



The Heart of Industry

IWAKI CO.,LTD.

Company briefing materials

Stock code: 6237

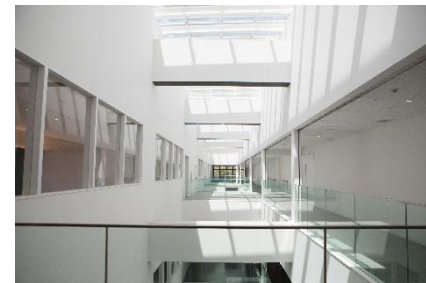
Trade name: IWAKI CO.,LTD.

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| Supplementary Information

Professional and comprehensive manufacturer of Chemical pumps

Name of company IWAKI CO., LTD.

Establishment April 10, 1956

President Shigeru Fujinaka

Head office 2-6-6, Kanda Suda-cho, Chiyoda-ku, Tokyo

Capital 1,044,691,100 yen

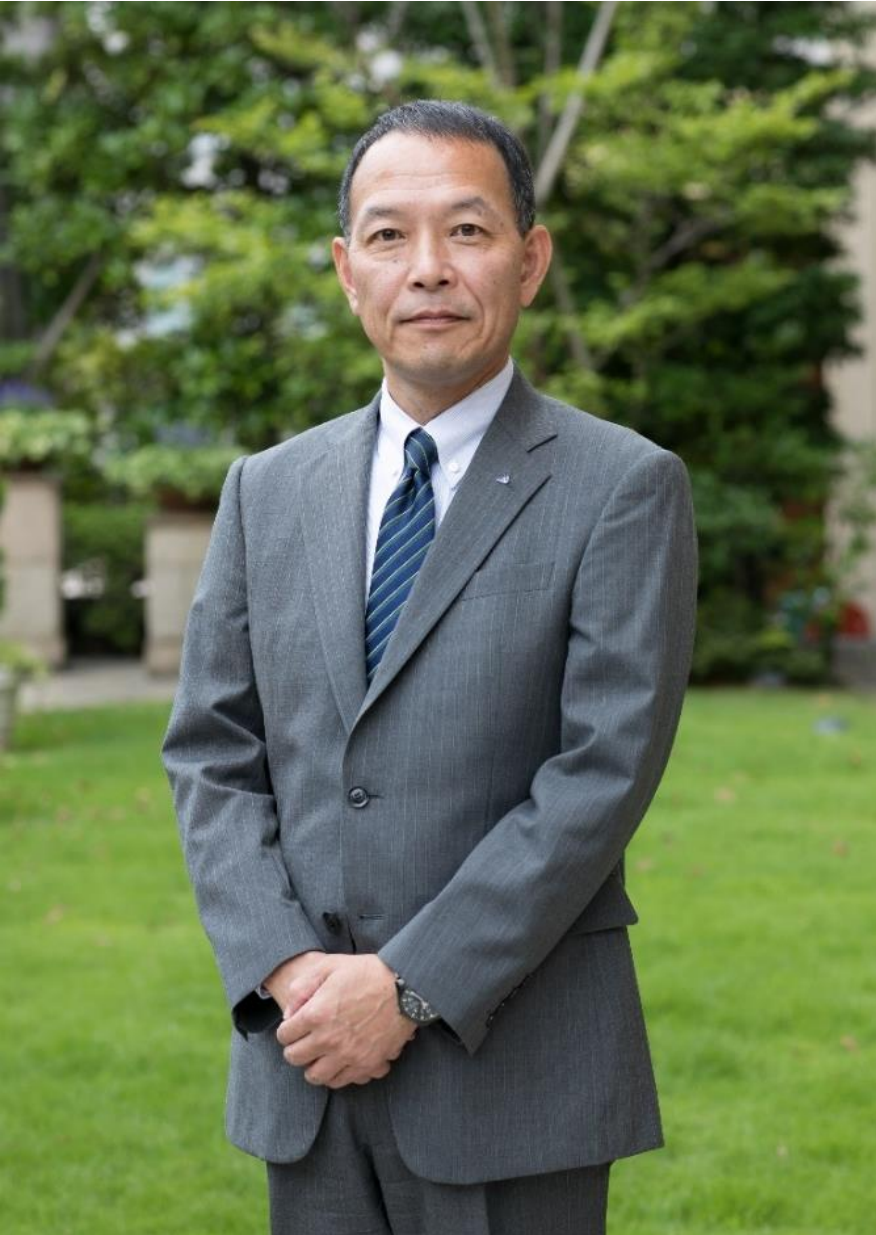
The number of employees 954

Business description Development, production and sales of various fluid control products including chemical pumps.

Listed exchange Tokyo Stock Exchange 1st section



2 Introduction of President



President Shigeru Fujinaka

Born on December 20, 1964

Birthplace : Saitama, Japan

【 Career 】

- 1989 Joined IWAKI
- 2006 General Manager of Planning and Promotion Department, Engineering Head Office
- 2007 Executive Director and General Manager of Corporate Planning Office
- 2008 Senior Executive Director
- 2009 President

The Iwaki Pledge

Our mission is to always be at the forefront of efforts to advance development in the global markets, industries and communities where we operate while building trust with, and contributing to the happiness of everyone we interact with.

Corporate Identity

The Heart of Industry

Heart

- Chemical pumps... **The heart** of industry
- **A strong commitment** to contribute to industrial progress

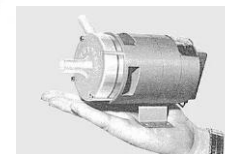
1956

Established for sales of physical and chemical appliances



1959

Started to manufacture and sell chemical pumps



Founder of Iwaki
Yoshiaki Fujinaka

1966 Established Tokyo plant (present System office) in Saitama

1974 Established Saitama plant in Sayama, Saitama

1977 Established Miharu plant in Miharu, Fukushima

1985 Established Iwaki Europe GmbH, a selling company, in Europe

1991 Established IWAKI WALCHEM CORPORATION, a selling company, in U.S.A.

2008 Acquired WALCHEM CORPORATION and changed the trade name to Iwaki America Incorporated



2016

Listed on the Second Section of the Tokyo Stock Exchange

2016 Dec. Acquired TechnoEcho Co., Ltd. and made it a subsidiary

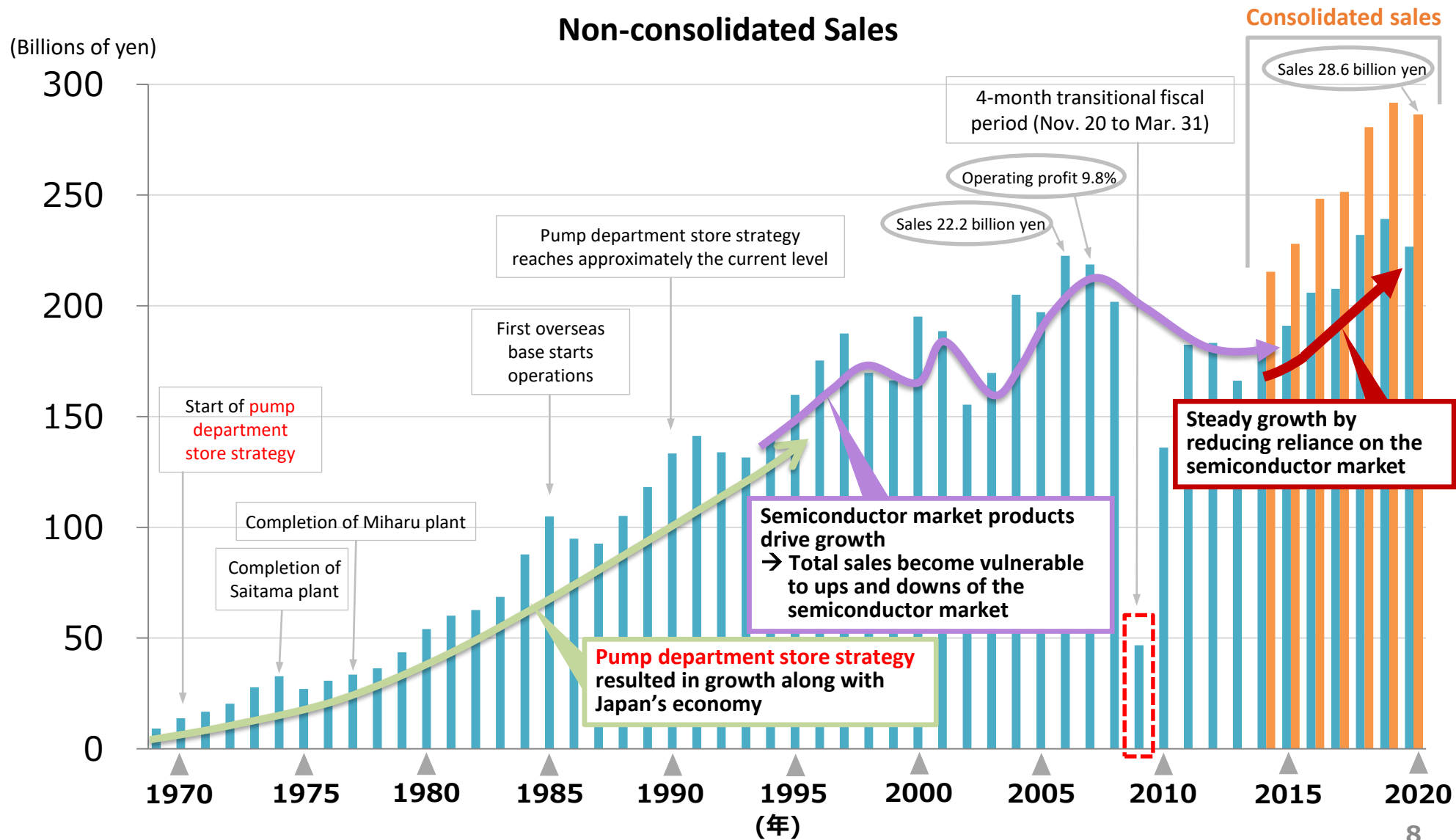
2018 Established new technology center (in Iruma, Saitama)

2019

Moved to the First Section of the Tokyo Stock Exchange



2021 Apr. Absorbed and merged TechnoEcho Co., Ltd.



6 What are Chemical Pumps

Chemical Pumps = Pumps used for transferring liquid chemical etc.



Unlike the pumps used for handling water, chemical pumps are mainly used for transferring liquid chemical etc. Since some are dangerous, harmful to human body, such as sulfuric acid etc.,



Very high safety is required
(in order to prevent liquid leakage)



Chemical pumps that play an active role in invisible places

Technology



Pumps are used in the process of manufacturing semiconductors that are indispensable to digital devices such as smartphones, tablets, PC, digital home appliances, etc.

Medical field



Pumps are installed in artificial dialysis devices, biochemical analyzers. In that way, our pumps support the medical field.

Wind farm



At wind farms, pumps are used for circulating transformer cooling oil.

Tap water



At filtration plants, pumps are used for injecting chemicals in the process of water treatment. That helps people to be able to drink tap water at home without worries.

Foods



Pumps are used for transferring ketchup, mayonnaise, syrup, chocolate, etc. Also used for injecting liquid fertilizer in cultivation of vegetables or fruits.

Entertainment



Used at;
Aquariums to control the quality of water to keep the environment suitable for animals.
Swimming pools or spas to control the quality of water to help people to use without worries.
Theaters for circulating cooling water to protect cinema projectors.





II Our Strengths

- 1** **Abundant product lineup** to meet customers' requirements
- 2** **Strong customer support backed by a global production, sales and support infrastructure**
- 3** **Ability to create solutions using fluid control functions centered on pumps**

**Magnetic drive pumps, our core products,
we offer a variety of product series from ultra-small to ultra-large to
fit the customers' various applications**

Palm size

1 liter / min

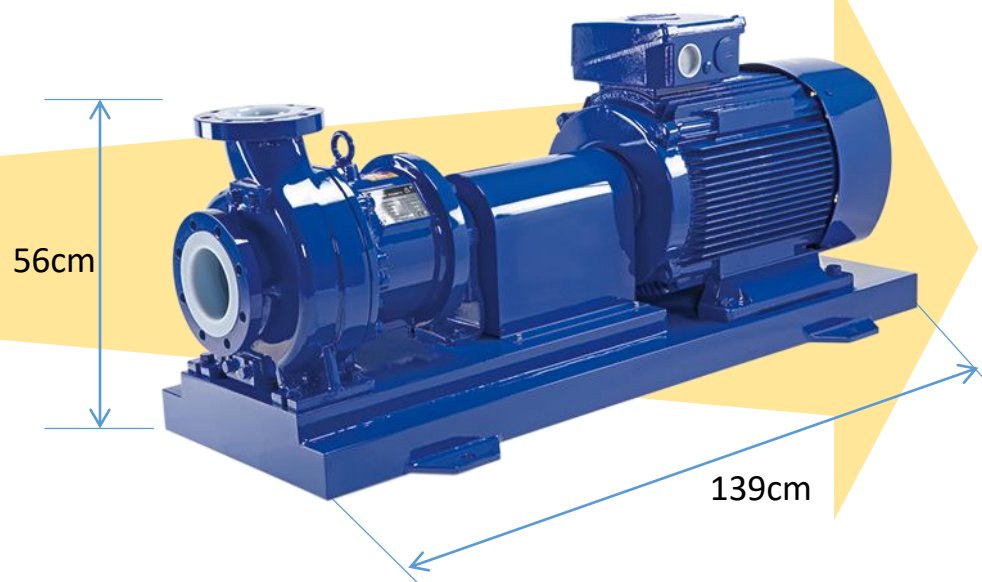
Direct drive pumps NRD series



World's largest class

5,000 liter / min

Magnetic drive pumps MDW series



3 Strengths 1 Abundant product lineup

Small pump

= Installed in the customers' devices



CT scanner



Beauty laser



Biochemical analyzer



Large cinema projector

Large pump

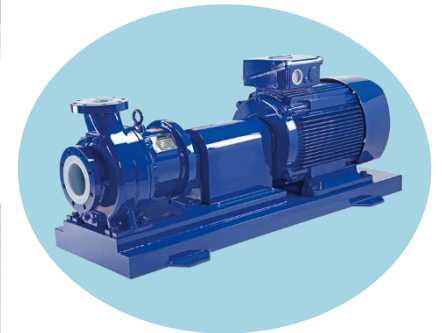
= Used in the plants, etc.



Chemical factory

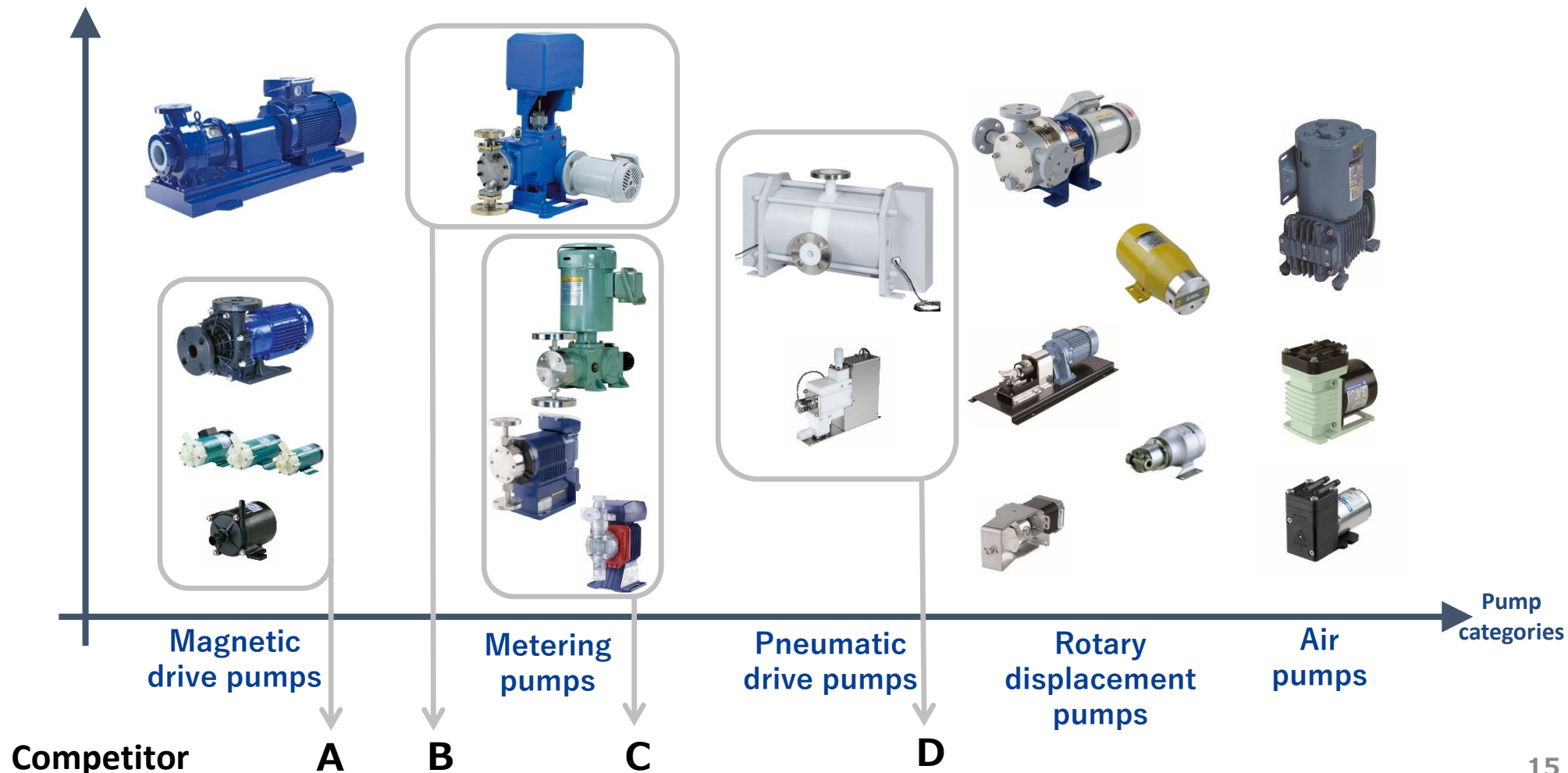






































Various plants



- More than 60 series, tens of thousands models of pumps.
- Provide pumps as **a one-stop service** in response to customers' desires.

Pump size/
materials



Multi-Market Sales	Main pump applications	Magnetic drive pumps 	Metering pumps 	Pneumatic drive pumps 	Rotary displacement pumps 	Air pumps 	System products 
Semiconductor / liquid crystal market	Semiconductor manufacturing equipment, etc.						
Medical equipment market	Dialysis equipment, clinical analyzers, etc.						
Surface treatment equipment market	Printed circuit board manufacturing equipment, electronic component manufacturing, etc.						
Chemicals market	Chemical manufacturing, etc.						
Water treatment market	Waterworks, wastewater treatment plants, cooling towers, etc.						
New energy market	Renewable energy, secondary battery manufacturing, etc.						
Others (Food, paper, others)	Food manufacturing, various cooling applications, etc.						

Sales scale of core products

Profitability

(Results for the year ended March 2020)

High

Metering pumps

¥5.18 billion



Magnetic drive pumps

¥9.77 billion



Air pumps

¥1.52 billion



Rotary displacement pumps

¥2.63 billion



Low

Pneumatic drive pumps

¥1.95 billion

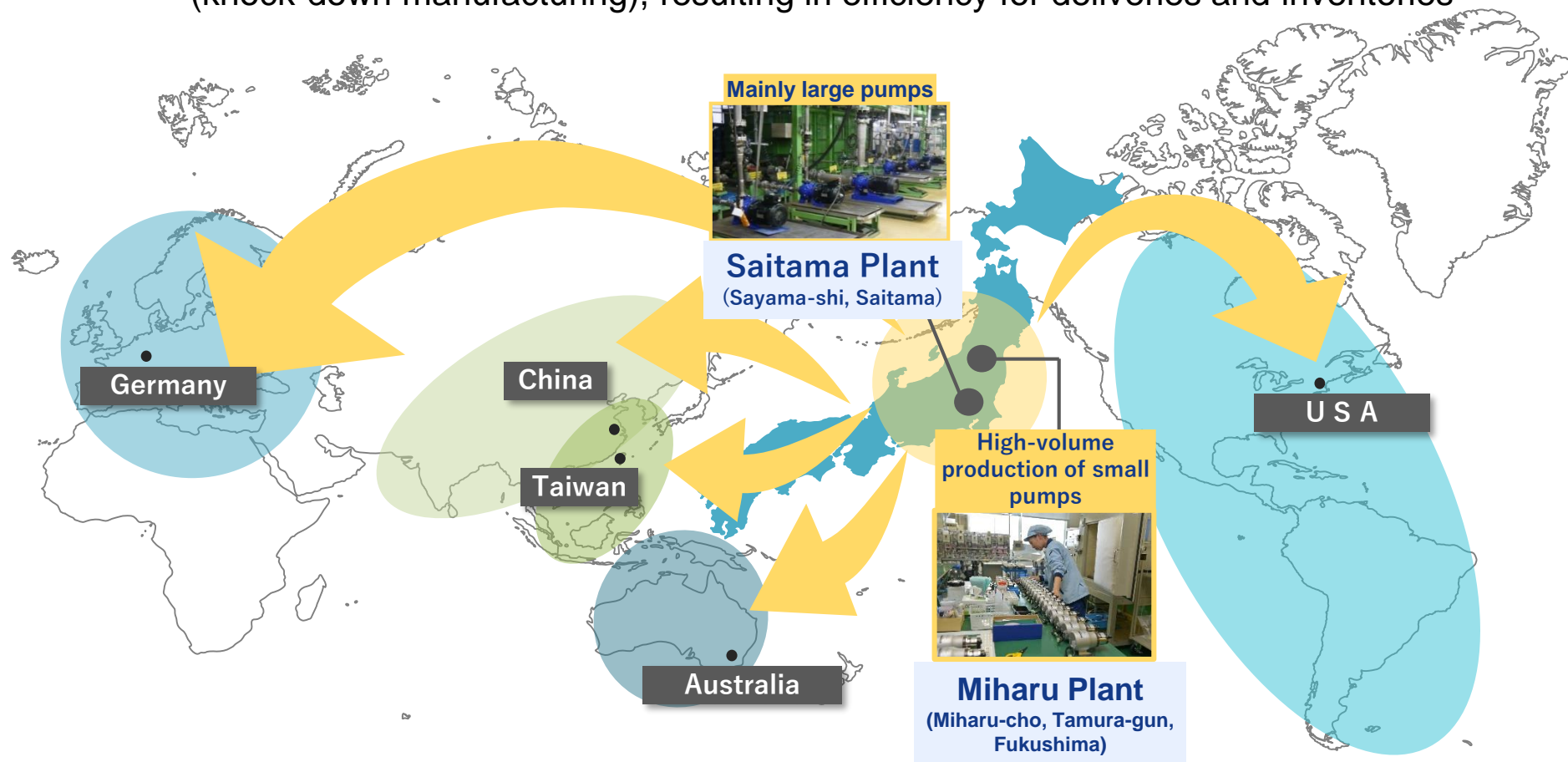


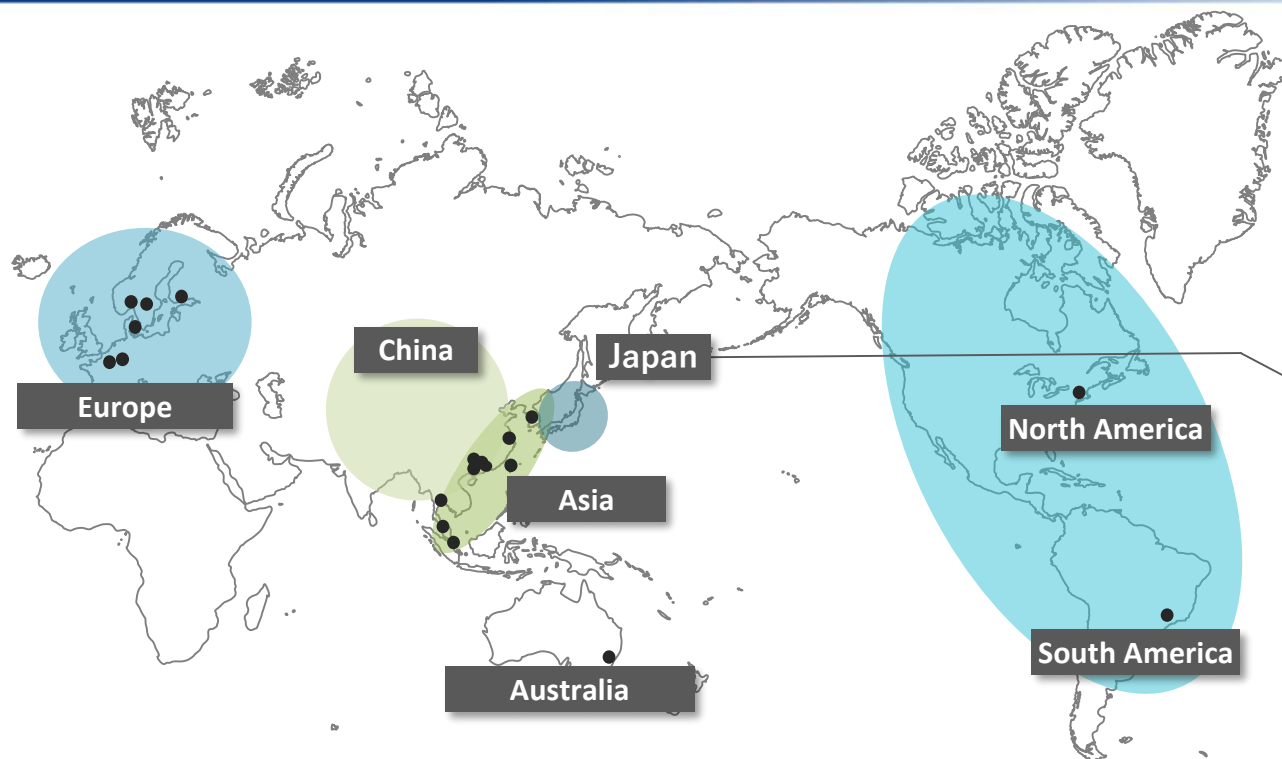
7 Strengths 2 Manufacturing Network

Annual capacity of around 800,000 units with the ability to make many models in small quantities

Japan: Two plants with efficient small-lot production of many models and highly reliable quality assurance systems

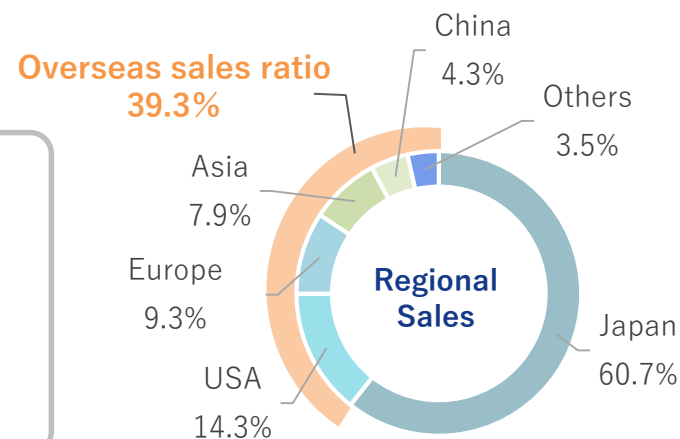
Overseas: Five locations manufacture pumps using main parts exported from our plants in Japan (knock-down manufacturing), resulting in efficiency for deliveries and inventories





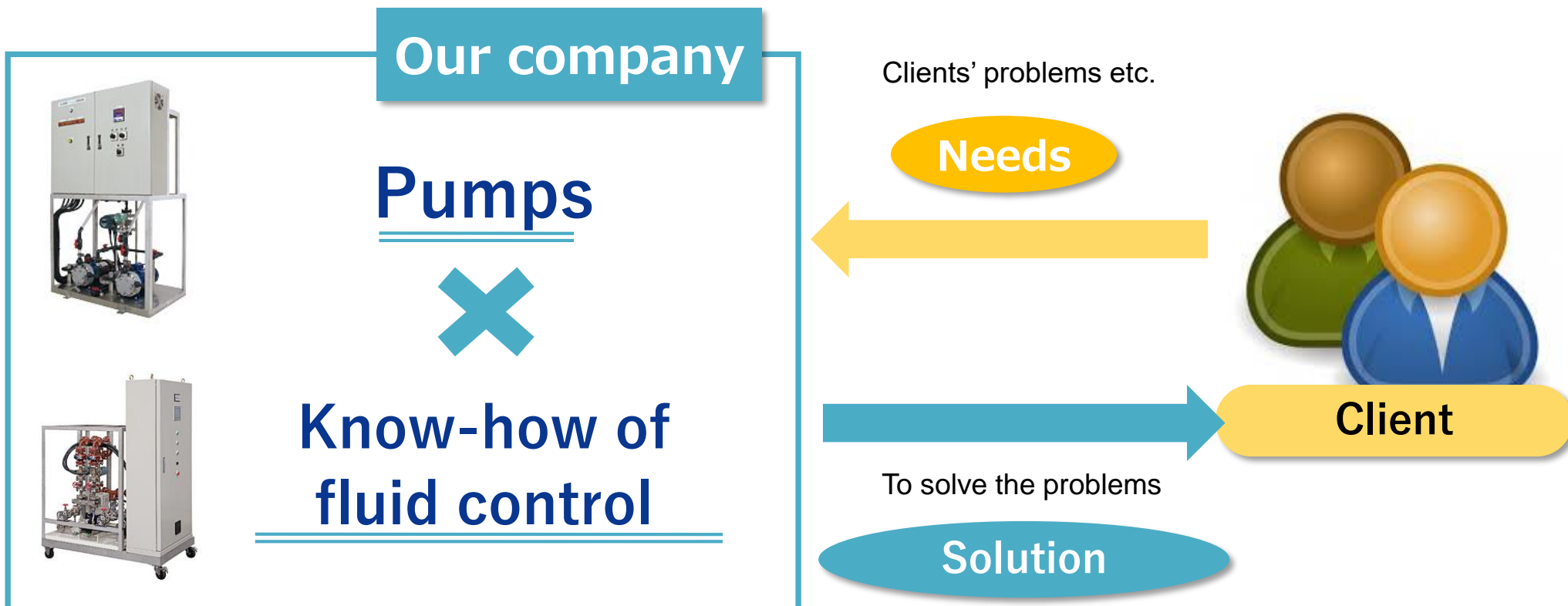
Branches: 6
Sales offices: 7

- In Japan, IWAKI serves customers from its head office, branches and sales offices in 13 cities nationwide.
- IWAKI has a worldwide sales and service network with 21 group companies in 15 countries.



(2020年3月期連結実績)

We provide **solutions** that meets customers' **needs** by providing pumps and leveraging our know-how of fluid control



Aquatic business

- Experiments and research using mammals are difficult in terms of animal protection
- It costs a lot to keep mice or rats for researches



➔ Aquatic organisms such as zebrafish and Xenopus, which are vertebrates and whose DNA structure is very similar to mammals, have recently attracted attention.

Needs

Client



- The research does not progress as planned due to incidental works such as water quality management or inspection / adjustment of various devices.
- No experience in treating aquatic lives

Solution

Pumps × Know-how of fish breeding

Developed **LA_bREED**

- water tank system for small fish





IV

Our Strategies

For more information on "10-Year Vision", please refer to the latest "Financial Results Briefing Materials".

Please go to the below URL to see the "Financial Results Briefing Materials".

<http://ace-consul.co.jp/irshowbox/iwakupumps/>

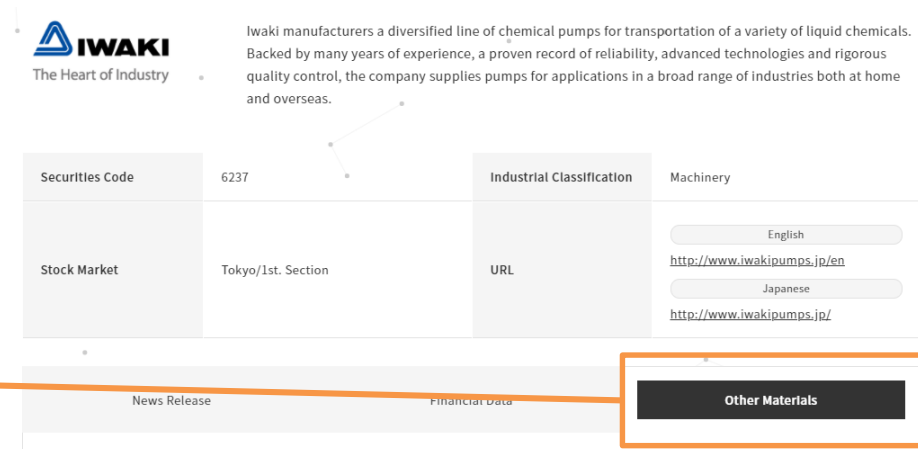
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Other Materials

or

<https://www.iwakupumps.jp/en/>

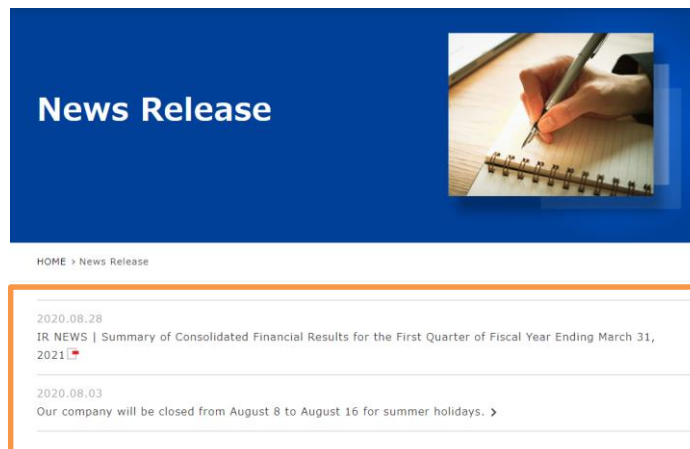
"News Release"



Iwaki manufactures a diversified line of chemical pumps for transportation of a variety of liquid chemicals. Backed by many years of experience, a proven record of reliability, advanced technologies and rigorous quality control, the company supplies pumps for applications in a broad range of industries both at home and overseas.

Securities Code	6237	Industrial Classification	Machinery
Stock Market	Tokyo/1st. Section	URL	http://www.iwakupumps.jp/en http://www.iwakupumps.jp/

News Release Financial Data **Other Materials**



News Release

HOME > News Release

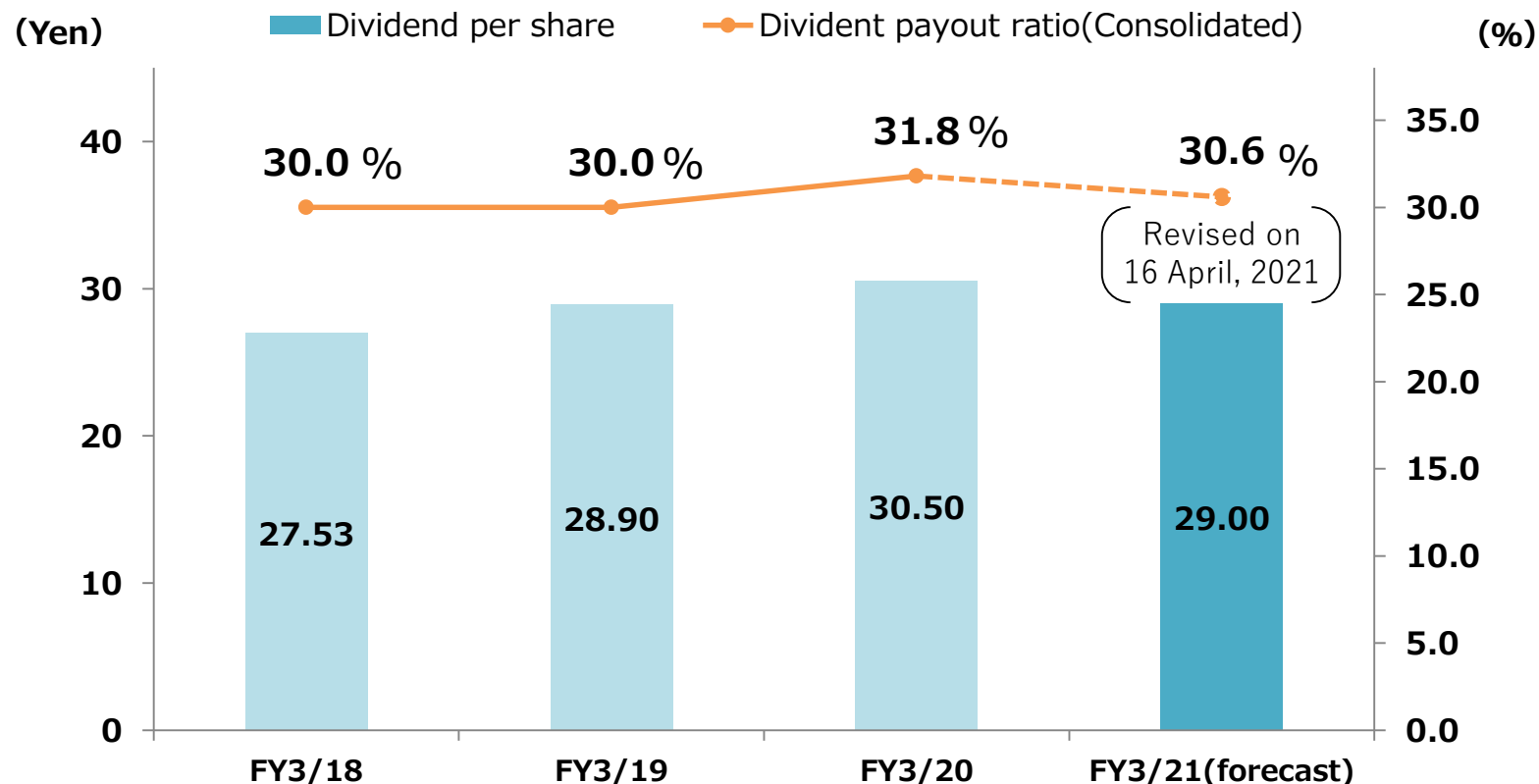
2020.08.28
IR NEWS | Summary of Consolidated Financial Results for the First Quarter of Fiscal Year Ending March 31, 2021

2020.08.03
Our company will be closed from August 8 to August 16 for summer holidays. >

2 Return to Shareholders

Basic policy

- Dividend payout ratio: more than 30%
- Consistent distribution of dividends



Note: Dividends for FY3/18 are adjusted (with fractions after the hundredths place dropped) to reflect the 3-for-1 common stock split on July 1, 2018.

Our main efforts

E

Environment

- Supply products that contribute to environmental conservation (wastewater treatment, sewage treatment, etc.)
- Provide products that comply with environmental laws and regulations (RoHS Directive / REACH Regulation, etc.)
- Environmentally friendly product development (development of high-efficiency products, etc.)
- Business establishment activities utilizing ISO14001 (Saitama Plant, Miharu Plant)

S

Society

- Improve customer satisfaction (CS)
- Create local employment (regular recruitment of local high school students at production bases)
- Human resource development (qualification allowance, etc.)

G

Governance

- Promote compliance management (Establish and operate Risk Compliance Committee)
- Establish and operate of management advisory board
- Correspond to security export control (the non-judgment, EL applicable product management)



The Heart of Industry

IWAKI

