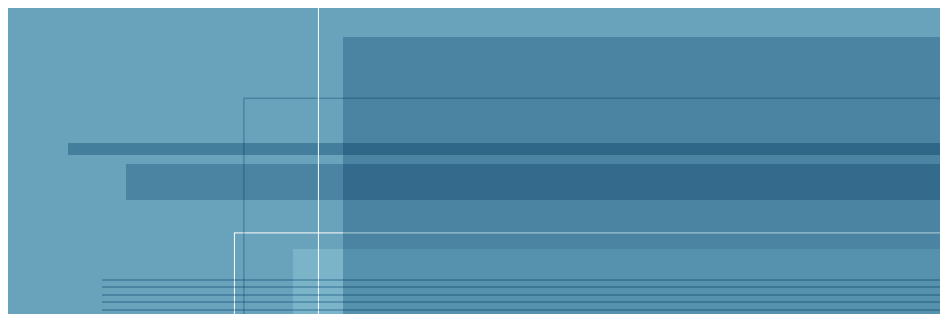


# **INVESTORS GUIDE 2014**

TOKYO SANGYO CO., LTD.



# Message from the President

Since its founding in 1947, Tokyo Sangyo Co., Ltd., as a general trading company dealing in machinery, has always upheld the ideas of “Trust” and “Contribution” as part of its corporate philosophy when pursuing its activities. Specifically, by closely aligning our sales activities to our customers, accurately grasping their needs, and swiftly proposing solutions to their problems and providing optimal products, we have been able to earn the trust of our customers while also making contributions to society. We are truly grateful to our customers and all of our stakeholders for the assistance and support they have provided, without which our history of more than 60 years would have never been possible. By making efforts to further streamline our organization and enhance efficiency and by focusing on the cultivation of human resources and new product development, we will continue to steadily build up a corporate structure capable of responding quickly to drastic changes in the business climate.

## Analysis of Operations

The Japanese economy during the fiscal year under review was on a gradual recovery trend overall with modest improvement in the performance mainly of export companies, due to yen depreciation and rise in stock prices attributable to the monetary easing policies of the

government, as well as an increase in public investment through the emergent economic stimulus measures and personal consumption underpinned by last-minute demand preceding the consumption tax hike. However, uncertainty remains as a result of acceleration in the transfer of domestic industries' operations to overseas, as the power companies have been constantly raising electricity charges following the Great East Japan Earthquake due in part to higher fuel costs, in addition to the increase in consumption tax rate.

Under such circumstances, for the fiscal year the Company recorded a contract volume of 85,930 million yen, up 7,425 million yen (9.5%) from the previous fiscal year. Further, net sales increased by 14,567 million yen (17.6%) from the previous fiscal year to 97,112 million yen. As a result, gross profit of 5,618 million yen, operating income of 1,189 million yen, ordinary income of 1,429 million yen and net income of 867 million yen were recorded.

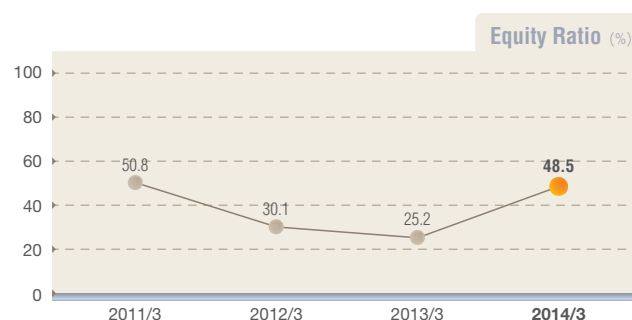
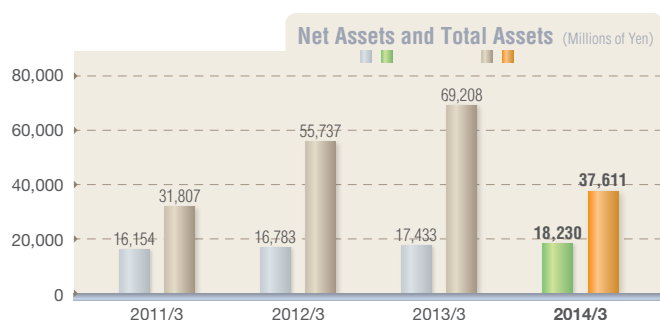
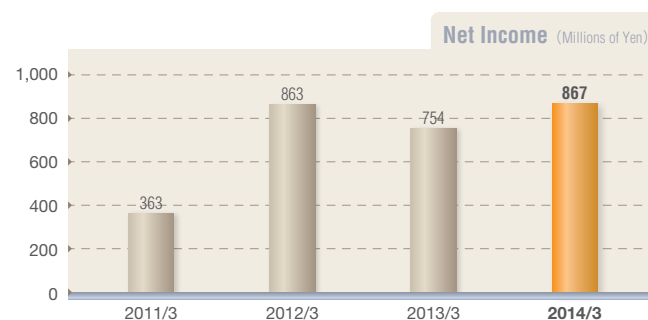
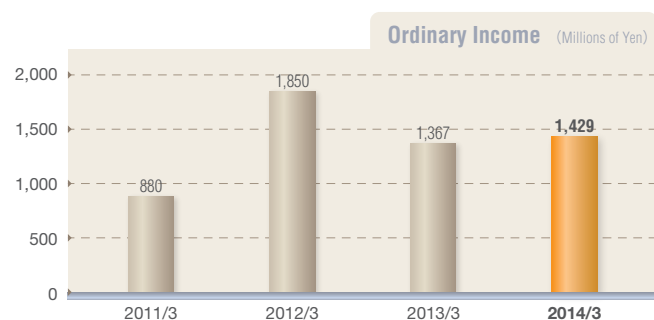
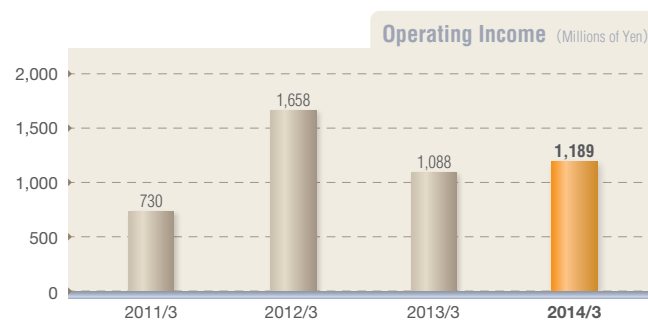
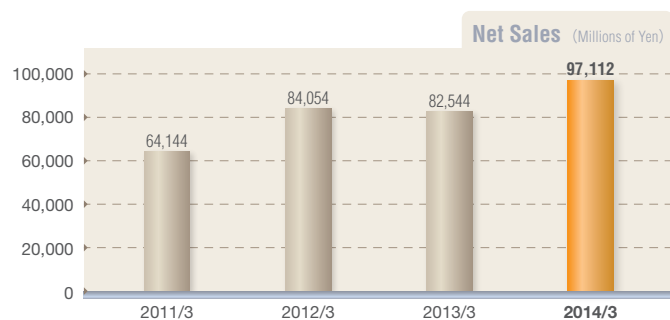
I would like to ask all of our stakeholders for your continued support and encouragement in the years to come.

**President:**  
Toshio Satomi

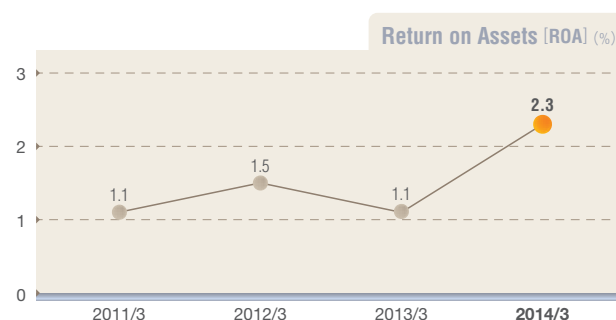
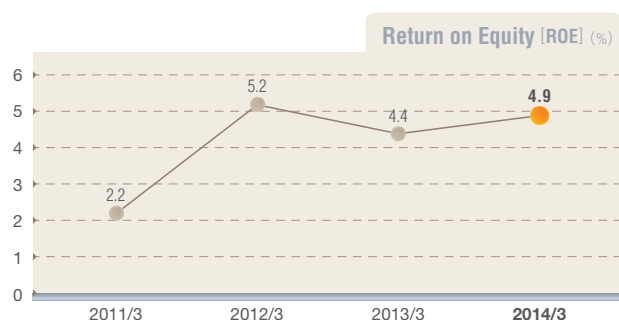


# Non-Consolidated Financial Highlights

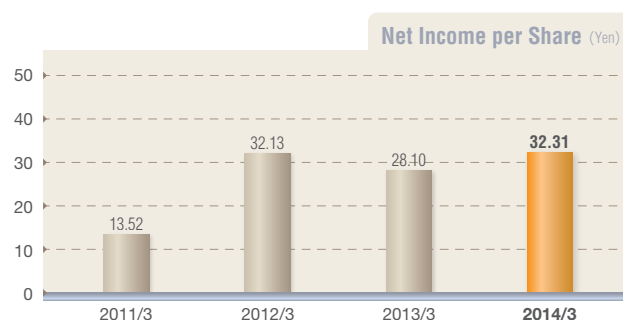
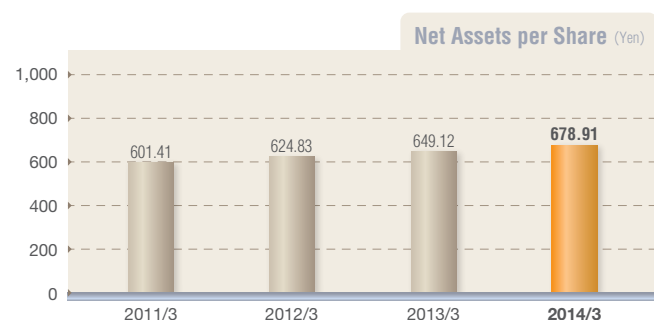
## I Result of Operation and Financial Condition



## I Profitability and Efficiency



## I Dividend Data



**\*Notes**  
 In the case of transactions conducted by the Company as an agent and not as a party to a sales and purchase agreement, the transaction amount between the relevant parties has been presented as net sales in the statement of income with the amount corresponding to the commission received by the Company being included in gross profit as agency commission income. However, as of the fiscal year under review, the Company changed the method of presentation to include only the amount corresponding to the commission as net sales in the statement of income. As this change in accounting policy was applied retroactively, the comparative figures from the previous fiscal year indicated herein reflect the change.

# Overview of Operations by Segment

## Electrical Power-related Segment

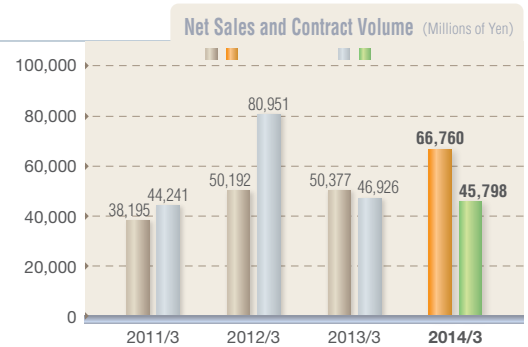
### Description of Main Businesses

**Power Department, Electrical Machinery Department:** We are mainly engaged in the sale of various facilities to the power industry, including turbines and boilers for power generation and power transmission and distribution equipment, as well as in the maintenance of existing facilities.

### Overview of Operations for the Current Fiscal Year

It is anticipated that the power industry will continue to face an extremely challenging business environment due to the shutdown of nuclear power plants and rising fuel costs following the earthquake disaster in 2011. Meanwhile, the future of the industry is expected to remain uncertain despite signs of improvements, such as an increase in electricity charges, which could lead to earnings recovery.

Under such circumstances, contract volume decreased by 1,127 million yen (2.4%) from the previous fiscal year to 45,798 million yen. Meanwhile, net sales increased by 15,985 million yen (31.5%) from the previous fiscal year to 66,760 million yen, while an operating income of 562 million yen was recorded.



## Chemical Machinery-related Segment

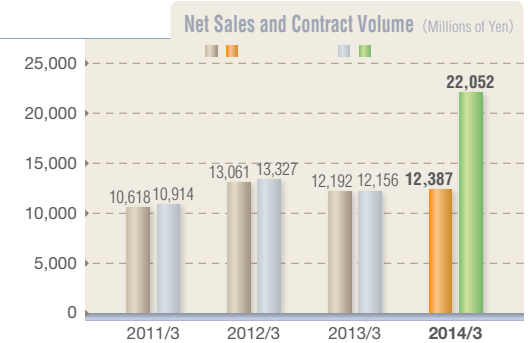
### Description of Main Businesses

**Chemical Engineering Department, Plant Machinery Department:** From the sale of stand-alone equipment to the chemical, pharmaceutical, paper manufacturing, food and non-ferrous metals industries, to total plant engineering and construction, we are engaged in a wide range of domestic and overseas businesses that meet the needs of our customers. We are also focusing our efforts on the renewable energy business, including photovoltaic and wind generation.

### Overview of Operations for the Current Fiscal Year

The chemical industry is on a downward trend in terms of domestic capital investments, due to acceleration in the transfer of operations to overseas attributable to the recent market and energy situations. Meanwhile, the department is promoting the sale of facilities and equipment relating to renewable energy, mainly photovoltaic power generation, which are being implemented at a steady pace backed by the feed-in tariff instituted by the government following the earthquake disaster.

Under such circumstances, contract volume increased by 9,966 million yen (82.5%) from the previous fiscal year to 22,052 million yen. Net sales increased by 194 million yen (1.6%) from the previous fiscal year to 12,387 million yen, while an operating income of 281 million yen was recorded.



## Precision & Electronic Machinery-related Segment

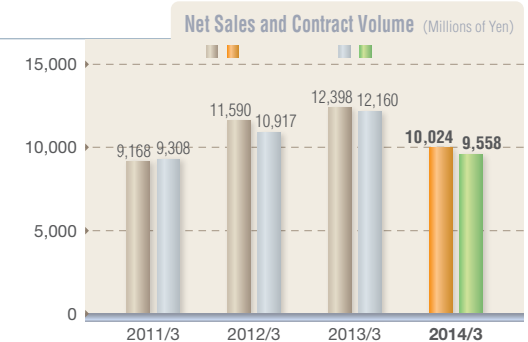
### Description of Main Businesses

**Precision & Electronic Machinery Department:** In addition to supplying machine tools, metal processing machinery, precision measurement equipment, various automated machinery, and electronic machinery, we provide total engineering services for facilities and equipment. In our overseas business, we have been providing various machinery, equipment and services over the years from Japan to each region in the world from our bases in China, Taiwan, the ASEAN countries, Europe and the United States.

### Overview of Operations for the Current Fiscal Year

Machine tools enjoyed relatively solid sales, driven by the strong performance in automotive- and smart phone-related industries. The Group's business area is extending beyond China and ASEAN to cover the NAFTA region, including Mexico, as the automotive-related industry continues to shift to overseas production, although overseas situations in Ukraine, China and other countries remain unpredictable.

Under such circumstances, contract volume decreased by 2,602 million yen (21.4%) from the previous fiscal year to 9,558 million yen. Net sales also decreased by 1,976 million yen (16.5%) from the previous fiscal year to 10,024 million yen, while an operating income of 150 million yen was recorded.



## Environment-/Marine Vessel-related Segment

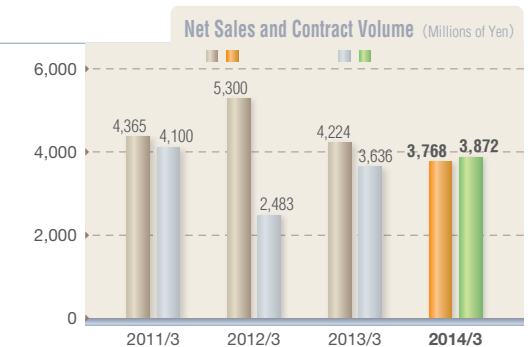
### Description of Main Businesses

**Energy & Environment Department:** We select and provide the optimal equipment and products to meet the "energy-saving," "CO2 reduction," and "energy cost reduction" needs of our customers. We also provide a broad spectrum of support services to environment-related businesses ranging from the planning of various waste disposal and processing facilities and the acquisition of permits and subsidies to the construction and operation of such facilities. Additionally, we were the first in Japan after World War II to engage in ship exporting, and since then we have been handling various types of marine vessels, ship board machines and ship maintenance materials.

### Overview of Operations for the Current Fiscal Year

Incineration-related businesses associated with the earthquake disaster, renewable energy, chemicals for the incineration of debris from the earthquake disaster, and other businesses enjoyed relatively solid performance. The Company will continue to focus on new projects such as the volume reduction systems for radioactive contamination, as well as the existing marine vessel-related businesses.

Under such circumstances, contract volume increased by 236 million yen (6.5%) from the previous fiscal year to 3,872 million yen. Net sales decreased by 456 million yen (10.8%) from the previous fiscal year to 3,768 million yen, while an operating income of 22 million yen was recorded.



## Others

### Description of Main Businesses

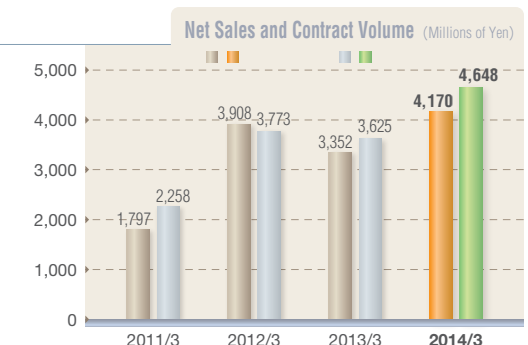
We are engaged in the leasing and sale of environmentally consideration devices, including water-saving devices for toilets.

We are engaged in the sale of general polyethylene products including packaging and bags made of environmentally-friendly materials, garbage bags designated by municipalities and plastic bags for retailers, in addition to the sale of packaging materials.

We are engaged in the leasing of real estate.

### Overview of Operations for the Current Fiscal Year

Contract volume increased by 953 million yen from the previous fiscal year to 4,648 million yen, net sales increased by 820 million yen from the previous fiscal year to 4,170 million yen, and an operating income of 172 million yen was recorded.



# Non-Consolidated Statement of Financial Position

	(Millions of Yen)	
	2013	2014
<b>Assets</b>		
<b>Current assets</b>		
Cash and deposits	5,665	8,301
Notes receivable—trade	2,155	1,495
Accounts receivable—trade	23,789	15,103
Operating accounts receivable	341	342
Lease receivables	51	43
Lease investment assets	8	4
Securities	1,498	—
Merchandise	294	572
Advance payments—trade	25,322	1,001
Prepaid expenses	98	120
Accrued income	0	—
Accounts receivable—other	6	20
Advances paid	2	3
Beneficiary right of accounts receivable in trust	1,299	2,099
Deferred tax assets	188	163
Derivatives	29	9
Other	24	36
Allowance for doubtful accounts	(158)	(90)
<b>Total current assets</b>	<b>60,618</b>	<b>29,228</b>
<b>Noncurrent assets</b>		
<b>Property, plant and equipment</b>		
Buildings	2,489	2,146
Accumulated depreciation and impairment loss	(1,276)	(978)
Buildings, net	1,212	1,167
Machinery and equipment	180	215
Accumulated depreciation	(92)	(101)
Machinery and equipment, net	88	113
Vehicles	2	2
Accumulated depreciation	(2)	(2)
Vehicles, net	0	0
Tools, furniture and fixtures	947	953
Accumulated depreciation	(490)	(554)
Tools, furniture and fixtures, net	456	399
Land	791	614
Lease assets	24	42
Accumulated depreciation	(13)	(5)
Lease assets, net	11	37
<b>Total property, plant and equipment</b>	<b>2,560</b>	<b>2,332</b>
<b>Intangible assets</b>		
Software	18	10
Telephone subscription right	1	0
Lease assets	49	260
Other	4	3
<b>Total intangible assets</b>	<b>74</b>	<b>274</b>
<b>Investments and other assets</b>		
Investment securities	4,712	4,494
Shares of subsidiaries and associates	227	227
Long-term loans receivable	3	3
Long-term loans receivable from employees	16	14
Bad debts	9	9
Golf club membership	131	121
Prepaid pension cost	507	598
Other	387	346
Allowance for doubtful accounts	(41)	(41)
Total investments and other assets	5,954	5,776
<b>Total noncurrent assets</b>	<b>8,589</b>	<b>8,383</b>
<b>Total assets</b>	<b>69,208</b>	<b>37,611</b>

	(Millions of Yen)	
	2013	2014
<b>Liabilities</b>		
<b>Current liabilities</b>		
Notes payable—trade	2,235	1,835
Accounts payable—trade	4,276	4,179
Accounts payable—consignment	16,370	8,625
Short-term loans payable	1,570	1,570
Lease obligations	64	105
Accounts payable—other	193	154
Operating accounts payable	24	79
Income taxes payable	280	278
Accrued business office taxes	5	5
Accrued consumption taxes	37	—
Accrued expenses	43	49
Advances received	25,684	1,227
Deposits received	39	41
Provision for bonuses	282	287
Provision for directors' bonuses	35	35
Deferred installment income	33	30
Derivatives liabilities	45	9
Other	3	15
<b>Total current liabilities</b>	<b>51,224</b>	<b>18,530</b>
<b>Noncurrent liabilities</b>		
Long-term loans payable	—	20
Lease obligations	101	250
Provision for directors' retirement benefits	122	64
Provision for loss on guarantees	30	26
Long-term guarantee deposited	87	90
Deferred tax liabilities	139	380
Deferred tax liabilities for land revaluation	68	18
Other	0	0
<b>Total noncurrent liabilities</b>	<b>551</b>	<b>850</b>
<b>Total liabilities</b>	<b>51,775</b>	<b>19,380</b>
<b>Net assets</b>		
<b>Shareholders' equity</b>		
<b>Capital stock</b>	<b>3,443</b>	<b>3,443</b>
<b>Capital surplus</b>		
Legal capital surplus	2,655	2,655
Other capital surplus	—	—
Total capital surpluses	2,655	2,655
<b>Retained earnings</b>		
Legal retained earnings	385	385
Other retained earnings		
General reserve	7,113	7,113
Reserve for special depreciation	—	40
Reserve for reduction entry	59	37
Retained earnings brought forward	3,563	4,233
Total retained earnings	11,121	11,810
<b>Treasury shares</b>	<b>(536)</b>	<b>(537)</b>
<b>Total shareholders' equity</b>	<b>16,683</b>	<b>17,370</b>
<b>Valuation and translation adjustments</b>		
Valuation difference on available-for-sale securities	636	825
Deferred gains or losses on hedges	(9)	0
Revaluation reserve for land	123	33
<b>Total valuation and translation adjustments</b>	<b>749</b>	<b>860</b>
<b>Total net assets</b>	<b>17,433</b>	<b>18,230</b>
<b>Total liabilities and net assets</b>	<b>69,208</b>	<b>37,611</b>

# Non-Consolidated Income Statement

	2013	2014
(Millions of Yen)		
<b>Net sales</b>		
Net sales of goods	81,396	96,005
Agency commission income	1,147	1,106
<b>Total net sales</b>	<b>82,544</b>	<b>97,112</b>
<b>Cost of sales</b>		
Beginning goods	393	294
Cost of purchased goods	76,638	91,771
Total	77,032	92,065
Ending goods	294	572
Cost of goods sold	76,738	91,493
<b>Total cost of sales</b>	<b>76,738</b>	<b>91,493</b>
<b>Gross profit</b>	<b>5,806</b>	<b>5,618</b>
<b>Reversal of unrealized income on installment sales</b>	<b>0</b>	<b>3</b>
<b>Provision of unrealized income on installment sales</b>	<b>33</b>	<b>—</b>
<b>Gross profit—net</b>	<b>5,773</b>	<b>5,621</b>
<b>Selling, general and administrative expenses</b>	<b>4,684</b>	<b>4,432</b>
<b>Operating income</b>	<b>1,088</b>	<b>1,189</b>
<b>Non-operating income</b>		
Interest income	13	2
Interest on securities	22	25
Dividend income	136	146
Land and house rent received	42	46
Reversal of allowance for doubtful accounts	42	0
Other	39	56
<b>Total non-operating income</b>	<b>296</b>	<b>277</b>
<b>Non-operating expenses</b>		
Interest expenses	16	16
Compensation expenses	—	10
Re-purchase expenses	—	7
Other	1	2
<b>Total non-operating expenses</b>	<b>17</b>	<b>37</b>
<b>Ordinary income</b>	<b>1,367</b>	<b>1,429</b>
<b>Extraordinary income</b>		
Gain on sales of non-current assets	16	29
Gain on sales of investment securities	9	107
Gain on insurance adjustment	1	—
<b>Total extraordinary income</b>	<b>27</b>	<b>137</b>
<b>Extraordinary losses</b>		
Loss on disposal of non-current assets	7	31
Loss on sales of non-current assets	—	6
Loss on valuation of investment securities	51	—
Loss on valuation of golf club membership	0	—
Other	0	3
<b>Total extraordinary losses</b>	<b>59</b>	<b>40</b>
<b>Income before income taxes</b>	<b>1,334</b>	<b>1,526</b>
<b>Income taxes—current</b>	<b>590</b>	<b>554</b>
<b>Income taxes—deferred</b>	<b>(10)</b>	<b>104</b>
<b>Total income taxes</b>	<b>580</b>	<b>658</b>
<b>Net income</b>	<b>754</b>	<b>867</b>

## Office and Locations

### Main Office

Shin-Otemachi Building, 2-1 Otemachi 2-chome, Chiyoda-ku, Tokyo 100-0004  
Tel +81-3-5203-7690, Fax +81-3-5203-0640  
http://www.tscom.co.jp

### Sapporo Office

Hokkaido Building, 1 Kitanijyonishi 4-chome, Chuo-ku, Sapporo, Hokkaido 060-0002  
Tel +81-11-221-7146, Fax +81-11-221-7149

### Sendai Office

Toryo Building, 8-1 Ichibancho 1-chome, Aoba-ku, Sendai, Miyagi 980-0811  
Tel +81-22-266-4111, Fax +81-22-227-6693

### Niigata Office

Hokuriku Building, 2-23 Higashi Odori 1-chome, Chuo-ku, Niigata 950-0087  
Tel +81-25-243-0011, Fax +81-25-243-0014

### Kashima Branch

Otake Building, 64-181 Hiraizumi Higashi 1-chome, Kamisu, Ibaraki 314-0145  
Tel +81-299-93-5131, +81-299-93-5132,  
Fax +81-299-93-5137

### Shizuoka Office

South Spot Shizuoka Building, 18-1 Minamicho, Suruga-ku, Shizuoka 422-8067  
Tel +81-54-280-0551, Fax +81-54-281-5041

### Fuji Branch, Shizuoka Office

Keiki Square Building, 94 Nagatacho 1-chome, Fuji, Shizuoka 417-0055  
Tel +81-545-51-7510, Fax +81-545-51-3450

### Nagoya Office

Sakae Daiichi Seimei Building, 13 Shin Sakaecho 2-chome, Naka-ku, Nagoya, Aichi 460-0004  
Tel +81-52-959-3490, Fax +81-52-959-3020

### Kansai Office

Ship Kobe Kaigan Building, 3 Kaigan-dori, Chuo-ku, Kobe 650-0024  
Tel +81-78-321-2461, Fax +81-78-321-2463

### Hiroshima Branch, Kansai Office

Hiroshima Inarimachi Daiichi Seimei Building., 2-16 Inarimachi, Minami-ku, Hiroshima 732-0827  
Tel +81-82-261-0870, Fax +81-82-261-0909

### West Japan Office

Fukuoka Asahi Building, 2-1-1 Hakata Station-mae, Hakata-ku, Fukuoka 812-0011  
Tel +81-92-432-3811, Fax +81-92-483-0677

### Nagasaki Office

Nagasaki Daiichi Seimei Building, 2-24 Kouzenmachi, Nagasaki 850-0032  
Tel +81-95-826-4266, Fax +81-95-826-4268

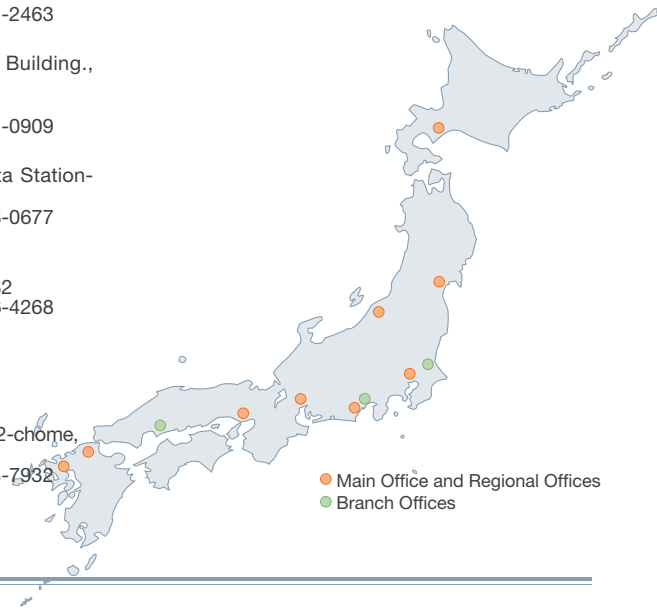
## Subsidiary Company

### Tokyo Sangyo Fudosan K.K.

(real estate management, brokerage, and insurance businesses)  
Shin-Otemachi Building, 2-1 Otemachi 2-chome, Chiyoda-ku, Tokyo 100-0004  
Tel +81-3-5203-7868, Fax +81-3-5203-7932

### TSC Machinery Co.,LTD.

802 Shimoongatacho, Hachioji, Tokyo 192-0154  
Tel +81-42-650-0351, Fax +81-42-650-0352



● Main Office and Regional Offices  
● Branch Offices

## Overseas Offices and Locations of Local Representatives

### Taipei Office

14F-5, No.85, Chung Hsiao E Rd., Sec.1, Taipei R.O.C.  
Tel 886-2-2396-6131, 886-2-2396-6151,  
Fax 886-2-2396-6171

### Jakarta Representative Office

Indonesia Stock Exchange Tower 1, 17th FL, Suite 1707A Jl.Jend.Sudirman Kav.52-53, Jakarta 12190, Indonesia  
Tel 62-21-515-1267, Fax 62-21-515-1268

### Shanghai Representative Office

Room D-405, Oriental International Plaza, 85-Loushanguan Road, Chang Ning, Shanghai 200336 P.R.China  
Tel 86-21-6235-1333, Fax 86-21-6235-1821

### Bangkok Representative Office

5 Sitthivorakit Bldg, 7 Floor, 747-Room Soi Piphat, Silom Road, Bangrak, Bangkok 10500, Thailand  
Tel 66-2-236-8167, Fax 66-2-236-8168

## Subsidiary Companies

### Tokyo Sangyo Singapore (Pte.) Ltd.

371 Beach Road #14-10 Keypoint Singapore 199597  
Tel 65-6299-1239, Fax 65-6299-0023

### TSC (Shanghai) Corp.

Room D-405, Oriental International Plaza, 85-Loushanguan Road, Chang Ning, Shanghai 200336 P.R.China  
Tel 86-21-6235-1333, Fax 86-21-6235-1821

### Guangzhou Office (TSC (Shanghai) Corp.)

Room E-25, 16th Floor, VILL International Bldg, No.167, LinHexi Rd, Tian He Dist, Guangzhou 510000, P.R. China  
Tel 86-20-3867-7307, Fax 86-20-3867-7910

### Tokyo Sangyo (Thailand) Co.,Ltd.

5 Sitthivorakit Bldg, 7 Floor, 757-Room Soi Pipat Silom Rd, Bangrak, Bangkok 10500, Thailand  
Tel 66-2-236-2764, Fax 66-2-236-8168

### PT Tokyo Sangyo Indonesia

Indonesia Stock Exchange Tower 1Lt. 17 Suite 1707A, Jl. Sudirman Kav. 52-53, Jakarta Selatan 12190, Indonesia  
Tel 62-21-515-1267, Fax 62-21-515-1268

### Tokyo Sangyo, Inc.

3858 Carson Street Suite 304, Torrance CA 90503, U.S.A.  
Tel 1-310-540-6052, Fax 1-310-540-6054

### Tokyo Sangyo Machinery, S. A. de C. V.

Edificio Montecarlo Av. Las Americas #608-203 Fracc. La Fuente C.P. 20239 Aguascalientes, Aqs. Mexico  
Tel 52-449-915-5091, Fax 52-449-915-5315

### Tokyo Sangyo Europe GmbH

An der Welle 4, 60322 Frankfurt/Main, Germany  
Tel 49-69-7593-8556, Fax 49-69-7593-8200

# History

## April 1942

Establishment of Yamato Kikai Co.,Ltd. the forerunner of the current company a manufacturer and seller of machinery and equipment.

## July 1947

With the breakup of the previous Mitsubishi corporation members of the Machinery Division take over the management of the company, and change the company name to TOKYO SANGYO CO.,LTD.

## October 1947

With the support of Mitsubishi Group companies,beginning of domestic sales and the import-export of general industrial equipment and machinery.

## August 1959

First listing on the Tokyo Stock Exchange as an OTC company.

## March 1960

To diversify its product line, company makes equal-partner merger with Nikkyo Sangyo, a ship and shipping machinery importer-exporter. Main office moved to 2-6 Marunouchi, Chiyoda-Ku,Tokyo.

## October 1961

First listing on the Tokyo Stock Exchange, Second Section.

## July 1963

Main office moved to 3-2 Marunouchi, Chiyoda-Ku,Tokyo.

## April 1977

Established Tokyo Sangyo Singapore (Pte) Ltd.

## April 1996

Opened the Jakarta Representative office.

## September 1996

First listing on the Tokyo Stock Exchange, First Section.

## July 2003

Main office moved to No.16-4 2-Chome Konan Minato-Ku,Tokyo.

## August 2006

Main office moved to 2-1, Otemachi 2-Chome Chiyoda-Ku,Tokyo.

## August 2006

Opened the Bangkok Representative Office.

## October 2006

Established TSC (Shanghai) Co.,Ltd.

## July 2007

Integrated the Osaka Office and the Kobe Office and opened the Kansai Office.

## October 2011

Established Tokyo Sangyo (Thailand) Co., Ltd.

## December 2012

Established PT Tokyo Sangyo Indonesia

## April 2013

Established Tokyo Sangyo, Inc.

## April 2014

Established TSC Machinery Co.,Ltd.

## May 2014

Established Tokyo Sangyo Machinery, S.A. de C.V.

## June 2014

Established Tokyo Sangyo Europe GmbH.

## Corporate Profile

<b>Name of the Company</b>	Tokyo Sangyo Co.,Ltd.
<b>Address</b>	Shin-Otemachi Building, 2-1 Otemachi 2-chome, Chiyoda-Ku, Tokyo 100-0004, Japan
<b>Date of Establishment</b>	October 20, 1947
<b>Capital Fund</b>	3,443 million Japanese yen (the stock is listed on Tokyo stock Exchange, First Section)
<b>Number of Employees</b>	242
<b>URL</b>	http://www.tscom.co.jp/

## Business Operations

Domestic and international sales of machinery, plant, materials, tools, chemicals and real estate renting operations.

# Stock and Shareholders Information

## Stock Information

(As of March 31, 2014)

<b>Number of Shares Authorized</b>	64,000,000 shares
<b>Total Number of Shares Issued</b> (Includes 1,825,332 shares of treasury stock held by the Company)	28,678,486 shares
<b>Number of Shareholders</b>	4,762

## Major Shareholders

(As of March 31, 2014)

Name	Number of Shares held (Thousands)	Percentage of Share Ownership (%)
<b>MITSUBISHI HITACHI POWER SYSTEMS,LTD.</b>	3,913	13.64
<b>Mitsubishi Corporation</b>	3,849	13.42
<b>Japan Trustee Services Bank, Ltd. (Trust account)</b>	1,028	3.58
<b>Mitsubishi Electric Corporation</b>	1,026	3.57
<b>CGML PB CLIENT ACCOUNT/COLLATERAL</b>	776	2.70
<b>CREDIT SUISSE (LUXEMBOURG) S.A. ON BEHALF OF CLIENTS</b>	731	2.55
<b>CBNY DFA INTL SMALL CAP VALUE PORTFOLIO</b>	535	1.86
<b>Meiji Yasuda Life Insurance Company</b>	500	1.74
<b>Mitsubishi Kakoki Kaisha, Ltd.</b>	480	1.67
<b>TOKYO ENERGY &amp; SYSTEMS INC.</b>	461	1.60

note) In addition to the above, there are 1,825,332 shares (6.36%) of treasury shares held by the Company.

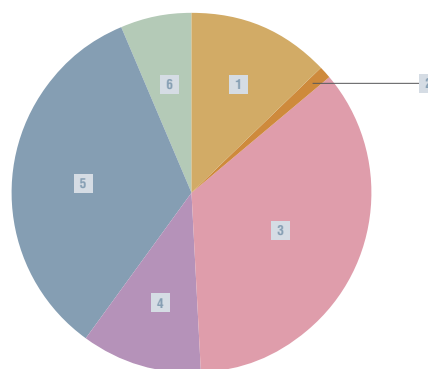
## Directors and Corporate Auditors

(As of March 31, 2014)

<b>Representative Director/President</b>	Toshio Satomi
<b>Senior Executive Director</b>	Yuji Kanemaki
<b>Managing Director</b>	Hiroshi Ito
<b>Managing Director</b>	Yoshihiko Ikeda
<b>Managing Director</b>	Takashi Sudo
<b>Director</b>	Yoshiaki Yoneyama
<b>Director</b>	Yoshiki Fuse
<b>Director</b>	Minoru Kambara
<b>Director</b>	Osamu Kawaguchi
<b>Standing Corporate Auditor</b>	Tamoji Negishi
<b>Standing Corporate Auditor</b>	Kenichi Kimino
<b>Corporate Auditor</b>	Yuji Hoshikawa
<b>Corporate Auditor</b>	Yutaka Koide

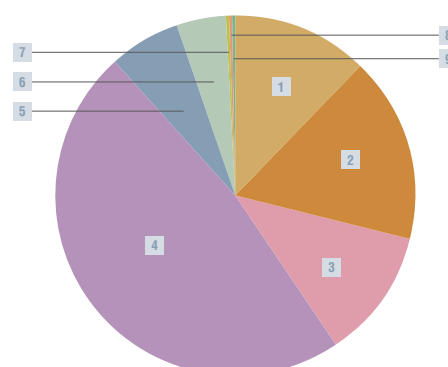
## Distribution of Shares

(As of March 31, 2014)



## Distribution of Shares by Type of Shareholder

Category	Number of Shares	Percentage
1 Financial Institutions	3,743,013	13.05%
2 Financial instruments business operators	290,569	1.01%
3 Other Companies	10,138,495	35.35%
4 Foreign Companies, etc.	3,053,920	10.65%
5 Individuals, Others	9,627,157	33.57%
6 Treasury Shares	1,825,332	6.36%



## Distribution of Shares by Number of Shares Held

Category	Number of Shares	Percentage
1 Less than 1 unit	586	12.31%
2 1 or more units	791	16.61%
3 5 or more units	564	11.84%
4 10 or more units	2,266	47.59%
5 50 or more units	310	6.51%
6 100 or more units	206	4.33%
7 500 or more units	15	0.31%
8 1,000 or more units	15	0.31%
9 5,000 or more units	9	0.19%