

January 19, 2024

Dear Sir or Madam:

Important Notice

I hope you are doing well. I, as a representative director and president of Tokyo Measuring Instruments Laboratory Co., Ltd. ("TML"), appreciate your cooperation for your sales activities of TML's products in your territory.

I am sending this notice to some distributors in order to share our concerns.

As you know, TML appoints its distributors for each territory. Each distributor is required to market and sell TML's products to its customers solely in that territory and is strictly prohibited each distributor from selling, re-exporting, re-shipping or otherwise engaging in distributing or servicing TML's products in or to areas outside the appointed territory directly or indirectly in any manner. This is quite common practice in distributor system and important rule for protecting each distributor's sale activities in the territory. This rule should be strictly complied by each distributor.

However, we have recently received a report from certain territory that TML's products might have been distributed to customers in that territory by the distributor appointed in another territory. This could cause huge damages to the distributor of which territory was invaded and also cause huge damages to the credibility of TML and its distribution system. This is a material breach of distribution agreement due to which TML has to take into consideration immediate termination of that agreement as well as other remedies legally available.

TML firmly believes that such incidents had never been caused by you in the past. Nevertheless, by sharing this information with you, TML would like you to remind of your obligations as distributor as mentioned above and ask for your compliance with those again.

If you have any concerns or similar incidents in your territory, please do not hesitate to contact us. TML will provide any assistance and support available under the distribution agreement with you.

I appreciate your cooperation.

Best regards,

Masashi Kimura
Representative Director and President
Tokyo Measuring Instruments Laboratory Co., Ltd.