



October 30, 2015
 SANWA HOLDINGS CORPORATION
www.sanwa-hldgs.co.jp

Interim Results & Forecasts

The 81th Period (First Half of FY2015)



The Genuine. The Original.



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Foot-note on Forecast

Any contents in this brochure are based on various assumptions, and neither promise nor guarantee the indicated results of forecast or realization of any management issue.

■ Glossary of terms

- ODC Overhead Door Corporation(American subsidiary)
- N F Novoferm (European subsidiary)

1. Key points: 1H 2015 Actual and 2015 Full Year Forecast /Trend of Consolidated Results

■ 2015 1H Actual (consolidated basis)

• Net sales was favorable to the forecast but both operating income and current income were unfavorable due mainly to slump in U.S. business. Net income, however, achieved the forecast.

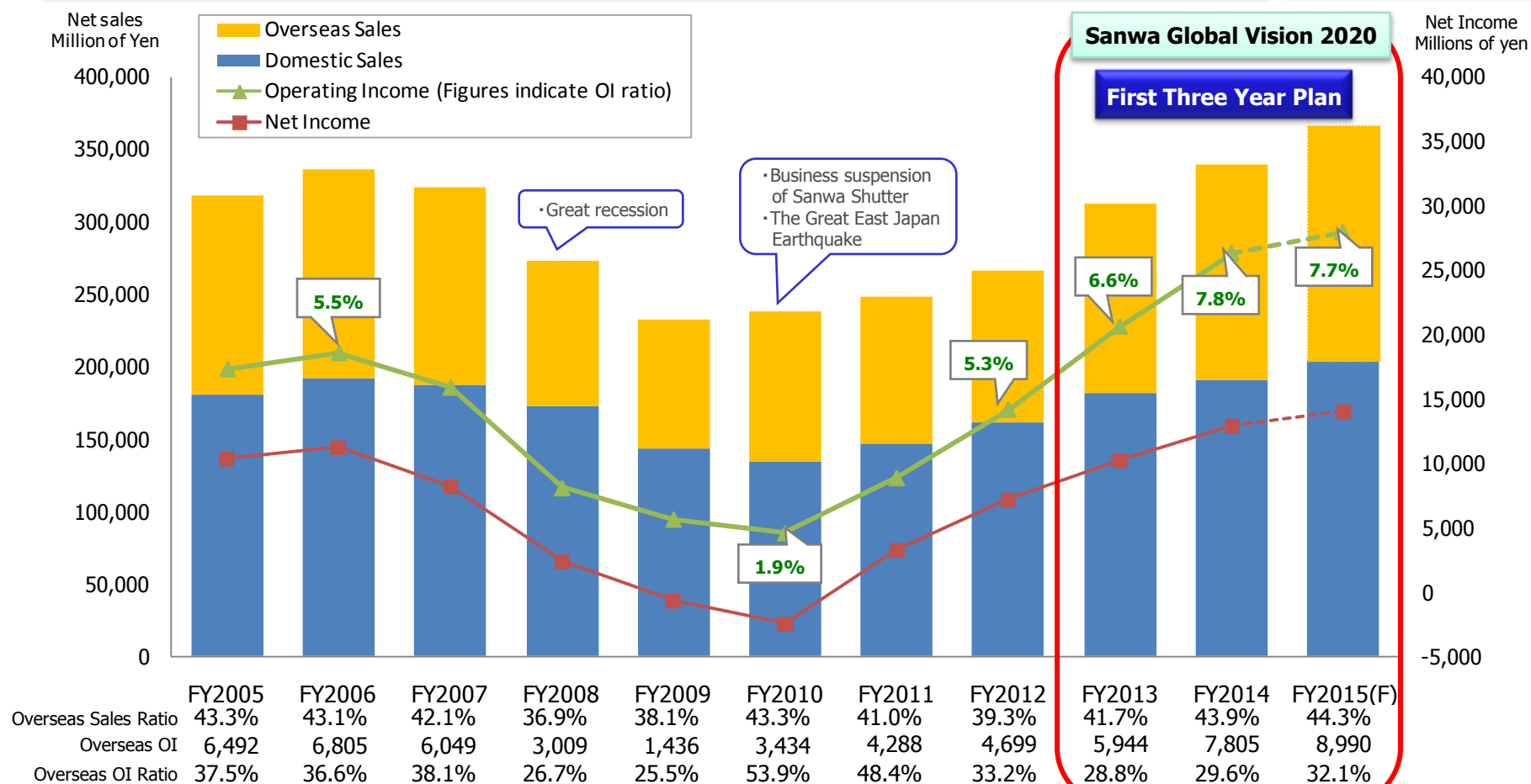
■ 2015 Full year forecast (consolidated basis)

• Net sales expected to be slightly lower than the original forecast but profits (operating income, current income and net income) expected to achieve the original forecast, all-time high record for three consecutive years driven mainly by strong Japanese business.

• In order to ensure the return of the profits to shareholders, the company announced to repurchase its own stocks again (last time: October 2014).

Forex Rate	USD	EUR
2012	80.12	103.46
2013	97.99	130.56
2014	106.46	140.35
2015(F)	120.00	130.00

Applying yearly average exchange rates for our consolidated figures.



2. Market Environment (Japan, USA and Europe)

			2013		2014		2015				2016	
					Result		Revised Result		Original Forecast		Forecast	
Japan	Housing Starts	k units	987	10.6%	880	-10.8%	923	4.8%	917	4.2%	963	4.3%
	Non-res construction areas	k m ²	47,679	7.0%	45,013	-5.6%	45,498	1.1%	46,548	3.4%	46,473	2.1%
	Private-sector capital investment	JPY bn	71,546	4.0%	71,904	0.5%	74,133	3.1%	73,617	2.4%	77,914	5.1%
USA	Housing starts	k units	925	18.5%	1,003	8.4%	1,130	12.7%	1,140	13.7%	1,280	13.3%
	Existing Home Sales	k units	5,090	9.2%	4,940	-2.9%	5,284	7.0%	5,275	6.8%	5,468	3.5%
	Non-res construction areas	m sq ft	811	4.4%	899	10.8%	930	3.5%	927	3.1%	1,028	10.5%
	Capital investment	USD bn	1,523	3.0%	1,619	6.3%	1,670	3.1%	1,707	5.4%	1,738	4.1%
EU	Housing completions(4 countries)	k units	793	2.1%	757	-4.5%	731	-3.5%	645	-14.8%	744	1.8%
	Non-res investment(4 countries)	EUR m	84,813	-5.4%	82,499	-2.7%	82,711	0.3%	83,238	0.9%	85,033	3.1%
Germany	Housing completions	k units	188	6.7%	215	14.1%	225	4.7%	235	9.3%	240	11.6%
	Non-res investment	EUR m	29,709	-3.0%	30,066	1.2%	30,367	1.0%	30,654	2.0%	30,822	2.5%

※EU(4 countries) include Germany, France, Italy and the Netherlands.

Ref: (JPN)R.I.C.E. Oct 2015, (US)Blue Chip Economic Indicators Oct 2015, National Association of Realtors Oct 2015, McGraw Hill Jul 2015, (EU)Euroconstruct June 2015.

Capital investment in JPN/US from NLI Research Institute.

※FY basis in JPN(Apr-March), US/EU on CY basis(Jan-Dec)

<Outlook for world construction market>

Japan : Housing market remains recovery trend thanks to the rebound of weak market condition in last year. Non-residential construction market (floor space basis) has slightly increased vs. last year so far but not stronger than anticipated due mainly to delay in progress of many construction projects

U S A : Both housing starts and existing home sales have been robust as we anticipated. Capital investment, however, has been revised down due mainly to U.S. dollar appreciation and lower energy price

Europe : It is expected that both German housing market and non-residential market will not recover to our forecast level. Housing market for other countries (France, Italy and Netherlands) expected improve driven mainly by the recovery of French housing market.

■ 1st Half 2015 Consolidated Results
April 2015 – September 2015

3. Business Results Highlight

Consolidated Results

	1H Result	1Q	2Q	Original Forecast	Variance to OF (amt)	Result of last year	yoy (amt)	(%)
Net Sales	¥ 160.9Bln 【 ¥ 154.2Bln】	¥ 66.9Bln	¥ 94.0Bln	¥ 160.0Bln	¥ +0.9Bln (+0.6%)	¥ 146.6Bln	¥ +14.5Bln 【 ¥ +7.8Bln】	+9.9% 【 +5.4%】
Operating Income	¥ 6.05Bln 【 ¥ 5.90Bln】	¥ -1.16Bln	¥ 7.21Bln	¥ 6.70Bln	¥ -0.65Bln (-9.7%)	¥ 7.14Bln	¥ -1.09Bln 【 ¥ -1.24Bln】	-15.3% 【 -17.4%】
Current Income	¥ 5.64Bln 【 ¥ 5.52Bln】	¥ -1.30Bln	¥ 6.94Bln	¥ 6.30Bln	¥ -0.66Bln (-10.5%)	¥ 6.83Bln	¥ -1.19Bln 【 ¥ -1.31Bln】	-17.4% 【 -19.2%】
Net Income	¥ 3.23Bln 【 ¥ 3.15Bln】	¥ -1.20Bln	¥ 4.43Bln	¥ 3.20Bln	¥ +0.03Bln (+0.8%)	¥ 3.29Bln	¥ -0.06Bln 【 ¥ -0.14Bln】	-1.8% 【 -4..2%】

Note; [] assumed forex rate same as FY14

《Key points of 2Q Result》

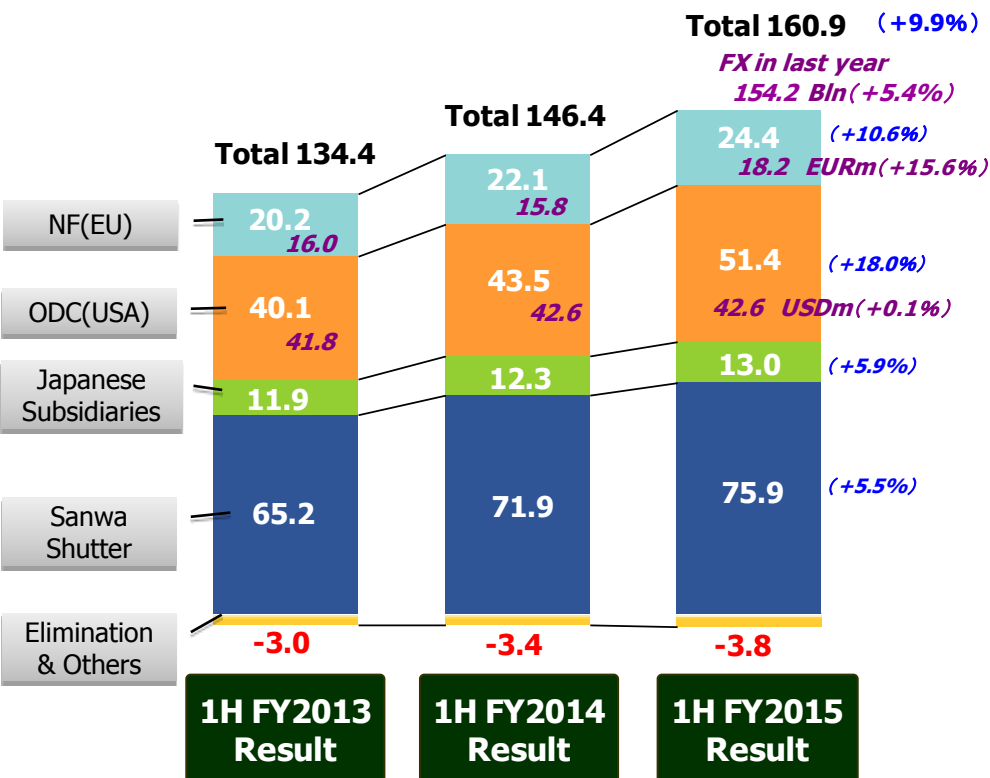
〈Summary〉	Consolidated net sales increased significantly vs. 1H 2014 driven by strong Japanese business, Alpha acquisition effect and depreciation of Japanese yen. Consolidated operating income, however, was lower than 1H 2014 due mainly to unfavorable U.S. business, impacted mainly by raw material cost hikes, and increase in SG&A costs of all sectors.
Net Sales	Consolidated net sales was 0.9 billion yen higher than our forecast and 9.9% or 14.5 billion yen higher than 1H 2014. If without foreign currency effect, it would have been 7.8 billion yen higher than 1H 2014. <u>J a p a n</u> : Increased by 5.6% or 4.7 billion yen vs. 1H 2014. Sanwa Shutter increased by 4 billion yen vs. 1H 2014 and by 1.9 billion yen vs. our forecast. Other Japanese companies (total) increased by 0.7 billion yen vs. 1H 2014 and by 0.28 billion yen vs. our forecast. <u>USA (ODC)</u> : Increased by 0.1% or \$0.37M vs. 1H 2014 but was unfavorable to our forecast by \$13.8M. <u>Europe (NF)</u> : Increased by 15.6% or €24.6M vs. 1H 2014 but was unfavorable to our forecast by €8.6M. Alpha Deuren's 1H 2015 net sales was €32M.
Operating Income	Consolidated operating income was 0.65 billion yen lower than our forecast and 15.3% or 1.09 billion yen lower than 1H 2014. If without foreign currency effect, it would have been 1.24 billion yen lower than same period of last year. <u>J a p a n</u> : Increased by 5.4% or 0.31 billion yen vs. 1H 2014. Sanwa Shutter increased by 6.9% or 0.36 billion vs. 1H 2014 and by 0.35 billion yen vs. our forecast. Other Japanese companies (total) decreased by 12.5% or 0.06 billion yen vs. 1H 2014 but was favorable to our forecast by 0.15 billion yen. <u>USA (ODC)</u> : Decreased by 48.6% or \$7.5M vs. 1H 2014 and by \$8.0M vs. our forecast due mainly to the impact of raw material price hikes. <u>Europe (NF)</u> : Decreased by €0.4M vs. 1H 2014 and by €1.9M vs. our forecast. Alpha Deuren's 1H 2015 operating income was €2.2M.
Current Income	Consolidated current income was 0.66 billion yen lower than our forecast and 17.4% or 1.19 billion yen lower than 1H 2014. Non-operating profit was 0.1 billion yen lower vs. 1H 2014 due to increase in foreign exchange costs (impact of declining the value of the CAD vs. the USD) partially offset by improvement of profit of equity method affiliates (0.12 billion yen higher than 1H 2014).
Net Income	Consolidated net income was 1.8% or 0.06 billion yen lower than 1H 2014 but was 0.03 billion yen favorable to our forecast. Extraordinary loss improved by 0.61 billion yen due mainly to the absence of restructuring costs booked in 1H 2014.

	2012/6	2013/6	2014/6	2015/6
FX 1USD	79.78	95.90	102.23	120.48
1EUR	103.76	125.79	139.87	133.83

4. 1H 2015 Net Sales in Detail (by Business Division)

Net Sales

JPYbln • USDm • EURm
(ratio of yoy)



※Sanwa Shutter: non-consolidated basis
(Elimination & Others include Sanwa Holdings)

<Novoform (Europe)>

(refer to page 29)

(vs. 1H 2014) Increased by 15.6% in local currency

- ① Garage door sales decreased by 1.5% due to fierce price competition.
- ② Hinge door sales decreased by 9.1% due to production line troubles.
- ③ Industrial door sales increased significantly by 75.9% driven by Alpha acquisition effect.

<Overhead Door Corporation (USA)>

(refer to page 28)

(vs. 1H 2014) Increased by 0.1% in local currency

- ① Door sales (total) increased slightly by 0.4%. Garage door sales decreased due to withdrawal of some unprofitable projects. Commercial door sales was strong but CDS sales decreased due to the impact of lower.
- ② Operator sales decreased by 3.5% due to the absence of special campaign demand in 1H 2014.
- ③ Automatic door sales increased by 14.7% thanks to the recovery from new ERP implementation troubles.
- ④ Truck door sales decreased by 12.8% due to the absence of the big orders from big customers.

<Japanese subsidiaries> (vs. 1H 2014) Increased by 5.9%.

- ① Showa Front sales increased by 6.2% driven by effects of business collaborations with group companies.
- ② Okinawa Sanwa sales increased by 11.1% driven by favorable market condition and the effect of multi-product sales activities.
- ③ Sanwa Tajima sales increased by 5.1% driven by ensuring many short-term projects.

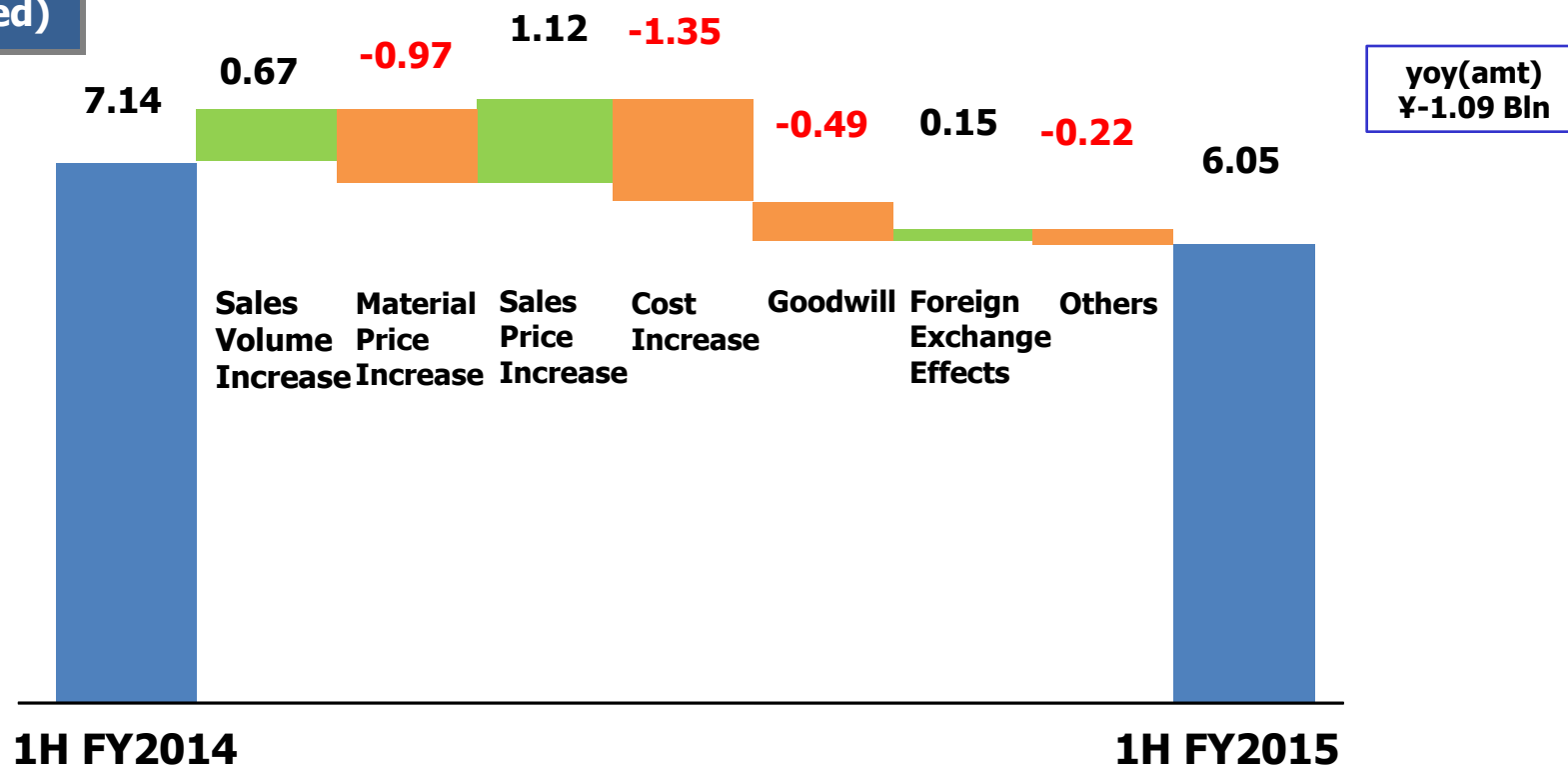
<Sanwa Shutter> (vs. 1H 2014) Increased by 5.5%. (refer to page 26)

- ① Lightweight shutter sales increased by 3.0% driven by the recovery of housing market.
- ② Heavy duty shutter sales increased by 5.6% driven by increase in ware house / factory construction projects.
- ③ Building/Condominium door sales (total) increased by only 1.3% due to the reaction of strong sales in 2014 and weak sales of doors for condominiums and healthcare.
- ④ Maintenance service sales increased by 3.2% driven by enhancement of end-user sales activities.
- ⑤ Partition sales increased by 10.6% driven by the effect of product range expansion, mainly toilet booths and steel partitions.

FX	2012/6	2013/6	2014/6	2015/6
1USD	79.78	95.90	102.23	120.48
1EUR	103.76	125.79	139.87	133.83

Sanwa Group
(consolidated)

JPYbn



■ Comparison vs. 1H 2014 (consolidated basis):

The increase in SG&A costs exceeded the increase of sales volume and price effects

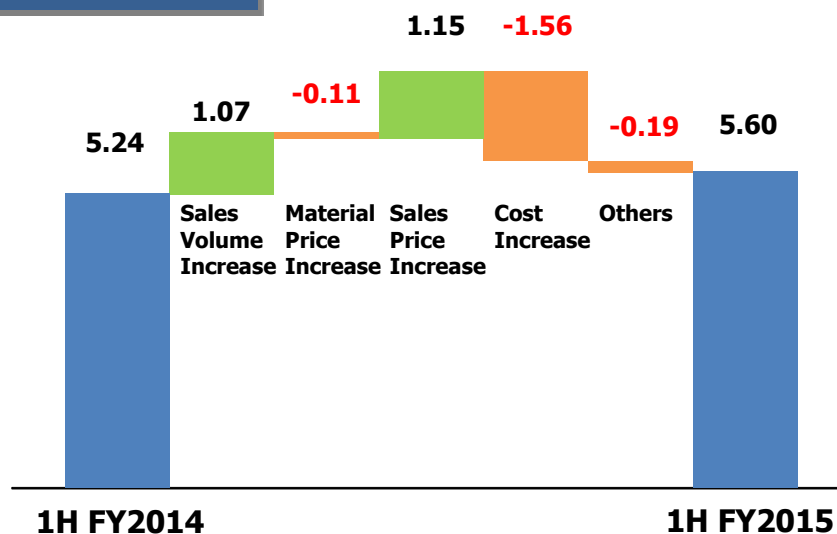
Japan : Sanwa Shutter's operating income improved driven by volume increase, and favorable pricing effected due to and the reduction of unprofitable projects.

U S A : ODC's operating income decreased due to the impact of raw material price hikes.

Europe: Novoform's operating income decreased due to the impact of volume decrease and discounting.

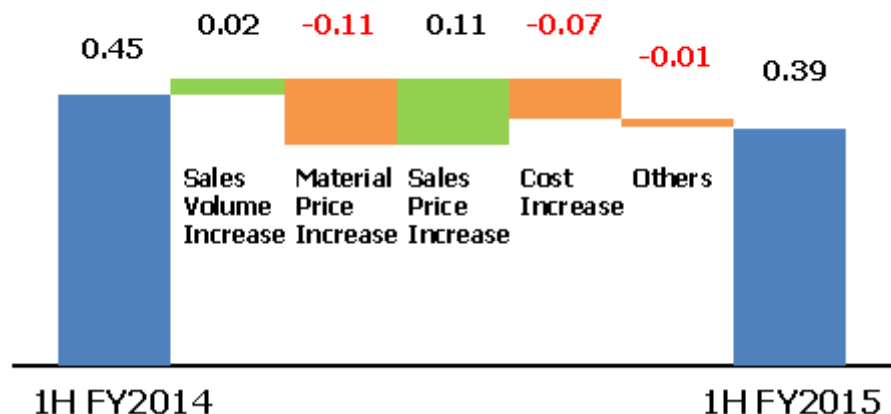
Sanwa Shutter

JPYbn



Japanese Subsidiaries

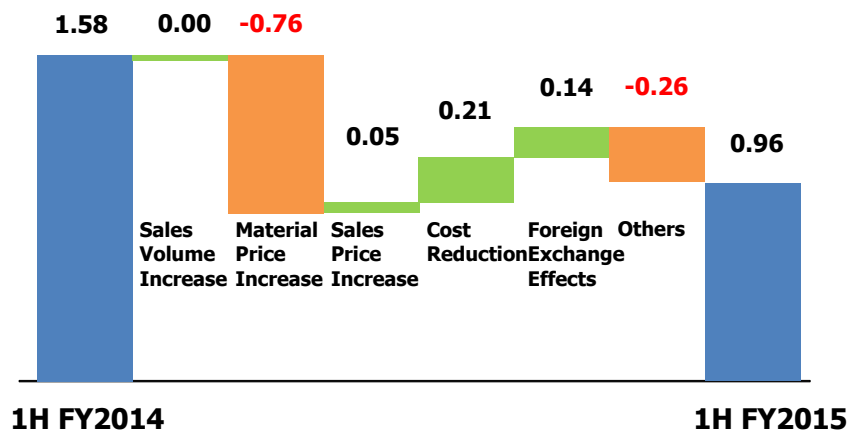
JPYbn



ODC

Forex Rate(USD)
 2014 JPY 102.23
 2015 JPY 120.48

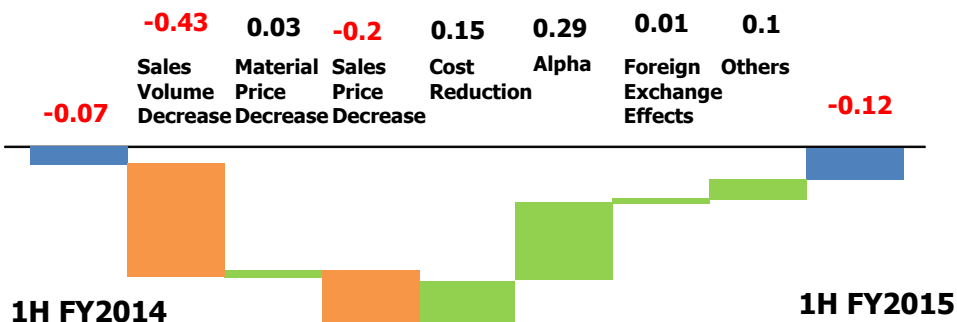
JPYbn



Novoferm

Forex Rate(EURO)
 2014 JPY 139.87
 2015 JPY 133.83

JPYbn



■ FY2015 Consolidated Forecast
April,2015-March,2016

6. FY2015 Forecast Highlight

Consolidated Forecast

	FY Forecast	Original Forecast	Variance to OF (amt)	1H Result	2H Forecast	Result of last year	yoy (amt)	(%)
Net Sales	¥ 366.0Bln 【 ¥ 357.4Bln】	¥ 370.0Bln	¥ -4.00Bln	¥ 160.9Bln	¥ 205.1Bln	¥ 339.0Bln	¥ +27.0Bln 【 ¥ +18.4Bln】	8.0% 【 +5.4%】
Operating Income	¥ 28.00Bln 【 ¥ 27.26Bln】	¥ 28.00Bln	¥ ±0.00Bln	¥ 6.05Bln	¥ 21.95Bln	¥ 26.33Bln	¥ +1.67Bln 【 ¥ +0.93Bln】	6.3% 【 +3.5%】
Current Income	¥ 27.40Bln 【 ¥ 26.69Bln】	¥ 27.40Bln	¥ ±0.00Bln	¥ 5.64Bln	¥ 21.76Bln	¥ 25.98Bln	¥ +1.43Bln 【 ¥ +0.71Bln】	5.5% 【 +2.8%】
Net Income	¥ 14.00Bln 【 ¥ 13.57Bln】	¥ 14.00Bln	¥ ±0.00Bln	¥ 3.23Bln	¥ 10.77Bln	¥ 12.86Bln	¥ +1.14Bln 【 ¥ +0.71Bln】	8.9% 【 +5.5%】

Note; [] assumed forex rate same as FY14

《Key Points of FY Forecast》

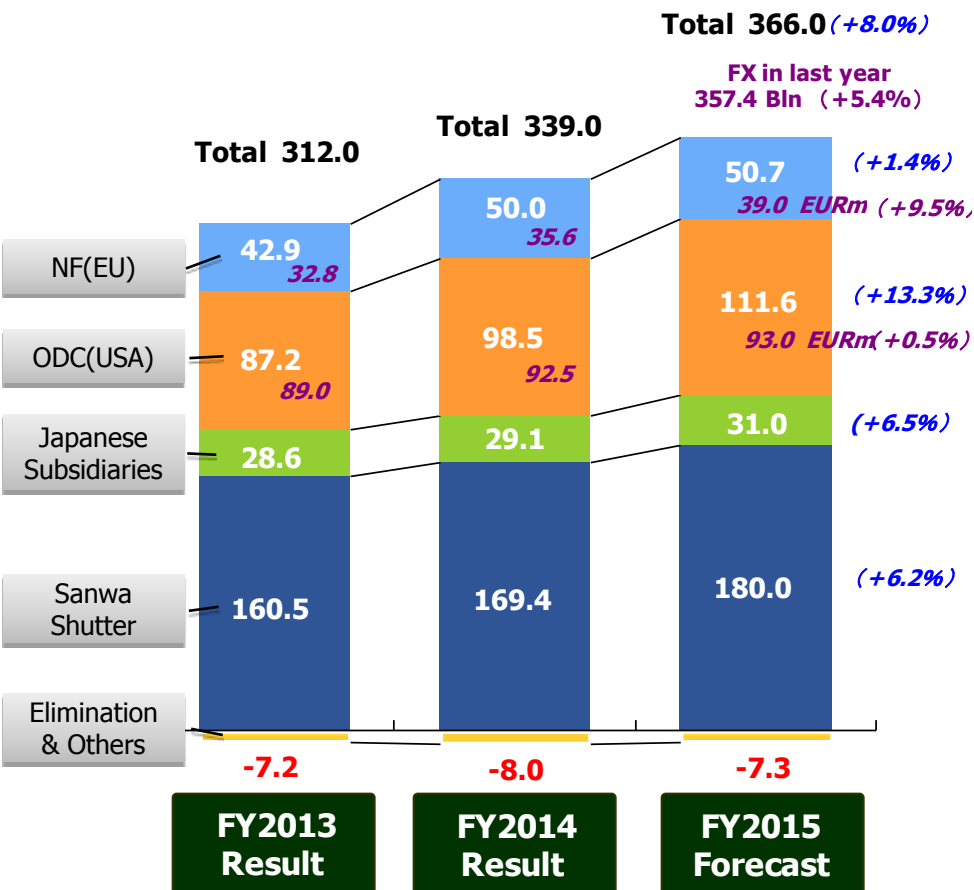
〈Summary〉	Consolidated net sales full year forecast revised down but consolidated profits (consolidated operating income, current income and net income) remain unchanged from our original forecast and expected to achieve all-time high record for three consecutive years.
Net Sales	Consolidated net sales expected to increase by 8.0% or 27 billion yen vs. LY. (would be 18.4 billion yen higher if using 2014 exchange rate.) <u>J a p a n</u> : expected to increase by 6.3% or 12.5 billion yen vs. LY. Sanwa Shutter sales revised to increase by 1.5 billion yen vs. our original forecast and expected to increase by 10.6 billion yen vs. LY. Other Japanese companies sales (total) revised to increase by 0.35 billion yen vs. our original forecast and expected to increase by 1.9 billion yen vs. LY. <u>USA (ODC)</u>: revised to decrease by \$55M vs. our original forecast and expected to be nearly flat vs. LY, accordingly. <u>Europe (NF)</u>: revised to decrease by €5M vs. our original forecast but still expected to increase by 9.5% or €33.8M vs. LY thanks to the effect of Alpha acquisition. Full year forecast of Alpha sales expected to be €72M.
Operating Income	Consolidated operating income expected to increase by 6.3% or 1.67 billion yen vs. LY (would be 0.93 billion yen if using 2014 exchange rate.) <u>J a p a n</u>: expected to increased by 6.5% or 1.25 billion yen vs. LY. Sanwa Shutter revised to increase by 0.55 billion yen vs. our original forecast and expected to increase by 5.9% or 1.03 billion yen vs. LY. Other Japanese companies (total) revised to increase by 0.15 billion yen vs. our original forecast and expected to increase by 12.9% or 0.22 billion yen vs. LY. <u>USA (ODC)</u>: revised to decrease by \$9M vs. our original forecast and expected to increase by 6.4% or \$3.8M vs. LY, accordingly. <u>Europe (NF)</u>: revised to decrease by €0.5M vs. our original forecast but still expected to increase by 2.6% or €0.3M vs. LY. Full year forecast of Alpha's operating income expected to be €6.9M.
Current Income	Consolidated current income expected to increase by 5.5% or 1.43 billion yen vs. LY. Non-operating profit expected to decrease by 0.24 billion yen due to decrease in financial revenue, partially offset by improvement of profit of equity method affiliates (0.3 billion yen improvement vs. LY).
Net Income	Consolidated net income expected to increase by 8.9% or 1.14 billion yen vs. LY. Extraordinary losses expected to decrease by 2.0 billion yen and net extraordinary gain loss expected to improve by 1.4 billion yen.

FX	2012	2013	2014	2015(F)
1USD	80.12	97.99	106.46	120.00
1EUR	103.46	130.56	140.35	130.00

7. Net Sales (by Sector)

Net Sales

JPYbln • USDm • EURm
(ratio of yoy)



※Sanwa Shutter: non-consolidated basis
(Elimination & Others include Sanwa Holdings)

FX	2012	2013	2014	2015(F)
1USD	80.12	97.99	106.46	120.00
1EUR	103.46	130.56	140.35	130.00

<Novoform (Europe)>

(refer to page 29)

(vs. 2014) Increase by 9.5% in local currency

- ① Garage door sales to increase by 1.9% thanks to the recovery of housing market.
- ② Hinge door sales to decrease by 4.9% despite recovery of production line troubles.
- ③ Industrial door sales to increase by 32.4% thanks to the effect of Alpha acquisition.

<Overhead Door Corporation (USA)>

(refer to page 28)

(vs. 2014) Increase by 0.5% in local currency

- ① Door sales (total) to increase only by 0.4% due to withdrawal of unprofitable garage door projects and sluggish CDS business impacted by decline in crude oil prices and falling CAD. Commercial doors, however, expected to be strong throughout the year.
- ② Operator sales to increase by 1.7% driven by the recovery of sales volume in 2H 2015.
- ③ Automatic door sales to increase by 14.1% driven by the recovery of new ERP implementation troubles and acquisition effects.
- ④ Truck door sales to decrease by 23.6% due to the absence of the big orders from big customers booked in 2014.

<Japanese subsidiaries> (vs. 2014) Increase by 6.5%

- ① Showa Front sales to increase by 7.3% driven by the effects of sales promotions and business collaboration with group companies.
- ② Okinawa Sanwa sales to increase by 6.0% driven by favorable market condition and enhancement of multi-product sales activities.
- ③ Sanwa Tajima sales to increase by 5.6% driven by favorable market condition, especially commercial construction such as famous brand stores etc.

<Sanwa Shutter> (vs. 2014) Increase by 6.2%

(refer to page 26)

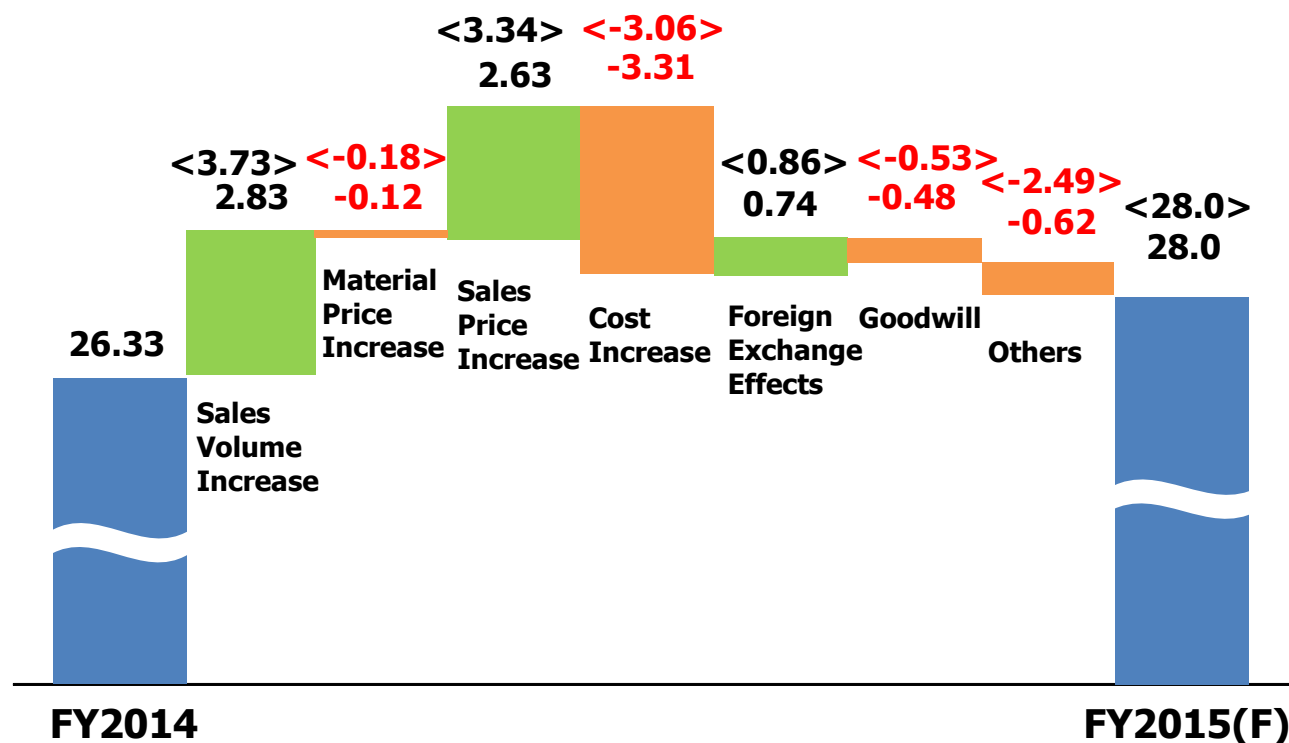
- ① Lightweight shutter sales to increase by 3.3% driven by the recovery of housing market.
- ② Heavy duty shutter sales to increase by 8.3% driven by completion of distribution /warehouse projects and big retail store projects.
- ③ Building/Condominium door sales to increase only by 1.2% due to delay in completion of projects. Order backlog remains high level.
- ④ Maintenance service sales to increase by 4.5% driven by enhancement of sales activities for end-user.
- ⑤ Partition sales to increase by 12.1% driven by the effect of multi-product sales development.

8. Operating Income (Consolidated)

**Sanwa Group
(consolidated)**

JPYbn

< > shows the original forecast



■ Main points of 2015 full year revised forecast

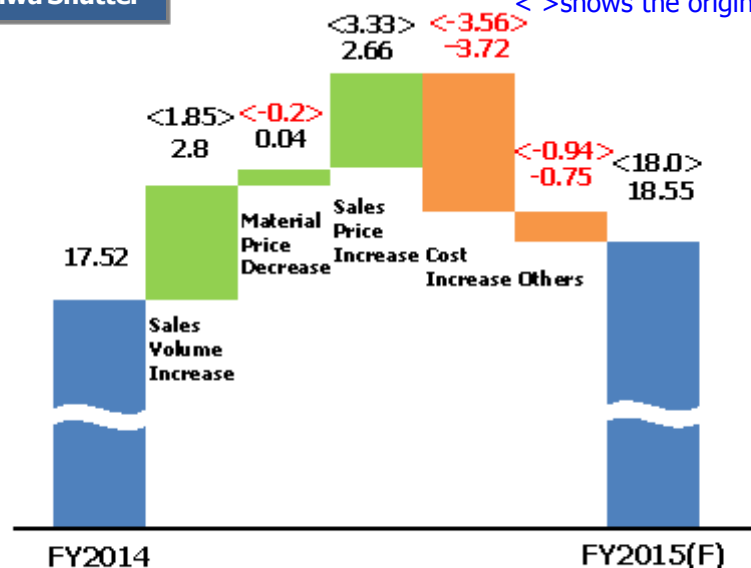
1. Japan: Revised to increase vs. original forecast driven by volume increase and improvement of raw material costs while the effect of pricing effect (decrease in unprofitable projects) expected to be limited.
2. USA: Revised to decrease vs. original forecast due to volume decrease, partially offset by the effect of steel price decline.
3. Europe: Revised forecast is nearly flat vs. original forecast as volume decrease impact expected to be offset by raw material prices decline and the effect of cost reduction initiatives.

8. Operating Income(by Sector)

Sanwa Shutter

JPYbn

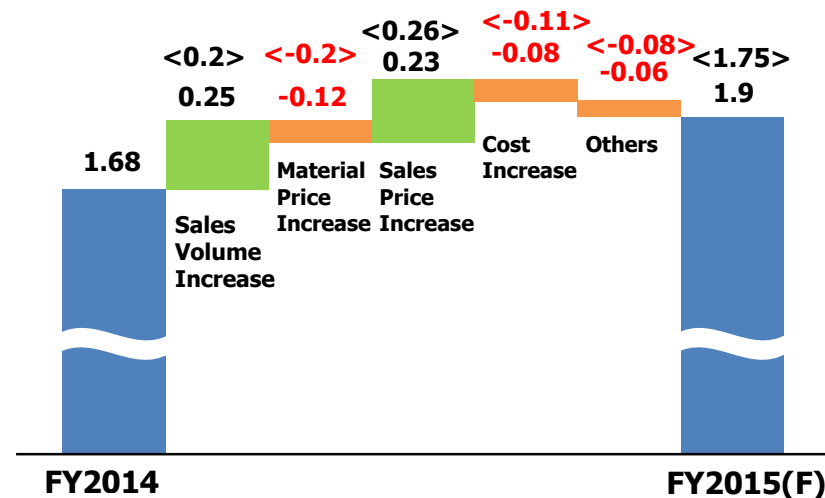
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Japanese Subsidiaries

JPYbn

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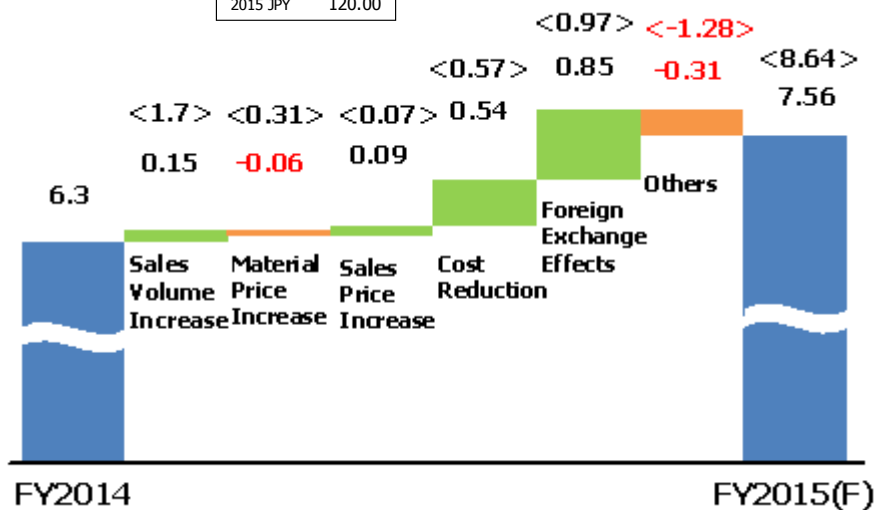


ODC

Forex Rate(USD)
 2014 JPY 106.46
 2015 JPY 120.00

JPYbn

< > shows the original forecast

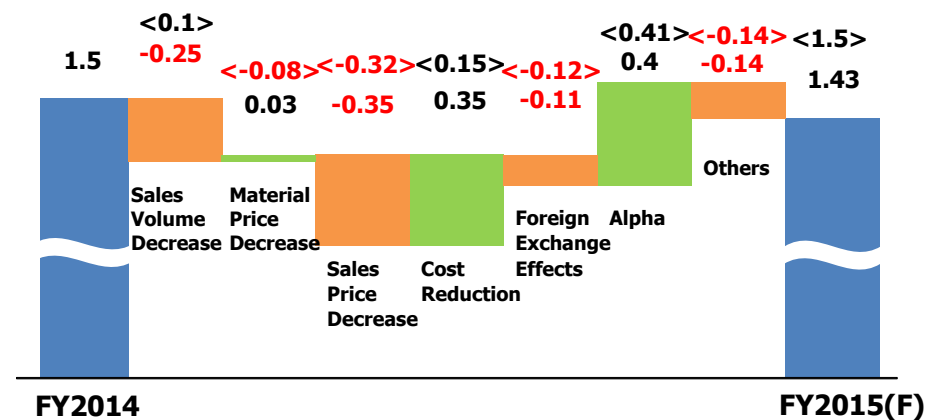


Novoferm

Forex Rate(EURO)
 2014 JPY 140.35
 2015 JPY 130.00

JPYbn

< > shows the original forecast



■ Financial Information Highlight

9. Financial Information Highlight ①

1. Balance Sheet

Mill Yen

	FY2014		FY2015		
	Sep.	% to total	Sep.	% to total	yoy(amt)
Current Assets	169,987	59.0%	190,954	60.2%	+20,967
Cash & Cashables	49,908	17.3%	60,690	19.1%	+10,782
AR s. & Inventories	110,830	38.4%	121,856	38.4%	+11,026
Fixed Assets	118,257	41.0%	126,227	39.8%	+7,970
Financial Investments	14,832	5.1%	19,443	6.1%	+4,611
Total Assets	288,245		317,181		+28,936
Financial Debts	75,112	26.1%	83,468	26.3%	+8,356
(Debt/Equity Ratio)	0.65		0.65		
Other Liabilities	97,277	33.7%	105,814	33.4%	+8,537
Equities	115,856	40.1%	127,899	40.2%	+12,043
currency exchange adjustment	7,056		15,496		+8,440

■ Due to increase in net sales

■ Will redeem ¥10B bond in FY2015

■ Impacted by USD appreciation

2. Extraordinary gain & loss

Mill Yen

	FY2014	FY2015		
		1H	FY Forecast	Original Forecast
Fixed asset disposal	-30	-7	-100	-100
Fixed asset impairment	-2,993	0	0	0
Write-down of securities	-88	-59	-100	-100
restructuring expenses of subsidiaries	-1,300	-72	-1,200	-1,200
Others	-58	-37	-1,010	-1,000
Extraordinary loss (total)	-4,469	-175	-2,410	-2,400
Extraordinary gain (total)	673	8	10	0
Extraordinary gain & loss	-3,796	-167	-2,400	-2,400

9. Financial Information Highlight ②

3. Cash flow

	Sep-FY2014 Result	Sep-FY2015 Result	Increase/ Decrease
Net income before income taxes and minority interest	6,051	5,473	-578
Depreciation and amortization	3,301	3,796	495
Goodwill	235	724	489
Income taxes paid	-4,968	-5,127	-159
Working capital	-783	1,631	2,414
Other, net	4,649	3,683	-966
Cash flows from operating activities	8,485	10,180	1,695
Cash flows from investing activities	-18,866	-9,751	9,115
Free Cash Flows (CF from operating activities + CF from investing)	-10,381	429	10,810
Cash flows from financing activities	5,692	-6,287	-11,979

■ Working capital:
Improved by progress in
collection of receivables

■ Investment CF:
Alpha acquisition in 2014

■ FCF:
increased by 10.8 billion
yen vs. 9/30/2014.

4. Shareholder return

① Dividend

■ Dividend forecast for 2015

¥20: unchanged from original forecast (Interim: ¥10, Year end: ¥10)

※The company revised its policy of payout ratio from 30% to 35% since FY2015.

② Stock buyback

■ **Summary:** The company announced to repurchase its own stock up to 5 billion yen or 7.5 million stocks.

■ **Period** : November 2, 2015 to January 29, 2016

■ **Policy** : Implement stock buyback at proper time, considering the timing and scale of strategic investment such as M&A and the FCF projection.

■ Progress of First Three Year Plan

10. Progress of Priority Policy (Japan)

1. Comprehensive strength

■ Multi-product sales activities through cooperation among group companies

Have implemented group cooperation activities to win orders for entrance products such as stainless steel products, aluminum entrance products, automatic doors, mail-box for condominiums

2. Strategic products

■ Partitions: Enhancement of product lineup for steel/glass partitions and toilet booths 1H 2015 order volume: 10.4% higher than 1H 2014

■ Waterproof products : Expanded product range and increased volume successfully

■ Exterior products : Promoted sales activities at each sales location.

1H 2015 order volume: 16.8% higher than 1H 2014.

3. Installation capability enhancement

■ Development of installation technicians for the enhancement of installation capabilities. Implemented ongoing initiatives for enhancing installation capabilities to support strong Japanese business performance

① Addition of installation technicians: Added 100 technicians in 1H 2015.

② Improved the treatment of technicians by revision of installation fees

③ Implemented training sessions at installation training centers

④ Held heavy-duty shutters installation contest for the purpose of enhancing technicians' motivation in April 2015.

4. Production Capability

■ Preparation for the effective date in June 2016

The detail information such as inspection items, building types, frequency and so on will be released from the government in near future.

5. Reconstruction Demand

■ Enhancement of production capabilities for partitions and building/condominium doors

Improved manufacturing equipment (renewal and expansion) at Shizuoka plant, Ota door plant, Hiroshima plant and Sanwa Tajima plant.

10. Progress of Priority Policy (USA)

1. Core business expansion

Aims to grow the business at a level exceeding market growth driven by new product development in response to market needs and cost reduction efforts.

Door Business

- Garage door business enhancement: Launched new designed garage doors at both OHD and WD channels
- Expansion of commercial door sales at WD channel → 1H 2015 actual: 12.1% higher than 1H 2014.

Operator Business

- Launched new garage door openers at retail channel, following the launch of commercial operator, which was jointly developed with Novoferm.

2. Forward integration

Expansion of installation/service business that is profitable and less affected by market environment

Mill \$

Net Sales	Currency	FY'14	FY'15 (F)	Status
Door Business (CDS)	(Can \$)	69	64.5	Expected to lower than LY due to sluggish western Canada market impacted by crude oil price decline and depreciation of CAD against USD.
Automatic Door Business (Horton)	(US \$)	24	37.9	Expected to be higher than LY thanks to the recovery of new ERP implementation troubles and the addition of Horton Automatics of Ontario, acquired in 2014.

3. New ERP Implementation

Enhancement of corporate competitiveness supported by new ERP system, e.g. reducing material costs realized by new ERP's appropriate inventory control system

- The system implemented at Operator division (Genie) in August 2015 and has been no troubles so far. The system already implemented at Truck door division (TODCO) in 2013 and Automatic door division (Horton and Door Services) in 2014.
- ※ The system will be implemented at Door division (ASD) in 2016 and beyond.

The Genuine. The Original.



10. Progress of Priority Policy (Europe)

1. Industrial Door Business

Enhancement of Novoferm business base through the integration with Alpha Deuren, acquired in 2014.



2015 synergy effect value (forecast): €1.5M

Expected synergy effect	Initiatives to be realized
① Sales expansion through the mutual product supply	- Alpha has introduced Novoferm's speed roller and well accepted from the customers. - Alpha's sectional doors have contributed to win big projects at NF sales channel.
② Optimization of sales organization	Consolidated NF Germany's dealer business division into Alpha in September 2015.
③ Distribution cost reduction	Integrated two companies' carriers into one carrier in order to improve the distribution efficiency.

2. Hinge door business

Fire resistance standards, which is now different from each EU country, will be standardized in December 2015



After applying new EU fire resistance standards (EN16034), hinge door manufacturers will be able to sell new standards certified doors to 33 EU countries. Novoferm will aim to expand hinge door business through utilization of its sales network across Europe.

Ahead of any competitors, new fire resistance door called "NovoPorta Premio", which is satisfied with new fire resistance standards, was launched in German market in January 2015.



11. Establish business foundations of Asian business

	FY2014	FY2015		
		1H Actual	Revised (F)	Original (F)
Net Sales	¥5.2Bln	¥3.0Bln	¥7.7Bln	¥7.7Bln
Operating Income	¥-0.18Bln	¥-0.14Bkn	¥-0.13Bln	¥0.1Bln

※All Asian companies are treated as an equity method affiliate company.

※ FY2015 Forecast includes Dong Bang NF

<1H 2015 actual>

Net sales for Asian business was higher than 1H 2014 while Chinese economy was slowing down and other Asian markets were weakening. Operating income, however, not realized to return to the black as a result of varied performance by companies.

<2H 2015 operating income target>

Aim at returning to the black by addressing each agenda in a timely manner.

	1H 2015 Actual (vs. 1H 2014)	FY2015 Forecast
Shanghai BaoSteel-Sanwa	Sales was up driven by increase order volume from BaoSteel but operating income was down due mainly to increase in SG&A costs.	Both sales and profit expected to be up driven by the efforts to commercial sales activities to local projects.
NF Shanghai	Both sales and operating income were down significantly due to drastic decrease of order volume affected by the temporary suspension of fireproof door license.	Both sales and profit expected to be down significantly affected by weak performance in 1H 2015 while fireproof door license expected to be recovered by ended 2015.
Vina-Sanwa (Vietnam)	Both sales and operating income were up driven by increase in export projects and orders from local GCs while decreasing in Japanese related projects.	Both sales and profit expected to be up driven mainly by increase in local projects and export projects for sales side and cost reduction efforts for profit side.
An-Ho Metal (Taiwan)	Net sales was down due to delay in construction projects. Operating income was down due to increase in SG&A costs, especially personnel costs for hiring sales people.	Both sales and operating income expected to be up driven by completion of big projects and successful price rise negotiation (after completion of projects).
Sanwa Shutter (H.K.)	Net sales was down slightly. Operating income was down due to increase in shop drawing fees and the occurrence of correction work at some projects.	Net Sales expected to be higher driven by focusing on sales activities for commercial projects and maintenance service jobs. Operating income expected to be lower as SG&A cost increase in 1H 2015 not cover for the rest of the year.
Dong Bang NF (South Korea)	Both sales and profit were up driven by completion of big projects.	Both sales and profit expected to be up driven by completion of big projects in South Korea partially offset by delay in overseas projects.

12. Global Synergy

(Bill Yen)

Theme/Global Synergy Projects		FY2015 1H Result	FY2015 Forecast
1. Launch of strategic products into global market		0.29	0.41
■ High performance door ODC has been under development of high performance door utilizing group companies' development know-how and expected to launch in 2016, as scheduled.			
2. Expansion of procurement from low cost countries		0.4	0.82
■ Establishment of joint procurement center in China SGPC (Shanghai Global Procurement Center) was established in May 2015 and will develop its procurement activities together with Sanwa Shutter, ODC and Novoferm.		赞合贸易(上海)有限公司  SGPC / Sanwa Global Procurement Center Sanwa- GPC (Shanghai) Corporation	
3. Expansion of mutual complementation of product supply		0.03	0.1
■ Export group products for big project in Mongol Dong Bang Novoferm (South Korea) and ODC (USA) worked together and won the door product order of New Ulan Bator International Airport construction project.			
total		0.72	1.33

※ Synergy effects are included in total cost reduction of each company

■ Appendix

1. Outline of Consolidated Results by Sector

JPYm • USDk • EURk

	FY2014									FY2015										
	1H			2H			Full Year			1H				2H (F)			Full Year (F)			
	(@102.23 @139.87)	profit ratio	Y/Y		profit ratio	Y/Y	(@106.46 @140.35)	profit ratio	Y/Y	Original F (@120.00 @130.00)	(@120.48 @133.83)	profit ratio	Y/Y		profit ratio	Y/Y	Original F (@120.00 @130.00)	(@120.00 @130.00)	profit ratio	Y/Y
Net Sales	146,406		8.9	192,639		8.5	339,045		8.7	160,000	160,926		9.9	205,073		6.5	370,000	366,000		8.0
[assumed forex rate same as the previous year]											[154,249]		5.4	[203,195]		5.5		[357,444]		5.4
Sanwa Shutter	71,942		10.3	97,477		2.3	169,419		5.5	74,000	75,928		5.5	104,071		6.8	178,500	180,000		6.2
Japanese Subsidiaries	12,258		2.6	16,850		1.3	29,108		1.8	12,700	12,984		5.9	18,015		6.9	30,650	31,000		6.5
ODC (U.S.A.)	\$425,869 43,536		1.8 8.5	\$499,402 54,967		5.8 16.6	\$925,271 98,504		3.9 12.9	\$440,000 52,800	\$426,234 51,352		0.1 18.0	\$503,765 60,247		0.9 9.6	\$985,000 118,200	\$930,000 111,600		0.5 13.3
Novoform (Europe)	€ 157,735 22,062		-1.6 9.5	€ 198,443 27,927		18.1 23.0	€356,178 49,989		8.5 16.7	€ 191,000 24,830	€ 182,355 24,404		15.6 10.6	€ 207,644 26,295		4.6 -5.8	€ 395,000 51,350	€390,000 50,700		9.5 1.4
Operating Income	7,140	4.9	58.2	19,193	10.0	19.0	26,334	7.8	27.5	6,700	6,051	3.8	-15.3	21,948	10.7	14.4	28,000	28,000	7.7	6.3
[assumed forex rate same as the previous year]											[5,900]		-17.4	[21,360]		11.3		[27,261]		3.5
Sanwa Shutter	5,239	7.3	45.1	12,277	12.6	24.5	17,517	10.3	30.0	5,250	5,601	7.4	6.9	12,948	12.4	5.5	18,000	18,550	10.3	5.9
Japanese Subsidiaries	447	3.6	52.8	1,234	7.3	19.8	1,682	5.8	27.1	240	392	3.0	-12.5	1,507	8.4	22.2	1,750	1,900	6.1	12.9
ODC (U.S.A.)	\$15,483 1,582		48.2 3.6	\$43,700 4,717		11.4 22.0	\$59,183 6,300		19.1 29.4	\$16,000 1,920	\$7,960 959		-48.6 -39.4	\$55,039 6,600		25.9 39.9	\$72,000 8,640	\$63,000 7,560		6.4 20.0
Novoform (Europe)	-€493 -68		<+> -0.3	€ 11,211 1,573		10.1 19.2	€10,718 1,504		30.0 39.7	€ 1,000 130	-€901 -120		<-> -0.5	€ 11,901 1,550		6.2 5.9	€ 11,500 1,495	€11,000 1,430		2.6 -4.9
Current Income	6,826	4.7	58.8	19,149	9.9	19.6	25,975	7.7	27.9	6,300	5,640	3.5	-17.4	21,759	10.6	13.6	27,400	27,400	7.5	5.5
[assumed forex rate same as the previous year]											[5,517]		-19.2	[21,172]		10.6		[26,690]		2.8
Sanwa Shutter	5,432	7.6	44.1	12,819	13.2	28.2	18,251	10.8	32.6	5,360	5,688	7.5	4.7	13,011	12.5	1.5	18,200	18,700	10.4	2.5
Japanese Subsidiaries	474	3.9	52.3	1,264	7.5	20.6	1,738	6.0	27.8	251	405	3.1	-14.5	1,514	8.4	19.8	1,772	1,920	6.2	10.4
ODC (U.S.A.)	\$15,205 1,554		58.7 3.6	\$42,270 4,564		7.9 18.3	\$57,476 6,118		17.9 28.0	\$14,800 1,776	\$6,196 746		-59.2 -52.0	\$53,903 6,465		27.5 41.6	\$69,100 8,292	\$60,100 7,212		4.6 17.9
Novoform (Europe)	-€701 -98		<+> -0.4	€ 11,147 1,564		22.5 33.6	€10,446 1,466		90.6 104.9	€ 300 39	-€1,595 -213		<-> -0.9	€ 11,595 1,513		4.0 5.8	€ 10,200 1,326	€10,000 1,300		-4.3 -11.3
Other Affiliates	-207		<->	-13		<->	-220		<->	-150	-91		<+>	166		<+>	75	75		<+>
Net Income	3,286	2.2	258.8	9,570	5.0	3.5	12,857	3.8	26.5	3,200	3,226	2.0	-1.8	10,773	5.3	12.6	14,000	14,000	3.8	8.9
[assumed forex rate same as the previous year]											[3,147]		-4.2	[10,418]		8.9		[13,566]		5.5
Sanwa Shutter	3,416	4.7	201.4	8,328	8.5	36.9	11,745	6.9	62.8	3,380	3,786	5.0	10.8	8,513	8.2	2.2	11,830	12,300	6.8	4.7
Japanese Subsidiaries	273	2.2	46.6	705	4.2	44.1	979	3.4	44.8	103	275	2.1	0.5	974	5.4	38.1	1,086	1,250	4.0	27.6
ODC (U.S.A.)	\$9,767 998		301.4 2.3	\$26,495 2,862		45.6 60.0	\$36,263 3,860		75.8 90.9	\$9,800 1,176	\$3,733 449		-61.8 -55.0	\$32,116 3,852		21.2 34.6	\$44,340 5,320	\$35,850 4,302		-1.1 11.4
Novoform (Europe)	-€2,132 -298		<-> -1.4	€ 5,907 828		31.0 43.1	€3,775 529		54.0 65.6	-€300 -39	-€1,729 -231		<+> -0.9	€ 6,689 875		13.2 3.3	€5,900 767	€4,960 644		31.4 21.6
Other Affiliates	-207		<->	-13		<->	-220		<->	-150	-91		<+>	166		<+>	75	75		<+>

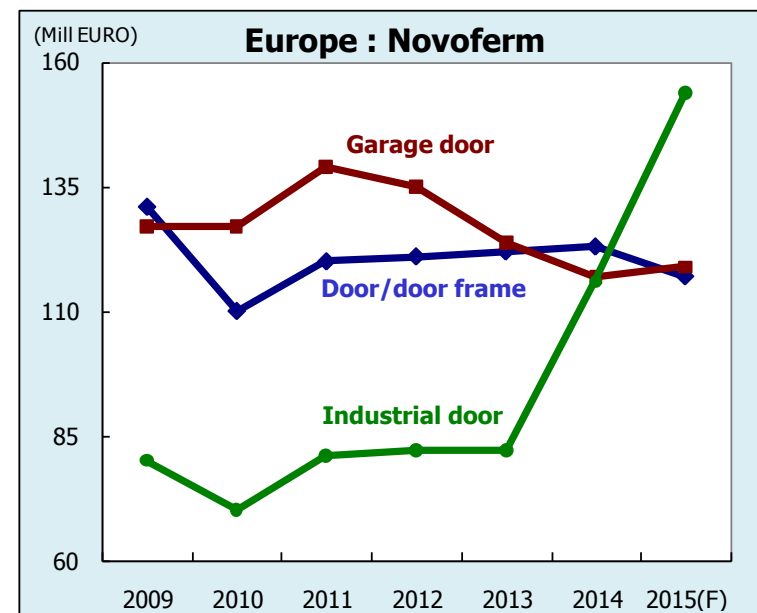
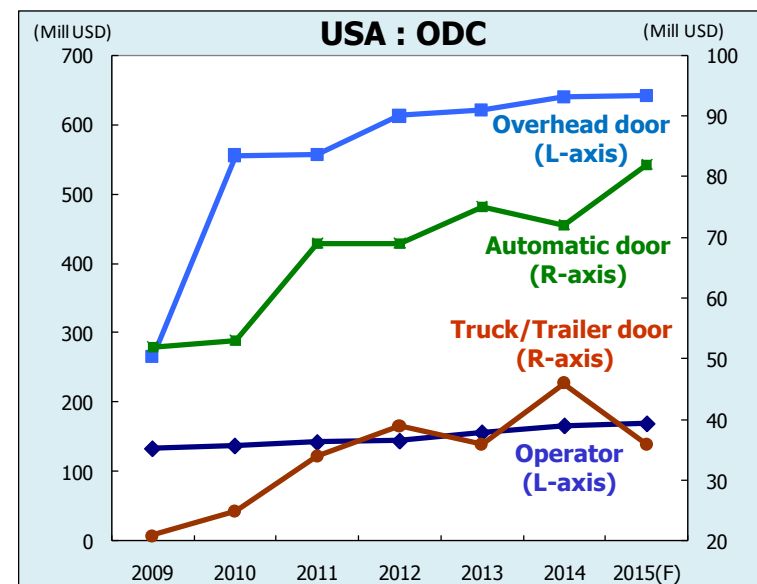
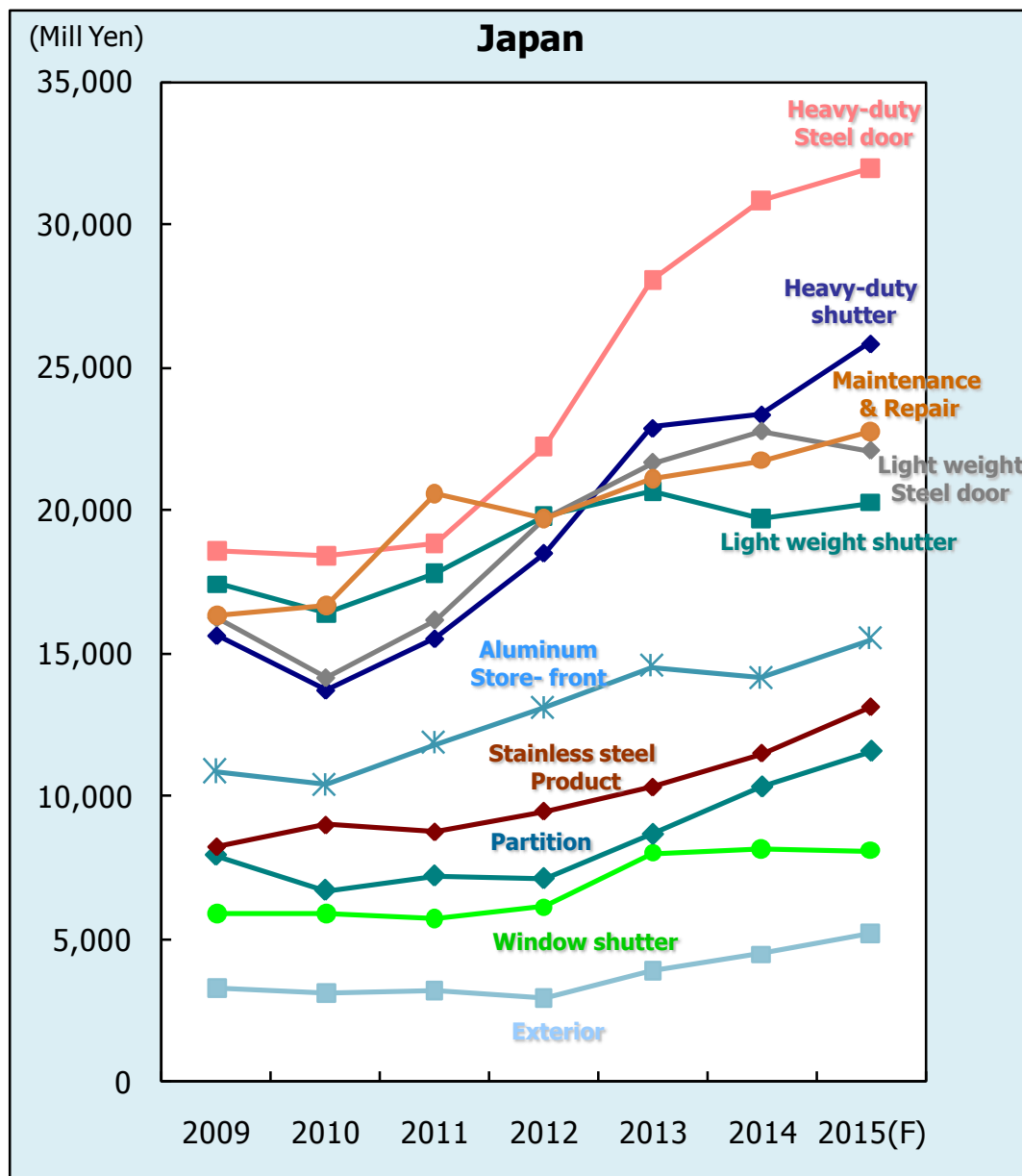
1) The relevant financial periods for each entity are as follows:

2) Figures are round off. <+> is for increase, <-> is for decrease from the previous year.

3) Each figure by entities is before consolidation adjustment.

4) Forex rate is changed from end of the term to term average.

2. Sales Trend of Main Products(Japan, USA, Europe)



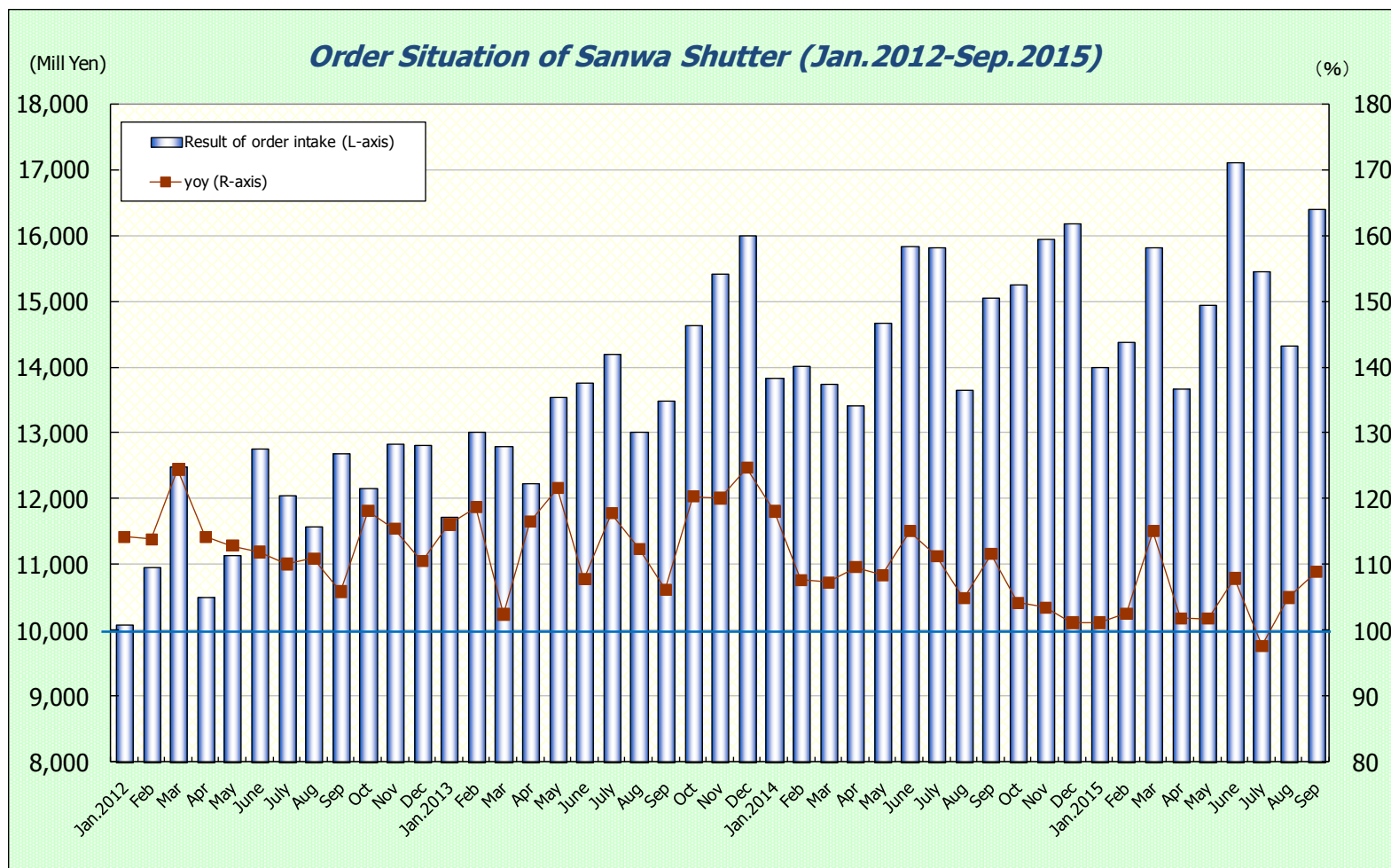
3. Japan: Order Volume of Net Sales by Products (Sanwa Shutter)

JPYm・%

		FY2014										FY2015										
		1H			2H			Full Year				1H			2H(F)			Full Year(F)				
		Order Intake	Sales	% to total	Order Intake	Sales	% to total	Order Intake	% to total	Sales	% to total	Order Intake	Sales	% to total	Order Intake	Sales	% to total	Order Intake	% to total	Sales	% to total	
Rolling Shutters	Lightweight	<-0.2> 13,560	<0.5> 13,074	18.2	<-3.2> 13,647	<-6.5> 13,690	14.0	<-1.7> 27,207	15.1	<-3.2> 26,765	15.8	<4.6> 14,185	<3.0> 13,471	17.7	<2.2> 13,944	<3.6> 14,188	13.6	<3.4> 28,130	14.8	<3.3> 27,660	15.4	
	Heavy-duty	<5.8> 16,897	<8.5> 13,729	19.1	<14.2> 18,365	<-0.7> 18,183	18.7	<10.0> 35,262	19.6	<3.1> 31,913	18.8	<2.5> 17,324	<5.6> 14,496	19.1	<2.1> 18,745	<10.3> 20,053	19.3	<2.3> 36,070	19.0	<8.3> 34,550	19.2	
	Sub Total	<3.1> 30,458	<4.5> 26,803	37.3	<6.1> 32,012	<-3.3> 31,874	32.7	<4.6> 62,470	34.7	<0.1> 58,678	34.6	<3.5> 31,510	<4.3> 27,967	36.8	<2.1> 32,689	<7.4> 34,242	32.9	<2.8> 64,200	33.9	<6.0> 62,210	34.6	
Shutter-related Products	Overhead Doors	<-1.5> 2,937	<2.0> 2,701	3.8	<0.5> 3,153	<-6.7> 3,271	3.4	<-0.5> 6,090	3.4	<-2.9> 5,973	3.5	<7.9> 3,170	<-0.5> 2,687	3.5	<6.2> 3,349	<7.3> 3,512	3.4	<7.0> 6,520	3.4	<3.8> 6,200	3.4	
	Others	5,367	4,457	6.2	6,035	6,129	6.3	11,403	6.3	10,586	6.2	6,038	4,706	6.2	6,451	6,743	6.5	12,490	6.6	11,450	6.4	
	Sub Total	<4.1> 8,305	<5.8> 7,159	10.0	<11.1> 9,188	<-0.0> 9,401	9.6	<7.7> 17,493	9.7	<2.4> 16,560	9.8	<10.9> 9,209	<3.3> 7,394	9.7	<6.7> 9,800	<9.1> 10,255	9.9	<8.7> 19,010	10.0	<6.6> 17,650	9.8	
Doors	Comm. Bldgs/ Condominiums	<12.7> 28,762	<13.5> 20,269	28.2	<-0.3> 28,397	<4.3> 33,879	34.8	<5.8> 57,160	31.7	<7.5> 54,148	32.0	<1.6> 29,213	<1.3> 20,534	27.0	<6.4> 30,226	<1.1> 34,255	32.9	<4.0> 59,440	31.4	<1.2> 54,790	30.4	
	Residential	<54.4> 1,617	<54.7> 1,616	2.2	<17.0> 1,800	<16.8> 1,801	1.8	<32.1> 3,418	1.9	<32.1> 3,417	2.0	<15.5> 1,868	<15.6> 1,868	2.5	<15.6> 2,081	<15.5> 2,081	2.0	<15.6> 3,950	2.1	<15.6> 3,950	2.2	
	Sub Total	<14.4> 30,380	<15.7> 21,885	30.4	<0.6> 30,198	<4.8> 35,680	36.6	<7.0> 60,578	33.6	<8.7> 57,566	34.0	<2.3> 31,082	<2.4> 22,403	29.5	<7.0> 32,307	<1.8> 36,336	34.9	<4.6> 63,390	33.5	<2.0> 58,740	32.6	
Window-related Products		<13.3> 4,356	<13.1> 4,318	6.0	<-6.8> 4,377	<-7.0> 4,394	4.5	<2.3> 8,734	4.8	<2.0> 8,713	5.1	<-6.1> 4,091	<-5.3> 4,091	5.4	<4.6> 4,578	<4.0> 4,568	4.4	<-0.7> 8,670	4.6	<-0.6> 8,660	4.8	
Exterior Fittings		<19.6> 1,995	<31.4> 1,861	2.6	<3.0> 2,128	<2.1> 2,119	2.2	<10.4> 4,124	2.3	<14.0> 3,981	2.3	<16.8> 2,331	<13.7> 2,117	2.8	<15.9> 2,468	<12.4> 2,382	2.3	<16.4> 4,800	2.5	<13.0> 4,500	2.5	
Others	Partitions	<18.8> 5,683	<19.8> 3,961	5.5	<10.0> 5,766	<18.6> 6,293	6.5	<14.2> 11,449	6.4	<19.1> 10,254	6.1	<10.4> 6,276	<10.6> 4,381	5.8	<13.1> 6,523	<13.1> 7,118	6.8	<11.8> 12,800	6.8	<12.1> 11,500	6.4	
	Stainless-Steel Entrances	<67.4> 3,666	<42.9> 1,927	2.7	<16.3> 3,326	<33.4> 3,622	3.7	<38.4> 6,992	3.9	<36.5> 5,550	3.3	<-27.7> 2,652	<16.0> 2,236	2.9	<0.6> 3,347	<1.1> 3,663	3.5	<-14.2> 6,000	3.2	<6.3> 5,900	3.3	
	Aluminum Fronts	<-0.7> 456	<-14.1> 360	0.5	<54.7> 700	<14.4> 597	0.6	<26.7> 1,157	0.6	<1.7> 958	0.6	<79.2> 818	<129.6> 827	1.1	<11.6> 781	<29.2> 772	0.7	<38.3> 1,600	0.8	<67.0> 1,600	0.9	
	Automatic door operators	<13.4> 1,292	<12.3> 1,128	1.6	<10.0> 1,427	<5.9> 1,430	1.5	<11.6> 2,719	1.5	<8.6> 2,559	1.5	<2.5> 1,324	<15.0> 1,297	1.7	<6.2> 1,515	<4.3> 1,492	1.4	<4.4> 2,840	1.5	<9.0> 2,790	1.6	
	Others	1,918	2,534	3.5	2,495	2,061	2.1	4,413	2.5	4,596	2.7	2,652	3,210	4.2	3,537	3,239	3.1	6,190	3.3	6,450	3.6	
	Sub Total	<22.0> 13,016	<14.6> 9,912	13.8	<10.3> 13,715	<15.6> 14,006	14.4	<15.7> 26,732	14.8	<15.2> 23,918	14.1	<5.4> 13,723	<20.6> 11,954	15.7	<14.5> 15,706	<16.3> 16,285	15.6	<10.1> 29,430	15.5	<18.1> 28,240	15.7	
Total		<10.3> 88,513	<10.3> 71,942	100.0	<4.5> 91,621	<2.3> 97,477	100.0	<7.3> 180,135	100.0	<5.5> 169,419	100.0	<3.9> 91,948	<5.5> 75,928	100.0	<6.5> 97,551	<6.8> 104,071	100.0	<5.2> 189,500	100.0	<6.2> 180,000	100.0	
Commercial Building Materials		<13.0> 57,607	<13.3> 41,735	58.0	<6.7> 58,495	<4.6> 64,597	66.3	<9.7> 116,103	64.5	<7.8> 106,332	62.8	<2.7> 59,189	<5.8> 44,145	58.1	<6.4> 62,210	<6.6> 68,854	66.2	<4.6> 121,400	64.1	<6.3> 113,000	62.8	
Shop-related Materials		<-1.6> 10,800	<-0.9> 10,243	14.2	<-1.7> 11,092	<-7.2> 10,993	11.3	<-1.6> 21,892	12.2	<-4.3> 21,236	12.5	<7.5> 11,614	<6.2> 10,873	14.3	<1.7> 11,285	<3.9> 11,426	11.0	<4.6> 22,900	12.1	<5.0> 22,300	12.4	
Residential Housing Materials		<19.3> 8,348	<21.5> 8,172	11.4	<-0.7> 8,712	<-1.0> 8,730	9.0	<8.2> 17,060	9.5	<8.7> 16,902	10.0	<3.9> 8,670	<3.4> 8,453	11.1	<10.5> 9,629	<9.3> 9,546	9.2	<7.3> 18,300	9.7	<6.5> 18,000	10.0	
Maintenance & Repair		<4.9> 10,328	<4.1> 9,889	13.7	<3.7> 11,418	<2.3> 11,703	12.0	<4.3> 21,747	12.1	<3.1> 21,592	12.7	<5.0> 10,843	<3.2> 10,208	13.4	<5.6> 12,056	<5.6> 12,361	11.9	<5.3> 22,900	12.1	<4.5> 22,570	12.5	
Others		1,428	1,901	2.6	1,903	1,452	1.5	3,331	1.8	3,354	2.0	1,629	2,246	3.0	2,370	1,883	1.8	4,000	2.1	4,130	2.3	
		Amount			Amount			Y/Y			Amount			Amount			Y/Y					
Outstanding Order Intake		76,207			70,115			10,579			86,265			80,050			9,935					
Work-in-process		18,945			14,851			2,396			21,527			16,900			2,048					

1) < > = % year on year 2) Outstanding Order Intake = Unordered, unpurchased and work-in-process

4. Japan: Order Situation of Sanwa Shutter



■ Current order situation

1H 2015 order volume of 91.9 billion yen was 3.9% higher than 1H 2014

- 1H order volume was 2.1% or 1.9 billion yen higher than original forecast of 90 billion yen.
- The residential related products for single homes were strong thanks to the recovery of housing market.
- The commercial related products for offices and warehouses remained strong.
- The demand of the products for factory and hotel improved thanks to increase in capital investment and foreign tourists respectively.

5. USA: Net Sales by Divisions (ODC)

USDk, <Δ%yoy>

		FY2014						FY2015					
		1H		2H		Full Year		1H		2H(F)		Full Year(F)	
			%to total		%to total		%to total		%to total		%to total		%to total
Sales breakdown by Divisions													
	<Δ%yoy>	<1.1>		<4.4>		<2.9>		<0.4>		<0.4>		<0.4>	
	Overhead Door	291,246	68.4	348,257	69.7	639,503	69.1	292,538	68.6	349,761	69.4	642,300	69.1
	Operator	81,224	19.1	86,199	17.3	167,423	18.1	78,411	18.4	91,788	18.2	170,200	18.3
	Automatic Door	31,737	7.5	40,157	8.0	71,894	7.8	36,401	8.5	45,598	9.1	82,000	8.8
	Truck & Trailer Door	21,662	5.1	24,789	5.0	46,451	5.0	18,882	4.4	16,617	3.3	35,500	3.8
Net Sales		<1.8>		<5.8>		<3.9>		<0.1>		<0.9>		<0.5>	
		425,869	100.0	499,401	100.0	925,271	100.0	426,234	100.0	503,765	100.0	930,000	100.0
Operating Income		<48.2>		<11.4>		<19.1>		<-48.6>		<25.9>		<6.4>	
		15,483	3.6	43,699	8.8	59,183	6.4	7,960	1.9	55,039	11.0	63,000	6.8
Current Income		<58.7>		<7.9>		<17.9>		<-59.2>		<27.5>		<4.6>	
		15,205	3.6	42,270	8.5	57,476	6.2	6,196	1.5	53,903	10.7	60,100	6.5
Net Income		<301.4>		<45.6>		<75.8>		<-61.8>		<21.2>		<-1.1>	
		9,767	2.3	26,495	5.3	36,263	3.9	3,733	0.9	32,116	6.4	35,850	3.9
E B I T		<58.8>		<7.2>		<17.4>		<-59.0>		<27.0>		<4.1>	
		15,338	3.6	42,204	8.5	57,543	6.2	6,296	1.5	53,604	10.6	59,900	6.4
E B I T D A		<34.2>		<8.1>		<15.5>		<-31.8>		<23.7>		<5.4>	
		26,341	6.2	53,806	10.8	80,147	8.7	17,955	4.2	66,545	13.2	84,500	9.1

6. Europe: Net Sales by Countries (NF)

EURk, <Δ%yoy>

	FY2014						FY2015					
	1H		2H		Full Year		1H		2H(F)		Full Year(F)	
		%to total sales		%to total sales		%to total sales		%to total sales		%to total sales		%to total sales
Sales by Countries	<Δ%yoy>		<Δ%yoy>		<Δ%yoy>		<Δ%yoy>		<Δ%yoy>		<Δ%yoy>	
Germany	<-0.6>		<-3.7>		<-2.2>		<-6.7>		<3.8>		<-1.3>	
	108,118	68.5	114,104	57.5	222,222	62.4	100,928	55.3	118,472	57.1	219,400	56.3
France	<-7.8>		<-11.7>		<-9.7>		<-3.9>		<4.2>		<-0.2>	
	33,206	21.1	28,111	14.2	61,317	17.2	31,919	17.5	29,281	14.1	61,200	15.7
Italy	<18.6>		<7.4>		<12.2>		<-7.1>		<-12.4>		<-10.0>	
	11,010	7.0	13,098	6.6	24,108	6.8	10,229	5.6	11,471	5.5	21,700	5.6
Netherlands	<0.5>		<122.4>		<61.2>		<107.8>		<8.1>		<39.4>	
	29,146	18.5	63,923	32.2	93,069	26.1	60,574	33.2	69,126	33.3	129,700	33.3
Net Sales	<-1.6>		<18.1>		<8.5>		<15.6>		<4.6>		<9.5>	
	157,735	100.0	198,443	100.0	356,178	100.0	182,355	100.0	207,644	100.0	390,000	100.0
Operating Income	<+>		<10.1>		<30.0>		<->		<6.2>		<2.6>	
	-493	-0.3	11,211	5.6	10,718	3.0	-901	-0.5	11,901	5.7	11,000	2.8
Current Income	<+>		<22.5>		<90.6>		<->		<4.0>		<-4.3>	
	-701	-0.4	11,147	5.6	10,446	2.9	-1,595	-0.9	11,595	5.6	10,000	2.6
Net Income	<->		<31.0>		<54.0>		<+>		<13.2>		<31.4>	
	-2,132	-1.4	5,907	3.0	3,775	1.1	-1,729	-0.9	6,689	3.2	4,960	1.3
E B I T	<+>		<57.9>		<81.6>		<+>		<-17.2>		<-12.3>	
	-2,425	-1.5	15,979	8.1	13,554	3.8	-1,331	-0.7	13,224	6.4	11,893	3.0
E B I T D A	<5.2>		<47.2>		<41.9>		<118.0>		<-11.2>		<0.8>	
	2,318	1.5	22,567	11.4	24,885	7.0	5,052	2.8	20,040	9.7	25,093	6.4

7. Key Figures & Ratios

Key Figures & Ratios (Consolidated)		FY10	FY11	FY12	FY13	FY14	FY15	
		Results	Results	Results	Results	Results	Revised Forecast	Original Forecast
Net Sales	(JPYm)	237,295	248,214	265,913	311,957	339,045	366,000	370,000
Operating Income	(JPYm)	4,562	8,855	14,174	20,649	26,334	28,000	28,000
(Before goodwill amortization)		(6,078)						
Net Income	(JPYm)	-2,443	3,297	7,182	10,161	12,857	14,000	14,000
(Before goodwill amortization)		(1,887)						
Operating Income Ratio	(JPYm)	1.9%	3.6%	5.3%	6.6%	7.8%	7.7%	7.6%
(Before goodwill amortization)		(2.6%)						
ROE : Net Income/Shareholders' Equity		-2.7%	3.8%	7.9%	9.6%	10.7%	10.9%	10.7%
(Before goodwill amortization)		(2.1%)						
Shareholders' Equity Ratio (term end)		39.3%	37.7%	40.1%	40.4%	39.1%	39.8%	40.7%
Net Assets (term end)	(JPYm)	86,012	85,522	97,134	113,956	126,748	131,100	136,100
Total Assets (term end)	(JPYm)	218,933	226,580	241,771	281,917	323,327	329,500	334,500
Interest Bearing Liabilities (term end)	(JPYm)	59,892	61,607	60,799	69,153	88,483	72,100	72,100
Debt-Equity Ratio:	(times)	0.70	0.72	0.63	0.61	0.70	0.55	0.53
Interest Bearing Liabilities / Shareholders' Equity								
SVA(Sanwa Value Added)	(JPYm)	-2,661	-1,201	1,870	5,410	7,770	8,100	8,100
EPS : Earnings per share	(JPY)	-10.2	13.7	29.9	42.4	54.1	60.4	59.9
(Before goodwill amortization)		(7.9)						
Number of shares issued (term avg.) (K shares)		240,321	240,306	239,961	239,768	237,694	231,978	233,672

(Note) Shareholders' Equity used for ROE is the average figure at the beginning and the end of the term.

1. SVA refers to Sanwa's original indicator, following EVA concept.

2. FY2010 Net Income (Before depreciation and amortization) excluded depreciation of goodwill and surcharge ordered by Japan Fair Trade Commission.

8. Capital Expenditure & Depreciation

JPYm

	FY2013		FY2014		FY2015	
	1H	Full Year	1H	Full Year	1H	Full Year(F)
Capital Expenditures	3,247	7,116	3,199	7,727	4,073	9,650
Sanwa Shutter	837	2,143	942	1,934	1,037	3,000
Sanwa Holdings	208	251	122	492	129	500
Forex rate (USD k)	95.90	97.99	102.23	106.46	120.48	120.00
ODC (U.S.A.)	(\$17,359)	(\$32,042)	(\$15,180)	(\$32,216)	(\$14,396)	(\$28,000)
	1,664	3,139	1,551	3,429	1,734	3,360
Forex rate (EUR k)	125.79	130.56	139.87	140.35	133.83	130.00
Novoform (Europe)	(€4,097)	(€10,743)	(€3,861)	(€12,205)	(€5,294)	(€13,000)
	515	1,402	540	1,712	708	1,690
Japanese Subsidiaries	21	179	42	157	463	1,100
Depreciation & Amortization	3,134	6,626	3,536	8,123	4,520	9,430
Sanwa Shutter	1,074	2,306	1,231	2,612	1,229	2,693
Sanwa Holdings	232	472	228	466	242	487
Forex rate (USD k)	(\$9,967)	(\$20,370)	(\$11,003)	(\$22,604)	(\$11,659)	(\$24,600)
ODC (U.S.A.)	955	1,996	1,124	2,406	1,404	2,952
	(€4,858)	(€10,070)	(€4,743)	(€11,331)	(€6,383)	(€13,200)
Novoform (Europe)	611	1,314	663	1,590	854	1,716
Japanese Subsidiaries	41	89	52	113	65	161
Amortization of goodwill	218	446	235	935	724	1,420
Property, Plant and Equipment	1,886	3,969	2,025	4,495	2,423	5,162
Sanwa Shutter	311	752	425	972	490	1,171
Sanwa Holdings	231	469	228	464	241	485
Forex rate (USD k)	(\$8,010)	(\$15,785)	(\$7,210)	(\$15,524)	(\$8,131)	(\$17,000)
ODC (U.S.A.)	768	1,546	737	1,652	979	2,040
	(€4,283)	(€8,581)	(€4,205)	(€9,320)	(€4,987)	(€10,400)
Novoform (Europe)	538	1,120	588	1,308	667	1,352
Japanese Subsidiaries	37	80	46	96	43	113
Intangibles	1,248	2,656	1,510	3,628	2,097	4,267
Sanwa Shutter	763	1,554	805	1,639	739	1,522
Sanwa Holdings	1	2	0	1	0	1
Forex rate (USD k)	(\$1,957)	(\$4,584)	(\$3,792)	(\$7,079)	(\$3,528)	(\$7,600)
ODC (U.S.A.)	187	449	387	753	425	912
	(€575)	(€1,488)	(€538)	(€2,010)	(€1,395)	(€2,800)
Novoform (Europe)	72	194	75	282	186	364
Japanese Subsidiaries	4	9	5	16	21	47
Amortization of goodwill	218	446	235	935	724	1,420

9. Topics

◆ January 2015



Launched new EU fire resistance standards certified door "Novo Porta Premio"



Europe new fire resistance standards (EN16034) was announced in July 2015. NF was launched new fire resistance door, satisfied with new standards, called 「Novo Porta Premio」 in Germany in January 2015, in advance of competitors.

◆ April 2015



Launch of waterproof products responding to urban disaster, "Waterguard S tight Door/e sheet"



Sanwa Shutter launched two waterproof products; one is Waterguard S tight door" that prevents water leakage in buildings in the time of disasters such as heavy rains. the other is simple type of the product named "Waterguard e sheet".

◆ April 2015



ODC awarded "Woman's Choice Award" for four consecutive years



Overhead Door (USA) awarded the Woman's Choice Award for the fourth year in a row, brought by Woman Certified in the garage door category.

◆ July 2015



Sanwa Tajima participated in exhibition for Restoration and Protection of Cultural property



Sanwa Tajima displayed restored metal-typed cultural property at show, utilizing all of companies' accumulated restoration skills.

◆ October 2015



New company "Sanwa Mitaka" established to take over door business



New company Sanwa Mitaka was established and purchased door business from Mitaka Kogyo, as part of enhancement of multi-product sales activities (expansion of door product lineup).

◆ July 2015

Sanwa Holding's rating upgraded to A Rating and Investment Information, Inc. (R&I) upgraded our rating from A minus (positive) to A (stable).

◆ August 2015

Selected the composition of "JPX-Nikkei 400"
The share of Sanwa Holdings has been newly selected as one that composes the index "JPX-Nikkei 400".

◆ September 2015

Issue of Annual Report 2015
The company started to issue Japanese version annual report in addition to English version in order to deepen understanding of our performance.



SANWA HOLDINGS CORPORATION