

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

1. Forecasts for Fiscal Year Ending March 31, 2023

(million yen)

	Fiscal year ended March 31, 2021			Fiscal year ended March 31, 2022			Fiscal year ending March 31, 2023				
	3Q	9 months	Full year	3Q	9 months	Full year	3Q	YoY change	9 months	YoY change	Full-year forecast
New orders received	9,857	28,893	40,009	9,344	28,146	41,337	10,415	111.5%	29,217	103.8%	43,000
AP-related business	4,267	14,102	20,279	4,024	13,072	18,180	3,657	90.9%	12,705	97.2%	19,000
BP-related business	2,915	7,278	9,961	2,796	8,442	12,086	2,275	81.4%	7,921	93.8%	11,000
Environment- and conveyor-related business	916	2,290	2,875	739	2,025	3,014	635	85.9%	1,921	94.9%	3,000
Other business	1,761	5,222	6,894	1,786	4,606	8,056	3,849	215.5%	6,669	144.8%	10,000
Net sales	6,407	24,632	37,866	8,157	27,165	38,846	8,121	99.6%	27,129	99.9%	42,000
AP-related business	3,247	12,774	19,467	4,176	13,365	18,328	3,896	93.3%	13,085	97.9%	20,000
BP-related business	1,274	6,192	9,212	1,690	7,279	10,839	1,055	62.4%	6,644	91.3%	10,500
Environment- and conveyor-related business	513	1,572	2,390	614	2,195	3,018	557	90.7%	2,138	97.4%	2,500
Other business	1,373	4,092	6,790	1,678	4,325	6,660	2,612	155.7%	5,259	121.6%	9,000
Operating income	(96)	904	2,302	59	1,027	2,053	(601)	—	367	35.7%	1,700
AP-related business	(105)	535	1,239	(61)	327	562	(149)	—	239	73.1%	550
BP-related business	(25)	461	879	58	667	1,123	(102)	—	507	76.0%	1,050
Environment- and conveyor-related business	94	286	482	136	379	588	75	55.1%	318	83.9%	500
Other business	188	565	1,170	306	623	1,073	99	32.4%	416	66.8%	1,100
Corporate expenses	(248)	(944)	(1,469)	(382)	(971)	(1,293)	(526)	137.7%	(1,115)	114.8%	(1,500)

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

2. Analysis of Ordinary Income Change in Third Quarter of Fiscal Year Ending March 31, 2023 (mil. yen)

	9 months of fiscal year ended March 31, 2021	9 months of fiscal year ended March 31, 2022	9 months of fiscal year ending March 31, 2023
Year-earlier ordinary income	1,163	1,499	1,194
Change in net sales	19	679	(10)
Change in cost-of-sales ratio	(39)	(15)	(57)
Change in SG&A expenses	(116)	(541)	(593)
Foreign exchange losses	42	(10)	74
Change in other non-operating income	430	(418)	(79)
Ordinary income	1,499	1,194	529

3. Order backlog

(million yen)

Segment	Order backlog		
	Fiscal year ended March 31, 2021 3Q-end	Fiscal year ended March 31, 2022 3Q-end	Fiscal year ending March 31, 2023 3Q-end
AP-related business	8,751	7,942	7,344
BP-related business	4,845	5,672	7,032
Environment- and conveyor-related business	869	466	396
Other business	2,013	1,261	3,787
Total	16,479	15,342	18,560