

Your Success, Our Pride.



Third Quarter of Fiscal Year Ending March 2020

OUTLINE OF FINANCIAL RESULTS

February 13, 2020

Toyo Engineering Corporation

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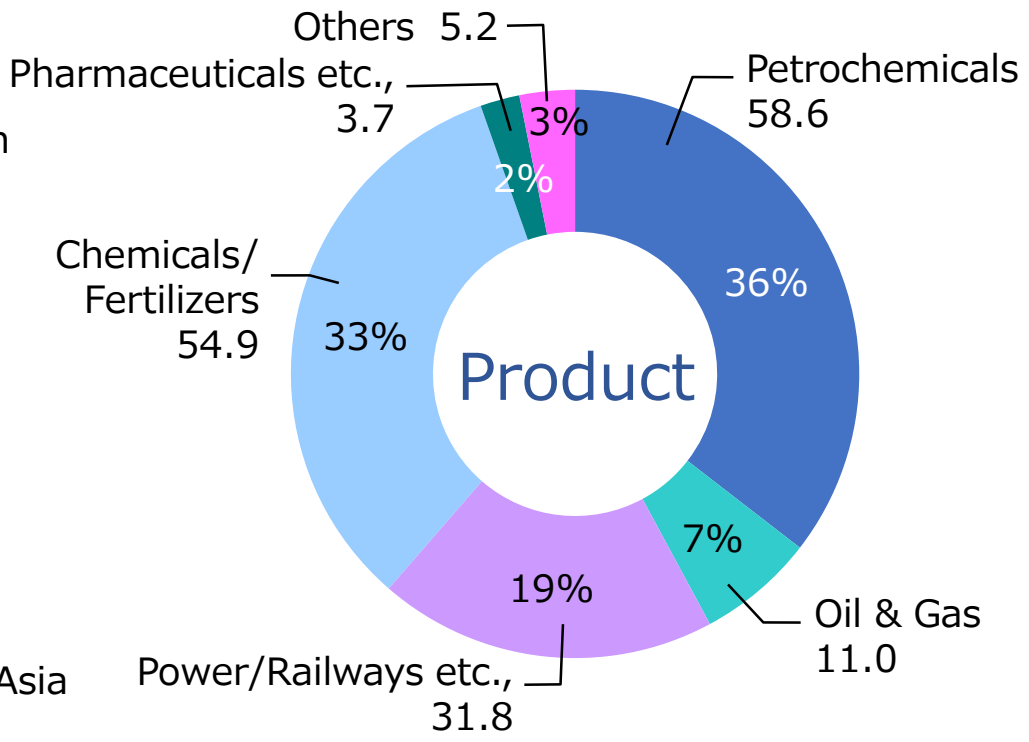
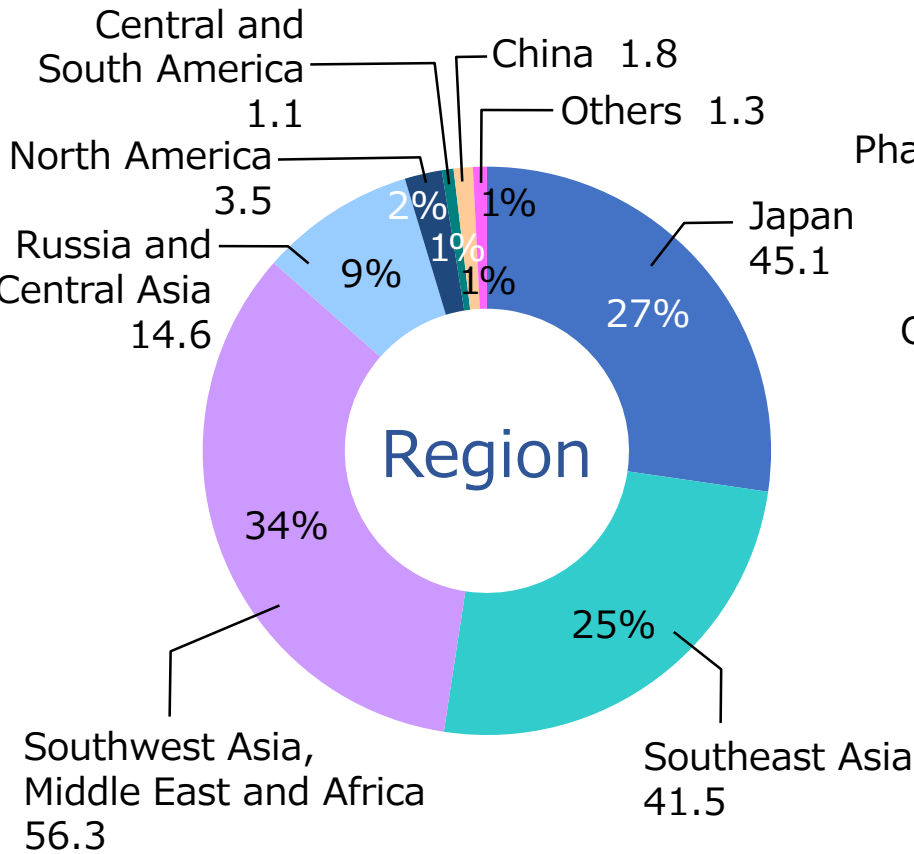
Performance Summary

- ◆ Decrease in revenue but increase in profit compared with the same period of the previous year

	2018/12	2019/12	Difference	Forecast 2020/3	Progress
Net sales	224.0	165.2	(58.8)	240.0	69%
Gross profit	12.3	13.8	1.5	21.5	64%
Gross profit margin	5.5%	8.4%	2.9%	9.0%	
SG&A expenses	11.7	11.9	(0.2)	18.5	64%
Operating income	0.5	1.8	1.3	3.0	60%
Operating income margin	0.3%	1.1%	0.8%	1.3%	
Non-operating income and expenses	3.2	(0.5)	(3.7)	0.0	-
Ordinary income	3.7	1.2	(2.5)	3.0	40%
Extraordinary income	-	1.9	1.9	-	-
Profit before income taxes	3.7	3.2	(0.5)	-	-
Income taxes	2.3	1.5	0.8	-	-
Profit attributable to owners of parent	1.4	1.7	0.3	2.0	85%
New orders	205.5	141.0	(64.5)	300.0	47%

Net Sales

2019/12 Net sales : JPY 165.2 billion



Major Contracts

Chemical/Fertilizer, NIGERIA
 Chemical/Fertilizer, INDIA

Petrochemicals, RUSSIA (2 projects)
 Petrochemical, THAILAND

Balance Sheet

JPY billion

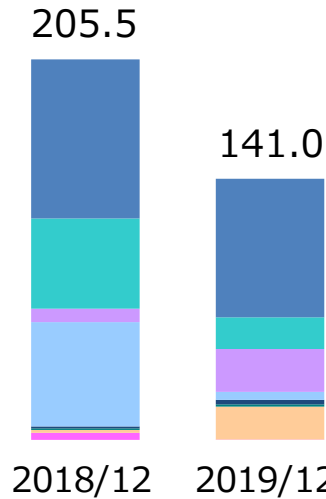
Assets	2019/3	2019/12	Difference	Liabilities and net assets	2019/3	2019/12	Difference
Current assets	212.7	179.9	(32.8)	Current liabilities	178.4	148.6	(29.8)
Cash and deposits	101.7	78.4	(23.3)	Short-term interest bearing debt	13.4	16.9	3.5
Notes and accounts receivable	68.1	57.1	(11.0)	Notes and accounts payable	82.5	59.9	(22.6)
Work in progress	26.4	23.7	(2.7)	Advance receipts on uncompleted contracts	69.2	60.5	(8.7)
Other current assets	16.3	20.5	4.2	Other current liabilities	13.2	11.2	(2.0)
Non-current assets	26.9	22.1	(4.8)	Noncurrent liabilities	24.8	16.2	(8.6)
Property, plant and equipment	11.1	11.7	0.6	Long-term interest bearing debt	19.3	10.5	(8.8)
Intangible assets	0.9	1.2	0.3	Other noncurrent liabilities	5.5	5.6	0.1
Investments and other assets	14.8	9.1	(5.7)	Net assets	36.3	37.1	0.8
				Shareholder's equity	34.5	36.2	1.7
				Accumulated other comprehensive income	1.7	0.7	(1.0)
				Non-controlling interests	0.1	0.1	0.0
Total assets	239.6	202.0	(37.6)	Total liabilities and net assets	239.6	202.0	(37.6)
				Equity ratio	15.1%	18.3%	3.2%

New Orders



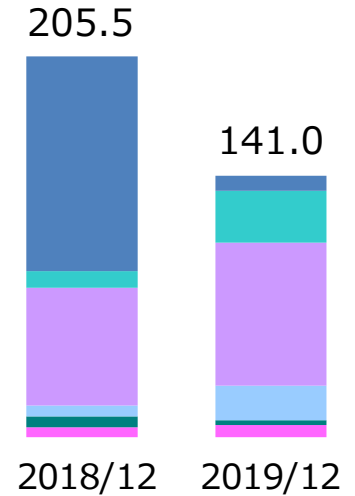
JPY billion

Region



	2018/12	2019/12
Japan	86.0	74.7
Southeast Asia	48.7	17.2
Southwest Asia, Middle East and Africa	7.2	23.1
Russia and Central Asia	56.2	4.4
North America	1.1	2.4
Central and South America	0.8	1.1
China	1.7	17.9
Others	3.8	0.2
Total	205.5	141.0

Product



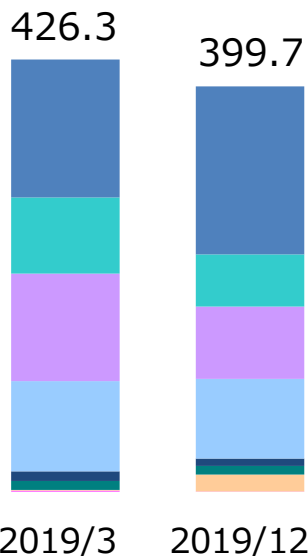
	2018/12	2019/12
Petrochemicals	116.0	8.0
Oil & Gas	8.9	28.0
Power / Railways etc.	63.6	77.2
Chemicals / Fertilizers	5.8	18.8
Pharmaceuticals etc.	5.9	2.5
Others	5.3	6.5
Total	205.5	141.0

2019/12
Major
Contracts

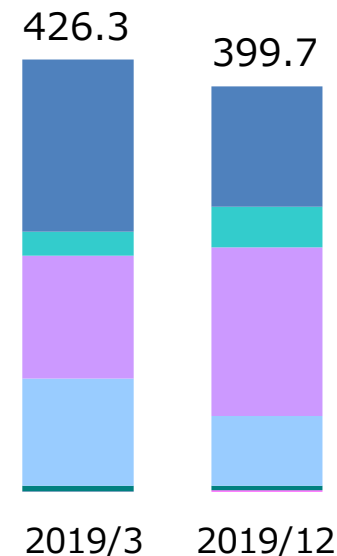
Power/Railways etc., JAPAN (3 projects)
Oil & Gas, INDIA

Backlog of Contracts

Region



Product



Region	2019/3	2019/12
Japan	135.9	165.5
Southeast Asia	75.4	51.5
Southwest Asia, Middle East and Africa	105.9	71.5
Russia and Central Asia	89.1	78.4
North America	9.5	7.3
Central and South America	8.6	8.7
China	0.7	16.7
Others	1.2	0.1
Total	426.3	399.7

Product	2019/3	2019/12
Petrochemicals	169.9	118.4
Oil & Gas	23.6	40.2
Power / Railways etc.	121.1	166.4
Chemicals / Fertilizers	105.8	68.9
Pharmaceuticals etc.	5.6	4.3
Others	0.3	1.5
Total	426.3	399.7

Forecast for 2020/3

◆ No change from initial forecast as of May 15, 2019

	2019/3	3Q 2019/12	Forecast 2020/3
Net sales	294.9	165.2	240.0
Gross profit	10.6	13.8	21.5
Gross profit margin	3.6%	8.4%	9.0%
SG&A expenses	16.2	11.9	18.5
Operating income	(5.6)	1.8	3.0
Operating income margin	-1.9%	1.1%	1.3%
Non-operating income and expenses	9.0	(0.5)	0.0
Ordinary income	3.4	1.2	3.0
Profit attributable to owners of parent	(0.8)	1.7	2.0
New orders	298.0	141.0	300.0
Dividends per share	¥0	-	¥0

Exchange rate for the forecast 1US\$= ¥109

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Toyo Engineering Corporation

URL <https://www.toyo-eng.com>

For further questions on this material, please contact:

Wataru IIDA
General Manager
Corporate Communications Department

2-8-1 Akanehama, Narashino, Chiba, Japan 275-0024

TEL +81-47-454-1681

E-mail ir@toyo-eng.com

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.