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# Financial Results

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For the fiscal year ended January 31, 2021



# Consolidated Income Statements Summary

¥ Million

	FY 2019 Results (19/2 – 20/1)	FY 2020 Results (20/2 – 21/1)	Increase (Decrease)
Order Accepted	85,639	64,615	△21,024
<b>Net Sales</b>	<b>81,678</b>	<b>69,225</b>	<b>△12,452</b>
<b>Gross Profit</b>	<b>15,406</b>	<b>14,133</b>	<b>△1,273</b>
Selling, General & Admin. Expenses	9,729	9,084	△645
<b>Operating Income</b>	<b>5,677</b>	<b>5,049</b>	<b>△628</b>
Non-operating Income(Expenses)	192	216	24
<b>Ordinary Income</b>	<b>5,870</b>	<b>5,266</b>	<b>△603</b>
Extraordinary Income(Expenses)	261	△142	△404
Income before Income Taxes	6,131	5,123	△1,008
Income Taxes-current	1,755	1,375	△380
Income Taxes-deferred	301	310	9
<b>Net Income</b>	<b>4,074</b>	<b>3,437</b>	<b>△637</b>
E P S	85.53	72.19	△13.34
R O E	14.8	12.0	△2.8

# Consolidated Balance Sheets Summary

¥ Million

	As of Jan. 31 2020	As of Jan. 31 2021
<b>ASSETS</b>		
Current Assets	38,901	35,457
Fixed Assets	7,859	7,100
<b>Total Assets</b>	<b>46,761</b>	<b>42,557</b>
<b>Liabilities</b>		
Current Liabilities	17,758	12,783
Noncurrent Liabilities	726	525
<b>Total Liabilities</b>	<b>18,484</b>	<b>13,309</b>
<b>Net Assets</b>		
Shareholder's Equity	27,894	29,373
Other accumulated comprehensive income	381	△124
<b>Total Net Assets</b>	<b>28,276</b>	<b>29,248</b>
<b>Total Liabilities and Net Assets</b>	<b>46,761</b>	<b>42,557</b>

## Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2019 Results (19/2-20/1)	FY2020 Results (20/2-21/1)	Increase (Decrease)
Commercial And Other Facility Market	49,880	40,016	△9,864
Chain Store Market	21,501	19,598	△1,902
Cultural Facility Market	9,855	9,250	△605
Others	441	360	△80
<b>Net Sales</b>	<b>81,678</b>	<b>69,225</b>	<b>△12,452</b>
Commercial And Other Facility Market	4,017	3,629	△388
Chain Store Market	1,234	939	△295
Cultural Facility Market	237	388	150
Others	176	90	△85
Segment profit adjustment	11	2	△8
<b>Operating Income</b>	<b>5,677</b>	<b>5,049</b>	<b>△628</b>

## Consolidated Cash Flow Statements Summary

¥ Million

	<b>FY2019</b> <b>Full Year</b> <b>Results</b> <b>(19/2-20/1)</b>	<b>FY2020</b> <b>Full Year</b> <b>Results</b> <b>(20/2-21/1)</b>
Net Cash Provided by ( Used in ) Operating Activities	△906	6,150
Net Cash Provided by ( Used in ) Investing Activities	405	59
Net Cash Provided by ( Used in ) Financing Activities	△2,543	△2,118
Net Increase (Decrease) in Cash and Cash Equivalents	△3,045	4,091
Cash and Cash Equivalents at the Beginning of the Fiscal Year	16,940	13,894
Cash and Cash Equivalents at the End of the Fiscal Year	13,894	17,986

# Forecast for the Year Ended January 2022 — 2024

## (Consolidated Earnings)

¥ Million

	<b>FY2021 Full Year Forecast (21/2-22/1)</b>	<b>FY2022 Full Year Forecast (22/2-23/1)</b>	<b>FY2023 Full Year Forecast (23/2-24/1)</b>
Order Accepted	71,500	80,000	85,000
Net Sales	68,000	79,000	84,000
Gross Profit	11,900	14,600	16,400
Operating Income	2,000	4,200	5,800
Ordinary Income	2,150	4,350	5,920
Net Income	1,410	2,910	3,990
E P S	29.58	61.04	83.70
R O E	4.8	9.8	12.7

- (1) This plan assumes that the Tokyo Olympics and Paralympics will be held as scheduled and that COVID-19 will be completed by the end of January 2022.  
 (2) Accounting standards for revenue recognition will be applied from FY2022 full year forecast .  
 This medium-term management plan does not factor in the impact on performance due to the application of Accounting Standards for Revenue Recognition.

# Forecast for the Year Ended January 2022 – 2024

(Consolidated Net Sales & Operating Income by Market Segment)

¥ Million

	<b>FY2021 Full Year Forecast (21/2-22/1)</b>	<b>FY2022 Full Year Forecast (22/2-23/1)</b>	<b>FY2023 Full Year Forecast (23/2-24/1)</b>
Commercial And Other Facility Market	36,900	46,700	50,200
Chain Store Market	20,400	21,700	22,900
Cultural Facility Market	10,300	10,100	10,300
Others	400	500	600
<b>Net Sales</b>	<b>68,000</b>	<b>79,000</b>	<b>84,000</b>
Commercial And Other Facility Market	350	2,400	3,700
Chain Store Market	1,100	1,370	1,600
Cultural Facility Market	500	350	400
Others	50	80	100
Segment profit adjustment	—	—	—
<b>Operating Income</b>	<b>2,000</b>	<b>4,200</b>	<b>5,800</b>