# Supplementary material on financial results for the three months ended June 30, 2024 August 2024







- Consolidated Performance Highlights
- Overview of Consolidated Performance
  - Factors of changes in net sales
  - Factors of changes in operating profit
- Overview by Segment
  - Global Gaming
  - International Commercial
  - Domestic Commercial
  - Equipment for the Amusement Industry
- Consolidated Performance Forecasts
  - Performance forecasts by segment
- Shareholder Return

#### **■** Reference Materials

- Corporate profile
- Company history
- Stock price, PBR, ROE
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- Market shares
- Topics Initiatives in each business
- Sustainability initiatives



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# **Consolidated Performance Highlights**



## Both net sales and profit increased year on year.

# Net Sales Global Gaming

Sales of bill validator units for use in casino gaming machines, our mainstay products, increased, underpinned by a high level of capital investment appetite among casino hotels and other facilities.

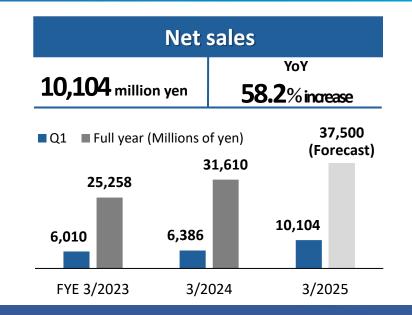
#### **Domestic Commercial**

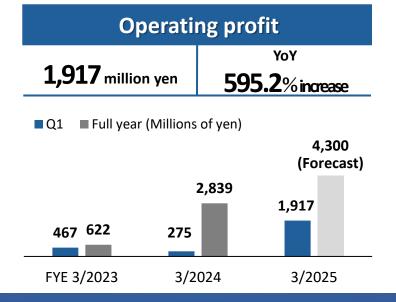
#### **Equipment for the Amusement Industry**

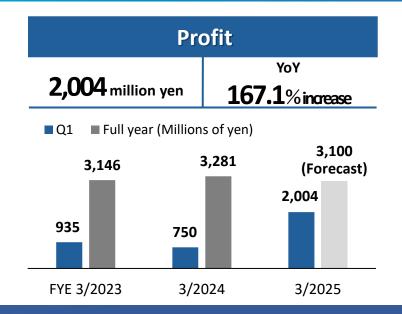
Renewal demand and sales of bill validator units increased in response to the issuance of new banknotes.

#### Operating profit

Profit increased significantly due to the increase in net sales, as well as increased sales of profitable products in the Domestic Commercial and Equipment for the Amusement Industry segments in response to the issuance of new banknotes.









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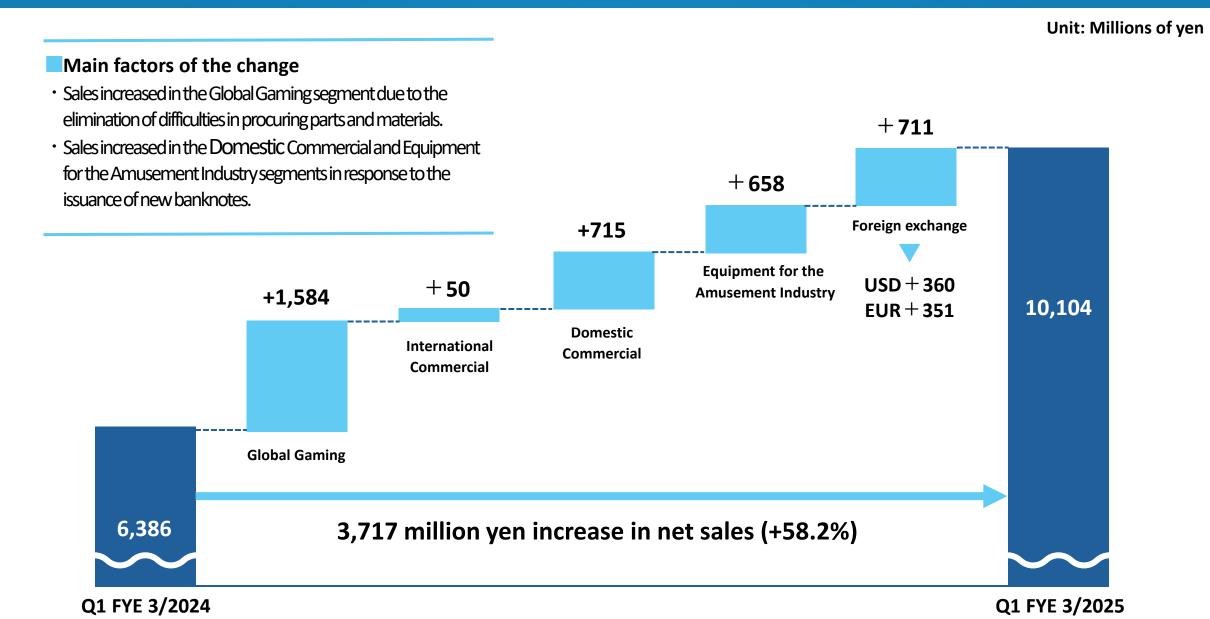
# Overview of Consolidated Performance



Unit: Millions of yen		Q1 FYE	3/202	4	Q1 FYE 3/2025			Year on year		
		Amount	Com	position	Amount	Coi	mposition	Percentage change	Cha	nge
Net sal	es	6,386		100.0%	10,104		100.0%	58.2%	+3	,717
Operating profit		275		4.3%	1,917		19.0%	595.2%	+1	,642
Ordinary profit		878		13.8%	2,377		23.5%	170.6%	+1	,498
Profi	t	750		11.7%	2,004		19.8%	167.1%	+1	,253
EPS			25	5.57 yen 73.34 yen			+47.7	7 yer		
Average exchange rates	USD		133	.45 yen		14	19.90 yen		+16.4	5 yer
	EUR		143	.97 yen		16	52.27 yen		+18.3	0 yer

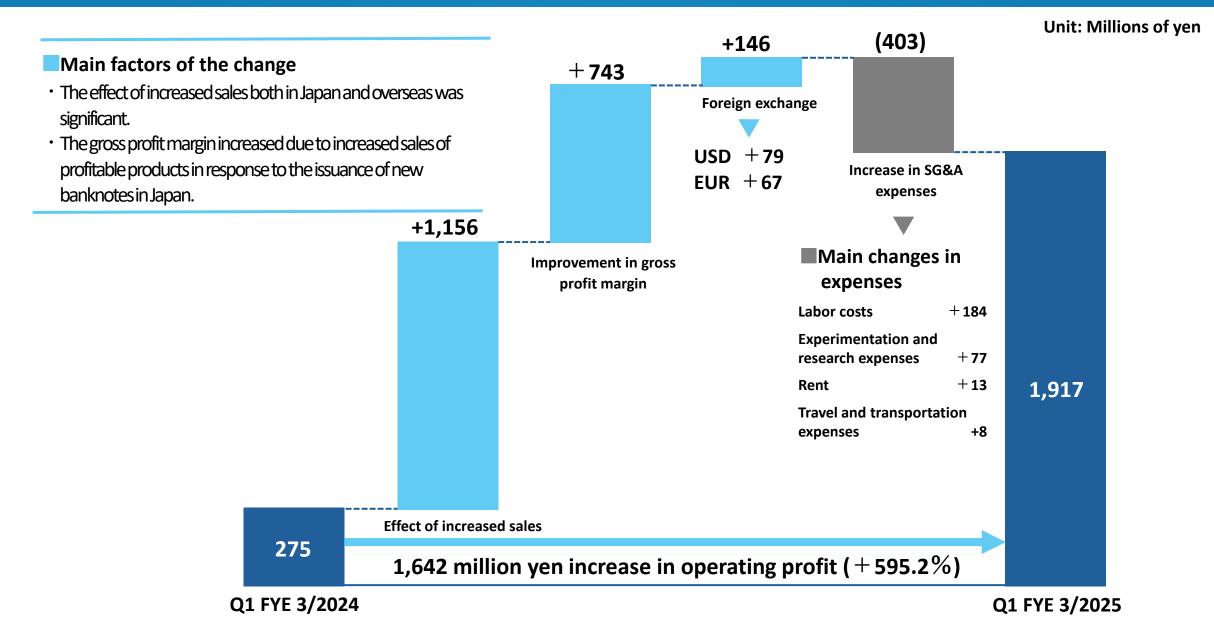
## Overview of Consolidated Performance - Factors of changes in net sales





# Overview of Consolidated Performance - Factors of changes in operating profit







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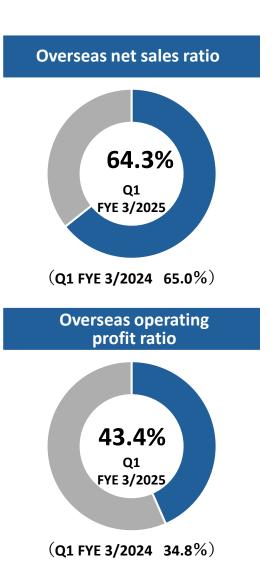
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# Overview by Segment



			Year on year			
Unit: Millions of yen	Q1 FYE 3/2024	Q1 FYE 3/2025	Percentage change	Change		
Net sales	6,386	10,104	+58.2%	+3,717		
Global Gaming	2,663	4,780	+79.5%	+2,116		
International Commercial	1,487	1,716	+15.4%	+228		
Domestic Commercial	612	1,327	+116.7%	+714		
Equipment for the Amusement Industry	1,622	2,280	+40.5%	+657		
Operating profit	275	1,917	+595.2%	+1,642		
Global Gaming	291	1,067	+266.1%	+776		
International Commercial	(115)	(109)		+5		
Domestic Commercial	43	567	+1,211.1%	+523		
Equipment for the Amusement Industry	287	683	+137.7%	+395		
Adjustments (Corporate-wide expenses not allocated to each reportable segment)	(230)	(290)				



# Overview by Segment - Global Gaming





#### Business overview

The segment sells bill validator units and printer units for use in casino gaming machines and system products for labor-saving and automation in casino halls. The main markets are casinos in North America and small gaming venues, bars, clubs, etc. in Europe.

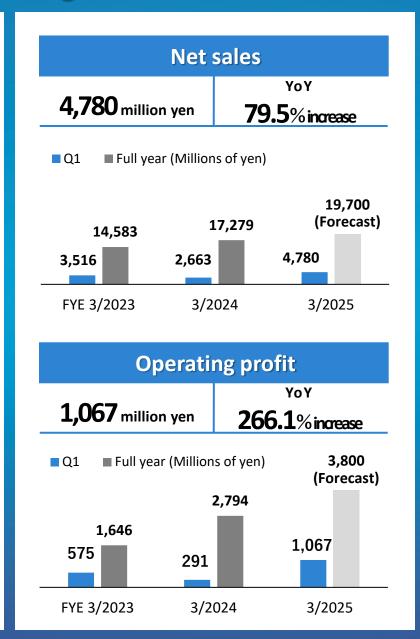
#### Main customers

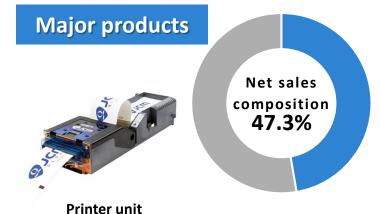
Slot machine manufacturers, casino hotels

#### Performance overview

Capital investment appetite among casino hotels and other facilities remained high.

Sales of bill validator units, our mainstay products, increased significantly as the effects of parts and materials shortages in the same period of the previous fiscal year were resolved.









Automated cash collection system for casino halls

Bill validator unit

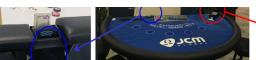




Table game system (Equipped with bill recycling unit and printer unit)

# Overview by Segment - International Commercial





#### Business overview

The segment sells bill validator units and bill recycling units installed in checkout machines and ticket vending machines, etc. for retail, transportation, and financial markets.

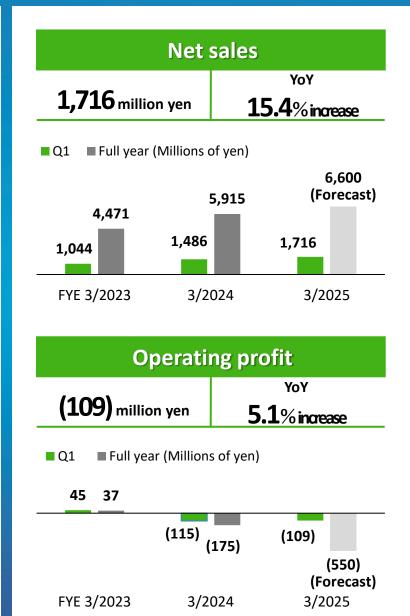
#### Main customers

Manufacturers of finished products (Self-checkout machines, KIOSK terminals, stations, buses, etc.)

#### Performance overview

Sales of bill recycling units installed in self-checkout machines for contactless and non-face-to-face payments increased in Europe.

An operating loss was recorded mainly due to an increase in expenses for new product R&D to develop new markets, which is a priority measure, as well as expenses for stalls at exhibitions to expand sales channels.





# Overview by Segment - Domestic Commercial





#### Business overview

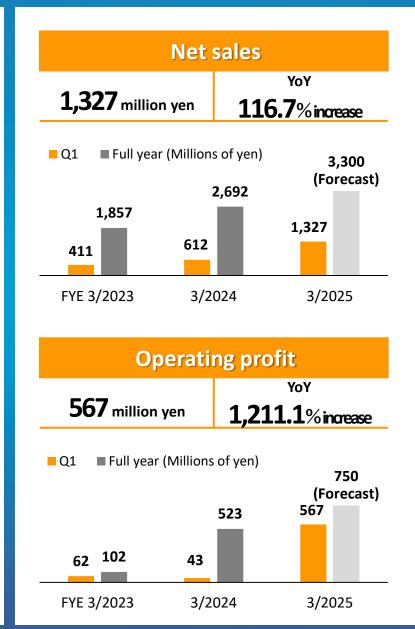
The segment sells bill validator units and bill recycling units installed in checkout machines and ticket vending machines, etc. for retail, transportation, and financial markets.

#### Main customers

Manufacturers of finished products (Restaurant self-checkout machines, coin-operated parking, self-service gas stations, buses, etc.)

#### Performance overview

Sales and profit increased due to an increase in renewal demand in response to the issuance of new banknotes.





# Overview by Segment - Equipment for the Amusement Industry





#### Business overview

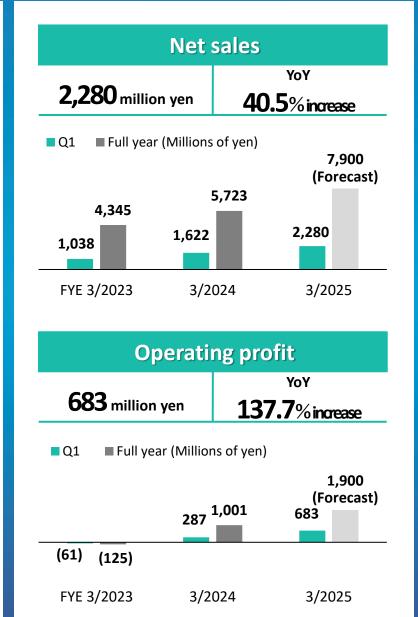
The segment sells peripheral equipment for pachinko parlors, including dedicated smart gaming machine units, ball and token rental machines, and automatic token supply systems.

#### Main customers

Pachinko parlors

#### Performance overview

In addition to steady sales of dedicated smart gaming machine units, sales of bill validator units in response to the issuance of new banknotes and other peripheral equipment increased.







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# Consolidated Performance Forecasts



**■** Global Gaming

Sales will increase due to sales promotion activities in line with customer needs.

International Commercial

Sales will decrease compared to the initial plan due to delays in expanding sales channels in new markets.

- Domestic Commercial
- Equipment for the Amusement Industry
  Sales and profits will increase in response to the issuance of new banknotes.

				FYE 3	/2024					FYE 3	/2025			
		Firs	t half	Second half F		Full	Full year First-half		nalf forecast Second-ha		Second-half forecast Full-		forecast	Year-on- year change
Jnit: Millions of y	yen	Amount	Composition	Amount	Composition	Amount	Composition	Amount	Composition	Amount	Composition	Amount	Composition	year change
Net sa	ales	13,321	100.0%	18,289	100.0%	31,610	100.0%	21,000	100.0%	16,500	100.0%	37,500	100.0%	+5,889
Operating	g profit	919	6.9%	1,919	10.5%	2,839	9.0%	3,400	16.2%	900	5.5%	4,300	11.5%	+1,460
Ordinary	profit	1,756	13.2%	1,811	9.9%	3,568	11.3%	3,100	14.8%	800	4.8%	3,900	10.4%	+331
Prof	fit	1,371	10.3%	1,910	10.4%	3,281	10.4%	2,500	11.9%	600	3.6%	3,100	8.3%	(181)
ROI	E		_		_		11.8%		_		_		10.7%	(1.1)pt
EPS	S		46.73 yen		_	1	12.59 yen		92.19 yen		_	1	.14.76 yen	+2.17 yen
	*Forecasts for the first half and full year were revised on August 7, 2024													
Average	USD	1	.36.54 yen	1	45.87 yen	1	41.20 yen	1	.54.09 yen	1	.40.00 yen	1	.47.04 yen	+5.84 yen
exchange rates	EUR	1	.47.93 yen	1	.58.46 yen	1	53.20 yen	1	.66.22 yen	1	.50.00 yen	1	.58.11 yen	+4.91 yen

## Consolidated Performance Forecasts - Performance forecasts by segment



	FYE 3/2024			ı	Year-on-year		
Unit: Millions of yen	First half	Second half	Full year	First-half forecast	Second-half forecast	Full-year forecast	change
Net sales	13,321	18,289	31,610	21,000	16,500	37,500	+5,889
Global Gaming	6,531	10,747	17,279	10,650	9,050	19,700	+2,420
International Commercial	2,710	3,205	5,915	3,650	2,950	6,600	+684
Domestic Commercial	1,017	1,674	2,692	2,300	1,000	3,300	+607
Equipment for the Amusement Industry	3,061	2,661	5,723	4,400	3,500	7,900	+2,176
Operating profit	919	1,919	2,839	3,400	900	4,300	+1,460
Global Gaming	1,075	1,718	2,794	2,300	1,500	3,800	+1,005
International Commercial	(137)	(38)	(175)	(250)	(300)	(550)	(374)
Domestic Commercial	28	495	523	800	(50)	750	+226
Equipment for the Amusement Industry	491	510	1,001	1,250	650	1,900	+898
Adjustments (Corporate-wide expenses not allocated to each reportable segment)	(538)	(766)	(1,305)	(700)	(900)	(1,600)	(294)

# Overseas net sales ratio **70.1%** FYE 3/2025 Full-year forecast (FYE 3/2024 full year 73.4%) Overseas operating profit ratio 55.1% FYE 3/2025 Full-year forecast

(FYE 3/2024 full year 63.2%)

<sup>\*</sup>Forecasts for the first half and full year were revised on August 7, 2024



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## Shareholder Return



■ The annual ordinary dividend for the fiscal year ending March 31, 2025 is expected to be 28 yen per share

net assets (%)

(Note) Dividend forecast announced on May 9, 2024

## **Dividend policy**

#### Continue performance-linked shareholder returns

- Dividend payout ratio (consolidated): 30% or more \*1
- Ratio of dividends to net assets (consolidated): 2.0% or more



\*1 May be determined excluding the impact of very short-term profit fluctuation factors.

<sup>\*2</sup> Purchased treasury shares (1.9 billion yen) in February 2024.

<sup>\*3</sup> Purchased treasury shares (1.5 billion yen) in May 2024.



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# Reference Materials - Corporate profile

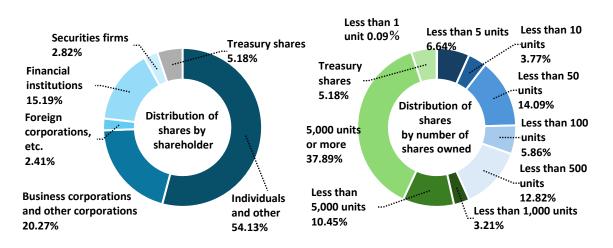


Name	Japan Cash Machine Co., Ltd.
Established	January 11, 1955
President	Yojiro Kamihigashi President and Representative Director
Head Office	Parks South Square 2-11-18 Nambanaka, Naniwa-ku, Osaka City

Listing section	Prime Market of Tokyo Stock Exchange
Number of employees	564 (As of March 31, 2024)
Share capital	2,220.31 million yen (As of March 31, 2024)
Offices	Head Office (Naniwa-ku, Osaka City), Tokyo Office (Chuo-ku, Tokyo), Nagahama Plant (Nagahama City, Shiga)
Overseas bases	USA (Las Vegas, Chicago), Brazil, Germany, Hong Kong, Thailand, Philippines

## Status of shares (As of March 31, 2024)

Total number of authorized shares	119 000 000 charac	Number of shares constituting one unit	100 shares
Total number of issued shares	29,672,651 shares	Number of shareholders	18,104



	Contribution in	the Company
Shareholder name	Number of shares held (Thousands of shares)	Percentage of shares held (%)
Johto Investment and Development Inc.	4,661	16.57
The Master Trust Bank of Japan, Ltd. (Trust Account)	2,200	7.82
Yojiro Kamihigashi	1,458	5.18
Koichiro Kamihigashi	1,217	4.33
Yoshiko Kamihigashi	638	2.27
Resona Bank, Limited	563	2.00
Sumitomo Mitsui Banking Corporation	503	1.79
Totor Engineering Co., Ltd.	432	1.54
Nippon Life Insurance Company	403	1.43
Custody Bank of Japan, Ltd. (Trust Account)	329	1.17

s) 1. Although the Company holds 1,535,927 treasury shares, it is excluded from the list of major shareholders above.

<sup>2.</sup> The percentage of shares held has been calculated by deducting treasury shares.

# Reference Materials - Company history



2010 onward

technologies to lead

Pursuing core validation and transportation

advanced technological innovation

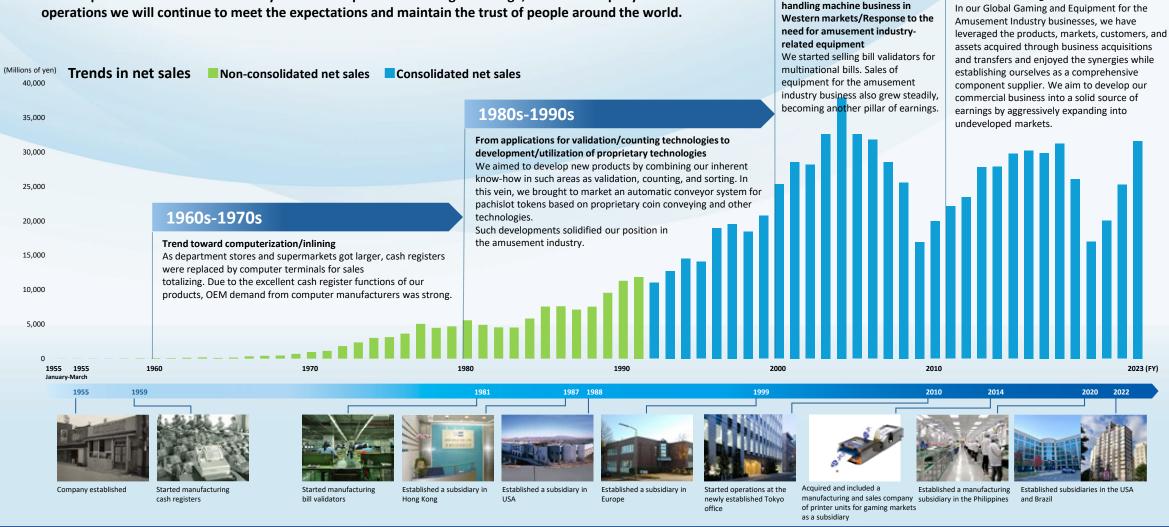
2000s

Development of the money-

## **Our History**

Since our establishment in 1955, we have engaged in the highly specialized field of money-handling machine manufacturing. We have endeavored to seamlessly connect "people to people" and "people to money."

We will provide new value as a money circulation specialist on the global stage, and as a company with worldwide operations we will continue to meet the expectations and maintain the trust of people around the world.



# Reference Materials - Stock price, PBR, ROE



## **Stock price trend**

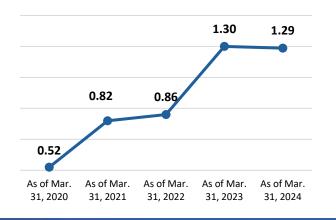


#### **PBR**

1.29 times (As of Mar. 31, 2024)

Standard values for sustainable maintenance and improvement

1.0 times or more

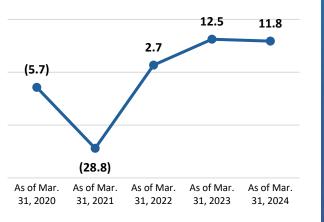


#### ROE

11.8% (As of Mar. 31, 2024)

Medium-term management plan targets

8% or more



# Reference Materials - Consolidated balance sheet



■ Assets / liabilities and net assets: +1,372 million yen

Current assets

+1,209 million yen: Mainly an increase in trade receivables and inventories

Non-current liabilities

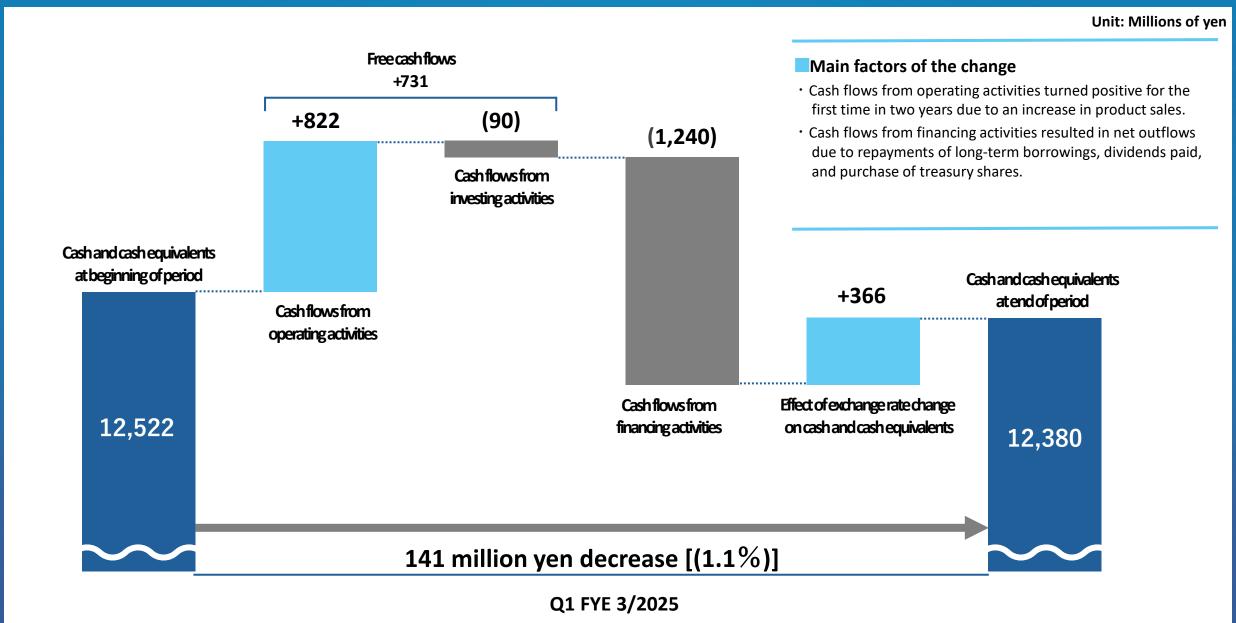
+638 million yen: An increase due to new borrowings

Unit:	Millions of ye	en	As of Mar. 31, 2023	As of Mar. 31, 2024	As of June 30, 2024	Change
		Cash and deposits, securities	13,711	12,580	12,442	(138)
		Trade receivables	5,005	7,056	7,941	+884
		Inventories	11,610	19,564	20,182	+618
		Other	1,945	941	786	(155)
Tota	Total current assets		32,273	40,143	41,352	+1,209
		Property, plant and equipment	3,338	3,950	3,970	+19
		Intangible assets	143	219	221	+1
		Investments and other assets	3,025	3,261	3,408	+147
Tota	al non-cur	rent assets	6,508	7,431	7,600	+168
		Deferred assets and other	35	123	117	(5)
Total deferred assets			35	123	117	(5)
Tota	al assets		38,816	47,698	49,071	+1,372

Unit: Millions of ye	en	As of Mar. 31, 2023	As of Mar. 31, 2024	As of June 30, 2024	Change
	Trade payables	3,559	4,583	3,405	(1,178)
	Short-term borrowings	600	1,260	1,500	+240
	Other	3,466	3,417	4,187	+770
<b>Total current</b>	liabilities	7,625	9,260	9,092	(167)
	Bonds payable, long-term borrowings	3,500	9,540	10,200	+660
	Other	527	242	220	(21)
Total non-cur	rent liabilities	4,027	9,782	10,420	+638
Total liabilitie	es	11,653	19,042	19,513	+471
	Share capital	2,220	2,220	2,220	_
	Capital surplus, retained earnings	24,465	27,335	28,805	+1,469
	Other	477	(900)	(1,468)	(567)
Total net asse	ets	27,163	28,655	29,557	+901
Total liabilities	Total liabilities and net assets		47,698	49,071	+1,372

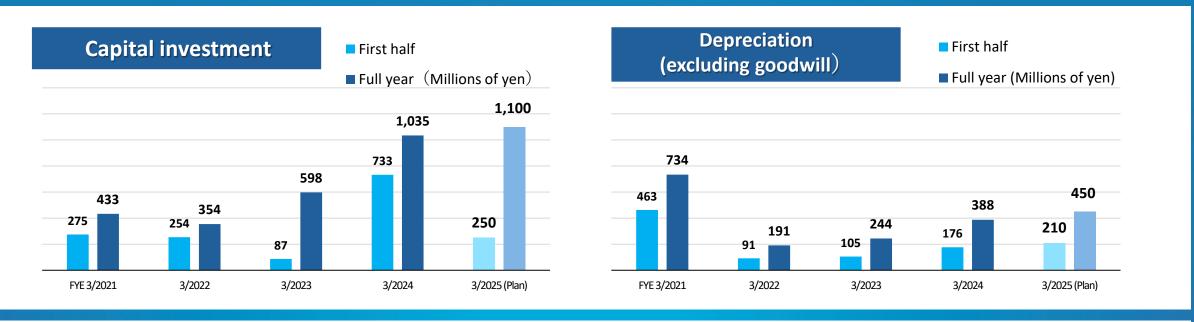
## Reference Materials - Status of consolidated cash flows

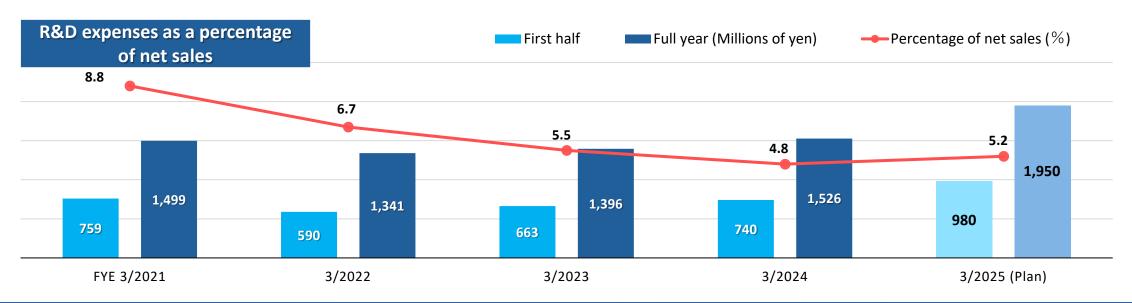




#### Reference Materials - Capital investment, depreciation, research and development expenses







# Reference Materials - Impact of foreign exchange

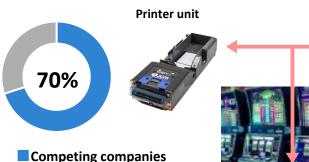


# Foreign exchange sensitivity: A weak yen is a positive factor for business performance

Impact of a 1-yen fluctuation (Full year: Millio	ons of yen)	FYE 3/2021	FYE 3/2022	FYE 3/2023	FYE 3/2024	FYE 3/2025 Forecast
Average rate	USD	106.44 yen	110.37 yen	132.08 yen	141.20 yen	147.00 yen
for the period	EUR	121.95 yen	130.37 yen	138.58 yen	153.20 yen	158.00 yen
Netseles	USD	71	87	91	99	101
Net sales	EUR	33	35	48	59	65
Operating profit	USD	29	30	11	14	17
Operating profit	EUR	4	5	3	3	6
Average rate	USD	110.72 yen	122.41 yen	133.54 yen	151.42 yen	_
at the end of the period	EUR	129.82 yen	136.85 yen	145.76 yen	163.38 yen	_
Non-operating	USD	40	42	40	33	_
income (loss)	EUR	5	4	4	5	_



#### **Global Gaming**



- Transact (USA)
- · Nanoptix (CAN)





- Global market 60%
- Competing companies

>50%

#### **International Commercial**







 Crane payment innovations (MEI, Cash Code, Money Control (USA))



#### **Domestic Commercial**



Bill recycling unit





Coin recycling unit





- Competing companies GLORY LTD.
- Takamisawa Cybernetics Co., Ltd.

## **Equipment for the Amusement Industry**

**Dedicated smart gaming machine units** 



**Prize POS system** 





<25%

- Competing companies
- Nippon Game Card Corporation
- DAIKOKU DENKI Co., Ltd.
- · GLORY NASCA Ltd.

# Reference Materials - Topics "Initiatives in the gaming business"



#### **Global Gaming**

#### Strong brand strength in the global gaming market

The JCM Group sells gaming-related equipment and provides various services in the global gaming market, including the Americas and Europe. Currently, it has acquired approximately 190 gaming licenses in North America and it is one of the few Japanese companies with a strong track record and know-how in the global gaming market.





World's largest gaming show Global Gaming Expo Las Vegas



Europe's largest gaming show
International Casino Exhibition
London



Asia's largest gaming show Global Gaming Expo ASIA Macao

The Groups exhibits and introduces its new products and latest technologies at gaming shows every year that attract a wide range of related companies, such as those manufacturing slot machines for casinos and peripheral equipment, and those providing system solutions and services.

## Reference Materials - Topics "Initiatives in the commercial business"



#### International Commercial

#### Development of the commercial market

The JCM Group has established sales subsidiaries specializing in the commercial business for the purpose of developing the commercial market in North, Central, and South America and expand sales of our products, and it is focusing on aggressive sales proposal activities to make the commercial business into a core business next to the gaming business.



Largest financial and retail trade show in **North America** 

National Retail Federation 2024 New York



Financial and retail trade shows in Asia **ASEAN Retail 2024** Singapore



National Retail Federation Asia 2024 Thailand



Financial and retail trade show in South **America FEBRABAN TECH 2024** 

Brazil

In order to expand our share in the international commercial market, the Group is working to further expand sales channels by participating in trade shows for the financial and retail markets around the world and introducing plenty of its products, including new products, and jointly exhibiting with partner companies.

## Reference Materials - Sustainability initiatives



#### Environment



For the Group's indicators and targets for climate-related risks and opportunities, we aim to reduce GHG emissions by 30% (compared with fiscal 2018) by fiscal 2025 under Scope 1 and 2.

#### **Results and targets of GHG emissions**

(Unit: t-CO<sub>2</sub>)

Fiscal 2018 results (base year)	Targets for Fiscal 2025	Compared with Fiscal 2018 results	Measures for reduction	Fiscal 2021 results (Reference)
1,071	750	(30.0)%	Deliberation regarding introduction of carbon-neutral city gas     Head office relocation to energy-efficient office buildings     Deliberation regarding introduction of power from renewable energy sources at the Head office, Tokyo office and the Nagahama Plant     Deliberation regarding installation of solar panels at the Nagahama Plant and the Philippines plant	970

## Human capital



The Group's fundamental policy with respect to human capital is for employees to respect each other and demonstrate their individuality as they grow through their work and for the Group to provide opportunities for people to continue to grow through their work. We believe that these will have a positive impact on the home and workplace, and that they will come together, enabling our Group to be one that continually creates value.

As our businesses continue to globalize further, we will focus our human resource strategy efforts on "expanding diversity," "developing core human resources," and "realizing diverse work styles," which have become global standards for human resource strategy.

In its promotion of sustainability, the Group places great importance on human capital, as explained earlier. In implementing the above policies, the Group uses the following indicators. The targets it has set based on these indicators, and the results it has achieved in working toward them, are as indicated below.

Indicators	Scope	Target	Results (fiscal year ended March 31, 2024)
Percentage of new hires that are women	Non-consolidated	30% or higher	38.8%
Percentage of full-time employees that are women	Non-consolidated	20% by 2032	16.6%

Our sustainability initiatives are summarized in our Integrated Report available from our website below.

JCM GLOBAL Integrated Report <a href="https://www.jcm-hq.co.jp/en/ir/library/r\_annual.html">https://www.jcm-hq.co.jp/en/ir/library/r\_annual.html</a>



Japan Cash Machine Co., Ltd. (in Japanese)

https://www.jcm-hq.co.jp

**JCM Global (in English)** 

https://jcmglobal.com



Past financial results materials are also available on our website (in Japanese).

"投資家情報 (IR Information)" ➡ "IRライブラリー (IR Library)" ➡ "決算説明会資料 (Financial Results Briefing Materials)"

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The performance outlook, strategies, and other forward-looking statements contained in this document are based on the information reasonably available to the Company at the time this document was prepared and on judgments made within the scope of what could be expected under normal circumstances. However, in reality, there is a risk that unforeseen extraordinary circumstances or unexpected results may occur, leading to outcomes different from the performance outlook described in this document. Although we will make every effort to actively disclose information that we believe is important to investors, please refrain from relying solely on the performance outlook in this document for your investment decisions.

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