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# **Corporate Profile**

TOPCON

Corporate Name TOPCON CORPORATION

**Headquarters** 75-1, Hasunuma-cho, **I**tabashi-ku, Tokyo 174-8580, Japan

Phone: +81-3-3966-3141 (directory)

President Takashi Yokokura
Established September 1, 1932

Paid in Capital ¥10,297 million (As of March 31, 2007)

Annual Sales Consolidated:¥110,490 million

Non-consolidated:¥49,374 million (Fiscal year ended March 2007)

92,688,342 (As of March 31, 2007)

Number of Shares Outstanding

**Total Assets** ¥99,859 million (As of March 31, 2007)

Stock Exchange Listings First Sections of Tokyo and Osaka Stock Exchanges

Domestic Offices Tokyo, Nagoya, Osaka, Fukuoka

Overseas Offices Beijing, Shanghai (China)

Dubai (The United Arab Emirates)
Beirut (The Republic of Lebanon)

Topcon Group Domestic 10

Overseas 30 (As of March 31, 2007)

Number of Employees Consolidated:3,873 Non-consolidated:1,132 (As of March 31, 2007)

Obtained ISO Certifications ISO 9001 [All business units]

ISO 13485 [Ophthalmic & Medical Instruments Division]

ISO 14001 [Headquarters]

Business Outline Positioning Business

Surveying / Civil-Engineering Products,
Construction Products, Measurement Products,

Agriculture / Mining Products

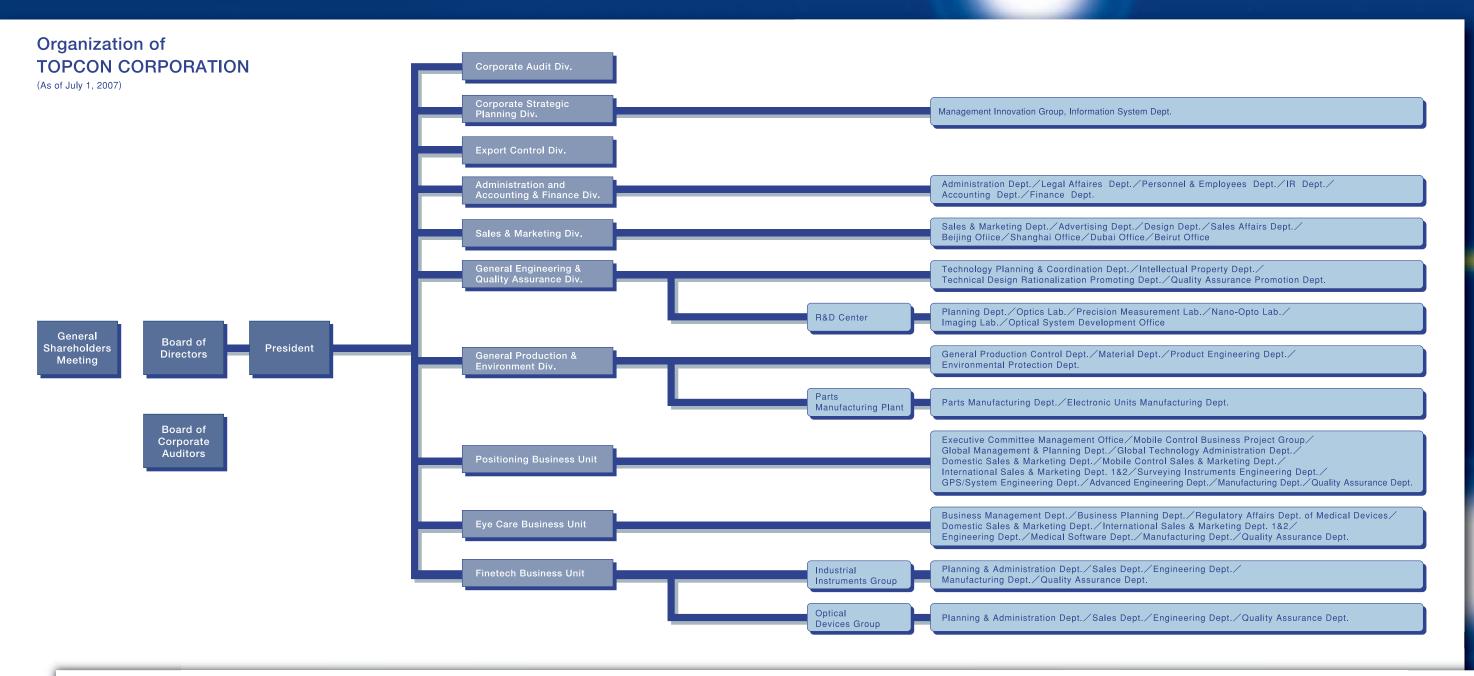
Eye Care Business

Ophthalmic Diagnostic Instruments, Ophthalmic Treatment Instruments,
Ophthalmic Diagnostic Support Systems, Refraction Instruments,
Lens Processing Instruments

Finetech Business

Semiconductor Inspection Equipment, Flat Panel Display Inspection Equipment, Electron Beam Equipment, Optical Measurement Instruments, Optical Unit, Optical Parts, High Precision Optical Parts







Takashi Yokokura



Director, Senior Managing **Executive Officer** Kazuo Okita



Director, Senior Managing Executive Officer **Fumio Ohtomo** 



Director, Managing Executive Officer Norio Uchida



Director, **Executive Officer** Akira Kamioka



Director, **Executive Officer** Hiroshi Fukuzawa



Director, **Executive Officer** Hiromasa Miyawaki



Akira Ono



Corporate Auditor Susumu Hokari



Corporate Auditor Kumio Fukuda



Corporate Auditor Akinobu Kasami



Adviser to the Board Koji Suzuki



Executive Officer Junichi Daigo



**Executive Officer** Hiroshi Watanabe



Executive Officer Toru Tojo



Executive Officer Toshio Ushiyama



Executive Officer Kazunori Shoji



Executive Officer Hiroshi Koizumi



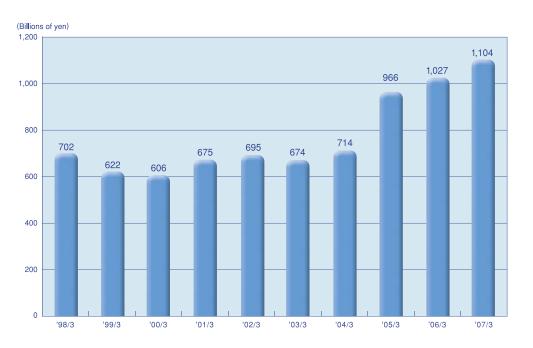
Executive Officer Shinji Iwasaki



Executive Officer Satoshi Hirano

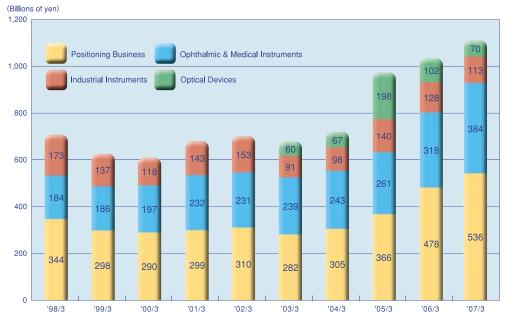
# Transition of Corporate Results

## **Consolidated Net Sales**



										(Millions of yen
fiscal year	'98/3	'99/3	'00/3	'01/3	'02/3	'03/3	'04/3	'05/3	'06/3	'07/3
	70,228	62,288	60,687	67,569	69,526	67,406	71,480	96,631	102,799	110,490

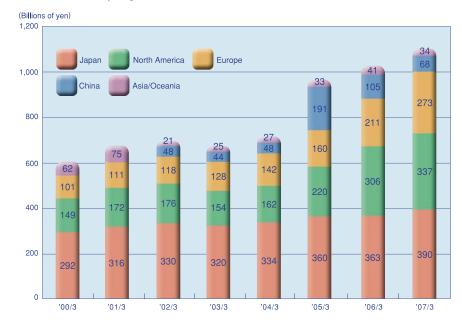
## Consolidated Net Sales (by Business Segment)



										(Millions of yen)
fiscal year	'98/3	'99/3	'00/3	'01/3	'02/3	'03/3	'04/3	'05/3	'06/3	'07/3
Positioning Business	34,400	29,800	29,000	29,991	31,070	28,226	30,518	36,652	47,804	53,631
Ophthalmic & Medical Instruments	18,400	18,600	19,700	23,269	23,132	23,958	24,365	26,145	31,864	38,464
Industrial Instruments	17,300	13,700	11,800	14,309	15,324	9,127	9,812	14,012	12,888	11,313
Optical Devices		_	_	_	<del>-</del>	6,093	6,783	19,819	10,241	7,080

<sup>\*</sup>No numerical data by business segment before the fiscal year ended March 2000 were available for publication. The approximated values are based on the 3 most significant digits.

### Consolidated Net Sales (by region)



								(Millions of yen
fiscal year	'00/3	'01/3	'02/3	'03/3	'04/3	'05/3	'06/3	'07/3
Japan	29,298	31,618	33,013	32,035	33,444	36,053	36,333	39,054
	(43,411)	(44,068)	(44,172)	(43,523)	(46,489)	(52,151)	(57,099)	(60,374)
North America	14,979	17,264	17,616	15,446	16,224	22,085	30,667	33,775
	(15,460)	(18,130)	(19,126)	(17,091)	(18,579)	(24,630)	(35,102)	(38,896)
Europe	10,139	11,127	11,841	12,849	14,232	16,034	21,118	27,334
	(10,183)	(11,167)	(11,854)	(12,883)	(14,259)	(16,136)	(21,160)	(27,338)
China	_	_	4,879	4,483	4,827	19,128	10,577	6,842
	_	_	(5,464)	(4,996)	(5,780)	(19,719)	(10,945)	(7,614)
Asia/Oceania	6,271	7,558	2,175	2,591	2,751	3,330	4,102	3,483
	(6,568)	(7,926)	(2,183)	(2,600)	(2,756)	(3,337)	(4,110)	(3,592)

<sup>\*</sup>The sales in China before the fiscal year ended March 2001 are included in Asia and Oceania. \*Figures in the () are before subtracting intersegment sales.

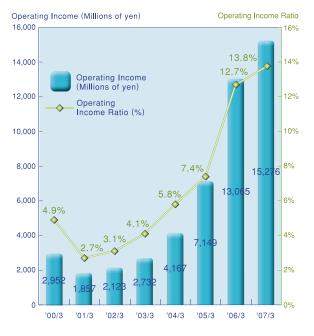
### Consolidated Net Sales (overseas)



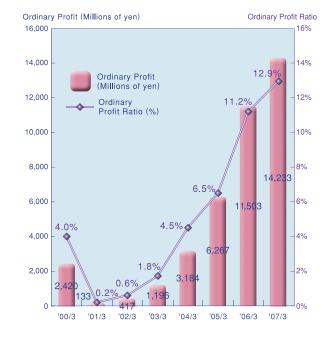
								(Millions of yen)
fiscal year	'00/3	'01/3	'02/3	'03/3	'04/3	'05/3	'06/3	'07/3
North America	15,075	17,151	17,871	15,214	16,732	29,368	28,995	29,041
Europe	11,652	12,933	13,347	14,419	15,553	18,135	22,485	27,093
China	_	_	6,211	6,323	7,550	8,434	8,965	7,870
Asia/Oceania	9,427	11,000	6,525	5,737	5,085	8,555	6,621	8,198
Others	2,149	1,490	1,681	1,913	1,667	2,400	5,194	8,371
Total	38,305	42,576	45,636	43,607	46,589	66,895	72,262	80,575
Sales	60,687	67,569	69,526	67,406	71,480	96,631	102,799	110,490
Overseas sales ratio (%)	63.1%	63.0%	65.6%	64.7%	65.2%	69.2%	70.3%	72.9%

<sup>\*</sup>The sales to China before the fiscal year ended March 2001 are included in Asia and Oceania.

# Operating Income Operating Income Ratio

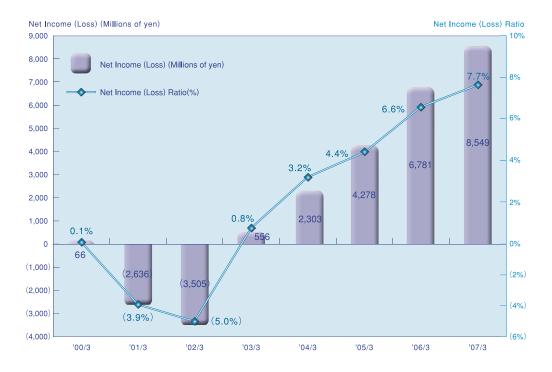


# Ordinary Profit • Ordinary Profit Ratio



fiscal year	'00/3	'01/3	'02/3	'03/3	'04/3	'05/3	'06/3	'07/3
Sales (Millions of yen)	60,687	67,569	69,526	67,406	71,480	96,631	102,799	110,490
Operating Income (Millions of yen)	2,952	1,857	2,123	2,732	4,167	7,149	13,065	15,276
Operating Income Ratio (%)	4.9%	2.7%	3.1%	4.1%	5.8%	7.4%	12.7%	13.8%
Ordinary Profit (Millions of yen)	2,420	133	417	1,196	3,184	6,267	11,503	14,233
Ordinary Profit Ratio (%)	4.0%	0.2%	0.6%	1.8%	4.5%	6.5%	11.2%	12.9%

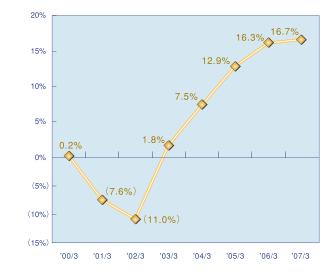
### Net Income (Loss) Net Income (Loss) Ratio

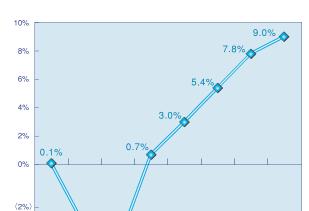


fiscal year	'00/3	'01/3	'02/3	'03/3	'04/3	'05/3	'06/3	'07/3
Sales (Millions of yen)	60,687	67,569	69,526	67,406	71,480	96,631	102,799	110,490
Net Income (Loss) (Millions of yen)	66	(2,636)	(3,505)	556	2,303	4,278	6,781	8,549
Net Income (Loss) Ratio (%)	0.1%	(3.9%)	(5.0%)	0.8%	3.2%	4.4%	6.6%	7.7%

# **Profitability Indicators**

## Return on Equity (ROE)





'01/3 '02/3 '03/3 '04/3 '05/3 '06/3 '07/3

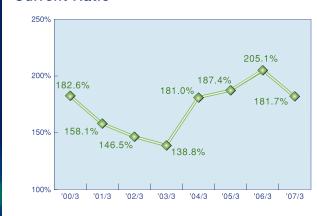
Return on Asset (ROA)

fiscal year	'00/3	'01/3	'02/3	'03/3	'04/3	'05/3	'06/3	'07/3
Net Income (Loss) (Millions of yen)	66	(2,636)	(3,505)	556	2,303	4,278	6,781	8,549
Shareholders' Equity (Millions of yen)	36,073	33,216	30,642	30,137	31,077	35,413	47,780	54,689
Average Shareholders' Equity during the period (Millions of yen)	34,899	34,645	31,929	30,390	30,607	33,245	41,597	51,235
ROE (%)	0.2%	(7.6%)	(11.0%)	1.8%	7.5%	12.9%	16.3%	16.7%
Total Assets (Millions of yen)	88,955	95,149	87,444	80,258	74,704	83,758	89,379	99,859
Average Total Assets during the period (Millions of yen)	87,441	92,052	91,297	83,851	77,481	79,231	86,569	94,619
ROA (%)	0.1%	(2.9%)	(3.8%)	0.7%	3.0%	5.4%	7.8%	9.0%

\*ROE (Return On Equity) = Net Income (Loss) / Average Shareholders' Equity during the period  $\times$ 100 (%) \*ROA (Return On Asset) = Net Income (Loss) / Average Total Assets during the period  $\times$ 100 (%)

# **Safety Indicators**

#### **Current Ratio**



### Shareholders' Equity Ratio



fiscal year	'00/3	'01/3	'02/3	'03/3	'04/3	'05/3	'06/3	'07/3
Current Assets (Millions of yen)	69,100	67,758	60,209	56,401	50,739	59,158	59,308	68,210
Current Debt (Millions of yen)	37,846	42,868	41,107	40,632	28,034	31,575	28,918	37,542
Current Ratio (%)	182.6%	158.1%	146.5%	138.8%	181.0%	187.4%	205.1%	181.7%
Shareholders' Equity (Millions of yen)	36,073	33,216	30,642	30,137	31,077	35,413	47,780	54,689
Total Assets (Millions of yen)	88,955	95,149	87,444	80,258	74,704	83,758	89,379	99,859
Shareholders' Equity Ratio (%)	40.6%	34.9%	35.0%	37.6%	41.6%	42.3%	53.5%	54.8%

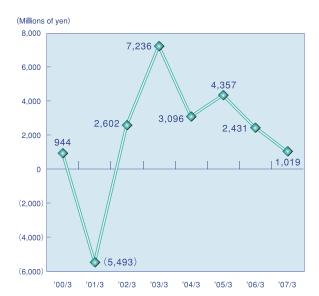
\*Current Ratio = Current Assets / Current DebtX100 (%) \*Shareholders' Equity Ratio = Shareholders' Equity / Total Assets X100 (%)

# **Safety Indicators**

# Interest Coverage Ratio



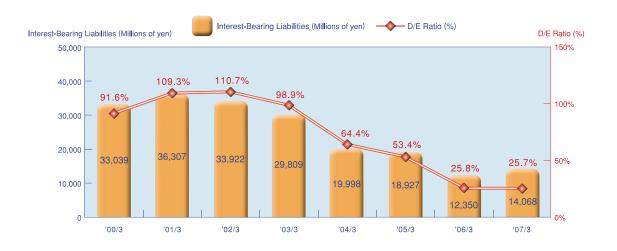
## Free Cash Flow



fiscal year	'00/3	'01/3	'02/3	'03/3	'04/3	'05/3	'06/3	'07/3
C/F from Operating Activities (Millions of yen)	1,761	(402)	5,513	8,899	6,090	7,809	6,869	6,708
Interest Payment (Millions of yen)	1,312	1,972	1,671	1,160	743	713	805	688
Interest Coverage Ratio (times)	1.3	_	3.3	7.7	8.2	10.9	8.5	9.7
C/F from Investing Activities (Millions of yen)	(816)	(5,091)	(2,911)	(1,663)	(2,994)	(3,452)	(4,437)	(5,689)
Free Cash Flow (Millions of yen)	944	(5,493)	2,602	7,236	3,096	4,357	2,431	1,019

\*Interest Coverage Ratio = C/F from Operating Activities / Interest Payment \*Free Cash Flow = C/F from Operating Activities + C/F from Investing Activities

# Interest-Bearing Liabilities • D/E Ratio

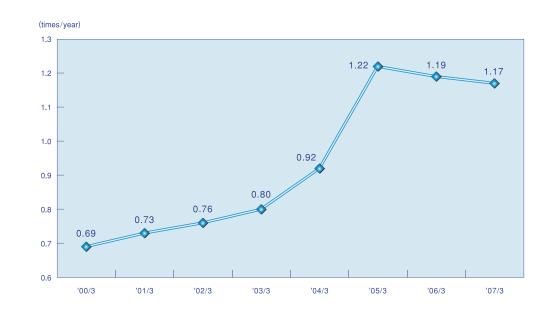


fiscal year	'00/3	'01/3	'02/3	'03/3	'04/3	'05/3	'06/3	'07/3
Interest-Bearing Liabilities (Millions of yen)	33,039	36,307	33,922	29,809	19,998	18,927	12,350	14,068
Shareholders' Equity (Millions of yen)	36,073	33,216	30,642	30,137	31,077	35,413	47,780	54,689
D/E Ratio (%)	91.6%	109.3%	110.7%	98.9%	64.4%	53.4%	25.8%	25.7%

\*D/E Ratio=Interest-Bearing Liabilities÷Shareholders' Equity×100(%)

# **Efficiency Indicators**

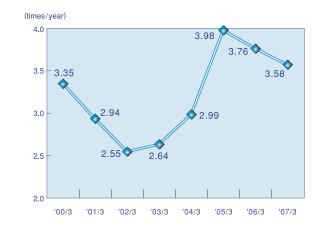
#### **Total Assets Turnover Ratio**



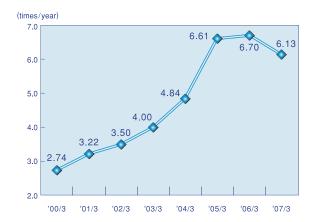
fiscal year	'00/3	'01/3	'02/3	'03/3	'04/3	'05/3	'06/3	'07/3
Sales (Millions of yen)	60,687	67,569	69,526	67,406	71,480	96,631	102,799	110,490
Total Assets (Millions of yen)	88,955	95,149	87,444	80,258	74,704	83,758	89,379	99,859
Average Total Assets (Millions of yen)	87,441	92,052	91,297	83,851	77,481	79,231	86,569	94,619
Total Assets Turnover Ratio (times/year)	0.69	0.73	0.76	0.80	0.92	1.22	1.19	1.17

\*Total Assets Turnover Ratio = Sales / Average Total Assets

### Fixed Assets Turnover Ratio



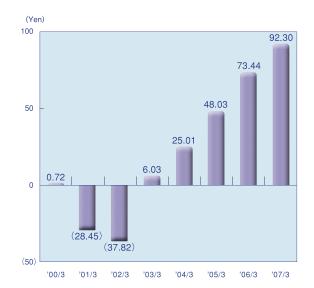
# **Inventory Turnover Ratio**



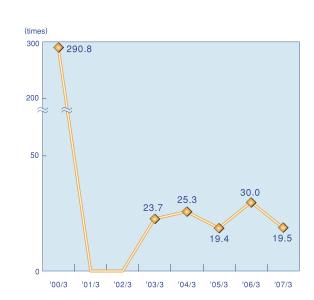
fiscal year	'00/3	'01/3	'02/3	'03/3	'04/3	'05/3	'06/3	'07/3
Sales (Millions of yen)	60,687	67,569	69,526	67,406	71,480	96,631	102,799	110,490
Fixed Assets (Millions of yen)	18,585	27,391	27,234	23,857	23,965	24,600	30,071	31,648
Average fixed Assets (Millions of yen)	18,121	22,988	27,313	25,546	23,911	24,283	27,336	30,859
Fixed Assets Turnover Ratio (times/year)	3.35	2.94	2.55	2.64	2.99	3.98	3.76	3.58
Inventory (Millions of yen)	20,719	21,265	18,519	15,165	14,392	14,823	15,873	20,187
Average Inventory (Millions of yen)	22,135	20,992	19,892	16,842	14,779	14,608	15,348	18,030
Inventory Turnover Ratio (times/year)	2.74	3.22	3.50	4.00	4.84	6.61	6.70	6.13

\*Fixed Assets Turnover Ratio = Sales / Average fixed Assets \*Inventory Turnover Ratio = Sales / Average Inventory

### Earnings per share of The Current Term (EPS)



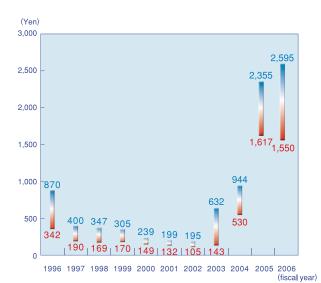
# Price Earning Ratio (PER)



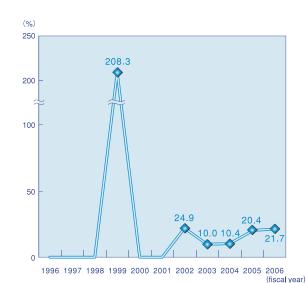
fiscal year	'00/3	'01/3	'02/3	'03/3	'04/3	'05/3	'06/3	'07/3
Stock Price (end of term) (yen)	210	170	151	143	632	930	2,200	1,800
Earnings Per Share of The Current Term (yen)	0.72	(28.45)	(37.82)	6.03	25.01	48.03	73.44	92.30
Price Earning Ratio (times)	290.8	_		23.7	25.3	19.4	30.0	19.5

\*On April 1st 2006, shares were split into 2 shares per 1 common share. The figures prior to FY 2005 have been adjusted accordingly. \*PER = Stock Price / EPS

### **Stock Price Evolution**



# **Dividend Payout**

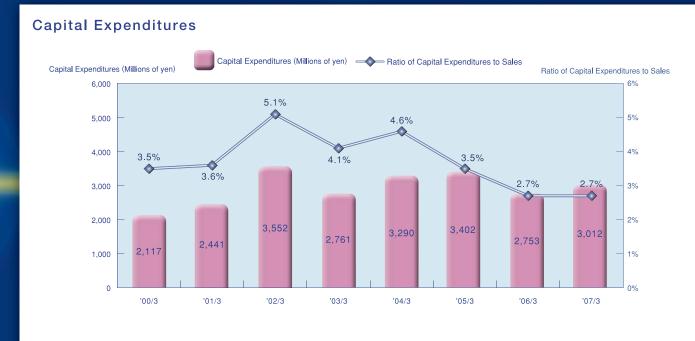


fiscal year	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006
Maximum (yen)	870	400	347	305	239	199	195	632	944	2,355	2,595
Minimum (yen)	342	190	169	170	149	132	105	143	530	1,617	1,550
Dividend Payout (%)				208.3%		_	24.9%	10.0%	10.4%	20.4%	21.7%

\*On April 1st 2006, shares were split into 2 shares per 1 common share. The figures prior to FY 2005 have been adjusted accordingly.

\*Dividend Payout = Dividend per Share / Earnings per Share of The Current Term (EPS) ×100 (%)

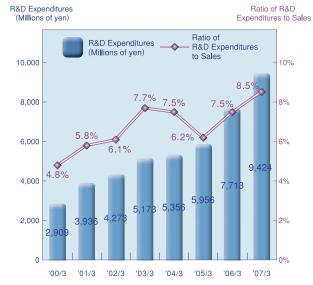
# **Other Indicators**



fiscal year	'00/3	'01/3	'02/3	'03/3	'04/3	'05/3	'06/3	'07/3
Sales (Millions of yen)	60,687	67,569	69,526	67,406	71,480	96,631	102,799	110,490
Capital Expenditures (Millions of yen)	2,117	2,441	3,552	2,761	3,290	3,402	2,753	3,012
Ratio of Capital Expenditures to Sales (%)	3.5%	3.6%	5.1%	4.1%	4.6%	3.5%	2.7%	2.7%

#### Depreciation **R&D** Expenditures





fiscal year	'00/3	'01/3	'02/3	'03/3	'04/3	'05/3	'06/3	'07/3
Sales (Millions of yen)	60,687	67,569	69,526	67,406	71,480	96,631	102,799	110,490
Depreciation (Millions of yen)	2,376	2,286	2,893	2,528	2,487	2,619	3,081	3,287
Ratio of Depreciation to Sales (%)	3.9%	3.4%	4.2%	3.8%	3.5%	2.7%	3.0%	3.0%
R&D Expenditures (Millions of yen)	2,909	3,936	4,273	5,173	5,356	5,956	7,713	9,424
Ratio of R&D Expenditures to Sales (%)	4.8%	5.8%	6.1%	7.7%	7.5%	6.2%	7.5%	8.5%

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# **Positioning Business Instruments**

#### (Surveying Systems)

Pulse Total Station

CTS-3005/3007

GPT-3002/3003/3005/3007

GPT-3002W/3003W/3005W/3007W

GPT-3002LW/3003LW/3005LW

GPT-7501/7503/7505

Auto Tracking Total Station GTS-901A/903A/905A

Auto Tracking Pulse Total Station

GPT-9001A/9003A/9005A

**Total Station** 

GTS-102N/105N

GTS-233W/235W/236W/239W

GTS-751/753/755

Digital Theodolite

DT-205/207/209

DT-205L/207L/209L

Auto Level AT-G1/G2/G2A/G3/M3/G4/G6 Electronic Digital Level DL-101C/102C/103/103A

Data Collector FC-2000, FC-200, FC-110



Auto Tracking Pulse Total Station GPT-9000A series

### (Application Software)

**Application Program** 

TopSURV Pro/Robotic/Pro, Robotic/GPS+/Pro

GPS+/Complete/GIS

Application Program Topcon Tools, Topcon Tools GIS

GIS Application Top PAD

Network Software Top NET CORS/RTK/+

Utility Software PC-CDU/MS

#### [GPS Surveying System]

Integrated GPS Receiver GR-3, HiPer+, HiPer Pro GPS Receiver NET-G3, Legacy E+, GB-3000, GB-300 DGPS Receiver GMS-110, GMS-2

#### [Laser Instruments]

Rotating Laser

RL-H3A, H3C/H3CS/H3CL, RL-H1Sa/H2Sa, RT-5SW, RL-VH4

Laser Theodolite DT-110L

Pipe Laser TP-L4GV/L4G/L4BG/L4AV/L4A/L4B

#### [Equipment Automation System]

#### Millimeter GPS

Positioning Zone Laser Transmitter PZL-1

Positioning Zone Sensor for Mobile Rover Applications PZS-1

Positioning Zone Sensor for Machine Control Applications PZS-MC

Machine Mounted Laser Receiver LS-B2/B4/B10

Total Station for Machine Control GPT-9000A MC Edition

3-Dimensional Machine Control System

Dozer System Five,

Motorgrader System Five, Paver System Five,

LPS-900, 3DXi, AT-1

Precision Agriculture Control System

X20, AGS-100, AGS-200











Positioning Zone Sensor for Mobile Rover Applications

Millimeter GPS

#### [Imaging Measurement System]

Digital Image Surveyor DI-3000

Image Surveying Station PI-3000, PI-3000Lite

Imaging Total Station GPT-7001i//7002i/7003i/7005i

Mirror Stereoscopes

# **Eye Care Business Instruments**

#### (Ophthalmic Diagnostic Instruments)

Specular Microscope SP-3000P Computerized Tonometer CT-80/80A

Slit Lamp SL-D Series

Indirect Ophthalmoscope ID-10

#### [Refraction Instruments]

Auto Kerato-Refractometer

KR-8800/8100A/8100PA/8000PA/8100P

Wavefront Analyzer KR-9000PW

PSF Analyzer PSF-1000

Bino Vision Analyzer BV-1000

Auto Refractometer RM-8000A/8800

Screenoscope SS-3

Compu Vision CV-5000

Vision Tester VT-SE, VT-10

Mirror Chart MC-3

Auto Chart Projector ACP-8

#### (Ophthalmic Imaging System)

Retinal Camera

TRC-NW7SF. TRC-NW7SFMark II.TRC-50IX/AX/DX

Non-Mydriatic Retinal Camera TRC-NW6S, TRC-NW200

Digital Imaging System IMAGEnet

3D Retinal Imaging Device 3D OCT-1000



3D Retinal Imaging Device

Comp Vision CV-5000 1Dial Controller KB-50

# Lens Meter LM-8/8C/S1 EZ Meter EZ-200 Digital PD Meter PD-5 Spectral Transmittance Meter TM-2 Patternless Auto Lens Edger ALE-5100SG/C Frame Reader FR-50

Auto Blocker DS-5000/7000 Auto Lens Edger ALE-300DXS

[Lens Processing Instruments]

Computerized Lensmeter CL-200, CL-2800

Lens Edger LE-20MV Point Setter PS-9

#### (Ophthalmic Delivery Systems)

Compact System CS-800/100/70 Adjustable Instruments Table AIT Series

#### (Ophthalmic Surgical Instruments)

Operation Microscope OMS-800(OFFISS/Pro/Standard), OMS-90 Laser Photocoagulator LC-300G

# **Finetech Business Instruments**

#### (Semiconductor Inspection Equipment)

Wafer Surface Analyzer WM-7000/10/7S

Chip Defects Inspection System

Vi-4300/4200/2200/1200

In-Tray Chip Defects Inspection System Vi-3200

#### (Flat Panel Display Equipment)

Proximity Aligner for LCD

TME-950P/750P/550P

Compact Proximity Aligner for R&D

TME-400R/150R



#### (Optical Measurement Device)

Luminance Meter BM-7A/5A Spectro Colorimeter SC-777 Spectroradiometer SR-3A/3A-L1

Ultra Low Luminance Spectroradiometer SR-UL1

#### (Optical Unit)

Optical Engine for Projector, Optical Unit for DPPC

#### [Optical Parts]

Optical Parts for DVD and CD Drives and Players, High Precision Optical Parts, IR Filter, Various Coating Parts

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# **History of Topcon**

Established in 1932 based on the surveying instruments division of K. Hattori and Co., Ltd. (currently Seiko Corporation). Tokyo Optical Co., Ltd. changed its corporate name in 1989 to Topcon Corporation. Today, the company continues its activities as a general optical manufacturer mainly of surveying instruments and ophthalmic medical instruments.

# Establishment and Foundation Period

#### ■Establishment of Tokyo Optical Co., Ltd.

The company was established in September 1932 based on the surveying instruments division of K. Hattori and Co., Ltd. after acquiring the lens manufacturing facilities of Katsuma Kogaku Kikai Co., Ltd. by request of the Japanese Ministry of War. Business started with surveying instruments, binoculars, cameras and optical weapons as the main products, but the size of the business quickly expanded to meet the demands of the times. In a few years, the company grew to become Japan's flagship optical manufacturer producing every kind of precise optical weapon, and serving as an impelling force elevating the initially backward Japanese optical instruments manufacturing technology to a world-class level.

#### Reopening of Plants

After temporarily closing factories upon the end of World War II, the company resumed activities in November 1945 after receiving a business license to shift into the production of private goods.

The company concentrated mostly on the production of binoculars which were largely exported to the United States, paving the way for the dominance of the US market by Japanese binoculars. Moreover, the production of surveying instruments contributed to the reconstruction and development of Japan in the post-

#### Establishment of

#### Yamagata Kikai Kogyo Kabushiki Kaisha

In December 1946, the company gathered the machinary and equipment from plants that were closed at the end of the war in Yamagata, to establish the first post-war regional plant, Yamagata Kikai Kogyo Kabushiki Kaisha (currently Topcon Yamagata Co., Ltd).

#### Affiliate of Tokyo Shibaura Electric Co., Ltd. (currently Toshiba Corporation)

In March 1960, the company became an affiliate of Tokyo Shibaura Electric Co., Ltd. and began manufacturing electric equipment and electric measuring instruments, and also advanced into new areas where the target was to achieve harmony between light and electricity. One of the results of this was the first ever practical application of a single-lens reflex camera based on the TTL full-aperture metering system in the world

# Development Period

#### Strengthening of Production and Sales Bases

In order to improve productivity and expand sales. the company first established Tokyo Kogaku Seiki Kabushiki Kaisha (currently Optonexus Co., Ltd.) in Fukushima Prefecture in 1969 as a production base. Then in 1970, they established Topcon Service Co., Ltd. to strengthen the repairs sector, as well as Topcon Europe N.V. in the Netherlands (currently Topcon Europe B.V.), and Topcon Instrument Corporation of America (currently Topcon Medical Systems, Inc.) in the U.S., to improve domestic and overseas sales. Further, in 1972 they established Chubu Topcon Sokki Kabushiki Kaisha (currently Topcon Sales Corporation) as a sales company dealing with surveying instruments in central Japan, in preparation for the future. In addition, a specialized manufacturing company, Sanyu Optical Co., Ltd. (currently Optonexus Co., Ltd.) was established in Fukushima prefecture to penetrate the glass lens market.

The company also established Topcon Sokki Kabushiki Kaisha (currently Topcon Sales Corporation) in 1975 for promotion of surveying instruments sales in the Kanto region, and Topcon Medical Japan Co., Ltd., a medical instruments sales company directly under Topcon Corporation, in 1976.

#### Drastic change of Corporation

#### to be a profitable company.

The dramatic effect caused by the increased profit from excellent sales of the refractometer RM-100 and electric distance meter DM-C2, along with the withdrawal from the 35mm camera business in 1981, changed the characteristics of the company entirely. After undergoing 3 public stock offerings and 4 non-paid allotments from 1979 to 1982, the foundation of the company was established.

In addition to strengthening the sales system by expanding regional offices and established Topcon Singapore Pte. Ltd., a sales representative in Singapore, new facilities were introduced to organize the company's production system, as part of major efforts throughout the company to improve management.

## Growth Period

# Strengthening of Man agerial Foundation

The company issued forei gn-currency convertible bonds in November 1983, stock offerings—the largest amount for the company at the time-in March 1985, in order to strengthen the managerial foundation by means of capital increase at market price.

#### ■Strengthening of Comp any Structure

Topcon Optical (H.K.) Ltd.. the first overseas local immunity to exchange fluc tuations. of the same year.

## production base was est ablished in Hong Kong in April 1986, with an aim to improve the company's

as well as 3.8 million public

Also, the long-awaited pro motion to the First Section of the Stock Exchange was realized in September

the equity ratio by issuing

#### Active Financing

The company tried to raise US dollar-denominated warrant bonds in 1987, and the first convertible bonds without collateral in Japan in 1989, activelly strengthening the development and sales of new products.

#### Manufacturing Center in the U.S.

In 1988, Topcon Manuf America (currently Topcon manufacturing company established in order to ex medical equipment busi ness.

acturing Corporation of Medical Systems, Inc.), a of chairs and stands, was pand business in the

# Changed Corporate

# Name to Topcon Corp oration

In 1989, the corporate na me was changed in an to cope with advanced technologies. internationalization, and advanced information

effort to reform corporate philosophy and strengthen the corporate basis. While adapting the management

processing, new products were developed and sold to meet the customers' demands and expanded

# In 1991, the company pla nned their entry into a new

the electron beam busi ness.

#### ■Entry into the Electron Beam Business

business by making effect ive use of the company's exclusive technologies, subsequently beginning

# Maturation Period

#### ■Entry into the MC Business

In order to penetrate the machine control market, the company established Topcon Laser Systems, Inc. in March 1994 and acquired a laser equipment manufacturer in the United States, and strengthen the foundation of the all-round surveying instruments manufacturer.

#### ■Obtainment of ISO9001 Certification

In order to go ahead with business in the European (EU) market, the Surveying Instruments Division obtained the ISO-9000 series (International Standards Organization) certification in 1994. After the Ophthalmic & Medical Instruments Division also obtained a certification a vear later, the obtainment of certificates became a major plan for all affiliate companies in Japan and abroad.

#### ■Operation Division Structure/Restructuring of Domestic Sales Network

The company merged and abolished various divisions and restructured the domestic sales network in April 1997 in order to offer customer service according to customer needs and to improve feedback on product development.

#### ■Obtainment of ISO-14001 Certification

In September 1997, the company obtained the ISO-14001 certification, complying with international development standards. The entire company made efforts for environmental protection.

#### ■Entry into the GPS-Related Business

In July 2000, the company acquired Javad Positioning Systems, Inc. and began developing precision GPS receivers and related products. By merging the GPS-related business with conventional surveying instruments, this became a stepping-stone for the company to entry the total positioning business.

#### Strengthening of International Competitive Edge

Topcon Positioning Systems, Inc. and Topcon Medical Systems, Inc. were established in the U.S. in July 2001. as part of plans to improve overseas business. In addition, Topcon America Corporation was established as a holding company, in an attempt to reorganize subsidiaries in the U.S.

In November of the same year, the China Factory of Topcon Optical (H.K.) Ltd. was established (currently Topcon Optical (Dongguan) Technology Ltd.), to cope with mass production of DVD optical parts for optical detection

#### Measures to Reduce Environmental Burden

Since December 2001, the company has positively and continuously taken environment protection activities such as "zero emissions", development

# Period of **Prosperity**

#### Improvement of Production in China

In order to further accelerate the surveying instruments business in China, the surveying instruments manufacturing company Topcon (Beijing) Opto-Electronics Corp. was established in February 2004.

#### ■Strengthening of European Sales Network

Sales subsidiaries in Europe were reorganized in July 2005. Topcon Europe Positioning B.V. and Topcon Europe Medical B.V. were established as integrated companies for surveying and medical instruments respectively.

#### ■Alliance with HOYA Corporation

In July 2005, aiming to expand the sales of ophthalmic instruments and to create a new market, the company took over a part of the domestic operations of ophthalmic instruments segment of HOYA Corporation's Vision Care Company.

#### Plans for Increasing Shareholders

In September 2005, the company reduce the mandatory unit of transaction from 1,000 shares to 100 shares per unit. Also, in April 2006, implemented 2 for 1

#### ■Entry into the New Businesses

In August 2006, the company acquired ANKA Systems, Inc. in the U.S. and entered into the ophthalmic network business in the States. In October, they acquired KEE Technologies Pty Ltd. in order to enter into the agriculture field. These were part of plans to step into the new businesses to create new business bases.

#### Business Reorganization

In order to adapt to the global business, the company restructured its operations into 3 structures: Positioning Business, Eye Care Business and Finetech Business.

#### ■Entry into the mobile control business

In May 2007, aiming to expand and develop the positioning business on a global basis, the company took over the mobile control business rights (navigation, ITS etc) from Javad Navigation Systems, Inc.

of environment-conscious products, and active procurement of green.