First-half Results Briefing
for Fiscal Year Ending March 31, 2022
Business Outlook for
Fiscal Year Ending March 31, 2022

November 10, 2021
CASIO COMPUTER CO., LTD.
Forward-looking Statements

Earnings estimates and expectations that are not historical fact included in this report are forward-looking statements.

Although such forward-looking statements reflect the judgment of management based on information currently available to it, various factors could cause actual results to differ materially.
First-half Results Briefing
for Fiscal Year Ending
March 31, 2022
## Consolidated Results for 1H of FY March 2022

<table>
<thead>
<tr>
<th>Consolidated Results</th>
<th>FY March 2021 2Q</th>
<th>FY March 2022 2Q</th>
<th>YoY Change</th>
<th>FY March 2021 1H</th>
<th>FY March 2022 1H</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>63.9</td>
<td>66.5</td>
<td>104%</td>
<td>103.9</td>
<td>125.9</td>
<td>121%</td>
</tr>
<tr>
<td>Operating profit</td>
<td>5.4</td>
<td>6.2</td>
<td>115%</td>
<td>4.2</td>
<td>12.0</td>
<td>286%</td>
</tr>
<tr>
<td>OPM</td>
<td>8.5%</td>
<td>9.3%</td>
<td></td>
<td>4.1%</td>
<td>9.6%</td>
<td></td>
</tr>
<tr>
<td>Ordinary profit</td>
<td>5.6</td>
<td>6.2</td>
<td>110%</td>
<td>4.6</td>
<td>12.3</td>
<td>269%</td>
</tr>
<tr>
<td>Net income</td>
<td>6.1</td>
<td>4.5</td>
<td>73%</td>
<td>5.2</td>
<td>8.8</td>
<td>169%</td>
</tr>
<tr>
<td>EPS (yen)</td>
<td>25.25</td>
<td>18.54</td>
<td></td>
<td>21.53</td>
<td>36.28</td>
<td></td>
</tr>
</tbody>
</table>

**Billions of yen**
# Net Sales and Operating Profit, by Segment

<table>
<thead>
<tr>
<th>Segment</th>
<th>Consolidated Results</th>
<th>FY March 2021 2Q</th>
<th>FY March 2022 2Q</th>
<th>YoY Change</th>
<th>FY March 2021 1H</th>
<th>FY March 2022 1H</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Sales</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Timepieces</td>
<td>38.3</td>
<td>41.2</td>
<td>108%</td>
<td></td>
<td>60.5</td>
<td>78.2</td>
<td>129%</td>
</tr>
<tr>
<td>Consumer</td>
<td>18.7</td>
<td>20.2</td>
<td>108%</td>
<td></td>
<td>31.6</td>
<td>38.4</td>
<td>122%</td>
</tr>
<tr>
<td>System equipment</td>
<td>5.8</td>
<td>3.7</td>
<td>64%</td>
<td></td>
<td>9.6</td>
<td>6.7</td>
<td>70%</td>
</tr>
<tr>
<td>Others</td>
<td>1.1</td>
<td>1.4</td>
<td>127%</td>
<td></td>
<td>2.2</td>
<td>2.6</td>
<td>119%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>63.9</td>
<td>66.5</td>
<td>104%</td>
<td></td>
<td>103.9</td>
<td>125.9</td>
<td>121%</td>
</tr>
<tr>
<td><strong>Operating profit</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Timepieces</td>
<td>7.7</td>
<td>7.9</td>
<td>102%</td>
<td></td>
<td>10.1</td>
<td>15.2</td>
<td>150%</td>
</tr>
<tr>
<td>Consumer</td>
<td>0.6</td>
<td>1.3</td>
<td>201%</td>
<td></td>
<td>0.7</td>
<td>2.7</td>
<td>375%</td>
</tr>
<tr>
<td>System equipment</td>
<td>-0.7</td>
<td>-0.3</td>
<td>-</td>
<td></td>
<td>-2.5</td>
<td>-1.0</td>
<td>-</td>
</tr>
<tr>
<td>Others</td>
<td>0.1</td>
<td>0.1</td>
<td>106%</td>
<td></td>
<td>0.2</td>
<td>0.2</td>
<td>104%</td>
</tr>
<tr>
<td>Adjustment</td>
<td>-2.4</td>
<td>-2.8</td>
<td>-</td>
<td></td>
<td>-4.3</td>
<td>-5.0</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>5.4</td>
<td>6.2</td>
<td>115%</td>
<td></td>
<td>4.2</td>
<td>12.0</td>
<td>286%</td>
</tr>
</tbody>
</table>
Timepiece Segment

2Q Results

■ Production (metal parts, and exterior parts) was impacted by operational restrictions faced by component manufacturers due to the spread of COVID-19 in the ASEAN region. Therefore, sales mainly in China and North America were impacted.

■ Slowdown in China due to flooding and typhoon in July and resurgence of COVID-19 in August

■ Impacts of COVID-19 continued in Japan

■ Despite a decline in the share of total sales from Japan and China, where profit margins are relatively high, OPM for 2Q was slightly over 19%.

<table>
<thead>
<tr>
<th></th>
<th>1Q (Result)</th>
<th>2Q (Result)</th>
<th>1H (Result)</th>
<th>Full year (Forecasts)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Sales</td>
<td>37.0</td>
<td>41.2</td>
<td>78.2</td>
<td>160.0</td>
</tr>
<tr>
<td>OPM</td>
<td>20%</td>
<td>19%</td>
<td>19%</td>
<td>19%</td>
</tr>
</tbody>
</table>
Timepiece Segment

By Genre

- **G-SHOCK, BABY-G (Metal)**
- **G-SHOCK, BABY-G (Resin)**
- **Other than G-SHOCK, BABY-G**

2Q sales: ¥41.2 billion, OPM: 19%
Sales +8% YoY, +3% in local currencies

- **G-SHOCK driven by 2100 series, which has popular metal and resin models, but impacted by production in ASEAN countries**
  - Strong sales of the full metal GMW-B5000 continued, especially in China and Japan
  - The GA-2100, featuring an octagonal case, remained popular, mainly among young people in Europe and the U.S. Sales of the metal bezel GM-2100 and the GMA-S2100 for women in the same series were also strong.
  - *The GA-2100 and GM-2100 were impacted by production in ASEAN countries*
  - Sales of the compact G-SQUAD GBD-200, which is ideal for training, were strong.
  - In China, the black and gold GA-110GB and the limited model Shanghai Night GM-110SM were popular.
  - *The GM-110 was impacted by production in ASEAN countries*

- **Products other than G-SHOCK showed recovery trend**
  - For OCEANUS, sales remained strong led by CACHALOT OCW-P2000.
  - EDIFICE sales saw a recovery trend in Europe and other regions.
  - In China, sales of the SHEEN Pink Gold model and traditional Japanese themed models were strong.
  - In Europe and other regions, sales of the retro-design Vintage Series recovered. Sales of the A100 increased with the launch of the PAC-MAN collaboration model.
Timepiece Segment

Overview by region: 2Q/1H (YoY in local currencies)

Overall: YoY 2Q +3%/1H +23%

- **Japan** (YoY: 2Q -5%/1H +15%)
  - Impact of continued state of emergency extension and other factors

- **North America** (YoY: 2Q ±0%/1H +26%)
  - Sales in the women’s category increased with the hit mid-sized G-SHOCK models, but **product shortages for mainstay models were impacted by production in ASEAN countries**.

- **Europe** (YoY: 2Q +27%/1H +30%)
  - Recovery in sales was led by GA-2100, G-SQUAD, and EDIFICE.

- **China** (YoY: 2Q -12%/1H +6%)
  - Despite **impact of flooding and typhoons July through August and impact of travel restrictions due to COVID-19 resurgence** on the Qixi (Chinese Valentine’s Day) campaign, sales performance was better than competitors
  - *Maintained top position in timepiece industry in JD.com Super Brand Day on September 12, with significant increase in number of followers, securing position ahead of Singles’ Day (Double 11)*
  - *Product shortages for mainstay models were impacted by production in ASEAN countries*

- **Other** (YoY: 2Q +12%/1H +41%)
  - Impact from renewed spread of COVID-19, particularly in emerging countries in Asia

Online/offline sales results (YoY in local currencies)

Overall: 2Q e-commerce sales flat YoY (e-commerce sales percentage slightly over 30%)

- **China**: e-commerce sales percentage slightly over 50%
- **Japan, North America, Europe**: e-commerce sale percentage slightly over 30%

**Expanded direct e-commerce sales (2Q YoY: Japan 1.8 times higher, North America 1.2 times higher, Europe 1.4 times higher)**
Consumer Segment

2Q Results

- **Education**
  - Scientific calculators: While sales recovered in Europe, sales in emerging countries were inhibited by continuing school closures and at-home learning in India, Central and South America, and ASEAN.
  - Standard calculators: Sales recovered due to shop reopening and captured remote work demand.
  - Electronic dictionaries: Impact of COVID-19 continued, including state of emergency in Japan.

<table>
<thead>
<tr>
<th></th>
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<th>2Q (Result)</th>
<th>1H (Result)</th>
<th>Full year (Forecasts)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Sales</td>
<td>12.1</td>
<td>12.9</td>
<td>25.0</td>
<td>55.0</td>
</tr>
<tr>
<td>OPM</td>
<td>7%</td>
<td>6%</td>
<td>7%</td>
<td>9%</td>
</tr>
</tbody>
</table>

*2Q breakdown
Net sales: Scientific/standard calculators approx. 82%, electronic dictionaries and others approx. 18%
OPM: Scientific/standard calculators approx. 15%,
Operating profit: electronic dictionaries and others -0.8 billion yen (More than 50% of full-year sales of electronic dictionaries are in 4Q.)

- **Electronic musical instruments**
  - Despite impact on profit from soaring distributions costs and other factors, sales increased due to frontloaded demand for end of year sales campaign.
  - Impact of component shortages on production and shipments will be mainly in 3Q.

<table>
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<tr>
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<th>2Q (Result)</th>
<th>1H (Result)</th>
<th>Full year (Forecasts)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Sales</td>
<td>6.2</td>
<td>7.3</td>
<td>13.5</td>
<td>27.0</td>
</tr>
<tr>
<td>OPM</td>
<td>9%</td>
<td>7%</td>
<td>8%</td>
<td>6%</td>
</tr>
</tbody>
</table>
System Equipment Segment

2Q Results

- PA: Some business negotiations postponed due to impact of COVID-19
- SA: Impact of extension of state of emergency

<table>
<thead>
<tr>
<th></th>
<th>1Q (Result)</th>
<th>2Q (Result)</th>
<th>1H (Result)</th>
<th>Full year (Forecasts)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Sales</td>
<td>3.0</td>
<td>3.7</td>
<td>6.7</td>
<td>18.0</td>
</tr>
<tr>
<td>Operating Profit</td>
<td>-0.75</td>
<td>-0.25</td>
<td>-1.0</td>
<td>0.0</td>
</tr>
</tbody>
</table>

*2Q: Invested in advanced development costs to win an order in a large-scale business negotiation for PA (handheld terminals)
Effect of Structural Reform to Date

10% OPM structure steady despite decline in sales during COVID-19 pandemic

<table>
<thead>
<tr>
<th>FY March 2022 (1H)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net sales</strong></td>
</tr>
<tr>
<td><strong>Operating profit</strong></td>
</tr>
<tr>
<td><strong>OPM</strong></td>
</tr>
</tbody>
</table>

**Structural reforms to date**

**Overall optimization from structural reform**
- Full-scale operation of digital marketing (expansion of services for loyal fans/increase of LTV)
- Strengthening of direct e-commerce
- Strengthening of engineering chain through introduction of PLM
- Supply chain optimization (shortening of SCM cycles)
- Promotion of group-wide DX
- Rebuilding of management base (strengthening of matrix management)
- Raising of productivity through workstyle and corporate culture reforms

**Improvement of profit structure**
- Transformation of business portfolio, radical review of business structure (drafting of business strategy for post-COVID-19 world)
- Rebuilding of distribution platform
- Streamlining of expenses (thorough verification of cost-benefit performance)
- Significant reduction of fixed costs (consolidation and closure of sales sites/rationalization of indirect personnel)
Business Outlook
for Fiscal Year Ending March 31, 2022
Plan for Fiscal Year Ending March 31, 2022

Assessment of risks in 2H

- The business environment will remain challenging, and it will be some time before this is resolved.
  1. Operational restrictions due to impact of COVID-19 in ASEAN region
  2. Price hikes and impact on production and shipment due to supply shortages for electronic components and mechanical parts

- Despite the challenging business environment in 2H, the full-year forecast is unchanged, as we will minimize the impact with our ability to adapt to change and maximize the effects of group-wide structural reform

<table>
<thead>
<tr>
<th>Main problems encountered</th>
<th>Measures to address changes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Production shutdowns and lower capacity utilization at component manufacturers due to spread of COVID-19 in ASEAN region (Vietnam, Malaysia, etc.) *No impact on Casio’s Thai plant</td>
<td>・Transfer of some production processes at component manufacturers to other regions ・Staged resumption of production in October</td>
</tr>
<tr>
<td>Impact on production due to power outages in China</td>
<td>・Casio production sites: maintenance of operations using in-house power generation ・Finished goods vendor: limiting impact through adjustment of operating days and night time operations</td>
</tr>
<tr>
<td>Procurement delays due to supply shortages of electronic components (semiconductors) and mechanical parts (resin, steel, etc.)</td>
<td>・Securing alternative products by making design changes ・Making adjustments aimed at normalizing procurement</td>
</tr>
<tr>
<td>・Price hikes due to supply shortages of electronic components and mechanical parts ・Rising transportation costs due to logistical pressures</td>
<td>・Optimizing selling prices ・Streamlining costs (ongoing implementation of structural reform)</td>
</tr>
</tbody>
</table>
## FY March 2022 Financial Forecasts

<table>
<thead>
<tr>
<th>Consolidated</th>
<th>FY March 2022 Financial Forecasts</th>
<th>1H result</th>
<th>YoY Change</th>
<th>2H forecasts</th>
<th>YoY Change</th>
<th>Full-year forecasts</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td></td>
<td>125.9</td>
<td>121%</td>
<td>139.1</td>
<td>113%</td>
<td>265.0</td>
<td>117%</td>
</tr>
<tr>
<td>Operating profit</td>
<td></td>
<td>12.0</td>
<td>286%</td>
<td>14.5</td>
<td>130%</td>
<td>26.5</td>
<td>172%</td>
</tr>
<tr>
<td>OPM</td>
<td></td>
<td>9.6%</td>
<td></td>
<td>10.4%</td>
<td></td>
<td>10.0%</td>
<td></td>
</tr>
<tr>
<td>Ordinary profit</td>
<td></td>
<td>12.3</td>
<td>269%</td>
<td>12.2</td>
<td>104%</td>
<td>24.5</td>
<td>150%</td>
</tr>
<tr>
<td>Net income</td>
<td></td>
<td>8.8</td>
<td>169%</td>
<td>8.2</td>
<td>121%</td>
<td>17.0</td>
<td>142%</td>
</tr>
<tr>
<td>EPS (yen)</td>
<td></td>
<td>36.28</td>
<td></td>
<td>33.78</td>
<td></td>
<td>70.06</td>
<td></td>
</tr>
</tbody>
</table>

*Billions of yen*
## Net Sales and Operating Profit by Segment

<table>
<thead>
<tr>
<th></th>
<th>FY March 2022 Financial Forecasts</th>
<th>Billions of yen</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1H result</td>
<td>YoY Change</td>
</tr>
<tr>
<td><strong>Net Sales</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Consolidated</td>
<td>Timepieces</td>
<td>78.2</td>
</tr>
<tr>
<td></td>
<td>Consumer</td>
<td>38.4</td>
</tr>
<tr>
<td></td>
<td>System equipment</td>
<td>6.7</td>
</tr>
<tr>
<td></td>
<td>Others</td>
<td>2.6</td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td>125.9</td>
</tr>
<tr>
<td><strong>Operating profit</strong></td>
<td>Timepieces</td>
<td>15.2</td>
</tr>
<tr>
<td></td>
<td>Consumer</td>
<td>2.7</td>
</tr>
<tr>
<td></td>
<td>System equipment</td>
<td>-1.0</td>
</tr>
<tr>
<td></td>
<td>Others</td>
<td>0.2</td>
</tr>
<tr>
<td></td>
<td>Adjustment</td>
<td>-5.0</td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td>12.0</td>
</tr>
</tbody>
</table>
Strategy by Business for Fiscal Year Ending March 31, 2022
### Challenges to Address for FY March 31, 2022

#### Establish business structure that can secure profit margin of 10% during COVID-19 pandemic and achieve profit margin over 15% in new era after COVID-19 pandemic

#### Evolve and deepen, leveraging strengths in step with the times (high growth + high profitability)

<table>
<thead>
<tr>
<th>Category</th>
<th>Strategies</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Timepiece</strong></td>
<td>- Maintain sustainable growth and high profit structure by turning G-SHOCK users into loyal fans and increasing the percentage of direct e-commerce sales</td>
</tr>
<tr>
<td><strong>Education</strong></td>
<td>- Deepen market with stable growth of hardware business and unique software business that takes advantage of strengths</td>
</tr>
<tr>
<td><strong>Electronic musical instruments</strong></td>
<td>- Further expand “hobbyist/personal needs” by developing strategic product Slim &amp; Smart</td>
</tr>
</tbody>
</table>

#### Shift strategy to strengths to capture demand from evolving post-COVID values (to win in winnable domains)

<table>
<thead>
<tr>
<th>Category</th>
<th>Strategies</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>System equipment</strong></td>
<td>- Achieve results of structural reforms implemented in the previous fiscal year and become a stable profit-making business through transformation into a total solution business</td>
</tr>
<tr>
<td><strong>New businesses</strong></td>
<td>- Start and gradually step up creation of new markets, leveraging Casio’s strengths and technologies in new domains</td>
</tr>
<tr>
<td></td>
<td>- Stricter investment decisions (set investment limits and continue to make investment decisions based on cost effectiveness)</td>
</tr>
</tbody>
</table>
Timepiece Business

### Net Sales and OPM

<table>
<thead>
<tr>
<th></th>
<th>1H (Result)</th>
<th>2H (Forecasts)</th>
<th>Full year (Forecasts)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Sales</td>
<td>78.2</td>
<td>81.8</td>
<td>160.0</td>
</tr>
<tr>
<td>OPM</td>
<td>19%</td>
<td>18%</td>
<td>19%</td>
</tr>
</tbody>
</table>

### G-SHOCK brand share of sales

<table>
<thead>
<tr>
<th></th>
<th>1H (Result)</th>
<th>Full year (Goal)</th>
<th>FY March 2024 (Goal)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY March 2021</td>
<td>61%</td>
<td>64%</td>
<td>70%</td>
</tr>
<tr>
<td>FY March 2020</td>
<td>¥47.8 billion</td>
<td>¥48.0 billion</td>
<td></td>
</tr>
</tbody>
</table>

### Direct e-commerce ratio

<table>
<thead>
<tr>
<th></th>
<th>1H (Result)</th>
<th>Full year (Goal)</th>
<th>FY March 2024 (Goal)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY March 2021</td>
<td>4%</td>
<td>5%</td>
<td>10%</td>
</tr>
<tr>
<td>FY March 2020</td>
<td>¥2.9 billion</td>
<td>¥1.0 billion</td>
<td></td>
</tr>
</tbody>
</table>

### Expand G-SHOCK Brand Sales

- Increase users among youth/women and strengthen high-end products
- Approach to sport & health market

### Strategy to Expand Direct E-commerce and Directly Managed Stores and Increase Services for G-SHOCK Loyal Fans

- MY G-SHOCK, your own customized G-SHOCK
- Provide exclusive restoration service for G-SHOCK fans
- Leverage directly managed stores as places to build fan communities

### Focus on High-Growth Potential Chinese Market

- Strategy to expand distribution-linked users making full use of digital marketing
- Strengthen connections with users by integrating online and offline marketing

G-SHOCK sales

2Q: Approx. 2.5 million units, 1H: Approx. 4.8 million units

Expand G-SHOCK Brand Sales
Timepiece Businesses

Expand G-SHOCK Brand Sales

Revitalization through renewed youth appeal: Increase users among youth/women

- 2100 series, simple designs that match the trend for slimmer, more compact watches, continues to be popular. Leverage this series to strengthen appeal to young men and women
  Resin GA-2100 / Metal GM-2100 / GM-S2100 for women

Next stage for G-SHOCK brand: Win new users and increase fans with high-end products

- Flagship MR-G: appeal to users of rival luxury watches and affluent consumers based on “unparalleled craftsmanship”
- MT-G metal analogue product line: appeal to G-SHOCK fans based on uniqueness of the newest carbon materials

Approach sport & health market with unique world view

- Develop attractive design as a sport watch based on a pedometer and heart rate monitor that can be used to log activity
- Facilitate connection of workout data to other companies’ applications such as Apple Healthcare and Google Fit used by many users.

G-SHOCK strength lies in the integration of function and design, which targets people who enjoy sports as a lifestyle. G-SHOCK offers products that deliver basic sports functions but can also be enjoyed as fashion pieces.
Casio develops full-function G-SHOCK models for the sport & health market via a co-creation business model with ASICS.
Timepiece Businesses

Strategy to Expand Direct E-commerce and Directly Managed Stores and Increase Services for Loyal G-SHOCK Fans

Customize your own G-SHOCK

- MY G-SHOCK, a customization service that allows users to create their own original G-SHOCK with 1.9 million color selections launched in Japan on October 20
- Acquire new IDs with exclusive sales through direct e-commerce

*Obtaining greater response than anticipated

Provide exclusive services for G-SHOCK fans

- Restoration service to revitalize beloved, treasured G-SHOCK watches launched in Japan on October 5

*Number of applications exceeded number initially expected within one week of registration opening

Utilize directly managed stores as places to build fan communities

- Introduced G-SNAP, a mechanism for connecting online styling proposals by G-SHOCK store staff with the direct e-commerce site, in Taiwan following Japan

*Purchases are 3.8 times more likely after browsing G-SNAP than the direct e-commerce site

- Develop services and events that make G-SHOCK stores in places for building fan communities
Timepiece Businesses

Focus on High-Growth Potential Chinese Market

Strategy to expand distribution-linked users making full use of digital marketing (upper-income class/women/youth)

- Increase advertising targeting precision through analysis of EC big data in Double 11 – year-end sales campaigns (optimization through analysis of main products and users)

<table>
<thead>
<tr>
<th>Upper-income class</th>
<th>Appeal with luxury image</th>
<th>Open stores in high-end malls to improve brand image/expand sales of MR-G and MT-G</th>
</tr>
</thead>
<tbody>
<tr>
<td>Women</td>
<td>Increase number of women who wear G-SHOCK</td>
<td>Use key opinion leaders/expand sales of strategic model GM-S2100</td>
</tr>
<tr>
<td>Youth</td>
<td>Capture youth segment with interest in fashion, create buzz with events</td>
<td>Disseminate information using G-SHOCK brand ambassador Wang Yibo/create a buzz by holding CITY BATTLE (real event)</td>
</tr>
</tbody>
</table>

Strengthen connections with users by integrating online and offline activities (one-to-one marketing)

- Commenced introduction of mechanism for Online Merges with Offline (OMO) using WeChat mini-program at 5 directly management stores
  Makes it possible for customers who visit physical store to become members (immediate registration with QR code) and receive information and purchase products through the right channel at the right time
  Centralize member/purchase data, utilize in-house CRM, link online and offline marketing activities, and improve user experience through member benefits, etc.

*Planned appearance by Wang Yibo at CITY BATTLE Special Event in Shanghai on November 20

*Plan to develop and expand to stores other than directly managed stores in the future
**Education Business**

**Continue Contributing to Global Education by Providing Products (Software and Hardware) for a Variety of Specific Educational Environments**

<table>
<thead>
<tr>
<th></th>
<th>1H (Result)</th>
<th>2H (Forecasts)</th>
<th>Full year (Forecasts)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Sales</td>
<td>25.0</td>
<td>30.0</td>
<td>55.0</td>
</tr>
<tr>
<td>OPM</td>
<td>7%</td>
<td>11%</td>
<td>9%</td>
</tr>
</tbody>
</table>

Scientific calculators: Approx. 99.0 million (FY March 2021 Approx. 73.0 million)

**FYE March 2022 (Targets)**

- **Hardware**
  - Scientific calculators: Approx. 21.6 million
  - Electronic dictionaries: Approx. 700,000

- **Software**
  - ClassPad.net: Approx. 100,000
  - Support software: Approx. 200,000

**Sustainable and stable hardware business**

*Recovery in demand alongside resumption of face-to-face lessons and introduction of interactive online lessons*

- Scientific calculators: Expand markets through development in focus countries, in addition to existing stable markets
- Electronic dictionaries: Introduce strategic models for each school circumstance

**School closures due to COVID-19 (1 year ago)**

**Most recent**

Gradual recovery from schools closures and at-home learning in each region

- Europe, U.S., and China: resumption of face-to-face lessons or face-to-face combined with at-home lessons
- Southeast Asia: At-home lessons
- India/Central and South America, etc.: School closures – at-home lessons

Source: UNESCO
Leverage strengths to develop new educational markets (software business)

Japan: Support high school GIGA school project

- Began providing ClassPad.net, an online comprehensive learning platform that supports six high school subjects (Released September 2021. *Released β limited-function version in April 2021)
  *β version introduced at approximately 480 schools

- Only comprehensive learning platform that can be used with "World’s best electronic dictionary" and "World’s best math learning tool" on digital notes.

- Supports more interactive learning, such as sharing of notes between teachers and students

- Collaborate with Lenovo, which has a strong track record in PCs for educational institutions, to provide limited-function version ClassPad.net for Lenovo (scheduled for spring 2022)

Promote business to support Computer Based Testing / digital textbooks

- Provide test modules and automatic grading engine for textbook publishers and text administration companies, leveraging world-class calculation engine that can carry out calculations with mathematical formulas

Electronic dictionary function with highest student usage rate

1. Dictionary function (Ex-word mode)
2. Digital notes function
3. Math learning tool
4. Lesson support function

Automatic grading

Determine formula correct/incorrect

(CASIO)
Electronic Musical Instrument Business

Strengthen brand/business structure by continuing Slim & Smart strategy

**Product strategy: Reveal latent “hobbyist/personal needs” market focusing on Slim & Smart**

- Strengthen Slim & Smart product lineup
- Promote actual sales of Privia PX-S1100/S3100* and Casio CT-S1
- Launch new models with high sound quality and functionality for people seeking original musical expression (2H)

  *Includes wireless MIDI&AUDIO adaptor. Allows users to connect audio and MIDI wirelessly using Bluetooth to listen to their favorite music on their smartphone or tablet with immersive sound through the speakers of the piano.

**Distribution strategy**

- Continue expansion of specialized distribution (musical instrument store distribution) and develop new distribution channels
- Strengthen e-commerce (direct e-commerce/specialized distribution e-commerce)

**Strengthen communication with users**

- Strengthen CRM and visualize users based on CASIO Global Marketing System
- Promote lifestyle and instrument quality through influencers and brand ambassadors
- Strengthen branding centered on Casio and Privia
- Offer apps that make practicing, performing, and presenting the musical instrument more fun (2H)

**Net Sales**

<table>
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<th>1H (Result)</th>
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<tbody>
<tr>
<td>Net Sales</td>
<td>13.5</td>
<td>13.5</td>
<td>27.0</td>
</tr>
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**OPM**

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<tr>
<td>OPM</td>
<td>8%</td>
<td>3%</td>
<td>6%</td>
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</table>

*Temporary deterioration in profit in 2H due to cost increases and impact of production and shipment from component supply shortages.

Brand ambassador Hayato Sumino

A semi-finalist in the 18th International Chopin Piano Competition (October 2021), Hayato Sumino is a pianist with success across a number of genres while building a solid track record in classical music.

Privia PX-S1100

Wireless MIDI & AUDIO adaptor

PX-S1100/S3100 can be controlled wirelessly using the Chordana Play for Piano app on a smartphone, making it easy to change settings, such as tone selection, and to select music.
System Equipment Business (excluding sales from new businesses)

Aim for Business with Stable Profit by Solving Customers’ Challenges and Developing Win-Win Relationships with Them

**PA (handheld terminals)**
- Be a proposal-focused partner supporting operational streamlining and higher productivity for customers with strong hardware and solutions
  ⇒ Leverage strengths and expand with a focus on booming industries
  ⇒ Grip-style terminals designed for ease-of-use / completed Android conversion of terminals with strengths ahead of competitors

**SA (electronic cash registers)**
- Shift from product sales business (high man-hours, low profit, high sales)
  ⇒ Focus resources on cashless settlement terminals, shift business focus to promoting small-scale store DX

**CHS (human resources solutions business)**
**SMB (management support for small-scale enterprises business)**
- In addition to stable profitability, demand increasing for CHS and SMB due to changes to environment from COVID-19 pandemic (workstyle reform, personnel system revision)

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<th>Full year (Forecasts)</th>
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<tr>
<td>Net Sales</td>
<td>6.3</td>
<td>8.7</td>
<td>15.0</td>
</tr>
<tr>
<td>Operating Profit</td>
<td>-1.0</td>
<td>1.0</td>
<td>0.0</td>
</tr>
</tbody>
</table>

Reduced cost burden from current fiscal year onward with recording of extraordinary loss in previous fiscal year and also considerably reduced fixed costs by promoting structural reform (including incentive scheme for voluntary early retirement)
⇒ High percentage of sales in Japan (approx. 70%), so large impact from COVID-19, but the business will turn profitable as sales levels normalize.

Invested in advanced development costs to win an order in a large-scale business negotiation for PA (handheld terminals)
New Businesses

Sport & Health

■ Your own “smartphone personal coach” for running and walking

Have the ideal run

Running

Runmetrix
March 2021
Increase physical strength (exercise with a clear motivation)

Turn ordinary “outing” into “exercise”

Walking

Walkmetrix
October 2021
Promote health / eliminate presymptomatic disease (vague anxieties and concerns)

Share data

Core targets in Japan:
Approx. 1 million people

Core targets in Japan:
Approx. 12 million people

Downloads

Approx. 23,000

Monthly Active Users (MAU)

Approx. 60%

Downloads

Approx. 18,000

Monthly Active Users (MAU)

Approx. 43%

Very high retention compared with competing apps
⇒ Core fans acquired

✔ 10th in Android Play Market health & fitness genre (October 30 and 31)
✔ Initial download pace about double Runmetrix
✔ Further expansion expected with large number of core targets
New Businesses

Imaging

- Provide modules for facilitate use of endpoint AI
  - Provide image processing and sensing technologies as modules
  - Realize ultra-high speed, power-saving endpoint AI
  ⇒ Deploy in security equipment, stores (biometric authentication for settlements), factories (constant inspection systems), etc.

  - Contracted development of endpoint face recognition units (mass production planned in 2022)
  - Implementing PoC / promoting business negotiations (for finished products and modules)

Projection

- Provide bright compact projection modules

  Embedded domains
  
  Launch of embedded domains business with compact projection engine LH-200
  - Launched sales of augmented reality (AR) embedded projection module in September
  - Apply in fields such as smart home/smart building/smart factory
  - For Tokyo Electron Device: Adopted LH-200 for machine vision application with solid growth potential (TriMath vision robot system)

  Communication domains
  
  Promote sales of first product FORESIGHT VIEW
New Businesses

**Medical**

- From development of medical cameras to provision of image processing and diagnostic support services for doctors
  - Medical camera + AI image diagnosis support (dermatology, plastic surgery, cosmetic surgery, obstetrics and gynecology)
  - Providing: Dermocamera/dermoscope and image management software for dermatology
  - Under development: Colpocamera for obstetrics and gynecology (scheduled for spring 2022)
  - AI diagnostic support services (image diagnosis services using AI) (scheduled for spring 2023)

Commenced expansion outside Japan, aim to expand to even more countries
  - Commenced sales in Oceania in 2021
  - Plan to enter Taiwan market in 2021/North America market in 2022

**Beauty Tech**

- Provide a beauty experience that caters to each individual
  - Provide a new nail experience service
    - Can easily and quickly print your perfect nails in a variety of locations
  - Decision on commercialization based on results of PoC underway
  - Preparing to provide a service with a small start for Sanrio fans
Environmental Initiatives
Initiatives designed to help build a decarbonized society based on Casio’s Basic Policies on the Environment

■ Replace 48% of the power used in Japan (9,657 thousand kWh) with 100% renewable energy
Casio will gradually replace power at six sites in Japan, including head office and the two R&D centers with 100% renewable energy, starting on July 26, 2021.
As a result, we expect a reduction of 45% (from FY2021 results) in GHG emissions in Japan (Scope 1 + 2).
We will also promote introduction of 100% renewable energy to meet out greenhouse gas reduction target for FY2031.

■ Plan to join RE100 (Completed application)
RE100: International initiative under which companies aim to provide 100% of the electricity used in their business through renewable energy

■ Greenhouse gas reduction targets now validated by SBTi
Casio has also endorsed the TCFD recommendations and is disclosing information accordingly
SBTi: Greenhouse gas reduction targets aligned with level required by Paris Agreement
TCFD: International initiative requiring assessment and disclosure of financial impact of risks and opportunities posed by climate change

Casio’s greenhouse gas reduction targets
• 38% reduction by FY2031, compared to FY2019, and net zero by FY2051 (Scope1 + 2)
• 30% reduction in CO2 emissions from purchased goods and services and use of sold products by FY2031, compared to FY2019 (Scope 3)

Reference: Inclusion in ESG indexes
• Dow Jones Sustainability Index (included in Asia Pacific section for four straight years)
• FTSE4 Good Index (included for five straight years)
• MSCI WORLD ESG Leaders Index (included for eleven straight years)
• FTSE Blossom Japan Index
• MSCI Japan Empowering Women (WIN) Index
• S&P/JPX Carbon Efficient Index
## Impact of Foreign Exchange Rate Fluctuations

### FOREX Sensitivity (Major currencies)

<table>
<thead>
<tr>
<th>Currency</th>
<th>Assumed exchange rate (Oct 2021 – March 2022)</th>
<th>Yearly impact of one yen fluctuations</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Net sales</td>
</tr>
<tr>
<td></td>
<td></td>
<td>¥1.0 billion</td>
</tr>
<tr>
<td>U.S. Dollar</td>
<td>¥108</td>
<td>¥0.35 billion</td>
</tr>
<tr>
<td>Euro</td>
<td>¥126</td>
<td>¥0.18 billion</td>
</tr>
<tr>
<td>Chinese Yuan</td>
<td>¥16.3</td>
<td></td>
</tr>
</tbody>
</table>

*Impact of dollar-yen fluctuation is minimal as exports and imports are nearly in equilibrium*

### Actual Exchange Rate (YoY)

<table>
<thead>
<tr>
<th>Currency</th>
<th>1Q</th>
<th>2Q</th>
<th>1H</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. Dollar</td>
<td>¥109.5 (+¥1.9)</td>
<td>¥110.1 (+¥3.9)</td>
<td>¥109.8 (+¥2.9)</td>
</tr>
<tr>
<td>Euro</td>
<td>¥132.0 (+¥13.5)</td>
<td>¥129.8 (+¥5.7)</td>
<td>¥130.9 (+¥9.6)</td>
</tr>
<tr>
<td>Chinese Yuan</td>
<td>¥17.0 (+¥1.8)</td>
<td>¥17.0 (+¥1.7)</td>
<td>¥17.0 (+¥1.7)</td>
</tr>
</tbody>
</table>
## Financial Condition

### Liquidity on hand / Interest-bearing debt / Net cash

(Compared to the second half)

<table>
<thead>
<tr>
<th></th>
<th>Sept-16</th>
<th>Sept-17</th>
<th>Sept-18</th>
<th>Sept-19</th>
<th>Sept-20</th>
<th>Sept-21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Billions of yen</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Liquidity on hand</td>
<td>124.7</td>
<td>124.2</td>
<td>124.6</td>
<td>126.2</td>
<td>137.5</td>
<td>140.0</td>
</tr>
<tr>
<td>Interest-bearing debt</td>
<td>77.2</td>
<td>73.2</td>
<td>73.2</td>
<td>63.0</td>
<td>74.4</td>
<td>86.7</td>
</tr>
<tr>
<td>Net Cash</td>
<td>47.5</td>
<td>51.0</td>
<td>51.4</td>
<td>63.2</td>
<td>63.2</td>
<td>53.4</td>
</tr>
</tbody>
</table>

![Chart showing financial conditions](chart.png)
**Equity ratio / D/E ratio**

- **Equity ratio**
  - Mar-17: 55.9%
  - Mar-18: 56.8%
  - Mar-19: 59.2%
  - Mar-20: 60.6%
  - Mar-21: 63.8%
  - Sept-21: 63.6%

- **D/E ratio**
  - Mar-17: 0.37
  - Mar-18: 0.35
  - Mar-19: 0.33
  - Mar-20: 0.31
  - Mar-21: 0.25
  - Sept-21: 0.25

Reference 3