

Supplementary Financial Data for Third Quarter of Fiscal Year Ending March 31, 2024

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				
	3Q	9 months	Full year	3Q	9 months	Full year	3Q	YoY change	9 months	YoY change	Full-year forecast
New orders received	9,344	28,146	39,853	10,268	29,217	40,849	10,477	102.0%	35,605	121.9%	43,038
AP-related business	4,024	13,072	18,180	4,590	12,705	17,614	3,795	82.7%	14,578	114.7%	18,149
BP-related business	2,796	8,442	12,086	2,819	7,921	11,461	3,490	123.8%	9,757	123.2%	11,228
Environment- and conveyor-related business	739	2,025	3,014	706	1,921	2,556	852	120.7%	2,591	134.9%	2,872
Crusher-related business				274	1,338	2,342	402	146.7%	2,275	170.0%	2,410
Contract-based manufacturing business				742	1,721	2,550	996	134.2%	2,737	159.0%	1,900
Other business	1,786	4,606	6,572	1,136	3,609	4,324	940	82.7%	3,664	101.5%	6,479
Net sales	8,157	27,165	38,846	8,369	27,129	39,665	10,637	127.1%	27,619	101.8%	44,000
AP-related business	4,176	13,365	18,328	4,433	13,085	17,341	2,965	66.9%	10,080	77.0%	18,000
BP-related business	1,690	7,279	10,839	1,330	6,644	11,111	2,837	213.3%	7,886	118.7%	12,200
Environment- and conveyor-related business	614	2,195	3,018	916	2,138	2,888	836	91.3%	2,286	106.9%	3,100
Crusher-related business				366	1,371	2,217	1,667	455.5%	2,745	200.2%	3,550
Contract-based manufacturing business				286	1,128	2,216	1,297	453.5%	1,667	147.8%	3,000
Other business	1,678	4,325	6,660	1,035	2,760	3,892	1,034	99.9%	2,953	107.0%	4,150
Operating income	59	1,027	2,053	(32)	367	1,028	449	—	718	195.6%	1,900
AP-related business	(61)	327	562	107	239	49	(366)	—	(337)	—	150
BP-related business	58	667	1,123	2	507	1,017	401	20050.0%	905	178.5%	1,350
Environment- and conveyor-related business	136	379	588	82	318	522	208	253.7%	540	169.8%	700
Crusher-related business				(12)	35	175	244	—	300	857.1%	350
Contract-based manufacturing business				(11)	10	156	239	—	207	2070.0%	300
Other business	306	623	1,073	186	370	711	138	74.2%	329	88.9%	700
Corporate expenses	(382)	(971)	(1,293)	(388)	(1,115)	(1,605)	(415)	106.7%	(1,227)	110.0%	(1,650)

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

2. Analysis of Ordinary Income Change in Third Quarter of Fiscal Year (mil. yen)

	9 months of fiscal year ended March 31, 2022	9 months of fiscal year ended March 31, 2023	9 months of fiscal year ending March 31, 2024
Year-earlier ordinary income	1,499	1,194	529
Change in net sales	679	(10)	130
Change in cost-of-sales ratio	(15)	(57)	686
Change in SG&A expenses	(541)	(593)	(465)
Foreign exchange losses	(10)	74	22
Change in other non-operating income	(418)	(79)	73
Ordinary income	1,194	529	975

3. Order backlog (million yen)

Segment	Order backlog		
	Fiscal year ended March 31, 2022 3Q-end	Fiscal year ended March 31, 2023 3Q-end	Fiscal year ending March 31, 2024 3Q-end
AP-related business	7,942	7,344	12,497
BP-related business	5,672	7,032	7,976
Environment- and conveyor-related business	466	396	587
Crusher-related business		599	287
Contract-based manufacturing business		2,077	2,892
Other business	1,261	1,110	1,400
Total	15,342	18,560	25,642