TEC COMMUNICATIONS

Investor Relations

A Strategic Move toward Future Development

Promoting Engineering Businesses by Leveraging TOYO's Technological Strength and Project Management Capabilities

In-depth

Providing High-Quality, Client-Oriented Services by Integrating Plant Construction Business and IT Business Domains

-TOYO's Client Support Businesses

Project Moving-On

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 and Velocys for Offshore GTL Plant

 Cover Design—Sakura, or cherry blossom

Sakura, known as a national flower of Japan, has long been loved by the people of Japan. Sakura, with its full, pale pink blossoms, awakens people to the arrival of spring. There are various stories about the origin of Japanese word sakura; one of which is that sakura is a compound of saku, to blossom, and *ra*, a suffix indicating plural.

Promoting Engineering Businesses by Leveraging TOYO's Technological Strength and Project Management Capabilities

—A Strategic Move toward Future Development

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With a consolidated order backlog exceeding \$500billion, TOYO is working rigorously to ensure the smooth implementation of projects. However, it should be noted that a company's continuous development cannot be achieved without good mediumto-long-term business prospects and long-term investment. In the following interview, President Yamada discusses TOYO's managerial visions and current efforts. Business performance and challenges in fiscal 2007, ended March 2008

Please tell us about the Company's expected business results for the year ended March 2008, the second year of TOYO's mediumterm corporate strategic plan.

e expect orders received and profits for the fiscal year to exceed initial plans. When we drew up our medium-term corporate strategic plan, we aimed to secure orders of a level appropriate to the Global Toyo structure with a workforce of 6,000. But new orders have already surpassed that level. While we sought to turn our overseas bases, which used to be intrinsically low-cost centers, into profit centers under the medium-term corporate strategic plan to strengthen our Global Toyo structure, the bases raised to some extent their autonomy as the work volume increased.

Meanwhile, as we achieved the year's goals slightly earlier than expected, challenges that were previously not visible have emerged during the year. Also, it seems that we now have some hints on how to best draw up our next medium-term corporate strategic plan.

Specifically, what challenges emerged during the past year?

The biggest challenges that TOYO and its bases face involve qualitative change. One such challenge is to enhance the quality of project execution capabilities so as to earn a good reputation among our clients. Another is to improve the quality of management by establishing Global Toyo governance. Regarding these two challenges, our overseas bases—including India, Thailand, China, Korea, and Malaysia—must share with TOYO an awareness of the issues involved and, under the Global Toyo structure, tackle those issues together.

Generating the "next wave in the engineering industry"

How is TOYO making a strategic move toward future development?

T he engineering industry is not one that suddenly changes with a revolutionary discovery or innovation. The achievement of managerial goals requires a long lead time, so it is necessary to promote business strategies with a clear view of the future.

Looking back over TOYO's history, we find that our fellow staff in various technical fields have shared and resolved problems with clients and thereby themselves generated the "next wave in the engineering industry", and this process has been repeated constantly. I consider that such continuous efforts are fundamental to fulfilling the mission of an engineering company and to achieving client satisfaction.

In its strategic move toward future development, please identify the specific fields in which TOYO is concentrating its efforts.

T he first field we are focusing on is social infrastructure, such as transportation, water, and electricity. In collaboration with Mitsui & Co., Ltd., TOYO is exploring new projects in that field. We are patiently making efforts, focused on the long term, because it takes time to realize an infrastructure project.

The second field is the environment. In efforts to address the worsening global warming issue, TOYO participates in verification testing of technology for separating, recovering, and storing carbon dioxide underground. As TOYO is able to apply similar technology to rejuvenate old oil fields, it will make efforts to expand its capabilities in this field.

With regard to technological investment for the future, in December 2007 TOYO entered into an agreement with MODEC and Velocys, of the U.S., to jointly develop and commercialize technology for converting natural gas or associated gas from offshore oil and gas fields to synthetic liquid fuel products. (Refer to page 4.) We will continue investment in this project in fiscal 2008.

The third field we are concentrating on is thorough project management. One of TOYO's most important goals is to execute each project smoothly in order to ensure the client's success. Accordingly, ongoing improvement in project management is an "everlasting challenge". Mindful of that, in the coming months we plan to launch a new project management system that integrates the existing project management system and corporation management system.

Market environment and strategic measures in fiscal 2008, ending March 2009

What is the outlook for the business environment and new orders in fiscal 2008, ending March 2009?

A s growing demands for energy and infrastructure exist worldwide with capital investment funds available for them, I expect we will see stepped-up investments in the plant business.



With regard to new orders, we are forecasting the same volume as in fiscal 2007, which may seem that we are refraining from an increase in orders. However, TOYO has always placed more importance on added value than on the volume of orders. Looking at contract types, we believe the number of cost reimbursement contracts is increasing compared with that of lump-sum contracts. TOYO is implementing numerous projects under cost reimbursement contracts, including the Singapore ethylene project, the China silane project, and the Trinidad & Tobago fertilizer project. As individual projects become larger in scale, there is some concern that companies may change their investment plans in view of environmental load or other external factors. Nonetheless, we expect to receive a steady stream of new orders.

Fiscal 2008 is the final year of the mediumterm corporate strategic plan. What business challenges must TOYO tackle going forward?

O ne of the challenges is the steady execution of projects. As the construction load for projects that we received in the year ended March 2007, which is the highest on record, will reach a peak during the year ending March 2009, we need to be more aware than in the previous fiscal year of our responsibility to ensure client trust.

Another challenge is the need to enhance collaborative relations with business partners. In Asia, there are five TOYO Group companies, which engage in the whole process, from engineering and procurement through construction. We are working closely with local partners and third-country partners in South America and the Middle East. For example, we are implementing a GTL project in Qatar and a gas processing project in Iran with Korean engineering contractors, and we are working in Brazil with partner companies. More than ever, we must intensify these relations.

Even though we participate as a member of consortiums, we always have a strong sense of responsibility for the whole project. I am confident that by taking such a stance we will earn client trust and enhance TOYO brand value.

Future of Global Toyo

What is your long-term forecast for the market, and what are the long-term prospects for business?

B ased on our assessment, the market will continue to expand. According to an international oil company report, investments will grow at the present rate until 2030. Also, social infrastructure improvement is expected to continue.

Under such circumstances, I expect our operations will become increasingly globalized. Although at present TOYO still has to tighten its governance over its overseas bases, a truly borderless operating environment will emerge in the future. In that borderless environment, projects will be received and executed beyond the framework of an individual company. At such time, I hope our clients will fully appreciate our true strength.

In closing, please point out where you think the competitive superiority of Global Toyo lies.

O ur competitive superiority lies in the technological strength and project management capabilities that we have cultivated over many years. Underpinning these capabilities is our corporate culture. In close collaboration with clients and employees around the world, we undertake work in client countries, exercising ingenuity and tireless efforts, to ensure the success of all parties.

The projects we undertake are truly rewarding because each day we are able to get a feel for the reputation TOYO has among its clients. I am confident that Global Toyo will continue to develop, provided we remain committed to ensuring transparency in project execution and maintaining close communications with our clients.

TOPICS

New Technology

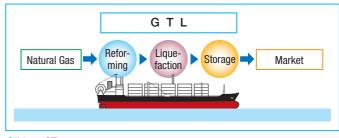
TOYO Signs Joint Development Agreement with MODEC and Velocys for Offshore GTL Plant

TOYO, MODEC, Inc., and Velocys Inc. have concluded an agreement to jointly develop an offshore Gas-to-Liquid (GTL) plant for commercial application. The joint project involves the development of a GTL process using a microchannel reactor to provide a new alternative in the development of offshore oil and gas fields. The aim of the project is to develop by 2012 an economical and compact process to convert natural gas or associated gas to synthetic liquid fuel products.

U.S. based Velocys is a development firm and a pioneer in the field of microprocess technologies. MODEC is a leading international firm based in Japan in ocean oil and gas field development facilities. The agreement is positioned as a strategic alliance that allows the three companies to integrate their technologies to promote the commercial development of the GTL process and to pursue the exploration of a new market.

More than 3,000 trillion cubic feet of natural gas is unexploited because there is currently no technology to utilize it. The GTL process that TOYO is aiming to commercialize enables the utilization of unused natural gas and associated gas presently discharged into the atmosphere or burnt. Therefore, the project will contribute to environmental improvement by reducing emissions of global warming gases.

Original Concept



Offshore GTL process

Proposing "Multi-Plants" to Respond to Clients' Bulk Pharmaceutical Production Requirements

In response to clients' requirements for greater diversification in the production of bulk pharmaceuticals, TOYO is promoting the application of its Multi-Plant concept. As the requirements for multiple production functions vary by client, the conceptual design of bulk pharmaceutical plants should be tailored to the specific needs of individual clients. To meet the varying requirements of its clients, TOYO offers two types of conceptual designs: the Multi-Plant for multiple products and the Multi-Plant for variable products.

The conceptual design of the Multi-Plant for multiple products is applicable to cases where there are as many as several dozens of different types of products and the client is able to forecast fluctuations in product type and quantity. This Multi-Plant system uses the automated line change-over apparatus XY Router[™] to maximize productivity and minimize quality risk. TOYO is making efforts to standardize plant design by accumulating experience in this type of Multi-Plant design.

The conceptual design of the Multi-Plant for variable products is applicable to cases where future fluctuations in



product type and quantity are unclear, and therefore the design is highly suited to clients that require commissioned production. To minimize clients' investment risk in these cases, TOYO proposes the optimum equipment to enable the flexible adjustment of future production by utilizing such tools as production simulation and formulating policies with clients to respond to future fluctuations.

TOYO will continue to make efforts to meet its clients' diversified production requirements, including those for bulk pharmaceutical plants of high pharmacological activity or toxicity.



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API Corporation

Providing High-Quality, Client-Oriented Services by Integrating Plant Construction Business and IT Business Domains

-TOYO's Client Support Businesses



As of October 1, 2007, Domestic Sales & Operations and Business Solution Sales & Operations were integrated into the newly established Domestic Sales & Operations Unit. The organizational change has afforded TOYO the flexibility to respond promptly to clients' complex needs by integrating client support services and solutions services, which had been provided separately by its plant construction business and information technology (IT) business. In this interview, Director and Senior Executive Officer Kuniaki Tsuyada discusses the objectives of the integration.

History of TOYO's business solutions services

Please briefly explain the organizational structure prior to the integration.

F ounded in 2001, e-Solution Sales & Operations was reorganized into Business Solution Sales & Operations in 2006. During late the 1990s, the importance of IT increased significantly, accompanying advances in computer technology and the globalization of domestic companies. To respond to such a changing market environment, TOYO established Business Solution Sales & Operations to create a new business domain based on the IT and project management capabilities it had developed through plant construction.

What types of businesses did Business Solution Sales & Operations conduct?

e started out by providing consulting services for companies in the manufacturing and distribution industries, drawing on TOYO's project management skills and IT technologies. According to the business flow we developed, a master plan was worked out based on the outcome of consultation with the client and then, based on the client's evaluation of the master plan, a production system or distribution system was designed and built.

Another area of our services involved assisting clients in streamlining their operations related to plant operation and maintenance. In the area of supply chain management, we proposed inter-industry solutions by integrating and streamlining manufacturing and distribution businesses.

We also built systems for financial services companies. Thanks to these wide-ranging efforts, TOYO earned the trust of its clients, and it is now equipped to provide total client support services both in hardware and in software.

For any company, it is very important to expand the business domain by enhancing the quality of services or providing greater creative value. In TOYO's case, the Company has expanded its businesses by participating in the operation and maintenance of completed plants and making proposals to clients in general manufacturing fields on the basis of its accumulated experience in plant construction in the petroleum and chemical fields.

Aim and significance of the organizational change

TOYO's business solutions services have developed steadily. What is the aim of the integration of Business Solution Sales & Operations with Domestic Sales & Operations?

s our business solutions services expanded, we were increasingly requested to advise on the

restructuring efforts of clients of Domestic Sales & Operations. As clients worked to globalize their operations, the types of solutions they needed shifted from individual plants or facilities to total systems, from manufacturing through distribution. As a result, Business Solution Sales & Operations often worked in collaboration with Domestic Sales & Operations. However, certain problems began to emerge. For example, sometimes the two organizations offered a client different business solutions services, which was confusing for the client.

Consequently, we integrated the organizations so as to have one window for clients and to be able to offer prompt solutions by providing comprehensive services in plant construction and supporting clients in their business improvement efforts.

Do you think the organizational change has provided a structure that is more beneficial for clients?

A s the Domestic Sales & Operations Unit was established only six months ago, the effect of the integration has not yet been fully realized. However, we have established the basis for realizing "customers first" as members of the former Domestic Sales & Operations and Business Solution Sales & Operations continue to contact clients together and share information. We believe that, in order to enhance our reputation among clients, we need to take further steps to provide greater creative value by enhancing the function of the unit so as to meet client needs more accurately.

Client support businesses responding to multiple needs

What approach is the Domestic Sales & Operations Unit taking in developing its businesses?

The unit is working steadily to enhance its services through the smooth integration of the former two organizations. In plant operation and maintenance, we support clients by providing analysis and consulting services from a plant lifecycle viewpoint so as to contribute to their improved competitiveness.





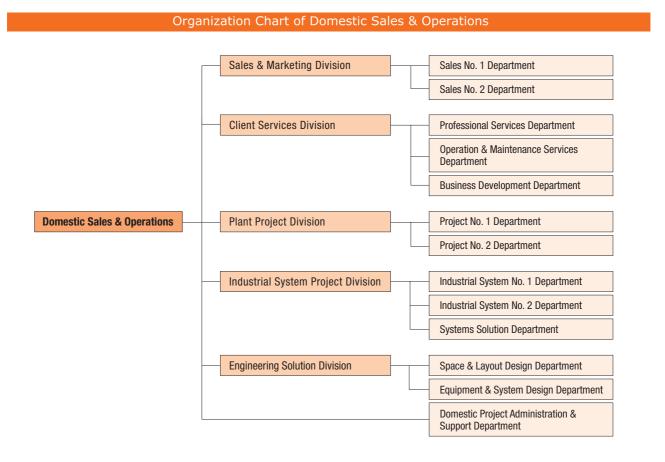
Basic planning and feasibility studies are conducted before plant construction, and daily operation and periodical shutdown maintenance are carried out after construction. Therefore, TOYO's client support businesses entail the provision of services before and after plant construction. Furthermore, under the Domestic Sales & Operations Unit is the specialized Client Services Division, which provides services in collaboration with plant construction departments as required.

In the field of manufacturing other than oil and gas, as a result of the organizational change, staff in the IT and plant construction businesses have been integrated into one division. Consequently, the unit can offer optimum solutions in which IT and plant construction that is, software and hardware—are integrated.

Please explain the specific process of TOYO's client support businesses.

n the case of oil and petrochemical companies, for example, the number of staff at the production site is tending to decrease as more people are being allocated to R&D-related areas in order to promote globalization and enhance competitiveness. In this instance, TOYO's staff visit the production site of a client to analyze how staff should be allocated and jobs should be implemented to realize greater efficiency in production. A business improvement proposal is then submitted to the client. TOYO is highly experienced in the provision of such services because, as an engineering company, it implements staff allocation and time management in plant construction. By virtue of such expertise, TOYO is then allowed to undertake actual plant operation and maintenance based on the proposal approved by the client.

The basic concept of TOYO's client support businesses is to create additional business value from the client's viewpoint through consultation and the analysis of plant operation and maintenance. In promoting such client support businesses, the state-of-art IT and engineering skills that TOYO possesses are fully utilized.



Prospects of the Domestic Sales & Operations Unit

What are the main activities the unit has planned for fiscal 2008, ending March 2009?

The Domestic Sales & Operations Unit is enjoying a generally favorable environment for new orders. In the year ahead, a substantial volume of orders can be expected because demand for new plants remains steady in connection with the current energy shortage. And, the entire unit must work together to steadily implement the projects.

However, in order to further grow TOYO's client support businesses, these businesses need to account for a greater proportion of overall domestic business. Targeting 30%, we will take steps to gradually increase the percentage of business accounted for by our client support businesses. As we steadily conduct our client support businesses, we will be able to acquire greater knowledge and expertise in plant operation and maintenance and, as a result, provide our customers with higher-quality proposals, which will contribute to a more stable profit structure for TOYO.

Finally, what challenges must TOYO tackle in order to bolster its client support businesses?

C lient support businesses are proposal-type businesses. In order to be given the opportunity to make a proposal, it is important we earn the reputation "TOYO is worth consulting because TOYO responds appropriately to our requirements". At present, we have not yet reached our target level of reputation. In order to make proposals that truly satisfy our clients, it is essential for us to build a structure that ensures individual project teams listen carefully to their clients, think solutions over, and then produce high-quality solutions. As we have now laid the foundation for the Domestic Sales & Operations Unit, the next step is to bolster the unit by building such a structure.

PROFILE

Kuniaki Tsuyada

Director and Senior Executive Officer Deputy Division Director, Domestic Sales & Operations Unit



Born in 1948 in Mie Prefecture, Kuniaki Tsuyada joined the Mitsui Bank (now Sumitomo Mitsui Banking Corporation) in 1971. After holding successively Office Planning Manager, Nihonbashi Branch Manager, Hibiya Branch Manager, Osaka Branch Manager, and other positions, he joined Toyo Engineering Corporation in June 2002, assuming the office of Director and Senior Executive Officer.

Although it may seem a radical career move, from a bank to an engineering firm, Director Tsuyada says the two organizations have numerous points in common. "A bank can be compared to blood in the human body, a backseat player helping clients better perform. In a similar way, an engineering company supports clients to enhance their value, playing a supporting role in plant construction and client support businesses. Therefore, both organizations have something in common".

When asked about his first impressions of the Company, Director Tsuyada says, "I saw TOYO as a robust company fully committed to enduring the trials and tribulations of realizing the successful completion of a project".

After being appointed Senior Executive Officer and e-Solution Sales & Operations Director in March 2003 and Senior Executive Officer and Business Solution Sales & Operations Director in April 2006, Director Tsuyada assumed his present position in October 2007. He is credited with nurturing TOYO's client support businesses.



w Order Gas Processing Facilities

TOYO Awarded Gas Processing Facilities Expansion Project in Brazil

In April 2007, TOYO and SETAL ÓLEO E GÁS S.A. (SETAL), a Brazilian engineering company, were jointly awarded a contract from PETRÓLEO BRASILEIRO S.A. (PETROBRAS) for the Gas Processing Facilities Expansion Project in Brazil.

The implementation of this project will entail the enhancement of facilities of the Cabiunas gas processing plant, which processes natural gas produced in the Campos Basin, and the Duque de Caxias Refinery (REDUC) as a part of the PETROBRAS program "PLANGAS", which aims to secure a stable supply of domestically produced gas.



TOYO and SETAL's scope of work under the terms of the contract includes engineering, procurement of equipment and materials, construction, and commissioning assistance on a lump-sum turnkey basis. The project is scheduled for completion in the first quarter of 2009.

TOYO and SETAL were originally awarded the Cabiunas Gas Project in 1999, and the project was successfully completed. It is believed the companies' outstanding project implementation capabilities were highly evaluated in that project, which led to the winning of this contract.

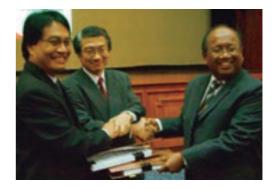
TOYO has been continually awarded projects from PETROBRAS since 1996 and is currently engaged in the Henrique Lage Refinery (REVAP) Modernization Project and two gas pipeline projects.

New Order Oil Refinery and Petrochemical Integration Project

TOYO Awarded Oil Refinery and Petrochemical Integration Project in Indonesia

In January 2008, TOYO and PT Rekayasa Industri, Indonesia's leading engineering company, were jointly awarded the RCC Off-Gas to Propylene Project for PT PERTAMINA, Indonesia's state-owned oil company.

This oil refinery and petrochemical integration project involves the construction of a plant for increasing propylene production to 179,000 t/y by utilizing as feedstock the off-gas from the Residue Catalytic Cracking (RCC) unit of the Balongan Refinery, which is located in a suburb of Cirebon in the western part of Java. For the project, the Olefins



Conversion Technology (OCT) of Lummus Technology Inc., of the United States, will be employed for the first time in Indonesia. The scope of work to be undertaken by TOYO and Rekayasa Industri includes engineering, procurement of equipment and materials, construction, and commissioning assistance on a lump-sum turnkey basis. The project is scheduled to be completed in mid-2010. The aim of this project is to maximize added value by producing propylene through the reaction of by-product butenes and ethylene recovered from the off-gas that has been used only as fuel until now.

In 2005, TOYO completed an unleaded gasoline plant as part of the Blue Sky Project in Indonesia. TOYO believes that the successful completion of that project led to the recent award of the propylene project. TOYO will endeavor to expand its business in Indonesia, where further developments in energy-related projects are expected as its economy continues to grow.

Completion of Methanol Derivatives Plant for Lingtian (Nanjing) Fine Chemical

Completion Methanol Derivatives Plant

TOYO has completed a methanol derivatives plant for Lingtian (Nanjing) Fine Chemical Corporation, a joint venture in China among three Japanese companies: Mitsubishi Gas Chemical Company, Inc., ITOCHU CHEMICAL FRONTIER Corporation, and ITOCHU Corporation. The plant produces dimethyl formide (40,000 t/y) and dimethyl acetamide (10,000 t/y), which are used in solvent for resolving urethane resin, a raw material of synthetic fiber and synthetic leather for shoes and bags.

Project

The plant was constructed in the Nanjing Chemical Industry Park,

which is located in a suburb of Nanjing. The park is one of China's largest chemical industrial areas, and the plant is the first in the park with the involvement of major Japanese chemical companies.

Supported by its local partner, TOYO implemented the project through a collaborative relationship with the client, providing assistance in filing applications with local authorities from the project planning stage and having active discussions with the client at the construction stage. In the local procurement of equipment, TOYO was able to procure high-quality equipment and ensure thorough delivery time management by fully utilizing Toyo-China's know-how.

Based on its wide-ranging experience and collaborative relations with industrial development zones, TOYO will continue to offer assistance to European, American and Japanese firms investing in China.

Project Completion Aniline Plant

TOYO Completes No. 2 Aniline Plant for Tosoh's Nanyo Complex

In November 2007, TOYO completed the No. 2 aniline plant at the Nanyo Complex (Shunan City, Yamaguchi, Japan) of Tosoh Corporation in a short construction period of just over one year. The plant has a production capacity of 150,000 t/y of aniline, which is used as the major feedstock for MDI (diphenylmethane discarnate), a raw material of polyurethane.

The No. 2 aniline plant, which follows the No. 1 plant completed in April 2005 also by TOYO, is positioned as an important facility under strategic, large-scale investment plans the Tosoh Group is implementing

at the Nanyo Complex with a view to establishing the number one production base for vinyl-isocyanate chain operations in Asia.

TOYO has established a close relationship with Tosoh over many years through the construction of the No. 3 Vinyl Chloride Monomer (VCM) plant, which was completed in 2005, as well as other units at the same complex. During the implementation of this project, TOYO proposed various improvements in view of experience gained in the construction of the No. 1 plant, and, in consultation with the client, successfully incorporated those improvements into the No. 2 aniline plant. TOYO will continue to promote "client value enhancing projects" that create added value for clients in line with their strategies.









Business Trends at Overseas Bases

Jakarta Office



Midplaza, where TOYO's Jakarta Office is located

Indonesia is one of the largest ASEAN countries, with a population of more than 220 million. Since TOYO was awarded its first fertilizer plant contract in Indonesia in 1971, the Company has built numerous fertilizer plants on Sumatra, Java, and other islands. The fertilizer plants constructed by TOYO have always incorporated state-ofthe-art technologies, such as the ACES21[™] urea process supplied to P.T. Pupuk Kujan. In the oil refining field, TOYO constructed an unleaded gasoline production plant and other facilities in 2005 for the Balongan Refinery of PT PERTAMINA, Indonesia's state-owned oil company, as part of the national Blue Sky Project to prevent air pollution. In the power generation field, TOYO constructed the 1,230 MW Paiton Power Generation Plant in Surabaya.

The Jakarta Office, one of TOYO's oldest overseas offices, has been operating since 1974 for clients in Indonesia. The present office is located in Midplaza, Jl. Jendral Sudirman, which is in close proximity to clients and government offices in the center of Jakarta.

As several projects are currently under implementation, the Jakarta Office is bustling with engineers. TOYO intends to develop the Jakarta Office's business by continuing the good relations it has with its clients and long-term partners.

AKARTA AKARTA

A system in which Toyo-Japan and other TOYO Group companies operate harmoniously under the TOYO name, with individual companies conducting both integrated business across their regional borders and autonomous business within their regional borders, based on a commitment to meeting the needs of its clients and markets.

CALGARY HOUSTON

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