

# FY2021 Consolidated Financial Results

## (Q1/2 - Six months ended September 30, 2021)

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# **Consolidated Financial Results**

**Q1/2 FY2021 - Six months ended September 30, 2021**

# Performance Overview (Year-on-Year)

**Both net sales and operating income increased as a result of the sales expansion in retail markets.**

**Domestic** Sales from maintenance services have increased owing to the system modifications required in connection with the scheduled issuance of new 500-yen coin, and sales of self-service products have increased in the retail market.

**Overseas** Sales of *CI-series (Self-service coin and banknote recycler / Sales proceeds deposit machine)* have increased for the retail industry both in Europe and the U.S.

(Millions of yen)	Six months ended		Six months ended		Six months ended		Y-on-Y
	September 30, 2019	Ratio	September 30, 2020	Ratio	September 30, 2021	Ratio	
<b>Net Sales</b>	<b>108,505</b>	100.0%	<b>88,625</b>	100.0%	<b>103,154</b>	100.0%	<b>+14,529</b> <b>+16.4%</b>
Maintenance Sevices	<b>35,489</b>	32.7%	<b>34,750</b>	39.2%	<b>39,100</b>	37.9%	<b>+4,350</b> <b>+12.5%</b>
<b>Operating Income</b>	<b>9,018</b>	8.3%	<b>1,600</b>	1.8%	<b>5,735</b>	5.6%	<b>+4,135</b> <b>+258.4%</b>
<b>Ordinary Income</b>	<b>8,316</b>	7.7%	<b>1,415</b>	1.6%	<b>5,725</b>	5.5%	<b>+4,310</b> <b>+304.6%</b>
Net Income Attributable to Owners of Parent	<b>4,859</b>	4.5%	<b>-635</b>	-	<b>2,443</b>	2.4%	<b>+3,078</b> <b>-</b>
* <b>EBITDA</b>	<b>15,772</b>	14.5%	<b>8,908</b>	10.1%	<b>13,785</b>	13.4%	<b>+4,877</b> <b>+54.7%</b>
Exchange rate	US\$	¥ 109	¥ 107	¥ 110			
	Euro	¥ 121	¥ 121	¥ 131			

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

# Factors for Increase in Operating Income

(Millions of Yen)

- **Sales - *Increased***

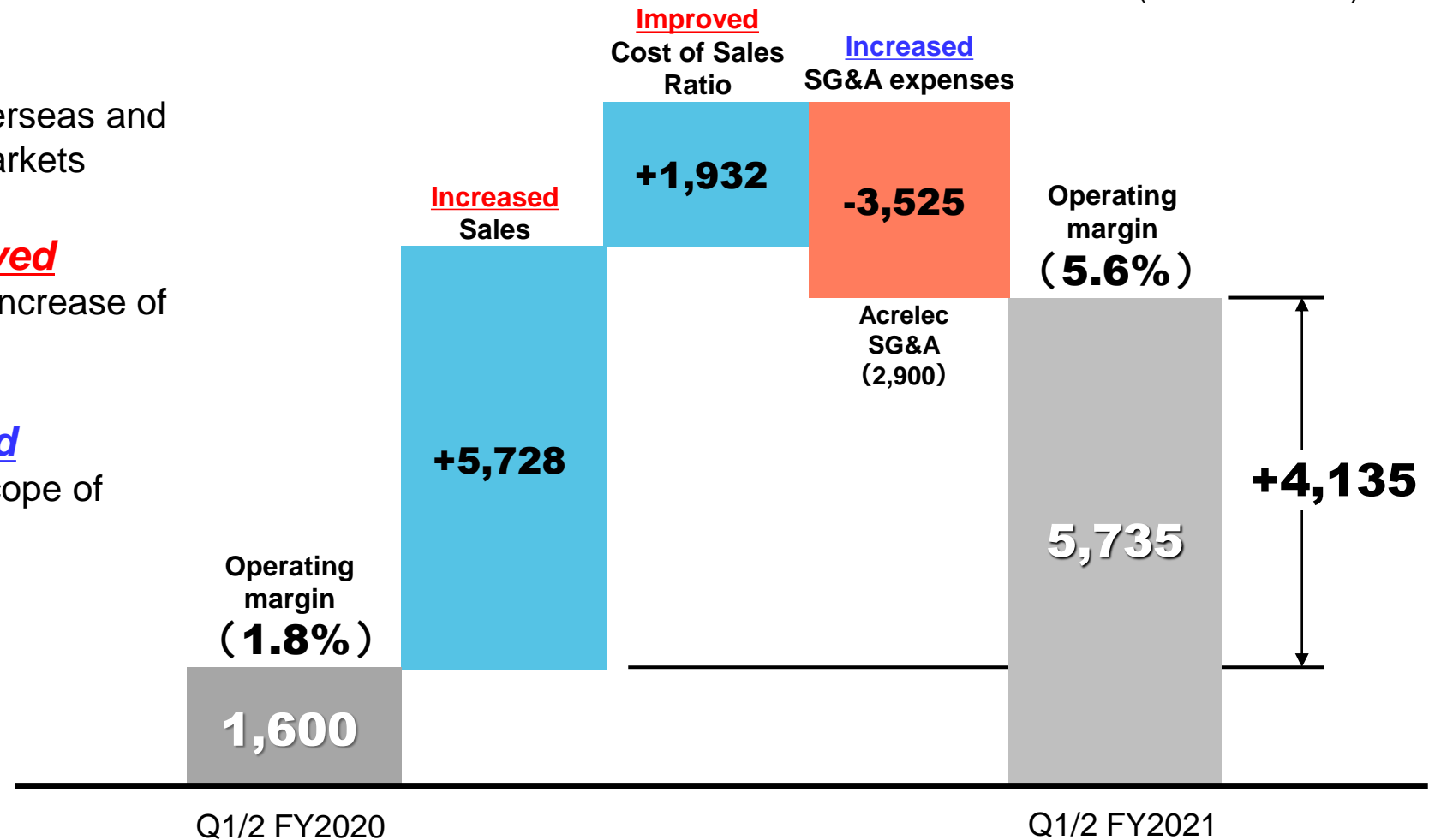
Significant increase in the Overseas and the Retail & Transportation markets

- **Cost of Sales ratio - *Improved***

Product mix improved due to increase of main products sales

- **SG&A expenses - *Increased***

Acrelec P&L included in the scope of consolidation



# Sales and Operating Income by Business Segment

**Q1/2: Sales in the Overseas market has exceeded those in the Domestic market for the first time.**

(Millions of yen)	Sales				Operating Income			
	Q1/2 FY2019	Q1/2 FY2020	Q1/2 FY2021	Y-on-Y	Q1/2 FY2019	Q1/2 FY2020	Q1/2 FY2021	Y-on-Y
Overseas Market	47,564	42,409	<b>54,850</b>	+12,441 +29.3 %	4,047	-196	<b>1,354</b>	+1,550 - %
Financial Market	22,335	19,208	<b>17,852</b>	-1,356 -7.1 %	2,068	1,893	<b>3,196</b>	1,303 +68.8 %
Retail & Transportation Market	25,483	21,076	<b>23,558</b>	+2,482 +11.8 %	2,919	622	<b>2,010</b>	+1,388 +223.2 %
Amusement Market	10,543	4,874	<b>5,754</b>	+880 +18.1 %	1,293	-279	<b>-106</b>	+173 - %
Others	2,578	1,056	<b>1,138</b>	+82 +7.8 %	-1,309	-438	<b>-720</b>	-282 - %
<b>Total</b>	<b>108,505</b>	<b>88,625</b>	<b>103,154</b>	+14,529 +16.4 %	<b>9,018</b>	<b>1,600</b>	<b>5,735</b>	+4,135 +258.4 %

\*Business segments are based on the re-classification of reportable segments made in the Q1 2021 report as below, and the figures for Q1/2 2020 in this table have been modified accordingly for comparison;

- Part of **Biometric/image recognition business** and **Electronic settlement-related business** now included in 'Retail and transportation market' segment.
- Part of **New businesses** now included in 'Overseas market' segment.

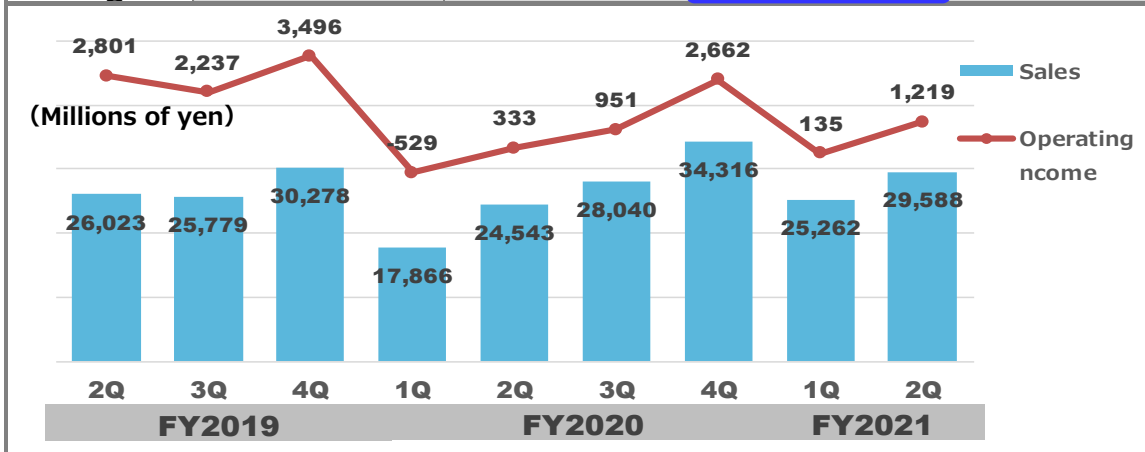
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## **Details of Performance**

**Q1/2 FY2021 - Six months ended September 30, 2021**

# Overseas Market - Overview

(Millions of yen)	Q1/2 FY2019	Q1/2 FY2020	Q1/2 FY2021	Y-on-Y
Sales	47,564	42,409	54,850	+12,441 +29.3 %
Ratio to total net sales	43.8 %	47.9 %	53.2 %	+5.3 pt
Operating income	4,047	-196	1,354	+1,550 - %
Operating margin	8.5 %	- %	2.5 %	- pt



## Overview

\*TCRs: Teller cash recycler

### For Financial Institutions

- ✓ Sales increased by capturing the replacement demand for TCR\*
  - Recovered almost to pre-COVID levels

### For Retail Industry

- ✓ Sales increased for major retailers in EMEA and the Americas
  - Exceeded pre-COVID levels
- ✓ Sales favorably high for Acrelec products
  - Exceeded pre-COVID levels

## 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.

# Overseas Market - Sales by Geographical Segment



(Millions of yen)	Six months ended September 30, 2019	Six months ended September 30, 2020	Six months ended September 30, 2021	Y-on-Y	
					Local currency basis
Americas	17,103	13,439	16,782	+3,343 +24.9 %	+21.6%
EMEA	20,703	19,578	29,726	+10,148 +51.8 %	+40.7%
Asia	6,782	6,822	5,341	-1,481 -21.7 %	-
China	2,265	2,535	1,296	-1,239 -48.9 %	-54.1%
OEM	2,975	2,568	2,999	+431 +16.8 %	+16.8%
Total overseas sales	47,564	42,409	54,850	+12441 +29.3 %	-

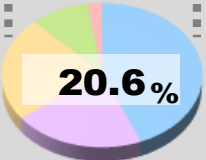
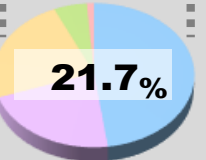
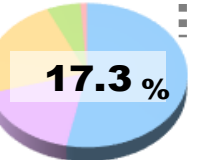
Six months ended September 30, 2020	Six months ended September 30, 2021	Y-on-Y
329	1,179	+850 +258.2 %
1,646	7,032	+5,386 +327.2 %
163	260	+97 +59.4 %
-	-	- - %
-	-	- - %
2,140	8,470	+6,330 +295.8 %

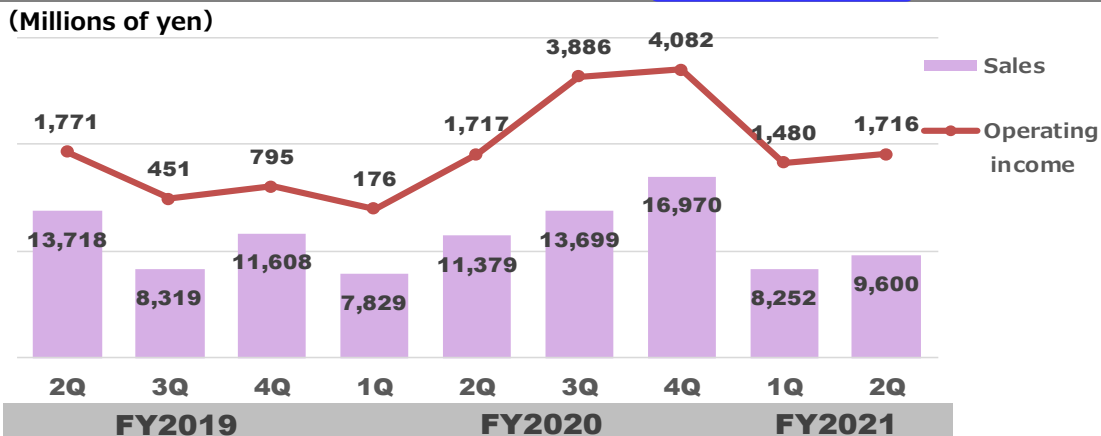
- Americas } **Increased** for the products for retail industry
- EMEA } **Increased** for the products for financial institutions (TCR)
- Asia ... **Decreased** for the products for financial industry in major countries
- China ... **Decreased** for the products for financial institutions (Banknote sorter)

- ✓ Acquisition of Acrelec took place in Q1/FY2020.
- ✓ Acrelec P&L included in the scope of consolidation from Q2/FY2020.



# Financial Market

(Millions of yen)	Q1/2 FY2019	Q1/2 FY2020	Q1/2 FY2021	Y-on-Y
Sales	22,335	19,208	17,852	-1,356 -7.1 %
Ratio to total net sales	 20.6%	 21.7%	 17.3%	-4.4 pt
Operating income	2,068	1,893	3,196	+1,303 +68.8 %
Operating margin	9.3 %	9.9 %	17.9 %	+8.0 pt



## Overview

- Sales decreased for *Coin and banknote recyclers for tellers*, due to the large-scale demand having completed its cycle.
- Income favorably increased due to reduced expenditures, improved product mix, and increased maintenance services for the system modifications required in connection with the scheduled issuance of new 500-yen coin.

## 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, OEM clients and others in Japan.

# Retail and Transportation Market

(Millions of yen)	Q1/2 FY2019	Q1/2 FY2020	Q1/2 FY2021	Y-on-Y
Sales	25,483	21,076	23,558	+2,482 +11.8 %
Ratio to total net sales	23.5 %	23.8 %	22.8 %	-1.0 pt
Operating income	2,919	622	2,010	+1,388 +223.2 %
Operating margin	11.5 %	3.0 %	8.5 %	+5.5 pt

## Overview

- Sales favorably increased for *Coin and banknote recyclers for cashiers*, addressing labor shortages and the growing demand for contact-free and self-service operations.
- Sales increased due to the maintenance services extended for the system modifications required in connection with the scheduled issuance of new 500-yen coin.

## Values Offered

**Solutions for Automation & Operational Efficiency**

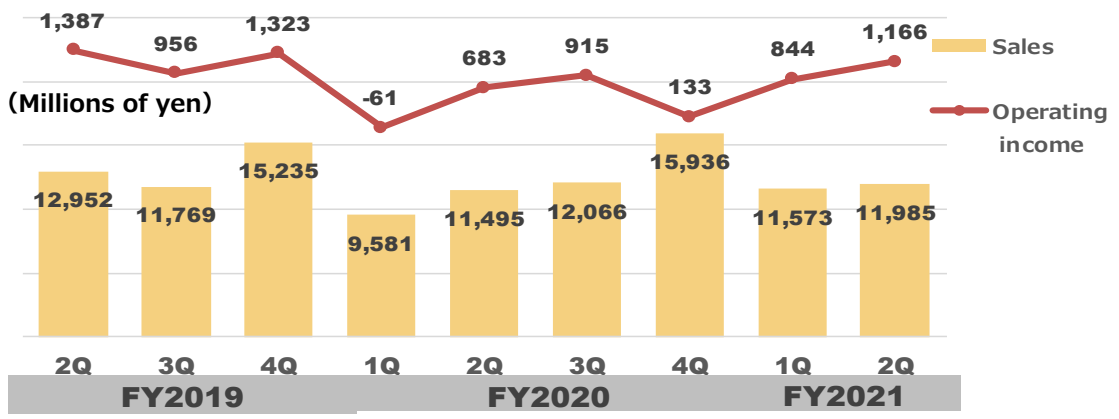
- Contact-free & Self-service solutions
- Cash management solutions
- Electronic settlement solutions
- Solutions utilizing biometric and image-recognition technologies

etc.

**Products**

**Services**

- BUYZO (Data Management Platform)
- '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)	Q1/2 FY2019	Q1/2 FY2020	Q1/2 FY2021	Y-on-Y
Sales	10,543	4,874	5,754	+880 +18.1 %
Ratio to total net sales	9.7 %	5.5 %	5.6 %	+0.1 pt
Operating income	1,293	-279	-106	+173 - %
Operating margin	12.3 %	- %	- %	- pt

## Overview



- Sales favorably increased for *Card system* and *Pachinko prize dispensing machine* used in pachinko parlors.
  - ▶ Not recovered to pre-COVID levels

## Values Offered

Solutions for Automation & Operational Efficiency

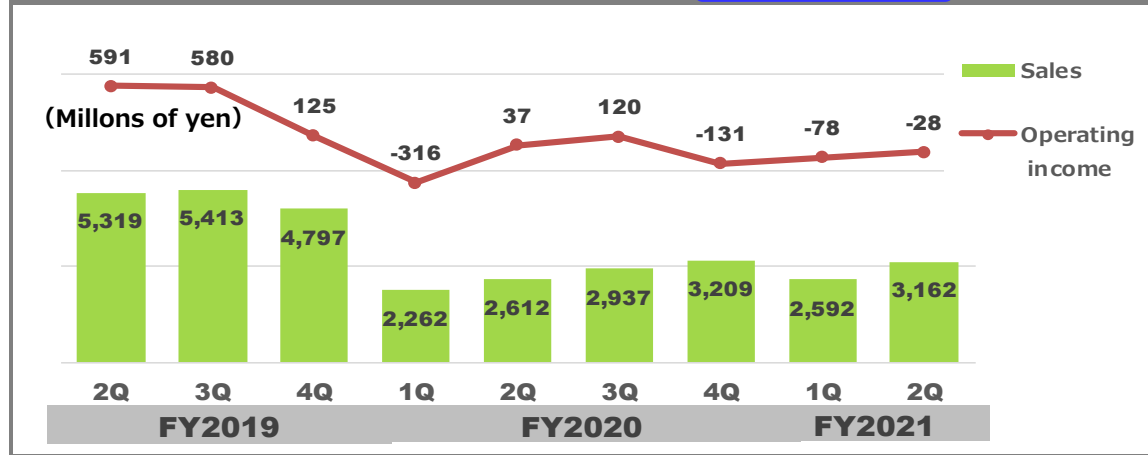
- Contact-free & Self-service solutions
- Cash management solutions
- Electronic settlement solutions
- Solutions utilizing biometric/image-recognition technologies

etc.

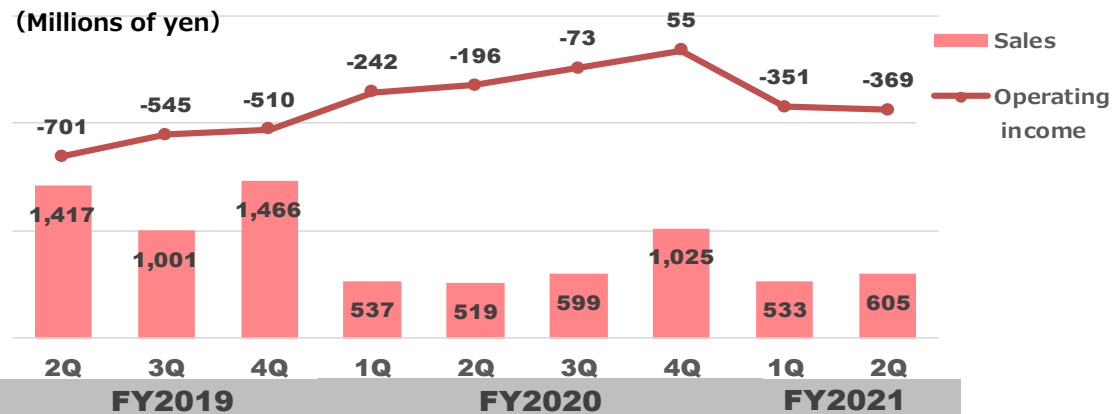
Products	Services
	 <p>遊動 遊技動向分析</p> <p>PAPIMO サービス</p> <p>EX-SIM 遊技動向分析 P-BANK</p> <p>Membership management systems</p>

## Outline of the Segment

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



(Millions of yen)	Q1/2 FY2019	Q1/2 FY2020	Q1/2 FY2021	Y-on-Y
Sales	2,578	1,056	1,138	+82 +7.8 %
Ratio to total net sales	2.4 %	1.2 %	1.1 %	-0.1 pt
Operating income	-1,309	-438	-720	-282 - %
Operating margin	- %	- %	- %	- pt



## Overview

- Continued strategic investment (e.g. optimum allocation of human resources and a series of PoC) for new businesses.

## Values Offered

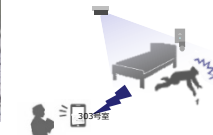
### Solutions for Automation & Operational Efficiency

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

## Products



Robot for picking amorphous objects



- Facial-recognition-driven system
- Fall detection system (under development)

## Services

## Outline of the Segment

Sales and maintenance service not included in the reportable segments



# **Financial Forecast**

**FY2021 ending March 31, 2022**

# FY2021 Forecast - Overview

## Higher sales, Lower income

**Domestic:** Sales and income expected to decrease with the completion of large-scale demand for system modifications required in connection with the scheduled issuance of new 500-yen coin. Strong sales expected for self-service products to cater for the demand for contact-free and self-service solutions in the retail & transportation market.

**Overseas:** Sales and income expected to increase, as the interests for capital expenditure recover in the financial and retail markets.

Net sales, operating income and ordinary income remain unchanged, for such reason as uncertainty in the procurement of parts including semiconductors, tight shipping conditions and soaring parts prices, although demand for our products and services remained steady in both Japan and overseas markets.

Net income attributable to owners of parent has been revised from ¥4.5 billion to ¥ 7.5billion, as an extraordinary income occurred due to the transfer of shares of consolidated subsidiary (viafintech GmbH) is expected to be recorded.

(Millions of yen)	FY2019		FY2020		2021年3月期		Y-on-Y
	Full Year	Ratio	Full Year	Ratio	Full Year (Forecast)	Ratio	
Net Sales	224,170	100.0%	217,423	100.0%	225,000	100.0%	+7,577 +3.5%
Maintenance Sevices	71,099	31.7%	78,675	36.2%	76,000	33.8%	-2,675 -3.4%
Operating Income	17,927	8.0%	14,201	6.5%	10,000	4.4%	-4,201 -29.6%
Ordinary Income	15,514	6.9%	14,137	6.5%	9,500	4.2%	-4,637 -32.8%
Net Income Attributable to Owners of Parent	8,486	3.8%	5,705	2.6%	4,500 7,500	3.3%	+1,795 +31.5%
EBITDA	31,864	14.2%	29,408	13.5%	26,100	11.6%	-3,308 -11.2%
Exchange rate	US\$	¥ 109	¥ 106		¥ 105		
	Euro	¥ 121	¥ 124		¥ 125		

## Sales & Operating Income by Business Segment

*Sales in the Overseas market are expected to exceed those in the Domestic market for the first time.*

(Millions of yen)	Sales				Operating Income			
	FY2019	FY2020	FY2021	Y-on-Y	FY2019	FY2020	FY2021	Y-on-Y
	Full Year	Full Year	Full Year(Forecast)		Full Year	Full Year	Full Year(Forecast)	
Overseas Market	103,621	104,765	120,000	+15,235 +14.5 %	9,780	3,417	5,000	+1,583 +46.3 %
Financial Market	42,262	49,877	40,000	-9,877 -19.8 %	3,314	9,861	4,000	-5,861 -59.4 %
Retail & Transportation Market	52,487	49,078	49,000	-78 -0.2 %	5,198	1,670	2,500	+830 +49.7 %
Amusement Market	20,753	11,020	13,000	+1,980 +18.0 %	1,998	-290	0	+290 - %
Others	5,045	2,680	3,000	320 +11.9 %	-2,364	-456	-1,500	-1,044 - %
Total	224,170	217,423	225,000	+7,577 +3.5 %	17,927	14,201	10,000	-4,201 -29.6 %

### Overseas Market

Both sales and profit are expected to increase for financial institutions and for retail industry, as interests for capital expenditure recover in major Western countries.

### Financial Market

Sales from maintenance services are expected to decrease as a rebound from temporarily accelerated sales in FY2020 attributable to the expected issuance of new 500-yen coin.

### Retail & Transportation Market

Sales of self-service products are expected to expand in anticipation of the continued demand for contact-free / self-service operations.

### Amusement Market

Sales are expected to take reasonable time to recover, as pachinko parlors are expected to continue to curb their capex.

## Sales by Geographical Segment of Overseas Market



(Millions of yen)	Full Year *			Y-on-Y	Local currency basis	Acrelec sales		Y-on-Y
	FY2019	FY2020	FY2021(Forecast)			FY2020	FY2021(Forecast)	
Americas	38,459	34,891	42,000	+7,109 +20.4 %	+21.6%	1,125	2,650	+1,525 +135.6 %
EMEA	44,119	50,288	59,000	+8,712 +17.3 %	+16.1%	7,297	14,300	+7,003 +96.0 %
Asia	15,267	14,730	14,500	-230 -1.6 %	-	450	950	+500 +111.1 %
China	5,694	5,521	5,000	-521 -9.4 %	-11.3%	-	-	- - %
OEM	5,775	4,854	4,500	-354 -7.3 %	-7.3%	-	-	- - %
Total overseas sales	103,621	104,765	120,000	+15,235 +14.5 %	-	8,873	17,900	+9,027 +101.7 %

- ✓ Acquisition of Acrelec took place in Q1/FY2020.
- ✓ Acrelec P&L included in the scope of consolidation from Q2/FY2020.



## **4 TOPICS**

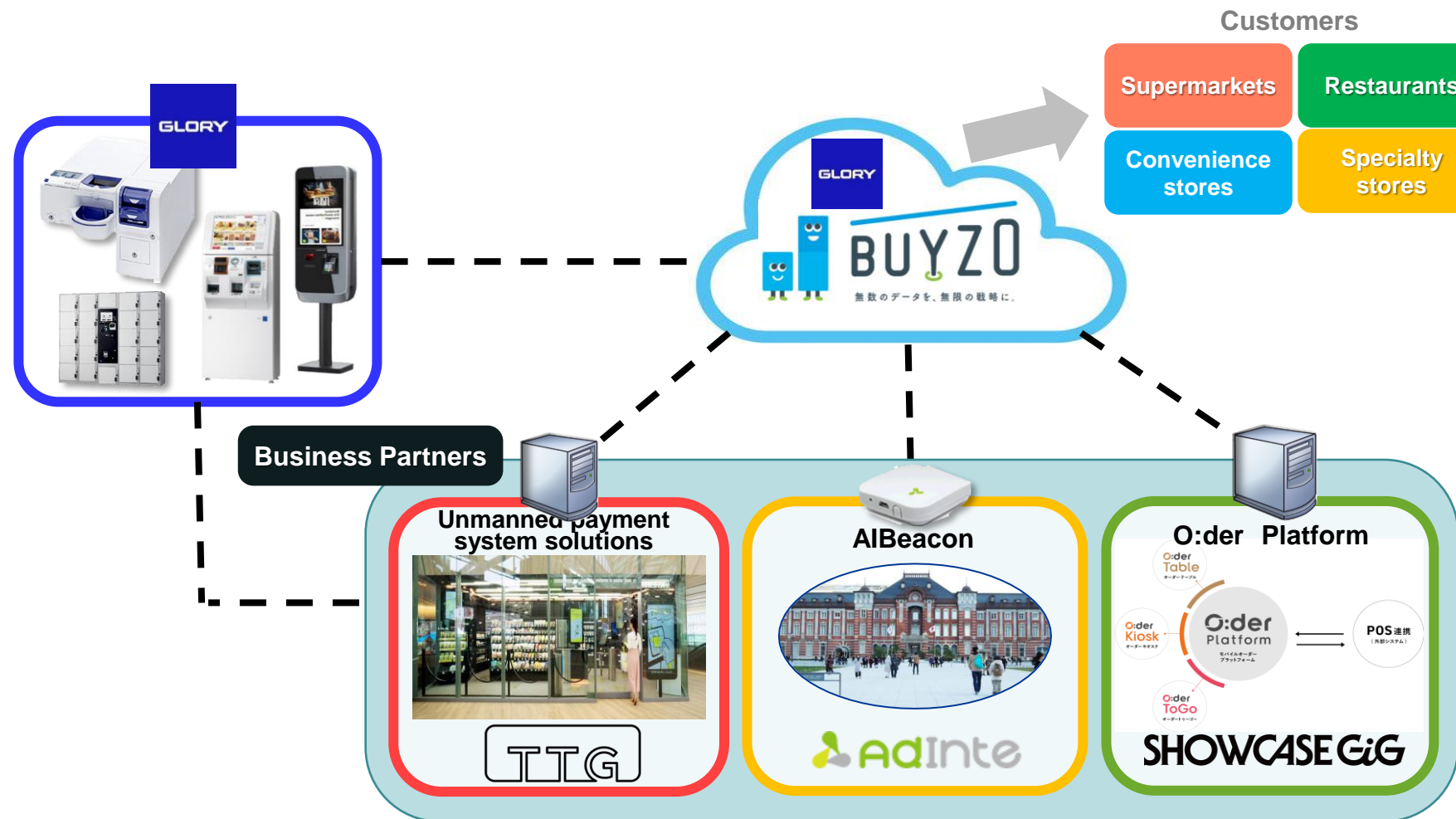
- ✓ **Supporting customers' DX by introducing IoT technology**
- ✓ **Providing solutions for safe and secure nursing facilities**
- ✓ **Facilitating people's access to cash in place of ATMs**

# Supporting customers' DX by introducing IoT technology

**Domestic** Promote DX at retail stores and restaurants with solutions to help expand customers' sales under the impact of COVID-19, while addressing social issues such as labor-shortage.

## Expected synergies

- Introduce IoT and cross-selling of our products by integrating with the services provided by our partner companies.
- Provide new services, such as customer and store analysis in response to the business management issues of retail stores and dining & drinking establishments.
- Strengthen customer base including dining and drinking establishments and retail stores through the construction of joint DMPs.



# Providing solutions for safe and secure nursing facilities

**Domestic** Provide solutions using biometric/image recognition technologies in the new business fields including medical and nursing care.

EcoNaviSta × GLORY **Health monitoring services for nursing homes and long-term care facilities**  
 (Collaboration with EcoNaviSta, a company which provides Sensor Fusion technology services)

## Facial-recognition-driven system

Facial-recognition technology to detect vulnerable patients or residents leaving the facility.

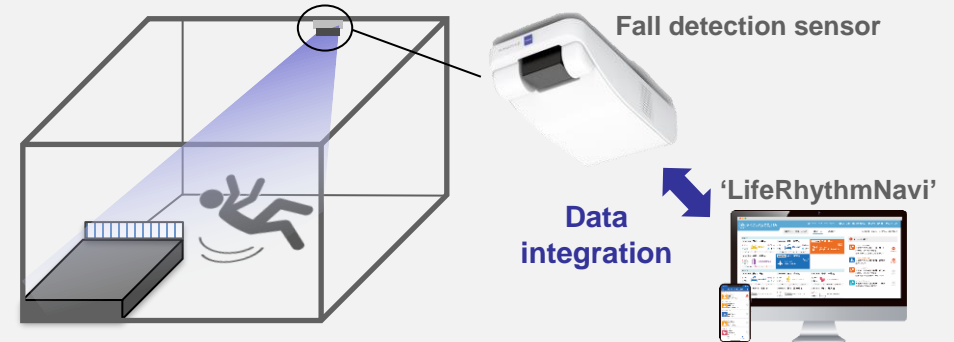


Prevent accidents by detecting the residents from straying from the facility.



## Fall detection system (Under development)

Fall detection system using skeletal recognition technology and 3D cameras.



Minimize accidents by detecting resident' or patients' falls while alone.

- PoC being conducted in a nursing care facility**
- To verify the functions/levels of;
- Fall detection sensor
  - Integration with 'LifeRhythmNavi' (Health monitoring service by EcoNaviSta)
  - UI (User Interface) of fall detection sensor
  - UI (User Interface) / UX (User Experience) of fall detection sensor
  - Management terminal of fall detection sensor
  - Network environment

# Facilitating people's access to cash in place of ATMs

## Overseas

### ■ Strategic partnership with paysafecard ■

- Realize new solutions by combining Glory's products and services with the solutions and networks of paysafecard, a global market leader in online prepaid payment methods.
- Optimize cash circulation in society by enabling cash withdrawal at retailers.



Self-service kiosks



Coin and banknote recycler for cashiers



Cash access platform

### ■ Investment in OneBanks, UK ■

- Provide Glory products and services for OneBank's shared service business hub, designed for bank branch operations entrusted by multiple financial institutions (e.g. cash deposit and dispense)
- Cultivate the knowledge of next-generation services for financial institutions to realize new solution services



G200 series  
Self-service solution



Shared service business hub  
for bank branch operations

# References

# Q1/2 FY2021 Consolidated Statement of Income

## Statement of Comprehensive Income



Confidence Enabled

(Millions of yen)	Six months ended September 30, 2019		Six months ended September 30, 2020		Six months ended September 30, 2021		Y-on-Y
		Ratio		Ratio		Ratio	
Net sales	<b>108,505</b>	100.0%	<b>88,625</b>	100.0%	<b>103,154</b>	100.0%	<b>+14,529</b>
Cost of sales	<b>65,054</b>	60.0%	<b>53,684</b>	60.6%	<b>60,553</b>	58.7%	<b>+6,869</b>
Selling, general and administrative expenses	<b>34,432</b>	31.7%	<b>33,340</b>	37.6%	<b>36,865</b>	35.7%	<b>+3,525</b>
<b>Operating income</b>	<b>9,018</b>	8.3%	<b>1,600</b>	1.8%	<b>5,735</b>	5.6%	<b>+4,135</b>
Non-operating income	<b>409</b>	0.4%	<b>798</b>	0.9%	<b>435</b>	0.4%	<b>-363</b>
Non-operating expenses	<b>1,110</b>	1.0%	<b>983</b>	1.1%	<b>445</b>	0.4%	<b>-538</b>
<b>Ordinary income</b>	<b>8,316</b>	7.7%	<b>1,415</b>	1.6%	<b>5,725</b>	5.5%	<b>+4,310</b>
Extraordinary income	<b>0</b>	0.0%	<b>30</b>	0.0%	<b>10</b>	0.0%	<b>-20</b>
Extraordinary loss	<b>131</b>	0.1%	<b>169</b>	0.2%	<b>403</b>	0.4%	<b>+234</b>
Income before income taxes and minority interests	<b>8,186</b>	7.5%	<b>1,277</b>	1.4%	<b>5,332</b>	5.2%	<b>+4,055</b>
Income taxes	<b>2,715</b>	2.5%	<b>1,635</b>	1.8%	<b>2,533</b>	2.5%	<b>+898</b>
Net Income	<b>5,470</b>	5.0%	<b>-358</b>	-0.4%	<b>2,799</b>	2.7%	<b>+3,157</b>
Net income attributable to owners of parent	<b>4,859</b>	4.5%	<b>-635</b>	-0.7%	<b>2,443</b>	2.4%	<b>+3,078</b>
Net Income	<b>5,470</b>	5.0%	<b>-358</b>	-0.4%	<b>2,799</b>	2.7%	<b>+3,157</b>
Valuation difference on available-for-sale securities	<b>-191</b>		<b>528</b>		<b>-65</b>		<b>-593</b>
Foreign currency translation adjustment	<b>-2,927</b>		<b>-1,051</b>		<b>1,370</b>		<b>+2,421</b>
Remeasurements of defined benefit plans	<b>68</b>		<b>179</b>		<b>-264</b>		<b>-443</b>
Total other comprehensive income	<b>-3,050</b>	-2.8%	<b>-335</b>	-0.4%	<b>1,038</b>	1.0%	<b>+1,373</b>
<b>Comprehensive income</b>	<b>2,419</b>	2.2%	<b>-694</b>	-0.8%	<b>3,837</b>	3.7%	<b>+4,531</b>



# Q1/2 FY2021 Consolidated Balance Sheet



Confidence Enabled

(Millions of yen)	As of September 30, 2020	As of March 31, 2021	As of September 30, 2021	Increase/Decrease		As of September 30, 2020	As of March 31, 2021	As of September 30, 2021	Increase/Decrease
Cash, deposits and Securities	<u>50,493</u>	<u>66,238</u>	<u>62,913</u>	<u>-3,325</u>	Notes and accounts payable-trade	<u>15,238</u>	<u>17,072</u>	<u>15,817</u>	<u>-1,255</u>
Notes and accounts receivable-trade	<u>41,632</u>	<u>56,344</u>	<u>42,341</u>	<u>-14,003</u>	Short-term loans payable	<u>20,936</u>	<u>18,786</u>	<u>18,168</u>	<u>-618</u>
Inventories	<u>62,109</u>	<u>52,516</u>	<u>57,988</u>	<u>+5,472</u>	Other	<u>38,479</u>	<u>51,938</u>	<u>43,231</u>	<u>-8,707</u>
Other	<u>6,945</u>	<u>4,680</u>	<u>4,365</u>	<u>-315</u>	<b>Total current liabilities</b>	<b><u>74,653</u></b>	<b><u>87,796</u></b>	<b><u>77,216</u></b>	<b><u>-10,580</u></b>
<b>Current assets</b>	<b><u>161,179</u></b>	<b><u>179,778</u></b>	<b><u>167,607</u></b>	<b><u>-12,171</u></b>	Long-term loans payable	<u>7,022</u>	<u>3,939</u>	<u>171</u>	<u>-3,768</u>
Property, plant and equipment	<u>38,939</u>	<u>39,183</u>	<u>38,471</u>	<u>-712</u>	Other	<u>43,186</u>	<u>42,539</u>	<u>42,139</u>	<u>-400</u>
Customer relationships	<u>17,913</u>	<u>22,473</u>	<u>21,727</u>	<u>-746</u>	<b>Noncurrent liabilities</b>	<b><u>50,208</u></b>	<b><u>46,478</u></b>	<b><u>42,310</u></b>	<b><u>-4,168</u></b>
Goodwill	<u>54,981</u>	<u>49,800</u>	<u>47,845</u>	<u>-1,955</u>	<b>Total liabilities</b>	<b><u>124,862</u></b>	<b><u>134,275</u></b>	<b><u>119,527</u></b>	<b><u>-14,748</u></b>
Other	<u>7,418</u>	<u>8,369</u>	<u>8,794</u>	<u>+425</u>	Capital stock	<u>12,892</u>	<u>12,892</u>	<u>12,892</u>	<u>0</u>
Intangible assets	<u>80,312</u>	<u>80,642</u>	<u>78,366</u>	<u>-2,276</u>	Retained earnings	<u>160,413</u>	<u>164,411</u>	<u>164,666</u>	<u>+255</u>
Total investments and other assets	<u>22,920</u>	<u>31,003</u>	<u>32,093</u>	<u>+1,090</u>	Other	<u>5,183</u>	<u>19,029</u>	<u>19,453</u>	<u>+424</u>
<b>Total noncurrent assets</b>	<b><u>142,171</u></b>	<b><u>150,829</u></b>	<b><u>148,931</u></b>	<b><u>-1,898</u></b>	<b>Total netassets</b>	<b><u>178,488</u></b>	<b><u>196,332</u></b>	<b><u>197,011</u></b>	<b><u>+679</u></b>
<b>Total assets</b>	<b><u>303,351</u></b>	<b><u>330,608</u></b>	<b><u>316,539</u></b>	<b><u>-14,069</u></b>	<b>Total liabilities and net assets</b>	<b><u>303,351</u></b>	<b><u>330,608</u></b>	<b><u>316,539</u></b>	<b><u>-14,069</u></b>

# Q1/2 FY2021 CAPEX, Depreciation & Amortization, R&D and Dividends

(Millions of yen)	Q1/2 FY2019	Q1/2 FY2020	Q1/2 FY2021	Y-on-Y	Quarterly trend
Capital expenditures	4,615	4,706	4,764	+58 +1.3 %	<p>3,164 2,074 3,998 1,134 3,572 2,534 2,499 2,363 2,401</p> <p>FY19 FY19 FY19 FY20 FY20 FY20 FY20 FY21 FY21 (2Q) (3Q) (4Q) (1Q) (2Q) (3Q) (4Q) (1Q) (2Q)</p>
Depreciation and amortization	4,851	5,101	5,625	+524 +10.8 %	<p>2,535 2,604 2,678 2,333 2,768 2,755 2,850 2,724 2,901</p> <p>FY19 FY19 FY19 FY20 FY20 FY20 FY20 FY21 FY21 (2Q) (3Q) (4Q) (1Q) (2Q) (3Q) (4Q) (1Q) (2Q)</p>
R&D investment	6,663	6,921	7,244	+323 +4.7 %	<p>3,559 3,556 3,863 3,185 3,736 3,558 4,251 3,344 3,900</p> <p>FY19 FY19 FY19 FY20 FY20 FY20 FY20 FY21 FY21 (2Q) (3Q) (4Q) (1Q) (2Q) (3Q) (4Q) (1Q) (2Q)</p>



# Q1/2 FY2021 Results (vs Forecast)

## Sales & Operating Income by Business Segment

(Millions of yen)	Sales			Operating Income		
	Six months ended September 30, 2021(Forecast)	Six months ended September 30, 2021	vs. Forecast	Six months ended September 30, 2021(Forecast)	Six months ended September 30, 2021	vs. Forecast
Overseas Market	56,000	54,850	97.9%	1,000	1,354	135.4%
Financial Market	18,500	17,852	96.5%	2,500	3,196	127.8%
Retail & Transportation Market	24,500	23,558	96.2%	1,500	2,010	134.0%
Amusement Market	5,500	5,754	104.6%	-300	-106	-
Others	1,500	1,138	75.9%	-700	-720	-
Total	106,000	103,154	97.3%	4,000	5,735	143.4%

# Q1/2 FY2021 Results (vs Forecast)



Confidence Enabled

## Overseas - Sales by Geographical Segment

(Millions of yen)	Six months ended September 30, 2021		vs. Forecast
	Forecast	Result	
Americas	19,000	16,782	88.3%
EMEA	28,000	29,726	106.2%
Asia	6,000	5,341	89.0%
China	2,000	1,296	64.8%
OEM	3,000	2,999	100.0%
Total overseas sales	56,000	54,850	97.9%



Acrelec sales	Six months ended September 30, 2021		vs. Forecast
	Forecast	Result	
	1,200	1,179	98.2%
	6,800	7,032	103.4%
	400	260	64.9%
	-	-	-
	-	-	-
	8,400	8,470	100.8%

# Q1/2 FY2021 Results (vs Forecast)

## Sales & Operating Income by Business Segment

(Millions of yen)	First Half			Second Half			Full Year		
	FY2019	FY2020	FY2021	FY2019	FY2020	FY2021(Forecast)	FY2019	FY2020	FY2021(Forecast)
Overseas Market	47,564 4,047	42,409 -196	54,850 1,354	56,057 5,733	62,356 3,613	65,150 3,646	103,621 9,780	104,765 3,417	120,000 5,000
Financial Market	22,335 2,068	19,208 1,893	17,852 3,196	19,927 1,246	30,669 7,968	22,148 804	42,262 3,314	49,877 9,861	40,000 4,000
Retail & Transportation Market	25,483 2,919	21,076 622	23,558 2,010	27,004 2,279	28,002 1,048	25,442 490	52,487 5,198	49,078 1,670	49,000 2,500
Amusement Market	10,543 1,293	4,874 -279	5,754 -106	10,210 705	6,146 -11	7,246 106	20,753 1,998	11,020 -290	13,000 0
Others	2,578 -1,309	1,056 -438	1,138 -720	2,467 -1,055	1,624 -18	1,862 -780	5,045 -2,364	2,680 -456	3,000 -1,500
<b>Total</b>	<b>108,505</b> 9,018	<b>88,625</b> 1,600	<b>103,154</b> 5,735	<b>115,665</b> 8,909	<b>128,798</b> 12,601	<b>121,846</b> 4,265	<b>224,170</b> 17,927	<b>217,423</b> 14,201	<b>225,000</b> 10,000

Upper row: Sales

Lower row: Operating income

## Overseas - Sales by Geographical Segment

(Millions of yen)	First Half			Second Half			Full Year		
	FY2019	FY2021	FY2021(Forecast)	FY2019	FY2021	FY2021(Forecast)	FY2019	FY2021	FY2021(Forecast)
Americas	17,103	13,439	16,782	21,356	21,452	25,218	38,459	34,891	42,000
EMEA	20,703	19,578	29,726	23,416	30,710	29,274	44,119	50,288	59,000
Asia	6,782	6,822	5,341	8,485	7,908	9,159	15,267	14,730	14,500
China	2,265	2,535	1,296	3,429	2,986	3,704	5,694	5,521	5,000
OEM	2,975	2,568	2,999	2,800	2,286	1,501	5,775	4,854	4,500
<b>Total overseas sales</b>	<b>47,564</b>	<b>42,409</b>	<b>54,850</b>	<b>56,057</b>	<b>62,356</b>	<b>65,150</b>	<b>103,621</b>	<b>104,765</b>	<b>120,000</b>
<b>Acrelec sales</b>	<b>FY2019</b>	<b>FY2021</b>	<b>FY2021(Forecast)</b>	<b>FY2019</b>	<b>FY2021</b>	<b>FY2021(Forecast)</b>	<b>FY2019</b>	<b>FY2021</b>	<b>FY2021(Forecast)</b>
Americas	-	329	1,179	-	2,650	1,471	-	1,125	2,650
EMEA	-	1,646	7,032	-	14,300	7,268	-	7,297	14,300
Asia	-	163	260	-	950	690	-	450	950
<b>Total overseas sales</b>	<b>-</b>	<b>2,140</b>	<b>8,470</b>	<b>-</b>	<b>17,900</b>	<b>9,430</b>	<b>-</b>	<b>8,873</b>	<b>17,900</b>

# FY2021 Forecast

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

(Millions of yen)	FY2019	FY2020	FY2021 (Forecast)	Y-on-Y	Changes by six-month periods
Capital expenditures	10,687	9,739	10,000	+261 +2.7 %	
Depreciation and amortization	10,133	10,706	10,000	-706 -6.6 %	
R&D investment	14,082	14,730	14,000	-730 -5.0 %	
Dividend (Yen)	66	66	68	+2	

## **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.