

For the Fiscal Year Ended March 31, 2011

Annual Select[®] 2011

TOKYO KEIKI INC.

2-16-46 Minami-Kamata, Ohta-ku, Tokyo

(Securities Code: 7721)

+81-3-3732-2111

Corporate Profile

Established in 1896 as Japan's first manufacturer of measuring instruments, TOKYO KEIKI INC. (the "Company") had its start as a producer of pressure gauges. For over 115 years, we have embraced the themes of world-class technology, quality that responds to the expectations of our customers and creation of new value in the development and manufacture of numerous new products which are reflective of the times and the dramatic advances in technology. We have three business divisions. Control Division I provides products to the marine systems and fluid measurement markets. Control Division II focuses on the hydraulics and pneumatics market and also provides other products for mobile construction equipment, printing inspection equipment, RFID systems equipment, as well as dynamic reconfigurable processors. With primary focus on the defense market, the Electronics Systems Division manufactures systems which meet demands for advanced avionics and navigational equipment and also maritime traffic systems that enhance safety and efficiencies that are critical functions in offshore transportation management. In the commercial market, the same division supplies microwave devices that are the core components of wireless communication equipment, helicopter broadcast systems that optimize television relay circuits, measurement control equipment for road and tunnel construction, and inertial sensors used in antenna stabilization systems on fast moving ground vehicles and aircraft.

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* While every best effort has been made to provide a translation meeting the quality standards required of professionals, the Company does not guarantee it is 100% accurate. Therefore, please verify the original Japanese text for any final judgments made based on this information.

I. Summary of Selected Financial Data (Consolidated)

| | 76th fiscal year From April 1, 2006 to March 31, 2007 | 77th fiscal year From April 1, 2007 to March 31, 2008 | 78th fiscal year From April 1, 2008 to March 31, 2009 | 79th fiscal year From April 1, 2009 to March 31, 2010 | 80th fiscal year From April 1, 2010 to March 31, 2011 |
|--------------------------------------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|
| Net sales (Million yen) | 46,808 | 51,321 | 45,546 | 39,243 | 37,247 |
| Ordinary income (Million yen) | 3,058 | 3,602 | 1,423 | 1,082 | 476 |
| Net income (loss) (Million yen) | 3,548 | 2,357 | 417 | 573 | (898) |
| Comprehensive income (Million yen) | – | – | – | – | (1,070) |
| Net assets (Million yen) | 19,063 | 20,440 | 19,737 | 20,385 | 19,055 |
| Total assets (Million yen) | 48,814 | 48,903 | 49,672 | 47,778 | 45,166 |
| Net assets per share (Yen) | 221.80 | 237.97 | 229.27 | 236.61 | 220.79 |
| Net income (loss) per share (Yen) | 41.63 | 27.64 | 4.89 | 6.73 | (10.54) |
| Fully diluted net income per share (Yen) | – | – | – | – | – |
| Equity ratio (%) | 38.75 | 41.49 | 39.34 | 42.21 | 41.66 |
| Return on equity (ROE) (%) | 20.46 | 12.02 | 2.09 | 2.89 | (4.61) |
| Price earnings ratio (PER) (Times) | 7.3 | 10.9 | 21.1 | 18.0 | – |
| Net cash provided by (used in) operating activities (Million yen) | 3,022 | 1,857 | 2,651 | 3,797 | 705 |
| Net cash provided by (used in) investing activities (Million yen) | (620) | (1,059) | (815) | (527) | (390) |
| Net cash provided by (used in) financing activities (Million yen) | (5,867) | (1,262) | 4,120 | (2,227) | (1,796) |
| Cash and cash equivalents at end of period (Million yen) | 5,356 | 4,889 | 10,832 | 11,876 | 10,387 |
| Number of employees [Separately, average number of temporary employees] (Persons) | 1,403 [303] | 1,390 [314] | 1,400 [336] | 1,409 [320] | 1,372 [350] |

- Notes:
- Net sales do not include consumption taxes.
 - Fully diluted net income per share for the 76th fiscal year to the 79th fiscal year is not described since the Company has no outstanding residual securities.
Fully diluted net income per share for the 80th fiscal year is not described since the Company posted net loss per share, and has no outstanding residual securities.
 - Price earnings ratio for the 80th fiscal year is not described since the Company posted net loss.

II. To Our Stakeholders



Kenichi WAKI
President

The global economy in the fiscal year under review (the fiscal year ended March 31, 2011) continued to follow a general course of recovery, weathering the challenges prompted by inflationary concerns in newly developing countries and the “Arab Spring” democratic movements in various countries in the Middle East and North Africa, and emerging from the grim economic aftermath of the collapse of Lehman Brothers with the help of economic stimulus measures adopted by various countries and the high growth rates in the up-and-coming countries. Although advancement of yen appreciation was temporarily rapid, the Japanese economy followed a track of modest recovery due to factors such as increases in exports and production against the backdrop of expansion in the domestic demand of emerging markets. However, the Great East Japan Earthquake, which caused unprecedented damage on a massive scale, greatly shook the recovering global economy and imposed a heavy burden on the Japanese economy.

Amid these economic circumstances, the Group’s business results for the fiscal year under review considerably decreased in both revenues and profits compared to the previous fiscal year (the fiscal year ended March 31, 2010).

Consolidated net sales came to ¥37.25 billion, a decrease of ¥2.00 billion (5.1%) compared to the previous fiscal year. Although net sales from the Hydraulics and Pneumatics Business rose considerably from the previous fiscal year as a result of strong demand from East Asian markets such as China, net sales from the Defense and Communications Equipment Business fell considerably from the previous fiscal year because of a temporary dip in the defense market as well as postponements of deliveries in the maritime traffic equipment market due to the impact of the Great East Japan Earthquake. Net sales from the Marine Systems Business also decreased from the previous fiscal year as result of the postponement of new ship construction in the domestic and overseas commercial vessel markets and stagnancy in construction to replace aging vessels in the coastal vessel market.

Regarding consolidated profits, decreased net sales resulted in operating income of ¥0.45 billion, a decrease of ¥0.57 billion (56.1%) compared to the previous fiscal year, and ordinary income was ¥0.48 billion, a decrease of ¥0.61 billion (56.0%) compared to the previous fiscal year. Net loss amounted to ¥0.90 billion, a profit decrease

of ¥1.47 billion compared to the previous fiscal year, as a result of recording a ¥0.86 billion loss on adjustment for changes of accounting standard for asset retirement obligations under extraordinary loss.

Regarding the net sales of nine consolidated subsidiaries, although sales of hatch cover systems for vessels at TOKYO KEIKI POWER SYSTEMS INC. and equipment sales of rail inspection vehicles as well as contractual track maintenance and inspection services at TOKYO KEIKI RAIL TECHNO INC. were steady, net sales in total decreased compared to the previous fiscal year because of weak sales of shielded enclosures for medical use at TOKYO KEIKI AVIATION INC. and fire extinguishing systems incorporated in multi-story parking facilities at TOKYO KEIKI TECHNOPORT INC. Ordinary income rose slightly compared to the previous fiscal year because all subsidiaries were in the black. TOKYO KEIKI CONSTRUCTION SYSTEMS INC., a consolidated subsidiary that manufactured and sold road and tunnel equipment employing various sensors, was dissolved as of September 30 of last year, and the entirety of its business was transferred to and integrated with the Electronics Systems Division of the parent company. Through maximizing the synergies between its resources, such as its products and technologies, and its strengthened capabilities as a result of the integration, the Electronics Systems Division will not only deeply cultivate existing customers and markets, but also develop new customers and markets, expand the commercial business domain and transform its defense-business-centric structure in efforts to continuously enhance the corporate value of the entire Group.

Regarding the fiscal year ending March 31, 2012, factors exist that risk sending the economy into a downturn, including lingering severe employment conditions and modest deflation trends, a yen exchange rate that appears to have settled on a strong yen, and constraints on the supply of electricity and delays in reestablishing the parts distribution network due to the impact of the Great East Japan Earthquake. Amid these circumstances where we are likely to be subjected to drastic changes in the external environment, we will as a Group focus on improving crisis management, while also accelerating the unfaltering speed at which we promote strategies towards growth.

In the short term, to minimize the impact of the Great East Japan Earthquake, we are addressing the reduced operating levels at plants and difficulties in parts procurement by adjusting operating hours and examining possibilities of replacement parts. We will reduce total costs by continuing vigilance towards improving operational efficiencies and aiming for greater added value. While striving to raise our global price competitiveness, we aim to maximize our profits. We expect to increase consolidated net sales by ¥3.95 billion (10.6%) from the fiscal year under review to ¥41.2 billion. Focusing on Defense and Communications Equipment, Hydraulics and Pneumatics, Fluid Measurement Equipment Businesses, we aim to achieve this target by expanding sales channels, cultivating new customers, introducing new products and promoting retrofit work in new and existing markets domestically and overseas. With respect to consolidated profits, however, because of forward-looking investment in research and development and equipment, which is essential for constructing “growth cycles,” we forecast operating income to increase a modest ¥0.40 billion (89.3%) from the fiscal year under review to ¥0.85 billion and ordinary income to increase a modest ¥0.32 billion (68.1%) from the fiscal year under review to ¥0.80 billion. In addition, although a net loss was recorded in the fiscal year under review as a result of recording loss on adjustment for changes of accounting standard for asset retirement obligations under extraordinary loss following changes to the accounting standards, we forecast net income of ¥0.30 billion, a profit rise of ¥1.20 billion compared to the fiscal year under review.

In the medium to long term, while upholding our management philosophy as universal values, we aim to create our unique added value by polishing and reforming the various and numerous technologies and knowhow possessed by the Group, recognizing them as our “strengths” that have been accumulated over many years. While using this unique value to constantly achieve competitive superiority that our rivals cannot easily emulate, we will raise our corporate value by the following means: solving issues confronting this age and society relating to safety, quality, the environment, energy conservation and so forth; creating new demand proactively rather than waiting passively for demand to recover; and realizing long-term sustained growth not susceptible to changes in the external environment. In addition, more is expected from corporations today than simply the pursuit of profits. Corporations are also required to demonstrate a sense of mission and responsibility as a public institution of society. Accordingly, by realizing growth and raising corporate value, we are responding to the

expectations and demands of our stakeholders in the broad sense of the word—including not only those holding direct interests in the Group such as our employees, customers and shareholders, but also entire communities, such as those in the earthquake-affected areas, whom we indirectly impact.

Specific efforts that the Group shall undertake include implementation of the plan formulated by our Growth Strategies Committee. The outline of the plan is as follows:

- 1) *Marine Systems Business*
In response to declining numbers in new ship constructions, expand the in-service fleet business.
- 2) *Hydraulics and Pneumatics Business*
In response to the threatening shift towards electric alternatives, expand sales to new markets and new customers related to hydraulics and foray into new business fields not related to hydraulics.
- 3) *Fluid Measurement Equipment Business*
In response to constraints on public investment, expand sales to medium to small municipalities in the water supply and sewerage systems market in Japan and globally expand the business to emerging countries and elsewhere where water resource management infrastructure is being promoted.
- 4) *Defense and Communications Equipment Business*
In response to the shrinking budget for combative equipment, expand businesses relating to commercial demand.

As we continue to implement and accelerate the above plan, we are reforming our business structures so they can more flexibly respond to external environmental changes.

We are changing our business structures so that our business operations are not limited to domestic markets in which demand is expected to further contract in the future; instead, we shall raise the percentage of sales from overseas markets, particularly the emerging countries, where sustained growth is anticipated. As such our business is shifting from a domestic-demand centric focus to one which will sustain domestic demand while expanding overseas demand. In order to achieve global expansion in this manner, we shall engender a more conducive environment – one that will help differentiate us from our competitors and allow us to establish an overwhelming competitive edge, by undertaking the following measures:

- 1) *Products*
Switch to market-oriented product development whereby products are developed to suit market characteristics and customer needs.
- 2) *Pricing*
Because fierce price competition attracts product price falls, establish an international division of labor system whereby quality is maintained and improved while supply risk is dispersed to improve cost competitiveness.
- 3) *Marketing*
Develop constructs that will facilitate sales (i.e. not necessarily for selling per se).
- 4) *Services*
Expand and enhance worldwide networks to facilitate swift and accurate inspection and repairs.

However, we will not prevail in fierce international competition merely by preparing a superior environment for developing, producing, selling and servicing products that can be sold overseas in the manner outlined above. In order to achieve overwhelming competitive superiority that surpasses our rivals, it is also essential to raise the knowledge and abilities of our people in addition to preparing the necessary supporting environment. The following lists the abilities that are required for our personnel in order to create our unique added value, achieve competitive superiority and raise global competitiveness:

- 1) *Product planning*
Ability to collect and analyze information on our customers' challenges and needs to create our unique added value
- 2) *Design and production technology*
Ability to realize to an exceptional degree two contradictory objectives: raising cost competitiveness while maintaining high quality
- 3) *Marketing*
Scientific ability to logically and quantitatively analyze market changes and customer needs, and perceptive ability based on experience and instinct
- 4) *Proposal making*
Ability to accurately communicate our unique added value to our customers
- 5) *Services*
Ability to surpass "satisfaction" in inspection and repairs to the point of exceeding expectations and stirring emotions

The Group is committed to strengthening the above abilities in its human resources.

We are educating and fostering our personnel so they can adapt to conducting business on a global scale – personnel who are attuned to and accommodative of cultures and values that are different from Japan. Although we are working to improve the strength of our organization through the effective deployment of personnel from the perspective of group-wide optimization, if our resources are insufficient, we will augment our management resources through M&A and business alliances. We stand united with all employees as one in our quest to become a corporation globally recognized for our ability to create products based on human resource development. We therefore call upon our stakeholders to continue their strong support.



Kenichi WAKI

President

III. Consolidated Financial Statements

(1) Consolidated Balance Sheets

(Million yen)

| | As of March 31, 2010 | As of March 31, 2011 |
|----------------------------------------|----------------------|----------------------|
| Assets | | |
| Current assets | | |
| Cash and deposits | 11,881 | 10,392 |
| Notes and accounts receivable-trade | 13,064 | 12,011 |
| Merchandise and finished goods | 1,124 | 1,140 |
| Work in process | 4,584 | 5,128 |
| Raw materials and supplies | 4,666 | 4,808 |
| Deferred tax assets | 540 | 589 |
| Accounts receivable-other | 131 | 288 |
| Other | 321 | 194 |
| Allowance for doubtful accounts | (40) | (47) |
| Total current assets | 36,270 | 34,502 |
| Noncurrent assets | | |
| Property, plant and equipment | | |
| Buildings and structures | 12,860 | 12,696 |
| Accumulated depreciation | (10,647) | (10,684) |
| Buildings and structures, net | 2,214 | 2,012 |
| Machinery, equipment and vehicles | 14,440 | 14,220 |
| Accumulated depreciation | (13,217) | (13,240) |
| Machinery, equipment and vehicles, net | 1,223 | 980 |
| Tools, furniture and fixtures | 10,218 | 10,234 |
| Accumulated depreciation | (9,480) | (9,632) |
| Tools, furniture and fixtures, net | 737 | 602 |
| Land | 1,926 | 1,926 |
| Lease assets | - | 94 |
| Accumulated depreciation | - | (9) |
| Lease assets, net | - | 84 |
| Construction in progress | 30 | 76 |
| Total property, plant and equipment | 6,130 | 5,681 |
| Intangible assets | | |
| Goodwill | 53 | 37 |
| Software | 6 | 7 |
| Other | 29 | 289 |
| Total intangible assets | 88 | 332 |
| Investments and other assets | | |
| Investment securities | 1,999 | 1,753 |
| Long-term loans receivable | 163 | 160 |
| Deferred tax assets | 2,005 | 1,770 |
| Guarantee deposits | 1,029 | 861 |
| Other | 156 | 171 |
| Allowance for doubtful accounts | (61) | (64) |
| Total investments and other assets | 5,290 | 4,651 |
| Total noncurrent assets | 11,508 | 10,664 |
| Total assets | 47,778 | 45,166 |

(Source: Annual Securities Report)

(Million yen)

| | As of March 31, 2010 | As of March 31, 2011 |
|-------------------------------------------------------|----------------------|----------------------|
| Liabilities | | |
| Current liabilities | | |
| Notes and accounts payable-trade | 5,157 | 4,838 |
| Short-term loans payable | 10,365 | 10,689 |
| Accounts payable-other | 258 | 146 |
| Income taxes payable | 131 | 116 |
| Provision for bonuses | 692 | 846 |
| Other | 1,392 | 1,649 |
| Total current liabilities | 17,995 | 18,284 |
| Noncurrent liabilities | | |
| Long-term loans payable | 3,988 | 2,170 |
| Provision for retirement benefits | 5,115 | 4,275 |
| Provision for directors' retirement benefits | 263 | 299 |
| Asset retirement obligations | - | 785 |
| Other | 32 | 298 |
| Total noncurrent liabilities | 9,398 | 7,828 |
| Total liabilities | 27,393 | 26,111 |
| Net assets | | |
| Shareholders' equity | | |
| Capital stock | 7,218 | 7,218 |
| Capital surplus | 14 | 14 |
| Retained earnings | 12,685 | 11,531 |
| Treasury stock | (27) | (28) |
| Total shareholders' equity | 19,889 | 18,735 |
| Accumulated other comprehensive income | | |
| Valuation difference on available-for-sale securities | 380 | 246 |
| Foreign currency translation adjustment | (102) | (163) |
| Total accumulated other comprehensive income | 278 | 83 |
| Minority interests | 218 | 237 |
| Total net assets | 20,385 | 19,055 |
| Total liabilities and net assets | 47,778 | 45,166 |

(Source: Annual Securities Report)

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

Consolidated Statements of Income

(Million yen)

| | Fiscal year ended March 31, 2010 | Fiscal year ended March 31, 2011 |
|----------------------------------------------------------------------------------------|-------------------------------------|-------------------------------------|
| Net sales | 39,243 | 37,247 |
| Cost of sales | 29,393 | 27,969 |
| Gross profit | 9,849 | 9,278 |
| Selling, general and administrative expenses | 8,827 | 8,829 |
| Operating income | 1,023 | 449 |
| Non-operating income | | |
| Interest income | 19 | 14 |
| Dividends income | 36 | 47 |
| Dividends income of life insurance | 38 | 38 |
| Rent income on facilities | 8 | 8 |
| Equity in earnings of affiliates | 37 | 60 |
| Employment subsidy income | 46 | – |
| Subsidy income | – | 24 |
| Other | 90 | 70 |
| Total non-operating income | 274 | 261 |
| Non-operating expenses | | |
| Interest expenses | 168 | 142 |
| Foreign exchange losses | – | 43 |
| Other | 48 | 48 |
| Total non-operating expenses | 215 | 233 |
| Ordinary income | 1,082 | 476 |
| Extraordinary income | | |
| Gain on sales of investment securities | – | 39 |
| Reversal of allowance for doubtful accounts | 11 | – |
| Total extraordinary income | 11 | 39 |
| Extraordinary loss | | |
| Loss on sales and retirement of noncurrent assets | 14 | 69 |
| Loss on sales of investment securities | 19 | 5 |
| Loss on valuation of investment securities | 91 | 32 |
| Loss on adjustment for changes of accounting standard for asset retirement obligations | – | 863 |
| Total extraordinary losses | 123 | 969 |
| Income (loss) before income taxes and minority interests | 970 | (454) |
| Income taxes-current | 281 | 180 |
| Income taxes-deferred | 88 | 242 |
| Total income taxes | 368 | 422 |
| Loss before minority interests | – | (876) |
| Minority interests in income | 28 | 22 |
| Net income (loss) | 573 | (898) |

(Source: Annual Securities Report)

Consolidated Statements of Comprehensive Income

(Million yen)

| | Fiscal year ended March 31, 2010 | Fiscal year ended March 31, 2011 |
|----------------------------------------------------------------------------------------|-------------------------------------|-------------------------------------|
| Loss before minority interests | - | (876) |
| Other comprehensive income | | |
| Valuation difference on available-for-sale securities | - | (133) |
| Foreign currency translation adjustment | - | (62) |
| Share of other comprehensive income of associates accounted for using equity method | - | 1 |
| Total other comprehensive income | - | (195) |
| Comprehensive income | - | (1,070) |
| Comprehensive income attributable to | | |
| Comprehensive income attributable to owners of the parent | - | (1,093) |
| Comprehensive income attributable to minority interests | - | 22 |

(Source: Annual Securities Report)

(3) Consolidated Statements of Changes in Net Assets

(Million yen)

| | Fiscal year ended March 31, 2010 | Fiscal year ended March 31, 2011 |
|------------------------------------------|-------------------------------------|-------------------------------------|
| Shareholders' equity | | |
| Capital stock | | |
| Balance at the end of previous period | 7,218 | 7,218 |
| Changes of items during the period | | |
| Total changes of items during the period | – | – |
| Balance at the end of current period | 7,218 | 7,218 |
| Capital surplus | | |
| Balance at the end of previous period | 14 | 14 |
| Changes of items during the period | | |
| Total changes of items during the period | – | – |
| Balance at the end of current period | 14 | 14 |
| Retained earnings | | |
| Balance at the end of previous period | 12,368 | 12,685 |
| Changes of items during the period | | |
| Dividends from surplus | (256) | (256) |
| Net income (loss) | 573 | (898) |
| Total changes of items during the period | 318 | (1,154) |
| Balance at the end of current period | 12,685 | 11,531 |
| Treasury stock | | |
| Balance at the end of previous period | (26) | (27) |
| Changes of items during the period | | |
| Purchase of treasury stock | (1) | (1) |
| Total changes of items during the period | (1) | (1) |
| Balance at the end of current period | (27) | (28) |
| Total shareholders' equity | | |
| Balance at the end of previous period | 19,572 | 19,889 |
| Changes of items during the period | | |
| Dividends from surplus | (256) | (256) |
| Net income (loss) | 573 | (898) |
| Purchase of treasury stock | (1) | (1) |
| Total changes of items during the period | 317 | (1,155) |
| Balance at the end of current period | 19,889 | 18,735 |

(Source: Annual Securities Report)

(Million yen)

| | Fiscal year ended March 31, 2010 | Fiscal year ended March 31, 2011 |
|--------------------------------------------------------------|-------------------------------------|-------------------------------------|
| Accumulated other comprehensive income | | |
| Valuation difference on available-for-sale securities | | |
| Balance at the end of previous period | 93 | 380 |
| Changes of items during the period | | |
| Net changes of items other than shareholders' equity | 286 | (133) |
| Total changes of items during the period | 286 | (133) |
| Balance at the end of current period | 380 | 246 |
| Foreign currency translation adjustment | | |
| Balance at the end of previous period | (122) | (102) |
| Changes of items during the period | | |
| Net changes of items other than shareholders' equity | 21 | (61) |
| Total changes of items during the period | 21 | (61) |
| Balance at the end of current period | (102) | (163) |
| Total accumulated other comprehensive income | | |
| Balance at the end of previous period | (29) | 278 |
| Changes of items during the period | | |
| Net changes of items other than shareholders' equity | 307 | (195) |
| Total changes of items during the period | 307 | (195) |
| Balance at the end of current period | 278 | 83 |
| Minority interests | | |
| Balance at the end of previous period | 194 | 218 |
| Changes of items during the period | | |
| Net changes of items other than shareholders' equity | 24 | 18 |
| Total changes of items during the period | 24 | 18 |
| Balance at the end of current period | 218 | 237 |
| Total net assets | | |
| Balance at the end of previous period | 19,737 | 20,385 |
| Changes of items during the period | | |
| Dividends from surplus | (256) | (256) |
| Net income (loss) | 573 | (898) |
| Purchase of treasury stock | (1) | (1) |
| Net changes of items other than shareholders' equity | 332 | (176) |
| Total changes of items during the period | 649 | (1,331) |
| Balance at the end of current period | 20,385 | 19,055 |

(Source: Annual Securities Report)

(4) Consolidated Statements of Cash Flows

(Million yen)

| | Fiscal year ended March 31, 2010 | Fiscal year ended March 31, 2011 |
|----------------------------------------------------------------------------------------|-------------------------------------|-------------------------------------|
| Net cash provided by (used in) operating activities | | |
| Income (loss) before income taxes and minority interests | 970 | (454) |
| Depreciation and amortization | 1,098 | 1,018 |
| Amortization of goodwill | 49 | 16 |
| Amortization of guarantee deposits | – | 33 |
| Increase (decrease) in allowance for doubtful accounts | (176) | 10 |
| Increase (decrease) in provision for retirement benefits | 100 | (840) |
| Increase (decrease) in provision for bonuses | (182) | 154 |
| Increase (decrease) in provision for directors' retirement benefits | 13 | 37 |
| Interest and dividends income | (55) | (60) |
| Interest expenses | 168 | 142 |
| Equity in (earnings) losses of affiliates | (37) | (60) |
| Loss (gain) on sales of investment securities | 19 | (35) |
| Loss (gain) on valuation of investment securities | 91 | 32 |
| Loss (gain) on sales and retirement of noncurrent assets | 14 | 69 |
| Loss on adjustment for changes of accounting standard for asset retirement obligations | – | 863 |
| Decrease (increase) in notes and accounts receivable-trade | 1,093 | 1,046 |
| Decrease (increase) in inventories | 853 | (708) |
| Increase (decrease) in notes and accounts payable-trade | (259) | (315) |
| Decrease (increase) in other assets | 305 | (46) |
| Increase (decrease) in other liabilities | (19) | 74 |
| Other, net | 21 | 16 |
| Subtotal | 4,066 | 994 |
| Interest and dividends income received | 56 | 60 |
| Interest expenses paid | (167) | (178) |
| Income taxes paid | (158) | (170) |
| Net cash provided by (used in) operating activities | 3,797 | 705 |
| Net cash provided by (used in) investing activities | | |
| Purchase of investment securities | (168) | (6) |
| Proceeds from sales of investment securities | 35 | 79 |
| Purchase of noncurrent assets | (438) | (467) |
| Proceeds from sales of noncurrent assets | 0 | 5 |
| Payments of loans receivable | (12) | (5) |
| Collection of loans receivable | 21 | 9 |
| Other, net | 35 | (5) |
| Net cash provided by (used in) investing activities | (527) | (390) |

(Source: Annual Securities Report)

(Million yen)

| | Fiscal year ended March 31, 2010 | Fiscal year ended March 31, 2011 |
|-------------------------------------------------------------|-------------------------------------|-------------------------------------|
| Net cash provided by (used in) financing activities | | |
| Net increase (decrease) in short-term loans payable | (1,600) | (1,430) |
| Proceeds from long-term loans payable | 1,000 | 1,045 |
| Repayment of long-term loans payable | (1,363) | (1,109) |
| Repayments of lease obligations | (5) | (42) |
| Purchase of treasury stock | (1) | (1) |
| Cash dividends paid | (256) | (256) |
| Cash dividends paid to minority shareholders | (3) | (4) |
| Net cash provided by (used in) financing activities | (2,227) | (1,796) |
| Effect of exchange rate change on cash and cash equivalents | 1 | (8) |
| Net increase (decrease) in cash and cash equivalents | 1,044 | (1,489) |
| Cash and cash equivalents at beginning of period | 10,832 | 11,876 |
| Cash and cash equivalents at end of period | 11,876 | 10,387 |

IV. Company Information / Stock Information

Company Information

| | |
|----------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Trade name: | TOKYO KEIKI INC. |
| Date of establishment: | May 1896 |
| Listing date: | May 1949 |
| Business year: | From April 1 to March 31 |
| Paid-in capital: | ¥7,218 million |
| Number of employees: | 1,372 (excluding those seconded out of the Group and including those seconded into the Group) (Consolidated) |
| Head office: | 2-16-46 Minami-Kamata, Ohta-ku, Tokyo |
| Telephone: | +81-3-3732-2111 |
| Consolidated subsidiaries: | TOKYO KEIKI AVIATION INC. TOKYO KEIKI CUSTOMER SERVICE INC. TOKYO KEIKI POWER SYSTEMS INC. TOKYO KEIKI INFORMATION SYSTEMS INC. TOKYO KEIKI TECHNOPORT INC. TOKYO KEIKI CONSTRUCTION SYSTEMS INC. TOKYO KEIKI RAIL TECHNO INC. MOCOS JAPAN CO., LTD. TOKYO KEIKI U.S.A., INC. |

Directors and Corporate Auditors

| | | | |
|---------------------------|------------------|---------------------|------------------------------|
| President | Kenichi WAKI | Corporate Auditor | Chiaki TAKANASHI |
| Senior Executive Director | Yoshisuke AKITA | Corporate Auditor | Haruki KAWAHIGASHI |
| Executive Director | Noriyuki AKABA | Corporate Auditor** | Yasuhiro HARA |
| Director | Hidemitsu YAMADA | Corporate Auditor** | Yasusuke MIYAZAKI |
| Director | Hiroshi EBINUMA | | |
| Director | Motoshi MITOBE | * Outside Director | ** Outside Corporate Auditor |
| Director | Setsuro KIMURA | | |
| Director | Tsuyoshi ANDO | | |
| Director | Yukitoshi ATSUMI | | |
| Director | Yasuo ABE | | |
| Director | Makoto TSUCHIYA | | |
| Director* | Kenichi HORI | | |

Stock Status

| | |
|------------------------------------|--------------------|
| Total number of authorized shares: | 250,000,000 shares |
| Total number of shares issued: | 85,382,196 shares |
| Number of shareholders: | 8,652 |
| Major shareholders (Top 10) | |

| Shareholder name | Number of shares held (Thousands) | Share-holding ratio (%) |
|------------------------------------------------------|--------------------------------------|----------------------------|
| Japan Trustee Services Bank, Ltd. | 4,984 | 5.84 |
| Sumitomo Mitsui Banking Corporation | 4,234 | 4.96 |
| TOKYO KEIKI ASSOCIATION | 3,793 | 4.44 |
| TOKYO KEIKI EMPLOYEE SHAREHOLDING ASSOCIATION | 3,007 | 3.52 |
| KEIHANSHIN KOUGYOU | 3,005 | 3.52 |
| Nippon Life Insurance Company | 2,861 | 3.35 |
| The Bank of Yokohama, Ltd. | 2,329 | 2.73 |
| Aioi Nissay Dowa Insurance Co., Ltd. | 2,228 | 2.61 |
| TOKYO KEIKI TRADING-PARTNER SHAREHOLDING ASSOCIATION | 2,118 | 2.48 |
| Mitsubishi UFJ Trust and Banking Corporation | 2,117 | 2.48 |

(Source: Annual Securities Report)