# Consolidated Results for the 6 months from April 1 to September 30, 2022

November 9, 2022

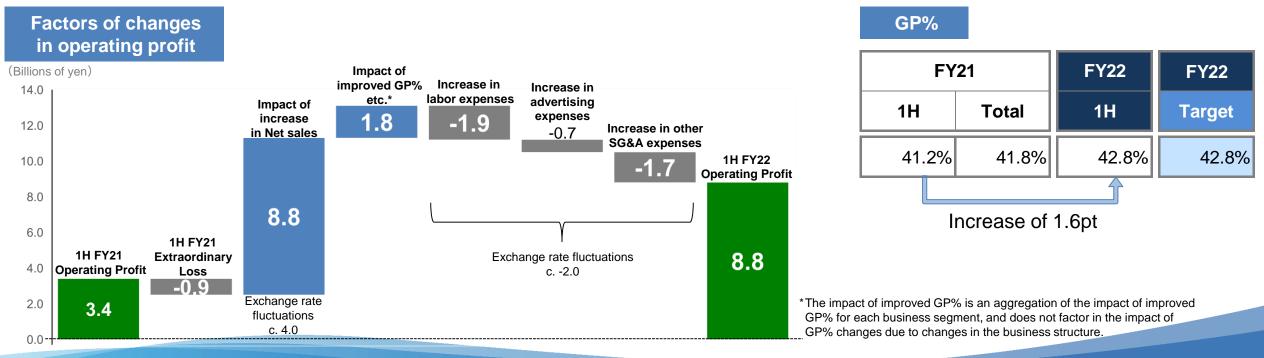
# Points : Actual results for 1H FY2022

- > Net sales and profit increased year on year in 1H FY2022.
- ✓ <u>Net Sales : 129.9 billion yen</u>

#### (year-on-year +17.7%)

In the Emotional Value Solutions Business, the Watches Business and WAKO Business for the Japanese market recovered significantly on the back of improved personal consumption. In the Watches Business, net sales for overseas markets also grew in many countries and regions. The Devices Solutions Business continued to increase net sales by steadily capturing favorable demand. In the Systems Solutions Business, net sales exceeded those of the previous fiscal year, thanks to successful efforts to diversify business and expand the stock business.

✓ Operating Profit: 8.8 billion yen (year-on-year +156.2%)



SFIKO

## Points : Financial Forecast for FY2022

> We have revised the financial forecast <u>upward</u>. (Net sales : 257.0 billion yen, Operating profit : 12.0 billion yen)

≪Positive factors≫

- During the six-month period ended September 30, 2022, both revenue and profits increased year on year in three business segments, exceeding the forecasts.
- For the time being, exchange rates are expected to remain close to their current levels, which are expected to have a positive impact on the Group.

≪Risk factors≫

 In the second half of FY2022, in addition to the effects of factors including soaring energy costs, there are concerns about the risk of economic recession in Europe, the U.S., China, and other countries.

(Billions of yen)

		Net sales		Operating Profit		
	Previous	Current	Variance	Previous	Current	Variance
Emotional Value Solutions Business	155.0	166.0	+11.0	9.7	11.0	+1.3
Devices Solutions Business	65.0	67.0	+2.0	5.8	6.4	+0.6
Systems Solutions Business	36.0	36.0	±0.0	4.5	4.5	±0.0
Total for reported segments	256.0	269.0	+13.0	20.0	21.9	+1.9
Others	2.5	1.0	-1.5	0.1	0.1	±0.0
Consolidated total	245.0	257.0	+12.0	10.0	12.0	+2.0

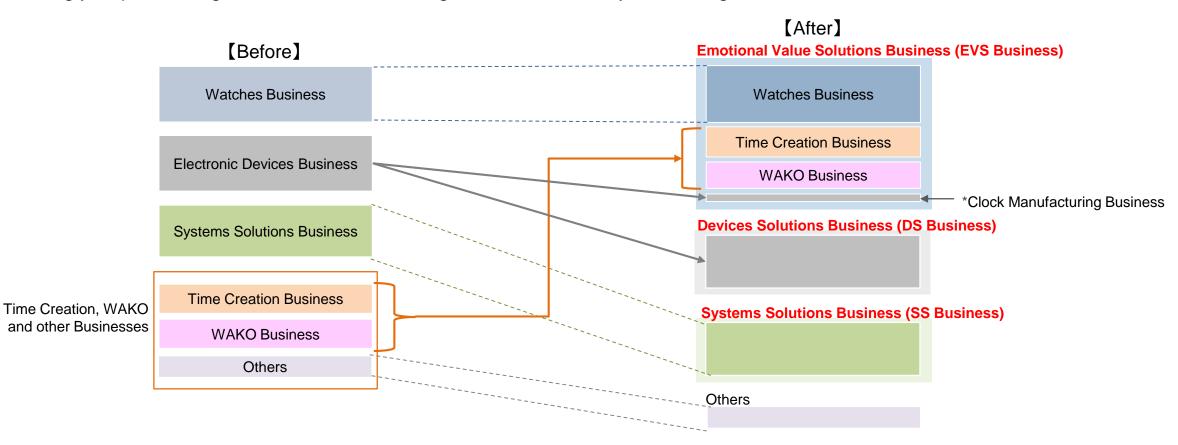
\*Consolidated total represents figures after consolidation adjustment such as the elimination of inter-segment sales.



# 1. Consolidated Results

### Changes in Segments

To realize the Group 10-year vision, we have established three strategic domains based on the solutions we provide, and formulated and implemented strategies for each domain under the 8th Mid-Term Management Plan, "SMILE145." Accordingly, reported segments have been changed from the fiscal year ending March 31, 2023.



The actual results from FY2019 through FY2021 have been reclassified to reflect the new disclosure segments. The figures in this presentation are unaudited and provided for reference, except for 1Q of FY2021.

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### Consolidated P/L for 1H FY2022 (Apr. - Sep. 2022)

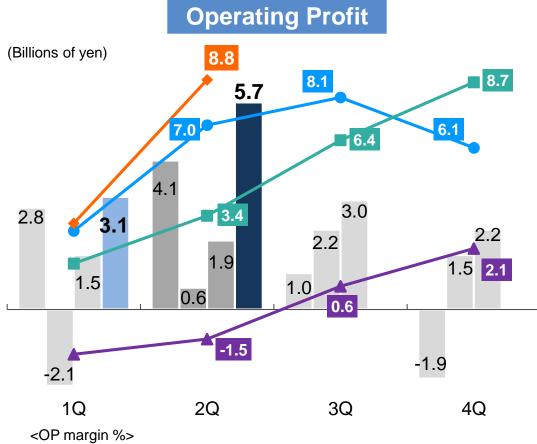
		FY21	FY22	Varia	ance
		1H	1H	Amt.	%
Net Sales		110.3	129.9	+19.5	+17.7%
Gross Pro	fit	45.5	55.6	+10.1	+22.3%
%		41.2%	42.8%	+1.6pt	
Operating	Profit	3.4	8.8	+5.3	+156.2%
%		3.1%	6.8%	+3.7pt	
Ordinary F	Profit	3.5	9.5	+6.0	+168.7%
%		3.2%	7.4%	+4.2pt	
Income bef		2.7	9.4	+6.7	+249.0%
Profit attribu owners of p	utable to	1.1	5.2	+4.0	+343.5%
%		1.1%	4.1%	+3.0pt	
Exchange	USD	109.8	134.0	+24.2	+22.0%
Rates (JPY)	EUR	130.9	138.8	+7.9	+6.0%

### **Consolidated Quarterly Performance**

#### **Net Sales** 239.1 237.3 (Billions of yen) 184.7 129.9 202.6 173.8 122.1 110.3 145.9 6<u>7.</u>8 87.4 62.0 63.5 63.6 62.5 63.4 58.5 56.6 55.7 54.6 58.5 54.4 51.8 35.6 FY19 FY20 FY21 FY22 1Q 2Q 3Q 4Q -FY19YTD FY20YTD -FY21YTD -FY22YTD

#### <Net sales growth % vs. previous fiscal year>

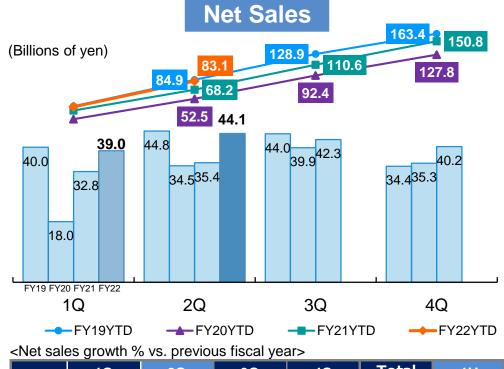
	1Q	2Q	3Q	4Q	Total	1H
FY22	+13.7%	+21.6%				+17.7%
FY21	+53.3%	+7.5%	+8.5%	+12.1%	+17.1%	+26.2%
FY20	-39.2%	-18.4%	-6.5%	+4.1%	-15.3%	-28.4%



	1Q	2Q	3Q	4Q	Total	1H
FY22	5.0%	8.5%				6.8%
FY21	2.8%	3.5%	4.8%	3.6%	3.7%	3.1%
FY20	-6.1%	1.3%	3.8%	2.6%	1.1%	-1.7%
FY19	4.8%	6.6%	1.8%	-3.6%	2.6%	5.7%

#### SEIKO

# **Emotional Value Solutions Business (EVS)**

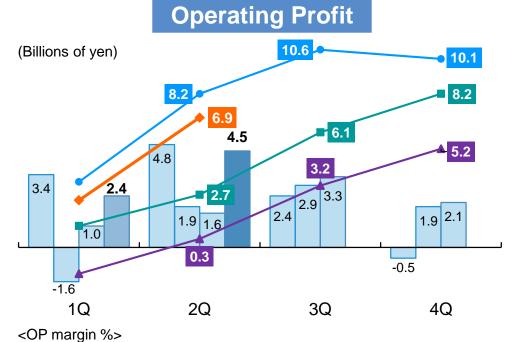


	1Q	2Q	3Q	4Q	Total	1H
FY22	+18.8%	+24.4%				+21.7%
FY21	+82.3%	+2.7%	+6.0%	+13.9%	+18.0%	+30.0%
FY20	-55.0%	-23.0%	-9.3%	+2.6%	-21.8%	-38.1%

 ✓ Watches
 : The Business for the Japanese market recovered significantly on the back of improved personal consumption.

Net sales for overseas markets also grew in many countries and regions.

- ✓ Time Creation: Net sales of clocks and system clocks were sluggish.
- ✓ WAKO : Net sales grew significantly year on year with the recovery of consumption in Japan.



	1Q	2Q	3Q	4Q	Total	1H
FY22	6.2%	10.3%				8.4%
FY21	3.3%	4.7%	7.9%	5.4%	5.5%	4.0%
FY20	-9.2%	5.8%	7.3%	5.5%	4.1%	0.6%
FY19	8.7%	10.7%	5.5%	-1.6%	6.2%	9.7%

\* The following belong to the EVS.

The previous Watches Business

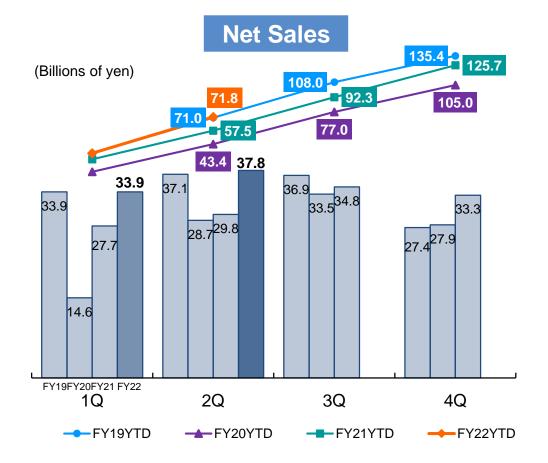
·Some of the businesses included in the previous Electronic Devices Business

 $\boldsymbol{\cdot}$  The Time Creation Business and WAKO Business in the previous Time

Creation, WAKO and other Businesses

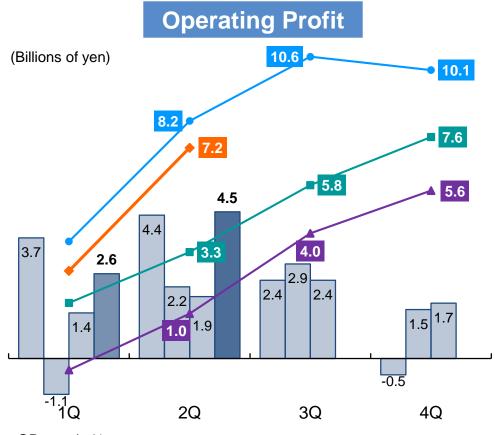
Adjustment in the EVS

### Watches Business in EVS \*Reference



#### <Net sales growth % vs. previous fiscal year>

	1Q	2Q	3Q	4Q	Total	1H
FY22	+22.3%	+27.0%				+24.7%
FY21	+88.9%	+3.6%	+3.6%	+19.3%	+19.7%	+32.4%
FY20	-56.7%	-22.5%	-9.0%	+1.9%	-22.5%	-38.8%

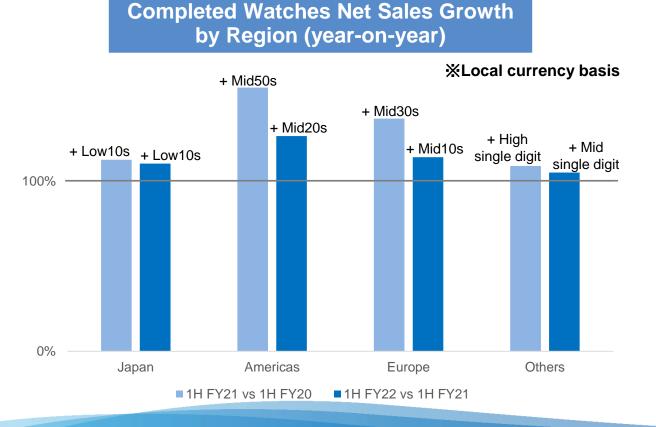


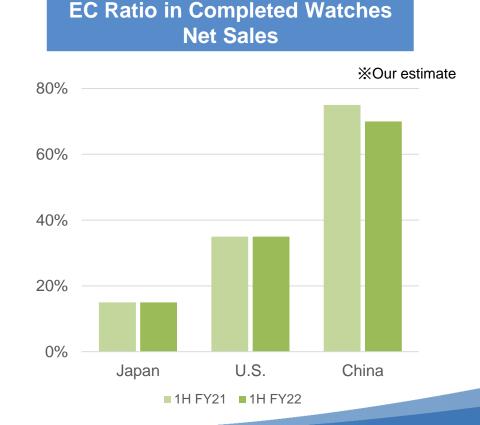
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	1Q	2Q	3Q	4Q	Total	1H
FY22	7.9%	12.1%				10.1%
FY21	5.1%	6.6%	7.2%	5.3%	6.1%	5.9%
FY20	-7.9%	7.7%	8.8%	5.7%	5.3%	2.4%
FY19	11.1%	12.0%	6.7%	-1.9%	7.5%	11.5%

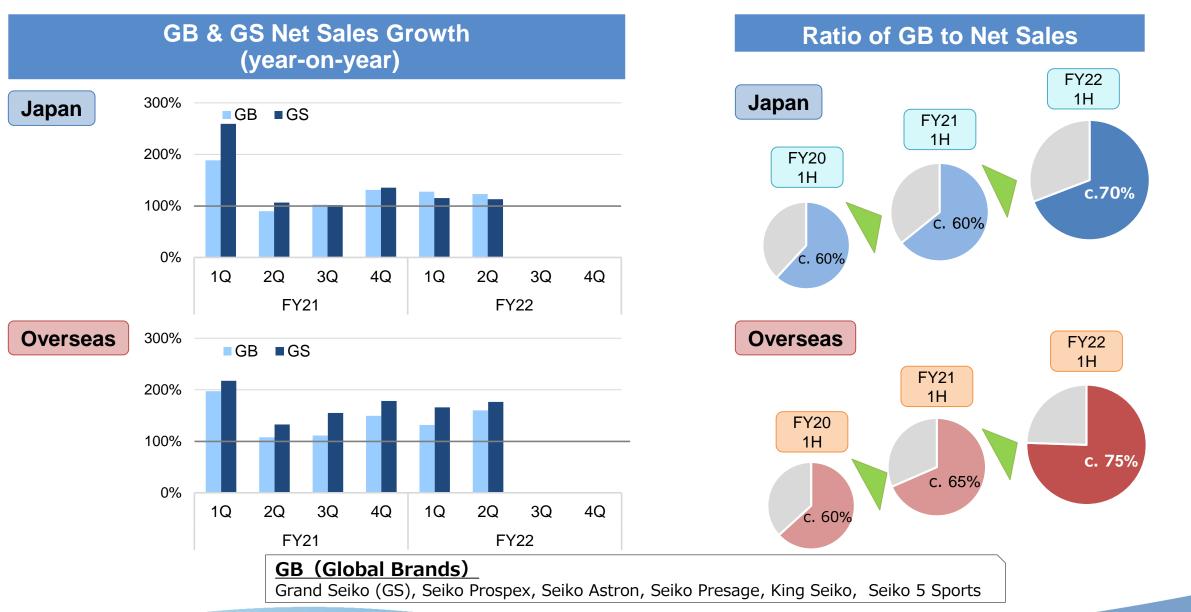
## Watches Business in EVS

- Watches : Net sales of completed watches in Japan grew significantly year on year, especially for Grand Seiko (GS) and Seiko Prospex, due to a (In Japan) recovery in personal consumption.
- Watches
   Net sales in the U.S. also rose significantly, driven by Global Brands (GB) such as GS. In Europe, net sales in the U.K., France, Germany, and other countries increased significantly due to favorable performance of GS in general. Meanwhile, in China, net sales decreased due to the impact of the lockdown and sluggish personal consumption that followed.
- ✓ Movements : Net sales increased especially for value-added movements.

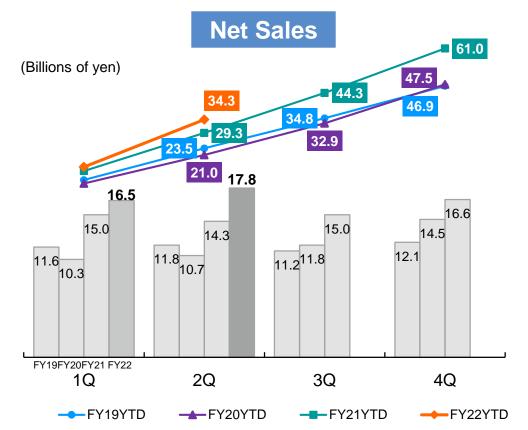




## Watches Business in EVS



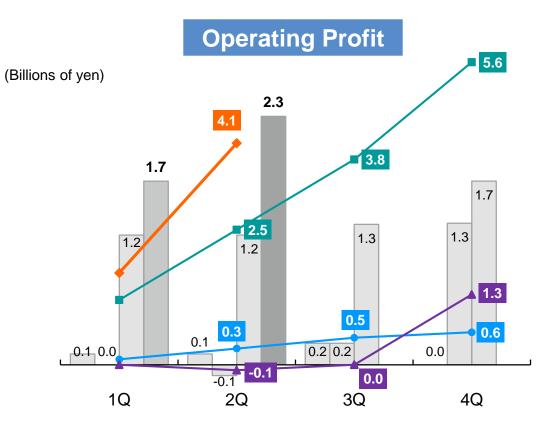
### **Devices Solutions Business (DS)**



<Net sales growth % vs. previous fiscal year>

	1Q	2Q	3Q	4Q	Total	1H
FY22	+10.2%	+24.1%				+16.9%
FY21	+45.2%	+33.6%	+26.6%	+14.3%	+28.5%	+39.3%
FY20	-11.7%	-9.1%	+5.2%	+20.0%	+1.2%	-10.4%

\*The DS includes the businesses previously in the Electronic Devices Business, other than those that have been changed to the EVS.

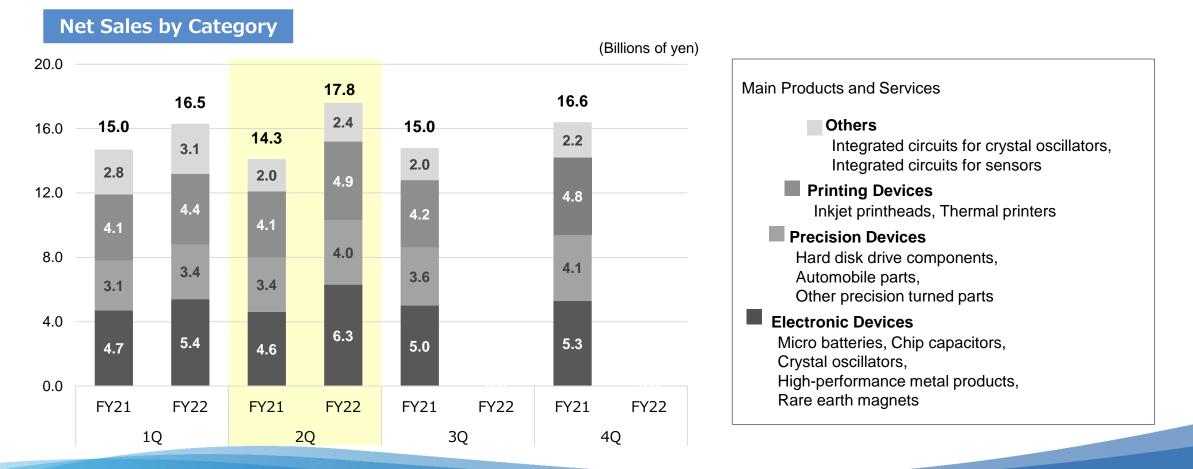


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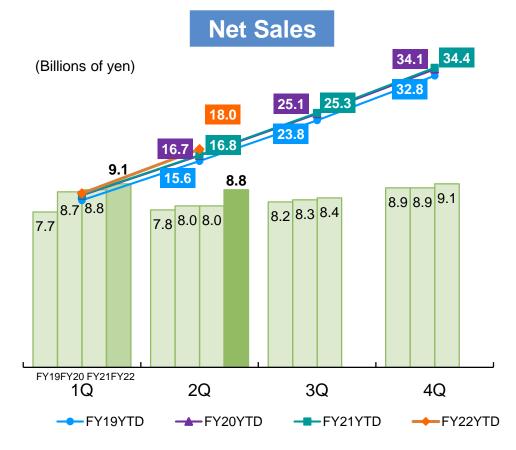
	1Q	2Q	3Q	4Q	Total	1H
FY22	10.8%	13.2%				12.0%
FY21	8.4%	8.7%	9.1%	10.6%	9.2%	8.5%
FY20	0.1%	-1.7%	1.9%	9.0%	2.9%	-0.8%
FY19	1.6%	1.6%	2.0%	0.6%	1.4%	1.6%

## **Devices Solutions Business (DS)**

Business results of some products were affected by the lockdown in China and other factors. However, favorable
performance continued for thermal printers, micro batteries for medical equipment, quartz crystals, high-performance
metals for semiconductor production equipment, oscillators, and other products. As a result, both revenue and profits
grew significantly year on year.



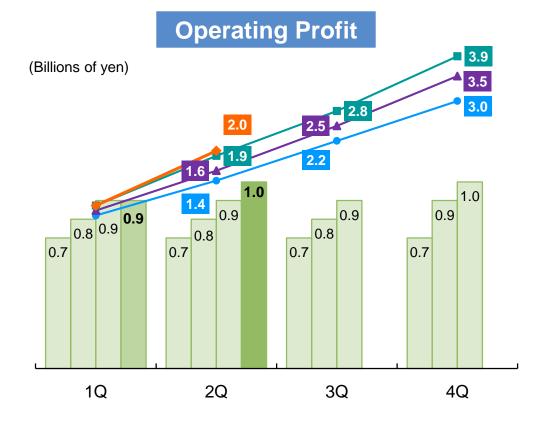
## Systems Solutions Business (SS)



#### <Net sales growth % vs. previous fiscal year>

	1Q	2Q	3Q	4Q	Total	1H
FY22	+3.6%	+10.3%				+6.8%
FY21	+0.5%	+0.7%	+1.0%	+1.3%	+0.9%	+0.6%
FY20	+13.3%	+1.4%	+1.0%	+0.6%	+3.9%	+7.3%

\*The SS is the same as the previous Systems Solutions Business.



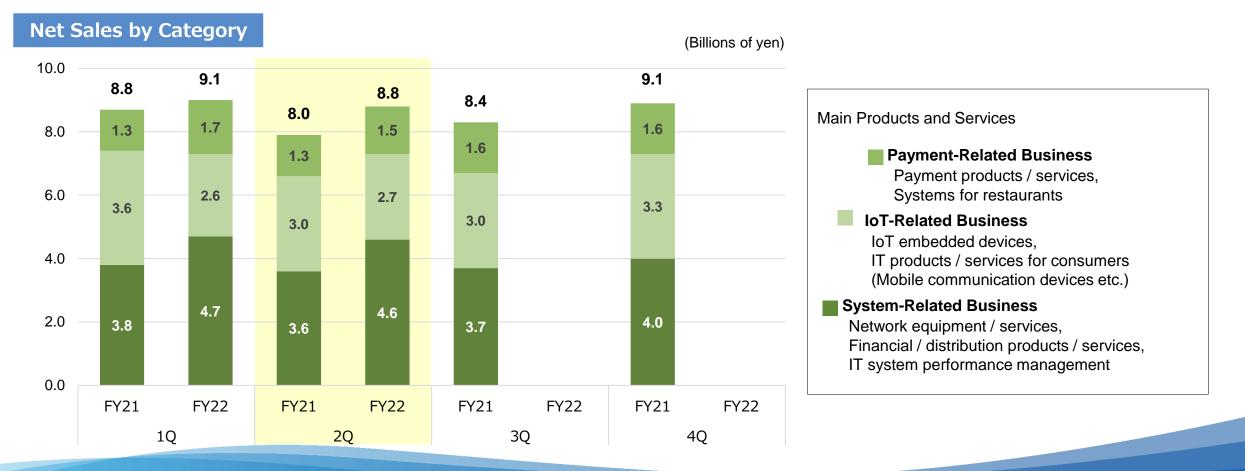
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	1Q	2Q	3Q	4Q	Total	1H
FY22	10.7%	11.7%				11.2%
FY21	10.7%	11.9%	11.3%	12.0%	11.5%	11.3%
FY20	9.5%	10.7%	10.5%	10.8%	10.4%	10.1%
FY19	9.8%	9.1%	9.0%	8.9%	9.2%	9.4%

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## Systems Solutions Business (SS)

In some industries, such as food service, a trend toward recovery from the coronavirus pandemic was observed. In addition, performance management and security-related business and other businesses performed steadily, and system-related and payment-related businesses grew, resulting in continued year-on-year growth in both revenue and profits for 26 consecutive quarters.



## Balance Sheets as of September 30, 2022

				(Bil	lions of yen)
	Sep. 30, 2020	Sep. 30, 2021	Mar. 31, 2022(a)	Sep. 30, 2022(b)	Variance (b)-(a)
Inventories	72.4	73.4	73.0	85.5	+12.4
Interest Bearing Debt	135.2	125.8	121.7	133.7	+12.0
Net Assets	104.5	116.4	121.6	133.7	+12.1
Total Assets	311.0	322.3	327.5	355.1	+27.5
Equity Capital Ratio	33.2%	35.7%	36.7%	37.2%	+0.5pt
Net Debt Equity Ratio	1.0	0.8	0.7	0.7	-0.0

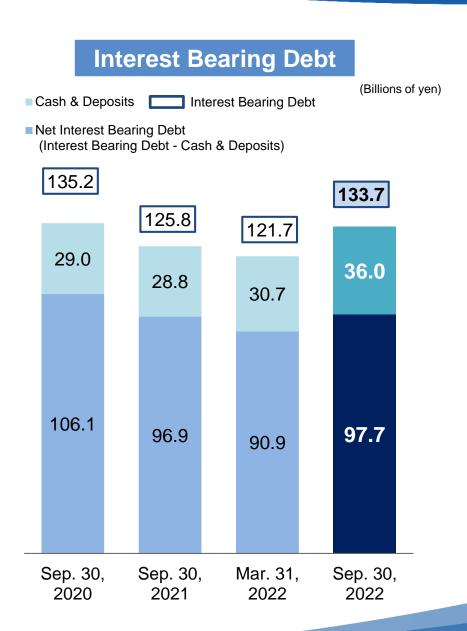
12,013

12,193

12,146

+162

11,984



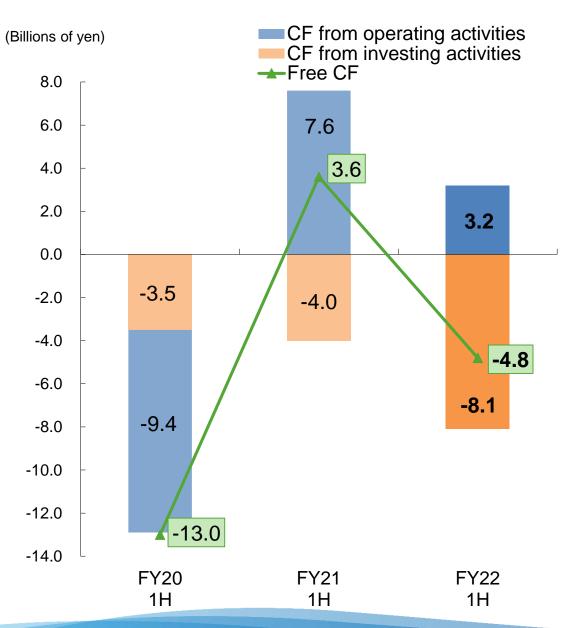
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15

Number of

Employees

#### Statement of Cash Flows



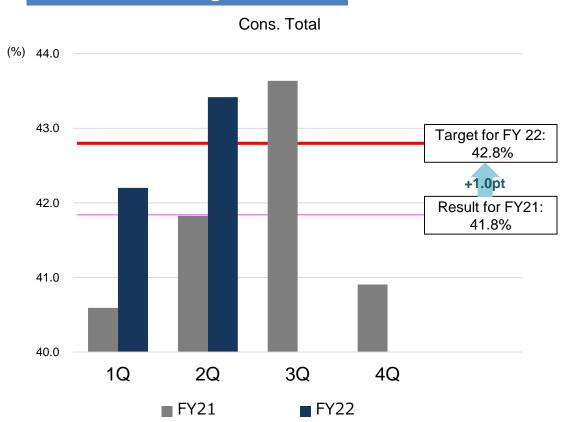
	FY20 1H	FY21 1H	FY22 1H	
Profit before income taxes	3.4	2.7	9.4	
Depreciation	5.1	5.2	6.1	
Others	-18.1	-0.3	-12.3	
Net cash provided by (used in) operating activities	-9.4	7.6	3.2	
Purchase of property, plant and equipment	-12.6	-3.2	-6.4	
Others	9.1	-0.8	-1.6	
Net cash provided by (used in) investing activities	-3.5	-4.0	-8.1	
Net increase (decrease) in short- and long-term borrowings	18.4	-4.9	9.1	
Others	-2.6	-2.1	-1.9	
Net cash provided by (used in) financing activities	15.8	-7.1	7.1	
Effect of exchange rate change on cash and cash equivalents etc.	-0.1	-0.0	2.8	
Cash and cash equivalents	28.8	28.8	35.8	
Free cash flow	-13.0	3.6	-4.8	

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(Billions of yen)

# KPI of SMILE145 (8<sup>th</sup> Mid-Term Management Plan)

#### **Gross Profit Margin (GP%)**



	1Q	2Q	3Q	4Q	Total	1H
FY22	42.2%	43.4%				42.8%
FY21	40.6%	41.8%	43.6%	40.9%	41.8%	41.2%

	FY	21	FY22	FY22
	1H	Total	1H	Target
Cons. Total	41.2%	41.8%	42.8%	42.8%

<u>GP% by Segment (y/y)</u>	1H
Emotional Value Solutions Business (EVS)	+1.6pt
Devices Solutions Business (DS)	+1.8pt
Systems Solutions Business (SS)	+1.2pt



#### Sustainability & Backcasting

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# 2. Financial Forecast for FY2022

### Summary of Financial Forecast for FY2022

#### SEIKO

			Full Year	,		2⊦	l (6 mont	hs)	(Billions of yen)
	FY2021	FY2022	Forecast	Variance	Variance	FY2021	FY2022	Variance	
	Actual	Previous (Aug. 9)	Current (Nov. 8)	vs. FY2021	vs. Previous	Actual	Forecast (Nov. 8)	vs. FY2021	
Net sales	237.3	245.0	257.0	+19.6	+12.0	126.9	127.0	+0.0	
Gross profit margin (GP%)	41.8%	42.8%	42.8%	+1.0pt	±0.0pt	42.3%	42.7%	+0.4pt	
Operating profit	8.7	10.0	12.0	+3.2	+2.0	5.3	3.1	-2.1	
%	3.7%	4.1%	4.7%	+1.0pt	+0.6pt	4.2%	2.5%	-1.7pt	
Ordinary profit	9.9	10.5	13.0	+3.0	+2.5	6.3	3.4	-2.9	
%	4.2%	4.3%	5.1%	+0.9pt	+0.8pt	5.0%	2.7%	-2.3pt	
Profit attibutable to owners of parent	6.4	7.5	8.5	+2.0	+1.0	5.2	3.2	-2.0	
%	2.7%	3.1%	3.3%	+0.6pt	+0.2pt	4.1%	2.5%	-1.6pt	

\*Exchange rates for the forecast 2H: JPY 140 / USD 1.00, JPY 135 / EUR 1.00

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### Financial Forecast for FY2022 by Segment

Watches     125.7     129.0     140.0     +14.2     +11.0     7.6     9.2	Current	Variance vs. FY2021 +3.2	Variance vs. Previous +1.7
ActualPrevious (Aug. 9)Current (Nov. 8)vs. FY2021vs. PreviousActualPrevious (Aug. 9)C (M (Aug. 9)EmotionalWatches125.7129.0140.0+14.2+11.07.69.21	(Nov. 8) 10.9	FY2021	Previous
Emotional		+3.2	+1.7
	0.1		
		-0.5	-0.4
Solutions         Sub Total         150.8         155.0         166.0         +15.1         +11.0         8.2         9.7	11.0	+2.7	+1.3
Devices Solutions 61.0 65.0 67.0 +5.9 +2.0 5.6 5.8	6.4	+0.7	+0.6
Systems Solutions         34.4         36.0         36.0         +1.5         ±0.0         3.9         4.5	4.5	+0.5	±0.0
Sub Total         246.3         256.0         269.0         +22.6         +13.0         17.8         20.0	21.9	+4.0	+1.9
Others 1.0 2.5 1.0 -0.0 -1.5 0.2 0.1	0.1	-0.1	±0.0
Cons. adj10.0 -13.5 -13.0 -2.9 +0.5 -9.3 -10.1	-10.0	-0.6	+0.1
Cons. Total 237.3 245.0 257.0 +19.6 +12.0 8.7 10.0	12.0	+3.2	+2.0

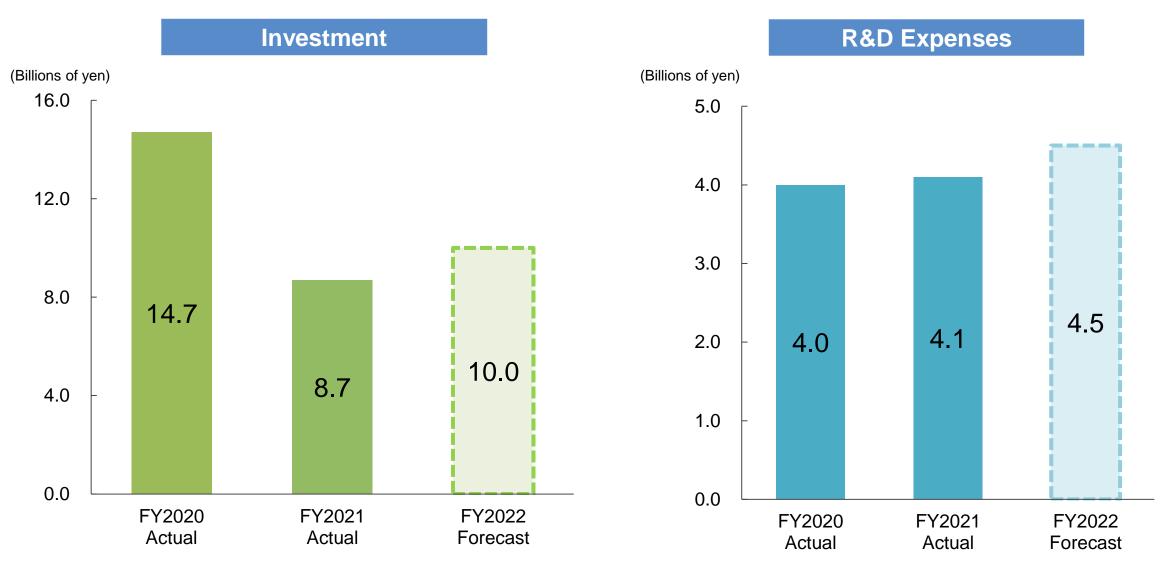
\*Exchange rates for the forecast 2H: JPY 140 / USD 1.00, JPY 135 / EUR 1.00

### Financial Forecast for FY2022 by Segment

			Net sales (6 mont		-	erating p H (6 mont		(Billions of
		FY2021 Actual	FY2022 Forecast (Nov. 8)	Variance vs. FY21	FY2021 Actual	FY2022 Forecast (Nov. 8)	Variance vs. FY21	
Emotional	Watches	68.1	68.1	+0.0	4.2	3.6	-0.6	
Value	Others · adj.	14.4	14.6	+0.2	1.2	0.4	-0.8	
Solutions	Sub Total	82.5	82.8	+0.2	5.8	4.0	-1.5	
Devices Solu	utions	31.6	32.6	+0.9	3.1	2.2	-0.8	
Systems Sol	utions	17.5	17.9	+0.4	2.0	2.4	+0.4	
Sı	ıb Total	131.8	133.4	+1.6	10.7	8.7	-1.9	
Others		0.5	0.4	-0.0	0.4	0.0	-0.1	
Cons. adj.		-5.3	-6.8	-1.5	-5.5	-5.6	-0.1	
Cons. Total		126.9	127.0	+0.0	5.3	3.1	-2.1	

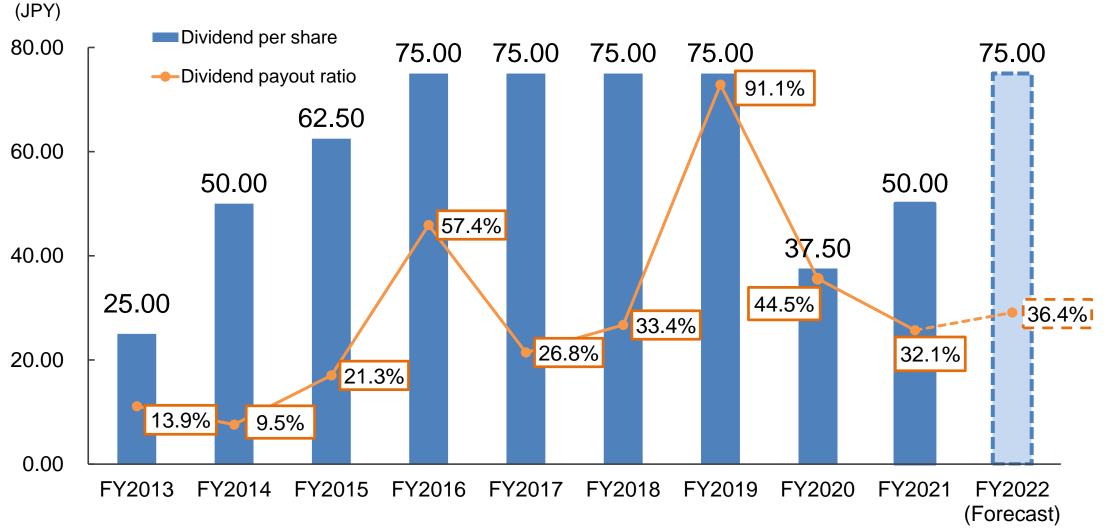
\*Exchange rates for the forecast 2H: JPY 140 / USD 1.00, JPY 135 / EUR 1.00

#### Investment / R&D Expenses



\*No changes in the forecast for FY2022 from that released on August 9, 2022.

#### Shareholder Returns



\*The Company conducted a share consolidation of every five shares of its common stock into one share as of October 1, 2017. The annual dividends above reflect the share consolidation.

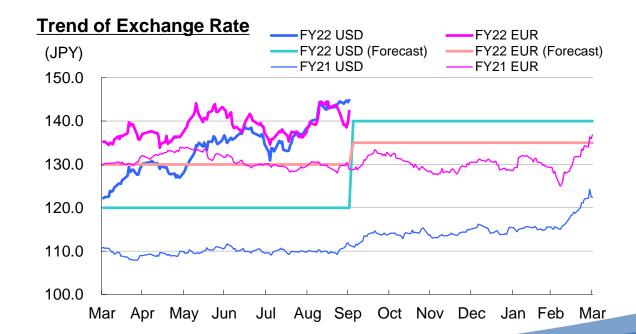
#### Exchange Rates

#### Exchange Rate Sensitivity (Oct. 2022 - Mar. 2023)

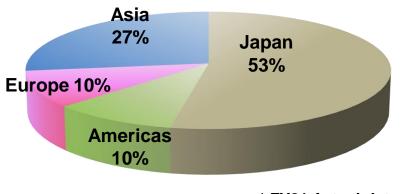
(Millions of yen)	USD	EUR
Exchange rate forecast	JPY 140.0	JPY 135.0
For Net sales	c. 400	c. 60
For Operating profit	c. 50	c. 10

#### FY2022

(JPY)	)	1Q	2Q	1H	Forecasted rate
Average	USD	129.7	138.3	134.0	140.0
Average	EUR	138.3	139.3	138.8	135.0
Closing	USD	136.7	144.8	-	140.0
Date	EUR	142.7	142.3	_	135.0



#### Sales by Area



\* FY21 Actual data



# Reference

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#### Net Sales & Operating Profit by Segment for 1H FY2022 (Apr. - Sep. 2022)

			let Sales position rat	io)	Ope	rating Pro	fit
		FY2021 1H	FY2022 1H	Variance	FY2021 1H	FY2022 1H	Variance
Emotional	Watches	57.5 <i>(</i> 52%)	71.8 <i>(55%)</i>	+14.2	3.3	7.2	+3.8
Value Solutions	Others • Adj.	10.7 <i>(10%)</i>	11.3 <i>(9%)</i>	+0.6	-0.6	-0.3	+0.3
Colutionio	Sub Total	68.2	83.1	+14.8	2.7	6.9	+4.2
Devices So	olutions	29.3 (27%)	34.3 (26%)	+4.9	2.5	4.1	+1.6
Systems S	olutions	16.8 <i>(15%)</i>	18.0 <i>(14%)</i>	+1.1	1.9	2.0	+0.1
Su	ub Total	114.5	135.5	+20.9	7.1	13.1	+5.9
Others		0.5 <i>(0%)</i>	0.5 <i>(0%)</i>	+0.0	0.1	0.0	-0.0
Cons. Adj.		-4.6 (-4%)	-6.1 (-5%)	-1.4	-3.8	-4.3	-0.5
Cons. Total		110.3	129.9	+19.5	3.4	8.8	+5.3

(Billions of yen)

# Consolidated P/L for 2Q of FY2022 (Jul. - Sep. 2022)

		FY21	FY22	Varia	ance
		2Q	2Q	Amt.	%
Net Sales		55.7	67.8	+12.0	+21.6%
Gross Pro	fit	23.3	29.4	+6.1	+26.2%
%		41.8%	43.4%	+1.6pt	
Operating		1.9	5.7	+3.8	+195.8%
% cperamig		3.5%	8.5%	+5.0pt	
Ordinary P	Profit	1.7	5.5	+3.7	+211.5%
%		3.2%	8.1%	+5.0pt	
Income befo		1.3	5.5	+4.1	+306.2%
income taxe	es				
Profit attribution owners of particular profits of particular profiles of the particular profiles of t		1.1	3.5	+2.4	+214.5%
%		2.0%	5.3%	+3.2pt	
Exchange	USD	110.1	138.3	+28.2	+25.6%
Rates -	000	110.1	100.0	120.2	1201070
(JPY)	EUR	129.8	139.3	+9.5	+7.3%

#### Net Sales & Operating Profit by Segment for 2Q of FY2022 (Jul. - Sep. 2022)

		Net Sales (Composition ratio)		Operating Profit			
		FY21 2Q	FY22 2Q	Variance	FY21 2Q	FY22 2Q	Variance
Emotional Value Solutions	Watches	29.8 (53%)	37.8 <i>(56%)</i>	+8.0	1.9	4.5	+2.6
	Others • Adj.	5.6 (10%)	6.2 (9%)	+0.6	-0.3	-0.0	+0.2
	Sub Total	35.4	44.1	+8.6	1.6	4.5	+2.9
Devices Solutions		14.3 <i>(</i> 26%)	17.8 <i>(</i> 26%)	+3.4	1.2	2.3	+1.0
Systems Solutions		8.0 (14%)	8.8 (13%)	+0.8	0.9	1.0	+0.0
Sub Total		57.8	70.8	+12.9	3.8	7.9	+4.0
Others		0.2 (0%)	0.2 (0%)	+0.0	0.0	0.0	+0.0
Cons. Adj.		-2.3 (-4%)	-3.2 (-5%)	-0.9	-1.9	-2.2	-0.2
Cons. Total		55.7	67.8	+12.0	1.9	5.7	+3.8

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# End

\*The forecasted results which appear in this presentation are based on the information which we have obtained as of now, and on certain assumptions deemed reasonable. As a result, actual results, etc. may differ significantly from the forecasted figures due to a wide range of factors.

\*Numbers are cut off to the unit indicated, unless otherwise specified.