

Supplementary Financial Data for Fiscal Year Ended March 31, 2024

1. Forecasts for Fiscal Year Ending March 31, 2025

(million yen)

	Fiscal year ended March 31, 2023			Fiscal year ended March 31, 2024				Fiscal year ending March 31, 2025 (forecasts)			
	1H	2H	Full year	1H	2H	Full year	Company forecast	1H	2H	Full year	Full year YoY change
New orders received	18,949	21,900	40,849	25,128	23,621	48,749	43,038	—	—	—	—
AP-related business	8,115	9,499	17,614	10,853	8,095	18,948	18,149	—	—	—	—
BP-related business	5,102	6,359	11,461	6,197	8,126	14,323	11,228	—	—	—	—
Environment- and conveyor-related business	1,215	1,341	2,556	1,838	1,974	3,812	2,872	—	—	—	—
Crusher-related business			2,342			3,403	2,410	—	—	—	—
Contract-based manufacturing business			2,550			3,625	1,900	—	—	—	—
Other business	4,515	4,701	4,324	6,239	5,425	4,634	6,479	—	—	—	—
Net sales	18,760	20,905	39,665	16,982	27,115	44,097	44,000	23,000	25,000	48,000	108.9%
AP-related business	8,652	8,689	17,341	7,114	10,824	17,938	18,000	10,000	9,800	19,800	110.4%
BP-related business	5,314	5,797	11,111	5,049	6,858	11,907	12,200	6,300	6,500	12,800	107.5%
Environment- and conveyor-related business	1,222	1,666	2,888	1,450	1,859	3,309	3,100	1,400	1,800	3,200	96.7%
Crusher-related business	1,005	1,212	2,217	1,078	2,120	3,198	3,550	1,800	1,100	2,900	90.7%
Contract-based manufacturing business	842	1,374	2,216	369	2,703	3,072	3,000	1,000	2,300	3,300	107.4%
Other business	1,724	2,167	3,891	1,919	2,751	4,670	4,150	2,500	3,500	6,000	128.5%
Operating income	399	629	1,028	269	1,699	1,968	1,900	1,300	1,300	2,600	132.1%
AP-related business	132	(83)	49	29	302	331	150	880	320	1,200	362.5%
BP-related business	505	512	1,017	504	837	1,341	1,350	750	700	1,450	108.1%
Environment- and conveyor-related business	236	286	522	332	461	793	700	140	240	380	47.9%
Crusher-related business	47	128	175	△56	218	274	350	180	20	200	73.0%
Contract-based manufacturing business	21	135	156	32	302	270	300	60	220	280	103.7%
Other business	184	527	711	191	578	769	700	290	800	1,090	141.7%
Corporate expenses	(727)	(878)	(1,605)	(812)	(999)	(1,811)	(1,650)	(1,000)	(1,000)	(2,000)	110.4%

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

2. Analysis of Ordinary Income Change in Fiscal Year Ended March 31, 2024

(million yen)

	Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2023	Fiscal year ended March 31, 2024
Year-earlier ordinary income	+2,973	+2,274	+1,255
Impact of change in net sales	+264	+221	+1,153
Impact of change in cost-of-sales ratio	+45	(405)	+636
Impact of change in SG&A expenses	(558)	(842)	(847)
Impact of foreign exchange losses	+21	+81	(41)
Impact of change in other non-operating income	(471)	(74)	(12)
Ordinary income	2,274	1,255	2,144

4. Order Backlog

(million yen)

Segment	Order backlog		
	March 31, 2022	March 31, 2023	March 31, 2024
AP-related business	7,725	7,998	8,975
BP-related business	5,755	6,105	8,555
Environment- and conveyor-related business	631	281	778
Crusher-related business		758	962
Contract-based manufacturing business		1,822	2,375
Other business	2,377	689	722
Total	16,490	17,656	22,371

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

(million yen)

	Fiscal year ended March 31, 2023	Fiscal year ended March 31, 2024	Fiscal year ending March 31, 2025 (forecasts)
Depreciation and amortization	990	1,023	1,050
Capital investment	2,214	2,308	2,500
R&D expenses	576	603	650