



Financial Results



For the third quarter ended October 31, 2023



Consolidated Income Statements Summary

¥ Million

	FY 2022 3rd Quarter Results (22/2 – 22/10)	FY 2023 3rd Quarter Results (23/2 – 23/10)	Increase (Decrease)
Order Accepted	48,677	60,672	11,944
Net Sales	46,796	58,273	11,476
Gross Profit	7,825	9,669	1,844
Selling, General & Admin. Expenses	7,492	7,721	229
Operating Income	333	1,948	1,614
Non-operating Income(Expenses)	150	65	△85
Ordinary Income	484	2,013	1,529
Extraordinary Income(Expenses)	7	10	2
Income before Income Taxes	491	2,024	1,532
Income Taxes-current	591	933	341
Income Taxes-deferred	△353	△259	△94
Net Income	254	1,350	1,096
E P S	5.36	28.32	22.96
R O E	0.9	4.5	3.6

Consolidated Balance Sheets Summary

¥ Million

	As of Jan. 31 2023	As of Oct. 31 2023
ASSETS		
Current Assets	34,519	38,825
Fixed Assets	7,338	8,206
Total Assets	41,858	47,031
Liabilities		
Current Liabilities	11,238	16,290
Noncurrent Liabilities	1,204	777
Total Liabilities	12,443	17,067
Net Assets		
Shareholder's Equity	29,156	29,256
Other accumulated comprehensive income	257	707
Total Net Assets	29,414	29,963
Total Liabilities and Net Assets	41,858	47,031

Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2022 3rd Quarter Results (22/2-22/10)	FY2023 3rd Quarter Results (23/2-23/10)	Increase (Decrease)
Commercial And Other Facility Market	25,927	33,724	7,797
Chain Store Market	13,569	17,301	3,732
Cultural Facility Market	7,019	6,949	△69
Others	280	297	16
Net Sales	46,796	58,273	11,476
Commercial And Other Facility Market	△112	1,204	1,316
Chain Store Market	277	739	461
Cultural Facility Market	91	△93	△184
Others	75	92	17
Segment profit adjustment	2	5	3
Operating Income	333	1,948	1,614

Consolidated Cash Flow Statements Summary

¥ Million

	FY2022 3rd Quarter Results (22/2-22/10)	FY2023 3rd Quarter Results (23/2-23/10)
Net Cash Provided by (Used in) Operating Activities	780	135
Net Cash Provided by (Used in) Investing Activities	△354	△463
Net Cash Provided by (Used in) Financing Activities	△1,330	△1,404
Net Increase (Decrease) in Cash and Cash Equivalents	△912	△1,707
Cash and Cash Equivalents at Beginning of Year	16,356	15,739
Cash and Cash Equivalents at End of Period	15,444	14,032

Forecast for the Year Ended January 2024

(Consolidated Earnings)

¥ Million

	FY2022 2nd Quarter Results (22/2-22/7)	FY2021 Full Year Results (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 FY2022.

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 FY2022.

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

※ Accounting standards based on revenue recognition have been applied since FY2022.