

**For the Fiscal Year Ended March 31, 2020**

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**Annual Select® 2020**

# **SUN-WA TECHNOS CORPORATION**

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

**(Securities Code: 8137)**

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

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## **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 26 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.

<sup>\*1</sup> Factory automation

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

	68 <sup>th</sup> fiscal year From April 1, 2015 to March 31, 2016	69 <sup>th</sup> fiscal year From April 1, 2016 to March 31, 2017	70 <sup>th</sup> fiscal year From April 1, 2017 to March 31, 2018	71 <sup>st</sup> fiscal year From April 1, 2018 to March 31, 2019	72 <sup>nd</sup> fiscal year From April 1, 2019 to March 31, 2020
Net sales (Millions of yen)	105,748	116,611	146,759	145,410	137,943
Ordinary profit (Millions of yen)	2,645	3,215	4,349	3,627	2,144
Profit attributable to owners of parent (Millions of yen)	1,690	1,584	3,085	2,628	1,341
Comprehensive income (Millions of yen)	713	2,142	4,744	1,253	627
Net assets (Millions of yen)	22,263	23,637	27,993	31,944	31,726
Total assets (Millions of yen)	55,439	64,816	77,254	74,114	71,738
Net assets per share (Yen)	1,550.73	1,705.66	2,020.05	1,991.19	2,010.98
Basic earnings per share (Yen)	117.76	113.64	222.65	164.08	84.11
Diluted earnings per share (Yen)	—	—	—	—	—
Equity ratio (%)	40.2	36.5	36.2	43.1	44.2
Return on equity (ROE) (%)	7.6	6.9	12.0	8.8	4.2
Price earnings ratio (PER) (Times)	6.0	9.9	8.5	5.3	9.7
Net cash provided by (used in) operating activities (Millions of yen)	(60)	1,679	(2,221)	1,636	3,238
Net cash provided by (used in) investing activities (Millions of yen)	(384)	(235)	29	(153)	(200)
Net cash provided by (used in) financing activities (Millions of yen)	(654)	(818)	3,962	28	(945)
Cash and cash equivalents at end of period (Millions of yen)	5,875	6,275	8,112	9,521	11,568
Number of employees (Persons)	857	888	957	994	1,030

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

### **Treating the adverse business environment as a growth opportunity, we will take on the challenge of Phase 2 of NEXT 1800**



Hiroyuki Tanaka  
President and Representative Director

The business environment for the year ended March 31, 2020 saw continued uncertainty over the future trend in business conditions, with trade issues, the UK's exit from the EU, and other global economic trends, as well as fluctuations in the finance and capital markets, and the impact of the spread of novel coronavirus disease (COVID-19) since the start of 2020. Against this background, in the industrial electronics and mechatronics industries, which are the main business fields of the Sun-Wa Group, companies put off capital investments in factory automation ("FA") and industrial equipment fields. Partly as a result of this, the Company's consolidated net sales and ordinary profit both fell year on year.

However, going into the fourth quarter there were positive signs such as the start-up of the semiconductor manufacturing equipment market, including moves to respond to the commercialization of 5G, the next-generation telecommunications standard. Moreover, currently we are seeing growth in orders for electrical products in the Chinese and Japanese markets. While the situation will continue to require careful monitoring going forward, we aim to move resolutely forward, including forays into new business fields.

### **Steady implementation of key measures in the first year of NEXT 1800**

During the first year of the tenth medium-term management plan NEXT 1800, in the process of working to enhance our core businesses (the agency business, engineering business, and global SCM solutions business), we took proactive steps including clarifying the technology domain, a strength of our engineering business that actively promotes sales expansion activities in our agency business, strengthening the infrastructure of our migration business for manufacturing locations with the establishment in April 2019 of the Global SCM Solutions Division to serve as its command center, establishing an office in Ho Chi Minh City, Vietnam, where we are working to develop our business in the rapidly growing local market, and visualizing and streamlining logistics costs and other factors in an effort led by our new distribution system (Warehouse Management System, "WMS"), which provides the arterial network for the Company's businesses. There is no established target for efforts aimed at overall optimization of our supply chains, including sites for logistics warehouses, but as a technology trading company, we will continue to pursue this optimization. Also, in terms of creating new businesses with an eye on long-term growth, we are coming up with new ideas and business models in market areas such as the medicine and health fields.

In addition, in July 2019, as part of an initiative to use ICT through our in-house IT infrastructure SIS2018, we started teleworking between the Shikoku Sales Office and the Osaka Branch. This initiative to implement efficient and speedy office work on a location-free basis has contributed to reducing selling, general and administrative expenses, including business trip expenses, as well as to expanding sales through improved capabilities in information and customer response. Recently, this has also been a powerful tool enabling a flexible response to a work-from-home system aimed at reducing the risk of infection from COVID-19. We see this a major trend towards promoting work-style reforms along with improvement in operational efficiency through use of the new Sales Force Automation (SFA) system, which was fully implemented in July 2019.

### **Clarifying proprietary strengths and added value to further refine core businesses**

Phase 2 of NEXT 1800 has taken place in a social environment marked by uncertainty regarding the future. As a business policy, we will take steps to further strengthen our sales capabilities in the agency business, which is the starting point of our core businesses and forms the business foundation of the Company.

Currently, the number of our suppliers has increased, and we handle an increasingly diverse range of products. In order to bolster our sales capabilities, we will concentrate on proposals and sales expansion of the products of each major manufacturer in line with the focus points of the Electrical Machinery, Electronics, and General Machinery Departments.

In addition, in the engineering business, which is our main source of competitive advantage, we are aiming to clarify our strengths and create added value with an awareness of cost efficiency, working on the theme of increasing organizational and earnings capabilities by visualizing operations. We will combine efforts both of our sales and technological forces so that customers can properly recognize and evaluate the added value of our engineering business, which is selling so-called “intangible capabilities.”

In the global SCM solutions business, we will pursue initiatives to have customers properly evaluate the value of our business, such as the migration business for manufacturing locations, with a strong awareness of selling “intangible capabilities” that offer added value. In China, in December 2019 we relocated and merged the offices of SHANGHAI SUN-WA TECHNOS CO., LTD. and Shanghai Mechatronics Center, in an effort to strengthen organic links. Our aim is to improve the services we have been offering to Japanese companies and to bolster efforts to develop business with excellent local companies. With regard to strengthening our global business, in a business environment marked by drastically changing global markets we established the Chinese Regional Headquarters, Asia-Pacific Regional Headquarters, and European Regional Headquarters in June 2020. In this way we will drive the expansion of sale in the overseas business, which had previously been under general management of the International Headquarters, by strongly driving forward with optimization of each area in the business.

### **Drawing up a roadmap to becoming a 100-year company and executing medium- and long-term strategies**

In building and promoting new business models, we will continue to use the “intrapreneur system,” to create new businesses, including rental businesses based on subscriptions\*2 in diverse market areas such as the medical and health fields, and going forward we are using back-casting\*3 to outline our vision for the “world 30 years from now” with a two-team format comprised of young and middle-career employees to start an initiative for clarifying our business strategy for 10 and 20 years into the future. In other words, we are creating a firm roadmap for becoming a 100-year company, having marked the Company’s 70th anniversary in 2019. Moreover, whereas in the past we have planned and conducted Sun-Wa Technical Seminars and expositions introducing new technologies in each department, these will now be centrally organized by the Sales Planning Office, which will systematically set effective themes based on companywide business strategy and conduct the programs.

Meanwhile, in our contribution to the SDGs\*4, which aim to achieve sustainable societies and companies, we have started developing personnel at overseas local subsidiaries and human resources who can plan and create new businesses, and once the COVID-19 situation recovers, we will proceed to implement these measures proactively. At our in-house training program Sun-Wa College, we have systematically prepared education programs for each specialization, including rank-specific training and skills workshops. By putting into practice our corporate philosophy of nurturing the human talent, we will promote the Company’s long-term growth and contribute to the realization of the SDGs.

Even in the present adverse business environment, we will aim to carry out NEXT 1800 to its completion, responding flexibly to the continuous changes in the global economy and market environment, while steadily capturing orders in the fields of FA and industrial equipment, which are expected to grow going forward, driven by the growth market of the next-generation telecommunications standard 5G and robotics. The Company will envisage the world, markets and technologies of tomorrow, establish a robust management foundation that can respond to rapid fluctuations and risks in the business environment, and continue to press forward positively, holding steadfastly to our vision, and with an attitude that can transform headwinds into opportunities.

\*2 A method of paying consideration for the time of usage, rather than the number of provided products and services.

\*3 A method of envisaging a future point as a target future and working back from that point to the present to determine what actions need to be taken to attain it.

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

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

# NEXT1800

### SUN-WA VISION 2025

Sun-Wa Group: Creating a Bright Future



### FY2019 - Our 70th Anniversary and Beyond

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

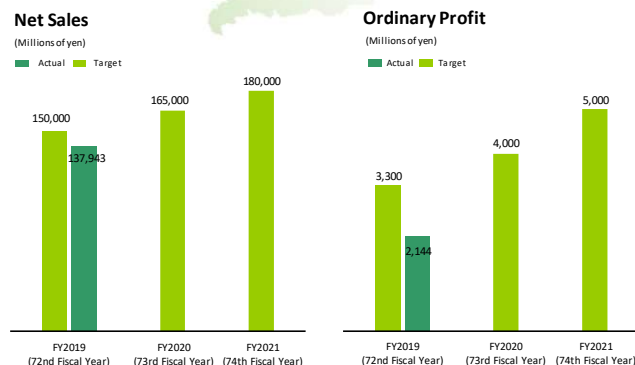
#### ◆ Policy

- 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

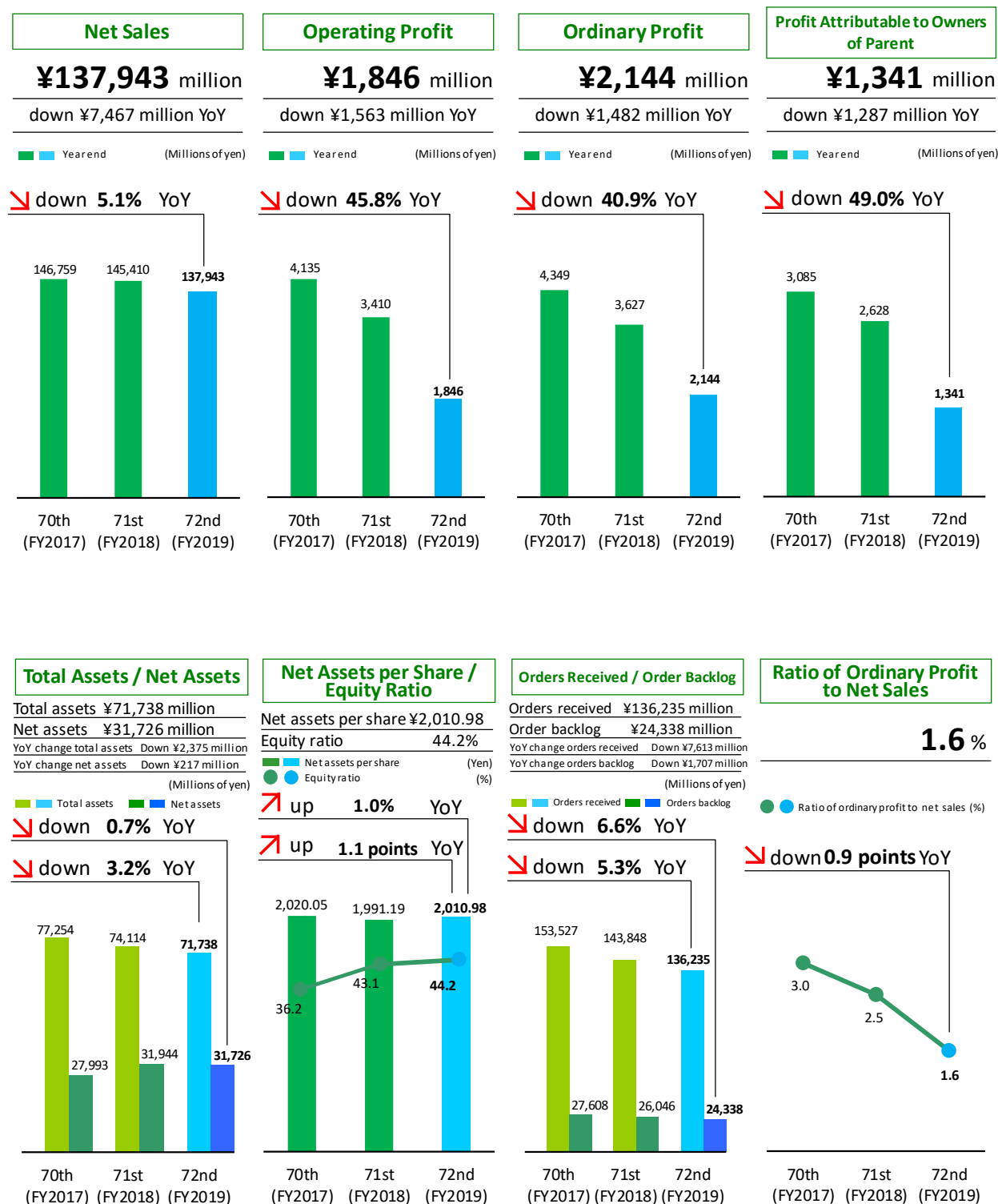
#### ◆ Result and Managerial Goal

	(Millions of yen)		
	FY2019 Result	FY2020	FY2021
Net sales	137,943	165,000	180,000
Operating profit	1,846	3,800	4,800
Ratio of operating profit to net sales	1.3%	2.3%	2.7%
Ordinary profit	2,144	4,000	5,000
Ratio of ordinary profit to net sales	1.6%	2.4%	2.8%

#### ◆ Progress



### III. Financial Highlights



## Financial highlights

In the fiscal year under review, the Japanese economy continued to experience uncertainty over the future of business conditions, impacted by trends around trade issues, trends in the Chinese economy, trends in overseas economies, such as the UK's exit from the EU, fluctuations in the finance and capital markets, and the outbreak of COVID-19.

In the industrial electronics and mechatronics industries serviced by the Sun-Wa Group, a cautious stance toward capital investment among manufacturing companies continued, impacted by political factors such as the prolongation of US-China trade friction, in addition to the COVID-19 outbreak that occurred at the end of the fiscal year.

As a result, our operating result for the fiscal year under review fell short of the previous year's result.

### Outlook for the Fiscal Year ending March 31, 2021

In our outlook for the next fiscal year, we expect a recovery in orders from the semiconductor industry associated with the commercialization of the next-generation telecommunications standard 5G. However, with the impact of the COVID-19 outbreak, the future direction of business conditions is expected to continue to be uncertain.

The consolidated earnings forecasts for the year ending March 31, 2021 have not yet been determined as the impact of the spread of COVID-19 is uncertain and it is difficult at this stage to provide an appropriate and reasonable estimate.

In addition, consolidated earnings forecasts for the six months ending September 30, 2020 is as stated below.

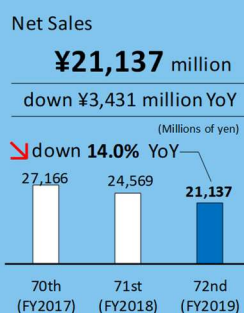
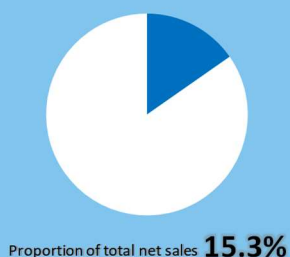
### Consolidated earnings forecasts for the six months ending September 30, 2020

Net sales	¥70,000 million	(up 3.5% year on year)
Operating profit	¥750 million	(down 17.6% year on year)
Ordinary profit	¥800 million	(down 22.8% year on year)
Profit attributable to owners of parent	¥500 million	(down 27.5% year on year)
Basic earnings per share	¥31.69	

Note: Earnings projections are based on information available to the Company as of May 8, 2020. Actual results may differ from the projections presented here due to various factors.

## IV. Business Segment Information

### Electrical Machinery



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

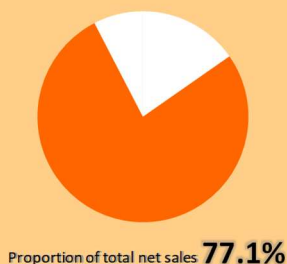


AC servo motors

#### 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.

### Electronics



The Electronics Department saw an increase in sales of electronic components for automobile-related equipment. However, sales of electronic components used in the amusement industry decreased.

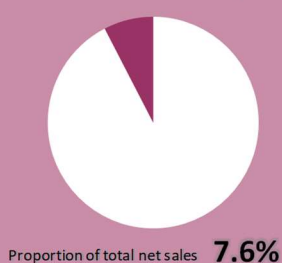


Diode

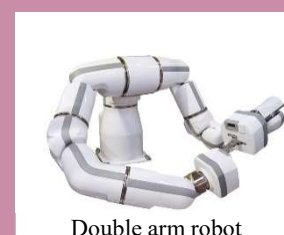
#### Main Products

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.

### General Machinery



The General Machinery Department saw an increase in sales of conveying equipment used in the FPD (Flat Panel Display)-related industry, but a decrease in sales of equipment for the industrial machinery industry.



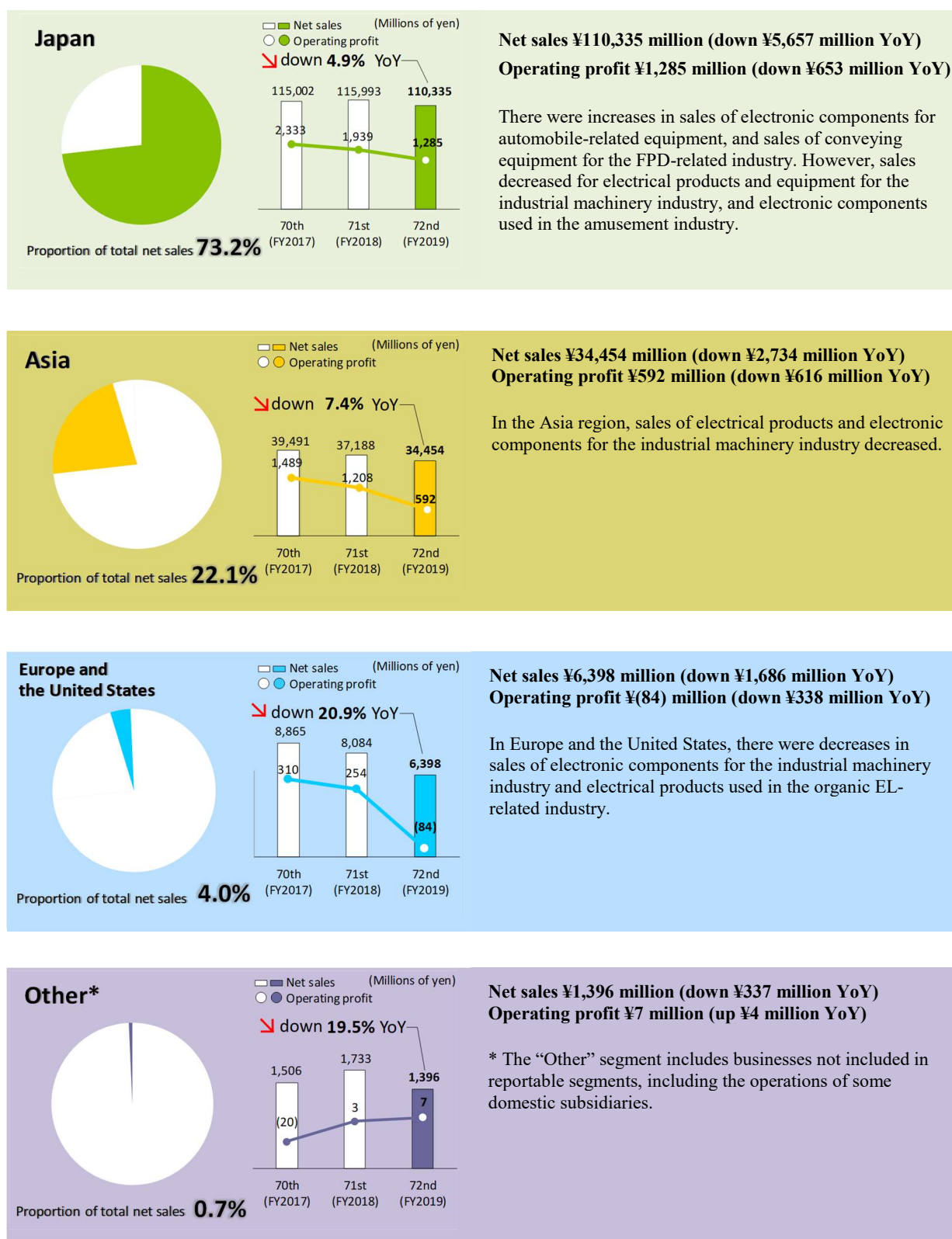
Double arm robot

#### 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.



## V. Reportable Segment Information

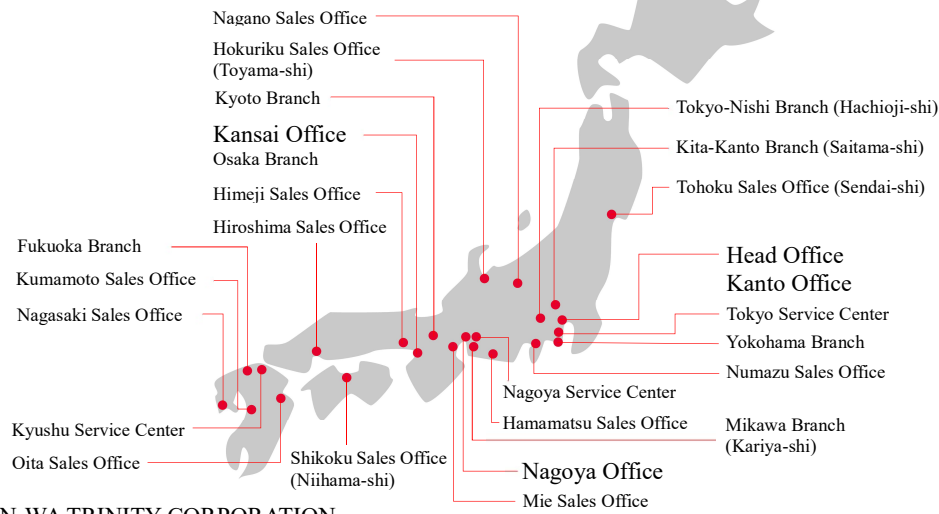


- Notes: 1. Each proportion of total net sales is based on sales to external customers.  
 2. Regional segment sales shown above include internal sales among segments as well as amounts transferred to other segments.

## VI. Sun-Wa Global Network

### Japan

SUN-WA TECHNOS CORPORATION



SUN-WA TRINITY CORPORATION  
SUN-WA LOGISTICS CO., LTD.

### Europe

SUN-WA TECHNOS (EUROPE) GmbH  
Frankfurt

Ljubljana

### United States / Mexico

Greenville (South Carolina)  
Chicago  
Los Angeles  
Queretaro

SUN-WA TECHNOS AMERICA, INC.  
SUN-WA TECHNOS MEXICO S.A. DE C.V.

### China / Hong Kong / Taiwan

Tianjin  
Dalian  
Shenyang  
Suzhou  
Shanghai  
Shanghai Mechatronics Center  
Hangzhou  
Taipei  
Taichung  
Tainan  
Hong Kong  
Hong Kong Logistics Center

SUN-WA TECHNOS (H.K.) CO., LTD.  
SUN-WA TECHNOS (TAIWAN) CO., LTD.  
SHANGHAI SUN-WA TECHNOS CO., LTD.  
SUN-WA TECHNOS (SHENZHEN) CO., LTD.

### ASEAN

Hanoi  
Bangkok  
Ho Chi Minh  
Manila  
Kuala Lumpur  
Singapore  
Jakarta

SUN-WA TECHNOS (SINGAPORE) PTE LTD.  
SUN-WA TECHNOS (MALAYSIA) SDN. BHD.  
SUN-WA TECHNOS ASIA (THAILAND) CO., LTD.  
PT. SUNWA TECHNOS INDONESIA  
SUN-WA TECHNOS (PHILIPPINES), INC.  
SUN-WA TECHNOS (VIETNAM) CO., LTD.

## VII. Consolidated Financial Statements

### (1) Consolidated Balance Sheets

(Millions of yen)

	As of March 31, 2019	As of March 31, 2020
<b>Assets</b>		
Current assets		
Cash and deposits	10,005	12,052
Notes and accounts receivable - trade	37,050	34,715
Electronically recorded monetary claims - operating	5,206	5,123
Merchandise and finished goods	11,072	10,019
Work in process	15	0
Other	989	920
Allowance for doubtful accounts	(131)	(117)
Total current assets	64,209	62,713
Non-current assets		
Property, plant and equipment		
Buildings and structures	1,770	1,777
Accumulated depreciation	(1,132)	(1,177)
Buildings and structures, net	637	600
Land	1,807	1,777
Leased assets	480	529
Accumulated depreciation	(201)	(299)
Leased assets, net	278	230
Other	496	536
Accumulated depreciation	(359)	(385)
Other, net	137	151
Total property, plant and equipment	2,861	2,759
Intangible assets		
Other	143	193
Total intangible assets	143	193
Investments and other assets		
Investment securities	5,679	4,854
Deferred tax assets	28	12
Other	1,283	1,423
Allowance for doubtful accounts	(90)	(217)
Total investments and other assets	6,900	6,072
Total non-current assets	9,905	9,024
Total assets	74,114	71,738

(Millions of yen)

	As of March 31, 2019	As of March 31, 2020
<b>Liabilities</b>		
Current liabilities		
Notes and accounts payable - trade	17,227	16,043
Electronically recorded obligations - operating	14,200	13,065
Short-term borrowings	3,205	3,809
Current portion of long-term borrowings	600	—
Lease obligations	102	106
Income taxes payable	175	521
Accrued expenses	1,144	1,165
Other	544	690
Total current liabilities	37,199	35,402
Non-current liabilities		
Long-term borrowings	2,900	2,900
Lease obligations	202	142
Deferred tax liabilities	667	323
Long-term accounts payable - other	226	226
Provision for retirement benefits for directors (and other officers)	85	94
Retirement benefit liability	887	921
Total non-current liabilities	4,970	4,608
Total liabilities	42,169	40,011
<b>Net assets</b>		
Shareholders' equity		
Share capital	3,727	3,727
Capital surplus	3,548	3,548
Retained earnings	21,781	22,577
Treasury shares	(0)	(300)
Total shareholders' equity	29,056	29,552
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	2,675	2,079
Foreign currency translation adjustment	212	95
Total accumulated other comprehensive income	2,888	2,174
Total net assets	31,944	31,726
Total liabilities and net assets	74,114	71,738

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

### (Consolidated Statements of Income)

(Millions of yen)

	Fiscal year ended March 31, 2019	Fiscal year ended March 31, 2020
Net sales	145,410	137,943
Cost of sales	129,092	123,521
Gross profit	16,318	14,421
Selling, general and administrative expenses	12,908	12,574
Operating profit	3,410	1,846
Non-operating income		
Interest income	19	15
Dividend income	104	115
Purchase discounts	64	60
Rental income from buildings	131	132
Subsidy income	70	47
Other	81	96
Total non-operating income	471	466
Non-operating expenses		
Interest expenses	97	73
Share issuance costs	19	—
Loss on sales of trade receivables	41	30
Foreign exchange losses	55	50
Other	39	13
Total non-operating expenses	253	168
Ordinary profit	3,627	2,144
Extraordinary income		
Gain on sales of non-current assets	4	—
Gain on sales of investment securities	—	75
Total extraordinary income	4	75
Extraordinary losses		
Loss on sales of non-current assets	35	—
Loss on valuation of investment securities	10	—
Provision of allowance for doubtful accounts	—	130
Total extraordinary losses	46	130
Profit before income taxes	3,585	2,089
Income taxes - current	789	820
Income taxes - deferred	167	(72)
Total income taxes	957	748
Profit	2,628	1,341
Profit attributable to owners of parent	2,628	1,341

# **(Consolidated Statements of Comprehensive Income)**

(Millions of yen)

	Fiscal year ended March 31, 2019	Fiscal year ended March 31, 2020
Profit	2,628	1,341
Other comprehensive income		
Valuation difference on available-for-sale securities	(990)	(595)
Foreign currency translation adjustment	(383)	(117)
Total other comprehensive income	(1,374)	(713)
Comprehensive income	1,253	627
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	1,253	627
Comprehensive income attributable to non-controlling interests	—	—

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

Fiscal year ended March 31, 2019

(Millions of yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	2,553	1,958	19,647	(428)	23,731
Changes during period					
Issuance of new shares	1,174	1,171			2,345
Dividends of surplus			(494)		(494)
Profit attributable to owners of parent			2,628		2,628
Purchase of treasury shares				(0)	(0)
Disposal of treasury shares		418		427	845
Net changes in items other than shareholders' equity					
Total changes during period	1,174	1,590	2,134	427	5,325
Balance at end of period	3,727	3,548	21,781	(0)	29,056

	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	3,665	596	4,262	27,993
Changes during period				
Issuance of new shares				2,345
Dividends of surplus				(494)
Profit attributable to owners of parent				2,628
Purchase of treasury shares				(0)
Disposal of treasury shares				845
Net changes in items other than shareholders' equity	(990)	(383)	(1,374)	(1,374)
Total changes during period	(990)	(383)	(1,374)	3,950
Balance at end of period	2,675	212	2,888	31,944

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



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

(Millions of yen)

	Fiscal year ended March 31, 2019	Fiscal year ended March 31, 2020
Cash flows from operating activities		
Profit before income taxes	3,585	2,089
Depreciation	303	350
Increase (decrease) in retirement benefit liability	14	34
Increase (decrease) in allowance for doubtful accounts	42	111
Interest and dividend income	(123)	(130)
Interest expenses	97	73
Foreign exchange losses (gains)	13	(0)
Loss (gain) on sales of investment securities	—	(75)
Loss (gain) on valuation of investment securities	10	—
Loss (gain) on sales of property, plant and equipment	31	—
Decrease (increase) in trade receivables	3,331	2,304
Decrease (increase) in inventories	(1,111)	1,020
Decrease (increase) in other assets	58	56
Increase (decrease) in trade payables	(2,479)	(2,240)
Increase (decrease) in accrued consumption taxes	1	31
Increase (decrease) in other liabilities	(581)	144
Other, net	(386)	(121)
Subtotal	2,807	3,649
Interest and dividends received	123	130
Interest paid	(100)	(72)
Income taxes paid	(1,194)	(468)
Net cash provided by (used in) operating activities	1,636	3,238
Cash flows from investing activities		
Purchase of property, plant and equipment	(87)	(77)
Proceeds from sales of property, plant and equipment	141	30
Purchase of investment securities	(39)	(44)
Proceeds from sales of investment securities	—	85
Other, net	(168)	(193)
Net cash provided by (used in) investing activities	(153)	(200)
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	(1,337)	619
Repayments of long-term borrowings	(1,200)	(600)
Repayments of lease obligations	(110)	(119)
Proceeds from issuance of shares	2,325	—
Purchase of treasury shares	(0)	(299)
Proceeds from disposal of treasury shares	845	—
Dividends paid	(494)	(545)
Net cash provided by (used in) financing activities	28	(945)
Effect of exchange rate change on cash and cash equivalents	(103)	(45)
Net increase (decrease) in cash and cash equivalents	1,408	2,047
Cash and cash equivalents at beginning of period	8,112	9,521
Cash and cash equivalents at end of period	9,521	11,568

## VIII. Corporate Data

### Company Information (as of March 31, 2020)

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:	1,030 (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 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. PT. SUNWA TECHNOS INDONESIA SUN-WA TECHNOS (PHILIPPINES), INC. SUN-WA TECHNOS MEXICO S.A. DE C.V. 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, 2020)

Chairman and Representative Director	Sei Yamamoto
President and Representative Director	Hiroyuki Tanaka
Director and Senior Managing Executive Officer	Shoichiro Mine
Director and Managing Executive Officer	Kazuya Hanayama
Director and Executive Officer	Akihiro Matsuo
(External) Director	Masanori Aoki
(External) Director	Toshiro Koizumi
Standing Audit & Supervisory Board Member	Kazuto Takeuchi
Standing Audit & Supervisory Board Member	Kiyoshi Goto
(External) Audit & Supervisory Board Member	Yasuo Nakamura
(External) Audit & Supervisory Board Member	Satoru Ueno
Managing Executive Officer	Toshihiko Makino
Executive Officer	Kenji Takamatsu
Executive Officer	Hideaki Uesaka
Executive Officer	Kazuhiko Miyazaki
Executive Officer	Youichi Echigo
Executive Officer	Katsuya Tamaki

**Stock Information (as of March 31, 2020)**

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:	4,651
Major shareholders:	

Shareholder name	Number of shares held (Thousands)	Share-holding ratio (excluding treasury shares) (%)
YASKAWA Electric Corporation	797	5.05
The Dai-ichi Life Insurance Company, Limited	729	4.62
The Master Trust Bank of Japan, Ltd. (Trust Account)	683	4.33
Japan Trustee Services Bank, Ltd. (Trust Account)	660	4.18
Hikari Tsushin, Inc.	502	3.18
Origin Co., Ltd.	498	3.15
The Nomura Trust and Banking Co., Ltd. (Investment Trust Account)	442	2.80
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 Tokyo Square Garden, 3-1-1, Kyobashi, Chuo-ku, Tokyo 104-0031 JAPAN TEL +81-3-5202-4011 FAX +81-3-5202-4054 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 9,2020