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# Financial Results

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For the first quarter ended April 30, 2023



# Consolidated Income Statements Summary

¥ Million

	<b>FY 2022</b> 1st Quarter Results (22/2 - 22/4)	<b>FY 2023</b> 1st Quarter Results (23/2 - 23/4)	Increase (Decrease)
Order Accepted	16,168	16,558	389
<b>Net Sales</b>	<b>17,571</b>	<b>19,716</b>	<b>2,145</b>
<b>Gross Profit</b>	<b>14,362</b>	<b>16,363</b>	<b>2,001</b>
Selling, General & Admin. Expenses	2,260	2,552	292
<b>Operating Income</b>	<b>948</b>	<b>800</b>	<b>△148</b>
Non-operating Income(Expenses)	4	16	12
<b>Ordinary Income</b>	<b>952</b>	<b>816</b>	<b>△136</b>
Extraordinary Income(Expenses)	—	13	12
Income before Income Taxes	953	830	△123
Income Taxes-current	613	434	△178
Income Taxes-deferred	△315	△150	165
<b>Net Income</b>	<b>654</b>	<b>545</b>	<b>△109</b>
E P S	13.81	11.45	△2.36
R O E	2.20	1.86	△0.34

※ Accounting standards based on revenue recognition have been applied since FY 2022.

# Consolidated Balance Sheets Summary

¥ Million

	As of Apr. 30 2023	As of Jan. 31 2023
<b>ASSETS</b>		
Current Assets	36,814	34,519
Fixed Assets	6,517	7,338
<b>Total Assets</b>	<b>44,268</b>	<b>41,858</b>
<b>Liabilities</b>		
Current Liabilities	14,198	11,238
Noncurrent Liabilities	753	1,204
<b>Total Liabilities</b>	<b>14,951</b>	<b>12,443</b>
<b>Net Assets</b>		
Shareholder's Equity	29,005	29,156
Other accumulated comprehensive income	311	257
<b>Total Net Assets</b>	<b>29,316</b>	<b>29,414</b>
<b>Total Liabilities and Net Assets</b>	<b>44,268</b>	<b>41,858</b>

# Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2022 1st Quarter Results (22/2-22/4)	FY2023 1st Quarter Results (23/2-23/4)	Increase (Decrease)
Commercial And Other Facility Market	8,630	11,327	2,696
Chain Store Market	5,034	5,632	597
Cultural Facility Market	3,816	2,659	△1,156
Others	89	97	8
<b>Net Sales</b>	<b>17,571</b>	<b>19,716</b>	<b>2,145</b>
Commercial And Other Facility Market	177	454	277
Chain Store Market	350	295	△55
Cultural Facility Market	389	12	△377
Others	31	35	4
Segment profit adjustment	△1	1	—
<b>Operating Income</b>	<b>948</b>	<b>800</b>	<b>△148</b>

# Consolidated Cash Flow Statements Summary

¥ Million

	FY2022 1st Quarter Results (22/2-22/4)	FY2023 1st Quarter Results (23/2-23/4)
Net Cash Provided by ( Used in ) Operating Activities	2,819	1,482
Net Cash Provided by ( Used in ) Investing Activities	△90	268
Net Cash Provided by ( Used in ) Financing Activities	△566	△664
Net Increase (Decrease) in Cash and Cash Equivalents	2,161	1,103
Cash and Cash Equivalents at Beginning of Year	16,356	15,739
Cash and Cash Equivalents at End of Period	18,518	16,843

# Forecast for the Year Ended January 2022 — 2024

## (Consolidated Earnings)

¥ Million

	<b>FY2021 Full Year Results (21/2-22/1)</b>	<b>FY2022 Full Year Results (22/2-23/1)</b>	<b>FY2023 Full Year Forecast (23/2-24/1)</b>
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	43.91
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 based on revenue recognition have been applied since FY 2022.

# 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
<b>Net Sales</b>	<b>62,714</b>	<b>64,221</b>	<b>76,000</b>
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	—
<b>Operating Income</b>	<b>2,024</b>	<b>616</b>	<b>3,000</b>