

# ANNUAL REPORT 2016

OSAKI ELECTRIC CO.,LTD.

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**Investor Information** 

\$

0.29

0.10

7.58

33.46

12.00

854.31

#### **Financial Highlights**

Osaki Electric Co., Ltd. and Consolidated Subsidiaries

Years ended March 31

	Millions of yen											ousands of S.dollars
		2012 2013		2013	2014		2015		2016		2016	
For the year:												
Net sales	¥	47,362	¥	61,205	¥	65,663	¥	77,366	¥	75,596	\$	670,892
Operating income		3,329		2,278		1,766		3,270		3,738		33,174
Profit attributable to owners of parent		1,339		1,472		783		2,754		1,493		13,256
At year-end:												
Total assets		79,352		82,656		87,918		89,579		87,428		775,898
Total equity		36,204		39,830		42,760		50,537		51,028		452,863
Number of employees		3,369		3,504		3,534		3,069		3,077		
						Yen					U.	S.dollars
Per share of common stock:												

41.30 ¥

12.00

793.80

21.96 ¥

12.00

880.54

74.30

15.00

875.32

36.95 ¥

12.00

688.13

#### **Business segments -**

Net income

Equity

Cash dividends

#### Measurement and control equipments:

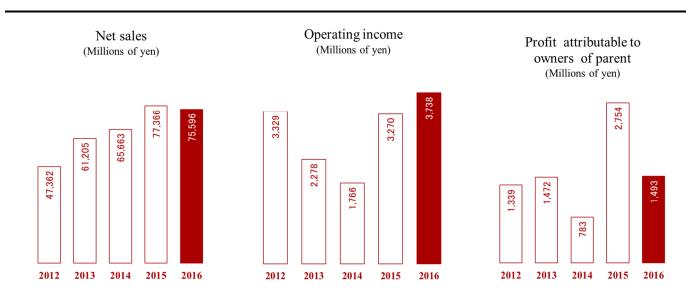
Watt-hour meters, Current limiter, Instrument VCT, Distribution panels & Supervisory control boards, Time switches, Optical communication device, Meter reading systems.

#### FPD Assembly equipments:

Sensor related equipments, Energy related equipments, FPD related equipments.

¥

Real estate: Estate for rent.



#### Osaki Philosophy

Osaki group's guidelines for corporate actions with incessant personal development and a broader view, be responsible for better society, better global environment while creating outstanding customer value.



#### **PEN MIND**

#### Creating products that please our customers comes first.

Regardless of the market or the times, without any preconceptions, we respond to our customer's needs with flexibility, and also look ahead to actively answer to unseen needs.



#### **OCIETY**

#### In harmony with society, we aim to grow with society.

With our accumulated expertise as the foundation, we work to answer the dreams of society with our new technology. As a member of society, we work in harmony with society, contribute to society, and aim to become a company that society cannot do without.



#### **CTIVITY**

Making use of each person's abilities to the full, we bring out people's dreams and create a high quality life.

Each person's characters and abilities combined create a whole new value that moves the company towards growth. Coming forward with original ideas, suggestions and challenging. We believe that this is what makes it worth living and working, and furthermore, what brings out each person's dreams and a more relaxed atmosphere.



#### **NOWLEDGE**

With a wide interest in what goes on around us, we actively challenge ourselves to new things.

In this rapidly changing world, we absorb information from a global viewpoint and respond with sensibility. We believe that actively challenging ourselves to new things will vitalize our company and liven up our society.



### **NTEGRATION**

Looking at things from the viewpoint of the entire company, we aim to develop a cooperative organization.

We constantly view ourselves and our roles in the company through the eyes of the entire company, and take action accordingly. By cooperating with each other, the information and values that each of us hold join together, creating something new of even greater value, along with a lively company atmosphere.

#### A message from the Chairman and President



#### TO OUR SHAREHOLDERS

Since the original company's founding in 1916, the Osaki Electric Group has remained dedicated to delivering technologies and products associated with measurement and control, and information and communications for the effective utilization of energy. In this context, our primary philosophy has aligned with the effective utilization of limited resources in furnishing comfortable living to people in society. Thus, Osaki Electric Group has consistently taken on new technical challenges, and placed efforts in its role to support the industrial activities and energy supply infrastructure of Japan.

Energy infrastructure today, however, has reached a major inflection point. Deregulation on several fronts has overturned our traditional notions, and the evolution in information and communications is transforming our social fabric. Osaki Electric Group has consequently gripped the wave of globalization in its bid to ride out this period of change and to maximize enterprise value.

As the smart grid gains momentum, we shall fulfill the demand for real-time energy metering, and evince leadership as a dedicated manufacturer of measurement and control equipment that will support next-generation infrastructure. The Group eyes new market development through globalization of its supply organization, and intends to become a major global manufacturer in its domain. As the "Global Energy Solution Leader," everyone at Osaki Electric Group is committed to the creation of new value that can help achieve a world of plentiful comfort.

In closing, we extend our deepest gratitude to your steadfast patronage and ask for your continued support in our many endeavors ahead.

M. Watanabe President and COO

OSAKI Electric Co., Ltd.

Y. Watanabe

Chairman and CEO

4. Watarl

OSAKI Electric Co., Ltd.

#### **Management Policy**

#### 1. Basic Corporate Policy

The Osaki Electric Group has set forth its corporate policy statement as follows: "We will contribute to society principally in the energy solutions domain by continually bringing forth newly created value and actively challenging ourselves to harness new technologies." The company is aiming to become a company trusted by society while devising to maximize enterprise value.

The Measurement and Control Equipment Business is contributing to energy-saving deployments and global-warming abatement through the development of smart meters, as well as a broad portfolio of equipment and systems for efficient usage of energy. These products address the customer service enhancements and the rationalization measures of electric power companies categorically described as the smart grid, and support automated meter-reading systems, complex electricity tariff menus, load balancing that includes peak usage shifting, and effective adoption of renewable energy. With an aim to become a leading company in the mounting apparatus industry, the FPD (Flat Panel Display) Assembly

Equipment Business is eyeing continual, stable growth for FPD manufacture and mounting systems that have successfully propelled the business thus far as core products, and pro-active new business development in the sensor device market, as well as energy and lighting-related equipment markets that represent a promising growth area in which improved customer satisfaction is the aim.

#### 2. Measurable Target for Management

The corporate group emphasizes management that pursues the efficiency of shareholder equity. We are placing efforts to attain an equity-to-net income ratio (ROE, return on equity) of 10% or higher as the measurable target for mid-term and long-term corporate management.

#### 3. Mid-Term and Long-Term Corporate Strategies

The Mid-Term Corporate Operations Plan sets forth fundamental directions to enhance the enterprise value of the group through the following initiatives.

- (1) We have received high levels of orders for smart meters, now heading into their full introduction to markets. In response, a firm business foundation will be created to establish a supply organization allowing for cost reductions that lead to enhanced profits. Efforts to secure a staunch position as the top manufacturer in Japan are going hand in hand with the creation of comprehensive energy measurement and control systems that will also address global markets.
- (2) For the general commercial market, we offer services comprising energy consumption diagnostics and consulting for improved plant equipment operation, equipment updates, and energy procurement. Revenue growth is eyed through expanded energy-saving service offers, including BEMS (Building Energy Management System) for commercial complexes and smaller buildings, and HEMS (Home Energy Management System) for residential use.

(3) The FPD Assembly Equipment Business intends to reinforce and expand core technologies concerning fine-pitch mounting and customized equipment developed through FPD assembly and IC card equipment experience. Mid- and long-term corporate strategy looks at development and expansion into new fields where these core technologies can be effectively deployed.

#### 4. Fundamental Policy Regarding Distribution of Profits

Osaki Electric places the return of profit to shareholders as one of its core management policies. The company considers the continual distribution of a steady dividend to shareholders as the premise, with additional performance-based dividends as basic policy. Retained earnings are applied to R&D investments and capital expenditures towards the long-term increase of enterprise value, and will be leveraged effectively for future business efforts that improve performance.

The articles of incorporation allow for an interim dividend. Consequently, basic policy establishes semi-annual dividends from surplus as an interim dividend and year-end dividend. The board of directors authorizes the interim dividend, and the general shareholders meeting authorizes the year-end dividend.

For the operating year under report, the dividend shall be 6 yen per share as set forth in the original operating plan, and thus 12 yen per share (of which 6 yen is the interim dividend) for the full year with the interim dividend.

#### **Basic Equity Policy**

The Company aims for sustained enhancement of shareholder value. The basic approach is to retain sufficient shareholder's equity required to ensure rapid and definite execution on expanding business opportunity.

To allow for dynamic responsiveness to changes in our operating environment and execution of management initiatives like financial policy to bolster enhanced shareholder value, we will also study the repurchase of our own stock.

Note: Dividends of surplus with record dates during the operating year of this report are as follows.

Date of Resolution	Total Dividend (Million Yen)	Dividend per Share (Yen)
Board of directors resolution of Oct. 30, 2015	267	6.00
Annual general shareholders meeting resolution of June 29, 2016	269	6.00

# Present status of Business

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#### **Present status of Business**

#### 1. Business Performance

#### (1) Overview of Consolidated Fiscal year

The economy of Japan during the consolidated fiscal year under report saw steady improvement in the employment and income arenas, and the effects from several pieces of policy contributed to a continuing mild recovery. The economic climate in China, other emerging market nations in Asia, and countries known for their natural resources, however, experienced a downtrend, and presented a risk in dragging Japan's climate downward. Nonetheless, a recovering trend to the economic climate is expected to continue.

With respect to the Measurement and Control Equipment Business, the management environment of the Osaki Electric Group sees progress in electric power reforms, such as the complete liberalization in Japan for retailing electric power. Although the power companies continue with strenuous cost reduction efforts and tough competitive conditions remain unchanged for manufacturers, demand for smart meters has increased heavily and entered a full penetration phase. As smart meter introduction plans experience delays internationally to some extent, the global market for electricity meters has become difficult to foresee. With respect to the FPD Assembly Equipment Business, principal clientele in the digital home electronics industry showed signs of recovery with respect to capital expenditures, but remained under suppressed conditions for fresh capital expenditures.

Under the management environment described, the corporate group forged ahead to expand sales and make operations more efficient through sales promotion activities and cost-cutting activities in an all-out effort to improve performance results.

Favorable operations in Japan for the Measurement and Control Equipment Business were offset by a drop in sales as a consequence of disposing of the international switchgear division in the prior operating year. Consolidated net sales decreased by 2.3% compared to the prior year to 75,596 million yen.

With respect to income, products destined for domestic power companies filled in for lackluster international business operations, and increased operating income by 14.3% over the prior year to 3,738 million yen, while ordinary income grew by 11.7% to 4,003 million yen. Because extraordinary income from the gain on sale of shares of a subsidiary was booked in the prior year, the profit attributable to owners of parent declined by 45.8% to 1,493 million yen in comparison with the prior year.

#### (2) Business Segments

#### (A) Measurement and Control Equipment Business

In addition to the loss of sales from the international switchgear division that was sold off in the prior year, delays in some sales plans for our electricity meter business overseas, worsening cost ratios caused by changes in product configurations, and larger R&D expenses incurred as early investments have placed pressures on performance. On the other hand, smart meter sales increased heavily in Japan through distribution to the power companies, and domestic business operations tracked favorably. Consequently, net sales declined 2.2% from the prior year to 73,451 million yen, although operating income increased 13.2% over the prior year to 3,763 million yen.

#### (B) FPD Assembly Equipment Business

This segment experienced an increase in net sales for energy- and lighting-related equipment and decrease in net sales for sensor device- and high-functional device-related equipment and FPD assembly equipment. As a result, net sales decreased by 4.7% from the prior year to 1,820 million yen. Operating losses decreased by 14 million yen over the prior year to 214 million yen.

#### (C) Real estate business

Net sales for this segment increased by 1.2% over the prior year to 466 million yen, and operating income increased by 9.7% to 184 million yen.

Segment net sales reflect internal inter-segment sales or transfers amounting to 142 million yen.

#### (3) Outlook for Ensuing Fiscal Year

The Measurement and Control Equipment Business sees the rollout of smart meters by electric power companies fully taking shape, and expects high levels of demand. Competition among manufacturers is intense and order-acceptance pricing from the electric power companies is tough, however, and our immediate profitability remains difficult to foresee. Although energy-saving products continue to enjoy growth in demand, OUI (OSAKI United International, Pte. Ltd.) driving the global business faces continuing concerns over squeezed profits, the result of research and development expenses investing for the future.

Despite the tough environment, the Measurement and Control Equipment Business has further reinforced its production organization of smart meters, for which high-levels of orders have been secured. Initiatives include the introduction of new models and continued driving down of manufacture costs. Efforts will go toward overseas initiatives centered on OUI, and synergies will be pursued. Active order-taking activities will move ahead for existing clientele within and outside Japan for the FPD Assembly Equipment Business, as well as new customers.

The outlook for the full year ahead projects 82,500 million yen in net sales, 4,100 million yen in operating income, 4,200 million yen in ordinary income, and 1,600 million yen in profit attributable to owners of parent.

#### Consolidated Business Performance Outlook

Net sales : 82,500 million yen (9.1% increase over prior year)

Operating income : 4,100 million yen (9.7% increase over prior year)

Ordinary income : 4,200 million yen (4.9% increase over prior year)

Profit attributable to owners of parent : 1,600 million yen (7.1% increase over prior year)

Note: The performance outlook above is a future estimate based on calculations made from information obtained for the Osaki Electric Group as of this writing and includes elements of uncertainty. Actual performance results may vary from this outlook.

#### 2. Analysis of Financial Condition

With respect to total assets for the year ended, plant, property and equipment increased by 1,085 million yen, while cash and equivalents decreased by 1,919 million yen and inventories decreased by 1,383 million yen. Total assets of 87,428 million yen represented a net decrease from the prior year's end by 2,150 million yen.

Total liabilities were 36,399 million yen, a decrease of 2,642 million yen from the prior year's end, principally a decrease of 2,377 million yen in long- and short-term debt.

Though sustaining a decrease by 1,192 million yen in foreign currency translation adjustments, total equity benefited from increases in retained earnings of 826 million yen and holdings of non-controlling interests of 889 million yen, and thus increased by 491 million yen over the prior year's end to 51,028 million yen.

The equity ratio rose 0.5 points over the prior year's end to 43.9%.

	Total assets (million yen)	Total liabilities (million yen)	Total equity (million yen)	Equity ratio
Year ended March 2016	87,428	36,399	51,028	43.9%
Year ended March 2015	89,579	39,041	50,537	43.3%
Difference	(2,150)	(2,642)	491	0.5 points

#### 3. Cash Flows

Balances of cash and cash equivalents for the consolidated fiscal year under report totaled 15,691 million yen with a decrease of 1,596 million yen over the prior year's end.

	Year Ended March 2015 (million yen)	Year Ended March 2016 (million yen)	Difference (million yen)
Cash flows from operating activities	5,289	6,373	1,084
Cash flows from investing activities	5,250	(4,332)	(9,582)
Cash flows from financing activities	(6,231)	(3,096)	3,134
Cash and cash equivalents at end of year	17,287	15,691	(1,596)

#### (1) Cash flows from operating activities

On income before taxes and minority interests of 4,145 million yen, depreciation and amortization of 2,214 million yen for net cash acquired of 6,373 million yen.

#### (2) Cash flows from investing activities

With respect to cash flows from investing activities, principal items for payments of 4,141 million yen for acquisitions of property, plant and equipment, for net cash used of 4,332million yen.

#### (3) Cash flows from financing activities

With respect to cash flows from financing activities, principal items for cash dividends paid of 983 million yen including non-controlling interests, and a net reduction in long- and short-term debt of 1,973 million yen, for net cash used of 3,096million yen.

#### 4. Responses to Business Challenges

#### (A) Measurement and Control Equipment Business

The introduction of general competitive bidding by the electric power companies, our principal trade customers for the power company product portfolio has resulted in intensified competition among supplying manufacturers, while the significant decline in product selling prices has led to a continuing, tough business environment.

The electricity meter is a core product of our portfolio, and the smart meter, the next-generation electricity meter, has entered a full-fledged introduction phase. The demand for smart meters, therefore, is forecast to trend at high levels for some time. Amidst this backdrop, we are making an all-out effort to develop products that meet the needs of the power companies with high functionality, high quality and high reliability and that remain highly competitive. We have acquired a large market share for smart meters comparable to that achieved previously for conventional meters, and are building a production organization to meet increased demand and cutting costs to match selling prices that declined through competition among manufacturers. In our international business operations, we are readying our supply organization for the order from the U.K. for a smart meter communication hub, preparing our support of smart meters expected to increase in Europe in the near future, and enhancing our competitiveness to secure profitability.

#### (B) FPD Assembly Equipment Business

Our principal customer base belongs to the digital home electronics industry for this segment. The business environment is experiencing changes as structural changes in demand occur and manufacturing centers for the industry shift to outside Japan. We are thus being driven to promote selling activities responsive to such market changes alongside reinforcements to our product's capabilities. Conditions have prompted us to improve added value in terms of product performance and functionality and to reinforce competitiveness through cost reductions. Pro-active business development will proceed in the growth category of energy- and lighting-related equipment and in new fields expected for future growth such as sensor device- and high-functional device-related equipment.

#### (C) Real estate business

Improved occupancy rates and cost reductions are planned for this segment to improve the rate of return on investment.

#### 5. Risks in Business Operations

The risk factors that may impose an impact on the management results and financial condition of the Osaki Electric Group include the following.

#### (1) Fluctuation in Demand

The market for the products manufactured by the corporate group (measurement and control equipment market, FPD manufacture apparatus market) may experience unexpected fluctuations (performance trends of power companies constituting the customer base, intensified competition through changes in tendering format, or other) that will change the demand for our products. Changes in the political or economic climates of countries or regions where products are distributed by the corporate group may alter demand for our products. Decreasing sales from large fluctuations in product demand may impose an adverse effect on the business performance and financial condition of the corporate group.

#### (2) Price Appreciation, Sourcing Difficulty of Material and Parts

The corporate group purchases materials, parts, and contracted assemblies externally for the manufacture of its product line. We have no guarantee against global economic conditions, the environments in material producing countries, and fluctuations in foreign exchange rates that may lead to the appreciation of prices and sourcing difficulties. Price appreciation and sourcing difficulty for materials and parts may impose an adverse effect on the business performance and financial condition of the corporate group.

#### (3) Stock Price Fluctuation

The corporate group owns approximately 5.2 billion yen worth of investments in securities. We have no guarantee against any valuation loss of these investments in securities in the event of a large drop in stock prices. A large valuation loss of investments in securities may impose an adverse effect on the business performance and financial condition of the corporate group.

#### (4) Real Estate Price Fluctuation

The corporate group is engaged in the Measurement and Control Equipment Business, FPD Assembly Equipment Business, and Real Estate Business, and consequently owns real estate in the form of land and buildings. A drop in real estate prices may impose an adverse effect on the business performance and financial condition of the corporate group.

#### (5) Product Failure

Manufacturing in the corporate group is performed under high quality control standards. We have no guarantee into the future, however, of safeguards for all our products against the occurrence of any recalls with respect to product failures or servicing failures or decrease in sales volume driven by any decline in customer satisfaction. A large-scale recall or product failure resulting in cancelled deliveries may impose an adverse effect on the business performance and financial condition of the corporate group.

#### (6) Business Concentration on Select Customers

Among the customers of the corporate group, the Measurement and Control Equipment Business mainly delivers electricity meters as its core product line, current limiters, measuring instrument converters, monitor control apparatuses, and time switches to electric power companies within and outside Japan. The proportion of net sales to power companies and their affiliated companies account for a high share. The FPD Assembly Equipment Business also relies on select accounts for a high proportion of net sales. Thus, changes in business format of the customers or in the business relationship may impose an adverse effect on the business performance and financial condition of the corporate group.

#### (7) Corporate Acquisition

The corporate group may engage in corporate mergers and acquisitions and in business reorganizations for purposes of business expansion or reinforcing competitiveness. In this type of initiative, timely accomplishment of expected events, such as securing growth opportunities, improving financial condition, and integrating various systems may not be concluded (or achieved). Unforeseen problems may arise, where unplanned expenses and costs accrue. Any of these potential situations may impose an adverse effect on the business performance and financial condition of the corporate group.

#### (8) Foreign Exchange Fluctuation

The corporate group engages in its global business with Osaki United International, Pte. Ltd., in Singapore as the hub. Fluctuations in foreign exchange rates may cause net sales, prices of materials and parts, selling and administrative expenses, asset values of subsidiaries in foreign locations, and other factors to fluctuate. A sudden shift in exchange rates may impose an adverse effect on the business performance and financial condition of the corporate group.

#### (9) Other Risks

The production facilities of the corporate group are distributed geographically within and outside Japan. Nonetheless, any natural disaster like an earthquake may cause plant production capacity to drop and may impose an adverse effect on business operations of the corporate group. In addition, warfare, terrorism, change in government, and epidemics beyond the control of management, fluctuations in financial markets, and changes to supply organizations of purchase sources may impose an adverse effect on the business operations and performance of the corporate group.

# **6. Contracts Material to Operating Management**

There are no particular matters to note.

#### 7. Research and Development

The corporate group is maintaining a product development organization capable of immediate response to the needs of an era facing sudden changes, activating human resources in flexible fashion, and investing in research and development for purposes of new product development and product improvement.

Research and development (R&D) expenses spent by the corporate group for the consolidated fiscal year under report totaled 3,422 million yen.

R&D activities for each business segment are provided below.

#### (A) Measurement and Control Equipment Business

R&D associated with electricity meters has focused on smart meters, whose demand has vastly increased in response to changes in the energy delivery environment, such as the liberalization of electric power retailing. As smart meter deployments at domestic power companies enter the full penetration phase, R&D for electricity meters is advancing through alignment with group companies in response to needs. We are engaged in the development of a series to broaden the product portfolio, technical studies of the communication component for smart meters, and R&D for enhanced competitiveness.

Globally, the electricity meter of choice is rapidly shifting to the smart meter. In response to this trend, the corporate group is aggressively pursuing development of technologies associated with smart meters.

Contributing to improved energy supply and demand, our systems equipment R&D supports the energy solutions business through BEMS, which targets mid- and small-sized buildings and commercial facilities, and HEMS, which targets housing. We are engaged in improving and deploying demand management services, the development of demand control systems for general customers and Electricity Safety Associations nationwide, smart meter systems and in-home energy management units for condominiums that apply measurement technologies of smart meters and various communication technologies.

With respect to our metering systems business, we are engaged in development of handheld terminals and printers as metering devices, and metering system apps for smartphones and tablets. The efforts of product and systems development reflect our response to customer needs.

The R&D expenses of this segment totaled 3,412 million yen.

#### (B) FPD Assembly Equipment Business

Development for this segment pertains to manufacturing equipment for mounting FPD modules around core technologies of bonding and mounting, and electronic-device assembly equipment.

In the fields of mounting and assembly to which these products belong, compact, high-integration of goods demands higher definition and precision in bonding and mounting than before. Measurement and control technologies are becoming more and more important in improving product value and product quality. During the consolidated fiscal year under report, we made further improvements to our core technologies of high-definition bonding and mounting, and placed efforts in technology development for measuring and control that are considered core technologies in the growth areas associated with sensor devices.

Component technology development common to various apparatuses is the main vehicle. The general administrative expenses thus entered for the consolidated fiscal year under report totaled 9 million yen. Customized development expenses accruing to individual orders were mainly treated as manufacture costs for the respective orders. R&D expenses are not classed, however, since the portions specific to R&D within manufacture costs are difficult to allocate.

#### (C) Real estate business

Research and development are not conducted for this segment.

#### 8. Plant and Facilities

#### **Overview of Capital Expenditures**

The corporate group continually programs capital expenditures for purposes of maintaining and increasing production capacity, and fulfilling and reinforcing R&D functions. Capital expenditures totaled 3,362 million yen for the consolidated fiscal year under report.

The Measurement and Control Equipment Business invested 3,348 million yen mainly in facilities associated with electricity meters, the FPD Assembly Equipment Business invested 1 million yen, and the Real Estate Business invested 12 million yen.

There were no disposals or sales of material facilities.

#### 9. Corporate Governance

#### (1) Fundamental Approach to Corporate Governance

Osaki Electric views the interests of stakeholders including shareholders with serious emphasis. We recognize comprehensive corporate governance as a very important management issue in a mission to maximize lasting enterprise value. The corporate group will improve management efficiency and transparency further, and aim for fair management practices. We will also make efforts in pro-active, prompt information disclosures, and enhance disclosures such as corporate details through the Internet.

#### (2) Overview of Corporate Governance Organization

#### **①Corporate Governance Organization**

Osaki Electric adopts a statutory auditor system. The Company has established the board of auditors that includes outside auditors, provides an auditing function by statutory auditors, and thus serves as a management oversight function. The auditors consist of four members, of which two are outside auditors and independent officers who maintain independence and objectivity of management oversight functions by providing an external checking function. Moreover, one statutory auditor has accounting experience in serving as the director of accounting for the Company with considerable knowledge of finance and financial accounting.

Next, the directors consist of fifteen members. Two of these members are independent outside directors, who participate in management as members of the board of directors, from whom appropriate advice concerning overall management of the Company can be solicited, and by whom decision-making and oversight functions of the board of directors can be reinforced. These benefits are considered to be an asset in improving the enterprise value of the Company.

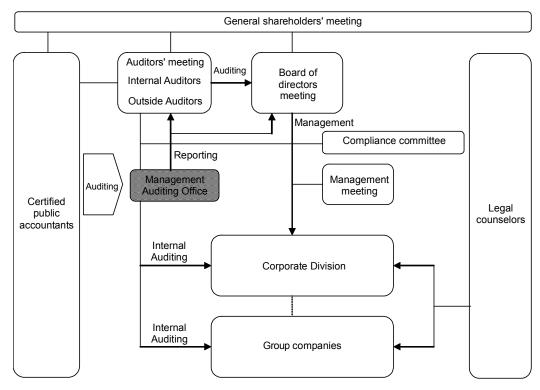
In accordance with the "Statutes Partially Revising the Companies Law" (2014 Statute No. 90) instituted on May 1, 2015, the Company executed or continued agreements, based on Article 427, Section 1 with the non-executive directors and auditors that limit liability for compensation of damages provided in Article 423, Section 1 of the Companies Law. The amount of limited liability for compensation of damages based on the agreements is set at the statutory figure. Authorization of such limited liability is restricted to good intentions and no serious negligence in the execution of duties that caused the liability imposed on the subject director or auditor.

In addition to the auditor policy that includes independent outside auditors, the Company considers the board of directors function that includes independent outside directors to be the optimum corporate governance organization for the Company.

The board of directors is positioned as an organization that not only decides important matters established by law and basic management policy, but also oversees the execution of business activities. In principle, the board of directors holds monthly meetings and convenes further if necessary. This practice allows the board to respond dynamically to management environment changes and service efficient operations. As the assisting function of the board meeting, management meetings attended by senior directors are held weekly in principle, in order to conduct decision-making for daily business execution and to debate management issues.

With regard to compliance, the compliance committee is established to oversee compliance to all laws and regulations and social norms, and to set forth the code of practice and compliance manual at Osaki Electric group companies to instill the purposes of compliance. The committee also issues the Osaki Electric Group Compliance Handbook to promote compliance awareness and maintain compliance organizations. Concerning legal and accounting matters, nevertheless, the committee receives appropriate advice from experts such as legal counsel and certified public accountants to satisfy legal compliance.

The following is a diagram of the corporate governance system



[Respective Divisions]

#### **2**Organization of Internal Controls System

Based on the Companies Law and its enactment rules, we have established fundamental policy for structuring the internal controls system, and maintain the system accordingly to secure proper operational duties as follows:

- a) Organization that secures conformance to the law and articles of incorporation with respect to execution of duties by directors and employees of the Company and its subsidiaries
- \* The Company establishes the compliance committee, which sets forth the code of practice and compliance manual at Osaki Electric group companies and issues the Osaki Electric Group Compliance Handbook to promote thorough common knowledge and compliance so that officers and employees of the Company and its subsidiaries observe the law, the articles of incorporation, internal company rules, and social norms.
- \* Based on management rules of the Osaki Electric Group, the Company shall plan and implement various measures to enhance effectiveness of the internal controls system at each subsidiary and provide guidance and support to the subsidiaries.
- \* The Internal Auditing Office implements the internal audits of the Company and those subsidiaries with no internal audit department according to plan, audits the appropriateness and efficiency of duties, and makes efforts for reinforcement and improvement of the compliance organization.
- \* Through appropriate operations of the helpline system, Osaki Electric Group shall devise early detection and correction to violations of the law and unlawful conduct by officers and employees, and thus apply efforts to reinforce the compliance organization.
- \* Osaki Electric Group shall conduct operations based on the basic internal controls policy related to financial reporting, and secure the reliability of financial reporting required by the Financial Instruments and Exchange Law.

- \* As a member of society, Osaki Electric Group, based on its code of practice, shall refrain from holding any relations with anti-social forces that threaten the order and safety of civic society, and shall respond to any eventuality with a resolute attitude.
- b) Organization for storing and managing information related to execution of duties by directors of the Company
- \* The Company shall record information and documents related to the execution of duties by directors on paper or electromagnetic media and appropriately stored and managed in accordance with board of directors meeting rules and internal corporate rules.
- \* Directors and statutory auditors of the Company are entitled to have access to these documents during business hours.
- c) Rules and other organizations related to managing risk of loss of the Company and its subsidiaries
- \* At the Company, each department as well as each committee (Compliance, Quality Control, Environmental Conservation, Product Liability, Export Administration) of the Company shall identify, analyze, and assess risks according to the Risk Management Rules and the Basic Policy for Risk Management, and prepare a Risk Map. Any recognized risk shall have necessary countermeasures instituted to reduce such a risk. At any subsidiary, the Company shall instruct the arrangement of a comparable organization, and establish an organization that delivers the appropriate information to the Company in the event of any unforeseen developments.
- \* The Internal Auditing Office audits the risk management status of the Company and those subsidiaries with no internal audit office through an internal audit. The office reports the results periodically at board meetings of the Company, where improvement measures will be deliberated and decided.
- d) Organization to secure efficient execution of duties by directors of the Company and its subsidiaries
- \* The Company establishes goals of the Company and entire Osaki Electric Group shared by directors at the beginning of each year, and prepares a specific annual operating plan to achieve the goals. Furthermore, achievement of the goals is reviewed monthly and quarterly. Feedback of the results to departments of the Company and subsidiaries secures effectiveness and efficiency of operations.
- \* The Company convenes board of directors meetings monthly in principle, and otherwise as necessary to respond efficiently to dynamic changes in the management environment of Osaki Electric Group.
- \* In principle, the Company convenes management meetings composed of senior directors weekly to conduct multi-faceted studies and discussions over management issues that affect the corporate Osaki Electric Group.
- \* Execution of daily duties at the Company and subsidiaries shall be based in accordance with occupational duty authority rules and internal approval process rules.
- e) Organization concerning reporting to the Company regarding matters associated with executing duties by board members of subsidiaries of the Company
- \* Based on operating management rules of the Osaki Electric Group, every subsidiary of the Company bears the obligation of reporting important management matters associated with said subsidiary to the Company.
- \* For subsidiaries within Japan, the Company in principle convenes group management council meetings to discuss business performance and other necessary matters of such subsidiaries. Major subsidiaries outside Japan periodically report business performance and other important management issues to the board of directors of the Company.

- f) Items regarding employee status, employee independence from directors, and securing effectiveness of direction given to said employee, whenever a statutory auditor of the Company requests placement of an employee for assistance in the auditor's duties.
- \* Dedicated employees shall be placed to assist the duties of the auditors.
- \* Such employees that assist the duties of the auditor shall not hold any co-duties in a post to execute operations of the Company, shall conduct their duties under the auditor's direction and command, and shall submit to transfers with consent of the auditor.
- g) Reporting organization to statutory auditors by director or employee of the Company, or by director, statutory auditor, or employee of a subsidiary of the Company (including anyone who received a report from the foregoing), organization to assure no unfavorable treatment as a consequence of such reporting to anyone who provides such reporting
- \* Whenever a director, employee, or subsidiary's statutory auditor in Osaki Electric Group learns, in regard to execution of duties, of any facts concerning significant violation of the law or articles of incorporation, facts of unlawfulness, or facts that may impose significant damages to the corporate group, the Company shall secure an organization that reports such matters to the statutory auditors of the Company without delay.
- \* The Company shall secure an organization where, in addition to items prescribed by law, directors, employees, and subsidiaries' statutory auditors in Osaki Electric Group shall report items that may have a serious effect on the corporate group, the implementation status of internal audits, and notifications regarding the group helpline system and their details to the statutory auditors of the Company without delay.
- \* Osaki Electric Group shall refrain from imposing any unfavorable treatment like discharge or anything else to informants, for reasons of informing through the helpline system.
- h) Items concerning policy associated with expenses incurred and liabilities processed in execution of duties by statutory auditors of the Company
- \* The directors of the Company shall execute necessary budgetary measures for the expenses associated with auditing, in order to secure smooth audits by the statutory auditors.
  - i) Organizations to otherwise secure effective auditing by statutory auditors of the Company
- \* The board of directors of the Company shall secure the attendance of statutory auditors to board meetings, management meetings, and other important meetings of the Company in order to secure appropriateness of operations.
- \* The representative director of the Company shall secure opportunities to regularly exchange opinions with the statutory auditors.

# Consolidated Financial Statements

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# **Consolidated Balance Sheets**

Osaki Electric Co., Ltd. and Consolidated Subsidiaries March 31, 2015 and 2016

	Million	Thousands of U.S.dollars	
ASSETS	2015	2016	2016
Current assets:			
Cash and cash equivalents (Note 3)	¥ 15,107	¥ 13,188	\$ 117,041
Deposits (Note 3)	2,916	3,228	28,651
Notes and accounts receivable, trade	17,900	17,864	158,541
Finished products	5,307	5,000	44,374
Work in process	2,077	2,294	20,365
Raw materials, purchased components and supplies	6,478	5,184	46,007
Deferred income taxes	774	668	5,933
Other current assets	2,125	2,737	24,292
Allowance for doubtful receivables	(165)	(227)	(2,014)
Total current assets	52,521	49,939	443,194
Fixed assets:			
Property, plant and equipment			
Buildings and structures	21.933	22.203	197,049
Less-accumulated depreciation	(13,497)	(13,669)	(121,308)
Total buildings and structures	8,435	8,534	75,740
Machinery and equipment	13,501	13,198	117,135
Less-accumulated depreciation	(10,363)	(10,140)	(89,997)
Total machinery and equipment	3,137	3,057	27,138
Land	12,231	12,776	113,390
Lease assets	2,072	2,004	17,786
Less-accumulated depreciation	(691)	(727)	(6,459)
Total lease assets	1,381	1,276	11,326
Construction in progress	89	574	5,098
Other fixed assets	7,528	7,713	68,457
Less-accumulated depreciation	(6,989)	(7,032)	(62,410)
Total other fixed assets	539	681	6,046
Net property, plant and equipment	25,815	26,901	238,740
Intangible assets	·		
Goodwill	1,578	1,267	11,245
Other intangible assets	708	804	7,136
Total intangible assets	2,286	2,071	18,382
Investments and other assets	•	,	,
Investment securities (Note 4)	5,145	5,185	46,020
Net defined benefit asset	1,038	803	7,129
Deferred income taxes	930	1,028	9,130
Other assets	1,848	1,505	13,361
Allowance for doubtful receivables	(7)	(6)	(60)
Total investments and other assets	8,955	8,516	75,581
Total fixed assets	37,057	37,489	332,704
TOTAL	¥ 89,579	¥ 87,428	\$ 775,898

# **Consolidated Balance Sheets**

Osaki Electric Co., Ltd. and Consolidated Subsidiaries March 31,2015 and 2016

	Million	Thousands of U.S.dollars	
LIABILITIES AND EQUITY	2015	2016	2016
Current liabilities:			
Notes and accounts payable, trade	¥ 10,033	¥ 10,393	\$ 92,236
Short-term debt (Note 5)	7,330	6,708	59,536
Accrued income taxes	1,115	1,395	12,384
Accrued bonuses allowance	1,547	1,529	13,571
Accrued bonuses allowance for directors	101	11	105
Allowance for product warranties	28	50	452
Other current liabilities	6,208	6,376	56,589
Total current liabilities	26,365	26,465	234,876
Long-term liabilities:			
Bonds (Note 6)	2,685	2,345	20,811
Long-term debt (Note 5)	2,988	1,233	10,947
Lease obligation	726	713	6,334
Accrued retirement allowances for directors	223	226	2,012
Net defined benefit liability	1,781	1,925	17,083
Consolidation adjusting accounts	312	156	1,385
Deferred income taxes	3,078	2,531	22,462
Other long-term liabilities	881	802	7,122
Total long-term liabilities	12,676	9,933	88,158
Total liabilities	39,041	36,399	323,035
Contingent liabilities (Note 7)			
Equity:			
Shareholders' equity			
Common stock:			
Authorized – 100,000,000 shares			
Issued 2016 – 45,444,234 shares and			
Issued 2015 – 44,889,951 shares	6,623	6,793	60,288
Capital surplus	6,705	6,890	61,154
Retained earnings	21,180	22,007	195,309
Treasury stock, at cost:			
561,071 shares in 2016 and			
555,712 shares in 2015	(354)	(358)	(3,177)
Total shareholders' equity	34,154	35,333	313,574
Accumulated other comprehensive income			
Unrealized gains on securities	1,447	1,170	10,384
Foreign currency translation adjustments	2,892	1,700	15,089
Remeasurements of defined benefit plans	311	140	1,242
Total accumulated other comprehensive income	4,652	3,010	26,716
Stock acquisition rights (Note 8)	327	391	3,477
Non-controlling interests	11,403	12,292	109,095
Total equity	50,537	51,028	452,863
TOTAL	¥ 89,579	¥ 87,428	\$ 775,898

# **Consolidated Statements of Income**

Osaki Electric Co., Ltd. and Consolidated Subsidiaries Years ended March 31, 2014, 2015 and 2016

		Thousands of		
		Millions of ye		U.S.dollars
	2014	2015	2016	2016
Net sales	¥ 65,663	¥ 77,366	¥ 75,596	\$ 670,892
Cost of sales	48,660	56,198	55,346	491,186
Gross profit	17,003	21,167	20,249	179,706
Selling, general and administrative expenses (Note 9)	15,237	17,897	16,511	146,531
Operating income	1,766	3,270	3,738	33,174
Non-operating income:				
Interest income	37	47	39	348
Dividend income	220	119	102	911
Amortization of consolidation adjusting accounts	156	156	156	1,385
Others	238	360	242	2,148
	652	683	540	4,792
Non-operating expenses:				
Interest expenses	214	187	145	1,293
Loss on retirement of non-current assets	32	29	64	576
Foreign exchange loss	159	-	-	-
Loss on bond retirement	-	65	-	-
Commitment fee	9	40	10	88
Others	96	48	53	476
	513	370	274	2,435
Ordinary income	1,905	3,584	4,003	35,531
Extraordinary gains:				
Gain on sales of land	=	=	55	495
Gain on sales of investment securities	131	-	111	985
Gain on sales of shares of subsidiaries	-	2,708	-	-
	131	2,708	166	1,481
Extraordinary losses:				
Impairment losses	236	1,258	14	131
Loss on sales of shares of subsidiaries and associates	34	-	-	-
Loss on liquidation of subsidiaries and affiliates	277	-	-	-
Structure improvement expenses	78	385	-	-
Special retirement expenses	-	250	10	90
	626	1,894	24	221
Income before income taxes and minority interests	1,409	4,398	4,145	36,791
Income taxes				
Current	685	1,359	1,825	16,198
Deferred	21	(226)	(375)	(3,328)
	706	1,132	1,450	12,869
Profit	703	3,265	2,695	23,922
Profit attributable to non-controlling interests	(80)	511	1,201	10,665
Profit attributable to owners of parent	¥ 783	¥ 2,754	¥ 1,493	\$ 13,256

# **Consolidated Statements of Comprehensive Income**

Osaki Electric Co., Ltd. and Consolidated Subsidiaries Years ended March 31, 2014 2015 and 2016

		Millions of year	1	Thousands of U.S.dollars
	2014	2015	2016	2016
Profit	¥ 703	¥ 3,265	¥ 2,695	\$ 23,922
Other comprehensive income				
Unrealized gains on securities	393	679	(278)	(2,469)
Foreign currency translation adjustments	2,267	(1,020)	(1,088)	(9,659)
Remeasurements of defined benefit plans	-	205	(171)	(1,523)
Share of other comprehensive income of entities accounted for using equity method	(0)	0	0	3
	2,660	(134)	(1,538)	(13,649)
Comprehensive income	¥ 3,363	¥ 3,130	¥ 1,157	\$ 10,272
Comprehensive income attributable to owners of the parent	3,417	2,612	(148)	(1,314)
Comprehensive income attributable to non-controlling interests	(54)	518	1,305	11,587

# **Consolidated Statements of Changes in Equity**

Osaki Electric Co., Ltd. and Consolidated Subsidiaries

Years ended March 31, 2014, 2015 and 2016

					Million	ns of yen				
_					Sharehole	ders' equity				
	Comp	non stock	Canital	surplus	Retaine	d earnings		sury stock, at cost		areholders' quity
Balance at March 31, 2013	¥	4,686	¥	4,775	¥	18,630	¥	(1,849)	¥	26,243
Cash dividends paid		ŕ				(427)				(427)
Profit attributable to owners of parent						783				783
Purchase of treasury stock								(3)		(3)
Disposal of treasury stock				0				14		14
Net changes of items other than shareholders' equity										
Balance at March 31, 2014		4,686		4,775		18,985		(1,838)		26,609
Cumulative effects of changes in accounting policies						(120)				(120)
Restated balance at March 31, 2014		4,686		4,775		18,865		(1,838)		26,489
Issuance of new shares		1,936		1,936						3,873
Cash dividends paid						(428)				(428)
Profit attributable to owners of parent						2,754				2,754
Purchase of treasury stock								(5)		(5)
Disposal of treasury stock				(7)		(10)		1,488		1,471
Net changes of items other than shareholders' equity										
Balance at March 31, 2015		6,623		6,705		21,180		(354)		34,154
Issuance of new shares		170		170						340
Change in treasury shares of parent arising from				15						15
transactions with non-controlling shareholders				13						13
Cash dividends paid						(666)				(666)
Profit attributable to owners of parent						1,493				1,493
Purchase of treasury stock								(3)		(3)
Disposal of treasury stock										
Net changes of items other than shareholders' equity										
Balance at March 31, 2016	¥	6,793	¥	6,890	¥	22,007	¥	(358)	¥	35,333

_				T	housands	of U.S.dolla	rs		
_									
	Comi	non stock	Capita	ıl surplus	Retaine	ed earnings		ury stock, t cost	nareholders' equity
Balance at March 31, 2015	\$	58,779	\$	59,505	\$	187,971	\$	(3,145)	\$ 303,110
Issuance of new shares		1,508		1,508					3,017
Change in treasury shares of parent arising from				140					140
transactions with non-controlling shareholders				140					140
Cash dividends paid						(5,919)			(5,919)
Profit attributable to owners of parent						13,256			13,256
Purchase of treasury stock								(31)	(31)
Disposal of treasury stock									
Net changes of items other than shareholders' equity									
Balance at March 31, 2016	\$	60,288	\$	61,154	\$	195,309	\$	(3,177)	\$ 313,574

			]	Millions of yen			
	Accu	mulated other co	omprehensive in	come			
	Unrealized gains on securities	Foreign Currency Translation adjustments	Remeasure ments of defined benefit plans	Total accumulated other comprehensive income	Stock Acquisition rights	Non-contr olling interests	Total equity
Balance at March 31, 2013	¥ 398	¥ 1,656	¥ -	¥ 2,054	¥ 249	¥ 11,283	¥ 39,83
Cash dividends paid							(427
Profit attributable to owners of parent							78
Purchase of treasury stock							(3
Disposal of treasury stock							1
Net changes of items other than shareholders' equity	371	2,262	106	2,740	48	(225)	2,56
Balance at March 31, 2014	769	3,918	106	4,794	298	11,057	42,76
Cumulative effects of changes in accounting policies						(28)	(148
Restated balance at March 31, 2014	769	3,918	106	4,794	298	11,029	42,61
Issuance of new shares							3,87
Cash dividends paid							(428
Profit attributable to owners of parent							2,75
Purchase of treasury stock							(:
Disposal of treasury stock							1,47
Net changes of items other than shareholders' equity	677	(1,025)	205	(142)	29	373	26
Balance at March 31, 2015	1,447	2,892	311	4,652	327	11,403	50,53
Issuance of new shares	1,447	2,072	311	4,032	321	11,403	30,33
Change in treasury shares of parent arising from							3-
transactions with non-controlling shareholders							1
							(66
Cash dividends paid							(66 1,49
Profit attributable to owners of parent							
Purchase of treasury stock							(
Disposal of treasury stock	(277)	(1.100)	(151)	(1.641)		000	(60
Net changes of items other than shareholders' equity	(277)	(1,192)	(171)	(1,641)	64	889	(68)
Balance at March 31, 2016	¥ 1,170	¥ 1,700	¥ 140	¥ 3,010	¥ 391	¥ 12,292	¥ 51,02
			Thou	sands of U.S.dol	lars		
	Accu		omprehensive in	come			
	Unrealized gains on	Foreign Currency Translation	Remeasure ments of defined	Total accumulated other comprehensive	Stock Acquisition	Non-contr olling	
	securities	adjustments	benefit plans	income	rights	interests	Total equi
Balance at March 31, 2015	\$ 12,846	\$ 25,673	\$ 2,766	\$ 41,287	\$ 2,903	\$ 101,201	\$ 448,5
Issuance of new shares							3,0
Change in treasury shares of parent arising from							1
transactions with non-controlling shareholders							
Cash dividends paid							(5,91
Profit attributable to owners of parent							13,2
Purchase of treasury stock							(3
Disposal of treasury stock							
Net changes of items other than shareholders' equity	(2,462)	(10,584)	(1,523)	(14,571)	574	7,893	(6,10
Balance at March 31, 2016	\$ 10,384	\$ 15,089	\$ 1,242	\$ 26,716	\$ 3,477	\$ 109,095	\$ 452,80

#### **Consolidated Statements of Cash Flows**

Osaki Electric Co., Ltd. and Consolidated Subsidiaries

Years ended March 31, 2014, 2015 and 2016

		Millions of yen	1	Thousands of U.S.dollars
	2014	2015	2016	2016
Cash flows from operating activities :				
Income before income taxes and minority interests	¥ 1,409	¥ 4,398	¥ 4,145	\$ 36,791
Adjustments to reconcile net income to net cash provided by operating activities -				
Depreciation and amortization	2,378	2,456	2,214	19,653
Impairment losses	236	1,258	14	131
Amortization of consolidation adjusting accounts	(156)	(156)	(156)	(1,385)
Amortization of goodwill Increase (decrease) in allowance for doubtful receivables	415 42	445 (14)	217 73	1,933 649
Increase (decrease) in anowance for doubtful receivables  Increase (decrease) in accrued bonuses allowance	52	54	0	5
Increase (decrease) in accrued bonuses allowance for directors	(13)	10	(85)	(759)
Increase (decrease) in allowance for product warranties	(1)	13	22	198
Increase (decrease) in accrued retirement allowances for directors	25	9	3	31
Increase (decrease) in net defined benefit liability	113	184	143	1,276
Decrease (increase) in net defined benefit asset	(132)	(5)	(23)	(209)
Interest and dividend income	(257)	(167)	(141)	(1,259)
Interest expenses	214	187	145	1,293
Loss on disposal of property, plant and equipment	32	29	64	576
(Gain) loss on sales of investment securities	(131)	(55)	(111)	(985)
Loss (gain) on sales of land	` _	` -	(55)	(495)
Loss (gain) on sales of shares of subsidiaries and associates	34	(2,708)	-	-
Loss on redemption of bonds	-	65	-	-
Loss on liquidation of affiliates	277	-	-	-
Structure improvement expenses	78	385	-	-
(Increase) decrease in notes and accounts receivable	(2,155)	(1,033)	(336)	(2,985)
(Increase) decrease in inventories	(1,456)	(1,999)	947	8,405
Increase (decrease) in notes and accounts payable	592	2,461	545	4,845
Other, net	120	176	469	4,166
Interest and dividend received	258	167	143	1,271
Interest paid	(203)	(217)	(146)	(1,302)
Income taxes paid	(723)	(655)	(1,721)	(15,280)
Net cash provided by (used in) operating activities	1,052	5,289	6,373	56,566
Cash flows from investing activities:	(2.050)	(1.000)	(4.1.41)	(2 ( 755)
Payments for property, plant and equipment	(3,052)	(1,990)	(4,141)	(36,755)
Proceeds from sales of property, plant and equipment	571	955	492	4,367
Payments for intangible assets	(283)	(157)	(346)	(3,078)
Payments for investment securities Proceeds from sales of investment securities	(221) 495	(1) 225	(615) 298	(5,463) 2,649
Purchase of stocks of subsidiaries and affiliates	(1)	223	290	2,049
Payments for acquisition of shares of subsidiaries	(1)	6,178	-	_
Other, net	(32)	40	(19)	(172)
Net cash provided by (used in) investing activities	(2,524)	5,250	(4,332)	(38,453)
Cash flows from financing activities:	(2,321)	2,220	(1,552)	(30,133)
Increase (decrease) in short-term debt, net	(603)	802	741	6,576
Proceeds from long-term debt	1,400	945	440	3,909
Payments for long-term debt	(4,608)	(2,273)	(3,154)	(27,997)
Proceeds from issuance of bonds	5,000	(2,273)	(5,151)	(21,551)
Payments for redemption of bonds	-	(5,065)	_	_
Repayment of lease obligation	(71)	(55)	(57)	(512)
Cash dividends paid	(427)	(428)	(666)	(5,917)
Dividends paid to non-controlling interests	(172)	(151)	(316)	(2,806)
Payments from changes in ownership interests in subsidiaries that do		,	` /	
not result in change in scope of consolidation	-	-	(79)	(701)
Payments for treasury stock	(3)	(5)	(3)	(32)
Decrease (increase) in collateral money payable for loan transactions	(700)	`_	-	` -
Other, net	Ó	0	<u> </u>	-
Net cash provided by (used in) financing activities	(185)	(6,231)	(3,096)	(27,481)
Effect of exchange rate changes on cash and cash equivalents	487	935	(540)	(4,797)
Net increase (decrease) in cash and cash equivalents	(1,170)	5,243	(1,596)	(14,166)
Cash and cash equivalents at beginning of year (Note 3)	13,046	11,876	17,287	153,421
Increase (decrease) in cash and cash equivalents resulting from change of scope of consolidation		167	-	-
Cash and cash equivalents at end of year (Note 3)	¥ 11,876	¥ 17,287	¥ 15,691	\$ 139,254

#### **Notes to Consolidated Financial Statements**

Osaki Electric Co., Ltd. and Consolidated Subsidiaries

#### 1. Summary of Main Accounting Policies

Osaki Electric Co., Ltd., ("the Company") and its Japanese subsidiaries maintain financial accounting books according to accounting principles generally accepted as fair and proper in Japan, and prepare financial statements accordingly. International subsidiaries maintain financial accounting books according to accounting principles generally accepted as fair and proper in their country of presence, and prepare financial statements accordingly.

#### (1) Fundamental Policy of Consolidation and Accounting Treatment of Investment in Affiliates

The consolidated financial statements of the Company include accounts of the Company and subsidiaries for which the Company owns a simple majority or more of shares. Transactions, debits and credits between consolidated companies are entirely eliminated.

#### (2) Foreign Currency Conversion

Monetary debits and credits in foreign currencies are converted into Japanese currency at the spot exchange rate on the consolidated financial closing date, and conversion differences are treated as income (loss). The assets and liabilities of foreign subsidiaries are converted into Japanese currency at the spot exchange rate on the financial closing dates of the respective subsidiaries, and revenues and expenses are converted to Japanese currency according to the average rate during the fiscal period. The conversion differences are included under foreign currency translation adjustments and non-controlling interests in Equity.

#### (3) Cash and Cash Equivalents

Cash and cash equivalents include amounts converted easily to their stated values with slight fluctuation risks in value resulting from any variation in interest rate because of the short term until their maturity, and also high-liquidity investments that mature within three (3) months of their acquisition date.

#### (4) Marketable Securities

Marketable securities with fair market value are stated at fair market value, based on the quoted market price on the last day of the fiscal period (All valuation differences are directly charged or credited to shareholders' equity and the costs of securities sold are computed by the moving average method). Securities without fair market value are stated at acquisition cost by being determined by the moving average method.

#### (5) Inventories

Finished products and work in process are stated mainly at acquisition cost according to the moving average method or total average method (asset values on the balance sheet are calculated by the book value write-down method based on decreased profitability). Build-to-order products are stated at acquisition cost by specific identification method (asset values on the balance sheet are computed by the book value write-down method based on decreased profitability).

Raw materials, purchased components and supplies are stated mainly at acquisition cost by the moving average method (asset values on the balance sheet are computed by the book value write-down method based on decreased profitability).

#### (6) Property, Plant and Equipment

Property, plant and equipment are stated at acquisition cost. By following the method and the identical standard provided in the Corporate Tax Law, depreciation expenses are computed mainly by the declining balance method for the Company and Japanese subsidiaries and the straight-line method for foreign subsidiaries.

#### (7) Intangible Assets

Intangible assets follow the straight-line method; however, for software used by the Company, the straight-line method based on the usable period (5 years) internally is applied.

#### (8) Leases

For financed lease transactions without ownership transfer, the accounting treatment refers to ordinary sale and purchase transactions. The depreciation method of lease assets related to financed lease transactions without ownership transfer adopts the straight-line method that sets the lease period as the service life and the residual value as zero.

#### (9) Allowance for Doubtful Receivables

To reserve against write-off losses for receivables, estimated uncollectable amounts are entered according to historical write-off experience for general receivables and collection potential for individual receivables with specific write-off concerns.

#### (10) Accrued Bonuses Allowance

In order to prepare for payment of employee bonuses, an allowance is entered on the basis of expected disbursement amounts.

#### (11) Accrued Bonuses Allowance for Directors

In order to prepare for payment of director bonuses, an allowance is entered on the basis of expected disbursement amounts.

#### (12) Allowance for Product Warranties

In order to prepare for expenses disbursed in the after-market servicing of products, an allowance is entered on the basis of past disbursement experience.

#### (13) Accrued Retirement Allowances for Directors

In order to prepare for retirement benefits disbursed to directors, the year-end disbursement required is entered in accordance with internal rules.

#### (14) Accounting Treatment of Retirement Benefits

In calculating retirement benefit obligations, the method of attributing the projected amounts of retirement benefits up until the consolidated fiscal year ended under report mainly refers to the benefit formula based plan. For differences arising mathematically, proportionate amounts derived by the straight-line method for the number of years (10) within the average remaining employment period of employees at the time of accrual mainly for the respective consolidated fiscal year are expensed, beginning in the consolidated fiscal year following their accrual.

Some consolidated subsidiaries apply a simplified method to the calculation of liabilities associated with retirement benefits and the expenses of retirement benefits where the self-determined disbursement required at year's end for retirement benefits is established as the liability for

#### 2. U.S.Dollar Amounts

retirement benefits.

U.S.dollar amounts presented in the financial statements are included solely for the convenience of the reader. These translations should not be construed as representations that the yen amounts actually represent, or have been or could be converted into U.S.dollars. As the amounts shown in U.S.dollars are for convenience only, the rate of \$\frac{112.68}{212.68} = U.S.\$1, the approximate current rate at March 31, 2016, has been used for the purpose of presentation of the U.S.dollar amounts in the accompanying consolidated financial statements.

#### 3. Cash and Cash Equivalents

Cash and cash equivalents comprise the following:

sii and cash equivalents comprise the following.						
					T	housands of
		Milli	ons of y	yen		
As of March 31					J	J.S.dollars
		2015		2016		2016
Cash and cash equivalents in the balance sheets	¥	15,107	¥	13,188	\$	117,041
Deposits		2,916		3,228		28,651
Total		18,023		16,416		145,693
Time deposits		(36)		(25)		(226)
Collateral money payable for loan transactions		(700)		(700)		(6,212)
Cash and cash equivalents in the cash flow statements		17,287		15,691		139,254

#### 4. Investment in Securities

Investment in securities comprise the following:

		Millions of yen					
As of March 31		2015	2016		2016		
Available-for-sale securities							
Acquisition cost	¥	2,240	¥	2,053	\$	18,225	
Fair value		4,228		3,671		32,581	
Net unrealized gain	·	1,988		1,617		14,355	

		Milli	Thousands of			
As of March 31		2015		2016		U.S.dollars 2016
Investments in unconsolidated subsidiaries and affiliates	¥	12	¥	12	\$	112
Investments in unconsolidated subsidiaries and armates  Investments in equity method affiliates	ŧ	13	ŧ	12 7	•	65
Investments in equity method armates  Investments in non-public companies and others		889		1,494		13,261
investments in non-public companies and others		009		1,494		15,201
. Short-term Debt and Long-term Debt hort-term debt and long-term debt comprise the following:						
		Milli	ons of y	yen		ousands of J.S.dollars
As of March 31		2015		2016		2016
Short-term debt:						
Unsecured	¥	4,193	¥	4,640	\$	41,182
Secured		-		6		59
Current portion of long-term debt		3,136		2,061		18,294
Net short-term debt		7,330		6,708		59,536
		Millio	ons of y	yen		ousands of
As of March 31		2015		2016		2016
Long-term debt:						
Unsecured	¥	5,838	¥	3,090	\$	27,431
Secured		286		204		1,810
Less current portion	-	3,136		2,061		18,294
Net long-term debt		2,988		1,233		10,947
D. 1						
. Bonds sonds comprise the following:						
, , <u>,</u>		Millio	ons of y	ven		ousands o
						J.S.dollars
As of March 31		2015		2016		2016
Unsecured zero coupon convertible bonds in yen, due July 2017	¥	2,685	¥	2,345	\$	20,811
. Contingent Liabilities						
contingent liabilities comprise the following:					ТЪ	ousands of
		Milli	ons of y	yen		J.S.dollars
As of March 31		2015		2016	]	2016
Debt assumption	¥	5,000	¥	5,000	\$	44,373
					•	
. Stock Acquisition Rights						
tock acquisition rights comprise the following:						
		Millia	ons of y	ven		ousands o
			0115 O1 y			J.S.dollars
As of March 31		2015		2016	1	2016
Stock acquisition rights as the stock options	¥	327	¥	391	\$	3,477

#### 9. Research and Development Expenses

Research and development expenses comprise the following:

		Millions of yen						
As of March 31	2014	2015	2016	2016				
Selling, general and administrative expenses	¥ 2,480	¥ 3,464	¥ 3,422	\$ 30,370				

#### 10. Segment Information

The business of the Company and its consolidated subsidiaries is divided into the following three categories.

#### **Measurement and control equipments:**

Watt-hour meters, Current limitter, Instrument VCT, Distribution panels & Supervisory control boards, Time switches, Optical communication device, Meter reading systems.

#### FPD assembly equipments:

Sensor related equipments, Energy related equipments, FPD related equipments.

Real estate: Estate for rent

#### Business segments -

		Millions of yen										
	Mea											
	and control		ass	sembly								
Year ended March 31	eq	uipments	equ	ipments	Real	estate		Total	Adjustr	nent	Cor	nsolidated
Sales to customers	¥	75,107	¥	1,909	¥	348	¥	77,366	¥	_	¥	77,366
Intersegment sales		25		-		112		137	(	137)		-
Total sales		75,132		1,909		460		77,503	(	137)		77,366
Operating income		3,326		(228)		168		3,266		4		3,270

The segment income is adjusted by fixed assets.

For the Measurement and Control Equipment Business and the FPD Assembly Equipment Business, an impairment loss of fixed assets of 1,247 million yen and 11 million yen are respectively recognized and booked as an extraordinary loss.

		Millions of yen 2016										
Year ended March 31	eqi	uipments	equ	ipments	Real	estate		Total	Adjust	ment	Con	solidated
Sales to customers	¥	73,420	¥	1,820	¥	354	¥	75,596	¥	-	¥	75,596
Intersegment sales		30		0		112		142		(142)		-
Total sales		73,451		1,820		466		75,739		(142)		75,596
Operating income		3,763		(214)		184		3,734		3		3,738

The segment income is adjusted by fixed assets.

For the FPD Assembly Equipment Business, an impairment loss of fixed assets of 14 million yen is recognized and booked as an extraordinary loss.

		Thousands of U.S.dollars 2016									
	Measurement and control	FPD assembly									
Year ended March 31	equipments	equipments	Real	lestate	Total	Adjustment	Consolidated				
Sales to customers	\$ 651,586	\$ 16,15	9 \$	3,145	\$ 670,892	\$ -	\$ 670,892				
Intersegment sales	273		C	994	1,268	(1,268)	-				
Total sales	651,860	16,16	0	4,139	672,160	(1,268)	670,892				
Operating income	33,403	(1,900	)	1,641	33,144	29	33,174				

#### **Independent Auditor's Report**

#### HARA AUDIT CORPORATION

264 New-Ohtemachi Bldg. 2-2-1, Ohtemachi, Chiyoda-ku Tokyo 100-0004, JAPAN

To the Shareholders and Board of Directors of Osaki Electric Company, Limited

We have audited the accompanying consolidated balance sheets of Osaki Electric Company, Limited ("the Company") and its consolidated subsidiaries as of March 31, 2015 and 2016, and the related consolidated statements of income, comprehensive income, changes in equity, and cash flows for the years ended March 31, 2015 and 2016, and the related notes, all 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 conformity with accounting principles generally accepted in Japan, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's Responsibility

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company'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.

#### Audit opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of the Company and its consolidated subsidiaries as of March 31, 2015 and 2016, and the results of their operations and their cash flows for the years then ended in conformity with accounting principles generally accepted in Japan.

Also, in our opinion, the translated amounts in the accompanying consolidated financial statements translated into U.S. dollars have been computed on the basis set forth in Note 2 to the consolidated financial statements.

Hava Andit Corporation

Tokyo Japan

June 30, 2016

# Osaki Group Companies

COUNTRY	COMPANY	SEGMENT					
JAPAN	JAPAN OSAKI ELECTRIC CO., LTD.						
	ENEGATE CO., LTD.						
	OSAKI ELECTRIC SYSTEMS CO., LTD.						
	IWATE OSAKI ELECTRIC CO., LTD.						
	OSAKI DATATECH CO., LTD.						
	OSAKI ENGINEERING CO., LTD.						
	OSAKI ESTATE CO., LTD.						
SINGAPORE	OSAKI UNITED INTERNATIONAL PTE.LTD.	•					
	EDMI LIMITED						
CHINA	EDMI Shenzhen Co., Ltd	•					
MALAYSIA	EDMI Electronics Sdn Bhd	•					
UNITED KINGDOM	EDMI Europe Limited	•					

Measurement and control equipments

• FPD assembly equipments

Real estate

#### **Stock Information**

(As of March 31, 2016)

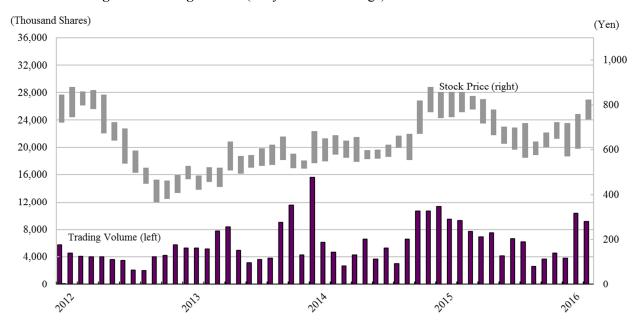
#### **Common Stock**

 Authorized
 : 100,000,000

 Issued
 : 45,444,234

 Number of Shareholders
 : 4,254

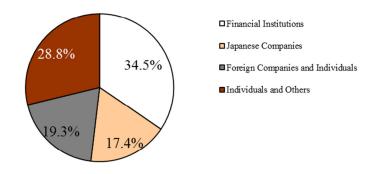
#### Stock Price Range and Trading Volume (Tokyo Stock Exchange)



#### **Major Shareholders**

	Number of shares	
	(Thousand shares)	(%)
Japan Trustee Services Bank, Ltd. (Trust Account)	3,732	8.3
The Master Trust Bank of Japan, Ltd. (Trust Account)	2,932	6.5
Osaki Electric cooperation company share holding commission	1,633	3.6
The Bank of Tokyo-Mitsubishi UFJ, Ltd.	1,552	3.4
Kyuden Technosystems Corporation	1,389	3.0

#### **Breakdown of Shareholders**



#### **Investor Information**

(As of March 31, 2016)

#### Management

#### REPRESENTATIVE DIRECTORS

Chairman and CEO Yoshihide Watanabe

**President and COO**Mitsuyasu Watanabe

**Executive Vice President** 

Haruyuki Kawabata

#### **DIRECTORS**

**Senior Managing Director** 

Sumio Takano

**Managing Directors** 

Kazuo Nemoto Ryuichi Ueno

**Director and Senior Advisor** 

Yoshio Matsui

**Directors** 

Kuniaki Numazaki Satoshi Komazawa Choichiro Hori Hiroyuki Yokoi Kuniyuki Hoshino Atsumi Hatakeyama

Takehiko Ota Seiji Takashima

#### **CORPORATE AUDITORS**

**Standing Auditor** 

Nobu Yoshino

Auditors

Toshio Yamanaka

Tatsuo Abiru

Shigehiko Yamamoto

Notes:

Mr. Seiji Takashima is outside Director.

Mr. Tatsuo Abiru and Mr. Shigehiko Yamamoto are outside Corporate Auditors.

#### **Corporate Data**

Osaki Electric Co., Ltd.

Head Office

10-2, Higashi-Gotanda 2-chome Shinagawa-ku Tokyo 141-8646

JAPAN

Phone: 81-3-3443-7171

**Date of Founding** 

January 26th, 1937

**Paid-in Capital** 

¥ 6,793 million (US\$ 60 million)

**Stock Exchange Listings** 

Tokyo Stock Exchange

**Independent Public Accountants** 

Hara Audit Corporation

Tokyo, JAPAN

**Transfer Agent** 

Mitsubishi UFJ Trust and Banking Corporation

Transfer Agency Department 10-11, Higashi-Suna 7-chome Koto-ku, Tokyo 137-8081

**JAPAN** 

Phone: 81-3-6701-5000

For further information, please contact:

Osaki Electric Co., Ltd.

Investor Relations Department Phone: 81-3-3443-9133

Fax: 81-3-3443-7220 Email: ir@osaki.co.jp http://www.osaki.co.jp/

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