

Supplementary Financial Data for First 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			
	1Q	1H	Full year	1Q	1H	Full year	1Q	YoY change	1H forecast	Full-year forecast
New orders received	9,753	18,802	41,337	10,217	18,949	40,849	10,777	105.5%	20,442	43,038
AP-related business	4,519	9,048	18,180	5,094	8,115	17,614	5,227	102.6%	8,697	18,149
BP-related business	3,142	5,646	12,086	2,799	5,102	11,461	2,502	89.4%	5,385	11,228
Environment- and conveyor-related business	523	1,286	3,014	604	1,215	2,456	1,002	165.9%	1,291	2,872
Other business	1,568	2,820	8,056	1,719	4,515	9,316	2,044	118.9%	5,069	10,789
Net sales	8,817	19,008	38,846	9,504	18,760	39,665	8,446	88.9%	17,000	44,000
AP-related business	5,058	9,189	18,328	4,982	8,652	17,341	3,795	76.2%	7,500	19,500
BP-related business	1,972	5,589	10,839	2,381	5,314	11,111	2,313	97.1%	4,500	11,500
Environment- and conveyor-related business	424	1,581	3,018	640	1,222	2,888	643	100.5%	1,350	3,000
Other business	1,362	2,647	6,660	1,501	3,571	8,324	1,693	112.8%	3,650	10,000
Operating income	375	968	2,053	183	399	1,028	(99)	—	50	1,900
AP-related business	199	388	562	139	132	49	(92)	—	(50)	600
BP-related business	196	609	1,123	211	505	1,017	169	80.1%	500	1,200
Environment- and conveyor-related business	66	243	588	147	236	522	126	85.7%	200	500
Other business	157	317	1,073	31	253	1,044	104	335.5%	200	1,250
Corporate expenses	(244)	(589)	(1,293)	(345)	(727)	(1,605)	(407)	118.0%	(800)	(1,650)

*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, 2024

(million yen)

	1Q of FY ended March 31, 2022	1Q of FY ended March 31, 2023	1Q of FY ending March 31, 2024
Year-earlier ordinary income	979	519	326
Impact of change in net sales	+470	+185	(271)
Impact of change in cost-of-sales ratio	(313)	(116)	+80
Impact of change in SG&A expenses	(190)	(260)	(91)
Impact of foreign exchange losses	(3)	+59	(2)
Impact of change in other non-operating income	(424)	(61)	+26
Ordinary income	519	326	67

3. Order backlog

(million yen)

Segment	Order backlog		
	Fiscal year ended March 31, 2022 1Q	Fiscal year ended March 31, 2023 1Q	Fiscal year ending March 31, 2024 1Q
AP-related business	7,696	7,837	9,430
BP-related business	5,678	6,173	6,295
Environment- and conveyor-related business	734	596	540
Other business	1,187	2,595	3,720
Total	15,298	17,202	19,987