
Financial Results

For the fiscal year ended January 31, 2022



Consolidated Income Statements Summary

¥ Million

	FY 2020 Results (20/2 – 21/1)	FY 2021 Results (21/2 – 22/1)	Increase (Decrease)
Order Accepted	64,615	64,589	△25
Net Sales	69,225	62,714	△6,511
Gross Profit	14,133	11,582	△2,551
Selling, General & Admin. Expenses	9,084	9,557	473
Operating Income	5,049	2,024	△3,024
Non-operating Income(Expenses)	216	184	△31
Ordinary Income	5,266	2,209	△3,056
Extraordinary Income(Expenses)	△142	75	218
Income before Income Taxes	5,123	2,285	△2,838
Income Taxes-current	1,375	824	△550
Income Taxes-deferred	310	25	△284
Net Income	3,437	1,434	△2,003
E P S	72.19	30.13	△42.06
R O E	12.0	4.9	△7.1

Consolidated Balance Sheets Summary

¥ Million

	As of Jan. 31 2021	As of Jan. 31 2022
ASSETS		
Current Assets	35,457	38,072
Fixed Assets	7,100	7,171
Total Assets	42,557	45,244
Liabilities		
Current Liabilites	12,783	15,117
Noncurrent Liabilites	525	1,067
Total Liabilities	13,309	16,185
Net Assets		
Shareholder's Equity	29,373	29,107
Other accumulated comprehensive income	△124	△48
Total Net Assets	29,248	29,059
Total Liabilities and Net Assets	42,557	45,244

Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2020 Results (20/2-21/1)	FY2021 Results (21/2-22/1)	Increase (Decrease)
Commercial And Other Facility Market	40,016	32,547	△7,468
Chain Store Market	19,598	19,726	127
Cultural Facility Market	9,250	10,089	839
Others	360	350	△10
Net Sales	69,225	62,714	△6,511
Commercial And Other Facility Market	3,629	982	△2,646
Chain Store Market	939	582	△356
Cultural Facility Market	388	384	△3
Others	90	71	△18
Segment profit adjustment	2	3	1
Operating Income	5,049	2,024	△3,024

Consolidated Cash Flow Statements Summary

¥ Million

	FY2020 Full Year Results (20/2-21/1)	FY2021 Full Year Results (21/2-22/1)
Net Cash Provided by (Used in) Operating Activities	6,150	△994
Net Cash Provided by (Used in) Investing Activities	59	823
Net Cash Provided by (Used in) Financing Activities	△2,118	△1,449
Net Increase (Decrease) in Cash and Cash Equivalents	4,091	△1,629
Cash and Cash Equivalents at the Beginning of the Fiscal Year	13,894	17,986
Cash and Cash Equivalents at the End of the Fiscal Year	17,986	16,356

Forecast for the Year Ended January 2022 — 2024

(Consolidated Earnings)

¥ Million

	FY2021 Full Year Results (21/2-22/1)	FY2022 Full Year Forecast (22/2-23/1)	FY2023 Full Year Forecast (23/2-24/1)
Order Accepted	64,589	73,000	82,500
Net Sales	62,714	70,000	80,000
Gross Profit	11,582	12,800	15,100
Operating Income	2,024	2,500	4,400
Ordinary Income	2,209	2,690	4,540
Net Income	1,434	1,800	3,050
E P S	30.13	37.98	64.35
R O E	4.9	6.0	9.8

(1) This plan assumes that COVID-19 will be settled by the end of January 2023 and economic activities and our market environment will recover.

(2) Accounting standards for revenue recognition will be applied from FY2022 full year forecast.

Forecast for the Year Ended January 2022 – 2024

(Consolidated Net Sales & Operating Income by Market Segment)

¥ Million

	FY2021 Full Year Results (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	32,547	38,900	47,000
Chain Store Market	19,726	21,500	22,500
Cultural Facility Market	10,089	9,200	10,100
Others	350	400	400
Net Sales	62,714	70,000	80,000
Commercial And Other Facility Market	982	1,240	2,910
Chain Store Market	582	1,100	1,150
Cultural Facility Market	384	100	250
Others	71	60	90
Segment profit adjustment	3	—	—
Operating Income	2,024	2,500	4,400