
Financial Results

For the first quarter ended April 30, 2019



Consolidated Income Statements Summary

¥ Million

	FY 2018 1st Quarter Results (18/2 - 18/4)	FY 2019 1st Quarter Results (19/2 - 19/4)	Increase (Decrease)
Order Accepted	18,037	19,494	1,456
Net Sales	24,173	21,578	△2,595
Gross Profit	4,641	4,193	△447
Selling, General & Admin. Expenses	2,148	2,306	157
Operating Income	2,492	1,887	△605
Non-operating Income(Expenses)	17	51	33
Ordinary Income	2,509	1,938	△571
Extraordinary Income(Expenses)	—	69	69
Income before Income Taxes	2,509	2,008	△501
Income Taxes-current	884	709	△175
Income Taxes-deferred	△72	△62	10
Net Income	1,697	1,361	△336
E P S	35.29	28.45	△6.84
R O E	6.49	5.01	△1.48

Consolidated Balance Sheets Summary

¥ Million

	As of Apr. 30 2019	As of Jan. 31 2019
ASSETS		
Current Assets	37,194	35,412
Fixed Assets	8,280	8,209
Total Assets	45,475	43,622
Liabilities		
Current Liabilities	17,777	16,072
Noncurrent Liabilities	491	626
Total Liabilities	18,268	16,699
Net Assets		
Shareholder's Equity	26,562	26,193
Other accumulated comprehensive income	643	729
Total Net Assets	27,206	26,922
Total Liabilities and Net Assets	45,475	43,622

Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2018 1st Quarter Results (18/2-18/4)	FY2019 1st Quarter Results (19/2-19/4)	Increase (Decrease)	FY2019 Full Year Forecast (19/2-20/1)
Commercial And Other Facility Market	12,079	12,043	△36	51,600
Chain Store Market	5,891	5,521	△369	20,900
Cultural Facility Market	6,040	3,921	△2,119	11,100
Others	161	92	△69	400
Net Sales	24,173	21,578	△2,595	84,000
Commercial And Other Facility Market	846	984	138	3,230
Chain Store Market	472	402	△69	1,360
Cultural Facility Market	1,089	450	△638	690
Others	77	51	△26	120
Segment profit adjustment	6	△2	△9	—
Operating Income	2,492	1,887	△605	5,400

Consolidated Cash Flow Statements Summary

¥ Million

	FY2018 1st Quarter Results (18/2-18/4)	FY2019 1st Quarter Results (19/2-19/4)
Net Cash Provided by (Used in) Operating Activities	1,580	△394
Net Cash Provided by (Used in) Investing Activities	△347	△40
Net Cash Provided by (Used in) Financing Activities	△1,456	△938
Net Increase (Decrease) in Cash and Cash Equivalents	△232	△1,371
Cash and Cash Equivalents at Beginning of Year	14,384	16,940
Cash and Cash Equivalents at End of Period	14,151	15,568

Forecast for the Year Ended January 2020 (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)
Order Accepted	80,490	83,173	88,000
Net Sales	75,156	82,677	84,000
Gross Profit	13,364	14,163	14,700
Operating Income	4,587	5,025	5,400
Ordinary Income	4,741	5,219	5,500
Net Income	3,221	4,206	3,750
E P S	66.96	87.63	78.38
ROE	13.3	16.0	13.5

Forecast for the Year Ended January 2020

(Consolidated Net Sales & Operating Income by Market Segment)

¥ Million

	FY2018 Full Year Results (18/2-19/1)	FY2019 Full Year Forecast (19/2-20/1)
Commercial And Other Facility Market	49,870	51,600
Chain Store Market	21,234	20,900
Cultural Facility Market	10,884	11,100
Others	687	400
Net Sales	82,677	84,000
Commercial And Other Facility Market	2,648	3,230
Chain Store Market	1,484	1,360
Cultural Facility Market	641	690
Others	239	120
Segment profit adjustment	12	—
Operating Income	5,025	5,400