
Financial Results

For the third quarter ended October 31, 2013



Consolidated Income Statements Summary

¥ Million

	FY 2012 3rd Quarter Results (12/2 – 12/10)	FY 2013 3rd Quarter Results (13/2 – 13/10)	Increase (Decrease)
Order Accepted	41,586	44,445	2,868
Net Sales	40,835	42,880	2,044
Gross Profit	6,414	6,972	558
Selling, General & Admin. Expenses	4,407	5,126	719
Operating Income	2,006	1,845	△ 160
Non-operating Income(Expenses)	39	103	63
Ordinary Income	2,046	1,948	△ 97
Extraordinary Income(Expenses)	△ 15	32	47
Income before Income Taxes	2,031	1,981	△ 49
Income Taxes-current	180	242	61
Income Taxes-deferred	20	△ 628	△ 649
Income before minority Interest	1,829	2,368	538
Net Income	1,829	2,368	538
E P S	74.01	95.85	21.84
ROE	15.7	17.2	1.5

Consolidated Balance Sheets Summary

¥ Million

	As of Oct. 31 2013	As of Jan. 31 2013
ASSETS		
Current Assets	21,175	17,911
Fixed Assets	11,011	10,477
Total Assets	32,186	28,388
Liabilities		
Current Liabilities	14,903	12,873
Noncurrent Liabilities	3,475	4,311
Total Liabilities	18,379	17,185
Net Assets		
Shareholder's Equity	12,922	10,723
Other accumulated comprehensive income	885	479
Minority Interests	—	—
Total Net Assets	13,807	11,203
Total Liabilities and Net Assets	32,186	28,388

Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2012 3rd Quarter Results (12/2-12/10)	FY2013 3rd Quarter Results (13/2-13/10)	Increase (Decrease)	FY2013 Full Year Forecast (13/2 – 14/1)
Commercial And Other Facility Market	23,418	24,507	1088	33,300
Chain Store Market	10,760	10,610	△ 149	13,500
Cultural Facility Market	5,191	6,279	1,087	8,600
Others	1,464	1,482	17	2,100
Net Sales	40,835	42,880	2,044	57,500
Commercial And Other Facility Market	985	821	△ 163	610
Chain Store Market	403	367	△ 35	260
Cultural Facility Market	209	258	49	260
Others	397	359	△ 38	500
Segment profit adjustment	11	38	27	—
Operating Income	2,006	1,845	△ 160	1,630

Consolidated Cash Flow Statements Summary

¥ Million

	FY2012 3rd Quarter Results (12/2-12/10)	FY2013 3rd Quarter Results (13/2-13/10)
Net Cash Provided by (Used in) Operating Activities	△ 385	2,261
Net Cash Provided by (Used in) Investing Activities	△ 132	65
Net Cash Provided by (Used in) Financing Activities	1,805	△ 310
Net Increase (Decrease) in Cash and Cash Equivalents	1,290	2,046
Cash and Cash Equivalents at Beginning of Year	3,716	4,498
Cash and Cash Equivalents at End of Period	5,006	6,544



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	8,810
Operating Income	721	1,390	1,630
Ordinary Income	807	1,474	1,700
Net Income	573	1,149	2,100
E P S	23.18	46.50	85.07
ROE	5.9	10.9	17.3

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	610
Chain Store Market	159	260
Cultural Facility Market	46	260
Others	542	500
Segment profit adjustment	△ 1	—
Operating Income	1,390	1,630