

Results Briefing

for the Second Quarter Ended September 30, 2016

November 14, 2016

TODA CORPORATION

This report contains forward-looking statements regarding Toda Corporation and the Group's corporate plans, strategies, and business forecasts.

These statements include Toda Corporation's forecasts based on information currently available as of the announcement date, which are subject to a number of risks and uncertainties.

Therefore, the actual results or developments may differ from those presented in these forward-looking statements due to changes in various factors.

Today's Schedule

1. Summary of Financial Results

Executive Manager Yushi Kikutani

2. Issues and Initiatives

President Masanori Imai

1. Summary of Financial Results



Executive Manager Yushi Kikutani

1-1. Summary of Financial Results for the First Half



Summary: FY2016 1H

(Billions of yen)

	Apr-Sep FY2015	Apr-Sep FY2016			
		<i>Forecasts at the beginning of the term</i>	Actuals	<i>Change (year on year)</i>	<i>Difference (vs. forecast)</i>
Consolidated net sales	218.4	205.0	204.1	-6.6%	-0.8
Operating income	10.9	6.5	12.1	10.4%	5.6
Ordinary income	11.9	7.5	13.1	9.7%	5.6
Profit attributable to owners of parent	11.3	6.5	11.4	1.1%	4.9
Orders received (non-consolidated)	167.4	180.0	204.6	22.2%	24.6

Main Orders Received

Ordering Parties		Name of Works
Architectural Construction	Narita International Medical City Organization	New construction of UHW Narita Hospital, International University of Health And Welfare
	Tokyo Metropolitan Housing Supply Corporation	Kosha Heim Mukaihara (3rd Phase) construction, etc.
	Tome City, Miyagi Prefecture	Tome Municipal Maiya Hospital construction
	Kyoto University of Foreign Studies	Renovation, etc. of Block 4 of Kyoto University of Foreign Studies
	Kyoritsu Estate Co., Ltd.	New construction of Dormy Inn Hon-hachinohe (tentative name)
Civil Engineering	West Nippon Expressway Company Limited	Yuasa Gobo Doro Iseki tunnel work
	Bureau of Waterworks, Tokyo Metropolitan Government	Construction work, etc. of reservoir No.2 of Haijima Water Station
	Yamato City, Kanagawa Prefecture	Construction work, etc. of main storm rainwater drainage line for FY2016

*Honorific prefixes are omitted. Work names are abbreviations.

Main Works Completed (Architectural Construction)

*Project names are abbreviation



Kenseikai
New plan for Tachikawa Sogo Hospital



Construction work for Dazaifu City's
new gymnasium and composite facility,
Dazaifu City Fukuoka Prefecture

Main Works Completed (Civil Engineering)



Japan National Highway 45,
Yamada No.1 tunnel work
Tohoku Regional Development Bureau,
Ministry of Land, Infrastructure and Transport



Upgrading of Hirma regulating reservoir
Water and Wastewater Works Bureau,
Kawasaki City, Kanagawa Prefecture

1-2. Details of Financial Results



(Consolidated) Toda Group

Business		Subsidiaries in Japan	Overseas Subsidiaries	15 companies
Construction	Architectural Construction	<p>APEC Engineering Co., Ltd.</p> <p>Chiyoda Kenkou Co., Ltd.</p>	<p>Construtora Toda do Brazil S/A</p> <p>Toda Construction (Shanghai) Co., Ltd.</p> <p>Thai Toda Corporation Ltd.</p> <p>Toda Vietnam Co., Ltd.</p> <p>TODA Philippines, Inc. ABTD, inc.</p>	8 companies
	Civil Engineering	<p>Toda Road Co., Ltd.</p>		1 company
Real Estate		<p>Toda Bldg. Partners Co., Ltd.</p>	<p>Toda America, Inc.</p>	2 companies
Other		<p>Toda Finance Co., Ltd.</p> <p>Toda Staff Service Co., Ltd.</p> <p>Towa Kanko Kaihatsu Co., Ltd.</p> <p>Goto Floating Wind Power LLC.</p>		4 companies

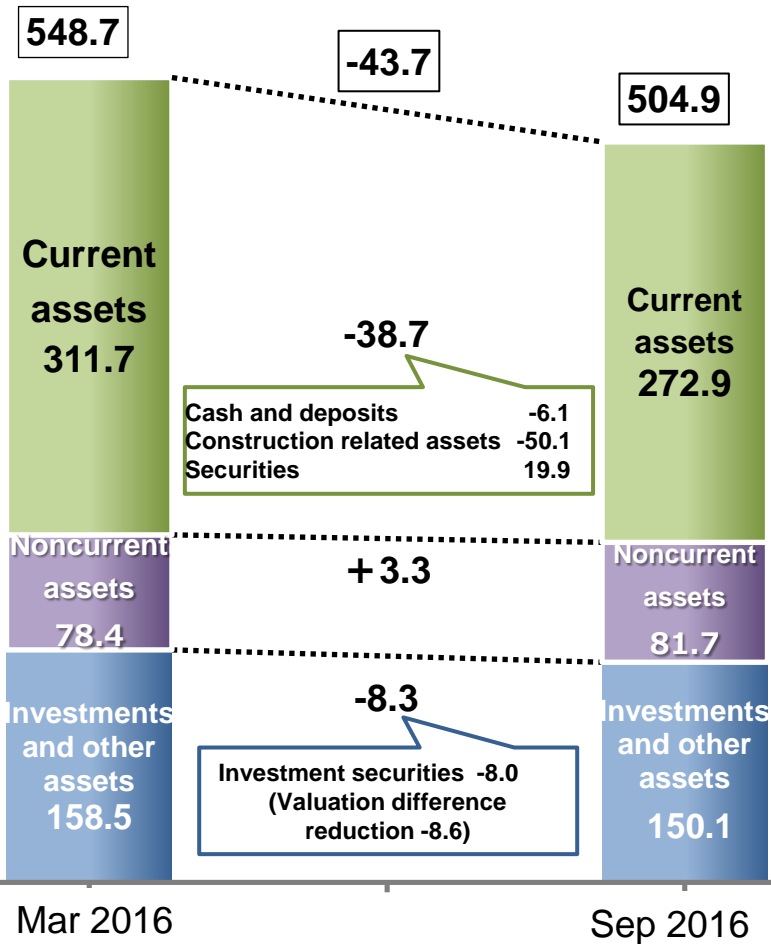
(Consolidated) Summary of Group Performance

Apr-Sep FY2016	Toda Corporation		Subsidiaries total		Consolidated		Ratio of consolidated to non-consolidated
	Billions of yen	%		%		%	
Net sales	192.9		18.2		204.1		1.06
Gross profit	23.4	12.1	1.7	9.4	25.0	12.3	1.07
Selling, general and administrative expenses	11.5		1.4		12.8		
Operating income	11.8	6.2	0.2	1.5	12.1	5.9	1.02
Non-operating income	0.8		0.0		0.9		
Ordinary income	12.7	6.6	0.3	1.9	13.1	6.4	1.03
Extraordinary income	(0.0)		(0.0)		(0.0)		
Profit before income taxes	12.7		0.3		13.0		
Income taxes	1.4		0.1		1.6		
Profit	11.2	5.8	0.1	1.1	11.4	5.6	1.02
Profit attributable to owners of parent					11.4		

(Consolidated) Balance Sheets

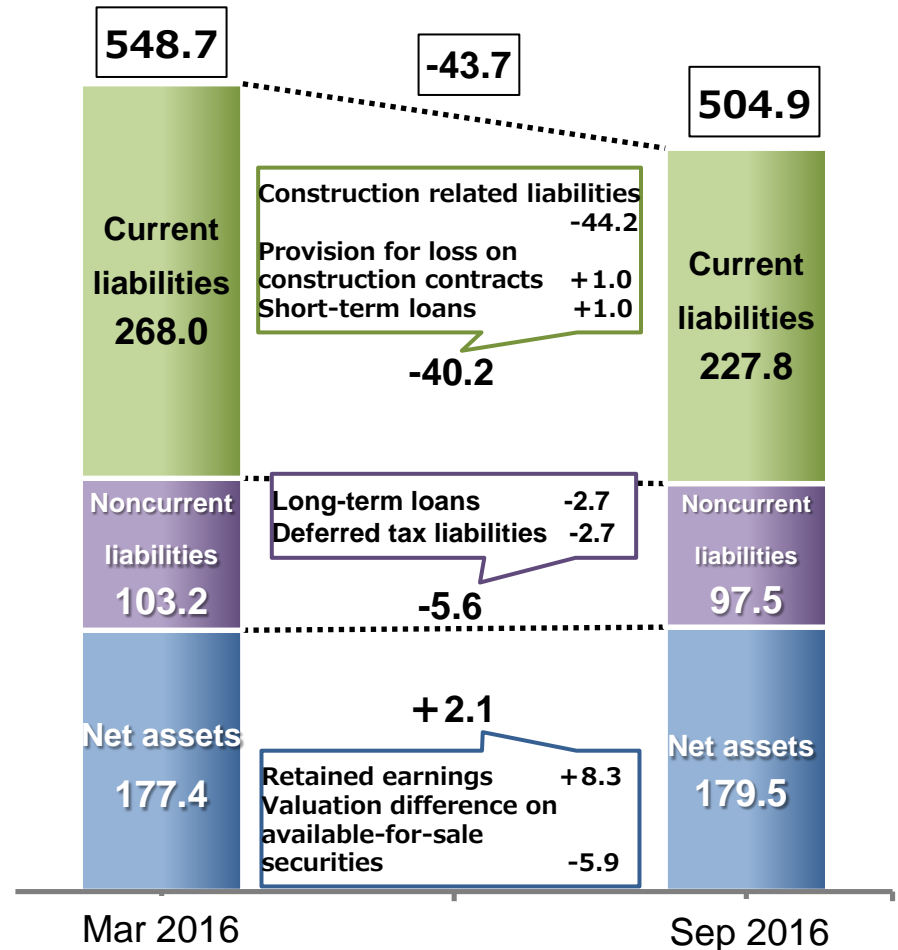
Assets

(Billions of yen)



Liabilities and Net Assets

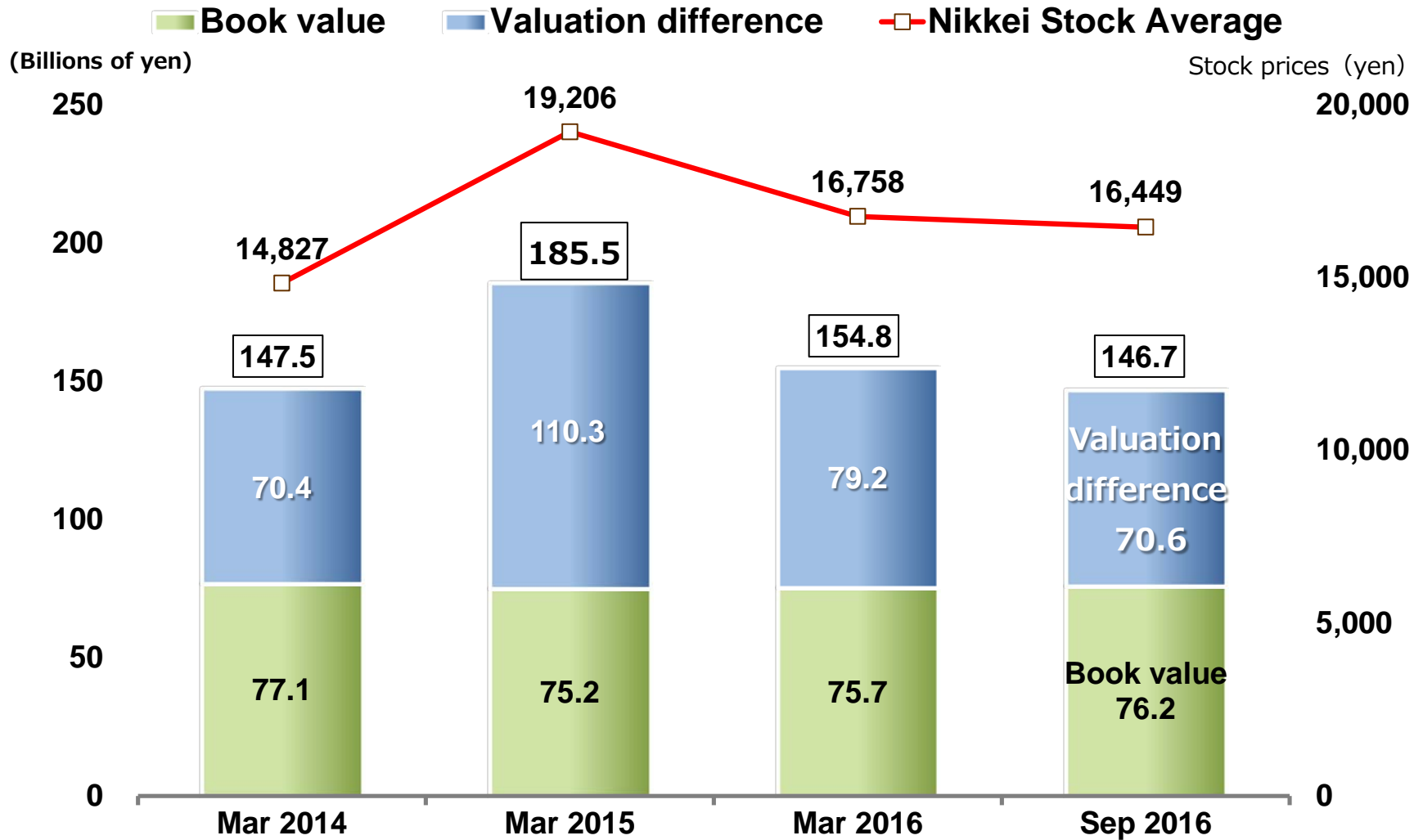
(Billions of yen)



116.3% **Current ratio** 119.8%

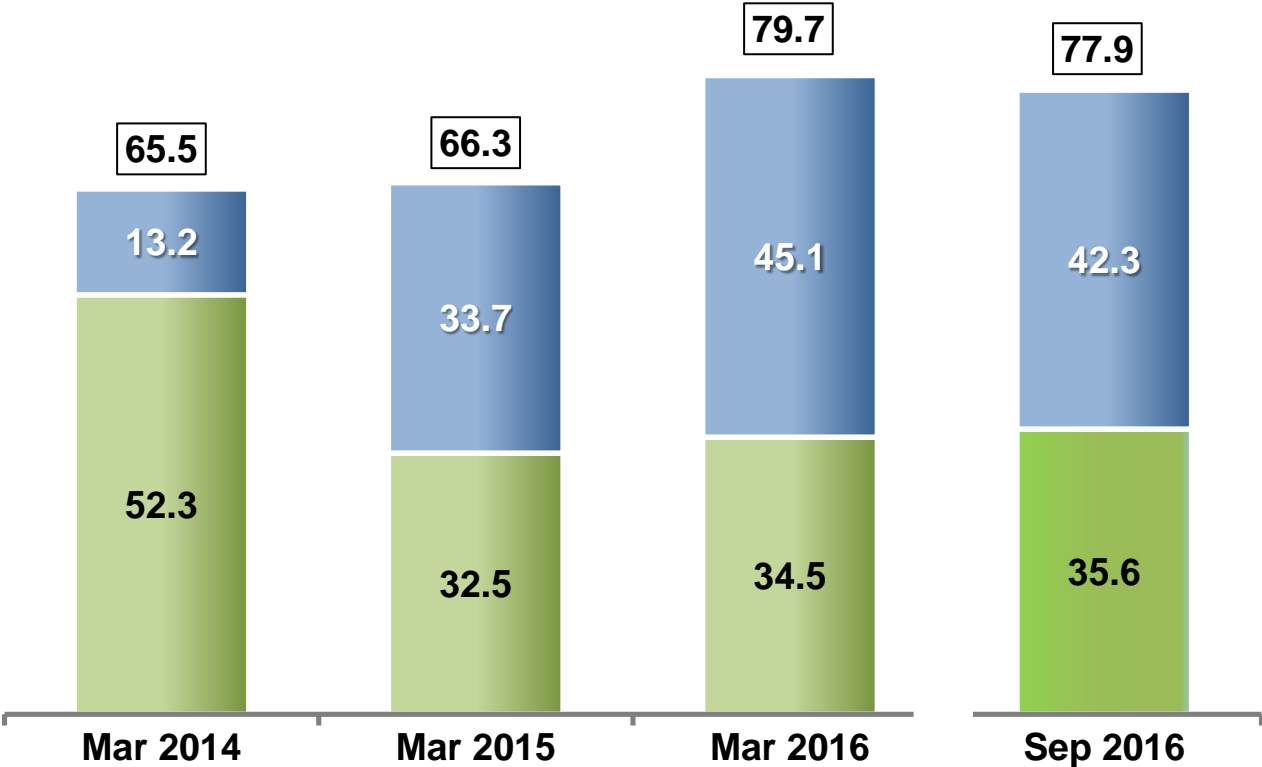
31.9% **Equity ratio** 35.1%

(Consolidated) Change in Investment Securities



(Consolidated) Change in Interest-Bearing Liabilities

■ Short-term ■ Long-term, corporate bonds (Billions of yen)



D/E Ratio	0.48x	0.37x	0.45x
------------------	--------------	--------------	--------------

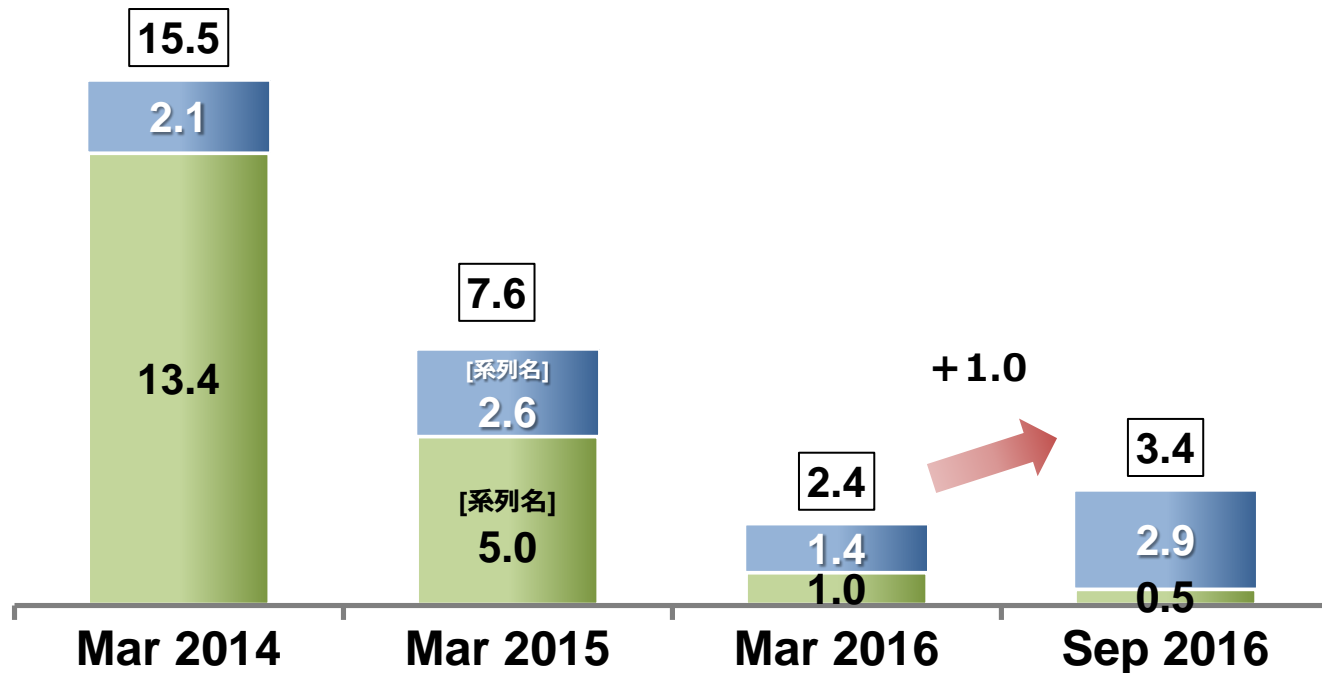
0.43x

(Consolidated) Change in Provision for Loss on Construction Contracts

■ Architectural construction

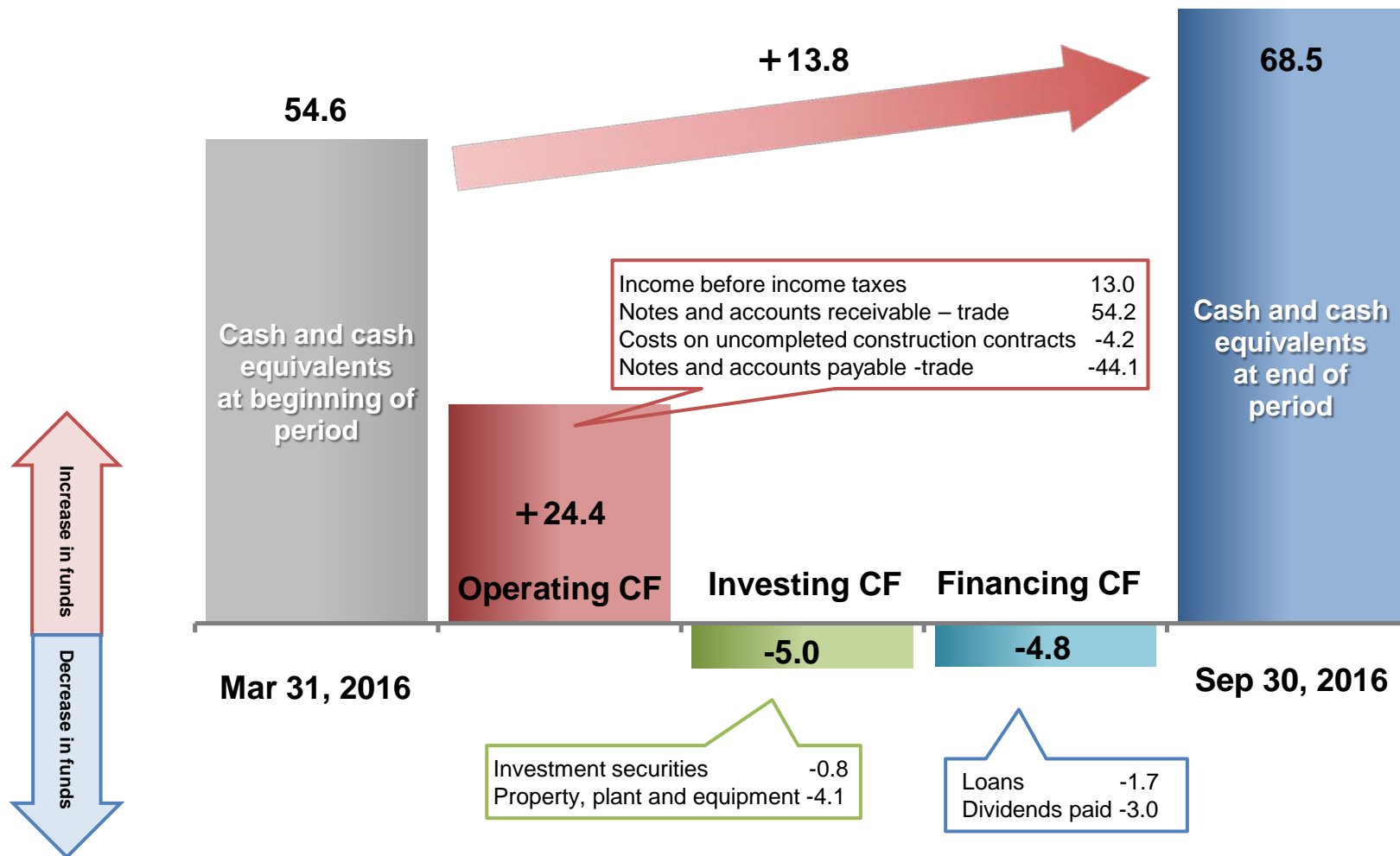
■ Civil Engineering

(Billions of yen)



(Consolidated) Statement of Cash Flow

(Billions of yen)



1-3. Performance Forecasts



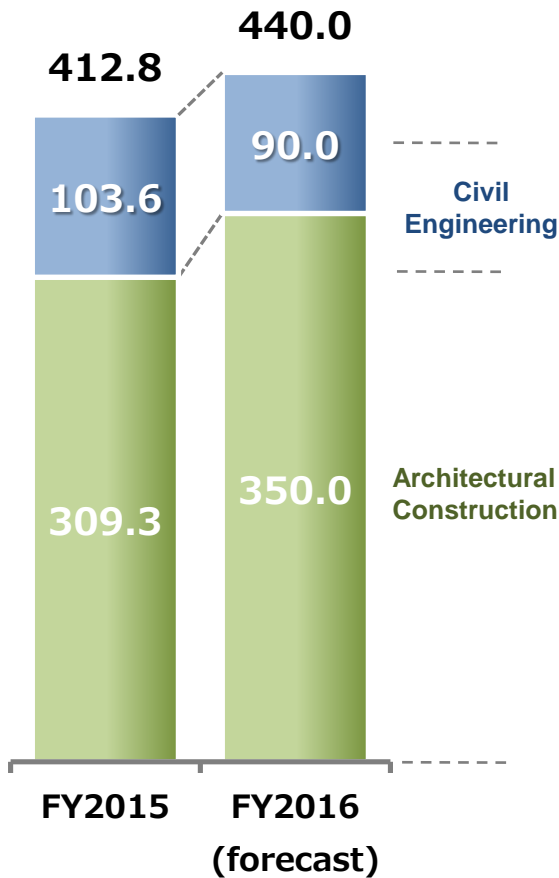
Forecasts for FY2016 (Year Ending March 31, 2017)

(Billions of yen)	FY2015	FY2016		
		Forecasts	Change (year-on-year)	
Consolidated net sales	492.6	430.0	-12.7%	-62.6
Operating income	21.6	20.0	-7.5%	-1.6
Ordinary income	23.7	22.0	-7.3%	-1.7
Profit attributable to owners of parent	20.0	19.0	-5.2%	-1.0
Orders received (non-consolidated)	412.8	440.0	+ 6.6%	+ 27.1

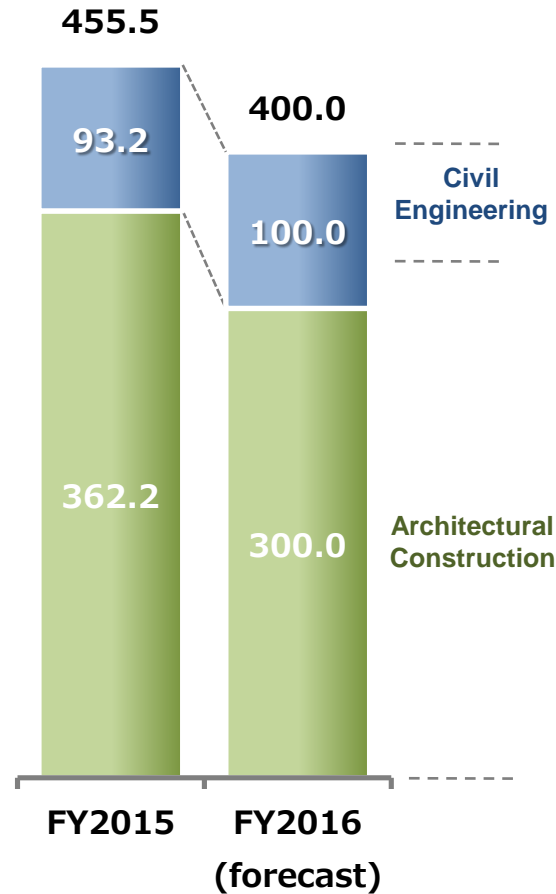
(Non-consolidated) Forecasts for the Construction Business

(Billions of yen, including overseas)

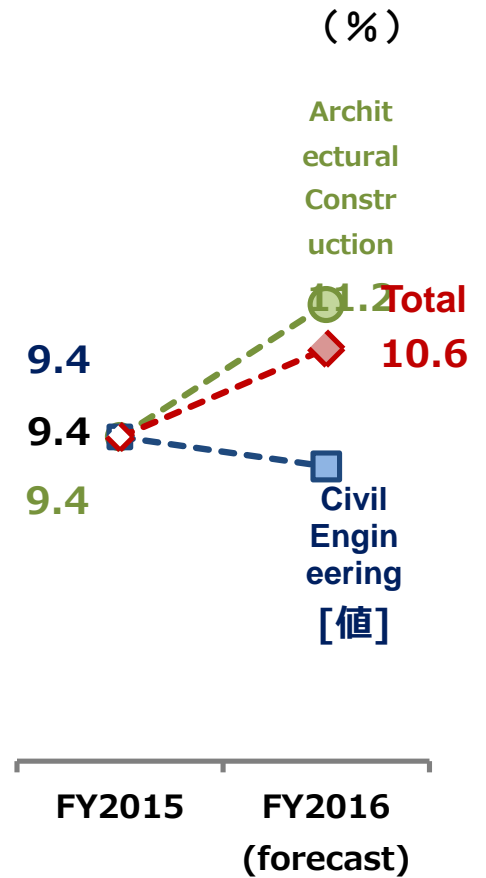
Orders Received for Construction



Net Sales of Completed Construction Contracts



Gross Profit Margin on Completed Construction Contracts



Non-consolidated Forecasts for FY2016

	Amount (Billions of yen)	Profitability (%)
Net sales	404.5	
Gross profit	44.0	10.9
Profits in the construction business	42.5	10.6
[Architectural construction]	[33.5]	[11.2]
[Civil engineering]	[9.0]	[9.0]
Profits in the real estate business	1.5	33.3
Selling, general and administrative expenses	24.5	
Operating income	19.5	4.8
Ordinary income	21.4	5.3
Extraordinary income	0.0	
Profit	18.8	4.6

2. Issues and Initiatives

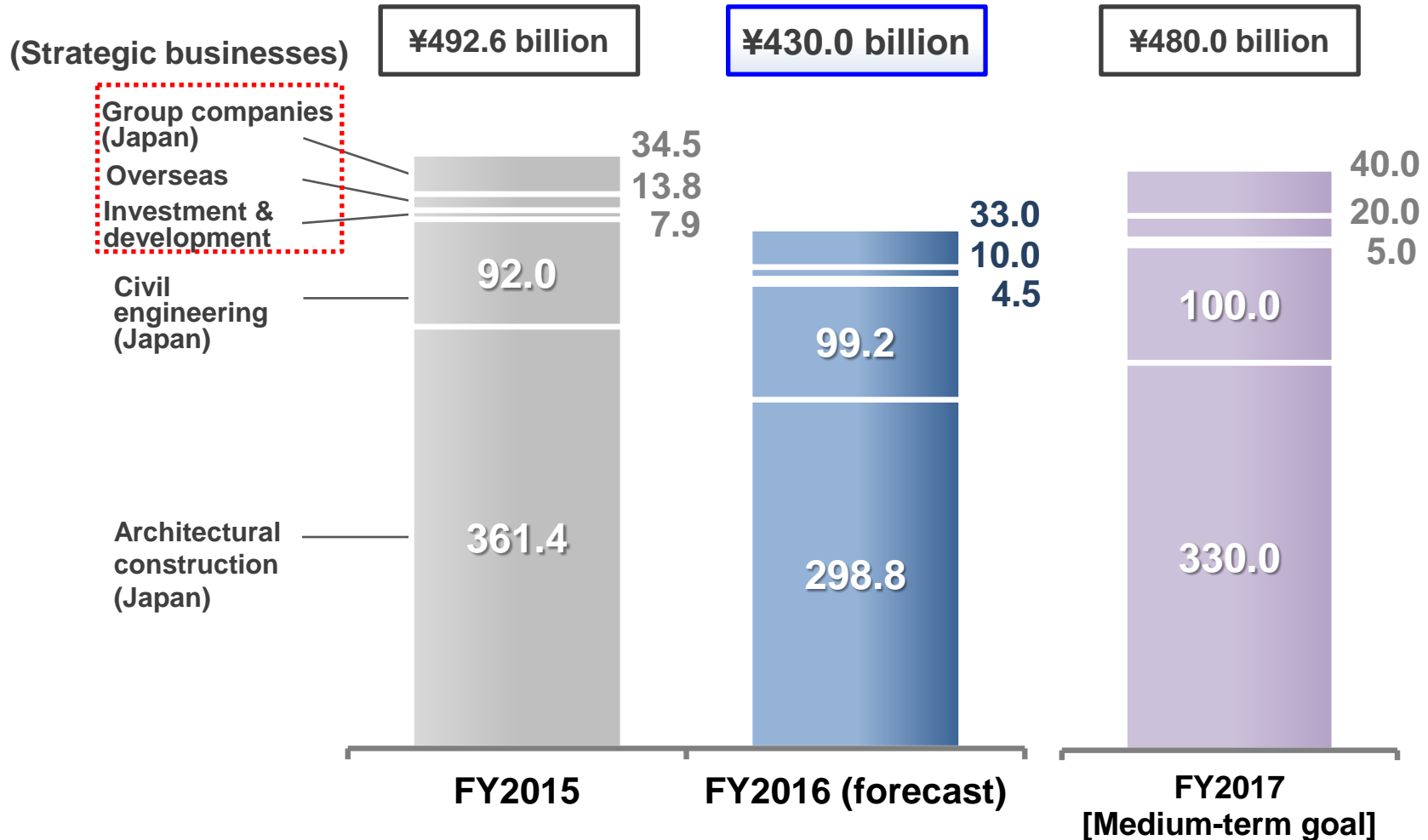


President Masanori Imai

2-1. Forecast by Business



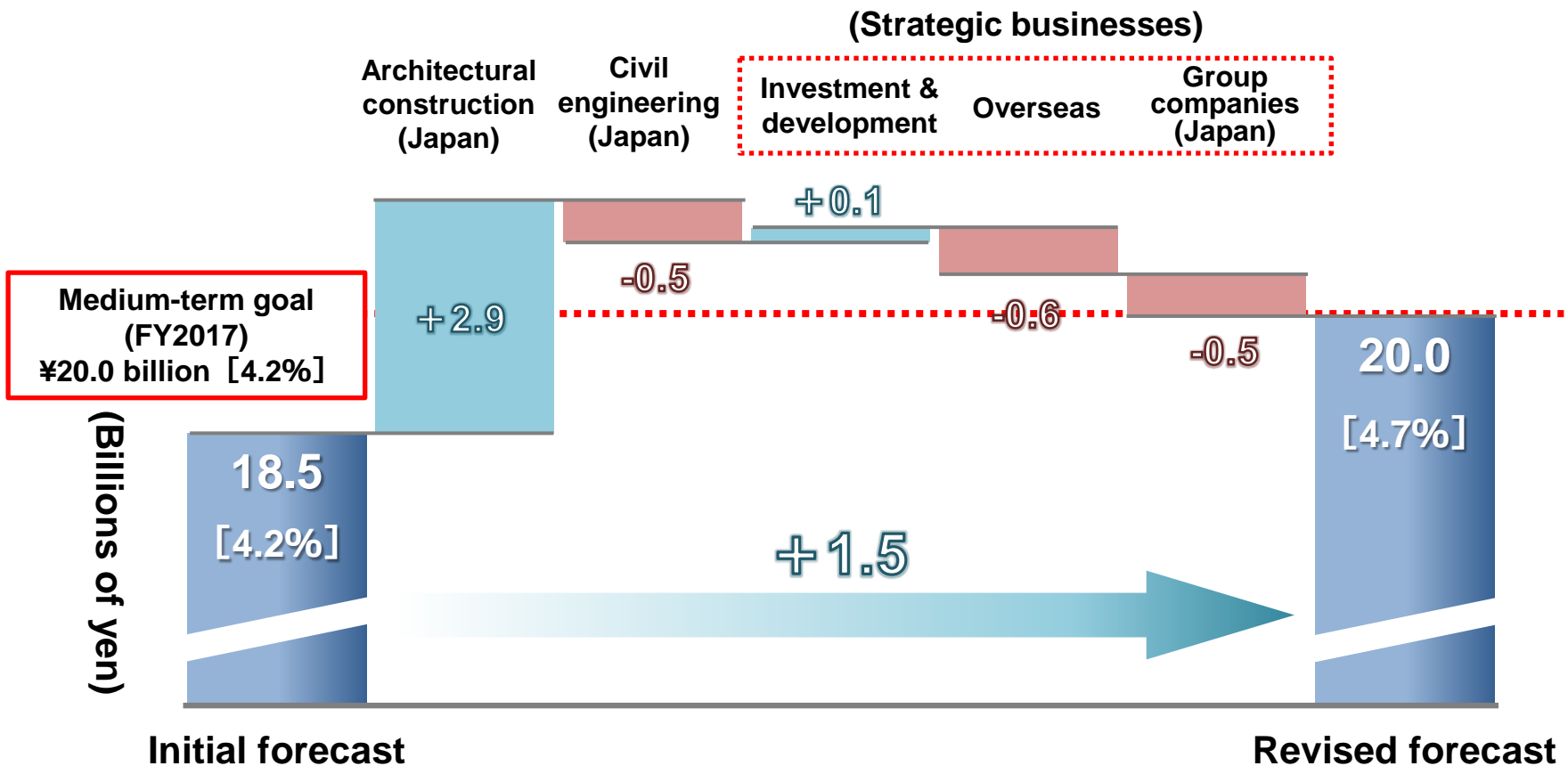
Net Sales by Business



*Figures include consolidated eliminations.

Changes in Operating Income (vs. Initial Forecast)

Achievement of the medium term goal of ¥20.0 billion is within reach



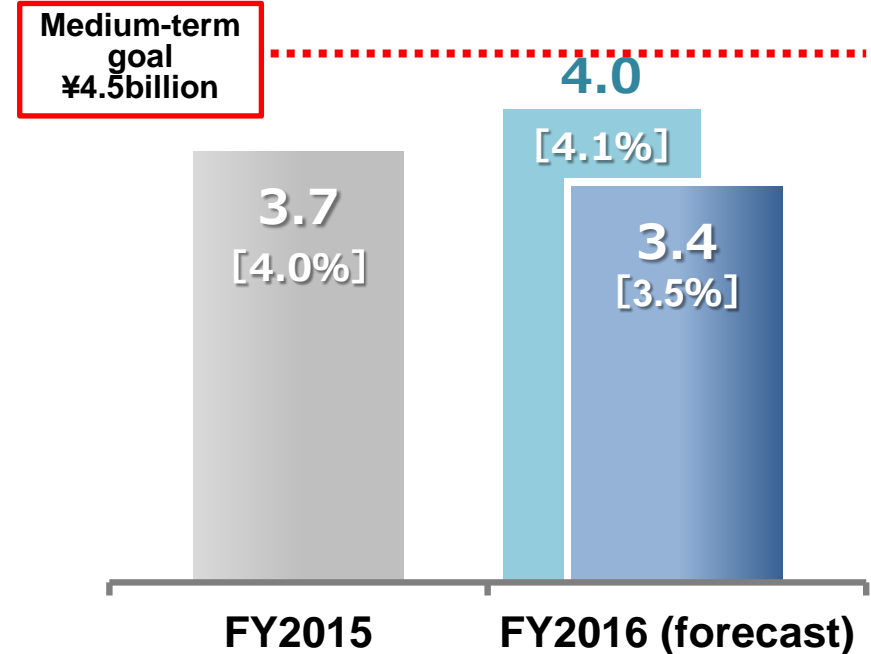
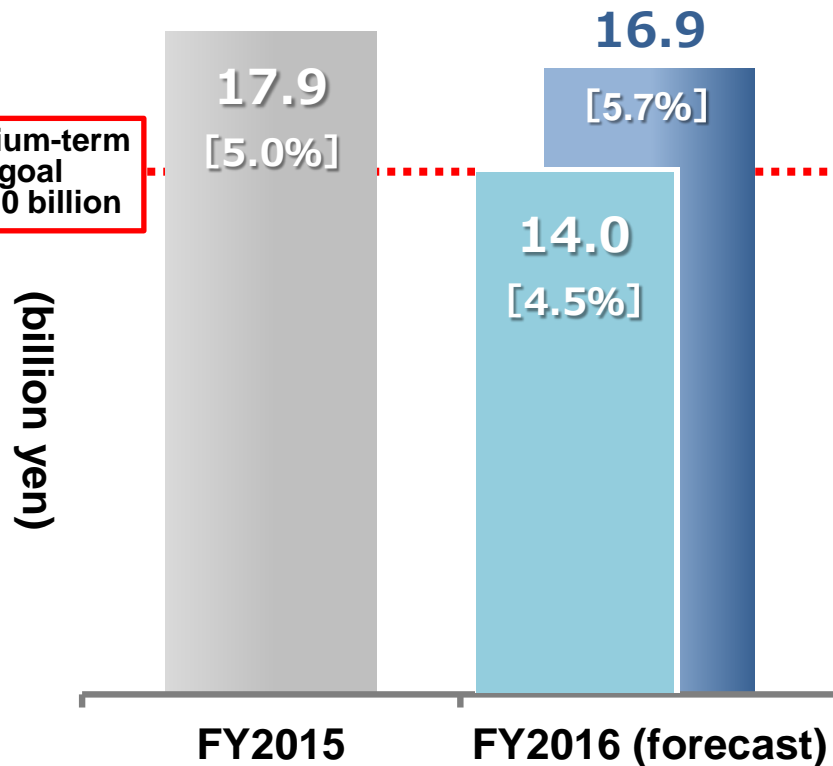
*[] shows operating income ratio.

Operating Income (Domestic Construction Business)

Initial forecast
Revised forecast

Architectural construction (Japan)

Civil engineering (Japan)



*Figures do not include consolidated eliminations.
[] shows operating income ratio.

Operating Income (Strategic Businesses)

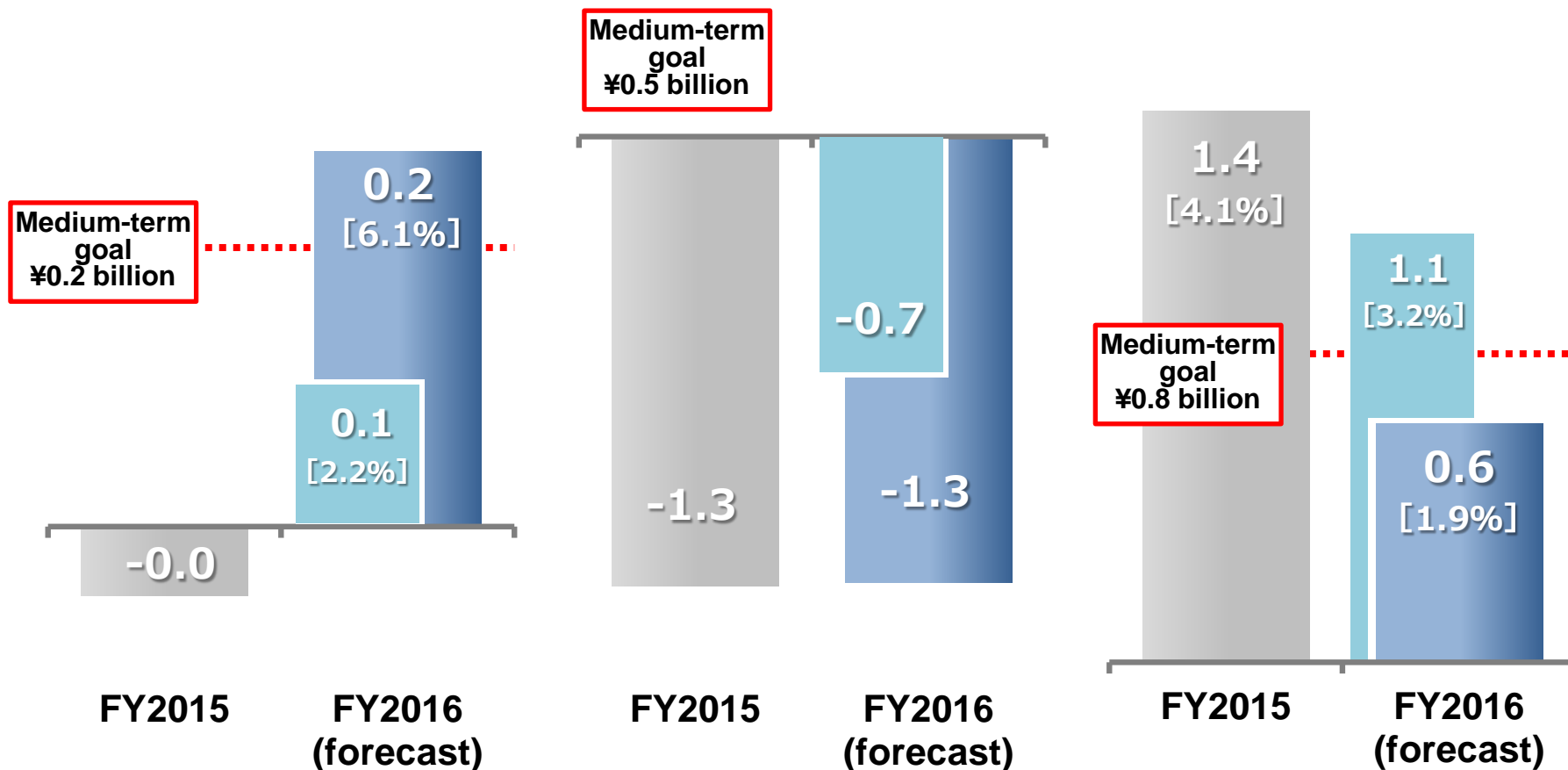
Initial forecast
Revised forecast

Investment & development

Overseas

Group companies (Japan)

(Billion yen)



*Figures do not include consolidated eliminations.
[] shows operating income ratio.

Recognition of Issues

Domestic Construction Business

- Promote enhancement of values and strengths that enables differentiation.
- While profitability of some projects worsened, the rest of the projects proceeded well in general.

Strategic businesses

- Initiatives for profitability enhancement are still halfway through.
- Steady progress in development of business promotion structure as well as investment policy and direction.

Improvement and establishment of productivity and added values

2-2. Direction of Initiatives

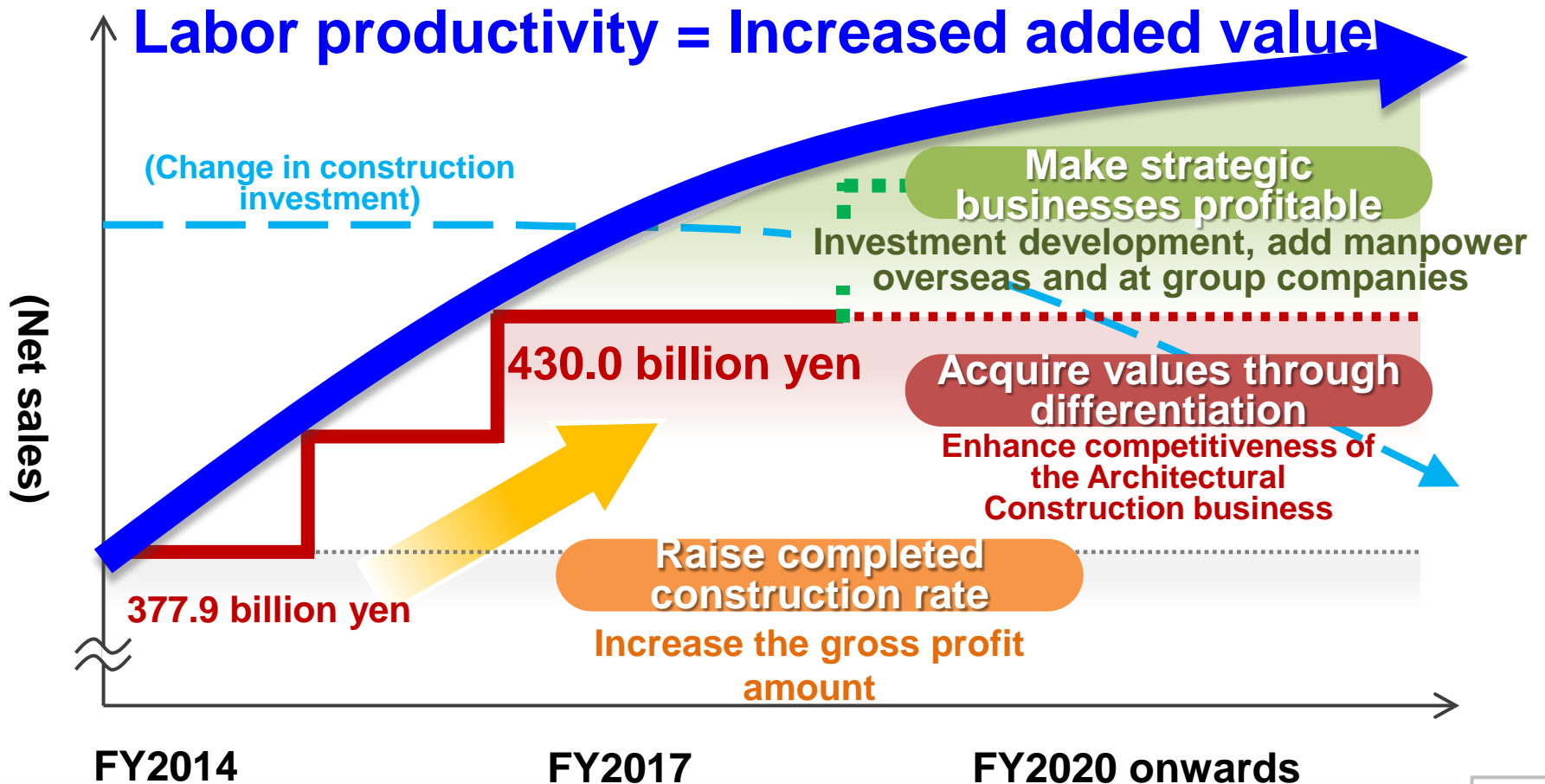


Process for Achieving Continuous Growth

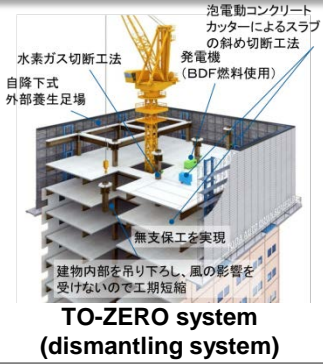
Steady construction investment

Decline in investment

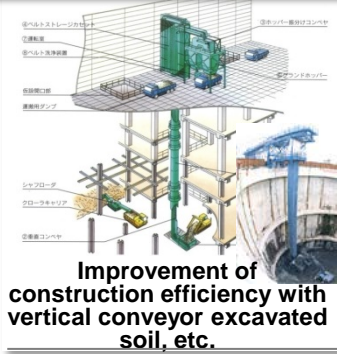
Intensified competition



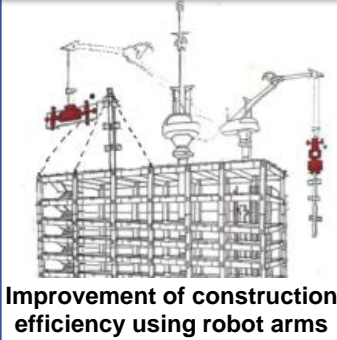
Dismantling



Underground work



Above-ground work



Construction management

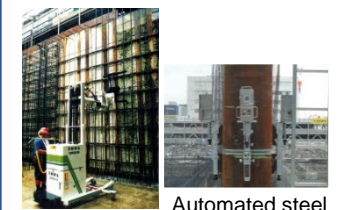
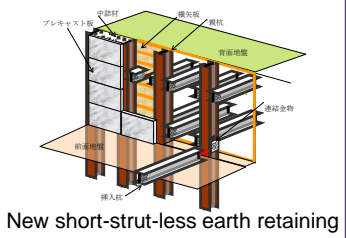


IoT-based production controlling system

Construction system we aspire to achieve



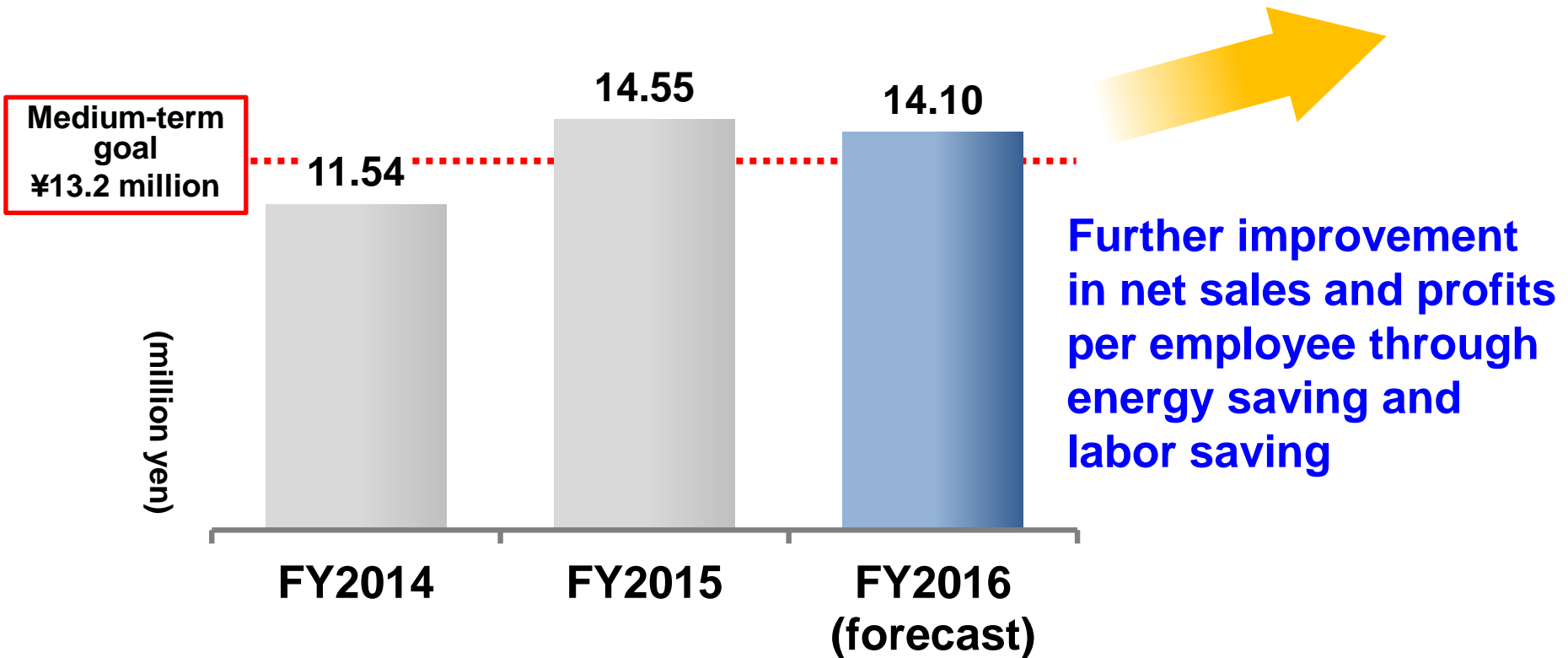
Toda-type automated construction system



Integrated construction work management system

Improvement of Labor Productivity

Labor productivity (non-consolidated basis)



*Labor productivity = Operating income/employee (Net sales/employee × Operating income ratio) + Overall labor cost/employee

Case Study: New Construction of MFLP Fukuoka Sue



*Completion on October 31, 2016

Effective utilization of the plot of our machinery and equipment center

Achieved 33% productivity improvement through complete front loading.

(design work, workshop and partnering company operations)

Strengthening of Strategic Businesses

Promoting flexible use of human resources reflecting business expansion

Investment & development

Promoting Kyobashi 1-chome project

Commercialization of floating offshore wind turbine generator

Acquisition, retention of new properties
Effective utilization of real estate

Overseas

Expansion of overseas civil engineering works

Enhance the structure of the Brazilian and Southeast Asia Regional Head Offices

Group companies (Japan)

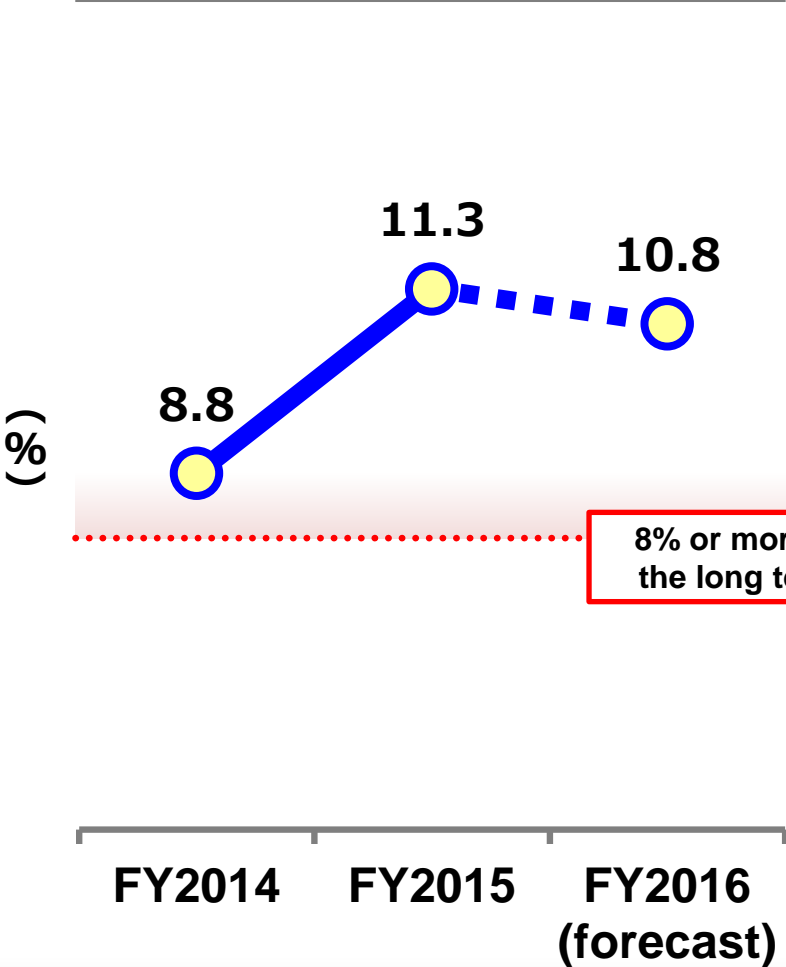
Expansion of each company's business domain

Promotion of total coordination in the construction life cycle

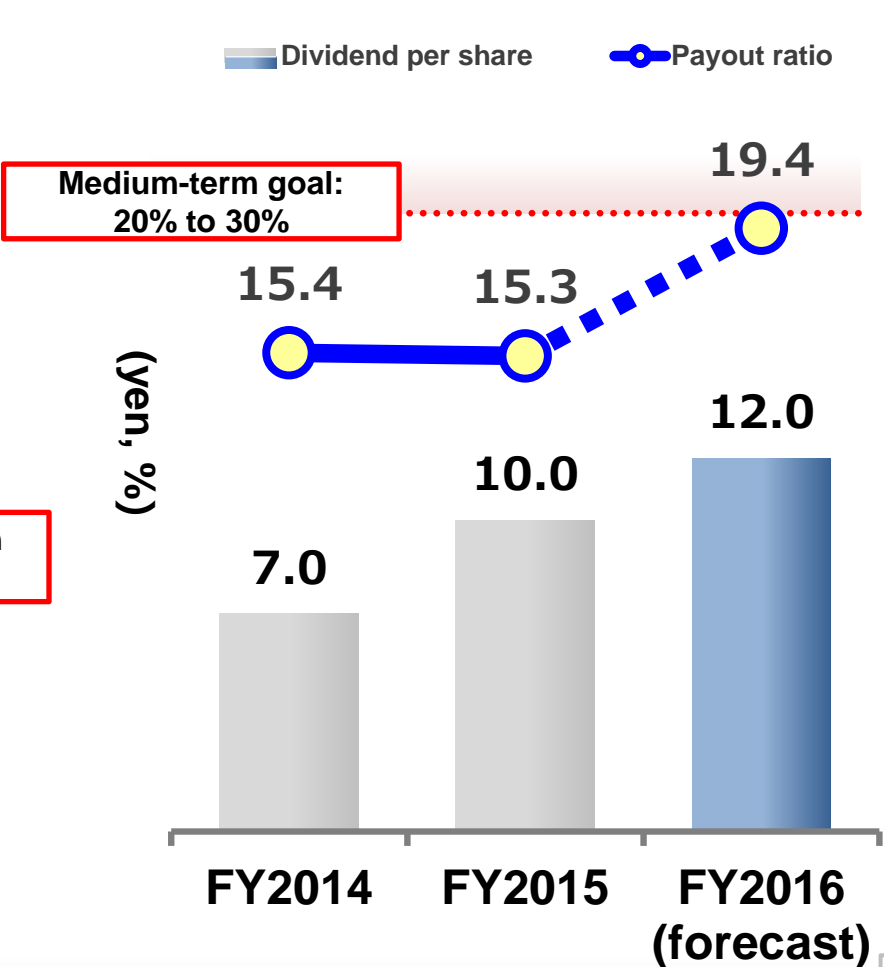
Transferring human resources from the Domestic Construction Business (create new workforce)

Capital Efficiency, Shareholder Returns

ROE (return on equity)



Dividend per share, payout ratio



Promoting Social Contribution Activities

Top rating in climate change mitigation measures



Floating offshore wind turbine generator

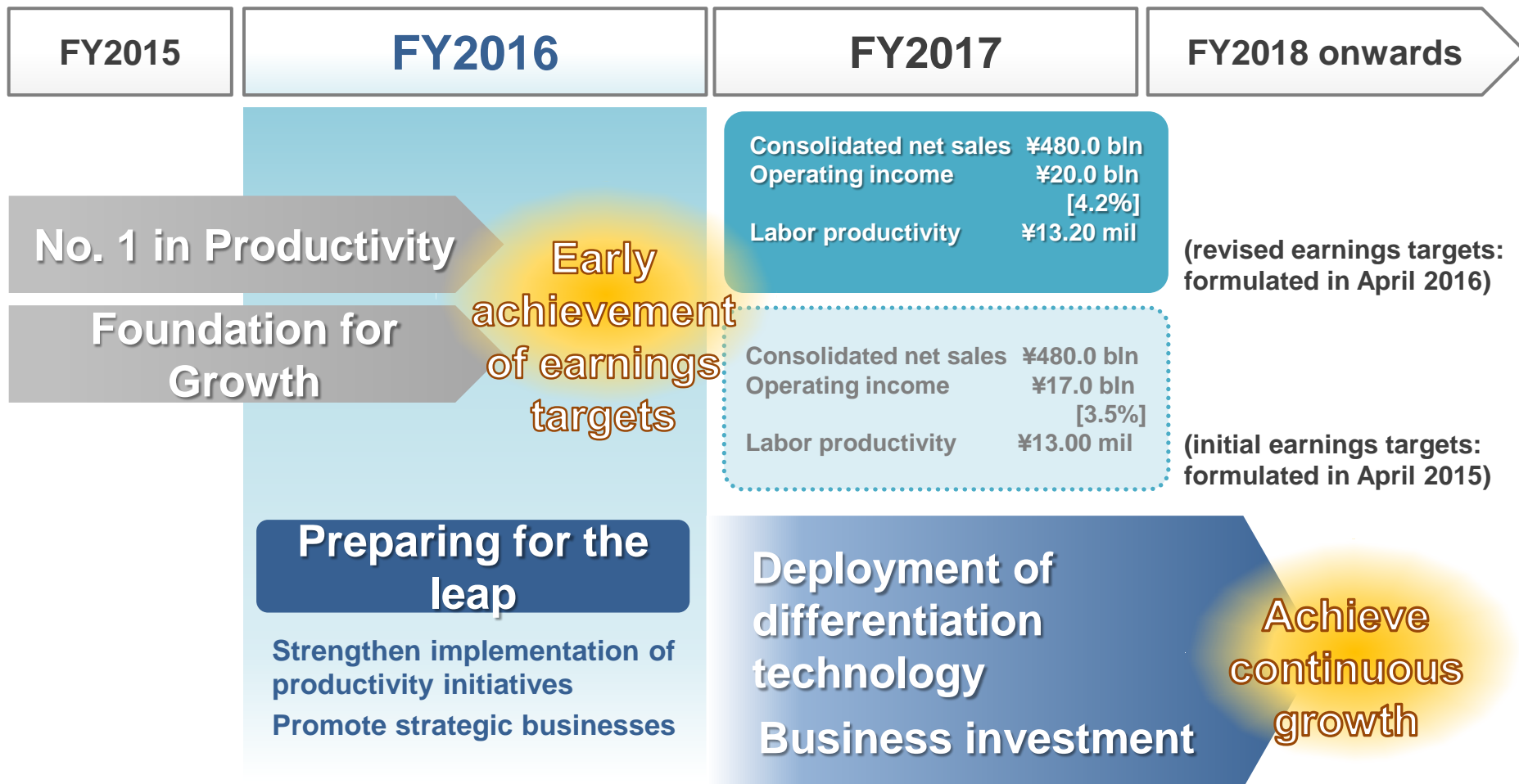


Fuel-cell boat

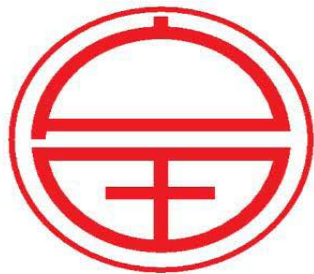
At The Climate A List 2016, 193 companies around the world including 22 from Japan were certified as especially outstanding companies in climate change mitigation measures for their activities such as CO2 emission reduction.

For the Next Leap

Evolve initiatives to realize continuous growth



**A corporate group that makes
Your success possible**



TODA

TODA CORPORATION

(SINCE 1881)