

Results Briefing for the Year ended March 31, 2022

May 18, 2022 TODA CORPORATION This material contains forward-looking statements regarding Toda Corporation and the Group's corporate plans, strategies, and earnings forecasts.

These statements are Toda Corporation's forecasts based on information available as of the date of the material, which are subject to potential risks and uncertainties.

The actual results or developments may differ from the forward-looking statements due to changes in various factors.

Today's Program

1. Results Briefing

General Manager of Corporate Administration Group Toshihiro Yamazaki

2. Medium-Term Management Plan 2024 Rolling Plan

President and Representative Director Seisuke Otani



1. Results Briefing

General Manager of Corporate Administration Group Toshihiro Yamazaki

1-1. Results Overview

FY2021 Highlights

Consolidated Net Sales: ¥501.5 billion (-1.1% YoY)

Consolidated net sales decreased 1.1% YoY to ¥501.5 billion, mainly due to decrease in domestic architectural construction business.

Operating Income: ¥24.3 billion (-12.0% YoY)

Operating income decreased 12.0% YoY to ¥24.3 billion. The main factor was decrease in profitable projects for domestic architectural construction business and civil engineering business.

Orders received (non-consolidated): ¥452.2 billion (+8.8% YoY)

Mainly due to increase in domestic architectural construction orders from the private sector, overall orders increased 8.8% to ¥452.2 billion.

FY2021 Results Overview

| | | FY2021 | | | |
|---|--------|----------------------|---------|-----------------|---------------------------|
| (Billions of yen) | FY2020 | May 2021 forecast | Results | Change (YoY) | Difference vs forecast |
| Consolidated net sales | 507.1 | 515.0 | 501.5 | -1.1% | -13.4 |
| Operating income | 27.6 | 23.6 | 24.3 | -12.0% | +0.7 |
| Ordinary income | 30.3 | 25.7 | 28.1 | -7.4% | +2.4 |
| Net profit attributable to owners of the parent | 19.7 | 16.9 | 18.5 | -6.0% | 1.6 |
| | | | | | |
| Orders received (non-consolidated) | 415.6 | 445.0 | 452.2 | 8.8% | +7.2 |

Main Orders Received

| | Ordering Parties | Name of Works |
|-----------------------|--|---|
| Building Construction | Nagareyama Sogo Kaihatsu Special Purpose Company N | GLP ALFALINK Nagareyama 4 Project |
| | University of the Ryukyus | University of the Ryukyus (Nishi-Futenma) Faculty of Medicine related facility construction project |
| | Izumiotsu Minicipal Hospital | (Tentative name) New Izumiotsu Minicipal Hospital construction project |
| onstr | ORIX Real Estate Corporation | (Tentative name) Tsurugashima II Logistics Center construction works |
| uction | Katano City | (Tentative name) Katano City Katanomirai Gakuen Integrated Facility Elementary and Junior High School construction project |
| Civil Engineering | Ministry of Land, Infrastructure, Transport and Tourism, Chugoku Regional Development Bureau | FY2021 Kiyo Disaster Prevention Kiyo Tunnel No.1 Works |
| | West Nippon Expressway Company Limited | FY2021 Higashikyushu Expressway Koshita Tunnel works |
| | East Nippon Expressway Co., Ltd. | Do-o Expressway floor slab replacement work for Mamachi River bridge |
| | Tokyo Metropolitan Government Bureau of Waterworks | Tunnel plumbing and management pit construction work for water pipes between Nerima-ku Oizumigakuencho 4-chome to Shakujiidai 1-chome (2600 mm) |

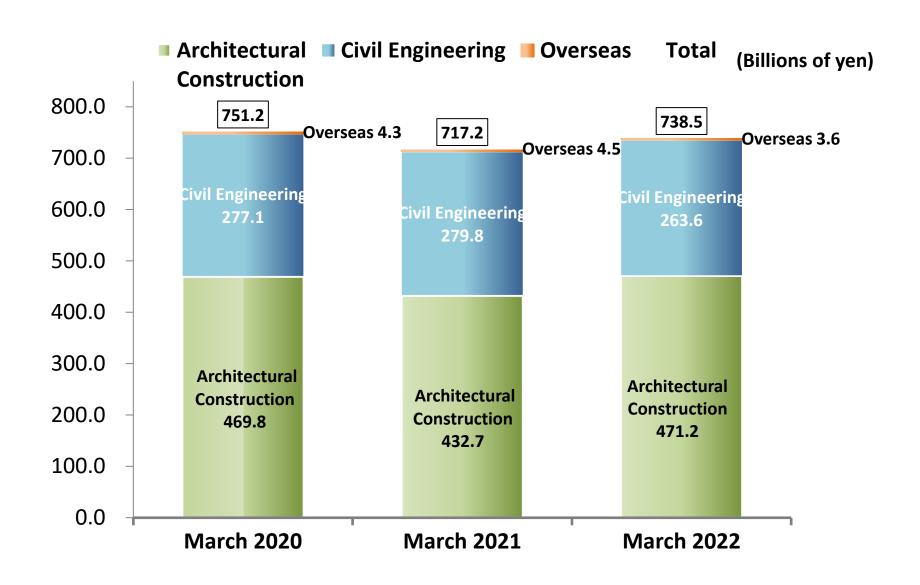
^{*} Honorifics are omitted. Work names are abbreviated.

Main Carryover Works

| | Ordering Parties | Name of Works |
|-------------------|--|---|
| Building | Shibuya Station Sakuragaoka Exit District Redevelopment Association | Shibuya Station Sakuragaoka Exit District Type 1 Urban Redevelopment Project |
| | St. Marianna University School of Medicine | St. Marianna University School of Medicine Sugao Campus Renewal Plan |
| | Kisosaki Special Purpose Company | ESR Yatomi Kisosaki Distribution Center Plan |
| Construction | Takashimaya South Area Redevelopment Project | Takashimaya South Area Type 1 Urban Redevelopment Facility and Building Construction Work |
| | Toyo University | Akabanedai Campus new building construction work (Site C) |
| Civil Engineering | Ministry of Land, Infrastructure, Transport and Tourism, Kanto Regional Development Bureau | Yokohama Shonan Road tunnel works |
| | Central Nippon Expressway Company Limited | Tokyo Outer Ring Road Main Line Tunnel (north bound) Tomei North works |
| | West Nippon Expressway Company Limited | Shin-Meishin Expressway Ujitawara Tunnel East Works |
| | Japan Railway Construction, Transport and Technology Agency | Chuo Shinkansen Chuo Alps Tunnel (Matsukawa) etc. |

^{*} Honorifics are omitted. Work names are abbreviated.

[Non-consolidated] Carryover Works

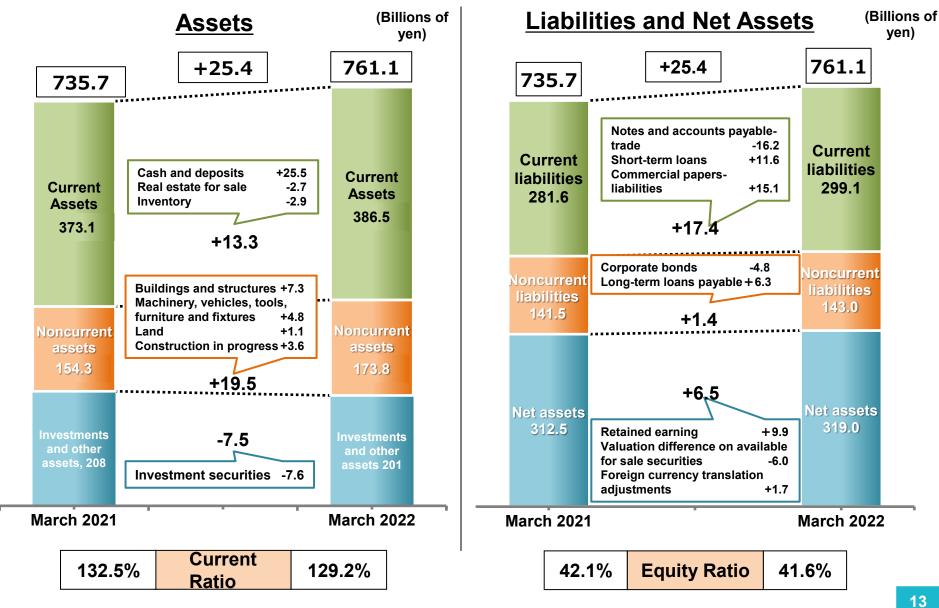


1-2. Details of Financial Results

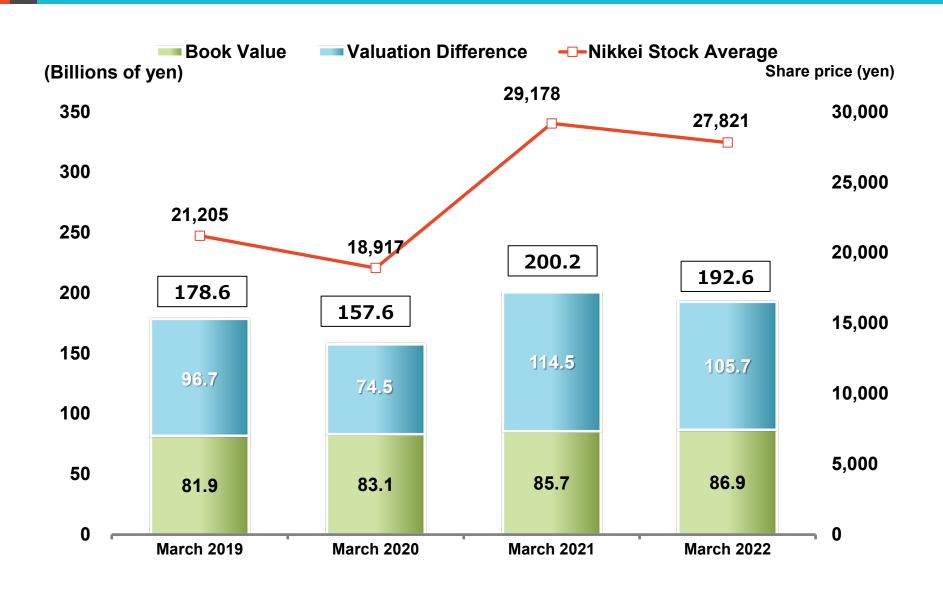
[Consolidated] Toda Group

| Business | Subsidiaries in Japan | Overseas Subsidiaries | 30 companies |
|--------------|---|--|-----------------|
| Construction | APEC Engineering Co., Ltd. Chiyoda Kenkou Co., Ltd. Toda Road Co., Ltd. Sato Kogyo Co., Ltd. Showa Kensetsu K.K. 3 other companies | Construtora Toda do Brazil S/A Thai Toda Corporation Ltd. Toda Vietnam Co., Ltd. TOBIC 3 other companies | 15 companies |
| Real estate | Toda Bldg. Partners Co., Ltd. | Toda America, Inc. PT. Toda Group Indonesia 1 other company | 4 companies |
| Other | Toda Finance Co., Ltd. Toda Staff Service Co., Ltd. Towa Kanko Kaihatsu Co., Ltd. Goto Floating Wind Power LLC. Offshore Windfarm Construction Corp. Toda Noubou Inc. 3 other companies | Toda Investimentos do Brasil LTDA Toda Energia do Brasil LTDA | 11 companies |

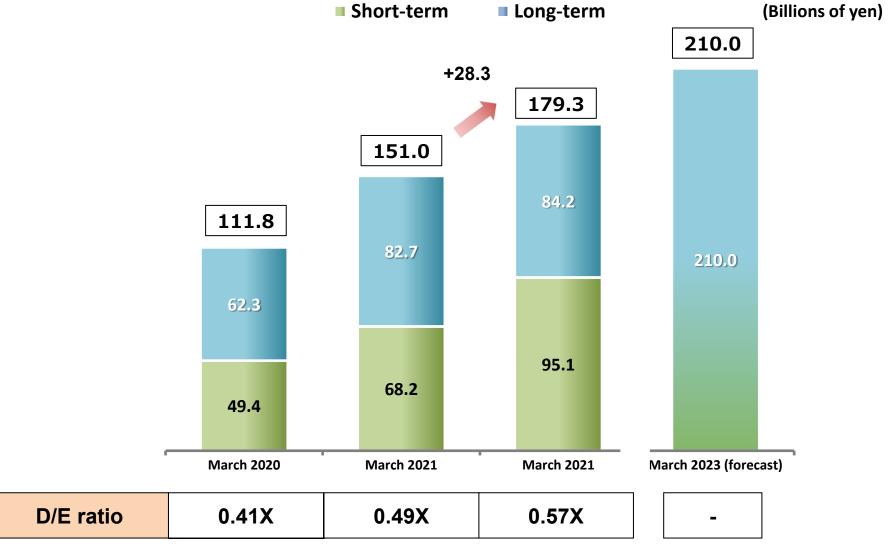
[Consolidated] Balance Sheets



[Consolidated] Change in Investment Securities

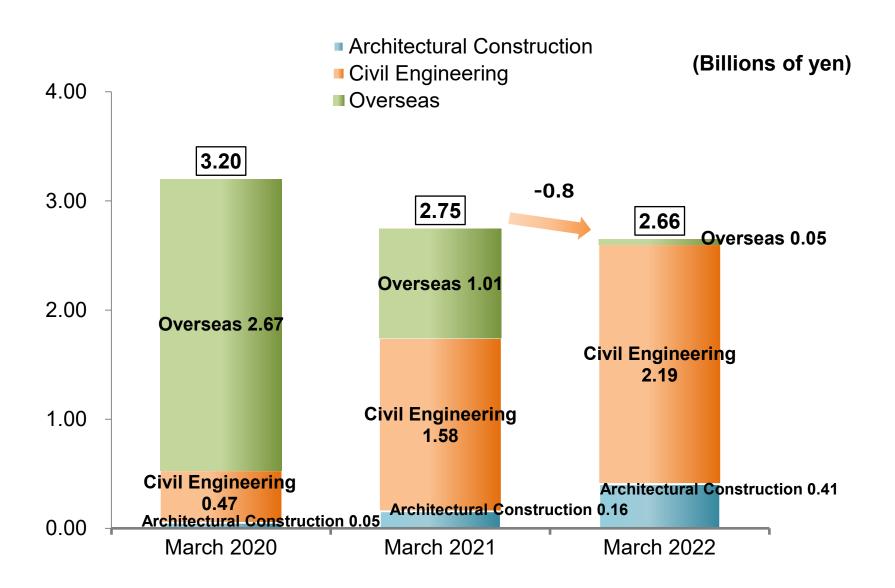


[Consolidated] Change in Interest-Bearing Liabilities

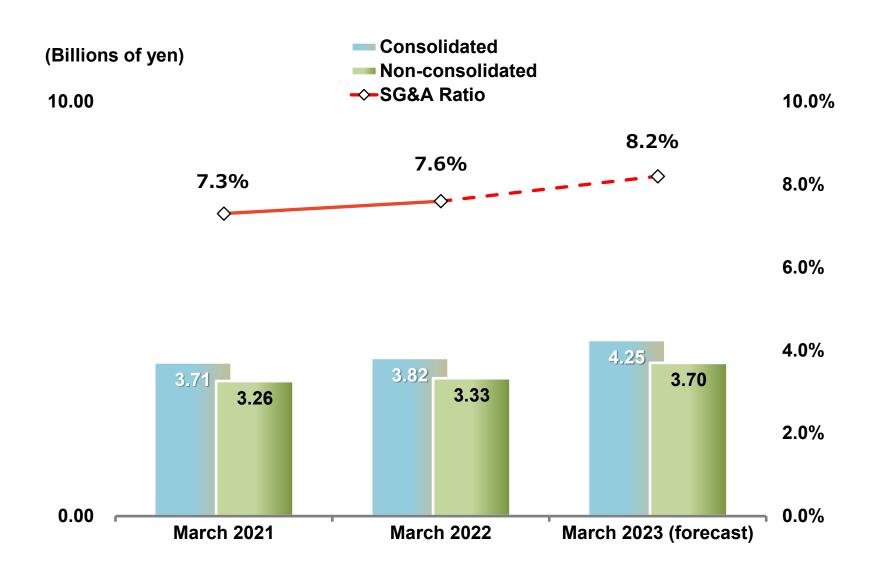


(D/E ratio = Interest-bearing debt/Equity)

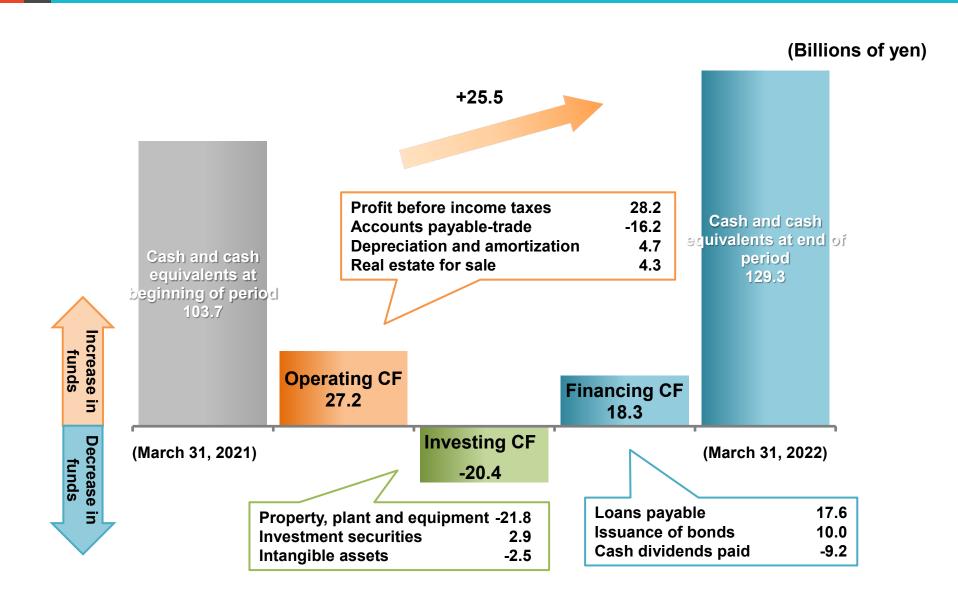
[Consolidated] Change in Provision for Loss in Construction Contracts



[Consolidated] Change in SG&A



[Consolidated] Statement of Cash Flow

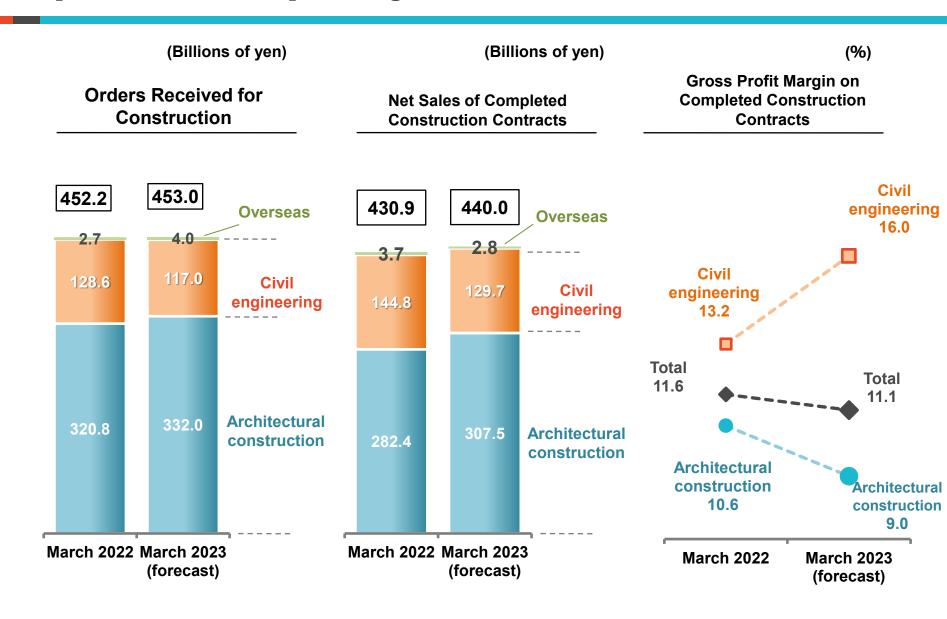


1-3. Earnings Forecasts

FY2022 Earnings Forecasts

| | FY2021 | FY2022 | | |
|--|-------------|-------------|--------------|-------|
| (Billions of yen) | F 1 2 0 2 1 | (Forecasts) | Change (YoY) | |
| Consolidated net sales | 501.5 | 520.0 | 3.7% | +18.4 |
| Operating income | 24.3 | 20.5 | -15.9% | -3.8 |
| Ordinary income | 28.1 | 22.9 | -18.5% | -5.2 |
| Profit attributable to owners of the parent Net Income | 18.5 | 18.8 | 1.3% | +0.2 |
| Orders received (non-consolidated) | 452.2 | 453.0 | 0.2% | +0.7 |

[Non-consolidated] Earnings Forecast for Construction Business



FY2022 Non-consolidated Earnings Forecasts

| | Amount (billions of yen) | Profit margin (%) |
|--|--------------------------|-------------------|
| Net sales | 459.0 | |
| Gross Profit | 54.1 | 11.8 |
| Profits in the construction business | 48.8 | 11.1 |
| [Domestic architectural construction] | (27.7) | (9.0) |
| [Domestic civil engineering] | (20.7) | (16.0) |
| [Overseas] | (0.3) | (12.5) |
| Profits in investment development business and other | 5.3 | 27.9 |
| Selling, general and administrative expenses | 37.0 | |
| Operating income | 17.1 | 3.7 |
| Ordinary income | 19.7 | 4.3 |
| Income taxes | 7.8 | |
| Profit | 16.9 | 3.7 |



2. Medium-Term Management Plan 2024 Rolling Plan

President and Representative Director Seisuke Otani

Backgrounds for establishment of the rolling plan

Strengthen strategy in response to the change in environment and aim to enhance corporate value



Future Vision CX150

The Toda Group's vision for its 150th anniversary in 2031

Concept framework

Mission

A corporate group that realizes "Joys"

Vision

-Vision of society-

Co-creation society

A society where people coordinate/collaborate, creating a virtuous cycle where new values are generated, and happiness and sustainability are realized

Value

-Key approach and actions-

Gatekeeper of value

Create new value by realizing unprecedented combination of information and functions by becoming the gatekeeper between demand and supply

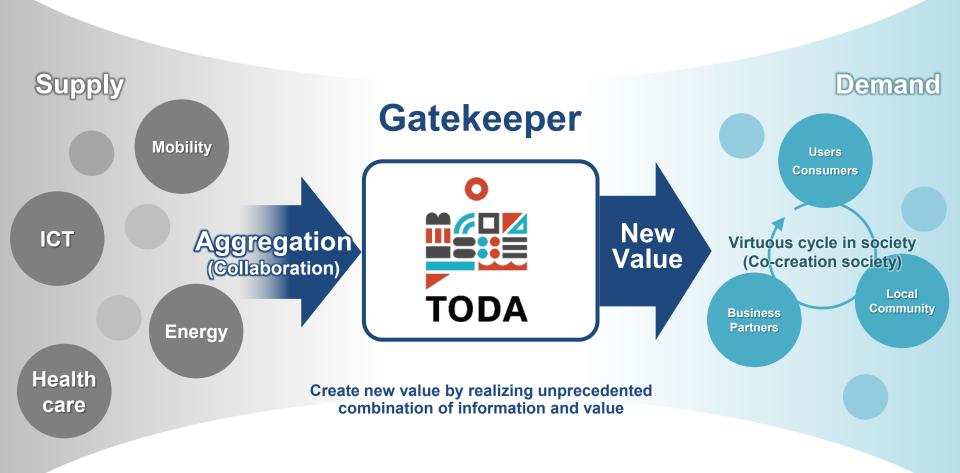
Value of experience

Latent needs

Social capital

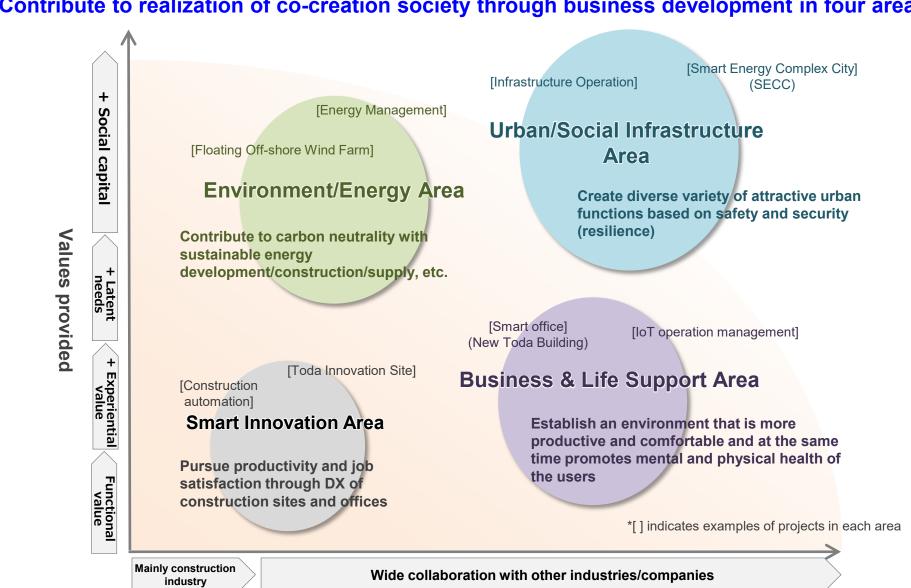
Gatekeeper of value

Create new value through aggregation with partners



Business Development

Contribute to realization of co-creation society through business development in four areas



Basic Business Framework

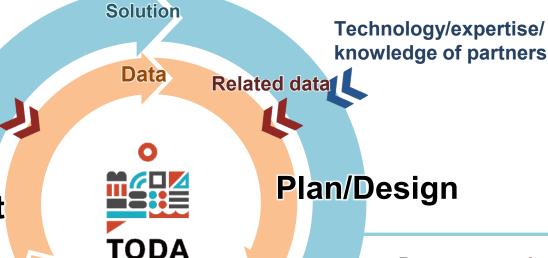
Promote sustainable growth by building a strong closed loop

(Solution x Data x Management)

- Improve experiential value (convenience, comfort, etc.) of users
- Obtain/visualize management data (experiential value data) with sensors, etc.

Operation Management

- Realize social capital with technology
- Improve productivity/safety with DX
- Invest proceeds in measures to improve new added value

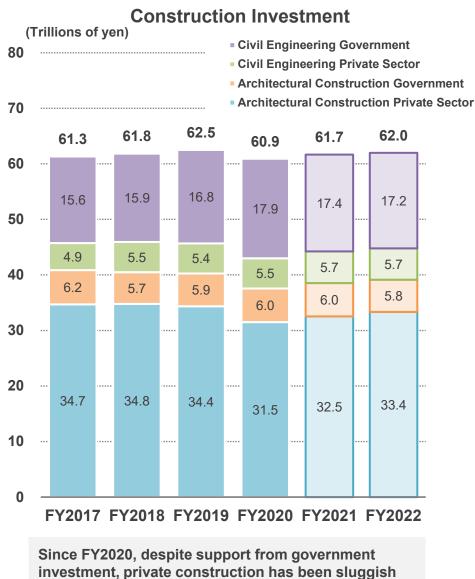


Construction

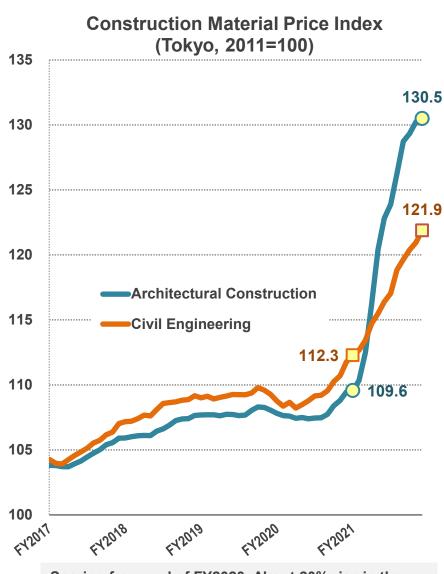
- Propose experiential value/latent needs based on evidence (data acquired in OM area, etc.)
- Enhance productivity by leveraging on design/construction strength

Medium-Term Management Plan 2024 Interim Review

Environment Recognition





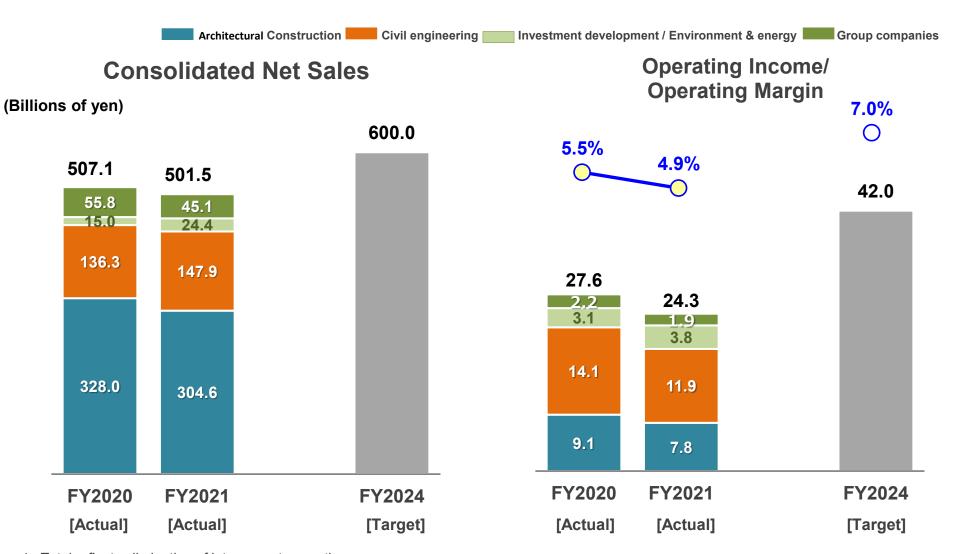


Soaring from end of FY2020. About 20% rise in the past year for Construction Business.

Source: Ministry of Land, Infrastructure, Transport and Tourism, Research Institute of Construction and Economy, Construction Research

Performance Targets/Results

Revenue growth stalling due to increased competition and soaring materials cost

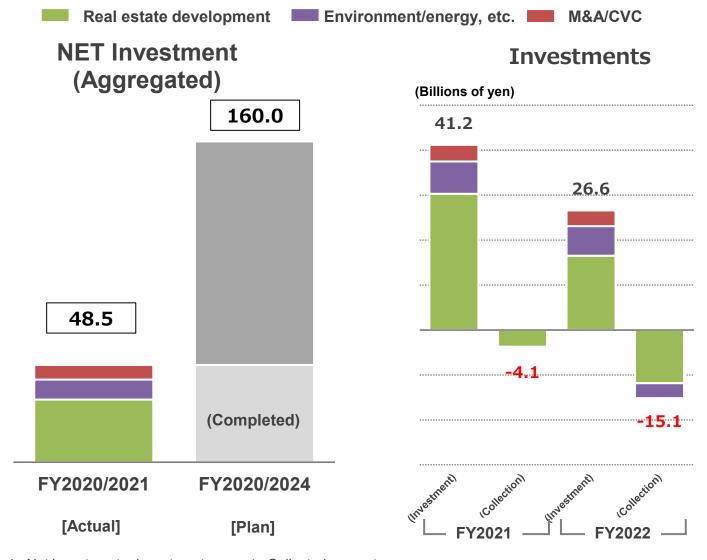


^{*} Total reflects elimination of intragroup transactions

^{*} Targets as of May 29, 2020

Status of Growth Investment

Promote steady investment, execute large-scale investments from FY2022



Major investments







* Targets as of May 29, 2020

^{*} Net investment = Investment amount - Collected amount

Non-financial Targets

| Quantitative Evaluation Indicators | | FY2020 Results | FY2021 Results | FY2024 Target |
|------------------------------------|--|-------------------|-------------------|-------------------------|
| Environment | CO2 emissions reduction rate (vs FY2019) | 2.4% | -0.9% | Decrease by 10% or more |
| Society | Total accident frequency rate | 3.60 | 2.88 | 1.00 or less |
| | Construction sites: Rate of 8-days off per 4-week work cycle | 38.8% | 35.7% | 100% |
| | Construction career advancement registration | 58.2% | 72.5% | 100% |
| | Employee: Average total actual working hours | 2,115 hours | 2,119 hours | 1,900 hours or less |
| Governance | Outside Directors ratio | 47.1% | 47.1% | 50% or more |
| | Proportion of non-Japanese employees (non-consolidated) | 0.6% | 0.7% | 1.5% or more |
| | Risk assessment ratio | 100% | 100% | 100% |
| | Significant violation of laws and regulations | 0 | 0 | 0 |

- * CO2 emissions indicates total of Scopes 1 and 2 (preliminary figures)
- * Total accident frequency rate = Total occupational accidents / total working hours (million hours)
- * Construction career advancement registration: Skilled worker registration ratio (including secondary sub-contractor and below)
- * Risk assessment implementation rate: Implementation and execution status of quantitative and qualitative assessment of projects (projects approved by the Board Meeting) and exit strategies implemented by the Investment Committee *Targets as of May 29, 2020

Basic Policy and Goals

Basic Policy for the Rolling Plan

Realize Future Vision CX150

Provide truly recognized values to all stakeholders by realizing Future Vision CX150

Enhance business portfolio

Promote growth investments to strengthen business portfolio such as the New Toda Building and floating offshore wind power

FY2024 Performance Targets

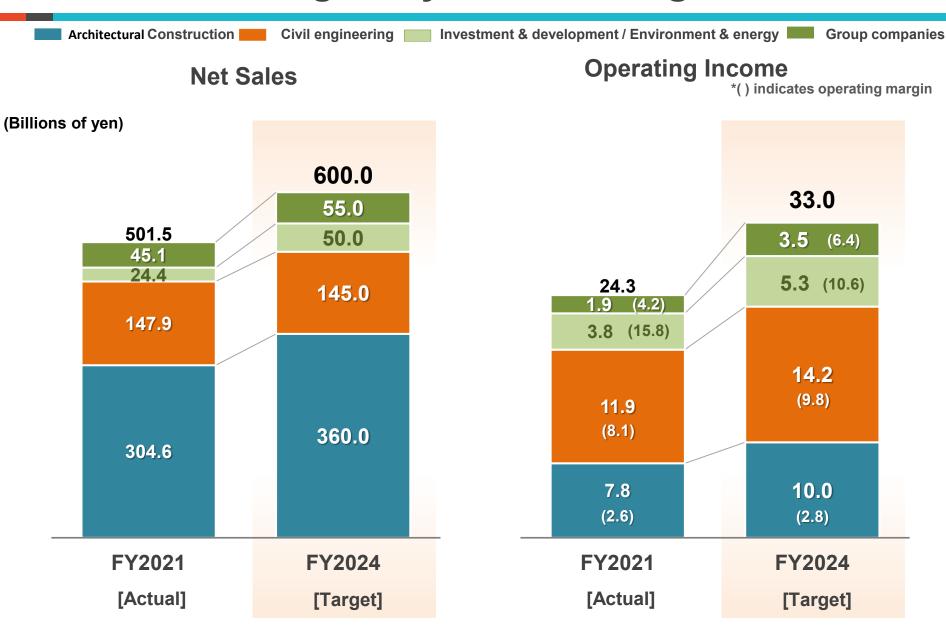
| | | FY2021 Results | FY2024 Target | FY2021 to FY2024 |
|-----------------------|---------------------------------------|-------------------|-------------------|------------------|
| Profitability | Consolidated net sales | ¥501.5 billion | c. ¥600.0 billion | +19.6% |
| | Operating income | ¥24.3 billion | ¥33.0 billion + | +35.3% |
| | Operating margin | 4.9% | 5.5% + | +0.6P |
| Capital efficiency | Profit | ¥18.5 billion | ¥26.0 billion + | +40.1% |
| | ROE | 5.9% | 8.0% + | +2.1P |
| Productivity | Labor productivity (non-consolidated) | ¥14.58 million | ¥15.0 million + | +2.8% |
| Shareholder return | DOE | 2.6% | 2.5% + | _ |
| | Total return ratio | 43.0% | 40.0% + | _ |

^{*} Labor productivity = Added value (operating profit + total labor cost) / Number of employees (yearly average, including temporary workers, etc.)

^{*} DOE (dividend on equity) = Total dividends / Equity

^{*} Total return ratio = Total shareholder return (total dividends + total shares buyback amount) / Net income attributable to owners of the parent

Performance targets by business segment

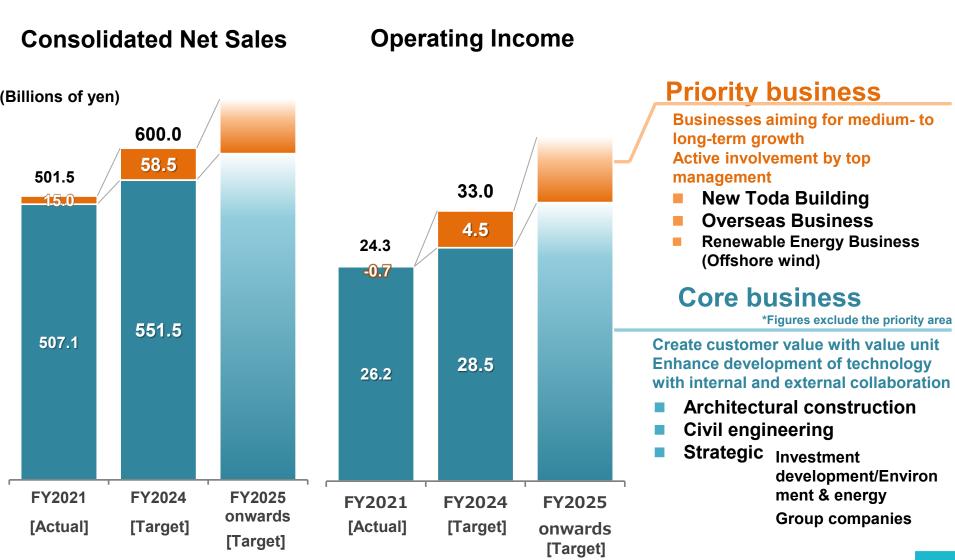


^{*} Total reflects elimination of intragroup transactions

Basic Strategy

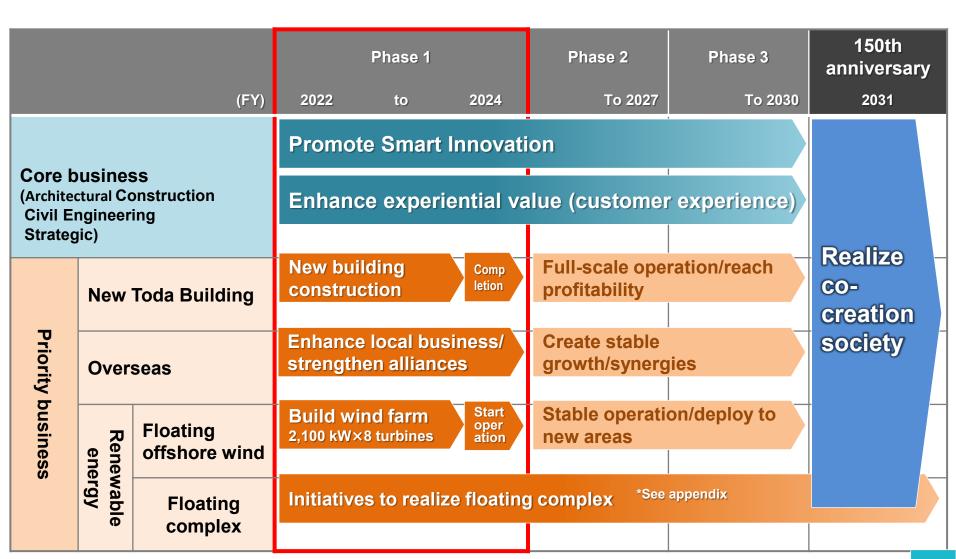
To achieve the earnings target

Realize growth for both core business and priority areas



Strategic Scenario

Promote focus areas towards revenue contribution from FY2025 onwards



Promote Smart Innovation



Air flow analysis using BIM



Enhance value as a company that "sells technology"

- Enhance safety and productivity with automated construction and utilization of new technologies/ICT
- Create new business model with digital transformation

Technology R&D investment ¥20 billion (¥6.6 billion p.a.) planned

Enhance experiential value (customer experience)

Design the "experience" up to the use of building by the customer Create new customer value by incorporating experiential value for revenue growth

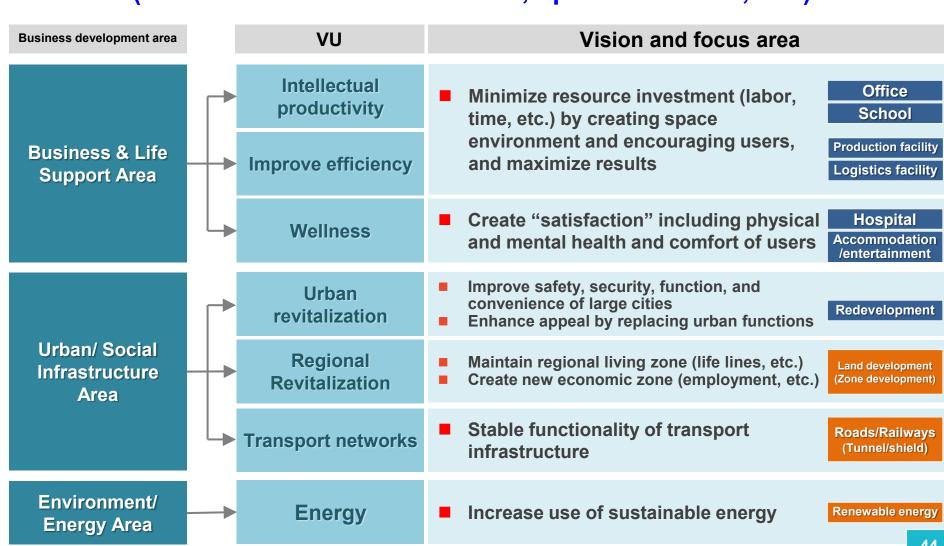
Experiential value [Market/Customer needs] [CX150 Business Development Area] (Manager/User) Security Surprise Comfort Inspire (Related Market) New technology External cooperation **Business & Life Support Area Expand** Urban/Social Infrastructure Area **Functional value Environment/Energy Area** (Order placement) (Construction investment) Design Construction technology **Smart Innovation Area** Status Quo Materials/machinery Mid- to long-term

reduction

Establish value units (VU)

Promote technology/solutions based on VU

(Internal/external collaboration, open innovation, etc.)



Case Study: Echizen City's Example of Smart City

(Echizen Takefu Innovation Valley)





- Selected as the partner corporation for the "Public-Private Partnership Project for the Creation of Echizen City's Version of Smart City" promoted in the approximately 100 hectare space surrounding the Hokuriku Shinkansen Line Echizen-Takefu Station (new station) by Echizen City, Fukui Prefecture
- Reviewing the details of functions to be introduced, technological platform of the smart city, framework for open innovation, and business scheme with Echizen City

Positioning and Initiatives Concerning the Priority Area

New Toda Building



- As the flagship of our technology, construct a smart building utilizing digitalization as well as the highest-level safety and environmental functions.
- Scheduled for completion in 2024.

Overseas



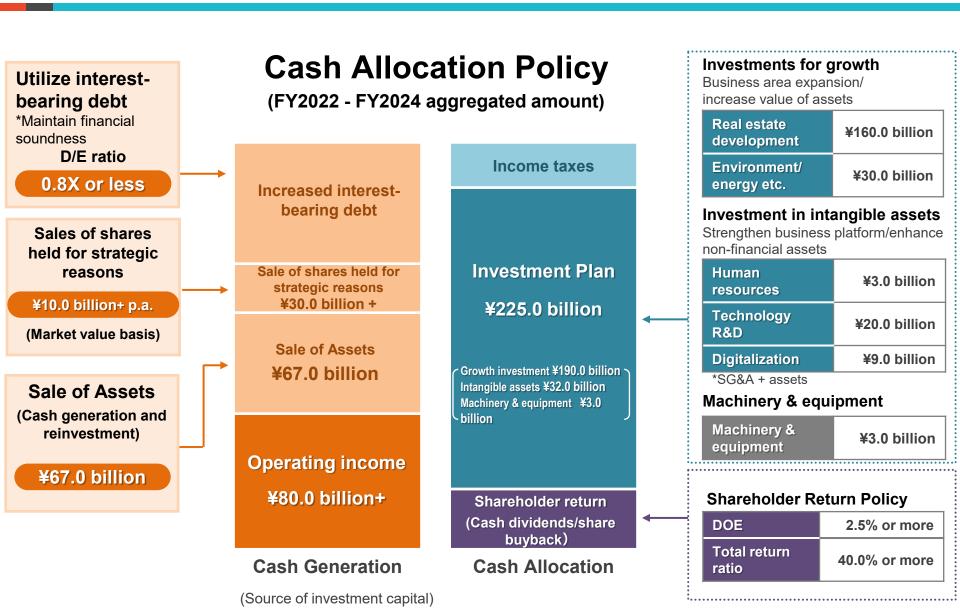
- Deploy construction and development business mainly in the growing market of Southeast Asia region.
- Promote cash generation and reinvestment by timely replacement of assets.

Renewable energy

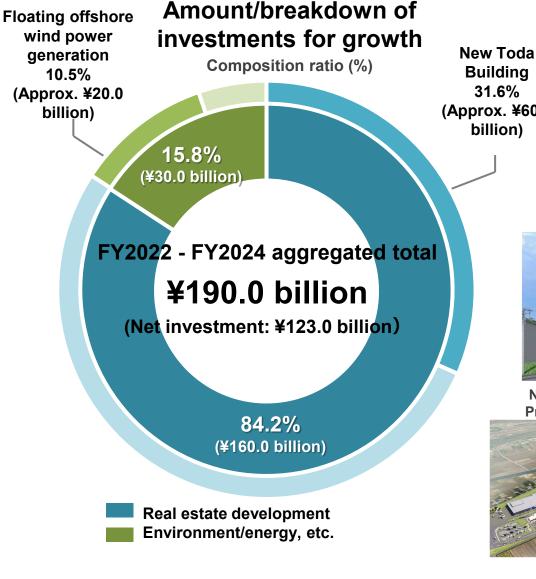


- Commercialize the hybrid spar type floating offshore wind power generation facility that utilized our unique technology.
- Promote technology development to win orders for fixed-foundation offshore wind power generation.
- Scheduled to start operation in 2024 (Goto Wind Farm off the coast of Nagasaki Prefecture)

Investment Plan and Capital Allocation



Investments for growth



New Toda Building and floating offshore wind power generation (Approx. ¥60.0 account for 40% overall

Building

31.6%

billion)

Real estate development promotes effective utilization of assets, etc.



Enhancement of Investment Process

Established Investment Screening Division

(Established in Corporate Administration Group in March 2022)

- Screen proposals from business units from perspectives including appropriateness of investment and maintenance of financial soundness
- Establish hurdle rates such as IRR and manage including the exit strategy

Adopted ROIC by business segment

(Applied to management accounting from FY2022)

- Visualize cost of capital for each business segment and corresponding profitability
- Promote capital allocation within and between business segments

Secure 8% ROE for medium- to long-term

Enhance ESG management: non-financial target

Re-established priority management indicators based on the basic policies on sustainability

| Quantitative evaluation indicators | | | Medium-Term Target (FY2024) | |
|------------------------------------|---------------------------------|--------------|---------------------------------------|------------|
| E | CO2 emissions | Scopes 1+2 | Reduction rate (vs FY2020) | -16.8% |
| | | | Basic unit (100 mil yen) | 11.2 t-CO2 |
| | same | Scopes 3 | Reduction rate (vs FY2020) | -10.0% |
| | | | Categories 1 basic unit (100 mil yen) | 5.4 t-CO2 |
| | | | Categories 11 basic unit (sqm) | 3.5 t-CO2 |
| S | S Total accident frequency rate | | 1.00 | |
| | Accident freque | ncy rate | | 0.10 |
| G | Labor productivi | ity per hour | | 7,500 yen |

Scope 1: Direct CO2 emissions from the use of diesel, etc.

Scope 2: Indirect CO2 emissions by power plants for use of purchased electricity/heat

Scope 3: Indirect emissions other than Scope 1 and 2

Category 1: Emission at time of construction material manufacturing, Category 11: Emission during period of operation of constructed buildings Basic unit: Scope 1 + 2: Emission per ¥100 million net sales

Category 1: Emission per ¥100 million transaction amount, Category 11: Emission per 1 m² completed gross floor area

Total accident frequency rate = Total occupational accidents/total working hours (million hours)

Accident frequency rate = Number of occupational accidents requiring 4 or more days of leave / total working hours (million hours)

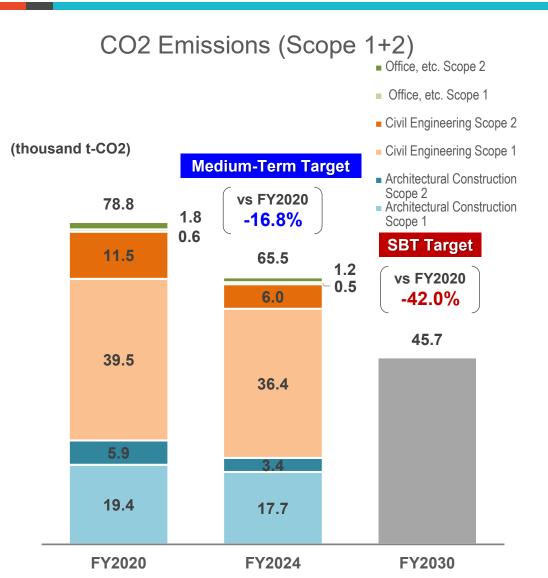
Labor productivity = Amount of added value (operating income + total human resources expenses) / Number of employees / average total working hour

CO₂ Emissions (1)

[Actual]



Direct CO2 emissions from the use of diesel, etc. Indirect CO2 emissions by power plants for use of purchased electricity/heat



[Target]

[Target]

Aim at medium-term target aligned with SBT target: -16.8%

(vs FY2020)

Scope 1+2 reduction target for FY2030 at -42% (vs FY2020), or 4.2% p.a.

Scope 1

Adopt environmentally friendly construction and fuels

Scope 2

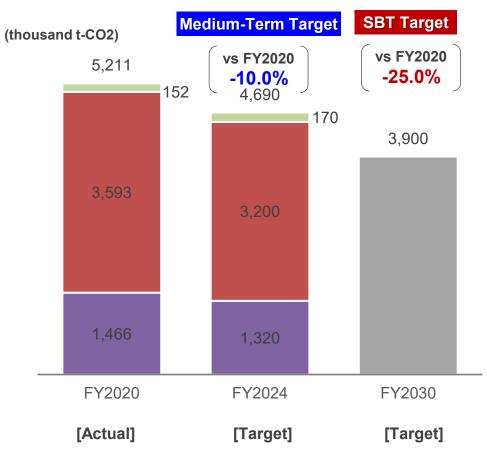
Promote use of renewable electricity

| | FY2024 | FY2030 |
|----------------------|--------|--------|
| RE ratio (target) | 60% | 100% |

^{*}Renewable Electricity

CO2 Emissions (Scope 3)

- Other
- Emissions from buildings constructed by Toda during operation (Category 11)
- Emissions during manuracturing of construction materials (Category 1)



Aim at medium-term target: -10.0% (vs FY2020)

Scope 3 reduction target for FY2030 at -25% (vs FY2020), or 2.5% p.a.

Category 1

Procurement of low-carbon materials (fresh concrete, steel, etc.)

Category 11

Design/construction of ZEB/energysaving buildings

* Category 11 calculated by multiplying gross floor area of completion foe each year by coefficients (energy-saving performance, useful life)

Governance Reform

Change to directors and executive officers system that separates management supervision and business execution *after the general meeting of shareholders



Board of Directors

- Improve effectiveness of the Board of Directors
- Board of Directors discusses management strategy

Structure after the General Meeting of Shareholders (proposed)

Internal directors: 3 *8 before general meeting of shareholders

- 1) Chairperson and Representative Director Imai
- 2) President and Representative Director Otani
- 3) Director Yamazaki (CFO)

Outside Directors

4 directors (4 before general meeting of shareholders)

Executive Unit

- Strengthen management strategy development function, reliable submission to the Board
- Standardize management decision criteria
- Speedy and flexible management decisions

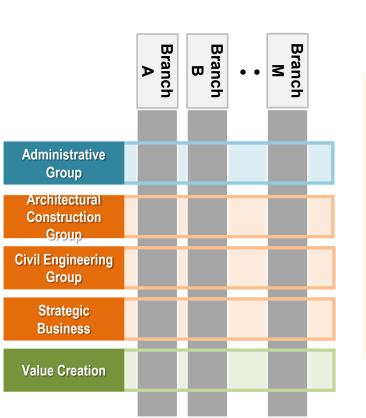
Executive Unit Organizational Reform: Company-wide Optimization

*From March 1, 2022

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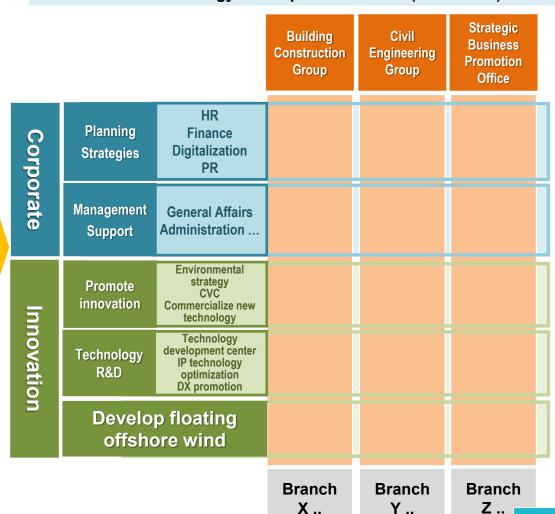
Current Matrix System

- Large headquarters, branches struggling to cooperate
- Same functionality scattered among headquarters

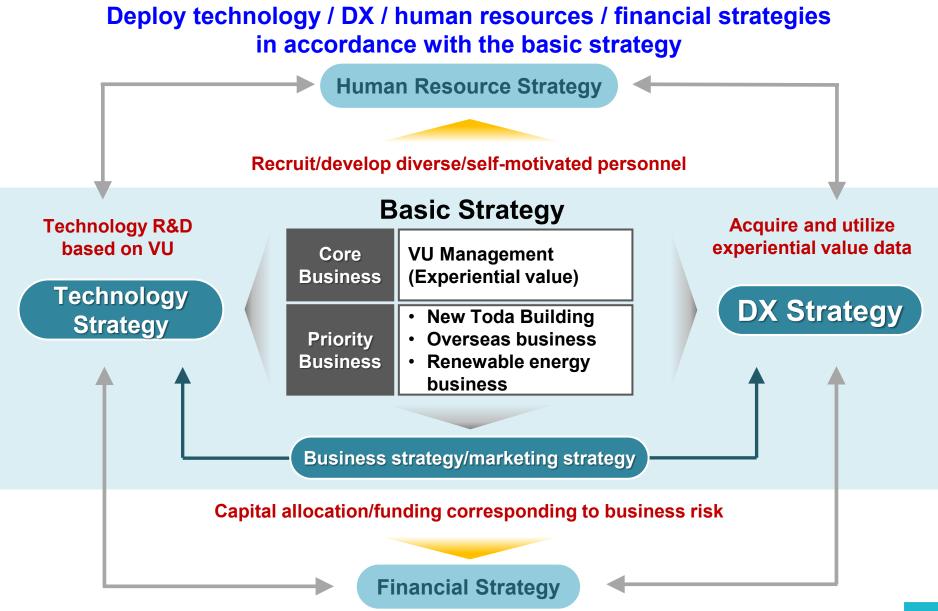


Direction of Reform

- Strengthen top management functions (management/strategy/planning)
- Centralize technology development function (innovation)



Deploy to Functional Strategy



To conclude: Brand Slogan



Build the Culture.

Built by people. Built with people.

Imagine the people who will be here and the stories that starts now, to create a future full of smiles.

Create with ideas. Create with passion. Create by uniting the aspiration of people.

Human creation with intelligence and heart.

The TODA CORPORATION way.

appendix

Floating complex



Offshore wind power plant and floating housing

Floating complex



Basic Policies on Sustainability

Sustainability Vision 2050

A corporate group that creates a better future

