

Supplementary Financial Data for First Quarter of Fiscal Year Ending March 31, 2021

1. Forecasts for Fiscal Year Ending March 31, 2021

(mil. yen)

	Fiscal year ended March 31, 2019			Fiscal year ended March 31, 2020			Fiscal year ending March 31, 2021			
	1Q	1H	Full year	1Q	1H	Full year	1Q	YoY change	1H forecast	Full year forecast
New orders received	5,693	13,854	35,103	7,320	16,843	33,915	9,469	129.4%	17,000	35,000
AP-related business	2,787	6,501	18,884	3,575	8,419	16,133	5,256	147.0%	–	–
BP-related business	1,351	3,834	8,438	1,969	4,313	9,478	2,061	104.7%	–	–
Environment- and conveyor-related business	413	1,056	2,773	449	1,187	2,401	746	166.1%	–	–
Other business	1,140	2,461	5,007	1,325	2,923	5,902	1,405	106.0%	–	–
Net sales	5,415	14,697	31,780	8,001	17,140	35,151	7,271	90.9%	18,500	36,500
AP-related business	2,361	7,833	16,434	3,917	8,667	17,518	3,991	101.9%	9,800	18,400
BP-related business	1,671	3,870	7,893	2,442	4,569	9,158	1,478	60.5%	4,800	9,400
Environment- and conveyor-related business	462	1,098	2,775	492	1,353	2,634	524	106.5%	1,200	2,700
Other business	921	1,894	4,677	1,149	2,549	5,840	1,275	111.0%	2,700	6,000
Operating income	(26)	474	1,427	276	959	2,053	408	147.8%	1,100	2,200
AP-related business	42	415	963	222	676	1,118	340	153.2%	630	1,170
BP-related business	66	358	666	110	297	761	88	80.0%	410	800
Environment- and conveyor-related business	59	108	417	80	219	562	114	142.5%	260	570
Other business	21	93	502	175	448	1,020	171	97.7%	500	1,060
Corporate expenses	(216)	(502)	(1,122)	(313)	(683)	(1,409)	(305)	97.4%	(700)	(1,400)

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

2. Analysis of Ordinary Income Change in First Quarter

(mil. yen)

	1Q of FY ended March 31, 2019	1Q of FY ended March 31, 2020	1Q of FY ending March 31, 2021
Year-earlier ordinary income	161	87	361
Change in net sales	(197)	+772	(198)
Change in cost-of-sales ratio	+218	(227)	+245
Change in SG&A expenses	(96)	(243)	+85
Foreign exchange losses	(3)	(10)	+34
Change in other non-operating income	+3	(18)	+452
Ordinary income	87	361	979

3. Order backlog

(mil. yen)

Segment	Order backlog		
	Fiscal year ended March 31, 2019 1Q	Fiscal year ended March 31, 2020 1Q	Fiscal year ending March 31, 2021 1Q
AP-related business	6,784	8,466	8,688
BP-related business	2,575	2,967	4,342
Environment- and conveyor-related business	338	342	373
Other business	710	997	1,013
Total	10,409	12,773	14,417