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May 15, 2025

Company: TODA CORPORATION

Representative: Seisuke Otani, President and Representative Director

(Securities Code: 1860 TSE Prime Market)

Contact: Kenichi Tsukumo, General Manager, Corporate Planning Div.

(Phone: 03-3535-1357)

## Notice Concerning TODA CORPORATION Group Formulation of "Medium-Term Management Plan 2027"

TODA CORPORATION Group ("Toda Group") hereby announces the formulation of its "Medium-Term Management Plan 2027" covering the three-year fiscal period from FY2025 to FY2027 as outlined below.

TODA Group has been working towards strengthening its business portfolio and creating sustainable value based on the "Medium-Term Management Plan 2024 - Rolling Plan" (announced in May 2022, the "2024 Medium-Term Plan"). This plan aims to achieve the "Future Vision CX150" (the "CX150"), with 2024 set as the final fiscal year of the plan.

Under the 2024 Medium-Term Plan, we made growth investments focused on Phase 1 of CX150, "Access to Sources of Value." These investments included the reconstruction of the new headquarters building, "TODA BUILDING,"; the launch of "Agriscience Valley Joso," a project aimed at regional revitalization; and the advancement of the "Offshore Wind Power Generation Project off the Coast of Goto City (floating offshore wind power generation business)" to pursue carbon neutrality. These initiatives were driven by our forward-looking vision. While some performance targets were not met, revenue in the construction business entered a recovery trend in the final fiscal year, and we will capitalize on this momentum to drive new growth.

In light of these achievements and challenges, we recognize the importance of identifying and leveraging our key strengths to navigate the uncertain business environment ahead and to create the TODA Group's unique "Distinctive Value." To achieve high profitability, we will pursue "Vertical Expansion" to enhance the value at sales and construction site offices, along with "Horizontal Expansion" to strengthen collaboration between our construction and strategic businesses. We will also reposition our employees to client-facing roles, increase investments in digital solutions and technology, and enhance capital efficiency to further strengthen our business foundation.

Under this plan, we will move forward with Phase 2 of CX150, "Value Restructuring," and achieve sustainable growth that meets your expectations, while also enhancing our medium- to long-term corporate value.

<sup>\*</sup> Distinctive Value: The exceptional value TODA Group provides, exceeding customer expectations through its unique perspective and cutting-edge technological capabilities.

#### 1. Basic Policy

#### [Identify and Connect] From Diffusion to Unity: Maximizing Value

- By identifying our key strengths and leveraging them as convergence knowledge, we will create the unique value (distinctive value) of TODA Group that contributes to our competitive advantage.
- We aim to achieve high profitability by providing value at the front lines, such as sales and construction site offices (vertical expansion), and by creating synergies through collaboration between construction and strategic businesses (horizontal expansion).
  - \* Convergence knowledge: The creation of "knowledge vitality" where diverse knowledge converges to generate new value. (Japan Cabinet Office)

#### 2. Financial Targets

(1) Consolidated net sales and operating income

- Alongside revenue growth (+36.4% in net sales and +62.4% in operating income compared to FY2024), we will promote management with a focus on capital efficiency, targeting an ROE of 10.0% or higher.

	FY2024 Actual	FY2027 Target	Compared to FY2024	
Consolidated net sales	586.6 billion yen	Approx. 800 billion yen	+36.4 %	
Operating income	26.6 billion yen	43.5 billion yen or more	+62.4 %	
Operating profit margin	4.6 %	5.4% or higher	+0.8 pt	
Net income	25.1 billion yen	35 billion yen or more	+38.9 %	
ROE (return on equity)	7.4 %	10.0% or higher%	+2.6 pt	
Labor productivity (non-consolidated)	14.93 million yen	17.50 million yen or more	+17.2 %	

<sup>\*</sup> Labor productivity = Value added (operating income + total labor costs) / Number of employees (average during the period, including temporary employees)

#### (2) Shareholder return policy

- We will strive to deliver direct shareholder returns by driving medium- to long-term stock price growth, targeting a DOE of at least 3.5%, with a total payout ratio of approximately 70%.

	2024 Medium-Term Plan	Medium-Term Management Plan 2027		
DOE (dividends on equity ratio)	2.5% or higher	3.5% or higher		
Total payout ratio	40.0% or higher	Approx. 70.0%		

<sup>\*</sup> DOE (dividends on equity ratio) = Total dividends / Shareholders' equity

#### 3. Appendix

Please refer to the appendix for details of the Medium-Term Management Plan 2027.

<sup>\*</sup> Total payout ratio = Total amount returned to shareholders (Total dividends + Total share buybacks) / Net income attributable to owners of the parent



# TODA CORPORATION Group Medium-Term Management Plan 2027

(FY2025-FY2027) - Executive Summary

## "Identify and Connect"

From Diffusion to Unity: Maximizing Value

May 15, 2025
TODA CORPORATION



## Group-wide strategy | (1) Positioning of Medium-Term Management Plan 2027

## Promotion of Future Vision CX150/Phase 2 "Value Restructuring"

Identifying and leveraging our key strengths and creating distinctive value





**Future Vision CX150** 

Phase 1

Access to sources of value

(2022-2024)

Medium-Term Management Plan 2024 - Rolling Plan

Realization of CX150/Strengthening of business portfolio

Phase 2

Value restructuring

(2025-2027)

**Medium-Term Management** Plan 2027

**Identify and Connect** From Diffusion to Unity: **Maximizing Value** 

Identifying and leveraging our key strengths

2028

2030

2031

150th

anniversary

of company

founding

2022

2023

2024

2025

2026

2027

Phase 3 Realizing a society of collaborative creation

(2028-2030)

Next Medium-Term Management Plan



Creating distinctive value

2029

## **Identify and Connect**

## Identify

## Our key strengths

- Strengthen the business foundation through the combination of human capital, digital technology, and convergence knowledge, and select areas and fields where we can use our manufacturing and solutions strengths to the fullest extent
- Optimization of the business portfolio through growth investments and accelerated profit generation to achieve sustainable growth

## From Diffusion to Unity: Maximizing Value

## Connect

## Combine vertical and horizontal expansion

- Maximize customer value and address social issues on the frontlines (such as sales and construction site offices) by repositioning personnel and strengthening value chains (vertical expansion)
- Create value and expand into the construction lifecycle through the strengthening of collaboration between construction and strategic businesses (horizontal expansion)

\*Convergence knowledge is the creation of "knowledge vitality" where diverse knowledge converges to generate new value. (Japan Cabinet Office)

## Group-wide strategy (3) Financial targets (performance/financial KPIs)

Driving revenue growth and enhancing capital efficiency by optimizing management resources

### **Growth potential**

(Fiscal year ending March 2028)

Consolidated net sales Approx. **800** billion yen

### **Profitability**

(Fiscal year ending March 2028)

Operating income

43.5 billion yen or more

Net income attributable to owners of the parent **35.0** billion yen or more

## Capital efficiency

(Fiscal year ending March 2028)

ROE of 10.0% or higher

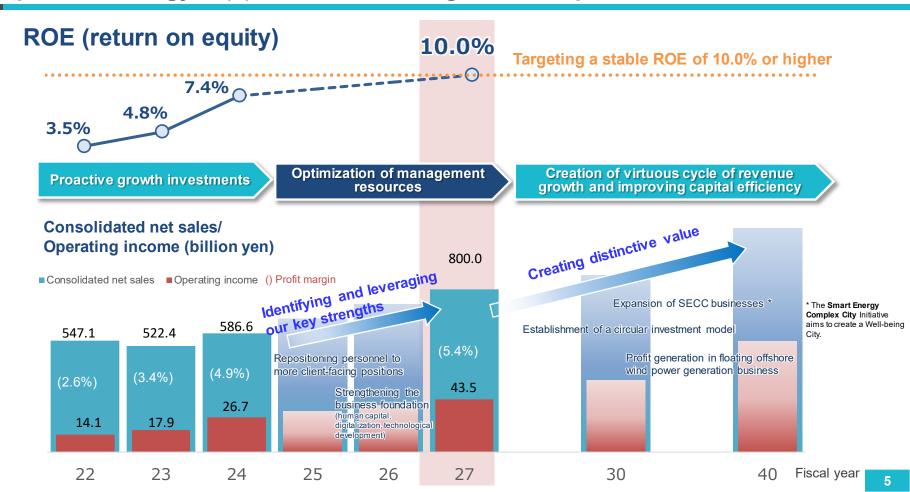
## Financial discipline

D/E ratio of **0.8**x or lower

#### Shareholder return

DOE of **3.5**% or higher Total payout ratio of approx. **70.0**%

## **Group-wide strategy** | (4) Performance target roadmap



## **Group-wide strategy** | (5) Performance targets by business

#### Boosting operating income through construction revenue growth and strategic activities

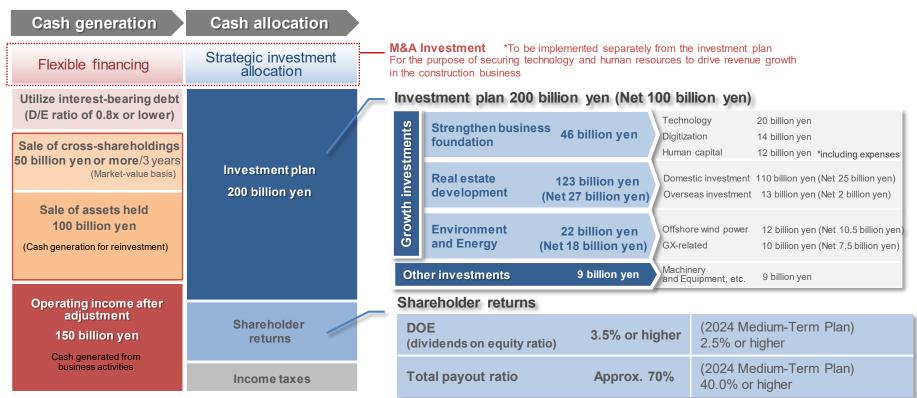
		Net sales		(Billion yen)	(	Operating income		(Billion yen)
		FY2024 Results	FY2027 Forecasts	% change compared to FY2024	FY2024 Results	FY2027 Forecasts	Operating profit margin	% change compared to FY2024
construction business	Architectural construction	359.1	430.0	19.7%	16.6	22.0	5.1%	31.9%
	Civil engineering	125.9	150.0	19.1%	7.2	9.0	6.0%	23.3%
Strategic businesses	Domestic investments	47.8	50.0	4.4%	6.0	6.0	12.0%	(1.6)%
	Global	57.6	90.0	56.0%	1.8	3.5	3.9%	86.2%
	GX (Green transformation)	1.4	7.0	368.1%	(0.9)	0.5	7.1%	-
	Domestic Group companies	59.2	80.0	35.1%	3.4	3.5	4.4%	2.7%
Co	nsolidated total	586.6	800.0	36.4%	26.7	43.5	5.4%	62.4%

- Expansion of the construction business through strategic project selection and concentration, talent acquisition (approx. a 10% increase), and the repositioning of personnel into more client-facing roles.
- Securing revenue from strategic businesses fueled by the growth of domestic and overseas subsidiaries (such as in Indonesia) and the renewable energy sector.

<sup>\*</sup> Eliminations are included in consolidated total

## Group-wide strategy | (6) Cash allocation (3-year total)

## Strengthening cash generation, growth investments, and shareholder returns through the sale of cross-shareholdings and assets

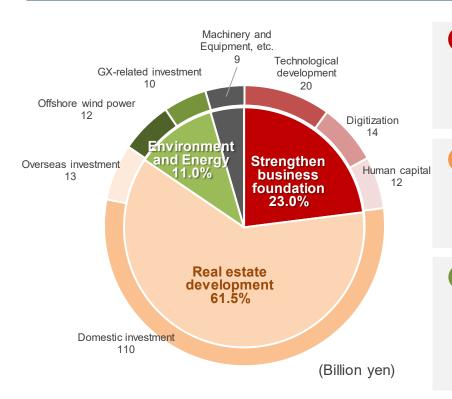


<sup>\*</sup>Operating income after adjustment = Operating income - real estate for sale gross profit + Depreciation + Investments in business foundation (expenses)
DOE = Total dividends / Shareholders' equity, Total payout ratio = (Total dividends + Total share buybacks) / Net income

## Group-wide strategy (7) Investment plan (3-year total)

Further investing in our business foundation (human capital/ digitization/ technological development)

## Investment plan (3-year total) 200 billion yen (Net 100 billion yen)



#### Strengthen business foundation

Lower section represents 2024 Medium-Term Plan results

46 billion yen\*including expenses

25.5 billion yen

- Strengthen investments in human capital, digitization, and technological development
- Investments in human capital include initiatives aimed at enhancing employee benefits and overall well-being

#### Real estate development

123 billion yen (Net 27 billion yen)

184 billion yen (Net 119.8 billion yen)

- Create synergies between the construction business and Group company businesses
- Develop projects and facilitate sales to private REIT and funds to realize the "circular investment model (net zero)"

#### **Environment and Energy**

22 billion yen (Net 18 billion yen)

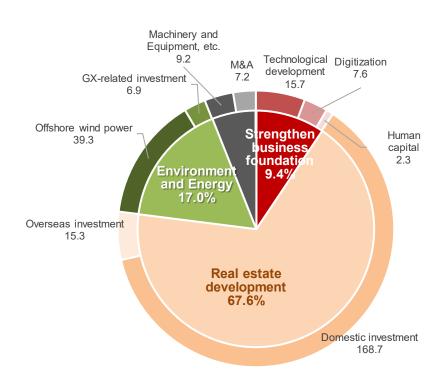
46.2 billion yen (Net 46 billion yen)

- Launch operations for the Floating Wind Power Generation Project off the Coast of Goto City from January 2026
- GX-related investments will be made in onshore wind power in Brazil, biomass power generation, and more

### Reference: Investment plan (comparison with 2024 Medium-Term Plan)

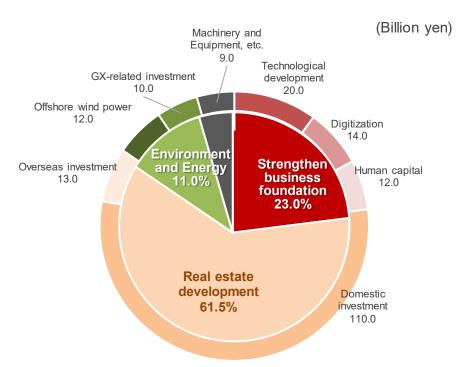
#### 2024 Medium-Term Plan results

#### 272.3 billion yen (Net 207.8 billion yen)



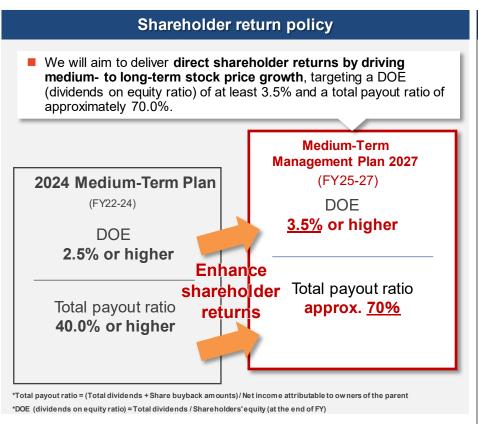
### Medium-Term Management Plan 2027

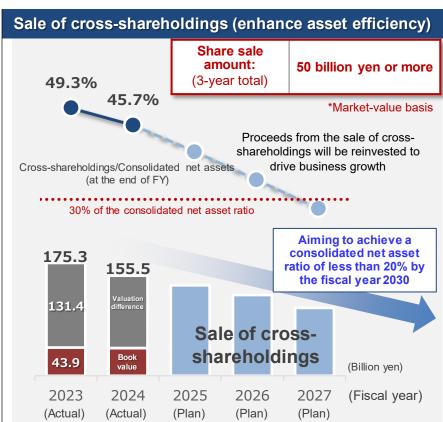
#### 200 billion yen (Net 100 billion yen)



## Group-wide strategy | (8) Shareholder returns/cross-shareholdings

### Strengthening shareholder returns and enhancing capital efficiency





## Group-wide strategy | (9) Value creation model

Strengthening each business's core advantages while fostering new value creation through collaboration and cross-sector initiatives (key management priorities)

