
Financial Results

For the second quarter ended July 31, 2021



Consolidated Income Statements Summary

¥ Million

	FY 2020 2nd Quarter Results (20/2 - 20/7)	FY 2021 2nd Quarter Results (21/2 - 21/7)	Increase (Decrease)
Order Accepted	35,640	29,916	△5,724
Net Sales	36,716	26,832	△9,883
Gross Profit	7,782	4,636	△3,146
Selling, General & Admin. Expenses	4,318	4,561	242
Operating Income	3,464	75	△3,389
Non-operating Income(Expenses)	89	132	42
Ordinary Income	3,553	207	△3,346
Extraordinary Income(Expenses)	△62	12	75
Income before Income Taxes	3,491	220	△3,271
Income Taxes-current	835	90	△745
Income Taxes-deferred	299	84	△215
Net Income	2,356	45	△2,310
E P S	49.53	0.95	△48.58
ROE	8.0	0.2	△7.8

Consolidated Balance Sheets Summary

¥ Million

	As of Jul. 31 2021	As of Jan. 31 2021
ASSETS		
Current Assets	36,732	35,457
Fixed Assets	7,383	7,100
Total Assets	44,116	42,557
Liabilities		
Current Liabilities	14,630	12,783
Noncurrent Liabilities	722	525
Total Liabilities	15,352	13,309
Net Assets		
Shareholder's Equity	28,693	29,373
Other accumulated comprehensive income	70	△124
Total Net Assets	28,763	29,248
Total Liabilities and Net Assets	44,116	42,557

Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2020 2st Quarter Results (20/2-20/7)	FY2021 2st Quarter Results (21/2-21/7)	Increase (Decrease)
Commercial And Other Facility Market	20,745	11,908	△8,836
Chain Store Market	10,716	9,304	△1,412
Cultural Facility Market	5,079	5,460	381
Others	175	159	△16
Net Sales	36,716	26,832	△9,883
Commercial And Other Facility Market	2,278	△489	△2,768
Chain Store Market	674	241	△433
Cultural Facility Market	460	304	△156
Others	73	36	△36
Segment profit adjustment	△22	△17	5
Operating Income	3,464	75	△3,389

Consolidated Cash Flow Statements Summary

¥ Million

	FY2020 2nd Quarter Results (20/2-20/7)	FY2021 2nd Quarter Results (21/2-21/7)
Net Cash Provided by (Used in) Operating Activities	3,612	893
Net Cash Provided by (Used in) Investing Activities	△223	647
Net Cash Provided by (Used in) Financing Activities	△1,025	△825
Net Increase (Decrease) in Cash and Cash Equivalents	2,361	710
Cash and Cash Equivalents at Beginning of Year	13,894	17,986
Cash and Cash Equivalents at End of Period	16,256	18,696

Forecast for the Year Ended January 2022

(Consolidated Earnings)

¥ Million

	FY2020 2st Quarter Results (20/2-20/7)	FY2020 Full Year Results (20/2-21/1)	FY2021 2st Quarter Results (21/2-21/7)	FY2021 Full Year Forecast (21/2-22/1)
Order Accepted	35,640	64,615	29,916	71,500
Net Sales	36,716	69,225	26,832	68,000
Gross Profit	7,782	14,133	4,636	11,900
Operating Income	3,464	5,049	75	2,000
Ordinary Income	3,553	5,266	207	2,150
Net Income	2,356	3,437	45	1,410
E P S	49.53	72.19	0.95	29.58
ROE	8.0	12.0	0.2	4.8

Forecast for the Year Ended January 2022

(Consolidated Net Sales & Operating Income by Market Segment)

¥ Million

	FY2020 2st Quarter Results (20/2-20/7)	FY2020 Full Year Results (20/2-21/1)	FY2021 2st Quarter Results (21/2-21/7)	FY2021 Full Year Forecast (21/2-22/1)
Commercial And Other Facility Market	20,745	40,016	11,908	36,900
Chain Store Market	10,716	19,598	9,304	20,400
Cultural Facility Market	5,079	9,250	5,460	10,300
Others	175	360	159	400
Net Sales	36,716	69,225	26,832	68,000
Commercial And Other Facility Market	2,278	3,629	△489	350
Chain Store Market	674	939	241	1,100
Cultural Facility Market	460	388	304	500
Others	73	90	36	50
Segment profit adjustment	△22	2	△17	—
Operating Income	3,464	5,049	75	2,000

Forecast for the Year Ended January 2022 — 2024

(Consolidated Earnings)

¥ Million

	FY2021 Full Year Forecast (21/2-22/1)	FY2022 Full Year Forecast (22/2-23/1)	FY2023 Full Year Forecast (23/2-24/1)
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

	FY2021 Full Year Forecast (21/2-22/1)	FY2022 Full Year Forecast (22/2-23/1)	FY2023 Full Year Forecast (23/2-24/1)
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
Net Sales	68,000	79,000	84,000
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	—	—	—
Operating Income	2,000	4,200	5,800