

Sales

Increased by the inclusion of Revolution's sales in the scope of consolidation and with the depreciation of the yen contributing to overseas sales, although the production delay continued due to difficulties with parts procurement (e.g. semiconductors).

Income

Deficit was smaller than expected as a result of the increase in sales, despite the impact of high material prices and logistics costs.

(Millions of yen)	Six months ended September 30, 2022 (Forecast)		Six months ended September 30, 2022		vs. forecast
		Ratio		Ratio	
Net Sales	108,000	100.0%	112,142	100.0%	+4,142
Maintenance Services	44,000	40.7%	48,809	43.5%	+4,809
Operating Income	-6,500	-	-4,711	-	+1,789
Ordinary Income	-6,800	-	-5,359	-	+1,441
Net Income Attributable to Owners	-7,200	-	-6,195	-	+1,005
EBITDA	2,225	2.1%	4,477	4.0%	+2,252

Exchange rate	US\$	¥	125	¥	134
		Euro	¥	135	¥

FY2022 Forecast (vs. forecast as of August 5, 2022)

Sales Expecting an increase with gradual production recovery and the depreciation of the yen, although the production of main products are expected to continue due to difficulties with parts procurement (e.g. semiconductors).

Income Expecting a significant decrease with delayed sales of main products caused by difficulty parts procurement, high material prices, and higher procurement costs caused by the depreciation of the yen.

(Millions of yen)	FY2022 (Forecast)				vs. forecast
	As of the first quarter	Ratio	As of the first half	Ratio	
Net Sales	245,000	100.0%	250,000	100.0%	+5,000
Maintenance Services	88,000	35.9%	99,000	39.6%	+11,000
Operating Income	6,000	2.4%	-7,000	-	-13,000
Ordinary Income	5,500	2.2%	-7,500	-	-13,000
Net Income Attributable to Owners	2,000	0.8%	-8,500	-	-10,500
EBITDA	23,200	9.5%	11,400	4.6%	-11,800
Exchange rate	US\$	¥ 125	¥ 140		
	Euro	¥ 135	¥ 140		

Business Environment

- The impact on production is expected to ease as parts procurement becomes easier. Material prices are expected to decline gradually.
- **Domestic:** Demand for our products and services are expected to increase with the new banknote issuance scheduled in the first half of 2024
- **Overseas:** Demand for contact-free and self-service solutions are expected to increase in the retail industry



Performance Details

Q2 - Six months ended September 30, 2022

Performance Overview



Confidence Enabled

Sales

Increased with by the inclusion of Revolution's sales in the scope of consolidation and the depreciation of the yen, however, the sales itself decreased with the impact on production caused by difficulties with parts procurement (e.g. semiconductors).

Income

Decreased due to high parts prices (e.g. semiconductors) and delayed production.

FX Impact: +7,100 million yen (Sales) / -1,300 million yen (Operating Income)

(Millions of yen)	Six months ended		Six months ended		Six months ended		Y-on-Y
	September 30, 2020	Ratio	September 30, 2021	Ratio	September 30, 2022	Ratio	
Net Sales	88,625	100.0%	103,154	100.0%	112,142	100.0%	+8,988 +8.7%
Maintenance Sevices	34,750	39.2%	39,100	37.9%	48,809	43.5%	+9,709 +24.8%
Operating Income	1,600	1.8%	5,735	5.6%	-4,711	-	-10,446 -
Ordinary Income	1,415	1.6%	5,725	5.5%	-5,359	-	-11,084 -
Net Income Attributable to Owners of Parent	-635	-	2,443	2.4%	-6,195	-	-8,638 -
EBITDA	8,908	10.1%	13,785	13.4%	4,477	4.0%	-9,308 -67.5%

Exchange rate	US\$	¥ 107	¥ 110	¥ 134
	Euro	¥ 121	¥ 131	¥ 139

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

Factors of Operating Income Change

● Sales - ***Increased***

Revolution's sales (8.6 billion yen) included in the scope of consolidation

● Cost of Sales ratio - ***Increased***

- Decrease in sales of main products
- High parts prices (e.g. semiconductors)
(Impact: 5.5 billion yen)

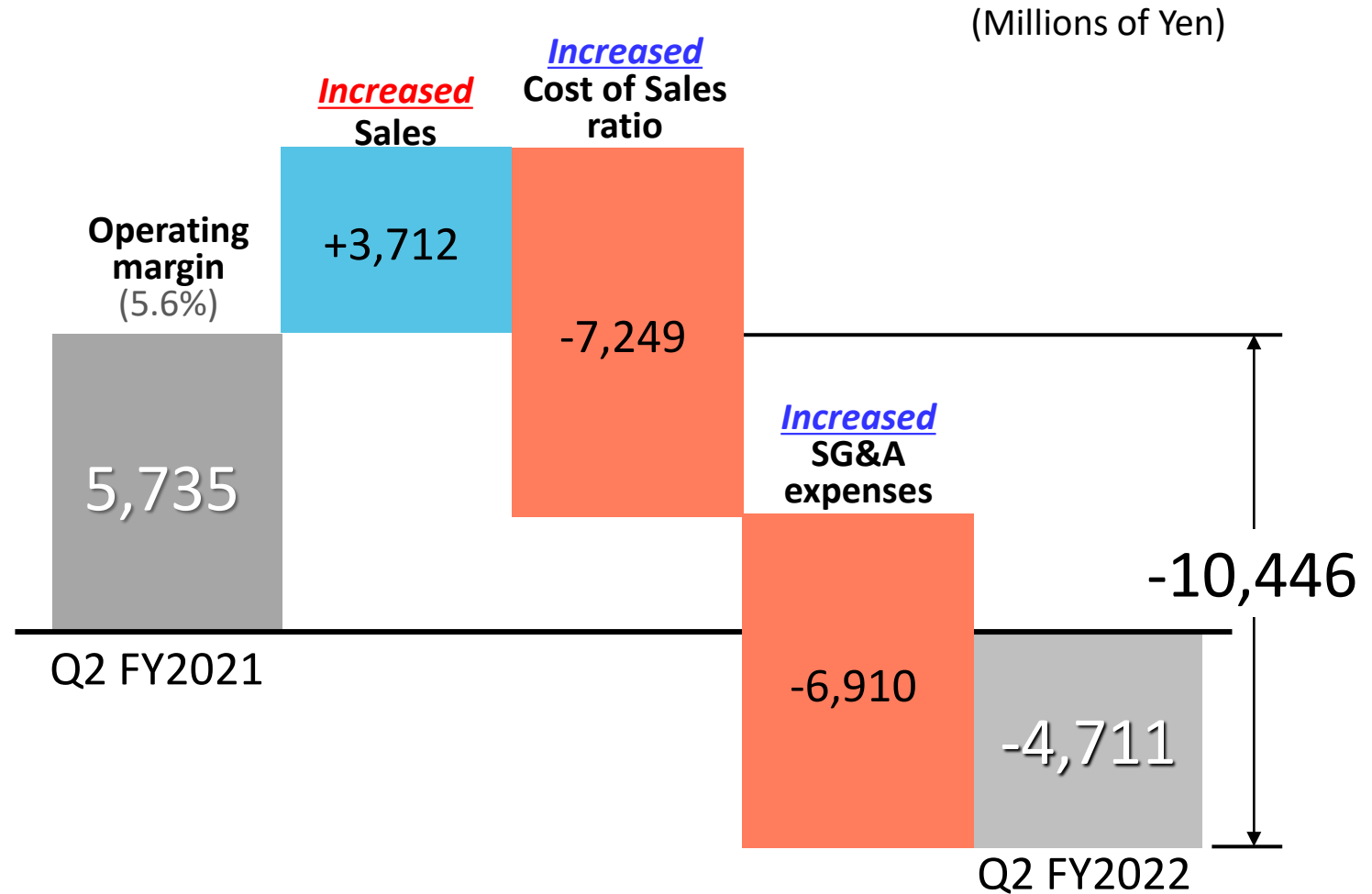
● SG&A expenses - ***Increased***

- Depreciation of the yen
- Revolution's P&L (Sales: 2.2 billion yen) included in the scope of consolidation

● FX impact - ***Increased***

-1.3 billion yen

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



Sales and Operating Income by Business Segment

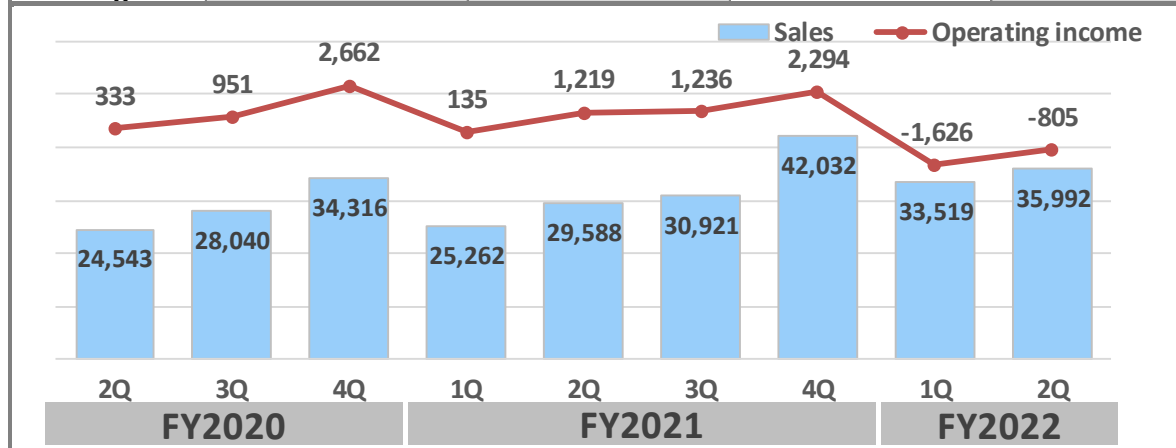


Confidence Enabled

(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	69,511	+14,661 +26.7 %	-196	1,354	-2,431	-3,785 - %
Financial Market	19,208	17,852	15,362	-2,490 -13.9 %	1,893	3,196	-1,215	-4,411 - %
Retail & Transportation Market	21,076	23,558	20,764	-2,794 -11.9 %	622	2,010	-584	-2,594 - %
Amusement Market	4,874	5,754	5,228	-526 -9.1 %	-279	-106	108	+214 - %
Others	1,056	1,138	1,274	+136 +12.0 %	-438	-720	-589	+131 - %
Total	88,625	103,154	112,142	+8,988 +8.7 %	1,600	5,735	-4,711	-10,446 - %

Overseas Market - Overview

(Millions of yen)	Six months ended September 30, 2020	Six months ended September 30, 2021	Six months ended September 30, 2022	Y-on-Y
Sales	42,409	54,850	69,511	+14,661 +34.6 %
Ratio to total net sales	47.9%	53.2%	62.0%	+8.8 pt
Operating income	-196	1,354	-2,431	-3,785 - %
Operating margin	- %	2.5 %	- %	- pt



Overview

Sales

- Financial Institutions
 - Decreased for TCR*1
- Retail Industry

- Increased for CI*2 for the point-of-sale
- Increased for Acrelec and Revolution products

Operating Income

- Decreased due to high part prices and logistics

*TCR: Teller cash recycler

*CI: Cash management solution

Products & Services

Solutions for Automation & Operational Efficiency

- Contact-free & Self-service solutions
- Cash management solutions
- Electronic payment solutions
- Solutions with biometric/image-recognition technologies etc.

Products



Services



Outline of the Segment

Sales and maintenance services to overseas financial institutions, cash-in-transit companies (CITs), retail stores etc.

Overseas Market - Sales by Geographical Segment

(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	Americas	13,769	17,069	29,496	+12,427 +72.8 %	+41.6%
	Acrelec	329	1,179	1,052	-127	-
	Revolution	-	Ref. 5,494	8,576	Ref. +3,082	-
EMEA	EMEA	21,007	31,569	32,559	+990 +3.1 %	-2.7%
	Acrelec	1,646	7,032	8,393	1,361	-
Asia	Asia	7,632	6,211	7,455	+1,244 +20.0 %	-
	Acrelec	163	260	398	+138	-
Total overseas sales	Total overseas sales	42,409	54,850	69,511	+14,661 +26.7 %	-
	Acrelec	2,140	8,470	9,843	1,373	-
	Revolution	-	Ref. 5,494	8,576	Ref. +3,082	-

Americas

- Sales increased for TCRs for financial institution and CIs for retail industry by capturing the demand for contact-free and self-service solutions
- Revolution's sales exceeded the forecast

EMEA

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

Asia

- Sales from maintenance services increased
- Acrelec's sales favorably high

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

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

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

*China included in Asia since FY2022.



(Millions of yen)	Six months ended June 30, 2021		Six months ended June 30, 2022		Y-on-Y
Sales	8,470		9,843		+1,373 +16.2 %
Americas	1,179	14%	1,052	11%	-127 -10.7 %
EMEA	7,032	83%	8,393	85%	+1,361 19.4 %
Asia	260	3%	398	4%	+138 53.2 %

Americas

Sales remained moderate with large orders put on hold

Synergies

Combined sales of KIOSK and CI-series* to QSRs increased in the U.S.

*CI-series

- Self-service coin and banknote recycler for cashiers
- Coin and banknote recycler for back offices



EMEA

Sales increased in Spain and the U.K.

Asia

Sales increased mainly in the Philippines.

Revolution Retail Systems

(Millions of yen)	Six months ended June 30, 2021		Six months ended June 30, 2022		Y-on-Y
Sales	Ref.	5,494	8,576	Ref.	+3,082 - %
Ratio (Revolution /Americas)			29%		- pt

Sales favorably increased for medium-sized retailers and CITs

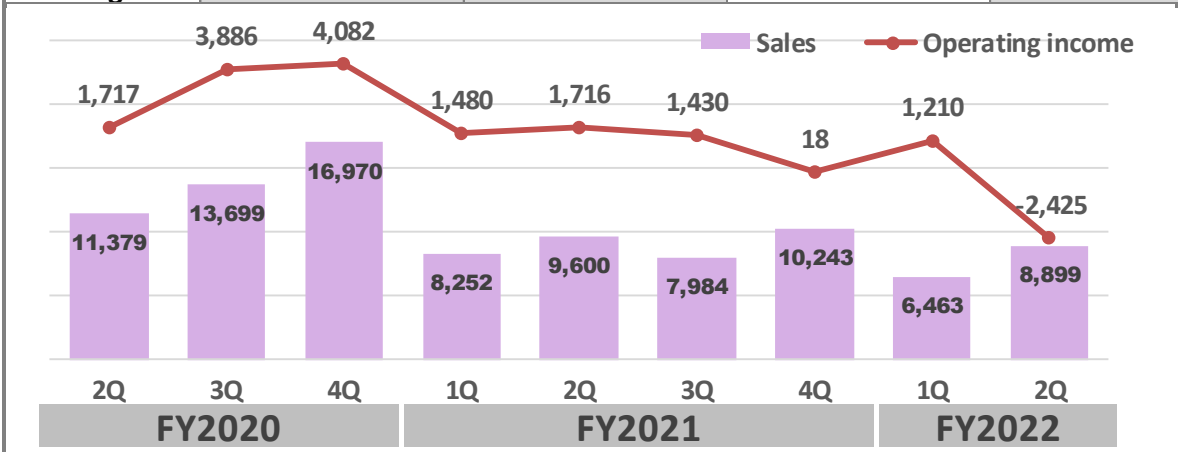
Synergies

Inquiries from Revolution's customers are increasing re GLORY's products and services (e.g. cash management solutions for the point-of-sale)



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

(Millions of yen)	Six months ended September 30, 2020	Six months ended September 30, 2021	Six months ended September 30, 2022	Y-on-Y
Sales	19,208	17,852	15,362	-2,490 -13.0 %
Ratio to total net sales	21.7%	17.3%	13.7%	-3.6 pt
Operating income	1,893	3,196	-1,215	-4,411 - %
Operating margin	9.9 %	17.9 %	- %	- pt



Overview

Sales

- Decreased for main products (open teller system and coin and banknote recyclers for tellers) due to delays in production
- Decreased for maintenance services with the completion of system modifications associated with the issuance of the new 500-yen coin

Operating Income

- Decreased due to declining of sales and high parts prices

Products & Services

Solutions for Automation & Operational Efficiency

- Contact-free & Self-service solutions
- Cash management solutions
- Electronic payment solutions
- Solutions with biometric/image-recognition technologies
- etc.

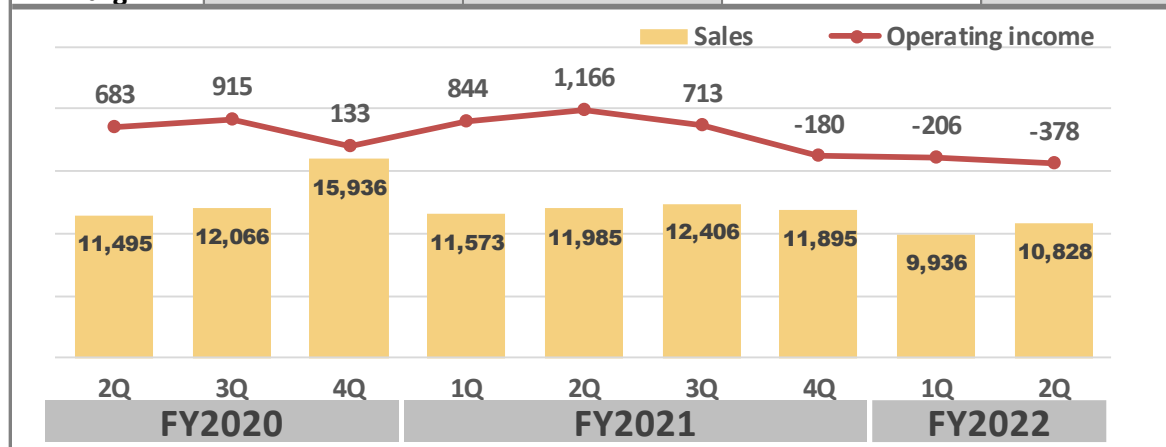
Products	Services
	<p>B-LINK Product management systems</p> <p>Monitoring services</p>

Outline of the Segment

Sales and maintenance services to financial institutions in Japan.

Retail and Transportation Market

(Millions of yen)	Six months ended September 30, 2020	Six months ended September 30, 2021	Six months ended September 30, 2022	Y-on-Y
Sales	21,076	23,558	20,764	-2,794 -13.3 %
Ratio to total net sales	23.8%	22.8%	18.5%	-4.3 pt
Operating income	622	2,010	-584	-2,594 - %
Operating margin	3.0 %	8.5 %	- %	- pt



Overview

Sales

- Remained high and on par with the corresponding period of the previous year for coin and banknote recycler for cashiers, despite delays in production
- Decreased for deposit machines and medical payment kiosks
- Decreased for maintenance services with the completion of system modifications associated with the issuance of the new 500-yen coin

Operating Income

- Decreased due to a decline in sales and high parts prices.

Products & Services

Solutions for Automation & Operational Efficiency

- Contact-free & Self-service solutions
- Cash management solutions
- Electronic payment solutions
- Solutions with biometric and image-recognition technologies

etc.

Products



Services

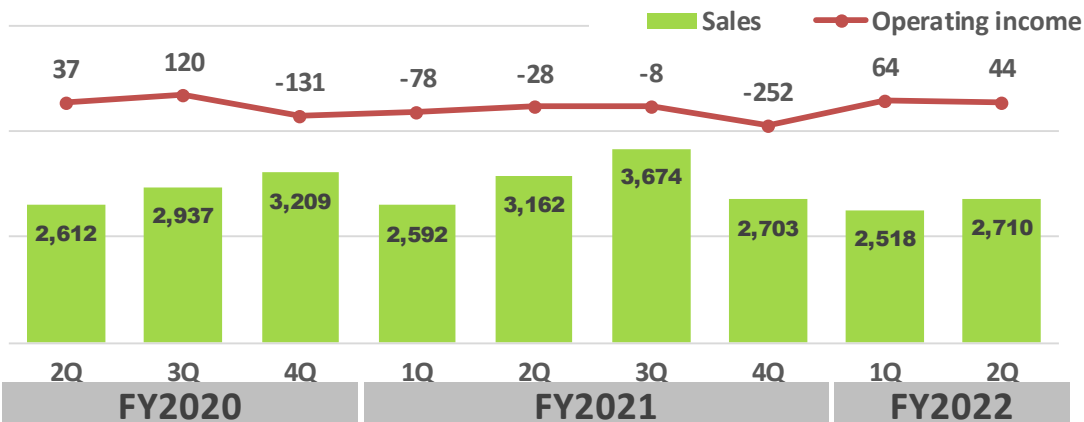


Outline of the Segment

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

Amusement Market

(Millions of yen)	Six months ended September 30, 2020	Six months ended September 30, 2021	Six months ended September 30, 2022	Y-on-Y
Sales	4,874	5,754	5,228	-526 -10.8 %
Ratio to total net sales	5.5%	5.6%	4.7%	-0.9 pt
Operating income	-279	-106	108	+214 - %
Operating margin	- %	- %	2.1 %	- pt



Overview

Sales

- Decreased for main products (e.g. card system and pachinko prize dispensing machine used in pachinko parlors)

Operating Income

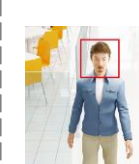
- Increased by the improvement in product mix.

Products & Services

Solutions for Automation & Operational Efficiency

- Contact-free & Self-service solutions
- Cash management solutions
- Electronic payment solutions
- Solutions with biometric/image-recognition technologies
- etc.

Products



Services

Outline of the Segment

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



Financial Forecast

FY2022 ending March 31, 2023

FY2022 Forecast - Overview

Sales

Expecting an increase with gradual production recovery and the depreciation of the yen, although the production of main products are expected to continue due to difficulties with parts procurement (e.g. semiconductors).

Income

Expecting a significant decrease with delayed sales of main products caused by difficulty parts procurement, high material prices, and higher procurement costs caused by the depreciation of the yen.

Forecasts Upper row: Released on May 12, 2022
Lower row: Released on November 8, 2022

(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%	245,000 250,000	100.0%	+23,438 +10.3%
Maintenance Services	78,675	36.2%	83,894	37.0%	88,000 99,000	35.9%	+15,106 +18.0%
Operating Income	14,201	6.5%	10,297	4.5%	6,000 -7,000	-	-17,297 -
Ordinary Income	14,137	6.5%	10,507	4.6%	5,500 -7,500	-	-18,007 -
Net Income Attributable to Owners of Parent	5,705	2.6%	6,509	2.9%	2,000 -8,500	-	-15,009 -
EBITDA	29,410	13.5%	27,505	12.1%	23,200 11,400	9.5%	-16,105 -58.6%
Exchange rate	US\$	¥ 106	¥ 112		¥ 140		
	Euro	¥ 124	¥ 131		¥ 140		

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	140,000 152,000	+12,197 +18.9 %	3,417	4,884	3,000 -1,000	-5,884 - %
Financial Market	49,877	36,079	35,000	-1,079 -3.0 %	9,861	4,644	2,500 -2,000	-6,644 - %
Retail & Transportation Market	49,078	47,859	51,000 48,000	+141 +0.3 %	1,670	2,543	1,000 -2,000	-4,543 - %
Amusement Market	11,020	12,131	15,000 12,000	-131 -1.1 %	-290	-366	500 -500	-134 - %
Others	2,680	2,688	4,000 3,000	312 +11.6 %	-456	-1,408	-1,000 -1,500	-92 - %
Total	217,423	226,562	245,000 250,000	+23,438 +10.3 %	14,201	10,297	6,000 -7,000	-17,297 - %

Forecasts Upper row: Released on May 12, 2022
Lower row: Released on November 8, 2022

Overseas Market - Sales by Geographical Segment

Total sales: Expecting an increase with the depreciation of the yen and gradual production recovery.

Acrelec sales: Expecting a decrease with customers curbing their investment due to rising interest rates.

Revolution sales : Expecting an increase with the depreciation of the yen .

Forecasts	Upper row: Released on May 12, 2022
	Lower row: Released on November 8, 2022

(Millions of yen)	Full Year			Y-on-Y	Local currency basis
	FY2020	FY2021	FY2022 (Forecast)		
Americas	35,524	44,684	55,000 67,000	+22,316 +49.9 %	+20.4%
	Acrelec 1,125	2,686	7,500 3,500	+814 +30.3 %	-
	Revolution -	Ref.(11,741) 3,774	14,300 18,000	+14,226 +376.9 %	-
EMEA	52,981	68,967	72,000 70,000	+1,033 +1.5 %	-5.3%
	Acrelec 7,297	16,301	19,800 17,800	+1,499 +9.2 %	-
Asia	16,259	14,151	13,000 15,000	+849 +6.0 %	-
	Acrelec 450	607	1,700 700	+93 +15.3 %	-
Total overseas sales	104,765	127,803	140,000 152,000	+24,197 +18.9 %	-
	Acrelec 8,873	19,594	29,000 22,000	+2,406 +12.3 %	-
	Revolution 0	Ref.(11,741) 3,774	14,300 18,000	+14,226 +376.9 %	-

4 News & Topics

Banknote handling machines

Number of installed base in domestic market		
Total number of units (thousand)	7,700	*Examples of our products
<ul style="list-style-type: none"> For financial institutions 	330	Open teller system, Coin and Banknote recycler for tellers, Money changer
<ul style="list-style-type: none"> <ul style="list-style-type: none"> Coin and Banknote recycler for tellers 	70	-
<ul style="list-style-type: none"> <ul style="list-style-type: none"> Teller machine 	23	-
<ul style="list-style-type: none"> <ul style="list-style-type: none"> Money changer 	10	-
<ul style="list-style-type: none"> <ul style="list-style-type: none"> Others 	227	-
<ul style="list-style-type: none"> Change machine 	400	Coin and banknote recycler for cashiers
<ul style="list-style-type: none"> Vending machine 	2,970	Ticket vending machine
<ul style="list-style-type: none"> Gaming peripherals 	4,000	Card system

Main products



Coin and Banknote recycler for tellers



Open teller system



Ticket vending machine



Coin and banknote Recycler for cashiers



Card system

Cash Management Solutions for Overseas Retail Industry

New generation CASHINFINITY™ solutions CI-X



Country	Australia	Switzerland	Mexico
Coin image			
Size	20.5 - 31.5mm	17.0 - 31.5mm	15.5 - 39.0mm

✓ Covers the currencies of over 60 countries

Solution for retailers operating globally, handling coins with various sizes, thicknesses, materials, and shapes.

✓ Rigorous cash management at retail stores

Closed-loop operations with back-office solutions. Enables non-touch operations between point-of-sales and back offices.

Next Generation Business Solutions for Restaurants



Confidence Enabled

Self-order kiosks FGK-series (First joint development by Glory & Acrelec)



For cash & cashless payment

For cashless payment

Features

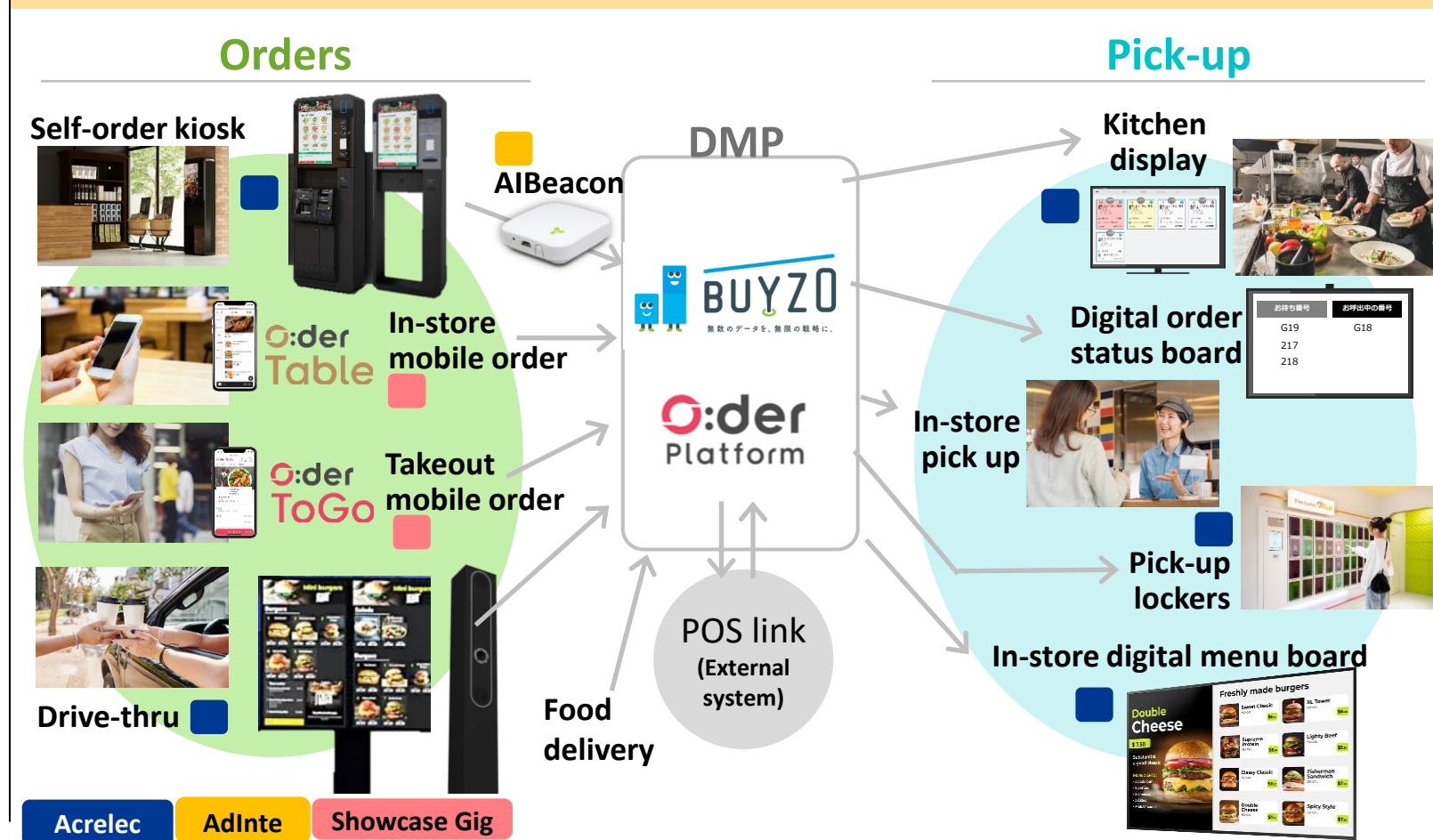
- Supports various store operations e.g. pre-/post-payment and take-out/eat-in services
- Identify customers' attributes by AI cameras (e.g. gender, age, etc)

Expected effect

- Increased sales through effective promotions on screen
- Simplified store operations through DX
- Strategic & accurate planning and promotion by the HQ

Food Business DX

Next-generation solution for orders, payments and pick-ups



References

(Millions of yen)	Six months ended September 30, 2020		Six months ended September 30, 2021		Six months ended September 30, 2022		Y-on-Y
		Ratio		Ratio		Ratio	
Net sales	88,625	100.0%	103,154	100.0%	112,142	100.0%	+8,988
Cost of sales	53,684	60.6%	60,553	58.7%	73,078	65.2%	+12,525
Selling, general and administrative expenses	33,340	37.6%	36,865	35.7%	43,775	39.0%	+6,910
Operating income	1,600	1.8%	5,735	5.6%	-4,711	-4.2%	-10,446
Non-operating income	798	0.9%	435	0.4%	455	0.4%	+20
Non-operating expenses	983	1.1%	445	0.4%	1,102	1.0%	+657
Ordinary income	1,415	1.6%	5,725	5.5%	-5,359	-4.8%	-11,084
Extraordinary income	30	0.0%	10	0.0%	3	0.0%	-7
Extraordinary loss	169	0.2%	403	0.4%	50	0.0%	-353
Income before income taxes and minority interests	1,277	1.4%	5,332	5.2%	-5,405	-4.8%	-10,737
Income taxes	1,635	1.8%	2,533	2.5%	492	0.4%	-2,041
Net Income	-358	-0.4%	2,799	2.7%	-5,898	-5.3%	-8,697
Net income attributable to owners of parent	-635	-0.7%	2,443	2.4%	-6,195	-5.5%	-8,638

Net Income	-358	-0.4%	2,799	2.7%	-5,898	-5.3%	-8,697
Valuation difference on available-for-sale securities	528		-65		204		+269
Foreign currency translation adjustment	-1,051		1,370		15,503		+14,133
Remeasurements of defined benefit plans	179		-264		225		+489
Total other comprehensive income	-335	-0.4%	1,038	1.0%	15,961	14.2%	+14,923
Comprehensive income	-694	-0.8%	3,837	3.7%	10,062	9.0%	+6,225

Q2 FY2022 Consolidated Balance Sheet



Confidence Enabled

(Millions of yen)	As of September 30, 2021	As of March 31, 2022	As of September 30, 2022	Increase/Decrease	(Millions of yen)	As of September 30, 2021	As of March 31, 2022	As of September 30, 2022	Increase/Decrease
Cash, deposits and Securities	62,913	52,426	38,836	-13,590	Notes and accounts payable-trade	15,817	21,631	22,860	+1,229
Notes and accounts receivable-trade	42,341	53,169	45,945	-7,224	Short-term loans payable	18,168	19,328	36,420	+17,092
Inventories	57,988	69,914	94,262	+24,348	Other	43,231	58,939	51,108	-7,831
Other	4,365	12,451	10,302	-2,149	Total current liabilities	77,216	99,898	110,388	+10,490
Current assets	167,607	187,960	189,345	+1,385	Long-term loans payable	171	11,187	13,899	+2,712
Property, plant and equipment	38,471	40,485	41,356	+871	Other	42,139	43,138	43,996	+858
Customer relationships	21,727	26,790	29,581	+2,791	Noncurrent liabilities	42,310	54,325	57,895	+3,570
Goodwill	47,845	58,399	64,158	+5,759	Total liabilities	119,527	154,223	168,283	+14,060
Other	8,794	11,718	12,033	+315	Capital stock	12,892	12,892	12,892	0
Intangible assets	78,366	96,907	105,772	+8,865	Retained earnings	164,666	166,563	158,301	-8,262
Total investments and other assets	32,093	37,474	39,450	+1,976	Other	19,453	29,149	36,448	+7,299
Total noncurrent assets	148,931	174,867	186,579	+11,712	Total netassets	197,011	208,604	207,641	-963
Total assets	316,539	362,827	375,925	+13,098	Total liabilities and net assets	316,539	362,827	375,925	+13,098

Q2 FY2022 Cash Flow Statement



Confidence Enabled

(Millions of yen)	Six months ended September 30, 2020	Six months ended September 30, 2021	Six months ended September 30, 2022	Increase/ Decrease
Cash flows from operating activities	474	8,861	-16,019	-24,880
Cash flows from investing activities	-17,815	-4,052	-4,312	-260
Cash flows from financing activities	-3,601	-8,550	3,666	+12,216
Net increase (decrease) in cash and cash equivalents	-21,592	-3,262	-13,531	-
Free cash flows	-17,341	4,809	-20,331	-25,140

CAPEX, Depreciation & Amortization, and R&D

(Millions of yen)	Six months ended September 30, 2020	Six months ended September 30, 2021	Six months ended September 30, 2022	Y-on-Y	Quarterly trend
Capital expenditures	4,706	4,676	4,301	-375 -8.0 %	<p>3,572 2,534 2,499 2,363 2,313 2,770 3,977 1,924 2,377</p> <p>FY20 (2Q) FY20 (3Q) FY20 (4Q) FY21 (1Q) FY21 (2Q) FY21 (3Q) FY21 (4Q) FY22 (1Q) FY22 (2Q)</p>
Depreciation and amortization	5,101	5,625	5,871	+246 +4.8 %	<p>2,768 2,755 2,850 2,724 2,901 3,008 3,319 2,631 3,240</p> <p>FY20 (2Q) FY20 (3Q) FY20 (4Q) FY21 (1Q) FY21 (2Q) FY21 (3Q) FY21 (4Q) FY22 (1Q) FY22 (2Q)</p>
R&D investment	6,921	7,244	7,070	-174 -2.5 %	<p>3,736 3,558 4,251 3,344 3,900 3,583 3,916 3,532 3,538</p> <p>FY20 (2Q) FY20 (3Q) FY20 (4Q) FY21 (1Q) FY21 (2Q) FY21 (3Q) FY21 (4Q) FY22 (1Q) FY22 (2Q)</p>

Q2 FY2022 Results (vs. forecast as of August 5, 2022)



Confidence Enabled

Sales & Operating Income by Business Segment

(Millions of yen)	Sales			Operating Income		
	Six months ended September 30, 2022 (Forecast)	Six months ended September 30, 2022	vs. forecast	Six months ended September 30, 2022 (Forecast)	Six months ended September 30, 2022	vs. forecast
Overseas Market	64,000	69,511	108.6%	-4,000	-2,431	-
Financial Market	15,000	15,362	102.4%	-500	-1,215	-
Retail & Transportation Market	22,000	20,764	94.4%	-1,500	-584	-
Amusement Market	5,500	5,228	95.1%	0	108	-
Others	1,500	1,274	84.9%	-500	-589	-
Total	108,000	112,142	103.8%	-6,500	-4,711	-

Q2 FY2022 Results (vs. forecast as of August 5, 2022)

Overseas Market sales by Geographical Segment

(Millions of yen)	Six months ended September 30, 2022 (Forecast)	Six months ended September 30, 2022	(vs. forecast)
Americas	26,000	29,496	113%
Acrelec	3,200	1,052	33%
Revolution	7,000	8,576	123%
EMEA	32,000	32,559	102%
Acrelec	8,100	8,393	104%
Asia	6,000	7,455	124%
Acrelec	700	398	57%
Total overseas sales	64,000	69,511	109%
Acrelec	12,000	9,843	82%
Revolution	7,000	8,576	123%

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

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

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

*China included in Asia since FY2022.

Sales & Operating Income by Business Segment

(Millions of yen)	First Half			Second Half			Full Year		
	FY2020	FY2021	FY2022	FY2020	FY2021	FY2022 (Forecast)	FY2020	FY2021	FY2022 (Forecast)
Overseas Market	42,409 -196	54,850 1,354	69,511 -2,431	62,356 3,613	72,953 3,530	82,489 1,431	104,765 3,417	127,803 4,884	152,000 -1,000
Financial Market	19,208 1,893	17,852 3,196	15,362 -1,215	30,669 7,968	18,227 1,448	19,638 -785	49,877 9,861	36,079 4,644	35,000 -2,000
Retail & Transportation Market	21,076 622	23,558 2,010	20,764 -584	28,002 1,048	24,301 533	27,236 -1,416	49,078 1,670	47,859 2,543	48,000 -2,000
Amusement Market	4,874 -279	5,754 -106	5,228 108	6,146 -11	6,377 -260	6,772 -608	11,020 -290	12,131 -366	12,000 -500
Others	1,056 -438	1,138 -720	1,274 -589	1,624 -18	1,550 -688	1,726 -911	2,680 -456	2,688 -1,408	3,000 -1,500
Total	88,625 1,600	103,154 5,735	112,142 -4,711	128,798 12,601	123,408 4,562	137,858 -2,289	217,423 14,201	226,562 10,297	250,000 -7,000

Overseas Market sales by Geographical Segment

(Millions of yen)	First half			Second half			Full Year			
	FY2020	FY2021	FY2022	FY2020	FY2021	FY2022 (Forecast)	FY2020	FY2021	FY2022 (Forecast)	
Americas	13,769	17,069	29,496	21,755	27,615	37,504	35,524	44,684	67,000	
	Acrelec	329	1,179	1,052	796	1,507	2,448	1,125	2,686	3,500
	Revolution	-	Ref. (5,494) 0	8,576	-	Ref. (6,247) 3,774	9,424	-	Ref. (11,741) 3,774	18,000
EMEA	21,007	31,569	32,559	31,974	37,398	37,441	52,981	68,967	70,000	
	Acrelec	1,646	7,032	8,393	5,651	9,269	9,407	7,297	16,301	17,800
Asia	7,632	6,211	7,455	8,627	7,940	7,545	16,259	14,151	15,000	
	Acrelec	163	260	398	287	347	302	450	607	700
Total overseas sales	42,409	54,850	69,511	62,356	72,953	82,489	104,765	127,803	152,000	
Acrelec	2,140	8,470	9,843	6,733	11,124	12,157	8,873	19,594	22,000	
Revolution	-	Ref. (5,494) 0	8,576	-	Ref. (6,247) 3,774	9,424	-	Ref. (11,741) 3,774	18,000	

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	11,000	-952 -8.0 %	
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.