

# Consolidated Financial Results for the Third Quarter Ended December 31, 2020



## 1. Consolidated Financial Statements

### (1) Consolidated Balance Sheets

(Millions of yen)

	As of March 31, 2020	As of December 31, 2020
<b>Assets</b>		
Current assets		
Cash and deposits	106,453	82,437
Notes receivable, accounts receivable from completed construction contracts and other	163,440	203,285
Securities	20,064	10,000
Real estate for sale	10,052	11,074
Costs on uncompleted construction contracts	16,488	25,283
Other inventories	3,949	5,879
Other	17,502	31,777
Allowance for doubtful accounts	(1,110)	(1,238)
Total current assets	336,841	368,500
Noncurrent assets		
Property, plant and equipment		
Buildings and structures, net	29,046	37,653
Machinery, vehicles, tools, furniture and fixtures, net	3,209	5,345
Land	83,920	86,719
Lease assets, net	138	94
Construction in progress	7,959	9,320
Total property, plant and equipment	124,274	139,132
Intangible assets		
Goodwill	519	622
Other	7,976	8,717
Total intangible assets	8,495	9,339
Investments and other assets		
Investment securities	157,659	192,654
Long-term loans receivable	782	846
Net defined benefit asset	1,223	647
Deferred tax assets	731	744
Other	4,635	4,706
Allowance for doubtful accounts	(87)	(194)
Total investments and other assets	164,945	199,405
Total noncurrent assets	297,715	347,877
<b>Total assets</b>	<b>634,557</b>	<b>716,378</b>

	As of March 31, 2020	As of December 31, 2020
<b>Liabilities</b>		
Current liabilities		
Notes payable, accounts payable for construction contracts and other	105,305	87,884
Short-term loans payable	44,499	48,455
Commercial papers	-	40,000
Current portion of bonds	5,000	-
Income taxes payable	7,374	4,216
Advances received on uncompleted construction contracts	30,022	43,312
Provision for bonuses	6,409	2,437
Provision for warranties for completed construction	4,410	3,743
Provision for loss on construction contracts	3,200	3,505
Deposits received	28,618	34,121
Other	18,229	14,131
Total current liabilities	253,070	281,808
Noncurrent liabilities		
Bonds payable	30,100	50,100
Long-term loans payable	32,201	30,224
Deferred tax liabilities	11,833	22,037
Deferred tax liabilities for land revaluation	6,791	6,470
Provision for directors' retirement benefits	207	230
Provision for share allocation to directors	188	183
Provision for loss on liquidation of subsidiaries and affiliates	36	29
Net defined benefit liability	21,263	21,625
Asset retirement obligations	1,712	1,848
Other	3,656	4,165
Total noncurrent liabilities	107,991	136,915
Total liabilities	361,061	418,723
Net assets		
Shareholders' equity		
Capital stock	23,001	23,001
Capital surplus	26,259	26,259
Retained earnings	176,564	180,542
Treasury stock	(9,392)	(9,387)
Total shareholders' equity	216,433	220,415
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	51,954	74,121
Deferred gains or losses on hedges	(13)	(0)
Revaluation reserve for land	4,584	3,856
Foreign currency translation adjustment	(805)	(2,510)
Remeasurements of defined benefit plans	(1,292)	(752)
Total accumulated other comprehensive income	54,427	74,715
Non-controlling interests	2,635	2,523
Total net assets	273,496	297,654
Total liabilities and net assets	634,557	716,378

(2) Consolidated Statements of Income and Comprehensive Income

Consolidated Statements of Income

Nine Months ended December 31, 2019 and 2020

(Millions of yen)

	Nine Months ended December 31, 2019 (April 1 through Dec. 31, 2019)	Nine Months ended December 31, 2020 (April 1 through Dec. 31, 2020)
<b>Net sales</b>		
Net sales of completed construction contracts	352,956	340,850
Net sales of investment and development business and other	16,968	12,251
<b>Total net sales</b>	<b>369,924</b>	<b>353,101</b>
<b>Cost of sales</b>		
Cost of sales of completed construction contracts	308,381	305,597
Cost of sales on investment and development business and other	13,208	7,103
<b>Total cost of sales</b>	<b>321,590</b>	<b>312,700</b>
<b>Gross profit</b>		
Gross profit on completed construction contracts	44,574	35,253
Gross profit on investment and development business and other	3,759	5,147
<b>Total gross profit</b>	<b>48,334</b>	<b>40,401</b>
<b>Selling, general and administrative expenses</b>	<b>24,826</b>	<b>25,979</b>
<b>Operating income</b>	<b>23,507</b>	<b>14,421</b>
<b>Non-operating income</b>		
Interest income	161	153
Dividend income	3,247	2,996
Other	339	383
<b>Total non-operating income</b>	<b>3,748</b>	<b>3,533</b>
<b>Non-operating expenses</b>		
Interest expenses	631	665
Commission fee	436	97
Other	129	358
<b>Total non-operating expenses</b>	<b>1,196</b>	<b>1,120</b>
<b>Ordinary income</b>	<b>26,059</b>	<b>16,834</b>
<b>Extraordinary income</b>		
Gain on sales of investment securities	1,247	2,430
Settlement received	1,174	-
Other	26	37
<b>Total extraordinary income</b>	<b>2,448</b>	<b>2,467</b>
<b>Extraordinary loss</b>		
Loss on abandonment of noncurrent assets	461	1,054
Loss on valuation of investment securities	115	1,014
Other	99	301
<b>Total extraordinary losses</b>	<b>677</b>	<b>2,371</b>
<b>Profit before income taxes</b>	<b>27,830</b>	<b>16,931</b>
<b>Income taxes</b>	<b>8,999</b>	<b>5,695</b>
<b>Profit</b>	<b>18,831</b>	<b>11,235</b>
<b>Profit (loss) attributable to non-controlling interests</b>	<b>93</b>	<b>(8)</b>
<b>Profit attributable to owners of parent</b>	<b>18,737</b>	<b>11,244</b>

**Consolidated Statements of Comprehensive Income**

Nine Months ended December 31, 2019 and 2020

(Millions of yen)

	Nine Months ended December 31, 2019 (April 1 through Dec. 31, 2019)	Nine Months ended December 31, 2020 (April 1 through Dec. 31, 2020)
Profit	18,831	11,235
Other comprehensive income		
Valuation difference on available-for-sale securities	4,740	22,167
Deferred gains or losses on hedges	(29)	13
Foreign currency translation adjustment	(246)	(1,807)
Remeasurements of defined benefit plans	322	540
Total other comprehensive income	4,787	20,913
Comprehensive income	23,618	32,149
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	23,523	32,259
Comprehensive income attributable to non-controlling interests	95	(109)

**2. (Reference) Non-consolidated Financial Statements**

**(1) (Reference) Non-consolidated Balance Sheets**

(Millions of yen)

	As of March 31, 2020	As of December 31, 2020
<b>Assets</b>		
Current assets		
Cash and deposits	82,538	65,043
Notes receivable, accounts receivable from completed construction contracts and other	151,656	194,449
Securities	20,064	10,000
Real estate for sale	9,873	11,070
Costs on uncompleted construction contracts	13,592	20,350
Other inventories	3,544	5,594
Other	16,617	30,774
Allowance for doubtful accounts	(1,057)	(1,198)
Total current assets	296,830	336,084
Noncurrent assets		
Property, plant and equipment		
Buildings and structures, net	23,041	31,510
Machinery, vehicles, tools, furniture and fixtures, net	1,335	1,458
Land	73,863	76,499
Lease assets, net	72	52
Construction in progress	6,244	8,048
Total property, plant and equipment	104,557	117,570
Intangible assets	7,945	9,166
Investments and other assets		
Investment securities	176,074	206,140
Long-term loans receivable	1,976	1,980
Prepaid pension cost	2,470	1,416
Other	3,240	3,339
Allowance for doubtful accounts	(95)	(201)
Total investments and other assets	183,667	212,675
Total noncurrent assets	296,169	339,412
Total assets	593,000	675,497

As of March 31, 2020                      As of December 31, 2020

Liabilities	As of March 31, 2020	As of December 31, 2020
Current liabilities		
Notes payable, accounts payable for construction contracts and other	98,314	82,427
Short-term loans payable	40,516	44,371
Commercial papers	-	40,000
Current portion of bonds	5,000	-
Income taxes payable	6,293	4,120
Advances received on uncompleted construction contracts	26,585	36,369
Provision for bonuses	5,850	2,181
Provision for warranties for completed construction	4,247	3,659
Provision for loss on construction contracts	3,051	3,416
Deposits received	26,756	33,184
Other	17,393	13,350
<b>Total current liabilities</b>	<b>234,009</b>	<b>263,081</b>
Noncurrent liabilities		
Bonds payable	30,000	50,000
Long-term loans payable	32,054	29,237
Deferred tax liabilities	11,876	22,277
Deferred tax liabilities for land revaluation	6,791	6,470
Provision for retirement benefits	19,838	20,458
Provision for directors' retirement benefits	125	157
Provision for share allocation to directors	188	183
Provision for loss on business of subsidiaries and affiliates	250	311
Asset retirement obligations	446	444
Other	2,571	3,133
<b>Total noncurrent liabilities</b>	<b>104,142</b>	<b>132,675</b>
<b>Total liabilities</b>	<b>338,152</b>	<b>395,756</b>
Net assets		
Shareholders' equity		
Capital stock	23,001	23,001
Capital surplus		
Legal capital surplus	25,573	25,573
Total capital surplus	25,573	25,573
Retained earnings		
Legal retained earnings	5,750	5,750
Other retained earnings		
Reserve for construction	50,000	50,000
General reserve	71,774	91,774
Retained earnings brought forward	31,610	15,076
Total retained earnings	159,135	162,601
Treasury stock	(9,392)	(9,387)
<b>Total shareholders' equity</b>	<b>198,317</b>	<b>201,788</b>
Valuation and translation adjustments		
Valuation difference on available-for-sale securities	51,957	74,095
Deferred gains or losses on hedges	(11)	(0)
Revaluation reserve for land	4,584	3,856
<b>Total valuation and translation adjustments</b>	<b>56,530</b>	<b>77,952</b>
<b>Total net assets</b>	<b>254,848</b>	<b>279,740</b>
<b>Total liabilities and net assets</b>	<b>593,000</b>	<b>675,497</b>

**(2) (Reference) Non-consolidated Statements of Income**

	(Millions of yen)	
	Nine Months ended December 31, 2019 (April 1 through Dec. 31, 2019)	Nine Months ended December 31, 2020 (April 1 through Dec. 31, 2020)
Net sales		
Net sales of completed construction contracts	329,200	317,883
Net sales of investment and development business and other	11,208	7,114
Total net sales	340,408	324,997
Cost of sales		
Cost of sales of completed construction contracts	287,315	285,569
Cost of sales on investment and development business and other	9,022	3,401
Total cost of sales	296,338	288,971
Gross profit		
Gross profit on completed construction contracts	41,885	32,313
Gross profit on investment and development business and other	2,185	3,712
Total gross profit	44,070	36,026
Selling, general and administrative expenses	22,040	22,921
Operating income	22,030	13,104
Non-operating income	3,581	3,626
Non-operating expenses	1,221	962
Ordinary income	24,390	15,768
Extraordinary income	2,429	2,434
Extraordinary loss	669	2,415
Profit before income taxes	26,150	15,787
Income taxes	8,260	5,055
Profit	17,890	10,732



### 3. Supplementary Information

#### (1) Summary of Consolidated Results and Forecasts

(Millions of yen)

	Nine-month Period from April				Full Year			
	FY2019	FY2020	YoY (b)-(a)		FY2019	FY2020	YoY (b)-(a)	
	Actual (a)	Actual (b)	Amount	Percentage (%)	Actual (a)	Forecast (b)	Amount	Percentage (%)
Net sales	369,924	353,101	-16,822	-4.5	518,683	492,000	-26,683	-5.1
Construction business	338,372	323,443	-14,928	-4.4	470,144	439,300	-30,844	-6.6
Architectural construction	260,210	233,078	-27,132	-10.4	354,685	309,300	-45,385	-12.8
Civil engineering	78,161	90,365	12,203	15.6	115,459	130,000	14,540	12.6
Investment and development business	11,917	7,087	-4,829	-40.5	13,480	11,500	-1,980	-14.7
Domestic Group companies	18,230	21,124	2,894	15.9	33,131	38,100	4,968	15.0
New business	1,403	1,446	42	3.0	1,927	3,100	1,172	60.8
Gross profit	48,334	40,401	-7,933	-16.4	70,343	61,100	-9,243	-13.1
Profit margin	13.1 %	11.4 %			13.6 %	12.4 %		
SG&A expenses	24,826	25,979	1,152	4.6	35,100	37,000	1,899	5.4
Operating income	23,507	14,421	-9,086	-38.7	35,243	24,100	-11,143	-31.6
Non-operating income	2,551	2,413	-138	-5.4	3,029	2,800	-229	-7.6
Ordinary income	26,059	16,834	-9,224	-35.4	38,272	26,900	-11,372	-29.7
Extraordinary income	1,770	96	-1,674	-94.6	672	-1,300	-1,972	-
Profit before income taxes	27,830	16,931	-10,899	-39.2	38,945	25,600	-13,345	-34.3
Income taxes	8,999	5,695	-3,303	-36.7	12,986	8,500	-4,486	-34.5
Profit	18,831	11,235	-7,595	-40.3	25,958	17,100	-8,858	-34.1
Profit attributable to non-controlling interests	93	-8	-102	-	112	-	-112	-
Profit attributable to owners of parent	18,737	11,244	-7,493	-40.0	25,845	17,100	-8,745	-33.8

Notes: 1. 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 of developments may differ from those presented in these forward-looking statements due to the changes in various factors.

2. Net sales are based on business segments and intercompany sales are eliminated.

**(2) Summary of Non-consolidated Results and Forecasts**

(Millions of yen)

	Nine-month Period from April				Full Year			
	FY2019	FY2020	YoY (b)-(a)		FY2019	FY2020	YoY (b)-(a)	
	Actual (a)	Actual (b)	Amount	Percentage (%)	Actual (a)	Forecast (b)	Amount	Percentage (%)
Orders received	270,467	247,686	-22,780	-8.4	480,475	428,500	-51,975	-10.8
Construction business	259,259	240,572	-18,686	-7.2	467,609	417,000	-50,609	-10.8
Domestic architectural construction	166,588	166,315	-272	-0.2	314,831	285,000	-29,831	-9.5
Domestic civil engineering	90,242	73,881	-16,360	-18.1	150,209	120,000	-30,209	-20.1
Overseas	2,428	375	-2,052	-84.5	2,568	12,000	9,431	367.2
Investment and development business and other	11,208	7,114	-4,093	-36.5	12,865	11,500	-1,365	-10.6
Net sales	340,408	324,997	-15,410	-4.5	471,416	441,500	-29,916	-6.3
Construction business	329,200	317,883	-11,316	-3.4	458,550	430,000	-28,550	-6.2
Domestic architectural construction	249,079	226,703	-22,376	-9.0	341,030	299,700	-41,330	-12.1
Domestic civil engineering	75,547	89,599	14,051	18.6	112,353	127,300	14,946	13.3
Overseas	4,572	1,580	-2,992	-65.4	5,167	3,000	-2,167	-41.9
Investment and development business and other	11,208	7,114	-4,093	-36.5	12,865	11,500	-1,365	-10.6
Gross profit	44,070	36,026	-8,044	-18.3	63,482	54,000	-9,482	-14.9
Profit margin	12.9 %	11.1 %			13.5 %	12.2 %		
Construction business	41,885	32,313	-9,571	-22.9	58,612	49,500	-9,112	-15.5
Domestic architectural construction	30,818	21,565	-9,252	-30.0	40,386	30,000	-10,386	-25.7
Domestic civil engineering	10,433	10,608	175	1.7	17,478	19,500	2,021	11.6
Overseas	633	139	-494	-78.0	747	0	-747	-
Investment and development business and other	2,185	3,712	1,527	69.9	4,870	4,500	-370	-7.6
SG&A expenses	22,040	22,921	881	4.0	30,911	32,200	1,288	4.2
Operating income	22,030	13,104	-8,926	-40.5	32,571	21,800	-10,771	-33.1
Non-operating income	2,359	2,664	304	12.9	2,691	2,700	8	0.3
Ordinary income	24,390	15,768	-8,621	-35.3	35,262	24,500	-10,762	-30.5
Extraordinary income	1,760	18	-1,741	-99.0	504	-1,300	-1,804	-
Profit before income taxes	26,150	15,787	-10,363	-39.6	35,766	23,200	-12,566	-35.1
Income taxes	8,260	5,055	-3,205	-38.8	11,595	7,400	-4,195	-36.2
Profit	17,890	10,732	-7,158	-40.0	24,170	15,800	-8,370	-34.6
Dividend per share (yen)	-	-	-	-	26.0	20.0	-6.0	-23.1

Notes: 1. These non-consolidated financial statements, exempt from the quarterly review by auditors for statutory disclosure, were prepared pursuant to *Ordinance on Terminology, Forms, and Preparation Methods of Quarterly Financial Statements, etc.*

2. 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 of developments may differ from those presented in these forward-looking statements due to the changes in various factors

**(3) Orders Received, Net Sales and Balance Brought Forward (non-consolidated)**

1) Orders Received

(Millions of yen)

Business segment/Classification	Nine-month Period From April 1, 2019 to Dec. 31, 2019		Nine-month Period From April 1, 2020 to Dec. 31, 2020		Change		Previous Fiscal Year (From April 1, 2019 to March 31, 2020)	
	Amount	Ratio (%)	Amount	Ratio (%)	Amount	Percentage (%)	Amount	Ratio (%)
I Construction business								
(a) Architectural construction								
Public sector	13,333	4.9	44,507	18.0	31,174	233.8	44,931	9.4
Private sector	153,254	56.7	121,807	49.2	-31,447	-20.5	269,900	56.2
Overseas	427	0.2	95	0.0	-331	-77.6	486	0.1
Subtotal	167,015	61.8	166,411	67.2	-604	-0.4	315,318	65.6
(b) Civil engineering								
Public sector	33,957	12.6	29,200	11.8	-4,757	-14.0	72,723	15.1
Private sector	56,285	20.8	44,681	18.0	-11,603	-20.6	77,485	16.1
Overseas	2,000	0.7	279	0.1	-1,721	-86.0	2,081	0.4
Subtotal	92,243	34.1	74,161	29.9	-18,082	-19.6	152,291	31.7
(c) Total (a)+(b)								
Public sector	47,291	17.5	73,708	29.8	26,417	55.9	117,655	24.5
Private sector	209,539	77.5	166,488	67.2	-43,051	-20.5	347,385	72.3
Overseas	2,428	0.9	375	0.2	-2,052	-84.5	2,568	0.5
Subtotal	259,259	95.9	240,572	97.1	-18,686	-7.2	467,609	97.3
II Investment and development business	11,206	4.1	7,114	2.9	-4,092	-36.5	12,764	2.7
III New business	1	0.0	-	-	-1	-	101	0.0
IV Total (I + II + III)	270,467	100.0	247,686	100.0	-22,780	-8.4	480,475	100.0

2) Net Sales

(Millions of yen)

Business segment/Classification	Nine-month Period From April 1, 2019 to Dec. 31, 2019		Nine-month Period From April 1, 2020 to Dec. 31, 2020		Change		Previous Fiscal Year (From April 1, 2019 to March 31, 2020)	
	Amount	Ratio (%)	Amount	Ratio (%)	Amount	Percentage (%)	Amount	Ratio (%)
I Construction business								
(a) Architectural construction								
Public sector	22,041	6.5	26,394	8.1	4,353	19.7	34,187	7.3
Private sector	227,038	66.7	200,308	61.6	-26,729	-11.8	306,842	65.1
Overseas	1,838	0.5	95	0.0	-1,743	-94.8	1,967	0.4
Subtotal	250,918	73.7	226,798	69.8	-24,119	-9.6	342,998	72.8
(b) Civil engineering								
Public sector	59,176	17.4	61,284	18.9	2,107	3.6	86,699	18.4
Private sector	16,371	4.8	28,315	8.7	11,944	73.0	25,653	5.4
Overseas	2,734	0.8	1,485	0.5	-1,249	-45.7	3,199	0.7
Subtotal	78,281	23.0	91,084	28.0	12,802	16.4	115,552	24.5
(c) Total (a)+(b)								
Public sector	81,218	23.9	87,679	27.0	6,461	8.0	120,887	25.6
Private sector	243,409	71.5	228,624	70.3	-14,785	-6.1	332,496	70.5
Overseas	4,572	1.3	1,580	0.5	-2,992	-65.4	5,167	1.1
Subtotal	329,200	96.7	317,883	97.8	-11,316	-3.4	458,550	97.3
II Investment and development business	11,206	3.3	7,114	2.2	-4,092	-36.5	12,764	2.7
III New business	1	0.0	-	-	-1	-	101	0.0
IV Total (I + II + III)	340,408	100.0	324,997	100.0	-15,410	-4.5	471,416	100.0

3) Balance Brought Forward

(Millions of yen)

Business segment/Classification	FY 2019 3Q (As of Dec. 31, 2019)		FY 2020 3Q (As of Dec. 31, 2020)		Change		Previous Fiscal Year (As of Mar. 31, 2020)	
	Amount	Ratio (%)	Amount	Ratio (%)	Amount	Percentage (%)	Amount	Ratio (%)
I Construction business								
(a) Architectural construction								
Public sector	53,585	8.0	91,150	13.5	37,564	70.1	73,037	9.7
Private sector	359,923	53.5	318,263	47.2	-41,659	-11.6	396,765	52.8
Overseas	352	0.1	283	0.0	-68	-19.6	282	0.0
Subtotal	413,861	61.6	409,697	60.8	-4,164	-1.0	470,084	62.6
(b) Civil engineering								
Public sector	178,168	26.5	157,327	23.3	-20,840	-11.7	189,411	25.2
Private sector	75,780	11.3	104,064	15.4	28,283	37.3	87,698	11.7
Overseas	4,431	0.7	2,841	0.4	-1,589	-35.9	4,047	0.5
Subtotal	258,380	38.4	264,233	39.2	5,853	2.3	281,157	37.4
(c) Total (a)+(b)								
Public sector	231,754	34.5	248,478	36.9	16,724	7.2	262,448	34.9
Private sector	435,704	64.8	422,327	62.7	-13,376	-3.1	484,463	64.5
Overseas	4,783	0.7	3,125	0.5	-1,658	-34.7	4,330	0.6
Subtotal	672,241	100.0	673,931	100.0	1,689	0.3	751,242	100.0
II Investment and development business	-	-	-	-	-	-	-	-
III New business	-	-	-	-	-	-	-	-
IV Total (I + II + III)	672,241	100.0	673,931	100.0	1,689	0.3	751,242	100.0