

Supplementary Financial Data for Fiscal Year Ended March 31, 2022

1. Forecasts for Fiscal Year Ended March 31, 2022

(mil. yen)

	Fiscal year ended March 31, 2021			Fiscal year ended March 31, 2022				Fiscal year ending March 31, 2023 (Forecasts)			
	1H	2H	Full year	1H	2H	Full year	Company plan	1H	2H	Full year	Full year YoY change
New orders received	19,036	20,973	40,009	18,802	22,535	41,337	41,000	23,000	23,000	460,000	1112.8%
AP-related business	9,835	10,444	20,279	9,048	9,132	18,180	21,500	10,500	10,500	21,000	115.5%
BP-related business	4,823	5,138	9,961	5,646	6,440	12,086	9,000	6,000	6,000	12,000	99.3%
Environment- and conveyor-related business	1,374	1,501	2,875	1,286	1,728	3,014	3,000	1,500	1,500	3,000	99.5%
Other business	3,001	3,893	6,894	2,820	5,236	8,056	7,500	5,000	5,000	10,000	124.1%
Net sales	18,225	19,641	37,866	19,008	19,838	38,846	39,000	20,000	22,000	42,000	108.1%
AP-related business	9,527	9,940	19,467	9,189	9,139	18,328	18,400	9,520	10,480	20,000	109.1%
BP-related business	4,918	4,294	9,212	5,589	5,251	10,840	10,700	5,000	5,500	10,500	96.9%
Environment- and conveyor-related business	1,059	1,331	2,390	1,581	1,437	3,018	2,900	1,190	1,310	2,500	82.8%
Other business	2,719	4,071	6,790	2,647	4,013	6,660	7,000	4,280	4,720	9,000	135.1%
Operating income	1,000	1,302	2,302	968	1,085	2,053	2,300	1,000	1,300	2,300	112.0%
AP-related business	640	599	1,239	388	174	562	850	500	650	1,150	204.6%
BP-related business	486	393	879	609	514	1,123	1,100	460	590	1,050	93.5%
Environment- and conveyor-related business	192	290	482	243	345	588	550	220	280	500	85.0%
Other business	377	793	1,170	317	756	1,073	1,200	480	620	1,100	102.5%
Corporate expenses	696	773	1,469	589	704	1,293	1,400	650	850	1,500	116.0%

*Note: AP and BP refer to asphalt and concrete plants, respectively.

2. Analysis of Ordinary Income Change in Fiscal Year Ended March 31, 2022

(mil. yen)

	Fiscal year ended March 31, 2020	Fiscal year ended March 31, 2021	Fiscal year ended March 31, 2022
Year-earlier ordinary income	1,576	2,142	2,973
Change in net sales	+880	+745	+264
Change in cost-of-sales ratio	+464	▲192	+45
Change in SG&A expenses	▲717	▲303	▲558
Foreign exchange losses	▲29	+93	+21
Change in other non-operating income	▲31	+489	▲471
Ordinary income	2,142	2,973	2,274

3. Depreciation and amortization, capital investment, R&D expenses

(mil. yen)

	Fiscal year ended March 31, 2021	Fiscal year ended March 31, 2022	Fiscal year ending March 31, 2023 (Forecasts)
Depreciation and amortization	677	759	800
Capital investment	2,748	1,907	2,000
R&D expenses	392	449	750

4. Order Backlog

(mil. yen)

Segment	Order backlog		
	March 31, 2020	March 31, 2021	March 31, 2022
AP-related Business	7,423	8,235	7,725
BP-related business	3,760	4,508	5,755
Environment- and conveyor-related business	152	636	631
Other business	883	981	2,377
Total	12,219	14,361	16,490