Masahiro Matsuzaki Chief Financial Officer

## Financial Summary for the Six Months Ended March 31, 2021

### Revenues

### \$180.11 million

Net sales declined \$6.30 million from the previous fiscal year to \$180.11 million (down 3.4% from the same period of the previous fiscal year). This was due mainly to a decrease of \$17.94 million in construction contracts completed during the first half. Construction contracts carried forward amounted to \$557.50 million (on a par with the previous fiscal year).

### ■Operating Income

\$15.03 million

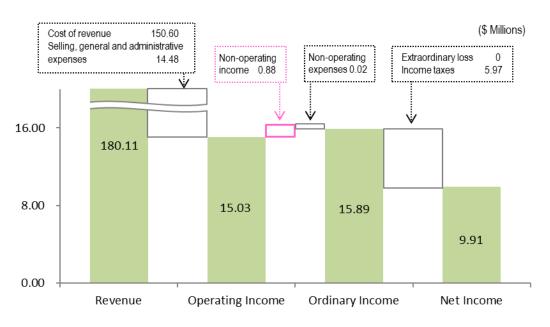
Ordinary Income

\$15.89 million

# ■Net Income

## \$9.91 million

In terms of earnings, operating income amounted to \$15.03 million (down 10.3% from the same period of the previous fiscal year), due mainly to a rise in the cost of sales of construction contracts, with ordinary income of \$15.89 million (down 8.9%) mainly from dividends on securities, and net income of \$9.91 million (down 14.9%).

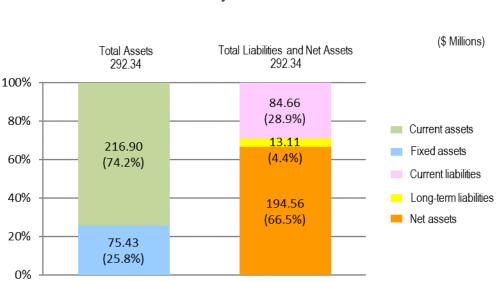


Summary of Statements of Income

## Shareholders' Equity Ratio

## **66.5%**

The shareholders' equity ratio was 66.5% (up 5.5percentage points compared to the end of the previous fiscal year). Total assets amounted to \$292.34 million (down \$13.48 million from the end of the previous fiscal year). This was due mainly to a decrease in accounts receivable. Liabilities amounted to \$97.78 million (down \$21.43 million). This was attributable mainly to a decrease in notes and accounts payable-trade. Net assets increased \$7.95 million from the previous fiscal year-end to \$194.56 million.



### **Summary of Balance Sheets**

## ■Cash Flows

Cash flow from operating activities decreased, mainly owing to a decrease in notes and accounts payable-trade.

Cash flow from investing activities decreased, mainly owing to the purchase of investment securities.

Cash flow from financing activities decreased, mainly owing to the payment of cash dividends. As a result, cash and cash equivalents decreased \$17.23 million compared with the previous fiscal year-end.

|                      |                      |                      |                      | (\$ Millions)        |
|----------------------|----------------------|----------------------|----------------------|----------------------|
| Cash and Cash        | Cash flows from      | Cash flows from      | Cash flows from      | Cash and Cash        |
| Equivalents          | operating activities | investing activities | financing activities | Equivalents          |
| Balance at September |                      |                      |                      | Balance at March 31, |
| 30, 2020             |                      |                      |                      | 2021                 |
| 105.32               | (6.78)               | (7.74)               | (2.70)               | 88.08                |

### ■ Full-year Forecasts

For the full fiscal year ending September 30, 2021, as a result of the status of the volume of projects on hand, net sales declined \$42.09 million from the end of the previous fiscal year to \$353.45 million. In terms of earnings, as a result of a decline in profitability for outstanding orders, the Company is forecasting operating income of \$19.86 million, ordinary income of \$21.37 million, and net income of \$13.88 million.

|          |                  |                 | (\$ Millions) |
|----------|------------------|-----------------|---------------|
| Revenues | Operating Income | Ordinary Income | Net Income    |
| 353.45   | 19.86            | 21.37           | 13.88         |

1 = 10.71(2021.3.31)