# Consolidated Financial Results for the Second Quarter Ended September 30, 2017 

(-)TODA<br>TODA CORPORATION<br>(SINCE 1881)

## 1. Consolidated Financial Statements

(1) Consolidated Balance Sheets
(Millions of yen)
As of March 31, 2017
As of September 30, 2017

| Assets |  |  |
| :---: | :---: | :---: |
| Current assets |  |  |
| Cash and deposits | 66,386 | 76,091 |
| Notes receivable, accounts receivable from completed construction contracts and other | 133,206 | 112,101 |
| Securities | 24,749 | 20,069 |
| Real estate for sale | 7,974 | 7,331 |
| Costs on uncompleted construction contracts | 19,881 | 26,025 |
| Other inventories | 867 | 868 |
| Deferred tax assets | 4,178 | 4,161 |
| Other | 11,494 | 16,135 |
| Allowance for doubtful accounts | $(1,200)$ | (906) |
| Total current assets | 267,538 | 261,879 |
| Noncurrent assets |  |  |
| Property, plant and equipment |  |  |
| Buildings and structures, net | 14,135 | 15,137 |
| Machinery, vehicles, tools, furniture and fixtures, net | 585 | 519 |
| Land | 70,001 | 70,108 |
| Lease assets, net | 102 | 94 |
| Construction in progress | 4,300 | 4,969 |
| Total property, plant and equipment | 89,125 | 90,829 |
| Intangible assets | 6,878 | 7,246 |
| Investments and other assets |  |  |
| Investment securities | 168,738 | 176,412 |
| Long-term loans receivable | 555 | 514 |
| Net defined benefit asset | 824 | 504 |
| Deferred tax assets | 154 | 269 |
| Other | 2,900 | 2,925 |
| Allowance for doubtful accounts | (131) | (294) |
| Total investments and other assets | 173,041 | 180,331 |
| Total noncurrent assets | 269,044 | 278,407 |
| Total assets | 536,582 | 540,286 |


| Liabilities |  |  |
| :---: | :---: | :---: |
| Current liabilities |  |  |
| Notes payable, accounts payable for construction contracts and other | 100,366 | 86,458 |
| Short-term loans payable | 29,855 | 27,917 |
| Income taxes payable | 3,523 | 4,961 |
| Advances received on uncompleted construction contracts | 28,580 | 38,801 |
| Provision for bonuses | 6,754 | 4,883 |
| Provision for warranties for completed construction | 4,089 | 4,041 |
| Provision for loss on construction contracts | 3,289 | 3,198 |
| Deposits received | 17,933 | 24,977 |
| Other | 27,661 | 16,129 |
| Total current liabilities | 222,054 | 211,367 |
| Noncurrent liabilities |  |  |
| Bonds payable | 10,000 | 10,000 |
| Long-term loans payable | 30,421 | 30,997 |
| Deferred tax liabilities | 13,302 | 15,890 |
| Deferred tax liabilities for land revaluation | 7,272 | 7,272 |
| Provision for directors' retirement benefits | 144 | 163 |
| Provision for share allocation to directors | 60 | 58 |
| Provision for loss on liquidation of subsidiaries and affiliates | 188 | 123 |
| Net defined benefit liability | 22,084 | 21,902 |
| Asset retirement obligations | 1,095 | 1,089 |
| Other | 3,061 | 3,079 |
| Total noncurrent liabilities | 87,633 | 90,577 |
| Total liabilities | 309,687 | 301,944 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Capital stock | 23,001 | 23,001 |
| Capital surplus | 25,682 | 25,682 |
| Retained earnings | 116,816 | 121,130 |
| Treasury stock | $(8,233)$ | $(6,924)$ |
| Total shareholders' equity | 157,267 | 162,891 |
| Accumulated other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 63,513 | 69,165 |
| Deferred gains or losses on hedges | 1 | 61 |
| Revaluation reserve for land | 5,676 | 5,676 |
| Foreign currency translation adjustment | (542) | (763) |
| Remeasurements of defined benefit plans | $(1,957)$ | $(1,627)$ |
| Total accumulated other comprehensive income | 66,691 | 72,512 |
| Non-controlling interests | 2,937 | 2,938 |
| Total net assets | 226,895 | 238,341 |
| Total liabilities and net assets | 536,582 | 540,286 |

## (2) Consolidated Statements of Income and Comprehensive Income

## Consolidated Statements of Income

Six Months ended September 30, 2016 and 2017
(Millions of yen)

|  | Six Months ended September 30, 2016 (Apr. 1 through Sept. 30, 2016) | Six Months ended September 30, 2017 (Apr. 1 through Sept. 30, 2017) |
| :---: | :---: | :---: |
| Net sales |  |  |
| Net sales of completed construction contracts | 197,607 | 174,616 |
| Net sales of real estate business and other | 6,569 | 7,080 |
| Total net sales | 204,176 | 181,696 |
| Cost of sales |  |  |
| Cost of sales of completed construction contracts | 173,997 | 150,692 |
| Cost of sales on real estate business and other | 5,144 | 5,066 |
| Total cost of sales | 179,141 | 155,759 |
| Gross profit |  |  |
| Gross profit on completed construction contracts | 23,609 | 23,923 |
| Gross profit on real estate business and other | 1,425 | 2,013 |
| Total gross profit | 25,034 | 25,937 |
| Selling, general and administrative expenses | 12,897 | 13,635 |
| Operating income | 12,137 | 12,301 |
| Non-operating income |  |  |
| Interest income | 162 | 157 |
| Dividend income | 1,293 | 1,430 |
| Other | 124 | 153 |
| Total non-operating income | 1,580 | 1,741 |
| Non-operating expenses |  |  |
| Interest expenses | 431 | 418 |
| Commission fee | 156 | 52 |
| Other | 7 | 7 |
| Total non-operating expenses | 595 | 479 |
| Ordinary income | 13,122 | 13,563 |
| Extraordinary income |  |  |
| Gain on sales of investment securities | 198 | 1,496 |
| Other | - | 235 |
| Total extraordinary income | 198 | 1,732 |
| Extraordinary loss |  |  |
| Loss on abandonment of noncurrent assets | 114 | 255 |
| Loss on valuation of investment securities | 100 | 1 |
| Other | 14 | 11 |
| Total extraordinary losses | 230 | 268 |
| Profit before income taxes | 13,091 | 15,027 |
| Income taxes | 1,614 | 4,778 |
| Profit | 11,476 | 10,249 |
| Profit attributable to non-controlling interests | 19 | 0 |
| Profit attributable to owners of parent | 11,456 | 10,248 |

## Consolidated Statements of Comprehensive Income

Six Months ended September 30, 2016 and 2017

|  | Six Months ended September 30, 2016 (Apr. 1 through Sept. 30, 2016) | Six Months ended September 30, 2017 (Apr. 1 through Sept. 30, 2017) |
| :---: | :---: | :---: |
| Profit | 11,476 | 10,249 |
| Other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | $(5,967)$ | 5,653 |
| Deferred gains or losses on hedges | 14 | 59 |
| Foreign currency translation adjustment | (864) | (206) |
| Remeasurements of defined benefit plans | 547 | 330 |
| Total other comprehensive income | $(6,268)$ | 5,836 |
| Comprehensive income | 5,207 | 16,086 |
| Comprehensive income attributable to |  |  |
| Comprehensive income attributable to owners of parent | 5,308 | 16,070 |
| Comprehensive income attributable to non-controlling interests | (100) | 15 |

## (3) Consolidated Statements of Cash Flows

|  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: |
| Net cash provided by (used in) operating activities | Six Months ended <br> September 30, 2016 <br> (Apr. 1 through Sept. 30, 2016) | Six Months ended <br> September 30, 2017 <br> (Apr. 1 through Sept. 30, 2017) |
| Net cash provided by (used in) investing activities | 24,431 | 15,048 |
| Net cash provided by (used in) financing activities | $(5,018)$ | $(3,944)$ |
| Effect of exchange rate change on cash and cash | $(4,854)$ | $(6,030)$ |
| equivalents | $(683)$ | $(149)$ |
| Net increase (decrease) in cash and cash equivalents | 13,874 | 4,924 |
| Cash and cash equivalents at beginning of period | 54,650 | 90,986 |
| Cash and cash equivalents at end of period | 68,525 | 95,910 |

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

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

|  | As of March 31, 2017 | As of September 30, 2017 |
| :---: | :---: | :---: |
| Assets |  |  |
| Current Assets |  |  |
| Cash and deposits | 56,329 | 61,918 |
| Notes receivable, accounts receivable from completed construction contracts and other | 127,386 | 108,030 |
| Securities | 20,049 | 20,069 |
| Real estate for sale | 7,971 | 7,329 |
| Costs on uncompleted construction contracts | 18,153 | 22,990 |
| Other inventories | 486 | 514 |
| Deferred tax assets | 4,001 | 3,973 |
| Other | 11,171 | 15,559 |
| Allowance for doubtful accounts | $(1,322)$ | $(1,031)$ |
| Total current assets | 244,228 | 239,354 |
| Noncurrent assets |  |  |
| Property, plant and equipment |  |  |
| Buildings and structures, net | 11,361 | 12,397 |
| Machinery, vehicles, tools, furniture and fixtures, net | 470 | 414 |
| Land | 64,602 | 64,716 |
| Lease assets, net | 101 | 88 |
| Construction in progress | 1,187 | 339 |
| Total property, plant and equipment | 77,722 | 77,955 |
| Intangible assets | 6,849 | 7,233 |
| Investments and other assets |  |  |
| Investment securities | 169,188 | 178,162 |
| Long-term loans receivable | 550 | 510 |
| Prepaid pension cost | 2,323 | 1,775 |
| Other | 2,316 | 2,324 |
| Allowance for doubtful accounts | (310) | (294) |
| Total investments and other assets | 174,067 | 182,479 |
| Total noncurrent assets | 258,640 | 267,668 |
| Total assets | 502,868 | 507,023 |
| Liabilities |  |  |
| Current liabilities |  |  |
| Notes payable, accounts payable for construction contracts and other | 97,065 | 83,181 |
| Short-term loans payable | 23,393 | 21,552 |
| Income taxes payable | 3,194 | 4,874 |
| Advances received on uncompleted construction contracts | 27,011 | 36,008 |
| Provision for bonuses | 6,437 | 4,547 |
| Provision for warranties for completed construction | 4,018 | 3,950 |
| Provision for loss on construction contracts | 3,276 | 3,195 |
| Deposits received | 16,036 | 24,637 |
| Other | 24,928 | 13,674 |
| Total current liabilities | 205,362 | 195,622 |
| Noncurrent liabilities |  |  |
| Bonds payable | 10,000 | 10,000 |
| Long-term loans payable | 30,421 | 30,897 |
| Deferred tax liabilities | 14,306 | 16,599 |
| Deferred tax liabilities for land revaluation | 7,272 | 7,272 |
| Provision for retirement benefits | 19,970 | 20,011 |

서 TODA CORPORATION
(Millions of yen)

|  | As of March 31, 2017 | As of September 30, 2017 |
| :---: | :---: | :---: |
| Provision for directors' retirement benefits | 98 | 121 |
| Provision for share allocation to directors | 60 | 58 |
| Provision for loss on business of subsidiaries and affiliates | 118 | 58 |
| Asset retirement obligations | 153 | 147 |
| Other | 2,321 | 2,349 |
| Total noncurrent liabilities | 84,724 | 87,518 |
| Total liabilities | 290,087 | 283,140 |
| 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 | 15,000 | 35,000 |
| General reserve | 36,774 | 56,774 |
| Retained earnings brought forward | 45,757 | 9,843 |
| Total retained earnings | 103,282 | 107,368 |
| Treasury stock | $(8,233)$ | $(6,924)$ |
| Total shareholders' equity | 143,624 | 149,019 |
| Valuation and translation adjustments |  |  |
| Valuation difference on available-for-sale securities | 63,480 | 69,125 |
| Deferred gains or losses on hedges | (0) | 61 |
| Revaluation reserve for land | 5,676 | 5,676 |
| Total valuation and translation adjustments | 69,156 | 74,862 |
| Total net assets | 212,780 | 223,882 |
| Total liabilities and net assets | 502,868 | 507,023 |

(Millions of yen)

|  | Six Months ended September 30, 2016 <br> (Apr. 1 through Sept. 30, 2016) | Six Months ended September 30, 2017 <br> (Apr. 1 through Sept. 30, 2017) |
| :---: | :---: | :---: |
| Net sales |  |  |
| Net sales of completed construction contracts | 190,094 | 167,686 |
| Net sales of real estate business | 2,834 | 2,896 |
| Total net sales | 192,929 | 170,582 |
| Cost of sales |  |  |
| Cost of sales of completed construction contracts | 167,554 | 144,612 |
| Cost of sales on real estate business | 1,972 | 1,761 |
| Total cost of sales | 169,526 | 146,374 |
| Gross profit |  |  |
| Gross profit on completed construction contracts | 22,540 | 23,073 |
| Gross profit on real estate business | 862 | 1,134 |
| Total gross profit | 23,402 | 24,208 |
| Selling, general and administrative expenses | 11,534 | 12,269 |
| Operating income | 11,868 | 11,939 |
| Non-operating income | 1,450 | 1,628 |
| Non-operating expenses | 575 | 465 |
| Ordinary income | 12,742 | 13,102 |
| Extraordinary income | 198 | 1,731 |
| Extraordinary loss | 226 | 268 |
| Profit before income taxes | 12,714 | 14,565 |
| Income taxes | 1,463 | 4,545 |
| Profit | 11,251 | 10,020 |

Notes: 1. These non-consolidated financial statements are exempt from the quarterly review by auditors for statutory disclosure.
2. These 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.

## 3. Supplementary Information

(1) Summary of Consolidated Results and Forecasts


| Gross profit | 25,034 | 23,500 | 25,937 | 902 | 3.6 | 2,437 | 10.4 | 52,942 | 48,000 | 50,400 | -2,542 | -4.8 | 2,400 | 5.0 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Profit margin | 12.3\% | 12.6\% | 14.3\% |  |  |  |  | 12.5\% | 11.0\% | 12.1\% |  |  |  |  |
| Construction business | 23,609 | 21,500 | 23,923 | 313 | 1.3 | 2,423 | 11.3 | 49,544 | 44,000 | 46,000 | -3,544 | -7.2 | 2,000 | 4.5 |
|  | 11.9\% | 11.9\% | 13.7\% |  |  |  |  | 12.1\% | 10.4\% | 11.4\% |  |  |  |  |
| Real estate business | 1,425 | 2,000 | 2,013 | 588 | 41.3 | 13 | 0.7 | 3,398 | 4,000 | 4,400 | 1,001 | 29.5 | 400 | 10.0 |
|  | 21.7\% | 28.6\% | 28.4\% |  |  |  |  | 25.2\% | 28.6\% | 31.4\% |  |  |  |  |
| SG\&A expenses | 12,897 | 14,500 | 13,635 | 738 | 5.7 | -864 | -6.0 | 27,944 | 29,000 | 29,700 | 1,755 | 6.3 | 700 | 2.4 |
| Operating income | 12,137 | 9,000 | 12,301 | 164 | 1.4 | 3,301 | 36.7 | 24,998 | 19,000 | 20,700 | -4,298 | -17.2 | 1,700 | 8.9 |
| Non-operating income | 985 | 1,000 | 1,262 | 277 | 28.1 | 262 | 26.2 | 2,199 | 2,000 | 2,300 | 100 | 4.6 | 300 | 15.0 |
| Ordinary income | 13,122 | 10,000 | 13,563 | 441 | 3.4 | 3,563 | 35.6 | 27,197 | 21,000 | 23,000 | -4,197 | -15.4 | 2,000 | 9.5 |
| Extraordinary income (loss) | (31) | - | 1,463 | 1,495 | - | 1,463 | - | 1,164 | - | 2,600 | 1,435 | 123.2 | 2,600 | - |
| Profit before income taxes | 13,091 | 10,000 | 15,027 | 1,936 | 14.8 | 5,027 | 50.3 | 28,362 | 21,000 | 25,600 | -2,762 | -9.7 | 4,600 | 21.9 |
| Income taxes | 1,614 | 3,300 | 4,778 | 3,163 | 195.9 | 1,478 | 44.8 | $(13,898)$ | 7,000 | 8,600 | 22,498 | - | 1,600 | 22.9 |
| Profit | 11,476 | 6,700 | 10,249 | -1,226 | -10.7 | 3,549 | 53.0 | 42,261 | 14,000 | 17,000 | -25,261 | -59.8 | 3,000 | 21.4 |
| Profit attributable to non-controlling interests | 19 | - | 0 | -18 | -96.2 | 0 | - | 169 | - | - | -169 | - | - | - |
| Profit attributable to owners of parent | 11,456 | 6,700 | 10,248 | -1,207 | -10.5 | 3,548 | 53.0 | 42,091 | 14,000 | 17,000 | -25,091 | -59.6 | 3,000 | 21.4 |

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

|  | Six-month Period from April |  |  |  |  |  |  | Full Year |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2016 | FY2017 | FY2017 | YoY (c)-(a) |  | vs. Previous forecast (c)-(b) |  | FY2016 | FY2017 | FY2017 | YoY (c)-(a) |  | vs. Previous forecast $\qquad$ <br> (c)-(b) |  |
|  | Actual <br> (a) | Previous forecast Aug. 8, 2017 <br> (b) | Actual <br> (c) | Amount | Percentage <br> (\%) | Amount | Percentage <br> (\%) | Actual <br> (a) | Previous forecast Aug. 8, 2017 <br> (b) | Revised forecast Nov. 10, 2017 (c) | Amount | Percentage <br> (\%) | Amount | Percentage <br> (\%) |
| Orders received | 207,512 | 207,200 | 201,090 | -6,422 | -3.1 | -6,109 | -2.9 | 478,587 | 449,500 | 452,000 | -26,587 | -5.6 | 2,500 | 0.6 |
| Domestic | 205,446 | 204,200 | 200,021 | -5,425 | -2.6 | -4,178 | -2.0 | 475,046 | 444,000 | 445,000 | -30,046 | -6.3 | 1,000 | 0.2 |
| Overseas | 2,065 | 3,000 | 1,068 | -996 | -48.2 | -1,931 | -64.4 | 3,540 | 5,500 | 7,000 | 3,460 | 97.7 | 1,500 | 27.3 |
| Construction business | 204,677 | 205,000 | 198,193 | -6,484 | -3.2 | -6,806 | -3.3 | 473,335 | 445,000 | 447,000 | -26,335 | -5.6 | 2,000 | 0.4 |
| Architectural construction | 168,671 | 160,000 | 156,575 | -12,096 | -7.2 | -3,424 | -2.1 | 358,852 | 350,000 | 350,000 | -8,852 | -2.5 | - | - |
| Civil engineering | 36,005 | 45,000 | 41,617 | 5,611 | 15.6 | -3,382 | -7.5 | 114,483 | 95,000 | 97,000 | -17,483 | -15.3 | 2,000 | 2.1 |
| Real estate business | 2,834 | 2,200 | 2,896 | 62 | 2.2 | 696 | 31.7 | 5,251 | 4,500 | 5,000 | -251 | -4.8 | 500 | 11.1 |


| Net sales | 192,929 | 172,200 | 170,582 | -22,346 | -11.6 | -1,617 | -0.9 | 399,578 | 404,500 | 387,000 | -12,578 | -3.1 | -17,500 | -4.3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Construction business | 190,094 | 170,000 | 167,686 | -22,408 | -11.8 | -2,313 | -1.4 | 394,327 | 400,000 | 382,000 | -12,327 | -3.1 | -18,000 | -4.5 |
| Architectural construction | 145,920 | 120,000 | 121,157 | $-24,763$ | -17.0 | 1,157 | 1.0 | 292,908 | 300,000 | 280,000 | -12,908 | -4.4 | -20,000 | -6.7 |
| Domestic | 145,448 | 119,000 | 120,237 | -25,211 | -17.3 | 1,237 | 1.0 | 291,762 | 298,000 | 277,600 | -14,162 | -4.9 | -20,400 | -6.8 |
| Overseas | 471 | 1,000 | 919 | 448 | 95.0 | -80 | -8.0 | 1,164 | 2,000 | 2,400 | 1,235 | 106.2 | 400 | 20.0 |
| Civil engineering | 44,174 | 50,000 | 46,528 | 2,354 | 5.3 | $-3,471$ | -6.9 | 101,418 | 100,000 | 102,000 | 581 | 0.6 | 2,000 | 2.0 |
| Domestic | 43,932 | 48,750 | 46,298 | 2,366 | 5.4 | -2,451 | -5.0 | 100,549 | 97,250 | 100,500 | -49 | -0.0 | 3,250 | 3.3 |
| Overseas | 242 | 1,250 | 229 | -12 | -5.0 | -1,020 | -81.6 | 869 | 2,750 | 1,500 | 630 | 72.5 | -1,250 | -45.5 |
| Real estate business | 2,834 | 2,200 | 2,896 | 62 | 2.2 | 696 | 31.7 | 5,251 | 4,500 | 5,000 | -251 | -4.8 | 500 | 11.1 |


| Gross profit <br> Profit margin | $23,402$ <br> 12.1\% | $\begin{gathered} 21,300 \\ 12.4 \% \end{gathered}$ | $24,208$ <br> 14.2\% | 805 | 3.4 | 2,908 | 13.7 | $\begin{gathered} 48,610 \\ 12.2 \% \end{gathered}$ | 43,100 <br> 10.7\% | $\begin{array}{r} 45,900 \\ 11.9 \% \end{array}$ | -2,710 | -5.6 | 2,800 | 6.5 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Construction business | 22,540 $11.9 \%$ | $20,500$ <br> 12.1\% | 23,073 <br> 13.8\% | 533 | 2.4 | 2,573 | 12.6 | $\begin{gathered} 46,912 \\ 11.9 \% \\ \hline \end{gathered}$ | $\begin{array}{r} 41,500 \\ 10.4 \% \end{array}$ | $\begin{array}{r} 44,000 \\ 11.5 \% \end{array}$ | -2,912 | -6.2 | 2,500 | 6.0 |
| Architectural construction | 19,496 $13.4 \%$ | $\begin{aligned} & 15,000 \\ & 12.5 \% \end{aligned}$ | $\begin{array}{r} 15,890 \\ 13.1 \% \end{array}$ | -3,606 | -18.5 | 890 | 5.9 | 36,579 $12.5 \%$ | $\begin{array}{r} 30,500 \\ 10.2 \% \end{array}$ | $\begin{array}{r} 32,000 \\ 11.4 \% \end{array}$ | -4,579 | -12.5 | 1,500 | 4.9 |
| Civil engineering | 3,044 $6.9 \%$ | $\begin{gathered} 5,500 \\ 11.0 \% \end{gathered}$ | $\begin{aligned} & 7,183 \\ & 15.4 \% \\ & \hline \end{aligned}$ | 4,139 | 136.0 | 1,683 | 30.6 | 10,333 <br> 10.2\% | $\begin{gathered} 11,000 \\ 11.0 \% \end{gathered}$ | $12,000$ <br> 11.8\% | 1,666 | 16.1 | 1,000 | 9.1 |
| Real estate business | 862 $30.4 \%$ |  | 1,134 <br> 39.2\% | 272 | 31.6 | 334 | 41.9 | $1,698$ <br> 32.3\% | $\begin{array}{r} 1,600 \\ 35.6 \% \\ \hline \end{array}$ | $\begin{gathered} 1,900 \\ 38.0 \% \end{gathered}$ | 201 | 11.9 | 300 | 18.8 |
| SG\&A expenses | 11,534 | 13,000 | 12,269 | 734 | 6.4 | -730 | -5.6 | 25,199 | 26,000 | 26,600 | 1,400 | 5.6 | 600 | 2.3 |
| Operating income | 11,868 | 8,300 | 11,939 | 70 | 0.6 | 3,639 | 43.8 | 23,411 | 17,100 | 19,300 | -4,111 | -17.6 | 2,200 | 12.9 |
| Non-operating income | 874 | 950 | 1,163 | 289 | 33.1 | 213 | 22.5 | 1,949 | 1,800 | 2,100 | 150 | 7.7 | 300 | 16.7 |
| Ordinary income | 12,742 | 9,250 | 13,102 | 360 | 2.8 | 3,852 | 41.6 | 25,361 | 18,900 | 21,400 | -3,961 | -15.6 | 2,500 | 13.2 |
| Extraordinary income (loss) | (27) | - | 1,462 | 1,490 | - | 1,462 | - | 1,209 | - | 2,600 | 1,390 | 115.0 | 2,600 | - |
| Profit before income taxes | 12,714 | 9,250 | 14,565 | 1,851 | 14.6 | 5,315 | 57.5 | 26,570 | 18,900 | 24,000 | -2,570 | -9.7 | 5,100 | 27.0 |
| Income taxes | 1,463 | 3,000 | 4,545 | 3,082 | 210.7 | 1,545 | 51.5 | $(14,530)$ | 6,200 | 8,000 | 22,530 | - | 1,800 | 29.0 |
| Profit (loss) | 11,251 | 6,250 | 10,020 | -1,230 | -10.9 | 3,770 | 60.3 | 41,100 | 12,700 | 16,000 | -25,100 | -61.1 | 3,300 | 26.0 |
| Dividend per share (yen) | - | - | - | - | - | - | - | 15.0 | 12.0 | 12.0 | -3.0 | -20.0 | - | - |

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) |  |
| :---: | ---: | ---: | ---: |$|$| Change |  |
| ---: | :--- |

2) Net Sales
(Millions of yen)

| Business segment/Classification | Six-month Period from Apr. 1, 2016 to Sept. 30, 2016 |  | Six-month Period from Apr. 1, 2017 to Sept. 30, 2017 |  | Change |  | Previous Fiscal Year (from Apr. 1, 2016 to Mar. 31, 2017) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Ratio (\%) | Amount | Ratio (\%) | Amount | Percentage (\%) | Amount | Ratio (\%) |
| I Construction business |  |  |  |  |  |  |  |  |
| (A) Architectural construction |  |  |  |  |  |  |  |  |
| Domestic public sector | 23,488 | 12.2 | 19,256 | 11.3 | -4,232 | -18.0 | 49,284 | 12.3 |
| Domestic private sector | 121,960 | 63.2 | 100,980 | 59.2 | -20,979 | -17.2 | 242,459 | 60.7 |
| Overseas | 471 | 0.2 | 919 | 0.5 | 448 | 95.0 | 1,164 | 0.3 |
| Subtotal | 145,920 | 75.6 | 121,157 | 71.0 | -24,763 | -17.0 | 292,908 | 73.3 |
| (B) Civil engineering |  |  |  |  |  |  |  |  |
| Domestic public sector | 38,207 | 19.8 | 40,332 | 23.6 | 2,124 | 5.6 | 86,475 | 21.6 |
| Domestic private sector | 5,724 | 3.0 | 5,966 | 3.5 | 242 | 4.2 | 14,073 | 3.5 |
| Overseas | 242 | 0.1 | 229 | 0.1 | -12 | -5.0 | 869 | 0.2 |
| Subtotal | 44,174 | 22.9 | 46,528 | 27.3 | 2,354 | 5.3 | 101,418 | 25.4 |
| (C) Total (A)+(B) |  |  |  |  |  |  |  |  |
| Domestic public sector | 61,696 | 32.0 | 59,588 | 34.9 | -2,107 | -3.4 | 135,759 | 34.0 |
| Domestic private sector | 127,684 | 66.2 | 106,947 | 62.7 | -20,737 | -16.2 | 256,533 | 64.2 |
| Overseas | 713 | 0.4 | 1,149 | 0.7 | 435 | 61.1 | 2,033 | 0.5 |
| Subtotal | 190,094 | 98.5 | 167,686 | 98.3 | -22,408 | -11.8 | 394,327 | 98.7 |
| II Real estate business | 2,834 | 1.5 | 2,896 | 1.7 | 62 | 2.2 | 5,251 | 1.3 |
| III Total (I + II) | 192,929 | 100.0 | 170,582 | 100.0 | -22,346 | -11.6 | 399,578 | 100.0 |

3) Balance Brought Forward
(Millions of yen)

| Business segment/Classification | FY 2016 2Q(As of Sept. 30, 2016) |  | FY 2017 2Q(As of Sept. 30, 2017) |  | Change |  | Previous Fiscal Year (As of Mar. 31, 2017) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Ratio (\%) | Amount | Ratio (\%) | Amount | Percentage (\%) | Amount | Ratio (\%) |
| I Construction business |  |  |  |  |  |  |  |  |
| (A) Architectural construction |  |  |  |  |  |  |  |  |
| Domestic public sector | 64,377 | 11.8 | 47,873 | 7.5 | -16,504 | -25.6 | 51,333 | 8.4 |
| Domestic private sector | 316,649 | 57.8 | 411,838 | 64.1 | 95,189 | 30.1 | 372,103 | 60.8 |
| Overseas | 2,139 | 0.4 | 2,065 | 0.3 | -74 | -3.5 | 2,922 | 0.5 |
| Subtotal | 383,166 | 70.0 | 461,777 | 71.9 | 78,610 | 20.5 | 426,359 | 69.7 |
| (B) Civil engineering |  |  |  |  |  |  |  |  |
| Domestic public sector | 145,356 | 26.6 | 148,797 | 23.2 | 3,440 | 2.4 | 162,242 | 26.5 |
| Domestic private sector | 15,596 | 2.8 | 28,328 | 4.4 | 12,732 | 81.6 | 20,570 | 3.4 |
| Overseas | 3,291 | 0.6 | 3,440 | 0.5 | 149 | 4.5 | 2,663 | 0.4 |
| Subtotal | 164,243 | 30.0 | 180,566 | 28.1 | 16,322 | 9.9 | 185,477 | 30.3 |
| (C) Total (A)+(B) |  |  |  |  |  |  |  |  |
| Domestic public sector | 209,733 | 38.3 | 196,670 | 30.6 | -13,063 | -6.2 | 213,575 | 34.9 |
| Domestic private sector | 332,245 | 60.7 | 440,167 | 68.5 | 107,921 | 32.5 | 392,673 | 64.2 |
| Overseas | 5,430 | 1.0 | 5,505 | 0.9 | 74 | 1.4 | 5,586 | 0.9 |
| Subtotal | 547,410 | 100.0 | 642,343 | 100.0 | 94,933 | 17.3 | 611,836 | 100.0 |
| II Real estate business | - | - | - | - | - | - | - | - |
| III Total (I + II) | 547,410 | 100.0 | 642,343 | 100.0 | 94,933 | 17.3 | 611,836 | 100.0 |

