



Life with Green Technology

Financial Results of FY 2016
(May 31, 2015 — May 31, 2016)

July 12, 2016

 **SankyoTateyama, Inc.**

1. FY2016 Financial Results

1-1. FY2016 Consolidated results (Income statement)

(Billions of yen)

	FY2015 Results	FY2016 Plan <small>(revised on Dec. 25, 2015)</small>	FY2016 Results	Year on year		Comparison with plan	
				Change	%	Change	%
Net sales	292.3	340	332.1	39.7	13.6%	-7.8	-2.3%
Gross profit	67.1	-	70.8	3.7	5.5%	-	-
Gross profit margin	23.0%	-	21.3%	-	-1.6p	-	-
Operating income	8.5	5.0	6.2	-2.2	-26.8%	1.2	25.0%
Operating income margin	2.9%	1.5%	1.9%	-	-1.0p	-	+0.4p
Ordinary income	7.9	4.0	5.3	-2.5	-32.0%	1.3	34.9%
Net income attributable to the parent company	5.9	1.0	0	-5.8	-98.4%	-0.9	-90.6%

Net income attributable to the parent company for FY2016 was recorded at 94 million yen.

* Amounts and rates are rounded down.

Results summary

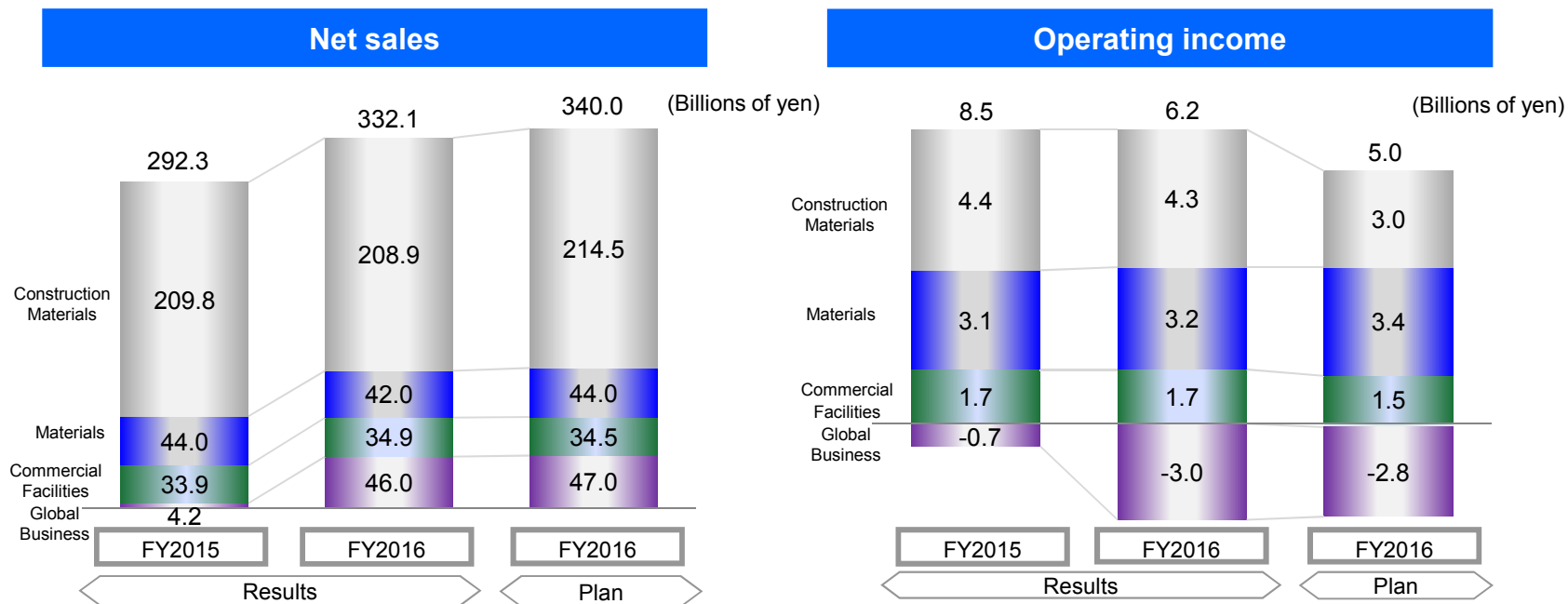
Year on year

- ◆ Net sales (+39.7 billion yen)
 - Construction Materials Business : Despite attempts to promote main product releases such as flagship sashes and absorb demand for renovation, revenues decreased mainly due to decrease in non-wooden building starts and intensified competition.
 - Materials Business : Despite efforts to respond to solid demand for transportation and general machinery, revenues decreased mainly due to decrease in sales linked to the market.
 - Commercial Facilities Business : Revenues increased by promoting proposals to increase orders for new retail store openings and remodeling.
 - Global Business : Revenues increased by consolidating acquired subsidiaries.
- ◆ Operating income (-2.2 billion yen)
 - Operating income decreased mainly due to increase in investment and expenditure for main products such as flagship sashes in Construction Materials Business, decrease in orders to STEP-G affected by customers' business environment change, and a slowdown in the Thai market in the global business.
- ◆ Net income attributable to the parent company (-5.8 billion yen)
 - Net income decreased mainly due to the recording of goodwill impairment loss incurred by an European subsidiary.

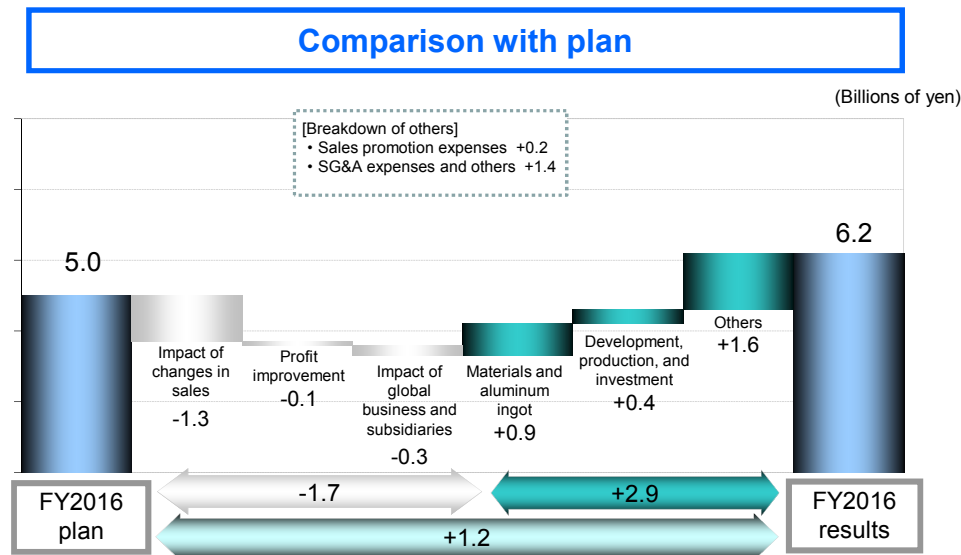
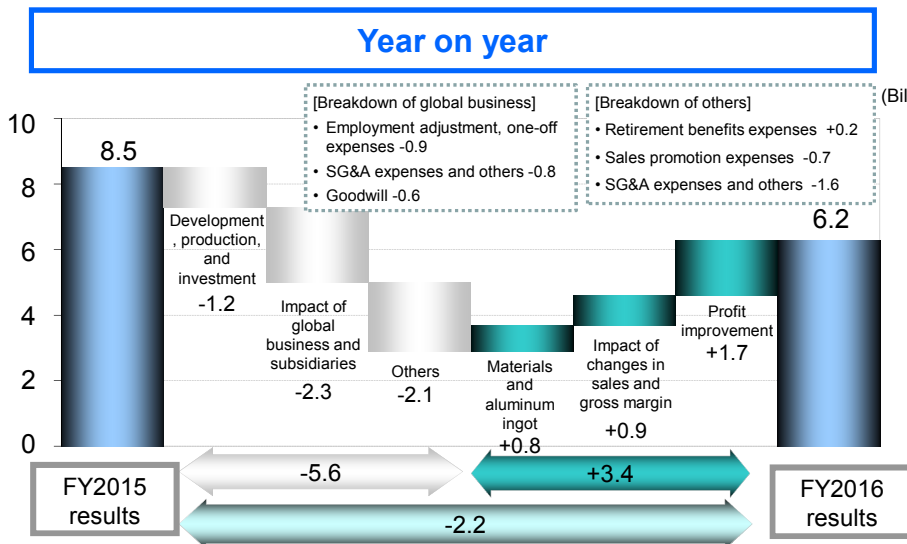
Comparison with plan

- ◆ Net sales (-7.8 billion yen)
 - Construction Materials Business : Revenues decreased mainly due to decrease in construction starts and intensified competition.
 - Materials Business : Revenues decreased mainly due to decrease in demand for electronics equipment and sales linked to the aluminum ingot market.
 - Commercial Facilities Business : Revenues increased mainly by activated demand for new retail store openings and remodeling since the second half of the previous fiscal year.
 - Global Business : Revenues decreased mainly due to decrease in orders to STEP-G affected by customers' business environment change and the contraction of construction materials market in Thailand.
- ◆ Operating income (+1.2 billion yen)
 - Operating income increased mainly due to a slowdown in the construction materials and aluminum ingot markets and decrease in SG&A expenses.
- ◆ Net income attributable to the parent company (-0.9 billion yen)
 - Net income decreased mainly due to the recording of goodwill impairment loss incurred by an European subsidiary.

1-2. FY2016 Consolidated results Breakdown of net sales and operating income



Change factors of operating income



(Billions of yen)

1-3. FY2016 Consolidated results (Balance sheet)

	FY2015	FY2016	Year on year		FY2015	FY2016	Year on year
Cash and deposits	30.9	27.3	- 3.5	Trade payables	58.3	52.3	- 6.0
Trade receivables	58.3	52.2	- 6.1	Short-term loans payable	38.6	12.3	- 26.3
Inventories	41.1	37.4	- 3.7	Other current liabilities	26.8	29.7	2.8
Allowance for doubtful accounts	- 2.6	- 1.7	0.9	Long-term loans and bonds payable	30.4	50.2	19.8
Other	7.4	7.6	0.1	Other non-current liabilities	31.0	29.8	- 1.2
Total current assets	135.3	123.0	- 12.2	Total liabilities	185.4	174.5	- 10.8
Buildings and structures	27.7	27.3	- 0.3	Shareholders' equity	78.6	77.5	- 1.0
Land	54.5	54.8	0.3	Accumulated other comprehensive income	4.7	0.3	- 4.3
Other property, plant and equipment	21.8	24.5	2.6	Non-controlling interests	1.7	2.2	0.4
Investment securities	17.5	14.7	- 2.7				
Allowance for doubtful accounts	- 1.2	- 1.3	- 0.1				
Other non-current assets	14.9	11.5	- 3.3				
Total non-current assets	135.2	131.6	- 3.6	Total net assets	85.1	80.1	- 5.0
Total assets	270.5	254.6	- 15.9	Total liabilities and net assets	270.5	254.6	- 15.9

* Current portion of long-term loans and bonds payable is included in "Long-term loans and bonds payable."

* Amounts are rounded down to the hundred million yen.

Results summary

◆ Current assets (-12.2 billion yen)

- Cash and deposits: operating CF +15.7 billion yen, investment CF -11.1 billion yen, financial CF -7.6 billion yen, etc.
- Inventories: -3.7 billion yen mainly due to decrease in inventories of Sankyo Tateyama and overseas subsidiaries

◆ Non-current assets (-3.6 billion yen)

- Goodwill amortization and impairment, etc. -4.6 billion yen, other +1.3 billion yen, etc.

◆ Liabilities (-10.8 billion yen)

- Decrease in trade payables -6.1 billion yen
- long- and short-term loans payable -21.4 billion yen, bond issuance +15 billion yen, etc.

◆ Net assets (-5 billion yen)

- Decrease in retained earnings due to dividend payment -1.1 billion yen, unrealized gains (losses) on other securities and foreign currency translation adjustment -4.3 billion yen, etc.

1-4. FY2016 Consolidated results (Cash flow statement)

(Billions of yen)

	FY2015	FY2016	Year on year
Income before income taxes and non-controlling interests	7.8	3.0	- 4.8
Depreciation and amortization	6.0	8.1	2.0
Increase (decrease) in trade receivables	7.3	5.7	-1.5
Increase (decrease) in inventories	-1.7	3.3	5.0
Increase (decrease) in trade payables	0	-5.7	-5.7
Other	-7.3	1.1	8.5
Cash flows from operating activities	12.2	15.7	3.4
Purchase of property, plant and equipment	-5.7	-9.8	-4.1
Sale of property, plant and equipment	0.8	0.7	-0.1
Other	-17.2	-2.0	15.2
Cash flows from investing activities	-22.1	-11.1	10.9
Net increase (decrease) in short-term loans payable	18.0	-26.1	-44.2
Proceeds from long-term loans payable	6.9	17.8	10.9
Repayment of long-term loans payable	-14.2	-12.8	1.4
Proceeds from issuance of bonds	—	15.0	15.0
Other	-1.7	-1.6	0.1
Cash flows from financing activities	8.9	-7.6	-16.5
Effect of exchange rate change on cash equivalents	0	-0.7	-0.7
Net change in cash equivalents	-0.8	-3.8	-2.9
Cash equivalents at beginning of period	30.7	30.1	-0.6
Newly consolidated subsidiaries and merger	0.2	0	-0.1
Cash equivalents at end of period	30.1	26.3	-3.7

* Amounts are rounded down to the hundred million yen.

Results summary

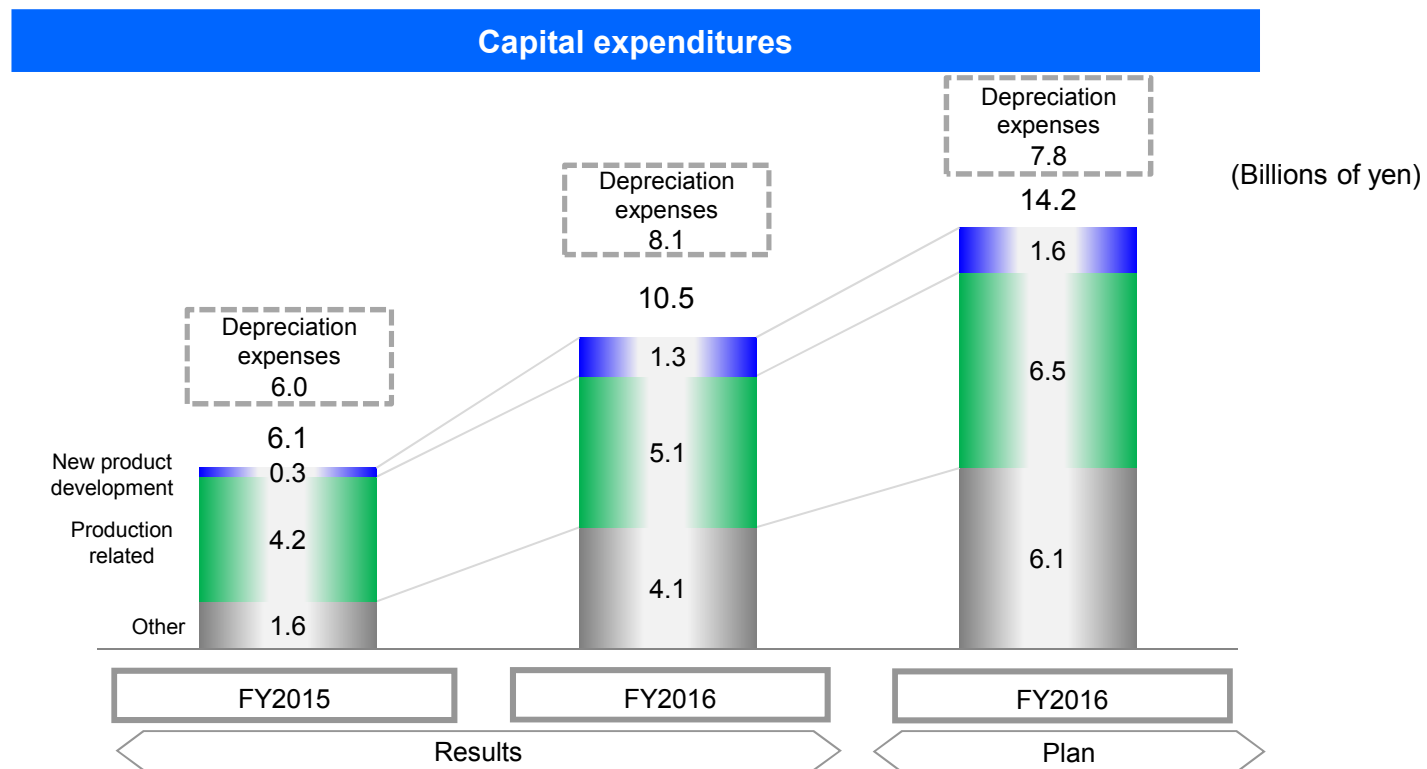
◆ Cash flows from operating activities (+3.4 billion yen)
Proceeds of 15.7 billion yen mainly due to income before income taxes and non-controlling interests of 3 billion yen and depreciation expenses of 8.1 billion yen

◆ Cash flows from investment activities (+10.9 billion yen)
Payments of 11.1 billion yen mainly due to payments for property, plant and equipment of 9.8 billion yen

◆ Cash flows from financial activities (-16.5 billion yen)
Payments of 7.6 billion yen mainly due to net decrease in short-term loans payable of 26.1 billion yen and repayment of long-term loans payable of 12.8 billion yen, despite proceeds of 17.8 billion yen from long-term loans payable and proceeds of 15 billion yen from issuance of bonds

Cash equivalents decreased by 3.8 billion yen.

1-5.
FY2016
Capital
expenditures
results

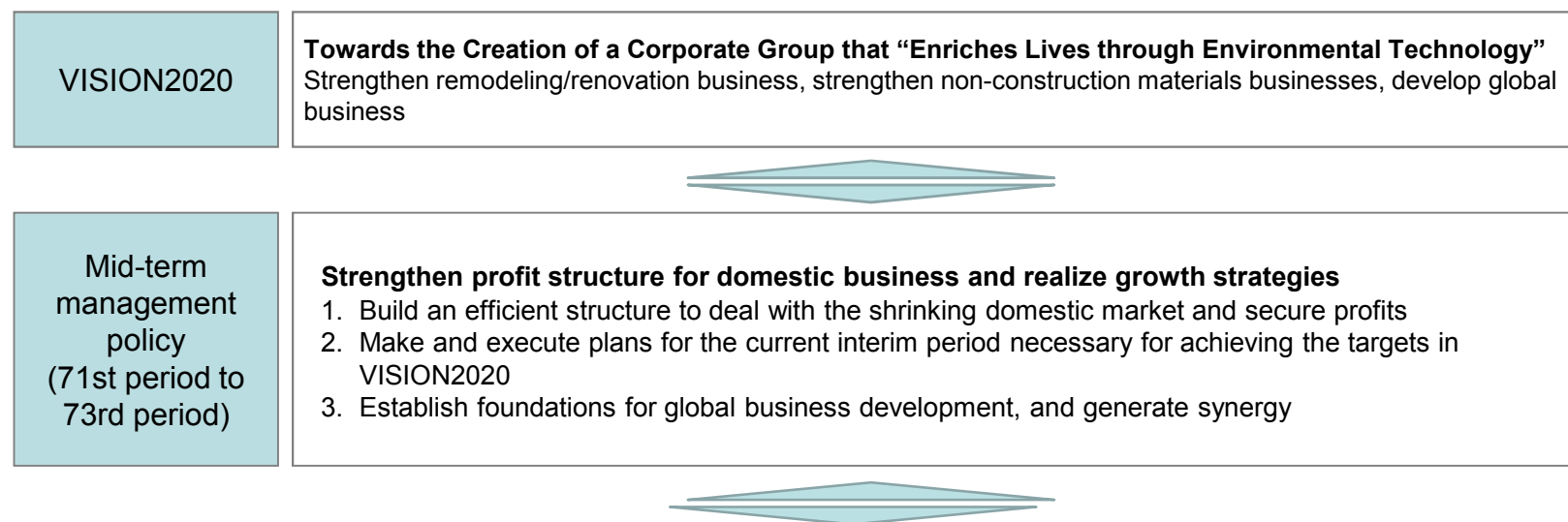


<<Breakdown>>

Production related	Streamlining and improvement	2.1	2.6	3.5
	Repair, etc.	2.1	2.5	3.0
Other	Software	0.4	0.5	1.1
	Overseas subsidiaries	0.5	2.9	4.2
	Other	0.7	0.7	0.8

2. FY2017 Plan Summary

2-1. FY2017 Management policy



72nd period management policy	“Higher profitability” for achieving mid-term management plan <ol style="list-style-type: none"> 1. Strengthen mainstream areas and accelerate development of measures in growth fields 2. Build efficient systems/structures to adapt to changes in the outside environment 3. Strengthen profitability in overseas business and implement the generation of synergy
Construction Materials Business	Expand sales aggressively by making the most of new products Promote integrated sales for capturing demand for renovation Improve profit in sales, production, and development as a whole
Materials Business	Strengthen functions in each operation/production base and improve market competitiveness through launches of new products (operations)/services Generate group synergy in the materials business Expand optimal supply chains inside and outside Japan
Commercial Facilities Business	Enhance profitability and customer service through more customer-oriented business management Strengthen development and production-supply systems Reinforce collaboration with overseas subsidiaries and boost profit
Global Business	Promote sweeping measures for profit improvement in overseas subsidiaries Implement global synergy Execute business operations, build business management systems, and perform risk management in overseas subsidiaries

2-2. FY2017 Plan

(Billions of yen)

	FY2016 Results	FY2017 Plan	Year on year	
			Change	%
Net sales	332.1	342.0	9.8	3.0%
Operating income	6.2	8.5	2.2	36.0%
Operating income margin	1.9%	2.5%	-	+0.6p
Ordinary income	5.3	7.5	2.1	39.0%
Net income attributable to the parent company	0	4.0	3.9	-

Net income attributable to the parent company for FY2016 was recorded at 94 million yen.

* Amounts and rates are rounded down.

Plan summary

- ◆ Net sales (+9.8 billion yen)
 - Revenues increased by 3.1% YoY mainly due to the incorporation of demand for construction starts and investment by retail industry in Japan and the generation of synergy in overseas subsidiaries.
- ◆ Operating income (+2.2 billion yen)
 - Operating income increased by 36% YoY mainly due to drop in aluminum ingot prices and the implementation of improvement measures inside and outside Japan.
- ◆ Net income attributable to the parent company (+3.9 billion yen)
 - Net income increased by 3.9 billion yen YoY, resulting from increase in ordinary income and the recording of goodwill impairment loss incurred by an European subsidiary in FY2016.

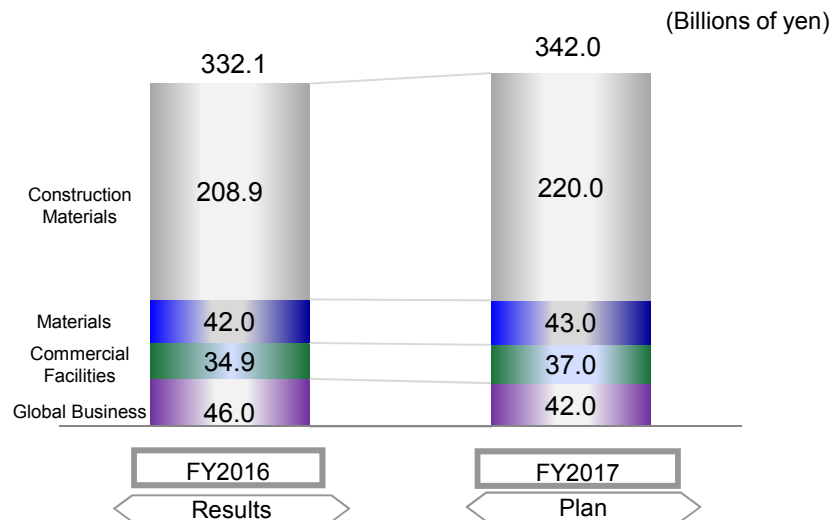
[Assumptions for FY2017 plan]

Aluminum ingot price (Nikkei aluminum) : 240 yen/kg

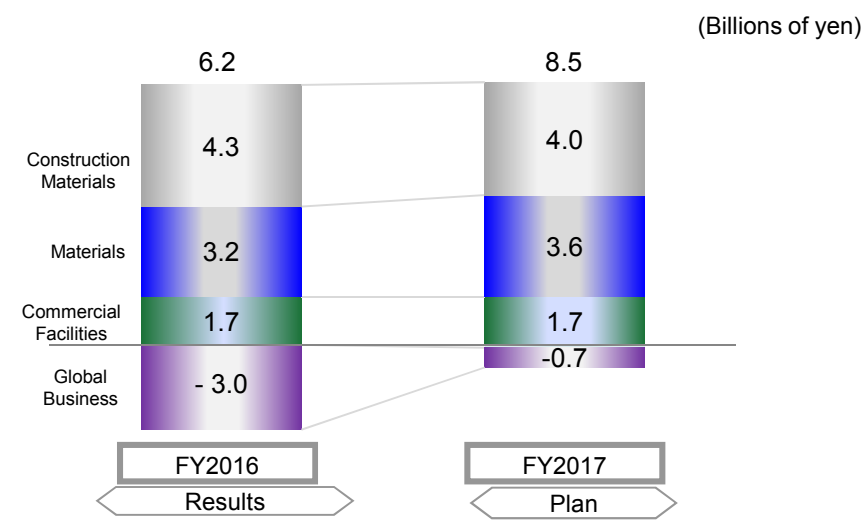
Foreign exchange rates : 120 yen/U.S. dollar, 125 yen/euro, 3.1 yen/baht, 18 yen/yuan, 2.6 yen/Philippine peso

2-3. FY2017 Plan Breakdown of net sales and operating income

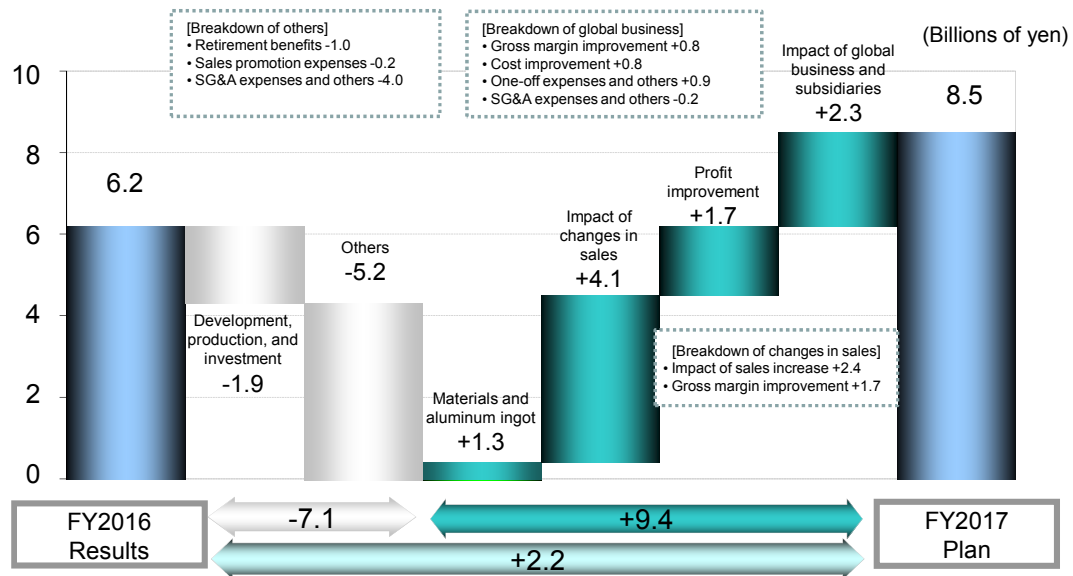
Net sales



Operating income



Change factors of operating income

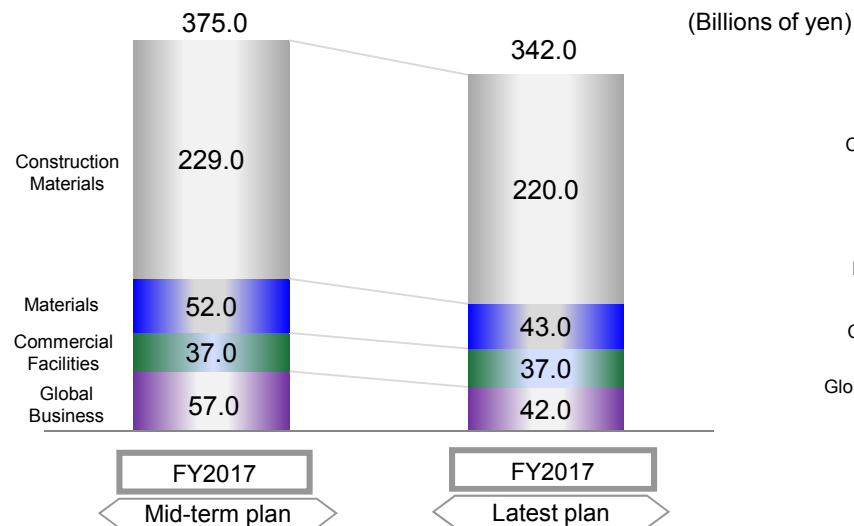


Breakdown summary (compared to FY2016 results)

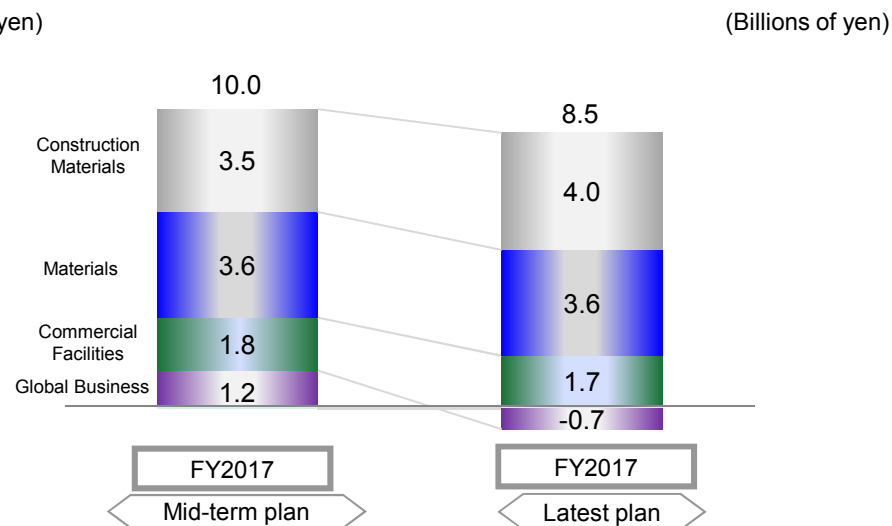
- ◆ Net sales (+9.8 billion yen)
 - Construction Materials Business : Revenues increased mainly due to sales expansion of new products.
 - Materials Business : Revenues increased mainly by absorbing demand for developing industries.
 - Commercial Facilities Business : Revenues increased by absorbing demand for increase in new retail store openings and remodeling.
 - Global Business : Revenues decreased mainly due to the effects of foreign exchange rates in FY2016 and FY2017 (FY2016 foreign exchange rate 132.6 yen/euro).
- ◆ Operating income (+2.2 billion yen)
 - Construction Materials Business : Decreased mainly due to continued investment in flagship sashes.
 - Materials Business : Increased mainly due to quantitative effects from absorbing demand for developing industries and sales expansion of products with high added value.
 - Commercial Facilities Business : Increased due to the reinforcement of customer care and quantitative effects of growing demand.
 - Global Business : Promoted profit improvement in European subsidiaries

2-4. FY2017 Plan (comparison with mid-term plan)

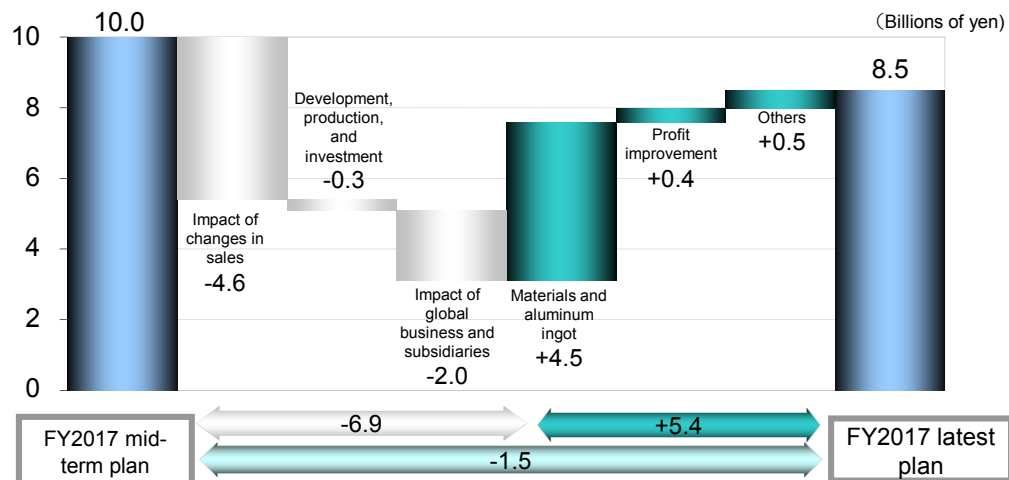
Net sales



Operating income



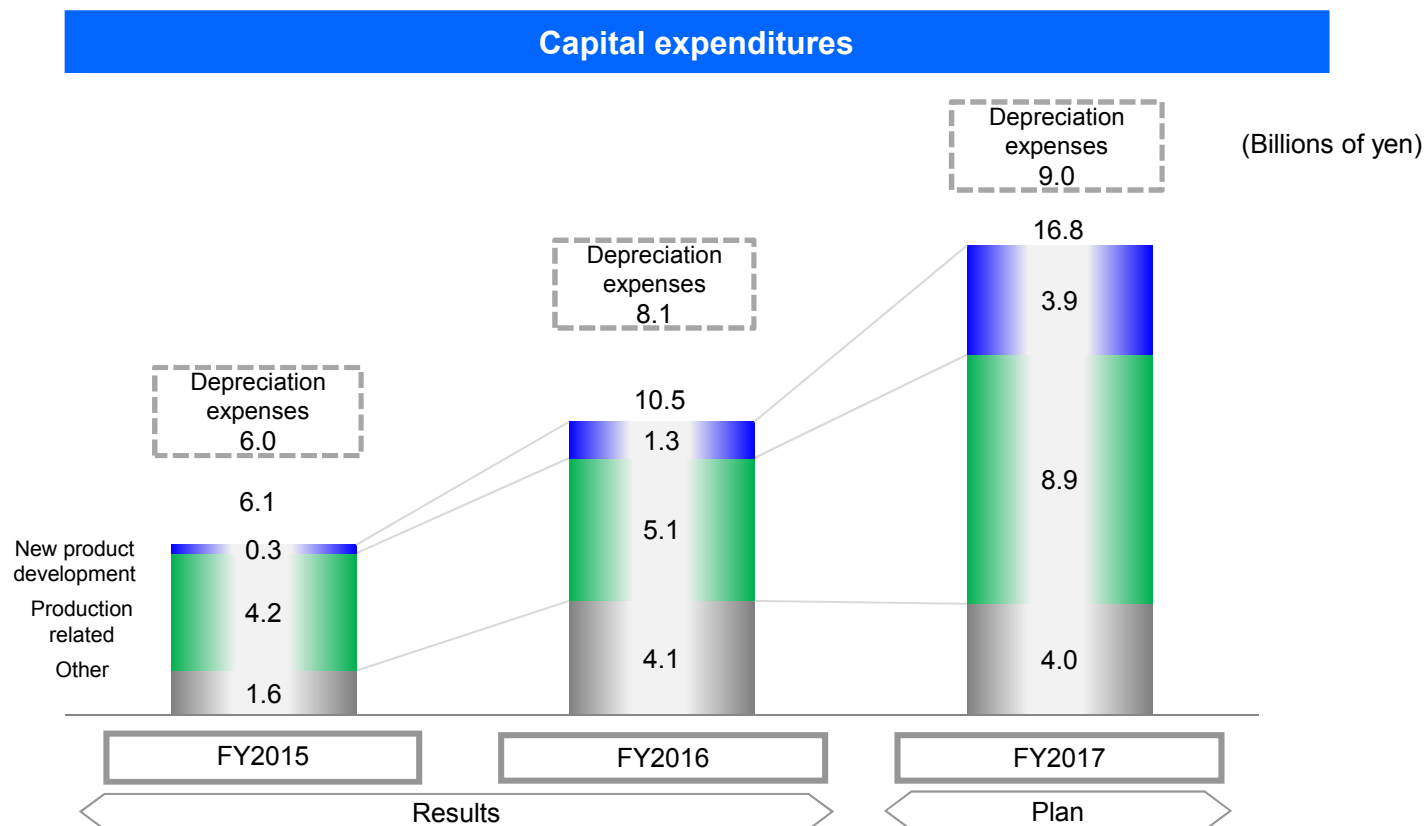
Breakdown of changes in operating income



Breakdown summary

- ◆ Net sales (-33 billion yen)
 - Construction Materials Business : Decreased with an outlook of slowdown in medium- and low-rise non-wooden building starts and continuing price competition in housing markets
 - Materials Business : Decreased by considering impact on sales linked to the market in response to a poorer aluminum ingot market than expected in the mid-term plan
 - Commercial Facilities Business : No change with a prospect of solid investment in new retail store openings and remodeling
 - Global Business : Decreased by considering impact from decrease in orders to STEP-G due to customers' business environment change and difference in exchange rate from the mid-term plan
- ◆ Operating income (-1.5 billion yen)
 - Construction Materials Business : Increased with an outlook of a poorer aluminum ingot market than expected in the mid-term plan
 - Materials Business and Commercial Facilities Business : No major change
 - Global Business : Decreased with an outlook of decrease in orders to STEP-G due to customers' business environment change (Promote profit improvement)

2-5. FY2017 Plan of capital expenditures

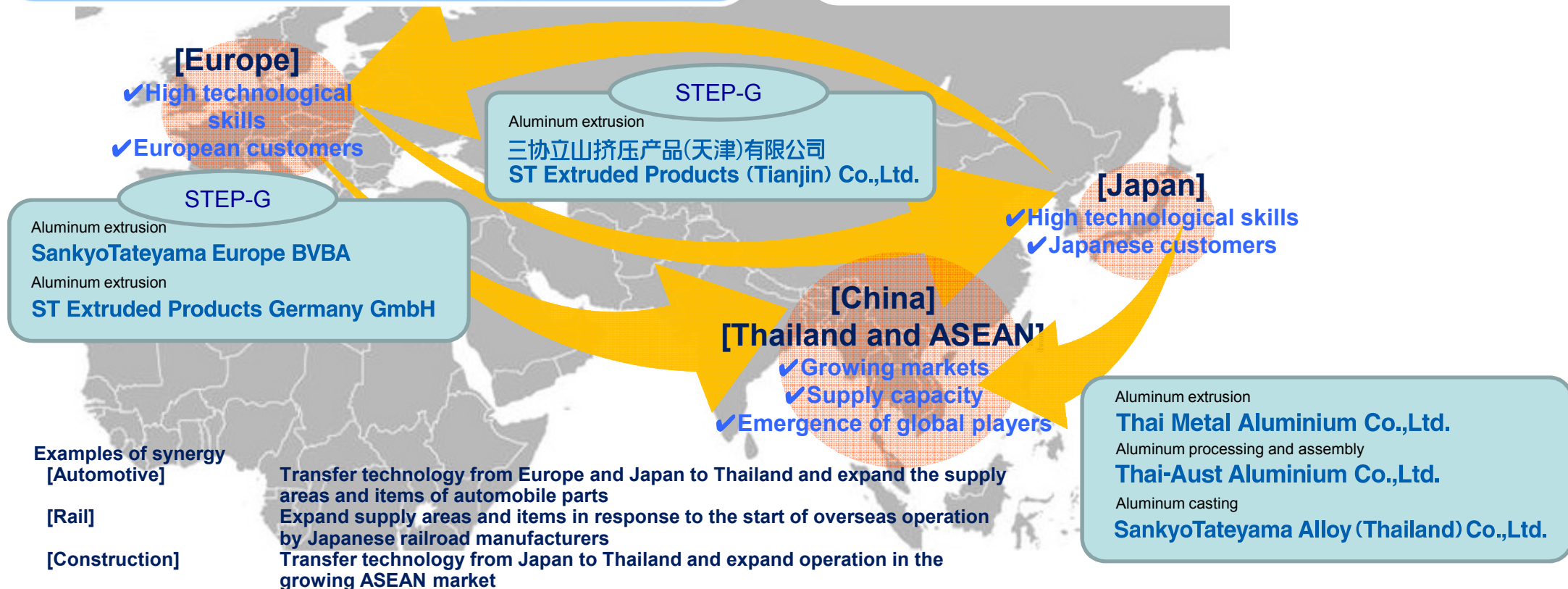
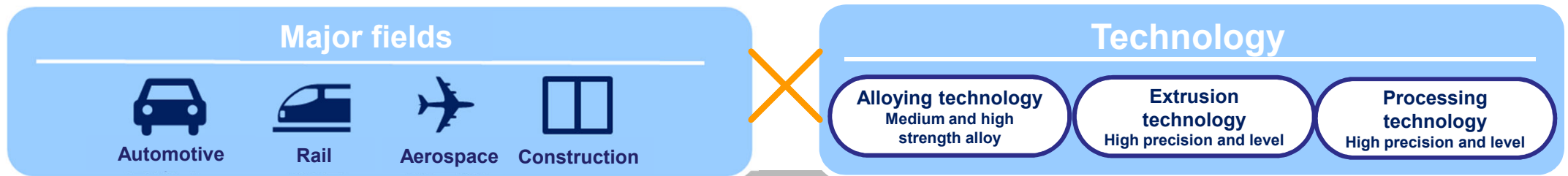


<<Breakdown>>

Production related	Streamlining and improvement	2.1	2.6	4.1
	Repair, etc.	2.1	2.5	4.8
Other	Software	0.4	0.5	1.2
	Overseas subsidiaries	0.5	2.9	1.9
	Other	0.7	0.7	0.9

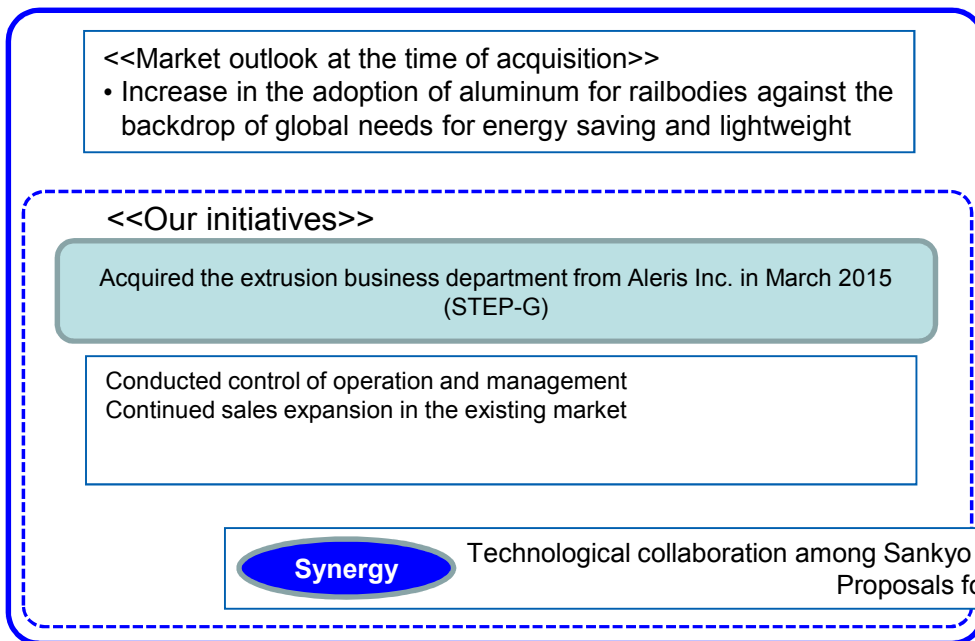
2-6.
Global business
Purpose of M&A
(Generation of synergy)

- ✓ Expand the Group's technology and know-how globally
 - ➔ Transfer the high level of technology in Europe and Japan to the ASEAN area and seek to generate high added value
- ✓ Expand product supply areas as a global player
 - ➔ Expand product supply areas and items for European and Japanese global players



2-7. Global business Status so far

[Europe]

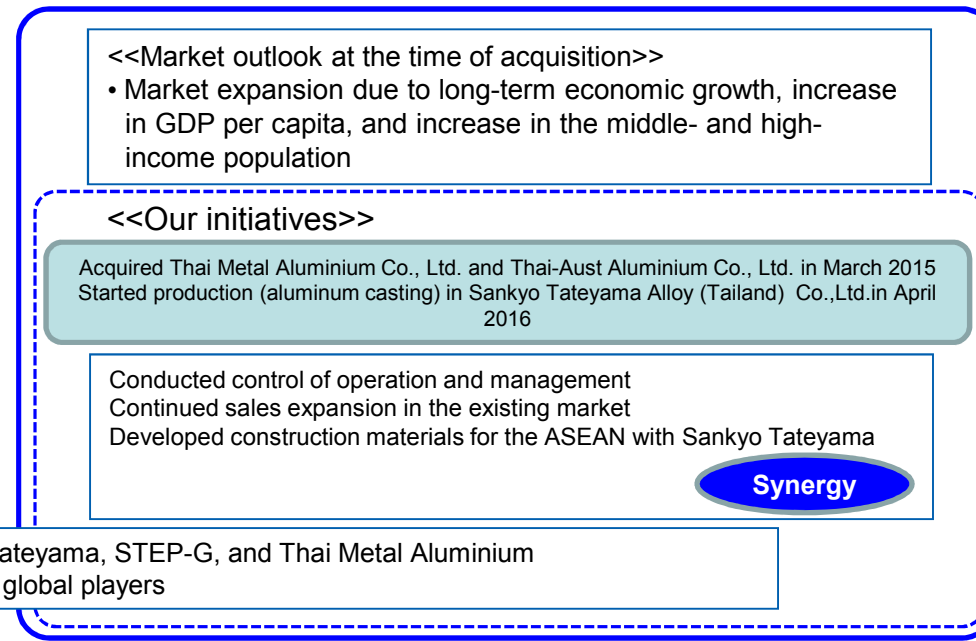


<<Status>>

Although gradual growth in the economy and market was expected, fierce competition occurred due to the entry of new companies into the European railroad market. This affected the performance of STEP-G due to decline in orders to STEP-G from customers in the railroad industry.

Customers' business environment change
→ Significantly behind the plan
Recorded goodwill impairment loss of around 1.87 billion yen for FY2016

[ASEAN]



<<Status>>

Although strong growth in the economy and market was expected, the construction materials market shrank due to decrease in consumer spending resulting from an economic downturn caused by climate change (drought).
(The Thai market : 2015 real GDP growth 2%, housing starts -10%)
Source : Thailand's Real Estate Information Center

Decrease in sales and profits (changes in market conditions)
→ Behind the plan

2-8. Global business Initiatives going forward

[European]

[ASEAN]

Surrounding environment : the normalization of rates in the U.S., slowdown in emerging economies, geopolitical risks, and Brexit

<<Market outlook going forward>>

- Uncertain outlook for the European economy
- Continuing demand for aluminum due to needs for energy saving and lightweight
- Gradual growth in the aluminum extrusion market. Strong growth expected in for the automotive and aerospace fields and sluggish growth expected in the rail field.
- Increase in construction demand driven by low interest rates

<<Market outlook going forward>>

- Sustained economic growth at a certain level in the ASEAN and Thailand
- Increasing demand for aluminum extrusion materials due to needs for lightweight automobiles
- Increasing demand for high-end construction materials due to increase in the middle- and high-income population
(Forecast for the Thai market : 2016 real GDP growth 3 to 4%, housing starts +3%)

Source : Thailand's Real Estate Information Center

<<Our initiatives>>

Build mechanisms for stable earnings structure in the mid and long run

- ◆ Strengthen mechanisms for profitability and systems for management
 - Draw up and promote action plans focusing on profits and cash flows
 - Reinforce initiatives by both Japanese and local staff
- ◆ Expand operation in promising fields
 - Sales expansion in fields such as automobiles and aircrafts

<<Our initiatives>>

Strengthen operation in promising markets in the ASEAN

- ◆ Expand operation in the automotive and construction materials markets
 - Sales expansion by tapping new markets
- ◆ Releases of construction materials in the ASEAN market
 - Sales expansion of construction materials with Japanese quality and strong brand in the ASEAN

Generate synergy on a good customer base, such as European and Japanese global players operating in the ASEAN.

(Automotive manufacturers, etc.)

(Japanese housing makers and automotive manufacturers, etc.)

3. Appendix

3-1. FY2016 Business environment

Market environment	FY2013	FY2014	FY2015
[Construction Materials Business (Residential) Index] New housing starts (April-March)	987 thousand units	880 thousand units (-10.8% YoY)	921 thousand units (+4.6% YoY)
[Construction Materials Business (Buildings) Index] Floor area of non-wooden structure starts (April-March)	86,459 thousand m ²	78,137 thousand m ² (-9.6% YoY)	75,465 thousand m ² (-3.4% YoY)
[Materials Business Index] Aluminum extrusion weight [excluding sashes and doors] (April-March)	365.2 thousand tons	354.6 thousand tons (-2.9% YoY)	333.5 thousand tons (-6.0% YoY)
[Commercial Facilities Business Index] Construction starts [Stores] (April-March)	10,034 buildings	9,433 buildings (-6.0% YoY)	8,509 buildings (-9.8% YoY)
Aluminum ingot [Nikkei Aluminum average] (April-March)	240.2 yen/kg	293.1 yen/kg (+22.0% YoY)	254.4 yen/kg (-13.2% YoY)

3-2. FY2016 Management indicators

[Management indicators]

	FY2015 Results	FY2016 Results	FY2018 Target	FY2020 Target
Net sales	292.3 billion yen	332.1 billion yen	385 billion yen	Over 400 billion yen
Operating income (margin)	8.5 billion yen (2.9%)	6.2 billion yen (1.9%)	13 billion yen (3.4%)	16 billion yen (4.0%)
Capital adequacy ratio	30.8%	30.6%	Over 35%	–
Dividend policy	Stable dividend	Stable dividend	Stable dividend	–
ROA (Net income base)	2.2%	0.04%	2.7%	–
ROE (Net income base)	7.1%	0.1%	7.5%	–

[FY2020 strategy indicators]

	FY2015 Results	FY2016 Results	FY2020 Target
Strengthen remodeling/renovation business	21%	21.3%	Over 30%
Strengthen non-construction materials businesses	28%	36.7%	Over 40%
Develop global business	3%	15.1%	Over 20%

* The target of strengthening the remodeling/renovation business is a percentage to sales of the construction materials segment.

* The targets of strengthening the non-construction materials businesses and developing the global business are a percentage to the consolidated sales of the Group.

3-3.
FY2016
Topics

Sankyo Alumi's four products won "10th Kids Design Award" on July 8
 ——e-Entry, gate doors with battery-powered lock, soft closing indoor sliding doors, ALGEO



① Touch lock "e-Entry" for entrance doors

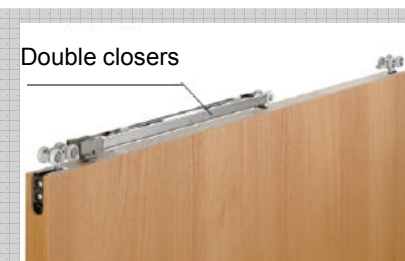
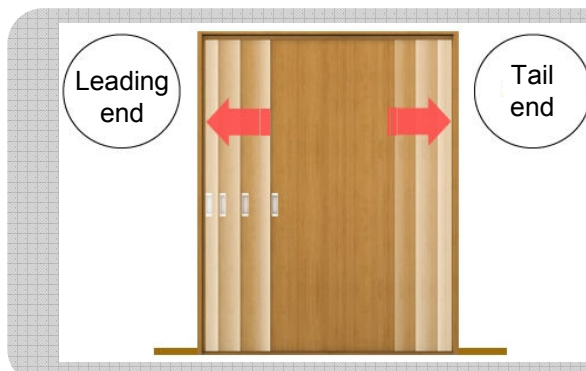


② Gate door with battery powered lock

Locking/unlocking both the entrance door and gate with the same remote control



③ Compound aluminum sash "ALGEO"



④ Interior construction materials "Wooderion VS", indoor sliding doors with soft closing system at both ends

◆ Kids Design Award

The award program embodies three design missions: "Design for contributing to the safety and security of children," "Design for opening the way to the future and creativity of children," and "Design for child birth and rearing." It aims at giving fair evaluations from social and cultural perspectives and developing an advanced environment for children.

3-4.
FY2016
Topics

Sankyo Alumi's new product
—Compound aluminum sash "ALGEO"



Toughness

Durability against harsh environments

Resistant to rain and wind



Water tightness

W-5

Wind pressure
resistance capability

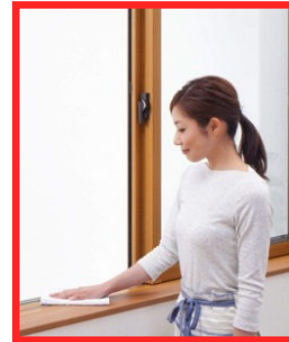
S-4

Heat insulation capability

H-6

Kindness

Readily cleanable
Easy to care function



Flat lower frame

Favorable sales of
"Flat lower frame"
and a new color,
"Earth Brown"



In addition to preparation for extreme weather conditions such as frequent torrential rain in recent years, cold snap and extreme heat, wind pressure resistance, water tightness, and heat insulation capacity have been improved in light of the New Energy Saving Standard that is scheduled to become mandatory in 2020. The new product also features user-friendliness characterized by smoothly sliding doors and easiness in cleaning and care.

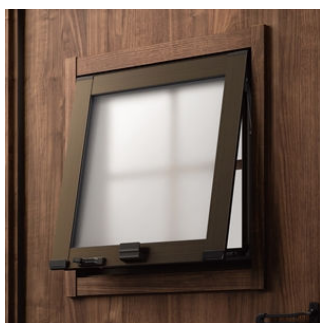
3-5.
FY2016
Topics

Sankyo Alumi's new product
—Entrance doors "FANOVA"



◆ Feature①: Air intake structure

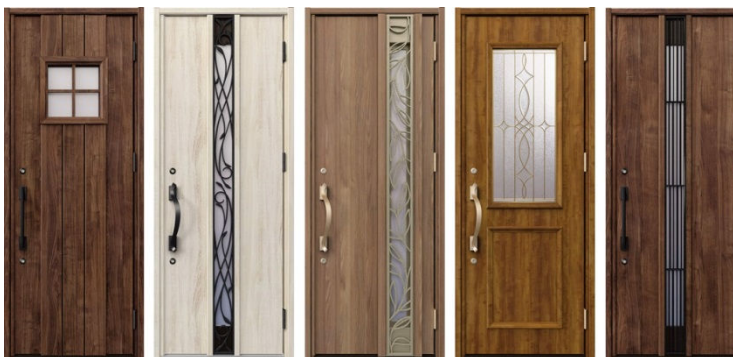
In-swinging horizontal window, the first in the industry, expanding the selection of air intake designs



In-swinging horizontal window

◆ Feature②: Designs and colors

A variety of patterns for lighting designs such as wood grain doors which realize realistic wood textures, windows with cast framed slits, and windows of checker glass



◆ Feature③: Touch lock options

Locking/unlocking just by pushing the button with the remote control carried



Battery-powered lock



Electronic lock (separate type)

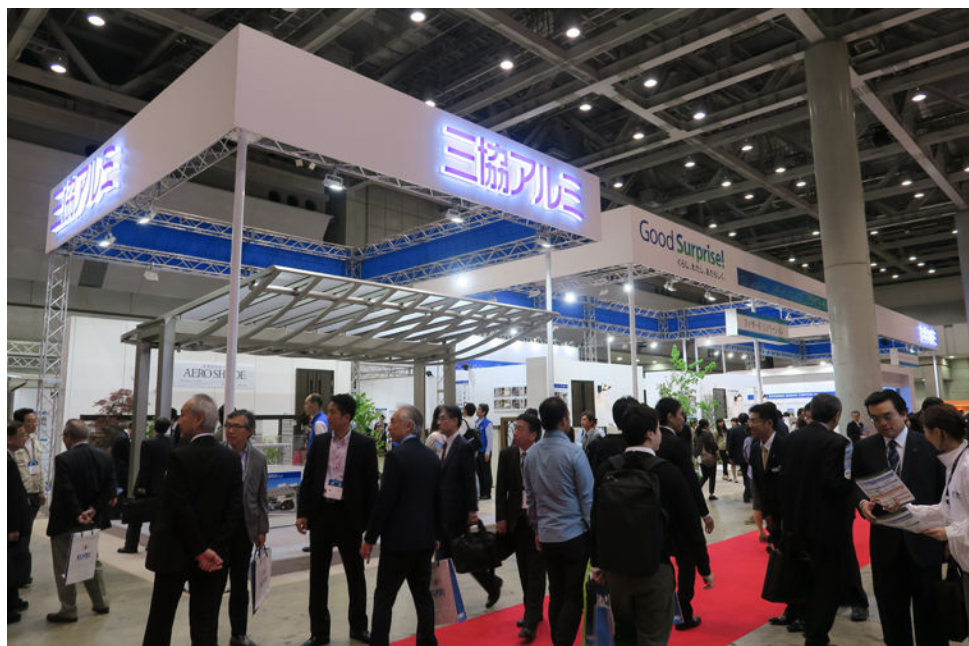


Electronic lock (integrated type)

Based on the concept "User-friendly," this next generation of entrance door series introduces a new air intake structure for the first time in the industry. In addition, the series offers relief-tone, wood-grain doors which realize wood textures and touch key options in pursuit of absolutely unique designs and universal usability and comfort. Fireproof FANOVA was also released.

3-6.
FY2016
Topics

Sankyo Alumi held “2016 New Product Exhibition” in seven cities
——*Good Surprise! Towards better living*



Sankyo Alumi’s booth at Tokyo venue (The exhibition was also held at Shizuoka, Nagoya, Fukuoka, Sendai, Osaka, and Nagano venues.)



“UCHI-MIZU” of S.Border series



Facade exterior “Fiore”

Based on the theme “Good Surprise! Towards better living,” new values and “Surprise” about the way of living through renovation were introduced with stage programs. We set three stages of garden floor “La Stella,” new color “Earth Brown,” and facade exterior “Fiore” and showed the attractive features of the products and the images of new life scenes.

3-7.
FY2016
Topics

Sankyo Alumi's new product
——Carport "AEROSHADE"



◆Feature①: Beautiful form
Feeling of openness as if the view extends to the sky



◀ View from the house side

◆Feature②: Rear post type accommodating three cars
No post in the front or middle, which enables the space under the roof to be freely used and easy access for parking and getting in/out of the car



Easy parking ▶

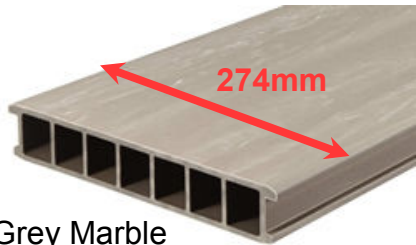
AEROSHADE is a new style of carports, which shows an overwhelming presence with its unique, original roof shape and provides space for three cars by adopting the rear support post structure for the first time in the industry. Its concave curve-shaped roof represents a shape bringing the feel of air flow and the feeling of openness to the sky.

3-8.
FY2016
Topics

Sankyo Alumi's new product
——Garden floor “La Stella”

◆Feature①: Floorboard designs

Wide floorboards, which erase the image of wooden boards, decorated with marble-like pattern, with a selection of four colors



Grey Marble (GUM)



Black Marble (BUM)



White Marble (WTM)



Terra-cotta Marble (TCM)



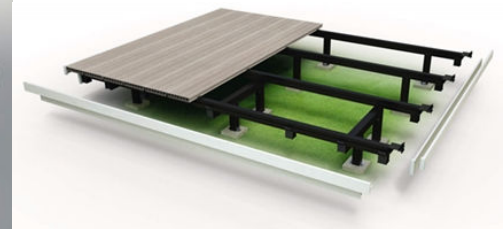
Day time



Night time (with LED lighting)

◆Feature②: Feeling of floating

Floating look with the pillars set inward



“La Stella” is a modern, stylish, new-sense outdoor flooring solution, which is neither a wood deck nor a tile terrace. It creates an elegant garden space with wide floorboards decorated with high-quality, marble-like pattern.

3-9.
FY2016
Topics

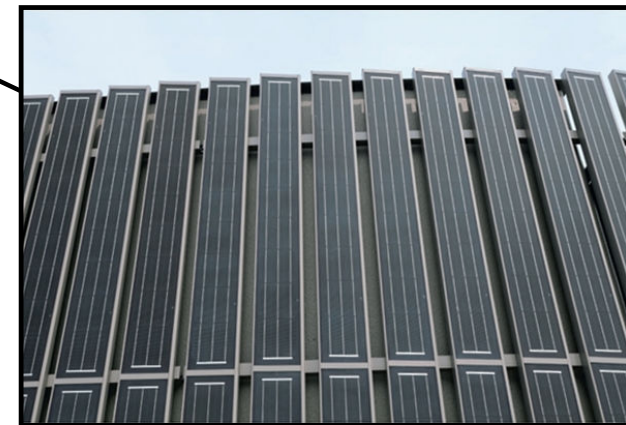
Sankyo Alumi's new product

—*Solar Panel-integrated Blindfold Louver Longitudinal model*
[Type 210]



◆ Feature①: Adaptability to various sites
Fitting to a variety of sites, such as those with curved configurations as well as planar configurations including rooftops and stair penthouses

◆ Feature②: Adaptability to snowfall regions
The solar panels are set at an angle of 90°, preventing dirt from attaching, and can be used in snowy regions.



The new product integrates solar panels with the blindfold louvers installed, which are intended to block the view from outside or to conceal outdoor facilities such as air-conditioning equipment from view. As such, it is an green-oriented product with a solar power generation function. It creates a simple outdoor appearance as generating power. In addition to the current lateral type, we offer a longitudinal type which can adapt to various site shapes.

3-10.
FY2016
Topics

Sankyo Alumi's new product
——“NL-R NAV,” curtain wall with natural ventilation structure

NL-R NAV



Special Prize

Selected from the products exhibited by manufacturers of construction materials or facilities, based on evaluations by the judging panel

Announced in March 2016



◆Feature①: Ventilation slits

The slits are set neatly at foot or waist height and take in the natural wind from outside. A type with the constant wind flow mechanism keeps inward wind flow constant, even with a strong wind outside.

◆Feature②: Balance-type counter-flow prevention window “Swindow”

Efficient natural ventilation using natural energy such as temperature difference and wind

A new variation of highly watertight curtain wall “NL-R” is added with a natural ventilation structure. It takes in fresh air from outside and improves the energy-saving efficiency of buildings.

3-11.
FY2016
Topics

Sankyo Alumi holds “Showroom Fair”
——At six venues nationwide from July 1 to August 1

三協アルミ
ショールームフェア
2016年7月1日~8月1日
みんなの願い、かなえてあげる

三協のショールームに
お気に入りの一枚を
見つけにいこう!

NEW ネット玄関ドア
FANOVA
ファノバ

フェア期間中だけのスペシャル特典

特典1
来場いただいた方に
プレゼント!
三協アルミオリジナル
「ドラえもん
クリアファイル」

特典2
お見積りの方、
またはお気に入りの
ファノバデザインに
投票いただいた方に
くじ引きでプレゼント!
「ドラえもん
おもしろキフトタオル」日用品など

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Family visitors to the Tokyo Metropolitan Showroom
(The fair is also being held at Nagoya, Osaka,
Fukuoka, Takaoka, and Toyama venues.)

During the fair, all visitors are presented with “Doraemon Plastic Folder.” In addition, those who requested quotes and voted for a favorite design out of new entrance doors “FANOVA” released this May have a chance to win an award, such as “Doraemon Fun Towel for Gift” and daily necessities, through a lottery.

3-12.
FY2016
Topics

Sankyo Alumi's "Door to the Future Contest"

—Elementary School Children Version and University Students Version call for entries from July



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"Door to the Future Contest – Elementary School Children Version"

- Purpose: Attract children's interest in construction materials and increase Sankyo Alumi's fan base
- Outline: Call for children's ideas of "Doors, Windows, and Gates in the Future" and hold a contest
- Awards: Accommodation coupon for two days and one night family stay in "The Tokyo Station Hotel", which adopts Sankyo Alumi's windows, and other offers
- Entry period: July 25 to August 31, 2015

"Door to the Future Contest – University Students Version ~The Second University Students Design Competition ~"

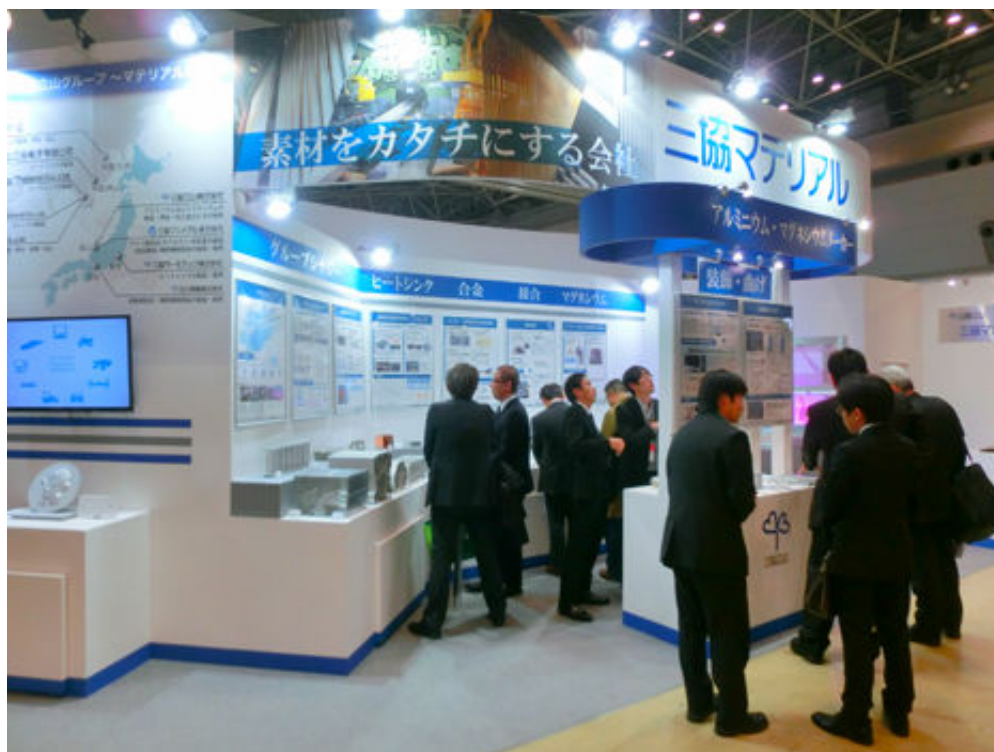
- Purpose: Promote would-be architects to perceive our corporate brand and attract them for aluminum construction materials
- Outline: Based on the theme "Inviting Places to Stay in," call for proposals for space designs and construction materials with which everybody can relax, and hold a contest.
- Awards: Cash prize and all-expense-paid trip
- Entry period: July 1 to September 30, 2015

◆Door to the Future Contest

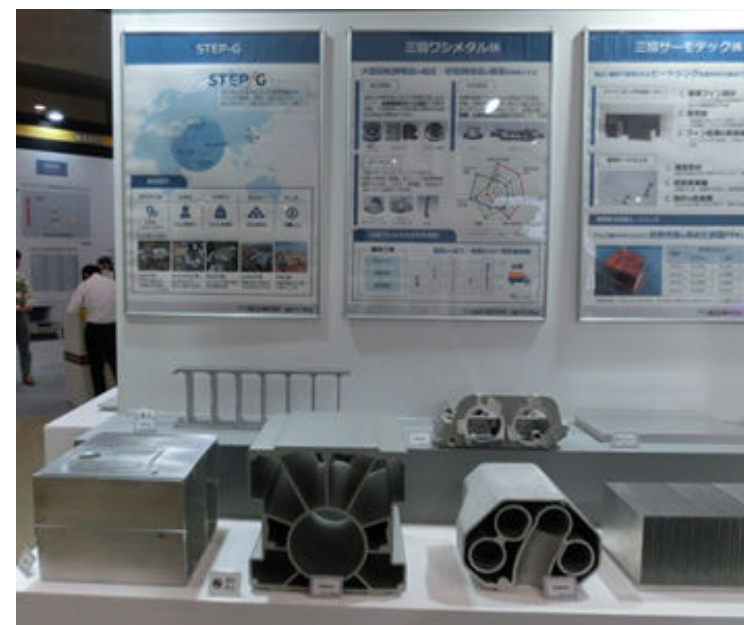
Women are important target customers. In order to facilitate women to find favor with our products, we launched "Woman Promoting WG (working group)" in 2014 and have been working on planning and development utilizing women's viewpoints and sense. "Door to the Future Contest" is one of the plans drawn up by "Woman Promoting WG."

3-13. FY2016 Topics

Sankyo Material exhibited at “3rd Highly-functional Metal Expo” ——*Emphasize the high technological capacity of our Group including overseas subsidiaries*



Sankyo Material's booth



Exhibits including large extrusion materials

Based on the theme “Company processing materials into shapes,” we showed our technology for an integrated production from processing to assembly of materials and the resulted products. Furthermore, we emphasized the high technological capacity of our group including overseas subsidiaries by exhibiting twisted aluminum, magnesium body structure for rail vehicles, samples of plate surface treatment, and also materials from STEP-G as a reference exhibition.

3-14.
FY2016
Topics

Sankyo Material's "AI Farm," aluminum-made plant factory racks, now on sale

—Owing to weight reduction with aluminum and unitization of racks, installation efficiency is improved



Sankyo Material released "AI Farm", plant racks dedicated for plant factories with hydroponic and artificial lightening systems. The weight of this rack is just one-third that of a steel-made plant rack available in the market. Owing to the unitization of racks, these racks allow more efficient installation. In addition, the company is ready to offer customized racks to meet respective customers' requirements for loading weight, installation methods, controllability, rigidity, or other characteristics.

3-15.
FY2016
Topics

Tateyama Advance exhibited at the “SIGN EXPO 2016”
——Introduced sign boards and signs



Tateyama Advance's booth



Ad-View Banner



Ad-View Upper



Channel letters

We exhibited many products, including “Ad-View Banner,” which is a new advertising banner display device with LED lighting released in February this year, “Ad-View Upper,” which illuminates the advertising media from below, channel letters, projecting signboards, and aluminum showcase “Lumiglass.”

3-16.
FY2016
Topics

Tateyama Advance released “Ad-View Banner”

—Advertising banner with LED lighting, allowing setup of two types of media in one unit



Since the media and the LED lighting structure are combined as one device, “Ad-View Banner” can make the advertising content more simple-looking and create a clear and simple image for the storefront by day and night. At restaurants, the device allows the media to alternate easily between lunch and dinner hours.

3-17.
FY2016
Topics

**STEP-G exhibited a construction materials exhibition in Germany,
“FENSTERBAU2016”**

——Introduced products of “BUG” brand



STEP-G's booth



◆ FENSTERBAU

This large construction materials exhibition is held every two years, drawing visitors from not only Europe but also around the world. We exhibited products which STEP-G manufactures and sells as “BUG” brand, such as wood-aluminum compound sashes, facade-related products, and aluminum products.

3-18.
FY2016
Topics

Thai Metal Aluminium exhibited at a construction materials exhibition in Thailand, “architect’ 16”

—Introduced the products of “ALNEX” brand



Entrance door
“Laforce Air Intake Type”



Walking-aid handrail “Etranpo U”

◆architect’ 16

This exhibition is the largest construction materials-related trade show held in Thailand where exhibitors, including manufacturers in Thailand and other ASEAN countries, exhibit various products. We exhibited exterior products which Thai Metal Aluminium Co., Ltd. manufactures and sells as “ALNEX” brand as well as Sankyo Alumi’s construction materials for housing and exterior.

3-19.
FY2016
Topics

Sankyo Tateyama Alloy Thailand's opening ceremony

—Ready to offer integrated production from raw materials to final products in Thailand



Opening ceremony



◆ Sankyo Tateyama Alloy (Thailand) Co., Ltd.

In February 2014, the company was founded for the purpose of billet casting in Thailand. In October 2015, a new factory was completed in Rojana Prachinburi Industrial Park located in Prachinburi Province, Thailand. The new factory started mass production in April this year.

3-20.
FY2016
Topics

Sankyo Tateyama joined “9th Twin-leaf afforestation” root treading activity

— Participating in the program “Afforestation by business entities,” agreed with Takaoka City



The participants bound young trees planted before to the support bamboo rods, and then trod the ground around them so that trees take root.



Total of around 100 persons attended as volunteers, including employees and their families.

◆ Twin-leaf afforestation

As part of “Afforestation by business entities” activity signed with Takaoka City in April 2013, Sankyo Tateyama plants around 500 young trees every year in a mountain village of Toyama Fukuoka Family Village (Takaoka City, Toyama Prefecture) for five years. The 15-year project aims to grow approx. 2,500 young trees in total, taking another 10 years of maintenance after the planting.

3-21.
FY2016
Topics

Sankyo Tateyama continues relief efforts to disaster-hit areas and quake orphans

——Donating relief money and sponsoring competitions



Donated relief money of 10 million yen to the local government of a disaster-hit area (Kumamoto prefecture)



This year marked the sixth year of the game for quake orphans support, part of the BC league's official games. Donated relief money amounting to the number of visitors (1,216) on the day multiplied by 100 yen

Our Group donated 10 million yen in relief funds and contributions from the Group to help relief victims of Kumamoto earthquake in April this year and reconstruct the disaster-hit areas. In addition, we have continued relief efforts to quake orphans by sponsoring the BC league's official games every year since the 2011 Great East Japan Earthquake.

[Notes regarding these documents]

The content of these documents contains forward-looking statements, including plans, strategies, and business results of Sankyo Tateyama, Inc. and its consolidated subsidiaries (hereinafter collectively referred to as the “Sankyo Tateyama Group”). These statements are based upon assumptions and decisions of the Sankyo Tateyama Group that have been derived from information available as of the time of writing, and include foreseeable and unforeseeable risks, uncertainties, and other factors. Due to these effects, the actual business results, business activities, and financial conditions of the Sankyo Tateyama Group may vary significantly from these forward-looking statements. Additionally, the Sankyo Tateyama Group may not necessarily revise its forward-looking statements in response to new information, future events, or other reasons. Risks, uncertainties, and other factors that may have a material effect on the actual business results and other aspects of the Sankyo Tateyama Group may include, but are not limited to, economic conditions in the business areas in which it operates, change in demand trends, and intensified price competition for the products and services of the Sankyo Tateyama Group, and price fluctuations of items such as aluminum ingot.

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