

Supplementary Financial Data for Third Quarter of Fiscal Year Ending March 31, 2022

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				
	3Q	3Q YTD	Full year	3Q	3Q YTD	Full year	3Q	YoY change	3Q YTD	YoY change	Full-year forecast
New orders received	7,034	23,877	33,915	9,857	28,893	40,009	9,344	94.8%	28,146	97.4%	41,000
AP-related business	2,777	11,196	16,133	4,267	14,102	20,279	4,024	94.3%	13,072	92.7%	21,500
BP-related business	2,002	6,315	9,478	2,915	7,278	9,961	2,796	95.9%	8,442	116.0%	9,000
Environment- and conveyor-related business	600	1,787	2,401	916	2,290	2,875	739	80.7%	2,025	88.4%	3,000
Other business	1,655	4,578	5,902	1,761	5,222	6,894	1,786	101.4%	4,606	88.2%	7,500
Net sales	7,422	24,562	35,151	6,407	24,632	37,866	8,157	127.3%	27,165	110.3%	39,000
AP-related business	3,789	12,456	17,518	3,247	12,774	19,467	4,176	128.6%	13,365	104.6%	18,400
BP-related business	1,722	6,291	9,158	1,274	6,192	9,212	1,690	132.7%	7,279	117.6%	10,700
Environment- and conveyor-related business	561	1,914	2,634	513	1,572	2,390	614	119.7%	2,195	139.6%	2,900
Other business	1,350	3,899	5,840	1,373	4,092	6,790	1,678	122.2%	4,325	105.7%	7,000
Operating income	81	1,040	2,053	-96	904	2,302	59	—	1,027	113.6%	2,300
AP-related business	-53	623	1,118	-105	535	1,239	-61	—	327	61.1%	850
BP-related business	89	386	761	-25	461	879	58	—	667	144.7%	1,100
Environment- and conveyor-related business	174	393	562	94	286	482	136	144.7%	379	132.5%	550
Other business	196	644	1,020	188	565	1,170	306	162.8%	623	110.3%	1,200
Corporate expenses	-322	-1,005	-1,409	-248	-944	-1,469	-382	154.0%	-971	102.9%	-1,400

*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, :

(mil. yen)

	9 months of fiscal year ended March 31, 2020	9 months of fiscal year ended March 31, 2021	9 months of fiscal year ending March 31, 2022
Year-earlier ordinary income	453	1,163	1,499
Change in net sales	1,087	19	679
Change in cost-of-sales ratio	184	-39	-15
Change in SG&A expenses	-538	-116	-541
Foreign exchange losses	-10	42	-10
Change in other non-operating income	-13	430	-418
Ordinary income	1,163	1,499	1,194

3. Order backlog

(mil. yen)

Segment	Order backlog		
	Fiscal year ended March 31, 2020 3Q-end	Fiscal year ended March 31, 2021 3Q-end	Fiscal year ending March 31, 2022 3Q-end
AP-related business	7,548	8,751	7,942
BP-related business	3,464	4,845	5,672
Environment- and conveyor-related business	258	869	466
Other business	1,498	2,013	1,261
Total	12,769	16,479	15,342