

Supplementary material on financial results for the nine months ended December 31, 2024

February 2025



JAPAN CASH/MACHINE CO., LTD.

Prime Market/ Securities code: 6418

■ 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

■ Full-year Consolidated Performance Forecasts

- Performance forecasts by segment

■ Shareholder Return

■ Reference Materials

- Corporate profile
- Company history
- Stock price, PBR, ROE
- Consolidated balance sheet
- Status of consolidated cash flows
- Capital investment, depreciation, research and development expenses
- Impact of foreign exchange
- Market shares
- Topics – Initiatives in each business
- Sustainability initiatives

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Both net sales and profit increased year on year.

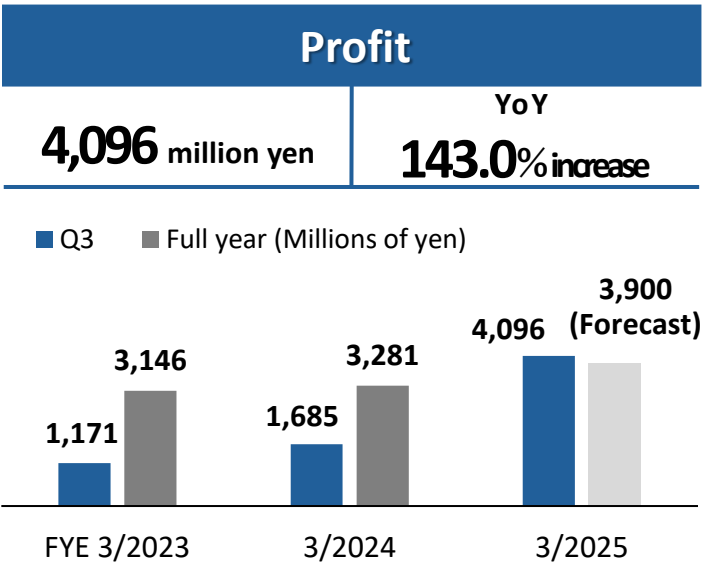
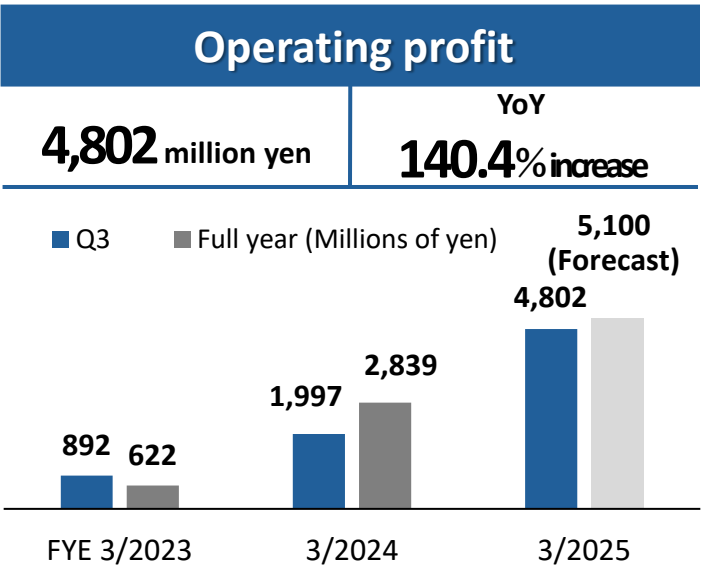
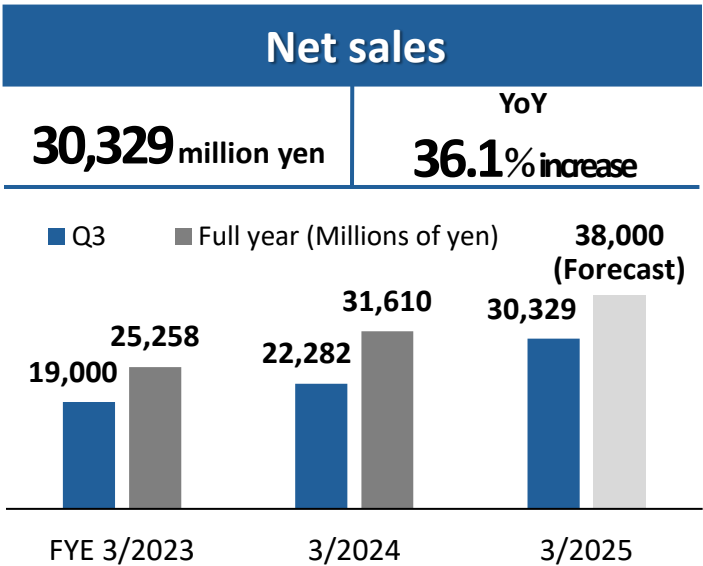
■ Net Sales

Global Gaming Market: Sales of bill validator units and printer units for use in casino gaming machines increased.

Domestic Markets: While replacement demand related to the issuance of new banknotes had run its course by the second quarter, sales of bill recycling units for parking payment machines and restaurant ticket vending machines remained strong.

■ Operating profit

The increase in net sales, particularly driven by higher sales of high-margin products related to the issuance of new banknotes through the second quarter, contributed to the profit growth.



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Overview of Consolidated Performance for the nine months ended December 31, 2024

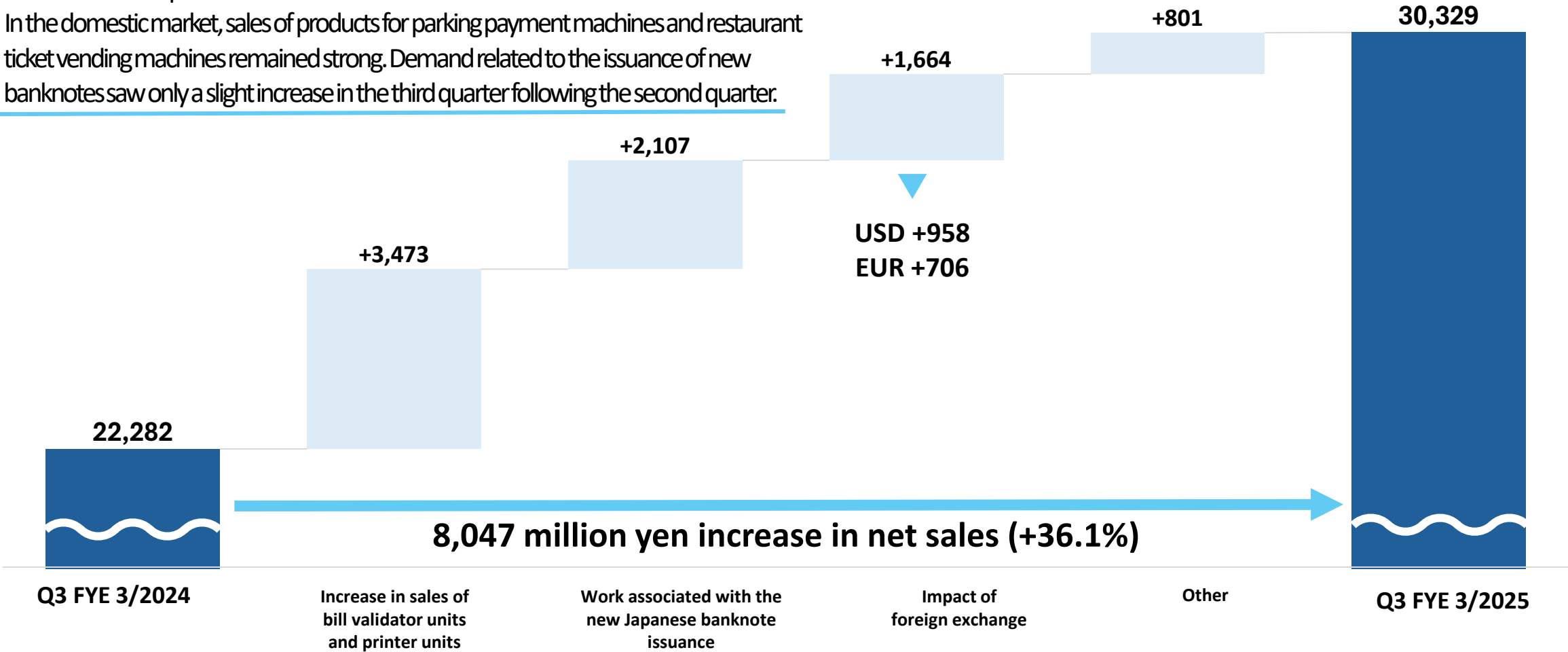


Unit: Millions of yen		Q3 FYE 3/2024		Q3 FYE 3/2025		Year on year	
		Amount	Composition	Amount	Composition	Change	Percentage change
Net sales		22,282	100.0%	30,329	100.0%	8,047	36.1%
Operating profit		1,997	9.0%	4,802	15.8%	2,805	140.4%
Ordinary profit		2,359	10.6%	4,936	16.3%	2,576	109.2%
Profit		1,685	7.6%	4,096	13.5%	2,410	143.0%
EPS		57.44 yen		151.36 yen		+93.92 yen	
Average exchange rates	USD	139.56 yen		151.63 yen		+12.07 yen	
	EUR	151.21 yen		164.70 yen		+13.49 yen	

Unit: Millions of yen

Main factors of the change

- Sales of products for casino gaming machines remained at a high level in both North America and Europe.
- In the domestic market, sales of products for parking payment machines and restaurant ticket vending machines remained strong. Demand related to the issuance of new banknotes saw only a slight increase in the third quarter following the second quarter.

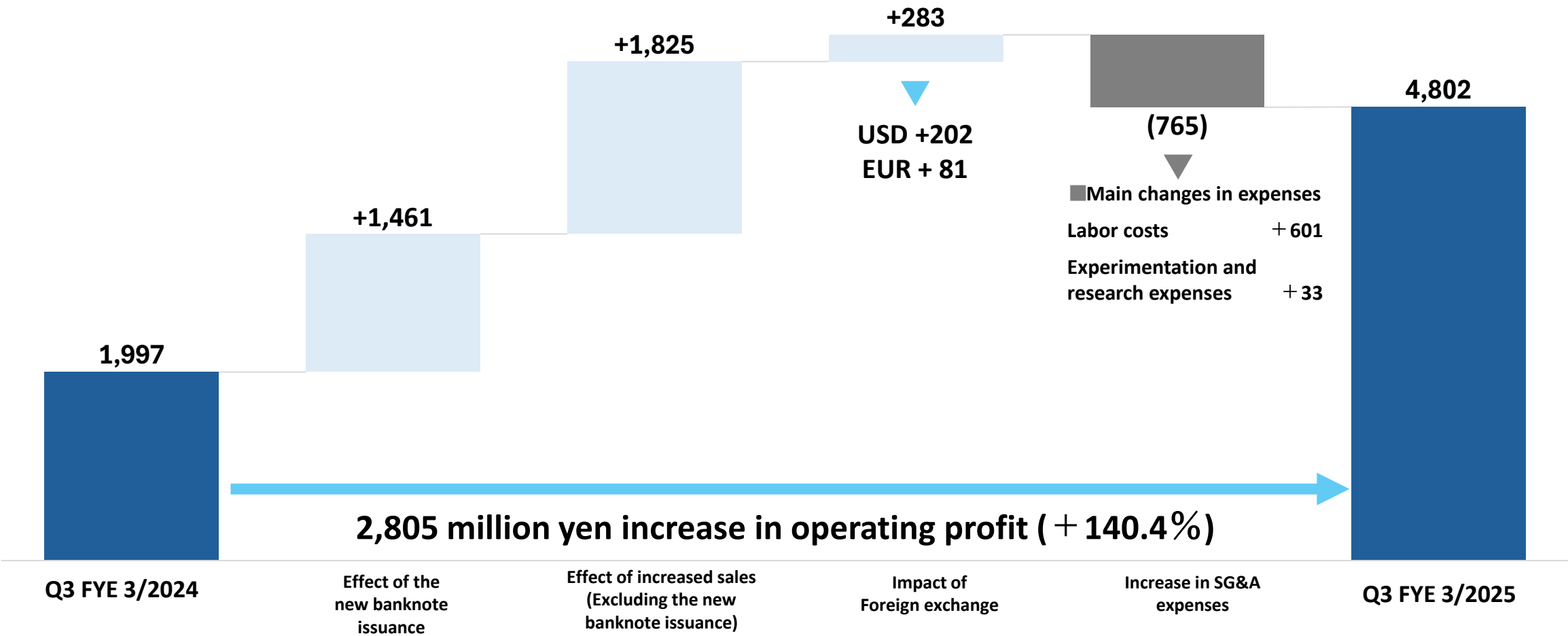


Overview of Consolidated Performance - Factors of changes in operating profit

Unit: Millions of yen

Main factors of the change

- Significant impact from increase sales in both overseas and domestic markets.
- Strong impact from higher sales of high-margin products relates to the issuance of new banknotes, which experienced strong demand through the second quarter.



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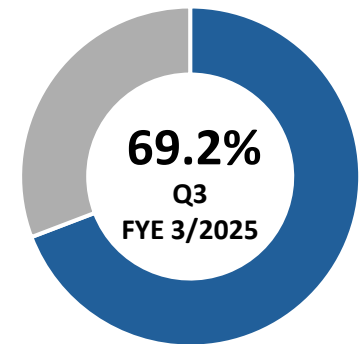
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Overview by Segment

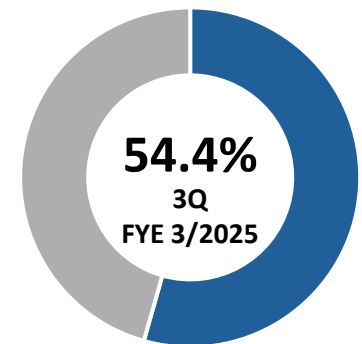
Unit: Millions of yen	Q3 FYE 3/2024	Q3 FYE 3/2025	Year on year	
			Change	Percentage change
Net sales	22,282	30,329	8,947	+36.1%
Global Gaming	11,597	16,395	4,797	+41.4%
International Commercial	4,275	4,604	329	+7.7%
Domestic Commercial	1,873	3,314	1,441	+77.0%
Equipment for the Amusement Industry	4,536	6,015	1,478	+32.6%
Operating profit	1,997	4,802	2,805	+140.4%
Global Gaming	1,927	3,597	1,211	+86.7%
International Commercial	(50)	(411)	(360)	—
Domestic Commercial	244	1,130	886	+362.6%
Equipment for the Amusement Industry	774	1,536	761	+98.3%
Adjustments <small>(Corporate-wide expenses not allocated to each reportable segment)</small>	(898)	(1,050)	(152)	—

Overseas net sales ratio



(Q3 FYE 3/2024 71.2%)

Overseas operating profit ratio



(Q3 FYE 3/2024 64.8%)



Business overview

The main markets are casinos in North America and small gaming venues in Europe.

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.

Main customers

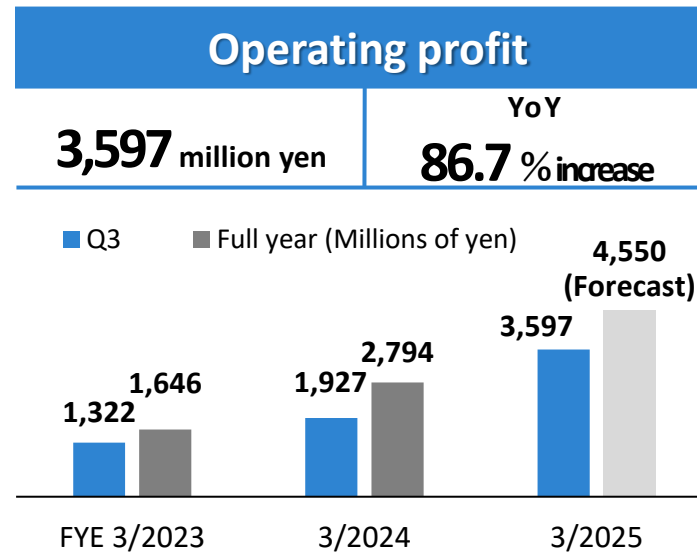
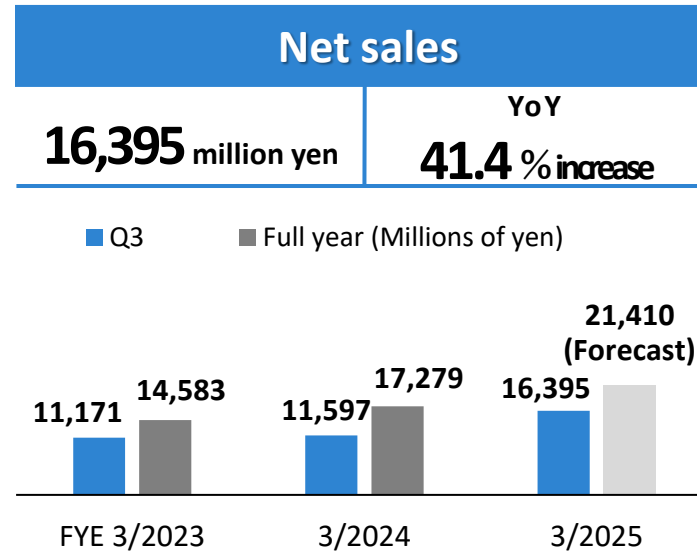
Slot machine manufacturers, casino hotels

Performance overview

Capital investment appetite among casino hotels and other facilities remained high and sales of bill validator units and printer units increased.

Fourth Quarter outlook

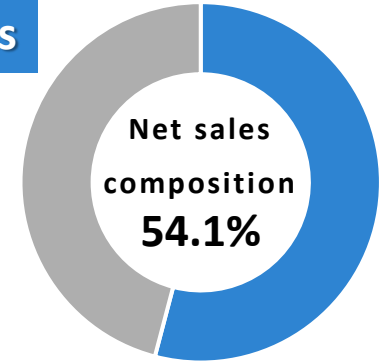
The market environment is expected to remain favorable. Sales of products for casino gaming machines are projected to increase.



Major products



Printer unit



Bill validator unit



Automated cash collection system for casino halls



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



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

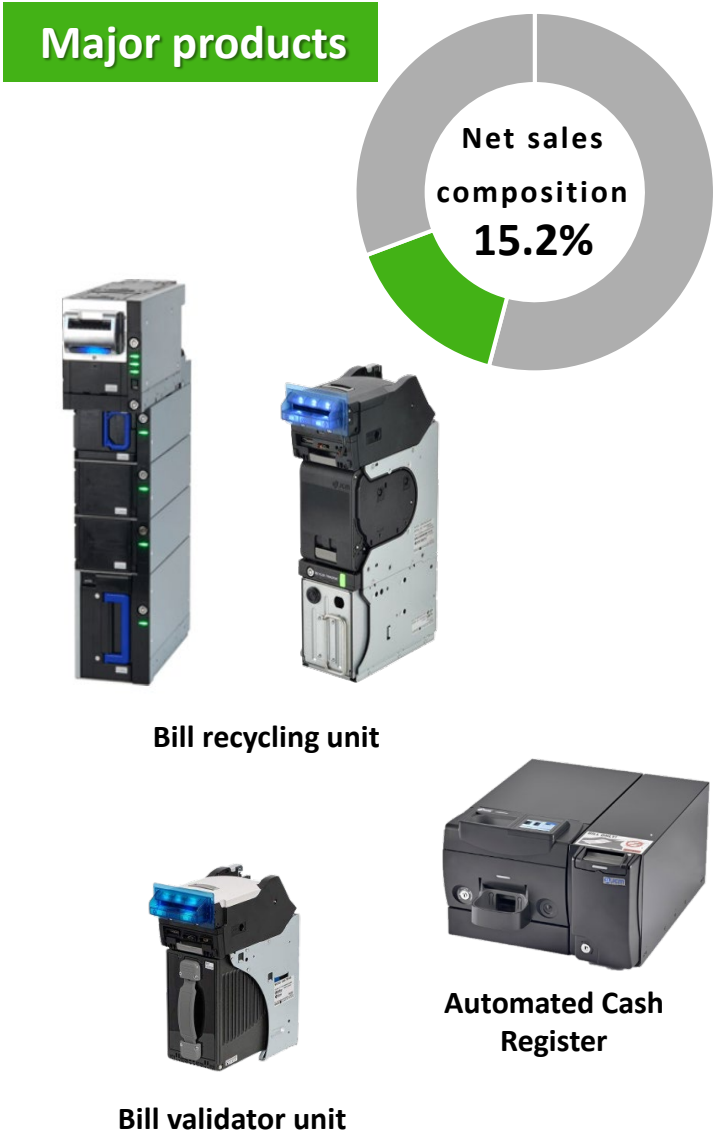
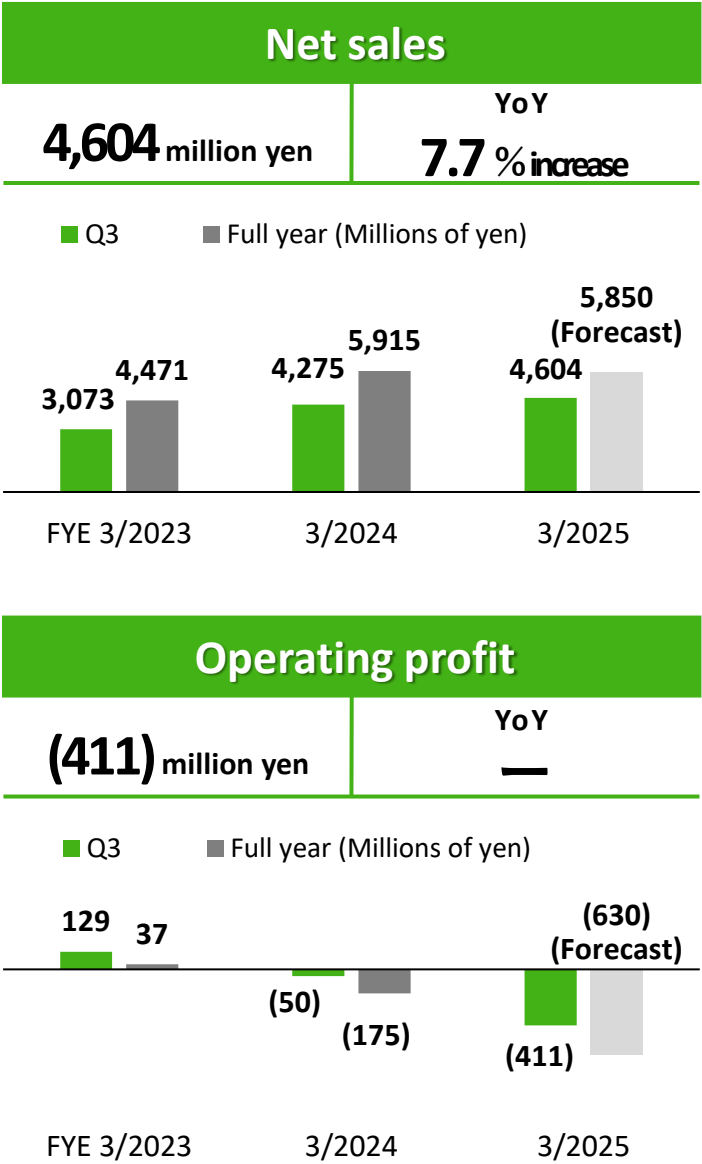
Manufacturers of finished products
(Self-checkout machines, KIOSK terminals, etc.)

Performance overview

Sales of bill recycling units installed in self-checkout machines increased in the European and Asian markets. However, due to increase R&D expenses for new products aimed at expanding into new markets, an operating loss was recorded.

Fourth Quarter outlook

Product demand in the European and Asian markets remains strong.
Expansion into new markets is expected to take additional time.





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

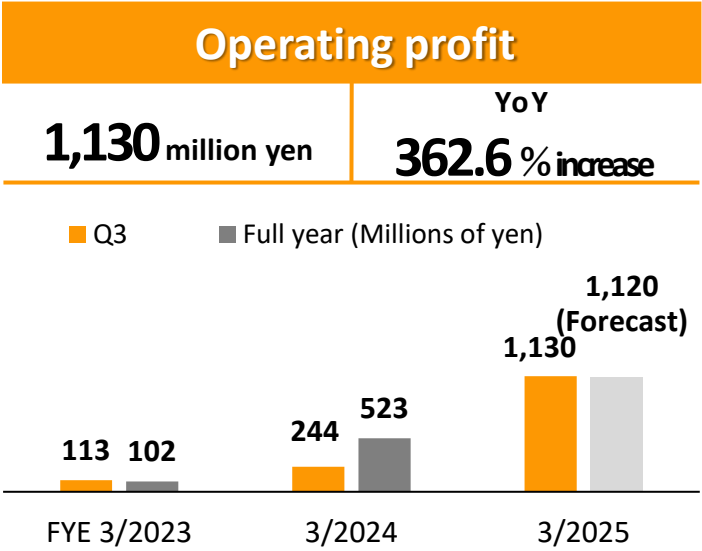
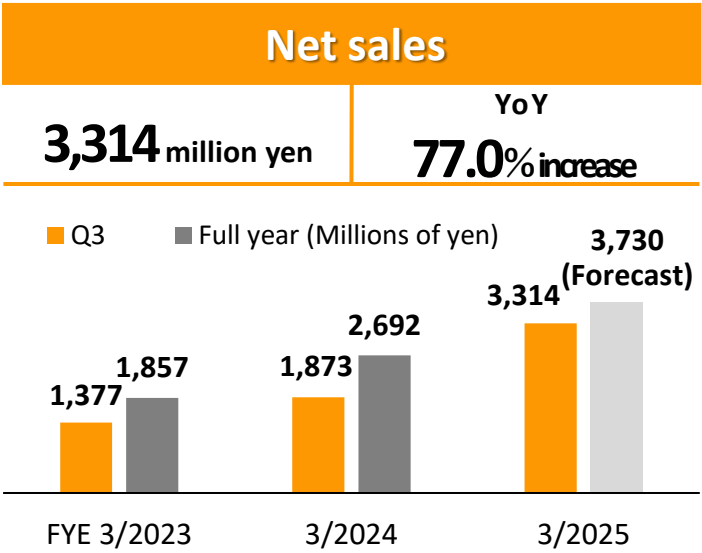
Manufacturers of finished products (Restaurant self-checkout machines, coin-operated parking, self-service gas stations, buses, etc.)

Performance overview

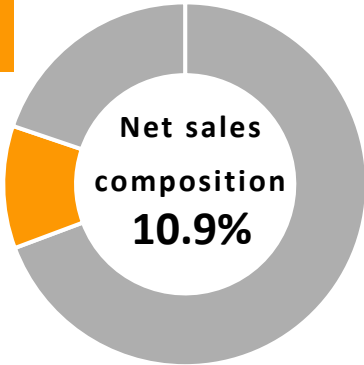
Replacement demand related to the issuance of new banknotes had run its course by the second quarter. Sales of bill recycling units for parking payment machines and restaurant ticket vending machines remained strong.

Fourth Quarter outlook

Product sales are expected to decline due to the impact of customers' prior investments related to the issuance of new banknotes, and profit growth is expected to be limited.



Major products



Bill recycling unit



Coin recycling unit



Cash & cashless payment machine



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

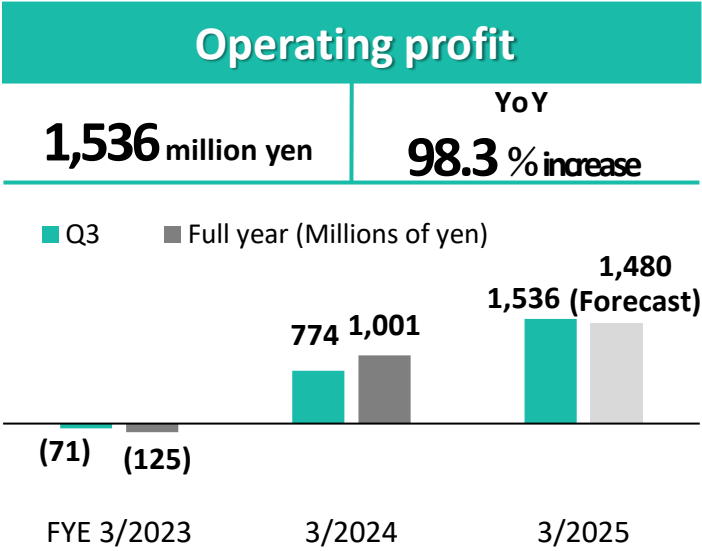
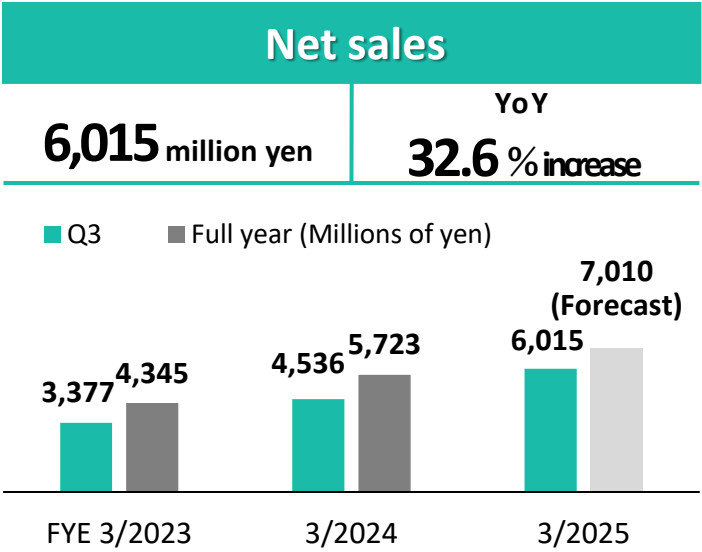
Pachinko parlors

Performance overview

Sales of peripheral devices, including banknote transport systems, increased, driven by demand related to the issuance of new banknotes.

Fourth Quarter outlook

The adoption of smart gaming machines is stabilizing, and as demand related to the issuance of new banknotes, which had significantly contributed to profits, has run its course, profit growth is expected to be limited.



Major products



Prize POS system



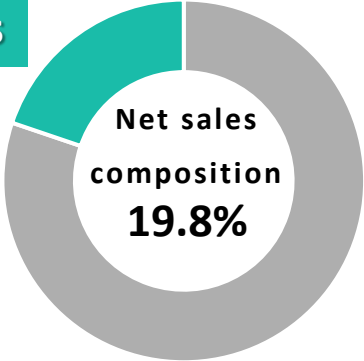
Bill transport system



Prize payout machine



Dedicated smart gaming machine unit



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Full-year Consolidated Performance Forecasts

■ Upward Revision of Full-Year Consolidated Earnings Forecast Implemented (As of February 6, 2025)

[Net Sales] The global gaming segment continues to perform well.

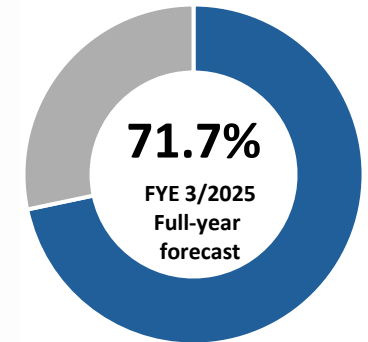
While demand related to the issuance of new banknotes in Japan, which had persisted since the second half of the previous fiscal year, has run its course, the domestic commercial segment remains strong.

[Operating Profit] A significant year-on year increase is expected, primarily driven by higher sales of high-margin products related to the issuance of new banknotes in the first half of the fiscal year.

Unit: Millions of yen		FYE 3/2024					FYE 3/2025						Year-on-year change	
		First half		Second half		Full year		First half		Second half forecast		Full year forecast		
		Amount	Composition	Amount	Composition	Amount	Composition	Amount	Composition	Amount	Composition	Amount		Composition
Net sales		13,321	100.0%	18,288	100.0%	31,610	100.0%	21,253	100.0%	16,746	100.0%	38,000	100.0%	+6,389
Operating profit		919	6.9%	1,919	10.5%	2,839	9.0%	3,755	17.7%	1,344	8.0%	5,100	13.4%	+2,260
Ordinary profit		1,756	13.2%	1,811	9.9%	3,568	11.3%	2,993	14.1%	1,906	11.4%	4,900	12.9%	+1,331
Profit		1,371	10.3%	1,910	10.4%	3,281	10.4%	2,490	11.7%	1,409	8.4%	3,900	10.3%	+618
ROE		—		—		11.8%		—		—		12.7%		+0.9pt
EPS		46.73 yen		—		112.59 yen		91.80 yen		—		144.12 yen		+31.53 yen
Average exchange rates	USD	136.54 yen		145.87 yen		141.20 yen		154.09 yen		149.41 yen		152.28 yen		+11.08 yen
	EUR	147.93 yen		158.46 yen		153.20 yen		166.22 yen		163.80 yen		164.45 yen		+11.25 yen

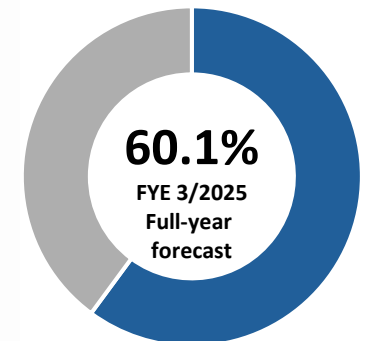
Unit: Millions of yen	FYE 3/2024			FYE 3/2025			Year-on year Change
	First half	Second half	Full year	First half	Second half forecast	Full year forecast	
Net sales	13,321	18,288	31,610	21,253	16,746	38,000	+6,389
Global Gaming	6,531	10,747	17,279	10,684	10,725	21,410	+4,130
International Commercial	2,710	3,205	5,915	3,436	2,413	5,850	(65)
Domestic Commercial	1,017	1,674	2,692	2,422	1,307	3,730	+1,037
Equipment for the Amusement Industry	3,061	2,661	5,723	4,710	2,299	7,010	+1,286
Operating profit	919	1,919	2,839	3,755	1,344	5,100	+2,260
Global Gaming	1,075	1,718	2,794	2,287	2,262	4,550	+1,755
International Commercial	(137)	(38)	(175)	(172)	(457)	(630)	(454)
Domestic Commercial	28	495	523	954	165	1,120	+596
Equipment for the Amusement Industry	491	510	1,001	1,388	91	1,480	+478
Adjustments <small>(Corporate-wide expenses not allocated to each reportable segment)</small>	(538)	(766)	(1,305)	(702)	(717)	(1,420)	(114)

Overseas net sales ratio



(FYE 3/2024 full year 73.4%)

Overseas operating profit ratio



(FYE 3/2024 full year 63.2%)

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■ Year-end dividend forecast for the fiscal year ending March 31, 2025

Ordinary dividend: 26 yen per share

Commemorative dividend (70th anniversary): 10 yen per share

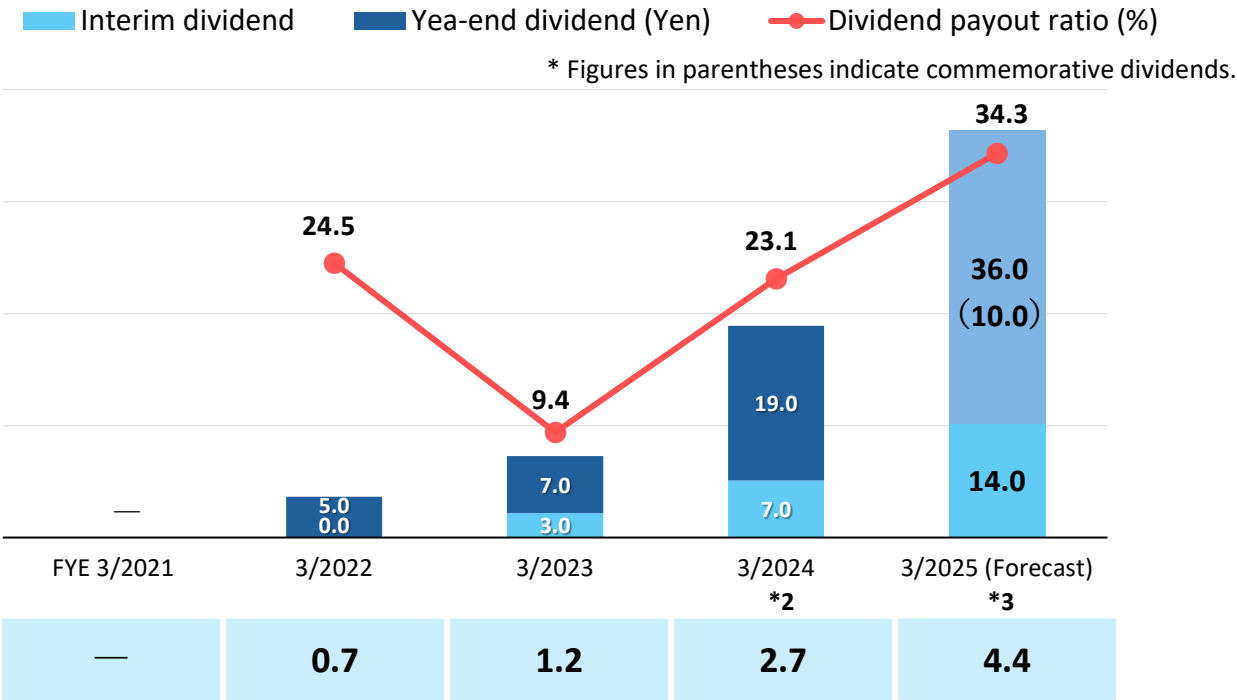
Interim dividend: Together with the ordinary dividend of 14 yen per share, the total annual ordinary dividend for the fiscal year ending March 31, 2025 is expected to be 50 yen per share.

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.
*2 Purchased treasury shares (1.9 billion yen) in February 2024.
*3 Purchased treasury shares (1.5 billion yen) in May 2024.



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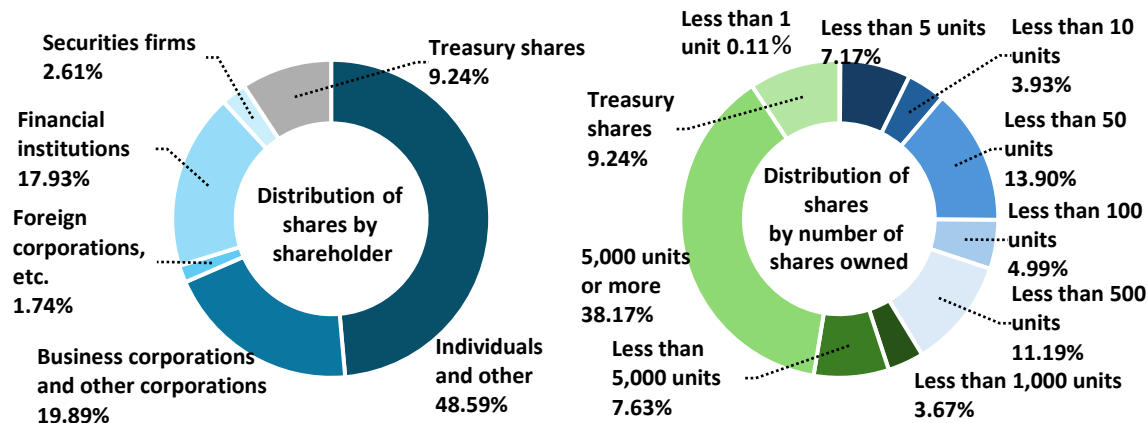
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Name	Japan Cash Machine Co., Ltd.
Established	January 11, 1955
President	Yojiro Kamihigashi President and Representative Director
Head Office	Parks South Square 2-11-18 Nambanaka, Naniwa-ku, Osaka City

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, Thailand, Philippines

Status of shares (As of September 30, 2024)

Total number of authorized shares	118,000,000 shares	Number of shares constituting one unit	100 shares
Total number of issued shares	29,672,651 shares	Number of shareholders	19,454

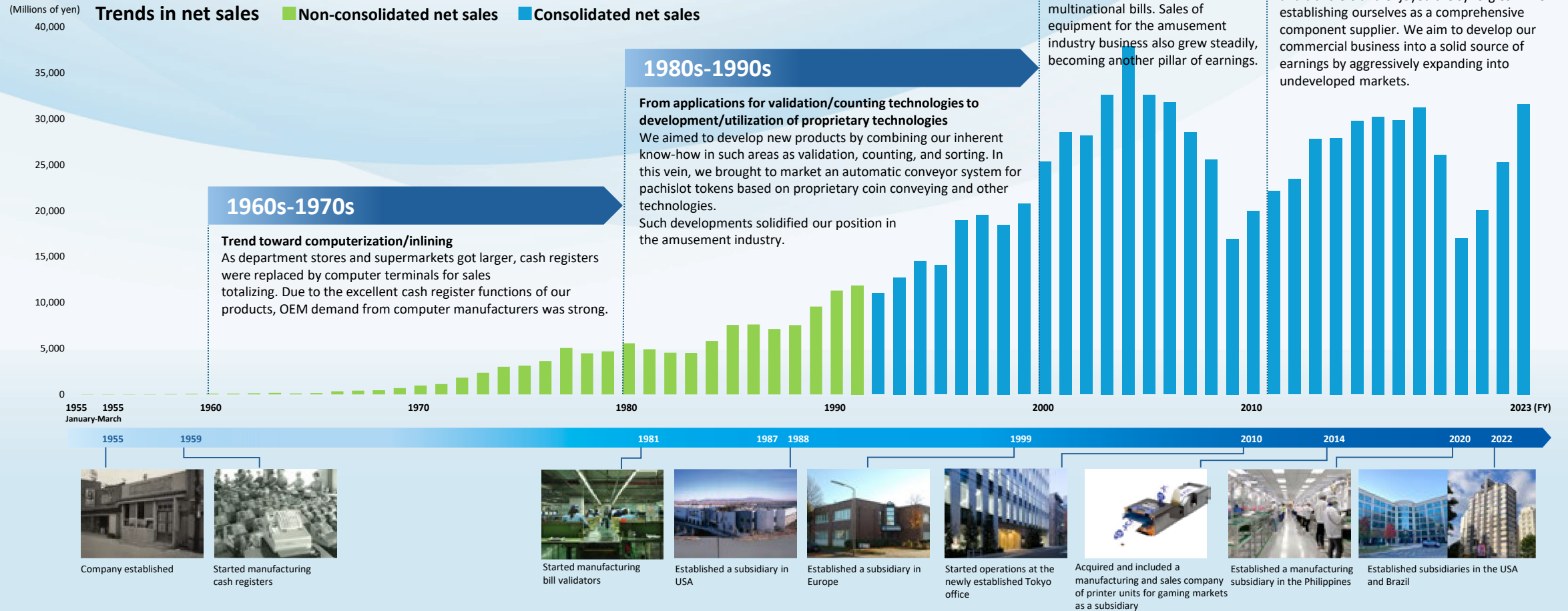


Shareholder name	Contribution in the Company	
	Number of shares held (Thousands of shares)	Percentage of shares held (%)
Johto Investment and Development Inc.	4,661	17.31
The Master Trust Bank of Japan, Ltd. (Trust Account)	2,788	10.35
Yojiro Kamihigashi	1,458	5.41
Custody Bank of Japan, Ltd. (Trust Account)	711	2.64
Yoshiko Kamihigashi	638	2.37
Resona Bank, Limited	563	2.09
Sumitomo Mitsui Banking Corporation	503	1.87
Totor Engineering Co., Ltd.	432	1.61
Nippon Life Insurance Company	403	1.50
Japan Cash Machine Employee Stock Ownership Association	320	1.19

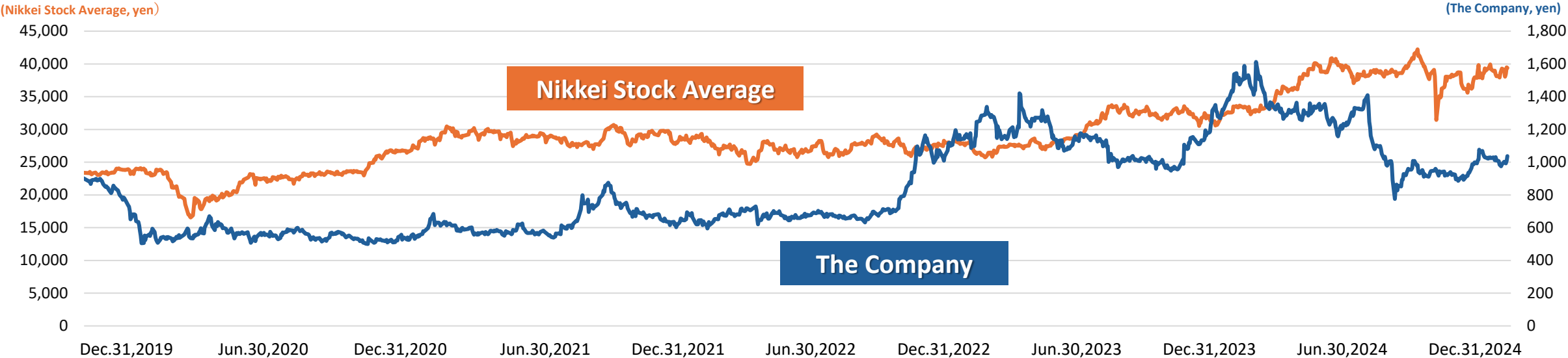
(Notes) 1. Although the Company holds 2,741,263 treasury shares, it is excluded from the list of major shareholders above.
2. The percentage of shares held has been calculated by deducting treasury shares.

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.



Stock price trend

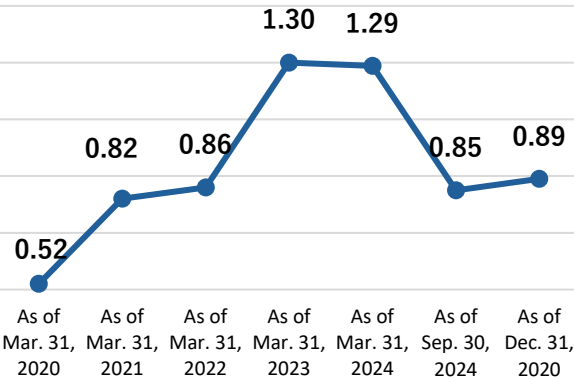


PBR

0.89 times (As of Dec.31,2024)

Standard values for sustainable maintenance and improvement

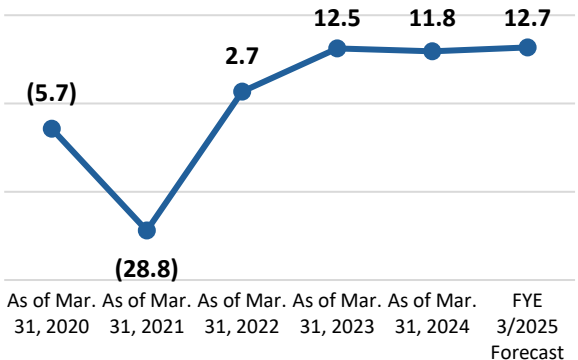
1.0 times or more



ROE

12.7% (FYE 3/2025 Forecast)

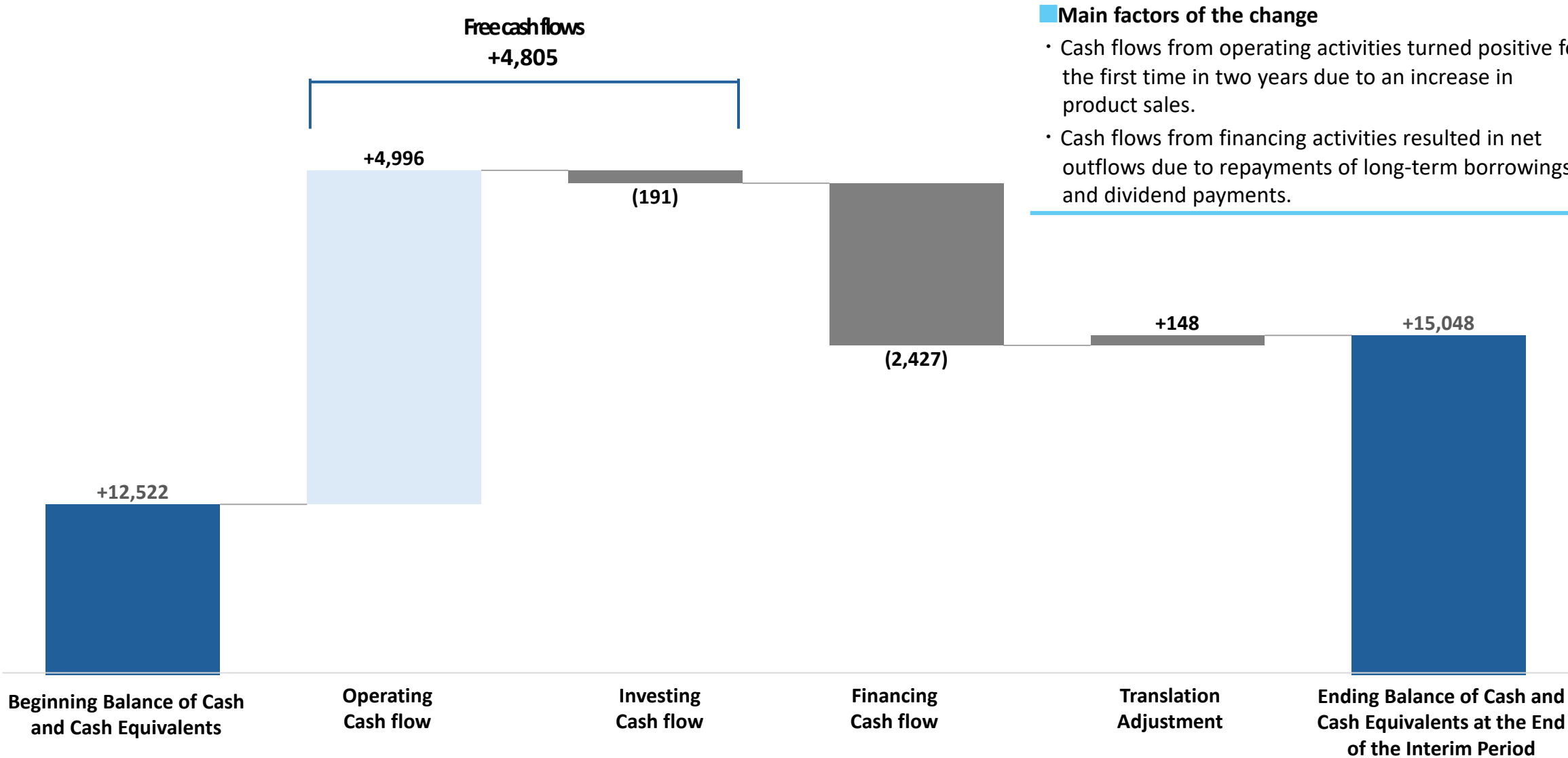
Medium-term management plan targets
8% or more



- **Current assets** +767 million yen: Increase in cash and deposits, decrease in inventories
- **Non-current liabilities** -1,022 million yen: Mainly due a decrease in accounts payable
- **Net assets** +1,772 million yen: Increase in retained earnings

Unit: Millions of yen		As of Mar. 31,2023	As of Mar. 31,2024	As of Dec. 31,2024	Change
	Trade payables	3,559	4,583	3,042	(1,541)
	Short-term borrowings	600	1,260	1,500	+240
	Other	3,466	3,417	3,695	+278
Total current liabilities		7,625	9,260	8,238	(1,022)
	Bonds payable, long-term borrowings	3,500	9,540	9,450	(90)
	Other	527	242	177	(64)
Total non-current liabilities		4,027	9,782	9,627	(154)
Total liabilities		11,653	19,042	17,865	(1,177)
	Share capital	2,220	2,220	2,220	+0
	Capital surplus, retained earnings	24,465	27,335	30,515	+3,179
	Other	477	(900)	(2,307)	(1,407)
Total net assets		27,163	28,655	30,427	+1,772
Total liabilities and net assets		38,816	47,698	48,293	+594

Unit: Millions of yen

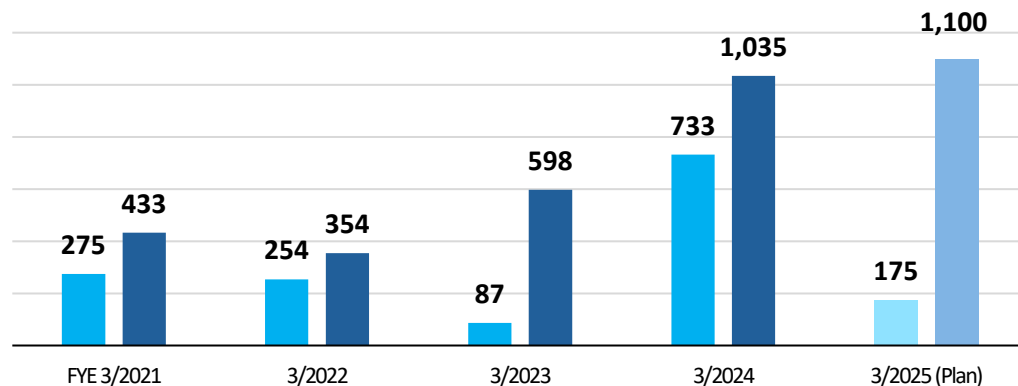


- Main factors of the change**
- Cash flows from operating activities turned positive for the first time in two years due to an increase in product sales.
 - Cash flows from financing activities resulted in net outflows due to repayments of long-term borrowings and dividend payments.

FYE 3/2025 Q3

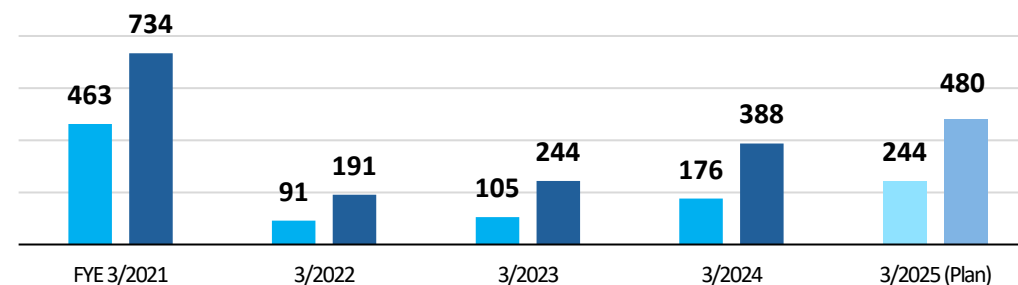
Capital investment

■ First half
■ Full year (Millions of yen)



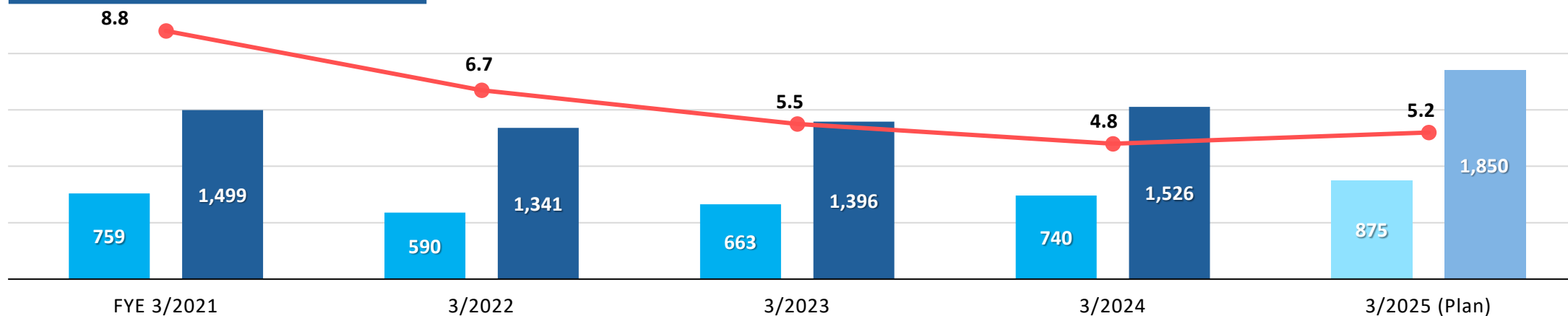
Depreciation (excluding goodwill)

■ First half
■ Full year (Millions of yen)



R&D expenses as a percentage of net sales

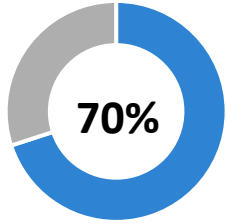
■ First half
■ Full year (Millions of yen)
—●— Percentage of net sales (%)



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

Impact of a 1-yen fluctuation (Full year: Millions of yen)		FYE 3/2021	FYE 3/2022	FYE 3/2023	FYE 3/2024	FYE 3/2025 Forecast
Average rate for the period	USD	106.44 yen	110.37 yen	132.08 yen	141.20 yen	152.28 yen
	EUR	121.95 yen	130.37 yen	138.58 yen	153.20 yen	164.45 yen
Net sales	USD	71	87	91	99	115
	EUR	33	35	48	59	30
Operating profit	USD	29	30	11	14	52
	EUR	4	5	3	3	5
Average rate at the end of the period	USD	110.72 yen	122.41 yen	133.54 yen	151.42 yen	—
	EUR	129.82 yen	136.85 yen	145.76 yen	163.38 yen	—
Non-operating income (loss)	USD	40	42	40	33	—
	EUR	5	4	4	5	—

Global Gaming

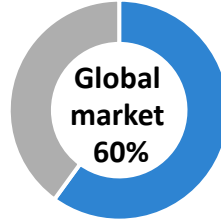


- Competing companies**
- Transact (USA)
 - Nanoptix (CAN)

Printer unit



Bill validator unit



- Competing companies**
- Crane payment innovations (MEI, Cash Code, Money Control (USA))
 - Innovative Technology (UK)



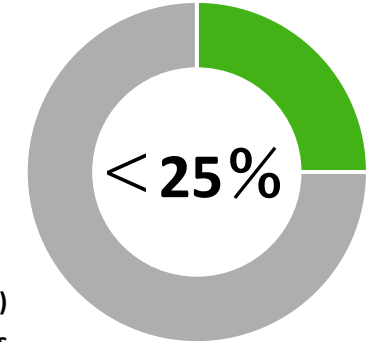
International Commercial



Bill recycling unit



- Competing companies**
- Innovative Technology (UK)
 - Crane payment innovations (MEI, Cash Code, Money Control (USA))



Domestic Commercial



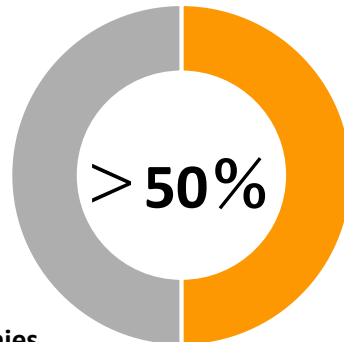
Bill recycling unit



Coin recycling unit



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



Equipment for the Amusement Industry

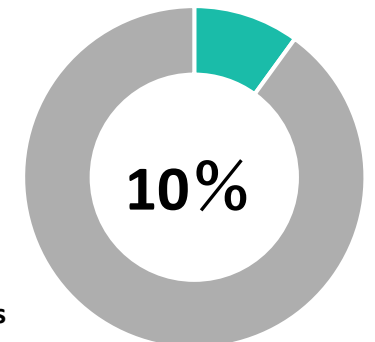
Dedicated smart gaming machine units



Prize POS system



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



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 over 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.

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 2025
New York



Financial and retail trade shows in Asia

ASEAN Retail 2024
Singapore



National Retail Federation Asia 2024
Thailand



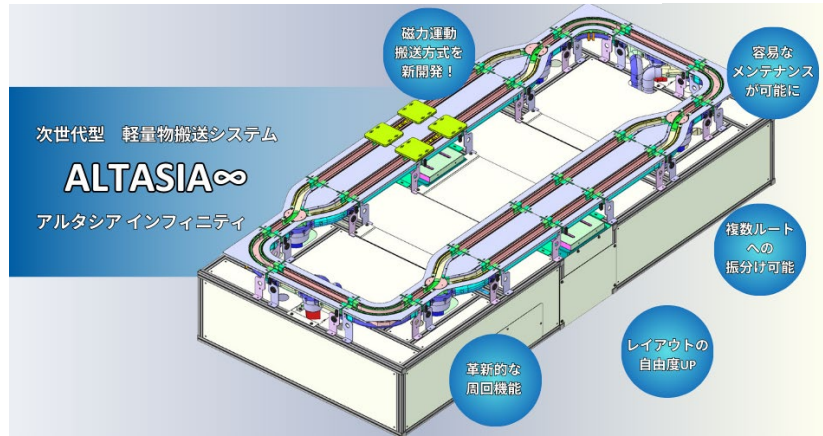
Financial and retail trade show in South America

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.

■ JCM's new product ALTASIA∞ (ALTASIA Infinity) has been awarded a “GOOD DESIGN AWARD 2024”.

GOOD DESIGN AWARD 2024



ALTASIA∞ employs the air and magnetic force transport drive system used in the banknote transport system for pachinko parlors (ALTASIA). While maintaining the advantages of this method, such as energy-efficient operation and highly flexible transport routes, it is adapted to handle heavy loads. This adaption enables its use in a wide range of industries, including food service, retail, logistics, and intra-factory item transport, achieving labor-saving solutions for supply, collection, and transportation tasks.

We are actively progressing specific plans for the marker introduction of this product, including the signing of non-disclosure agreements with several companies.

[Our Website: Next-generation Lightweight Material Handling System "ALTASIA ∞"\(in Japanese\)](#)

[GOOD DESIGN AWARD Official Website \(in Japanese\)](#)

■ JCM and Osaka International Cancer Institute of Osaka Prefectural Hospital Organization begin joint research.



特定機能病院 / 地方独立行政法人 大阪府立病院機構
大阪国際がんセンター

JCM and Osaka International Cancer Institute begin joint research for “AI-based Decision Support System for Determining the Resection Area of Early-detected Small Lung Cancer ”. JCM is committed to leveraging the core technologies developed in the field of money-handling machines to make contributions across various domains, including the medical field.

[News Release: JCM and Osaka International Cancer Institute of Osaka Prefectural Hospital Organization begin joint research. \(in Japanese\)](#)

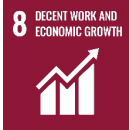


Environment

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-CO₂)

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)%	<ul style="list-style-type: none">• 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 https://www.jcm-hq.co.jp/en/ir/library/r_annual.html

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.

IR Information ➡ IR Library ➡ Financial Results

Inquiries: ir@jcm-hq.co.jp

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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