



Financial Results



For the fiscal year ended January 31, 2023



Consolidated Income Statements Summary

¥ Million

| | FY 2021 Results (21/2 – 22/1) | FY 2022 Results (22/2 – 23/1) | Increase (Decrease) |
|------------------------------------|-------------------------------------|-------------------------------------|------------------------|
| Order Accepted | 64,589 | 67,600 | 3,010 |
| Net Sales | 62,714 | 64,221 | 1,507 |
| Gross Profit | 11,582 | 10,710 | △871 |
| Selling, General & Admin. Expenses | 9,557 | 10,093 | 536 |
| Operating Income | 2,024 | 616 | △1,407 |
| Non-operating Income(Expenses) | 184 | 177 | △7 |
| Ordinary Income | 2,209 | 793 | △1,415 |
| Extraordinary Income(Expenses) | 75 | △10 | △86 |
| Income before Income Taxes | 2,285 | 782 | △1,502 |
| Income Taxes-current | 824 | 447 | △377 |
| Income Taxes-deferred | 25 | △124 | △150 |
| Net Income | 1,434 | 459 | △974 |
| E P S | 30.13 | 9.68 | △20.45 |
| R O E | 4.9 | 1.6 | △3.3 |

Consolidated Balance Sheets Summary

¥ Million

| | As of Jan. 31 2022 | As of Jan. 31 2023 |
|---|-----------------------|-----------------------|
| ASSETS | | |
| Current Assets | 38,072 | 34,519 |
| Fixed Assets | 7,171 | 7,338 |
| Total Assets | 45,244 | 41,858 |
| | | |
| Liabilities | | |
| Current Liabilities | 15,117 | 11,238 |
| Noncurrent Liabilities | 1,067 | 1,204 |
| Total Liabilities | 16,185 | 12,443 |
| | | |
| Net Assets | | |
| Shareholder's Equity | 29,107 | 29,156 |
| Other accumulated comprehensive income | △48 | 257 |
| Total Net Assets | 29,059 | 29,414 |
| Total Liabilities and Net Assets | 45,244 | 41,858 |

Consolidated Net Sales & Operating Income by Market Segment

¥ Million

| | FY2021 Results (21/2-22/1) | FY2022 Results (22/2-23/1) | Increase (Decrease) |
|--------------------------------------|----------------------------------|----------------------------------|------------------------|
| Commercial And Other Facility Market | 32,547 | 36,144 | 3,596 |
| Chain Store Market | 19,726 | 18,269 | △1,456 |
| Cultural Facility Market | 10,089 | 9,409 | △679 |
| Others | 350 | 397 | 46 |
| Net Sales | 62,714 | 64,221 | 1,507 |
| Commercial And Other Facility Market | 982 | 123 | △859 |
| Chain Store Market | 582 | 336 | △245 |
| Cultural Facility Market | 384 | 70 | △313 |
| Others | 71 | 83 | 11 |
| Segment profit adjustment | 3 | 3 | 0 |
| Operating Income | 2,024 | 616 | △1,407 |

Consolidated Cash Flow Statements Summary

¥ Million

| | FY2021 Full Year Results (21/2-22/1) | FY2022 Full Year Results (22/2-23/1) |
|---|---|---|
| Net Cash Provided by (Used in) Operating Activities | △994 | 1,810 |
| Net Cash Provided by (Used in) Investing Activities | 823 | △1,075 |
| Net Cash Provided by (Used in) Financing Activities | △1,449 | △1,364 |
| Net Increase (Decrease) in Cash and Cash Equivalents | △1,629 | △616 |
| Cash and Cash Equivalents at the Beginning of the Fiscal Year | 17,986 | 16,356 |
| Cash and Cash Equivalents at the End of the Fiscal Year | 16,356 | 15,739 |

Forecast for the Year Ended January 2022 – 2024 (Consolidated Earnings)

¥ Million

| | FY2021 Full Year Results (21/2-22/1) | FY2022 Full Year Results (22/2-23/1) | FY2023 Full Year Forecast (23/2-24/1) |
|------------------|---|---|--|
| Order Accepted | 64,589 | 67,600 | 78,000 |
| Net Sales | 62,714 | 64,221 | 76,000 |
| Gross Profit | 11,582 | 10,710 | 13,600 |
| Operating Income | 2,024 | 616 | 3,000 |
| Ordinary Income | 2,209 | 793 | 3,160 |
| Net Income | 1,434 | 459 | 2,090 |
| E P S | 30.13 | 9.68 | 44.01 |
| R O E | 4.9 | 1.6 | 7.0 |

(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 Results (22/2-23/1) | FY2023 Full Year Forecast (23/2-24/1) |
|---|---|---|--|
| Commercial And Other Facility Market | 32,547 | 36,144 | 43,600 |
| Chain Store Market | 19,726 | 18,269 | 21,800 |
| Cultural Facility Market | 10,089 | 9,409 | 10,200 |
| Others | 350 | 397 | 400 |
| Net Sales | 62,714 | 64,221 | 76,000 |
| Commercial And Other Facility Market | 982 | 123 | 1,610 |
| Chain Store Market | 582 | 336 | 860 |
| Cultural Facility Market | 384 | 70 | 480 |
| Others | 71 | 83 | 50 |
| Segment profit adjustment | 3 | 3 | — |
| Operating Income | 2,024 | 616 | 3,000 |