

FACTBOOK

7467/TSE 1st Section, NSE 1st Section
HAGIWARA ELECTRIC HOLDINGS CO., LTD.
 For the fiscal year ended on March 31, 2020



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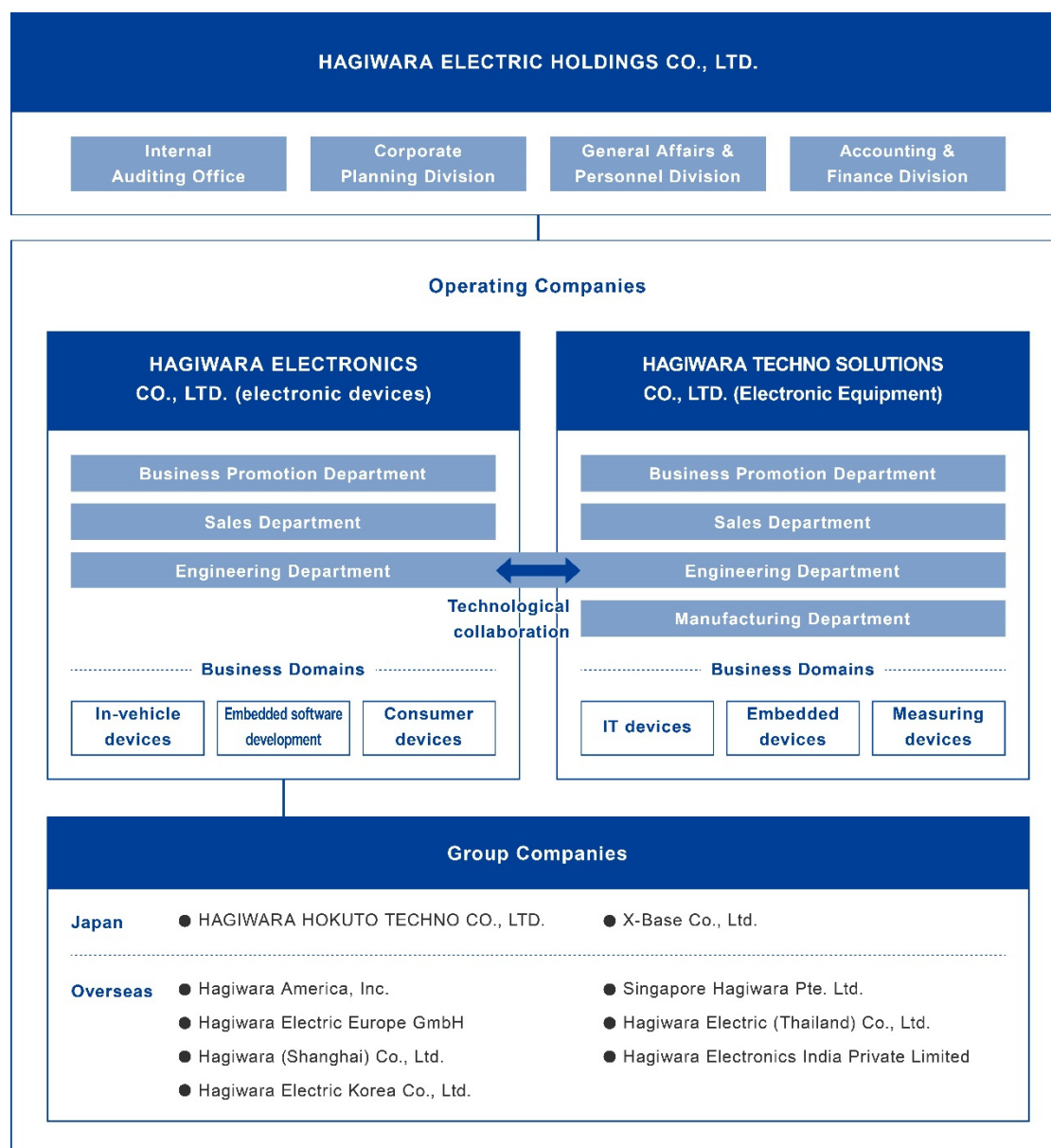
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Corporate Outline (as of March 31, 2020)

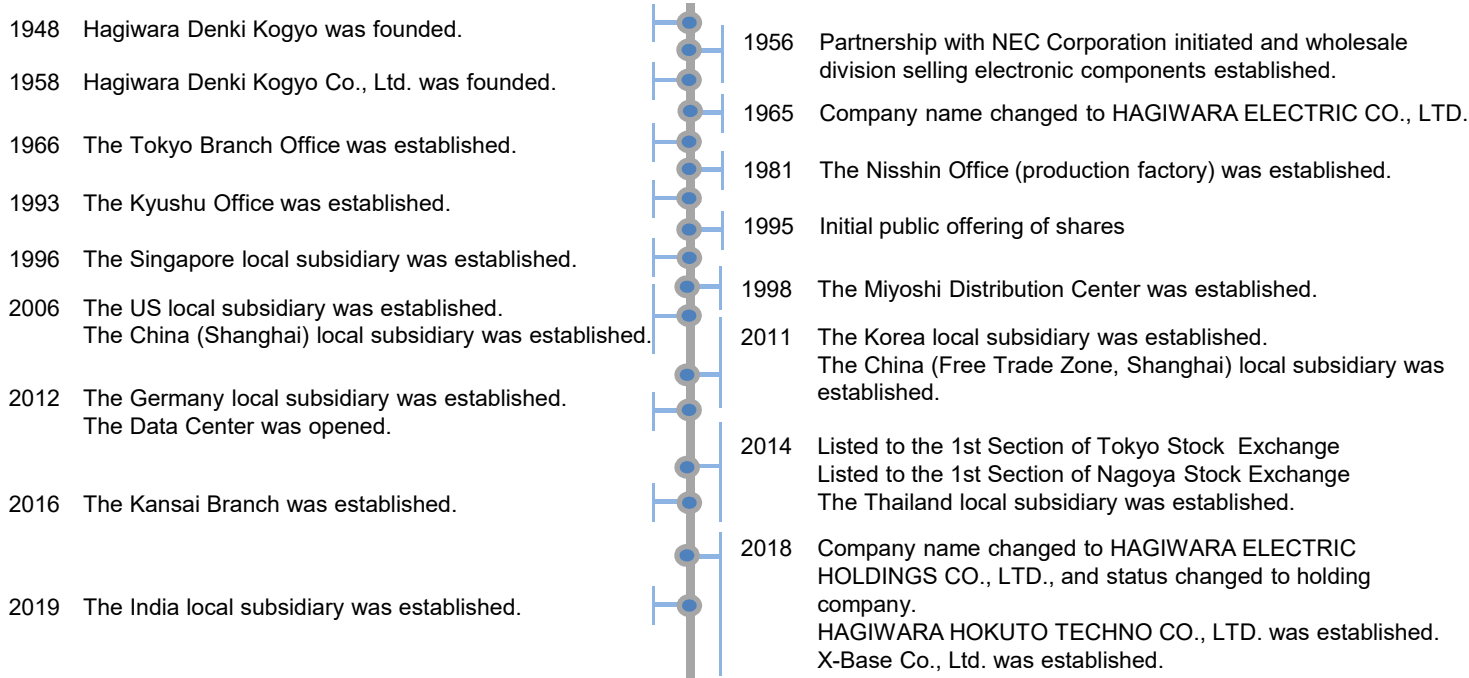
Name of Company	HAGIWARA ELECTRIC HOLDINGS CO., LTD.
Head Office	2-2-1 Higashisakura, Higashi-ku, Nagoya City, Aichi Pref. 461-8520 Japan
Representative	Mitsuo Iwai, President and Representative Director
Established	March 31, 1948
Share Capital	4,361,243,696 yen
Number of Employees	Consolidated: 585 *Excluding temporary employees
Major Business	Formulation and management of business strategies for group companies selling electronic devices and electronic equipment and manufacturing and selling FA equipment
Subsidiaries	HAGIWARA ELECTRONICS CO., LTD. HAGIWARA TECHNO SOLUTIONS CO., LTD.

Organizational structure of the Group

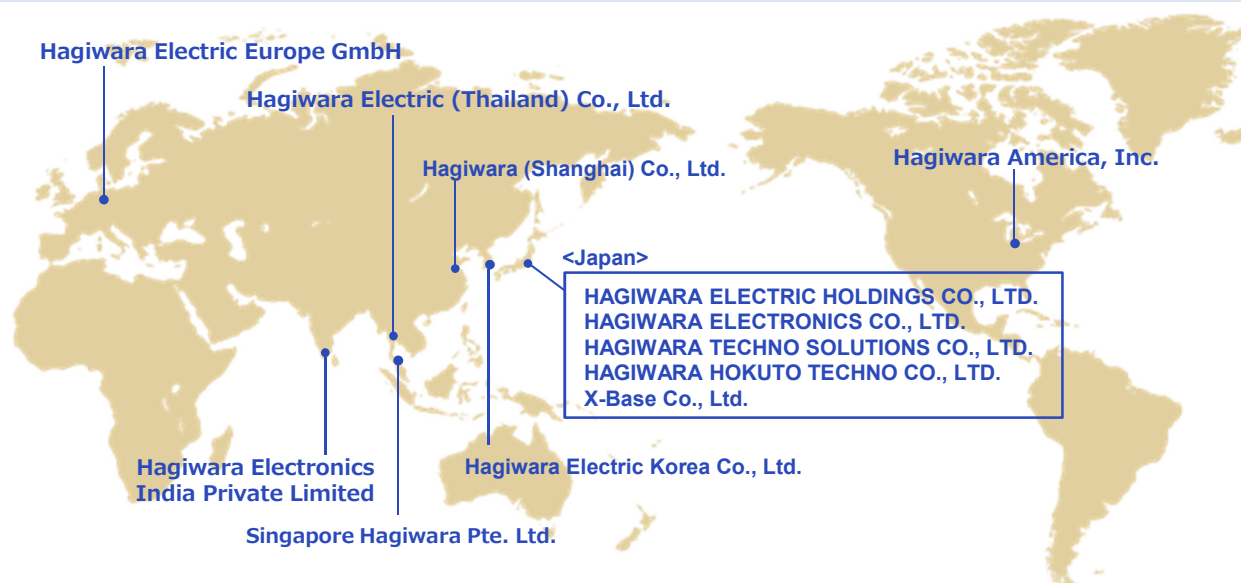
As of April 30, 2020



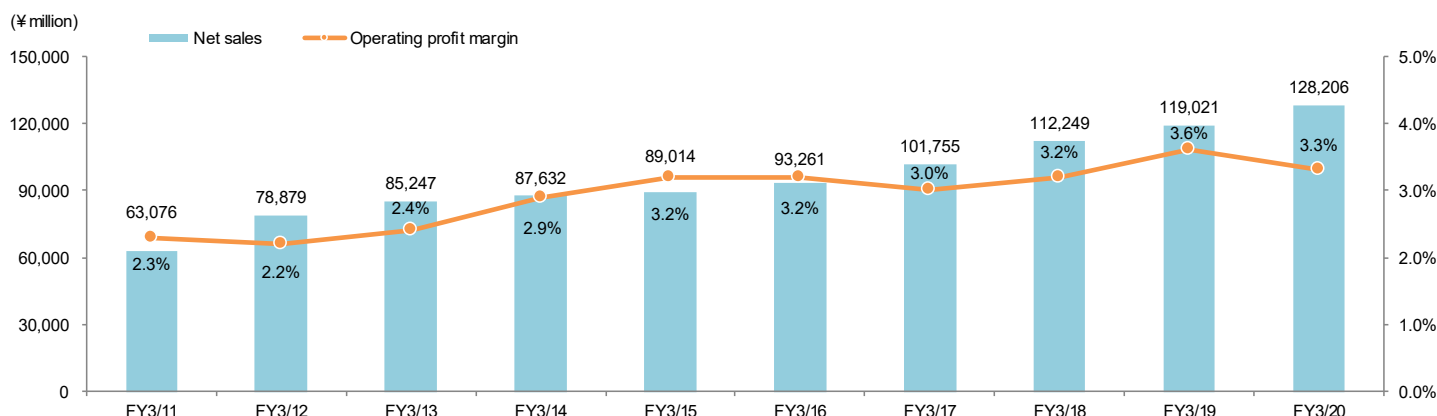
Corporate History Timeline



Group Network



Trend of Business Performance



Note: The Company transitioned to a holding company system on April 1, 2018.
The business performance up to FY3/18 in this FACTBOOK refers to the figures of the former HAGIWARA ELECTRIC CO., LTD. before the transition.

Consolidated Balance Sheet



(¥ million)	FY3/16	FY3/17	FY3/18	FY3/19	FY3/20
Assets					
Total assets	48,815	52,370	57,688	63,179	68,293
Current assets	44,124	47,769	52,860	58,017	62,971
Cash and deposits	5,613	5,445	6,610	7,508	7,753
Notes and accounts receivable - trade	25,423	27,801	30,557	33,007	32,623
Electronically recorded monetary claims - operating	1,082	2,127	1,594	1,629	1,629
Securities	100	—	—	—	—
Merchandise and finished goods	10,903	10,977	12,860	14,170	16,866
Work in process	176	349	341	524	349
Raw materials and supplies	134	176	276	259	247
Deferred tax assets	262	373	—	—	—
Other	431	523	622	921	3,504
Allowance for doubtful accounts	(3)	(5)	(2)	(3)	(2)
Non-current assets	4,691	4,600	4,828	5,162	5,321
Property, plant and equipment	2,681	2,645	2,629	2,677	2,772
Buildings and structures	1,472	1,308	1,344	1,384	1,429
Accumulated depreciation	(984)	(838)	(874)	(913)	(953)
Buildings and structures, net	487	470	469	470	476
Machinery, equipment and vehicles	59	53	52	54	54
Accumulated depreciation	(34)	(34)	(39)	(40)	(42)
Machinery, equipment and vehicles, net	24	18	12	13	11
Land	1,970	1,917	1,917	1,917	1,917
Leased assets	158	141	131	155	253
Accumulated depreciation	(69)	(62)	(60)	(65)	(106)
Leased assets, net	88	79	70	90	147
Construction in progress	—	—	3	7	—
Other	588	668	707	774	853
Accumulated depreciation	(477)	(508)	(553)	(596)	(633)
Other, net	110	159	154	177	219
Intangible assets	147	107	108	218	199
Investments and other assets	1,862	1,847	2,089	2,266	2,349
Investment securities	940	1,470	1,448	1,317	1,250
Deferred tax assets	96	4	289	396	468
Other	840	372	352	553	630
Allowance for doubtful accounts	(16)	(0)	(0)	—	—

Note: The Company applied the "Partial Amendments to Accounting Standards for Tax Effect Accounting" (Accounting Standards Board of Japan (ASBJ) Statement No. 28 issued on February 16, 2018) from FY3/19. The figures for FY3/18 are after retrospective application for comparability.

Consolidated Balance Sheet



(¥ million)	FY3/16	FY3/17	FY3/18	FY3/19	FY3/20
Liabilities					
Total liabilities	24,494	26,688	28,808	29,730	33,178
Current liabilities	21,119	23,002	24,536	25,230	27,462
Notes and accounts payable - trade	11,536	12,884	11,585	11,727	13,738
Electronically recorded obligations - operating	974	1,731	2,914	3,159	2,252
Short-term borrowings	4,519	4,508	6,582	5,536	5,148
Current portion of long-term borrowings	2,195	1,320	918	925	600
Lease obligations	27	23	21	26	62
Accounts payable - other	—	—	—	—	3,538
Income taxes payable	539	639	526	1,536	671
Provision for bonuses for directors (and other officers)	53	52	48	93	77
Provision for loss on order received	—	0	11	—	—
Other	1,273	1,841	1,927	2,225	1,373
Non-current liabilities	3,374	3,686	4,272	4,499	5,715
Long-term borrowings	2,613	3,243	3,925	4,025	5,175
Lease obligations	58	51	44	59	83
Deferred tax liabilities	1	0	0	0	0
Retirement benefit liability	286	191	119	224	279
Asset retirement obligations	69	79	80	86	97
Other	344	119	102	104	79
Net assets					
Total net assets	24,320	25,681	28,880	33,449	35,114
Shareholders' equity	23,985	25,267	28,347	31,154	32,959
Share capital	3,301	3,301	3,916	4,361	4,361
Capital surplus	3,792	3,792	4,407	4,861	4,867
Retained earnings	16,904	18,527	20,378	22,274	24,063
Treasury shares	(12)	(354)	(354)	(343)	(332)
Accumulated other comprehensive income	334	413	528	263	69
Valuation difference on available-for-sale securities	152	282	388	296	225
Foreign currency translation adjustment	306	242	239	181	128
Remeasurements of defined benefit plans	(124)	(110)	(98)	(214)	(284)
Share acquisition rights	—	—	3	—	—
Non-controlling interests	—	—	—	2,032	2,085
Total liabilities and net assets	48,815	52,370	57,688	63,179	68,293

Consolidated Statement of Income



(¥ million)	FY3/16	FY3/17	FY3/18	FY3/19	FY3/20
Net sales	93,261	101,755	112,249	119,021	128,206
Cost of sales	83,759	92,011	101,365	106,825	115,491
Gross profit	9,502	9,744	10,883	12,196	12,714
Selling, general and administrative expenses	6,486	6,643	7,251	7,876	8,541
Operating profit	3,015	3,100	3,631	4,319	4,173
Non-operating income	87	66	96	82	105
Interest income	8	7	6	9	2
Dividend income	13	13	15	19	18
Insurance claim income	—	—	—	—	27
Operations consignment fee	5	3	—	—	—
Subsidy income	35	0	—	—	—
Refunded import duty	—	15	—	—	—
Surrender value of insurance policies	—	—	30	0	—
Gain on valuation of investment securities	—	—	17	24	—
Other	24	27	26	30	58
Non-operating expenses	182	112	140	126	184
Interest expenses	49	39	39	43	50
Foreign exchange losses	100	26	9	27	72
Loss on sales of trade receivables	21	31	49	32	17
Commission expenses	—	—	23	6	12
Loss on valuation of investment securities	—	—	—	—	18
Share issuance costs	—	—	10	12	—
Other	11	14	8	4	13
Ordinary profit	2,921	3,055	3,587	4,275	4,093
Extraordinary income	8	126	7	3	1
Gain on sales of non-current assets	—	120	0	—	0
Gain on sales of investment securities	8	2	0	3	1
Gain on reversal of asset retirement obligations	—	4	—	—	—
Gain on liquidation of subsidiaries and associates	—	—	7	—	—
Extraordinary losses	2	15	3	22	7
Loss on disposal of non-current assets	2	6	2	1	0
Loss on valuation of investment securities	—	—	—	20	0
Loss on sales of investment securities	0	—	—	—	4
Loss on liquidation of investment securities	—	—	—	0	—
Impairment loss	—	9	—	—	—
Loss on sales of membership	—	—	1	—	—
Loss on valuation of membership	—	—	—	—	2
Profit before income taxes	2,926	3,166	3,591	4,256	4,087
Income taxes - current	970	1,050	1,012	1,445	1,320
Income taxes - deferred	42	(83)	37	(11)	(8)
Total income taxes	1,012	967	1,050	1,433	1,311
Profit	1,913	2,198	2,540	2,823	2,775
Profit attributable to non-controlling interests	—	—	—	17	59
Profit attributable to owners of parent	1,913	2,198	2,540	2,806	2,716

Consolidated Statement of Cash Flows



(¥ million)	FY3/16	FY3/17	FY3/18	FY3/19	FY3/20
Cash flows from operating activities					
Net cash provided by (used in) operating activities	793	1,003	(1,829)	419	1,092
Profit before income taxes	2,926	3,166	3,591	4,256	4,087
Depreciation	195	193	172	186	215
Impairment loss	—	9	—	—	—
Loss (gain) on sales and retirement of non-current assets	2	(114)	2	1	0
Increase (decrease) in allowance for doubtful accounts	(5)	(13)	(2)	0	(0)
Increase (decrease) in provision for bonuses for directors (and other officers)	(1)	(1)	(3)	44	(16)
Increase (decrease) in retirement benefit liability	(63)	(74)	(56)	(61)	(44)
Increase (decrease) in provision for loss on order received	—	—	10	(11)	—
Interest and dividend income	(22)	(20)	(22)	(28)	(20)
Interest expenses	49	39	39	43	50
Surrender value of insurance policies	—	—	(30)	(0)	—
Loss (gain) on valuation of investment securities	—	—	(17)	(9)	18
Gain on reversal of asset retirement obligations	—	(4)	—	0	—
Loss (gain) on sales of investment securities	(8)	(2)	(0)	(3)	3
Loss (gain) on liquidation of subsidiaries and associates	—	—	(7)	—	—
Loss (gain) on sales of membership	—	—	1	—	—
Decrease (increase) in trade receivables	(310)	(3,424)	(2,222)	(2,576)	315
Decrease (increase) in inventories	(1,383)	(287)	(1,975)	(1,475)	(2,509)
Increase (decrease) in trade payables	582	2,104	(115)	386	1,104
Other, net	(177)	445	(65)	613	(341)
Subtotal	1,783	2,015	(703)	1,366	2,862
Interest and dividends received	23	21	23	29	21
Interest paid	(49)	(38)	(38)	(42)	(50)
Income taxes paid	(963)	(994)	(1,110)	(933)	(1,740)
Cash flows from investing activities					
Net cash provided by (used in) investing activities	(295)	93	125	(430)	(274)
Proceeds from withdrawal of time deposits	—	300	—	70	—
Payments into time deposits	—	—	—	(200)	—
Purchase of investment securities	(153)	(348)	(25)	(19)	(78)
Proceeds from sales of investment securities	15	10	0	30	21
Proceeds from redemption of investment securities	—	100	200	0	—
Purchase of property, plant and equipment	(61)	(157)	(72)	(157)	(123)
Proceeds from sales of property, plant and equipment	—	231	0	0	1
Purchase of intangible assets	(25)	(41)	(40)	(147)	(42)
Payments for lease and guarantee deposits	(68)	—	—	—	—
Proceeds from cancellation of insurance funds	—	—	86	2	—
Other, net	(1)	0	(22)	(8)	(51)
Cash flows from financing activities					
Net cash provided by (used in) financing activities	(112)	(1,200)	2,871	1,037	(519)
Net increase (decrease) in short-term borrowings	494	(10)	2,084	(1,046)	(388)
Proceeds from long-term borrowings	800	1,950	1,600	1,100	1,750
Repayments of long-term borrowings	(794)	(2,195)	(1,320)	(993)	(925)
Purchase of treasury shares	(0)	(341)	(0)	—	—
Proceeds from issuance of shares resulting from exercise of share acquisition rights	—	—	1,219	879	—
Proceeds from sales of treasury shares	—	—	—	19	16
Dividends paid	(582)	(575)	(691)	(907)	(929)
Proceeds from share issuance to non-controlling shareholders	—	—	—	2,009	—
Repayments to non-controlling shareholders	—	—	—	—	(5)
Other, net	(29)	(28)	(21)	(24)	(37)
Effect of exchange rate change on cash and cash equivalents	(36)	(64)	(2)	(57)	(52)
Net increase (decrease) in cash and cash equivalents	350	(168)	1,164	968	245
Cash and cash equivalents at beginning of period	5,193	5,543	5,375	6,540	7,508
Cash and cash equivalents at end of period	5,543	5,375	6,540	7,508	7,753

Net Sales Breakdown by Business Segment and Major Client



Net Sales Breakdown by Business Segment

(¥ million)	FY3/16	FY3/17	FY3/18	FY3/19	FY3/20
Net sales	93,261	101,755	112,249	119,021	128,206
Electronic Devices Business	76,081	83,878	91,971	95,692	103,700
Technology Solutions Business	17,180	17,877	20,278	23,328	24,505
Segment profit	3,015	3,100	3,631	4,319	4,173
Electronic Devices Business	3,299	3,539	4,061	2,870	2,674
Technology Solutions Business	1,039	1,052	1,242	1,449	1,498
Reconciling items	(1,323)	(1,491)	(1,672)	—	—

Note: The Company changed the calculation method of segment profit in FY3/19.

Along with this, unattributable costs and income related to the Company (the holding company) are allocated to each segment.

Net Sales Breakdown by Major Client

(¥ million)	FY3/16	FY3/17	FY3/18	FY3/19	FY3/20
Net sales	93,261	101,755	112,249	119,021	128,206
DENSO CORPORATION	51,657	58,209	63,388	66,954	70,427
Toyota Motor Corporation	8,416	8,541	9,020	9,329	9,703
TOKAI RIKA CO., LTD.	5,458	4,960	4,940	4,502	4,533
Others	27,729	30,044	34,899	38,235	43,541

Note: Net sales to overseas subsidiaries of DENSO CORPORATION, etc. are included in "Others."

Consolidated Profitability Indicators

(%)	FY3/16	FY3/17	FY3/18	FY3/19	FY3/20
Gross profit on Net sales	10.2	9.6	9.7	10.2	9.9
Operating profit margin	3.2	3.0	3.2	3.6	3.3
Ordinary profit margin	3.1	3.0	3.2	3.6	3.2
Net profit margin	2.1	2.2	2.3	2.4	2.1
ROA	6.1	6.0	6.5	7.1	6.2
ROE	8.0	8.8	9.3	9.3	8.4
DOE	2.4	2.6	2.9	3.0	2.9

Gross profit on Net sales=Gross profit/Net sales

Operating profit margin=Operating profit/Net sales

Ordinary profit margin=Ordinary profit/Net sales

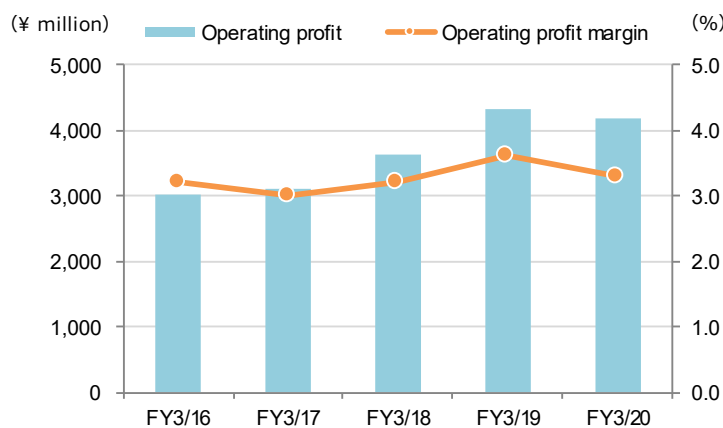
Net profit margin=Profit attributable to owners of parent/Net sales

ROA=Ordinary profit/Average total assets

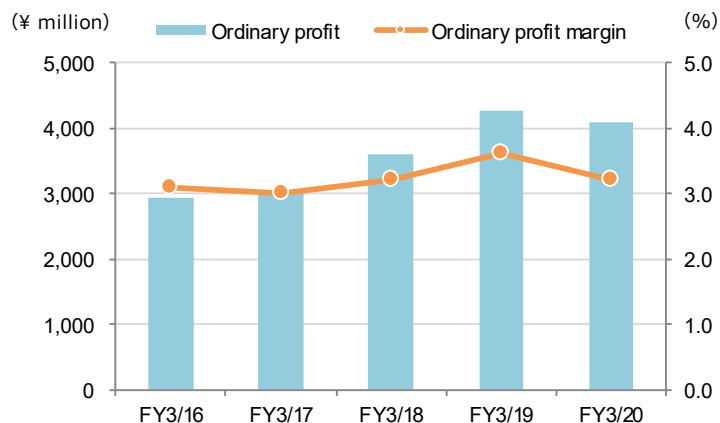
ROE=Profit attributable to owners of parent/Average equity

DOE=Total dividend/Average net assets

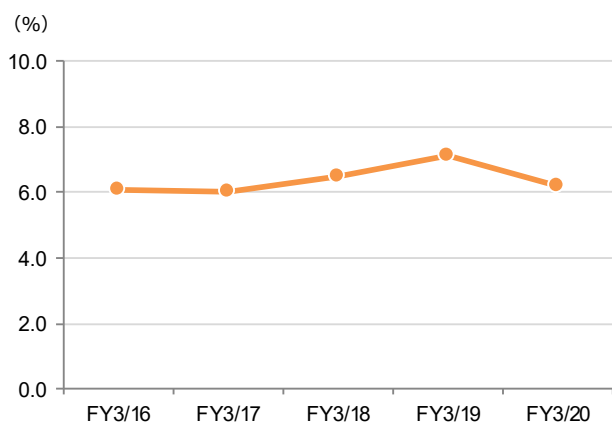
Operating profit margin



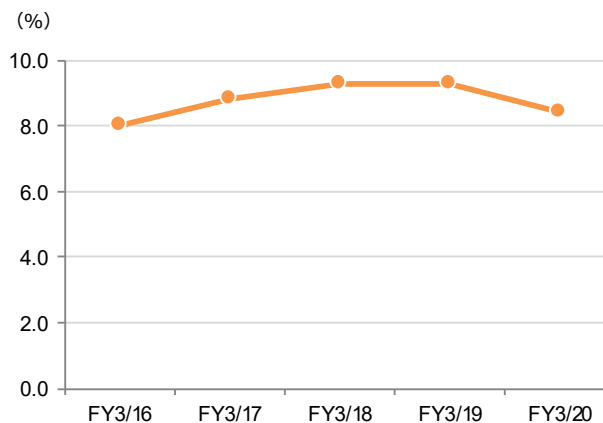
Ordinary profit margin



ROA



ROE



Consolidated Profitability/Efficiency Indicators

(times)	FY3/16	FY3/17	FY3/18	FY3/19	FY3/20
Total assets turnover	2.0	2.0	2.0	2.0	2.0
Equity turnover	3.9	4.1	4.1	3.9	4.0
Property, plant and equipment turnover	34.6	38.2	42.6	44.9	47.1
Interest coverage ratio	62.0	80.0	93.6	101.1	83.9

	FY3/16	FY3/17	FY3/18	FY3/19	FY3/20
Number of employees at end of period	470	499	523	544	585
Number of temporary employees at end of period	38	43	47	51	59
Net sales per employee (¥ thousand)	183,585	187,740	196,928	200,035	199,078
Ordinary profit per employee (¥ thousand)	5,750	5,637	6,293	7,185	6,356
Net profit per employee (¥ thousand)	3,766	4,055	4,456	4,716	4,217

Total assets turnover=Net sales/Average total assets

Equity turnover = Net sales/Average equity

Property, plant and equipment turnover=Net sales/Average property, plant and equipment

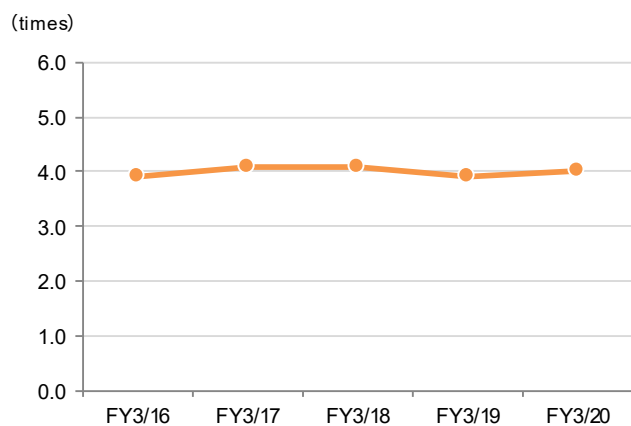
Interest coverage ratio=(Operating profit+Interest income+Dividend income)/Interest expenses

Net sales per employee=Net sales/(No. of employees at end of period+No. of temp. employees at end of period)

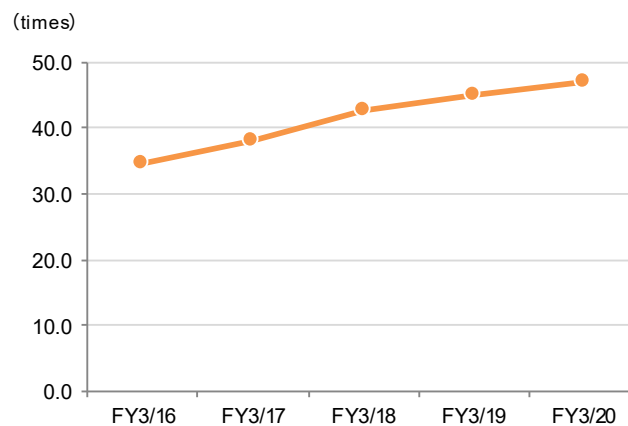
Ordinary profit per employee=Ordinary profit/(No. of employees at end of period+No. of temp. employees at end of period)

Net profit per employee=Profit attributable to owners of parent/(No. of employees at end of period+No. of temp. employees at end of period)

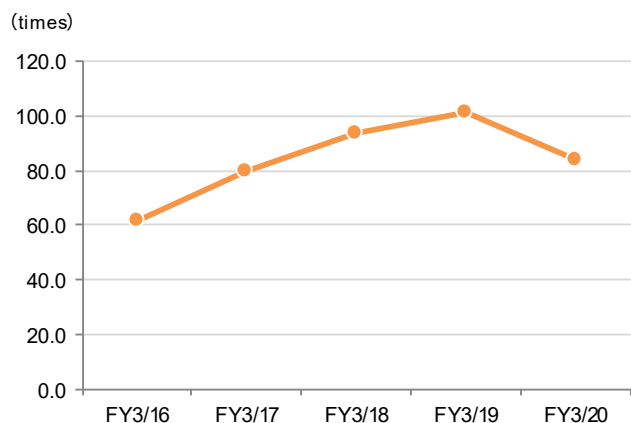
Equity turnover



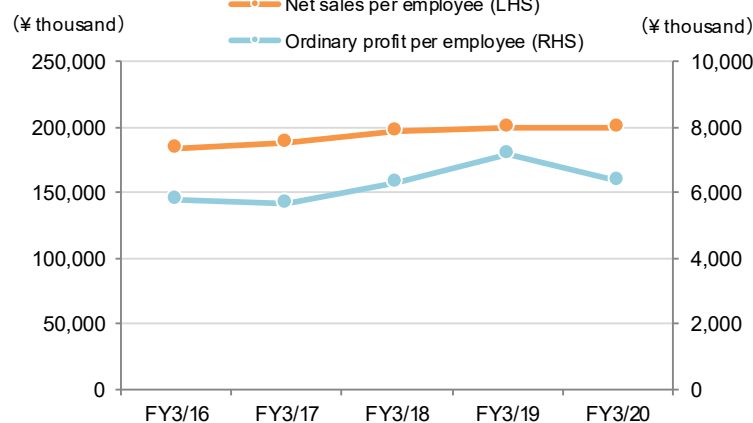
Property, plant and equipment turnover



Interest coverage ratio



Net sales/Ordinary profit per employee



(%)	FY3/16	FY3/17	FY3/18	FY3/19	FY3/20
Equity ratio	49.8	49.0	50.1	49.7	48.4
Interest-bearing debt ratio	19.1	17.3	19.8	16.6	16.0
Acid-test ratio	152.1	153.8	158.0	167.0	153.0
Current ratio	208.9	207.7	215.4	230.0	229.3
Non-current ratio	19.3	17.9	16.7	16.4	16.1
Non-current assets to Non-current liability ratio	16.9	15.7	14.6	14.4	13.7

Equity ratio=Equity/Total assets

Interest-bearing debt ratio = Interest-bearing debt/Total assets

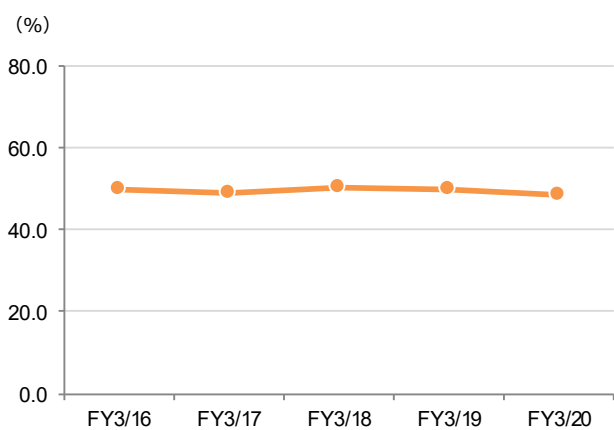
Acid-test ratio=Liquid assets/Current liabilities

Current ratio=Current assets/Current liabilities

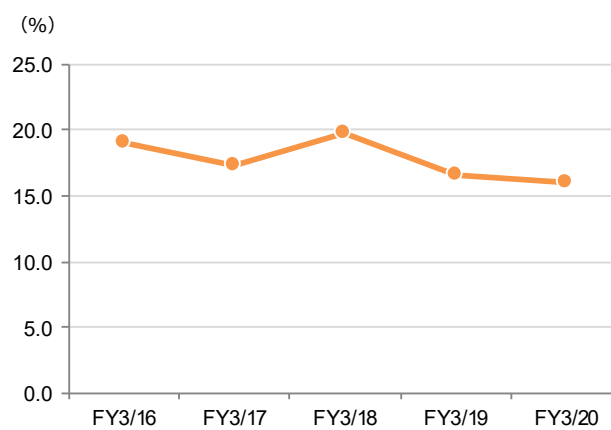
Non-current ratio=Non-current assets/Equity

Non-current assets to Non-current liability ratio=Non-current assets/(Equity+Non-current liabilities)

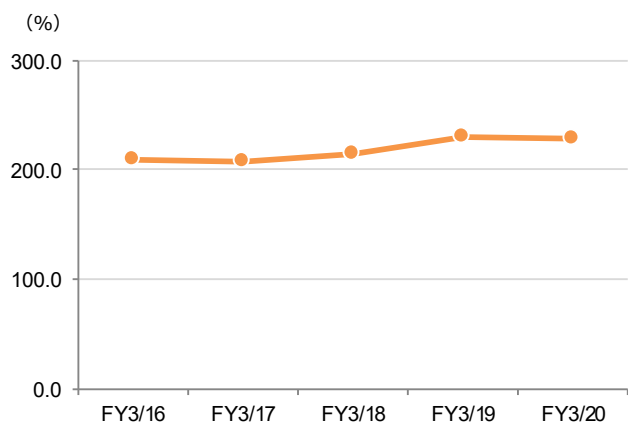
Equity ratio



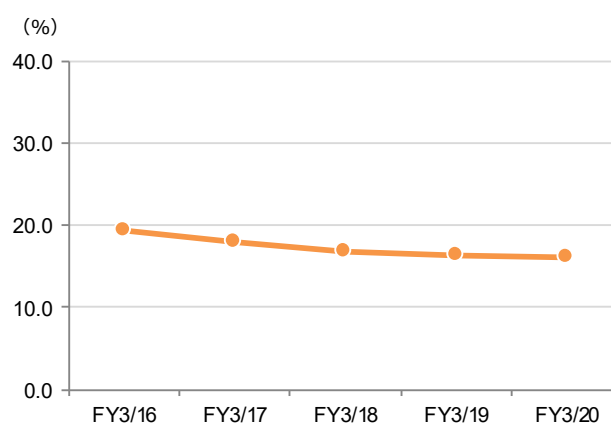
Interest-bearing debt ratio



Current ratio



Non-current ratio



Per Share Indicators

(¥)	FY3/16	FY3/17	FY3/18	FY3/19	FY3/20
Share price at end of period	1,947	2,158	3,225	3,080	2,197
Closing stock price range for the last 12 months	1,667-2,337	1,736-2,201	2,092-3,990	2,589-3,405	1,934-3,135
Earnings per share (EPS)	230.45	269.12	310.45	319.72	307.45
Book-value per share (BPS)	2,928.30	3,160.68	3,393.75	3,557.48	3,737.88
Dividend per share (DPS)	70.00	80.00	95.00	105.00	105.00

Other Indicators

		FY3/16	FY3/17	FY3/18	FY3/19	FY3/20
Total amount of dividends	(¥ million)	581	650	792	927	927
Dividend payout ratio	(%)	30.4	29.7	30.6	32.8	34.2
Price earnings ratio (PER)	(times)	8.45	8.02	10.39	9.63	7.15
Price book-value ratio (PBR)	(times)	0.66	0.68	0.95	0.87	0.59
Term-average number of shares outstanding	(thousand shares)	8,305	8,168	8,184	8,777	8,834
Number of shareholders	(persons)	3,329	3,118	2,864	2,753	3,143

Notes: The Company conducted acquisition of treasury shares through market purchases during the first half of FY3/17.

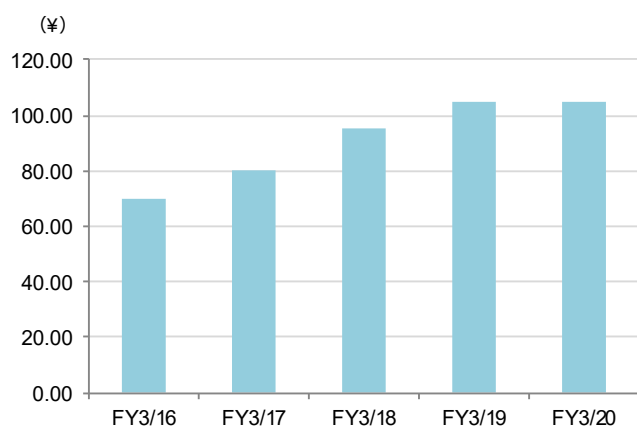
: The Company issued the share acquisition rights during the second half of FY3/18.

Dividend payout ratio=DPS/EPS

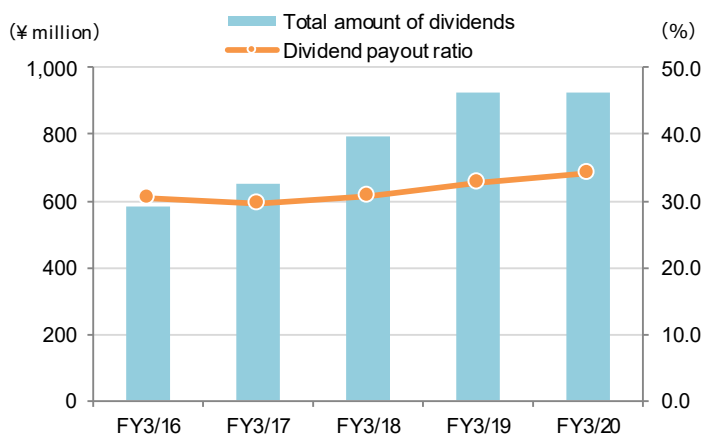
PBR=Share price at end of period/BPS

PER=Share price at end of period/EPS

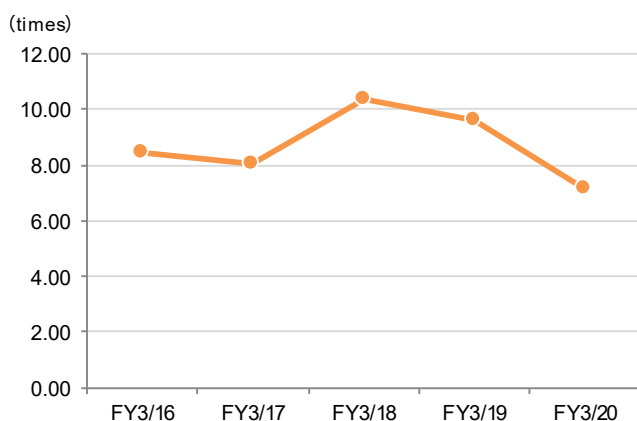
Dividend per share



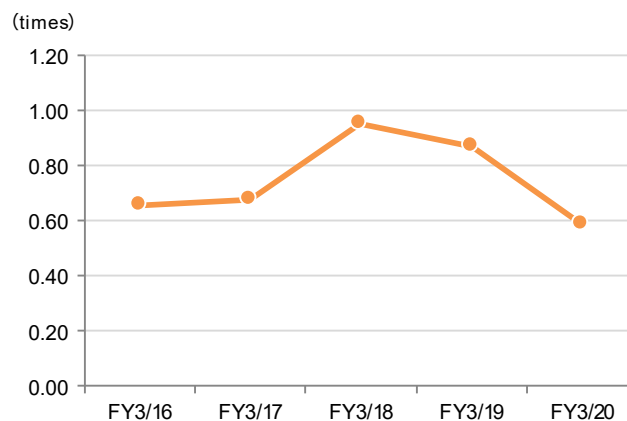
Total amount of dividends/Dividend payout ratio



PER



PBR



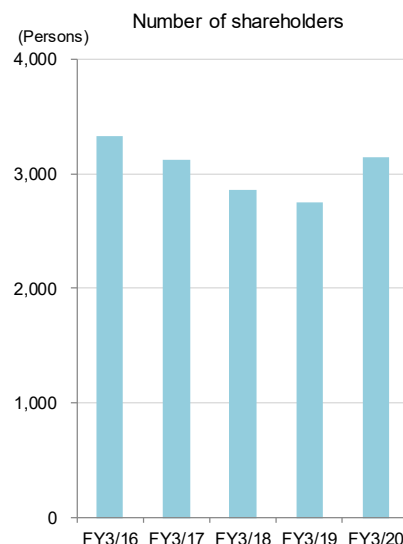
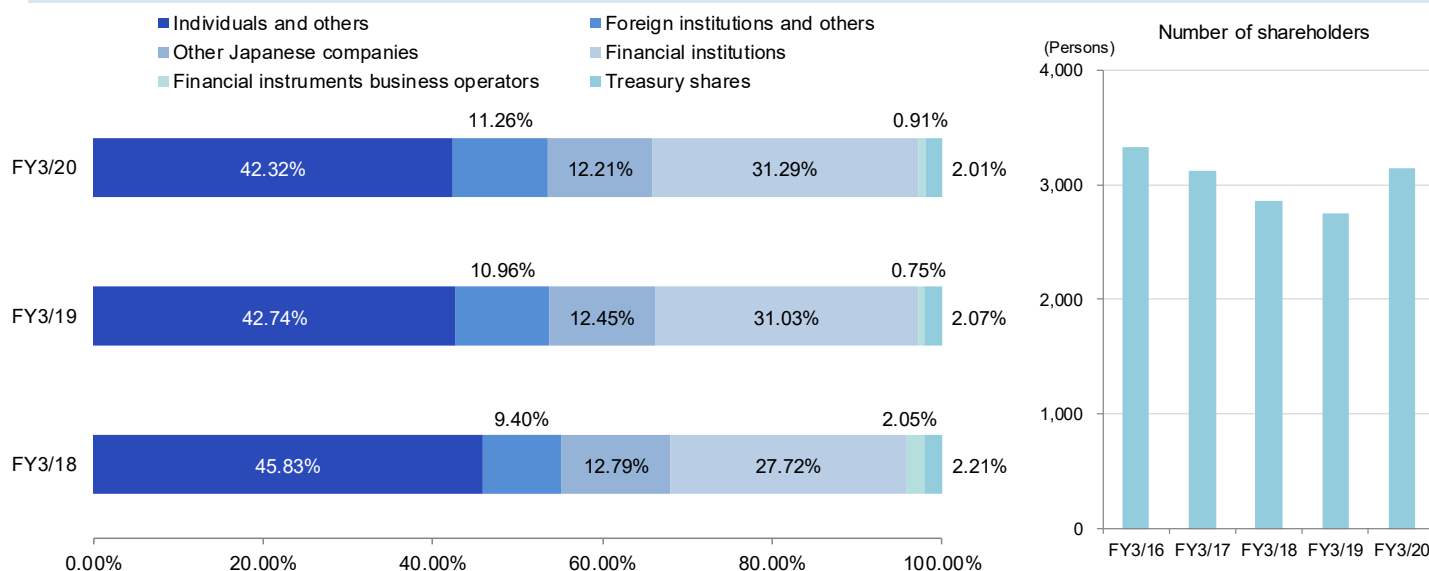
Status of Major Shareholders

as of March 31, 2020

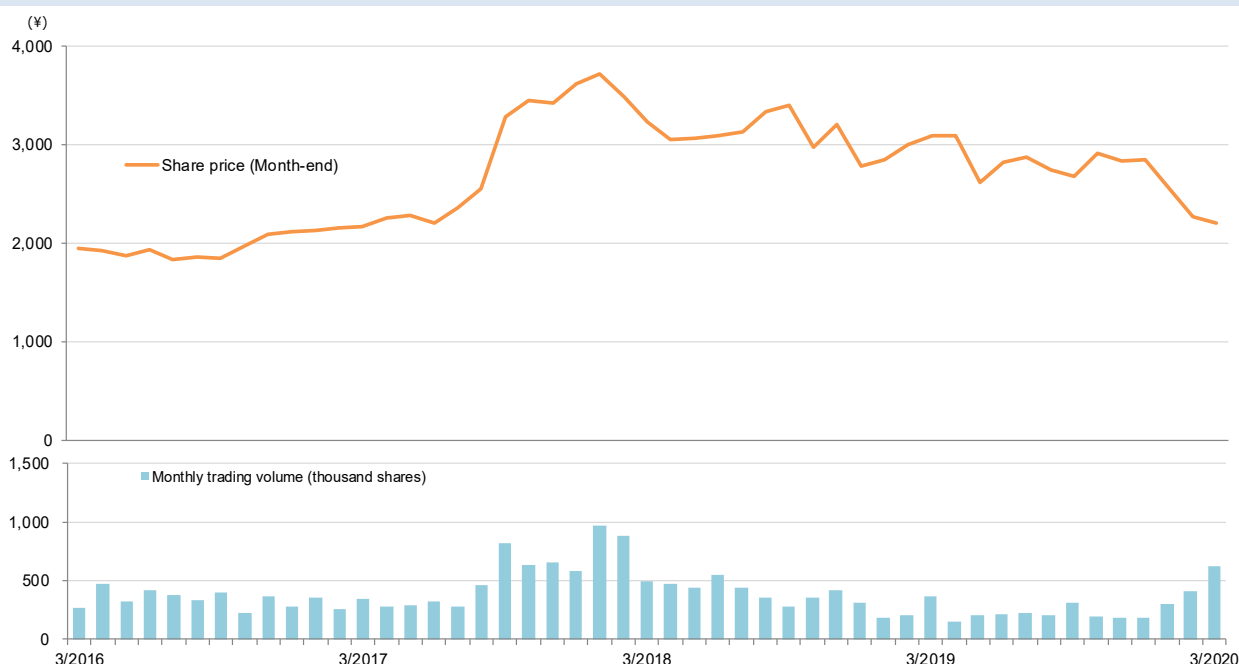
Top 10 Shareholders	Number of shares	Shareholding ratio (%)
Japan Trustee Services Bank, Ltd. (trust account)	809,000	9.16
The Master Trust Bank of Japan, Ltd.(trust account)	567,700	6.42
STANY Co., Ltd.	495,250	5.60
BBH FOR FIDELITY PURITAN TR: FIDELITY SR INTRINSIC OPPORTUNITIES FUND	350,000	3.96
Tomoaki Hagiwara	336,400	3.81
Yoshiaki Hagiwara	248,175	2.81
Employees' Stockholding	236,474	2.68
MUFG Bank, Ltd.	232,500	2.63
Nagoya Small and Medium Business Investment & Consultation Co., Ltd.	230,000	2.60
Trust & Custody Services Bank, Ltd. (Securities investment trust account)	218,500	2.47

Note: Shareholding ratio is calculated excluding treasury shares (181,576 shares).

Breakdown of Type of Shareholders



Share Price and Trading Volume



Our vision is to be a global supplier of one-stop solutions providing our customers with the best practices from devices to systems.

The foundation of our corporate activities is to prioritize our customers' perspective. We not only meet our customers' needs, but we exceed their expectations by using our knowledge as a trading company to make proposals and leverage our proven technologies to deliver the best solution. The Hagiwara Electric Group works as one to fulfill its role and

mission as a technology-related trading company. We contribute to the achievement of a prosperous society by creating technological bases to support our electronic devices business, technology solutions business, and overseas business expansion, through which we create solutions that add new value and create greater opportunities for success in all fields.



Electronic Devices Business Supporting the Automotive Society of Tomorrow

Crafting the automobile of tomorrow as a universal device specialist

The automotive industry has entered a period of rapid change. As the speed of development has accelerated, there have been revolutionary innovations in automotive technologies, from electric vehicles (EV) to advanced driver-assistance systems (ADAS). Hagiwara Electric Holdings strives to further these advancements, by providing state-of-the-art device solutions to the automotive society of tomorrow, which transcend conventional concepts.

Overseas Business Expansion Supporting Your Global Expansion

One-stop solutions to connect manufacturing across the globe

The Hagiwara Electric Group supports the globalization of manufacturing by actively promoting overseas expansion. We currently have a worldwide network originating in Japan and covering North America, Asia and Europe. By utilizing the group know-how and resources of our local bases, we are able to provide the same level of support for customers engaged in overseas manufacturing operations as for customers operating in Japan.

Technology Solutions Business Supporting the IoT Society for Tomorrow

Expanding tomorrow's potential with IoT to realize a society where data and information are connected

We provide one-stop IoT solutions to realize a "connected society" by fusing and growing factory automation (FA) and other technologies for measurement and IT cultivated on the factory floor.

Technological Base Supporting Hagiwara Electric Technologies

Creating new value in society with the power of technology

From development of original component technologies to applied technology and cutting-edge technology, we actively pursue new potential and functional diversity in addition to seeking new technologies. We create new value in society by being responsive to the expanding markets of many different industries, while at the same time, using our strengths to support the business of Hagiwara Electric Group.

Electronic Devices Business

Crafting the automobile of tomorrow as a universal device specialist

The automotive industry has entered a period of rapid change. As the speed of development has accelerated, there have been revolutionary innovations in automotive technologies, from electric vehicles (EV) to advanced driver-assistance systems (ADAS). Hagiwara Electric Holdings strives to further these advancements, by providing state-of-the-art device solutions to the automotive society of tomorrow, which transcend conventional concepts.

Business Domains

Contributing to the automotive society of tomorrow, transitioning beyond conventional concepts, by providing the cutting edge solutions



Supporting the Latest Innovations

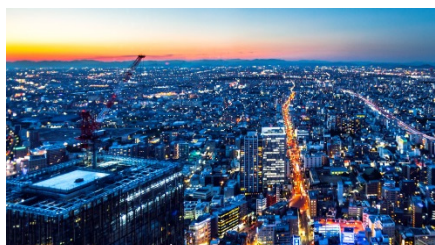
Internal vehicle devices

The safety and comfort of one's car is paramount to a relaxed and enjoyable driving experience. We handle a diverse selection of electronic devices that support these developments. What's more, our team is equipped to provide a personalized experience with advanced device solutions. Our specialists are experienced in developing new cutting edge products that are customized and tailored to suit your company's needs.

Embedded software development

With the increasing usage of electronics in vehicles, the demand for microcontrollers has increased.

To meet this ever increasing demand, we are developing improved software to advance the quality and performance of automotive microcontrollers.



Supporting the Evolution of Industry

Devices for industry and social infrastructure

As automation and motorization expand, so too does the technology used in our daily lives. The electronic devices we supply support these developments and allow us to respond quickly to our customers' needs in a variety of fields even as the global demand outgrows production.

Features of Electronic Devices Business

1. The Hagiwara of Cars

A wealth of achievements in the automotive industry especially in the Chubu region

The Hagiwara Electric Group is based in Nagoya, where the world's top automobile and auto parts manufacturers are located. When the Hagiwara Electric Group was founded, we put down roots in the Chubu region, where we have been able to create and foster close relationships with our customers. These relationships have been cultivated over many years and at their cores are built on trust. This has allowed us to gather the latest knowledge about industry trends as well as accumulate the latest and most advanced technology available with which the cars of the future will be fashioned.

2. The Hagiwara of Solutions

Established partnerships with global leaders and drivers of growth

The partnerships we promote are those that will benefit our customers and provide us the tools to resolve any issues they might face. With a focus on long-established global brands, we are always in pursuit of manufacturers who will be the leaders of the next generation. This commitment to coordinating and selecting only the best assists us in providing our customers with most innovative solutions available.

3. The Hagiwara of Technological Strengths

Our efforts in the field of hardware development and EMS/ODM

In recent years, semiconductors such as LSIs with integrated functionality have become mainstream. The Hagiwara Electric Group utilizes its technological strengths to support the functional development of semiconductors as well as the incorporation of "plus alpha" functions into general purpose products. Due to our advancements in software creation and design, we are able to provide electronics manufacturing services (EMS) and original design manufacturing (ODM).

4. The Hagiwara That Is Everywhere in Society

A presence in multiple fields including industry, robots, housing equipment, and nursing care

Device solutions from the Hagiwara Electric Group are utilized in factories to accelerate factory automation (FA). Additionally, our solutions are used in both the housing equipment field and the nursing care field. Our cutting-edge inventory of electronic components and ability to propose solutions support automation and motorization, bringing more convenience to our lives.

Technology Solutions Business

Expanding tomorrow's potential with IoT to realize a society where data and information are connected

We provide one-stop IoT solutions to realize a "connected society" by fusing and growing factory automation (FA) and other technologies for measurement and IT cultivated on the factory floor.

Solutions for Every Area



Features of Technology Solutions Business

1. Trading Company with Manufacturing Functions

Partnerships with a variety of manufacturers and our own manufacturing function

In addition to the major manufacturers we have been working with for many years, we also actively collaborate with leading manufacturers across the globe. We assist our customers in finding state-of-the-art technologies and products that suit them. We also have a manufacturing arm where we develop and manufacture our own original products. We resolve the issues faced by our customers through our commitment to quality and meticulous support.

2. Achievements in Industry

A wealth of achievements at auto factories and other production sites especially in the Chubu region

The Chubu region is where many world-class automobile manufacturers and automobile parts manufacturers have their production bases. The region is also playing host to an increasing number of companies engaged in manufacturing equipment for production facilities such as machine tools. Headquartered in Nagoya—the heart of the Chubu—the Hagiwara Electric Group has a proven track record in production site-related business. We are also leveraging these achievements to develop a wide range of solutions in various other fields such as IT and security.

3. Looking Ahead and Being a Pioneer

Using our technological strengths stay new and on trend

From selling computers and servers to building networks and IT platforms, we have always used state-of-the-art and trending technologies such as measurement solutions that support model-based development. We will continue to use our proven, extensive technological resources to seek new technologies that will form the foundation of the next generation.

4. Widely Connected IoT

Achieving a connected IoT where data is gathered from machines and objects and then analyzed

We can capture data from various machines and objects by utilizing our achievements in IT, embedded devices, measurement and other areas of factory automation (FA). The Internet of Things (IoT) will transform accumulated data into meaningful information that will create new value. With data collection and analysis based IoT, we can provide a one-stop solution encompassing the entire process from beginning to end. This is our strength.

Overseas Business Expansion

One-stop solutions to connect manufacturing across the globe

The Hagiwara Electric Group supports the globalization of manufacturing by actively promoting overseas expansion. We currently have a worldwide network originating in Japan and covering North America, Asia and Europe. By utilizing the group know-how and resources of our local bases, we are able to provide the same level of support for customers engaged in overseas manufacturing operations as for customers operating in Japan. Our goal is to strengthen the development support system of local subsidiaries by implementing measures such as stationing engineers at each location. This allows us to contribute to the creation and expansion of global markets with our customers while at the same time developing new products and new businesses.

Approach to Overseas Business

- Meeting the global needs of Japanese companies
- Proposing Solutions That Correspond with Local Needs
- Expanding Our Overseas Network
- Business localization
- Enhancing development and design
- Creating new markets

Technological Base

Creating new value in society with the power of technology

From development of original component technologies to applied technology and cutting-edge technology, we actively pursue new potential and functional diversity in addition to seeking new technologies. We create new value in society by being responsive to the expanding markets of many different industries, while at the same time, using our strengths to support the business of Hagiwara Electric Group.

Hagiwara Electric's Strengths



The Hagiwara Electric Group's strength lies in the ability to use our technological advantages to provide solutions for issues and challenges faced by our customers. Our technologies are largely divided into support technology and development technology, and at the heart of both of these is our component technology and experience. Electronic products are becoming increasingly sophisticated and complex. What is needed now is not only product lineup, but also the ability to support all the technical aspects of a customer's project by utilizing expertise in each field of the customer's business. Utilizing our proven track record and the experience we have accrued, we serve the role of a bridge between suppliers and customers. Our competencies translate into an ability to support our customers' product development and to help their business succeed. At the heart of our ability to provide solutions is the technological strength of the Hagiwara Electric Group and we will further enhance it as a horizontally interconnected foundation that supports the entire Group.

Our Technologies

Examples of Support Technologies

Support for Component Selection

- Introduction of new products from manufacturing partners
- Provision of the latest product information and technical trends
- Assistance in new product evaluation and comparative evaluation of parts

Development Support for Customers

- Support for advance development of embedded systems
- Support for development of embedded software and hardware mass production
- Support for constructing IT and other systems (system integrator)
- Introduction of partner companies that can perform development and evaluation

Support for Failure Analysis

- Cooperation in failure classification, reproduction testing and analysis
- Follow up on failure analysis in collaboration with manufacturing partners

Examples of Development Technologies

Contracted Development of Embedded Systems

- Embedded software development and evaluation
- Development of embedded system hardware
- Circuit design and evaluation of system LSIs and ICs

Contracted Development Related to IT Solutions

- IoT-related system development
- System development for production management systems, etc.
- Construction of various FA and measurement systems

Establishment of Evaluation Environments and Contracted Development of Component Technologies for Automated Driving and Other Systems

- Acquisition of car driving video and data tagging
- Image processing that can be applied to electronic mirrors and peripheral monitoring
- Implementation of new algorithms in embedded systems

HAGIWARA ELECTRONICS CO., LTD.



Hagiwara Electronics' mission is to continually pursue new areas of business while supporting this period of innovation in the automotive society.

Name of Company	HAGIWARA ELECTRONICS CO., LTD.
Location	Takaoka Park Building, 2-2-1 Higashi Sakura, Higashi-ku, Nagoya-shi, Aichi
Representative	Takeshi Soejima, President and Representative Director
Established	May 1, 2017 (Business operation commenced on April 1, 2018)
Share Capital	1,310 million yen
Major Business	Sale of integrated circuits, semiconductors and electron devices

HAGIWARA TECHNO SOLUTIONS CO., LTD.



Hagiwara Techno Solutions' mission is to contribute to factories that enable more efficient manufacturing by realizing traceability using factory IoT.

Name of Company	HAGIWARA TECHNO SOLUTIONS CO., LTD.
Location	Takaoka KANAME Building, 2-28-23 Izumi, Higashi-ku, Nagoya-shi, Aichi
Representative	Kazunari Shiraki, President and Representative Director
Established	May 1, 2017 (Business operation commenced on April 1, 2018)
Share Capital	310 million yen
Major Business	Sale of electronic equipment and manufacture and sale of FA equipment

HAGIWARA HOKUTO TECHNO CO., LTD.

Name of Company	HAGIWARA HOKUTO TECHNO CO., LTD.
Location	Takaoka Park Building, 2-2-1 Higashi Sakura, Higashi-ku, Nagoya-shi, Aichi
Representative	Koji Fujita, President and Representative Director
Established	April 2, 2018
Share Capital	45 million yen
Equity ownership ratio	HAGIWARA ELECTRONICS CO., LTD.: 66.56% Hokuto System Co., Ltd.: 33.44%
Major Business	Consignment and services related to in-vehicle software verification and development

X-Base Co., Ltd.

Name of Company	X-Base Co., Ltd.
Location	Takaoka Park Building, 2-2-1 Higashi Sakura, Higashi-ku, Nagoya-shi, Aichi
Representative	Yozo Terano, President and Representative Director
Established	August 1, 2018
Share Capital	70 million yen
Major Business	Planning, development and operation of applied service of cutting-edge technology centering on block chains



Contact

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