## **Annual Select<sup>®</sup> 2013**

# SUN-WA TECHNOS CORPORATION

Fukuoka Building, 2-8-7, Yaesu, Chuo-ku, Tokyo 104-0028, Japan

(Securities Code: 8137) +81-3-5202-4011

#### **Corporate Profile**

Sun-Wa Technos Corporation is a technology products trading company with a proud history of over 60 years during which it has constantly striven to conduct its business in a manner that fulfills its corporate philosophy of "Serving society by nurturing the human talent to build new companies". Today, Sun-Wa Technos is the core of a global group that uses its ability to quickly and accurately grasp market trends to respond to customer needs. By providing customers with the latest information, products that create value, and maintenance services that ensure the safe and stable operation of supplied products and by working closely with our suppliers, we will continue to grow our business.

Toward that end, the Sun-Wa Group supplies customers with technology products in three core categories: electrical machinery, electronics, and general machinery. In each category, our product offerings range from components to individual machines, equipment, and entire systems. We also provide full product support, including customized adjustments and after-sales maintenance. Befitting our positioning as a "technology trading company," our wide range of products and services is provided by an organization that possesses the expertise required in each of our product categories and the adaptability to provide complex solutions across those categories. Leveraging our global network, our marketing efforts also focus on proposing complete solutions for customers.

Going forward, the Sun-Wa Group will continue to supply products to our markets, with customer satisfaction as our highest priority. Leveraging the expertise accumulated over our long history as a technology products trading company, we will constantly endeavor to strengthen our business foundations and ability to contribute to our customers' success as well as to society as a whole.

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

	61st fiscal year	62 <sup>nd</sup> fiscal year	63 <sup>rd</sup> fiscal year	64 <sup>th</sup> fiscal year	65 <sup>th</sup> fiscal year
	From April 1, 2008 to March 31, 2009	From April 1, 2009 to March 31, 2010	From April 1, 2010 to March 31, 2011	From April 1, 2011 to March 31, 2012	From April 1, 2012 to March 31, 2013
Net sales (Millions of yen)	76,409	55,386	85,283	89,706	88,264
Ordinary income (loss) (Millions of yen)	651	(107)	2,875	3,403	2,519
Net income (loss) (Millions of yen)	(467)	(409)	1,694	1,975	1,520
Comprehensive income (Millions of yen)	-	-	1,593	1,835	2,033
Net assets (Millions of yen)	9,773	9,655	10,992	12,571	14,349
Total assets (Millions of yen)	37,415	36,866	41,254	42,539	47,256
Net assets per share (Yen)	760.23	750.99	855.27	978.57	1,117.07
Net income (loss) per share (Yen)	(36.50)	(31.97)	132.33	154.22	118.7
Diluted net income per share (Yen)	-	-	-	-	-
Equity ratio (%)	26.0	26.1	26.6	29.5	30.3
Return on equity (ROE) (%)	(4.5)	(4.2)	16.5	16.8	11.3
Price earnings ratio (PER) (Times)	-	-	5.4	5.4	6.8
Net cash provided by (used in) operating activities  (Millions of yen)	60	954	45	1,297	3,652
Net cash provided by (used in) investing activities  (Millions of yen)	(113)	(65)	(94)	(215)	(110
Net cash provided by (used in) financing activities  (Millions of yen)	(159)	675	(985)	(472)	(415
Cash and cash equivalents at end of period  (Millions of yen)	2,649	4,236	3,126	3,687	6,949
Number of employees	739	724	738	776	784
[Separately, average number of temporary employees]	[72]	[48]	[18]	[23]	[13

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

<sup>2.</sup> Diluted net income per share is not provided since there are no potential shares. Furthermore, there was a net loss per share in the 61st and 62nd fiscal years.

<sup>3.</sup> Price earnings ratio for the 61st and 62nd fiscal years is not provided since there was a net loss per share in those two fiscal years.

#### II. MESSAGE

## Strengthening management foundations with our sights firmly set on becoming a global technology products trading company that is constantly growing



Sei Yamamoto President and Representative Director

#### To Our Shareholders.

I would like to preface my comments in this annual select by extending my sincerest appreciation to all Sun-Wa Group shareholders for your understanding and constant support of our Group's endeavors.

In the year ended March 31, 2013, the Sun-Wa Group posted declines in both sales and profit. As a result, we fell short of the ¥100 billion consolidated net sales target included in our seventh medium-term management plan (STEP 1000) (see page 4 and subsequent pages for more details). Despite falling short of this key target, we closed out the plan's final year with some significant successes. First, overseas Group companies achieved record sales levels. We also developed new business in emerging markets and created cost efficiencies. Such achievements realized through the efforts of all our employees helped us to post consolidated net sales of ¥88.2 billion, above our last released forecast for the fiscal year.

I am pleased to announce that, in appreciation of our shareholders' constant support, we decided to pay a year-end dividend of \mathbb{\xi}10 per share in addition to the interim dividend of \mathbb{\xi}10 per share, bringing the annual dividend to \mathbb{\xi}20 per share.

#### Eighth Medium-Term Management Plan (JUMP 1200) — New Guiding Light for Employee Endeavors

From this April, our business activities are being guided by our new, eighth medium-term management plan, JUMP 1200 (see page 3). The plan's guiding principle is that the Sun-Wa Group will strive to be a truly global company, active around the world and providing services as a technology products trading company that is constantly growing. In light of this tumultuous market environment, we once reviewed our previous plan, and will implement our new plan that has been drawn up with a long-term perspective targeting a great leap forward for the Sun-Wa Group.

One of our key guiding management philosophies is that we constantly create new businesses that provide our employees with opportunity for their own development and growth. Since its founding, the Sun-Wa Group has upheld the corporate philosophy of "Serving society by nurturing the human talent to build new companies". In other words, we strive to nurture all our employees into entrepreneurs infused with a pioneering spirit that drives them to seek new challenges. In line with that founding philosophy, our new medium-term plan was drafted and refined with the participation of mid-level employees, who joined in discussions and shared information with senior management on the key issues facing our company today and what kind of company we want to be in 10 years. The result is a plan that will serve as a guiding light for our employees over the next several years.

#### Enhancing corporate value as a technology products trading company

The new plan sets forth five key initiatives (see page 3). At present, the Sun-Wa Group has nine overseas subsidiaries with 18 offices and a total of about 250 local employees. Our Shanghai subsidiary is firmly establishing itself in its local market, with annual sales reaching ¥12 billion. Similarly, our other overseas subsidiaries are aiming to become strongly independent local operations, in line with our new plan's goal of making the Sun-Wa Group a truly global enterprise.

Together, our domestic and overseas operations provide us with a network that enables optimal procurement of the products. In addition, we believe the synergistic effect of our system engineers working in tandem with Group companies and product makers will unleash the comprehensive capabilities needed for us to become a technology trading company with the technological knowhow that enables us to carry out business not on

low-margin, high-volume strategy but on guaranteed product quality as we map out a clear growth course that enhances our corporate value.

In addition, we will respond adeptly to evolving market conditions by raising our antenna high and keeping an eye out for opportunities to develop new markets in such growth areas as the environment, energy, life support and infrastructure. At the same time, we will upgrade our administrative structure and logistics systems and remain committed to the best CSR practices as we strive to build the solid foundations that will enable us to achieve the new plan's annual sales goal of \(\frac{\pmathbf{1}}{20}\) billion.

#### Building a platform to enable overseas expansion of engineering knowhow

This year, the first under the new plan, we will undertake organizational reforms that put us on a firm growth track. To meet the needs of today's rapidly changing markets, we plan to create a new sales organization, free from the constraints of past practices and built with the cooperation of Group companies. In particular, we will strengthen our engineering capabilities in Japan and overseas as we strive for ever higher levels of customer satisfaction.

Overseas, we plan to expand our business in ASEAN countries. In support of efforts by local Group companies, Sun-Wa Technos will serve as an information hub that enables the Group to be the first to grasp market changes and act swiftly in response, including by establishing new overseas offices.

We believe we are now well positioned to maximize the strengths of a management foundation constantly strengthened and improved over the years. As we strive to be a company highly regarded by customers and the broader society, we look forward to the continued support of you, our shareholders.

#### Eighth Medium-Term Management Plan

#### Slogan

#### **JUMP 1200**

Targeting a giant leap forward for the Sun-Wa Technos Group to consolidated sales of ¥120 billion

#### **Key initiatives**

Further expand business via global expansion

Enhance corporate value via proprietary proposals and technological capabilities

Pursue higher levels of customer satisfaction by being the first to grasp market trends and responding quickly to those changes

Raise profitability by building a leaner, stronger company

Promote adherence to the best CSR practices

#### Management targets

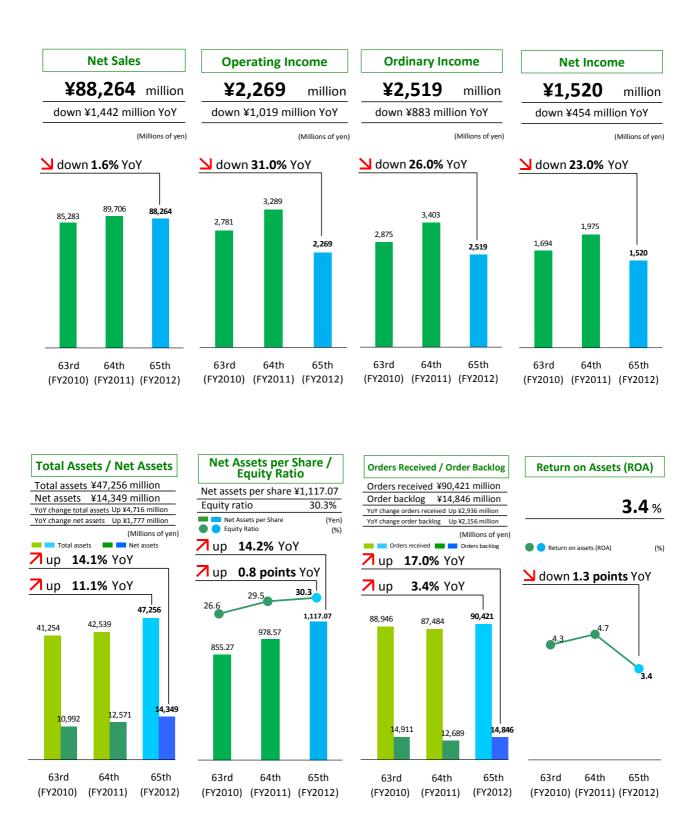
- ¥120 billion in consolidated sales in the plan's final year (ending March 2016)
- Sustain a ratio of ordinary income to net sales of 3.5% or more

#### Consolidated basis

(Millions of yen)

Year ended March 31,	2014	2015	2016
Net sales	98,000	110,000	120,000
Operating income	3,100	3,700	4,400
Ordinary income	3,400	4,000	4,700
Net income	2,000	2,500	2,850
Ratio of ordinary income to net sales	3.5%	3.6%	3.9%

### III. Financial Highlights



#### **Financial Highlights**

In the fiscal year under review, the Japanese economy continued to be affected by uncertainties, including the European financial crisis and slowing growth in the Chinese economy. However, signs of improvement emerged in the final quarter of the fiscal year, when expectations for the economic policies of the new government that took office in December sparked sharp yen depreciation and a stock rally.

In the industrial electronics and mechatronics industries that the Sun-Wa Group services, a decline in exports to China and other markets curtailed orders from the semiconductor and industrial machinery sectors in particular. Those markets remain in difficult conditions. On the other hand, increasing demand for new energy sources, such as photovoltaic power generation systems, provided a bright spot.

In this environment, the Sun-Wa Group carried out the core initiatives of STEP 1000, its seventh medium-term plan in its final year. These efforts including expanding business by focusing on growth markets and raising profitability through greater operational efficiency. Despite these efforts, the Group's consolidated net sales declined from the previous-year level.

#### Outlook for the Fiscal Year ending March 31, 2014

In the new fiscal year, we expect the domestic economy to strengthen gradually as expectations for an economic recovery fueled by the positive impact of government economic policies counter the continued risk presented by Europe's financial crisis and a further slowdown in China. The outlook for conditions in the semiconductor and industrial machinery sectors, two core user groups for the company, remains clouded by the risk of economic slowdowns overseas. That said, we expect to see moderate growth supported by expansion of new growth markets, such as new energy sources.

#### Consolidated earnings forecasts for the year ending March 31, 2014

Net sales	¥98,000 million	(up 11.0% year-on-year)
Operating income	¥3,100 million	(up 36.6% year-on-year)
Ordinary income	¥3,400 million	(up 34.9% year-on-year)
Net income	¥2,000 million	(up 31.5% year-on-year)
Net income per share	¥156.15	

Note: Earnings projections are based on information available to the Company as of May 8, 2013. Actual results may differ from the projections presented here due to various factors.

#### **IV. Business Segment Information**

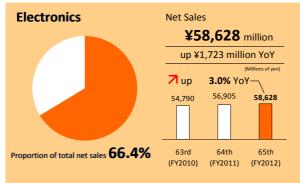
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The Electrical Machinery Department sharply increased sales of control equipment for photovoltaic power generation systems as demand for new energy sources continues to increase. However, sales of vacuum chamber robots fell back from the previous year's strong result on a drop in demand for organic EL production equipment. Sales of clean room robots used with semiconductor manufacturing equipment fell on weak demand from the semiconductor industry, and sales of motors and other electric equipment used in industrial machinery declined due to slower growth in the Chinese economy.

#### **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.



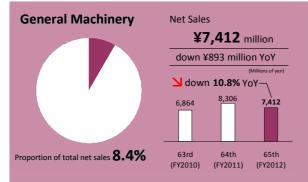


The Electronics Department saw declines in sales of inverters, servo motors and electronic components used in industrial machinery. However, it enjoyed strong sales of electronic components used in photovoltaic power generation systems.

#### **Main Products**

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





The General Machinery Department's sales were supported by increased capital investment in certain business segments, such as the photovoltaic power generation systems business and the automobile industry. Overall, however, industrial capital investment was weak in the year under review, and sales of the department's capital equipment fell year-on-year.

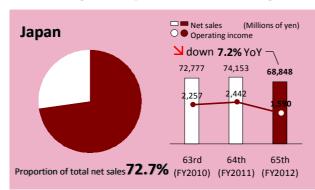
#### **Main Products**

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



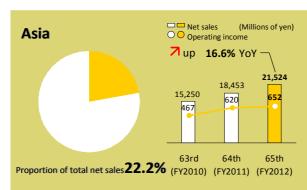
#### V. Reportable Segment Information

\*The reportable segments of the Sun-Wa Group consist of three geographic segments.



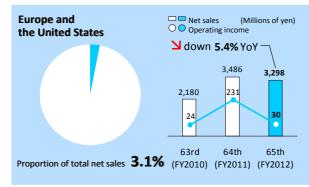
## Net sales \\$68,848 million (down \\$5,305 million YoY) Operating income \\$1,590 million(down \\$851 million YoY)

In Japan, sales of control equipment for photovoltaic power generation systems, a key product in the growing new energy market, were strong, as were sales of electronic components and plant equipment. However, weakness in the Chinese market led to cutbacks in capital investments in Japan, resulting in lower sales of our motors, robots, general electronic components and other capital equipment.



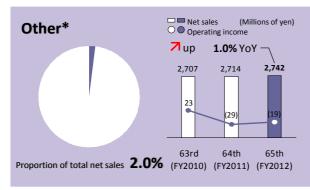
## Net sales \(\frac{4}{21}\),524 million (up \(\frac{4}{3}\),070 million YoY) Operating income \(\frac{4}{652}\) million (up \(\frac{4}{32}\) million YoY)

In the Asian region, sales of electrical machinery and electronic components to the industrial machinery industry fell year-on-year owing to the slowdown in China's economy. However, we increased sales of our electronic components used in mobile phone base stations and photovoltaic power generation systems.



## Net sales \(\frac{\pma}{3}\),298 million (down \(\frac{\pma}{1}\)188 million YoY) Operating income \(\frac{\pma}{3}\)0 million (down \(\frac{\pma}{2}\)201 million YoY)

The US economy entered a moderate recovery, but the European economy remained weak. As a result, sales of electrical machinery to the US machine tools industry were strong, but sales of our capital equipment to makers of organic EL manufacturing equipment in Europe fell as customers altered their investment plans.

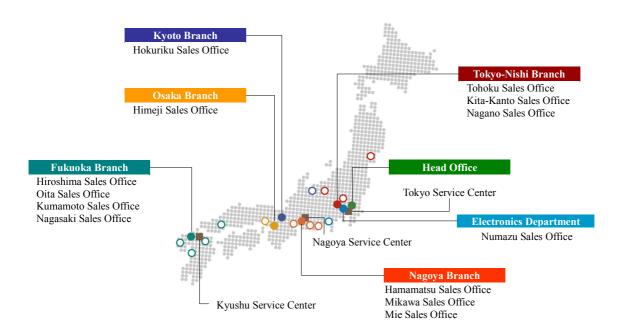


## Net sales \(\frac{4}{2}\),742 million (up \(\frac{4}{2}\)7 million YoY) Operating loss \(\frac{4}{19}\) million (up \(\frac{4}{9}\)9 million YoY)

\* The "Other" segment includes businesses not included in reportable segments, including the operations of some domestic subsidiaries

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

#### VI. Sun-Wa Global Network





SUN-WA TECHNOS (EUROPE) GmbH

SUN-WA TECHNOS (SINGAPORE) PTE LTD.
SUN-WA TECHNOS (H.K.) CO., LTD.
SUN-WA TECHNOS (TAIWAN) CO., LTD.
SUN-WA TECHNOS (MALAYSIA) SDN. BHD.
SHANGHAI SUN-WA TECHNOS CO., LTD.

SUN-WA TECHNOS ASIA (THAILAND) CO., LTD.
SUN-WA TECHNOS (SHENZHEN) CO., LTD.
SUN-WA TESCOM CORPORATION
SUN-WA TRINITY CORPORATION
SUN-WA LOGISTICS CO., LTD.

SUN-WA TECHNOS AMERICA, INC.

For addresses and contact details of each business base above, please refer to the network page of our website below.

http://www.sunwa.co.jp/eng

## VII. Consolidated Financial Statements

## (1) Consolidated Balance Sheets

		(Millions of yen)
	As of March 31, 2012	As of March 31, 2013
Assets		
Current assets		
Cash and deposits	4,171	7,433
Notes and accounts receivable - trade	27,094	27,866
Merchandise and finished goods	3,868	3,869
Work in process	90	56
Raw materials and supplies	1	0
Deferred tax assets	298	232
Other	291	375
Allowance for doubtful accounts	(74)	(75)
Total current assets	35,741	39,758
Noncurrent assets		
Property, plant and equipment		
Buildings and structures	2,546	2,551
Accumulated depreciation	(1,493)	(1,542)
Buildings and structures, net	1,052	1,008
Land	2,636	2,636
Lease assets	207	585
Accumulated depreciation	(136)	(207)
Lease assets, net	70	378
Other	378	395
Accumulated depreciation	(329)	(344)
Other, net	48	50
Total property, plant and equipment	3,808	4,074
Intangible assets		
Other	44	42
Total intangible assets	44	42
Investments and other assets		
Investment securities	2,222	2,625
Other	754	847
Allowance for doubtful accounts	(31)	(92)
Total investments and other assets	2,945	3,381
Total noncurrent assets	6,798	7,497
Total assets	42,539	47,256

		(Willions of ye
	As of March 31, 2012	As of March 31, 2013
Liabilities		
Current liabilities		
Notes and accounts payable - trade	22,132	24,784
Short-term loans payable	1,726	1,650
Current portion of long-term loans payable	1,200	600
Lease obligations	27	95
Income taxes payable	666	327
Accrued expenses	875	843
Other	286	346
Total current liabilities	26,914	28,648
Noncurrent liabilities		
Long-term loans payable	1,800	2,486
Lease obligations	44	302
Deferred tax liabilities	21	116
Provision for retirement benefits	628	739
Provision for directors' retirement benefits	558	614
Total noncurrent liabilities	3,053	4,258
Total liabilities	29,968	32,907
Net assets		
Shareholders' equity		
Capital stock	1,935	1,935
Capital surplus	1,341	1,341
Retained earnings	9,173	10,437
Treasury stock	(53)	(53)
Total shareholders' equity	12,396	13,660
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	438	678
Foreign currency translation adjustment	(301)	(31)
Total accumulated other comprehensive income	137	646
Minority interests	37	41
Total net assets	12,571	14,349
Fotal liabilities and net assets	42,539	47,256

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

### (Consolidated Statements of Income)

(Millions of yen)

Fiscal year ended March 31, 2012	Fiscal year ended March 31, 2013
89,706	88,264
77,922	77,295
11,784	10,968
8,495	8,699
3,289	2,269
3	3
35	41
86	69
111	112
1	-
132	136
371	363
60	55
5	0
50	34
128	6
12	17
257	114
3,403	2,519
-	0
_	0
3,403	2,518
1,285	966
142	29
1,427	995
1,975	1,523
0	2
1,975	1,520
	March 31, 2012  89,706  77,922  11,784  8,495  3,289  3 35 86 111 1 132 371  60 5 50 128 12 257 3,403  3,403 1,285 142 1,427 1,975 0

## (Consolidated Statements of Comprehensive Income)

		(Millions of yen)
	Fiscal year ended March 31, 2012	Fiscal year ended March 31, 2013
Income before minority interests	1,975	1,523
Other comprehensive income		
Valuation difference on available-for-sale securities	(95)	240
Foreign currency translation adjustments	(43)	269
Total other comprehensive income	(139)	510
Comprehensive income	1,835	2,033
Comprehensive income attributable to		
Comprehensive income attributable to owners of the parent	1,835	2,029
Comprehensive income attributable to minority interests	0	3

## (3) Consolidated Statements of Changes in Net Assets

		(Millions of yer
	Fiscal year ended March 31, 2012	Fiscal year ended March 31, 2013
Shareholders' equity		
Capital stock		
Balance at the beginning of current period	1,935	1,935
Changes of items during the period		
Total changes of items during the period	-	-
Balance at the end of current period	1,935	1,935
Capital surplus		
Balance at the beginning of current period	1,341	1,341
Changes of items during the period		
Total changes of items during the period	_	_
Balance at the end of current period	1,341	1,341
Retained earnings		
Balance at the beginning of current period	7,454	9,173
Changes of items during the period		
Dividends from surplus	(256)	(256)
Net income	1,975	1,520
Total changes of items during the period	1,719	1,264
Balance at the end of current period	9,173	10,437
Treasury stock		
Balance at the beginning of current period	(52)	(53)
Changes of items during the period		
Purchase of treasury stock	(0)	(0)
Total changes of items during the period	(0)	(0)
Balance at the end of current period	(53)	(53)
Total shareholders' equity		
Balance at the beginning of current period	10,677	12,396
Changes of items during the period		
Dividends from surplus	(256)	(256)
Net income	1,975	1,520
Purchase of treasury stock	(0)	(0)
Total changes of items during the period	1,718	1,264
Balance at the end of current period	12,396	13,660

		(Willions of year)
	Fiscal year ended March 31, 2012	Fiscal year ended March 31, 2013
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities		
Balance at the beginning of current period	534	438
Changes of items during the period		
Net changes of items other than shareholders' equity	(95)	239
Total changes of items during the period	(95)	239
Balance at the end of current period	438	678
Foreign currency translation adjustment		
Balance at the beginning of current period	(257)	(301)
Changes of items during the period		
Net changes of items other than shareholders' equity	(43)	269
Total changes of items during the period	(43)	269
Balance at the end of current period	(301)	(31)
Total accumulated other comprehensive income		
Balance at the beginning of current period	276	137
Changes of items during the period		
Net changes of items other than shareholders' equity	(139)	509
Total changes of items during the period	(139)	509
Balance at the end of current period	137	646
Minority interests		
Balance at the beginning of current period	38	37
Changes of items during the period		
Net changes of items other than shareholders' equity	(0)	3
Total changes of items during the period	(0)	3
Balance at the end of current period	37	41
Total net assets		
Balance at the beginning of current period	10,992	12,571
Changes of items during the period		
Dividends from surplus	(256)	(256)
Net income	1,975	1,520
Purchase of treasury stock	(0)	(0)
Net changes of items other than shareholders' equity	(140)	513
Total changes of items during the period	1,578	1,777
Balance at the end of current period	12,571	14,349

## (4) Consolidated Statements of Cash Flows

		(Millions of yen)
	Fiscal year ended March 31, 2012	Fiscal year ended March 31, 2013
Net cash provided by (used in) operating activities		
Income before income taxes and minority interests	3,403	2,518
Depreciation and amortization	150	167
Increase (decrease) in provision for retirement benefits	(4)	110
Increase (decrease) in allowance for doubtful accounts	(18)	61
Interest and dividends income	(39)	(44)
Interest expenses	60	55
Foreign exchange losses (gains)	4	66
Decrease (increase) in notes and accounts receivable-trade	(1,182)	(375)
Decrease (increase) in inventories	102	219
Decrease (increase) in other assets	5	(71)
Increase (decrease) in notes and accounts payable-trade	271	2,244
Increase (decrease) in accrued consumption taxes	56	(65)
Increase (decrease) in other liabilities	77	71
Other, net	95	(2)
Subtotal	2,983	4,955
Interest and dividends income received	39	45
Interest expenses paid	(61)	(56)
Income taxes paid	(1,662)	(1,292)
Net cash provided by (used in) operating activities	1,297	3,652
Net cash provided by (used in) investing activities		
Purchase of property, plant and equipment	(50)	(33)
Purchase of investment securities	(78)	(29)
Other, net	(85)	(47)
Net cash provided by (used in) investing activities	(215)	(110)
Net cash provided by (used in) financing activities		
Net increase (decrease) in short-term loans payable	(1,366)	(173)
Proceeds from long-term loans payable	1,200	1,286
Repayment of long-term loans payable	_	(1,200)
Repayments of lease obligations	(48)	(71)
Purchase of treasury stock	(0)	(0)
Cash dividends paid	(256)	(256)
Net cash provided by (used in) financing activities	(472)	(415)
Effect of exchange rate change on cash and cash equivalents	(50)	135
Net increase (decrease) in cash and cash equivalents	560	3,262
Cash and cash equivalents at beginning of period	3,126	3,687
Cash and cash equivalents at organising of period	3,687	6,949
	3,007	0,749

#### VIII. Corporate Data

#### Company Information (as of March 31, 2013)

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: 1,935 million yen
Number of employees: 784 (consolidated)

Head office: Fukuoka Building, 2-8-7, Yaesu, Chuo-ku, Tokyo 104-0028,

Japan

Telephone: +81-3-5202-4011

Consolidated subsidiaries: SUN-WA TESCOM CORPORATION SUN-WA TRINITY CORPORATION

SUN-WA LOGISTICS CO., LTD.

SUN-WA TECHNOS (SINGAPORE) PTE LTD. SUN-WA TECHNOS (H.K.) CO., LTD. SUN-WA TECHNOS (EUROPE) GmbH SUN-WA TECHNOS AMERICA, INC. SUN-WA TECHNOS (TAIWAN) CO., LTD.

SUN-WA TECHNOS (MALAYSIA) SDN. BHD. SHANGHAI SUN-WA TECHNOS CO., LTD. SUN-WA TECHNOS ASIA (THAILAND) CO., LTD. SUN-WA TECHNOS (SHENZHEN) CO., LTD.

URL: http://www.sunwa.co.jp/eng

#### Directors and Corporate Auditors (as of June 26, 2013)

Chairman and Representative Director Masujiro Yamada President and Representative Director Sei Yamamoto Managing Director Tatsuzo Kishimoto Managing Director Hirovuki Tanaka Managing Director Masatoshi Taguri Managing Director Hitoshi Fukuda Director Masanori Igarashi Director Toshihiko Makino Director Svoichiro Mine Director Kazuya Hanayama Standing Corporate Auditor Shigeru Aoyagi (Outside) Corporate Auditor Isao Ishikawa Hajime Yasukuni (Outside) Corporate Auditor (Outside) Corporate Auditor Jun Kobayashi

#### Stock Information (as of March 31, 2013)

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: 12,888,000 shares

Number of shareholders: 2,965

Major (top 10) shareholders;

Shareholder name	Number of shares held (Thousands)	Share-holding ratio (%)
YASKAWA Electric Corporation	797	6.22
The Dai-ichi Life Insurance Company, Limited	729	5.69
Resona Bank, Limited	545	4.25
The Bank of Tokyo-Mitsubishi UFJ, Ltd.	545	4.25
Origin Electric Co., Ltd.	498	3.88
Okuma Corporation	435	3.40
Sompo Japan Insurance Inc.	396	3.09
Masujiro Yamada	390	3.04
Wahei Takeda	379	2.96
OMRON Corporation	355	2.77

<sup>\*</sup>Note: Share-holding ratio is calculated without considering the treasury shares (80,166 shares).

