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# Financial Results

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For the second quarter ended July 31, 2020



# Consolidated Income Statements Summary

¥ Million

	FY 2019 2nd Quarter Results (19/2 - 19/7)	FY 2020 2nd Quarter Results (20/2 - 20/7)	Increase (Decrease)
Order Accepted	42,916	35,640	△7,276
<b>Net Sales</b>	<b>36,695</b>	<b>28,934</b>	△739
<b>Gross Profit</b>	<b>7,021</b>	<b>7,782</b>	760
Selling, General & Admin. Expenses	4,514	4,318	△196
<b>Operating Income</b>	<b>2,507</b>	<b>3,464</b>	956
Non-operating Income(Expenses)	97	89	△7
<b>Ordinary Income</b>	<b>2,604</b>	<b>3,553</b>	948
Extraordinary Income(Expenses)	67	△62	△130
Income before Income Taxes	2,672	3,491	818
Income Taxes-current	796	835	39
Income Taxes-deferred	107	299	192
<b>Net Income</b>	<b>1,768</b>	<b>2,356</b>	587
E P S	37.02	49.53	12.51
ROE	6.5	8.0	1.5

# Consolidated Balance Sheets Summary

¥ Million

	As of Jul. 31 2020	As of Jan. 31 2020
<b>ASSETS</b>		
Current Assets	38,651	38,901
Fixed Assets	7,662	7,859
<b>Total Assets</b>	<b>46,314</b>	<b>46,761</b>
<b>Liabilities</b>		
Current Liabilities	16,231	17,758
Noncurrent Liabilities	646	726
<b>Total Liabilities</b>	<b>16,878</b>	<b>18,484</b>
<b>Net Assets</b>		
Shareholder's Equity	29,314	27,894
Other accumulated comprehensive income	121	381
<b>Total Net Assets</b>	<b>29,435</b>	<b>28,276</b>
<b>Total Liabilities and Net Assets</b>	<b>46,314</b>	<b>46,761</b>

# Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2019 2st Quarter Results (19/2-19/7)	FY2020 2st Quarter Results (20/2-20/7)	Increase (Decrease)
Commercial And Other Facility Market	21,206	20,745	△461
Chain Store Market	9,840	10,716	876
Cultural Facility Market	5,453	5,079	△374
Others	195	175	△19
<b>Net Sales</b>	<b>36,695</b>	<b>36,716</b>	<b>21</b>
Commercial And Other Facility Market	1,536	2,278	741
Chain Store Market	592	674	82
Cultural Facility Market	284	460	176
Others	109	73	△36
Segment profit adjustment	△16	△22	△6
<b>Operating Income</b>	<b>2,507</b>	<b>3,464</b>	<b>956</b>

# Consolidated Cash Flow Statements Summary

¥ Million

	FY2019 2nd Quarter Results (19/2-19/7)	FY2020 2nd Quarter Results (20/2-20/7)
Net Cash Provided by ( Used in ) Operating Activities	△871	3,612
Net Cash Provided by ( Used in ) Investing Activities	16	△223
Net Cash Provided by ( Used in ) Financing Activities	△1,568	△1,025
Net Increase (Decrease) in Cash and Cash Equivalents	△2,425	2,361
Cash and Cash Equivalents at Beginning of Year	16,940	13,894
Cash and Cash Equivalents at End of Period	14,514	16,256

# Forecast for the Year Ended January 2021

## (Consolidated Earnings)

¥ Million

	<b>FY2019 2st Quarter Results (19/2-19/7)</b>	<b>FY2019 Full Year Results (19/2-20/1)</b>	<b>FY2020 2st Quarter Results (20/2-20/7)</b>	<b>FY2020 Full Year Forecast (20/2-21/1)</b>
Order Accepted	42,916	85,639	35,640	64,700
Net Sales	36,695	81,678	36,716	70,600
Gross Profit	7,021	15,406	7,782	13,000
Operating Income	2,507	5,677	3,464	3,700
Ordinary Income	2,604	5,870	3,553	3,800
Net Income	1,768	4,074	2,356	2,400
E P S	37.02	85.53	49.53	50.38
ROE	6.5	14.8	8.0	8.4

※ FY2020 full year forecast was estimated to be uncertain on June 10, 2020, but it's published on September 11, 2020.

# Forecast for the Year Ended January 2021

(Consolidated Net Sales & Operating Income by Market Segment)

¥ Million

	FY2019 2st Quarter Results (19/2-19/7)	FY2019 Full Year Results (19/2-20/1)	FY2020 2st Quarter Results (20/2-20/7)	FY2020 Full Year Forecast (20/2-21/1)
Commercial And Other Facility Market	21,206	49,880	20,745	40,700
Chain Store Market	9,840	21,501	10,716	20,000
Cultural Facility Market	5,453	9,855	5,079	9,600
Others	195	441	175	300
<b>Net Sales</b>	<b>36,695</b>	<b>81,678</b>	<b>36,716</b>	<b>70,600</b>
Commercial And Other Facility Market	1,536	4,017	2,278	2,500
Chain Store Market	592	1,234	674	840
Cultural Facility Market	284	237	460	260
Others	109	176	73	100
Segment profit adjustment	△16	11	△22	—
<b>Operating Income</b>	<b>2,507</b>	<b>5,677</b>	<b>3,464</b>	<b>3,700</b>

※ FY2020 full year forecast was estimated to be uncertain on June 10, 2020, but it's published on September 11, 2020.