

Supplementary Financial Data for Third 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				
	3Q	3QYTD	Full year	3Q	3QYTD	Full year	3Q	YoY change	3QYTD	YoY change	Full year forecast
New orders received	5,796	19,650	35,103	7,034	23,877	33,915	9,857	140.1%	28,893	121.0%	38,600
AP-related business	1,636	8,137	18,884	2,777	11,196	16,133	4,267	153.7%	14,102	126.0%	19,000
BP-related business	1,886	5,720	8,438	2,002	6,315	9,478	2,915	145.6%	7,278	115.2%	11,000
Environment- and conveyor-related business	931	1,987	2,773	600	1,787	2,401	916	152.7%	2,290	128.1%	2,600
Other business	1,344	3,805	5,007	1,655	4,578	5,902	1,761	106.4%	5,222	114.1%	6,000
Net sales	5,721	20,418	31,780	7,422	24,562	35,151	6,407	86.3%	24,632	100.3%	36,500
AP-related business	2,460	10,293	16,434	3,789	12,456	17,518	3,247	85.7%	12,774	102.6%	19,000
BP-related business	1,612	5,482	7,893	1,722	6,291	9,158	1,274	74.0%	6,192	98.4%	9,200
Environment- and conveyor-related business	601	1,699	2,775	561	1,914	2,634	513	91.4%	1,572	82.1%	2,200
Other business	1,048	2,942	4,677	1,350	3,899	5,840	1,373	101.7%	4,092	104.9%	6,100
Operating income	(167)	307	1,427	81	1,040	2,053	(96)	–	904	86.9%	2,200
AP-related business	(132)	283	963	(53)	623	1,118	(105)	–	535	85.9%	1,250
BP-related business	23	381	666	89	386	761	(25)	–	461	119.4%	850
Environment- and conveyor-related business	146	254	417	174	393	562	94	54.0%	286	72.8%	400
Other business	115	208	502	196	644	1,020	188	95.9%	565	87.7%	1,000
Corporate expenses	(318)	(820)	(1,122)	(322)	(1,005)	(1,409)	(248)	77.0%	(944)	93.9%	(1,300)

*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, 2021 (mil. yen)

	3Q of FY ended March 31, 2019	3Q of FY ended March 31, 2020	3Q of FY ending March 31, 2021
Year-earlier ordinary income	1,356	453	1,163
Change in net sales	(927)	+1,087	+19
Change in cost-of-sales ratio	+279	+184	(39)
Change in SG&A expenses	(245)	(538)	(116)
Foreign exchange gains (losses)	(11)	(10)	+42
Change in other non-operating income	+1	(13)	+430
Ordinary income	453	1,163	1,499

3. Order backlog

(mil. yen)

Segment	Order backlog		
	End of 3Q of FY ended March 31, 2019	End of 3Q of FY ended March 31, 2020	End of 3Q of FY ending March 31, 2021
AP-related business	4,203	7,548	8,751
BP-related business	3,132	3,464	4,845
Environment- and conveyor-related business	675	258	869
Other Business	1,352	1,498	2,013
Total	9,364	12,769	16,479