
Financial Results

For the second quarter ended July 31, 2013



Consolidated Income Statements Summary

¥ Million

	FY 2012 2nd Quarter Results (12/2 – 12/7)	FY 2013 2nd Quarter Results (13/2 – 13/7)	Increase (Decrease)	FY2013 Full Year Forecast (13/2-14/1)
Order Accepted	26,094	26,403	309	59,500
Net Sales	26,902	29,470	2,568	57,500
Gross Profit	4,172	4,645	472	8,630
Selling, General & Admin. Expenses	2,912	3,425	512	7,180
Operating Income	1,260	1,220	△39	1,450
Non-operating Income(Expenses)	24	67	42	40
Ordinary Income	1,284	1,287	2	1,490
Extraordinary Income(Expenses)	△6	1	8	—
Total Income Taxes	125	112	△12	220
Income Taxes-deferred	21	75	54	20
Minority Interests in Income(Loss)	—	—	—	—
Net Income	1,131	1,100	△31	1,250
E P S	45.76	44.52	△1.24	50.57
ROE	10.3	8.9	△1.4	10.6

Consolidated Balance Sheets Summary

¥ Million

	As of Jul. 31 2013	As of Jan. 31 2013
ASSETS		
Current Assets	18,592	17,911
Fixed Assets	10,828	10,477
Total Assets	29,420	28,388
Liabilities		
Current Liabilities	13,359	12,873
Fixed Liabilities	3,636	4,311
Total Liabilities	16,996	17,185
Net Assets		
Shareholder's Equity	11,662	10,723
Other accumulated comprehensive income	761	479
Minority Interests	—	—
Total Net Assets	12,424	11,203
Total Liabilities and Net Assets	29,420	28,388

Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2012 2nd Quarter Result (12/2 – 12/7)	FY2013 2nd Quarter Result (13/2 – 13/7)	Increase (Decrease)	FY2013 Full Year Forecast (13/2 – 14/1)
Commercial And Other Facility Market	15,527	17,318	1,791	33,300
Chain Store Market	6,714	6,608	△106	13,500
Cultural Facility Market	3,676	4,550	874	8,600
Others	983	992	8	2,100
Net Sales	26,902	29,470	2,568	57,500
Commercial And Other Facility Market	572	552	△20	450
Chain Store Market	147	106	△41	250
Cultural Facility Market	264	282	17	250
Others	263	235	△27	500
Segment profit adjustment	11	43	31	—
Operating Income	1,260	1,220	△39	1,450

Consolidated Cash Flow Statements Summary

¥ Million

	FY2012 2nd Quarter Result (12/2 – 12/7)	FY2013 2nd Quarter Result (13/2 – 13/7)
Net Cash Provided by (Used in) Operating Activities	191	1,507
Net Cash Provided by (Used in) Investing Activities	△87	22
Net Cash Provided by (Used in) Financing Activities	△490	△155
Net Increase (Decrease) in Cash and Cash Equivalents	△384	1,404
Cash and Cash Equivalents at Beginning of Year	3,716	4,498
Cash and Cash Equivalents at End of Period	3,332	5,903

Forecast for the Year Ended January 2014

(Consolidated Earnings)

¥ Million

	FY 2011 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