

Supplementary Financial Data for Second Quarter of Fiscal Year Ending March 31, 2021

1. Forecasts for Fiscal Year Ending March 31, 2021

(mil. yen)

	Fiscal year ended March 31, 2019		Fiscal year ended March 31, 2020		Fiscal year ending March 31, 2021			
	1H	Full year	1H	Full year	1H	YoY change	1H forecast	Full year forecast
New orders received	13,854	35,103	16,843	33,915	19,036	113.0%	17,000	35,000
AP-related business	6,501	18,884	8,419	16,133	9,835	116.8%	—	—
BP-related business	3,834	8,438	4,313	9,478	4,823	111.8%	—	—
Environment- and conveyor-related business	1,056	2,773	1,187	2,401	1,374	115.8%	—	—
Other business	2,461	5,007	2,923	5,902	3,001	102.7%	—	—
Net sales	14,697	31,780	17,140	35,151	18,225	106.3%	18,500	36,500
AP-related business	7,833	16,434	8,667	17,518	9,527	109.9%	9,800	19,000
BP-related business	3,870	7,893	4,569	9,158	4,918	107.6%	4,800	9,700
Environment- and conveyor-related business	1,098	2,775	1,353	2,634	1,059	78.2%	1,200	2,200
Other business	1,894	4,677	2,549	5,840	2,719	106.6%	2,700	5,600
Operating income	474	1,427	959	2,053	1,000	104.2%	1,100	2,200
AP-related business	415	963	676	1,118	640	94.7%	630	1,250
BP-related business	358	666	297	761	486	163.6%	410	970
Environment- and conveyor-related business	108	417	219	562	192	87.7%	260	400
Other business	93	502	448	1,020	377	84.2%	500	980
Corporate expenses	(502)	(1,122)	(683)	(1,409)	(696)	101.9%	(700)	(1,400)

* 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, 2021

(mil. yen)

	1H of fiscal year ended March 31, 2019	1H of fiscal year ended March 31, 2020	1H of fiscal year ending March 31, 2021
Year-earlier ordinary income	925	595	1,034
Change in net sales	(361)	+637	+299
Change in cost-of-sales ratio	+185	+256	(241)
Change in SG&A expenses	(158)	(408)	(17)
Foreign exchange losses	(7)	(23)	+56
Change in other non-operating income	+11	(23)	+457
Ordinary income	595	1,034	1,588

3. Order backlog

(mil. yen)

Segment	Order backlog		
	Fiscal year ended March 31, 2019 1H-end	Fiscal year ended March 31, 2020 1H-end	Fiscal year ending March 31, 2021 1H-end
AP-related business	5,027	8,561	7,732
BP-related business	2,858	3,184	3,665
Environment- and conveyor-related business	345	219	467
Other business	1,058	1,194	1,165
Total	9,289	13,158	13,030