

## Supplementary Financial Data for First Quarter of Fiscal Year Ending March 31, 2020

### 1. Forecasts for Fiscal Year Ending March 31, 2020

(mil. yen)

	Fiscal year ended March 31, 2018			Fiscal year ended March 31, 2019			Fiscal year ending March 31, 2020			
	1Q	1H	Full year	1Q	1H	Full year	1Q	YoY change	1H forecast	Full year forecast
New orders received	5,896	15,933	33,616	5,693	13,854	35,103	7,320	128.6%	–	–
AP-related business	2,803	8,254	17,182	2,787	6,501	18,884	3,575	128.3%	–	–
BP-related business	1,458	4,273	9,066	1,351	3,834	8,438	1,969	145.7%	–	–
Environment- and conveyor-related business	864	1,516	2,947	413	1,056	2,773	449	108.7%	–	–
Other business	768	1,885	4,420	1,140	2,461	5,007	1,325	116.2%	–	–
Net sales	6,179	16,153	35,114	5,415	14,697	31,780	8,001	147.8%	16,600	35,700
AP-related business	2,768	7,432	17,179	2,361	7,833	16,434	3,917	165.9%	9,100	18,700
BP-related business	2,236	5,606	9,521	1,671	3,870	7,893	2,442	146.1%	4,000	9,200
Environment- and conveyor-related business	407	1,453	3,931	462	1,098	2,775	492	106.5%	1,400	2,900
Other business	766	1,660	4,480	921	1,894	4,677	1,149	124.8%	2,100	4,900
Operating income	48	808	2,103	(26)	474	1,427	276	–	1,100	2,300
AP-related business	100	450	1,348	42	415	963	222	528.6%	840	1,570
BP-related business	145	669	1,015	66	358	666	110	166.7%	320	750
Environment- and conveyor-related business	24	101	308	59	108	417	80	135.6%	240	500
Other business	22	107	462	21	93	502	175	833.3%	215	510
Corporate expenses	(244)	(519)	(1,031)	(216)	(502)	(1,122)	(313)	144.9%	(515)	(1,030)

\*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, 2020

(mil. yen)

	FY1Q 3/18	FY1Q 3/19	FY1Q 3/20
Year-earlier ordinary income	187	161	87
Change in net sales	(68)	(197)	+772
Change in cost-of-sales ratio	(53)	+218	(227)
Change in SG&A expenses	+57	(96)	(243)
Foreign exchange losses	+23	(3)	(10)
Change in other non-operating income	+15	+3	(18)
Ordinary income	161	87	361

### 3. Order Backlog

(mil. yen)

Segment	Order backlog		
	FY1Q 3/18	FY1Q 3/19	FY1Q 3/20
AP-related business	6,391	6,784	8,466
BP-related business	2,572	2,575	2,967
Environment- and conveyor-related business	1,827	338	342
Other Business	553	710	997
Total	11,346	10,409	12,773