
Financial Results

For the third quarter ended October 31, 2022



Consolidated Income Statements Summary

¥ Million

	FY 2021 3rd Quarter Results (21/2 – 21/10)	FY 2022 3rd Quarter Results (22/2 – 22/10)	Increase (Decrease)
Order Accepted	48,484	48,677	193
Net Sales	42,453	46,796	4,343
Gross Profit	7,872	7,825	△46
Selling, General & Admin. Expenses	6,933	7,492	558
Operating Income	938	333	△604
Non-operating Income(Expenses)	158	150	△7
Ordinary Income	1,096	484	△612
Extraordinary Income(Expenses)	12	7	△5
Income before Income Taxes	1,109	491	△617
Income Taxes-current	568	591	23
Income Taxes-deferred	△85	△353	△268
Net Income	626	254	△372
E P S	13.13	5.36	△7.77
R O E	2.2	0.9	△1.3

Consolidated Balance Sheets Summary

¥ Million

	As of Oct. 31 2022	As of Jan. 31 2022
ASSETS		
Current Assets	34,880	38,072
Fixed Assets	7,184	7,171
Total Assets	42,065	45,244
Liabilities		
Current Liabilities	12,200	15,117
Noncurrent Liabilities	945	1,067
Total Liabilities	13,146	16,185
Net Assets		
Shareholder's Equity	28,882	29,107
Other accumulated comprehensive income	35	△48
Total Net Assets	28,918	29,059
Total Liabilities and Net Assets	42,065	45,244

Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2021 3st Quarter Results (21/2-21/10)	FY2022 3st Quarter Results (22/2-22/10)	Increase (Decrease)
Commercial And Other Facility Market	21,071	25,927	4,856
Chain Store Market	13,918	13,569	△349
Cultural Facility Market	7,214	7,019	△195
Others	248	280	31
Net Sales	42,453	46,796	4,343
Commercial And Other Facility Market	273	△112	△385
Chain Store Market	358	277	△80
Cultural Facility Market	257	91	△166
Others	60	75	14
Segment profit adjustment	△11	2	13
Operating Income	938	333	△604

Consolidated Cash Flow Statements Summary

¥ Million

	FY2021 3rd Quarter Results (21/2-21/10)	FY2022 3rd Quarter Results (22/2-22/10)
Net Cash Provided by (Used in) Operating Activities	△416	780
Net Cash Provided by (Used in) Investing Activities	631	△354
Net Cash Provided by (Used in) Financing Activities	△1,446	△1,330
Net Increase (Decrease) in Cash and Cash Equivalents	△1,237	△912
Cash and Cash Equivalents at Beginning of Year	17,986	16,356
Cash and Cash Equivalents at End of Period	16,749	15,444

Forecast for the Year Ended January 2023

(Consolidated Earnings)

¥ Million

	FY2021 2st Quarter Results (21/2-21/7)	FY2021 Full Year Results (21/2-22/1)	FY2022 2st Quarter Results (22/2-22/7)	FY2022 Full Year Forecast (22/2-23/1)
Order Accepted	29,916	64,589	31,492	66,700
Net Sales	26,832	62,714	31,606	64,600
Gross Profit	4,636	11,582	5,375	10,500
Operating Income	75	2,024	647	200
Ordinary Income	207	2,209	719	350
Net Income	45	1,434	460	150
E P S	0.95	30.13	9.70	3.16
ROE	0.2	4.9	1.5	0.5

※ Accounting standards based on revenue recognition have been applied since the current fiscal year.
 ※ FY2022 full year forecast revised on December 7, 2022.

Forecast for the Year Ended January 2023

(Consolidated Net Sales & Operating Income by Market Segment)

¥ Million

	FY2021 2st Quarter Results (21/2-21/7)	FY2021 Full Year Results (21/2-22/1)	FY2022 2st Quarter Results (22/2-22/7)	FY2022 Full Year Forecast (22/2-23/1)
Commercial And Other Facility Market	11,908	32,547	16,420	36,400
Chain Store Market	9,304	19,726	9,565	18,600
Cultural Facility Market	5,460	10,089	5,445	9,200
Others	159	350	175	400
Net Sales	26,832	62,714	31,606	64,600
Commercial And Other Facility Market	△489	982	△23	△200
Chain Store Market	241	582	403	300
Cultural Facility Market	304	384	227	100
Others	36	71	40	—
Segment profit adjustment	△17	3	—	—
Operating Income	75	2,024	647	200

※ Accounting standards based on revenue recognition have been applied since the current fiscal year.

※ FY2022 full year forecast revised on December 7, 2022.

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	66,700	82,500
Net Sales	62,714	64,600	80,000
Gross Profit	11,582	10,500	15,100
Operating Income	2,024	200	4,400
Ordinary Income	2,209	350	4,540
Net Income	1,434	150	3,050
E P S	30.13	3.16	64.35
R O E	4.9	0.5	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 .