

Third Quarter of Fiscal Year Ending March 2024

OUTLINE OF FINANCIAL RESULTS

February 8, 2024

Toyo Engineering Corporation

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Performance Summary

JPY billion



- ◆ Increase in revenue and profit compared with the same period of the previous year
- ◆ Revised the forecast for 2024/3 (Profit attributable to owners of parent revised upward due to recording of extraordinary income from transfer of real estate)

	2022/12	2023/12	Difference	Forecast 2024/3 as of 2024/1/25	Progress
Net sales	142.0	189.3 ①	+47.3	250.0	76%
Gross profit	19.0	20.9 ②	+1.9	26.0	80%
Gross profit margin	13.4%	11.1%	-2.3pt	10.4%	
SG&A expenses	14.6	15.4	(0.8)	21.0	73%
Operating income	4.4	5.4	+1.0	5.0	108%
Operating income margin	3.1%	2.9%	-0.2pt	2.0%	
Non-operating income & expenses	(1.2)	(0.3) ③	+0.9	-	-
Ordinary income	3.2	5.1	+1.9	5.0	102%
Extraordinary income & loss	-	-	-	4.9	0%
Profit before income taxes	3.2	5.1	+1.9	9.9	52%
Income taxes	1.6	2.0	(0.4)	2.0	100%
Profit attributable to owners of parent	1.5	3.0	+1.5	7.9	38%
New orders	121.6	144.7 ④	+23.1	120.0	121%
New orders including the equity method affiliates	160.6	441.9 ⑤	+281.3	410.0	108%

① Increased in net sales compared with the same period of the previous year due to increase of the backlog of ongoing projects and their construction progress

② Generally progressing as planned

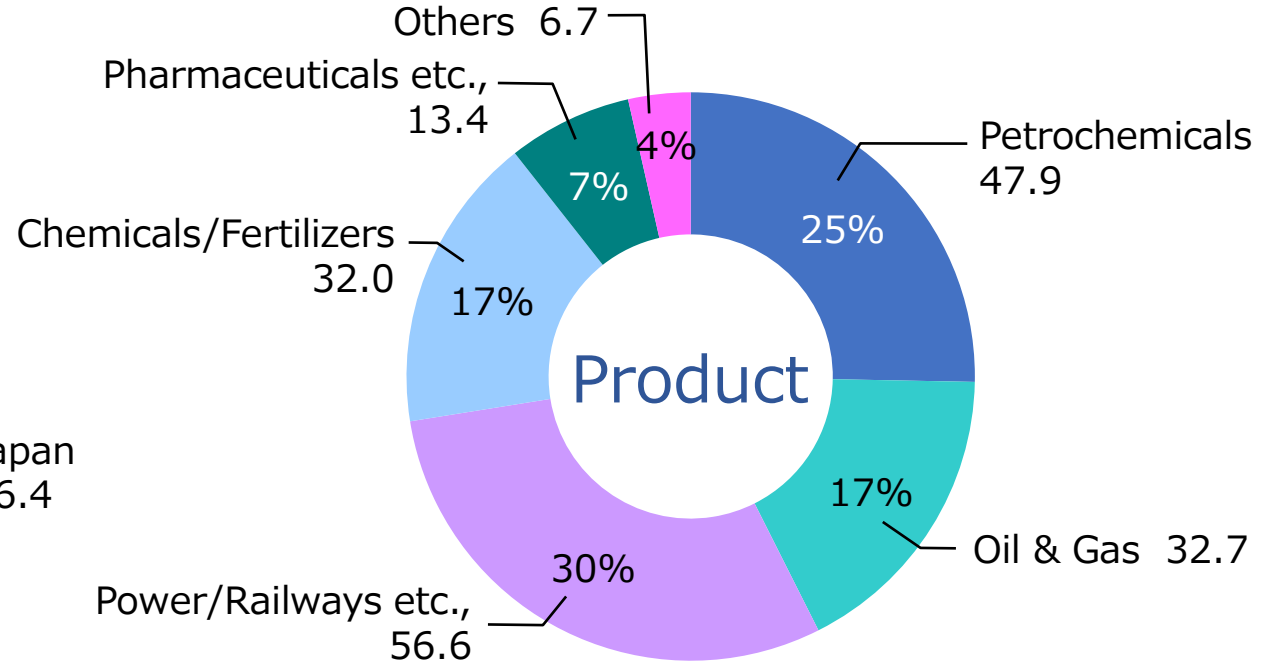
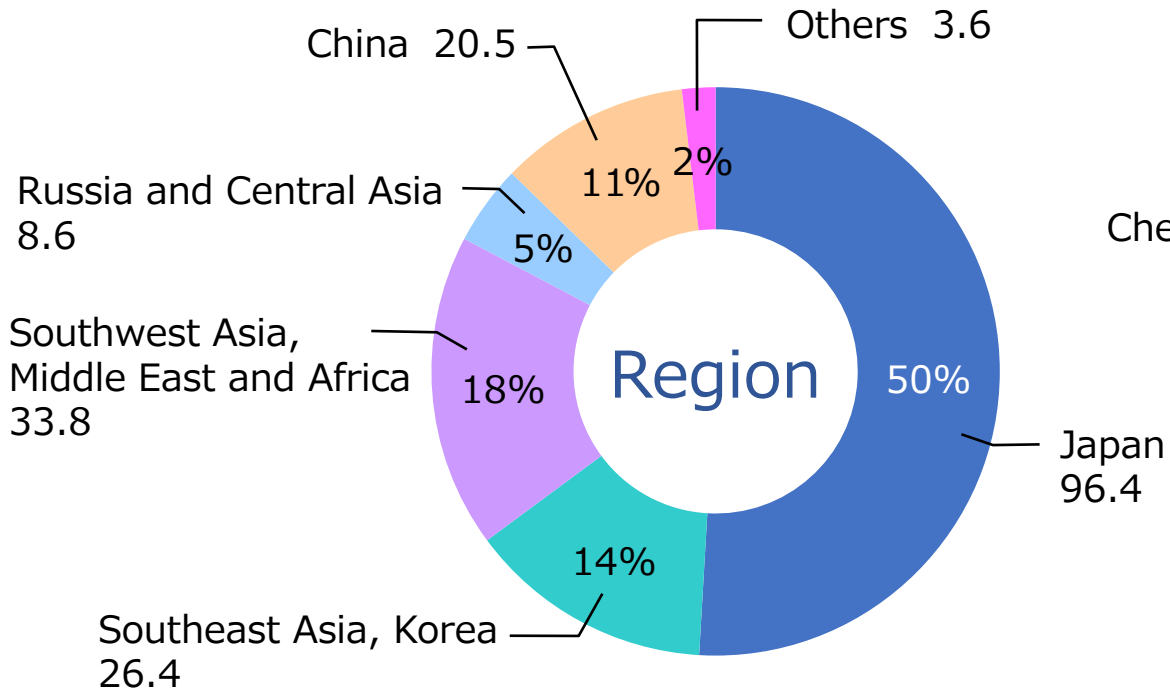
③ Includes equity method investment losses

④ Exceeded the forecast of JPY 120 billion

⑤ Exceeded the forecast of JPY 410 billion

* See page 8 for reasons for the revision to the full-year forecast

2023/12 Net sales : JPY 189.3 billion



- Major Contracts**
- Power/Railways etc., JAPAN (5 projects)
 - Petrochemical, JAPAN
 - Chemical/Fertilizer, CHINA
 - Oil & Gas, INDIA (2 projects)
 - Petrochemical, INDONESIA

Balance Sheet

JPY billion



Assets	2023/3	2023/12	Difference
Current assets	222.7	247.1	+24.4
Cash and deposits	108.5	128.2	+19.7
Notes and accounts receivable	65.5	65.2	(0.3) ①
Work in progress	22.2	24.2	+2.0 ①
Other current assets	26.3	29.3	+3.0
Non-current assets	33.5	34.8	+1.3
Property, plant and equipment	12.8	12.8	+0.0
Intangible assets	4.7	5.3	+0.6
Investments and other assets	16.0	16.6	+0.6
Total assets	256.3	282.0	+25.7

Liabilities and net assets	2023/3	2023/12	Difference
Current liabilities	174.7	196.8	+22.1
Short-term interest bearing debt	12.6	14.5	+1.9
Notes and accounts payable	64.7	94.3	+29.6 ①
Advance receipts on uncompleted contracts	77.2	67.1	(10.1) ①
Other current liabilities	20.1	20.7	+0.6
Noncurrent liabilities	32.4	30.3	(2.1)
Long-term interest bearing debt	23.8	21.2	(2.6)
Other noncurrent liabilities	8.5	9.0	+0.5
Net assets	49.1	54.8	+5.7
Shareholder's equity	40.2	43.3	+3.1
Accumulated other comprehensive income	8.6	11.3	+2.7 ②
Non-controlling interests	0.1	0.1	+0.0
Total liabilities and net assets	256.3	282.0	+25.7
Equity ratio	19.1%	19.4%	+0.3pt

① Increase/decrease due to project progress

② Impact of yen's depreciation on foreign currency translation adjustments

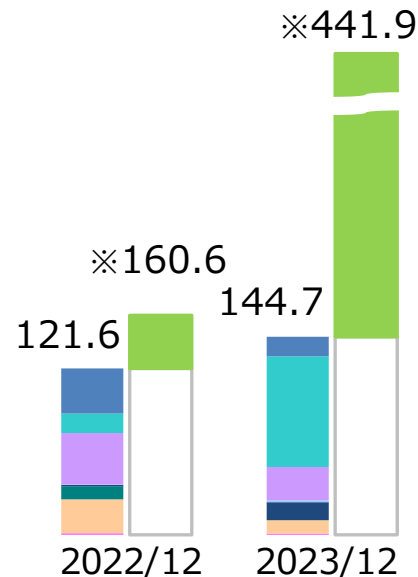
New Orders

JPY billion



※ <Reference> Including the equity method affiliates

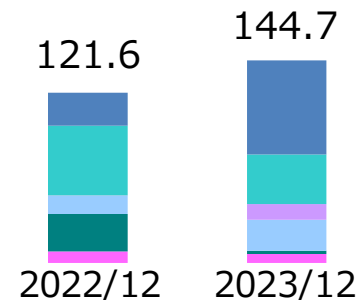
Region



Japan	33.0	14.3
Southeast Asia, Korea	14.2	80.8
Southwest Asia, Middle East and Africa	37.7	24.4
Russia and Central Asia	0.2	1.4
North America	1.0	13.1
Central and South America	9.7	0.1
China	24.8	9.8
Others	1.0	0.8
New orders	121.6	144.7

The equity method affiliates	38.9	297.2
<Reference> New orders including the equity method affiliates	160.6	441.9

Product



Petrochemicals	23.5	67.3
Oil & Gas	49.8	35.5
Power/Railways etc.	0.4	11.0
Chemicals/Fertilizers	13.1	22.4
Pharmaceuticals etc.	26.6	2.1
Others	8.2	6.4
New orders	121.6	144.7

2023/12 Major Contracts

Consolidated	The equity method affiliates
Petrochemical, THAILAND	FPSO *1, GUYANA
Oil & Gas, INDIA	FPSO, BRAZIL

*1 : FPSO = Floating Production, Storage and Offloading

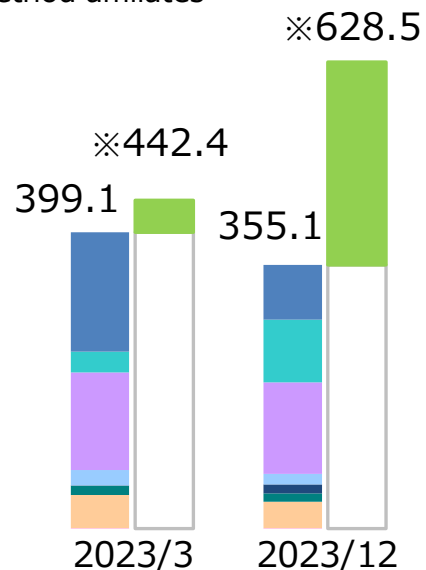
Your Success, Our Pride.

Backlog of Contracts

JPY billion

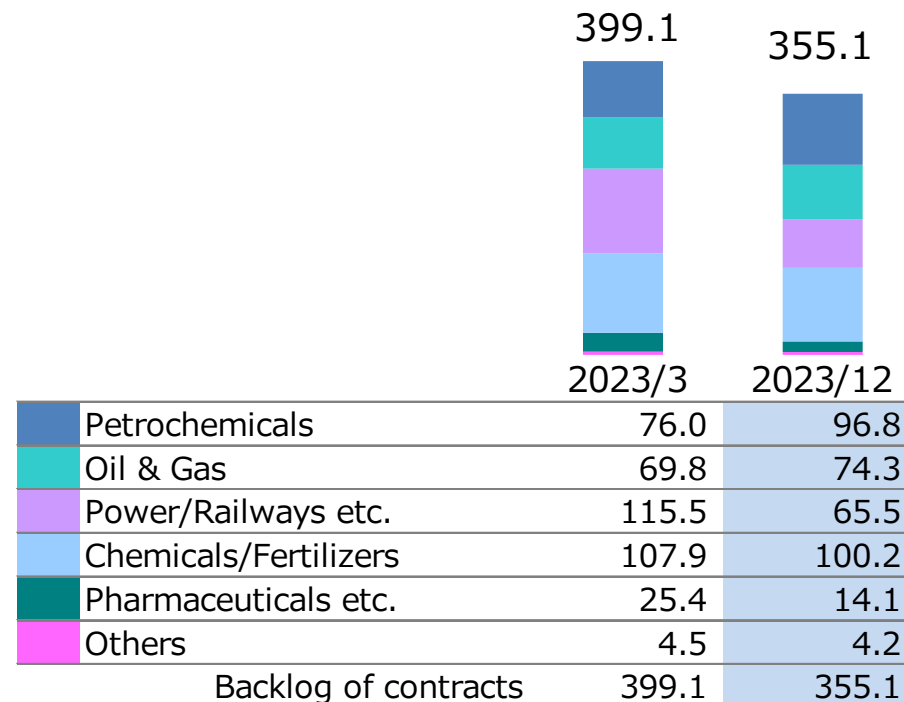
※ <Reference> Including the equity method affiliates

Region



Japan	160.9	73.7
Southeast Asia, Korea	28.0	84.5
Southwest Asia, Middle East and Africa	131.2	123.3
Russia and Central Asia	20.8	14.0
North America	0.3	12.4
Central and South America	12.7	11.1
China	44.9	35.6
Others	0.3	0.5
Backlog of contracts	399.1	355.1
The equity method affiliates	43.2	273.4
<Reference> Backlog of contracts including the equity method affiliates	442.4	628.5

Product



2023/12 Major Contracts

Consolidated

Chemical/Fertilizer, NIGERIA
Petrochemical, THAILAND
Oil & Gas, INDIA (2 projects)
Power/Railways etc., JAPAN

The equity method affiliates

FPSO, GUYANA
FPSO, BRAZIL

Forecast for 2024/3

JPY billion



- ◆ Revised the forecast for 2024/3 (Profit attributable to owners of parent revised upward due to recording of extraordinary income from transfer of real estate)

	2023/3	3Q:2023/12		2024/3 Forecast			<Reason for revision>
	Result	Result	Progress	Previous plan as of 2023/11/9	Revised plan as of 2024/1/25	Difference	
Net sales	192.9	189.3	76%	250.0	250.0	±0.0	
Gross profit	24.2	20.9	80%	26.0	26.0	±0.0	
Gross profit margin	12.6%	11.1%		10.4%	10.4%	±0.0pt	
SG&A expenses	19.5	15.4	73%	21.0	21.0	±0.0	
Operating income	4.7	5.4	108%	5.0	5.0	±0.0	
Operating income margin	2.5%	2.9%		2.0%	2.0%	±0.0pt	
Non-operating income & expenses	(0.8)	(0.3)	-	-	-	±0.0	
Ordinary income	3.8	5.1	102%	5.0	5.0	±0.0	
Extraordinary income & loss	-	-	0%	-	4.9	+4.9	Recording of extraordinary income from transfer of real estate
Income taxes	2.2	2.0	100%	2.0	2.0	±0.0	
Profit attributable to owners of parent	1.6	3.0	38%	3.0	7.9	+4.9	Recording of extraordinary income from transfer of real estate
New orders	211.0	144.7	121%	120.0	120.0	±0.0	
New orders including the equity method affiliates	254.2	441.9	108%	410.0	410.0	±0.0	
Dividends per share	¥0	-	-	¥0	¥0	±¥0	
Net assets	49.1	54.8		55.8	59.6	+3.8	
ROE	3.5%	-		5.7%	14.6%	+8.9pt	

Exchange rate for the forecast 1US\$= ¥140



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The forecasts given above are based on information available at the time of compilation and are inherently subject to a variety of risks and uncertainties. Actual results may vary significantly from forecasts due to factors including, but not limited to, changes in the economic or business environment and exchange rate fluctuations.