
Financial Results

For the second quarter ended July 31, 2018



Consolidated Income Statements Summary

¥ Million

	FY 2017 2nd Quarter Results (17/2 - 17/7)	FY 2018 2nd Quarter Results (18/2 - 18/7)	Increase (Decrease)
Order Accepted	38,915	37,885	△1,030
Net Sales	40,219	40,946	726
Gross Profit	7,057	7,223	166
Selling, General & Admin. Expenses	4,146	4,371	225
Operating Income	2,910	2,851	△59
Non-operating Income(Expenses)	52	63	11
Ordinary Income	2,963	2,915	△47
Extraordinary Income(Expenses)	-	25	25
Income before Income Taxes	2,963	2,941	△21
Income Taxes-current	832	784	△48
Income Taxes-deferred	147	212	65
Net Income	1,984	1,945	△38
E P S	41.24	40.43	△0.81
ROE	8.1	7.4	△0.7

Consolidated Balance Sheets Summary

¥ Million

	As of Jan. 31 2018	As of Jul. 31 2018
ASSETS		
Current Assets	35,203	38,399
Fixed Assets	8,765	9,031
Total Assets	43,968	47,431
Liabilities		
Current Liabilities	16,901	19,533
Noncurrent Liabilities	1,556	1,553
Total Liabilities	18,457	21,087
Net Assets		
Shareholder's Equity	24,120	25,055
Other accumulated comprehensive income	1,389	1,288
Total Net Assets	25,510	26,343
Total Liabilities and Net Assets	43,968	47,431

Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2017 2nd Quarter Results (17/2-17/7)	FY2018 2nd Quarter Results (18/2-18/7)	Increase (Decrease)	FY2018 Full Year Forecast (18/2 -19/1)
Commercial And Other Facility Market	23,308	23,813	505	47,200
Chain Store Market	11,047	9,781	△1,265	19,600
Cultural Facility Market	5,568	7,036	1,467	11,500
Others	295	313	18	700
Net Sales	40,219	40,946	726	79,000
Commercial And Other Facility Market	1,531	1,310	△221	2,590
Chain Store Market	844	635	△208	1,110
Cultural Facility Market	423	771	347	800
Others	99	129	29	200
Segment profit adjustment	11	5	△6	—
Operating Income	2,910	2,851	△59	4,700

Consolidated Cash Flow Statements Summary

¥ Million

	FY2017 2nd Quarter Results (17/2-17/7)	FY2018 2nd Quarter Results (18/2-18/7)
Net Cash Provided by (Used in) Operating Activities	988	2,670
Net Cash Provided by (Used in) Investing Activities	△427	△326
Net Cash Provided by (Used in) Financing Activities	△652	△1,522
Net Increase (Decrease) in Cash and Cash Equivalents	△86	805
Cash and Cash Equivalents at Beginning of Year	16,196	14,384
Cash and Cash Equivalents at End of Period	16,109	15,190

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