

Supplementary Financial Data for Fiscal Year Ended March 31, 2021

1. Forecasts for Fiscal Year Ending March 31, 2022

(mil. yen)

	Fiscal year ended March 31, 2020			Fiscal year ended March 31, 2021				Fiscal year ending March 31, 2022 (Forecasts)			
	1H	2H	Full year	1H	2H	Full year	Company plan	1H	2H	Full year	Full year YoY change
New orders received	16,843	17,072	33,915	19,036	20,973	40,009	38,600	20,500	20,500	41,000	102.5%
AP-related business	8,419	7,714	16,133	9,835	10,444	20,279	19,000	10,750	10,750	21,500	106.0%
BP-Related Business	4,313	5,165	9,478	4,823	5,138	9,961	11,000	4,500	4,500	9,000	90.4%
Environment- and Conveyor-Related Business	1,187	1,214	2,401	1,374	1,501	2,875	2,600	1,500	1,500	3,000	104.3%
Other business	2,923	2,979	5,902	3,001	3,893	6,894	6,000	3,750	3,750	7,500	108.8%
Net sales	17,140	18,011	35,151	18,225	19,641	37,866	36,500	19,000	20,000	39,000	103.0%
AP-related business	8,667	8,851	17,518	9,527	9,940	19,467	19,000	10,100	9,900	20,000	102.7%
BP-Related Business	4,569	4,589	9,158	4,918	4,294	9,212	9,200	5,170	4,430	9,600	104.2%
Environment- and Conveyor-Related Business	1,353	1,281	2,634	1,059	1,331	2,390	2,200	1,190	1,210	2,400	100.4%
Other business	2,549	3,291	5,840	2,719	4,071	6,790	6,100	2,980	4,020	7,000	103.1%
Operating income	959	1,094	2,053	1,000	1,302	2,302	2,200	1,100	1,200	2,300	99.9%
AP-related business	676	442	1,118	640	599	1,239	1,250	680	570	1,250	100.9%
BP-Related Business	297	464	761	486	393	879	850	490	360	850	96.7%
Environment- and Conveyor-Related Business	219	343	562	192	290	482	400	220	230	450	93.4%
Other business	448	572	1,020	377	793	1,170	1,000	590	560	1,150	98.3%
Corporate expenses	(683)	(726)	(1,409)	(696)	(773)	(1,469)	(1,300)	(670)	(730)	(1,400)	95.3%

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

2. Analysis of Ordinary Income Change in Fiscal Year Ending March 31, 2020

(mil. yen)

	Fiscal year ended March 31, 2019	Fiscal year ended March 31, 2020	Fiscal year ended March 31, 2021
Year-earlier ordinary income	2,239	1,576	2,142
Change in net sales	(837)	+880	+745
Change in cost-of-sales ratio	+319	+464	(192)
Change in SG&A expenses	(160)	(717)	(303)
Foreign exchange losses	0	(29)	+93
Change in other non-operating income	+15	(31)	+489
Ordinary income	1,576	2,142	2,973

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

(mil. yen)

	Fiscal year ended March 31, 2020	Fiscal year ended March 31, 2021	Fiscal year ending March 31, 2022 (Forecasts)
Depreciation and amortization	611	677	740
Capital investment	1,483	2,748	2,000
R&D expenses	379	392	700

4. Order Backlog

(mil. yen)

Segment	Order backlog		
	March 31, 2019	March 31, 2020	March 31, 2021
AP-Related Business	8,808	7,423	8,235
BP-Related Business	3,439	3,760	4,508
Environment- and Conveyor-Related Business	385	152	636
Other business	820	883	981
Total	13,454	12,219	14,361