

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

### 1. Forecasts for Fiscal Year Ending March 31, 2023

(mil. yen)

	Fiscal year ended March 31, 2021			Fiscal year ended March 31, 2022			Fiscal year ending March 31, 2023			
	1Q	1H	Full year	1Q	1H	Full year	1Q	YoY change	1H forecast	Full year forecast
New orders received	9,469	19,036	40,009	9,753	18,802	41,337	10,217	104.8%	23,000	46,000
AP-related business	5,256	9,835	20,279	4,519	9,048	18,180	5,094	112.7%	10,500	21,000
BP-related business	2,061	4,823	9,961	3,142	5,646	12,086	2,799	89.1%	6,000	12,000
Environment- and conveyor-related business	746	1,374	2,875	523	1,286	3,014	604	115.5%	1,500	3,000
Other business	1,405	3,001	6,894	1,568	2,820	8,056	1,719	109.6%	5,000	10,000
Net sales	7,271	18,225	37,866	8,817	19,008	38,846	9,504	107.8%	20,000	42,000
AP-related business	3,991	9,527	19,467	5,058	9,189	18,328	4,982	98.5%	9,520	20,000
BP-related business	1,478	4,918	9,212	1,972	5,589	10,839	2,381	120.7%	5,000	10,500
Environment- and conveyor-related business	524	1,059	2,390	424	1,581	3,018	640	150.9%	1,190	2,500
Other business	1,275	2,719	6,790	1,362	2,647	6,660	1,501	110.2%	4,280	9,000
Operating income	408	1,000	2,302	375	968	2,053	183	48.8%	1,000	2,300
AP-related business	340	640	1,239	199	388	562	139	69.8%	500	1,150
BP-related business	88	486	879	196	609	1,123	211	107.7%	460	1,050
Environment- and conveyor-related business	114	192	482	66	243	588	147	222.7%	220	500
Other business	171	377	1,170	157	317	1,073	31	19.7%	480	1,100
Corporate expenses	(305)	(696)	(1,469)	(244)	(589)	(1,293)	(345)	141.4%	(650)	(1,500)

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

### 2. Analysis of Ordinary Income Change in First Quarter of Fiscal Year Ending March 31, 2023

(mil. yen)

	1Q of FY ended March 31, 2021	1Q of FY ended March 31, 2022	1Q of FY ending March 31, 2023
Year-earlier ordinary income	361	979	519
Impact of change in net sales	(198)	+470	+185
Impact of change in cost-of-sales ratio	+245	(313)	(116)
Impact of change in SG&A expenses	+85	(190)	(260)
Impact of foreign exchange losses	+34	(3)	+59
Impact of change in other non-operating income	+452	(424)	(61)
Ordinary income	979	519	326

### 3. Order backlog

(mil. yen)

Segment	Order backlog		
	Fiscal year ended March 31, 2021 1Q	Fiscal year ended March 31, 2022 1Q	Fiscal year ending March 31, 2023 1Q
AP-related business	8,688	7,696	7,837
BP-related business	4,342	5,678	6,173
Environment- and conveyor-related business	373	734	596
Other business	1,013	1,187	2,595
Total	14,417	15,298	17,202