



### **Company Outline / Stock Information**

### ■ Company Outline (As of March 31, 2014)

Tokyo Boeki Group Tokyo Boeki Holdings Corporation

and 19 group companies

Established October 30, 1947

Capital Stock 5.0 billion yen

(Shareholders' equity: 16.5 billion yen)

Employees 954

Head Office Tokyo Boeki Holdings Corporation

(Pure holding company) 2-13-8 Hatchobori, Chuo-ku, Tokyo 104-8510 Japan

### **Executives of Tokyo Boeki Holdings Corporation** (As of June 27, 2014)

### **Board of Directors**

Representative Director, Chairman and CEO Supervision of group management Hiroshi Machida Director, Executive Vice President Responsible for Group management strategy Hideya Goami Responsible for Group new products Director Executive Vice President Takao Iguchi and new technology strategy Responsible for Group new management Director, Executive Vice President Toshiaki Ueda system strategy Director, Executive Vice President Responsible for Group new business strategy Tomihiro Kato Supervision of Group Administration Division Managing Director Ikuro Kida and Group Business Support Division

### **Board of Corporate Auditors**

Standing Corporate Auditor Toshihiko Kezuka

Corporate Auditor Yoshimi Ito

Corporate Auditor Yasuhiro Numata

### ■ Stock Information (As of March 31, 2014)

Total Number of Authorized Shares 38,519,920 shares

Total Number of Stocks Issued Common Stock 5,045,165 shares

Class A Preferred Stock 1,700,000 shares

Number of Shareholders 121

Name of Shareholder	Numbers of stocks held	Ratio of Shareholding
Tokyo Boeki Ltd.	1,700,000 shares	25.20%
Tokyo Boeki Employee Share Holding Commission	846,000 shares	12.55%
Tokyo Marine & Nichido Fire Insurance Co., Ltd.	498,000 shares	7.38%
The Toa Reinsurance Company, Limited	408,000 shares	6.05%
The Bank of Tokyo-Mitsubishi UFJ, Ltd.	249,000 shares	3.69%
Nippon Life Insurance Company	120,000 shares	1.78%

<sup>\* 1,700,000</sup> shares of Tokyo Boeki Ltd. are Class A Preferred Stock.

### **Our Group Website**

A variety of contents are available on the website, including the latest news from the Company and an introduction to our business.

http://www.tokyo-boeki.co.jp/





### TOKYO BOEKI GROUP

2-13-8, Hatchobori, Chuo-ku, Tokyo 104-8510 Japan TEL: 03-3555-7211 FAX: 03-3555-7079













# Active all over the world

## **TOKYO BOEKI GROUP**



**Annual Report** 

April 1, 2013 - March 31, 2014





# Active all over the world

Carrying on the "three founding spirits (TOMAS spirit)" and "management ideals and values" of the Tokyo Boeki Group, we are promoting "Tokyo Boeki Group Federated Management" as an independent, business-creating corporate group.



- 1. Mindset to overcome any obstacle and to never reduce our efforts
- 2. Mindset of a pioneer
- 3. Mindset of management among all employees

### **Management Ideals and Values**

The Tokyo Boeki Group aims to be an inspirational company that allows employees to realize their dreams through their work. Each employee will take pride in themselves and contribute to the world.

### Generating synergistic effects

### "Tokyo Boeki Group Federated Management"



HEADQUARTERS

Tokyo Boeki Holdings Corporation



**Energy Machinery Industry Group** 

TOKYO BOEKI MACHINERY LTD. NIIGATA LOADING SYSTEMS, LTD TOKYO BOEKI MECHANICS LTD.



Technology, Automobiles and Information Industry Group

TOKYO BOEKI TECHNO-SYSTEM LTD. T-BICS INC. T.B. TECH CO., LTD. TOKYO BOEKI NORTH AMERICA, INC.

TOKYO BOEKI NORTH AMERICA, INC TBTS (THAILAND) CO., LTD. TTS (GUANGZHOU) CO., LTD



Resource, Metal and Materials Industry Group

TOKYO BOEKI STEEL & MATERIAL'S LTD.
TOKYO BOEKI (AUSTRALIA) PTY. LTD.
TOKYO BOEKI (CHINA) LTD.
TOKYO BOEKI (BEIJING) LTD.



Medical, Life and Science Industry Group

TB-eye LTD.
TOKYO BOEKI TECHNOLOGY LTD.
TOKYO BOEKI MEDISYS INC.
TOKYO BOEKI (RÚS) LTD.
TOKYO BOEKÍ (U.S.A.), INC.
MONITOŘ PRODUCTS, INC.





### **Message from the CEO**

I hope that all of our shareholders are doing well and I would like to express my appreciation for your loyal support.

In order to reinforce its financial structure and maintain and improve soundness of our management, Tokyo Boeki Holdings Corporation has increased its capital stock to 5.0 billion yen in February of this year. We will continue to deepen our unique management style of "Tokyo Boeki Group (TB-G) Federated Management" as we strive to meet the expectations of our shareholders.

I would like to take this opportunity to deliver our company's 94th term annual report (April 1, 2013 - March 31, 2014), as well as to give a brief message regarding the status of our company.

Regarding the global economy in fiscal year 2013, although stagnation could be seen in the Asian economy, global economy was in a recovery trend mainly among developed nations, particularly in the United States. Meanwhile, the Japanese economy made steady progress in breaking out of deflation and progressed toward full-fledged economic revitalization, backed by the far-reaching effects of monetary and financial policies, as well as expansion in public and housing investment in addition to recovery in exports, personal consumption, and capital investments.

Amidst this management environment, TB-G strove to maximize corporate value and realize continuous growth and development through the provision of specialized proprietary businesses and services with consistently high standard in areas ranging from marketing to manufactur-

Net Sales 48,780 million yen (Up 8.9% year-on-year)

Operating Income 3,233 million yen (Up 7.9% year-on-year)

Ordinary Income 3,470 million yen (Up 14.2% year-on-year)

Net Income 2,146 million yen (Up 25.1% year-on-year)

ing, sales and maintenance for our four groups of "Energy Machinery Industry," "Technology, Automobiles and Information Industry," "Resource, Metal and Materials Industry," and "Medical, Life and Science Industry."

As a result, net sales for the 94th term increased by nearly 10% from the previous fiscal year to 48,780 million yen, and we successfully realized recorded-high profits of 3,470 million yen.

This term's dividend amount will be 14 yen per stock. Furthermore, in order to commemorate the increase of capital to 5.0 billion yen, a commemorative dividend of 3 yen per stock will be added to bring the total dividend to 17 yen per stock. This amount realizes the basis of distribution to shareholders in a continuous and stable manner, even as our company secures the internal funding necessary for active investment in existing businesses and new businesses.

TB-G is approaching an important turning point in its next term, where management will be handed over to the next generation. Under the leadership of each Group company president, we will tackle the management challenges facing us now in order to enable the succeeding personnel to forge ahead toward the next generation of growth, while linking this to development of TB-G Federated Management as we pursue the group's ambitious goals defined in the 30-Year Vision formulated in 2007.

I would like to ask all of our shareholders for your continued support and encouragement in the future.

June 2014



Hiroshi Machida Chairman and CEO, Tokyo Boeki Group





### **Segment Information**

(Percentage represents ratio of sales)



### **Energy Machinery Industry Group**



# Technology, Automobiles and Information Industry Group





Sales 16,498 million yen 128% year-on-year Operating Income 2,537 million yen 117% year-on-year

Sales
Operating
Income

**7,292** million yen 111% year-on-year **939** million yen 99% year-on-year

### Business Description

The Energy Machinery Industry Group is engaged in development, manufacturing, and sales of fluid loading equipment and related devices, various kinds of gas-related machinery, power generation-related devices and equipment, environment-related devices and others for the energy-related industries including electric power, gas, oil, and petrochemistry. For fluid loading machinery, the core product, superior products are offered to users around the world under the integrated system of manufacturing and sales of Tokyo Boeki Machinery Ltd. and Niigata Loading Systems, Ltd., which have gained a high reputation.

### Business Condition

Backed by factors including the structural change in energy from oil to liquefied natural gas (LNG) spurred from the rise in environmental awareness worldwide toward nuclear power and CO2 reduction and correction of prolonged yen appreciation, domestic market share was maintained and business performance was strong for overseas. In addition, increasing safety awareness after the Great East Japan Earthquake also acted as a tailwind and the group recorded increased revenues and profits.

### Business Description

3D measurement instruments, the core product, provide integrated measurement and data processing for a series of processes, from development and modeling to manufacturing, testing and completion, for a variety of products. We are mainly contributing to automobile manufacturers in improvements of product development capabilities. 3D measurement instruments have evolved to become automated, refined and diversified, and have gained a global reputation.

### Business Condition

Recovery of automotive industry, the major customers for 3D measurement instruments, became evident due to economic stimulus policies by the government, correction and stabilization of yen appreciation and other factors. However, since competition in receiving orders has become increasingly intense due to improved performance of competing models and intensified price competition, we are striving to expand sales into industries other than the automotive industry and increase the ratio of inhouse developed products. Also, in the information industry, businesses including contract development for automotive industry increased, resulting in increased revenues for the Group as a whole.









### Resource, Metal and Materials Industry Group







Sales 14,298 million yen 91% year-on-year Operating Income 120 million yen 73% year-on-year

### Business Description

Under a unique business model, raw materials and auxiliary raw materials for steel-making, fuel coal and refractory bricks are supplied for use in steel-making to the steel and energy industries. In addition, various kinds of steel materials including steel plates for use in automobiles are indispensable materials for automobile manufacturers. Furthermore, great success has been achieved especially in the refractory bricks through a joint venture business in China.

### Business Condition

In resource business, the core manganese ore business had a large decrease in revenues due to factors including a stagnant market and increased electricity prices in Japan. In the metal business, despite recovery of domestic blast furnace manufacturers, it was difficult to secure profits due to sluggish export of steel plates for use in automobiles to Australia and imbalance between demand and supply caused by excessive production in China. Moreover, in the materials business, challenging conditions continued as price competitiveness of imported refractory materials deteriorated due to yen depreciation, and such materials were partially replaced by domestic materials. Under these conditions, the Group as a whole had a large decrease in revenues, inevitably resulted in decreased profits despite efforts to reduce costs.

Sales 10,941 million yen 111% year-on-year Operating Income 770 million yen 99% year-on-year

### Business Description

The Medical, Life and Science Industry Group is engaged in the development, manufacturing and sales of wide range of products, including equipment and devices for use at home, medical devices, physics and chemistry devices, OA devices and security devices. In particular, compact automated analyzers for use in clinical examinations are being sold in 60 countries around the world and boasts an outstanding track record in the medical device field. Going forward, further business opportunities including the enhancement of our lineup and sales of peripheral devices will be pursued.

### Business Condition

In the security-related business, demand for security camera systems expanded, significantly increasing sales and profits through provision of total services utilizing the domestic sales network. In the medical instrument business, competition intensified due to introduction of a new product by a major medical equipment manufacturer into the market of compact to medium automated analyzers for use in clinical examinations, which is the core product of the group, and the penetration of Chinese-made low-priced products in the overseas market in a large volume. Meanwhile, in the Russian market, export of scientific instruments was low due to deteriorating national funding grants and saturation in demand, and the group strove to cover such losses with export of industrial machineries including engine-driven welders.







### . .

### **Group Management Strategy**



Director, Executive Vice President Responsible for Group management strategy President of Tokyo Boeki Machinery Ltd.

Hideya Goami

Tokyo Boeki Group (TB-G) Federated Management is our unique organically-linked management system based on the concept of "For the Group," where each business corporation maintains its autonomy. Eight years after the launch into the TB-G Federated Management, the management base and earning condition of the Group as a whole have stabilized, and we were able to achieve substantially debt-free business operation from a financial perspective as well.

In the 4th mid-term management plan starting in April 2015, we will accelerate our growth toward achievement of our big goal, the 30-Year Vision formulated in 2007, by fully utilizing our accumulated management resources. Specifically, in addition to strengthening the foundation of existing businesses including our overwhelmingly strong loading arm business, we will challenge new businesses through M&As and overseas expansion, focusing on the areas where group

synergies are expected.

Under our motto of "Active all over the world," each company of Tokyo Boeki Group will aim to become the leader in their respective industries and work to improve the total strength of the Group.



### **Group New Products / New Technology Strategy**



Director, Executive Vice President Responsible for Group new products and new technology strategy President of Niigata Loading Systems, Ltd.

Takao Iguchi

Tokyo Boeki Group (TB-G) has strived to strengthen the foundation of its existing businesses through provision of products and services with high added value in the specialized fields of each Group company.

Until now, the majority of new products and new technology development was conducted independently by each Group company in line with market growth. By integrating the management of development plans in TB-G, we will generate possibility of new group synergies through feedback of useful information within the group, as well as promotion of joint development integrating the potentials of each company. Moreover, through launch of the support system for new businesses, increase in the number of development by each Group company and shortened development schedules are expected. We will contribute to the prosperity and growth of TB-G through acceleration of new product and new technology developments with these improvements on the environment.

### **Group Synergy**







Technology, Automobiles and Information Industry



source. Metal and Materials Industry



aterials Industry Medical Tife and Science Indust



### **Group New Management System Strategy**



Director, Executive Vice President Responsible for Group new management system strategy President of Tokyo Boeki Techno-System Ltd.

Toshiaki Ueda

In the Group New Management System Strategy, we have launched the cloud-type service "Office 365" (by Microsoft Corporation) as common group-ware throughout the entire Tokyo Boeki Group subsequent to the completion of TIS (TOMAS Information System), the group-wide common core system for 11 domestic Group companies of Tokyo Boeki Group.

Integration of previous groupware which used to be separately operated by each Group company has enabled significant improvement in convenience compared to the past, which was made possible through the release of Tokyo Boeki Holdings information by group-wide portal, fast communication to all employees, information sharing, sharing of schedules and facility reservations and others, benefiting the entire group business activities.

In addition, we started remote communications

and sharing of information by mobile devices including smartphones and tablets in April as a measure to improve business efficiency, and will work to further improve convenience and business efficiency.

We will utilize convenient features not yet in operation and aim for full utilization.



### **Group New Business Strategy**



Director, Executive Vice President Responsible for Group new business strategy President of TB-eye Ltd.

Tomihiro Kato

Generating new businesses is an urgent task for Tokyo Boeki Group (TB-G) to continue our permanent prosperity and to maximize corporate value. We will challenge to develop new businesses mainly in the fields where growth are expected in the future, including the industries of information, environment, medical, agriculture, and social services.

In doing so, we would like to focus on the following three items as the decision criteria for exploitation of new businesses.

- (1) The business should meet the compliance and be able to contribute to the society.
- (2) The business should be able to expect sales of 10.0 billion yen in the future.
- (3) The business should have existing value of our group to be recognized and should be able to participate, not as a trader.

Form of investment varies including incorporation of new company and M&A etc., but we like to

select the most suitable form depending on specific projects.

In any case, we will work on generating core businesses accounting for a share of the TB-G Federated Management, rather than ending in a simple investment.







### **Group Topics**

### **Energy Machinery Industry Group**

### Domestic Group TOKYO BOEKI MACHINERY LTD.

### **Conclusion of License Agreement with FMC Technologies**

The signing ceremony for renewal of the license agreement with FMC Technologies, Inc., which is the licensor of loading arms, a core product of the Company, was held in the headquarters of FMC Technologies France in September 2013.

Tokyo Boeki Group has been licensed by FMC Technologies for manufacturing and selling of products including loading arms for more than 50 years.

The Company will continue to deliver solid technologies and products of FMC Technologies worldwide as a member of Chiksan Family under the partnership with FMC Technologies.



At the signing ceremony (Left: Mr. L. Poidevin, President and General Manager, FMC Technologies SA; Right: Mr. Goami, President and COO)

### Domestic Group NIIGATA LOADING SYSTEMS, LTD.

### **Measures for Large Tsunamis**

Cargo handling of tankers needs to be stopped immediately and tankers needs to be undocked at the time of large tsunamis caused by big earthquakes. The Emergency Release System (ERS) developed by the Company is a system installed at the tip of loading arms which closes the shut-off valve in an emergency and activates Emergency Release Coupler (ERC) to enable safe disconnection of the loading arm from the tanker in a few seconds.

As the administrative guidance guidelines of Japan Coast Guard were partially revised to include installment of ERS on large tanker berths, an increase in demands in the future is expected.

The photograph shows an instance of the operation test of ERS installed on a loading arm for LNG conducted in the previous fiscal year at Nagaoka Factory.



Operation test of ERS

### Domestic Group TOKYO BOEKI MECHANICS LTD.

### **Development of New Business for Entering Energy Market**

The Company is working to enter the hydrogen energy market and develop businesses in addition to the core business of sales and maintenance of LPG devices. In fiscal year 2013, the "hydrogen separation membrane" was produced. Progress is being in the development of hydrogen supply facilities for hydrogen stations in fiscal year 2014, aiming at early commercialization. The Plan is to import technologies from the U.S. for the "hydrogen generation device" which applies hydrogen separation membrane to unitize with the hydrogen compressor. This product was exhibited at the FC EXPO held in February 2014 and received wide acclaim.



With Ambassador Kennedy, the U.S. ambassador, at FC EXPO





### Technology, Automobiles and Information Industry Group

### Domestic Group TOKYO BOEKI TECHNO-SYSTEM LTD.

### Private trade show for the 20th anniversary of TTS was held in November 2013!

The Company, incorporated in 1994, celebrated its 20th anniversary. In the private trade show held from November 5 to 8, the Company emphasized its products as well as presence to more than 200 guests. At a social gathering, the Company received congratulatory address and words of encouragement from executive board members and the contact persons of business partners and customers.

The selling points of products and new technologies were highlighted to many customers and the energetic presentations and responses given by employees of the Company were highly appraised.

The Company will aim to further strengthen ties with customers in the future based on this achievement and practice quality control policy of "providing products that customers will enjoy and be satisfied with."



Demonstration of cutting process of automobile clay model to customers

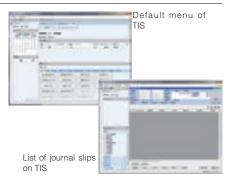


Social gathering with guests from overseas

### Domestic Group T-BICS INC.

### **Preparing for External Sales of "TIS Packaged Software"**

The Company began efforts to commercialize the group-wide common core system "TIS Packaged Software" of the Group for external sales, alongside enhancement of the degree of perfection and working on maintenance process to enhance convenience. Utilizing the strength of track record of the system being used in all 11 domestic companies of the Group, proactive marketing activities will begin for outside companies deploying a group company operation similar in scale and methods as TB-G.



### Domestic Group T.B. TECH CO., LTD.

### 3D Printer (Arcam)

The Company has acquired the distribution rights in the Tokai area from HTL, the exclusive distributor in Japan of the 3D printer Arcam (made in Sweden). Arcam is the only 3D printer in the world which adopts electron beam technology. The printer emits electron beams to metal powder (mainly titan) to melt and mold them in a vacuum. Arcam fuses metals more evenly compared to printers using lasers, as its depth of emission is deeper and it has the ability to create high-strength products with low residual stress in a short time. It has already made many achievements in the medical and aerospace fields mainly in Europe, and its growth in Japan is expected in the future.





8

Product example (Artificial joint)

Arcam





### **Group Topics**

### Technology, Automobiles and Information Industry Group

### Overseas Group TOKYO BOEKI NORTH AMERICA, INC.

### Recovery of U.S. market, expansion of investment by automobile manufacturers, and sales expansion of Vectoron

The U.S. market in 2013 came out of a long period of recession at last and returned to the level before the Lehman Shock in 2008, with capital investment by customers recovering. In terms of the number of automobiles sold, the cumulative number of sales in 2013 was at the highest level since 2007, the trend of yen depreciation against the dollar since the end of January continued, and for the average rate in 2013, yen depreciation proceeded over 20% compared to the previous fiscal year. As the major customer of the Company Toyota expanded its capital investment, the sales of our core product, Vectoron, increased significantly. In December, an evaluation meeting was held of the prototype of new model at Kentucky Factory with attendance of many parties concerned, and the product drew attention as an item for potential investment for the fiscal year 2014.



### Overseas Group TBTS (THAILAND) CO., LTD.

### Aiming at market expansion and acquisition of new customers

The Thai market has not been continuing its growth in a stable manner due to influence of the world economy, natural disasters, political upheavals and such. Even so, it is in no doubt on a growing trend in the long run as an aspired core of ASEAN. Major Japanese companies are further accelerating their businesses both vertically and horizontally, Japanese and foreign suppliers are newly entering the Thai market, and local companies are getting stronger and expanding.

Within a market which is changing and growing day by day, taking this as an opportunity, every member will exert efforts in marketing activities to pursue acquisition of new customers with support from TTS.



Exhibition of non-contact measurement system for the first in the Thai market at Manufacturing Expo 13.

### TTS (GUANGZHOU) CO., LTD. Overseas Group

### **Hosting Designers' Night in Guangzhou**

On November 21, 2013, the "2013 China (Guangzhou) International Automobile Exhibition/ Designers' Night" was held in Guangzhou with School of Industrial Design, Guangzhou Academy of Fine Arts. This event was intended for automobile manufacturers and students majoring in automobile designs in Guangdong to meet and interact with each other, and approximately 200 parties concerned attended. Students were also to deepen their interests and understandings in automobile designs.

The Company will to continue to create common dreams and future through designs, together with clients as the manufacturer of 3D measurement devices and processing machinery.



Scale model made by the students







### **Resource, Metal and Materials Industry Group**

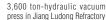
### Domestic Group TOKYO BOEKI STEEL & MATERIALS LTD.

### Improvement of production efficiency in joint venture in China

"Beijing Borui Dongmao," a joint venture in China, introduced the Toyota style of steel metal processing line and the line management system in the repair factory of 3S shops, doubling their work efficiency. In addition, "Jiang Ludong Refractory" newly introduced the leading-edge "3600 tons-hydraulic vacuum press," the first unit in China and was able to increase production of 6,200 tons to 7,200 tons per year and make improvements in quality. Investment was increased in Jiang Ludong Refractory to increase ownership ratio to 28% and cooperation was further strengthened.



Steel metal processing line in the repair factory of Beijing Borui Dongmao





### Overseas Group TOKYO BOEKI (AUSTRALIA) PTY. LTD.

### **Efforts in Agriculture Business**

Agricultural crops are indispensable for human life and securing raw materials such as fertilizers and livestock feeds for supporting the production of such crops have become an important issue. It is certain that demands for fertilizers and livestock feeds will increase as the world population grows further in the future, but the risks of export controls and political instability exists in countries producing raw materials.

The Company will proceed with exploration of new suppliers in addition to the existing raw material sources and deepen initiatives toward agriculture business.



Primary screening of mineral phosphate produced in Nauru after mining

### Overseas Group TOKYO BOEKI (CHINA) LTD.

### Refractory business focusing on international markets

Success has been made in sales of refractory products produced in the new factory in Tohoku to the untapped market in Japan since last year.

This factory has advanced facility with more than 100,000 tons of annual production capacity, and it has trading results in many countries including Korea, the U.S., Germany, and India as its primary sales destination. The factory has strong technological capabilities with an export ratio of 80%. Ties with the company will be strengthened to aim to expand overseas markets in addition to developing the markets of mainland China and Japan.



2,500 megatons hydraulic press with robot

### Overseas Group TOKYO BOEKI (BEIJING) LTD.

## One step forward in expanding exports of monolithic refractory: establishing chrome business

The Company is conducting business activities focusing on fields of refractory and auxiliary materials. In the refractory business, a solid network has been established mainly centered in joint ventures and the business provides high-quality products to converters-related, smelting pots, and coke ovens-related companies.

In addition, efforts are made to newly deploy monolithic product materials to steel plants while promoting pitch and oxidized chrome business. Efforts will continue to be made to develop new businesses to aim for the industry leader in the refractory business.



Flue bricks for coke oven







### **Group Topics**

### Medical, Life and Science Industry Group

### **Domestic Group**

### TB-eye LTD.

### Toward realization of manufacturer trading company

Under the partnership with Samsung Techwin of Korea, the Company places the security system business at the core and will contribute to the safety and security of society through its businesses. In addition, in order to expand business domains, the Company began the digital intercom system business and introduced a leading-edge digital intercom system "Clear Talk Cam" to the market in October 2013. The Company will steadily advance toward realization of a total service manufacturer trading company.





Security Product made by Samsung Techwin

### Domestic Group TOKYO BOEKITECHNOLOGY LTD.

### **Exhibited at Russian construction machinery exhibition**

Together with TB (RUS), the Company exhibited at "CTT Expo," the largest construction machinery exhibition in Russia held in early June 2013 in Moscow, jointly with Morooka Co., Ltd. and Denyo Co., Ltd.

Morooka is the largest dump carrier (crawler truck) manufacturer in Japan and also the OEM supplier for major construction machinery manufacturers in Japan.

In Russia, demands for engine welders for repair welding pipelines are increasing, and the engine welders continue to be the pillar of our constant business.

In addition to individual sales of dump carrier, the Company is engaged in packaged sales of dump carrier and welder, and at the exhibition, exhibited dump carrier together with welders.

The Company offers various solutions for the Russian energy industry.



Booth of the Company at the CTT Expo caught attention

### Domestic Group TOKYO BOEKI MEDISYS INC.

### Started development of new products in automatic biochemical analyzers

The Company has started the development of BiOLiS 30i, the succeeding model of the core product, BiOLiS 24i series, which has sold a total of more than 5,700 units. The Company plans to start mass production of the new product with faster processing speed and improved functions in 2015, by inheriting the key concepts of "compact, high functionality and high quality." The Company will at all times develop products from the customer perspective and will aim to further broaden its customer base and expand its medial business through its lineup of three models including BiOLiS 15i and BiOLiS 50i, which started its sales in the previous term.



Started development of new product BiOLiS 30i







### Overseas Group TOKYO BOEKI (RUS) LTD.

### Participated in the 8th All-Russian Festival of Science

The Company participated as a sponsor at various events at universities, including Moscow State University, for the development of education and science in the CIS nations. Established in 1755, with 260 years of long history, Moscow State University is the leading academic institution in Russia having produced many Nobel Prize winners. Born through an idea from President Sadovnichy of the Moscow State University, the science festival started in 2006 in Moscow. At the beginning, the festival was held only by the Moscow State University, but it now grew to be the All-Russian Festival of Science held throughout Russia.

The Company has been participating as a main sponsor in this science festival since the first festival, and it was the eighth time last year. The Company always thinks about the future of our partners and advances in line with their dreams.



President Sadovnichy giving a speech



Festival venue

### Overseas Group TOKYO BOEKI (U.S.A.), INC.

### Social contribution through environmentally-friendly energy business

As a solution for recent environmental issues and rising energy prices, the Company proposes energy saving and environmentally-friendly lifestyle to the U.S. society through efforts such as import sales of partial air conditioning through high-efficiency cooling and heating equipment (heat pump) as well as introduction of clean energy products such as solar and wind power, and ultra-energy efficient light fixtures. Furthermore, the Company takes advantage of its location in the U.S. in implementing global expansion of businesses including parts procurement and sales simultaneously in cooperation with TB-G companies.



Monitor brand heat pumps sold in the U.S.



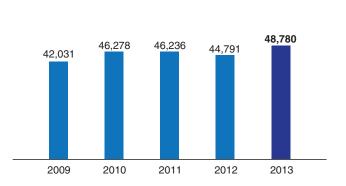




### **Financial Review**

### **Financial Highlights**

■ Net Sales



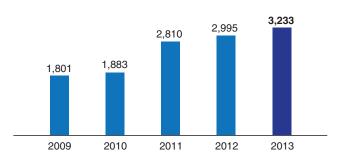
**■** Ordinary Income

(Million yen)

(Million yen)



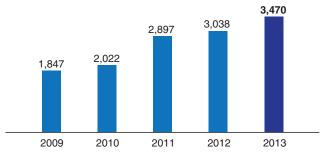
(Million yen)



■ Net Income

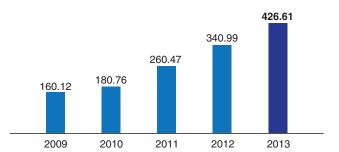
(Million yen)

(Million yen)



**■** Earnings Per Share





2,146 1,715 1,352 971 923 2009 2010 2011 2012 2013

■ Total Assets / Net Assets

■ Total Assets
■ Net Assets

31,031 28.974 28,832 28,193 25.993 16,913 13,074 10,923 9,812 9,180 2009 2010 2011 2012 2013



### **Consolidated Financial Statements**

### **■** Consolidated Balance Sheets

(Million yen)

Account Item	<b>2013</b> As of March 31, 2014	<b>2012</b> As of March 31, 2013
Assets		
Current assets	23,965	22,188
Non-current assets	7,066	6,643
Property, plant and equipment	2,367	2,416
Intangible assets	779	905
Investments and other assets	3,918	3,321
Total Assets	31,031	28,832
Liabilities		
Current liabilities	11,973	13,570
Non-current liabilities	2,144	2,187
Total Liabilities	14,118	15,757
Net Assets		
Shareholders' equity	16,541	13,362
Capital stock	5,000	510
Capital surplus	_	18
Retained earnings	11,733	13,299
Treasury stock	(191)	(465)
Accumulated other comprehensive income	259	(358)
Minority interests	112	70
Net Assets	16,913	13,074
Total liabilities and net assets	31,031	28,832

### **■** Consolidated Statements of Income

(Million yen)

	2013	2012
Account Item	April 1, 2013 – March 31, 2014	April 1, 2012 – March 31, 2013
Net Sales	48,780	44,791
Cost of Sales	36,266	33,434
Gross Profit	12,514	11,357
Selling, general & administrative expenses	9,280	8,361
Operating Income	3,233	2,995
Non-operating income	275	224
Non-operating expenses	39	180
Ordinary income	3,470	3,038
Extraordinary income	331	_
Extraordinary loss	43	_
Income before income taxes	3,757	3,038
Income taxes	1,579	1,286
Income before minority interests	2,177	1,751
Minority interests in income	31	36
Net income	2,146	1,715



