

# ANNUAL REPORT 2012 APR. 2011 - MAR. 2012

# Corporate Policy: "Customers First"

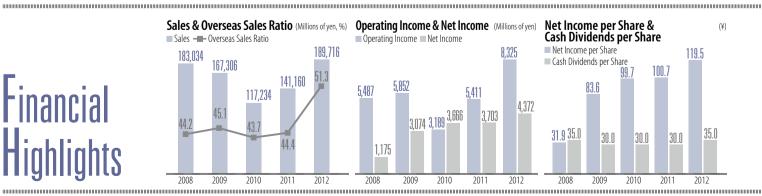
Customers are broadly interpreted as general society. The spirit of "Customers First" is to obtain ceaseless trust from our customers. For this purpose, we must conscientiously put forth our best effort in all areas of business, based upon the philosophy that behavior of a person or a company will generate benefits and happiness for one's counterpart.

# **Philosophy** and **Vision**

# Corporate Philosophy

- 1. Establishing a company that can perpetually grow and contribute to the society
- Make efforts to continue growth through increasing added value, and aim to create prosperity for customers and affiliated companies as well as affluent lives for employees.
- 2) Make efforts to create an affluent environment and to advance industrial society, with an aim at making a contribution to society through technology that matches the needs of society.





Cautionary statement regarding forward-looking statements: Data and forward-looking statements disclosed herein are based on current information available at the time of publication, and may change depending upon various factors. The data and judgments do not guarantee accomplishment of goals and projections, and may be changed at any time without notice. Consequently, we ask you to use this information at your discretion based upon your own judgment and information you may obtain through other sources. Taikisha Ltd. will not be responsible for any damages that result from the use of this information.

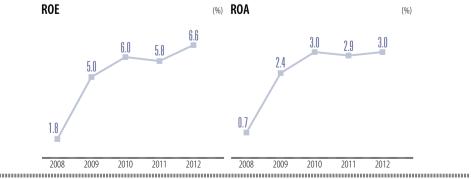
#### 2. Creating an attractive company

- Aim at creating a motivation-oriented company where the creativity and vitality of each employee will be realized through their work.
- Aim at creating a company with an organization and corporate culture in which company goals will be achieved through the combined efforts of all employees under a spirit of mutual trust, cooperation, and rationality.
- 3) Aim at creating a unique company in all areas of company operations, including technology, market, and development of human resources, through amassing the expertise of "energy, air, and water".



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The Group will continue to make the most of its strong global network to increase its overseas sales and improve its operating results.



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# President Eitaro Uenishi explains that the Group is expanding operations in the global arena as a basis for growth in the emerging new era.

The global economy held steady during the fiscal year ended March 31, 2012 against the backdrop of robust growth in emerging economies such as China and an economic recovery in the United States.

Operating in this environment, we continued to pursue cost-reduction activities and to implement a wide range of measures, such as active development of overseas operations and entry into new fields, to achieve the business objectives presented in our Medium–Term Business Plan. Through these efforts, we succeeded ahead of schedule in the fiscal year ended March 31, 2012 in achieving our targeted levels for orders received, sales and net income for the fiscal year ending March 31, 2013, the final fiscal year of the Medium–Term Business Plan.

Looking to the future, we foresee gradual overall growth of the global economy, with the United States continuing on its path to economic recovery and sustained growth in emerging economies, in spite of such concerns as recurrence of the debt crisis in Europe, continuing high oil prices and inflationary pressures in emerging countries. Under these market conditions, we will respond steadily to customers' needs in our growing overseas market, making the most of our Group's strong global network.

In April 2013, thanks to the long-standing support of our stakeholders, the Group will celebrate the 100th anniversary of its start of business. As it enters its second century, the Group will strive to expand its operations on a global scale, pursuing further growth in the years to come by deploying its core environmental technologies associated with "energy, air, and water."

We sincerely ask your understanding of our management policies and your continued support and patronage as we move forward.

Eitaro Uenishi President and Representative Director

Fitaro Ulenishi

# Would you please begin by summarizing your Group's results for the fiscal year ended March 2012?

Our consolidated financial results for the fiscal year ended March 2012 were quite positive. Our ongoing efforts to make the connection between overseas demand and orders received contributed to an expansion of consolidated orders received of 17.9% from the previous term to ¥195,268 million. Consolidated sales in the construction business increased by 34.4% from the year before to ¥189,716 million, primarily due to the completion of large-scale projects initiated in previous years on a completed-contract basis and an increase in orders received. In the area of profits, consolidated operating profit expanded by 53.8% from the previous term to ¥8,325 million, and consolidated net profit increased by 18.1% from the

You mentioned that the Group's ratio of overseas sales exceeded 50% for the first time during the period under review. Could you clarify the circumstances driving these overseas sales by mentioning some of the countries contributing to the increase, for example? We would also like you to elucidate your strategies with respect to overseas operations.



Viewed in terms of overseas construction, key regions for overseas sales in the fiscal year ended March 2012 were Thailand with sales of ¥23,447 million, China with sales of ¥20,873 million and North America with sales of ¥11,074 million. I should note that the largest year-on-year increases occurred in North America (an increase of ¥9,158 million from the previous year) and Thailand (an increase of ¥7,598 million from the previous year).

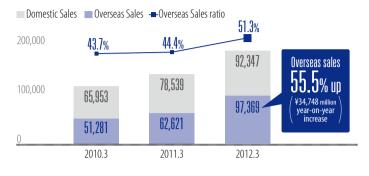
Viewed in terms of operating segments, meanwhile, our Green Technology System Division leveraged the Group's strong overseas network to record highly satisfactory overseas sales in growth markets such as Thailand, China and Singapore. We have had a particularly positive response to our ability to participate in such large-scale governmental projects as Gardens by the Bay, a large botanical garden in Singapore. At the same time, our Paint Finishing System Division achieved growth in overseas sales with the recovery of plantand-equipment investment by Japanese and locally capitalized motor vehicle manufactures in other countries. The Division also established global alliance with Geico S.p.A. in May 2011. Geico S.p.A. is an Italy-based group with subsidiaries in four countries, India, Brazil, China and Russia, that offers coating system technologies primarily to European motor vehicle manufactures.

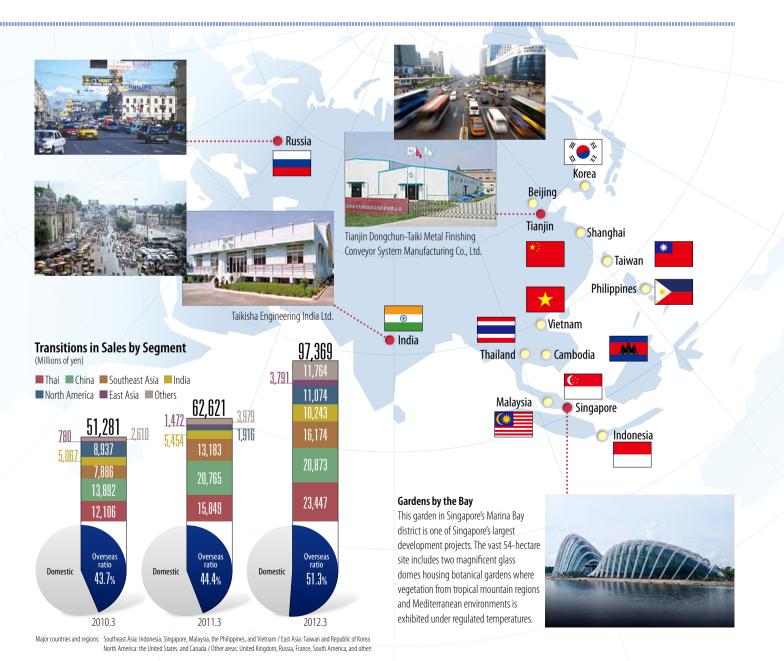
Going forward, the Group will continue to make the most of its strong global network to increase its overseas sales and improve its operating results through strategic promotion of its capabilities in countries and regions with high growth potential. previous term to ¥4,372 million.

For the fiscal year ended March 2012, we placed a particular stress on business expansion in overseas markets. Our sales in overseas markets increased by ¥34,748 million from the previous term to ¥97,369 million as a result, and the ratio of overseas sales to consolidated sales rose to 51.3%. With this result, the ratio of overseas sales by the Group exceeded 50% for the first time since its establishment.

We anticipate that overseas plant-and-equipment investment by Japanese and locally capitalized manufacturers will remain favorable in the future, and we expect this to contribute positively to our Group's operating results.

#### Transitions in Domestic Sales, Overseas Sales and the Overseas Sales Ratio (Millions of yen)





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The current fiscal year to March 2013 has special significance as a milestone year, marking both the final year of the current Medium-Term Business Plan and the year leading up to the Group's centennial celebration. What policies and measures are you implementing in your key fields of operation during this special year?

During the fiscal year ending March 2013, we are continuing to pursue our commitments in three areas: responding to growth in overseas markets; focusing on energy-saving and eco-friendly technologies; and expanding our fields of operation.

We feel sure that many Japanese and other corporations will continue to make inroads into emerging economies and other foreign markets. Although doing business overseas involves competition with other companies operating in the regions concerned, we will acquire orders by capitalizing on our Group's ability to assure timely delivery of high value-added equipment as well as by leveraging our cost and quality advantages. society has now spread throughout the world. Our Group will promote its technological development and sales capabilities with respect to energy-saving and environmental conservation technologies, as exemplified by device designs that reduce energy use and our high-efficiency exhaust gas treatment devices.

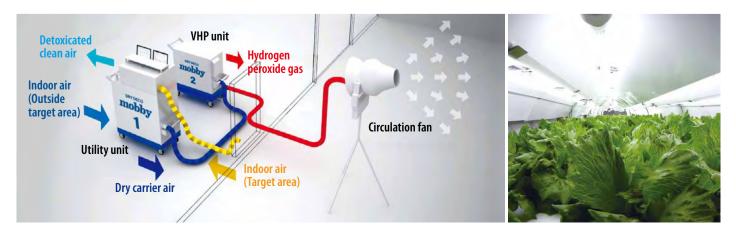
At the same time, we believe we would inevitably encounter limitations from the perspective of sustainable growth if we were to concentrate solely on expanding our existing businesses. While we recognize our current businesses as our primary concern, we will make continuous efforts to develop new businesses with a view to reinforcing these existing businesses and to expanding our fields of operation.

Awareness of the need to promote energy savings and realize a low carbon

# Could you provide some concrete examples of your commitment to entering new businesses?

Last year, we succeeded in developing a technology for stable, large-scale production of crisphead lettuce in a plant factory employing only artificial light and initiated sales of the plant factory system (overview on page 9). Our active pursuit of sales among customers such as food producers and members of the food services industry has led to many inquiries from private-sector companies, both in Japan and overseas. Here in Japan, moreover, both the Ministry of Agriculture, Forestry and Fisheries and the Ministry of Economy, Trade and Industry have been considering a role for the plant factory business in the disaster recovery plans for areas impacted by the Great East Japan Earthquake. We expect this business to attain substantial growth.

Another new development completed last year was the Mobile HYPER DRYDECO, a portable hydrogen peroxide-based decontamination system that uses hydrogen peroxide for facility decontamination treatment. We are currently conducting sales activities targeting sterile product manufacturing facilities, animal testing facilities and virus/recombinant DNA experimental laboratories.



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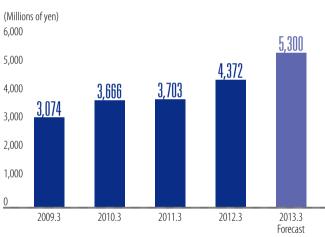
**Transitions in Net Income** 

## What is the Group's position with respect to shareholder dividends?

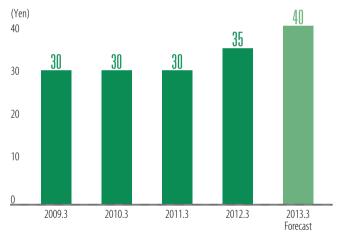
We view the return of profits to our shareholders through dividends as one of our most important responsibilities, and we distribute profits in accordance with our consolidated results as a basic policy.

Our dividend per share for the fiscal year ended March 2012 increased by ¥5 to ¥35, an rise reflecting achievement of the profit levels targeted by the Mid-Term Management Plan for the period ending March 2013. We intend to pay a per-share dividend of ¥40 for the fiscal year ending March 2013, moreover, which includes a ¥5 commemorative dividend added to mark our centennial celebration of the Company's establishment in April 2013.

As concerns the acquisition of treasury stock, meanwhile, we acquired 300,000 shares of common stock in the fiscal year ended March 2012 to ensure the flexibility of our capital policy to respond to changes in the business environment.



#### **Cash Dividends**



The Company paid a performance-based dividend of ¥35 per share for the fiscal year ended March 2012.

It plans to raise the dividend to ¥40 per share for the fiscal year ending March 2013, including a ¥5 commemorative dividend in recognition of the centennial of the Company's establishment in April 2013.

# Green Technology System Division

#### Business Overview / Business Report for the Fiscal Year Under Review

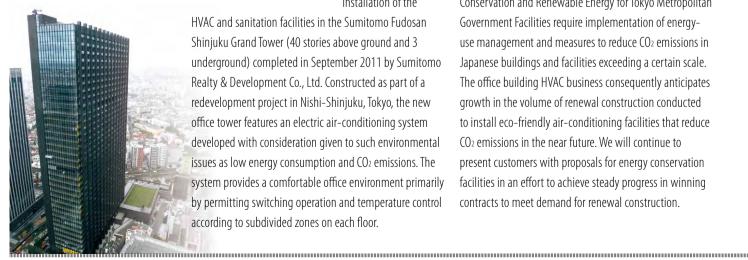
Green Technology System Division operates an Industrial HVAC business primarily for manufacturing facilities and a Building HVAC business for office buildings and commercial facilities, both in Japan and overseas. The Division is striving to achieve further enhancement of its eco-friendly businesses, such as its facility design business for reducing CO<sub>2</sub> emissions, its engineering business for improving production efficiency at plants and its solutions business for development and sales of high-efficiency exhaust treatment equipment. Green Technology System Division recorded positive results for the fiscal year ended March 31, 2012. Orders received totaled ¥120,085 million (a 7.5% year-on-year increase) and sales totaled

¥127,176 million (a 23.3% year-on-year increase).



# Case Examples

## Environmentally friendly air-conditioning system with promise of sales in the building HVAC business



The Company was responsible for installation of the

HVAC and sanitation facilities in the Sumitomo Fudosan Shinjuku Grand Tower (40 stories above ground and 3 underground) completed in September 2011 by Sumitomo Realty & Development Co., Ltd. Constructed as part of a redevelopment project in Nishi-Shinjuku, Tokyo, the new office tower features an electric air-conditioning system developed with consideration given to such environmental issues as low energy consumption and CO<sub>2</sub> emissions. The system provides a comfortable office environment primarily by permitting switching operation and temperature control according to subdivided zones on each floor.

Recent revisions of Japan's Energy Conservation Law and the Guideline for the Introduction of Energy Conservation and Renewable Energy for Tokyo Metropolitan Government Facilities require implementation of energyuse management and measures to reduce CO<sub>2</sub> emissions in Japanese buildings and facilities exceeding a certain scale. The office building HVAC business consequently anticipates growth in the volume of renewal construction conducted to install eco-friendly air-conditioning facilities that reduce CO<sub>2</sub> emissions in the near future. We will continue to present customers with proposals for energy conservation facilities in an effort to achieve steady progress in winning contracts to meet demand for renewal construction.





### **Development and sales of a plant factory** system employing only artificial light

Among our new businesses, the Company has succeeded in developing a plant factory technology that employs an air-conditioning system and fluorescent lighting to conduct stable large-scale crisphead lettuce production. The Group began sales of the plant factory system under the name "Taiki Green Farm" in the current fiscal year. We also initiated a consulting business to provide guidance on cultivation and maintenance.

It had been considered impossible to produce large volumes of crisphead lettuce, the variety with

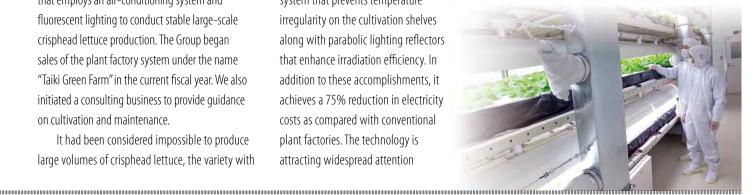
the highest market demand, in a plant factory environment employing only artificial light. The Taiki Green Farm achieves large-scale production of crisphead

lettuce, however, by adopting an air-conditioning

system that prevents temperature irregularity on the cultivation shelves along with parabolic lighting reflectors that enhance irradiation efficiency. In addition to these accomplishments, it achieves a 75% reduction in electricity costs as compared with conventional plant factories. The technology is attracting widespread attention

among such customers as food manufacturers and members of the food services industry.

We plan to pursue sales activities among both domestic and overseas customers in an effort to expand the plant factory business.



# Paint Finishing System Division

#### Business Overview / Business Report for the Current Fiscal Year

Paint Finishing System Division operates automobile paint plant design and construction businesses with a primary focus on Japanese and overseas automobile manufacturers. Its operations comprise a total engineering-oriented business that is concerned not only with enhancing automobile painting and paint transfer efficiency, but also with developing technologies for reducing CO<sub>2</sub> emissions and organic solvent gas (VOC) exhaust from paint plants. The Division is justifiably proud of its world leadership in terms of both technological capabilities and market share.

Paint Finishing System Division recorded strong results for the fiscal year ended March 31, 2012. Orders received totaled ¥75,182 million (a 39.4% year-on-year increase) and sales totaled ¥62,540 million (a 64.4% year-on-year increase).



# Case Examples



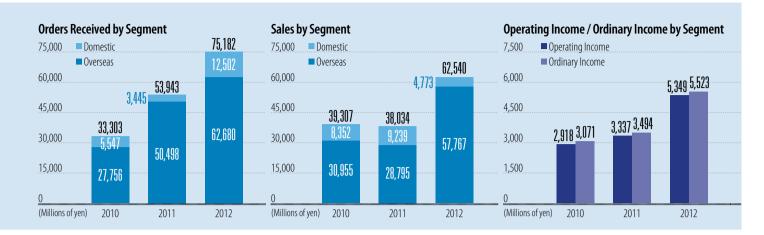
## **Completion of a large-scale** plant project in Russia

The Company completed construction of a new painting equipment plant in Russia in February 2012 for LLC "PCMA Rus," a joint venture between PSA Peugeot Citroën and Mitsubishi Motors Corporation.



This was our first large-scale project conducted for LLC "PCMA Rus," and it reinforced the high evaluation of our project execution capabilities earned through our past orders received and construction results in the European region.

With Russia expected to attain high growth over the medium to long term, various international automakers, including Japanese, European and U.S. manufacturers, have advanced into the market. We intend to maintain our active efforts to achieve business expansion in Russia, while also continuing to promote business development in other emerging countries, such as China and India, where ongoing growth is anticipated.









den reduction through high-

volume discharge painting machine that enables a significant increase in the

quantity of paint sprayed and greatly improves the spraying capacity of each individual robot. This has resulted in considerable space savings by reducing the number of robots installed in paint booths by approximately 25 to 50%, a development leading to

a significant reduction in electric power demand (CO<sub>2</sub> emissions) for purposes such as air conditioning.

The newly developed painting machine has improved paint transfer and painting efficiency, moreover, because it has the ability to change paint discharge patterns at will, depending on the surface to be painted. It can discharge a narrow paint spray creating a small paint pattern for narrow surfaces, for instance, or a widely dispersed paint spray creating a large paint pattern for broad surfaces.

We will continue to respond to today's pressing need for environmental burden reduction by striving to develop new painting technologies, and to increase the number of orders received for these technologies as a consequence.

Environmental burden reduction through highvolume discharge painting machine development

The coating lines we supply for vehicle manufacturing plants have normally involved installing dozens of robots equipped with spray tips and automating nearly 100% of the painting job.

The Company has recently developed a high-

#### **CSR Initiatives**

Taikisha Group aims to be trusted and considered a faithful company by a large number of stakeholders, such as employees, customers, clients, and other involved parties.

#### Taikisha Group aims to be trusted and considered a faithful company.

We strive to conduct CSR activities to contribute towards creating a sustainable society and global environment by using our technologies to conserve the environment, returning profits to our shareholders and society through our sound business operations, and creating prosperity for customers and clients as well as providing comfortable lives for employees through our constant growth in accordance with our corporate philosophy, "establish a company that can perpetually grow and contribute to the society" and "create an attractive company." In addition, we make every effort to create a corporate culture with a high level of corporate ethics to thoroughly observe the applicable laws and ordinances and to gain our stakeholders' trust as a faithful company.

#### **Contributions to Society**

Environmental ISO activities, contributions to energy conservation through eco-friendly technologies, provision of exhaust detoxification technologies, reduction of our impact on global warming

#### **Customer Confidence**

Quality control, activities based on the ISO 9001 standard, development of technologies that meets users' needs

#### **Compliance Information**

Various activities, such as the creation of a corporate culture in which all applicable laws and ordinances are observed, formulation of a code of conduct, board resolutions regarding compliance with the Anti-monopoly Law and other relevant laws in business operations, implementation of compliance education for all employees, and other relevant activities are conducted under the instruction of the Corporate Compliance Committee.

#### **Corporate Governance**

#### **Basic policy**

The Group has established its management vision: "We observe the spirit of the law, perform business transactions through free and fair competition, and contribute to customers, clients, shareholders, employees, communities, society, and the global environment through our transparent and highly ethical management values." Under this management vision, the company has made it a basic policy to thoroughly incorporate compliance awareness, gain the trust of all stakeholders, aim to become a corporate group that grows and develops in a healthy manner, and realize fair and highly transparent management.

# Environmentally Friendly Technologies

# Introduction of world's first heat pump for an automobile painting booth's air-conditioning system

In a successful collaboration with Hino Motors, Ltd. and Tokyo Electric Power Company, Inc., the Company became the first in the world to install a heat pump in an automobile painting booth's air-conditioning

system at Hino Motors' Hamura Plant. The heat pump is a technology that transfers thermal energy from areas with lower temperatures to areas with higher temperatures through repeated compression and expansion of the refrigerant used to convey the heat (Figure 1). It enables production of a large volume of thermal energy with a small volume of input energy.

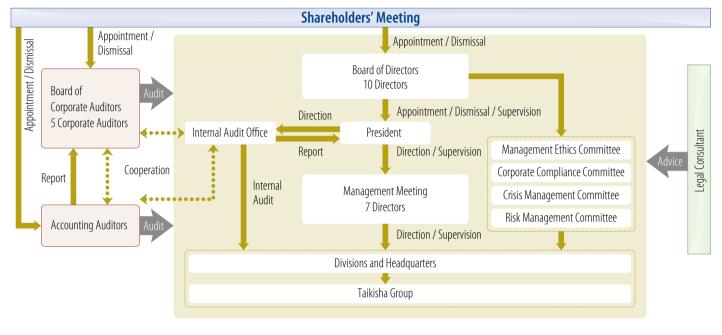
By sharing knowledge concerning their automotive painting technologies, paint plant design and efficient energy

#### **Compliance Information**

Taikisha conducts its operations in accordance with its corporate philosophy and Code of Conduct, observes all the laws and ordinances related to its business, and makes every effort to implement fair and sound business practices. In addition,

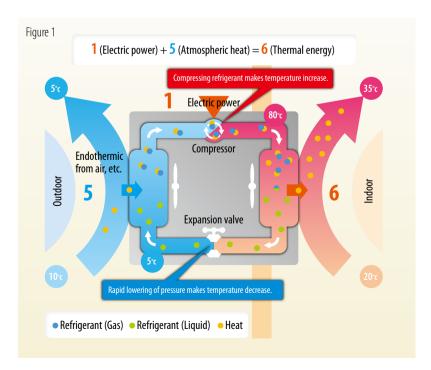
we have installed a Corporate Compliance Committee, Green Technology System Division Compliance Committee, and Corporate Compliance Department in order to remind all employees to observe the relevant laws and ordinances.

#### Conceptual Diagram of Corporate Governance



use know-how, the three companies succeeded in introducing a highly efficient heat pump that extracts cold heat and hot heat simultaneously into the automobile paint booth. The heat pump's introduction realized a system that substantially reduces energy consumption, while satisfying the administratively mandated values for temperature and humidity.

The Company earned particular appreciation from Hino Motors for enabling it to achieve an annual 61% reduction in CO<sub>2</sub> emissions and 64% reduction in operating costs as compared with conventional systems. We are encouraging more plants to introduce the new heat pump, which we expect to contribute to increasing our orders received.



# MANAGEMENT'S DISCUSSION AND ANALYSIS

FIVE-YEAR SUMMARY : Taikisha Ltd. and its Consolidated Subsidiaries for the years ended March 31, 2008 to 2012

	Millions of yen (except per share amounts)							
CONSOLIDATED	2008	2009	2010	2011	2012	2012		
Orders received:	¥186,568	¥164,738	¥118,667	¥165,638	¥195,268	\$2,377,266		
Green Technology System Division								
Environmental facilities(HVAC for building)	27,517	36,053	34,980	32,278	33,268	405,018		
Industrial facilities(industrial HVAC)	92,566	77,124	50,383	79,416	86,817	1,056,948		
Paint Finishing System Division	66,483	51,560	33,303	53,943	75,182	915,300		
Sales:	¥183,034	¥167,306	¥117,234	¥141,160	¥189,716	\$2,309,678		
Green Technology System Division								
Environmental facilities(HVAC for building)	40,535	24,611	26,804	30,857	42,233	514,165		
Industrial facilities(industrial HVAC)	83,118	83,247	51,121	72,268	84,943	1,034,130		
Paint Finishing System Division	59,380	59,447	39,307	38,034	62,540	761,384		
Net income	1,175	3,074	3,666	3,703	4,372	53,232		
Comprehensive income	_	_	_	2,261	4,255	51,810		
Total assets	¥142,024	¥119,483	¥121,894	¥132,698	¥156,108	\$1,900,522		
Total net assets	67,379	61,441	66,263	66,978	69,602	847,362		
Equity ratio (%)	44.6	48.9	52.3	48.8	42.9			
Return on equity (%)	1.8	5.0	6.0	5.8	6.6			
Net income per share	¥31.97	¥83.60	¥99.73	¥100.73	¥119.52	\$1.46		
Cash dividends per share	35.00	30.00	30.00	30.00	35.00	\$0.43		
Net assets per share	1,723.67	1,590.08	1,734.49	1,762.28	1,834.99	\$22.34		
NON-CONSOLIDATED								
Orders received:	¥112,217	¥110,898	¥78,272	¥84,349	¥102,248	\$1,244,814		
Green Technology System Division								
Environmental facilities(HVAC for building)	26,149	34,722	33,994	30,950	31,736	386,365		
Industrial facilities(industrial HVAC)	54,826	49,331	29,246	34,695	38,305	466,350		
Paint Finishing System Division	31,241	26,843	15,032	18,703	32,206	392,099		
Sales:	¥115,475	¥104,721	¥75,971	¥89,763	¥109,205	\$1,329,502		
Green Technology System Division								
Environmental facilities(HVAC for building)	39,199	23,434	25,786	29,557	40,947	498,513		
Industrial facilities(industrial HVAC)	47,707	53,385	30,956	38,553	45,091	548,958		

28,567

27,901

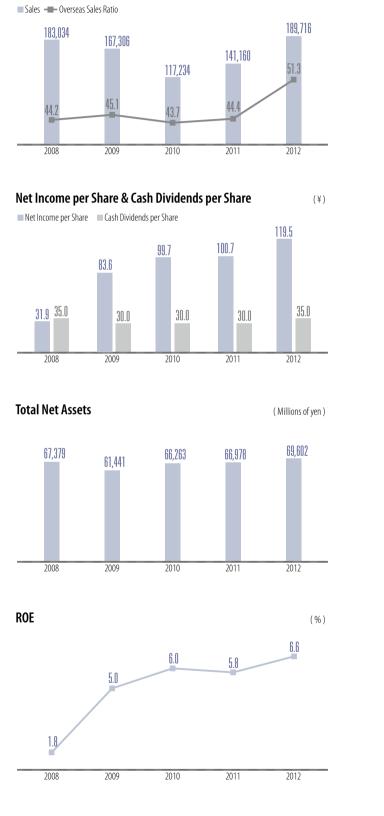
19,228

21,651

23,166

282,031

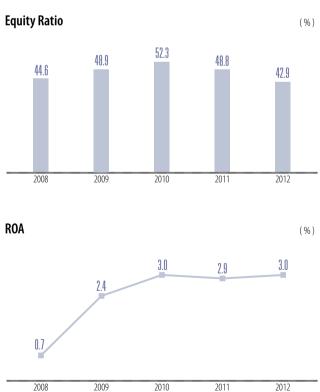
Paint Finishing System Division



(Millions of yen, %)

Sales & Overseas Sales Ratio





# **RESULTS OF OPERATIONS (OVERVIEW)**

# The results for the fiscal year ended March 31, 2012

#### **Earnings Overview**

The world economy gradually recovered based on economic growth in developing countries including China and recovery in US. In Japan, supply chain of some products has recovered from damage of the great east Japan earthquake and it led gradual recovery of production and consumption.

In this situation, Taikisha Ltd.(the "Company") has executed new mid-term business plan. For accomplishing this plan, the Company worked on various measures, for example active overseas expansion and finding new business area. Besides, external environment has also turned to recover for example private capital investment has recovered from damage of Lehman shock. As a result, orders received increased both overseas and domestic market on both Green Technology System business and Paint Finishing System business, consolidated orders received increased 17.9% year-on-year to ¥195,268 million.

Consolidated sales increased 34.4% year-on-year to ¥189,716 million because order received increased and large project that its sales was recognized in completed-contract method was completed.

Though gross profit ratio decreased 1.1 % year-on-year to 13.0 %, gross profit increased ¥4,788 million year-on-year to ¥24,660 million because sales increased year-on-year to ¥48,556 million.

Selling, general and administrative expenses totaled ¥16,335 million, increased ¥1,875 million year-on-year because employees' salaries and operating activities expenses increased.

As a result, operating income increased ¥2,914 million year-on-year to ¥8,325 million, ordinary income increased ¥2,867 million year-on-year to ¥9,033 million, and net income increased ¥669 million year-on-year to ¥4,372 million.

#### **Green Technology System**

Consolidated orders received in Green Technology System Division increased because of demand for restoration from great east Japan earthquake and demand in Southeast Asia. Consolidated sales in Green Technology System Division also increased because order received increased and large project that its sales was recognized in completed-contract method was completed in the second guarter. As a result, orders received increased 7.5% year-on-year to ¥120,085 million.

Consolidated orders received for building HVAC increased 3.1% year-on-

year to ¥33,268 million and for industrial HVAC increased 9.3% year-on-year to ¥86,817 million. Consolidated sales increased 23.3% year-on-year to ¥127,180 million. Sales for building HVAC increased 36.9% year-on-year to ¥42,233 million, and sales for industrial HVAC increased 17.5% year-on-year to ¥84,946 million. Ordinary income increased ¥1,244 million year-on-year to ¥3,463 million.

#### **Paint Finishing System**

Consolidated orders received in Paint Finishing System Division increased. The principal factors were orders received from domestic and foreign automobile manufacturers in China, Thailand and India and Geico S.p.A. had become consolidated subsidiary in May, 2011. Sales increased because sales in North America, China and India etc. increased and Geico S.p.A. had become consolidated subsidiary.

As a result, orders received increased 39.4% year-on-year to ¥75,182 million, sales increased 64.2% to ¥62,576 million. Ordinary profit increased ¥2,029 million year-on-year to ¥5,523 million.

# **Financial Condition**

#### Assets

As of March 31, 2012, current assets increased 21.0% year-on-year to ¥126,155 million. The principal factors were ¥23,043 million increase in notes receivable, accounts receivable from completed construction contracts and other, whereas short-term investment securities decreased ¥446 million and costs on uncompleted construction contracts decreased ¥1,880 million. The principal factors of increase in notes receivable, accounts receivable from completed construction contracts and other were that Geico S.p.A. and its four group companies had become consolidated subsidiaries and sales increased.

Noncurrent assets increased 5.4% year-on-year to ¥29,953 million because property, plant and equipment increased ¥393 million and goodwill increased ¥2,152 million whereas investment securities decreased ¥678 million.

As a result, total assets increased 17.6% year-on-year to ¥156,108 million.

#### Liabilities

As of March 31, 2012, current liabilities increased 33.6% year-on-year to ¥81,050 million. The principal factors were ¥14,224 million increase in notes payable, accounts payable for construction contracts and other, ¥1,462 million increase in short-term loans payable and ¥3,524 million increase in advance received on uncompleted construction contracts whereas income taxes payable decreased

#### Indicators of consolidated financial position are as follows:

multators of consolidated infancial position are as follows.					(Years ended March 31)
	2008	2009	2010	2011	2012
Equity ratio (%)	44.6	48.9	52.3	48.8	42.9
Equity ratio on market value basis (%)	30.8	32.3	45.5	43.8	39.7
Debt to cash flow ratio (%)	7.1	110.0	198.8	58.1	287.7
Interest coverage ratio (Times)	197.2	12.7	15.9	62.7	7.9

Notes: 1. All indicators are calculated using consolidated formulas according to the standards below:

\*Equity ratio: Shareholders' equity and Accumulated other comprehensive income/Total assets \*Debt to cash flow ratio: Interest-bearing debt/Operating cash flow

\*Equity ratio on market value basis: Market capitalization/Total assets

\*Interest coverage ratio: Operating cash flow/Interest expenses

2. Market capitalization is calculated by multiplying the closing stock price on the balance sheet date by the number of outstanding shares (excluding treasury stock) at the balance sheet date.

3. For operating cash flow, Taikisha group uses net cash provided by operating activities in the consolidated statements of cash flows

4. Interest-bearing debt includes all debt recorded on the consolidated balance sheets on which Taikisha group pays interest.

5. For interest expenses, Taikisha group uses the amount of interest expenses paid as shown on the consolidated statements of cash flows.

¥1,948 million.

The principal factors of increase in notes payable, accounts payable for construction contracts and other, short-term loans payable and advance received on uncompleted construction contracts were that Geico S.p.A. and its four group companies had become consolidated subsidiaries and sales and construction carried forward increased.

Noncurrent liabilities increased 7.8% year-on-year to ¥5,455 million. As a result, total liabilities increased 31.6% year-on-year to ¥86,506 million.

#### Net Assets

As of March 31, 2012, total net assets increased 3.9% year-on-year to ¥69,602 million. The principal factors were ¥3,273 million increase in retained earnings and ¥368 million increase in valuation difference on available-for-sale securities whereas foreign currency translation adjustment decreased ¥1,074 million.

# **Cash Flows**

As of March 31, 2012, cash and cash equivalents decreased ¥1,408 million yearon-year to ¥24,627 million. (It was ¥26,035 million in the previous year.)

#### Cash provided by (used in) operating activities

In spite of decrease by increase in notes and accounts receivable-trade and increase in income taxes paid, ¥1,812 million net cash was provided by operating activities. (¥5,869 million net cash was provided by in the previous year.) The principal factors were income before income taxes and minority interests and increase in notes and accounts payable-trade.

#### Cash provided by (used in) investing activities

In spite of increase in redemption of short-term investment securities, ¥2,336 million net cash was used in investment activities. (¥5,838 million net cash was used in in the previous year.) The principal factors were purchase of investment securities and purchase of investments in subsidiaries resulting in change in scope of consolidation for Geico S.p.A.

#### Cash provided by (used in) financing activities

In spite of net increase in short-term loans payable in overseas subsidiaries, ¥361 million net cash was used in from financing activities. (¥92 million net cash was provided by in the previous year.) The principal factors were net increase in treasury stocks and payment for cash dividends paid etc.

## **Business Risks**

Risk factors that investors should consider before making any decision concerning Taikisha Group were noted below. Forward–looking statements in this section are based on judgments made as of March 31, 2012.

#### **Changes in Private Capital Investment**

Because of the economic situation changes, cancellation or postponement of clients' investment plans could affect Taikisha Group's business results.

#### **Overseas Business Risk**

Unforeseen changes in legal regulation and political instability and other factors in overseas where Taikisha Group operates could affect business results.

Taikisha Group makes forward foreign exchange contracts and other instruments to hedge currency risks as much as possible in the payments and collections for the

foreign currency construction contracts. However, changes of exchange rate still could affect Taikisha Group's business results.

In addition, exchange rate could affect Taikisha Group's business result because the financial statements in overseas subsidiaries are translated into Japanese yen in preparing the consolidated financial statements.

#### **Construction Defect Liabilities**

Taikisha Group makes warranty contracts with customers guaranteeing construction against defects for fixed period of time after completion of construction. Taikisha Group allocates a provision for warranties for completed construction to cover repair costs based on past expenses. However, these costs still could potentially exceed the balance of the reserve.

#### **Accounts Receivable Collection Risk**

Taikisha Group manages customer credit. However, accounts receivable may become uncollectable due to factors such as customer insolvency, which could affect Taikisha Group's business results.

#### **Risk Regarding Severe Price Competition**

The construction business is in highly competitive situation. This situation could affect Taikisha Group's business results due to the provision for loss on construction contracts.

#### **Changes in Material Prices**

A sharp rise in material prices could affect business results if Taikisha Group is unable to reflect the sharp rise to contract price.

#### Asset Possession Risk

Taikisha Group owns real estates, securities and other assets. Changes in market value of these assets could affect Taikisha Group's business results.

#### **Risk Regarding Retirement Benefit Plan**

Downside of pension assets' market value, changes of rate of return and condition of discount rate, could affect Taikisha Group's business results.

#### **Disasters and Accidents**

The occurrence of unforeseen events such as natural disasters or accidents could affect Taikisha Group's business results.

Taikisha Group established the crisis management system. However, if massive and widespread disaster happens, it could damage not only Taikisha Group's property and personnel, but also clients' operating activities and consequently economic condition. These situation, if continue for a long time, could affect Taikisha Group's business results.

#### Legal Risk

Taikisha Group is working in concert to ensure assiduous management of legal and regulatory compliance. However, any violation of laws or regulations by a director or employee of Taikisha Group could lead to bad results such as restriction on Taikisha Group's business activities, which could affect Taikisha Group's business results.

# Subsidiaries and affiliates

Taikisha Group consists of Taikisha Ltd., 36 subsidiaries, and 3 affiliates. Taikisha and 5 subsidiaries are domiciled in Japan, and a total of 31 subsidiaries and 3 affiliates are domiciled overseas.

# **CONSOLIDATED BALANCE SHEETS**

Taikisha Ltd. and its Consolidated Subsidiaries : As of March 31, 2012 and 2011

ssets	2011	2012	2012
urrent assets:			
Cash and deposits (Notes 3, 7 and 9)	¥25,282	¥24,450	\$297,670
Notes receivable, accounts receivable from			
completed construction contracts and other (Notes 3 and 9)	52,381	75,424	918,239
Short-term investment securities (Notes 7, 9 and 10)	3,000	2,554	31,097
Costs on uncompleted construction contracts	17,100	15,220	185,304
Raw materials and supplies	478	582	7,086
Deferred tax assets (Note 13)	2,505	2,540	30,926
Other	3,881	5,563	67,727
Allowance for doubtful accounts (Notes 9)	(338)	(179)	(2,190)
Total current assets	104,291	126,155	1,535,858
oncurrent assets:			
Property, plant and equipment			
Buildings and structures (Note 3)	7,737	7,571	92,175
Machinery, vehicles, tools, furniture and fixtures (Notes 3 and 8)	4,500	5,275	64,224
Land (Note 3)	3,333	3,274	39,862
Other	282	572	6,968
Accumulated depreciation	(9,088)	(9,534)	(116,076)
Property, plant and equipment, net	6,765	7,158	87,154
Intangible assets			
Goodwill	_	2,152	26,210
Other (Note 8)	1,125	1,196	14,570
Total intangible assets	1,125	3,349	40,780
Investments and other assets			
Investment securities (Notes 3, 9 and 10)	17,915	17,237	209,855
Deferred tax assets (Note 13)	108	122	1,497
Other	2,583	2,263	27,558
Allowance for doubtful accounts	(92)	(179)	(2,181)
Total investments and other assets	20,515	19,444	236,730
Total noncurrent assets	28,406	29,953	364,664
tal assets	¥132,698	¥156,108	\$1,900,522

The accompanying notes are an integral part of these financial statements.

	Millic	ons of yen	Thousands of U.S. doll
iabilities and Net assets	2011	2012	2012
ürrent liabilities:			
Notes payable, accounts payable for			
construction contracts and other (Notes 3 and 9)	¥34,565	¥48,789	\$593,983
Short-term loans payable (Notes 9 and 19)	2,714	4,176	50,847
Income taxes payable	2,592	644	7,848
Deferred tax liabilities (Note 13)	12	19	232
Advances received on uncompleted construction contracts	14,242	17,766	216,292
Provision for warranties for completed construction	, 310	596	7,258
Provision for loss on construction contracts (Note 3)	1,343	2,810	34,216
Provision for directors' bonuses	44	61	743
Other	4,833	6,186	75,320
Total current liabilities	60,658	81,050	986,740
oncurrent liabilities:	00,050	01,050	200,740
Long-term loans payable (Notes 9 and 19)	568	924	11,256
Deferred tax liabilities (Note 13)	1,077	1,059	12,900
Provision for retirement benefits (Note 12)	3,101	3,029	36,882
Provision for directors' retirement benefits	123	129	1,579
	125	312	
Other Total noncurrent liabilities	5,061		3,803
		5,455	66,420
Total liabilities	¥65,720	¥86,506	\$1,053,160
et assets:			
Shareholders' equity			
Capital stock			
Authorized: 100,000,000 shares			*=0 =0=
Issued: 36,782,009 shares as of March 31, 2012 and 2011	¥6,455	¥6,455	\$78,587
Capital surplus	7,297	7,297	88,841
Retained earnings	51,537	54,810	667,287
Treasury stock, at cost — 313,951 shares	(18)	(492)	(5,994)
Total shareholders' equity	65,270	68,071	828,722
Accumulated other comprehensive income			
Valuation difference on available-for-sale securities	3,060	3,428	41,736
Deferred gains or losses on hedges (Note 11)	(1)	26	322
Foreign currency translation adjustment	(3,533)	(4,607)	(56,089)
Total accumulated other comprehensive income	(474)	(1,152)	(14,031)
Minority interests	2,181	2,683	32,671
Total net assets	66,978	69,602	847,362
	V122 CO0	V1FC 100	61 000 F22
otal liabilities and net assets	¥132,698	¥156,108	\$1,900,522
		Yen	U.S. dollars
er share data :	¥1,762.28	¥1,834.99	\$22.34
Net assets		-	
Basis of calculation	Millic	ons of yen	
Total net assets	¥66,978	¥69,602	
Amounts to be deducted from net assets (Minority interests)	(2,181)	(2,683)	
Net assets applicable to common stock	64,796	66,918	
Number of shares of common stock as of the year-end (thousands)	36,768	36,468	

The accompanying notes are an integral part of these financial statements.

# CONSOLIDATED STATEMENTS OF INCOME AND CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

Taikisha Ltd. and its Consolidated Subsidiaries : For the years ended March 31, 2012 and 2011

	2011	2012	2012
nsolidated Statements of Income t sales of completed construction contracts s of sales of completed construction contracts (Note 4)	¥141,160 121,288	¥189,716 165,056	\$2,309,678 2,009,457
Gross profit on completed construction contracts ling, general and administrative expenses	19,872	24,660	300,221
Directors' compensations Employees' salaries and allowances	/28 6,019	760 6.757	9,256 82,267
Provision for directors' bonuses	44	61	743
Retirement benefit expenses (Note 12) Provision for directors' retirement benefits	734 26	699 24	8,520 295
Correspondence and transportation expenses Provision of allowance for doubtful accounts	1,072 83	1,197 (123)	14,578 (1,504)
Kents	1,002	1,158	14,106
Depreciation Amortization of goodwill	810	952 92	11,601 1,127
Other	3,939	4,754	57,880
Total selling, general and administrative expenses (Note 4) Operating income	14,460 5,411	16,335 8,325	198,869 101,352
-operating income		•	
Interest income Dividends income	189 305	261 325	3,186 3,968
Dividends income of insurance Real estate rent	93 132	123 135	1,508 1,646
Equity in earnings of affiliates	82	75	920
Gain on bad debts recovered Other	304	193 225	2,355 2,747
Total non-operating income	1,107	1,341	16,330
-operating expenses Interest expenses	94	231	2,816
Interest expenses Rent expenses on real estates	90	86	1,054
Foreign exchange losses Provision of allowance for doubtful accounts	63 12	99 91	1,208 1,112
Other	9 <u>1</u> 352	<u>124</u> 632	1,516 7,706
lotal non-operating expenses Ordinary income	6,166	9,033	109,975
raordinary income Reversal of allowance for doubtful accounts	154	_	
Gain on disposal of noncurrent assets (Note 4)	14	43	525
Gain on sales of investment securities Gain on liquidation of subsidiaries and affiliates	_	12 15	158 188
Gain on change in equity Gain on negative goodwill	5		
Gain on negative goodwill Surrender value of insurance	172	2	28
Total extraordinary income	346	73	899
raordinary loss ´ Loss on disposal of noncurrent assets (Note 4)	20	59	725
Impairment loss	1	130	1,586
Loss on sales of investment securities Loss on valuation of investment securities	31 53	145	1,775
Provision for directors' retirement benefits for prior periods	2	—	· _
Loss on adjustment for changes of accounting standard for asset retirement obligations	48	_	_
Loss on insurance cancellation Total extraordinary losses	0	335	4.086
me before income taxes and minority interests	6,354	8,771	106,788
me taxes-current me taxes for prior periods	3,309 159	3,398	41,378
me taxes-deferred	(1,090)	275	3,349
I income taxes me before minority interests	2,378 3,976	3,673 5,097	44,727 62,061
ority interests in income	273	725	8,829 \$53,232
ncome	¥3,703 Million	<b>¥4,372</b>	Thousands of U.S. dol
solidated Statement of Comprehensive Income me before minority interests	¥3,976	¥5,097	\$62,061
er comprehensive income (Note 5) Valuation difference on available-for-sale securities	(875)	367	4,480
Deferred aains or losses on hedges	(873) (1) (807)	28	342
Foreign currency translation adjustment Share of other comprehensive income of associates	(807)	(1,239)	(15,091)
accounted for using equity method	(32)	1	18
Total other comprehensive income prehensive income	(1,715) 2,261	(842) 4,255	(10,251) 51,810
prehensive income attributable to Comprehensive income attributable to owners of the parent	2,124	3,694	44,978
Comprehensive income attributable to owners of the parent	¥136	¥561	\$6,832
share data: Net income	¥100.73	en <b>¥119.52</b>	U.S. dollars \$1.46
Cash dividends	¥30	¥35	\$0.43
Basis of calculation	Million	,	
Net income Net income not attributable to common stockholders	¥3,703	¥4,372	
Net income not attributable to common stockholders	3,703	4,372	
Average number of shares of common stock (thousands)	36,768	36,583	

The accompanying notes are an integral part of these i

# **CONSOLIDATED STATEMENTS OF CHANGES IN NET ASSETS** Taikisha Ltd. and its Consolidated Subsidiaries

#### For the year ended March 31, 2011

·····						Millions of yer	1				
		Shi	areholders' equ	ity		Accumulated other comprehensive income					
	Common stock	Capital surplus	Retained earnings	Treasury stock	Total shareholders' equity	Valuation difference on available-for- sale securities	Deferred gains or losses on hedges	Foreign currency translation adjustment	Total accumulated other comprehensive income	Minority interests	Total net assets
Balance at the beginning of current period	¥6,455	¥7,297	¥48,936	¥(17)	¥62,671	¥3,933	¥(0)	¥(2,828)	¥1,104	¥2,487	¥66,263
Changes of items during the period											
Dividends from surplus			(1,103)		(1,103)						(1,103)
Net income			3,703		3,703						3,703
Purchase of treasury stock				(1)	(1)						(1)
Disposal of treasury stock		0		0	0						0
Net changes of items other than											
shareholders' equity						(873)	(1)	(704)	(1,579)	(305)	(1,884)
Total changes of items during the period		0	2,600	(1)	2,599	(873)	(1)	(704)	(1,579)	(305)	714
Balance at the end of current period	¥6,455	¥7,297	¥51,537	¥(18)	¥65,270	¥3,060	¥(1)	¥(3,533)	¥(474)	¥2,181	¥66,978

#### For the year ended March 31, 2012

For the year ended March 31, 2012						Millions of ye	n				
		Sha	areholders' equ	ity		Accun	Accumulated other comprehensive income				
	Common stock	Capital surplus	Retained earnings	Treasury stock	Total shareholders' equity	Valuation difference on available-for- sale securities	Deferred gains or losses on hedges	Foreign currency translation adjustment	Total accumulated other comprehensive income	Minority interests	Total net assets
Balance at the beginning of current period	¥6,455	¥7,297	¥51,537	¥(18)	¥65,270	¥3,060	¥(1)	¥(3,533)	¥(474)	¥2,181	¥66,978
Changes of items during the period											
Dividends from surplus			(1,098)		(1,098)						(1,098)
Net income			4,372		4,372						4,372
Purchase of treasury stock				(473)	(473)						(473)
Disposal of treasury stock		0		0	0						0
Net changes of items other than											
shareholders' equity						367	28	(1,073)	(677)	501	(176)
Total changes of items during the period	—	0	3,273	(473)	2,800	367	28	(1,073)	(677)	501	2,624
Balance at the end of current period	¥6,455	¥7,297	¥54,810	¥(492)	¥68,071	¥3,428	¥26	¥(4,607)	¥(1,152)	¥2,683	¥69,602

					I	Thousands of U.S. of	dollars				
		Sh	areholders' eq	uity		Accumulated other comprehensive income			ncome		
	Common stock	Capital surplus	Retained earnings	Treasury stock	Total shareholders' equity	Valuation difference on available-for- sale securities	Deferred gains or losses on hedges	Foreign currency translation adjustment	Total accumulated other comprehensive income	Minority interests	Total net assets
Balance at the beginning of current period	\$78,587	\$88,841	\$627,430	\$(229)	\$794,629	\$37,261	\$(20)	\$(43,018)	\$(5,777)	\$26,563	\$815,415
Changes of items during the period											
Dividends from surplus			(13,374)		(13,374)						(13,374)
Net income			53,232		53,232						53,232
Purchase of treasury stock				(5,765)	(5,765)						(5,765)
Disposal of treasury stock		0		1	1						1
Net changes of items other than											
shareholders' equity						4,476	342	(13,071)	(8,254)	6,108	(2,145)
Total changes of items during the period		0	39,857	(5,765)	34,093	4,476	342	(13,071)	(8,254)	6,108	31,948
Balance at the end of current period	\$78,587	\$88,841	\$667,287	\$(5,994)	\$828,722	\$41,736	\$322	\$(56,089)	\$(14,031)	\$32,671	\$847,362

# CONSOLIDATED STATEMENTS OF CASH FLOWS

Taikisha Ltd. and its Consolidated Subsidiaries : For the years ended March 31, 2012 and 2011

	Millio	ns of yen	Thousands of U.S. dolla
	2011	2012	2012
ish provided by (used in) operating activities:			
Income before income taxes and minority interests	¥6,354	¥8,771	\$106,788
Depreciation and amortization	1,122	1,239	15,091
Amortization of goodwill	·	92	1,127
Gain on negative goodwill	(172)	_	—
Increase (decrease) in allowance for doubtful accounts	(602)	(89)	(1,087)
Increase (decrease) in provision for retirement benefits	(54)	(204)	(2,495)
Increase (decrease) in provision for directors' retirement benefits	(80)	5	71
Increase (decrease) in provision for loss on construction contracts	256	1,481	18,041
Increase (decrease) in provision for warranties for completed construction Interest and dividends income	8 (494)	265 (587)	3,230 (7,154)
Interest and underlas income	94	231	2,816
Equity in (earnings) losses of affiliates	(45)	(43)	(535)
Loss (gain) on sales of investment securities	31	(12)	(158)
Loss (gain) on disposal of noncurrent assets	5	16	200
Loss (gain) on valuation of investment securities	53	145	1,775
Loss on adjustment for changes of accounting standard			
for asset retirement obligations	48	—	—
Decrease (increase) in notes and accounts receivable-trade	(9,277)	(23,126)	(281,546)
Decrease (increase) in inventories	270	2,388	29,082
Decrease (increase) in advances paid	(134)	(0)	(7)
Decrease (increase) in non-operating notes receivable	73	(200)	(2,439)
Decrease (increase) in accounts receivable-other	110	10	126
Increase (decrease) in notes and accounts payable-trade Increase (decrease) in advances received	7,018	13,387	162,980
on uncompleted construction contracts	(18)	2,919	35,540
Increase (decrease) in non-operating notes payable	(13)	121	1,483
Increase (decrease) in accrued consumption taxes	390	(919)	(11,198)
Increase (decrease) in deposits received	69	191	2,325
Increase (decrease) in accrued expenses	64	310	3,779
Other, net	1,322	418	5,097
Subtotal	6,399	6,812	82,932
Interest and dividends income received	494	587	7,154
Interest expenses paid	(93)	(229)	(2,794)
Income taxes paid	(930)	(5,357)	(65,220)
Net cash provided by (used in) operating activities sh provided by (used in) investing activities:	5,869	1,812	22,070
Payments into time deposits	(2,766)	(1,980)	(24,112)
Proceeds from withdrawal of time deposits	2,714	2,000	24,358
Purchase of short-term investment securities	(2,000)	(499)	(6,081)
Proceeds from redemption of securities	(2,000)	2,499	30,430
Purchase of property, plant and equipment and intangible assets	(783)	(1,398)	(17,031)
Proceeds from sales of property, plant and equipment and intangible assets	127	162	1,982
Purchase of investment securities	(4,697)	(1,918)	(23,356)
Proceeds from sales of investment securities	583	638	7,778
Proceeds from redemption of investment securities	1,000	_	_
Purchase of investments in subsidiaries	(100)	—	—
Purchase of investments in subsidiaries resulting in		(1.007)	(22.002)
change in scope of consolidation (Note 7)	(7()	(1,807)	(22,003)
Payments of long-term loans receivable	(76)	(83)	(1,012)
Collection of long-term loans receivable Purchase of insurance funds	89	43	535
Proceeds from maturity of insurance funds	(58) 37	(27) 12	(338) 152
Other, net	92	20	255
Net cash provided by (used in) investing activities	(5,838)	(2,336)	(28,444)
h provided by (used in) financing activities:	(5)656)	(=)===)	(=0))
Net increase (decrease) in short-term loans payable	1,391	1,361	16,576
Proceeds from long-term loans payable	209	362	4,410
Repayment of long-term loans payable	(203)	(278)	(3,389)
Repayments of lease obligations	(49)	(55)	(673)
Proceeds from stock issuance to minority shareholders	69	24	297
Net decrease (increase) in treasury stock	(1)	(473)	(5,765)
Cash dividends paid	(1,105)	(1,094)	(13,322)
Cash dividends paid to minority shareholders	(217)	(208)	(2,535)
Net cash provided by (used in) financing activities	92	(361)	(4,400)
ct of exchange rate change on cash and cash equivalents	(840)	(522)	(6,360)
increase (decrease) in cash and cash equivalents	(717) 26,752	(1,407) 26,035	(17,134) 316,961
h and cash equivalents at beginning of period h and cash equivalents at end of period (Note 7)	¥26,035	26,035 ¥24,627	\$299,827
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The accompanying notes are an integral part of these financial statements.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Taikisha Ltd. and its Consolidated Subsidiaries : For the years ended March 31, 2012 and 2011

## 1. Basis of presenting consolidated financial statements

The accompanying consolidated financial statements were prepared based on the accounts maintained by Taikisha Ltd. (the "Company") and its consolidated subsidiaries (collectively, the "Companies") in accordance with accounting principles generally accepted in Japan, which are different in certain respects as to the application and disclosure requirements of International Financial Reporting Standards, and are compiled from the consolidated financial statements prepared by the Company as required by the Financial Instruments and Exchange Law of Japan. Certain amounts in the prior year's financial statements were reclassified to conform to the changes made for the latest fiscal year.

The accounts of the consolidated financial statements presented herein are expressed in Japanese yen by rounding down to the nearest million. The U.S. dollar amounts shown in the accompanying consolidated financial statements and notes thereto were translated from the original Japanese yen into U.S. dollars on the basis of ¥82.14 to US\$1, the rate of exchange prevailing at March 31, 2012, and were then rounded to the nearest thousand. These U.S. dollar amounts are not intended to imply that the Japanese yen amounts have been or could be converted, realized or settled in U.S. dollars at this or any other rate.

### 2. Summary of significant accounting policies

#### (1) Scope of consolidation

The Company acquired the shares of Geico S. p. A. in this fiscal year. With this acquisition, Geico S. p. A. and its two subsidiaries have become consolidated subsidiaries of the Company. Moreover, Taikisha (Cambodia) Co.,Ltd., Geico Painting Equipment Manufacture (Suzhou) Co.,Ltd., "Geico Russia"LLC and Taikisha Mexicana Service S.A.de C.V. have become consolidated subsidiaries of the Company because these four companies had been newly established. Taikisha Espana S.A. which was non-consolidated subsidiary was completed the procedure of liquidation.

The consolidated financial statements include the accounts of Taikisha Ltd. and all significant subsidiaries listed below:

#### Domestic subsidiaries

San Esu Industry Co., Ltd. Nippon Noise Control Ltd. Tokyo Taikisha Service Ltd. Custom Ace Ltd. Taniyama Co., Ltd. Foreign subsidiaries

#### TKS Industrial Company

Taikisha Canada Inc. (subsidiary of TKS Industrial Company) Taikisha de Mexico, S.A. de C.V. (subsidiary of TKS Industrial Company) Taikisha Mexicana Service S.A.de C.V. (subsidiary of Taikisha de Mexico, S.A. de C.V.) Taikisha Mexicana Service S.A.de C.V. (subsidiary of Taikisha de Mexico, S.A. de C.V.) Taikisha do Brasil Ltda. (subsidiary of TKS Industrial Company) Taikisha (Singapore) Pte. Ltd. Taikisha (Thailand) Co., Ltd. Taikisha Trading (Thailand) Co., Ltd. (subsidiary of Taikisha (Thailand) Co., Ltd.) Thaiken Maintenance & Service Co., Ltd. (subsidiary of Taikisha (Thailand) Co., Ltd.) Token Interior & Design Co., Ltd. (subsidiary of Taikisha (Thailand) Co., Ltd.) Token Interior & Design Co., Ltd. (subsidiary of Taikisha (Thailand) Co., Ltd.) TKA Co., Ltd. (subsidiary of Taikisha (Thailand) Co., Ltd.) Taikisha Engineering (M) Sdn. Bhd. P.T. Taikisha Indonesia Engineering P.T. Taikisha Manufacturing Indonesia Taikisha Philippines Inc. Taikisha Vietnam Engineering Inc. Wuzhou Taikisha Engineering Co., Ltd. Beijing Wuzhou Taikisha Equipment Co., Ltd. (subsidiary of Wuzhou Taikisha Engineering Co., Ltd) Taikisha Hong Kong Limited Taikisha (Taiwan) Ltd. Taikisha Korea Ltd. Taikisha Europe Ltd. Taikisha Engineering India Ltd. "Taikisha (R) " | | C Tianjin Taikisha Paint Finishing System Ltd. Geico S.p.A. Geico Brasil Ltda. (subsidiary of Geico S.p.A.) Geico Paint Shop India Private Limited (subsidiary of Geico S.p.A.) Geico Painting Equipment Manufacture(Suzhou)Co.,Ltd. (subsidiary of Geico S.p.A.) "Geico Russia" LLC (subsidiary of Geico S.p.A.) Taikisha (Cambodia)Co.,Ltd.

#### (2) Application of equity method

Investments in the following affiliates are accounted for by the equity method

Shanghai Dongbo-Taiki Conveyor System Manufacturing Co., Ltd.

Tianjin Dongchun-Taiki Metal Finishing & Conveyor System Manufacturing Co., Ltd.

Investments in the following affiliates are not accounted for by the equity method

Investments in affiliates not accounted for by the equity method are stated at cost due to their immaterial effect on the consolidated financial statements of the Companies. Makiansia Engineering (M) Sdn. Bhd.

#### (3) Fiscal year for consolidated subsidiaries

All domestic consolidated subsidiaries as well as Taikisha Engineering India Ltd., have a fiscal year ending on March 31, which is the same as the fiscal year of the Company. The other foreign consolidated subsidiaries have a fiscal year ending on December 31. For those foreign subsidiaries with a fiscal year ending December 31, certain adjustments have been made, where appropriate, in preparing the consolidated financial statements to reflect material transactions which might have taken place between their fiscal year end and March 31.

#### (4) Valuation of assets

#### Held-to-maturity debt securities

Held-to-maturity debt securities are determined by the amortized cost method. Discounts and premiums are amortized by the straight-line method. Held-to-maturity debt securities issued by affiliates are stated at cost, determined by the moving average method.

#### Other securities

Other securities for which market quotations are available are stated at fair value based on market prices at the end of fiscal year. Net unrealized gains or losses on these securities are reported as a separate item in net assets at net-of-tax amount. The cost of securities sold is stated at cost, determined by the moving average method. Other securities for which market quotations are not available are stated at cost method determined by the moving average method.

#### Derivatives

Derivative instruments are recognized as either assets or liabilities at their respective fair values at the date of contract, and gains and losses arising from changes in fair value are recognized in earnings in the corresponding fiscal period. If certain hedging criteria are met, such gains and losses are deferred and accounted for as assets or liabilities.

#### Inventories

Costs on uncompleted construction contracts are stated at cost on an individual basis. Raw materials and supplies are stated at cost determined by the moving average method. The cost method (the amounts stated in the balance sheets are calculated by writing down the book values based on lower profitability) is used as a valuation standard.

#### (5) Depreciation method for depreciable assets

#### Property, plant and equipment (excluding leased assets)

The Company mainly calculate depreciation by the declining-balance method, while straight-line method is applied to the buildings, excluding building fixtures, acquired on or after April 1, 1998. Certain consolidated overseas subsidiaries apply the straight-line method. The useful life and residual values of depreciable assets are estimated mainly in accordance with the Corporate Tax Law.

#### Intangible assets (excluding leased assets)

Intangible assets are depreciated by the straight-line method. Computer software for internal use is depreciated by the straight-line method over the estimated useful life of 5 years.

#### Leased assets

Depreciation of leased assets under finance leases that do not transfer ownership of the leased assets to the lessee is calculated by the straight-line method over the lease period with a residual value of zero.

#### (6) Provision Recognition

#### Allowance for doubtful accounts

In order to prepare for losses due to bad debts of accounts receivable from completed construction contracts and other, receivables classified as "normal", the allowance for doubtful accounts is provided based on a historical default ratio. For receivables classified as "doubtful" etc, the allowance for doubtful accounts is provided based on individual assessment on the probability of collection.

#### Provision for warranties for completed construction

In order to prepare for the costs of repairs for damages related to completed construction work for which the Companies are responsible, the provision is provided based on previous warranty experience.

#### Provision for loss on construction contracts

In order to prepare for future losses related to the construction contracts in process, the provision is provided based on estimated amount which will probably be incurred and which can be reasonably estimated.

#### Provision for directors' bonuses

In order to prepare for directors' bonuses, the provision is provided based on estimated payment of the fiscal year.

#### Provision for retirement benefits

In order to prepare for employees' retirement benefits, the provision is provided based on the estimate amount of projected benefit obligations and plan assets. Unrecognized actuarial differences (¥1,184 million, US\$ 14,419 thousand) are amortized using straight-line method over 10 years from the fiscal year after the differences are recognized.

Unrecognized prior service cost (¥1,255 million, US\$ 15,287 thousand) are amortized using straight-line method over 10 years from the fiscal year after the differences are recognized.

The Company and certain of its domestic subsidiaries have retirement plans of the integrated establishment agency type which are governed by the regulations of the Japanese Welfare Pension Insurance Law. The contribution to the retirement plans assets is recognized as retirement benefit expenses. Plan assets at the end of the fiscal year calculated based on the proportion of the funded amounts are ¥7,424 million (US\$ 90,393 thousand).

#### Provision for directors' retirement benefits

In order to prepare for directors' retirement benefits, the Company's domestic subsidiaries recognize the provision for accrued severance benefits to directors at 100 percent of the amount required by their internal policies for severance benefits.

#### (7) Sales and cost Recognition

Sales of completed construction contracts and cost of sales of completed construction contracts

Sales and costs of construction contracts of which the percentage of completion can be reliably estimated are recognized by the percentage-of-completion method. Other sales and costs are recognized by completed-contract method.

#### (8) Hedge accounting

#### Method of hedge accounting

Hedging instruments are valued at fair value and accounted for using the deferral method of accounting.

As permitted under the accounting principles generally accepted in Japan, when forward foreign exchange contracts meet certain conditions for hedge accounting, accounts receivable and payable covered by these contracts are translated using the contract rates of these forward foreign exchange contracts. The unrealized gains or losses on the accounts receivable and payable resulting from the difference between the spot foreign exchange rate and contract rate are deferred and amortized over the term of the contract.

With regard to interest rate swaps and interest rate caps which meet certain requirements, the Companies use the special treatment. The special treatment is net amounts to be paid or received under the interest rate swap contracts and interest rate cap contracts added to or deducted from the interest on liabilities for which the contracts were executed.

#### Hedging instruments and hedged items

Hedging instruments : Forward exchange contracts, non-deliverable forward (NDF), interest rate swaps and interest rate caps Hedged items : Foreign trade accounts receivable and payable, forecasted foreign currency transactions and interest for loan payable

#### Hedging policy

The Companies use forward exchange contracts not for the purpose of speculation but for hedging future risks of fluctuation of foreign currency exchange rates. The Companies use interest rate swaps and interest rate caps not for the purpose of speculation but for hedging future risks of fluctuation of interest rates.

#### Assessment of hedge effectiveness

Hedge effectiveness is not assessed because substantial terms and conditions of the hedging instruments and the hedged transactions are the same.

The evaluation of hedge effectiveness is omitted for interest rate swaps and interest rate caps because they meet certain criteria under the specific method. (9) Scope of cash and cash equivalents in the consolidated statements of cash flows

Cash and cash equivalents in the consolidated statements of cash flows are composed of cash in hand, bank deposits able to be withdrawn on demand and short-term investments with an original maturity of three months or less and which represent a minor risk of fluctuation in value.

#### (10) Goodwill

Goodwill is amortized by the straight-line method over a period of 20 years.

#### (11) Consumption tax

Consumption tax is accounted for under the tax-exclusive method.

#### (12) Additional information

#### Accounting Changes and Error Corrections

From this fiscal year, the Companies apply "Accounting Standard for Accounting Changes and Error Corrections" (Accounting Standards Board of Japan statement No.24 issued on December 4, 2009) and "Guidance on Accounting Standard for Accounting Changes and Error Corrections" (Accounting Standards Board of Japan Guidance No.24 issued on December 4, 2009)

#### Notes of consolidated balance sheets

#### (1) The information of non-consolidated subsidiaries and affiliates

	MILLIONS OF	Millions of yen		
	2011	2012	2012	
Investment securities	¥402	¥414	\$5,051	

. . . . . . .

#### (2) Pledged assets

Assets pledged	as securities fo	r dealing of	consolidated	subsidiaries and	affiliates

sets pleaged as securities for dealing of consolidated subsidiaries and affiliates	S Millions of	f yen	Thousands of U.S. dollars
	2011	2012	2012
Cash and deposits	¥32	¥32	\$396

#### Assets pledged as collateral for loans payable of invested company

1 5	1 )	1 )	Millions of yen		Thousands of U.S. dollars
			2011	2012	2012
Investment securities			¥2	¥2	\$24

#### Assets pledged as collateral for loans payable of consolidated subsidiaries and affiliates

For the year ended March 31, 2011			
, ,	Million	s of yen	
Pledged assets	Book value	Liabilities covered	
		by pledged assets	
Cash and deposits	¥363	¥224	
Buildings and structures	88	486	
Land	487	400	
Machinery, vehicles, tools, furniture and fixtures	¥7	¥6	

#### For the year ended March 31, 2012

	Million	ns of yen	Thousands	of U.S. dollars
Pledged assets	Book value	Liabilities covered	Book value	Liabilities covered
		by pledged assets		by pledged assets
Cash and deposits	¥234	¥181	\$2,860	\$2,215
Buildings and structures	82	449	1,006	5,469
Land	487	449	5,930	5,409
Machinery, vehicles, tools, furniture and fixtures	¥5	¥4	\$72	\$51

#### (3) Guarantee obligation

	Willions of yerr		
	2011	2012	2012
Guarantee of Employees' loans	¥39	¥19	\$236

Millions of ven

Thousands of LLS dollars

#### (4) Commitment lines

For efficient procurement of the operating funds, the Company has lending commitment contracts with four dealing banks. Lending commitment amounts are as follows:

	Millions of yen		Thousands of U.S. dollars	
	2011	2012	2012	
Total amount of lending commitment	¥5,000	¥5,000	\$60,872	
Borrowing execution balance		_	_	
Total	¥5,000	¥5,000	\$60,872	
(5) Endorsed notes	Millions of	fyen	Thousands of U.S. dollars	
	2011	2012	2012	

\$427

Endorsed notes	¥35	¥35	

#### (6) Provision for loss on construction contracts

Following amounts of provision for loss on construction contracts are offset from the amount of costs on uncompleted construction contracts.

-	Millions of yen		Thousands of U.S. dollars	
	2011	2012	2012	
Provision for loss on construction contracts	¥490	¥490	\$5,971	

#### (7) Outstanding notes receivable and notes payable which maturity dates are same date as balance sheet date

With regard to outstanding notes receivable and notes payable which maturity dates are same date as balance sheet date, these are settled on the date of clearing. The Companies had the following outstanding notes which maturity dates are same date as balance sheet date, because balance sheet date was holiday in this fiscal year.

	Millions of yen		Thousands of U.S. dollars	
	2011	2012	2012	
Notes receivable	¥	¥130	\$1,590	
Notes receivable endorsed		11	137	
Non-operating notes receivable		1	17	
Notes payable		442	5,390	
Non-operating notes payable	¥—	¥2	\$31	

## 4. Notes of consolidated statements of income

#### (1) Research and development expenses

Research and development expenses included in selling, general and administrative expenses are as follows.

	Millions of yen		Thousands of U.S. dollars	
	2011	2012	2012	
Research and development expenses	¥744	¥784	\$9,546	
(2) Gain on disposal of noncurrent assets	Millions of			
	Millions of	/	Thousands of U.S. dollars	
	2011	2012	2012	
Buildings and structures	¥—	¥2	\$36	
Machinery, vehicles, tools, furniture and fixtures	2	5	66	
Land		б	79	
Long-term deposits	11	28	343	
Other		0	1	
Total	¥14	¥43	\$525	

#### (3) Loss on disposal of noncurrent assets

•	Millions of yen		Thousands of U.S. dollars	
	2011	2012	2012	
Buildings and structures	¥4	¥12	\$154	
Machinery, vehicles, tools, furniture and fixtures	2	6	75	
Land	10	13	160	
Long-term deposits	1	23	292	
Other	0	3	44	
Total	¥20	¥59	\$725	

#### (4) Provision for loss on construction contracts

Provision for loss on construction contracts included in cost of sales of completed construction contracts are as follows.

	Millions of yen		Thousands of U.S. dollars	
	2011	2012	2012	
Provision for loss on construction contracts	¥244	¥1,466	\$17,858	

## 5. Notes of consolidated statements of comprehensive income

#### (1) Reclassification adjustments and tax effects for other comprehensive income

	Millions of yen	Thousands of U.S. dollars
	2012	2012
Valuation difference on available-for-sale securities		
Net gains (losses) arising during the period	¥33	\$410
Reclassification adjustments	128	1,559
Before tax effects	161	1,970
Net of tax effects	206	2,510
Valuation difference on available-for-sale securities	367	4,480
Deferred gains or losses on hedges		
Net gains (losses) arising during the period	36	447
Reclassification adjustments	(4)	(54)
Before tax effects	32	392
Net of tax effects	(4)	(51)
Deferred gains or losses on hedges	28	342
Foreign currency translation adjustment		
Net gains (losses) arising during the period	(1,239)	(15,091)
Share of other comprehensive income of associates accounted for using equity method		
Net gains (losses) arising during the period	1	18
Other comprehensive income	¥(842)	\$(10,251)

## 6. Notes of consolidated statements of changes in net assets

#### (1) The number of issued shares

For the year ended March 31, 2011

	Beginning Balance	Increase	Decrease	Ending Balance
Common shares	36,782,009	—	—	36,782,009
For the year ended March 31, 2012				
	Beginning Balance	Increase	Decrease	Ending Balance
Common shares	36,782,009			36,782,009

#### (2) The number of treasury shares

For the year ended March 31, 2011

	Beginning Balance	Increase	Decrease	Ending Balance
Common shares	12,594	935	6	13,523
Nate 1 Treasury shares in groups and by 025 shares because of surghans of shares less than any	····· (+)			

Note 1. Treasury shares increased by 935 shares because of purchase of shares less than one unit (\*).

Note 2. Treasury shares decreased by 6 shares because of sales of shares less than one unit (\*).

(\*) The unit share is a specified number of shares which are treated as one purchasing lot and entitled to one voting right. One unit share consists of 100 shares.

For the year ended March 31, 2012

	Beginning Balance	Increase	Decrease	Ending Balance
Common shares	13,523	300,465	37	313,951
Note 1. Treasury shares increased by 300.000 shares because of	of purchase of shares approved by the resolution of board of dir	ectors and increased by 465	shares because of purchase of	shares less than one unit (*).

Note 1. Ireasury shares increased by 300,000 shares because of purchase of shares approved by the resolution of board of directors and increased by 465 shares because of purchase of shares less than one unit (\*). Note 2. Treasury shares decreased by 37 shares because of sales of shares less than one unit (\*).

(\*) The unit share is a specified number of shares which are treated as one purchasing lot and entitled to one voting right. One unit share consists of 100 shares.

#### (3) Dividends

#### **Dividends paid** For the year ended March 31, 2011

For the year ended March 31, 201					
Resolution approved by	Type of shares	Amount	Amount per share	Shareholders'	Effective
		Millions of yen	Yen	cut-off date	date
Annual general meeting of				March 31,	June 30,
shareholders (June 29, 2010)	Common shares	¥551	¥15.00	2010	2010
Board of directors				September	December
(November 10, 2010)	Common shares	¥551	¥15.00	30, 2010	1, 2010

For the year ended March 31, 201	2						
Resolution approved by	Type of shares	ype of shares Amount Amount per share		t per share	Shareholders'	Effective	
		Millions of yen	Thousands of U.S. dollars	Yen	U.S. dollars	cut-off date	date
Annual general meeting of		· · ·				March 31,	June 30,
shareholders (June 29, 2011)	Common shares	¥551	\$6,714	¥15.00	\$0.18	2011	2011
Board of directors						September	December
(November 10, 2011)	Common shares	¥547	\$6,660	¥15.00	\$0.18	30, 2011	1, 2011

#### Dividends with a shareholders' cut-off date during the fiscal year but an effective date subsequent to the fiscal year

For the year ended March 31, 2011

Resolution approved by	Type of	Paid	Am	nount	Amoun	t per share	Shareholders'	Effective
	shares	from	Millions of yen		Yen		cut-off date	date
Annual general meeting of	Common	Retained					March 31,	June 30,
shareholders (June 29, 2011)	shares	earnings	¥551		¥15.00		2011	2011
or the year ended March 31, 20	)12							
or the year ended March 31, 20 Resolution approved by	)12 Type of	Paid	An	nount	Amoun	t per share	Shareholders'	Effective
· · · · ·		Paid from	Am Millions of yen	nount Thousands of U.S. dollars	Amoun Yen	t per share U.S. dollars	Shareholders' cut-off date	Effective date
· · · · ·	Type of		Millions	Thousands of				

## 7. Notes of consolidated statements of cash flows

#### (1) Cash and cash equivalents

The reconciliation between amounts of cash and cash equivalents reported in the consolidated statements of cash flows and amounts of cash and deposits reported in the consolidated balance sheets is as follows:

	Millions of yen		Thousands of U.S. dollars
	2011	2012	2012
Cash and deposits	¥25,282	¥24,450	\$297,670
Short-term investment securities	3,000	2,554	31,097
Sub total	28,282	27,004	328,766
Time deposits over three months	(246)	(423)	(5,151)
Short-term investment securities over three month	(2,000)	(1,953)	(23,789)
Cash and cash equivalents	¥26,035	¥24,627	\$299,827

#### (2) Detail of assets and liabilities of newly consolidated subsidiary because of purchase of investments in subsidiaries

The detail of assets, liabilities and the acquisition cost of shares and net proceeds from investment is as follows.

Geico S.p.A. (as of June 30, 2011)

	Millions of yen	Thousands of U.S. dollars
	2012	2012
Current assets	¥4,009	\$48,807
Noncurrent assets	795	9,679
Goodwill	2,591	31,545
Current liabilities	(3,811)	(46,402)
Noncurrent liabilities	(605)	(7,369)
Minority interests	(189)	(2,311)
Acquisition cost of Geico S.p.A.	2,788	33,950
Cash and cash equivalents of Geico S.p.A.	981	11,947
Net : Purchase of investments in Geico S.p.A.	¥1,807	\$22,003

#### 8. Lease transaction

#### The non-transfer-ownership finance lease as lessee which entered into a contract on and before March 31, 2008.

Until the year ended March 31, 2008, non-transfer-ownership finance leases were permitted to be accounted for in the same manner as operating leases.

In the year ended March 31, 2009, non-transfer-ownership finance leases are to be capitalized in accordance with "Accounting Standard for Lease Transactions" (Accounting Standards Board of Japan statement No.13 issued on March 30, 2007). However, the lease transactions entered into contracts on and before March 31, 2008 are continuously accounted for in the same manner as operating leases.

Depreciation is computed by the straight-line method considering lease period to be useful life and scrap value to be zero.

#### As lessee

The acquisition costs, accumulated depreciation and net book value of the leased assets are as follows.

March 31, 2011

Widicii 51, 2011	Millions of yen				
	Acquisition cost	Accumulated depreciation	Net book value		
Tools and furniture	¥65	¥55	¥10		
Machinery	304	189	115		
Other	67	55	11		
Total	¥437	¥300	¥137		

March 31, 2012		Millions of yen Thousands of U.S. do			
	Acquisition cost	Accumulated depreciation	Net book value	Net book value	
Tools and furniture	¥20	¥17	¥3	\$38	
Machinery	192	111	80	985	
Other	12	11	1	15	
Total	¥225	¥140	¥85	\$1,039	

The amounts of future lease payments	Millions o	Thousands of U.S. dollars	
	2011	2012	2012
Due within one year	¥51	¥20	\$247
Due over one year	85	65	792
Total	¥137	¥85	\$1,039

Note 1. Because the proportion of future lease payments to the ending balance of noncurrent assets is low, the interest portion is included above future lease payment amounts.

Total lease payments and depreciation

The approximate of future leases now points

iotal lease payments and appreciation	Millions of	yen	Thousands of U.S. dollars
	2011	2012	2012
Total lease payment	¥72	¥51	\$633
Depreciation	¥72	¥51	\$633

### Depreciation method

Depreciation is calculated by the straight-line method over the lease period with a residual value of zero.

#### (1) Finance lease transaction

#### As lessee

The detail of leased assets

The leased assets are mainly office equipments and vehicles in Japan and production equipments and vehicles overseas. The account title the Companies use is "Machinery, vehicles, tools, furniture and fixtures".

Depreciation method

Depreciation is calculated by the straight-line method over the lease period with a residual value of zero.

Impairment loss

There is no impairment loss allocated to the leased assets.

#### (2) Operating lease transaction

#### As lessee

The amounts of outstanding future lease payments under non-cancelable operating leases are as follows:

	Millions o	Millions of yen	
	2011	2012	2012
Due within one year	¥79	¥106	\$1,302
Due over one year	41	42	522
Total	¥120	¥149	\$1,824

#### 9. Financial instruments

#### (1) Overview

#### Policy for financial instruments

The Companies invest temporary surplus funds in highly secure financial assets and finance short-term operating funds by bank borrowings. Derivatives are used for avoiding risks described below and are not used for trading or speculative purposes.

#### Types of financial instruments' risks and risk management

Receivables such as notes receivable, accounts receivable from completed construction contracts and other are exposed to the customer credit risk. For avoiding this risk, the Companies have an internal system which check customer credit status on a timely basis and monitoring each transaction's due date and balance. Though receivables in foreign currencies are exposed to the market risk of fluctuation in foreign currency exchange rates, this risk is hedged partly by forward foreign currency contracts.

Stocks in investment securities are exposed to market risk of fluctuation. These stocks are mainly the stocks of companies with business relationships. The Companies check market price and financial position of these companies periodically.

Payables such as notes payable, accounts payable for construction contracts and other are almost all due within one year. Though these payables including foreign currency for importing equipment and materials are exposed to the market risks of fluctuation in foreign currency exchange rates, these amounts are always less than accounts receivable from completed construction contracts in the same foreign currencies.

Both short-term loans payable and long-term loans payable are for operating activities. Short-term loans payable are exposed to the risks of fluctuation in interest rate. Long-term loans payable are hedged the risks of fluctuation by using fixed interest rates.

Derivative transaction means forward exchange contract and non-deliverable forward (NDF) for reducing foreign currencies fluctuation risks in normal operating cycle, and interest rate swap and interest rate cap for reducing interest rate fluctuation risks. The Companies have an internal guideline of foreign exchange management authorized by administrative management chief executive and carry out of forward exchange contracts and non-deliverable forward (NDF) in accordance with the guideline. The guideline prescribes management policy, division name in charge of risk management, purpose of transactions, kinds of transactions and reporting system. With regard to interest rate swap and interest rate cap, the Companies admit to make a contract only if this meets the requirements for specific treatment. In case of carrying out derivative transactions, the Companies do business only with high credit rating financial institutions to reduce credit risk. Trade payable and loans payable are exposed to liquidity risk. The Companies control the risk by preparing financing plans by each subsidiaries.

#### Supplementary explanation of fair values of financial instruments

Derivative transactions in "(2) Fair value of financial instruments" are not indicative of the actual market risk involved in derivative transactions but nominal contract amounts or estimated amounts based on certain assumptions.

#### (2) Fair value of financial instruments

The following table shows the book values and fair values of financial instruments and any differences. Certain financial instruments for which it is extremely difficult to determine the fair value are not included (see Note 2 below).

March 31, 2011		Millions of yen		
	Book value	Fair value	Difference	
Cash and deposits	¥25,282	¥25,282	¥ —	
Notes receivable, accounts receivable from				
completed construction contracts and other	52,381			
Allowance for doubtful accounts (*1)	(60)			
	52,320	51,587	(733)	
Short-term investment securities				
and Investment securities (*2)	19,500	19,496	(3)	
Total Assets	¥97,103	¥96,366	¥(737)	
Notes payable, accounts payable for construction				
contracts and other	34,565	34,483	(81)	
Short-term loans payable	2,714	2,681	(33)	
Long-term loans payable	568	451	(117)	
Total Liabilities	¥37,848	¥37,616	¥(232)	
Derivatives	¥——	¥(6)	¥(6)	

(\*1) Allowance for doubtful accounts estimated by each credit risks of notes receivable, accounts receivable from completed construction contracts and other are deducted.

(\*2) Investment securities which are extremely difficult to determine the fair values are not included.

March 31, 2012		Millions of yen			Thousands of U.S. dollar	s
	Book value	Fair value	Difference	Book value	Fair value	Difference
Cash and deposits	¥24,450	¥24,450	¥ —	\$297,670	\$297,670	\$—
Notes receivable, accounts receivable from						
completed construction contracts and other	75,424			918,239		
Allowance for doubtful accounts (*1)	(132)			(1,615)		
	75,291	75,036	(255)	916,624	913,519	(3,105)
Short-term investment securities						
and Investment securities (*2)	18,160	18,143	(16)	221,090	220,884	(206)
Total Assets	¥117,902	¥117,630	¥(271)	\$1,435,384	\$1,432,073	\$(3,311)
Notes payable, accounts payable for construction						
contracts and other	48,789	48,765	(24)	593,983	593,688	(296)
Short-term loans payable	4,176	4,172	(4)	50,847	50,798	(49)
Long-term loans payable	924	916	(7)	11,256	11,161	(96)
Total Liabilities	¥53,890	¥53,854	¥(36)	\$656,086	\$655,647	\$(440)
Derivatives	¥—	¥27	¥27	\$—	\$331	\$331

(\*1) Allowance for doubtful accounts estimated by each credit risks of notes receivable, accounts receivable from completed construction contracts and other are deducted

(\*2) Investment securities which are extremely difficult to determine the fair values are not included.

(Note 1) Method to determine the fair values of financial instruments and other information related to short-term securities and derivatives

#### Assets

#### Cash and deposits

Since deposits are settled in a short period of time, the book value approximates the fair value. Therefore the book value is used the same as fair value.

#### Notes receivable, accounts receivable from completed construction contracts and other

The fair value of these items is determined based on the present value of book value, calculated by applying a discount rate determined taking into account the term of collection and the credit risk.

#### Short-term investment securities and investment securities

The fair value of stocks are determined based on quoted market price and the fair value of debt securities is determined based on the present value of book value, calculated by applying the national bond rate determined taking into account the term of collection.

#### Liabilities

#### Notes payable, accounts payable for construction contracts and other and short-term loans payable

The fair value of these items is determined based on the present value of book value, calculated by applying a discount rate determined taking into account the term of collection and the credit risk.

#### Long-term loans payable

With regard to floating rate loans, the book value approximates the fair value because the market interest rate is reflected in the interest rate within a short period of time and credit risk does not fluctuate a lot after borrowing. Therefore the book value is used as the fair value. With regard to fixed rate loans, the fair value is determined based on the present value of the total principal and interest discounted by an interest rate to be applied if similar new loans were entered into.

#### Derivative transactions

See 11 "Derivative Transactions"

(Note 2) Book value of financial instruments for which it is extremely difficult to determine the fair value

	Millions of yen		Thousands of U.S. dollars
	2011	2012	2012
Other securities			
Non-listed stocks	¥960	¥972	\$11,835
Investment trusts	383	615	7,499
Non-listed foreign bonds	72	43	527

It is extremely difficult to determine the fair value for these securities, because they have no quoted market prices available and high cost is expected to require to calculate future cash flow. Therefore, they are not included in "Short-term investment securities and investment securities" above.

#### (Note 3) Redemption schedule for money claims and securities with maturities

March	31	2011
march	JI,	2011

	Million	s of yen	
Within one year	Over one year within five years	Over five years within ten years	Over ten years
¥25,282	¥—	¥—	¥—
45,451	6,929	_	
—	1,951	_	—
3,000	495	_	
—	28	44	
¥73,734	¥9,404	¥44	¥—
	¥25,282 45,451 — 3,000 —	Within one year         Over one year within five years           ¥25,282         ¥—           45,451         6,929           —         1,951           3,000         495           —         28	within five years         within ten years           ¥25,282         ¥—         ¥—           45,451         6,929         —           —         1,951         —           3,000         495         —           —         28         44

March 31, 2012

		Million	s of yen	
	Within one year	Over one year within five years	Over five years within ten years	Over ten years
Cash and deposits	¥24,450	¥—	¥—	¥—
Notes receivable, accounts receivable from				
completed construction contracts and other	75,036	387	—	
Short-term investment securities and Investment securities				
Held-to-maturity debt securities (Foreign bonds etc.)	1,953	1,500	—	
Other securities with maturity date				
(Money in trust)	—	489	—	_
(Non-listed foreign bonds)	—	43		
Total	¥101,441	¥2,420	¥—	¥—

March 31, 2012	Thousands of U.S. dollars				
	Within one year	Over one year within five years	Over five years within ten years	Over ten years	
Cash and deposits	\$297,670	\$ <u> </u>	\$—	\$—	
Notes receivable, accounts receivable from					
completed construction contracts and other	913,519	4,720	_	_	
Short-term investment securities and Investment securities					
Held-to-maturity debt securities (Foreign bonds etc.)	23,789	18,265	_	_	
Other securities with maturity date					
(Money in trust)	_	5,958	_	_	
(Non-listed foreign bonds)	_	527	_	_	
Total	\$1,234,977	\$29,470	\$ <u> </u>	\$—	

(Note 4) Redemption schedule for long-term loans payable, lease obligations and other interest-bearing debts

March 31, 2011			Million	s of yen		
	Within one year	Over one year within two years	Over two years within three years	Over three years within four years	Over four years within five years	Over five years
Long-term loans payable	¥118	¥107	¥91	¥39	¥39	¥289
Lease obligations	50	32	19	13	8	0
Total	¥168	¥139	¥111	¥53	¥48	¥289
March 31, 2012		Millions of yen				
	Within one year	Over one year within two years	Over two years within three years	Over three years within four years	Over four years within five years	Over five years
Long-term loans payable	¥285	¥291	¥199	¥112	¥70	¥250
Lease obligations	42	28	22	17	3	_
Total	¥327	¥320	¥222	¥129	¥74	¥250
March 31, 2012			Thousands o	f U.S. dollars		
	Within one year	Over one year within two years	Over two years within three years	Over three years within four years	Over four years within five years	Over five years
Long-term loans payable	\$3,471	\$3,547	\$2,435	\$1,366	\$859	\$3,050
Lease obligations	512	349	272	213	45	
Total	\$3,984	\$3,896	\$2,707	\$1,579	\$904	\$3,050

## 10. Securities

#### (1) Held-to-maturity debt securities

March 31, 2011		Millions of yen	
	Book Value	Fair Value	Difference
Securities whose fair value exceeds their book value	¥935	¥937	¥1
Securities whose fair value does not exceed their book value	1,015	1,010	(5)
Total	¥1,951	¥1,947	¥(3)
March 31, 2012		Millions of yen	
	Book Value	Fair Value	Difference
Securities whose fair value exceeds their book value	¥1,000	¥1,003	¥3
Securities whose fair value does not exceed their book value	2,453	2,433	(20)
Total	¥3,454	¥3,437	¥(16)
March 31, 2012		Thousands of U.S. dollars	
	Book Value	Fair Value	Difference
Securities whose fair value exceeds their book value	\$12,178	\$12,220	\$43
Securities whose fair value does not exceed their book value	29,876	29,627	(248)
Total	\$42,053	\$41,848	\$206

#### (2) Other securities

March 31, 2011		Millions of yen	
	Book Value	Acquisition cost	Difference
Securities whose book value exceeds their acquisition cost		·	
Stocks	¥10,888	¥5,266	¥5,621
Securities whose book value does not exceed their acquisition cost			
Money in trust	3,000	3,000	
Stocks	3,164	3,722	(557
Bonds			
Other	495	500	(4
Subtotal	6,660	7,222	(562
Total	¥17,548	¥12,489	¥5,059
March 31, 2012		Millions of yen	
	Book Value	Acquisition cost	Difference
Securities whose book value exceeds their acquisition cost	book value	Acquisition cost	Difference
Stocks	¥11,526	¥5,726	¥5,800
Securities whose book value does not exceed their acquisition cost			,
Stocks	2,689	3,258	(568
Bonds	_,	-,	(
Other	489	500	10
Subtotal	3,179	3,758	(579
Total	¥14,706	¥9,484	¥5,221
March 31, 2012		Thousands of U.S. dollars	
	Book Value	Acquisition cost	Difference
Securities whose book value exceeds their acquisition cost	book value	Acquisition cost	Difference
Stocks	\$140,334	\$69,716	\$70,618
Securities whose book value does not exceed their acquisition cost	¥110/331	<i>4001</i> , 10	<i>\$10</i> ,010
Stocks	32,745	39,666	(6,921
Bonds	52,7,75	57,000	(0,)21
Other	5,958	6,087	(129
Subtotal	38,703	45,753	(7,050
Total	\$179,037	\$115,469	\$63,568

#### (3) Other securities sold

March 31, 2011	Millions of yen				
	Sales amount	Total gain on sales	Total loss on sales		
Stocks	¥328	¥37	¥64		
Investment trusts	283	0	5		
Total	¥612	¥38	¥69		
March 31, 2012	Millions of yen				
	Sales amount	Total gain on sales	Total loss on sales		
Stocks	¥193	¥20	¥—		
Investment trusts	426	6	14		
Non-listed foreign bonds	19	—			
Total	¥638	¥27	¥14		
March 31, 2012	Thousands of U.S. dollars				
	Sales amount	Total gain on sales	Total loss on sales		
Stocks	\$2,351	\$250	\$—		
Investment trusts	5,187	84	175		
Non-listed foreign bonds	240	—	_		
Total	\$7,778	\$333	\$175		

#### (4) Securities with impairment loss

The acquisition costs of tables above are the amounts that are already deducted impairment losses. The Companies recorded impairment loss of ¥ 145 million (US\$ 1,775 thousand) and ¥ 53 million for other securities for which market quotation are available for the years ended March 31, 2012 and 2011 respectively. The Companies recognize an impairment loss when those securities' market value fall 50% or more than the acquisition cost and there is no evidence to indicate that the current price will be recovered to the acquisition cost within one year. When those market value fall 30% or more than acquisition cost, the Companies recognize an impairment loss according to market price in the past one year and the possibility of recovery.

## 11. Derivative transactions

#### (1) Derivative transactions to which the hedge accounting method is not applied

#### Currency-related transactions

Warch 31, 2011			Million		
Category	Transaction type	Contract amount	Over one year	Fair value	Unrealized gain (loss)
Except for	Forward exchange contracts:				
market transaction	Buy				
	Yen	¥57	¥—	¥0	¥C
	U.S. dollars	47		0	C
	Euros	0		(0)	(0
	Sell				
	Yen	15		0	C
	Total	¥—	¥—	¥1	¥1
Note 1. Estimated fair va	lue was provided by financial institutions.				
March 31, 2012			Millions of yen		
Category	Transaction type	Contract	Over	Fair value	Unrealized
	N L	amount	one year		gain (loss)
Except for	Forward exchange contracts:		,		
market transaction	Buy				
	Yen	¥150	¥—	¥4	¥4
	U.S. dollars	223		9	ç
	Singapore dollars	19		0	C
	Sell				
	U.S. dollars	32	_	(1)	(1
	Total	¥—	¥—	¥12	¥12
Note 1. Estimated fair va	lue was provided by financial institutions.				
March 31, 2012			Thousands o	fUS dollars	
Category	Transaction type	Contract	Over	Fair value	Unrealized
cutegory	in the second spectrum second s	amount	one year		gain (loss)
Except for	Forward exchange contracts:		,		
market transaction	Buy				
	Yen	\$1,829	\$ <u>—</u>	\$50	\$50
	U.S. dollars	2,717	·	111	111
	Singapore dollars	238	_	4	4
	Sell	250		i.	
	U.S. dollars	395	_	(18)	(18
	Total	<u>\$</u>	<u>ڊ     </u>	\$147	\$147

#### (2) Derivative transactions to which the hedge accounting method is applied

March 31, 2011				Millions of yen	
Hedging method	Transaction	Main hedged items	Contract	Over	Fair value
5 5	type	,	amount	one year	
Deferral method	Forward exchange contracts				
	Buy				
	Yen	Accounts payable for construction contracts (forecast)	¥298	¥298	¥7
	U.S. dollars	Accounts payable for construction contracts (forecast)	128	11	(6)
	Sell				
	U.S. dollars	Accounts receivable from completed construction contracts (forecast)	961	24	(7)
	Euros	Accounts receivable from completed construction contracts (forecast)		_	(2
	Total	· · · · · ·	¥	¥	¥(8)

Note 1. Estimated fair value was provided by financial institutions.

## March 31, 2012

Narch 31, 2012				Millions of yen	
Hedging method	Transaction	Main hedged items	Contract	Over	Fair value
	type		amount	one year	
Deferral method	Forward exchang	e contracts			
	Buy				
	Yen	Accounts payable for construction contracts (forecast)	¥571	¥—	¥30
	U.S. dollars	Accounts payable for construction contracts (forecast)	67	_	2
	Euros	Accounts payable for construction contracts (forecast)	176	_	(1)
	Sell				
	U.S. dollars	Accounts receivable from completed construction contracts (forecast)	145	_	(8)
	Total	· · · ·	¥—	¥—	¥24

Note 1. Estimated fair value was provided by financial institutions

Buy

March 31, 2012				Thousands of U.S. dollars	
Hedging method	Transaction	Main hedged items	Contract	Over	Fair value
	type		amount	one year	
Deferral method	Forward exchang	e contracts			
	Buy				
	Yen	Accounts payable for construction contracts (forecast)	\$6,962	\$—	\$368
	U.S. dollars	Accounts payable for construction contracts (forecast)	821	_	36
	Euros	Accounts payable for construction contracts (forecast)	2,152	_	(14)
	Sell				
	U.S. dollars	Accounts receivable from completed construction contracts (forecast)	1,772	_	(97)
	Total	· · · ·	\$—	\$—	¥293

## Interest-related transactions

March 31, 2011				Millions of yen	
Hedging method	Transaction	Main hedged items	Contract	Over	Fair value
5.5	type	5	amount	one year	
Special treatment	Interest rate swap				
of interest rate swap	Payment fixed				
	receiving variable	Long-term loans payable	¥240	¥220	(Note 1)
Note 1. Because special to loans payable.	reatment of interest rate swap:	; is made together with hedged long-term loans payab	le, their market values of interest rate swap	s have been included in those	of the relevant long-terr
March 31, 2012				Millions of yen	
Hedging method	Transaction	Main hedged items	Contract	Over	Fair value
	type		amount	one year	
Special treatment	Interest rate swap				
of interest rate swap	Payment fixed				
	receiving variable	Long-term loans payable	¥542	¥430	(Note 1)
	Interest rate cap Buy	Long-term loans payable	¥60	¥40	(Note 1)
	reatment of interest rate swap: of the relevant long-term loar	s and interest rate caps are made together with hedged is payable.	long-term loans payable, their market valu	ies of interest rate swaps and i	nterest rate caps have be
March 31, 2012				Thousands of U.S. dollars	
Hedging method	Transaction	Main hedged items	Contract	Over	Fair value
	type		amount	one year	
Special treatment	Interest rate swap				
of interest rate swap	Payment fixed				
	receiving variable	Long-term loans payable	\$6,600	\$5,245	(Note 1)
	Interest rate cap	Long-term loans payable	\$735	\$490	(Note 1)

## 12. Retirement benefit plans

## (1) Overview

The Company and its domestic subsidiaries adopt three defined benefit retirement plans which consist of plans that are governed by the regulations of the Japanese Welfare Pension Insurance Law, outside funded retirement benefit plans and lump-sum retirement payment plans.

Certain domestic and overseas subsidiaries adopt lump-sum defined benefit plans and most overseas subsidiaries adopt defined contribution pension plans.

## Multi-employer pension plan which required contribution amount is recognized as retirement benefit expenses

Total accumulated funds	Millions of yen		Thousands of U.S. dollars	
	2011	2012	2012	
Pension assets	¥38,107	¥36,729	\$447,151	
Retirement benefit obligations based on the financial calculations	53,527	53,301	648,904	
Net Amount	¥(15,420)	¥(16,572)	\$(201,753)	
tribution ratio of the Companies in the multi-employer plan assets				
		2011	2012	
Contribution ratio		20.44%	20.47%	

#### Additional information

March 31, 2011

The main factors of net amount are additional amount of assets evaluation adjustment of ¥5,757 million, past service costs of ¥7,024 million, and a capital fund deficit of ¥2,639 million. Unrecognized prior service costs are amortized over 17 years.

### March 31, 2012

The main factors of net amount are additional amount of assets evaluation adjustment of ¥2,843 million (US\$ 34,612 thousand) and past service costs of ¥13,729 million (US\$ 167,141 thousand). Unrecognized prior service costs are amortized over 19 years.

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## (2) Projected benefit obligations

cted benefit obligations	Millions of	Inousands of U.S. dollars	
	2011	2012	2012
Projected benefit obligations	¥(17,926)	¥(18,120)	\$(220,609)
Pension assets (Including retirement benefit trust)	14,967	15,162	184,596
Sub total	(2,958)	(2,958)	(36,014)
Unrecognized actuarial differences (Including retirement benefit trust)	1,412	1,184	14,419
Unrecognized prior service costs	(1,555)	(1,255)	(15,287)
Provision for retirement benefits	¥(3,101)	¥(3,029)	\$(36,882)
	A LIKE A STATE OF A LIKE		

Note 1. The Company and certain domestic subsidiaries have retirement plans of the integrated establishment agency type which are governed by the regulations of the Japanese Welfare Pension Insurance Law. Plan assets calculated based on the proportion of the funded amounts are as follows.

Millions of yen		Thousands of U.S. dollars	
2011	2012	2012	
¥7,584	¥7,424	\$90,393	
	¥7,584	¥7.584 ¥7.424	

Note 2. Certain domestic and overseas subsidiaries which have lump-sum retirement payment plans adopt the simplified method of calculating the accrued retirement benefits.

### (3) Retirement benefit expenses

nent benefit expenses	Millions of yen		Thousands of U.S. dollars	
	2011	2012	2012	
Service costs	¥1,171	¥1,190	\$14,499	
Interest costs	358	362	4,413	
Expected return on plan assets	(329)	(336)	(4,095)	
Amortization of actuarial differences	731	558	6,799	
Amortization of prior service costs	(293)	(293)	(3,578)	
Contribution to defined contribution plan	3	27	332	
Net retirement benefit expenses	¥1,642	¥1,508	\$18,369	

Note 1. Service costs include pension expense calculated by using the simplification method and amounts paid to welfare pension funds.

## (4) Assumptions and policies used to calculate projected benefit obligations

	2011	2012
Method of attributing the projected benefit obligations to periods of service	Straight-line basis	Straight-line basis
Discount rates	2%	2%
Expected rates of return on plan assets	2.5%	2.5%
Amortization periods for prior service costs (*1)	Ten years	Ten years
Amortization periods for actuarial differences (*2)	Ten years	Ten years
(*1) Prior service costs are amortized using the straight-line method.	·	· · · · ·

(\*2) Actuarial differences are amortized from the following financial year using the straight-line method.

## 13. Deferred tax accounting

## (1) Significant components of deferred tax assets and liabilities

	Millions of yen		Thousands of U.S. dollars	
	2011	2012	2012	
Deferred tax assets				
Allowance for doubtful accounts	¥106	¥81	\$988	
Provision for loss on construction contracts	536	921	11,214	
Provision for retirement benefits	1,213	987	12,026	
Employee pension trust, investment securities	298	270	3,297	
Provision for directors' retirement benefits	50	46	563	
Accrued enterprise tax etc.	200	37	459	
Accrued bonuses	683	922	11,227	
Costs on uncompleted construction contracts	199	192	2,346	
Loss on valuation of investment securities	231	194	2,364	
Loss on valuation of golf club membership	122	96	1,171	
Valuation difference on available-for-sale securities	221	202	2,466	
Deficit carried forward	420	216	2,641	
Foreign tax credit carried forward	153	118	1,448	
Other	1,081	809	9,856	
Sub total	5,520	5,098	62,065	
Valuation allowance	(1,222)	(898)	(10,936)	
Total deferred tax assets	4,297	4,199	51,129	
Deferred tax liabilities				
Valuation difference on available-for-sale securities	(2,225)	(1,999)	(24,343)	
Retained earnings of consolidated overseas subsidiaries	(496)	(533)	(6,492)	
Other	(52)	(82)	(1,004)	
Total deferred tax liabilities	(2,773)	(2,615)	(31,838)	
Net deferred tax assets (or liabilities)	¥1,524	¥1,584	\$19,291	

## (2) The reconciliation between the effective statutory tax rate and the actual tax rate after the application of tax effect accounting

	2011	2012
fective statutory tax rate	40.69%	%
(Adjustment)		
Permanent differences:		
Entertainment expenses	1.38	
Dividend income	(1.07)	
Equalization of inhabitants taxes	1.16	_
Valuation allowance:		
Deficit carried forward	1.31	
Foreign tax credit carried forward	0.15	_
Loss on valuation of investment securities	(1.59)	_
Loss on valuation of golf club membership	(0.20)	_
Other	(1.44)	_
Elimination of intercompany dividends	3.00	_
Lower income tax rates applicable to income of consolidated overseas subsidiaries	(5.87)	
Special tax reduction	(0.75)	
Indirect foreign tax credit	(1.29)	
Retained earnings of consolidated overseas subsidiaries	0.46	
Other	1.48	_
Actual tax rate after the application of tax effect accounting	37.42%	%

(\*1) Reconciliation between the effective statutory tax rate and the actual tax rate after the application of tax effect accounting for the year ended March 31, 2012 is not presented. Because the difference between them is less than 5% of effective statutory tax rate.

## (3) Revision of deferred tax assets and deferred tax liabilities because of change in effective statutory tax rate

The "Act for Partial Amendment of the Income Tax Act, etc. for the Purpose of Creating a Taxation System Responding to Changes in Socio-Economic Structures" and the "Act on Special Measures for Securing Financial Resources Necessary to Implement Measures for Reconstruction following the Great East Japan Earthquake" were promulgated on December 2, 2011. Accordingly, the effective statutory tax rate for the calculation of deferred tax assets and deferred tax liabilities will be lowered from 40.69% to 38.01% for temporary differences scheduled to be eliminated from the fiscal year beginning April 1, 2012 up to the fiscal year beginning from April 1, 2014, and to 35.64% for fiscal years beginning on and after April 1, 2015. As a result of these changes in the tax rate, deferred tax assets (deducted deferred tax liabilities) decreased by ¥31 million (US\$ 382 thousand) and deferred gains or losses on hedges decreased by ¥0 million (US\$ 2 thousand) and income taxes-deferred increased by ¥254 million (US\$ 3,101 thousand).

## 14. Business combination

### March 31, 2012

## (1) Business combination by acquisition of shares

## Overview of business combination

Name and business description of acquired company Name Geico S.p.A. Business description Providing design and construction for

n Providing design and construction for paint finishing system for automobile manufacturers

Reason of business combination

For expanding paint finishing system business of the Company and enhancing our engineering technology.

Date of business combination May 19, 2011

Legal form of business combination Stock acquisition

Acquired company's name after acquisition Geico S.p.A.

Acquired percentage of voting rights 51.0%

Basis of the acquisition The Company acquired stocks of Geico S.p.A. by cash.

## Fiscal year of the acquired company included in this financial statement

From April 1, 2011 to December 31, 2011

## Acquisition cost and detail

		Millions of yen	Thousands of U.S. dollars
Stock price	Stock price of Geico S.p.A.	¥2,717	\$33,084
Direct cost for acquisition	Advisory fee etc.	71	866
Acquisition cost		¥2,788	\$33,950

#### Amount of goodwill, reason for recognition and amortization method and amortization period

Amount of goodwill

¥2,611 million (US\$ 31,788 thousand)

Reason for recognition

It is excess earning capacity expected by expanding business of the Companies and enhancing our engineering technology.

Amortization method and period

Straight-line method over twenty years

## Detail of assets and liabilities received at the date of acquisition

	Millions of yen	Thousands of U.S. dollars
Current assets	¥4,009	\$48,807
Noncurrent assets	795	9,679
Total assets	4,804	58,487
Current liabilities	3,811	46,402
Noncurrent liabilities	605	7,369
Total liabilities	¥4,416	\$53,771

## 15. Asset retirement obligations

Based on real estate lease contracts, the Companies have some obligations to restore rental properties at a termination. The obligations are recognized by decreasing lease deposits.

## 16. Segment information

## (1) Overview of reportable segments

The reportable segments of the Companies are components for which discrete financial information is available and whose operating results are regularly reviewed by the board of directors to make decisions about resource allocation and to assess performance.

The Companies set their divisions according to kinds of construction equipment and each division plans the comprehensive domestic and foreign strategies and do business based on the strategies. The Companies have two reportable segments "Green Technology System Division" and "Paint Finishing System Division".

"Green Technology System Division" mainly designs, manages and constructs building HVAC for office buildings and industrial HVAC for manufacturing facilities, laboratories. This division also produces and sells related equipments.

"Paint Finishing System Division" mainly designs, manages and constructs automobile paint plants and sells related equipments.

## (2) Calculation method of sales and profits or losses, assets or liabilities and others

The accounting treatment of reportable segments is almost all the same as the one the Companies apply when preparing the consolidated financial statements. Internal profits and transfer amounts between the segments are calculated based on the market price.

## (3) Sales and profits or losses, assets or liabilities and others by reportable segments

March 31, 2011

Walch 51, 2011	Millions of yen					
	Green Technology	Paint Finishing	Total	Eliminations/	Consolidated	
	System Division	System Division		Corporate		
Sales						
Sales to customers	¥103,125	¥38,034	¥141,160	¥——	¥141,160	
Intersegment	4	75	79	(79)		
Total	103,130	38,109	141,240	(79)	141,160	
Segment profit	2,219	3,494	5,714	451	6,166	
Segment assets	69,667	26,646	96,314	36,383	132,698	
Other items						
Depreciation Expenses	519	528	1,047	19	1,067	
Interest income	58	105	163	25	189	
Interest expenses	36	36	73	20	94	
Equity in earnings of affiliates		82	82		82	
Investments in associates accounted for using the equity method		366	366		366	
Increase in tangible and intangible assets	¥199	¥316	¥516	¥175	¥692	
Note 1 The amount of Eliminations / Corporate is as follows						

Note 1. The amount of Eliminations/ Corporate is as follows.

Eliminations/ Corporate of Segment profit of ¥451 million includes non-allocatable common costs of ¥471 million and other adjustment of minus ¥20 million. Non-allocatable common costs is mainly dividend income etc. which are not attribute to any reportable segments.

Eliminations/ Corporate of Segment assets of ¥36,383 million is elimination of receivable and payable etc. of minus ¥2,409 million and non-allocatable common assets that is not allocated to any segments of ¥38,793 million. Non-allocatable common assets is mainly cash and deposit, short-term investment securities, tangible fixed assets, investment securities and deferred tax assets etc. which are not attribute to any reportable segments.

Eliminations/ Corporate of Increase in tangible and intangible assets of ¥175 million is mainly buildings and accompanying facilities etc. in headquarters.

Note 2. Segment profit is adjusted in the ordinary income of the consolidated income statement.

March 31, 2012			Millions of yen		
	Green Technology	Paint Finishing	Total	Eliminations/	Consolidated
	System Division	System Division		Corporate	
Sales	·				
Sales to customers	¥127,176	¥62,540	¥189,716	¥—	¥189,716
Intersegment	3	36	39	(39)	
Total	127,180	62,576	189,756	(39)	189,716
Segment profit	3,463	5,523	8,986	46	9,033
Segment assets	81,618	45,191	126,809	29,299	156,108
Other items					
Depreciation Expenses	493	704	1,197	3	1,201
Amortization of goodwill	—	92	92	—	92
Interest income	78	132	211	50	261
Interest expenses	78	124	202	29	231
Equity in earnings of affiliates	_	75	75	_	75
Investments in associates accounted for using the equity method	—	412	412		412
Increase in tangible and intangible assets	¥248	¥1,096	¥1,345	¥209	¥1,555

Note 1. The amount of Eliminations/ Corporate is as follows.

Eliminations/ Corporate of Segment profit of ¥46 million (US\$ 568 thousand) includes non-allocatable common costs of ¥42 million (US\$ 512 thousand) and other adjustment of ¥4 million (US\$ 57 thousand). Non-allocatable common costs is mainly dividend income etc. which are not attribute to any reportable segments.

Eliminations/ Corporate of Segment assets of ¥29,299 million (US\$ 356,701 thousand) is elimination of receivable and payable etc. of minus ¥4,010 million (minus US\$ 48,822 thousand) and nonallocatable common assets that is not allocated to any segments of ¥33,309 million (US\$ 405,523 thousand). Non-allocatable common assets is mainly cash and deposit, short-term investment securities, tangible fixed assets, investment securities and deferred tax assets etc. which are not attribute to any reportable segments.

Eliminations/ Corporate of Increase in tangible and intangible assets of ¥209 million (US\$ 2,555 thousand) is machinery, equipment and vehicles, tools, furniture and fixtures and software etc. those are not attribute to any reportable segments.

Note 2. Segment profit is adjusted in the ordinary income of the consolidated income statement.

March 31, 2012		Т	housands of U.S. dollar	S	
	Green Technology	Paint Finishing	Total	Eliminations/	Consolidated
	System Division	System Division		Corporate	
Sales					
Sales to customers	\$1,548,294	\$761,384	\$2,309,678	\$—	\$2,309,678
Intersegment	40	440	480	(480)	—
Total	1,548,334	761,824	2,310,158	(480)	2,309,678
Segment profit	42,167	67,239	109,407	568	109,975
Segment assets	993,648	550,173	1,543,821	356,701	1,900,522
Other items					
Depreciation Expenses	6,008	8,576	14,584	42	14,627
Amortization of goodwill	—	1,127	1,127		1,127
Interest income	957	1,619	2,576	609	3,186
Interest expenses	951	1,510	2,461	354	2,816
Equity in earnings of affiliates	_	920	920		920
Investments in associates accounted for using the equity method	_	5,018	5,018		5,018
Increase in tangible and intangible assets	\$3,027	\$13,351	\$16,378	\$2,555	\$18,933

#### (4) Information by region Sales by regions

March 31, 2011								
IVIAICIT 5 1, 2011				Millior	ns of yen			
Japan	North America	Sout	h East Asia	Eas	st Asia	India	Other	Total
	-	Thailand	Other South East Asia	China	Other East Asia			
¥78,539	¥1,916	¥15,849	¥13,183	¥20,765	¥1,472	¥5,454	¥3,979	¥141,160
Note 1. Sales are cl	assified to the countries o	r regions based on	their customers' location.					
March 31, 2012				Millior	ns of yen			
Japan	North America	ica South East Asia		East Asia		India	Other	Total
	-	Thailand	Other South East Asia	China	Other East Asia			

¥20,873

¥3,791

¥10,243

¥11,764

¥189,716

 ¥92,347
 ¥11,074
 ¥23,447
 ¥16,174

 Note 1.
 Sales are classified to the countries or regions based on their customers' location.

March 31, 2012			T	housands of U.S.	dollars			
Japan	North America	South	South East Asia East Asia		India	Other	Total	
	_	Thailand	Other South East Asia	China	Other East Asia			
\$1,124,270	\$134,826	\$285,454	\$196,913	\$254,123	\$46,161	\$124,713	\$143,219	\$2,309,678

## Tangible fixed assets by regions

March 31, 2011			Millions o	fyen			
Japan		Thailand	Indonesia	India	3	Other	Total
¥5,292	2	¥492	¥322	¥51	11	¥147	¥6,765
March 31, 2012			Millions o	fven			
Japan	Thailand	Indonesia	China	India	Italy	Other	Total
¥4,981	¥404	¥288	¥343	¥588	¥392	¥160	¥7,158
March 31, 2012			Thousands of L	I.S. dollars			
Japan	Thailand	Indonesia	China	India	Italy	Other	Total
\$60,643	\$4,928	\$3,511	\$4,185	\$7,160	\$4,776	\$1,951	\$87,154

## (5) Information by main customers

March	n 31	. 2011	

March 31, 2011	Ν	Aillions of yen
Customers name	Sales	Reportable segment
Takenaka corporation	¥16,815	Green Technology System Division

March 31, 2012

This item is omitted because sales to no external customer represented 10% or more of sales of the consolidated statements of income.

## (6) Impairment loss of the noncurrent assets by reportable segments

March	21	2011	
Warch	1 3 1	/1111	

March 31, 2011			Millions of yen		
	Green Technology	Paint Finishing	Total	Eliminations/	Consolidated
	System Division	System Division		Corporate	
Impairment loss	¥—	¥——	¥—	¥1	¥1
Note 1. Impairment loss is not allocated to reportable segments. The principal factor of im	pairment loss is the impair	ment on idle assets.			
March 31, 2012			Millions of yen		
	Green Technology	Paint Finishing	Total	Eliminations/	Consolidated
	System Division	System Division		Corporate	
Impairment loss	¥0	¥0	¥0	¥129	¥130
<ol> <li>Impairment loss is not allocated to reportable segments. The principal factors of im office of the Company.</li> </ol>	npairment loss are the imp	airment on idle assets a	nd the assets that will be	removed because of th	e relocation of head
March 31, 2012		1	Thousands of U.S. dollars		
	Green Technology	Paint Finishing	Total	Eliminations/	Consolidated

System Division System Division

\$2

\$5

## (7) Amortization and balance of goodwill by reportable segment

## March 31, 2011

Impairment loss

There is nothing applicable.

March 31, 2012			Millions of yen		
(	Green Technology	Paint Finishing	Total	Eliminations/	Consolidated
	System Division	System Division		Corporate	
Goodwill	¥—	¥2,152	¥2,152	¥—	¥2,152
Note 1. Amortization of goodwill is omitted because it is already disclosed in the "Segment inf	formation".				

\$1,586

Corporate

\$1,579

\$7

March 31, 2012	Thousands of U.S. dollars							
	Green Technology	Paint Finishing	Total	Eliminations/	Consolidated			
	System Division	System Division		Corporate				
Goodwill	\$—	\$26,210	\$26,210	\$—	\$26,210			

## (8) Gain on negative goodwill by reportable segments

March 31, 2011

In the fiscal year, the Company additionally purchased the stocks of three subsidiaries such as San Esu Industry Co., Ltd. Therefore, the Companies recognized gain on negative goodwill. This negative goodwill have no relation with any reportable segments.

March 31, 2012

There is nothing applicable.

## 17. Related party transaction

March 31, 2011

There is nothing applicable. March 31, 2012

There is nothing applicable.

## 18. Detail of bonds

There is nothing applicable.

## 19. Detail of loans

March 31, 2012	Millions of yen		Thousands of U.S. dollars			
	Beginning	Ending	Beginning	Ending	Average	Maturity
	balance	balance	balance	balance	interest rate	
Short-term loans payable	¥2,596	¥3,891	\$31,226	\$47,375	3.739%	
Current portion of long-term loans payable	118	285	1,425	3,471	2.570%	—
Current portion of lease obligations	50	42	602	512		—
Long-term loans payable						August 2014 to
(excluding current portion)	568	924	6,833	11,256	2.833%	May 2023
Lease obligations						January 2013 to
(excluding current portion)	74	72	898	879	—	March 2017
Total	¥3,407	¥5,215	\$40,984	\$63,495	_	_

Note 1. The "Average interest rate" is the weighted average interest rate for the ending balance of loans etc.

Note 2. The average interest rate on lease obligations is not presented because interest equivalents in the total lease obligation is allocated to expenses every year by straight-line method.

Note 3. The annual repayment schedule of long-term loans payable and lease obligations (excluding current portion) subsequent to March 31, 2012 is as follows.

		Millions of yen				
	Over one year within two years	Over two years within three years	Over three years within four years	Over four years within five years		
Long-term loans payable	¥291	¥199	¥112	¥70		
Lease obligations	¥28	¥22	¥17	¥3		
		Thousands of U.S. dollars				
	Over one year within two years	Over two years within three years	Over three years within four years	Over four years within five years		
Long-term loans payable	\$3,547	\$2,435	\$1,366	\$859		
Lease obligations	\$349	\$272	\$213	\$45		

## 20. Detail of asset retirement obligations

This item is omitted because asset retirement obligations represented less than 1% of total assets at the beginning of this fiscal year and at the end of this fiscal year, respectively.

## 21. Subsequent events

There is nothing applicable.

# **REPORT OF INDEPENDENT AUDITORS**

### Independent auditor's report

To the Board of Directors of Taikisha Ltd.,

We have audited the accompanying consolidated financial statements of Taikisha Ltd. and its subsidiaries, which comprise the consolidated balance sheet as at March 31, 2012, and the consolidated statement of income, statement of comprehensive income, statement of changes in net assets and statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

#### Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in Japan, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in Japan. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of Taikisha Ltd. and its subsidiaries as at March 31, 2012, and their financial performance and cash flows for the year then ended in accordance with accounting principles generally accepted in Japan.

#### Convenience Translation

The amounts expressed in U.S. dollars, which are provided solely for the convenience of the reader, have been translated on the basis set forth in Note 1 to the accompanying consolidated financial statements.

A . A Partners

June 28, 2012



## Location of bases

#### FOUNDATION

1913

1907

Taikisha Ltd. — Sumitomo Fudosan Shinjuku Grand Tower, 8-17-1, Nishi-Shinjuku Shinjuku-ku, Tokyo, 160-6129, Japan Tel: 81-3-3365-5320 Fax: 81-3-5338-5195

2 San Esu Industry Co., Ltd. 1976 3-24 Ikaga Midori-machi, Hirakata-shi, Osaka, 573-0067, Japan Tel: 81-72-845-0128 Fax: 81-72-845-1660

3 Nippon Noise Control Ltd. — 1986 7th Floor Tombo Tokyo Bldg., 2-22-8, Yanagibashi, Taito-ku, Tokyo, 111-0052, Japan Tel: 81-3-5822-3691 Fax: 81-3-5822-3692

4 Tokyo Taikisha Service Ltd. 2000 5th Floor Mitsuwa Ogawacho Bldg., 3-7-1, Kandaogawacho, Chiyoda-ku, Tokyo 101-0052, Japan Tel: 81-3-5282-3115 Fax: 81-3-5280-2900

5 Custom Ace Co., Ltd. 1989 1-7-10, Shingashi, Itabashi-ku, Tokyo, 175-0081, Japan Tel: 81-3-3935-8843 Fax: 81-3-3932-0470

6 Taniyama Co., Ltd. 18 Kitahatsusimacho, Amagasaki-shi, Hyogo, 660-0834, Japan Tel: 81-6-4868-3530 Fax: 81-6-4868-3672

 TKS Industrial Company — 1981
 901 Tower Drive, Suite 150, Troy, Michigan 48098-2817, U.S.A. Tel: 1-248-786-5000 Fax: 1-248-786-5001

#### Location of bases

- Taikisha Canada Inc. 1985 901 Tower Drive, Suite 150, Troy, Michigan 48098-2817, U.S.A. Tel: 1-248-786-5000 Fax: 1-248-786-5001
- 9 Taikisha de Mexico, S. A. de C.V. 1990 Homero No. 407, Piso 7, Col. Chapultepec Morales, 11570 Mexico D. F., Mexico Tel: 52-555-250-7128 Fax: 52-55-5250-6178

1996

- Taikisha do Brasil Ltda. Rua Maestro Cardim, 1293-CJ.102-10° Andar-bera Vista-Sao PAULO-SP-CEP:01323-001 Tel: 55-11-2386-3409 Fax: 55-11-2386-3409
- 1 Taikisha (Singapore) Pte. Ltd. 1985 1 Commonwealth Lane #06–27 One Commonwealth, Singapore 149544 Tel: 65-6223-9928 Fax: 65-6223-9328
- 1971 Taikisha (Thailand) Co., Ltd. \_\_\_\_\_\_ 1971 6th Floor, Thaniya Bldg., 62 Silom Road, Bangkok 10500, Thailand Tel: 66-2-236-8055 Fax: 66-2-236-3502
- 13 Taikisha Trading (Thailand) Co., Ltd. 1983 6th Floor, Thaniya Bldg., 62 Silom Road, Bangkok 10500, Thailand Tel: 66-2-236-8055 Fax: 66-2-236-3502
- 1990 445 Moo 17, Thepharak Rd., T. Bangsaothong Sub District Bangsaothong Samutprakarn 10540, Thailand Tel: 66-2-705-8744 Fax: 66-2-705-8748

#### Location of bases

#### FOUNDATION

- 1986 9th Floor, Thaniya Bldg., 62 Silom Road, Bangkok 10500, Thailand Tel: 66-2-236-9103 Fax: 66-2-236-0119
- 1991 445 Moo 17, Bangna-Trad Rd, Km. 23, Tambol Bangsaothong, Kingamphur Bangsaothong, Samutprakarn, 10540, Thailand Tel: 66-2-705-8363 Fax: 66-2-705-8993
- Taikisha Engineering (M) Sdn. Bhd. 1989 Suite W306 & W307, 3rd Floor West Wing, Wisma Consplant 1 No.2 Jalan SS 16/4 Subang Jaya, Selangor 47500 Malaysia Tel: 60-3-5632-5711 Fax: 60-3-5637-9644
- 1990 6th Floor, New Summitmas Bldg. Jl. Jend. Sudirman Kav. 61-62, Jakarta Selatan, 12190, Indonesia Tel: 62-21-522-6420 Fax: 62-21-520-2516
- P.T. Taikisha Manufacturing Indonesia 2004
   JI. Permata V Lot EE-5, Kawasan Industri KIIC, Karawang 41361, West-Java, Indonesia
   Tel: 62-21-8911-4831 Fax: 62-21-8911-4833
- Taikisha Philippines Inc. 1995 5th Floor, Golden Rock Bldg., No.168 Salcedo St., Legaspi Village, Makati City, 1229, Philippines Tel: 63-2-818-1707 Fax: 63-2-816-1516

Location of bases

#### FOUN

- 21 Taikisha Vietnam Engineering Inc. 1998 Room 303, 3rd Floor, Thang Long Bldg., 105 Lang Ha St., Dong Da District, Hanoi, Vietnam Tel: 84-4-3562-2750 Fax: 84-4-3562-2751
- Taikisha (Cambodia) Co., Ltd. 2011 #37&39 Trapaingkol Village, Sangkat Kantouk, Khan Dangkor, Phnom Penh, Cambodia Tel: 855-23-729-317 Fax: 855-23-729-318
- Wuzhou Taikisha Engineering Co., Ltd. 1994 #1110, Beijing Fortune Bldg., #5 Dong San Huan Bei Lu, Chaoyang District, Beijing 100004, China Tel: 86-10-6590-8251 Fax: 86-10-6590-8257
- Beijing Wuzhou Taikisha Equipment Co., Ltd. 2002 #1116, Beijing Fortune Bldg., #5 Dong San Huan Bei Lu, Chaoyang District, Beijing 100004, China Tel: 86-10-6590-8253 Fax: 86-10-6590-8250
- TianJin Taikisha Paint Finishing System Ltd. 2010 No7, Road 7, Economic Development Zone of Jinghai, Tianjin, 301600, China Tel: 86-22-6829-9518 Fax: 86-22-6829-9510
- Taikisha (Taiwan) Ltd. 1989 4th Floor, Sheng Yang Bldg., No. 337, Sec 1, Tung Hwa S. Rd., 10685 Taipei, Taiwan R.O.C. Tel: 886-2-2706-4327 Fax: 886-2-2706-4328

#### Location of bases

9

- Taikisha Korea Ltd. 1992 #1208 Kolon Digital Tower Villant 1st, 222-7, Guro-dong, Gurogu, Seoul, 152-777, Korea Tel: 82-27-830-270 Fax: 82-27-830-274
- 28 Taikisha Europe Ltd. 1989 5th Floor, Delta View, 2309 Coventry Road, Sheldon, Birmingham B26 3PG, U.K. Tel: 44-121-700-1140 Fax: 44-121-742-4035
- 29 Geico S.p.A. 1905 Via Cornaggia 58 20092 Cinisello Balsamo, Milano, Italy Tel: 39-2-660221 Fax: 39-2-66022
- Geico Brasil Ltda. 1995
   Rua Francisco Rocha, 2113 CEP. 80710-540 Bigorrilho -Curitiba Paranà - Brasil
   Tel: 55-41-3019-2727 Fax: 55-41-3336-7534
- Geico Paint Shop India Private Ltd. 2006
   A-4, 5th Floor The 5th Avenue, Dhole Patil Road, 411001 Pune - Maharashtra India
   Tel: 91-203-056-5555 Fax: 91-203-056-5570
- Geico Painting Equipment Manufacture (Suzhou) Co., Ltd. 2011 Unit H, No.2, Zhongxin Technology Industrial Factory, 1 Kezhi Road, Suzhou Industrial Park, Suzhou, China Tel: 86-512-8555-0276

## Location of bases 3 Geico Russia Limited Liability Company

10

15 Akademika Tupoleva Street, bld. 24, Moscow, 105005, Russia Tel: 7-495-988-3783 Fax: 7-495-988-3789 34 Taikisha Engineering India Ltd. 1995 Plot No. 404, Udyog Vihar, Phase-IV, Gurgaon-122 001, Haryana, India 35 "Taikisha (R)" LLC. 2009 Russia, 248025 Kaluga, Ul. Promishlennaya, d. 36A, Tel: 7-499-703-0115 Fax: 7-499-703-0115 36 Shanghai Dongbo-Taiki Conveyor System & Manufacturing Co., Ltd. 2002 #1128 Pine City Hotel, #.8, Dong An Rd., Xuhui Dist., Shanghai 200032, China Tel: 86-21-6443-0780 Fax: 86-21-6443-9478 Tianjin Dongchun-Taiki Metal Finishing **67** Conveyor System Manufacturing Co., Ltd. 2004 Yang Cheng Zhuang Bridge Southwest Side, Jinghai County, Tianjin 301617, China

Tel: 86-22-6864-5848 Fax: 86-22-6864-5849

2011

## **Corporate Information**



## **Directors and Auditors**



- 1. Representative Director, President Eitaro Uenishi
  - 2. Representative Director, Executive Vice President Suguru Kimura
  - 3. Representative Director, Executive Vice President Satoru Kamiyama
  - Director, Executive Corporate Officer Takashi Sakurai
  - 5. Director, Executive Corporate Officer Kiyoshi Hashimoto

- **6**. Director, Managing Corporate Officer Kouji Kato
- **7**. Director, Managing Corporate Officer Toshiaki Shiba
- **8**. Director, Managing Corporate Officer Masashi Osada
- 9. Director, Managing Corporate Officer Tetsuya Ogawa
- **10**. <sup>Director</sup> Shuichi Murakami

- Corporate Auditor Makoto Muneoka
- Corporate Auditor Mitsuru Sano
- Corporate Auditor Katsuzo Konishi
- Corporate Auditor Yoshikatsu Nakajima
- Corporate Auditor Junichi Noro

## ISO Certification Obtained

## ISO 9001

- » Green Technology System Division, Paint Finishing System Division
- » TKS Industrial Company
- » Wuzhou Taikisha Engineering Co., Ltd.
- » Taikisha Philippines Inc. " System
- » Taikisha (Thailand) Co., Ltd.
- » Taikisha Engineering (M) Sdn. Bhd.
- » Taikisha (Singapore) Pte. Ltd.
- » Taikisha Europe Ltd.
- » Taikisha (Taiwan) Ltd.
- » P.T. Taikisha Indonesia Engineering
- » Taikisha Engineering India Ltd.

## ISO 14001

- » Green Technology System Division, Paint Finishing System Division
- » TKS Industrial Company
- » Taikisha (Thailand) Co., Ltd.
- » Taikisha Europe Ltd.

Corporate Data

Corporate Name:	Taikisha Ltd.
Head Office:	Sumitomo Fudosan Shinjuku Grand Tower, 8-17-1, Nishi-Shinjuku Shinjuku-ku, Tokyo 160-6129, Japan Tel: 81-3-3365-5320 Fax: 81-3-5338-5195
Established:	April 10, 1913
Sales:	¥189,716 million (Consolidated: year ended March 2012)
Number of Employees:	4,350 (Consolidated: as of March 2012)

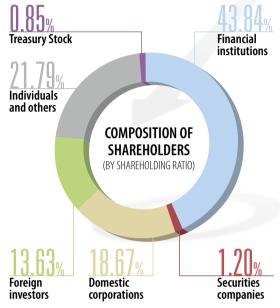
## History

- 1913 Kenzaisha (former name of Taikisha Ltd.) founded
- 1949 Joint stock company, Kenzaisha dissolved and Kenzaisha Co., Ltd. established
- 1971 N.J. Axivane Co., Ltd. established Thai Kenzaisha Co., Ltd. established in Bangkok
- 1973 Company name changed to Taikisha Ltd.
- 1976 San Esu Industry Co., Ltd. established
- **1980** Shares listed on the First Section of the Tokyo Stock Exchange
- 1981 TKS Industrial Company established in U.S.A.
- 1983 Thai Kenzai Trading Co., Ltd. established in Bangkok
- **1985** Branch office opened in Singapore Taikisha Canada Inc. established in Toronto
- 1986 Nippon Noise Control Ltd. established
- 1987 Taikisha España S.A. established in Madrid
- 1989 Taikisha (Taiwan) Ltd. established in Taipei Custom-Ace Ltd. established Taikisha Engineering (M) Sdn. Bhd. established in Kuala Lumpur, Malaysia Taikisha UK Ltd. established in Birmingham, UK (former name of Taikisha Europe Ltd.)
- **1990** P.T. Taikisha Indonesia Engineering established in Jakarta Taikisha de Mexico, S.A. de C.V. established in Mexico City
- 1992 Donki TEC Ltd. established in Seoul, Korea (former name of Taikisha Korea Ltd.)
- **1994** Wuzhou Taikisha Engineering Co., Ltd. established in Beijing, China
- **1995** Taikisha Engineering India Ltd. established in New Delhi Taikisha Philippines Inc. established in Manila Representative office opened in Ho Chi Minh City, Vietnam
- 1996 Taikisha do Brasil Ltda. established in São Paulo, Brazil
- **1997** Representative office opened in Hong Kong
- **1998** Taikisha Vietnam Engineering Inc. established in Hanoi
- 1999 Branch office of Taikisha Europe opened in France
- 2000 Tokyo Taikisha Service Ltd. established (formerly Atmos Service Ltd. established in 1987) Taikisha Hong Kong Limited established
- 2001 Thai Kenzaisha Co. Ltd. renamed Taikisha (Thailand) Co., Ltd. Thai Kenzai Trading Co., Ltd. renamed Taikisha Trading (Thailand) Co., Ltd.
- 2003 Company reorganized into three division structure
- 2004 Singapore branch office closed. Subsidiary Taikisha (Singapore) Pte. Ltd. established R&D facilities integrated as Research and Development Center in Kanagawa prefecture P.T. Taikisha Manufacturing Indonesia established
- 2006 Established the company-wide Compliance Committee and the Compliance Division
- **2007** Reorganized businesses into two division structure comprising the Green Technology System Division and the Paint Finishing Division
- **2009** Taniyama Co. Ltd. has become a subsidiary through additional acquisition of shares. Established radiation related business alliance with Tokyo Nuclear Services Co., Ltd. "Taikisha (R)" LLC established in Kaluga, Russia
- 2010 Tianjin Taikisha Paint Finishing System Ltd. established in Tianjin, China.
- **2011** Formed a capital and business alliance with Geico S.p.A.. Taikisha (Cambodia) Co., Ltd. established in Phnom Penh, Cambodia

## Investor Information

(As of March 31, 2012)





## Major Shareholders (top10 companies and individuals)

Number of share held (in thousands)	Ratio of shareholding (%)
3,751	10.2
3,682	10.0
2,000	5.4
1,101	2.9
1,089	2.9
1,082	2.9
1,030	2.8
1,000	2.7
760	2.0
699	1.9
	share held (in thousands) 3,751 3,682 2,000 1,101 1,089 1,082 1,030 1,000 760

Note: In the number of shares held above, amounts are rounded down to the nearest 1,000 shares.

## Thank you for reading this Taikisha Annual Report 2012.

We would greatly appreciate it if you would take a few minutes to share your opinions or comments concerning this annual report with us. We will use your feedback for reference purposes when editing the Company's future annual reports and IR publications.

The Annual Report 2012 Questionnaire can be accessed at the following URL: http://www.taikisha-group.com/ir/library/annual.html







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