

FY2021 Consolidated Financial Results

(Q1 - Three Months ended June 30, 2021)

1 Consolidated Financial Results

- | | |
|---|-----|
| 1) Performance Overview | P 3 |
| 2) Factors of Operating Income Change | P 4 |
| 3) Sales & Operating Income by Business Segment | P 5 |

2 Details of Performance

- | | |
|---|-----|
| 1) Sales & Operating Income by Business Segment | P 7 |
|---|-----|

3 FY2021 - Financial Forecast

- | | |
|---|------|
| Q2/FY2021 Forecast | P 13 |
| 1) Forecast | P 14 |
| 2) Sales & Operating Income by Business Segment | P 15 |
| 3) Sales by Geographical Segment of Overseas Market | |
| FY2021 Forecast | P 16 |

4 Topics

- | | |
|-------------------------|------|
| - Self-checkout Systems | P 18 |
|-------------------------|------|

Reference

Q1/FY2021 Results

- | | |
|---|------|
| - Consolidated Statement of Income
Statement of Comprehensive Income | P 22 |
| - Consolidated Balance Sheet | P 23 |
| - CAPEX, Depreciation & amortization, R&D and Dividends | P 24 |

FY2021 Forecast

- | | |
|---|------|
| - Sales & Operating Income by Business Segment | P 25 |
| - Sales by Geographical Segment of Overseas Market | P 26 |
| - CAPEX, Depreciation & amortization, R&D and Dividends | P 27 |





Consolidated Financial Results

Q1/FY2021 - Three Months ended June 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 increased owing to system modifications required for the scheduled issuance of new 500-yen coin, as well as the replacement demand for our main products.

Overseas Sales of CI-series (Self-service coin and banknote recyclers / Sales proceeds deposit machines) were higher for the retail industry both in Europe and the U.S.

(Millions of yen)	Three months ended		Three months ended		Three months ended		Y-on-Y
	June 30, 2019	Ratio	June 30, 2020	Ratio	June 30, 2021	Ratio	
Net Sales	49,076	100.0%	38,077	100.0%	48,215	100.0%	+10,138 +26.6%
Maintenance Services	17,660	36.0%	16,223	42.6%	19,282	40.0%	+3,059 +18.9%
Operating Income	3,171	6.5%	-972	- %	2,030	- %	+3,002 -
Ordinary Income	2,738	5.6%	-1,122	- %	2,097	- %	+3,219 -
Net Income Attributable to Owners of Parent	1,545	3.1%	-1,767	- %	631	- %	+2,398 -
* EBITDA	6,450	13.1%	2,302	6.0%	5,971	12.4%	+3,669 +159.4%
Exchange rate	US\$	¥ 110	¥ 108	¥ 110	¥ 110	¥ 110	
	Euro	¥ 123	¥ 118	¥ 118	¥ 132	¥ 132	

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

Factors for Increase in Operating Income

(Millions of Yen)

- **Sales - Increased**

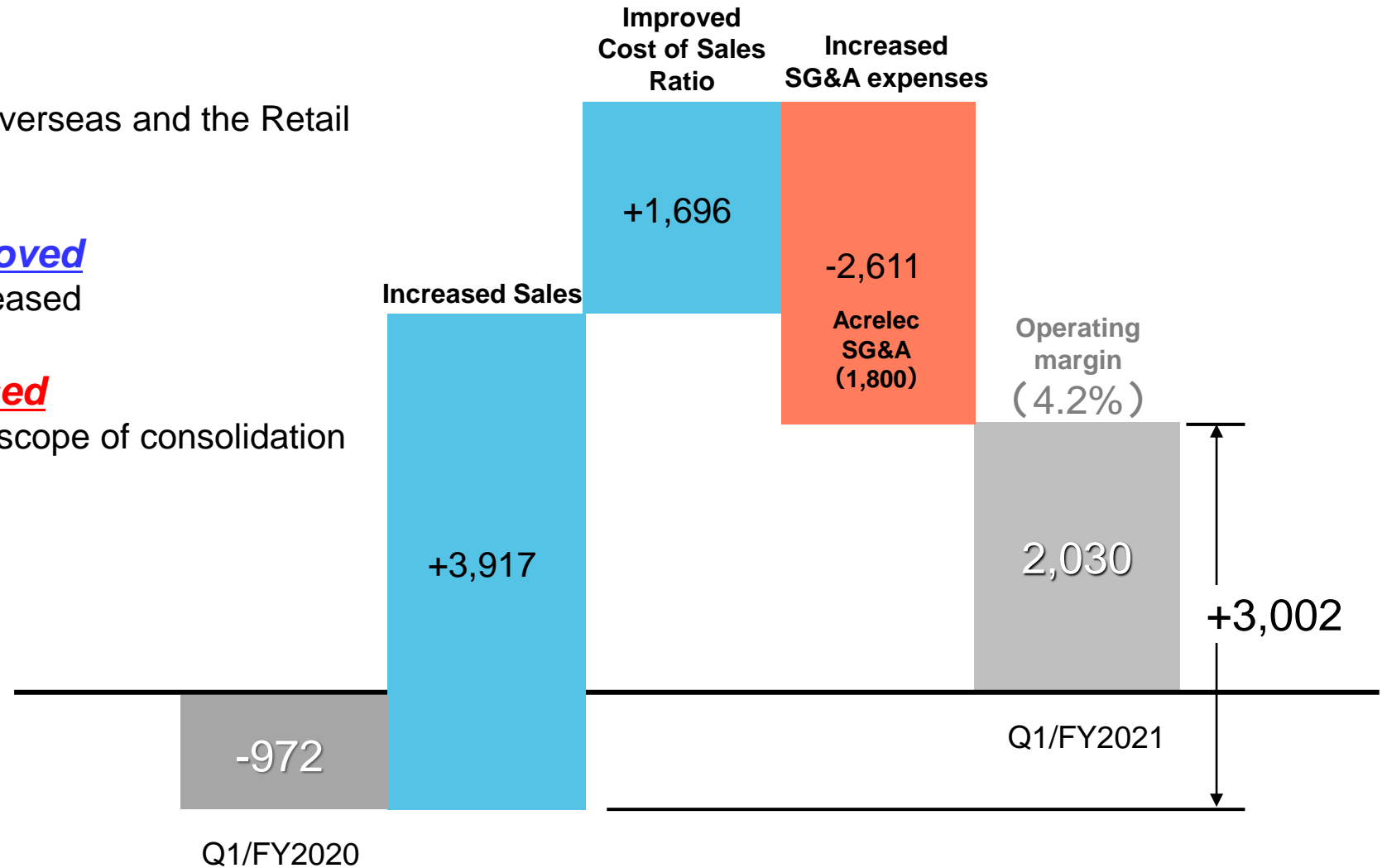
Significant increase in the Overseas and the Retail & Transportation markets

- **Cost of Sales ratio - Improved**






Sales of main products increased

- **SG&A expenses - Increased**

Acrelec P&L included in the scope of consolidation



Sales and Operating Income by Business Segment

(Millions of yen)	Sales				Operating Income			
	Three months ended June 30, 2019	Three months ended June 30, 2020	Three months ended June 30, 2021	Y-on-Y	Three months ended June 30, 2019	Three months ended June 30, 2020	Three months ended June 30, 2021	Y-on-Y
 Overseas Market	21,541	17,866	25,262	+7,396 +41.4 %	1,246	-529	135	+664 - %
 Financial Market	8,617	7,829	8,252	+423 +5.4 %	297	176	1,480	+1,304 +740.9 %
 Retail & Transportation Market	12,531	9,581	11,573	+1,992 +20.8 %	1,532	-61	844	+905 - %
 Amusement Market	5,224	2,262	2,592	+330 +14.6 %	702	-316	-78	+238 - %
 Others	1,161	537	533	-4 -0.7 %	-608	-242	-351	-109 - %
Total	49,076	38,077	48,215	+10,138 +26.6 %	3,171	-972	2,030	+3,002 - %

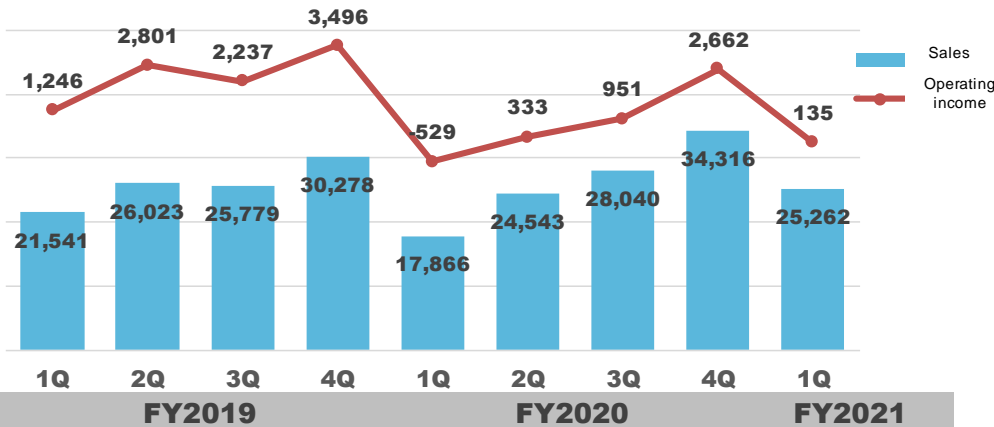


Details of Performance

Q1/FY2021 - Three Months ended June 30, 2021

Overseas Market

(Millions of yen)	Three months ended June 30, 2019	Three months ended June 30, 2020	Three months ended June 30, 2021	Y-on-Y
Sales	21,541	17,866	25,262	+7,396 +41.4 %
Ratio to total net sales	43.9 %	46.9 %	52.4 %	+5.5 pt
Operating income	1,246	-529	135	+664 - %
Operating margin	5.8 %	- %	0.5 %	- pt



Overview

*TCR: Teller cash recycler

Financial institutions

- ✓ Higher sales by promoting the purchase for the replacement of TCR*
 - Recovered almost to the pre-COVID levels

Retail industry

- ✓ Higher sales for major retailers in EMEA and the Americas
 - Beyond pre-COVID levels
- ✓ Favorably high sales for Acrelec products
 - Recovered almost to the pre-COVID levels

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



Outline of the Segment

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

Sales by Geographical Segment of Overseas Market



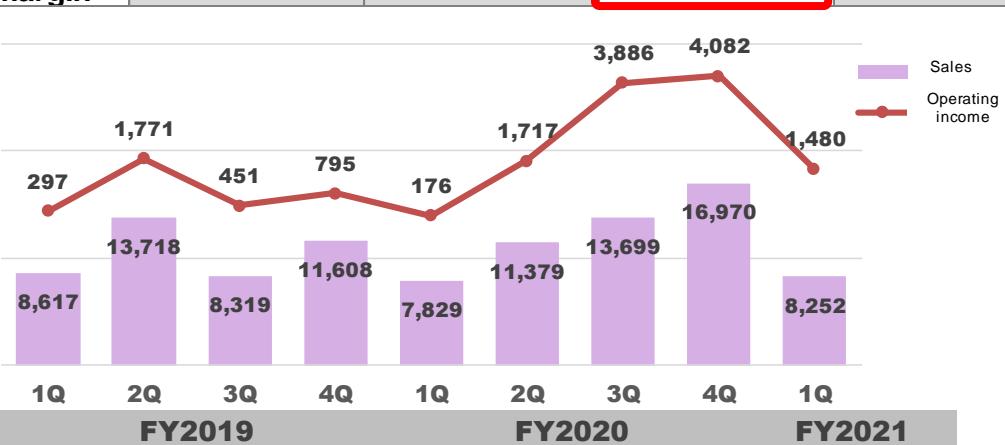
(Millions of yen)	Three months ended June 30, 2019	Three months ended June 30, 2020	Three months ended June 30, 2021	Y-on-Y	Local currency basis
Americas	7,583	6,036	7,753	+1,717 +28.4 %	+26.2%
EMEA	10,011	7,582	12,978	+5,396 +71.2 %	+53.7%
Asia	2,480	2,912	2,558	-354 -12.2 %	-
China	445	1,063	591	-472 -44.4 %	-50.3%
OEM	1,465	1,334	1,972	+638 +47.8 %	+47.8%
Total overseas sales	21,541	17,866	25,262	+7,396 +41.4 %	-

Three months ended March 31, 2020	Three months ended March 31, 2021	前年同期比
-	515	- %
-	2,947	- %
-	181	- %
-	-	- %
-	-	- %
-	3,643	- %

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

- Americas
 }
Higher for the products for retail industry
- EMEA
 }
Higher for the products for financial institutions (TCR)
- Asia
 ... Higher for the products for retail industry
- China
 ... Lower for the products for financial institutions (Banknote sorters)
- OEM
 ... Significantly higher for banknote recycling units for ATMs as a result of contract review

(Millions of yen)	Three months ended June 30, 2019	Three months ended June 30, 2020	Three months ended June 30, 2021	Y-on-Y
Sales	8,617	7,829	8,252	+423 +5.4 %
Ratio to total net sales	17.6%	20.6%	17.1%	-3.5 pt
Operating income	297	176	1,480	+1,304 +740.9 %
Operating margin	3.4 %	2.2 %	17.9 %	+15.7 pt



Overview

- Higher sales for *Open teller systems* by the demand for replacement.
- Lower sales for *Coin and banknote recyclers for tellers* due to the large-scale demand of the previous year having gone through its cycle.
- Favorably higher sales from maintenance services, owing to 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.

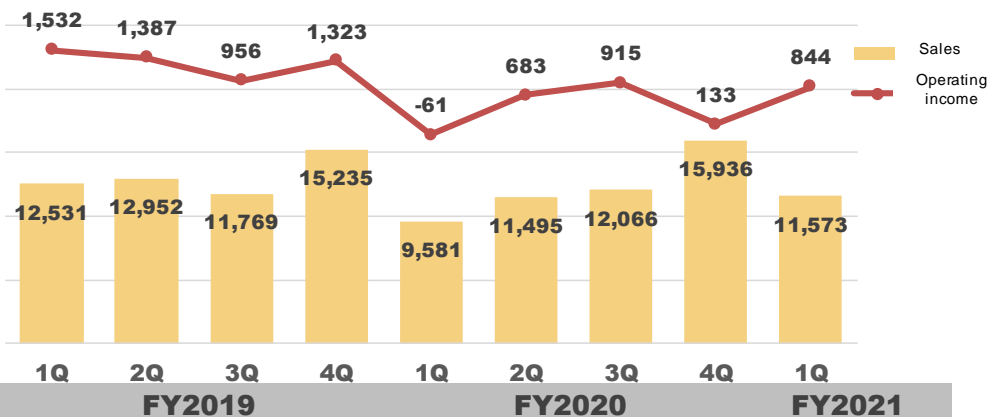
Products	Services
	<p>B-LINK Product management systems</p> <p>Monitoring services</p>

Outline of the Segment

Sales and maintenance services to financial institutions, OEM clients and others in Japan.

Retail and Transportation Market

(Millions of yen)	Three months ended June 30, 2019	Three months ended June 30, 2020	Three months ended June 30, 2021	Y-on-Y
Sales	12,531	9,581	11,573	+1,992 +20.8 %
Ratio to total net sales	25.5 %	25.2 %	24.0 %	-1.2 pt
Operating income	1,532	-61	844	+905 - %
Operating margin	12.2 %	- %	7.3 %	- pt



Overview

- Favorably higher sales for *Coin and banknote recyclers for cashiers*, addressing labor shortages and the growing demands for contact-free and self-service.
- Higher sales from maintenance services, owing to 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.

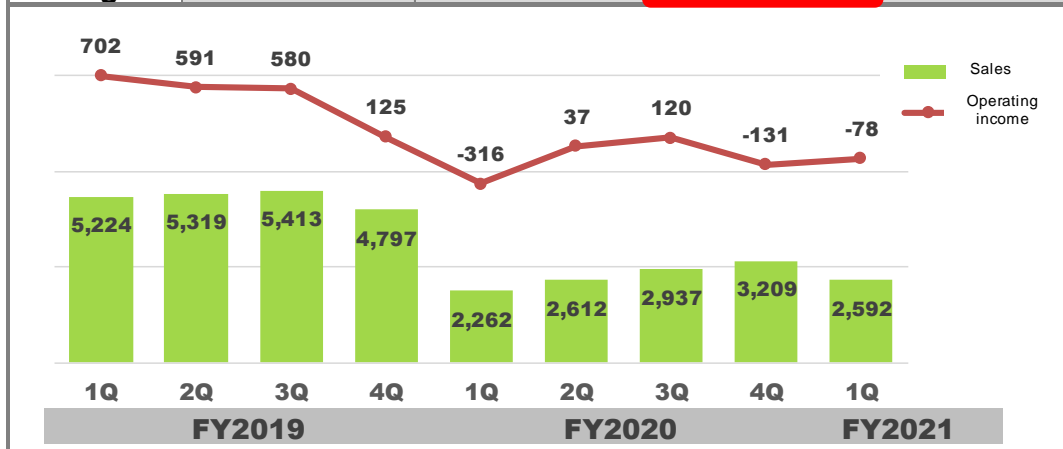
Products	Services
	<p>'REPOKORE' Cloud accounting system Automatic medical payment processing 'Zero waiting time'</p>

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, 2019	Three months ended June 30, 2020	Three months ended June 30, 2021	Y-on-Y
Sales	5,224	2,262	2,592	+330 +14.6 %
Ratio to total net sales	10.6 %	5.9 %	5.4 %	-0.5 pt
Operating income	702	-316	-78	+238 - %
Operating margin	13.4 %	- %	- %	- pt



Overview

- Lower sales reflecting the constraint toward investment in pachinko parlors due to the decrease of customers under the COVID-19 pandemic.
- Favorably higher *Pachinko prize dispensing machines* for pachinko parlors
- Sluggish sales of *Card systems*, the main product of this segment.

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

遊動 遊技動向分析
Data analysis services

PAPIMO サービス
遊技動向分析

EXSIM
遊技動向分析 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/FY2021 - Six Months ending September 30, 2021

Q2/FY2021 Forecast

The operating income has been revised based on the expectations for; 1) reduction in expenditure; 2) improvement in product mix and; 3) increase in sales form maintenance services for the system modifications required in connection with the issuance of the new 500-yen coin.

(Millions of yen)	Six months ended		Six months ended		Six months ended September		Y-on-Y
	September 30, 2019	Ratio	September 30, 2020	Ratio	30, 2021(Forecast)	Ratio	
Net Sales	108,505	100.0%	88,625	100.0%	106,000	100.0%	+17,375 +19.6%
Maintenance Services	35,489	32.7%	34,750	39.2%	38,000	35.8%	+3,250 +9.4%
Operating Income	9,018	8.3%	1,600	1.8%	3,000 4,000	2.8%	+2,400 +150.0%
Ordinary Income	8,316	7.7%	1,415	1.6%	2,500 4,000	2.4%	+2,585 +182.7%
Net Income Attributable to Owners of Parent	4,859	4.5%	-635	-	1,000 1,800	0.9%	+2,435 -
* EBITDA	15,772	14.5%	8,908	10.1%	10,380 11,380	10.7%	+2,472 27.8%
Exchange rate	US\$	¥ 109	¥ 107		¥ 105		
	Euro	¥ 121	¥ 121		¥ 125		

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

Forecasts	Upper row: Released on May 13, 2021 Lower row: Released on August 6, 2021
-----------	--

Q2/FY2021 Forecast

Sales & Operating Income by Business Segment

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

(Millions of yen)	Sales				Operating Income			
	Six months ended September 30, 2019	Six months ended September 30, 2020	Six months ended September 30, 2021 (Forecast)	Y-on-Y	Six months ended September 30, 2019	Six months ended September 30, 2020	Six months ended September 30, 2021 (Forecast)	Y-on-Y
Overseas Market	47,564	42,409	54,500 56,000	+13,591 +32.0 %	4,047	-196	500 1,000	+1,196 - %
Financial Market	22,335	19,208	20,000 18,500	-708 -3.7 %	2,068	1,893	2,400 2,500	+607 +32.1 %
Retail & Transportation Market	25,483	21,076	24,000 24,500	+3,424 +16.2 %	2,919	622	1,000 1,500	+878 +141.2 %
Amusement Market	10,543	4,874	6,000 5,500	+626 +12.8 %	1,293	-279	-200 -300	-21 - %
Others	2,578	1,056	1,500	+444 +42.0 %	-1,309	-438	-700	-262 - %
Total	108,505	88,625	106,000	+17,375 +19.6 %	9,018	1,600	3,000 4,000	+2,400 +150.0 %

Forecasts	Upper row: Released on May 13, 2021 Lower row: Released on August 6, 2021
-----------	--

Sales by Geographical Segment of Overseas Market



(Millions of yen)	Six months ended September 30, 2019	Six months ended September 30, 2020	Six months ended September 30, 2021 (Forecast)		Y-on-Y		Six months ended June 30, 2020	Six months ended June 30, 2021 (Forecast)	前期比
						Local currency basis			
Americas	16,954	13,374	19,000		+5,626 +42.1 %	+44.7%	329	1,200	+871 +264.7 %
EMEA	20,345	19,222	27,000		+8,778 +45.7 %	+41.4%	1,646	6,800	+5,154 +313.1 %
			28,000						
Asia	6,511	6,359	6,500		-359 -5.6 %	-	163	400	+237 +145.4 %
China	2,265	2,535	2,200		-535 -21.1 %	-24.8%	-	-	- -%
OEM	3,753	3,453	2,000		-453 -13.1 %	-13.1%	-	-	- -%
Total overseas sales	47,564	42,409	54,500 56,000		+13,591 +32.0 %	-	2,140	8,400	+6,260 +292.5 %

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

Forecasts	Upper row: Released on May 13, 2021 Lower row: Released on August 6, 2021
-----------	--

FY2021 Forecast

Sales in overseas markets are expected to exceed those in Japan for the first time.

Expecting the increase of sales & decrease of income

Domestic Sales and profit are expected to decrease as a rebound from the temporarily accelerated sales in FY2020 from the maintenance services attributable to the scheduled issuance of the new 500-yen coin. Self-service products are expected to perform strongly to cater for the continued need for contact-free, self-service operations.

Overseas Both sales and profit are expected to increase in Financial and Retail & Transportation markets, as the interests for capital expenditure recover.

(Millions of yen)	FY2019		FY2020		FY2021		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 Services	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	2.0%	-1,205 -21.1%
EBITDA	31,864	14.2%	29,408	13.5%	24,760	11.0%	-4,648 -15.8%
Exchange rate	US\$	¥ 109	¥ 106	¥ 105	¥ 105		
	Euro	¥ 121	¥ 124	¥ 125	¥ 125		

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

4 Topics - Self-checkout Systems -

Topics - Self-checkout Systems -

Overseas

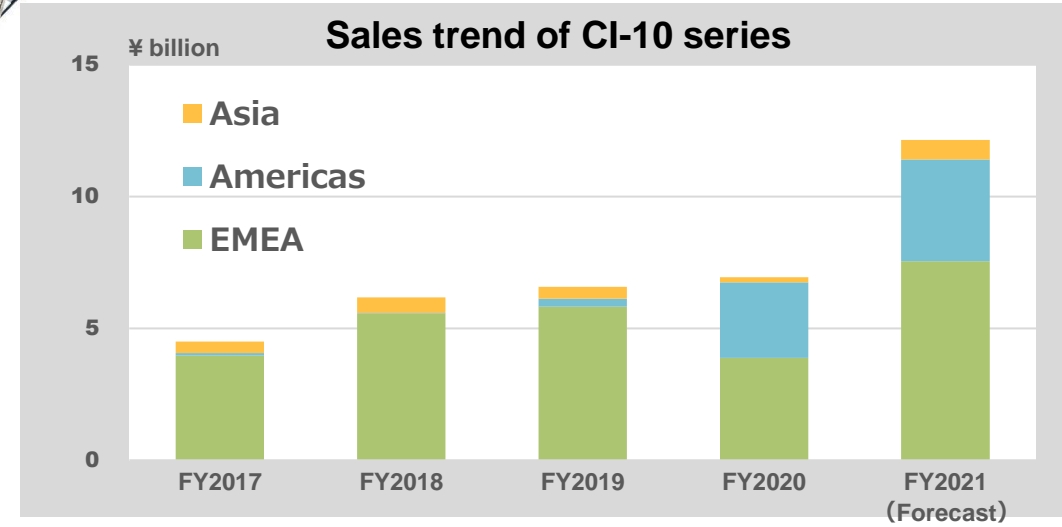
Increasing needs for self-checkout systems mainly in Europe and U.S.



Coin and banknote recyclers for self-checkout systems <CI-10 series >



Coin and banknote recyclers for back office <CI-100 series >



Topics - Self-checkout Systems -

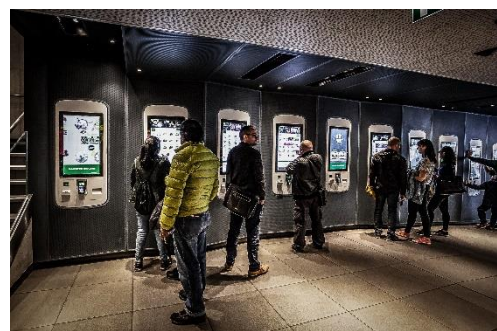
Overseas

ACRELEC

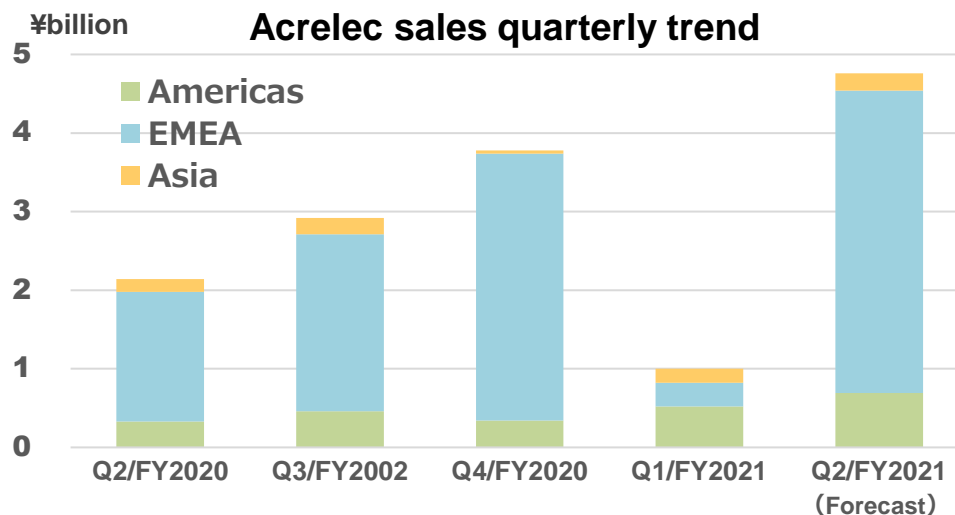
- Realize synergy with Glory promptly
- Promote Acrelec products to big retailers which are Glory's core customer and acquire new customers in "Click & Collect" market



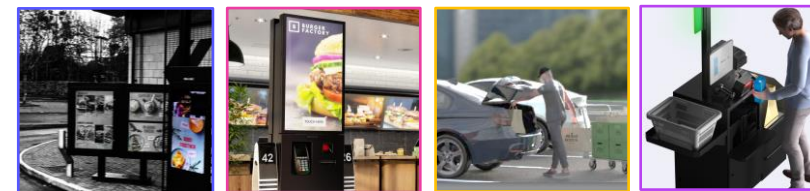
Self-checkout



Self-service kiosks



Strategy by services	Drive-Thru	Kiosk	Click&Collect	Self-Checkout
Restaurants				
QSR, Coffee Shops, Bakeries	●	●	●	●
Fast casuals	●	●	●	●
Catering		●	●	●
Retail market				
DIY, C-stores, pharmacies	●		●	●
Entertainment		●		●
Supermarket, Grocery		●	●	●



Click & Collect

Shopping style that allows consumers to receive products purchased online at physical/drive-through stores

Domestic

Expanding needs of products for self payment

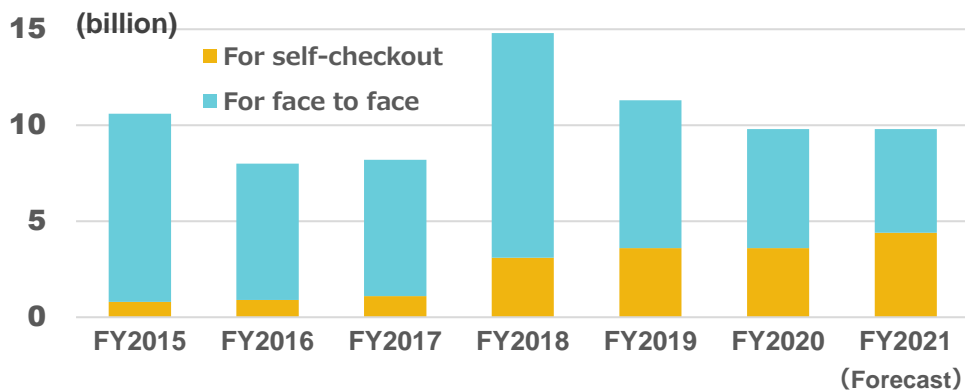
Coin and banknote recyclers
for self-checkout systems at supermarket
<RT/RAD-380>series



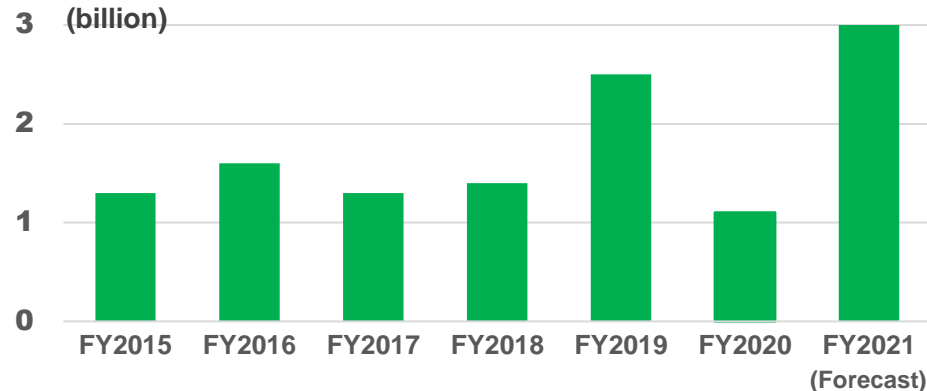
Touch panel ticket vending machine supporting
e-money, credit cards, and QR-code payment.
<VT-T20M>series



Sales trend of Coin and banknote recyclers for cashers



Sales trend of Ticket vending machines



References

Q1/FY2021 - 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, 2019	Ratio	June 30, 2020	Ratio	June 30, 2021	Ratio	
Net sales	49,076	100.0%	38,077	100.0%	48,215	100.0%	+10,138
Cost of sales	28,983	59.1%	23,364	61.4%	27,889	57.8%	+4,525
Selling, general and administrative expenses	16,921	34.5%	15,685	41.2%	18,296	37.9%	+2,611
Operating income	3,171	6.5%	-972	-	2,030	4.2%	+3,002
Non-operating income	186	0.4%	289	0.8%	303	0.6%	+14
Non-operating expenses	619	1.3%	439	1.2%	235	0.5%	-204
Ordinary income	2,738	5.6%	-1,122	-	2,097	4.3%	+3,219
Extraordinary income	0	0.0%	2	0.0%	5	0.0%	+3
Extraordinary loss	59	0.1%	187	0.5%	228	0.5%	+41
Income before income taxes and minority interests	2,679	5.5%	-1,307	-	1,874	3.9%	+3,181
Income taxes	741	1.5%	282	0.7%	1,121	2.3%	+839
Net Income	1,938	3.9%	-1,590	-	753	1.6%	+2,343
Net income attributable to owners of parent	1,545	3.1%	-1,767	-	631	1.3%	+2,398
Net Income	1,938	3.9%	-1,590	-	753	1.6%	+2,343
Valuation difference on available-for-sale securities	-248	-	384	-	-132	-	-516
Foreign currency translation adjustment	-2,429	-	-479	-	605	-	+1,084
Remeasurements of defined benefit plans	34	-	87	-	-135	-	-222
Total other comprehensive income	-2,638	-5.4%	2	0.0%	336	0.7%	+334
Comprehensive income	-699	-	-1,587	-	1,089	2.3%	+2,676

Q1/FY2021 - Consolidated Balance Sheet

(Millions of yen)	As of June 30, 2020	As of March 31, 2021	As of June 30, 2021	Increase/Decrease		As of June 30, 2020	As of March 31, 2021	As of June 30, 2021	Increase/Decrease
Cash, deposits and Securities	<u>51,168</u>	<u>66,238</u>	<u>69,941</u>	<u>+3,703</u>	Notes and accounts payable-trade	<u>16,788</u>	<u>17,072</u>	<u>15,845</u>	<u>-1,227</u>
Notes and accounts receivable-trade	<u>42,264</u>	<u>56,344</u>	<u>44,039</u>	<u>-12,305</u>	Short-term loans payable	<u>21,202</u>	<u>18,786</u>	<u>22,241</u>	<u>+3,455</u>
Inventories	<u>60,435</u>	<u>52,516</u>	<u>51,870</u>	<u>-646</u>	Other	<u>42,112</u>	<u>51,938</u>	<u>49,314</u>	<u>-2,624</u>
Other	<u>7,163</u>	<u>4,680</u>	<u>9,642</u>	<u>+4,962</u>	Total current liabilities	<u>80,102</u>	<u>87,796</u>	<u>87,400</u>	<u>-396</u>
Current assets	<u>161,030</u>	<u>179,778</u>	<u>175,492</u>	<u>-4,286</u>	Long-term loans payable	<u>4,408</u>	<u>3,939</u>	<u>1,091</u>	<u>-2,848</u>
Property, plant and equipment	<u>39,310</u>	<u>39,183</u>	<u>39,132</u>	<u>-51</u>	Other	<u>45,917</u>	<u>42,539</u>	<u>42,253</u>	<u>-286</u>
Customer relationships	<u>17,418</u>	<u>22,473</u>	<u>22,082</u>	<u>-391</u>	Noncurrent liabilities	<u>50,325</u>	<u>46,478</u>	<u>43,344</u>	<u>-3,134</u>
Goodwill	<u>60,235</u>	<u>49,800</u>	<u>48,762</u>	<u>-1,038</u>	Total liabilities	<u>130,428</u>	<u>134,275</u>	<u>130,745</u>	<u>-3,530</u>
Other	<u>7,214</u>	<u>8,369</u>	<u>8,452</u>	<u>+83</u>	Capital stock	<u>12,892</u>	<u>12,892</u>	<u>12,892</u>	<u>0</u>
Intangible assets	<u>84,867</u>	<u>80,642</u>	<u>79,296</u>	<u>-1,346</u>	Retained earnings	<u>158,987</u>	<u>164,411</u>	<u>162,853</u>	<u>-1,558</u>
Total investments and other assets	<u>22,555</u>	<u>31,003</u>	<u>31,085</u>	<u>+82</u>	Other	<u>5,456</u>	<u>19,029</u>	<u>18,515</u>	<u>-514</u>
Total noncurrent assets	<u>146,732</u>	<u>150,829</u>	<u>149,513</u>	<u>-1,316</u>	Total netassets	<u>177,335</u>	<u>196,332</u>	<u>194,260</u>	<u>-2,072</u>
Total assets	<u>307,763</u>	<u>330,608</u>	<u>325,005</u>	<u>-5,603</u>	Total liabilities and net assets	<u>307,763</u>	<u>330,608</u>	<u>325,005</u>	<u>-5,603</u>

Q1/FY2021 Results

CAPEX, Depreciation & amortization, R&D and Dividends

(Millions of yen)	Three months ended June 30, 2019	Three months ended June 30, 2020	Three months ended June 30, 2021	Y-on-Y	Quarterly trend
Capital expenditures	1,451	1,134	2,363	+1,229 +108.4 %	<p>FY19 (1Q) FY19 (2Q) FY19 (3Q) FY19 (4Q) FY20 (1Q) FY20 (2Q) FY20 (3Q) FY20 (4Q) FY21 (1Q)</p>
Depreciation and amortization	2,316	2,333	2,724	+391 +16.8 %	<p>FY19 (1Q) FY19 (2Q) FY19 (3Q) FY19 (4Q) FY20 (1Q) FY20 (2Q) FY20 (3Q) FY20 (4Q) FY21 (1Q)</p>
R&D investment	3,104	3,185	3,344	+159 +5.0 %	<p>FY19 (1Q) FY19 (2Q) FY19 (3Q) FY19 (4Q) FY20 (1Q) FY20 (2Q) FY20 (3Q) FY20 (4Q) FY21 (1Q)</p>

Sales & Operating Income by Business Segment

Sales in Overseas market are expected to exceed those in 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 in the Financial and Retail & Transportation markets, as the 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 issuance of new 500-yen coin.

Retail & Transportation Market

In anticipation of the continued demand for contact-free / self-service operations, we aim to expand sales of self-service products.

Amusement Market

As pachinko parlors are expected to continue to curb their capex, it will take reasonable time before we can fully resume the sales of our main products.

Sales by Geographical Segment of Overseas Market



(Millions of yen)	Full Year *			Y-on-Y	Local currency basis	FY2020	FY2021(Forecast)	前期比
	FY2019	FY2020	FY2021(Forecast)					
Americas	38,189	34,741	42,000	+7,259 +20.9 %	+22.1%	1,125	2,650	+1,525 +135.6 %
EMEA	43,313	49,483	59,000	+9,517 +19.2 %	+18.0%	7,297	14,300	+7,003 +96.0 %
Asia	14,802	14,153	14,500	+347 +2.5 %	-	450	950	+500 +111.1 %
China	5,694	5,521	5,000	-521 -9.4 %	-11.3%	-	-	- -%
OEM	7,316	6,386	4,500	-1,886 -29.5 %	-29.5%	-	-	- -%
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.

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	14,500	-230 -1.6 %	
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.