
Financial Results

For the fiscal year ended January 31, 2019



Consolidated Income Statements Summary

¥ Million

	FY 2017 Results (17/2 – 18/1)	FY 2018 Results (18/2 – 19/1)	Increase (Decrease)
Order Accepted	80,490	83,173	2,682
Net Sales	75,156	82,677	7,520
Gross Profit	13,364	14,163	798
Selling, General & Admin. Expenses	8,777	9,138	361
Operating Income	4,587	5,025	437
Non-operating Income(Expenses)	153	193	40
Ordinary Income	4,741	5,219	477
Extraordinary Income(Expenses)	93	579	485
Income before Income Taxes	4,834	5,798	963
Income Taxes-current	1,667	1,683	15
Income Taxes-deferred	△54	△91	△36
Net Income	3,221	4,206	984
E P S	66.96	87.63	20.67
R O E	13.3	16.0	2.7

Consolidated Balance Sheets Summary

¥ Million

	As of Jan. 31 2018	As of Jan. 31 2019
ASSETS		
Current Assets	35,203	36,103
Fixed Assets	8,765	8,165
Total Assets	43,968	44,269
Liabilities		
Current Liabilities	16,901	16,072
Noncurrent Liabilities	1,556	1,273
Total Liabilities	18,457	17,346
Net Assets		
Shareholder's Equity	24,120	26,193
Other accumulated comprehensive income	1,389	729
Total Net Assets	25,510	26,922
Total Liabilities and Net Assets	43,968	44,269

Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2017 Results (17/2-18/1)	FY2018 Results (18/2-19/1)	Increase (Decrease)
Commercial And Other Facility Market	44,202	49,870	5,667
Chain Store Market	19,516	21,234	1,718
Cultural Facility Market	10,792	10,884	92
Others	645	687	42
Net Sales	75,156	82,677	7,520
Commercial And Other Facility Market	2,539	2,648	109
Chain Store Market	1,145	1,484	338
Cultural Facility Market	694	641	△53
Others	205	239	33
Segment profit adjustment	2	12	9
Operating Income	4,587	5,025	437

Consolidated Cash Flow Statements Summary

¥ Million

	FY2017 Full Year Results (17/2-18/1)	FY2018 Full Year Results (18/2-19/1)
Net Cash Provided by (Used in) Operating Activities	790	4,811
Net Cash Provided by (Used in) Investing Activities	△526	118
Net Cash Provided by (Used in) Financing Activities	△2,099	△2,346
Effect of exchange rate changes on cash and cash equivalents	24	△28
Net Increase (Decrease) in Cash and Cash Equivalents	△1,811	2,555
Cash and Cash Equivalents at the Beginning of the Fiscal Year	16,196	14,384
Cash and Cash Equivalents at the End of the Fiscal Year	14,384	16,940

Forecast for the Year Ended January 2019 – 2021 (Consolidated Earnings)

¥ Million

	FY2017 Full Year Results (17/2-18/1)	FY2018 Full Year Results (18/2-19/1)	FY2019 Full Year Forecast (19/2-20/1)	FY2020 Full Year Forecast (20/2-21/1)
Order Accepted	80,490	83,173	88,000	90,000
Net Sales	75,156	82,677	84,000	87,500
Gross Profit	13,364	14,163	14,700	15,700
Operating Income	4,587	5,025	5,400	6,100
Ordinary Income	4,741	5,219	5,500	6,200
Net Income	3,221	4,206	3,750	4,200
E P S	66.96	87.63	78.38	87.78
R O E	13.3	16.0	13.5	14.1

Forecast for the Year Ended January 2019 – 2021

(Consolidated Net Sales & Operating Income by Market Segment)

¥ Million

	FY2017 Full Year Results (17/2-18/1)	FY2018 Full Year Results (18/2-19/1)	FY2019 Full Year Forecast (19/2-20/1)	FY2020 Full Year Forecast (20/2-21/1)
Commercial And Other Facility Market	44,202	49,870	51,600	53,000
Chain Store Market	19,516	21,234	20,900	22,000
Cultural Facility Market	10,792	10,884	11,100	12,100
Others	645	687	400	400
Net Sales	75,156	82,677	84,000	87,500
Commercial And Other Facility Market	2,539	2,648	3,230	3,580
Chain Store Market	1,145	1,484	1,360	1,520
Cultural Facility Market	694	641	690	880
Others	205	239	120	120
Segment profit adjustment	2	12	—	—
Operating Income	4,587	5,025	5,400	6,100