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# Financial Results

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For the third quarter ended October 31, 2020



# Consolidated Income Statements Summary

¥ Million

	FY 2019 3rd Quarter Results (19/2 – 19/10)	FY 2020 3rd Quarter Results (20/2 – 20/10)	Increase (Decrease)
Order Accepted	64,544	47,048	△17,495
<b>Net Sales</b>	<b>60,344</b>	<b>54,051</b>	<b>△6,293</b>
<b>Gross Profit</b>	<b>11,388</b>	<b>11,162</b>	<b>△226</b>
Selling, General & Admin. Expenses	6,910	6,658	△251
<b>Operating Income</b>	<b>4,478</b>	<b>4,504</b>	<b>25</b>
Non-operating Income(Expenses)	170	170	—
<b>Ordinary Income</b>	<b>4,649</b>	<b>4,674</b>	<b>25</b>
Extraordinary Income(Expenses)	70	△55	△125
Income before Income Taxes	4,719	4,619	△99
Income Taxes-current	1,544	1,407	△136
Income Taxes-deferred	3	107	103
<b>Net Income</b>	<b>3,171</b>	<b>3,104</b>	<b>△67</b>
E P S	66.51	65.21	△1.3
R O E	11.5	10.6	△0.9

# Consolidated Balance Sheets Summary

¥ Million

	As of Oct. 31 2020	As of Jan. 31 2020
<b>ASSETS</b>		
Current Assets	37,354	38,901
Fixed Assets	7,731	7,859
<b>Total Assets</b>	<b>45,086</b>	<b>46,761</b>
<b>Liabilities</b>		
Current Liabilities	15,380	17,758
Noncurrent Liabilities	486	726
<b>Total Liabilities</b>	<b>15,867</b>	<b>18,484</b>
<b>Net Assets</b>		
Shareholder's Equity	29,039	27,894
Other accumulated comprehensive income	179	381
<b>Total Net Assets</b>	<b>29,218</b>	<b>28,276</b>
<b>Total Liabilities and Net Assets</b>	<b>45,086</b>	<b>46,761</b>

# Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2019 3rd Quarter Results (19/2-19/10)	FY2020 3st Quarter Results (20/2-20/10)	Increase (Decrease)
Commercial And Other Facility Market	36,811	31,185	△5,626
Chain Store Market	16,399	15,554	△845
Cultural Facility Market	6,812	7,051	239
Others	321	259	△61
<b>Net Sales</b>	<b>60,344</b>	<b>54,051</b>	<b>△6,293</b>
Commercial And Other Facility Market	3,075	3,164	88
Chain Store Market	1,159	915	△243
Cultural Facility Market	86	354	267
Others	152	81	△71
Segment profit adjustment	5	△11	△16
<b>Operating Income</b>	<b>4,478</b>	<b>4,504</b>	<b>25</b>

# Consolidated Cash Flow Statements Summary

¥ Million

	<b>FY2019 3rd Quarter Results (19/2-19/10)</b>	<b>FY2020 3rd Quarter Results (20/2-20/10)</b>
Net Cash Provided by ( Used in ) Operating Activities	△1,458	5,421
Net Cash Provided by ( Used in ) Investing Activities	141	△268
Net Cash Provided by ( Used in ) Financing Activities	△2,508	△2,042
Net Increase (Decrease) in Cash and Cash Equivalents	△3,831	3,108
Cash and Cash Equivalents at Beginning of Year	16,940	13,894
Cash and Cash Equivalents at End of Period	13,109	17,003

# 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	63,700
Net Sales	36,695	81,678	36,716	69,400
Gross Profit	7,021	15,406	7,782	13,100
Operating Income	2,507	5,677	3,464	4,000
Ordinary Income	2,604	5,870	3,553	4,200
Net Income	1,768	4,074	2,356	2,800
E P S	37.02	85.53	49.53	58.73
ROE	6.5	14.8	8.0	9.8

※ FY2020 full year forecast revised on December 9, 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	40,000
Chain Store Market	9,840	21,501	10,716	19,500
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>69,400</b>
Commercial And Other Facility Market	1,536	4,017	2,278	2,800
Chain Store Market	592	1,234	674	800
Cultural Facility Market	284	237	460	300
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>4,000</b>

※ FY2020 full year forecast revised on December 9, 2020.