## Consolidated Financial Results for the First Quarter Ended June 30, 2014

## 1. Consolidated Financial Statements

(1) Consolidated Balance Sheets

|  | As of March 31, 2014 | As of June 30, 2014 |
| :---: | :---: | :---: |
| Assets |  |  |
| Current assets |  |  |
| Cash and deposits | 44,296 | 40,181 |
| Notes receivable, accounts receivable from completed construction contracts and other | 124,056 | 90,615 |
| Securities | 18,050 | 33,549 |
| Real estate for sale | 21,385 | 20,548 |
| Costs on uncompleted construction contracts | 22,629 | 27,923 |
| Other inventories | 801 | 511 |
| Other | 13,590 | 10,384 |
| Allowance for doubtful accounts | (795) | (648) |
| Total current assets | 244,014 | 223,066 |
| Noncurrent assets |  |  |
| Property, plant and equipment |  |  |
| Buildings and structures, net | 14,022 | 13,753 |
| Machinery, vehicles, tools, furniture and fixtures, net | 765 | 723 |
| Land | 60,613 | 61,616 |
| Lease assets, net | 191 | 178 |
| Construction in progress | 10 | 62 |
| Total property, plant and equipment | 75,602 | 76,335 |
| Intangible assets | 2,868 | 2,757 |
| Investments and other assets |  |  |
| Investment securities | 147,572 | 150,671 |
| Long-term loans receivable | 1,325 | 1,275 |
| Net defined benefit asset | - | 922 |
| Other | 3,353 | 3,087 |
| Allowance for doubtful accounts | $(1,227)$ | $(1,177)$ |
| Total investments and other assets | 151,024 | 154,779 |
| Total noncurrent assets | 229,495 | 233,872 |
| Total assets | 473,510 | 456,939 |


|  | As of March 31, 2014 | As of June 30, 2014 |
| :---: | :---: | :---: |
| Liabilities |  |  |
| Current liabilities |  |  |
| Notes payable, accounts payable for construction contracts and other | 117,656 | 93,334 |
| Short-term loans payable | 52,353 | 52,328 |
| Income taxes payable | 798 | 224 |
| Advances received on uncompleted construction contracts | 37,455 | 40,970 |
| Provision for bonuses | 2,863 | 1,541 |
| Provision for warranties for completed construction | 2,773 | 2,544 |
| Provision for loss on construction contracts | 15,545 | 12,668 |
| Provision for loss on litigation | 435 | 435 |
| Deposits received | 15,936 | 15,230 |
| Other | 12,933 | 13,014 |
| Total current liabilities | 258,752 | 232,294 |
| Noncurrent liabilities |  |  |
| Long-term loans payable | 13,206 | 12,894 |
| Deferred tax liabilities | 25,102 | 26,686 |
| Deferred tax liabilities for land revaluation | 9,418 | 9,418 |
| Provision for directors' retirement benefits | 172 | 126 |
| Provision for retirement benefits | 21,824 | 22,187 |
| Asset retirement obligations | 149 | 147 |
| Other | 3,004 | 3,052 |
| Total noncurrent liabilities | 72,877 | 74,514 |
| Total liabilities | 331,629 | 306,808 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Capital stock | 23,001 | 23,001 |
| Capital surplus | 25,504 | 25,504 |
| Retained earnings | 45,472 | 50,733 |
| Treasury stock | $(6,007)$ | $(6,010)$ |
| Total shareholders' equity | 87,971 | 93,229 |
| Accumulated other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 45,477 | 48,558 |
| Revaluation reserve for land | 5,722 | 5,722 |
| Foreign currency translation adjustment | (700) | (805) |
| Remeasurements of defined benefit plans | (522) | (593) |
| Total accumulated other comprehensive income | 49,977 | 52,882 |
| Minority interests | 3,930 | 4,018 |
| Total net assets | 141,880 | 150,131 |
| Total liabilities and net assets | 473,510 | 456,939 |

(2) Consolidated Statements of Income and Comprehensive Income

## Consolidated Statements of Income

Three Months ended June 30, 2013 and 2014

| (Mill |  |  |
| :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Three Months ended } \\ \text { June 30, } 2013 \\ \text { (April } 1 \text { through June 30, 2013) } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Three Months ended } \\ \text { June 30, } 2014 \\ \text { (April } 1 \text { through June 30, 2014) } \\ \hline \end{gathered}$ |
| Net sales |  |  |
| Net sales of completed construction contracts | 95,559 | 85,155 |
| Net sales of real estate business and other | 3,578 | 3,339 |
| Total net sales | 99,138 | 88,494 |
| Cost of sales |  |  |
| Cost of sales of completed construction contracts | 88,140 | 75,915 |
| Cost of sales on real estate business and other | 2,655 | 2,553 |
| Total cost of sales | 90,796 | 78,469 |
| Gross profit |  |  |
| Gross profit on completed construction contracts | 7,419 | 9,240 |
| Gross profit on real estate business and other | 923 | 785 |
| Total gross profit | 8,342 | 10,025 |
| Selling, general and administrative expenses | 4,517 | 5,056 |
| Operating income | 3,824 | 4,968 |
| Non-operating income |  |  |
| Interest income | 60 | 106 |
| Dividend income | 903 | 923 |
| Other | 62 | 80 |
| Total non-operating income | 1,026 | 1,110 |
| Non-operating expenses |  |  |
| Interest expenses | 201 | 210 |
| Other | 32 | 23 |
| Total non-operating expenses | 233 | 234 |
| Ordinary income | 4,617 | 5,844 |
| Extraordinary income |  |  |
| Gain on sales of noncurrent assets | 115 | 1 |
| Gain on sales of investment securities | 3,302 | 313 |
| Gain on bargain purchase | 133 | 19 |
| Other | 550 | - |
| Total extraordinary income | 4,101 | 334 |
| Extraordinary loss |  |  |
| Loss on valuation of investment securities | 45 | - |
| Loss on abandonment of noncurrent assets | 0 | 0 |
| Total extraordinary losses | 46 | 0 |
| Income before income taxes | 8,672 | 6,178 |
| Income taxes | 55 | 180 |
| Income before minority interests | 8,616 | 5,998 |
| Minority interests in income | 63 | 123 |
| Net income | 8,553 | 5,874 |

## Consolidated Statements of Comprehensive Income

Three Months ended June 30, 2013 and 2014
$\left.\begin{array}{lrrr}\hline & \begin{array}{c}\text { Three Months ended } \\ \text { June 30, 2013 } \\ \text { (April 1 through June 30, 2013) }\end{array} & \begin{array}{c}\text { Three Months ended } \\ \text { June 30, 2014 }\end{array} \\ \text { (April 1 through June 30, 2014) }\end{array}\right)$

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

(1) (Reference) Non-consolidated Balance Sheets
(Millions of yen)

|  | As of March 31, 2014 | As of June 30, 2014 |
| :---: | :---: | :---: |
| Assets |  |  |
| Current assets |  |  |
| Cash and deposits | 30,394 | 31,148 |
| Notes receivable, accounts receivable from completed construction contracts and other | 117,210 | 86,129 |
| Securities | 18,050 | 28,050 |
| Real estate for sale | 19,794 | 18,966 |
| Costs on uncompleted construction contracts | 20,950 | 25,041 |
| Other inventories | 424 | 350 |
| Other | 13,311 | 10,077 |
| Allowance for doubtful accounts | (988) | (807) |
| Total current assets | 219,147 | 198,956 |
| Noncurrent assets |  |  |
| Property, plant and equipment |  |  |
| Buildings and structures, net | 11,823 | 11,628 |
| Machinery, vehicles, tools, furniture and fixtures, net | 666 | 621 |
| Land | 56,888 | 57,905 |
| Lease assets, net | 186 | 174 |
| Construction in progress | 5 | 20 |
| Total property, plant and equipment | 69,570 | 70,351 |
| Intangible assets | 2,858 | 2,751 |
| Investments and other assets |  |  |
| Investment securities | 148,304 | 151,398 |
| Long-term loans receivable | 1,298 | 1,249 |
| Prepaid pension cost | - | 779 |
| Other | 2,493 | 2,324 |
| Allowance for doubtful accounts | $(1,224)$ | $(1,171)$ |
| Total investments and other assets | 150,872 | 154,579 |
| Total noncurrent assets | 223,301 | 227,682 |
| Total assets | 442,449 | 426,638 |


|  | As of March 31, 2014 | As of June 30, 2014 |
| :---: | :---: | :---: |
| Liabilities |  |  |
| Current liabilities |  |  |
| Notes payable, accounts payable for construction contracts and other | 111,148 | 88,777 |
| Short-term loans payable | 46,611 | 46,865 |
| Income taxes payable | 560 | 142 |
| Advances received on uncompleted construction contracts | 35,612 | 37,438 |
| Provision for bonuses | 2,704 | 1,306 |
| Provision for warranties for completed construction | 2,669 | 2,459 |
| Provision for loss on construction contracts | 15,502 | 12,642 |
| Provision for loss on litigation | 435 | 435 |
| Deposits received | 14,964 | 14,736 |
| Other | 12,397 | 12,365 |
| Total current liabilities | 242,606 | 217,169 |
| Noncurrent liabilities |  |  |
| Long-term loans payable | 13,106 | 12,794 |
| Deferred tax liabilities | 24,935 | 26,536 |
| Deferred tax liabilities for land revaluation | 9,418 | 9,418 |
| Provision for retirement benefits | 20,513 | 20,666 |
| Provision for directors' retirement benefits | 89 | 83 |
| Provision for loss on business of subsidiaries and affiliates | 132 | 132 |
| Asset retirement obligations | 115 | 115 |
| Other | 2,280 | 2,313 |
| Total noncurrent liabilities | 70,591 | 72,060 |
| Total liabilities | 313,197 | 289,230 |
| 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 |  |  |
| General reserve | 18,774 | 26,774 |
| Retained earnings brought forward | 10,964 | 8,044 |
| Total retained earnings | 35,489 | 40,569 |
| Treasury stock | $(6,007)$ | $(6,010)$ |
| Total shareholders' equity | 78,056 | 83,134 |
| Valuation and translation adjustments |  |  |
| Valuation difference on available-for-sale securities | 45,471 | 48,550 |
| Revaluation reserve for land | 5,722 | 5,722 |
| Total valuation and translation adjustments | 51,194 | 54,273 |
| Total net assets | 129,251 | 137,408 |
| Total liabilities and net assets | 442,449 | 426,638 |

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

(Millions of yen)

|  | Three Months ended June 30, 2013 (April 1 through June 30, 2013) | Three Months ended June 30, 2014 (April 1 through June 30, 2014) |
| :---: | :---: | :---: |
| Net sales |  |  |
| Net sales of completed construction contracts | 89,099 | 79,066 |
| Net sales of real estate business | 2,195 | 1,873 |
| Total net sales | 91,294 | 80,939 |
| Cost of sales |  |  |
| Cost of sales of completed construction contracts | 81,974 | 70,587 |
| Cost of sales on real estate business | 1,486 | 1,357 |
| Total cost of sales | 83,460 | 71,945 |
| Gross profit |  |  |
| Gross profit on completed construction contracts | 7,125 | 8,478 |
| Gross profit on real estate business | 709 | 515 |
| Total gross profit | 7,834 | 8,994 |
| Selling, general and administrative expenses | 3,949 | 4,413 |
| Operating income | 3,885 | 4,581 |
| Non-operating income | 1,014 | 1,034 |
| Non-operating expenses | 208 | 217 |
| Ordinary income | 4,691 | 5,398 |
| Extraordinary income | 3,966 | 313 |
| Extraordinary loss | 46 | 0 |
| Income before income taxes | 8,612 | 5,711 |
| Income taxes | 11 | 40 |
| Net income | 8,600 | 5,670 |

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

Financial Statements, etc. and presented in accordance with Ordinance for Enforcement of the Construction Business Act, with some condensing of account entries.
(1) Summary of Consolidated Results and Forecasts

|  |  |  |  |  |  |  |  |  |  | (Millions of yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three-month Period from April |  |  |  | Six-month Period from April |  |  |  |  | Full Year |  |  |  |  |
|  | FY2013 | FY2014 | YoY (b)-(a) |  | FY2013 | FY2014 | FY2014 | YoY (b)-(a) |  | FY2013 | FY2014 | FY2014 | YoY (b)-(a) |  |
|  | Actual <br> (a) | Actual <br> (b) | Amount | Percentage (\%) | Actual <br> (a) | Initial forecast | Revised forecast <br> (b) | Amount | Percentage (\%) | Actual <br> (a) | Initial forecast | Revised forecast <br> (b) | Amount | Percentage (\%) |
| Net sales | 99,138 | 88,494 | -10,643 | -10.7 | 208,387 | 186,000 | 199,000 | -9,387 | -4.5 | 448,987 | 427,000 | 429,000 | -19,987 | -4.5 |
| Construction business | 95,559 | 85,155 | -10,404 | -10.9 | 200,434 | 180,000 | 193,000 | -7,434 | -3.7 | 434,958 | 413,000 | 414,800 | -20,158 | -4.6 |
| Domestic | 90,234 | 80,598 | -9,636 | -10.7 | 189,115 | 170,700 | 183,700 | -5,415 | -2.9 | 411,549 | 393,500 | 395,300 | -16,249 | -3.9 |
| Overseas | 5,324 | 4,557 | -767 | -14.4 | 11,319 | 9,300 | 9,300 | -2,019 | -17.8 | 23,409 | 19,500 | 19,500 | -3,909 | -16.7 |
| Real estate business | 3,578 | 3,339 | -239 | -6.7 | 7,953 | 6,000 | 6,000 | -1,953 | -24.6 | 14,028 | 14,000 | 14,200 | 171 | 1.2 |
| Domestic | 3,437 | 3,181 | -256 | -7.5 | 7,654 | 5,688 | 5,688 | -1,966 | -25.7 | 13,420 | 13,375 | 13,575 | 154 | 1.1 |
| Overseas | 141 | 158 | 17 | 12.1 | 299 | 312 | 312 | 12 | 4.3 | 607 | 625 | 625 | 17 | 2.8 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross profit | 8,342 | 10,025 | 1,683 | 20.2 | 15,640 | 10,500 | 15,300 | -340 | -2.2 | 25,425 | 26,400 | 28,400 | 2,974 | 11.7 |
| Profit margin | 8.4 \% | 11.3 \% |  |  | 7.5 \% | 5.6 \% | 7.7 \% |  |  | 5.7 \% | 6.2 \% | 6.6 \% |  |  |
| Construction business | 7,419 | 9,240 | 1,820 | 24.5 | 13,691 | 9,000 | 13,700 | 8 | 0.1 | 22,042 | 22,800 | 24,700 | 2,657 | 12.1 |
|  | 7.8 \% | 10.9 \% |  |  | 6.8 \% | 5.0 \% | 7.1 \% |  |  | 5.1 \% | 5.5 \% | 6.0 \% |  |  |
| Real estate business | 923 | 785 | -137 | -14.9 | 1,948 | 1,500 | 1,600 | -348 | -17.9 | 3,383 | 3,600 | 3,700 | 316 | 9.3 |
|  | 25.8 \% | 23.5 \% |  |  | 24.5 \% | 25.0 \% | 26.7 \% |  |  | 24.1 \% | 25.7 \% | 26.1 \% |  |  |
| SG\&A expenses | 4,517 | 5,056 | 538 | 11.9 | 9,747 | 11,000 | 11,200 | 1,452 | 14.9 | 20,643 | 22,500 | 23,000 | 2,356 | 11.4 |
| Operating income (loss) | 3,824 | 4,968 | 1,144 | 29.9 | 5,892 | (500) | 4,100 | -1,792 | -30.4 | 4,782 | 3,900 | 5,400 | 617 | 12.9 |
| Non-operating income | 792 | 875 | 83 | 10.5 | 772 | 600 | 800 | 27 | 3.6 | 1,802 | 1,400 | 1,700 | -102 | -5.7 |
| Ordinary income | 4,617 | 5,844 | 1,227 | 26.6 | 6,665 | 100 | 4,900 | -1,765 | -26.5 | 6,584 | 5,300 | 7,100 | 515 | 7.8 |
| Extraordinary income | 4,054 | 334 | -3,720 | -91.8 | 4,623 | - | 800 | -3,823 | -82.7 | 4,457 | - | 800 | -3,657 | -82.1 |
| Income before income taxes | 8,672 | 6,178 | -2,493 | -28.7 | 11,288 | 100 | 5,700 | -5,588 | -49.5 | 11,041 | 5,300 | 7,900 | -3,141 | -28.5 |
| Income taxes and minority interests | 118 | 304 | 185 | 155.9 | 178 | 240 | 400 | 221 | 124.1 | 812 | 600 | 500 | -312 | -38.5 |
| Net income (loss) | 8,553 | 5,874 | -2,678 | -31.3 | 11,109 | (140) | 5,300 | -5,809 | -52.3 | 10,228 | 4,700 | 7,400 | -2,828 | -27.7 |

Note: 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.
(Millions of yen)

|  | Three-month Period from April |  |  |  | Six-month Period from April |  |  |  |  | Full Year |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2013 <br> Actual <br> (a) | FY2014 <br> Actual <br> (b) | YoY (b)-(a) |  | FY2013 <br> Actual <br> (a) | FY2014 <br> Initial forecast | FY2014 <br> Revised forecast <br> (b) | YoY (b)-(a) |  | FY2013 <br> Actual <br> (a) | FY2014 <br> Initial forecast | FY2014 <br> Revised forecast <br> (b) | YoY (b)-(a) |  |
|  |  |  | Amount | $\begin{gathered} \text { Percentage } \\ (\%) \\ \hline \end{gathered}$ |  |  |  | Amount | Percentage (\%) |  |  |  | Amount ${ }^{\text {P }}$ | Percentage <br> (\%) |
| Orders received | 76,755 | 125,303 | 48,547 | 63.3 | 322,733 | 162,500 | 177,800 | $-144,933$ | -44.9 | 462,626 | 366,500 | 366,800 | -95,826 | -20.7 |
| Domestic | 76,745 | 125,278 | 48,533 | 63.2 | 322,719 | 162,000 | 177,300 | -145,419 | -45.1 | 461,949 | 365,000 | 365,300 | -96,649 | -20.9 |
| Overseas | 9 | 24 | 14 | 143.5 | 14 | 500 | 500 | 485 | - | 676 | 1,500 | 1,500 | 823 | 121.7 |
| Construction business | 74,559 | 123,430 | 48,870 | 65.5 | 317,605 | 160,000 | 175,000 | -142,605 | -44.9 | 454,405 | 360,000 | 360,000 | -94,405 | -20.8 |
| Architectural construction | 64,154 | 83,824 | 19,669 | 30.7 | 288,028 | 120,000 | 120,000 | -168,028 | -58.3 | 357,231 | 280,000 | 280,000 | -77,231 | -21.6 |
| Civil engineering | 10,405 | 39,605 | 29,200 | 280.6 | 29,577 | 40,000 | 55,000 | 25,422 | 85.9 | 97,174 | 80,000 | 80,000 | -17,174 | -17.7 |
| Real estate business | 2,195 | 1,873 | -322 | -14.7 | 5,128 | 2,500 | 2,800 | -2,328 | -45.4 | 8,220 | 6,500 | 6,800 | -1,420 | -17.3 |
| Net sales | 91,294 | 80,939 | -10,355 | -11.3 | 191,886 | 170,500 | 183,000 | -8,886 | -4.6 | 409,513 | 390,000 | 391,000 | -18,513 | -4.5 |
| Construction business | 89,099 | 79,066 | -10,033 | -11.3 | 186,758 | 168,000 | 180,200 | -6,558 | -3.5 | 401,293 | 383,500 | 384,200 | -17,093 | -4.3 |
| Architectural construction | 67,298 | 58,243 | -9,054 | -13.5 | 143,937 | 128,000 | 130,200 | -13,737 | -9.5 | 314,871 | 298,000 | 294,200 | -20,671 | -6.6 |
| Domestic | 67,065 | 58,241 | -8,823 | -13.2 | 143,573 | 128,000 | 130,200 | -13,373 | -9.3 | 314,393 | 298,000 | 294,200 | -20,193 | -6.4 |
|  <br> Civil <br> engineering | 233 | 1 | -231 | -99.2 | 364 |  |  | -364 |  | 477 |  |  | -477 |  |
|  | 21,801 | 20,822 | -978 | -4.5 | 42,820 | 40,000 | 50,000 | 7,179 | 16.8 | 86,422 | 85,500 | 90,000 | 3,577 | 4.1 |
| Domestic | 21,760 | 20,822 | -937 | -4.3 | 42,739 | 39,800 | 49,800 | 7,060 | 16.5 | 86,340 | 85,000 | 89,500 | 3,159 | 3.7 |
| Overseas | 40 |  | -40 | - | 81 | 200 | 200 | 118 | 145.7 | 81 | 500 | 500 | 418 | 514.3 |
| Real estate business |  |  | -32 | -14.7 | 5,128 | 2,5 | 2,800 | -2,328 |  | 8,220 | 6,500 | 6,800 | -1,420 | -17.3 |
| Gross profit <br> Profit margin <br>  <br> Construction business | 7,834 $8.6 \%$ | $\begin{array}{r} 8,994 \\ 11.1 \% \end{array}$ | 1,159 | 14.8 | 15,081 $7.9 \%$ | $\begin{aligned} & 8,700 \\ & 5.1 \% \end{aligned}$ | $\begin{array}{r} 13,400 \\ 7.3 \% \end{array}$ | -1,681 | -11.1 | 23,005 $5.6 \%$ | $\begin{array}{r} 22,500 \\ 5.8 \% \end{array}$ | $\begin{array}{r} 24,600 \\ 6.3 \% \\ \hline \end{array}$ | 1,594 | 6.9 |
|  | 7,125 8.0 | $\begin{array}{r} 8,478 \\ 10.7 \% \end{array}$ | 1,353 | 19.0 | 13,602 $7.3 \%$ | 8,000 4.8 | 12,500 6.9 | -1,102 | -8.1 | 20,655 $5.1 \%$ | 20,500 $5.3 \%$ | 22,500 5.9 | 1,844 | 8.9 |
| Architectural construction | 5,492 $8.2 \%$ | $\begin{aligned} & 5,481 \\ & 9.4 \% \end{aligned}$ | -10 | -0.2 | 10,545 $7.3 \%$ | $\begin{aligned} & 6,000 \\ & 4.7 \% \end{aligned}$ | $\begin{aligned} & 8,500 \\ & 6.5 \% \end{aligned}$ | -2,045 | -19.4 | 14,021 $4.5 \%$ | $\begin{array}{r} 14,500 \\ 4.9 \% \end{array}$ | $\begin{array}{r} 15,500 \\ 5.3 \% \end{array}$ | 1,478 | 10.5 |
| Civil engineering | 1,632 $7.5 \%$ | $\begin{array}{r} 2,996 \\ 14.4 \% \end{array}$ | 1,364 | 83.5 | 3,057 $7.1 \%$ | $\begin{array}{r} 2,000 \\ 5.0 \% \\ \hline \end{array}$ | $\begin{gathered} 4,000 \\ 8.0 \% \end{gathered}$ | 942 | 30.8 | 6,634 $7.7 \%$ | $\begin{aligned} & 6,000 \\ & 7.0 \% \end{aligned}$ | $\begin{gathered} 7,000 \\ 7.8 \% \end{gathered}$ | 365 | 5.5 |
| Real estate business | 709 $32.3 \%$ | $\begin{array}{r} 515 \\ 27.5 \% \end{array}$ | -193 | -27.3 | 1,478 $28.8 \%$ | 700 $28.0 \%$ | $\begin{array}{r} 900 \\ 32.1 \% \end{array}$ | -578 | -39.1 | 2,350 $28.6 \%$ | $\begin{array}{r} 2,000 \\ 30.8 \% \end{array}$ | $\begin{array}{r} 2,100 \\ 30.9 \% \end{array}$ | -250 | -10.7 |
| SG\&A expenses | 3,949 | 4,413 | 464 | 11.8 | 8,591 | 9,500 | 9,700 | 1,108 | 12.9 | 18,318 | 19,500 | 20,000 | 1,681 | 9.2 |
| Operating income (loss) | 3,885 | 4,581 | 695 | 17.9 | 6,489 | (800) | 3,700 | -2,789 | -43.0 | 4,687 | 3,000 | 4,600 | -87 | -1.9 |
| Non-operating income | 806 | 817 | 11 | 1.4 | 739 | 600 | 700 | -39 | -5.4 | 1,582 | 1,300 | 1,400 | -182 | -11.6 |
| Ordinary income (loss) | 4,691 | 5,398 | 706 | 15.1 | 7,229 | (200) | 4,400 | -2,829 | -39.1 | 6,270 | 4,300 | 6,000 | -270 | -4.3 |
| Extraordinary income | 3,920 | 312 | -3,607 | -92.0 | 3,707 |  | 300 | -3,407 | -91.9 | 3,016 |  | 300 | -2,716 | -90.1 |
| Income (loss) before income taxes | 8,612 | 5,711 | -2,900 | -33.7 | 10,936 | (200) | 4,700 | -6,236 | -57.0 | 9,287 | 4,300 | 6,300 | -2,987 | -32.2 |
| Income taxes | 11 | 40 | 29 | 258.8 | 22 | 50 | 100 | 77 | 343.7 | 52 | 100 | (100) | -152 |  |
| Net income (loss) | 8,600 | 5,670 | -2,930 | -34.1 | 10,914 | (250) | 4,600 | -6,314 | -57.9 | 9,235 | 4,200 | 6,400 | -2,835 | -30.7 |
| Dividend per share (yen) |  |  |  |  |  |  |  |  | - | 5.0 | 5.0 | 5.0 |  |  |

Note: 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

| Business segment/Classification | Three-month Period from Apr. 1, 2013 to Jun. 30, 2013 |  | Three-month Period from Apr. 1, 2014 to Jun. 30, 2014 |  | Change |  | Previous Fiscal Year (from Apr. 1, 2013 to Mar. 31, 2014) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Ratio (\%) | Amount | Ratio (\%) | Amount | Percentage (\%) | Amount | Ratio (\%) |
| I Construction business <br> (A) Architectural construction |  |  |  |  |  |  |  |  |
| Domestic public sector | 4,700 | 6.1 | 23,384 | 18.7 | 18,683 | 397.5 | 46,781 | 10.1 |
| Domestic private sector | 59,446 | 77.4 | 60,415 | 48.2 | 969 | 1.6 | 310,431 | 67.1 |
| Overseas | 7 | 0.0 | 24 | 0.0 | 16 | 214.9 | 18 | 0.0 |
| Subtotal | 64,154 | 83.6 | 83,824 | 66.9 | 19,669 | 30.7 | 357,231 | 77.2 |
| (B) Civil engineering |  |  |  |  |  |  |  |  |
| Domestic public sector | 6,126 | 8.0 | 33,871 | 27.0 | 27,744 | 452.8 | 77,525 | 16.8 |
| Domestic private sector | 4,276 | 5.6 | 5,733 | 4.6 | 1,457 | 34.1 | 18,990 | 4.1 |
| Overseas | 2 | 0.0 | - | - | -2 | - | 658 | 0.1 |
| Subtotal | 10,405 | 13.6 | 39,605 | 31.6 | 29,200 | 280.6 | 97,174 | 21.0 |
| (C) Total (A)+(B) |  |  |  |  |  |  |  |  |
| Domestic public sector | 10,827 | 14.1 | 57,256 | 45.7 | 46,428 | 428.8 | 124,306 | 26.9 |
| Domestic private sector | 63,722 | 83.0 | 66,149 | 52.8 | 2,427 | 3.8 | 329,422 | 71.2 |
| Overseas | 9 | 0.0 | 24 | 0.0 | 14 | 143.5 | 676 | 0.1 |
| Subtotal | 74,559 | 97.1 | 123,430 | 98.5 | 48,870 | 65.5 | 454,405 | 98.2 |
| II Real estate business | 2,195 | 2.9 | 1,873 | 1.5 | -322 | -14.7 | 8,220 | 1.8 |
| III Total (I + II) | 76,755 | 100.0 | 125,303 | 100.0 | 48,547 | 63.3 | 462,626 | 100.0 |

2) Net Sales
(Millions of yen)

| Business segment/Classification | Three-month Period from Apr. 1, 2013 to Jun. 30, 2013 |  | Three-month Period from Apr. 1, 2014 to Jun. 30, 2014 |  | Change |  | Previous Fiscal Year (from Apr. 1, 2013 to Mar. 31, 2014) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Ratio (\%) | Amount | Ratio (\%) | Amount | Percentage (\%) | Amount | Ratio (\%) |
| I Construction business |  |  |  |  |  |  |  |  |
| (A) Architectural construction |  |  |  |  |  |  |  |  |
| Domestic public sector | 12,205 | 13.4 | 11,331 | 14.0 | -874 | -7.2 | 57,830 | 14.1 |
| Domestic private sector | 54,859 | 60.1 | 46,910 | 58.0 | -7,949 | -14.5 | 256,670 | 62.7 |
| Overseas | 233 | 0.3 | 1 | 0.0 | -231 | -99.2 | 370 | 0.1 |
| Subtotal | 67,298 | 73.7 | 58,243 | 72.0 | -9,054 | -13.5 | 314,871 | 76.9 |
| (B) Civil engineering |  |  |  |  |  |  |  |  |
| Domestic public sector | 18,011 | 19.7 | 16,940 | 20.9 | -1,070 | -5.9 | 68,609 | 16.8 |
| Domestic private sector | 3,749 | 4.1 | 3,881 | 4.8 | 132 | 3.5 | 17,730 | 4.3 |
| Overseas | 40 | 0.0 | - | - | -40 | - | 81 | 0.0 |
| Subtotal | 21,801 | 23.9 | 20,822 | 25.7 | -978 | -4.5 | 86,422 | 21.1 |
| (C) Total (A)+(B) |  |  |  |  |  |  |  |  |
| Domestic public sector | 30,216 | 33.1 | 28,272 | 34.9 | -1,944 | -6.4 | 126,439 | 30.9 |
| Domestic private sector | 58,609 | 64.2 | 50,792 | 62.8 | -7,816 | -13.3 | 274,401 | 67.0 |
| Overseas | 273 | 0.3 | 1 | 0.0 | -271 | -99.3 | 451 | 0.1 |
| Subtotal | 89,099 | 97.6 | 79,066 | 97.7 | -10,033 | -11.3 | 401,293 | 98.0 |
| II Real estate business | 2,195 | 2.4 | 1,873 | 2.3 | -322 | -14.7 | 8,220 | 2.0 |
| III Total (I + II) | 91,294 | 100.0 | 80,939 | 100.0 | -10,355 | -11.3 | 409,513 | 100.0 |

3) Balance Brought Forward
(Millions of yen)

| Business segment/Classification | $\begin{gathered} \text { FY } 2013 \text { 1Q } \\ \text { (As of Jun. 30, 2013) } \end{gathered}$ |  | $\begin{gathered} \text { FY } 2014 \text { 1Q } \\ \text { (As of Jun. 30, 2014) } \end{gathered}$ |  | Change |  | Previous Fiscal Year (As of Mar. 31, 2014) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Ratio (\%) | Amount | Ratio (\%) | Amount | Percentage (\%) | Amount | Ratio (\%) |
| I Construction business <br> (A) Architectural construction |  |  |  |  |  |  |  |  |
| Domestic public sector | 54,182 | 12.4 | 67,185 | 12.3 | 13,003 | 24.0 | 55,132 | 10.9 |
| Domestic private sector | 268,322 | 61.5 | 326,508 | 59.6 | 58,185 | 21.7 | 313,003 | 62.1 |
| Overseas | 126 | 0.0 | 22 | 0.0 | -104 | -82.3 | - | - |
| Subtotal | 322,631 | 74.0 | 393,716 | 71.8 | 71,084 | 22.0 | 368,135 | 73.1 |
| (B) Civil engineering |  |  |  |  |  |  |  |  |
| Domestic public sector | 86,499 | 19.8 | 125,660 | 22.9 | 39,160 | 45.3 | 107,299 | 21.3 |
| Domestic private sector | 27,022 | 6.2 | 28,177 | 5.1 | 1,155 | 4.3 | 27,755 | 5.5 |
| Overseas | 40 | 0.0 | 655 | 0.1 | 614 | - | 655 | 0.1 |
| Subtotal | 113,563 | 26.0 | 154,493 | 28.2 | 40,930 | 36.0 | 135,710 | 26.9 |
| (C) Total (A)+(B) |  |  |  |  |  |  |  |  |
| Domestic public sector | 140,682 | 32.3 | 192,845 | 35.2 | 52,163 | 37.1 | 162,431 | 32.2 |
| Domestic private sector | 295,345 | 67.7 | 354,686 | 64.7 | 59,341 | 20.1 | 340,759 | 67.6 |
| Overseas | 167 | 0.0 | 678 | 0.1 | 510 | 305.3 | 655 | 0.1 |
| Subtotal | 436,194 | 100.0 | 548,210 | 100.0 | 112,015 | 25.7 | 503,846 | 100.0 |
| II Real estate business | - | - | - | - | - | - | - | - |
| III Total ( + II) | 436,194 | 100.0 | 548,210 | 100.0 | 112,015 | 25.7 | 503,846 | 100.0 |

