
Financial Results

For the second quarter ended July 31, 2019



Consolidated Income Statements Summary

¥ Million

	FY 2018 2nd Quarter Results (18/2 - 18/7)	FY 2019 2nd Quarter Results (19/2 - 19/7)	Increase (Decrease)
Order Accepted	37,885	42,916	5,031
Net Sales	40,946	36,695	△4,250
Gross Profit	7,223	7,021	△201
Selling, General & Admin. Expenses	4,371	4,514	143
Operating Income	2,851	2,507	△344
Non-operating Income(Expenses)	63	97	33
Ordinary Income	2,915	2,604	△310
Extraordinary Income(Expenses)	25	67	41
Income before Income Taxes	2,941	2,672	△269
Income Taxes-current	784	796	12
Income Taxes-deferred	212	107	△104
Net Income	1,945	1,768	△176
E P S	40.43	37.02	△3.41
ROE	7.4	6.5	△0.9

Consolidated Balance Sheets Summary

¥ Million

	As of Jul. 31 2019	As of Jan. 31 2019
ASSETS		
Current Assets	38,772	35,412
Fixed Assets	8,341	8,209
Total Assets	47,114	43,622
Liabilities		
Current Liabilities	19,456	16,072
Noncurrent Liabilities	606	626
Total Liabilities	20,063	16,699
Net Assets		
Shareholder's Equity	26,477	26,193
Other accumulated comprehensive income	573	729
Total Net Assets	27,051	26,922
Total Liabilities and Net Assets	47,114	43,622

Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2018 2nd Quarter Results (18/2-18/7)	FY2019 2nd Quarter Results (19/2-19/7)	Increase (Decrease)	FY2019 Full Year Forecast (19/2 -20/1)
Commercial And Other Facility Market	23,813	21,206	△2,607	51,600
Chain Store Market	9,781	9,840	58	20,900
Cultural Facility Market	7,036	5,453	△1,583	11,100
Others	313	195	△118	400
Net Sales	40,946	36,695	△4,250	84,000
Commercial And Other Facility Market	1,310	1,536	226	3,230
Chain Store Market	635	592	△43	1,360
Cultural Facility Market	771	284	△486	690
Others	129	109	△19	120
Segment profit adjustment	5	△16	△21	-
Operating Income	2,851	2,507	△344	5,400

Consolidated Cash Flow Statements Summary

¥ Million

	FY2018 2nd Quarter Results (18/2-18/7)	FY2019 2nd Quarter Results (19/2-19/7)
Net Cash Provided by (Used in) Operating Activities	2,670	△871
Net Cash Provided by (Used in) Investing Activities	△326	16
Net Cash Provided by (Used in) Financing Activities	△1,522	△1,568
Net Increase (Decrease) in Cash and Cash Equivalents	805	△2,425
Cash and Cash Equivalents at Beginning of Year	14,384	16,940
Cash and Cash Equivalents at End of Period	15,190	14,514

Forecast for the Year Ended January 2021 (Consolidated Earnings)

¥ Million

	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	83,173	88,000	90,000
Net Sales	82,677	84,000	87,500
Gross Profit	14,163	14,700	15,700
Operating Income	5,025	5,400	6,100
Ordinary Income	5,219	5,500	6,200
Net Income	4,206	3,750	4,200
E P S	87.63	78.38	87.78
ROE	16.0	13.5	14.1

Forecast for the Year Ended January 2021

(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)	FY2020 Full Year Forecast (20/2-21/1)
Commercial And Other Facility Market	49,870	51,600	53,000
Chain Store Market	21,234	20,900	22,000
Cultural Facility Market	10,884	11,100	12,100
Others	687	400	400
Net Sales	82,677	84,000	87,500
Commercial And Other Facility Market	2,648	3,230	3,580
Chain Store Market	1,484	1,360	1,520
Cultural Facility Market	641	690	880
Others	239	120	120
Segment profit adjustment	12	—	—
Operating Income	5,025	5,400	6,100