

Supplementary Financial Data for First Quarter of Fiscal Year Ending March 31, 2022

1. Forecasts for Fiscal Year Ending March 31, 2022

(million yen)

	Fiscal year ended March 31, 2020			Fiscal year ended March 31, 2021			Fiscal year ending March 31, 2022			
	1Q	1H	Full year	1Q	1H	Full year	1Q	YoY change	1H forecast	Full year forecast
New orders received	7,320	16,843	33,915	9,469	19,036	40,009	9,753	103.0%	20,500	41,000
AP-related business	3,575	8,419	16,133	5,256	9,835	20,279	4,519	86.0%	10,750	21,500
BP-related business	1,969	4,313	9,478	2,061	4,823	9,961	3,142	152.5%	4,500	9,000
Environment- and Conveyor-Related Business	449	1,187	2,401	746	1,374	2,875	523	70.1%	1,500	3,000
Other business	1,325	2,923	5,902	1,405	3,001	6,894	1,568	111.6%	3,750	7,500
Net sales	8,001	17,140	35,151	7,271	18,225	37,866	8,817	121.3%	19,000	39,000
AP-related business	3,917	8,667	17,518	3,991	9,527	19,467	5,058	126.7%	10,100	20,000
BP-related business	2,442	4,569	9,158	1,478	4,918	9,212	1,972	133.4%	5,170	9,600
Environment- and Conveyor-Related Business	492	1,353	2,634	524	1,059	2,390	424	80.9%	1,190	2,400
Other business	1,149	2,549	5,840	1,275	2,719	6,790	1,361	106.7%	2,980	7,000
Operating income	276	959	2,053	408	1,000	2,302	375	91.9%	1,100	2,300
AP-related business	222	676	1,118	340	640	1,239	199	58.5%	680	1,250
BP-related business	110	297	761	88	486	879	196	222.7%	490	850
Environment- and Conveyor-Related Business	80	219	562	114	192	482	66	57.9%	220	450
Other business	175	448	1,020	171	377	1,170	157	91.8%	590	1,150
Corporate expenses	(313)	(683)	(1,409)	(305)	(696)	(1,469)	(244)	80.0%	(670)	(1,400)

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

2. Analysis of Ordinary Income Change in First Quarter of Fiscal Year Ending March 31, 2022

(million yen)

	1Q of FY ended March 31, 2020	1Q of FY ended March 31, 2021	1Q of FY ending March 31, 2022
Year-earlier ordinary income	87	361	979
Change in net sales	772	(198)	470
Change in cost-of-sales ratio	(227)	245	(313)
Change in SG&A expenses	(243)	85	(190)
Foreign exchange losses	(10)	34	(3)
Change in other non-operating income	(18)	452	(424)
Ordinary income	361	979	519

3. Order backlog

(million yen)

Segment	Order backlog		
	Fiscal year ended March 31, 2020	Fiscal year ended March 31, 2021	Fiscal year ending March 31, 2022
	1Q	1Q	1Q
AP-related business	8,466	8,688	7,696
BP-related business	2,967	4,342	5,678
Environment- and Conveyor-Related Business	342	373	734
Other business	997	1,013	1,187
Total	12,773	14,417	15,298