

## Supplementary Financial Data for Third Quarter of Fiscal Year Ending March 31, 2023

### 1. Forecasts for Fiscal Year Ending March 31, 2023

(million yen)

	Fiscal year ended March 31, 2021			Fiscal year ended March 31, 2022			Fiscal year ending March 31, 2023				
	3Q	9 months	Full year	3Q	9 months	Full year	3Q	YoY change	9 months	YoY change	Full-year forecast
New orders received	9,857	28,893	40,009	9,344	28,146	41,337	10,268	109.9%	29,217	103.8%	43,000
AP-related business	4,267	14,102	20,279	4,024	13,072	18,180	4,590	114.1%	12,705	97.2%	19,000
BP-related business	2,915	7,278	9,961	2,796	8,442	12,086	2,819	100.8%	7,921	93.8%	11,000
Environment- and conveyor-related business	916	2,290	2,875	739	2,025	3,014	706	95.5%	1,921	94.9%	3,000
Other business	1,761	5,222	6,894	1,786	4,606	8,056	2,154	120.6%	6,669	144.8%	10,000
Net sales	6,407	24,632	37,866	8,157	27,165	38,846	8,369	102.6%	27,129	99.9%	42,000
AP-related business	3,247	12,774	19,467	4,176	13,365	18,328	4,433	106.2%	13,085	97.9%	20,000
BP-related business	1,274	6,192	9,212	1,690	7,279	10,839	1,330	78.7%	6,644	91.3%	10,500
Environment- and conveyor-related business	513	1,572	2,390	614	2,195	3,018	916	149.2%	2,138	97.4%	2,500
Other business	1,373	4,092	6,790	1,678	4,325	6,660	1,688	100.6%	5,259	121.6%	9,000
Operating income	(96)	904	2,302	59	1,027	2,053	(32)	—	367	35.7%	1,700
AP-related business	(105)	535	1,239	(61)	327	562	107	—	239	73.1%	550
BP-related business	(25)	461	879	58	667	1,123	2	—	507	76.0%	1,050
Environment- and conveyor-related business	94	286	482	136	379	588	82	60.3%	318	83.9%	500
Other business	188	565	1,170	306	623	1,073	163	53.3%	416	66.8%	1,100
Corporate expenses	(248)	(944)	(1,469)	(382)	(971)	(1,293)	(388)	101.6%	(1,115)	114.8%	(1,500)

\*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, 2023 (mil. yen)

	9 months of fiscal year ended March 31, 2021	9 months of fiscal year ended March 31, 2022	9 months of fiscal year ending March 31, 2023
Year-earlier ordinary income	1,163	1,499	1,194
Change in net sales	19	679	(10)
Change in cost-of-sales ratio	(39)	(15)	(57)
Change in SG&A expenses	(116)	(541)	(593)
Foreign exchange losses	42	(10)	74
Change in other non-operating income	430	(418)	(79)
Ordinary income	1,499	1,194	529

### 3. Order backlog

(million yen)

Segment	Order backlog		
	Fiscal year ended March 31, 2021 3Q-end	Fiscal year ended March 31, 2022 3Q-end	Fiscal year ending March 31, 2023 3Q-end
AP-related business	8,751	7,942	7,344
BP-related business	4,845	5,672	7,032
Environment- and conveyor-related business	869	466	396
Other business	2,013	1,261	3,787
Total	16,479	15,342	18,560