



Financial Results



For the third quarter ended October 31, 2021



Consolidated Income Statements Summary

¥ Million

| | FY 2020 3rd Quarter Results (20/2 – 20/10) | FY 2021 3rd Quarter Results (21/2 – 21/10) | Increase (Decrease) |
|------------------------------------|---|---|------------------------|
| Order Accepted | 47,048 | 48,484 | 1,435 |
| Net Sales | 54,051 | 42,453 | △11,597 |
| Gross Profit | 11,162 | 7,872 | △3,290 |
| Selling, General & Admin. Expenses | 6,658 | 6,933 | 275 |
| Operating Income | 4,504 | 938 | △3,565 |
| Non-operating Income(Expenses) | 170 | 158 | △12 |
| Ordinary Income | 4,674 | 1,096 | △3,577 |
| Extraordinary Income(Expenses) | △55 | 12 | 67 |
| Income before Income Taxes | 4,619 | 1,109 | △3,510 |
| Income Taxes-current | 1,407 | 568 | △839 |
| Income Taxes-deferred | 107 | △85 | △192 |
| Net Income | 3,104 | 626 | △2,478 |
| E P S | 65.21 | 13.13 | △52.08 |
| R O E | 10.6 | 2.2 | △8.4 |

Consolidated Balance Sheets Summary

¥ Million

| | As of Oct. 31 2021 | As of Jan. 31 2021 |
|---|-----------------------|-----------------------|
| ASSETS | | |
| Current Assets | 38,265 | 35,457 |
| Fixed Assets | 7,565 | 7,100 |
| Total Assets | 45,830 | 42,557 |
| | | |
| Liabilities | | |
| Current Liabilities | 16,387 | 12,783 |
| Noncurrent Liabilities | 1,036 | 525 |
| Total Liabilities | 17,424 | 13,309 |
| | | |
| Net Assets | | |
| Shareholder's Equity | 28,238 | 29,373 |
| Other accumulated comprehensive income | 168 | △124 |
| Total Net Assets | 28,406 | 29,248 |
| Total Liabilities and Net Assets | 45,830 | 42,557 |

Consolidated Net Sales & Operating Income by Market Segment

¥ Million

| | FY2020 3st Quarter Results (20/2-20/10) | FY2021 3st Quarter Results (21/2-21/10) | Increase (Decrease) |
|--------------------------------------|--|--|------------------------|
| Commercial And Other Facility Market | 31,185 | 21,071 | △10,114 |
| Chain Store Market | 15,554 | 13,918 | △1,635 |
| Cultural Facility Market | 7,051 | 7,214 | 162 |
| Others | 259 | 248 | △10 |
| Net Sales | 54,051 | 42,453 | △11,597 |
| Commercial And Other Facility Market | 3,164 | 273 | △2,890 |
| Chain Store Market | 915 | 358 | △556 |
| Cultural Facility Market | 354 | 257 | △96 |
| Others | 81 | 60 | △21 |
| Segment profit adjustment | △11 | △11 | — |
| Operating Income | 4,504 | 938 | △3,565 |

Consolidated Cash Flow Statements Summary

¥ Million

| | FY2020 3rd Quarter Results (20/2-20/10) | FY2021 3rd Quarter Results (21/2-21/10) |
|---|--|--|
| Net Cash Provided by (Used in) Operating Activities | 5,421 | △416 |
| Net Cash Provided by (Used in) Investing Activities | △268 | 631 |
| Net Cash Provided by (Used in) Financing Activities | △2,042 | △1,446 |
| Net Increase (Decrease) in Cash and Cash Equivalents | 3,108 | △1,237 |
| Cash and Cash Equivalents at Beginning of Year | 13,894 | 17,986 |
| Cash and Cash Equivalents at End of Period | 17,003 | 16,749 |

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 | 63,100 |
| Net Sales | 36,716 | 69,225 | 26,832 | 62,000 |
| Gross Profit | 7,782 | 14,133 | 4,636 | 11,400 |
| 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 | 29.79 |
| ROE | 8.0 | 12.0 | 0.2 | 4.8 |

※ FY2021 full year forecast revised on December 8, 2021.

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 | 32,100 |
| Chain Store Market | 10,716 | 19,598 | 9,304 | 19,600 |
| Cultural Facility Market | 5,079 | 9,250 | 5,460 | 10,000 |
| Others | 175 | 360 | 159 | 300 |
| Net Sales | 36,716 | 69,225 | 26,832 | 62,000 |
| Commercial And Other Facility Market | 2,278 | 3,629 | △489 | 800 |
| Chain Store Market | 674 | 939 | 241 | 700 |
| Cultural Facility Market | 460 | 388 | 304 | 400 |
| Others | 73 | 90 | 36 | 100 |
| Segment profit adjustment | △22 | 2 | △17 | — |
| Operating Income | 3,464 | 5,049 | 75 | 2,000 |

※ In light of the latest performance trend, we revised the segment breakdown of operating income on December 8, 2021.

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 | 63,100 | 80,000 | 85,000 |
| Net Sales | 62,000 | 79,000 | 84,000 |
| Gross Profit | 11,400 | 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 | 29.79 | 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.