



Elematec Corporation

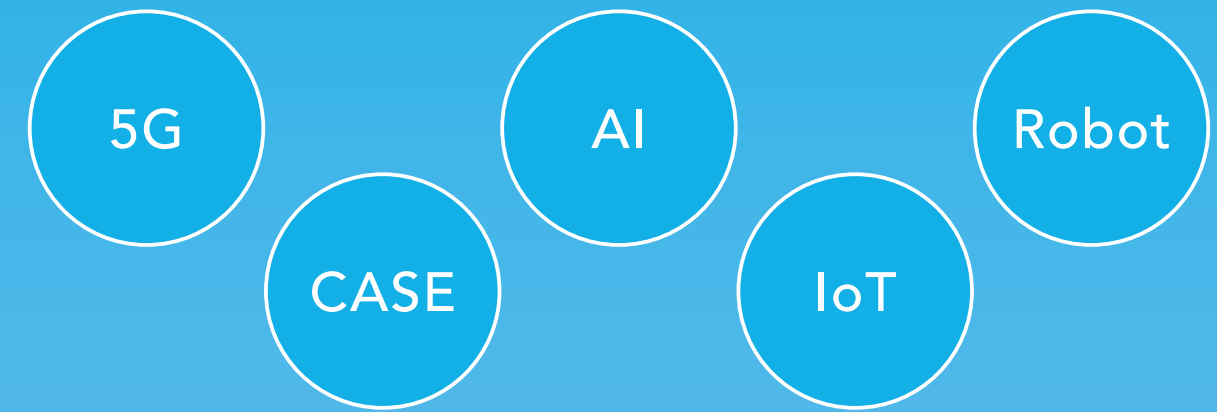
Corporate Profile

## Elematec Corporation

Sumitomo Fudosan Mita Twin Bldg. West Wing 19F,  
3-5-27 Mita, Minato-ku, Tokyo, 108-6319 Japan  
TEL: +81-3-3454-3526 FAX: +81-3-3454-3634  
<http://www.elematec.com/en/>



# We decide what we are



## Evolving Elematec for a New Era

The electronics industry is changing at a rapid pace.

Amid constant innovation, fierce competition has expanded globally, transcending industry boundaries.

What is Elematec's vision for the future?

Elematec has developed the ability to provide one-stop solutions by supplementing basic trading company functions with on-site capabilities cultivated over many years of meeting diverse customer needs, as well as its five unique functions, including planning and development/design, and manufacturing service.

We decide what we are

By continuing to integrate various service functions, Elematec will evolve into an integrated service company that can meet even more diverse customer needs.

5G..... Fifth Generation Mobile Communication System. A communication system that offers high speed, high capacity, mass connectivity, and low latency (real-time access and response).  
CASE.... Connected, Autonomous, Sharing and Electric. The four themes that constitute the future of automobiles.  
AI..... Artificial Intelligence. Technology that enables computers to perform intellectual tasks such as language comprehension, reasoning and problem solving in place of humans.  
IoT..... The Internet of Things. A system for connecting and enabling the control of all types of things, including devices, machines and appliances with communication functions.  
Robot.... A machine that performs tasks automatically, in place of humans.

# Message from the Chairman and President



## Evolving into an Integrated Service Company

Elematec Corporation was established as an electronics trading company in 2009 through a merger between TAKACHIHO ELECTRIC and OHNISHI DENKI.

With a history of accomplishments spanning over 70 years since the foundation in 1947 of TAKACHIHO ELECTRIC, we have grown into a globally recognized electronics service company with a broad operational infrastructure and a network of 64 bases in Japan and overseas, possessing sales, technology, development, and quality control capacities, as well as processing factories.

We now provides electronic materials, parts and module products to electronics manufacturers around the world.

To further contribute to customers, we are determined to evolve into an integrated service company that provides added value by organically integrating our five unique functions, including planning, development, design and manufacturing service.

Chairman of the Board (Left)  
Jun Kato

President (Right)  
Akira Yokode

### Management Principles

- 

Mission
- To provide new value by expanding our strong relationships
- 

Management policies
- To provide a multitude of quality products and services globally
  - To constantly strive for self-improvement and to seek sustained growth for the betterment of social credibility
  - Strive to maximize corporate value while emphasizing corporate governance, with consideration for the environment and safety
- 

Principles
- Respect customers' needs and be trusted as a manufacturing partner
  - Actively exchange views and take on challenges with enthusiasm, speed and teamwork
  - Each employee shall strive for self-improvement with an emphasis on equal opportunity and fair evaluation
  - Pursue the happiness and well-being of employees and growth as a group

### Corporate Overview

(As of March 31, 2019/Consolidated)

Trade name	Elematec Corporation	Net sales	183,399 million yen
Founded	April 1947	Ordinary profit	6,188 million yen
Head office location	3-5-27, Mita, Minato-ku, Tokyo	ROE	9.1%*
Capital	2,142 million yen		*Excluding special factors (Deferred tax liabilities)
Headcount	1,149	Total assets	95,667 million yen
Stock code	2715 (First section of the Tokyo Stock Exchange)	Net assets	50,056 million yen
Suppliers	Approx. 7,100 companies (Approx. 4,600 in Japan/2,500 overseas)	Shareholders' equity ratio	52.3%
Users	Approx. 6,600 companies (Approx. 3,800 in Japan/2,800 overseas)	Overseas sales ratio	57.9%

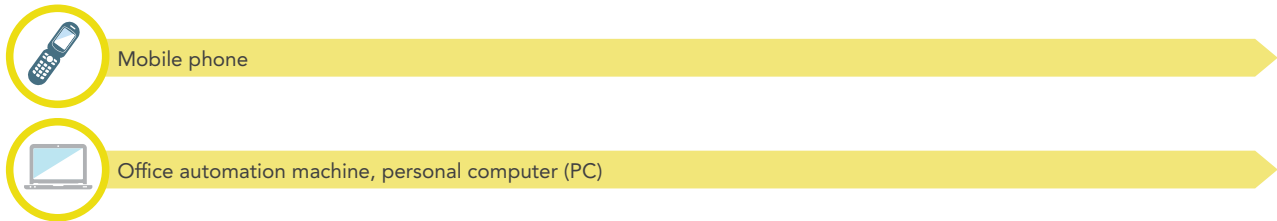


The company name "Elematec" is derived from the words electronics, materials, and technology.

# History of Elematec

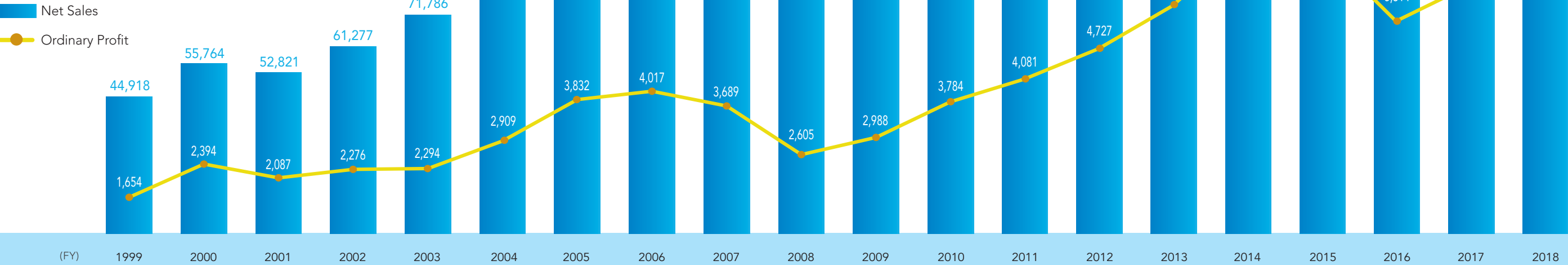
**A History of Responding to Changing Customer Needs and Markets**  
Elematec has grown steadily by supplying parts for the mobile phone, game console, LCD television, smartphone and other growing industries and markets of the time in the rapidly changing electronics industry.  
We will continue evolving to stay one step ahead of market trends as a manufacturing partner that supports the future of electronics.

## Transitions in Focus Markets

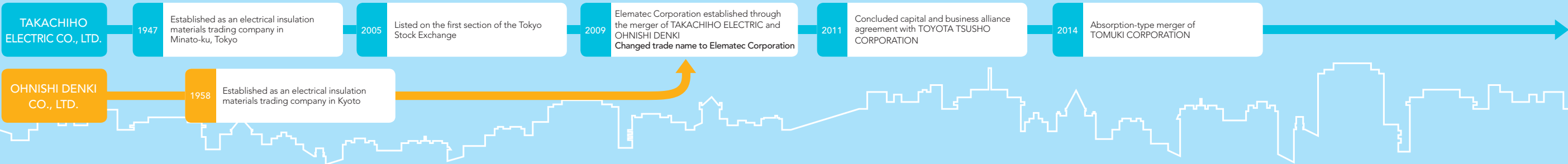


## Net Sales and Ordinary profit

(Millions of yen)

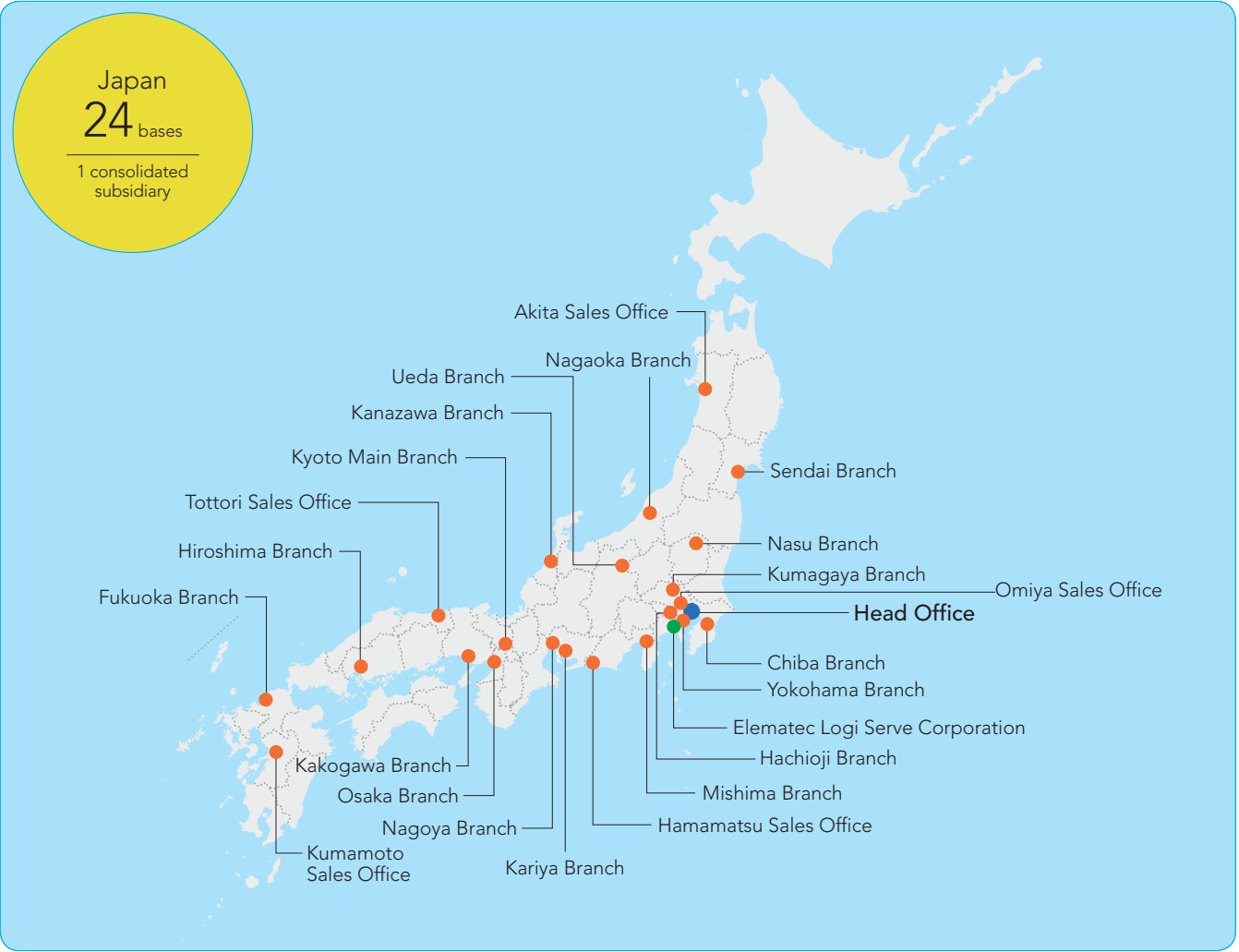


## Timeline



# Network of Elematec's Bases

By establishing relationships built on solid trust, Elematec plays a leading role in globally connecting suppliers with users who are seeking their technologies and products. With a network of 64 bases worldwide, including 22 consolidated subsidiaries, we are always at our customers' side, ready to respond promptly to their diverse needs. We will continue to expand the potential of electronics by further broadening our connections.

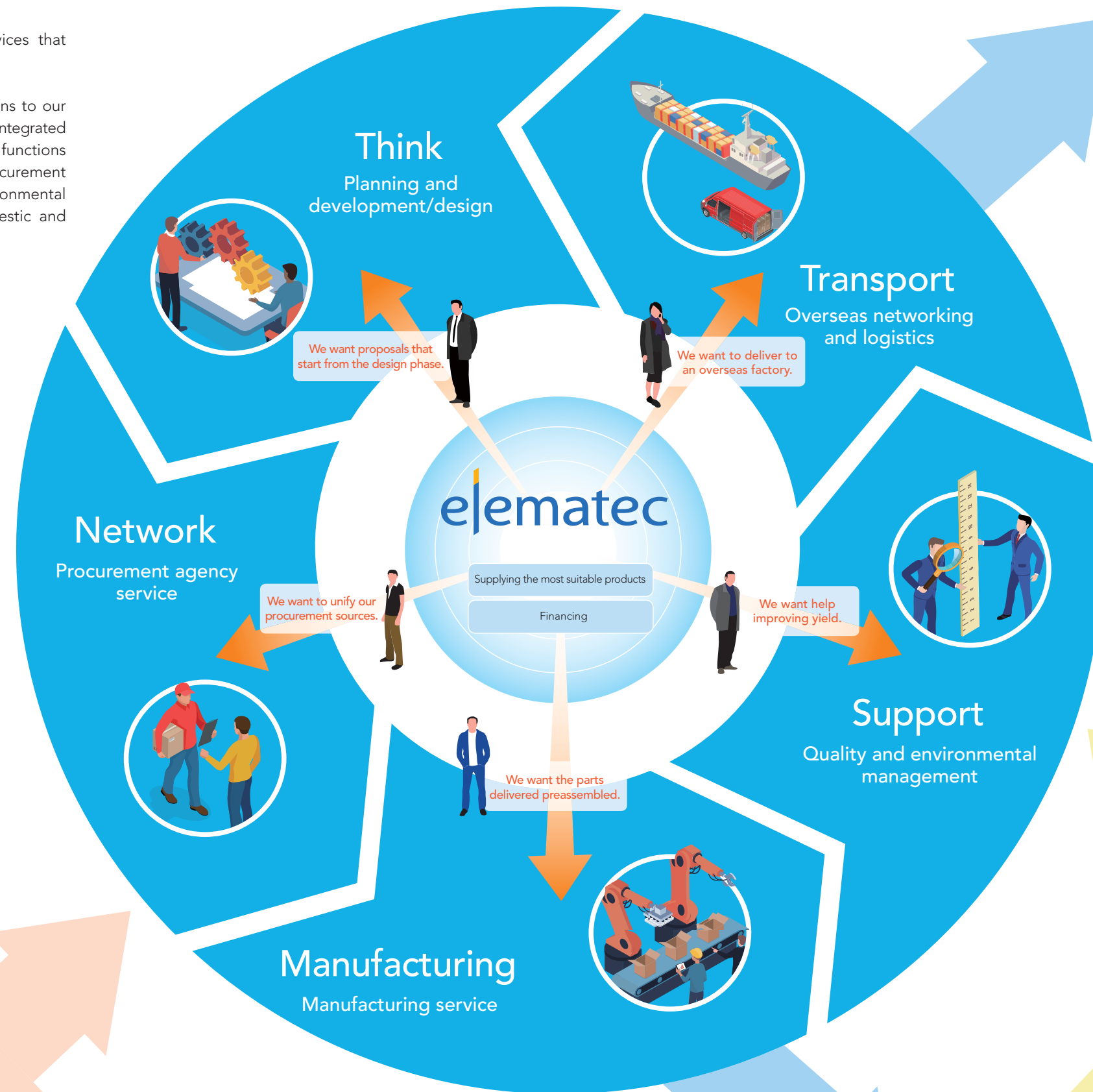


# Why Do Customers Choose Elematec?

Elematec provides the products, information and services that customers need.

This is why customers choose Elematec.

To meet customer needs, we have added new functions to our basic trading company functions. We have evolved into an integrated service company supplying one-stop solutions through functions ranging from planning and development/design to procurement agency service, manufacturing service, quality and environmental management, and logistics using our network of domestic and overseas bases.

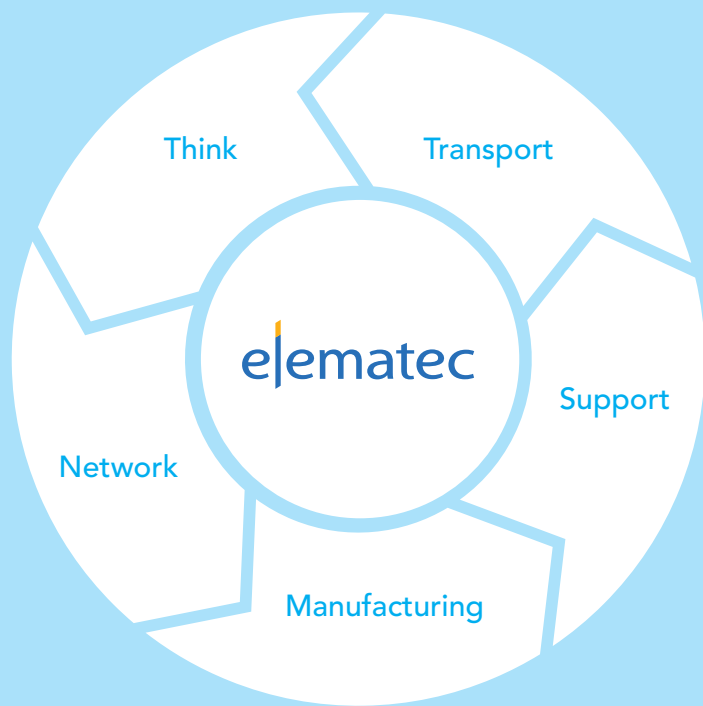


Users

Suppliers

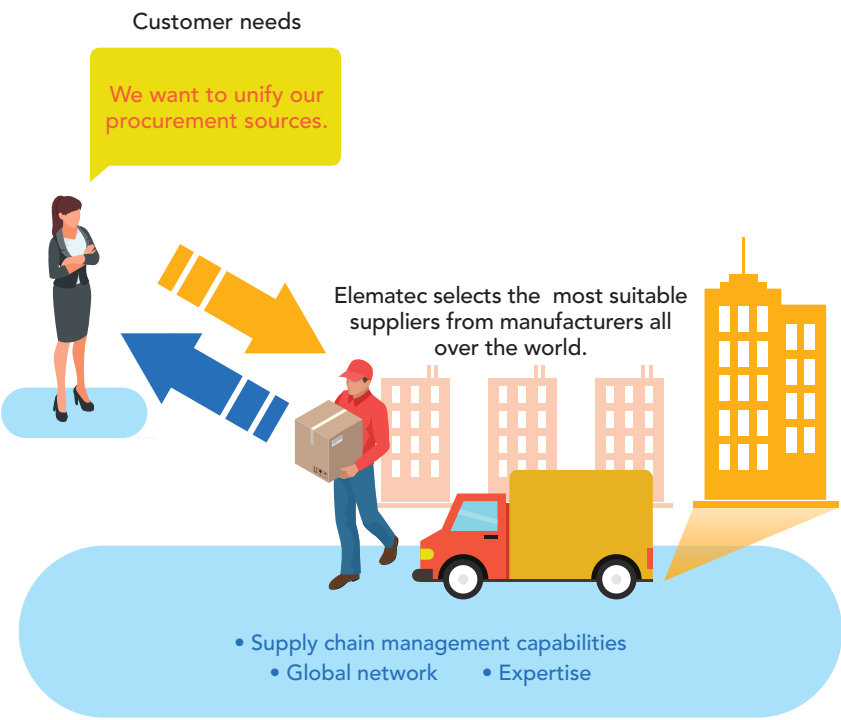
Processing service bases/  
Subcontractors

# Elematec's "Five Functions"



## Network Procurement agency service

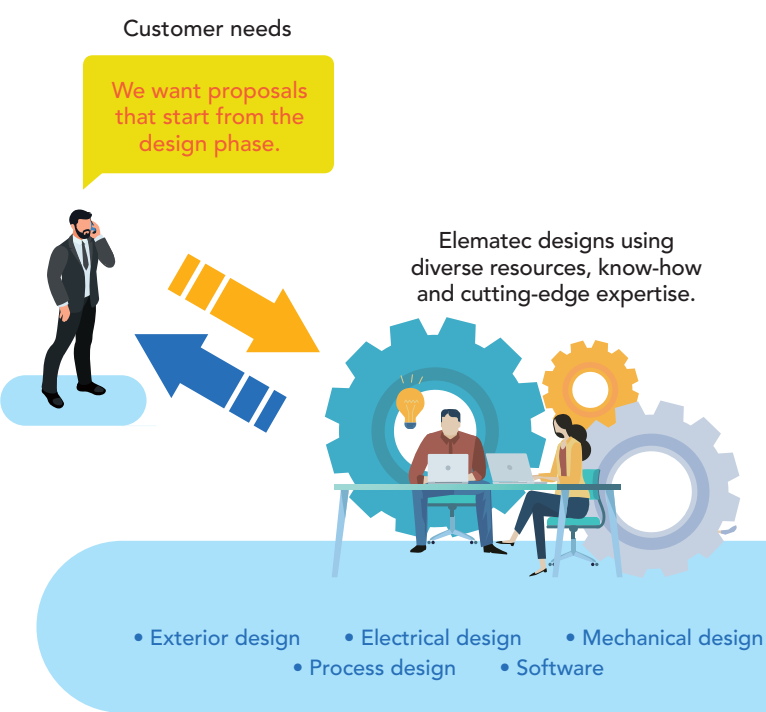
Procuring parts and materials that best match their requirements in terms of quality, cost, and delivery



Elematec provides procurement agency service to manage multiple suppliers, complex orders and deliveries on the behalf of customers, enhancing operational efficiency and reducing costs. We utilize our know-how and expertise to procure parts and materials in Japan and overseas while carrying out thorough quality control and delivery management. In addition to handling specified parts, we also suggest more suitable suppliers based on a firm grasp of the strengths of many manufacturers around the world. Elematec has bases worldwide that can respond quickly to quality issues or other problems.

## Think Planning and development/design

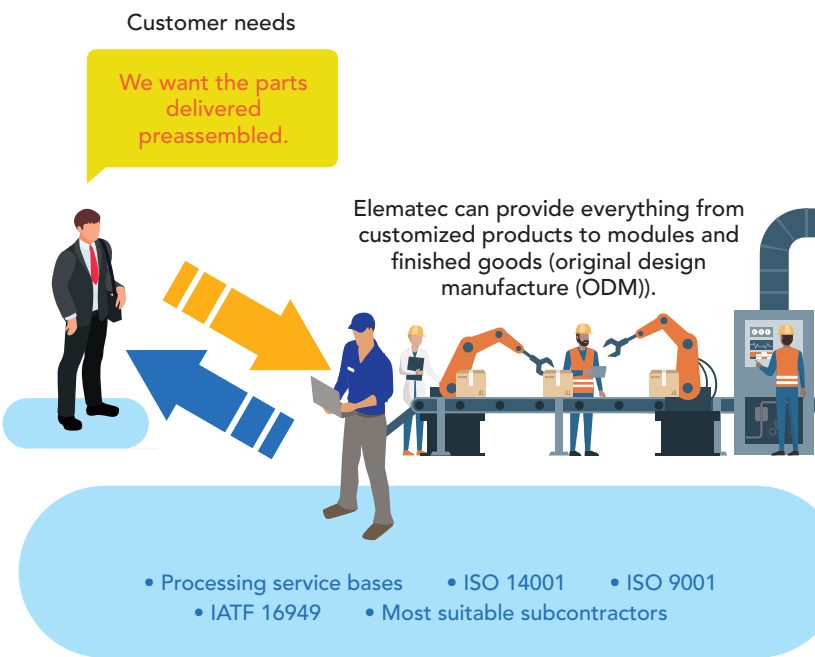
Planning and development/design of products that match essential needs



Elematec forms relationships that extend beyond customers' purchasing divisions to include their design and development divisions, allowing us to identify their essential needs. From limited information, we can grasp these needs. Our Sales Division, Marketing and Development Division and Design Department work together to plan, develop and design new parts and units. Our Design Department has specialists in mechanical design and electrical circuit design, and possesses prototyping equipment such as 3D CAD, 3D printers and numerically controlled (NC) machine tools. In addition to using these resources, we leverage our vast operational infrastructure, cutting-edge expertise and know-how to provide products that match our customers' needs.

## Manufacturing Manufacturing service

Providing high-quality manufacturing service and customization

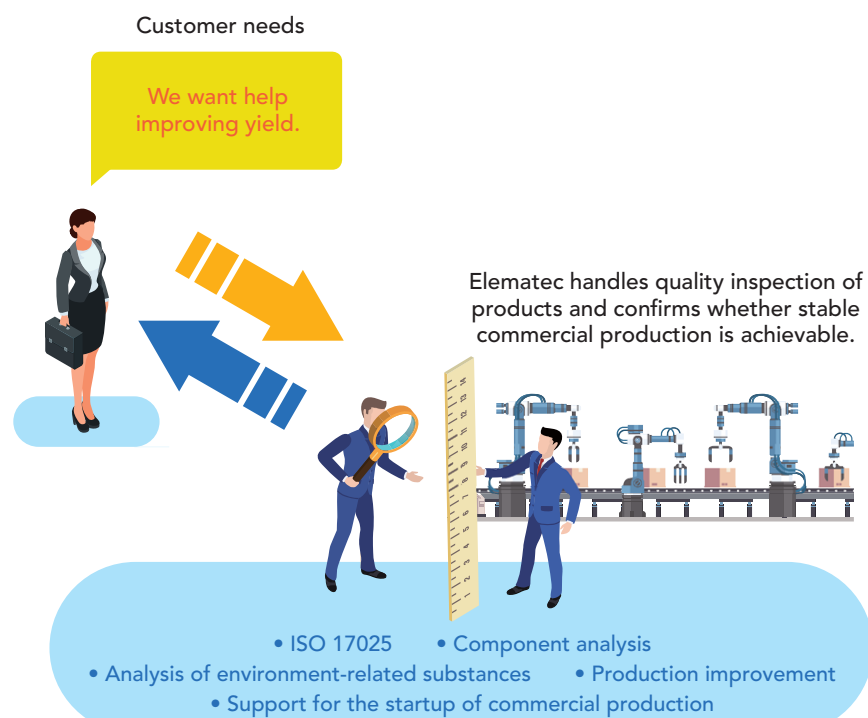


Elematec has one domestic and two overseas processing service bases for manufacturing customized products and modules. These items have been developed and designed for specific customers, based on the customer's product development information and on the latest technological information gathered through our worldwide network of bases. In addition to using our own processing service bases, we work in cooperation with technologically advanced, cost-competitive contract manufacturers in Japan and overseas to supply customized products and modules, as well as finished goods (ODM). We have constructed a global supply chain based on our understanding of "information," "technology," and "manufacturing."

ODM.....The original design and manufacture of other companies' products. We outsource manufacturing.  
ISO 14001 .....An international standard that serves as a framework for ongoing reduction of environmental impact in business activities (environmental management system)  
ISO 9001 .....An international standard that serves as a framework for continuous improvement in the quality of products and services, and increasing customer satisfaction (quality management system)  
IATF16949.....An international standard that serves as a framework for preventing defects in automotive products and services, and for reducing product nonuniformity and waste (quality management system for the automotive industry)

## Support Quality and environmental management

### Sophisticated quality control system for providing high-quality products

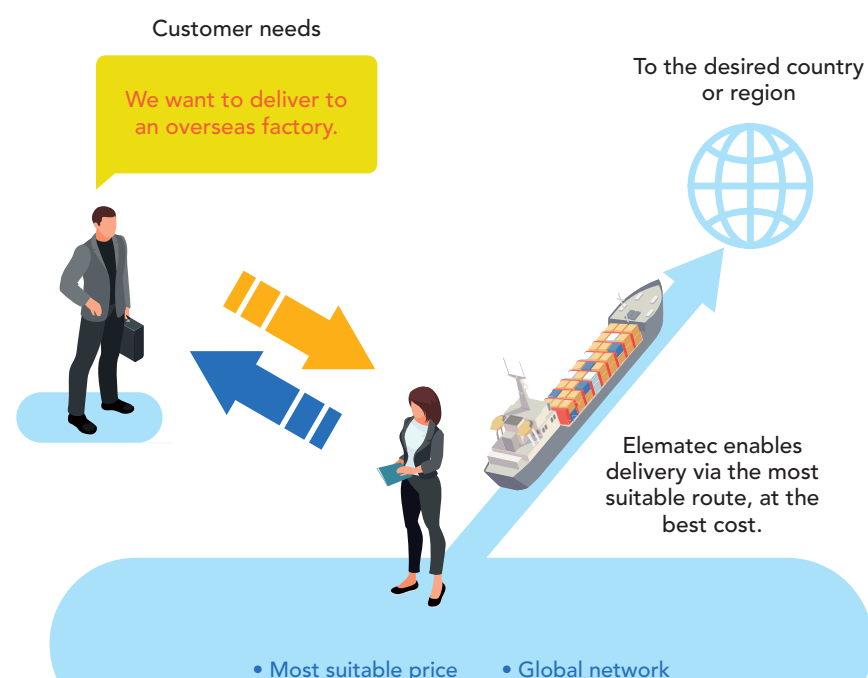


ISO 17025 ..... An international standard that certifies the technical capabilities of testing laboratories and calibration agencies

Elematec offers a variety of services to meet customers' stringent quality demands. In response to customers' audit requests, in addition to conducting tests to ascertain that products and environmental protection measures, such as component analysis, meet standards, we confirm whether stable commercial production is achievable when shifting from trial production. Led by our Environment Preservation & Quality Assurance Department, we provide multifaceted support when defects occur, including promptly identifying and analyzing defects with the customer, formulating and implementing improvement plans, and working to prevent recurrence.

## Transport Overseas networking and logistics

### Providing smooth global logistical support using our worldwide network of bases



With the advance of globalization, there has been an expansion in offshore trade that does not pass through Japan. Furthermore, a current trend in global business is the shift from China as the "factory of the world" to manufacturing centered on the ASEAN region. Elematec's worldwide network is able to respond to this trend. We ensure close cooperation not only between Japan and overseas bases, but also between overseas bases. Whether in Japan or elsewhere, we work closely with our customers to realize faster and smoother communications and logistics, transcending time zones and language barriers.

## Elematec's Focus Market Areas

Elematec's services and the products it handles are utilized in every area. We have identified 22 focus market areas, and are expanding our business activities using our five unique functions.

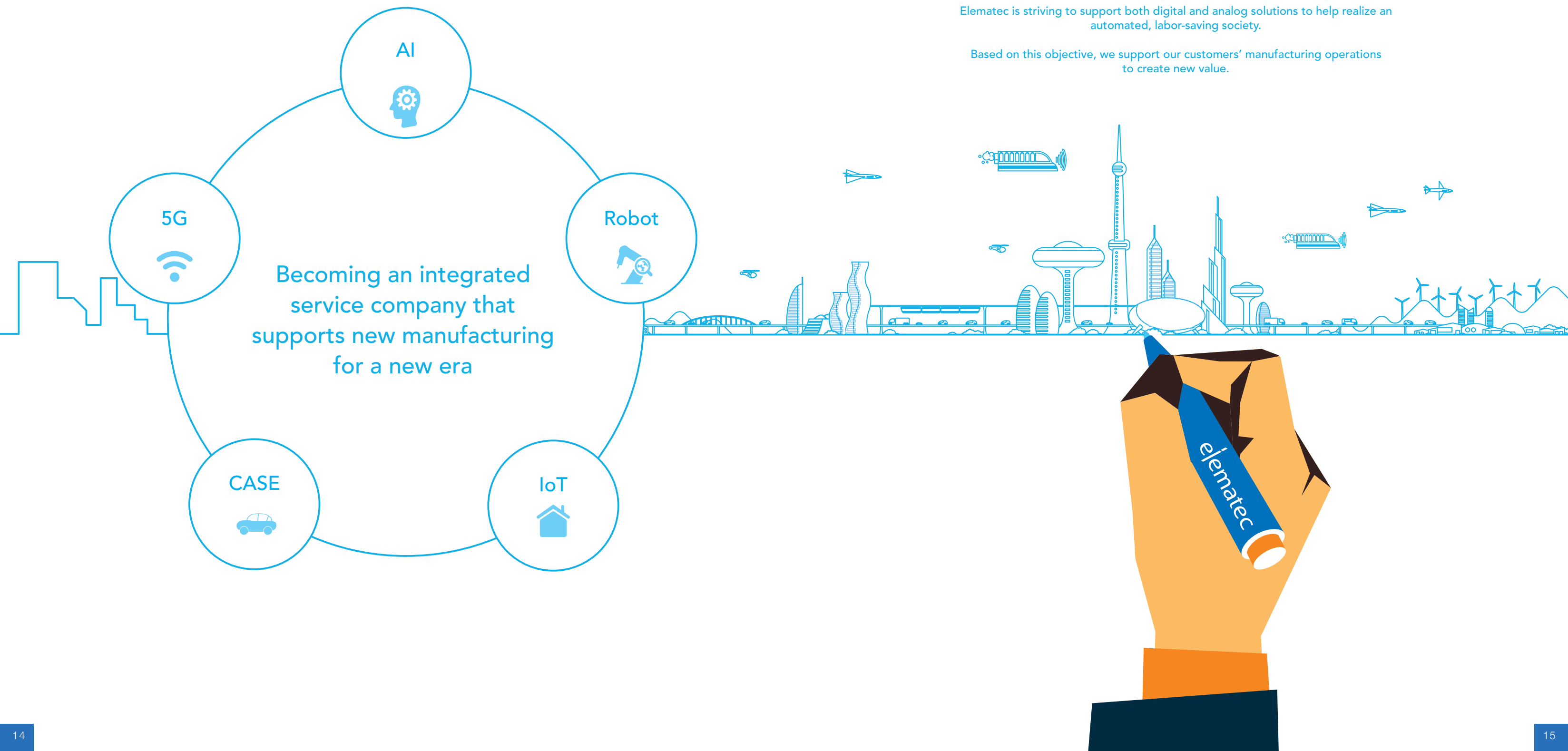
### Digital Electronics

### Automotive

### Broad Market



# We create new value



By continuing to quickly identify and respond to changes around the world, Elematec will take advantage of large social trends to achieve further growth.

5G is certain to spread. It will give rise to completely new products and services that take advantage of its high speed, high capacity, mass connectivity and low latency (real-time access and response).

We are moving toward a future in which everything is electronic, automated and labor-saving. This dramatic change will lead to a rapid increase in demand for electronic materials and components, resulting in further expansion of the fields in which Elematec will grow.

Elematec is striving to support both digital and analog solutions to help realize an automated, labor-saving society.

Based on this objective, we support our customers' manufacturing operations to create new value.

Officers (As of June 26, 2019)

Members of the Board

Chairman of the Board	Jun Kato
President	Akira Yokode
Executive Managing Director	Nobuo Suzuki
Executive Managing Director	Atsushi Shimizu
Executive Managing Director	Sei Kawafuji
Member of the Board	Mitsuhiro Tsubakimoto
Member of the Board	Yasuhiro Kakiyara
External Member of the Board	Sosuke Seki
External Member of the Board	Tatsumi Maeda

Audit & Supervisory Board Members

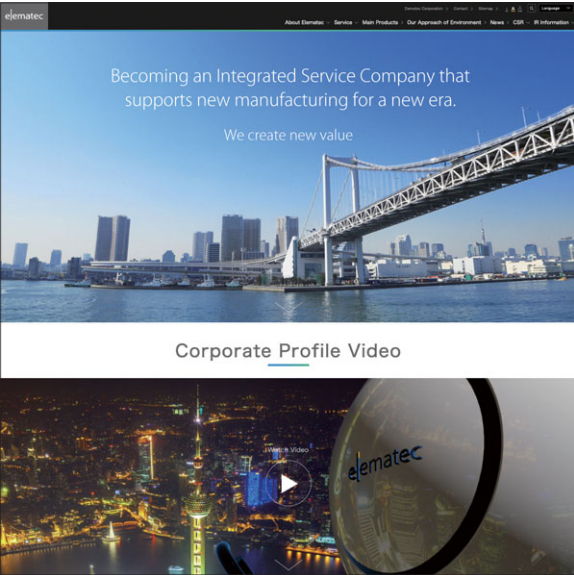
External Audit & Supervisory Board Member (Full-Time)	Koichi Hiraga
Audit & Supervisory Board Member (Full-Time)	Atsuo Isogami
External Audit & Supervisory Board Member	Hiroshi Mizukami
Audit & Supervisory Board Member	Yoshihiro Shiji

Managing Director

Senior Managing Director	Masanori Kitahira
Senior Managing Director	Shigeru Ino
Managing Director	Yoshihiro Hashimoto
Managing Director	So Tahara
Managing Director	Tsutomu Kishishita
Managing Director	Masahiro Fukami

Website Guide

Corporate Website  
<http://www.elematec.com/en/>



IR Information  
<http://www.elematec.com/en/ir/>

