

Supplementary Financial Data for Second Quarter of Fiscal Year Ending March 31, 2024

1. Forecasts for Fiscal Year Ending March 31, 2024

(million yen)

	Fiscal year ended March 31, 2022		Fiscal year ended March 31, 2023		Fiscal year ending March 31, 2024					
	1H	Full year	1H	Full year	1H	YoY change	1H forecast (revised)	Full-year forecast (revised)	1H forecast (initial)	Full-year forecast (initial)
New orders received	18,802	41,337	18,949	40,849	25,128	132.6%	20,442	43,038		
AP-related business	9,048	18,180	8,115	17,614	10,853	133.7%	8,697	18,149		
BP-related business	5,646	12,086	5,102	11,461	6,197	121.4%	5,385	11,228		
Environment- and conveyor-related business	1,286	3,014	1,215	2,456	1,838	151.2%	1,291	2,872		
Other business	2,820	8,056	4,515	9,316	6,239	138.1%	5,069	10,789		
Net sales	19,008	38,846	18,760	39,665	16,982	90.5%	17,000	44,000	19,000	44,000
AP-related business	9,189	18,328	8,652	17,341	7,114	82.2%	7,500	18,000	9,500	19,500
BP-related business	5,589	10,839	5,314	11,111	5,049	95.0%	4,500	12,200	4,500	11,500
Environment- and conveyor-related business	1,581	3,018	1,222	2,888	1,450	118.7%	1,350	3,100	1,350	3,000
Other business	2,647	6,660	3,571	8,324	3,367	94.3%	3,650	10,700	3,650	10,000
Operating income	968	2,053	399	1,028	269	67.4%	50	1,900	400	1,900
AP-related business	388	562	132	49	29	22.0%	(50)	500	300	600
BP-related business	609	1,123	505	1,017	504	99.8%	500	1,300	500	1,200
Environment- and conveyor-related business	243	588	236	522	332	140.7%	200	650	200	500
Other business	317	1,073	253	1,044	215	85.0%	200	1,100	200	1,250
Corporate expenses	(589)	(1,293)	(727)	(1,605)	(812)	-	(800)	(1,650)	(800)	(1,650)

*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, 2024

(million yen)

	1H of FY ended March 2022	1H of FY ended March 2023	1H of FY ending March 2024
Year-earlier ordinary income	1,588	1,105	548
Impact of change in net sales	+206	(65)	(466)
Impact of change in cost-of-sales ratio	+19	(23)	+604
Impact of change in SG&A expenses	(256)	(481)	(267)
Impact of foreign exchange losses	(28)	+77	+14
Impact of change in other non-operating income	(423)	(65)	+23
Ordinary income	1,105	548	455

3. Order backlog

(million yen)

Segment	Order backlog		
	Fiscal year ended March 31, 2022 1H	Fiscal year ended March 31, 2023 1H	Fiscal year ended March 31, 2024 1H
AP-related business	8,094	7,188	11,666
BP-related business	4,565	5,544	7,456
Environment- and conveyor-related business	341	606	570
Other business	1,154	3,321	6,292
Total	14,155	16,660	25,986