
Financial Results

For the third quarter ended October 31, 2012



Consolidated Income Statements Summary

¥ Million

	FY 2011 3rd Quarter Results (11/2 – 11/10)	FY 2012 3rd Quarter Results (12/2 – 12/10)	Increase (Decrease)	FY2012 Full Year Forecast (12/2-13/1)
Order Accepted	34,882	41,586	6,764	56,100
Net Sales	41,582	40,835	(746)	51,000
Gross Profit	5,532	6,414	881	7,330
Selling, General & Admin. Expenses	4,399	4,407	8	6,220
Operating Income	1,133	2,006	873	1,110
Non-operating Income(Expenses)	52	39	(12)	40
Ordinary Income	1,184	2,046	861	1,150
Extraordinary Income(Expenses)	(71)	(15)	56	0
Total Income Taxes	139	180	40	190
Income Taxes-deferred	27	20	(7)	20
Minority Interests in Income(Loss)	—	—	—	—
Net Income	946	1,829	883	940
E P S	38.26	74.01	35.75	38.01
ROE	9.3	15.7	6.4	9.1

Consolidated Balance Sheets Summary

¥ Million

	As of Oct. 31 2012	As of Jan. 31 2012
ASSETS		
Current Assets	19,800	15,673
Fixed Assets	10,242	10,077
Total Assets	30,042	25,751
Liabilities		
Current Liabilities	14,134	11,496
Noncurrent Liabilities	4,256	4,368
Total Liabilities	18,390	15,865
Net Assets		
Shareholder's Equity	11,404	9,674
Valuation and Translation Differences	247	211
Minority Interests	—	—
Total Net Assets	11,651	9,885
Total Liabilities and Net Assets	30,042	25,751

Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2011 3rd Quarter Results (11/2-11/10)	FY2012 3rd Quarter Results (12/2-12/10)	Increase (Decrease)	FY2012 Full Year Forecast (12/2 – 13/1)
Commercial And Other Facility Market	22,825	23,418	593	30,000
Chain Store Market	10,431	10,760	328	12,200
Cultural Facility Market	6,737	5,191	(1,545)	6,800
Others	1,588	1,464	(123)	2,000
Net Sales	41,582	40,835	(746)	51,000
Commercial And Other Facility Market	267	985	717	310
Chain Store Market	△26	403	429	340
Cultural Facility Market	576	209	(367)	80
Others	297	397	100	380
Segment profit adjustment	18	11	(6)	—
Operating Income	1,133	2,006	873	1,110

Consolidated Cash Flow Statements Summary

¥ Million

	FY2011 3rd Quarter Results (11/2-11/10)	FY2012 3rd Quarter Results (12/2-12/10)
Net Cash Provided by (Used in) Operating Activities	1,429	(385)
Net Cash Provided by (Used in) Investing Activities	(34)	(132)
Net Cash Provided by (Used in) Financing Activities	(753)	1,805
Net Increase (Decrease) in Cash and Cash Equivalents	634	1,290
Cash and Cash Equivalents at Beginning of Year	4,426	3,716
Cash and Cash Equivalents at End of Period	5,060	5,006

Forecast for the Year Ended January 2012 (Consolidated Earnings)

¥ Million

	FY2010 Full Year Results (10/2-11/1)	FY2011 Full Year Results (11/2-12/1)	FY2012 Full Year Forecast (12/2-13/1)
Order Accepted	56,186	47,585	56,100
Net Sales	53,441	52,049	51,000
Gross Profit	7,090	6,890	7,330
Operating Income	1,020	721	1,110
Ordinary Income	1,050	807	1,150
Net Income	811	573	940
E P S	32.83	23.18	38.01
ROE	9.0	5.9	9.1

Forecast for the Year Ended January 2012

(Consolidated Net Sales & Operating Income by Market Segment)

¥ Million

	FY2011 Full Year Results (11/2-12/1)	FY2012 Full Year Forecast (12/2-13/1)
Commercial And Other Facility Market	29,163	30,000
Chain Store Market	12,600	12,200
Cultural Facility Market	8,058	6,800
Others	2,227	2,000
Net Sales	52,049	51,000
Commercial And Other Facility Market	115	310
Chain Store Market	(338)	340
Cultural Facility Market	468	80
Others	454	380
Segment profit adjustment	21	—
Operating Income	721	1,110