
Financial Results

For the first quarter ended April 30, 2018



Consolidated Income Statements Summary

¥ Million

	FY 2017 1st Quarter Results (17/2 - 17/4)	FY 2018 1st Quarter Results (18/2 - 18/4)	Increase (Decrease)
Order Accepted	19,370	18,037	△1,332
Net Sales	21,476	24,173	2,697
Gross Profit	3,690	4,641	950
Selling, General & Admin. Expenses	2,063	2,148	85
Operating Income	1,627	2,492	865
Non-operating Income(Expenses)	4	17	12
Ordinary Income	1,632	2,509	877
Extraordinary Income(Expenses)	—	—	—
Income before Income Taxes	1,632	2,509	877
Income Taxes-current	550	884	334
Income Taxes-deferred	4	△72	△77
Net Income	1,077	1,697	620
E P S	22.40	35.29	12.89
R O E	4.56	6.49	1.93

Consolidated Balance Sheets Summary

¥ Million

	As of Apr. 30 2018	As of Jan. 31 2018
ASSETS		
Current Assets	38,816	35,203
Fixed Assets	9,002	8,765
Total Assets	47,819	43,968
Liabilities		
Current Liabilities	20,073	16,901
Noncurrent Liabilities	1,568	1,556
Total Liabilities	21,642	18,457
Net Assets		
Shareholder's Equity	24,808	24,120
Other accumulated comprehensive income	1,368	1,389
Total Net Assets	26,176	25,510
Total Liabilities and Net Assets	47,819	43,968

Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2017 1st Quarter Results (17/2-17/4)	FY2018 1st Quarter Results (18/2-18/4)	Increase (Decrease)	FY2018 Full Year Forecast (18/2-19/1)
Commercial And Other Facility Market	10,211	12,079	1,868	47,200
Chain Store Market	6,581	5,891	△690	19,600
Cultural Facility Market	4,538	6,040	1,502	11,500
Others	145	161	16	700
Net Sales	21,476	24,173	2,697	79,000
Commercial And Other Facility Market	350	846	496	2,590
Chain Store Market	544	472	△71	1,110
Cultural Facility Market	673	1,089	415	800
Others	55	77	22	200
Segment profit adjustment	3	6	3	—
Operating Income	1,627	2,492	865	4,700

Consolidated Cash Flow Statements Summary

¥ Million

	FY2017 1st Quarter Results (17/2-17/4)	FY2018 1st Quarter Results (18/2-18/4)
Net Cash Provided by (Used in) Operating Activities	△2,440	1,580
Net Cash Provided by (Used in) Investing Activities	△228	△347
Net Cash Provided by (Used in) Financing Activities	△600	△1,456
Net Increase (Decrease) in Cash and Cash Equivalents	△3,260	△232
Cash and Cash Equivalents at Beginning of Year	16,196	14,384
Cash and Cash Equivalents at End of Period	12,935	14,151

Forecast for the Year Ended January 2019 (Consolidated Earnings)

¥ Million

	FY2016 Full Year Results (16/2-17/1)	FY2017 Full Year Results (17/2-18/1)	FY2018 Full Year Forecast (18/2-19/1)
Order Accepted	72,883	80,490	81,000
Net Sales	70,781	75,156	79,000
Gross Profit	12,337	13,364	13,600
Operating Income	3,929	4,587	4,700
Ordinary Income	4,115	4,741	4,800
Net Income	2,626	3,221	3,230
E P S	54.58	66.96	67.14
ROE	11.8	13.3	12.3

Forecast for the Year Ended January 2019

(Consolidated Net Sales & Operating Income by Market Segment)

¥ Million

	FY2017 Full Year Results (17/2-18/1)	FY2018 Full Year Forecast (18/2-19/1)
Commercial And Other Facility Market	44,202	47,200
Chain Store Market	19,516	19,600
Cultural Facility Market	10,792	11,500
Others	645	700
Net Sales	75,156	79,000
Commercial And Other Facility Market	2,539	2,590
Chain Store Market	1,145	1,110
Cultural Facility Market	694	800
Others	205	200
Segment profit adjustment	2	—
Operating Income	4,587	4,700