



OUTLINE OF FINANCIAL RESULTS

Fiscal year ended March 2014

NEXT TOYO 2015

May 14, 2014
Toyo Engineering Corporation

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NEXT TOYO 2015

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Performance summary

Increased in revenue
but decreased in profit
compared with the last fiscal year.

New orders marked record
historical high.

New orders : 365.1 billion yen

Performance summary

NEXT TOYO 2015

Billion yen

	2013/3	2014/3	Difference		Forecast 2014/3 as of Nov 13, 2013	Difference	Achievement
Net sales	228.7	230.1	1.4	1%	250.0	(19.9)	92%
Gross profit	24.2	25.1	0.9	4%	24.0	1.1	105%
Gross profit rate	10.6%	10.9%	0.3%		9.6%	1.3%	
Operating income	1.5	0.4	(1.1)	-73%	2.0	(1.6)	20%
Operating income rate	0.7%	0.2%	-0.5%		0.8%	-0.6%	
Ordinary income	4.0	4.9	0.9	23%	4.0	0.9	123%
Net income	1.4	0.9	(0.5)	-36%	0.0	0.9	-
New orders	290.4	365.1	74.7	26%	330.0	35.1	111%
Dividends per share (yen) (Non-consolidated)	¥5	¥3	(¥2)		¥3	¥0	100%

Income statement, Comprehensive income

NEXT TOYO 2015

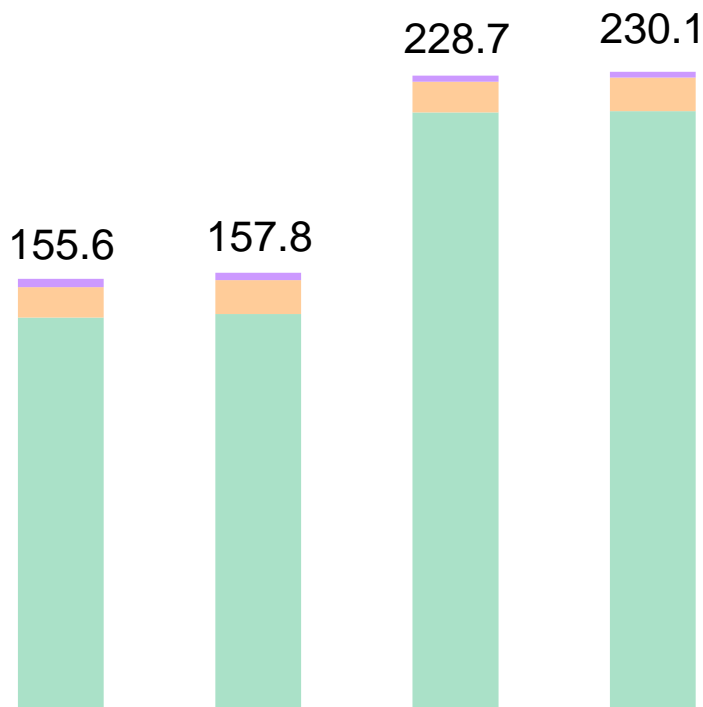
Billion yen

	2013/3		2014/3		Difference	Forecast 2014/3 as of Nov 13, 2013		Difference
	Billion yen	%	Billion yen	%				
Net sales	228.7	100.0	230.1	100.0	1.4	250.0	(19.9)	
Cost of sales	204.5	89.4	204.9	89.1	(0.4)			
Gross profit	24.2	10.6	25.1	10.9	0.9	24.0	1.1	
Selling, general and administrative expenses	22.6	9.9	24.6	10.7	(2.0)			
Operating income	1.5	0.7	0.4	0.2	(1.1)	2.0	(1.6)	
Total non-operating income and expenses	2.4	1.0	4.4	1.9	2.0			
Ordinary income	4.0	1.7	4.9	2.1	0.9	4.0	0.9	
Total extraordinary gain and loss	(1.0)	(0.4)	0.7	0.3	1.7			
Income before income taxes and minority interest	2.9	1.3	5.6	2.5	2.7			
Income taxes	2.1	0.9	4.6	2.0	(2.5)			
Minority interests in income (loss)	(0.6)	(0.3)	0.0	0.0	(0.6)			
Net income	1.4	0.6	0.9	0.4	(0.5)	0.0	0.9	
Comprehensive income	3.1		4.0		0.9			

Net sales

NEXT TOYO 2015

Billion yen



	2011/3	2012/3	2013/3	2014/3
EPC	141.7	143.0	215.5	215.9
IT	11.0	12.2	11.0	12.1
Real estate	2.9	2.6	2.2	2.1
Total	155.6	157.8	228.7	230.1

Compared with the last fiscal year

	2013/3	2014/3	Difference	
EPC	215.5	215.9	0.4	0%
IT	11.0	12.1	1.1	10%
Real estate	2.2	2.1	(0.1)	-5%
Total	228.7	230.1	1.4	1%

	2013/3	2014/3	Difference	
Japan	44.4	36.2	(8.2)	
%	19%	16%	-3%	
Overseas	184.3	193.9	9.6	
%	81%	84%	3%	
Total	228.7	230.1	1.4	

Compared with forecast

	2014/3		Difference	Achievement
	Forecast	Result		
EPC	236.5	215.9	(20.6)	91%
IT	11.5	12.1	0.6	105%
Real estate	2.0	2.1	0.1	105%
Total	250.0	230.1	(19.9)	92%

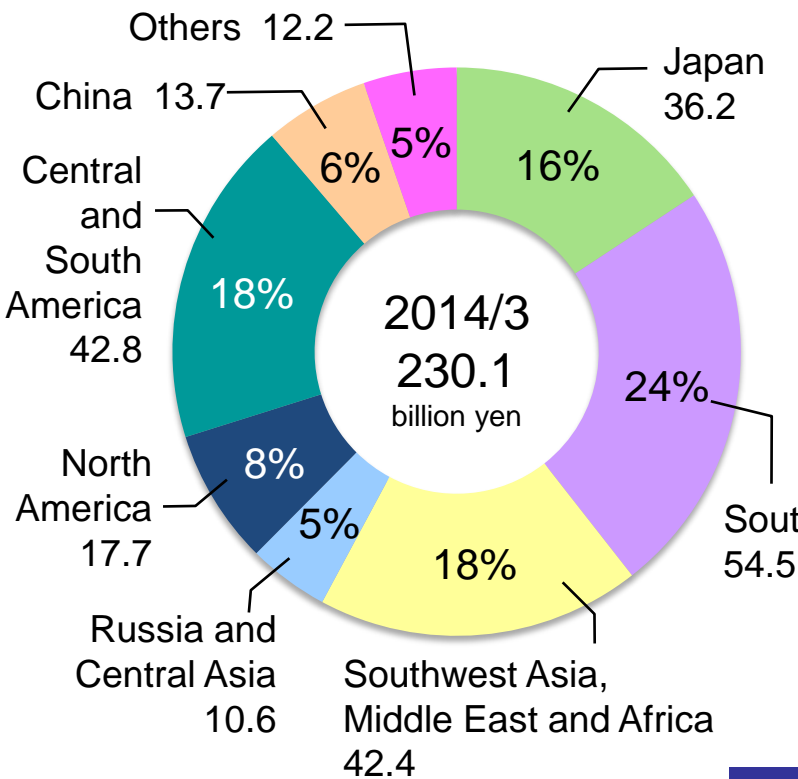
*EPC: Engineering , Procurement, Construction

Net sales

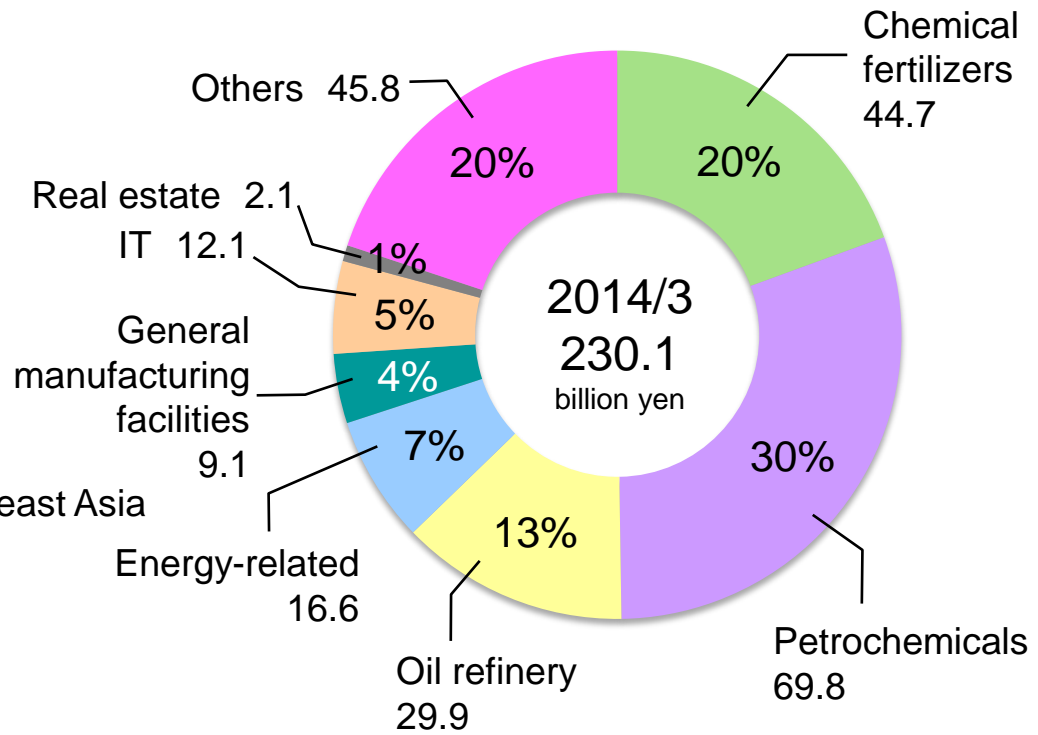
NEXT TOYO 2015

Billion yen

Breakdown by region



Breakdown by segment details



Major contracts

Over 20 billion yen Over 10 billion yen Over 5 billion yen

Chemical Fertilizer, INDONESIA
Others, BRAZIL

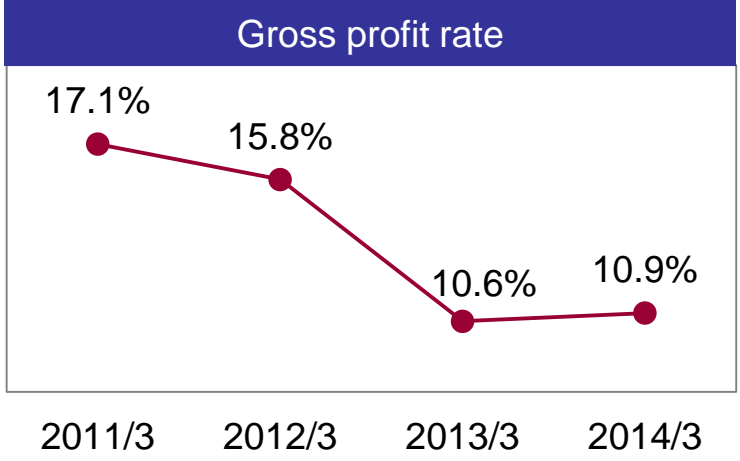
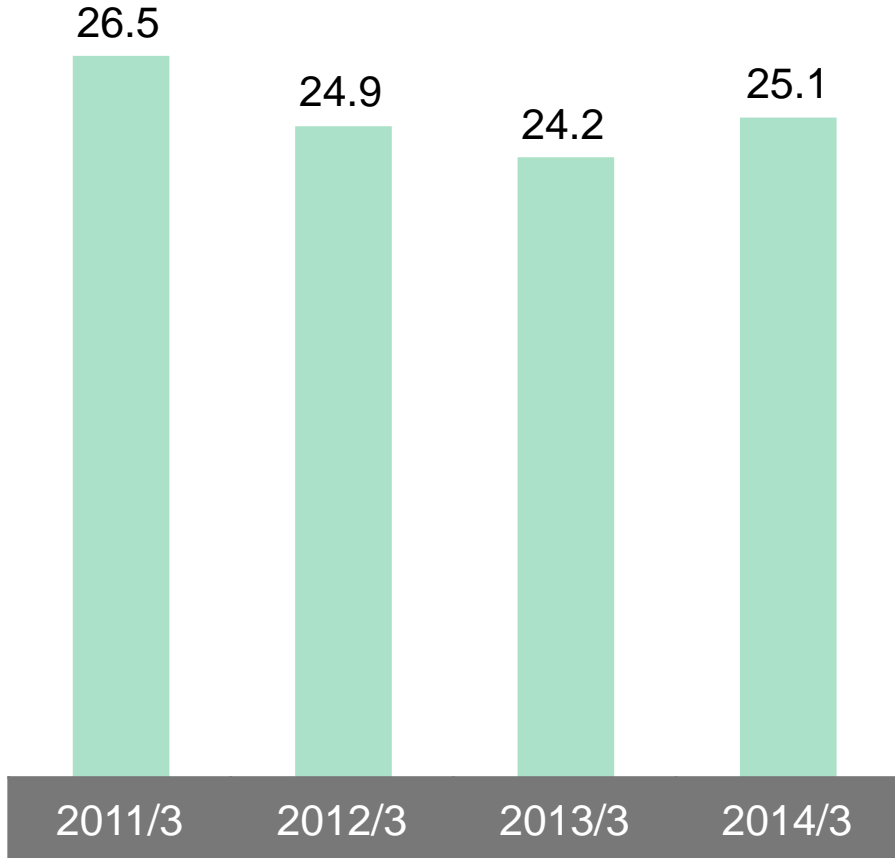
Petrochemical, EGYPT

Chemical fertilizer, NIGERIA
Oil refinery, RUSSIA
Oil refinery, CANADA

Gross profit

NEXT TOYO 2015

Billion yen



Compared with the last fiscal year			
2013/3	2014/3	Difference	
24.2	25.1	0.9	4%

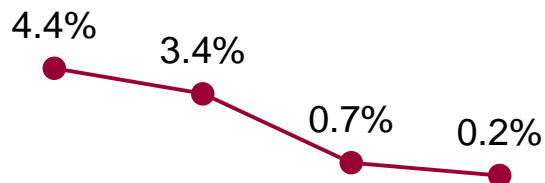
Compared with forecast			
2014/3 Forecast	2014/3 Result	Difference	Achievement
24.0	25.1	1.1	105%

Operating, Ordinary & Net income

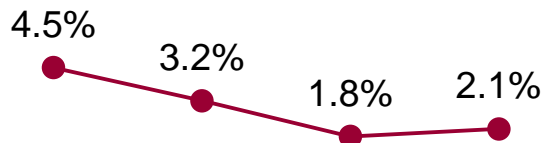
NEXT TOYO 2015

Line chart : Profit rate (%), Bar chart : Amount (billion yen)

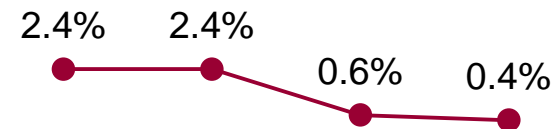
Operating income



Ordinary income



Net income



	2011/3	2012/3	2013/3	2014/3
EPC	5.6	4.1	0.3	(0.8)
IT	0.2	0.3	0.3	0.4
Real Estate	1.0	0.9	0.9	0.9
Total	6.8	5.3	1.5	0.4

6.8



2011/3 2012/3 2013/3 2014/3

7.0



2011/3 2012/3 2013/3 2014/3

3.7



2011/3 2012/3 2013/3 2014/3

Balance sheet

NEXT TOYO 2015

Billion yen

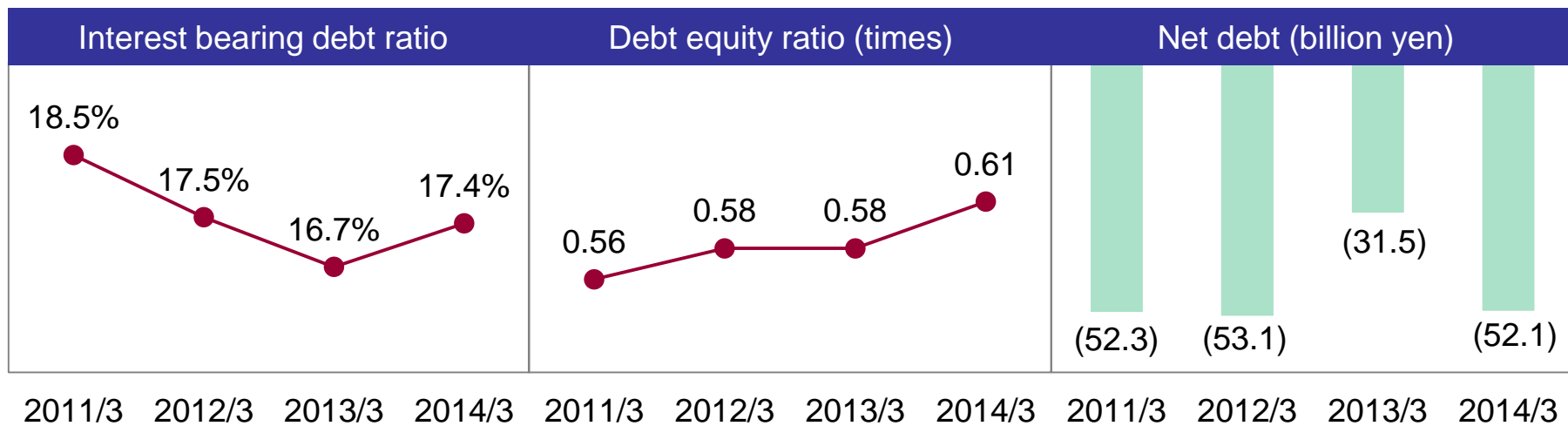
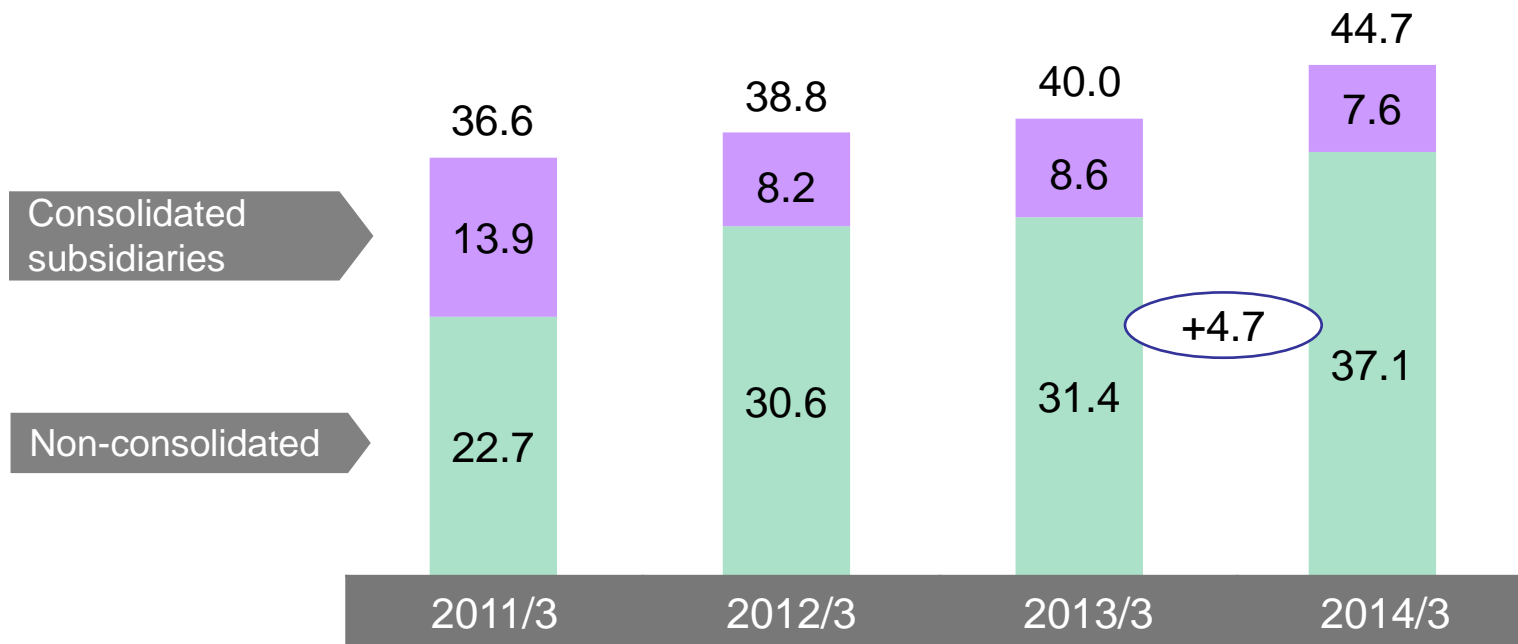
Assets	2013/3	2014/3	Difference
Current assets	188.5	202.0	13.5
Cash and deposits	52.3	73.8	21.5
Marketable securities	21.3	25.0	3.7
Other current assets	27.0	20.3	(6.7)
<Operating assets>			
Notes and accounts receivable	54.4	48.3	(6.1)
Contract work in progress	33.3	34.4	1.1
Fixed assets	52.1	55.4	3.3
Property, plant and equipment	31.1	30.3	(0.8)
Intangible assets	5.4	5.0	(0.4)
Investments and assets	15.5	19.9	4.4
Total assets	240.6	257.4	16.8

Liabilities and net assets	2013/3	2014/3	Difference
Current liabilities	133.1	140.1	7.0
Short-term interest bearing debt	12.9	10.7	(2.2)
Other current liabilities	15.3	17.1	1.8
<Operating liabilities>			
Notes and accounts payable	60.3	55.7	(4.6)
Advance receipts on uncompleted contracts	44.4	56.5	12.1
Long-term liabilities	36.4	42.4	6.0
Long-term interest bearing debt	27.1	34.0	6.9
Other long-term liabilities	9.3	8.4	(0.9)
Net assets	71.0	74.8	3.8
Shareholder's equity	70.1	70.0	(0.1)
Accumulated other comprehensive income	(0.4)	3.2	3.6
Minority interest	1.4	1.4	(0.0)
Total liabilities and net assets	240.6	257.4	16.8

Interest bearing debt balance

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Billion yen

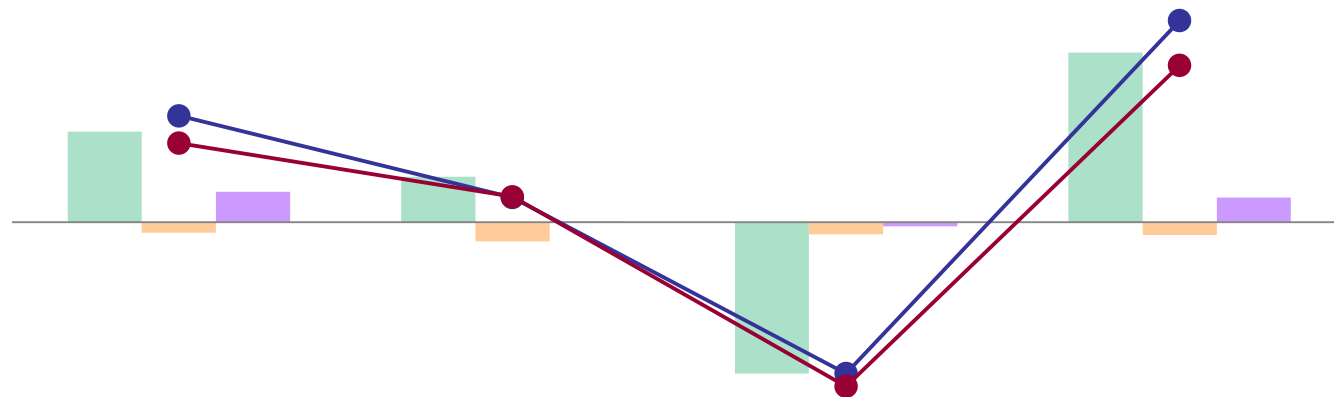


Cash flows

NEXT TOYO 2015

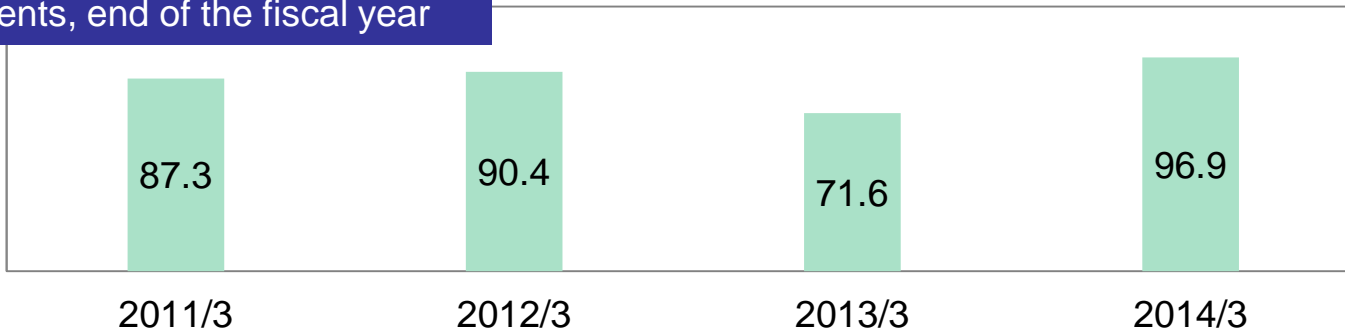
Billion yen

Cash flows



	2011/3	2012/3	2013/3	2014/3
Operating activities	11.3	5.7	(18.9)	21.2
Investing activities	(1.3)	(2.4)	(1.5)	(1.6)
Financing activities	3.8	0.1	(0.5)	3.1
Net increase/decrease in cash	13.3	3.1	(18.9)	25.2
Free cash flow	9.9	3.2	(20.5)	19.6

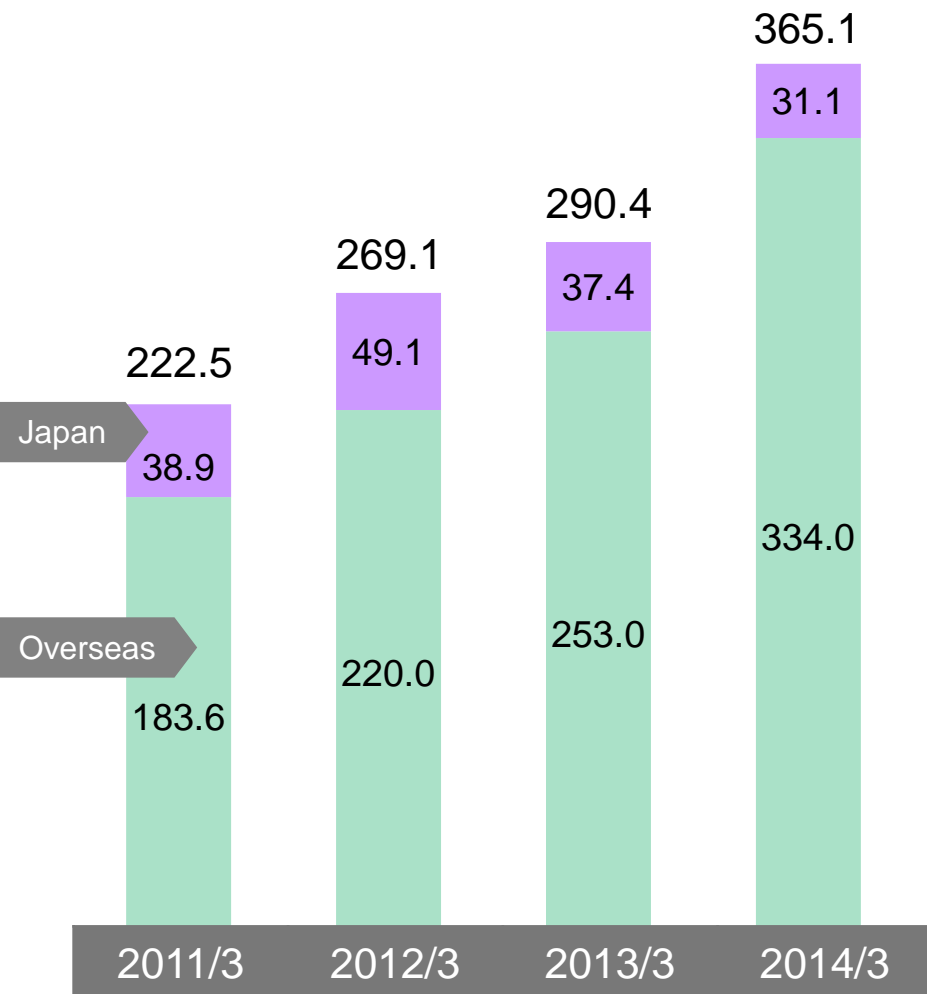
Cash and cash equivalents, end of the fiscal year



New orders

NEXT TOYO 2015

Billion yen



2014/3 New orders : 365.1 billion yen

Major contracts

Over 50 billion yen

- Petrochemical, TURKMENISTAN
- Oil refinery, CANADA

Over 20 billion yen

- Petrochemical, INDONESIA
- Petrochemical, EGYPT
- Chemical fertilizer, BRAZIL

Breakdown by consolidated companies

Toyo Engineering Corp.	207.3 billion yen	57%
Domestic subsidiaries	22.7 billion yen	6%
Overseas subsidiaries	135.1 billion yen	37%
Total	365.1 billion yen	100%

Compared with target

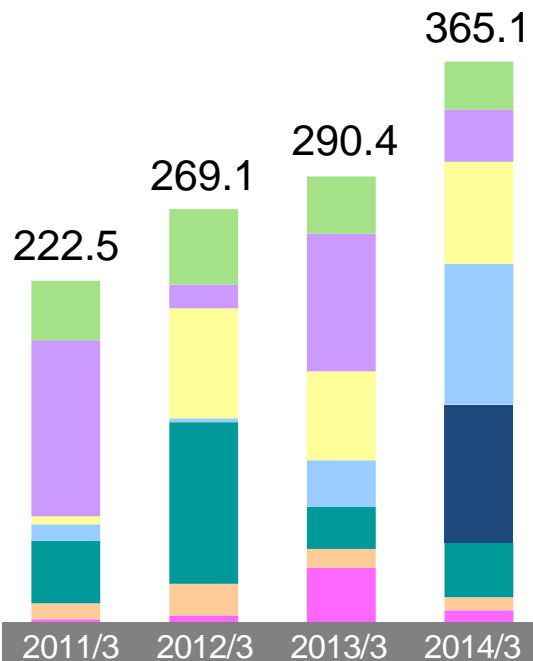
2014/3		Difference	Achievement
Target	Result		
330.0	365.1	35.1	111%

New orders

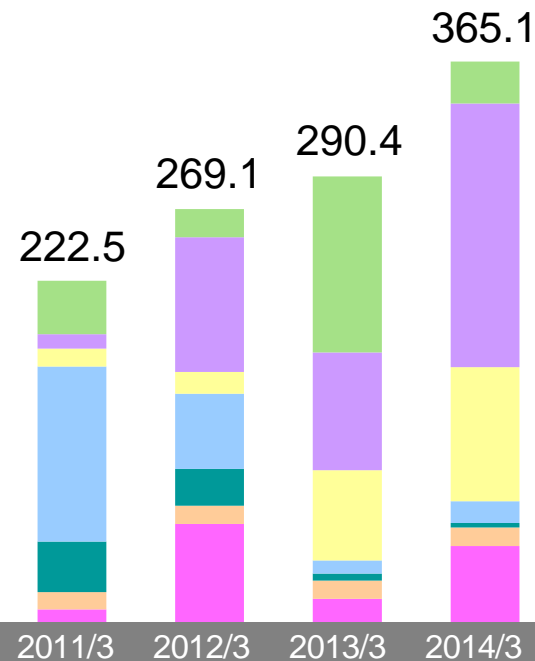
NEXT TOYO 2015

Billion yen

Breakdown by region



Breakdown by segment details



	2011/3	2012/3	2013/3	2014/3
Japan	38.9	49.1	37.4	31.1
Southeast Asia	114.6	15.4	89.5	34.1
Southwest Asia, Middle East and Africa	5.2	71.8	58.0	66.5
Russia and Central Asia	10.7	2.5	30.3	91.5
North America *				90.0
Central and South America	40.6	105.2	27.4	35.6
China	10.6	20.7	12.3	8.4
Others	1.9	4.4	35.5	7.9
Total	222.5	269.1	290.4	365.1

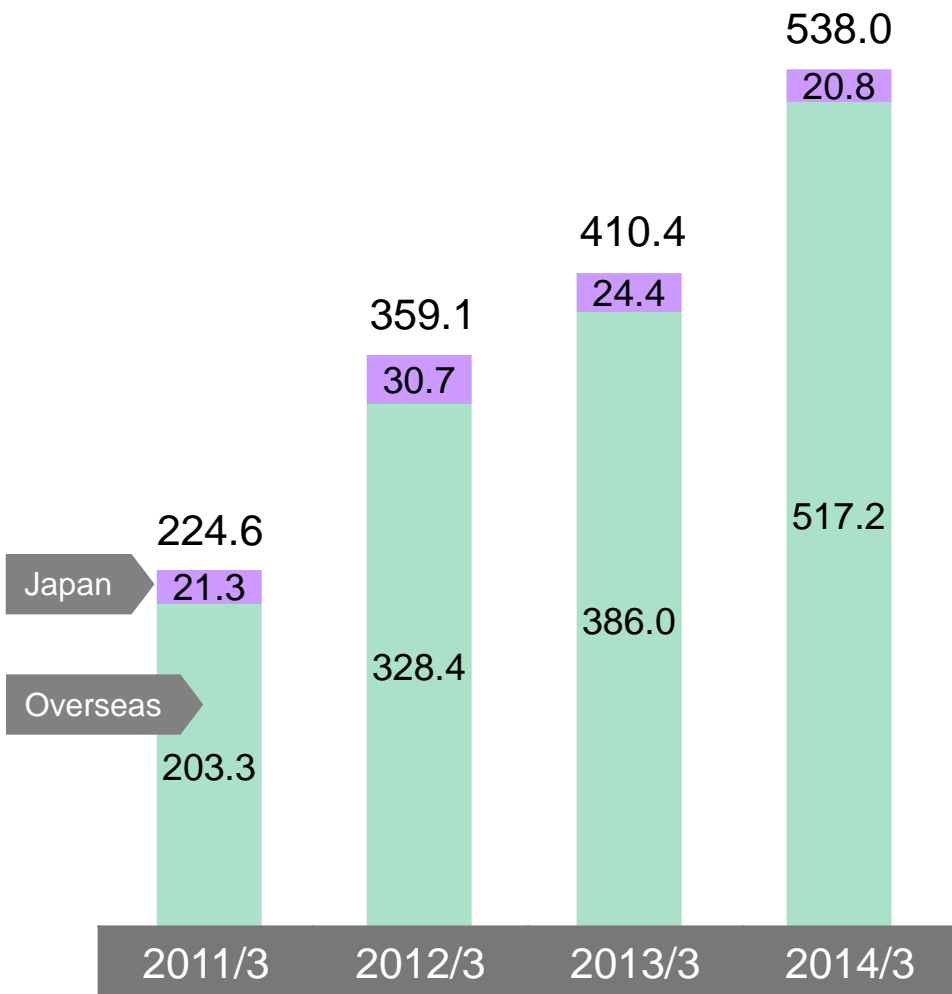
	2011/3	2012/3	2013/3	2014/3
Chemical fertilizers	34.9	18.3	114.7	27.3
Petrochemicals	9.4	87.8	76.6	171.7
Oil refinery	11.7	14.1	58.7	87.3
Energy-related	113.9	49.0	8.7	14.0
General manufacturing facilities	32.8	23.9	4.5	3.1
IT	11.3	12.0	11.9	12.1
Others	8.5	64.0	15.3	49.6
Total	222.5	269.1	290.4	365.1

* We disclosed region of North America from 2014/3.

Backlog of contracts

NEXT TOYO 2015

Billion yen



2014/3 Backlog of contracts 538.0 billion yen

Major contracts

Over 50 billion yen

- Chemical fertilizer, INDONESIA
- Petrochemical, TURKMENISTAN
- Oil refinery, CANADA

Over 20 billion yen

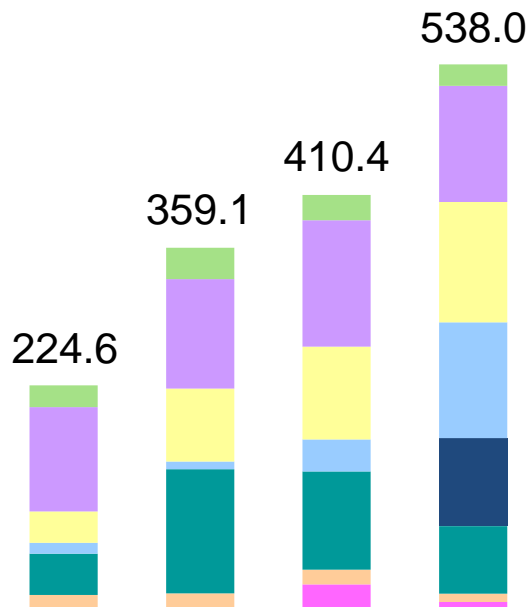
- Petrochemical, INDONESIA
- Chemical fertilizer, NIGERIA
- Petrochemical, EGYPT
- Oil refinery, RUSSIA
- Chemical fertilizer, BRAZIL

Backlog of contracts

NEXT TOYO 2015

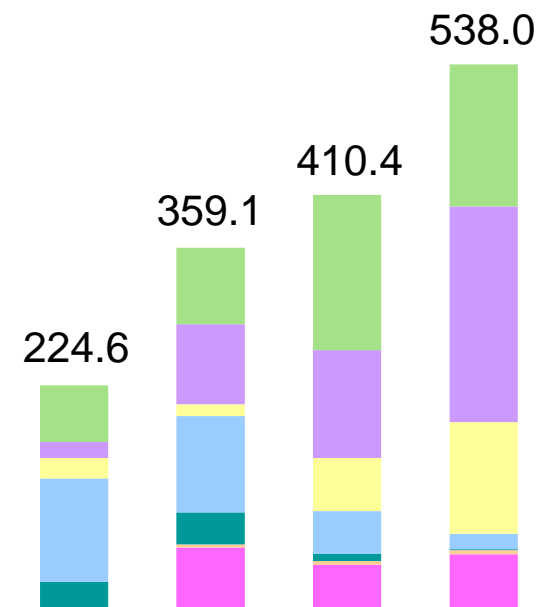
Billion yen

Breakdown by region



	2011/3	2012/3	2013/3	2014/3
Japan	21.3	30.7	24.4	20.8
Southeast Asia	101.8	107.0	123.7	113.4
Southwest Asia, Middle East and Africa	30.6	71.2	90.6	117.8
Russia and Central Asia	10.6	7.4	31.3	112.9
North America *				86.0
Central and South America	40.5	121.5	96.0	65.9
China	18.6	19.5	14.3	8.3
Others	1.2	1.8	30.1	12.9
Total	224.6	359.1	410.4	538.0

Breakdown by segment details



	2011/3	2012/3	2013/3	2014/3
Chemical fertilizers	55.4	74.8	151.3	138.6
Petrochemicals	15.6	78.1	105.5	210.8
Oil refinery	20.0	11.5	51.8	109.1
Energy-related	101.0	94.1	41.5	14.9
General manufacturing facilities	28.1	31.4	7.2	1.1
IT	3.4	3.1	4.0	3.9
Others	1.1	66.1	49.1	59.6
Total	224.6	359.1	410.4	538.0

* We disclosed region of North America from 2014/3.

Forecast

NEXT TOYO 2015

Billion yen

	2014/3	Forecast 2015/3
Net sales	230.1	290.0
Gross profit	25.1	33.0
Gross profit rate	10.9%	11.4%
Operating income	0.4	7.0
Operating income rate	0.2%	2.4%
Ordinary income	4.9	10.0
Net income	0.9	6.0
New orders	365.1	330.0
Dividends per share (yen) (Non-consolidated)	¥3	¥8 [*]

Exchange rate for the forecast 1US\$= ¥103 1EUR= ¥125

^{*} Including interim dividends ¥4

Segment breakdown of the forecast

Net sales	2015/3
EPC	275.5
IT	12.5
Real estate	2.0
Total	290.0

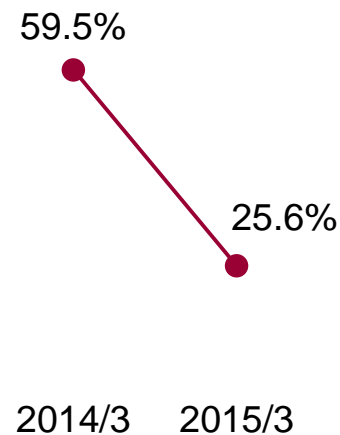
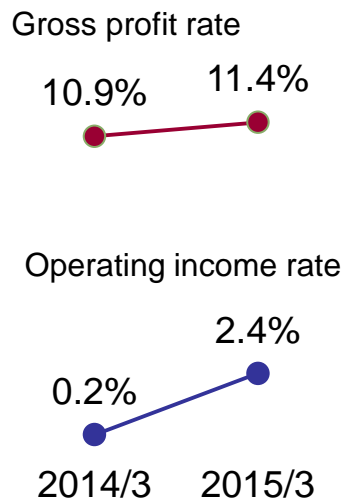
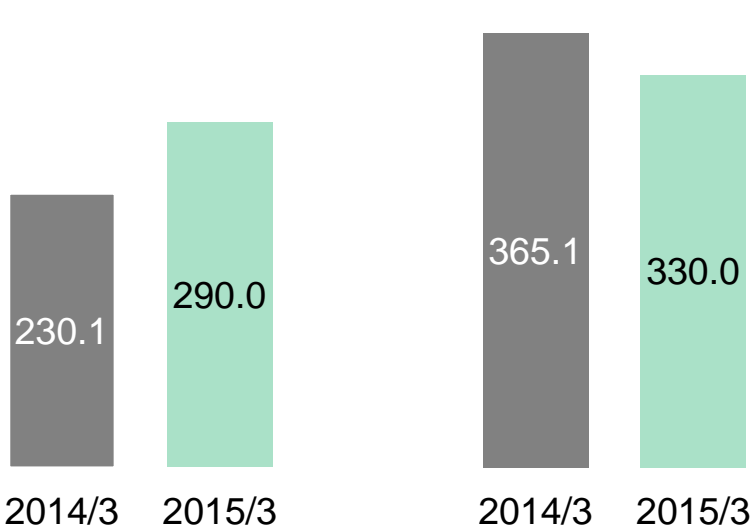
Operating income	2015/3
EPC	5.7
IT	0.4
Real estate	0.9
Total	7.0

Forecast

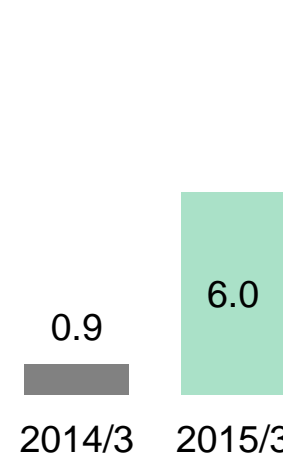
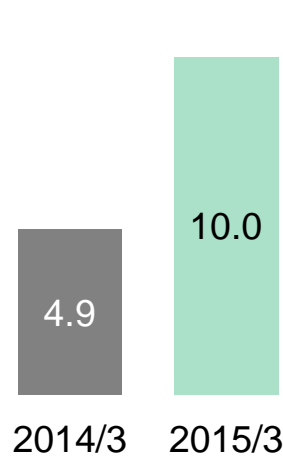
NEXT TOYO 2015

Billion yen

Net sales New orders Profit rate Payout ratio



Gross profit Operating income Ordinary income Net income



-Reference- Historical data

NEXT TOYO 2015

		2011/3	2012/3	2013/3	2014/3	Forecast 2015/3
Net sales	Billion yen	155.6	157.8	228.7	230.1	290.0
Gross profit	Billion yen	26.5	24.9	24.2	25.1	33.0
Gross profit rate	%	17.1%	15.8%	10.6%	10.9%	11.4%
Operating income	Billion yen	6.8	5.3	1.5	0.4	7.0
Operating income rate	%	4.4%	3.4%	0.7%	0.2%	2.4%
Ordinary income	Billion yen	7.0	5.1	4.0	4.9	10.0
Net income	Billion yen	3.7	3.7	1.4	0.9	6.0
Comprehensive income	Billion yen	2.7	2.5	3.1	4.0	
Interest bearing debt	Billion yen	36.6	38.8	40.0	44.7	
Interest bearing debt ratio	%	18.5%	17.5%	16.7%	17.4%	
Net debt	Billion yen	(52.3)	(53.1)	(31.5)	(52.1)	
Debt equity ratio	Times	0.56	0.58	0.58	0.61	
Equity ratio	%	32.9%	30.1%	28.9%	28.5%	
Operating activities CF	Billion yen	11.3	5.7	(18.9)	21.2	
Investing activities CF	Billion yen	(1.3)	(2.4)	(1.5)	(1.6)	
Financing activities CF	Billion yen	3.8	0.1	(0.5)	3.1	
New orders	Billion yen	222.5	269.1	290.4	365.1	330.0
Backlog of contracts	Billion yen	224.6	359.1	410.4	538.0	580.0
Dividends per share (Non-consolidated)	Yen	5.0	6.0	5.0	3.0	8.0



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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.