
Financial Results

For the third quarter ended October 31, 2018



Consolidated Income Statements Summary

¥ Million

	FY 2017 3rd Quarter Results (17/2 – 17/10)	FY 2018 3rd Quarter Results (18/2 – 18/10)	Increase (Decrease)
Order Accepted	57,614	62,521	4,907
Net Sales	55,316	60,863	5,546
Gross Profit	9,585	10,053	467
Selling, General & Admin. Expenses	6,181	6,625	444
Operating Income	3,404	3,427	23
Non-operating Income(Expenses)	117	141	24
Ordinary Income	3,521	3,569	47
Extraordinary Income(Expenses)	2	335	333
Income before Income Taxes	3,524	3,905	381
Income Taxes-current	1,113	1,203	89
Income Taxes-deferred	76	△137	△214
Net Income	2,333	2,839	505
E P S	48.51	59.09	10.58
R O E	9.6	11.0	1.4

Consolidated Balance Sheets Summary

¥ Million

	As of Jan. 31 2018	As of Oct. 31 2018
ASSETS		
Current Assets	35,203	37,230
Fixed Assets	8,765	8,347
Total Assets	43,968	45,578
Liabilities		
Current Liabilities	16,901	18,242
Noncurrent Liabilities	1,556	1,556
Total Liabilities	18,457	19,799
Net Assets		
Shareholder's Equity	24,120	24,775
Other accumulated comprehensive income	1,389	1,003
Total Net Assets	25,510	25,778
Total Liabilities and Net Assets	43,968	45,578

Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2017 3rd Quarter Results (17/2-17/10)	FY2018 3rd Quarter Results (18/2-18/10)	Increase (Decrease)	FY2018 Full Year Forecast (18/2-19/1)
Commercial And Other Facility Market	31,819	36,728	4,908	49,600
Chain Store Market	15,866	15,338	△527	20,750
Cultural Facility Market	7,171	8,308	1,137	10,900
Others	460	487	27	650
Net Sales	55,316	60,863	5,546	81,900
Commercial And Other Facility Market	1,700	1,661	△39	2,320
Chain Store Market	1,199	995	△203	1,240
Cultural Facility Market	337	572	234	600
Others	160	191	30	240
Segment profit adjustment	6	7	—	—
Operating Income	3,404	3,427	23	4,400

Consolidated Cash Flow Statements Summary

¥ Million

	FY2017 3rd Quarter Results (17/2-17/10)	FY2018 3rd Quarter Results (18/2-18/10)
Net Cash Provided by (Used in) Operating Activities	43	3,489
Net Cash Provided by (Used in) Investing Activities	△736	224
Net Cash Provided by (Used in) Financing Activities	△2,081	△2,335
Net Increase (Decrease) in Cash and Cash Equivalents	△2,770	1,397
Cash and Cash Equivalents at Beginning of Year	16,196	14,384
Cash and Cash Equivalents at End of Period	13,426	15,782

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	82,300
Net Sales	70,781	75,156	81,900
Gross Profit	12,337	13,364	13,500
Operating Income	3,929	4,587	4,400
Ordinary Income	4,115	4,741	4,500
Net Income	2,626	3,221	3,500
E P S	54.58	66.96	73.22
ROE	11.8	13.3	13.3

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	49,600
Chain Store Market	19,516	20,750
Cultural Facility Market	10,792	10,900
Others	645	650
Net Sales	75,156	81,900
Commercial And Other Facility Market	2,539	2,320
Chain Store Market	1,145	1,240
Cultural Facility Market	694	600
Others	205	240
Segment profit adjustment	2	—
Operating Income	4,587	4,400