

## Supplementary Financial Data for Fiscal Year Ended March 31, 2023

### 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 (forecasts)			
	1H	2H	Full year	1H	2H	Full year	Company plan	1H	2H	Full year	Full year YoY change
New orders received	18,802	21,051	39,853	18,949	21,900	40,849	43,000	—	—	—	—
AP-related business	9,048	9,132	18,180	8,115	9,499	17,614	19,000	—	—	—	—
BP-related business	5,646	6,440	12,086	5,102	6,359	11,461	11,000	—	—	—	—
Environment- and conveyor-related business	1,286	1,728	3,014	1,215	1,241	2,456	3,000	—	—	—	—
Other business	2,820	3,752	6,572	4,515	4,801	9,316	10,000	—	—	—	—
Net sales	19,008	19,838	38,846	18,760	20,905	39,665	42,000	19,000	25,000	44,000	110.9%
AP-related business	9,189	9,139	18,328	8,652	8,689	17,341	20,000	9,500	10,000	19,500	112.5%
BP-related business	5,589	5,250	10,839	5,314	5,797	11,111	10,500	4,500	7,000	11,500	103.5%
Environment- and conveyor-related business	1,581	1,437	3,018	1,222	1,666	2,888	2,500	1,350	1,650	3,000	103.9%
Other business	2,647	4,013	6,660	3,571	4,753	8,324	9,000	3,650	6,350	10,000	120.1%
Operating income	968	1,085	2,053	399	629	1,028	1,700	400	1,500	1,900	184.8%
AP-related business	388	174	562	132	(83)	49	550	300	300	600	1224.5%
BP-related business	609	514	1,123	505	512	1,017	1,050	500	700	1,200	118.0%
Environment- and conveyor-related business	243	345	588	236	286	522	500	200	300	500	95.8%
Other business	317	756	1,073	253	791	1,044	1,100	200	1,050	1,250	119.7%
Corporate expenses	(589)	(704)	(1,293)	(727)	(878)	(1,605)	(1,500)	(800)	(850)	(1,650)	102.8%

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

### 2. Analysis of Ordinary Income Change in Fiscal Year Ended March 31, 2023

(million yen)

	Fiscal year ended March 31, 2021	Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2023
Year-earlier ordinary income	2,142	2,973	2,274
Impact of change in net sales	+745	+264	+221
Impact of change in cost-of-sales ratio	(192)	+45	(405)
Impact of change in SG&A expenses	(303)	(558)	(842)
Impact of foreign exchange losses	+93	+21	+81
Impact of change in other non-operating income	+489	(471)	(74)
Ordinary income	2,973	2,274	1,255

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

(million yen)

	Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2023	Fiscal year ending March 31, 2024 (forecasts)
Depreciation and amortization	759	990	1,000
Capital investment	1,907	2,214	2,000
R&D expenses	449	576	750

### 4. Order Backlog

(million yen)

Segment	Order backlog		
	March 31, 2021	March 31, 2022	March 31, 2023
AP-related business	8,235	7,725	7,998
BP-related business	4,508	5,755	6,105
Environment- and conveyor-related business	636	631	182
Other business	981	2,377	3,369
Total	14,361	16,490	17,656