



IWAKI

Company briefing materials

Stock code: 6237

Trade name: IWAKI CO.,LTD.

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ABOUT US

Company Profile

A manufacturer of a broad line of chemical pumps

Name IWAKI CO., LTD.

Representative Shigeru Fujinaka

Establishment April 10, 1956

Number of Employees Consolidated: 1,146/
Non-consolidated: 790
(as of the end of March 2026)

Business Development, manufacture and sale of chemical pumps and many other types of fluid control devices

Capital 1,044,691,100 yen

Head office 2-6-6, Kanda Suda-cho, Chiyoda-ku, Tokyo, 101-8558

Listing Prime Market of the Tokyo Stock Exchange
Stock code: **6237**



Chemical Pumps



Pumps are used for the transmission and handling/input/feeding of chemicals and other substances

Unlike water pumps, chemical pumps are used for the transmission and handling/input/feeding of many types of liquids, including sulfuric acid and other hazardous chemicals.

For this reason, chemical pumps must...

meet very high

safety standards

(No leaks of chemicals and other substances)



Company Philosophy

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

A strong commitment to
contribute to industrial progress

Chemical pumps...
The heart of industry

History

1956 Established for sales of physical and chemical appliances

1959 Started to manufacture and sell chemical pumps

- 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 sales company, in Europe
- 1991 Established IWAKI WALCHEM CORPORATION, a sales 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 Technology center (in Iruma, Saitama)

2019 Listed on the First Section of the Tokyo Stock Exchange

- 2020 Iwaki Europe GmbH acquired the shares of IWAKI NORDIC A/S and made it a subsidiary
- 2021 Absorbed and merged TechnoEcho Co., Ltd.

2022 Transition to Tokyo Stock Exchange Prime Market

- 2022 Sep. Acquired shares of Iwaki Pumps Co., Ltd. including its subsidiaries and Iwaki Pumps (Shanghai) Co., Ltd.
- 2026 Completed new building at Miharu Plant



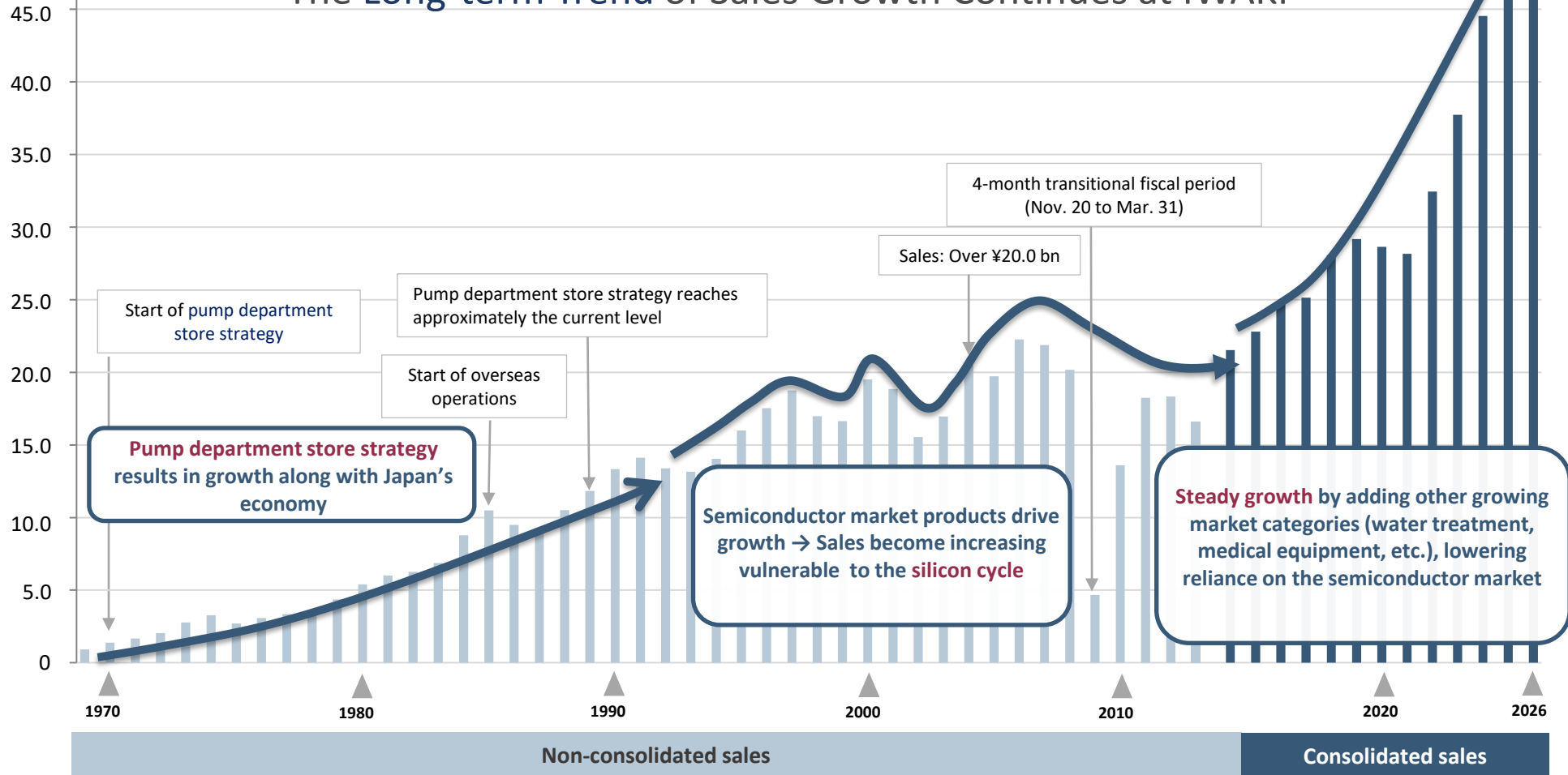
Yoshiaki Fujinaka, founder of Iwaki



Sales Growth

(Billions of yen)

The Long-term Trend of Sales Growth Continues at IWAKI



IWAKI Around You

IWAKI products are used in a wide range of applications—from the manufacturing of products found in your home, to behind-the-scenes operations at well-known entertainment facilities, and in highly socially significant fields such as healthcare. IWAKI supports industries and communities in countless ways.

Food Industry



Production lines for liquid seasonings

Entertainment



Water quality management systems for aquariums

Healthcare



Hemodialysis and blood analysis equipment

IWAKI's Chemical Pumps at Work Behind the Scenes

Infrastructure (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.

Electric power (Wind farm)



Cooling water circulation for transformers at wind power plants

Medical field



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

Foods



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

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.

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.

02

OUR STRENGTHS

Strengths That Define IWAKI

- 1** A diverse lineup of products
- 2** Coverage of a broad range of business sectors
- 3** Global production, sales and support infrastructure
- 4** Able to create solutions using fluid control expertise

Strengths That Define IWAKI

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A Large and Diverse Product Lineup

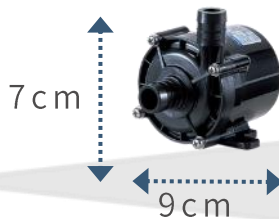
we offer a variety of product series from small-size to large-size
to fit the customers' various applications

ex) Magnetic drive pumps

Palm size

1 liter / min

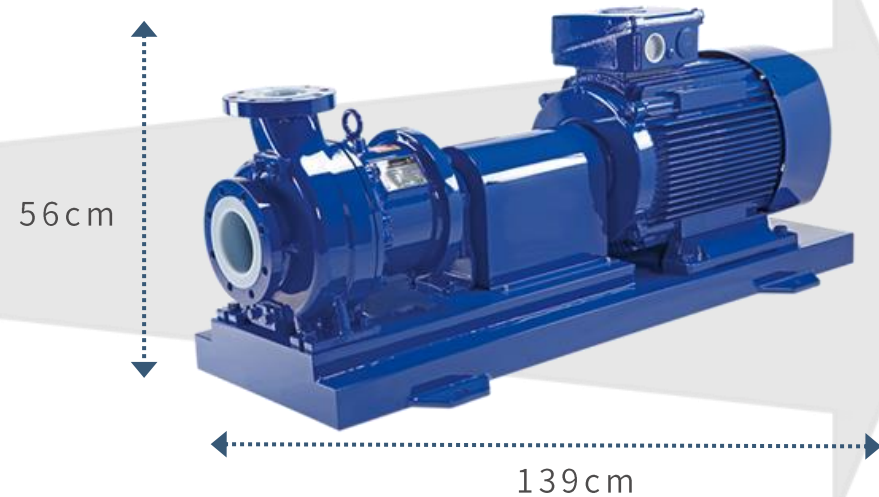
Direct drive pumps NRD series



World's largest class

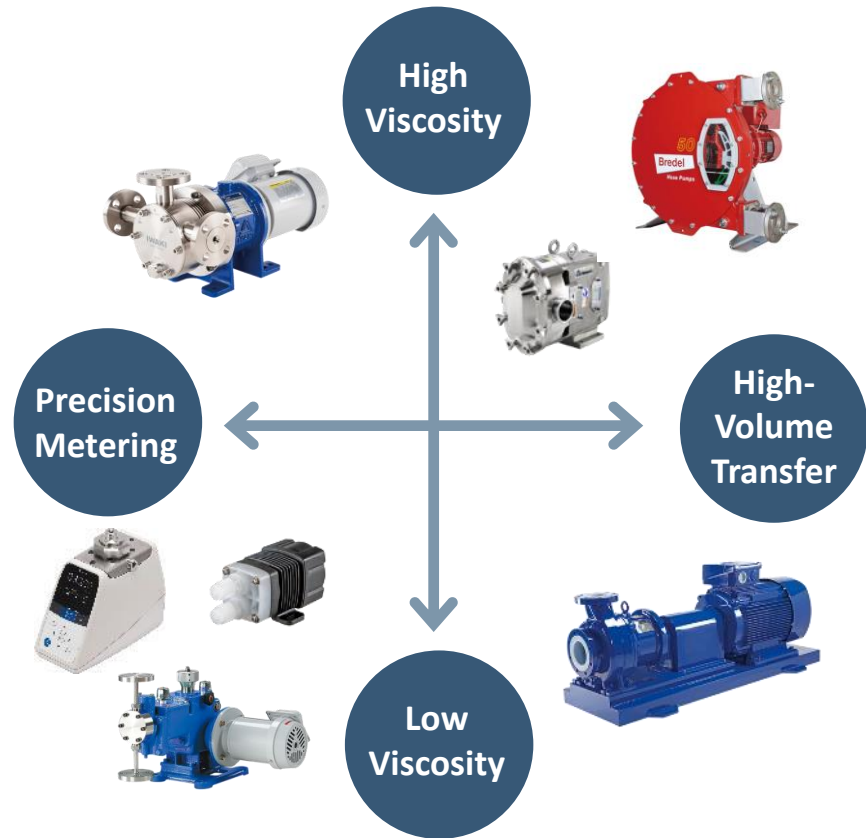
5,000 liter / min

Magnetic drive pumps MDW series



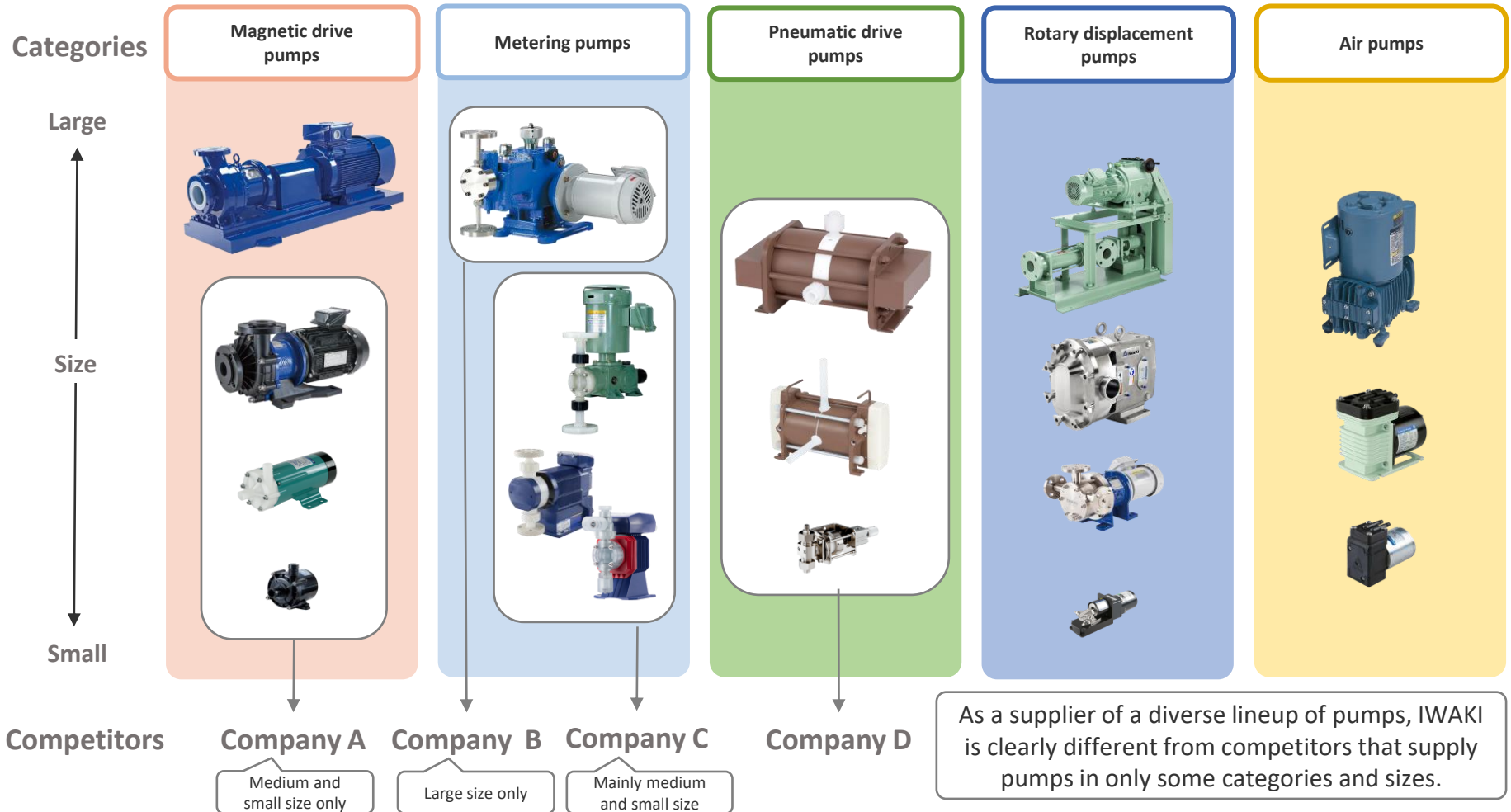
A Large and Diverse Product Lineup

Tens of Thousands
of Product
Variations for
Every Need



A Large and Diverse Product Lineup

A **one-stop source** of comprehensive solutions for a broad array of pumps



Strengths That Define IWAKI

1

A diverse lineup of products

2

Coverage of a broad range of business sectors

3

Global production, sales and support infrastructure

4

Able to create solutions using fluid control expertise

IWAKI Products are Used in Many Business Sectors

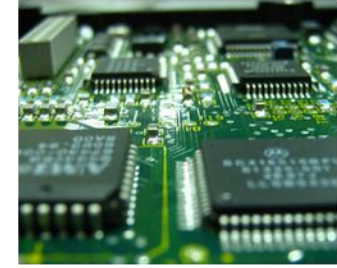
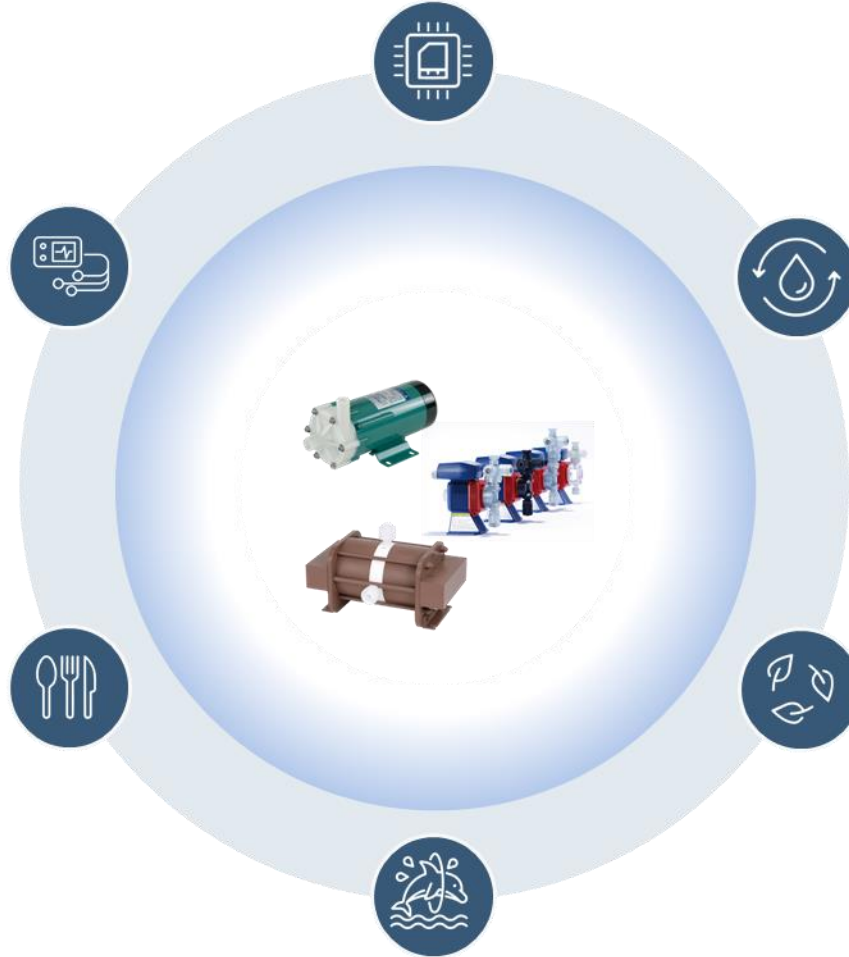
Medical
equipment market



Food market



Amusement
market



Semiconductor/
liquid crystal
market



Water treatment
market



New energy
market

Market Overview for Product Categories

Serving diverse markets and countless applications.

Sold in many markets	Major pump applications	Magnetic drive pumps	Metering pumps	Pneumatic drive pumps	Rotary displacement pumps	Air pumps	Systems products
Semiconductor / liquid crystal	Semiconductor production equipment, etc.	●	○	●			○
Medical equipment	Dialysis equipment and clinical trial equipment, etc.	●	○		●	●	○
Surface treatment equipment	Printed circuit board manufacturing equipment, electronic component manufacturing, etc.	●	○				○
Chemicals	Liquid chemical manufacturing, etc.	●	○		○		○
Water treatment	Water purification plant, wastewater treatment, cooling towers, etc.	○	●		○	○	○
New energy	Renewable energy, rechargeable battery production, etc.	○	○		●		○
Others (Food, paper, others)	Food cleansing, cooling applications, etc.	○	○		●	○	○

* A filled circle means major pumps in each market.

Strengths That Define IWAKI

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Coverage of a broad range of business sectors

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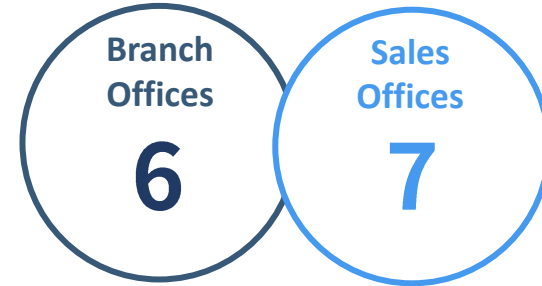
Global production, sales and support infrastructure

4

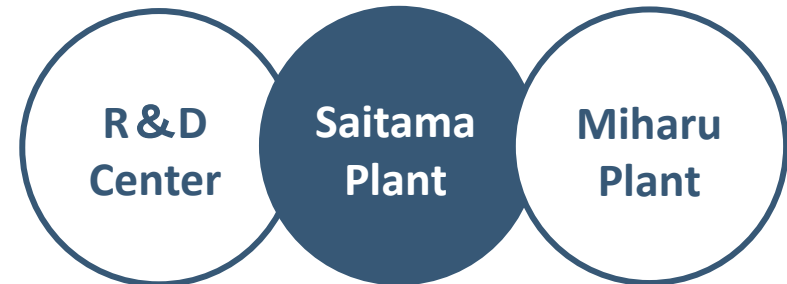
Able to create solutions using fluid control expertise

Domestic Locations

Sales Offices in **13** Major Cities Across Japan



R&D and Manufacturing Sites



Sapporo Sales Office

Niigata Sales Office

Kumagaya Sales Office

Matsumoto Sales Office

Nagoya Branch Office

Hiroshima Sales Office

Kyushu Branch Office

Osaka Branch Office

Takamatsu Sales Office

Sendai Branch Office

Miharu Plant

Mito Sales Office

R&D Center

Saitama Plant

Tokyo Branch Office /Head Office

Shizuoka Branch Office

Global Locations



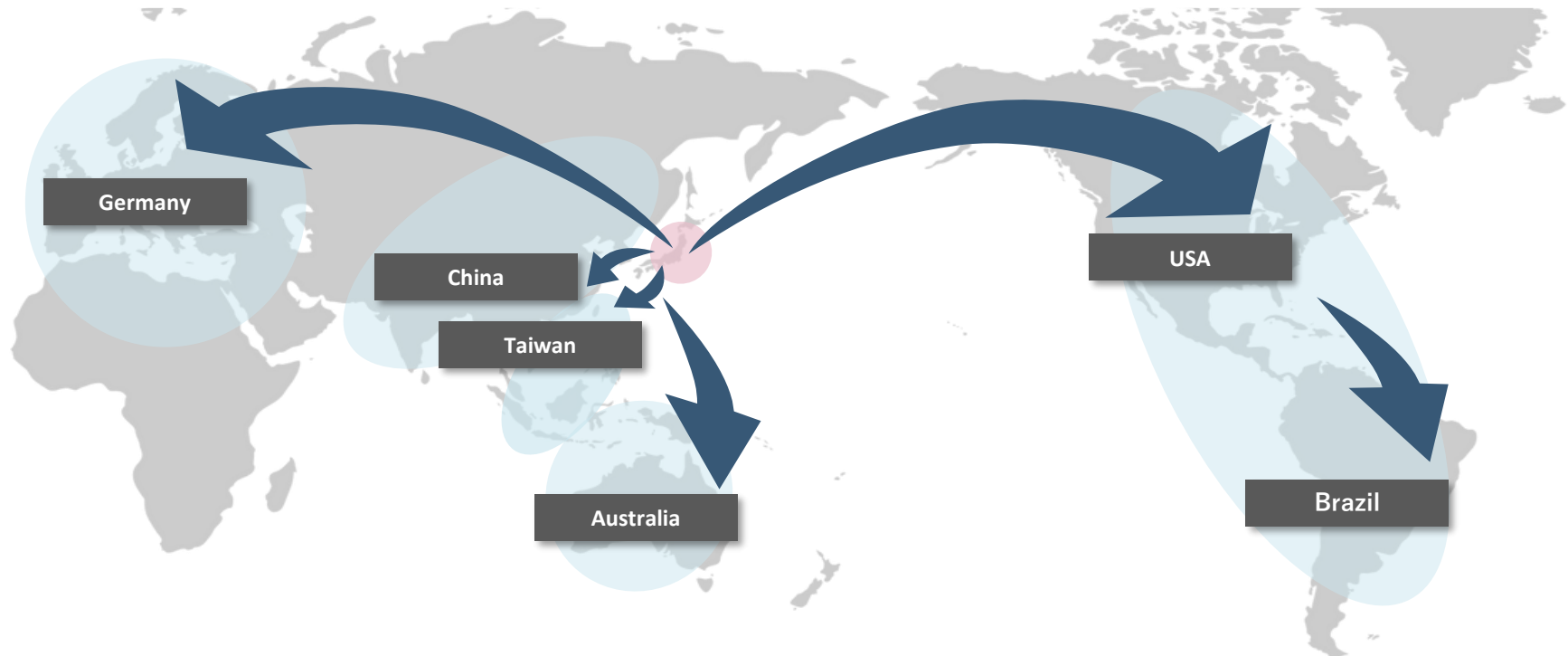
A Worldwide Sales and Service Network

Global Manufacturing Network

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

Japan: Rigorous quality assurance systems are structured to support the manufacture of many models of pumps in small quantities.

Overseas: Six locations manufacture pumps using main parts (knock-down manufacturing), resulting in the improvement of efficiency for deliveries and inventories

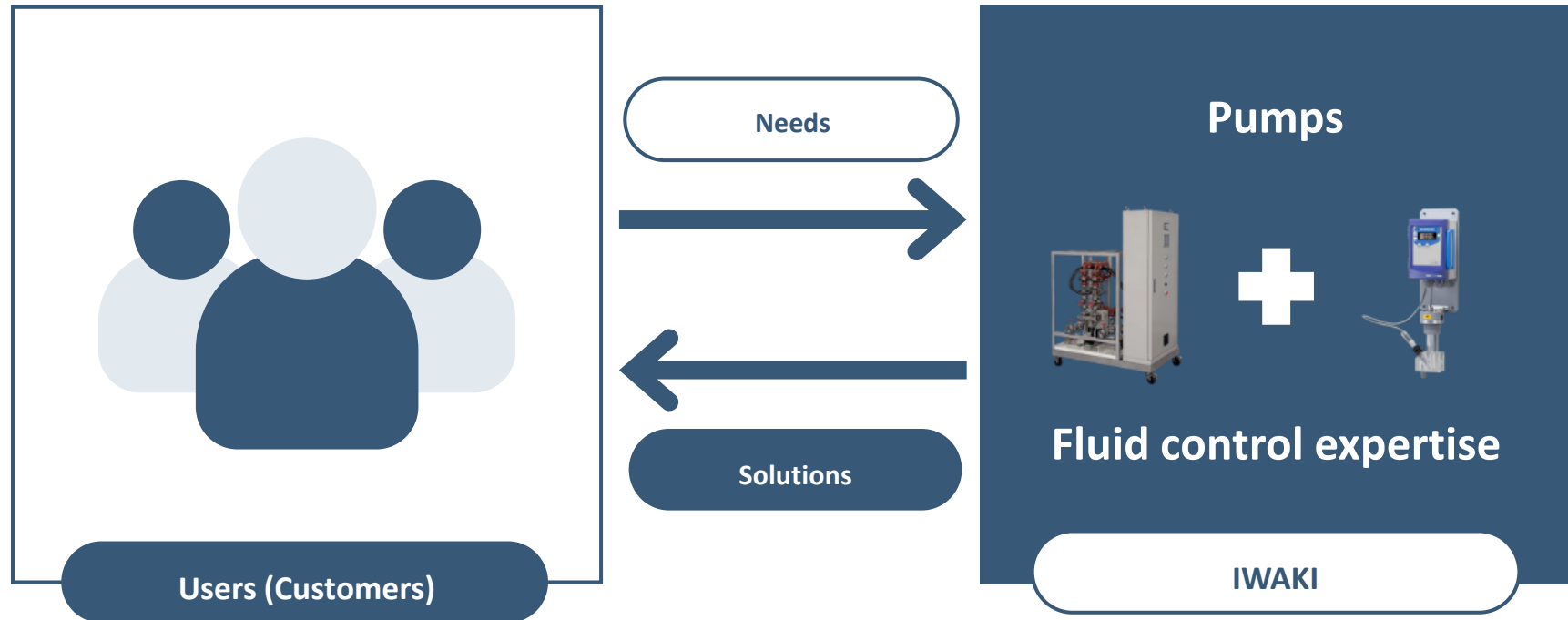


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Solutions for Customers' Needs

IWAKI uses pumps and fluid control expertise to create solutions that match the needs of every customer



We want to operate wastewater treatment equipment remotely, both for monitoring purposes and for emergency operations....
We want to mix the yogurt and fruit sauce together without crushing the fruit pulp..., etc.

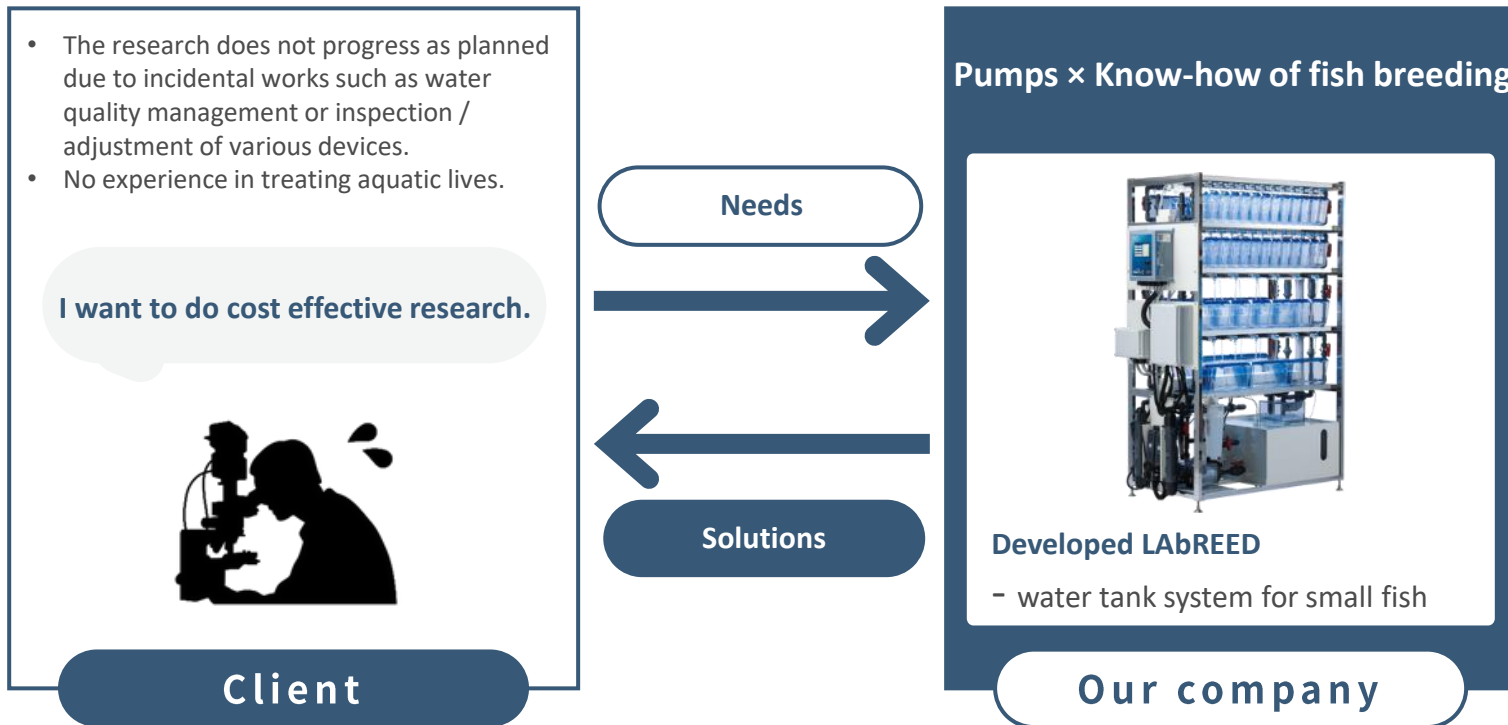
Aquatic business



Animal testing and research using mammals have become increasingly challenging from both ethical and animal welfare perspectives, while the cost of maintaining laboratory mice and rats continues to rise.



As a result, aquatic vertebrates with DNA structures remarkably similar to those of mammals have begun attracting attention as alternative research models.



03

OUR STRATEGIES

IWAKI Group Vision NEXT10

NEXT10 Key Message

Our vision

Aid daily life globally, evolving for future needs.

For the IWAKI Group Vision NEXT10, the key message is "Our vision," the vision for our future within the context of our corporate guidelines.

Qualitative targets

Qualitative targets underpin **our vision** and define **the basic policy for accomplishing this vision.**

Our vision



Aid daily life globally, evolving for future needs.

Basic Policy

Use business activities to increase the number of **IWAKI fans** worldwide and to play a role in creating a sustainable society.

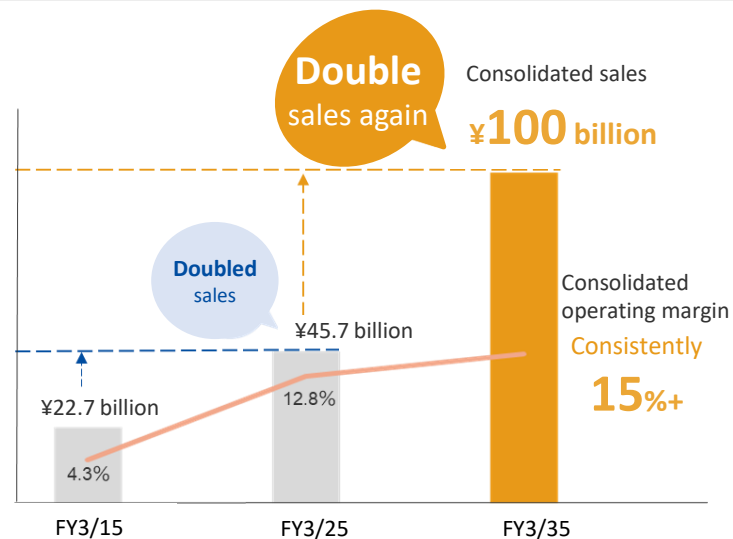
Numerical targets

FY3/35

Consolidated sales **¥100 billion**

Consolidated operating margin **Consistently 15%+**

Once again take on the challenge of doubling sales during the next 10 years, as we achieved under the 10-year Vision.

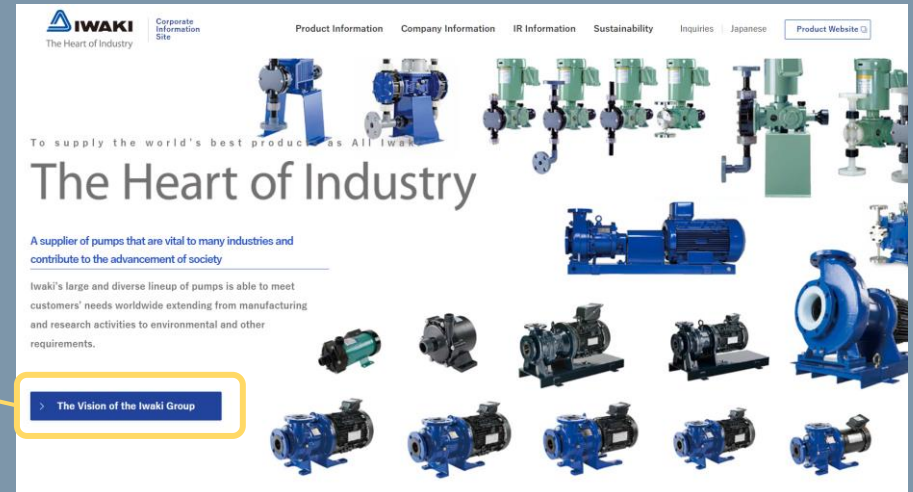


For more details on the IWAKI Group Vision, including the Medium-Term Management Plan, please refer to the information below.

Corporate Information Site : <https://www.iwakipumps.co.jp>

Please click on "The Vision of the Iwaki Group" on the top page of our Corporate Information Site for more details.

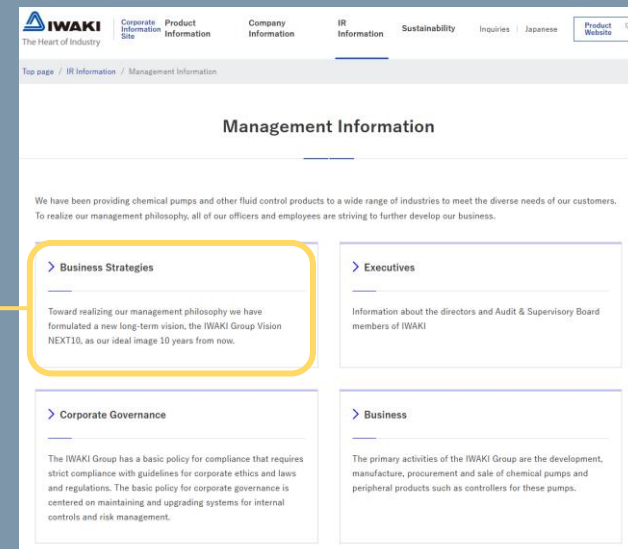
> The Vision of the Iwaki Group



IR Information > Management Information > Business Strategies
You can also find more details on this page.

> Business Strategies

Toward realizing our management philosophy we have formulated a new long-term vision, the IWAKI Group Vision NEXT10, as our ideal image 10 years from now.



Return to Shareholders

Basic policy (Fiscal year ending March 2026 to March 2028)

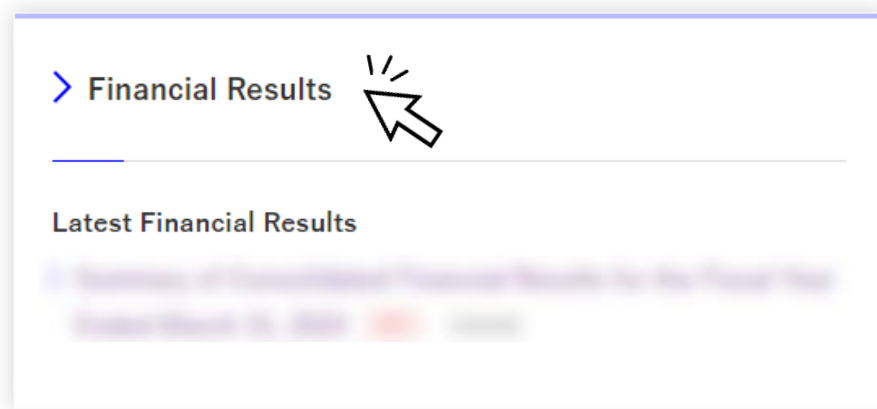
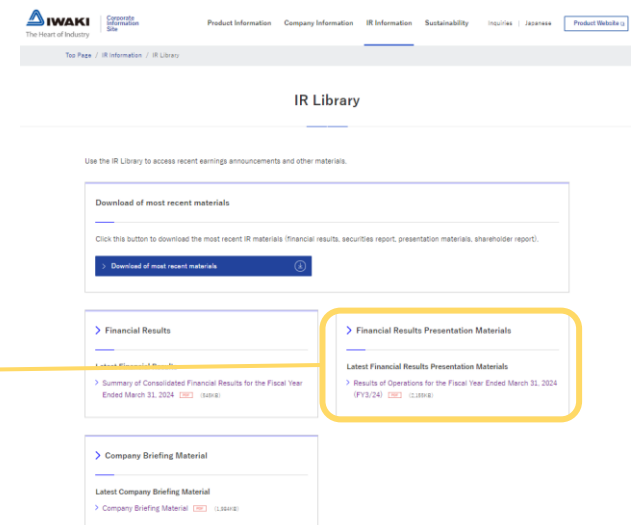
Dividend payout ratio:
more than 35%



Stable dividends

For details on shareholder returns, please refer to the latest financial results presentation materials.

IR Information > IR Library > Financial Results Presentation Materials
For more information, please see this page on our website.





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