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# Financial Results

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For the fiscal year ended January 31, 2024



# Consolidated Income Statements Summary

¥ Million

	FY 2022 Results (22/2 – 23/1)	FY 2023 Results (23/2 – 24/1)	Increase (Decrease)
Order Accepted	67,600	82,329	14,729
<b>Net Sales</b>	<b>64,221</b>	<b>81,200</b>	<b>16,979</b>
<b>Gross Profit</b>	<b>10,710</b>	<b>14,522</b>	<b>3,811</b>
Selling, General & Admin. Expenses	10,093	10,639	545
<b>Operating Income</b>	<b>616</b>	<b>3,883</b>	<b>3,266</b>
Non-operating Income(Expenses)	177	111	△65
<b>Ordinary Income</b>	<b>793</b>	<b>3,995</b>	<b>3,201</b>
Extraordinary Income(Expenses)	△10	16	27
Income before Income Taxes	782	4,011	3,228
Income Taxes-current	447	1,398	950
Income Taxes-deferred	△124	△157	△33
<b>Net Income</b>	<b>459</b>	<b>2,771</b>	<b>2,311</b>
E P S	9.68	58.06	48.38
R O E	1.6	9.1	7.5

# Consolidated Balance Sheets Summary

¥ Million

	As of Jan. 31 2023	As of Jan. 31 2024
<b>ASSETS</b>		
Current Assets	34,519	42,065
Fixed Assets	7,338	8,586
<b>Total Assets</b>	<b>41,858</b>	<b>50,651</b>
<b>Liabilities</b>		
Current Liabilities	11,238	18,058
Noncurrent Liabilities	1,204	966
<b>Total Liabilities</b>	<b>12,443</b>	<b>19,025</b>
<b>Net Assets</b>		
Shareholder's Equity	29,156	30,730
Other accumulated comprehensive income	257	896
<b>Total Net Assets</b>	<b>29,414</b>	<b>31,626</b>
<b>Total Liabilities and Net Assets</b>	<b>41,858</b>	<b>50,651</b>

# Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2022 Results (22/2-23/1)	FY2023 Results (23/2-24/1)	Increase (Decrease)
Commercial And Other Facility Market	36,144	46,823	10,678
Chain Store Market	18,269	23,282	5,012
Cultural Facility Market	9,409	10,672	1263
Others	397	422	25
<b>Net Sales</b>	<b>64,221</b>	<b>81,200</b>	<b>16,979</b>
Commercial And Other Facility Market	123	2,341	2,218
Chain Store Market	336	1,125	789
Cultural Facility Market	70	293	222
Others	83	114	30
Segment profit adjustment	3	7	4
<b>Operating Income</b>	<b>616</b>	<b>3,883</b>	<b>3,266</b>

## Consolidated Cash Flow Statements Summary

¥ Million

	<b>FY2022</b> <b>Full Year</b> <b>Results</b> <b>(22/2-23/1)</b>	<b>FY2023</b> <b>Full Year</b> <b>Results</b> <b>(23/2-24/1)</b>
Net Cash Provided by ( Used in ) Operating Activities	1,810	2,781
Net Cash Provided by ( Used in ) Investing Activities	△1,075	△379
Net Cash Provided by ( Used in ) Financing Activities	△1,364	△1,469
Net Increase (Decrease) in Cash and Cash Equivalents	△616	954
Cash and Cash Equivalents at the Beginning of the Fiscal Year	16,356	15,739
Cash and Cash Equivalents at the End of the Fiscal Year	15,739	16,694

# Forecast for the Year Ended January 2025 — 2027

## (Consolidated Earnings)

¥ Million

	<b>FY2024 Full Year Forecast (24/2-25/1)</b>	<b>FY2025 Full Year Forecast (25/2-26/1)</b>	<b>FY2026 Full Year Forecast (26/2-27/1)</b>
Order Accepted	86,650	86,000	87,000
Net Sales	83,000	85,000	86,000
Gross Profit	14,900	15,700	16,100
Operating Income	4,000	4,200	4,500
Ordinary Income	4,100	4,300	4,600
Net Income	2,800	2,900	3,100
E P S	58.52	60.61	64.79
R O E	8.7	8.6	8.8

※ Accounting standards for revenue recognition are applied .

# Forecast for the Year Ended January 2025 – 2027

(Consolidated Net Sales & Operating Income by Market Segment)

¥ Million

	<b>FY2024 Full Year Forecast (24/2-25/1)</b>	<b>FY2025 Full Year Forecast (25/2-26/1)</b>	<b>FY2026 Full Year Forecast (26/2-27/1)</b>
Commercial And Other Facility Market	48,200	50,000	50,500
Chain Store Market	23,800	24,000	24,500
Cultural Facility Market	10,500	10,500	10,500
Others	500	500	500
<b>Net Sales</b>	<b>83,000</b>	<b>85,000</b>	<b>86,000</b>
Commercial And Other Facility Market	2,400	2,500	2,700
Chain Store Market	1,200	1,200	1,200
Cultural Facility Market	300	400	500
Others	100	100	100
Segment profit adjustment	—	—	—
<b>Operating Income</b>	<b>4,000</b>	<b>4,200</b>	<b>4,500</b>