

## Supplementary Financial Data for Second Quarter of Fiscal Year Ending March 31, 2020

### 1. Forecasts for Fiscal Year Ending March 31, 2020

(Mil. yen)

	Fiscal year ended March 31, 2018		Fiscal year ended March 31, 2019		Fiscal year ending March 31, 2020			
	1H	Full year	1H	Full year	1H	YoY change	1H forecast	Full year forecast
New orders received	15,933	33,616	13,854	35,103	16,843	121.6%	17,000	34,500
AP-related business	8,254	17,182	6,501	18,884	8,419	129.5%	–	–
BP-related business	4,273	9,066	3,834	8,438	4,313	112.5%	–	–
Environment- and conveyor-related business	1,516	2,947	1,056	2,773	1,187	112.4%	–	–
Other business	1,885	4,420	2,461	5,007	2,923	118.8%	–	–
Net sales	16,153	35,114	14,697	31,780	17,140	116.6%	16,600	35,700
AP-related business	7,432	17,179	7,833	16,434	8,667	110.6%	9,100	18,700
BP-related business	5,606	9,521	3,870	7,893	4,569	118.0%	4,000	9,200
Environment- and conveyor-related business	1,453	3,931	1,098	2,775	1,353	123.2%	1,400	2,900
Other business	1,660	4,480	1,894	4,677	2,549	134.5%	2,100	4,900
Operating income	808	2,103	474	1,427	959	202.3%	1,100	2,300
AP-related business	450	1,348	415	963	676	162.8%	840	1,570
BP-related business	669	1,015	358	666	297	82.9%	320	750
Environment- and conveyor-related business	101	308	108	417	219	202.7%	240	500
Other business	107	462	93	502	448	481.7%	215	510
Corporate expenses	(519)	(1,031)	(502)	(1,122)	(683)	136.0%	(515)	(1,030)

\*Note: AP and BP refer to asphalt and concrete plants, respectively.

### 2. Analysis of Ordinary Income Change in Second Quarter of Fiscal Year Ending March 31, 2020 (Mil. yen)

	1H of fiscal year ending March 31, 2018	1H of fiscal year ending March 31, 2019	1H of fiscal year ending March 31, 2020
Year-earlier ordinary income	1,144	925	595
Change in net sales	+106	(361)	+637
Change in cost-of-sales ratio	(422)	+185	+256
Change in SG&A expenses	+49	(158)	(408)
Foreign exchange losses	+26	(7)	(23)
Change in other non-operating income	+21	+11	(23)
Ordinary income	925	595	1,034

### 3. Order backlog

(Mil. yen)

Segment	Order backlog		
	End of 1H of fiscal year ending March 31, 2018	End of 1H of fiscal year ending March 31, 2019	End of 1H of fiscal year ending March 31, 2020
AP-related business	7,178	5,027	8,561
BP-related business	2,018	2,858	3,184
Environment- and conveyor-related business	1,492	345	219
Other business	718	1,058	1,194
Total	11,409	9,289	13,158