



**For the Fiscal Year Ended March 31, 2021**

---

**Annual Select<sup>®</sup> 2021**

# SUN-WA TECHNOS CORPORATION

---

**Tokyo Square Garden, 3-1-1, Kyobashi,  
Chuo-ku, Tokyo 104-0031 JAPAN**

**(Securities Code: 8137)**

**+81-3-5202-4011**

---

## **Corporate Profile**

When it was founded in 1949, Sun-Wa Technos Corporation responded to the demands of that era, during which Japan was rebuilding its industrial capacity following World War II. Ever since then, our main business has been the sale of technology products—such as industrial systems and machinery, electric motors, and control equipment—and associated contracting work. With the subsequent structural changes in Japanese industry, however, we extended into new business fields, including electrical products, electronic components, and computer systems related to factory automation (FA systems\*<sup>1</sup>), and as society has become more information-driven, our business activities have evolved to encompass the sale of industrial systems and devices, equipment, and electronic components. During that time, however, we have consistently dedicated ourselves to our customers' development as a technology trading company that puts customers first, delivers engineering services, and provides up-to-date technical information.

Since establishing an overseas base in Singapore in 1995, the Sun-Wa Group has now established a total of 28 bases in 12 countries. Aiming to expand and develop its non-Japan business, the Group makes a selling point of providing the same level of service it provides in Japan when assisting Japanese customers moving into overseas markets, while at the same time cultivating local companies overseas as new customers.

We are currently in the process of establishing the Sun-Wa global network, thereby helping to reduce overall costs for customers by offering services including acting as a procurement agency (global supply chain management (“SCM”) solutions) to streamline the process from inventory procurement to distribution.

We also operate a business that develops outstanding products overseas and supplies them to customers inside and outside Japan.

\*1 Factory automation

## I. Summary of Selected Financial Data (Consolidated)

|   | 69 <sup>th</sup> fiscal year<br>From April 1, 2016<br>to March 31, 2017 | 70 <sup>th</sup> fiscal year<br>From April 1, 2017<br>to March 31, 2018 | 71 <sup>st</sup> fiscal year<br>From April 1, 2018<br>to March 31, 2019 | 72 <sup>nd</sup> fiscal year<br>From April 1, 2019<br>to March 31, 2020 | 73 <sup>rd</sup> fiscal year<br>From April 1, 2020<br>to March 31, 2021 |
|---|---|---|---|---|---|
| Net sales<br>(Millions of yen)  | 116,611   | 146,759   | 145,410   | 137,943   | 134,769   |
| Ordinary profit<br>(Millions of yen)  | 3,215   | 4,349   | 3,627   | 2,144   | 2,567   |
| Profit attributable to owners<br>of parent<br>(Millions of yen)             | 1,584   | 3,085   | 2,628   | 1,341   | 1,786   |
| Comprehensive income<br>(Millions of yen)                                   | 2,142   | 4,744   | 1,253   | 627   | 3,840   |
| Net assets<br>(Millions of yen)   | 23,637  | 27,993  | 31,944  | 31,726  | 35,030  |
| Total assets<br>(Millions of yen)   | 64,816  | 77,254  | 74,114  | 71,738  | 76,381  |
| Net assets per share<br>(Yen)   | 1,705.66  | 2,020.05  | 1,991.19  | 2,010.98  | 2,220.42  |
| Basic earnings per share<br>(Yen)   | 113.64  | 222.65  | 164.08  | 84.11   | 113.23  |
| Diluted earnings per share<br>(Yen)   | –   | –   | –   | –   | –   |
| Equity ratio<br>(%)   | 36.5  | 36.2  | 43.1  | 44.2  | 45.9  |
| Return on equity (ROE)<br>(%)   | 6.9   | 12.0  | 8.8   | 4.2   | 5.4   |
| Price earnings ratio (PER)<br>(Times)                                       | 9.9   | 8.5   | 5.3   | 9.7   | 9.5   |
| Net cash provided by (used<br>in) operating activities<br>(Millions of yen) | 1,679   | (2,221)   | 1,636   | 3,238   | 1,589   |
| Net cash provided by (used<br>in) investing activities<br>(Millions of yen) | (235)   | 29  | (153)   | (200)   | (141)   |
| Net cash provided by (used<br>in) financing activities<br>(Millions of yen) | (818)   | 3,962   | 28  | (945)   | (309)   |
| Cash and cash equivalents at<br>end of period<br>(Millions of yen)          | 6,275   | 8,112   | 9,521   | 11,568  | 12,629  |
| Number of employees<br>(Persons)  | 888   | 957   | 994   | 1,030   | 1,043   |

Notes: 1. Net sales do not include consumption taxes.

2. Diluted earnings per share are not provided since there are no potential shares.

## II. Message from the President

### Staying one step ahead of the changing times and market needs and working as a Group to complete NEXT 1800



Hiroyuki Tanaka  
President and Representative Director

In the fiscal year ended March 31, 2021, the first state of emergency declaration was issued in April 2020 due to the spread of the novel coronavirus disease (COVID-19). With restrictions on corporate activities, manufacturing companies put off domestic capital investment, and production adjustments placed them in an extremely challenging business environment. However, in the industrial electronics and mechatronics industries, which are the main businesses of the Sun-Wa Group, the Chinese market enjoyed an early recovery. Additionally, the factory automation (“FA”), industrial equipment, and semiconductor manufacturing equipment markets recovered, and the domestic market also shifted to a track of recovery. In the depressed automobile-related market, which faced a temporary decline in production units, in-vehicle equipment-related orders for safety equipment and advanced driver assistance systems (ADAS) recovered quickly and remained steady in the second half. Moreover, together with the sales recovery in our main fields, the reduction in business trips and exhibitions and operational streamlining including workstyle reforms led to reduced management costs, and we were able to secure operating profit that exceeded the previous fiscal year.

### Three initiatives to defeat the COVID-19 pandemic headwind

Over approximately one year, the Company instituted company-wide COVID-19 prevention measures on the hardware side. Additionally, we responded flexibly based on social conditions, such as the reissuance of a state of emergency declaration, which includes telework and staggered shifts in our work system. In terms of the use of our IT platform through telework, as we had completed the building of our internal IT infrastructure platform SIS2018 as well IT capital investment aimed at workstyle reform prior to the COVID-19 pandemic, we smoothly provided and established new lifestyles amid the COVID-19 pandemic.

In the previous fiscal year in which economic and industrial activities globally stagnated, the Company implemented three main measures. The first measure was having all employees maintain the awareness that they are on the frontlines of sales. In terms of specific initiatives for this measure, going beyond the framework of departments and branches including office workers, we came together as a company to expand sales of infection prevention-related products developed by our customers, leading to expanded orders of a variety of products such as aerial disinfecting and deodorization equipment, deep ultraviolet disinfecting products, and bacteria-resistant non-contact temperature sensors.

The second measure was strengthening our back office through digital transformation (DX<sup>\*2</sup>) and achieving closer customer connections through face-to-face meetings with our customers, one of our traditions. We opened sales offices with small numbers of elite staff members in Nagaoka (Niigata Prefecture) and Kofu (Yamanashi Prefecture) to maintain close contact with our customers in each region and to respond to their needs in detail, and built a new structure that could be called the Company’s “new normal,” where the branch in charge of each sales office supports the frontlines of sales using IT, acting in a behind-the-scenes capacity. This year, we are planning to open bases in Kanazawa (Ishikawa Prefecture) and the Tohoku area. Furthermore, overseas as well, we opened sales bases with the same concept in Penang, Malaysia and Xiamen, China. Going forward, we want to establish these bases as examples of the Company’s unique business style in global business. The third measure was cutting management costs through operational streamlining by establishing remote work focused on workstyle reforms. These three measures were how we transformed the difficulties of the COVID-19 pandemic into chances, and they produced significant results.

\*2 Data and digital technology to reform organizations and business models continuously and to change the way value is provided from the ground up.

### **Capturing the needs of the times from a broad perspective and aiming for a great recovery**

In the final fiscal year of the tenth medium-term management plan NEXT 1800, we put forth the slogan of “Rising to the Challenge of a Great Recovery.” We aim to complete the plan through policies and key measures, including further enhancing our initiatives from last fiscal year on a company-wide basis, recovering from the COVID-19 pandemic and capturing the new normal market, creating strategies using DX and establishing a system to implement said strategies, producing solid results output by deeply cultivating our existing businesses and cultivating new businesses, and reviewing our business portfolio.

In addition to achieving a recovery in sales for our existing businesses, which had contracted during the COVID-19 pandemic, we will rise to the challenge of new business fields including new genres born during changing times prompted by the COVID-19 pandemic, such as accelerating personnel reductions (shift to robotics and automation), and the transition to electric vehicles and renewable energy to respond to 5G and carbon neutral\*3. In the 5G field, we can expect semiconductor-related business required for the memory equipment at data centers and for connected cars and the transition to EV, and the Company is already moving forward with its local 5G business in dedicated areas such as factories. Furthermore, by reviewing the market using new approaches for the needs of a new generation, we believe that we will come to see a “new landscape” for the Company to pursue in the future.

\*3 Achieving zero overall emission of greenhouse gases. Last October, Prime Minister Suga declared that Japan would achieve this goal by 2050.

### **Becoming a company that continuously grows through organizational strength and diverse initiatives**

At the start of the final year of NEXT 1800, the Company implemented organizational changes aimed at strengthening our business platform for the above initiatives. We launched the Regional Customer Sales Division to consolidate our two customer strategy divisions, which pursue sales expansion with global companies desiring integrated purchasing, enhancing our customer-specialized approach. Furthermore, to enhance cooperation in our customer manufacturing location migration support business, we enhanced our global services system by integrating our Global SCM Solutions Division and our International Sales Division that supports initiatives by our overseas subsidiaries. Moreover, we reorganized the Eco New Life Support Department that pursued the AED and LED business that are growing from health and energy-saving needs into the Life Facility Promotion Division. We will strengthen both the sales expansion of the AED business, a portion of whose earnings we use for COVID-19 medical welfare as part of our social contributions, and facilities businesses, such as the LED business.

Regarding the 11th medium-term management plan set to start next fiscal year, to ensure thorough management policies and accelerate management decisions, centered on the Management Strategy Department launched this June, we will formulate an effective and aspirational medium-term management plan.

In our contributions to the SDGs\*4 that aim to create a sustainable society and companies, after establishing the SDGs Promotion Committee in June 2019, we selected an ambassador in each department and branch following study sessions, and starting in April 2021, we disclosed objectives of departments, branches and individuals, and created internal awareness. Going forward, as the commitment to investment in SDGs and ESG\*5 expands, we will strengthen initiatives for carbon neutral and further increase our social value as a company. This April, we received certification as a “2021 Certified Health & Productivity Management Outstanding Organization” and will continue to promote activities as a company that cares for the health of our employees.

As the Company will continue to implement various policies as a Group and work to enhance our corporate value, we ask for the continued support of all our shareholders.

\*4 International goals for 2030 established in the “2030 Agenda for Sustainable Development” adopted at the United Nations summit held in September 2015.

\*5 ESG: “Environment,” “Social,” “Governance.”

## Tenth Medium-Term Management Plan (FY2019-FY2021)

# NEXT1800

### SUN-WA VISION 2025

Sun-Wa Group: Creating a Bright Future



### ◆ Result and Managerial Goal

|  | (Millions of yen) |                  |         |
|--|-------------------|------------------|---------|
|  | FY2019<br>Result  | FY2020<br>Result | FY2021  |
| Net sales                              | 137,943           | 134,769          | 180,000 |
| Operating profit                       | 1,846             | 2,152            | 4,800   |
| Ratio of operating profit to net sales | 1.3%              | 1.6%             | 2.7%    |
| Ordinary profit                        | 2,144             | 2,567            | 5,000   |
| Ratio of ordinary profit to net sales  | 1.6%              | 1.9%             | 2.8%    |

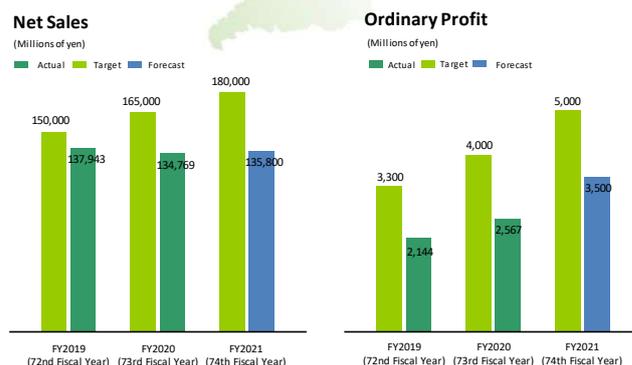
### FY2019 - Our 70th Anniversary and Beyond

We continue to evolve and accelerate growth as an independent technology trading company.

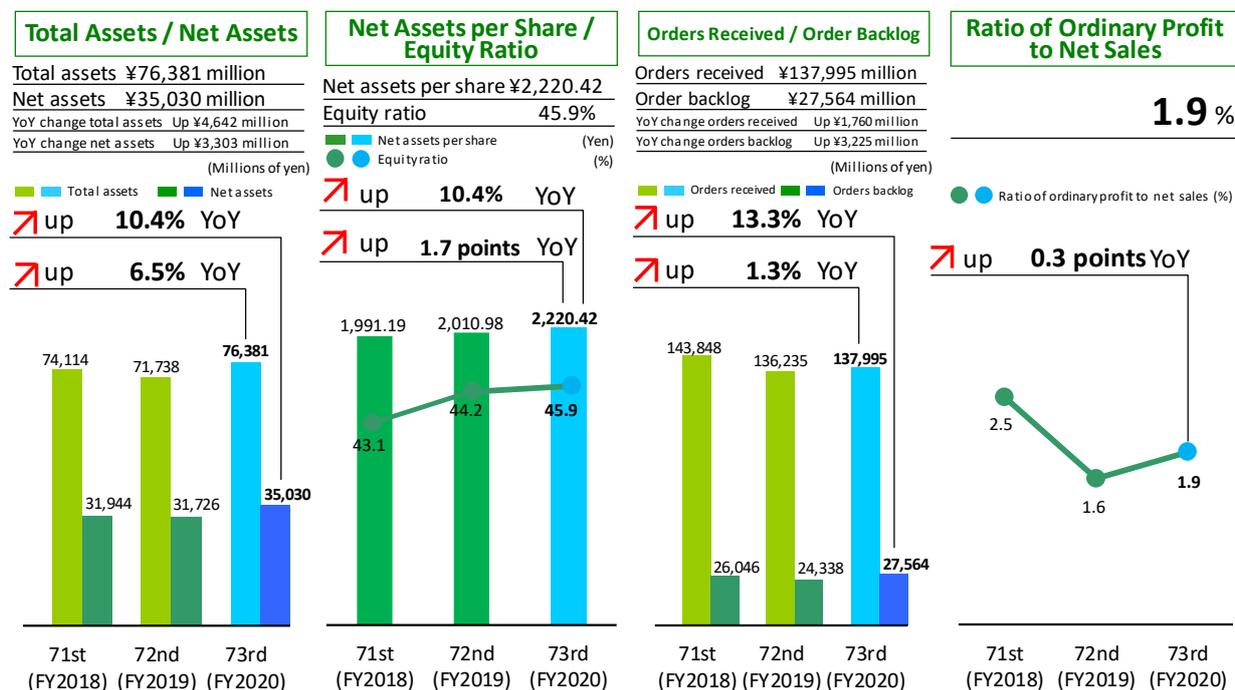
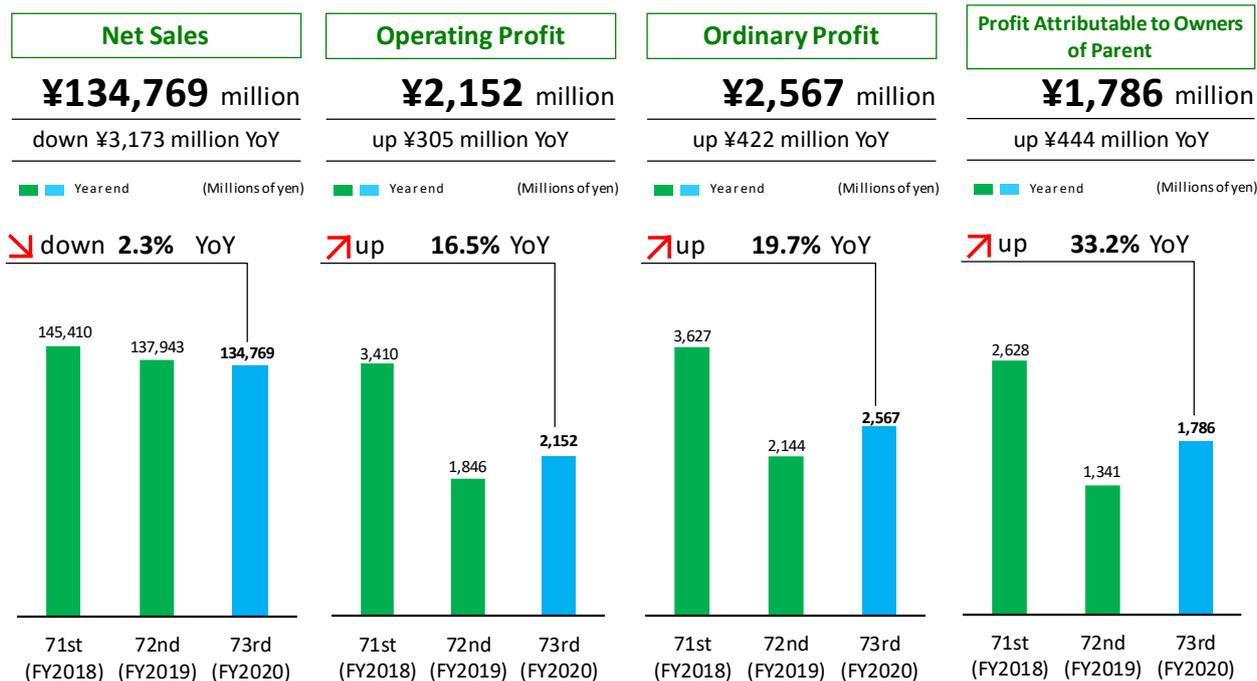
### ◆ Policy

- Contributing to customers' manufacturing by enhancing core businesses
- Expanding global business and supporting market demand
- Rising to the challenge of new business fields and accelerating sustainable growth
- Initiatives to realize a sustainable society

### ◆ Progress



### III. Financial Highlights



## Financial highlights

In the fiscal year under review, the global spread of COVID-19 affected the Japanese economy, with the reissuance of a state of emergency declaration, and overall, the future of the economy remains unclear. In the global economy, as economic activities gradually reopen in Europe and the United States, limited economic activities are being called for due to renewed outbreaks, and in China, the economy continues to recover through policy support and other factors.

In the industrial electronics and mechatronics industries serviced by the Sun-Wa Group, challenging conditions continued due to postponed capital investment by manufacturing companies and production adjustments. However, from the end of last year, we began to see a partial recovery in the semiconductor industry and industrial machinery industry, and the automobile-related equipment industry, which had temporarily struggled, also began to recover. Furthermore, demand from China remained steady due to progressing investment in electric vehicles (EV), semiconductors, and base stations for high-speed communication protocols in the form of 5G in China.

Amid the prolonged COVID-19 pandemic, the establishment of the use of remote work and online tools and the partial voluntary limitation of corporate activities in line with the infection prevention measures of the government led to a decline in selling, general and administrative expenses.

Amid this environment, in our operating results for the fiscal year under review, net sales fell below the previous fiscal year's results, while operating profit, ordinary profit, and profit attributable to owners of parent exceeded the previous fiscal year's results.

### Outlook for the Fiscal Year ending March 31, 2022

In our outlook for the next fiscal year, China, which has enjoyed a steady economic recovery, is expected to drive growth in the world economy, and we expect a recovery in capital investment with the commercialization of high-speed communication protocols in the form of 5G and the acceleration of the transition to electric vehicles. However, with no clear end in sight to the global spread of COVID-19, and many factors of uncertainty including the pace of vaccinations, the duration of their effects, and their effects on mutant variants, we expect an uncertain economic future to continue.

## Consolidated earnings forecasts for the fiscal year ending March 31, 2022

|   |                  |                         |
|---|------------------|-------------------------|
| Net sales                               | ¥135,800 million | (up 0.8% year on year)  |
| Operating profit                        | ¥3,430 million   | (up 59.4% year on year) |
| Ordinary profit                         | ¥3,500 million   | (up 36.3% year on year) |
| Profit attributable to owners of parent | ¥2,250 million   | (up 26.0% year on year) |
| Basic earnings per share                | ¥142.62          |                         |

Notes: 1. Earnings projections are based on information available to the Company as of May 7, 2021. Actual results may differ from the projections presented here due to various factors.

2. Because we will begin applying the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) and its implementation guidance from the start of the fiscal year ending March 31, 2022, the values for the above consolidated earnings forecasts are after the application of the standard (displaying the net value for net sales associated with subcontract processing transactions with supply of materials for value).

## IV. Business Segment Information

### Electrical Machinery

Net Sales  
**¥23,157 million**  
 up ¥2,019 million YoY

(Millions of yen)  
 up **9.6%** YoY

| Fiscal Year   | Net Sales (Millions of yen) |
|---------------|-----------------------------|
| 71st (FY2018) | 24,569                      |
| 72nd (FY2019) | 21,137                      |
| 73rd (FY2020) | 23,157                      |

Proportion of total net sales **17.2%**

**Main Products**  
 AC servo motors, linear motors and various other motors, inverters, machine controllers, machine vision systems, clean room robots and vacuum chamber robots for semiconductor manufacturing devices, power conditioners, power substations and other facility works, etc.



AC servo motors

The Electrical Machinery Department saw an increase in sales of electrical products used in the industrial machinery industry.

### Electronics

Net Sales  
**¥102,657 million**  
 down ¥3,742 million YoY

(Millions of yen)  
 down **3.5%** YoY

| Fiscal Year   | Net Sales (Millions of yen) |
|---------------|-----------------------------|
| 71st (FY2018) | 109,370                     |
| 72nd (FY2019) | 106,400                     |
| 73rd (FY2020) | 102,657                     |

Proportion of total net sales **76.2%**

**Main Products**  
 Various electronic components and equipment including power supplies, connectors, semiconductors, sensors, miniature fans, LEDs (Light Emitting Diodes), LCDs (Liquid Crystal Displays), touch panels, industrial PCs, CPU boards, memory modules, etc.



Diode

The Electronics Department saw an increase in sales of electronic components for the industrial machinery industry. However, sales of electronic components used in the amusement industry decreased.

### General Machinery

Net Sales  
**¥8,955 million**  
 down ¥1,449 million YoY

(Millions of yen)  
 down **13.9%** YoY

| Fiscal Year   | Net Sales (Millions of yen) |
|---------------|-----------------------------|
| 71st (FY2018) | 11,470                      |
| 72nd (FY2019) | 10,404                      |
| 73rd (FY2020) | 8,955                       |

Proportion of total net sales **6.6%**

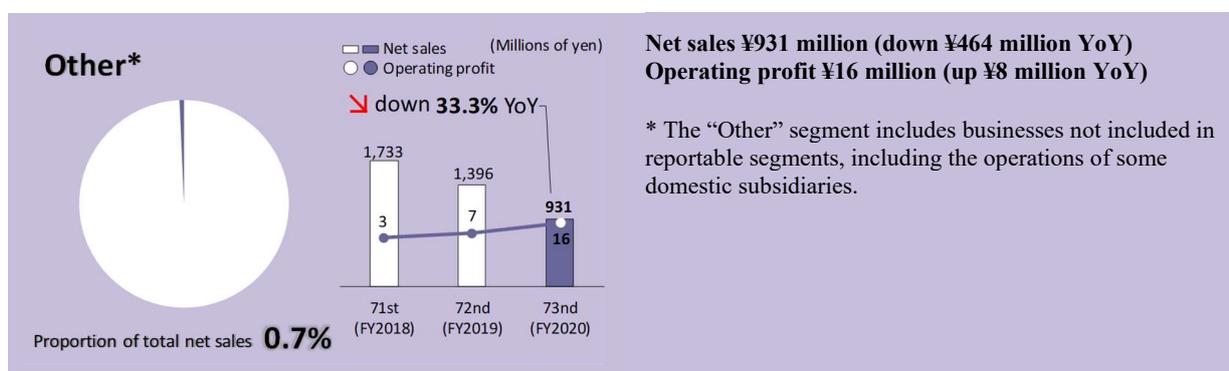
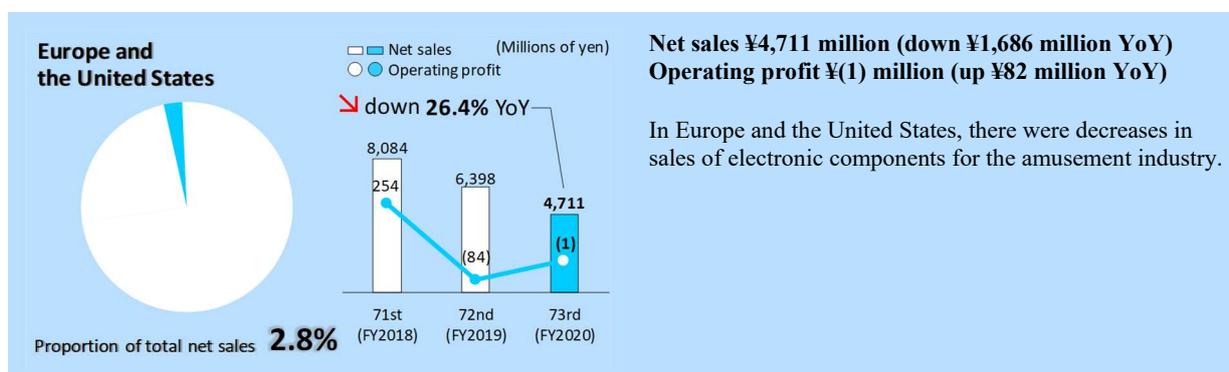
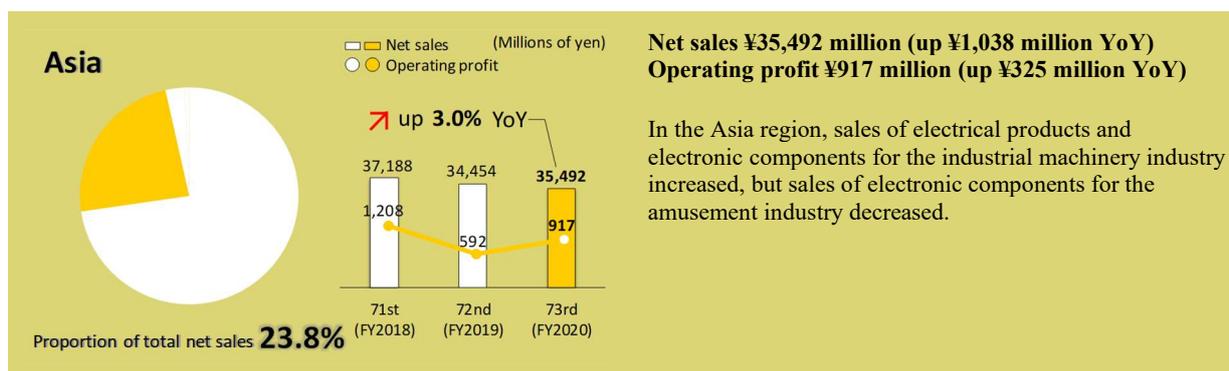
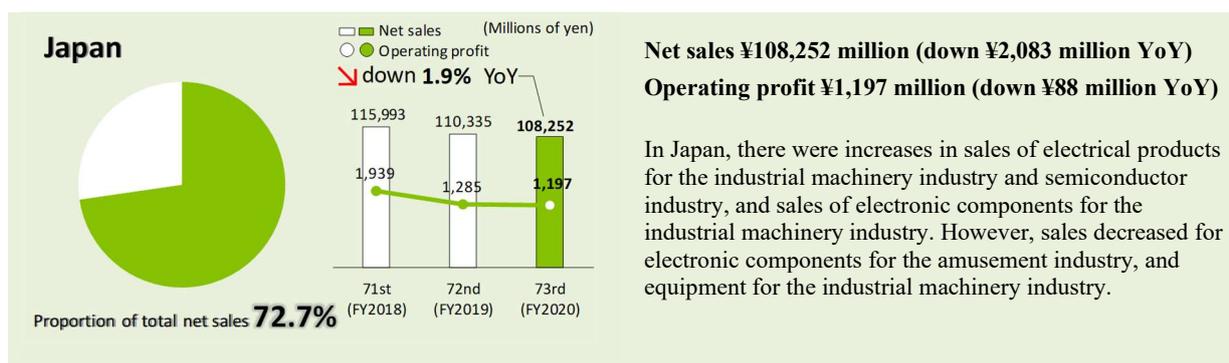
**Main Products**  
 Semiconductor-related manufacturing equipment, industrial robots, clean room robots for conveying liquid crystal panels, substrate-related devices, conveying devices for logistics, wind- and hydro-power equipment, air conditioners and kitchen facilities, environmental protection equipment and devices, various inspection devices, medical equipment, etc.



Mobile robot  
 Collaborative robot

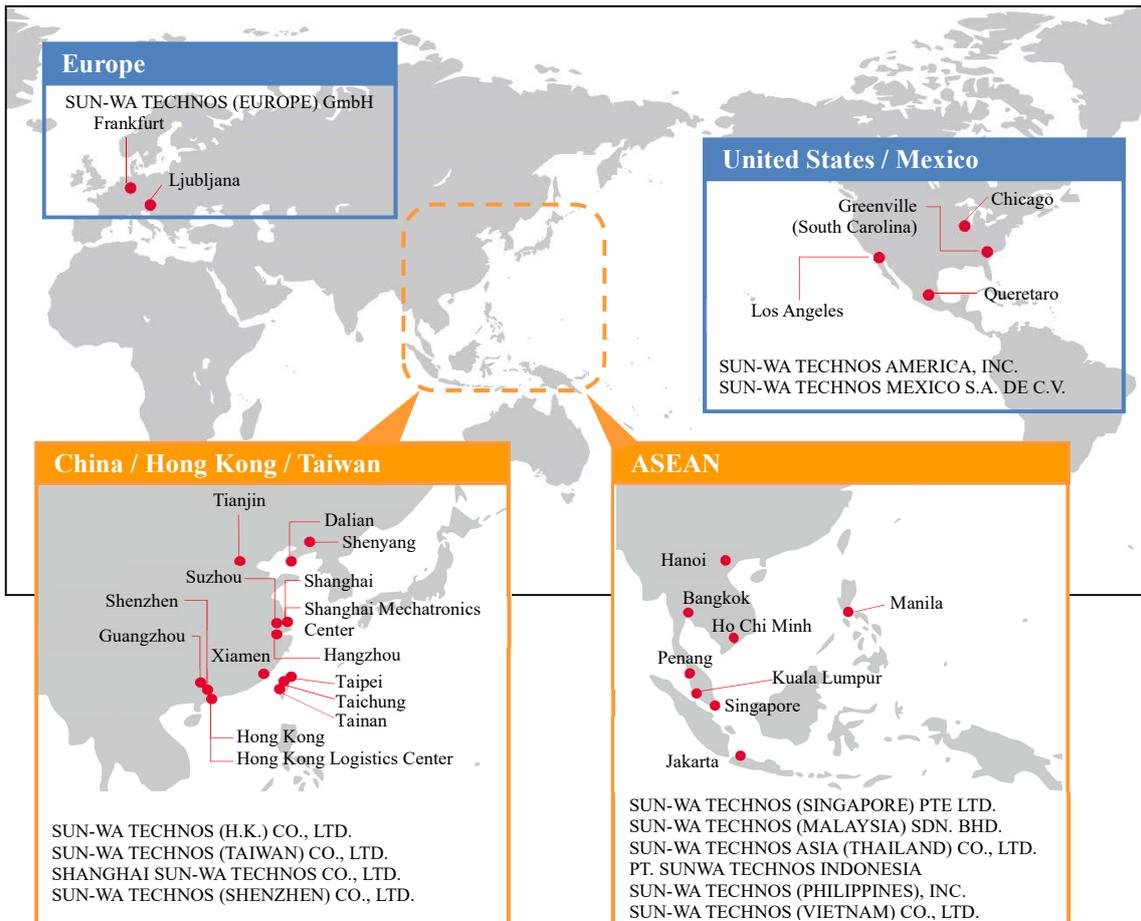
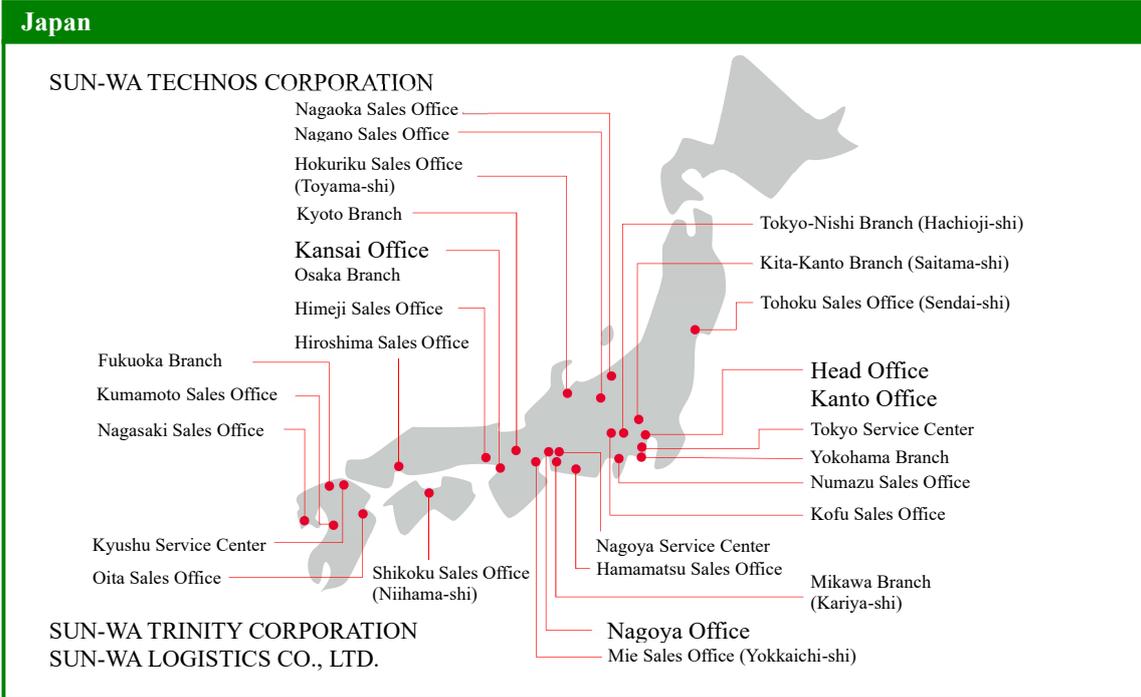
The General Machinery Department saw a decrease in sales of equipment for the industrial machinery industry.

## V. Reportable Segment Information



- Notes: 1. Each proportion of total net sales is based on sales to external customers.  
 2. Regional segment sales shown above include internal sales among segments as well as amounts transferred to other segments.

# VI. Sun-Wa Global Network



## VII. Consolidated Financial Statements

### (1) Consolidated Balance Sheets

(Millions of yen)

|   | As of March 31, 2020 | As of March 31, 2021 |
|---|----------------------|----------------------|
| <b>Assets</b>                                       |                      |                      |
| Current assets                                      |                      |                      |
| Cash and deposits                                   | 12,052               | 13,113               |
| Notes and accounts receivable - trade               | 34,715               | 36,392               |
| Electronically recorded monetary claims - operating | 5,123                | 6,061                |
| Merchandise   | 10,019               | 7,935                |
| Work in process                                     | 0                    | 0                    |
| Other   | 920                  | 1,036                |
| Allowance for doubtful accounts                     | (117)                | (109)                |
| Total current assets                                | 62,713               | 64,430               |
| Non-current assets                                  |                      |                      |
| Property, plant and equipment                       |                      |                      |
| Buildings and structures                            | 1,777                | 1,745                |
| Accumulated depreciation                            | (1,177)              | (1,193)              |
| Buildings and structures, net                       | 600                  | 551                  |
| Land  | 1,777                | 1,730                |
| Leased assets                                       | 529                  | 545                  |
| Accumulated depreciation                            | (299)                | (377)                |
| Leased assets, net                                  | 230                  | 168                  |
| Other   | 536                  | 525                  |
| Accumulated depreciation                            | (385)                | (385)                |
| Other, net  | 151                  | 140                  |
| Total property, plant and equipment                 | 2,759                | 2,590                |
| Intangible assets                                   |                      |                      |
| Other   | 193                  | 170                  |
| Total intangible assets                             | 193                  | 170                  |
| Investments and other assets                        |                      |                      |
| Investment securities                               | 4,854                | 7,995                |
| Deferred tax assets                                 | 12                   | 36                   |
| Other   | 1,423                | 1,338                |
| Allowance for doubtful accounts                     | (217)                | (179)                |
| Total investments and other assets                  | 6,072                | 9,190                |
| Total non-current assets                            | 9,024                | 11,951               |
| Total assets  | 71,738               | 76,381               |

(Millions of yen)

|   | As of March 31, 2020 | As of March 31, 2021 |
|---|----------------------|----------------------|
| <b>Liabilities</b>  |                      |                      |
| Current liabilities   |                      |                      |
| Notes and accounts payable - trade                                      | 16,043               | 16,554               |
| Electronically recorded obligations - operating                         | 13,065               | 12,901               |
| Short-term borrowings   | 3,809                | 4,148                |
| Current portion of long-term borrowings                                 | –                    | 500                  |
| Lease obligations   | 106                  | 93                   |
| Income taxes payable  | 521                  | 393                  |
| Accrued expenses  | 1,165                | 1,269                |
| Other   | 690                  | 510                  |
| Total current liabilities   | 35,402               | 36,372               |
| Non-current liabilities   |                      |                      |
| Long-term borrowings  | 2,900                | 2,400                |
| Lease obligations   | 142                  | 91                   |
| Deferred tax liabilities  | 323                  | 1,203                |
| Long-term accounts payable - other                                      | 226                  | 199                  |
| Provision for retirement benefits for directors<br>(and other officers) | 94                   | 104                  |
| Retirement benefit liability  | 921                  | 978                  |
| Total non-current liabilities   | 4,608                | 4,978                |
| Total liabilities   | 40,011               | 41,350               |
| <b>Net assets</b>   |                      |                      |
| Shareholders' equity  |                      |                      |
| Share capital   | 3,727                | 3,727                |
| Capital surplus   | 3,548                | 3,548                |
| Retained earnings   | 22,577               | 23,827               |
| Treasury shares   | (300)                | (300)                |
| Total shareholders' equity  | 29,552               | 30,802               |
| Accumulated other comprehensive income                                  |                      |                      |
| Valuation difference on available-for-sale<br>securities                | 2,079                | 4,235                |
| Foreign currency translation adjustment                                 | 95                   | (7)                  |
| Total accumulated other comprehensive income                            | 2,174                | 4,228                |
| Total net assets  | 31,726               | 35,030               |
| Total liabilities and net assets  | 71,738               | 76,381               |

**(2) Consolidated Statements of Income and  
Consolidated Statements of Comprehensive Income**

**(Consolidated Statements of Income)**

(Millions of yen)

|  | Fiscal year ended<br>March 31, 2020 | Fiscal year ended<br>March 31, 2021 |
|--|-------------------------------------|-------------------------------------|
| Net sales                                    | 137,943                             | 134,769                             |
| Cost of sales                                | 123,521                             | 120,545                             |
| Gross profit                                 | 14,421                              | 14,224                              |
| Selling, general and administrative expenses | 12,574                              | 12,071                              |
| Operating profit                             | 1,846                               | 2,152                               |
| Non-operating income                         |                                     |                                     |
| Interest income                              | 15                                  | 12                                  |
| Dividend income                              | 115                                 | 102                                 |
| Purchase discounts                           | 60                                  | 56                                  |
| Foreign exchange gains                       | -                                   | 94                                  |
| Rental income from buildings                 | 132                                 | 134                                 |
| Subsidy income                               | 47                                  | 33                                  |
| Other  | 96                                  | 88                                  |
| Total non-operating income                   | 466                                 | 522                                 |
| Non-operating expenses                       |                                     |                                     |
| Interest expenses                            | 73                                  | 48                                  |
| Loss on sale of trade receivables            | 30                                  | 31                                  |
| Foreign exchange losses                      | 50                                  | -                                   |
| Other  | 13                                  | 27                                  |
| Total non-operating expenses                 | 168                                 | 107                                 |
| Ordinary profit                              | 2,144                               | 2,567                               |
| Extraordinary income                         |                                     |                                     |
| Gain on sale of investment securities        | 75                                  | 7                                   |
| Total extraordinary income                   | 75                                  | 7                                   |
| Extraordinary losses                         |                                     |                                     |
| Loss on sale of non-current assets           | -                                   | 10                                  |
| Impairment losses                            | -                                   | 42                                  |
| Loss on valuation of membership              | -                                   | 9                                   |
| Provision of allowance for doubtful accounts | 130                                 | -                                   |
| Total extraordinary losses                   | 130                                 | 62                                  |
| Profit before income taxes                   | 2,089                               | 2,513                               |
| Income taxes - current                       | 820                                 | 815                                 |
| Income taxes - deferred                      | (72)                                | (88)                                |
| Total income taxes                           | 748                                 | 726                                 |
| Profit                                       | 1,341                               | 1,786                               |
| Profit attributable to owners of parent      | 1,341                               | 1,786                               |

**(Consolidated Statements of Comprehensive Income)**

(Millions of yen)

|  | Fiscal year ended<br>March 31, 2020 | Fiscal year ended<br>March 31, 2021 |
|--|-------------------------------------|-------------------------------------|
| Profit   | 1,341                               | 1,786                               |
| Other comprehensive income                                     |                                     |                                     |
| Valuation difference on available-for-sale securities          | (595)                               | 2,156                               |
| Foreign currency translation adjustment                        | (117)                               | (102)                               |
| Total other comprehensive income                               | (713)                               | 2,054                               |
| Comprehensive income   | 627                                 | 3,840                               |
| Comprehensive income attributable to                           |                                     |                                     |
| Comprehensive income attributable to owners of parent          | 627                                 | 3,840                               |
| Comprehensive income attributable to non-controlling interests | —                                   | —                                   |

### (3) Consolidated Statements of Changes in Equity

Fiscal year ended March 31, 2020

(Millions of yen)

|  | Shareholders' equity |                 |                   |                 |                            |
|--|----------------------|-----------------|-------------------|-----------------|----------------------------|
|  | Share capital        | Capital surplus | Retained earnings | Treasury shares | Total shareholders' equity |
| Balance at beginning of period                       | 3,727                | 3,548           | 21,781            | (0)             | 29,056                     |
| Changes during period                                |                      |                 |                   |                 |                            |
| Dividends of surplus                                 |                      |                 | (545)             |                 | (545)                      |
| Profit attributable to owners of parent              |                      |                 | 1,341             |                 | 1,341                      |
| Purchase of treasury shares                          |                      |                 |                   | (299)           | (299)                      |
| Net changes in items other than shareholders' equity |                      |                 |                   |                 |                            |
| Total changes during period                          | –                    | –               | 795               | (299)           | 495                        |
| Balance at end of period                             | 3,727                | 3,548           | 22,577            | (300)           | 29,552                     |

|  | Accumulated other comprehensive income                |   |  | Total net assets |
|--|---|---|--|------------------|
|  | Valuation difference on available-for-sale securities | Foreign currency translation adjustment | Total accumulated other comprehensive income |                  |
| Balance at beginning of period                       | 2,675   | 212                                     | 2,888  | 31,944           |
| Changes during period                                |   |   |  |                  |
| Dividends of surplus                                 |   |   |  | (545)            |
| Profit attributable to owners of parent              |   |   |  | 1,341            |
| Purchase of treasury shares                          |   |   |  | (299)            |
| Net changes in items other than shareholders' equity | (595)   | (117)                                   | (713)  | (713)            |
| Total changes during period                          | (595)   | (117)                                   | (713)  | (217)            |
| Balance at end of period                             | 2,079   | 95                                      | 2,174  | 31,726           |

Fiscal year ended March 31, 2021

(Millions of yen)

|  | Shareholders' equity |                 |                   |                 |                            |
|--|----------------------|-----------------|-------------------|-----------------|----------------------------|
|  | Share capital        | Capital surplus | Retained earnings | Treasury shares | Total shareholders' equity |
| Balance at beginning of period                       | 3,727                | 3,548           | 22,577            | (300)           | 29,552                     |
| Changes during period                                |                      |                 |                   |                 |                            |
| Dividends of surplus                                 |                      |                 | (536)             |                 | (536)                      |
| Profit attributable to owners of parent              |                      |                 | 1,786             |                 | 1,786                      |
| Purchase of treasury shares                          |                      |                 |                   | (0)             | (0)                        |
| Net changes in items other than shareholders' equity |                      |                 |                   |                 |                            |
| Total changes during period                          | –                    | –               | 1,249             | (0)             | 1,249                      |
| Balance at end of period                             | 3,727                | 3,548           | 23,827            | (300)           | 30,802                     |

|  | Accumulated other comprehensive income                |   |  | Total net assets |
|--|---|---|--|------------------|
|  | Valuation difference on available-for-sale securities | Foreign currency translation adjustment | Total accumulated other comprehensive income |                  |
| Balance at beginning of period                       | 2,079   | 95                                      | 2,174  | 31,726           |
| Changes during period                                |   |   |  |                  |
| Dividends of surplus                                 |   |   |  | (536)            |
| Profit attributable to owners of parent              |   |   |  | 1,786            |
| Purchase of treasury shares                          |   |   |  | (0)              |
| Net changes in items other than shareholders' equity | 2,156   | (102)                                   | 2,054  | 2,054            |
| Total changes during period                          | 2,156   | (102)                                   | 2,054  | 3,303            |
| Balance at end of period                             | 4,235   | (7)                                     | 4,228  | 35,030           |

#### (4) Consolidated Statements of Cash Flows

(Millions of yen)

|   | Fiscal year ended<br>March 31, 2020 | Fiscal year ended<br>March 31, 2021 |
|---|-------------------------------------|-------------------------------------|
| <b>Cash flows from operating activities</b>                 |                                     |                                     |
| Profit before income taxes                                  | 2,089                               | 2,513                               |
| Depreciation  | 350                                 | 326                                 |
| Impairment losses   | –                                   | 42                                  |
| Increase (decrease) in retirement benefit liability         | 34                                  | 57                                  |
| Increase (decrease) in allowance for doubtful accounts      | 111                                 | (45)                                |
| Interest and dividend income                                | (130)                               | (115)                               |
| Interest expenses   | 73                                  | 48                                  |
| Foreign exchange losses (gains)                             | (0)                                 | (18)                                |
| Loss (gain) on sale of investment securities                | (75)                                | (7)                                 |
| Loss (gain) on sale of property, plant and equipment        | –                                   | 10                                  |
| Decrease (increase) in trade receivables                    | 2,304                               | (2,726)                             |
| Decrease (increase) in inventories                          | 1,020                               | 2,019                               |
| Decrease (increase) in other assets                         | 56                                  | (114)                               |
| Increase (decrease) in trade payables                       | (2,240)                             | 512                                 |
| Increase (decrease) in accrued consumption taxes            | 31                                  | (26)                                |
| Increase (decrease) in other liabilities                    | 144                                 | (54)                                |
| Other, net  | (121)                               | 42                                  |
| Subtotal  | 3,649                               | 2,462                               |
| Interest and dividends received                             | 130                                 | 115                                 |
| Interest paid   | (72)                                | (46)                                |
| Income taxes paid   | (468)                               | (941)                               |
| Net cash provided by (used in) operating activities         | 3,238                               | 1,589                               |
| <b>Cash flows from investing activities</b>                 |                                     |                                     |
| Purchase of property, plant and equipment                   | (77)                                | (53)                                |
| Proceeds from sale of property, plant and equipment         | 30                                  | 2                                   |
| Purchase of investment securities                           | (44)                                | (42)                                |
| Proceeds from sale of investment securities                 | 85                                  | 17                                  |
| Other, net  | (193)                               | (64)                                |
| Net cash provided by (used in) investing activities         | (200)                               | (141)                               |
| <b>Cash flows from financing activities</b>                 |                                     |                                     |
| Net increase (decrease) in short-term borrowings            | 619                                 | 339                                 |
| Repayments of long-term borrowings                          | (600)                               | –                                   |
| Repayments of lease obligations                             | (119)                               | (112)                               |
| Purchase of treasury shares                                 | (299)                               | (0)                                 |
| Dividends paid  | (545)                               | (536)                               |
| Net cash provided by (used in) financing activities         | (945)                               | (309)                               |
| Effect of exchange rate change on cash and cash equivalents | (45)                                | (77)                                |
| Net increase (decrease) in cash and cash equivalents        | 2,047                               | 1,061                               |
| Cash and cash equivalents at beginning of period            | 9,521                               | 11,568                              |
| Cash and cash equivalents at end of period                  | 11,568                              | 12,629                              |

## VIII. Corporate Data

### Company Information (as of March 31, 2021)

|                            |   |
|----------------------------|---|
| Trade name:                | SUN-WA TECHNOS CORPORATION  |
| Established:               | November 4, 1949  |
| Business year:             | From April 1 to March 31 of the following year  |
| Paid-in capital:           | 3,727 million yen   |
| Number of employees:       | 1,043 (consolidated)  |
| Head office:               | Tokyo Square Garden, 3-1-1, Kyobashi, Chuo-ku, Tokyo 104-0031 JAPAN   |
| Telephone:                 | +81-3-5202-4011   |
| Consolidated subsidiaries: | SUN-WA TRINITY CORPORATION<br>SUN-WA LOGISTICS CO., LTD.<br>SUN-WA TECHNOS (SINGAPORE) PTE LTD.<br>SUN-WA TECHNOS (H.K.) CO., LTD.<br>SUN-WA TECHNOS (EUROPE) GmbH<br>SUN-WA TECHNOS AMERICA, INC.<br>SUN-WA TECHNOS (TAIWAN) CO., LTD.<br>SUN-WA TECHNOS (MALAYSIA) SDN. BHD.<br>SHANGHAI SUN-WA TECHNOS CO., LTD.<br>SUN-WA TECHNOS ASIA (THAILAND) CO., LTD.<br>SUN-WA TECHNOS (SHENZHEN) CO., LTD.<br>PT. SUNWA TECHNOS INDONESIA<br>SUN-WA TECHNOS (PHILIPPINES), INC.<br>SUN-WA TECHNOS MEXICO S.A. DE C.V.<br>SUN-WA TECHNOS (VIETNAM) CO., LTD. |
| URL:                       | <a href="https://www.sunwa.co.jp/">https://www.sunwa.co.jp/</a>   |

### Officers (as of June 25, 2021)

|  |                   |
|--|-------------------|
| Chairman and Representative Director                                     | Sei Yamamoto      |
| President and Representative Director                                    | Hiroyuki Tanaka   |
| Director and Senior Managing Executive Officer                           | Shoichiro Mine    |
| Director and Executive Officer   | Akihiro Matsuo    |
| Director and Executive Officer   | Hideaki Uesaka    |
| Director and Executive Officer   | Takashi Hirano    |
| External Director  | Masanori Aoki     |
| External Director  | Ichiro Kusanagi   |
| Director<br>(Full-time Member of<br>the Audit and Supervisory Committee) | Kazuya Hanayama   |
| External Director<br>(Member of the Audit and Supervisory Committee)     | Yasuo Nakamura    |
| External Director<br>(Member of the Audit and Supervisory Committee)     | Satoru Ueno       |
| Executive Officer  | Kenji Takamatsu   |
| Executive Officer  | Kazuhiko Miyazaki |
| Executive Officer  | Youichi Echigo    |
| Executive Officer  | Katsuya Tamaki    |
| Executive Officer  | Katsuyuki Nishida |

**Stock Information (as of March 31, 2021)**

|                                    |  |
|------------------------------------|--|
| Stock exchange listing:            | Tokyo Stock Exchange, 1st Section (Code: 8137) |
| Listing date:                      | May 19, 1982                                   |
| Total number of shares authorized: | 33,380,000 shares                              |
| Total number of shares issued:     | 16,044,000 shares                              |
| Number of shareholders:            | 4,561  |
| Major shareholders:                |  |

| Shareholder name                                     | Number of shares held<br>(Thousands) | Share-holding ratio<br>(excluding treasury<br>shares)<br>(%) |
|--|--------------------------------------|--|
| The Master Trust Bank of Japan, Ltd. (Trust Account) | 877                                  | 5.56   |
| YASKAWA Electric Corporation                         | 797                                  | 5.05   |
| The Dai-ichi Life Insurance Company, Limited         | 729                                  | 4.62   |
| Custody Bank of Japan, Ltd. (Trust Account)          | 694                                  | 4.39   |
| Hikari Tsushin, Inc.                                 | 690                                  | 4.37   |
| Origin Co., Ltd.                                     | 498                                  | 3.15   |
| Okuma Corporation                                    | 435                                  | 2.76   |
| Masujiro Yamada                                      | 397                                  | 2.51   |
| Resona Bank, Limited                                 | 395                                  | 2.50   |
| MUFG Bank, Ltd.                                      | 395                                  | 2.50   |

Note: Numbers of shares held have been rounded down to the nearest 1,000 shares.

\* Annual Select is an English-language disclosure format developed by ZAIHON, INC. to increase the level of convenience of investors outside Japan based on Japanese-language statutory disclosure material, timely disclosure material prescribed by securities exchanges and voluntarily disclosed IR material. Annual Select is a registered trademark of ZAIHON, INC. Reproduction or copying without prior permission is prohibited.

\* While every best effort has been made to provide a translation meeting the quality standards required of professionals, the Company does not guarantee it is 100% accurate. Therefore, please verify the original Japanese text for any final judgments made based on this information.



|                  |   |   |
|------------------|---|---|
| Issuance         | : | SUN-WA TECHNOS CORPORATION<br>Tokyo Square Garden, 3-1-1, Kyobashi, Chuo-ku, Tokyo 104-0031 JAPAN<br>TEL +81-3-5202-4011 FAX +81-3-5202-4054<br>URL <a href="http://www.sunwa.co.jp/">http://www.sunwa.co.jp/</a> |
| Production       | : | ZAIHON, INC.  |
| Printed by       | : | SUN-WA TECHNOS CORPORATION  |
| Date of issuance | : | July 9, 2021  |