

Financial Results

For the first quarter ended April 30, 2013



Consolidated Income Statements Summary

¥ Million

	FY 2012 1st Quarter Results (12/2 – 12/4)	FY 2013 1st Quarter Results (13/2 – 13/4)	Increase (Decrease)	FY2013 Full Year Forecast (13/2-14/1)
Order Accepted	12,373	14,724	2,350	59,500
Net Sales	16,294	18,890	2,595	57,500
Gross Profit	2,586	3,031	444	8,630
Selling, General & Admin. Expenses	1,404	1,685	280	7,180
Operating Income	1,181	1,345	164	1,450
Non-operating Income(Expenses)	21	39	18	40
Ordinary Income	1,202	1,385	182	1,490
Extraordinary Income(Expenses)	2	1	△1	—
Total Income Taxes	71	115	44	220
Income Taxes-deferred	7	44	36	20
Minority Interests in Income(Loss)	—	—	—	—
Net Income	1,126	1,227	100	1,250
E P S	45.57	49.65	4.08	50.57
ROE	10.3	9.7	△ 0.5	10.6

Consolidated Balance Sheets Summary

¥ Million

	As of Apr. 30 2013	As of Jan. 31 2013
ASSETS		
Current Assets	23,414	17,911
Fixed Assets	10,916	10,477
Total Assets	34,330	28,388
Liabilities		
Current Liabilities	18,029	12,873
Fixed Liabilities	3,684	4,311
Total Liabilities	21,714	17,185
Net Assets		
Shareholder's Equity	11,800	10,723
Other accumulated comprehensive income	815	479
Minority Interests	—	—
Total Net Assets	12,616	11,203
Total Liabilities and Net Assets	34,330	28,388

Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2012 1st Quarter Result (12/2 – 12/4)	FY2013 1st Quarter Result (13/2 – 13/4)	Increase (Decrease)	FY2013 Full Year Forecast (13/2 – 14/1)
Commercial And Other Facility Market	8,677	10,169	1,491	33,300
Chain Store Market	4,162	4,693	530	13,500
Cultural Facility Market	2,963	3,530	566	8,600
Others	490	497	6	2,100
Net Sales	16,294	18,890	2,595	57,500
Commercial And Other Facility Market	456	452	△3	450
Chain Store Market	180	249	68	250
Cultural Facility Market	396	474	78	250
Others	149	147	△1	500
Segment profit adjustment	0	21	22	—
Operating Income	1,181	1,345	164	1,450

Consolidated Cash Flow Statements Summary

¥ Million

	FY2012 1st Quarter Result (12/2 – 12/4)	FY2013 1st Quarter Result (13/2 – 13/4)
Net Cash Provided by (Used in) Operating Activities	Δ2,062	139
Net Cash Provided by (Used in) Investing Activities	50	43
Net Cash Provided by (Used in) Financing Activities	1,835	2,139
Net Increase (Decrease) in Cash and Cash Equivalents	Δ163	2,340
Cash and Cash Equivalents at Beginning of Year	3,716	4,498
Cash and Cash Equivalents at End of Period	3,553	6,838

Forecast for the Year Ended January 2014

(Consolidated Earnings)

¥ Million

	FY2011 Full Year Results (11/2-12/1)	FY2012 Full Year Results (12/2-13/1)	FY2013 Full Year Forecast (13/2-14/1)
Order Accepted	47,585	58,060	59,500
Net Sales	52,049	53,571	57,500
Gross Profit	6,890	8,090	8,630
Operating Income	721	1,390	1,450
Ordinary Income	807	1,474	1,490
Net Income	573	1,149	1,250
E P S	23.18	46.50	50.57
ROE	5.9	10.9	10.6

Forecast for the Year Ended January 2014

(Consolidated Net Sales & Operating Income by Market Segment)

¥ Million

	FY2012 Full Year Results (12/2-13/1)	FY2013 Full Year Forecast (13/2-14/1)
Commercial And Other Facility Market	31,471	33,300
Chain Store Market	13,191	13,500
Cultural Facility Market	6,844	8,600
Others	2,063	2,100
Net Sales	53,571	57,500
Commercial And Other Facility Market	642	450
Chain Store Market	159	250
Cultural Facility Market	46	250
Others	542	500
Segment profit adjustment	△1	—
Operating Income	1,390	1,450