



Financial Results



For the second quarter ended July 31, 2023



Consolidated Income Statements Summary

¥ Million

	FY 2022 2nd Quarter Results (22/2 - 22/7)	FY 2023 2nd Quarter Results (23/2 - 23/7)	Increase (Decrease)
Order Accepted	31,492	40,225	8,732
Net Sales	31,606	38,871	7,264
Gross Profit	5,375	6,522	1,146
Selling, General & Admin. Expenses	4,728	5,164	436
Operating Income	647	1,357	710
Non-operating Income(Expenses)	71	44	△27
Ordinary Income	719	1,402	683
Extraordinary Income(Expenses)	5	3	△1
Income before Income Taxes	724	1,406	681
Income Taxes-current	398	587	188
Income Taxes-deferred	△134	△108	26
Net Income	460	926	466
E P S	9.70	19.45	9.75
ROE	1.5	3.1	1.6

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

Consolidated Balance Sheets Summary

¥ Million

	As of Jul. 31 2023	As of Jan. 31 2023
ASSETS		
Current Assets	38,579	34,519
Fixed Assets	7,791	7,338
Total Assets	46,371	41,858
Liabilities		
Current Liabilities	15,414	11,238
Noncurrent Liabilities	859	1,204
Total Liabilities	16,273	12,443
Net Assets		
Shareholder's Equity	29,531	29,156
Other accumulated comprehensive income	566	257
Total Net Assets	30,098	29,414
Total Liabilities and Net Assets	46,371	41,858

Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2022 2nd Quarter Results (22/2-22/7)	FY2023 2nd Quarter Results (23/2-23/7)	Increase (Decrease)
Commercial And Other Facility Market	16,420	22,734	6,314
Chain Store Market	9,565	10,992	1,427
Cultural Facility Market	5,445	4,950	△494
Others	175	193	17
Net Sales	31,606	38,871	7,264
Commercial And Other Facility Market	△23	941	965
Chain Store Market	403	467	64
Cultural Facility Market	227	△114	△341
Others	40	58	18
Segment profit adjustment	0	4	3
Operating Income	647	1,357	710

Consolidated Cash Flow Statements Summary

¥ Million

	FY2022 2nd Quarter Results (22/2-22/7)	FY2022 2nd Quarter Results (23/2-23/7)
Net Cash Provided by (Used in) Operating Activities	989	2,000
Net Cash Provided by (Used in) Investing Activities	△179	△173
Net Cash Provided by (Used in) Financing Activities	△634	△704
Net Increase (Decrease) in Cash and Cash Equivalents	167	1,143
Cash and Cash Equivalents at Beginning of Year	16,356	15,739
Cash and Cash Equivalents at End of Period	16,524	16,883

Forecast for the Year Ended January 2024 (Consolidated Earnings)

¥ Million

	FY2022 2nd Quarter Results (22/2-22/7)	FY2022 Full Year Forecast (22/2-23/1)	FY2023 2nd Quarter Results (23/2-23/7)	FY2023 Full Year Forecast (23/2-24/1)
Order Accepted	31,492	67,600	40,225	78,000
Net Sales	31,606	64,221	38,871	76,000
Gross Profit	5,375	10,710	6,552	13,600
Operating Income	647	616	1,357	3,000
Ordinary Income	719	793	1,402	3,160
Net Income	460	459	926	2,090
E P S	9.70	9.68	19.45	43.91
ROE	1.5	1.6	3.1	7.0

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

Forecast for the Year Ended January 2024

(Consolidated Net Sales & Operating Income by Market Segment)

¥ Million

	FY2022 2nd Quarter Results (22/2-22/7)	FY2022 Full Year Results (22/2-23/1)	FY2023 2nd Quarter Results (23/2-23/7)	FY2023 Full Year Forecast (23/2-24/1)
Commercial And Other Facility Market	16,420	36,144	22,734	43,600
Chain Store Market	9,565	18,269	10,992	21,800
Cultural Facility Market	5,445	9,409	4,950	10,200
Others	175	397	193	400
Net Sales	31,606	64,221	38,871	76,000
Commercial And Other Facility Market	△23	123	941	1,610
Chain Store Market	403	336	467	860
Cultural Facility Market	227	70	△114	480
Others	40	83	58	50
Segment profit adjustment	—	3	4	—
Operating Income	647	616	1,357	3,000

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

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	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
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