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# Financial Results

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For the fiscal year ended January 31, 2020



# Consolidated Income Statements Summary

¥ Million

	FY 2018 Results (18/2 – 19/1)	FY 2019 Results (19/2 – 20/1)	Increase (Decrease)
Order Accepted	83,173	85,639	2,466
<b>Net Sales</b>	<b>82,677</b>	<b>81,678</b>	<b>△998</b>
<b>Gross Profit</b>	<b>14,163</b>	<b>15,406</b>	<b>1,242</b>
Selling, General & Admin. Expenses	9,138	9,729	590
<b>Operating Income</b>	<b>5,025</b>	<b>5,677</b>	<b>652</b>
Non-operating Income(Expenses)	193	192	△1
<b>Ordinary Income</b>	<b>5,219</b>	<b>5,870</b>	<b>650</b>
Extraordinary Income(Expenses)	579	261	△317
Income before Income Taxes	5,798	6,131	333
Income Taxes-current	1,683	1,755	72
Income Taxes-deferred	△91	301	392
<b>Net Income</b>	<b>4,206</b>	<b>4,074</b>	<b>△131</b>
E P S	87.63	85.53	△2.1
R O E	16.0	14.8	△1.2

# Consolidated Balance Sheets Summary

¥ Million

	As of Jan. 31 2020	As of Jan. 31 2019
<b>ASSETS</b>		
Current Assets	38,901	35,412
Fixed Assets	7,859	8,209
<b>Total Assets</b>	<b>46,761</b>	<b>43,622</b>
<b>Liabilities</b>		
Current Liabilities	17,758	16,072
Noncurrent Liabilities	726	626
<b>Total Liabilities</b>	<b>18,484</b>	<b>16,699</b>
<b>Net Assets</b>		
Shareholder's Equity	27,894	26,193
Other accumulated comprehensive income	381	729
<b>Total Net Assets</b>	<b>28,276</b>	<b>26,922</b>
<b>Total Liabilities and Net Assets</b>	<b>46,761</b>	<b>43,622</b>

## Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2018 Results (18/2-19/1)	FY2019 Results (19/2-20/1)	Increase (Decrease)
Commercial And Other Facility Market	49,870	49,880	10
Chain Store Market	21,234	21,501	266
Cultural Facility Market	10,884	9,855	△1,028
Others	687	441	△246
<b>Net Sales</b>	<b>82,677</b>	<b>81,678</b>	<b>△998</b>
Commercial And Other Facility Market	2,648	4,017	1,369
Chain Store Market	1,484	1,234	△249
Cultural Facility Market	641	237	△403
Others	239	176	△62
Segment profit adjustment	12	11	—
<b>Operating Income</b>	<b>5,025</b>	<b>5,677</b>	<b>652</b>

## Consolidated Cash Flow Statements Summary

¥ Million

	<b>FY2018</b> <b>Full Year</b> <b>Results</b> <b>(18/2-19/1)</b>	<b>FY2019</b> <b>Full Year</b> <b>Results</b> <b>(19/2-20/1)</b>
Net Cash Provided by ( Used in ) Operating Activities	4,811	△906
Net Cash Provided by ( Used in ) Investing Activities	118	405
Net Cash Provided by ( Used in ) Financing Activities	△2,346	△2,543
Net Increase (Decrease) in Cash and Cash Equivalents	2,555	△3,045
Cash and Cash Equivalents at the Beginning of the Fiscal Year	14,384	16,940
Cash and Cash Equivalents at the End of the Fiscal Year	16,940	13,894

## Forecast for the Year Ended January 2021 (Consolidated Earnings)

¥ Million

	<b>FY2018 Full Year Results (18/2-19/1)</b>	<b>FY2019 Full Year Results (19/2-20/1)</b>	<b>FY2020 Full Year Forecast (20/2-21/1)</b>
Order Accepted	83,173	85,639	87,000
Net Sales	82,677	81,678	87,500
Gross Profit	14,163	15,406	16,300
Operating Income	5,025	5,677	6,100
Ordinary Income	5,219	5,870	6,200
Net Income	4,206	4,074	4,200
E P S	87.63	85.53	88.35
R O E	16.0	14.8	14.3

## 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 Results (19/2-20/1)	FY2020 Full Year Forecast (20/2-21/1)
Commercial And Other Facility Market	49,870	49,880	53,000
Chain Store Market	21,234	21,501	22,000
Cultural Facility Market	10,884	9,855	12,100
Others	687	441	400
<b>Net Sales</b>	<b>82,677</b>	<b>81,678</b>	<b>87,500</b>
Commercial And Other Facility Market	2,648	4,017	3,900
Chain Store Market	1,484	1,234	1,300
Cultural Facility Market	641	237	700
Others	239	176	200
Segment profit adjustment	12	11	—
<b>Operating Income</b>	<b>5,025</b>	<b>5,677</b>	<b>6,100</b>