

Supplementary Financial Data for Third 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 | | | | |
|--|----------------------------------|--------|-----------|----------------------------------|--------|-----------|-----------------------------------|------------|---------|------------|--------------------|
| | 3Q | 3QYTD | Full year | 3Q | 3QYTD | Full year | 3Q | YoY change | 3QYTD | YoY change | Full year forecast |
| New orders received | 6,376 | 22,309 | 33,616 | 5,796 | 19,650 | 35,103 | 7,034 | 121.3% | 23,877 | 121.5% | 37,450 |
| AP-related business | 2,318 | 10,572 | 17,182 | 1,636 | 8,137 | 18,884 | 2,777 | 169.7% | 11,196 | 137.6% | – |
| BP-related business | 2,156 | 6,430 | 9,066 | 1,886 | 5,720 | 8,438 | 2,002 | 106.2% | 6,315 | 110.4% | – |
| Environment- and conveyor-related business | 645 | 2,162 | 2,947 | 931 | 1,987 | 2,773 | 600 | 64.4% | 1,787 | 89.9% | – |
| Other business | 1,258 | 3,144 | 4,420 | 1,344 | 3,805 | 5,007 | 1,655 | 123.1% | 4,578 | 120.3% | – |
| Net sales | 7,992 | 24,145 | 35,114 | 5,721 | 20,418 | 31,780 | 7,422 | 129.7% | 24,562 | 120.3% | 35,700 |
| AP-related business | 4,155 | 11,587 | 17,179 | 2,460 | 10,293 | 16,434 | 3,789 | 154.0% | 12,456 | 121.0% | 18,367 |
| BP-related business | 1,291 | 6,897 | 9,521 | 1,612 | 5,482 | 7,893 | 1,722 | 106.8% | 6,291 | 114.8% | 9,369 |
| Environment- and conveyor-related business | 1,519 | 2,972 | 3,931 | 601 | 1,699 | 2,775 | 561 | 93.3% | 1,914 | 112.7% | 2,803 |
| Other business | 1,027 | 2,687 | 4,480 | 1,048 | 2,942 | 4,677 | 1,350 | 128.8% | 3,899 | 132.5% | 5,159 |
| Operating income | 393 | 1,201 | 2,103 | (167) | 307 | 1,427 | 81 | – | 1,040 | 338.8% | 2,300 |
| AP-related business | 318 | 768 | 1,348 | (132) | 283 | 963 | (53) | – | 623 | 220.1% | 1,476 |
| BP-related business | 68 | 737 | 1,015 | 23 | 381 | 666 | 89 | 387.0% | 386 | 101.3% | 697 |
| Environment- and conveyor-related business | 115 | 216 | 308 | 146 | 254 | 417 | 174 | 119.2% | 393 | 154.7% | 479 |
| Other business | 121 | 228 | 462 | 115 | 208 | 502 | 196 | 170.4% | 644 | 309.6% | 948 |
| Corporate expenses | (231) | (750) | (1,031) | (318) | (820) | (1,122) | (322) | 101.3% | (1,005) | 122.6% | (1,303) |

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

2. Analysis of Ordinary Income Change in Third Quarter of Fiscal Year Ending March 31, 2020 (mil. yen)

| | 3Q of FY ended March 31, 2018 | 3Q of FY ended March 31, 2019 | 3Q of FY ending March 31, 2020 |
|--------------------------------------|----------------------------------|----------------------------------|-----------------------------------|
| Year-earlier ordinary income | 1,211 | 1,356 | 453 |
| Change in net sales | +639 | (927) | +1,087 |
| Change in cost-of-sales ratio | (573) | +279 | +184 |
| Change in SG&A expenses | +26 | (245) | (538) |
| Foreign exchange losses | +9 | (11) | (10) |
| Change in other non-operating income | +42 | +1 | (13) |
| Ordinary income | 1,356 | 453 | 1,163 |

3. Order backlog

(mil. yen)

| Segment | Order backlog | | |
|--|--|--|---|
| | End of 3Q of FY ended March 31, 2018 | End of 3Q of FY ended March 31, 2019 | End of 3Q of FY ending March 31, 2020 |
| AP-related business | 5,341 | 4,203 | 7,548 |
| BP-related business | 2,883 | 3,132 | 3,464 |
| Environment- and conveyor-related business | 560 | 675 | 258 |
| Other business | 1,008 | 1,352 | 1,498 |
| Total | 9,793 | 9,364 | 12,769 |