

# Company Information



- **Listed Market** Prime Market in Tokyo Stock Exchange
- **Stock Unit of Trading** 100 shares
- **Established** November, 1949
- **Head Office** Tokyo Square Garden, 3-1-1, Kyobashi, Chuo-ku, Tokyo 104-0031 JAPAN  
TEL +81-3-5202-4011 FAX +81-3-5202-4054
- **URL** <https://www.sunwa.co.jp/>
- **Capital** ¥3,727,000,000
- **Number of Issued Shares** 16,044,000
- **Business Place** Offices : Tokyo(Head office), Kitakanto (Saitama-shi), Tokyo-Nishi (Hachioji-shi), Yokohama, Mikawa(kariya-shi), Nagoya, Kyoto, Osaka, Fukuoka, Tohoku (Sendai-shi), Nagaoka, Kofu, Nagano, Numazu, Hamamatsu, Mie (Yokkaichi-shi), Hokuriku (Toyama-shi), Kanazawa, Shiga, Himeji, Hiroshima, Shikoku (Niihama-shi), Kitakyushu, Kumamoto, Oita, Nagasaki  
Logistics Centers : Tokyo, Nagoya, Kyushu (Kitakyushu-shi)  
Overseas : Chicago, Greenville (South Carolina), Los Angeles, Queretaro, Frankfurt, Ljubljana, Shanghai·Shanghai Mechatronics Centre, Shenyang, Dalian, Qingdao, Tianjin, Suzhou, Changzhou, Wuhan, Hangzhou, Guangzhou, Xiamen, Shenzhen, Hong Kong, Hong Kong Logistics Center, Taipei, Taichung, Tainan, Hanoi, Ho Chi Minh, Manila, Bangkok, Penang, Kuala Lumpur, Singapore, Jakarta
- **Number of Employees** 1,073 (Consolidation) (As of September 30, 2022)
- **Consolidated Subsidiary** 2 domestic companies (SUNWA-TRINITY, SUNWA-LOGISTIC)  
13 overseas companies (America, Mexico, Europe (Germany), Shanghai, Shenzhen, Hong Kong, Taiwan, Vietnam, Philippines, Thailand, Malaysia, Singapore, Indonesia)

## Description of Business

When it was founded in 1949, Sun-Wa Technos Corporation responded to the demands of that era, during which Japan was rebuilding its industrial capacity following World War II. Ever since then, our main business has been the sale of technology products—such as industrial systems and machinery, electric motors, and control equipment—and associated contracting work. With the subsequent structural changes in Japanese industry, however, we extended into three product lines: electrical machinery, electronics, and general machinery. Today, we mainly handle products in the fields of industrial electronics and mechatronics as an independent technology trading company that provides consistent services from technical proposals optimally combining various technologies to quality control, production efficiency improvement and maintenance.

As a recent initiative, we are actively dealing in environmentally friendly products and contributing to the environment through sales of products for energy creation, energy storage, and energy conservation. Especially in the electric power sector, we are developing businesses across solar power generation, rechargeable batteries, and energy management. Through the LED lighting business, energy-saving equipment business, facility automation business, and component sales for environmental equipment, we will promote environmental initiatives aimed at contributing to “carbon neutrality by 2050.”

**The Electrical Machinery Department :** We offer "labor-saving" and "manpower-saving" solutions that meet customer needs through the sale of servo motors, controllers, inverters, and other mechatronics products, thus improving productivity and contributing to solutions for environmental problems.

**The Electronics Department :** We sell industrial PCs, power supplies, connectors, sensors, and other electronic components for factory automation, IoT, and other factory automation equipment.

**The General Machinery Department :** We provide total engineering support, from the design and manufacture of control panels to system design, by offering robot solutions based on image processing and AI/AR technologies to improve the customers' production site efficiency.



AC Servo Motors



Image processing system



Diode



Articulated Robot

Mobile Robot

Electrical Machinery Department

Electronics Department

General Machinery Department

## Special Features and Strengths

### ◆ Special Features of Sun-Wa Technos

- 1) With an emphasis on its core electrical machinery, electronics, and general machinery businesses, Sun-Wa Technos, as a technology trading company, offers services ranging from the modernization of plant production equipment to the most advanced ICT, helping our customers develop their products and equipment from the development phase up to prototype manufacturing.
- 2) We also distribute our customers' products through our network involving our overseas bases, which helps deepen our interdependence and mutual trust with them.
- 3) We have our in-house engineering department and quality control department, enables us to provide our customers with various services in a comfortable, reliable manner.
- 4) In accordance with our Corporate principles, we are committed to workforce development regularly hire, and have paid stable dividends to our shareholders every year since the Company was founded.

### ◆ Aggressive Development of Overseas Business

Since opening its first overseas base in Singapore in 1995, the Sun-Wa Technos Group has established business bases at 31 locations in 12 countries. Because the decision of each one of these overseas expansions was made to satisfy specific customer needs, the investment paid off within a relatively short period of time, contributing to our bottom line. In response to our customers expanding overseas, we approach them by emphasizing the selling point that we will be able to offer similar services to what is available in Japan. This process allows us to locate capable local manufacturers so that we are able to expand our own businesses as well. We are in the process of building Sun-Wa Global Network, which includes procurement services (global SCM solutions) entrusted by our customers. We are helping our customers reduce total costs mainly by streamlining their operations from inventory through distribution. We are also deploying a business which develops excellent products overseas and supplies them to our customers at home and abroad.

### 【Main Customers】

Yaskawa Electric Group, Denso Group, Konami Group, Mitsubishi Electric Group, Panasonic Group, SCREEN Group, Fuji Electric Group, AGC Group, Omron Group, Canon Group, Shima Seiki Mfg Group, Hitachi Group, Fuji Group, Nikon Group, Daihen Group, Yamaha Motor Group, Toshiba Group, SEGA SAMMY Group, Bridgestone Group, TOTO Group, Fujitec Group, Amada Group, Glory Group, Fujifilm Group, Nissin Food Group, Daifuku Group, SMC Group, Miura Group, Okuma Group, Kyosan Electric Manufacturing Group

### 【Main Suppliers】

(Electrical Machinery · Electronics Department)

Yaskawa Electric Group, Omron Group, MinebeaMitsumi Inc., TDK-Lambda Corporation, Kel Corporation, Stanley Electric Co., Ltd., Daihen Group, Phoenix Contact K.K., Ricoh Group, Nippon Aleph Corporation, Fujikura Group, Siemens K.K., Origin Co.,Ltd., CONTEC Co., Ltd., Nichicon Corporation, Toshiba Infrastructure Systems & Solutions Corporation, Meidensha Corporation

Honda Tsushin Kogyo Co.,LTD., OTAX CO., LTD., Fuji Light Metal Co., Ltd.

(General Machinery Department)

Sanki Engineering Co., Ltd., Fuji Light Metal Co.,Ltd., Denso Wave Incorporated, Nikkiso Co., Ltd., Overseas machine maker, etc

## — Sun-Wa Vision 2030 —



In line with our corporate philosophy, "Develop Talents, Build Business, Contribute to Society" we have been contributing to the development of industry and the realization of a sustainable society by leveraging our global network to provide customers with the latest information, solutions that meet their needs, and safe and secure services, as well as by collaborating with our partner companies.

In recent years, global social conditions have changed rapidly, and the environment surrounding the Company continues to be uncertain.

In order to clarify the direction in which the Group is heading, we have reviewed our "Sun-Wa Vision 2025" and formulated the new long-term vision of "Sun-Wa Vision 2030."

### Our Mission: Why We Exist?

We connect technologies in the world to create new value and support the development of a prosperous society.

### Our Vision: What We Aspire?

We are the best partner in manufacturing to make our customers' wants and needs possible, and connect businesses around the world with relationships of trust.

### Values: Our Guiding Principles

Customer First

Spirit of Challenge

Teamwork and Communication



## Outline of Company

November	1949	Establishment of a company (Former corporate name YAMADA KOGYO CORPORATION)
April	1958	Fukuoka Branch opened
August	1960	Osaka Branch opened
October	1962	Nagoya Branch opened
November	1972	Kyoto Branch opened
May	1982	Listed on O.T.C. market
November	1984	Nagoya Service Center opened
April	1993	Changed the company name from YAMADA KOGYO CORPORATION to SUN-WA TECHNOS CORPORATION
May	1995	SUN-WA TECHNOS(SINGAPORE) PTE LTD. established
December	1997	SUN-WA TECHNOS(H.K.)CO.,LTD. established
April	1998	SUN-WA TECHNOS(EUROPE)GmbH established
July		SUN-WA TECHNOS AMERICA,INC. established
November		SUN-WA TECHNOS(TAIWAN)CO.,LTD. established
October	2000	SUN-WA TECHNOS(MALAYSIA)SDN. BHD. established
December	2001	SHANGHAI SUN-WA TECHNOS CO., LTD. established
April	2003	Listed on the Tokyo Stock Exchange Second Section
February	2004	Received ISO14001 certification
March		Tokyo Service Center opened
March	2005	Listed on Tokyo Stock Exchange First Section
October		Kyushu Service Center opened
October	2006	SUN-WA TECHNOS ASIA (THAILAND) CO., LTD. established
December	2007	SHANGHAI SUN-WA TECHNOS CO., LTD. Mechatronics Centre opened
January	2009	SUN-WA TECHNOS(SHENZHEN)CO., LTD. established
February		Received ISO14001 certification for Electric Machinery & General Machinery
October		Tokyo-Nishi Branch opened
October		SUN-WA TECHNOS HONG KONG LOGISTICS CENTER opened
March	2014	SUN-WA TECHNOS (TAIWAN) CO., LTD. Taichung Office opened
October		PT.SUNWA TECHNOS INDONESIA established
September	2015	SUN-WA TECHNOS (PHILIPPINES), INC. established
January		SUN-WA TECHNOS MEXICO S.A. de C.V. established
May	2016	SUN-WA TECHNOS AMERICA, INC. Los Angeles Branch opened
April	2017	SUN-WA TECHNOS (VIETNAM) CO.,LTD. established
		Nagoya Office opened (formerly Nagoya Branch)
		Yokohama Branch opened (formerly Yokohama Sales Office)
April	2018	Kanto Office opened
		Kansai Office opened
October		SUN-WA TECHNOS(EUROPE)GmbH, Ljubljana Branch Office opened
April	2019	Kita-Kanto Branch opened (formerly Kita-Kanto Sales Office)
		Mikawa Branch opened (formerly Mikawa Sales Office)
June		Shikoku Sales Office opened
August		SUN-WA TECHNOS (VIETNAM) CO.,LTD.Ho Chi Minh Office opened
December		SHANGHAI SUN-WA TECHNOS CO., LTD. SHANGHAI Office and SHANGHAI SUN-WA TECHNOS CO., LTD. Mechatronics Center merged and relocated
December	2020	Nagaoka Sales Office opened
January	2021	SUN-WA TECHNOS (MALAYSIA) SDN.BHD.Penang Office opened
February		Kofu Sales Office opened
May		SHANGHAI SUN-WA TECHNOS CO., LTD. Xiamen Office opened
October		Kanazawa Sales Office opened
December		Kitakyushu Sales Office opened
April	2022	Transition to Prime Market in Tokyo Stock Exchange
September		Shiga Sales Office opened
November		SHANGHAI SUN-WA TECHNOS CO., LTD. Qingdao Office opened
		SHANGHAI SUN-WA TECHNOS CO., LTD. Wuhan Office opened
		SHANGHAI SUN-WA TECHNOS CO., LTD. Changzhou Office opened



Head Office

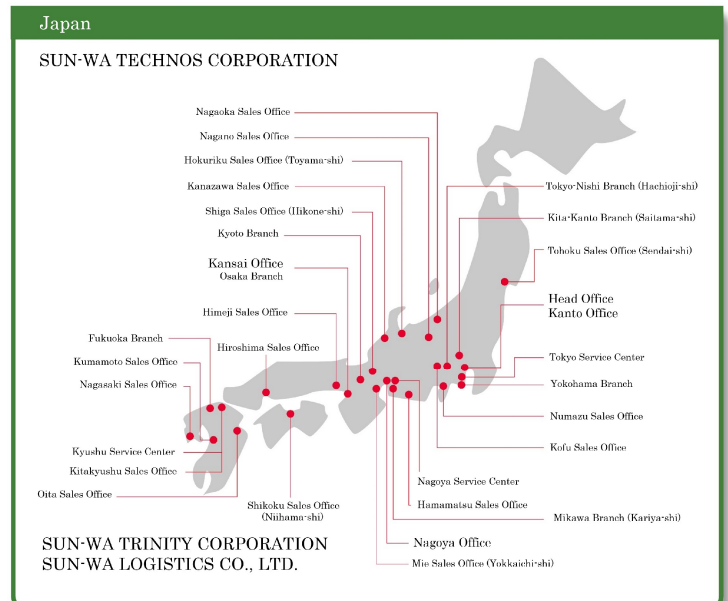
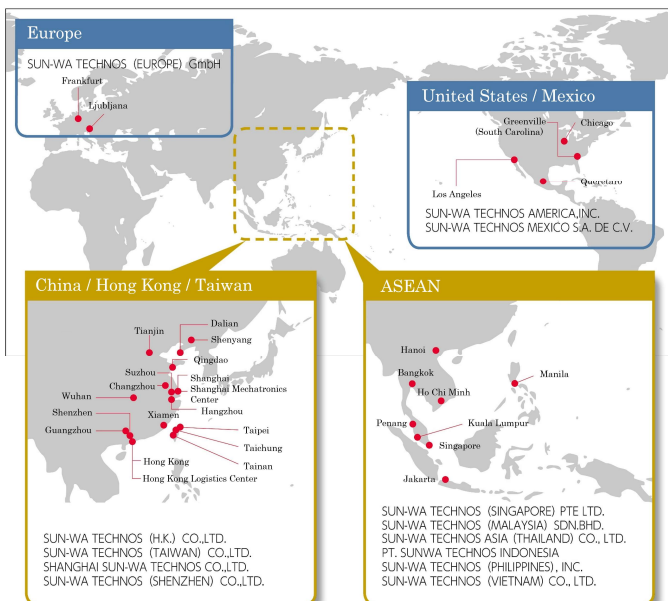


Nagoya Office



SHANGHAI SUN-WA TECHNOS CO.,LTD. (Changzhou Office)

## Sun-Wa Global Network



### ◆Consolidated Basis

Fiscal year	Net sales (Million of yen)	Operating income (Millions of yen)	Ordinary income (Millions of yen)	Net income (Millions of yen)	Net income per share (Yen)	Annual dividend per share (Yen)
2020	134,769	2,152	2,567	1,786	113.23	34.00
2021	154,414	4,804	5,195	3,577	228.33	37.00
2022(plan)	174,000	6,500	6,650	4,650	300.72	40.00

※Financial results for the Fiscal year 2021 are indicated as the amount after changing the accounting standard.

## Performance



**Sun-Wa New Stage 2024**

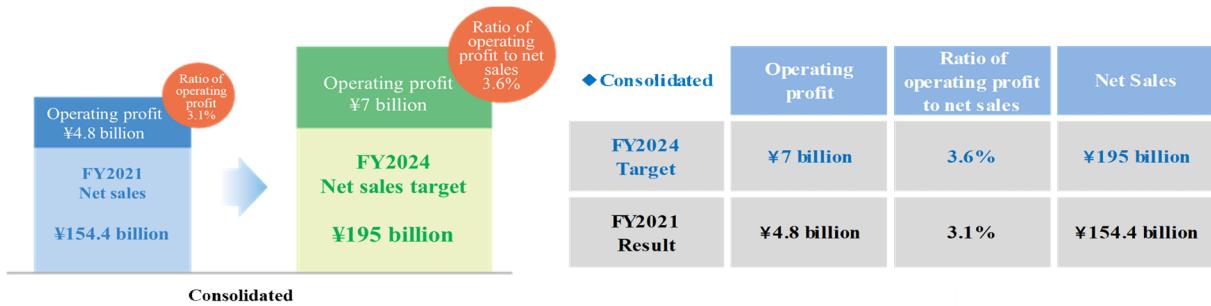
Eleventh Medium - Term Management Plan 「SNS2024」

● Our Initiatives

Sun-Wa Group has formulated its 11th medium-term management plan, "SNS2024," which covers the three-year period from FY2022 to FY2024. We will continue to contribute to the realization of a sustainable society and aim to further enhance the Company's corporate value.



**Financial Targets**  
Enhancement of corporate value  
FY2024 Operating profit target ¥7 billion



**Basic Policy**

As a global supply chain professional  
supporting the future of manufacturing with "connection" and "trust"

- Challenge 01** Focus on growth areas where innovation is required

  - Identification of customer segments in which resources will be invested
  - Formulate strategic action plans by customer segment
  - Improve gross profit margin through strategy implementation
- Challenge 02** Provide higher value-added products and new solutions

  - Provide optimal products and solutions in each customer segment
  - Improve operational efficiency and value provided through digital transformation (DX)
  - Expand overseas market share through local contacts and global network
- Challenge 03** Contribute to the realization of a sustainable society through sustainability management

  - Effectively address sustainability issues
  - Contribute to a decarbonized society throughout the supply chain
  - Cultivate diverse human resources to support sustainable growth

● To Investors

Our basic policy on profit distribution is as follows.

- Stable and continuous return of profit that takes into consideration the progress of business performance and the business environment
- Return profits to shareholders in line with consolidated business performance from a medium- to long-term perspective, while taking into consideration the balance between aggressive business development and financial soundness
- Conduct purchase of treasury shares flexibly depending on the timing and financial situation, in order to improve shareholder returns and capital efficiency

I would like to take this occasion to ask all of our shareholders and investors for your continued guidance and encouragement.