

## Supplementary Financial Data for Second Quarter of Fiscal Year Ending March 31, 2022

### 1. Forecasts for Fiscal Year Ending March 31, 2022

(million yen)

	Fiscal year ended March 31, 2020		Fiscal year ended March 31, 2021		Fiscal year ending March 31, 2022			
	1H	Full year	1H	Full year	1H	YoY change	1H forecast	Full year forecast
New orders received	16,843	33,915	19,036	40,009	18,802	98.8%	20,500	41,000
AP-related business	8,419	16,133	9,835	20,279	9,048	92.0%	10,750	21,500
BP-related business	4,313	9,478	4,823	9,961	5,646	117.1%	4,500	9,000
Environment- and conveyor-related business	1,187	2,401	1,374	2,875	1,286	93.6%	1,500	3,000
Other business	2,923	5,902	3,001	6,894	2,820	94.0%	3,750	7,500
Net sales	17,140	35,151	18,225	37,866	19,008	104.3%	19,000	39,000
AP-related business	8,667	17,518	9,527	19,467	9,189	96.5%	10,100	20,000
BP-related business	4,569	9,158	4,918	9,212	5,589	113.6%	5,170	9,600
Environment- and conveyor-related business	1,353	2,634	1,059	2,390	1,581	149.3%	1,190	2,400
Other business	2,549	5,840	2,719	6,790	2,647	97.3%	2,980	7,000
Operating income	959	2,053	1,000	2,302	968	96.8%	1,100	2,300
AP-related business	676	1,118	640	1,239	388	60.6%	680	1,250
BP-related business	297	761	486	879	609	125.3%	490	850
Environment- and conveyor-related business	219	562	192	482	243	126.6%	220	450
Other business	448	1,020	377	1,170	317	84.1%	590	1,150
Corporate expenses	(683)	(1,409)	(696)	(1,469)	(589)	—	(670)	(1,400)

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

### 2. Analysis of Ordinary Income Change in Second Quarter of Fiscal Year Ending March 31, 2022

(million yen)

	1H of fiscal year ended March 31, 2020	1H of fiscal year ended March 31, 2021	1H of fiscal year ending March 31, 2022
Year-earlier ordinary income	595	1,034	1,588
Change in net sales	+637	+299	+206
Change in cost-of-sales ratio	+256	(241)	+19
Change in SG&A expenses	(408)	(17)	(256)
Foreign exchange losses	(23)	+56	(28)
Change in other non-operating income	(23)	+457	(423)
Ordinary income	1,034	1,588	1,106

### 3. Order backlog

(million yen)

Segment	Order backlog		
	Fiscal year ended March 31, 2020 1H-end	Fiscal year ended March 31, 2021 1H-end	Fiscal year ending March 31, 2022 1H-end
AP-related business	8,561	7,732	8,094
BP-related business	3,184	3,665	4,565
Environment- and conveyor-related business	219	467	341
Other business	1,194	1,165	1,154
Total	13,158	13,030	14,155