

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

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

(mil. yen)

	Fiscal year ended March 31, 2021		Fiscal year ended March 31, 2022		Fiscal year ending March 31, 2023					
	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	19,036	40,009	18,802	41,337	18,949	100.8%			23,000	46,000
AP-related business	9,835	20,279	9,048	18,180	8,115	89.7%			10,500	21,000
BP-related business	4,823	9,961	5,646	12,086	5,102	90.4%			6,000	12,000
Environment- and conveyor- related business	1,374	2,875	1,286	3,014	1,215	94.5%			1,500	3,000
Other business	3,001	6,894	2,820	8,056	4,515	160.1%			5,000	10,000
Net sales	18,225	37,866	19,008	38,846	18,760	104.3%	20,000	42,000	20,000	42,000
AP-related business	9,527	19,467	9,189	18,328	8,652	94.2%	9,520	20,000	9,520	20,000
BP-related business	4,918	9,212	5,589	10,839	5,314	95.1%	5,000	10,500	5,000	10,500
Environment- and conveyor- related business	1,059	2,390	1,581	3,018	1,222	77.3%	1,190	2,500	1,190	2,500
Other business	2,719	6,790	2,647	6,660	3,571	134.9%	4,280	9,000	4,280	9,000
Operating income	1,000	2,302	968	2,053	399	96.8%	400	1,700	1,000	2,300
AP-related business	640	1,239	388	562	132	34.0%	200	550	500	1,150
BP-related business	486	879	609	1,123	505	82.9%	460	1,050	460	1,050
Environment- and conveyor- related business	192	482	243	588	236	97.1%	220	500	220	500
Other business	377	1,170	317	1,073	253	79.8%	180	1,100	480	1,100
Corporate expenses	(696)	(1,469)	(589)	(1,293)	(727)	—	(650)	(1,500)	(660)	(1,500)

## 2. Analysis of Ordinary Income Change in Second Quarter of Fiscal Year Ending March 31, 2023

(mil. yen)

	1H of FY ended March 2021	1H of FY ended March 2022	1H of FY ending March 2023
Year-earlier ordinary income	1034	1588	1105
Impact of change in net sales	299	206	(65)
Impact of change in cost-of- sales ratio	(241)	19	(23)
Impact of change in SG&A expenses	(17)	(256)	(481)
Impact of foreign exchange losses	56	(28)	77
Impact of change in other non- operating income	457	(423)	(65)
Ordinary income	1588	1105	548

## 3. Order backlog

(mil. yen)

Segment	Order backlog		
	End of 1H of FY ended March 2021	End of 1H of FY ended March 2022	End of 1H of FY ending March 2023
AP-related business	7,732	8,094	7,188
BP-related business	3,665	4,565	5,544
Environment- and conveyor- related business	467	341	606
Other business	1,165	1,154	3,321
Total	13,030	14,155	16,660