

# **Profile**

Nohmi Bosai Ltd., established in 1944 and listed on the First Section of the Tokyo Stock Exchange in 1991, is a leading Japanese manufacturer of fire alarm and fire extinguishing systems. In fiscal 2012, ended March 31, 2012, the Company realized consolidated net sales of ¥84.8 billion. Nohmi Bosai is responsible for the development, marketing, installation and maintenance of a wide variety of state-of-the-art fire protection systems. In addition to our strong domestic presence, we are also active in China, other parts of Asia and the United States.

# **Contents**

Consolidated Financial Highlights	1
A Message from the President	2
Nohmi Bosai at a Glance	4
Review of Operations	5
Corporate Governance	7
An Integrated Fire Protection Service	8
Management's Discussion and Analysis	9
Consolidated Balance Sheets	11
Consolidated Statements of Income	13
Consolidated Statements of Comprehensive Income	13
Consolidated Statements of Changes in Net Assets	14
Consolidated Statements of Cash Flows	15
Notes to the Consolidated Financial Statements	16
Independent Auditor's Report	28
Board of Directors and Corporate Auditors	29
Investor Information	29

# **Cautionary Statement with Respect to Forward-Looking Statements**

Statements made in this annual report with respect to Nohmi Bosai's plans, strategies and beliefs, and other statements that are not historical facts are forward-looking statements about the future performance of Nohmi Bosai, which are based on management's assumptions and beliefs in light of the information currently available to it, and involve risks and uncertainties. Potential risks and uncertainties include, without limitation, general economic conditions in Nohmi Bosai's markets, industrial market conditions and Nohmi Bosai's ability to continue to win acceptance of its products and services, which are offered in highly competitive markets characterized by continual new product introductions, rapid developments in technology and changing customer preferences.

# Consolidated Financial Highlights Nohmi Bosai Ltd. and Subsidiaries

For the years ended March 31, 2010, 2011 and 2012



		Millions of Y	⁄en	Percentage Change	Thousands of U.S. Dollars* <sup>3</sup>
	2010	2011	2012	2012/2011	2012
For the year:					
New orders	¥77,799	¥84,056	¥84,979	1.1 %	\$1,033,934
Net sales	84,150	79,952	84,762	6.0	1,031,293
Cost of sales	59,612	57,331	60,422	5.4	735,150
Operating income	4,338	2,944	4,278	45.3	52,050
Net income	2,334	1,866	1,787	(4.2)	21,742
Comprehensive income	_	1,709	1,896	10.9	23,068
At year-end:					
Total assets	¥80,266	¥80,390	¥86,085	7.1 %	\$1,047,390
Total net assets	52,633	53,399	54,330	1.7	661,029
Backlog of orders	29,003	33,107	33,324	0.7	405,451
Number of employees	2,214	2,223	2,220	(0.1)	_
Per share (in yen and U.S. dollars):					
Net income*1	¥ 38.66	¥ 30.92	¥ 29.62	(4.2)%	\$ 0.36
Net assets* <sup>2</sup>	854.26	867.15	882.03	1.7	10.73
Cash dividends	15.00	15.00	15.00	_	0.18

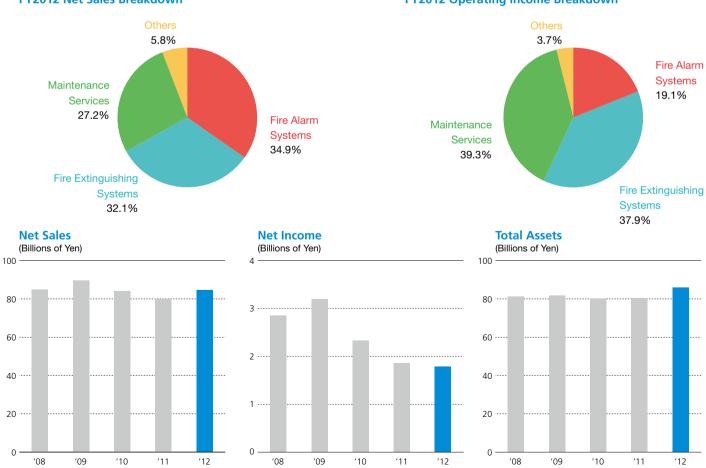
Notes: \*1. Per share amounts are based on the weighted average number of shares outstanding during each period.
\*2. Per share amounts are based on the number of shares outstanding at the end of each period, minus treasury stock.

\*3. All dollar figures herein refer to U.S. currency unless otherwise specified. The dollar amounts in this report represent the translation of yen, for convenience only, at the rate of ¥82.19=US\$1, the prevailing exchange rate at March 31, 2012.

\*4. All amounts are in millions of yen or thousands of U.S. dollars, except number of employees and per share amounts.

# **FY2012 Net Sales Breakdown**

# **FY2012 Operating Income Breakdown**



# Working in Unison to Promote Our Key Measures and Contribute to Society as a Leading Company

# Operating Environment and Business Results in Fiscal 2012

During fiscal 2012 (ended March 31, 2012), despite a mild recovery from the impact of the Great East Japan Earthquake, the Japanese economy remained uncertain due to various factors, including the impacts of the strong yen and recession. In addition, there were concerns over the slowdown of overseas economies on the back of the public debt crisis in Europe. In the domestic fire protection industry, the business environment remained harsh as a result of continued stagnation in demand for private capital investment.

Amid such an environment, the Nohmi Bosai Group has formulated a three-year medium-term business plan starting from fiscal 2011 and has since been promoting respective key measures centered on "Challenge and Reform." As a result, during fiscal 2012, new orders increased 1.1% to ¥84,979 million and net sales rose 6.0% to ¥84,762 million on a consolidated basis compared with the previous year.

By business segment, net sales of ¥29,615 million were recorded in the Fire Alarm Systems segment, which was roughly on par with the previous year. Net sales in the Fire Extinguishing Systems segment increased 10.5% to ¥27,179 million year-on-year, net sales in the Maintenance Services segment rose 8.6% to ¥23,065 million and net sales in the Others segment increased 9.0% to ¥4,903 million.

At the profit level, operating income increased 45.3% to ¥4,278 million and net income decreased 4.2% to ¥1,787 million.

# Management Policy & Progress of Medium-Term Business Plan for Fiscal 2011-2013

The Nohmi Bosai Group is committed to our role as "pioneers in the fire protection industry and dedicated to making society safer," which is the Company's motto. In fulfilling this mission, the Group adheres to a fundamental policy of providing the latest, most optimal fire protection systems designed to protect life and property under an integrated structure ranging from R&D to sales, installation and maintenance. At the same time, we operate with an emphasis on conserving the environment, energy and natural resources in all our activities.

Based on this basic policy, in order to overcome this uncertain business environment, we are implementing "Challenge and Reform—Project 24" as the medium-term

# Medium-Term Business Plan "Challenge and Reform – Project 24"

#### **Vision**

"Further enhance customer confidence built up as a leading company and contribute to safer environments worldwide"

- Accelerate measures in each business segment and boost confidence
  - Cultivate core businesses
  - Speed up measures in new strategic businesses
  - Enhance customer confidence
- (2) Implement structural reforms in technology and production systems and bolster manufacturing functions
  - Implement structural reforms in R&D and strengthen manufacturing functions
  - Create a structure enabling the planning of new businesses and new distinctive products through to commercialization
  - Implement structural reforms in production and logistics systems
- (3) Review and reinforce the revenue base
  - Further increase cost competitiveness
  - Reduce SG&A expenses
  - Bolster human resource development
- (4) Strengthen corporate social responsibility (CSR)
  - Enhance quality of operations through compliance and internal controls
  - Reinforce business continuity plan (BCP)
  - Undertake concerted efforts to reduce environmental loads
  - Proactively undertake social contribution activities
- (5) Reinforce consolidated management
  - Bolster Group ties and enhance target management

business plan covering the three years from fiscal 2011.

The times have changed from the pursuit of wealth to a focus on safety and security. As such, we need to fulfill our responsibility of contributing to safety through system



development and sales promotion. Although uncertainty remains with regard to economic trends and the market environment, the Nohmi Bosai Group intends to continue taking on challenges and exerting its full power amid strong headwinds in making reforms.

To realize our management philosophy underpinned by the concept of valuing people and safety, we will continue pursuing challenges with a bright, energetic and positive spirit. While working to strengthen the corporate foundation and profit structure, the starting point of reforms will be to focus on actual work sites and circumstances, ensure speedy decision-making and execution, and become an innovator in safety-related areas. During fiscal 2012, the second year of the current mediumterm business plan, we have continuously promoted initiatives to strengthen our corporate foundation and profit structure.

# **Initiatives for Transparent Management**

The Nohmi Bosai Group has been undertaking a variety of initiatives to strengthen our corporate governance structure with the aim of maximizing corporate value, ensuring transparency in corporate management and enabling a quick decision-making process. We emphasize accountability to such key stakeholders as our shareholders and investors by disclosing information in a timely and appropriate manner. Moreover, by building an internal control system, we are carrying out compliance-based management that ensures strict Group-wide adherence to our code of conduct and internal rules and thereby preventing misconduct of any kind.

# **Shareholder Returns**

For the fiscal year ended March 31, 2012, the Company paid total cash dividends per share of ¥15.00, which includes a year-end cash dividend per share of ¥7.50 and interim dividend of ¥7.50 per share. With an emphasis on returning profits to shareholders, we pay dividends based on a comprehensive evaluation of such financial indicators as our payout ratio while considering the need for internal reserves to strengthen our corporate structure in preparation for future business development.

# **Outlook for Fiscal 2013**

Although the Japanese economy is on a mild upward trend, the economic outlook is difficult to foresee due to various factors such as concerns over the impact of Europe's public debt crisis and a rise in oil prices.

In the fire protection industry, the business environment surrounding the Nohmi Bosai Group is likely to remain uncertain, with the harsh conditions for receiving new orders expected to continue.

In order to address these circumstances, in fiscal 2013,

which is designated as the final year of our three-year medium-term business plan, the Nohmi Bosai Group will undertake concerted efforts to promote key measures and further contribute to society as a leading company.

Through these measures, we are projecting consolidated net sales of ¥86,000 million, operating income of ¥4,300 million and net income of ¥2,500 million in fiscal 2013.

In closing, I would like to ask all our stakeholders, including shareholders, for their continued understanding and support in the coming year.

July 2012

Takeshi Hashizume

Takeshi Hashizume President



Takeshi Hashizume President

# Nohmi Bosai at a Glance

# Fire Alarm Systems



Fire Monitoring Panels in Control Center

34.9%\*

The Nohmi Bosai Group provides a wide range of fire alarm systems and equipment—including automatic fire alarm systems, environmental monitoring systems and fire/smoke control systems—for customers at various locations, ranging from homes to large-scale commercial and industrial facilities. These products are highly acclaimed in the marketplace for integrating

cutting-edge technologies as well as for outstanding practicality and safety supported by our stringent quality assurance.

**Major Products and Services** 

• Infrared Ray Flame Detectors

Air Sampling Type Smoke

**Detection Systems** 

• Fire Alarms and Bells

Auxiliary Equipment

Transmitters

• Smoke Control Systems

Control Panels

• Heat, Smoke and Gas

We are also continuing to develop highly reliable products that meet the diverse requirements of today's buildings, as well as the analog addressable fire alarm equipment that satisfies overseas standards.

# Fire Extinguishing **Systems**



Foam Extinguishing Test

32.1%\*

# **Major Products and Services**

- Sprinklers
- Spray Heads and Nozzles
- Fire Extinguishers
- High-Expansion Foam **Extinguishing Systems**
- Dry Chemical Extinguishing Systems
- Heat and Gas Dispersion **Control Systems**
- Water Cannons

The Nohmi Bosai Group offers a wide choice of sprinkler systems, foam systems and fire protection equipment for large-scale buildings and facilities, including office buildings, leisure complexes, factories, industrial plants and road tunnels. We also offer an assortment of residential sprinkler systems. The Group has earned an outstanding reputation, especially for our excellent technologies in the

design and installation of fire extinguishing systems for waste incineration facilities, chemical plants and other specialized facilities.

We are promoting the development of distinctive products that combine the Group's proprietary technologies as well as products for cultivating new markets that address needs arising from an aging society.

**Major Products and Services** 

• Parking Lot Maintenance

# **Maintenance** Services



Inspection Services

# Inspection Services

**Major Services** 

• Maintenance Services

# Others



Parking Control System

This segment includes the installation and management of parking lot driving lane control systems. We offer driving lane control systems to make driving in parking

lots safer and improve the efficiency of parking lot traffic flow and operations. We offer a full range of systems suited for parking lots of all sizes.

Along with R&D for creating the best-suited fire protection systems, regular maintenance inspections are crucial for maintaining the level of quality necessary for these systems to function reliably and ensure optimal performance.

The Maintenance Services segment ensures the

highest levels of safety and performance by offering a wide variety of maintenance and inspection services, including round-the-clock online monitoring and telephone support services, as well as repairs. We also offer fire protection consulting services to building owners.



# **Fire Alarm Systems**

# The Year in Review

Net sales in the Fire Alarm Systems segment in fiscal 2012 increased ¥1 million from the previous year to ¥29,615 million, which was roughly on par with the previous year, and is accounting for 34.9% of consolidated net sales. Operating income was up ¥7 million, or 0.4%, to ¥1,798 million due to a reduction in selling, general and administrative expenses. New orders increased ¥636 million, or 2.2%, to ¥29,629 million.

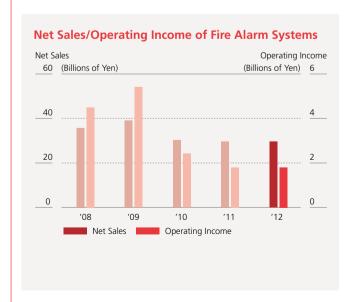
During the fiscal year under review, despite a decline in revenue from product sales, an increase in revenue from installation work resulted in a slight increase in overall net sales as well as an increase in operating income for this segment.

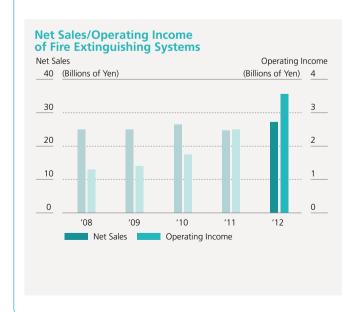
# **Systems** The Year in Review

**Fire Extinguishing** 

Net sales in the Fire Extinguishing Systems segment in fiscal 2012 increased ¥2,574 million, or 10.5%, from the previous year to ¥27,179 million, accounting for 32.1% of consolidated net sales. Operating income was up ¥1,078 million, or 43.4%, to ¥3,560 million. New orders decreased ¥1,024 million, or 3.6%, to ¥27,751 million.

While revenue from fire extinguishing equipment for general properties such as high-rise buildings decreased, we recorded higher sales for systems used in specialty facilities, including plants and factories, and in road tunnels. As a result, we posted an increase in both overall net sales and operating income for this segment.





# Review of Operations

# **Maintenance Services**

# The Year in Review

Net sales in the Maintenance Services segment in fiscal 2012 were up ¥1,830 million, or 8.6%, from the previous year to ¥23,065 million, representing 27.2% of consolidated net sales. Operating income increased ¥316 million, or 9.3%, to ¥3,700 million. New orders rose ¥1,039 million, or 4.8%, to ¥22,741 million.

During the fiscal year under review, although the cost-of-sales ratio rose slightly, higher sales in both maintenance services and repair/renewal services resulted in an increase in operating income.

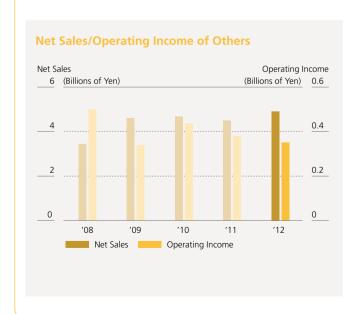
# 

# **Others**

# The Year in Review

Net sales for this segment in fiscal 2012 increased ¥405 million, or 9.0%, from the previous year to ¥4,903 million, representing 5.8% of consolidated net sales. Operating income was down ¥24 million, or 6.4%, to ¥351 million. New orders decreased ¥272 million, or 5.9%, to ¥4,858 million.

During the fiscal year under review, although overall net sales for this segment rose, we recorded a decline in operating income due to an increase in the cost-of-sales ratio of parking lot control systems.





# **Fundamental Policies**

To ensure the transparency of management, we emphasize accountability to such key stakeholders as our shareholders and investors by disclosing information in a timely and appropriate manner. We have also set up a sound governance structure that encompasses various legal functions and systems, while undertaking compliance-based management that ensures strict Group-wide adherence to our code of conduct and internal rules.



# **Corporate Governance Structure**

The Company has adopted the auditor system and has appointed three outside directors to the Board of Directors. The Board makes important management decisions and oversees the execution of business operations with the aims of maximizing corporate value, ensuring transparency in corporate management and enabling a quick decision-making process.

We have also appointed three outside corporate auditors to the Board of Auditors. Two standing corporate auditors attend important meetings, including those held by the Board of Directors and Board of Managing Directors, and examine all Group companies, monitor the independence of accounting auditors and receive reports and explanations from the accounting auditors. They also hold corporate auditors' meetings on a regular basis to report and discuss these results, which further reinforces the Board of Auditors' auditing functions.

The Audit Department, which is an internal audit department comprised of two staff members and is independent from other departments, works in collaboration with the corporate auditors and accounting auditors to systematically conduct financial and operational audits of all departments, including Group companies. The Audit Department provides recommendations for improvements based on the results of these audits and requires departments to regularly report on the status of any recommended improvements. At the same time, the department reports to the president and corporate auditors to help address any problems.

Additionally, we have established the Internal Control Promotion Department comprised of four staff members as a dedicated body to address the evaluation and audit of internal controls over financial reporting based on the Financial Instruments and Exchange Act.

Concerning risk management, we have formulated Risk Management Guidelines and built a risk response organizational

# General Meeting of Shareholders Flect/Dismiss Board of Auditors Board of Directors Flect/Dismiss Board of Directors Accounting Auditors Fresident Audit Department Internal Control Promotion Department Quality Assurance Department Divisions, Departments, Factories

structure. As part of this structure, we have established the Risk Management Committee, led by the director in charge of general affairs, and the Emergency Action Headquarters, headed by the president, to make appropriate responses depending on the nature of the risk-related issues.

In this manner, we are establishing a management control structure while enhancing our corporate governance through measures that include formulating rules for management control and business execution.



# **Internal Control System**

In accordance with the Companies Act as well as the Ordinance for Enforcement of the Companies Act, we have established the 10 structures and related matters listed below to assure that we execute our business in an appropriate manner. Under this structure, the directors and employees act in accordance with our code of conduct and other internal rules, which serve as corporate conduct criteria prescribing the appropriate behavior for each employee. We aim for greater understanding of these behavioral criteria through training and communication to employees. We also gather information from a wide range of sources, including from a legal compliance helpline, while setting up compliance structures and other necessary structures to ensure the reliability of the Group's financial reports.

# **Internal Control System**

- Structure for assuring that the execution of work duties by directors and employees conforms with laws and the Articles of Incorporation
- Structure for preserving and managing information concerning the execution of work duties by directors
- 3. Structure for stipulations and other matters related to crisis management for exposure to losses
- 4. Structure for assuring that the execution of work duties by directors is performed efficiently
- 5. Structure for assuring the appropriateness of business operations of the Nohmi Bosai Group, composed of Nohmi Bosai Ltd. and its subsidiaries
- 6. Structure related to internal audits
- 7. Matters concerning employees who, based on requests of corporate auditors, are dispatched to assist corporate auditors with work duties
- 8. Matters concerning the independence of employees mentioned in (7) from directors
- 9. Structure for reports by directors and employees to corporate auditors
- Structure for assuring that audits of corporate auditors are performed effectively

# An Integrated Fire Protection Service

Nohmi Bosai's mission is to ensure that people have effective fire protection so they can enjoy safe and comfortable lives. To this end, we have established an integrated series of services that assume consistent responsibility for giving customers the best fire protection system for their needs.

# **Research and Development**



Simulation experiments are performed in Nohmi Bosai's laboratories to enable the Company to develop fire alarm and extinguishing systems that provide an optimum degree of fire protection for the customer.

# **Consultation and System Design**



Information obtained from simulation experiments and client consultation is important for both designing and developing customized fire protection systems.

# Installation



After designing an appropriate fire protection system, our specialists install the new system. Nohmi Bosai's abundant experience in installing fire protection systems ensures that work proceeds quickly and smoothly.

# **Maintenance**



Nohmi Bosai's maintenance services give customers extra safety assurance. We ensure that existing systems work properly. Also, we check the appropriateness of existing systems in the event of a change in the occupancy or installation conditions of a building.

# **Risk Analysis**

The first step in providing fire protection is to understand the customer's specific requirements. Nohmi Bosai conducts detailed analyses of the customer's premises to evaluate important environmental factors and potential fire hazards.



# **Manufacturing and Quality Assurance**

All of Nohmi Bosai's products are manufactured under a strict quality control system. Evidence of our commitment to quality is the certification of our Menuma factory under ISO 9001— an internationally recognized standard for quality systems.



# Commissioning

The commissioning stage is vital. At project completion, our specialists conduct a thorough inspection of the newly installed fire protection system to ensure that all fire alarm and extinguishing systems are working properly. The results of this inspection are then explained to the customer.



# **Management's Discussion and Analysis**



# Performance Analysis

The Nohmi Bosai Group's consolidated financial statements are prepared in accordance with generally accepted accounting principles in Japan (Japanese GAAP). An analysis of our financial condition and business results for fiscal 2012 is shown below.

With regard to the Nohmi Bosai Group's business results for the fiscal year under review, we recorded increases in both revenue and profits as a result of promoting respective key measures of the medium-term business plan. Under such conditions, the Nohmi Bosai Group's business results by segment were as follows.

Net sales in the Fire Alarm Systems segment increased ¥1 million to ¥29,615 million, which was roughly on par with the previous year. Although revenue decreased in product sales, we recorded an increase in revenue from installation work.

In the Fire Extinguishing Systems segment, net sales increased ¥2,574 million, or 10.5%, year-on-year to ¥27,179 million. Revenue decreased in fire extinguishing equipment for general properties such as high-rise buildings; however, an increase was recorded in revenue from systems used in specialty facilities, including plants and factories, and in road tunnels.

Net sales in the Maintenance Services segment were up ¥1,830 million, or 8.6%, year-on-year to ¥23,065 million due to an increase in revenue from both maintenance and repair/renewal services.

In the Others segment, which includes all other businesses, net sales were up ¥405 million, or 9.0%, year-on-year to ¥4,903 million. This was attributable to an increase in revenue from businesses including parking lot control systems.

Consequently, consolidated net sales increased 44,810 million, or 6.0%, from the previous year to 484,762 million.

The cost-of-sales ratio improved from the previous fiscal year to 71.3% as a result of efforts to reduce expenses and costs amid a harsh business environment.

Gross profit increased 7.6% to  $\pm$ 24,340 million, and the gross profit margin edged up 0.4 percentage point from the previous year to 28.7%.

Although selling, general and administrative (SG&A) expenses increased ¥385 million, the SG&A expenses-to-net-sales ratio was down 0.9 percentage point from the previous fiscal year to 23.7%.

As a result of these factors, operating income increased 45.3% from the previous year to ¥4,278 million. Net income fell 4.2% year-on-year to ¥1,787 million due mainly to changes to Japanese tax regulations, and net income per share was ¥29.62.

#### Assets, Liabilities and Net Assets

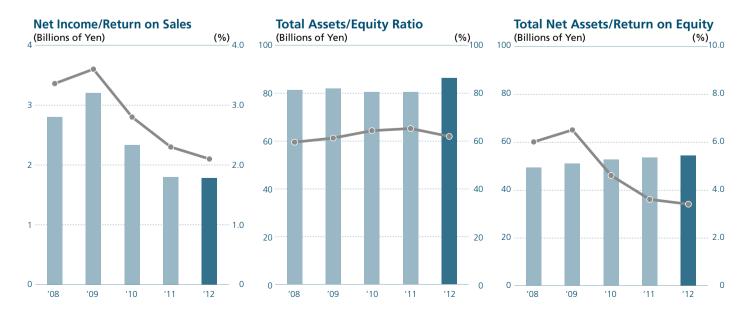
Total assets at the end of fiscal 2012 amounted to \$86,085 million, up \$5,695 million, or 7.1%, from the previous fiscal year-end.

Total current assets increased ¥6,946 million, or 11.9%, from the previous fiscal year-end to ¥65,492 million.

Total current liabilities and long-term liabilities increased  $\pm 4,763$  million, or 17.7%, from the previous fiscal year-end to  $\pm 31,755$  million.

Interest-bearing debt remained roughly on par with the previous fiscal year-end at ¥407 million.

Total net assets increased ¥931 million, or 1.7%, from the end of the previous fiscal year to  $$\pm 54,330$$  million. The equity ratio was 61.8%, down 3.3 percentage points from 65.1% at the end of the previous fiscal year. Net assets per share rose to  $$\pm 882.03$$  from  $$\pm 867.15$$  per share at the end of fiscal 2011.



# Cash Flow

Net cash provided by operating activities amounted to \$1,639 million compared with \$5,618 million in the previous fiscal year, consisting mainly of an increase in receivables of \$5,351 million, an increase in inventories of \$1,432 million, income before income taxes and minority interests of \$4,138 million, an increase in payables of \$2,023 million and depreciation and amortization totaling \$1,988 million.

Net cash used in investing activities amounted to \$1,726 million compared with \$4,035 million in the previous fiscal year, consisting mainly of payments for purchase of property, plant and equipment.

Net cash used in financing activities amounted to ¥939 million compared with ¥947 million in the previous fiscal year, consisting mainly of cash dividends paid.

As a result, net decrease in cash and cash equivalents amounted to  $\pm 1,029$  million, and cash and cash equivalents at end of year totaled  $\pm 19,044$  million.

# **Outlook for Fiscal 2013**

Given the current circumstances, we expect a harsh environment for receiving new orders in the fire protection industry. The future outlook also is difficult to foresee due to the risks amid the economic downturn, including the impacts of the public debt crisis in Europe and a rise in oil prices.

In order to address these situations, the Nohmi Bosai Group will continue to undertake concerted efforts in fiscal 2013, the final year of our medium-term business plan, to promote respective key measures and further contribute to society as a leading company.

For fiscal 2013, ending March 2013, we are forecasting consolidated net sales of ¥86,000 million and net income of ¥2,500 million. Although we foresee a difficult environment for new orders, we are aiming for a ¥1,238 million increase in net sales by proactively responding to market needs and further promoting initiatives to strengthen our corporate foundation and profit structure. At the same time, the cost-of-sales ratio is expected to slightly deteriorate despite our effort to maintain the ratio at the current level. To this end, we will strive to secure profits through intensive cost-reduction measures and lowering the SG&A expenses-to-net-sales ratio. Accordingly, we plan to pay annual cash dividends per share of ¥15.00, which will include an interim cash dividend per share of ¥7.50 and a year-end cash dividend per share of ¥7.50.

#### **Risk Information**

# (1) Business Environment

The Nohmi Bosai Group's businesses are closely associated with the construction industry and public works projects. Accordingly, business trends in these sectors could have an adverse impact on the Nohmi Bosai Group's financial condition and business results.

# (2) Laws and Regulations

The dominant portion of the Nohmi Bosai Group's businesses is conducted in conformance with the Japanese Fire Service Law. Accordingly, significant changes in the law could have an adverse impact on the Nohmi Bosai Group's financial condition and business results.

# (3) Seasonal Variation in Business Results

Business results of the Nohmi Bosai Group fluctuate significantly by season, whereby there is a tendency for sales to increase in the fourth guarter of the fiscal year.

# (4) Credit Risk of Business Partners

Credit risk of business partners could have an adverse impact on the Nohmi Bosai Group's financial condition and business results.

# (5) Procurement of Raw Materials

Sharp rises in prices of raw materials or supply shortages of certain raw materials could have an adverse impact on the Nohmi Bosai Group's financial condition and business results.

# (6) Asset Holding Risks

The Nohmi Bosai Group holds assets such as real estate and securities. Accordingly, a significant drop in the market value of these assets could have an adverse impact on the Nohmi Bosai Group's financial condition and business results.

# (7) Retirement Benefit Expenses and Liabilities

The Nohmi Bosai Group's employee retirement benefit expenses and liabilities are calculated based on expected rates of return on pension assets as well as assumptions upon making actuarial calculations that incorporate discount rates and other factors. Accordingly, a drop in market value of pension assets or significant changes in the assumptions for calculating retirement benefit expenses and liabilities could have an adverse impact on the Nohmi Bosai Group's financial condition and business results.

# (8) Effects of Natural Disasters

Damage to the Nohmi Bosai Group's production and sales facilities as a result of a large-scale natural disaster, including a major earthquake, could have an adverse impact on the Nohmi Bosai Group's financial condition and business results.





ASSETS	Millions	s of Yen	Thousands of U.S. Dollars (Note 1)
	2011	2012	2012
Current Assets:			
Cash and bank deposits (Notes 4 and 12)	V10 207	V40 FF4	¢ 225.745
Short-term investments (Notes 4 and 12)	¥19,297 2,000	¥18,554 2,000	\$ 225,745 24,334
Trade receivables (Notes 12 and 18):	2,000	2,000	24,334
,	4.600	E 221	62.645
Notes	4,609	5,231	63,645
Accounts	20,098	24,778	301,472
Unconsolidated subsidiaries and affiliates	181_	214_	2,604
	24,888	30,223	367,721
Less: Allowance for bad debts	24,000 (259)	30,223 (191)	(2,324)
Less. Allowance for bad debts	(233)	(131)	(2,324)
	24,629	30,032	365,397
Inventories (Note 7)	10,515	11,941	145,286
Deferred tax assets (Note 13)	1,572	1,941	23,616
Prepaid expenses and other current assets	533	1,024	12,459
repaid expenses and other current assets			
Total current assets	58,546	65,492	796,837
Property, Plant and Equipment (Notes 6 and 11):	10.450	10 300	425 447
Buildings and structures	10,450	10,308	125,417
Machinery and equipment	2,396	2,363	28,750
Tools and furniture	6,259	6,432	78,258
	19,105	10 103	222 425
Lossy Assume data dishara sistian	•	19,103	232,425
Less: Accumulated depreciation	(11,173)	(11,807)	(143,655)
	7,932	7,296	88,770
Construction in progress	54	66	803
Land	4,392	4,189	50,967
Net property, plant and equipment	12,378	11,551_	140,540_
Intangible Assets:			
Software	1,329	858	10,439
Goodwill	64	49	596
Other intangible assets	83	77	937
outer many as assets			
Total intangible assets	1,476	984	11,972_
Investments and Other Assets:	1 222	4 242	45.003
Investments in securities (Notes 5 and 12)	1,322	1,312	15,963
Investments in unconsolidated subsidiaries and affiliates (Note 12)	1,712	1,855	22,570
Long-term receivables	60	20	243
Long-term loans receivable (Note 12)	223	206	2,506
Prepaid pension cost (Note 9)	691	833	10,135
Deferred tax assets (Note 13)	1,875	1,694	20,611
Other assets	2,275_	2,243	27,291
	8,158	8,163	99,319
Less: Allowance for bad debts	(168)	(105)	(1,278)
Less. Allowance for bud debid	(100)	(103)	(1,270)
Total investments and other assets	7,990	8,058	98,041
Total assets	¥80,390	¥86,085	\$1,047,390

See accompanying notes to consolidated financial statements.

LIABILITIES AND NET ASSETS		Million	s of Yen			nousands of Dollars (Note 1)
	20	)11	2012		2012	
Current Liabilities:						-
Short-term debt (Notes 8 and 12)	¥	34	¥	33	\$	402
Trade payables (Notes 12 and 18):	+	54	+	33		402
Notes	1	,832		2,110		25,672
Accounts		,749		5,103		62,088
Unconsolidated subsidiaries and affiliates		,182		2,810		34,189
Officerisoridated substituties and armitates		7		,,,,,,	_	
	8	,763	10	0,023		121,949
Non-trade accounts payable (Note 12)	4	,567		5,398		65,677
Advances received on uncompleted construction contracts		,213	2	2,876		34,992
Accrued bonuses to employees		,357	2	2,857		34,761
Accrued warranty costs		38		41		499
Income taxes payable (Note 12)	1	,090		2,192		26,670
Allowance for losses on construction contracts		380		441		5,365
Other current liabilities	1	,199		1,564		19,029
		7.55		.,,,,,	-	107020
Total current liabilities	20	,641	25	5,425		309,344
Long-term Liabilities:						
Long-term debt (Note 8)		368		374		4,550
Accrued retirement benefits (Note 9)	_	,328		5,276		64,193
Directors' and corporate auditors' retirement benefits	5	,320 598		607		7,385
		35		31		378
Other long-term liabilities		33 15		40		487
Asset retirement obligations		6		2		24
Negative goodwill					_	
Total long-term liabilities	6	,350		5,330		77,017
Contingent liabilities (Note 14)						
Net Assets (Note 15)						
Shareholders' Equity:						
Common stock:						
Authorized: 160,000,000 shares at March 31, 2011 and 2012						
Issued: 60,832,771 shares at March 31, 2011 and 2012	13	,302	13	3,302		161,845
Capital surplus		,745		2,745		155,067
Retained earnings		,511		7,391		333,264
Less: Treasury stock, at cost		,,,,,,		,,,,,,		555,25
493,026 shares and 505,157 shares at March 31, 2011 and 2012		(246)		(252)	_	(3,066)
Total shareholders' equity	52	,312	53	3,186		647,110
				_	_	
Accumulated Other Comprehensive Income:						
Unrealized gains on securities, net of taxes		110		125		1,521
Foreign currency translation adjustments		(98)		(101)		(1,229)
<b>→</b> . 1		4.0				202
Total accumulated other comprehensive income		12		24	_	292
Minority Interests	1	,075		1,120		13,627
Total net assets	53	,399	54	1,330		661,029
Total liabilities and net assets	¥80	,390	¥86	5,085	\$1	,047,390

See accompanying notes to consolidated financial statements.



		Millions of Yen		Thousands of U.S. Dollars (Note 1)
	2010	2011	2012	2012
Net Sales (Note 18) Cost of Sales (Note 18)		¥79,952 57,331	¥84,762 60,422	\$1,031,293 735,150
Gross profit	24,538	22,621	24,340	296,143
Selling, General and Administrative Expenses (Note 10)		19,677	20,062	244,093
Operating income	4,338	2,944	4,278	52,050
Interest income	52	35	33	402
Interest expense	(4)	(4)	(4)	(49)
Dividend income	26	27	32	389
Dividend on insurance policies	34	16	13	158
Insurance return	75	107	40	487
Rental revenue	71	71	70	852
Rental expense	(62)	(56)	(56)	(681)
Amortization of negative goodwill	11	11	4	49
Equity in earnings of affiliates	58	74	112	1,363
Cash discount	(6)	(60)	(58)	(706)
Foreign exchange loss	(28)	(9)	(16)	(195)
Commitment fee	(32)	(7)	(7)	(85)
Gain on sales of investments in securities	<del>-</del>	67	4	49
Compensation for damage	(0)	(7)	(35)	(426)
Reversal of allowance for bad debts		21		(a )
Loss on sales/disposals of property, plant and equipment	(89)	(54)	(75)	(913)
Gain on negative goodwill	_		17	207
Effect of adoption of accounting standard for asset retirement obligations		(34)		
Loss on devaluation of investments in securities	(110)	(4)	(25)	(304)
Impairment loss on fixed assets (Note 6)	(15)		(298)	(3,626)
Others, net	99	185	109	1,326
to a constitution of the second second section of the	80	379	(140)	(1,703)
Income before income taxes and minority interests	4,418	3,323	4,138	50,347
Income Taxes (Note 13):				
Current	1,562	1,349	2,453	29,845
Deferred	392_	2	(201)	(2,445)
	1,954	1,351	2,252	27,400
Income before minority interests	2,464	1,972	1,886	22,947
Minority Interests in Net Income of Consolidated Subsidiaries	(130)	(106)	(99)	(1,205)
Net income	¥ 2,334	¥ 1,866	¥ 1,787	\$ 21,742
Day Chana (Nata 2)		Yen		U.S. Dollars (Note 1)
Per Share (Note 2):	V 20 CC	V 20 02	V 20.62	6 026
Net income	¥ 38.66	¥ 30.92	¥ 29.62	\$ 0.36
Net assets	854.26	867.15	882.03	10.73
Cash dividends	15.00	15.00	15.00	0.18
Weighted Average Number of Shares Issued (in thousands)	60,359	60,347	60,334	_

# **Consolidated Statements of Comprehensive Income**

Nohmi Bosai Ltd. and Subsidiaries For the years ended March 31, 2010, 2011 and 2012

		Millions of Yen		Thousands of U.S. Dollars (Note 1)
	2010	2011	2012	2012
Income before Minority Interests Other Comprehensive Income (Note 16):	¥ —	¥1,973	¥1,886	\$22,947
Unrealized gains (losses) on securities, net of taxes	_	(69)	12	146
Foreign currency translation adjustments	_	(193)	(5)	(61)
Share of other comprehensive income of affiliates accounted for under the equity method	_	(2)	3	36
Total other comprehensive income		(264)	10	121
Comprehensive income (Note 16)	¥ —	¥1,709	¥1,896	\$23,068
Total Comprehensive Income Attributable to (Note 16):				
Owners of the parent	¥ —	¥1,680	¥1,800	\$21,900
Minority interests	_	29	96	1,168

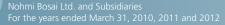
# Consolidated Statements of Changes in Net Assets Nohmi Bosai Ltd. and Subsidiaries For the years ended March 31, 2010, 2011 and 2012

Thousands					Million	s of Yen				
		Sł	nareholders' equi	ty		Accumulated	other compre	hensive income		
Number of shares of common stock	Common stock	Capital surplus	Retained earnings	Treasury stock	Total shareholders' equity	Unrealized gains (losses) on securities, net of taxes	Foreign currency translation adjustments	Total accumulated other comprehensive income	Minority interests	Total
Net assets at April 1, 2009 60,832	¥13,302	¥12,745	¥24,277	¥(234)	¥50,090	¥ (68)	¥ 1	¥ (67)	¥ 958	¥50,981
Net income			2,334		2,334					2,334
Cash dividends paid			(1,059)		(1,059)					(1,059)
Acquisition of treasury stock				(4)	(4)					(4)
Net changes during the year						249	16	265	116	381
Balance at March 31, 2010 60,832	¥13,302	¥12,745	¥25,552	¥(238)	¥51,361	¥181	¥ 17	¥ 198	¥1,074	¥52,633
Net income			1,866		1,866					1,866
Cash dividends paid			(907)		(907)					(907)
Acquisition of treasury stock				(8)	(8)					(8)
Net changes during the year						(71)	(115)	(186)	1	(185)
Balance at March 31, 2011 <b>60,832</b>	¥13,302	¥12,745	¥26,511	¥(246)	¥52,312	¥110	¥ (98)	¥ 12	¥1,075	¥53,399
Net income			1,787		1,787					1,787
Cash dividends paid			(907)		(907)					(907)
Acquisition of treasury stock				(6)	(6)					(6)
Disposal of treasury stock		(0)		0	0					0
Net changes during the year						15	(3)	12	45	57
Balance at March 31, 2012 <b>60,832</b>	¥13,302	¥12,745	¥27,391	¥(252)	¥53,186	¥125	¥(101)	¥ 24	¥1,120	¥54,330

				Th	ousands of U	.S.Dollars (N	ote1)			
		Shareholders' equity					other comprel			
	Common stock	Capital surplus	Retained earnings	Treasury stock	Total shareholders' equity	Unrealized gains (losses) on securities, net of taxes	Foreign currency translation adjustments	Total accumulated other comprehensive income	Minority interests	Total
Balance at March 31, 2011	\$161,845	\$155,067	\$322,557	\$(2,993)	\$636,476	\$1,338	\$(1,192)	\$146	\$13,079	\$649,701
Net income			21,742		21,742					21,742
Cash dividends paid			(11,035)		(11,035)					(11,035)
Acquisition of treasury stock				(73)	(73)					(73)
Disposal of treasury stock		(0)	)	0	0					0
Net changes during the year						183	(37)	146	548	694
Balance at March 31, 2012	\$161,845	\$155,067	\$333,264	\$(3,066)	\$647,110	\$1,521	\$(1,229)	\$292	\$13,627	\$661,029

See accompanying notes to consolidated financial statements.

# **Consolidated Statements of Cash Flows**





		Millions of Yen		Thousands of U.S. Dollars (Note 1)
	2010	2011	2012	2012
Cash Flows from Operating Activities:				
Income before income taxes and minority interests	¥ 4,418	¥ 3,323	¥ 4,138	\$ 50,347
Adjustments for:				
Depreciation and amortization	1,291	1,442	1,988	24,188
Impairment loss on fixed assets	15	_	298	3,626
Amortization of goodwill	_	16	16	195
Amortization of negative goodwill	(11)	(11)	(4)	(49)
Gain on negative goodwill			(17)	(207)
Increase (decrease) in allowance for bad debts	57	(57)	(61)	(742)
Decrease in accrued retirement benefits	(145)	(104)	(52)	(633)
Increase (decrease) in directors' and corporate auditors'	( - /	, ,	( )	(
retirement benefits	78	(73)	9	110
Increase (decrease) in accrued bonuses	(510)	(222)	500	6,083
Increase (decrease) in accrued warranty costs	(1)	(19)	2	24
Increase (decrease) in allowance for losses on construction contracts	(96)	234	61	742
Interest and dividend income	(78)	(62)	(65)	(791)
Insurance return	(75)	(107)	(40)	(487)
Interest expenses	4	4	4	49
Equity in earnings of affiliates	(58)	(74)	(112)	(1,363)
Loss on sales/disposal of property, plant and equipment	89	54	75	913
Loss on devaluation of investments in securities	110	4	25	304
Gain on sales of investments in securities	—	(67)	(4)	(49)
Decrease (increase) in receivables	— 696	` '		` '
Decrease (increase) in inventories		1,036	(5,351)	(65,105) (17,423)
,	3,936	1,718	(1,432)	
Increase (decrease) in payables	(1,457)	741	2,023	24,614
Increase (decrease) in advance received on uncompleted	(4.405)	(202)	663	0.067
construction contracts	(1,185)	(383)	663	8,067
Others, net	391	(269)	271	3,297
Subtotal	7,469	7,124	2,935	35,710
Interest and dividend income received	81	65	68	827
Interest expenses paid	(4)	(4)	(4)	(48)
Income taxes paid	(1,893)	(1,567)	(1,360)	(16,547)
Net cash provided by operating activities	5,653_	5,618_	1,639	19,942
Cash Flows from Investing Activities:				
Decrease (increase) in time deposits	(173)	40	(285)	(3,468)
Payments for purchase of property, plant and equipment	(2,148)	(4,151)	(1,294)	(15,744)
Proceeds from sales of property, plant and equipment	42	7	74	900
Payments for purchase of investments in securities	(7)	(7)	(8)	(97)
Proceeds from sales of investments in securities	10	80	21	256
Payments for transfer of business	_	(100)	_	_
Payments for loans receivable	(10)	(1)	(280)	(3,407)
Proceeds from loans receivable	70	56	47	572
Proceeds from cancellation of insurance contracts	281	359	150	1,825
Others, net	(23)	(318)	(151)	(1,837)
Net cash used in investing activities	(1,958)	(4,035)	(1,726)	(21,000)
Cook Flower from Financian Activities				
Cash Flows from Financing Activities:	(1.050)	(007)	(007)	(44.035)
Cash dividends paid	(1,059)	(907)	(907)	(11,035)
Cash dividends paid to minority shareholders	(14)	(29)	(23)	(280)
Payments for purchase of treasury stock	(4)	(8)	(6)	(73)
Others, net	(1)	(3)	(3)	(37)
Net cash used in financing activities	(1,078)	(947)	(939)	(11,425)
Effect of exchange rate changes on cash and cash equivalents	6	(43)	(3)	(37)
Net increase (decrease) in cash and cash equivalents	2,623	593	(1,029)	(12,520)
Cash and cash equivalents at beginning of year	16,857	19,480	20,073	244,227
Cash and cash equivalents at end of year (Note 4)	¥19,480	¥20,073	¥19,044	\$231,707

See accompanying notes to consolidated financial statements.

# Notes to the Consolidated Financial Statements Nohmi Bosai Ltd. and Subsidiaries For the years ended March 31, 2010, 2011 and 2012

# 1. Basis of Presenting the Consolidated Financial Statements

The accompanying consolidated financial statements of Nohmi Bosai Ltd. (the "Company") and its consolidated subsidiaries have been prepared in accordance with the provisions set forth in the Financial Instruments and Exchange Law and its related accounting regulations, and in conformity with accounting principles generally accepted in Japan ("Japanese GAAP"), which are different in certain respects as to application and disclosure requirements from International Financial Reporting Standards.

Under Japanese GAAP, a consolidated statement of comprehensive income has been required from the year ended March 31, 2011 and presented herein. Accordingly, accumulated other comprehensive income is presented in the consolidated balance sheets and the consolidated statements of changes in net assets. Information with respect to other comprehensive income for the year ended March 31, 2010 is disclosed in Note 16 as required under Japanese GAAP.

The accompanying consolidated financial statements have been restructured and translated into English from the consolidated financial statements of the Company prepared in accordance with Japanese GAAP and filed with the appropriate Local Finance Bureau of the Ministry of Finance as required by the Financial Instruments and Exchange Law. Certain supplementary information included in the statutory Japanese language consolidated financial statements, but not required for fair presentation, is not presented in the accompanying consolidated financial statements.

The Company has made necessary adjustments to its consolidated accounting process regarding overseas subsidiaries in accordance with the "Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for Consolidated Financial Statements" (ASBJ Practical Issues Task Force (PITF) No. 18 issued on May 17, 2006).

The translation of the Japanese yen amounts into U.S. dollars is included solely for the convenience of readers outside Japan, using the prevailing exchange rate at March 31, 2012, which is ¥82.19 to US\$1. The convenience translation should not be construed as representation that the Japanese yen amounts have been, could have been, or could in the future be, converted into U.S. dollars at this or any other rate of exchange.

# 2. Summary of Significant Accounting Policies (1) Scope of Consolidation and Elimination

The Company had 28 subsidiaries at March 31, 2011 and 2012. The consolidated financial statements include the accounts of the Company and 22 subsidiaries at March 31, 2011 and 2012.

The 22 subsidiaries which have been consolidated with the Company are listed as follows:

	ownership percentage
Nohmi Setsubi Co., Ltd.	100.0%
Ichibou Co., Ltd.	73.2%
Kyushu Nohmi Co., Ltd	100.0%
Chiyoda Service Co., Ltd.	70.0%
Bosai Engineering Co., Ltd.	100.0%
Nohmi System Co., Ltd.	100.0%
Iwate Nohmi Co., Ltd	100.0%
Tohoku Bosai Plant Co., Ltd	100.0%
Aomori Nohmi Co., Ltd	100.0%
Osaka Nohmi Co., Ltd	100.0%
NISSIN BOHSAI Co., Ltd.	100.0%
Chiba Nohmi Co., Ltd.	100.0%
Shikoku Nohmi Co., Ltd.	100.0%
Nohmi Techno Engineering Co., Ltd.	100.0%
Akita Nohmi Co., Ltd.	100.0%
Fukushima Nohmi Co., Ltd	100.0%
Tohoku Nohmi Co., Ltd.	100.0%
Nohmi Plant Niigata Co., Ltd	100.0%
Hokkaido Nohmi Co., Ltd	100.0%
Yashima Bosai Setsubi Co., Ltd	81.8%
Nohmi Taiwan Ltd	58.0%
Shanghai Nohmi Secom Fire Protection Equipment Co., Ltd	60.0%

Fauity

Kyushu Nohmi Engineering Co., Ltd. was merged with Fukuoka Nohmi Co., Ltd. and was renamed Kyushu Nohmi Co., Ltd. during the year ended March 31, 2011.

The accounts of the remaining 6 unconsolidated subsidiaries had insignificant amounts of total assets, net sales, net income and retained earnings and therefore have been excluded from consolidation.

# (2) Elimination of Intercompany Accounts

For the purposes of preparing the consolidated financial statements, all significant intercompany transactions, account balances and unrealized profits among the Company and its consolidated subsidiaries have been eliminated, and the portion attributable to minority interests is charged/credited to "Minority interests."

The assets and liabilities of acquired consolidated subsidiaries are incorporated into the financial statements at fair value and the difference between net assets at fair value and book value of investments at acquisition dates of investments is recorded as goodwill or negative goodwill and amortized over a five-year period on a straight-line basis.

# (3) Investments in Unconsolidated Subsidiaries and Affiliates

At March 31, 2011 and 2012, the Company had investments in 4 affiliates. Investments in unconsolidated subsidiaries and affiliates are generally accounted for under the equity method. Consolidated income includes the Company's current equity in the net income of affiliates after elimination of intercompany profits.

The equity method is applied to the investments in 1 affiliate out of 4 affiliates in the consolidated financial statements.

However, the remaining 6 unconsolidated subsidiaries and 3 affiliates do not have a material effect on net income nor retained earnings in the consolidated financial statements. Accordingly, the investments in these 6 unconsolidated subsidiaries and 3 affiliates are carried at cost.



# (4) Cash and Cash Equivalents

Cash and cash equivalents in the consolidated statements of cash flows are composed of cash in hand, bank deposits withdrawable on demand and short-term investments with an original maturity of mainly three months or less and which have minor risk of fluctuations in value.

# (5) Inventories

Inventories are stated at the lower of cost or net realizable value. The cost is determined by the following methods according to inventory item:

Products and raw materials......Weighted-average cost method Work in progress......Individually identified cost method

Cost of construction contracts in progress is stated at cost determined by the individually identified cost method.

# (6) Financial Instruments

Securities

In accordance with Japanese GAAP, securities held by the Company and its subsidiaries are classified into four categories as follows:

Trading securities, which are held for the purpose of generating profits on short-term differences in prices, are stated at fair value, with changes in fair value included in net profit or loss for the period in which they arise.

Held-to-maturity debt securities, that the Company and its subsidiaries intend to hold to maturity, are stated at cost after accounting for premium or discount on acquisition, which is amortized over the period to maturity.

Investments in equity securities issued by unconsolidated subsidiaries and affiliates are accounted for under the equity method.

Other securities, for which market quotations are available, are stated at fair value. The differences between the book value and market prices of other securities, net of applicable income taxes, are presented in net assets as a component of accumulated other comprehensive income. If fair value is not available, other securities are stated at moving average cost.

# (7) Property, Plant and Equipment

Property, plant and equipment are stated at cost.

Depreciation is computed using the straight-line method over the estimated useful lives of the assets.

The Company and its subsidiaries assess impairment of each group of assets, which are grouped on the basis of managerial accounting and investment decision-making purposes.

# (8) Amortization

Software for internal use is amortized using the straight-line method over the expected useful lives (5 years).

Other intangible assets are amortized by the straight-line method over the expected useful lives of the respective assets.

Goodwill or negative goodwill is amortized over a five-year period on a straight-line basis.

# (9) Allowance for Bad Debts

In accordance with Japanese GAAP, future credit losses on receivables are estimated by the following classification of receivables:

Receivables from debtors who are not in serious financial difficulty are called "normal receivables." The allowance for doubtful accounts against normal receivables is estimated by applying the historical credit loss rates, on an appropriate aggregated basis, or on a disaggregated basis by category of similar receivables.

Receivables from debtors who have not gone into bankruptcy, but

who are or probably would be in serious financial difficulty if they had to repay debts are called "doubtful receivables." The allowance for doubtful accounts against these doubtful receivables is estimated by first deducting future cash inflows to be generated from foreclosure or guarantors from the recorded receivable amount, and then considering the debtor's financial condition and operating results to determine the remaining amount.

Receivables from debtors who have either gone into bankruptcy or are substantially insolvent are called "failed receivables." The allowance for doubtful accounts against failed receivables and other similar receivables is estimated as the recorded receivables amount less cash inflows from foreclosures or guarantors.

# (10) Accrued Warranty Costs

Accrued warranty costs have been provided by the Company and its consolidated domestic subsidiaries for the cost of warranties on completed construction contracts estimated to be incurred subsequent to year-end dates. Accrued warranty costs are provided based on past experience.

# (11) Allowance for Losses on Construction Contracts

Allowance for losses on construction contracts is provided at the estimated amount for future losses on construction backlog if those losses are judged to be probable at the balance sheet date and reasonable estimation of the amounts of such losses is possible.

# (12) Accounting for Leases

The Company and its consolidated domestic subsidiaries account for finance leases commencing prior to April 1, 2008 which do not transfer the ownership of the leased property to the lessee as operating leases with disclosures of certain "as if capitalized" information. The Company and its consolidated domestic subsidiaries capitalized finance leases which commenced on or after April 1, 2008, except for certain immaterial or short-term finance leases, which are accounted for as operating leases.

As permitted, finance leases which commenced prior to April 1, 2008 and have been accounted for as operating leases continue to be accounted for as operating leases with disclosure of certain "as if capitalized" information.

# (13) Revenue Recognition

As discussed in Note 3 (2), effective from April 1, 2009, the Company and its consolidated subsidiaries adopted a new accounting standard for recognition of revenues.

The Company and its consolidated subsidiaries apply the percentage-of-completion method to construction contracts, commencing on or after April 1, 2009, whose outcomes are deemed certain at the end of the current fiscal year, and applies the completed-contract method to other construction contracts. The percentage of costs incurred to the estimated total cost is used for estimating the percentage of completion.

# (14) Income Taxes

Income taxes in Japan consist of corporation, enterprise and inhabitant taxes.

The Company and its consolidated subsidiaries recognize deferred tax assets and liabilities for future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases.

#### (15) Accrued Retirement Benefits

In accordance with Japanese Accounting Standards for Accrued Retirement Benefits, accrued retirement benefits represent the estimated present value of projected benefit obligations in excess of fair value of the plan assets.

Any unrecognized actuarial differences are amortized on a straightline basis over a period of mainly 10 years from the next year in which they arise.

As discussed in Note 3 (1), effective from April 1, 2009, the Company and its subsidiaries adopted the amended accounting standard.

# (16) Directors' and Corporate Auditors' Retirement Benefits

Retirement benefits for directors and corporate auditors are provided for at an amount calculated based upon internal rules at the balance sheet date.

# (17) Research and Development Expenses

Research and development expenses are charged to income as incurred.

# (18) Foreign Currency Translation

Receivables and payables denominated in foreign currencies are translated into Japanese yen at the exchange rate prevailing on the respective balance sheet dates, and resulting exchange gains or losses are included in net income or loss for the period.

The balance sheet accounts of foreign subsidiaries are translated into Japanese yen at the rates of exchange in effect at the balance sheet date, except for shareholders' equity accounts, which are translated at the historical rates. Revenue and expense accounts of foreign subsidiaries are translated at average rates of exchange in effect during the year. Resulting translation adjustments are presented in net assets as a component of accumulated other comprehensive income in the consolidated financial statements.

# (19) Net Income and Dividends per Share

Net income per share of common stock is based upon the weighted average number of shares of common stock outstanding during each year. There are no equity instruments issued that have a dilutive effect on earnings per share. Cash dividends per share shown for each period in the accompanying consolidated statements of income represent dividends declared as applicable to the respective periods.

#### (20) Reclassification

Certain reclassifications of previously reported data have been made to conform with current classifications.

# 3. Changes in Accounting Policies

# (1) Accounting Standard for Retirement Benefits

Effective from April 1, 2009, the Company and its consolidated domestic subsidiaries adopted the "Partial Amendments to Accounting Standard for Retirement Benefits (Part 3)" (ASBJ Statement No. 19 issued on July 31, 2008). The new accounting standard requires domestic companies to use the rate of return on long-term government or gilt-edged bonds as of the end of the fiscal year for calculating the projected benefit obligation of a defined-benefit plan. Previously, companies were allowed to use a discount rate determined by taking into consideration fluctuations in the yield of long-term government or gilt-edged bonds over a certain period. This change had no impact on the consolidated financial statements.

# (2) Accounting Standard for Construction Contracts

The "Accounting Standards for Construction Contracts" (ASBJ Statement No. 15 issued on December 27, 2007) and the "Guidance on Accounting Standard for Construction Contracts" (ASBJ Guidance No. 18 issued on December 27, 2007) have been adopted for recognition of sales effective from the fiscal year ended March 31, 2010.

The Company applies the percentage-of-completion method to construction contracts, commencing on or after April 1, 2009, whose outcomes are deemed certain at the end of the current fiscal year, and applies the completed-contract method to other construction contracts. The percentage of costs incurred to the estimated total cost is used for estimating the percentage of completion.

As a result of adopting the new accounting standards, net sales increased by ¥903 million and gross profit, operating income and income before income taxes increased by ¥136 million for the year ended March 31, 2010.

# (3) Accounting Standard for Asset Retirement Obligations

Effective from April 1, 2010, the Company and its consolidated subsidiaries adopted the "Accounting Standard for Asset Retirement Obligations" (ASBJ Statement No. 18 issued on March 31, 2008) and the "Guidance on Accounting Standard for Asset Retirement Obligations" (ASBJ Guidance No. 21 issued on March 31, 2008). This change had no material impact on the consolidated financial statements.

# (4) Accounting Standard for Business Combinations

Effective from April 1, 2010, the Company and its consolidated subsidiaries adopted the "Accounting Standard for Business Combinations" (ASBJ Statement No. 21 issued on December 26, 2008), the "Accounting Standard for Consolidated Financial Statements" (ASBJ Statement No. 22 issued on December 26, 2008), the "Partial Amendments to Accounting Standard for Research and Development Costs" (ASBJ Statement No. 23 issued on December 26, 2008), the "Accounting Standard for Business Divestitures" (ASBJ Statement No. 7 issued on December 26, 2008), the "Accounting Standard for Equity Method of Accounting for Investments" (ASBJ Statement No. 16 issued on December 26, 2008), and the "Guidance on Accounting Standard for Business Combinations and Accounting Standard for Business Divestitures" (ASBJ Guidance No. 10 issued on December 26, 2008).

# (5) Accounting Standard for Presentation of Comprehensive Income

Effective from April 1, 2010, the Company and its consolidated subsidiaries adopted the "Accounting Standard for Presentation of Comprehensive Income" (ASBJ Statement No. 25 issued on June 30, 2010).

The comparative information for the year ended March 31, 2010 is disclosed in Note 16.

# (6) New Accounting Standard for Accounting Changes and Error Corrections

The Company and its consolidated subsidiaries adopted the "Accounting Standard for Accounting Changes and Error Corrections" (ASBJ Statement No. 24 issued on December 4, 2009) and the "Guidance on Accounting Standard for Accounting Changes and Error Corrections" (ASBJ Guidance No. 24 issued on December 4, 2009) for accounting changes and corrections of prior period errors from the fiscal year beginning on April 1, 2011.



# 4. Cash and Cash Equivalents

Cash and cash equivalents consisted of the following:

		1			ousands of .S. Dollars			
		2010		2011		2012	Ξ	2012
Cash and bank deposits	¥	18.765	¥	19.297	v	19 55/	¢	225.745
'	Ŧ	10,703	Ŧ	19,297	+	10,334	Þ	223,743
Short-term investments		2,000		2,000		2,000		24,334
Total		20,765		21,297		20,554		250,079
Time deposits with deposit terms of								
over three months		(1,285)	_	(1,224)	_	(1,510)		(18,372)
Cash and cash equivalents	¥	19,480	¥	20,073	¥	19,044	\$	231,707

Cash and bank deposits of ¥50 million (\$608 thousand) are pledged as collateral for opening a bill of credit as of March 31, 2012.

# 5. Securities

The following tables summarize the acquisition costs and book value/fair value of securities with available fair values as of March 31, 2011 and 2012.

Available-for-sale securities

Securities with book value exceeding acquisition costs

	,								
			Millio	ns of Yen	1				
			2	2011					
		k value/ r value		juisition cost	Di	fference			
Equity securities	¥	711	¥	490	¥	221			
			Millio	ns of Yen	1				
			- 2	2012					
		k value/ r value		juisition cost	Di	fference			
Equity securities	¥	872	¥	636	¥	236			
	Thousands of U.S. Dollars								
			2	2012					
		k value/ r value		juisition cost	Di	fference			
Equity securities	\$ 1	0,610	\$	7,738	\$	2,872			
Securities with book value not excee	ding	g acquisi	tion	cost					
			Millio	ns of Yen	1				
			2	2011					

	2011							
	Book value/ fair value		Ac	quisition cost	Diff	erence		
Equity securities	¥	511	¥	598	¥	(87)		
Negotiable certificate of deposit	¥	2,000	¥	2,000	¥	_		
			Milli	ons of Yer	l			
	2012							
		ok value/ iir value	Ac	quisition cost	Diff	erence		
Equity securities	¥	342	¥	421	¥	(79)		
Negotiable certificate of deposit	¥	2,000	¥	2,000	¥	_		
	Thousands of U.S. Dollars							
				2012				

	Thous	S			
		2012			
	Book value/ fair value	Acquisition cost	Difference		
Equity securities  Negotiable certificate of deposit			\$ \$	(961) —	

The following tables summarize book value of securities with no available fair market values as of March 31, 2011 and 2012.

Available-for-sale securities

		Millions	Thousands of U.S. Dollars			
	2011		2012			2012
Non-listed equity securities	¥	100	¥	98	\$	1,192

# 6. Impairment Loss on Fixed Assets

The Company has recognized an impairment loss of ¥15 million for the following group of assets as of March 31, 2010:

Use	Location	Category
Business properties	International division (Chiyoda Ward, Tokyo Metropolis)	Tools and furniture

The Company recognized an impairment loss amounting to ¥15 million on business assets due to low profitability caused by fierce competition outside of Japan. The recoverable amount is measured by the net realizable value and calculated based on the disposable value.

The Company and its consolidated subsidiaries have recognized impairment losses of ¥298 million (\$3,626 thousand) for the following groups of assets as of March 31, 2012:

Use	Location	Category
Business properties	Branch office (Chiba and Shizuoka Prefectures) and International division (Chiyoda Ward, Tokyo Metropolis)	Land, buildings, structures and others
Idle properties	Agatsuma-gun, Gunma Prefecture	Buildings, structures and others

The Company and its consolidated subsidiaries recognized impairment losses amounting to ¥280 million (\$3,407 thousand) on the business properties due to low profitability caused by fierce competition inside and outside of Japan. The breakdown of impairment losses on the business properties is land of ¥177 million (\$2,154 thousand), buildings and structures of ¥70 million (\$852 thousand) and others of ¥33 million (\$401 thousand). The recoverable amount is measured by the net realizable value based on public land assessments or valuations for property tax.

The Company and its consolidated subsidiaries recognized an impairment loss amounting to ¥18 million (\$219 thousand) on the idle properties since they are not expected to be utilized. The breakdown of impairment losses on the idle properties is for buildings, structures and others of ¥18 million (\$219 thousand). The recoverable amount is measured by the net realizable value based on public land assessments or valuations for property tax.

# 7. Inventories

Inventories consisted of the following:

	Millions of Yen 2011 2012					ousands of .S. Dollars 2012
Products	¥	2,550 3,497 1,037	¥	2,606 3,463 668	\$	31,707 42,134 8,128
Cost of construction contracts in progress	¥	3,431 10,515	¥	5,204 11,941	\$	63,317 145,286

# 8. Short-term Debt and Long-term Debt

Short-term debt at March 31, 2012 bore interest at annual rates ranging from 1.475% to 2.820% and was represented generally by bank overdrafts and short-term notes maturing at various dates within one year.

It is the normal business custom in Japan for short-term borrowings to be rolled over each year.

Long-term debt at March 31, 2011 and 2012 comprised the following:

		Millions	Thousands o U.S. Dollars			
	2011		2012		2012	
Guarantee deposits received	¥	368	¥	374	\$	4,550
Total long-term debt	¥	368	¥	374	\$	4,550

The average interest rate of 0.53% as of March 31, 2012 represents the weighted-average rate applicable to the year-end balance.

Since there are no annual maturities of guarantee deposits received, the annual maturities and the aggregate annual maturities are not presented.

# 9. Accrued Retirement Benefits and Pension Plan

The composition of amounts recognized in the consolidated balance sheets at March 31, 2011 and 2012 were as follows:

	Millions	Thousands of U.S. Dollars		
	2011	2012		
Benefit obligations at end of year	¥ (11,318)	¥ (11,472)	\$ (139,579)	
Fair value of plan assets				
at end of year	5,750	6,189	75,301	
Funded status	(5,568)	(5,283)	(64,278)	
Unrecognized actuarial losses	931	840	10,220	
Net amount recognized	(4,637)	(4,443)	(54,058)	
Prepaid pension costs	691	833	10,135	
Accrued retirement benefits	¥ (5,328)	¥ (5,276)	\$ (64,193)	

The components of net pension and employees' severance costs for the years ended March 31, 2010, 2011 and 2012 were as follows:

	Millions of Yen							ousands of S. Dollars				
	2010		2011		2011		2011		_ 2	2012		2012
Service costs	¥	540	¥	629	¥	638	\$	7,763				
Interest expenses		251		256		262		3,187				
Expected return on plan assets		(102)		(124)		(134)		(1,630)				
Recognized actuarial loss		222		185		170		2,068				
Extra severance costs		10		7		9		110				
Net periodic benefit costs	¥	921	¥	953	¥	945	\$	11,498				

Assumptions used as of March 31, 2010, 2011 and 2012 were as follows:

	2010	2011	2012
Discount rate	Mainly	Mainly	Mainly
	2.5%	2.5%	2.5%
Expected rate of return on plan assets	Mainly	Mainly	Mainly
	2.5%	2.5%	2.5%
Method of attributing the projected benefits to periods of services	Straight-line basis	Straight-line basis	Straight- line basis
Amortization of unrecognized prior service cost	10 years	10 years	10 years
Amortization of unrecognized actuarial differences	Mainly 10	Mainly 10	Mainly 10
	years	years	years

# 10. Research and Development Expenses

Research and development expenses included in selling, general and administrative expenses for the years ended March 31, 2010, 2011 and 2012 were  $\pm$ 1,673 million,  $\pm$ 1,592 million and  $\pm$ 1,651 million ( $\pm$ 20,088 thousand), respectively.

# 11. Accounting for Leases

The Company and its consolidated subsidiaries have various lease agreements whereby the Company and its consolidated subsidiaries act as both lessee and lessor. The Company and its consolidated subsidiaries' finance lease contracts are not deemed to transfer the ownership of the leased assets. As permitted, finance leases which commenced prior to April 1, 2008 and have been accounted for as operating leases continue to be accounted for as operating leases with disclosure of certain "as if capitalized" information. Certain key information on such lease contracts of the Company and its consolidated subsidiaries for the years ended March 31, 2011 and 2012 was as follows:

#### As lessee:

Assumed data as to acquisition cost, accumulated depreciation, net book value and depreciation expense of the leased assets, including the portion of interest thereon, were summarized as follows:

	Millions	en	U.S. Dollars		
2	011	2	012	2012	
¥	14	¥	14	\$	170
	14		14		170
	(10)		(13)		(158)
¥	4	¥	1	\$	12
¥	6	¥	3	\$	37
		2011 ¥ 14 14 (10)	2011 <b>2</b> ¥ 14  14  (10)	¥ 14 14 14 14 (10) (13)	Millions of Yen     U.S       2011     2012       ¥     14     ¥     14       14     14       (10)     (13)

Depreciation is based on the straight-line method over the lease term of the leased assets assuming no residual value.

The scheduled maturities of future minimum lease payments on such lease contracts as of March 31, 2011 and 2012 were as follows:

	ľ	Millions	Thousands of U.S. Dollars			
		2011		12	2012	
Due within one year	¥	3	¥	1	\$	12
Due over one year		1		_		
	¥	4	¥	1	\$	12
Minimum lease payments expensed for the year	¥	6	¥	3	\$	37



#### As lessor:

		Millions	of	Yen	 ousands of .S. Dollars
		2011		2012	2012
Leased tools and furniture:					
Purchase cost	¥	22	¥	20	\$ 243
Accumulated depreciation		(16)		(15)	 (183)
Net book value	¥	6	¥	5	\$ 60

The scheduled maturities of future minimum lease payments to be received on such lease contracts as of March 31, 2011 and 2012 were as follows:

	Millions of Yen				U.S. Dollars	
	20	011	20	012	2	2012
Due within one year	¥	12	¥	9	\$	110
Due over one year		17		8		97
	¥	29	¥	17	\$	207
Revenue on minimum lease payments to be received for the year	¥	15	¥	12	<u> </u>	146
Depreciation for the year	¥	1	¥		\$	12
Depreciation for the year	т	'	-		<del>-</del>	12

# 12. Financial Instruments

On March 10, 2008, the ASBJ revised ASBJ Statement No. 10 "Accounting Standard for Financial Instruments" and issued ASBJ Guidance No. 19 "Guidance on Accounting Standard for Financial Instruments and Related Disclosures." This accounting standard and the guidance are applicable to financial instruments and related disclosures at the end of the fiscal years ending on or after March 31, 2010 with early adoption permitted from the beginning of the fiscal years ending before March 31, 2010. The Company and its consolidated subsidiaries applied the revised accounting standard and the new guidance effective in the year ended March 31, 2010.

## (a) Policy Related to Financial Instruments

The necessary funds of the Company and its subsidiaries are covered primarily by retained earnings. Cash surplus is invested in low-risk financial instruments. There are no derivative transactions.

# (b) Nature, Extent of Risks Arising from and Risk Management for Financial Instruments

Receivables such as trade notes and accounts receivables and long-term loans receivable to customers are exposed to customers' credit risk. With respect to receivables, in order to control customers' credit risk, the balance of receivables and payment date of each customer are monitored. Regarding securities, the Company and its consolidated subsidiaries invest in negotiable certificates of deposit with counterparties that have high credit ratings. In addition, investments in securities comprise equities of customer-related business or capital tie-ups, and are exposed to the issuer's credit risk and market price fluctuation risk. However, investments in securities are managed by monitoring market values and the financial position of issuers on a regular basis.

The due date of accounts payable such as trade notes and trade accounts is within one year. Short-term debt comprises amounts borrowed from banks by affiliates. Current liabilities such as payables are exposed to the risk of debt default at the payment due date. However, the Company and its consolidated subsidiaries manage such risk via adequate financial planning conducted by respective business administration departments.

# (c) Fair Values of Financial Instruments

Fair values of financial instruments are based on the quoted price in active markets. If the quoted price is not available, other rational valuation techniques are used instead. The results of valuation may differ based on the assumptions applied because the rational valuation techniques include variable factors.

Fair value of financial instruments:

rair value of financial instruments.			
		Millions of Ye	n
		2011	
	Carrying amount	Fair value	Unrecognized gain (loss)
Cash and bank deposits	¥ 19,297	¥ 19,297	¥ —
Trade receivables	24,888	24,888	_
and investments in securities	3,221 223	3,221 223	_ 0
Long-term loans receivable Total	¥ 47,629	¥ 47,630	¥ 0
Trade payables	¥ 8,763	¥ 8,763	¥ —
Short-term debt	34	34	_
Non-trade accounts payable	4,567	4,567	_
Income taxes payable	1,090	1,090	
Total	¥ 14,454	¥ 14,454	¥ —
Derivatives	¥ —	¥ —	¥ —
		Millions of Ye	n
	Cornina	2012	Unrecognized
	Carrying amount	Fair value	gain (loss)
Cash and bank deposits		¥ 18,554	¥ —
Trade receivables Short-term investments	30,223	30,223	_
and investments in securities	3,215	3,215	_
Long-term loans receivable	206	207	1
Total	¥ 52,198	¥ 52,199	¥ 1
Trade payables	¥ 10,023	¥ 10,023	¥ —
Non-trade accounts payable	5,398	5,398	_
Income taxes payable	2,192	2,192	_
Total	¥ 17,646	¥ 17,646	¥ —
Derivatives	¥ —	¥ —	¥ —
	Thou	sands of U.S.	Dollars
		2012	
	Carrying amount	Fair value	Unrecognized gain (loss)
Cash and bank deposits	\$225,745	\$225,745	<b>s</b> —
Trade receivables	367,721	367,721	_
Short-term investments and investments in securities	39,117	39,117	_
Long-term loans receivable	2,506	2,519	13
Total	\$635,089	\$635,102	\$ 13
Trade payables		\$121,949	\$ —
Short-term debt  Non-trade accounts payable	402 65 677	402 65 677	_
Income taxes payable	65,677 26,670	65,677 26,670	_
			<u> </u>
Total	\$214,698	\$214,698	\$ <u> </u>
Derivatives	\$ —	\$ —	<b>&gt;</b> —

(Note 1) Calculation methods of fair value of financial instruments and matters concerning derivative transactions:

# Cash and bank deposits and trade receivables

The carrying values of cash and bank deposits and trade receivables approximate fair value because of their short maturities.

#### Short-term investments and investments in securities

The fair value of short-term investments and investments in securities are measured at the quoted market price on the stock exchange. The carrying values of negotiable certificates of deposit approximate fair value. The information of the fair value for the short-term investments and investments in securities by classification is included in Note 5.

# Long-term loans receivable

The fair value of long-term loans receivable is determined by discounting the amount of the total principal and interest at the interest rate assumed when new, similar loans are made. However, because long-term loans receivable with floating rates are contingent upon the interest rate being reviewed within set periods, the carrying values of such long-term loans receivable with floating rates approximate fair value.

# Trade payables, short-term debt, non-trade accounts payable and income taxes payable

The carrying values of these liabilities approximate fair value because of their short maturities.

#### Derivatives

There are no derivative transactions.

(Note 2) Financial instruments whose fair value is deemed extremely difficult to identify:

The carrying amount of investments in unconsolidated subsidiaries and affiliates, and other cost method investments that do not have a quoted market price in an active market as of March 31, 2011 and 2012 were ¥1,813 million and ¥1,953 million (\$23,762 thousand), respectively. These investments do not have any market values and a reasonable estimation of fair value is not readily determinable. Therefore, they are excluded from investments in securities and in the fair value of the above financial instruments.

(Note 3) Maturity analysis for financial assets and securities with contractual maturities as of March 31, 2012:

	Millions of Yen						
	2012						
	Within 1 year	bι	er 1 year ut within 5 years	but w	ithin		Over ) years
Cash and bank deposits	¥ 18,554	¥	_	¥	_	¥	_
Trade receivables	30,223		_		_		_
Short-term investments and investments in securities Available-for-sale securities with contractual maturities (negotiable certificate of deposit)	2,000		_		_		_
Long-term loans receivable			169		34		3
Total	¥ 50,777	¥	169	¥	34	¥	3

		Tho	usands c	f U.	S. Dollars		
	2012						
	Within 1 year	bu	er 1 year t within years	bι	er 5 years it within 0 years	_1	Over 0 years
Cash and bank deposits	\$225,745	\$	_	\$	_	\$	_
Trade receivables	367,721		_		_		_
Short-term investments and investments in securities Available-for-sale securities with contractual maturities (negotiable certificate of deposit)	24,334		_		_		_
Long-term loans receivable		_	2,056	_	414		36
Total	\$617,800	\$	2,056	\$	414	\$	36

# 13. Income Taxes

At March 31, 2011 and 2012, significant components of deferred tax assets and liabilities were as follows:

		Millions	s of	Yen		ousands of .S. Dollars
		2011		2012		2012
Deferred tax assets:						
Accrued retirement benefits	¥	2,155	¥	1,862	\$	22,655
Accrued bonuses		957		1,078		13,116
Directors' and corporate auditors'						
retirement allowance		244		216		2,628
Loss on write-off of fixed assets		237		216		2,628
Accrued legal welfare expenses		121		128		1,557
Accrued enterprise taxes		107		172		2,093
Allowance for bad debts		90		64		779
Impairment loss on fixed assets		78		157		1,910
Devaluation of inventories		96		158		1,922
Other		337		599		7,288
Subtotal		4,422		4,650		56,576
Valuation allowance		(603)		(625)		(7,604)
Total	¥	3,819	¥	4,025	\$	48,972
Deferred tax liabilities:						
Prepaid pension cost	¥	(282)	¥	(296)	\$	(3,601)
Special depreciation of acquired	•	(202)		(,	_	(5,00.)
assets		(68)		(59)		(718)
Unrealized gains on securities		(22)		(35)		(426)
Total	¥	(372)	¥	(390)	\$	(4,745)
Net deferred tax assets	¥	3,447	¥	3,635	\$	44,227
				ı		

Income taxes applicable to the Company and its consolidated domestic subsidiaries consist of corporation, inhabitants' and enterprise taxes. The statutory income tax rate is approximately 40.7% for the years ended March 31, 2010, 2011 and 2012.



A reconciliation of the statutory tax rate and the effective tax rate as a percentage of income before income taxes for the years ended March 31, 2010 and 2012 was as follows:

	2010	2012
Statutory tax rate	40.7%	40.7%
Adjustments:		
Entertainment expenses and other non-deductible expenses	3.2	4.3
Per capita levy of local resident income taxes	1.8	2.0
Tax rate difference applied for foreign consolidated subsidiaries	(1.3)	(1.0)
Equity in earnings of affiliates	(0.5)	(1.1)
Tax credit for R&D expenses	(2.9)	(2.4)
Prior year income taxes	1.4	_
Reduction of net deferred tax assets due to changes in income tax rates	_	9.6
Valuation allowance	2.1	2.6
Other factors	(0.3)	(0.3)
Effective tax rate	44.2%	54.4%

Since the difference between the statutory tax rate and effective tax rate for the fiscal year ended March 31, 2011 is less than 5% of the effective tax rate, a reconciliation of these two rates is not presented.

On December 2, 2011, amendments to the Japanese tax regulations were enacted into law. As a result of these amendments, the statutory income tax rate will be reduced to 37.9% for years beginning on or after April 1, 2012 and 35.5% for years beginning on or after April 1, 2015. Based on the amendments, the statutory tax rates utilized for the measurement of deferred tax assets and liabilities expected to be settled or realized from April 1, 2012 to March 31, 2015 and on or after April 1, 2015 are 37.9% and 35.5%, respectively.

As a result, deferred tax assets, net of deferred tax liabilities, decreased by ¥390 million (\$4,745 thousand), and income taxes—deferred and unrealized gains on securities, net of taxes increased by ¥395 million (\$4,806 thousand) and ¥5 million (\$61 thousand), respectively.

# 14. Contingent Liabilities

The Company and its consolidated subsidiaries were contingently liable for trade notes endorsed for payment to third parties in the ordinary course of business in the amount of ¥32 million and ¥61 million (\$742 thousand) and performance guarantees made for unconsolidated subsidiaries of ¥34 million and ¥10 million (\$122 thousand) at March 31, 2011 and 2012, respectively.

# 15. Net Assets

Net assets comprise three subsections, which are shareholders' equity, accumulated other comprehensive income and minority interests.

Under Japanese laws and regulations, the entire amount paid for new shares is required to be designated as common stock. However, a company may, by a resolution of the board of directors, designate an amount not exceeding one-half of the price of the new shares as additional paid-in capital which is included in capital surplus.

In cases where dividend distribution of surplus is made, the lesser of an amount equal to 10% of the dividend or the excess, if any, of 25% of common stock over the total of additional paid-in capital and legal reserve must be set aside as additional paid-in capital or legal reserve.

Legal reserve is included in retained earnings in the accompanying consolidated balance sheets.

Both appropriations of legal reserve and additional paid-in capital used to eliminate or reduce a deficit generally require a resolution of the shareholders' meeting.

Additional paid-in capital and legal reserve may not be distributed as dividends. All additional paid-in capital and legal reserve may be transferred to other capital surplus and retained earnings, respectively, which are potentially available for dividends.

The maximum amount that the Company can distribute as dividends is calculated based on the non-consolidated financial statements of the Company in accordance with Japanese laws and regulations.

At the annual shareholders' meeting held on June 26, 2012, the distribution of cash dividends amounting to ¥453 million (\$5,512 thousand) was approved. Such appropriations have not been accrued in the consolidated financial statements as of March 31, 2012 since they are recognized in the period in which they are resolved at the annual shareholders' meeting.

#### a) Dividends paid during the year ended March 31, 2012

The following was approved by the annual shareholders' meeting held on June 24, 2011.

(a) Total dividends	. ¥453 million
	(\$5,512 thousand)
(b) Cash dividends per common share	. ¥7.50 (\$0.09)
(c) Record date	. March 31, 2011
(d) Effective date	lune 27 2011

The following was approved by the Board of Directors held on November 4. 2011.

(a) Total dividends	¥453 million
	(\$5,512 thousand)
(b) Cash dividends per common share	¥7.50 (\$0.09)
(c) Record date	September 30, 2011
(d) Effective date	December 6, 2011

# b) Dividends to be paid after March 31, 2012 but the record date for the payment belongs to the year ended March 31, 2012

The following was approved by the annual shareholders' meeting held on June 26, 2012.

(a) Total dividends	. ¥453 million
	(\$5,512 thousand)
(b) Cash dividends per common share	. ¥7.50 (\$0.09)
(c) Record date	. March 31, 2012
(d) Effective date	lune 27 2012

# 16. Comprehensive Income

# For the year ended March 31, 2010

Total comprehensive income for the year ended March 31, 2010 comprises the following:

	Milli	ons of Yen
		2010
Total comprehensive income attributable to:		
Owners of the parent	¥	2,599
Minority interests		141
Total comprehensive income	¥	2,740

Other comprehensive income for the year ended March 31, 2010 consists of the following:

20	010
Other comprehensive income:	
Unrealized gains on securities, net of taxes	248
Foreign currency translation adjustments	27
Share of other comprehensive income of affiliates	
accounted for under the equity method	1
Total other comprehensive income¥	276

# For the year ended March 31, 2012

The amount of reclassification adjustments and tax effect relating to other comprehensive income as of March 31, 2012 comprises the following:

		•		
	Mil	lions of Yen		ousands of .S. Dollars
		2012		2012
Unrealized gains on securities, net of taxes:				
Increase (decrease) during the year	¥	(1)	\$	(12)
Reclassification adjustments		25		304
Amount before tax effect adjustment		24		292
Tax effect		(12)		(146)
Unrealized gains on securities, net of taxes		12		146
Foreign currency translation adjustments:				
Increase (decrease) during the year		(5)		(61)
Reclassification adjustments				
Amount before tax effect adjustment		(5)		(61)
Tax effect				
Foreign currency translation adjustments		(5)	Ξ	(61)
Share of other comprehensive income of affiliates accounted for under the equity method:				
Increase (decrease) during the year		3		36
Total other comprehensive income	¥	10	\$	121

# 17. Segment Information

# For the year ended March 31, 2010

The Company and its consolidated subsidiaries operate principally in the following four industrial segments:

Fire alarm systems..... fire alarms and bells; heat, smoke and gas detectors

Fire extinguishing systems .... sprinklers and fire extinguishers

Maintenance services ...... maintenance and inspection services

Others ...... construction and maintenance of parking spaces and sales of security equipment

							Mill	ions of Yen						
								2010						
	Fire alarm systems				Maintenance services		Others		Total		Corporate and elimination (Note 1)			onsolidated
Net sales:														
Outside customers	¥	30,171	¥	26,401	¥	22,911	¥	4,667	¥	84,150	¥	_	¥	84,150
Inter-segment		65		62		1		196		324		(324)		_
Total		30,236		26,463		22,912		4,863		84,474		(324)		84,150
Operating expenses		27,813		24,711		18,195		4,426		75,145		4,667		79,812
Operating income	¥	2,423	¥	1,752	¥	4,717	¥	437	¥	9,329	¥	(4,991)	¥	4,338
Assets	¥	29,959	¥	18,433	¥	9,014	¥	3,699	¥	61,105	¥	19,161	¥	80,266
Depreciation	¥	639	¥	156	¥	109	¥	58	¥	962	¥	329	¥	1,291
Capital expenditure	¥	1,250	¥	245	¥	198	¥	125	¥	1,818	¥	414	¥	2,232
Capital expenditure	¥	1,250	¥	245	¥	198	¥	125	¥	1,818	¥	414	¥	2,232

Note 1: Corporate assets included in the Corporate and elimination line item were ¥19,161 million, consisting mainly of financial assets of the Company (cash and time deposits, short-term investments in securities and investments in securities), and assets related to administrative operations.

Note 2: As discussed in Note 3 (2), effective from April 1, 2009, the Company and its consolidated subsidiaries adopted a new accounting standard for recognition of revenues. As a result of adopting the new accounting standards, net sales increased ¥903 million and operating income increased ¥136 million in the Fire Extinguishing Systems segment.



#### Geographical segments

As net sales and total assets of the overseas operations constituted less than 10% of the consolidated totals for the year ended March 31, 2010, the disclosure of geographical segment information has been omitted.

#### Overseas sales

As overseas sales constituted less than 10% of the consolidated net sales for the year ended March 31, 2010, the disclosure of overseas sales information has been omitted

# For the years ended March 31, 2011 and 2012

# (Supplemental information)

Effective from April 1, 2010, the Company adopted the "Accounting Standard for Disclosures about Segments of an Enterprise and Related Information" (ASBJ Statement No. 17 issued on March 27, 2009) and the "Guidance on the Accounting Standard for Disclosures about Segments of an Enterprise and Related Information" (ASBJ Guidance No. 20 issued on March 21, 2008).

#### (a) Summary of reportable segments

The reportable segments of the Company are segments, based on the Company's components, for which separate financial information is available and regularly reviewed by the Board of Directors for the decision of resource allocation and performance evaluation.

The Company and its consolidated subsidiaries mainly offer fire prevention business and have three reportable segments: "Fire Alarm Systems," "Fire Extinguishing Systems" and "Maintenance Services."

"Fire Alarm Systems" produces, sells and installs automatic fire alarm systems, environmental monitoring systems, hinged fire doors, smoke control systems and others.

"Fire Extinguishing Systems" produces, sells and installs a variety of sprinkler systems, foam systems and fire protection equipment for industrial plants, road tunnels and others.

"Maintenance Services" provides maintenance services and inspection services for a wide range of fire protection systems.

# (b) Method of measurement for the amount of net sales, income, assets, liabilities and other items for each reportable segment

Accounting policies of each reportable segment are basically consistent with those described in Note 2 "Summary of Significant Accounting Policies." Inter-segment sales and transfers are determined by the current market price.

#### (c) Information about net sales, income, assets, liabilities and other items of reportable segments

	Millions of Yen															
								20	)11							
				Reportable	e seg	ments										
	ı	Fire alarm systems	Fire extinguishing systems		Maintenance services		Subtotal		Others (Note 1)		Total		Adjustments (Note 2)		Consolidated (Note 3)	
Net sales:																
Outside customers	¥	29,614	¥	24,605	¥	21,235	¥	75,454	¥	4,498	¥	79,952	¥	_	¥	79,952
Inter-segment		82		134		1		217		185		402		(402)		_
Total		29,696		24,739		21,236		75,671		4,683		80,354		(402)		79,952
Segment income	¥	1,791	¥	2,482	¥	3,384	¥	7,657	¥	375	¥	8,032	¥	(5,088)	¥	2,944
Segment assets	¥	28,708	¥	16,245	¥	10,354	¥	55,307	¥	3,082	¥	58,389	¥	22,001	¥	80,390
Other:																
Depreciation	¥	621		¥153	¥	108	¥	882	¥	68	¥	950	¥	492	¥	1,442
Amortization of goodwill	¥	_	¥	_	¥	16	¥	16	¥	_	¥	16	¥	_	¥	16
Affiliates accounted for under the equity method	¥	_	¥	1,397	¥	_	¥	1,397	¥	_	¥	1,397	¥	_	¥	1,397
Increase in property, plant and equipment and intangible assets	¥	924	¥	217	¥	201	¥	1,342	¥	125	¥	1,467	¥	2,557	¥	4,024

Note 1: "Others" represents businesses such as car parking control systems, which are not included in the above reportable segments.

- Note 2: (1) ¥(5,088) million included in "Adjustments" for "Segment income" is for total corporate expenses. Corporate expenses are mainly general and administrative expenses and research and development expenses, which cannot be allocated to each reportable segment.
  - (2) ¥22,001 million included in "Adjustments" for "Segment assets" is for corporate assets. Corporate assets mainly consist of surplus operating funds such as cash, bank deposits, securities, long-term investment funds such as investments in securities, and assets for administrative and R&D departments, which cannot be allocated to each reportable segment.
  - (3) ¥492 million included in "Adjustments" for "Depreciation" is depreciation for corporate assets.
  - (4) ¥2,557 million included in "Adjustments" for "Increase in property, plant and equipment and intangible assets" is the increase in corporate assets.
- Note 3: Segment income is adjusted to operating income disclosed in the accompanying consolidated statements of income.

	_							Million		Yen						
	_							20	)12							
	_			Reportable	e seg	gments										
		Fire alarm systems	ex	Fire tinguishing systems	М	aintenance services		Subtotal		Others (Note 1)		Total		djustments (Note 2)		nsolidated (Note 3)
Net sales:																
Outside customers	¥	29,615	¥	27,179	¥	23,065	¥	79,859	¥	4,903	¥	84,762	¥	_	¥	84,762
Inter-segment		75		162		1		238		196		434		(434)		_
Total		29,690		27,341		23,066		80,097		5,099		85,196		(434)		84,762
Segment income	¥	1,798	¥	3,560	¥	3,700	¥	9,058	¥	351	¥	9,409	¥	(5,131)	¥	4,278
Segment assets	¥	27,612	¥	22,104	¥	11,456	¥	61,172	¥	3,282	¥	64,454	¥	21,631	¥	86,085
Other:				-												
Depreciation	¥	1,102	¥	164	¥	119	¥	1,385	¥	88	¥	1,473	¥	515	¥	1,988
Amortization of goodwill	¥	_	¥	_	¥	16	¥	16	¥	_	¥	16	¥	_	¥	16
Impairment loss	¥	154	¥	10	¥	116	¥	280	¥		¥	280	¥	18	¥	298
Affiliates accounted for under the equity method	¥	_	¥	1,510	¥	_	¥	1,510	¥	_	¥	1,510	¥		¥	1,510
Increase in property, plant and equipment and intangible assets	¥	404	¥	179	¥	138	¥	721	¥	89	¥	810	¥	267	¥	1,077
	Thousands of U.S. Dollars 2012															
	_				e segments											
		Fire alarm systems	ex	Fire tinguishing systems	М	aintenance services		Subtotal		Others (Note 1)		Total		djustments (Note 2)		nsolidated (Note 3)
Net sales:		-											-			
Outside customers	\$	360,324	\$	330,685	\$	280,630	\$	971,639	\$	59,654	\$	1,031,293	\$	_	\$1	,031,293
Inter-segment		912		1,971		13		2,896		2,384		5,280		(5,280)		_
Total		361,236		332,656		280,643		974,535		62,038		1,036,573		(5,280)	1	,031,293
Segment income	\$	21,876	\$	43,314	\$	45,018	\$	110,208	\$	4,270	\$	114,478	\$	(62,428)	\$	52,050
Segment assets	\$	335,953	\$	268,938	\$	139,384	\$	744,275	\$	39,932	\$	784,207	\$	263,183	\$1	,047,390
Other:																
Depreciation	\$	13,408	\$	1,995	\$	1,448	\$	16,851	\$	1,071	\$	17,922	\$	6,266	\$	24,188
Amortization of goodwill	\$	_	\$	_	\$	195	\$	195	\$		\$	195	\$	_	\$	195
Impairment loss	\$	1,874	\$	122	\$	1,411	\$	3,407	\$	_	\$	3,407	\$	219	\$	3,626
Affiliates accounted for under the equity method	\$		\$	18,372	\$		\$	18,372	\$	_	\$	18,372	\$	_	\$	18,372
Increase in property, plant and	_	4.045	_	2.472	_	4.670	_	0.770	_	4.000	_	0.055	_	2.240	_	42.464

Note 1: "Others" represents businesses such as car parking control systems, which are not included in the above reportable segments.

2,178 \$

4,915 \$

- Note 2: (1) ¥(5,131) million (\$(62,428) thousand) included in "Adjustments" for "Segment income" is for total corporate expenses. Corporate expenses are mainly general and administrative expenses and research and development expenses, which cannot be allocated to each reportable segment.
  - (2) ¥21,631 million (\$263,183 thousand) included in "Adjustments" for "Segment assets" is for corporate assets. Corporate assets mainly consist of surplus operating funds such as cash, bank deposits, securities, long-term investment funds such as investments in securities, and assets for administrative and R&D departments, which cannot be allocated to each reportable segment.

1,679 \$

8,772 \$

1,083 \$

9,855

3,249

13,104

- (3) ¥515 million (\$6,266 thousand) included in "Adjustments" for "Depreciation" is depreciation for corporate assets.
- (4) ¥18 million (\$219 thousand) included in "Adjustments" for "Impairment loss" is impairment loss for corporate assets.
- (5) ¥267 million (\$3,249 thousand) included in "Adjustments" for "Increase in property, plant and equipment and intangible assets" is an increase in corporate assets.
- Note 3: Segment income is adjusted to operating income disclosed in the accompanying consolidated statements of income.

# (Related information)

(1) Information about products and services

equipment and intangible assets.. \$

- Information about products and services has been omitted since the classification by products and services is the same as the reportable segments.
- (2) Information about geographical areas
  - (a) Sales
    - Information about sales by geographical areas has been omitted since sales to outside customers in Japan constituted more than 90% of net sales on the consolidated statements of income.
  - (b) Property, plant and equipment
    - Information about property, plant and equipment has been omitted since property, plant and equipment in Japan constituted more than 90% of property, plant and equipment on the consolidated balance sheets.
- (3) Information about major customers
- Information about major customers has been omitted since there are no outside customers who constituted more than 10% of net sales on the consolidated statements of income.



- (4) Information about impairment loss on property, plant and equipment by reportable segment

  Not applicable for the year ended March 31, 2011. Information for the year ended March 31, 2012 has been omitted since the equivalent segment information has been disclosed above.
- (5) Information about amortization and unamortized balances of goodwill by reportable segment

						Million	s of Yer	1						
						20	)11							
		Report	able seg	ments										
	Fire alarm systems	Fire extinguishi systems		Maintenance services		Subtotal		Others		Total	Adjustments		Cons	solidated
Amortization during the year	¥ —	¥ -	_ ¥	16	¥	16	¥	_	¥	16	¥	_	¥	16
Unamortized balance	¥ —	¥ -	– ¥	65	¥	65	¥		¥	65	¥		¥	65
	Millions of Yen													
	2012													
		Report	able segi	ments										
	Fire alarm systems	Fire extinguishi systems		Maintenance services		btotal	Others		Total		Adjustments		Consolidate	
Amortization during the year	¥ —	¥ -	_ ¥	16	¥	16	¥	_	¥	16	¥	_	¥	16
Unamortized balance	¥ —	¥ -	– ¥	49	¥	49	¥	_	¥	49	¥		¥	49
					The	ousands c	of U.S. [	ollars						
						20	)12							
		Report	able seg	ments										
	Fire alarm systems	Fire extinguishi systems		intenance services	Su	btotal	0	thers		Total	Adju	stments	Cons	solidated
Amortization during the year	<b>\$</b> —	\$ -	<b>- \$</b>	195	\$	195	\$	_	\$	195	\$	_	\$	195
Unamortized balance	\$ <b>—</b>	\$ -	<u> </u>	596	\$	596	\$		\$	596	\$		\$	596

<sup>(6)</sup> Information about gain on negative goodwill by reportable segment

The Company recognized gain on negative goodwill in "Fire alarm systems" for the year ended March 31, 2012 amounting to ¥17 million (\$207 thousand) due to the additional acquisition of shares of Yashima Bosai Setsubi Co., Ltd, a consolidated subsidiary of the Company during the year ended March 31, 2012.

# 18. Related Party Information

Material transactions of the Company with related companies and individuals, excluding transactions with consolidated subsidiaries, which are eliminated in the consolidated financial statements, and other than those disclosed elsewhere in these financial statements, for the three years ended March 31, 2012, were as follows. The terms and conditions of the transactions below are the same as those of arm's-length transactions.

		As of Marc	h 31, 2012		Millions of Yen/Thousands of U.S. Dollars								
Name of			Share of voting rights in the	Description of the Company's		e of transaction year ended M		Resulting account balar as at March 31					
related company	Paid-in capital	Principal business	Company	transactions	2010	2011	2012	2011	2012				
SECOM Co., Ltd.			Sale of products	¥2,123	¥3,108	¥2,220 (\$27,011)	Trade receivables ¥197	Trade receivables ¥200 (\$2,433)					
		As of Marc	ch 31, 2012		Millions of Yen/Thousands of U.S. Dollars								
Name of			Company's share of voting	Description of the Company's		e of transaction year ended M		Resulting account balances as at March 31					
related company	Paid-in capital	Principal business	rights	transactions	2010	2011	2012	2011	2012				
KOATSU Co., Ltd.	¥60 million	Fire extinguishing systems	Direct: 20.8%	Purchase of raw materials	¥4,670	¥3,546	¥4,652 (\$56,601)	Trade payables ¥2,105	Trade payables <b>¥2,725 (\$33,155)</b>				

 $<sup>\</sup>ensuremath{^{(*)}}$  The Company is a subsidiary of SECOM Co., Ltd.

# Independent Auditor's Report

To the Board of Directors of NOHMI BOSAI Ltd.:

We have audited the accompanying consolidated financial statements of NOHMI BOSAI Ltd. and its consolidated subsidiaries, which comprise the consolidated balance sheets as at March 31, 2012 and 2011, the consolidated statements of income for each of the years in the three-year period ended March 31, 2012, the consolidated statements of comprehensive income for each of the years in the two-year period ended March 31, 2012, the consolidated statements of changes in net assets and statements of cash flows for each of the years in the three-year period ended March 31, 2012, and a summary of significant accounting policies and other explanatory information expressed in Japanese yen.

# 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 misstatements, whether due to fraud or error.

# Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits 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 our judgement, 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, we consider 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, while the objective of the financial statement audit is 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 NOHMI BOSAI Ltd. and its consolidated subsidiaries as at March 31, 2012 and 2011, and their financial performance and cash flows for each of the years in the three-year period ended March 31 2012, in accordance with accounting principles generally accepted in Japan.

# **Convenience Translation**

The U.S. dollar amounts in the accompanying consolidated financial statements with respect to the year ended March 31, 2012 are presented solely for convenience. Our audit also included the translation of yen amounts into U.S. dollar amounts and, in our opinion, such translation has been made on the basis described in Note 1 to the consolidated financial statements.

KPMG AZSA LLC June 26, 2012

Tokyo, Japan

# Board of Directors and Corporate Auditors

(As of June 26, 2012)

#### Chairman

Tadashi Tanoue\*

# **President**

Takeshi Hashizume\*

# **Senior Managing Directors**

Toshiyuki Mori Kazuo Kajita

# **Managing Directors**

Jun Uchiyama Kiyotaka Fujii Hajime Arai

# **Directors**

Koukei Higuchi<sup>†</sup>
Kazuaki Anzai<sup>†</sup>
Masahiro Takeda<sup>†</sup>
Akira Igarashi
Hiroaki Ishii
Tatsunori Ito
Keiji Kageyama
Naoto Sakaguchi
Hiroshi Takeuchi
Takahito Yaguchi
Nobuyuki Ichikawa
Yasuo Ariga

# **Standing Corporate Auditors**

Hiroshi Shiina Shojiro Nohmi

# **Corporate Auditors**

Tojiro Ishii Kazuo Kondo Mitsunori Shirakura

# Investor Information

(As of March 31, 2012)

# **Fiscal Year**

**Ending March 31** 

# **Annual Stockholders' Meeting**

The annual meeting of the Company's stockholders is normally held in June of each year in Tokyo, Japan.

# **Stock Exchange Listing**

First Section, Tokyo Stock Exchange

# **Transfer Agent**

Sumitomo Trust & Banking Co., Ltd. 5-33, Kitahama 4-chome, Chuo-ku, Osaka 541-0041, Japan

# **Paid-in Capital**

¥13,302,282,161

# **Number of Shares Issued**

60,832,771

# **Distribution of Stockholders and Shares**

	Number of Stockholders	Number of Shares Held (Thousands)	Percentage of Total Shares in Issue (%)
Japanese national and			
regional governmental bodies	0	0	0.00
Japanese financial institutions	37	8,548	14.12
Japanese securities companies	26	245	0.40
Other Japanese corporations	198	35,514	58.68
Japanese individuals and others	2,879	14,210	23.48
Foreign institutions and individuals	68	1,626	2.69
Treasury stocks	1	381	0.63
Total	3,209	60,524	100.0

# **Major Stockholders**

	Shares Held (Thousands)	Total Shares in Issue (%)
SECOM Co., Ltd.	30,598	50.3
Shareholding Commission of Nohmi Bosai Distributors	2,105	3.5
Shareholding Commission of Nohmi Bosai Partners	1,783	2.9
Shareholding Commission of Nohmi Bosai Employees	1,425	2.3
The Bank of Tokyo-Mitsubishi UFJ, Ltd.	1,000	1.6
Fuji Electric Co., Ltd.	868	1.4
Shareholding Commission of Nohmi Bosai Safety and		
Health Cooperation Forum	857	1.4
Japan Trustee Services Bank, Ltd. (Trust Account)	770	1.3
Sumitomo Mitsui Banking Corporation	765	1.3
Tokio Marine & Nichido Fire Insurance Co., Ltd.	745	1.2

<sup>\*</sup>Representative Director

†External



- HEAD OFFICE: 7-3, Kudan-Minami 4-chome, Chiyoda-ku, Tokyo 102-8277, Japan
  TEL: 81-3-3265-0211 FAX: 81-3-3263-4948
  URL: http://www.nohmi.co.jp