

# **FACTBOOK**

7467/TSE 1st Section, NSE 1st Section HAGIWARA ELECTRIC HOLDINGS CO., LTD.

For the six months of the fiscal year ending on March 31, 2022



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## **Corporate Profile**

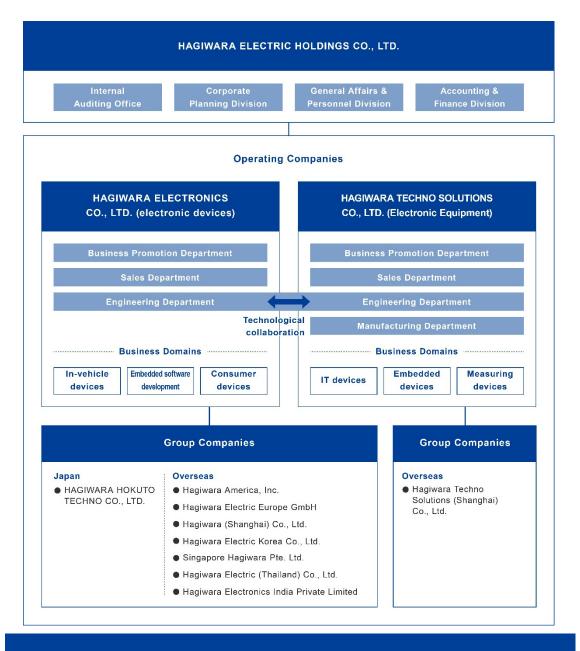


#### Corporate Outline (as of September 30, 2021)

Name of Company	HAGIWARA ELECTRIC HOLDINGS CO., LTD.
Head Office	2-2-1 Higashisakura, Higashi-ku, Nagoya City, Aichi Pref. 461-8520 Japan
Representatives	Mitsuo Iwai, Chairman and Representative Director Moritaka Kimura, President and Representative Director
Established	March 31, 1948
Share Capital	4,361,243,696 yen
Number of Employees	Consolidated: 607 *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**

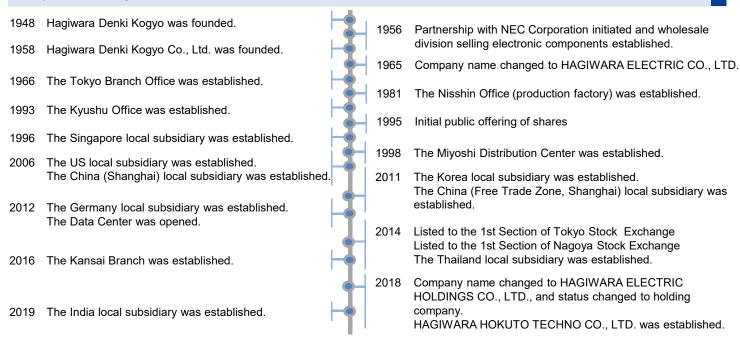
As of September 30, 2021



## **Corporate Profile**

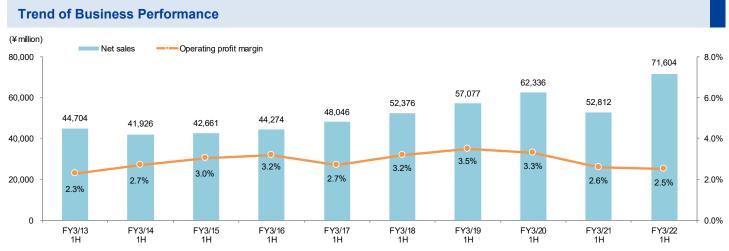


#### **Corporate History Timeline**



#### **Group Network**





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)	FY3/18 1H End	FY3/19 1H End	FY3/20 1H End	FY3/21 1H End	FY3/22 1H End
Assets					
Total assets	53,981	59,316	62,210	64,631	73,813
Current assets	49,286	54,194	57,126	59,326	68,291
Cash and deposits	5,424	7,013	8,389	10,713	9,345
Notes and accounts receivable - trade	26,224	29,750	31,636	28,372	_
Notes and accounts receivable - trade, and contract assets			_		20,914
Electronically recorded monetary claims - operating	2,159	1,980	1,512	1,673	13,199
Merchandise and finished goods	13,861	14,154	14,250	17,401	21,703
Work in process	422	460	420	468	535
Raw materials and supplies	228	274	286	281	389
Other	968	564	633	420	2,262
Allowance for doubtful accounts	(3)	(2)	(3)	(2)	(59)
Non-current assets	4,695	5,122	5,084	5,304	5,521
Property, plant and equipment	2,608	2,664	2,677	2,717	2,747
	2,008	121	202	191	•
Intangible assets Investments and other assets				2,395	168
	1,980	2,336	2,204	2,395	2,605
Other Allowance for doubtful accounts	1,981	2,336	_	_	2,605
Allowance for doubtrul accounts	(0)	(0)	<del>-</del>	<del>-</del>	(0)
(¥ million)	FY3/18 1H End	FY3/19 1H End	FY3/20 1H End	FY3/21 1H End	FY3/22 1H End
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Liabilities	07.400	00.005	07.000	00.005	05.000
Total liabilities	27,420	28,695	27,986	29,035	35,968
Current liabilities	24,086	24,576	22,418	22,344	30,349
Notes and accounts payable - trade	11,286	11,482	11,591	10,782	14,773
Electronically recorded obligations - operating	2,413	2,769	2,161	1,983	3,204
Short-term borrowings	6,590	6,835	5,770	5,225	6,483
Current portion of long-term borrowings	1,756	850	225	1,800	2,275
Income taxes payable	488	783	724	537	580
Provision for loss on order received	56		<del>-</del>	<del>-</del>	
Other	1,494	1,856	1,945	2,014	3,032
Non-current liabilities	3,333	4,118	5,568	6,690	5,619
Long-term borrowings	2,875	3,800	5,175	6,225	5,250
Retirement benefit liability	156	79	181	233	_
Other	301	239	212	232	369
Net assets					
Total net assets	26,561	30,620	34,223	35,596	37,845
Shareholders' equity	26,044	30,126	31,992	33,365	35,230
Share capital	3,301	4,361	4,361	4,361	4,361
Capital surplus	3,792	4,861	4,867	4,868	4,872
Retained earnings	19,305	21,246	23,096	24,454	26,302
Treasury shares	(354)	(343)	(332)	(319)	(305)
Accumulated other comprehensive income	516	475	176	153	518
Valuation difference on available-for-sale securities	396	361	268	313	371
Foreign currency translation adjustment	225	206	107	103	247
Remeasurements of defined benefit plans	(105)	(92)	(199)	(263)	(100)
Non-controlling interests	· <u>-</u>	18	2,054	2,078	2,096
Total liabilities and net assets	53,981	59,316	62,210	64,631	73,813

# **Consolidated Statement of Income/ Information by Segment**



#### **Consolidated Statement of Income**

(¥ million)	FY3/18	FY3/19	FY3/20	FY3/21	FY3/22
(+	1H	1H	1H	1H	1H
Net sales	52,376	57,077	62,336	52,812	71,604
Cost of sales	47,326	51,283	56,179	47,518	65,027
Gross profit	5,050	5,794	6,157	5,293	6,576
Selling, general and administrative expenses	3,398	3,820	4,114	3,913	4,822
Operating profit	1,651	1,974	2,043	1,380	1,754
Non-operating income	72	53	60	92	46
Interest income	3	1	2	6	10
Dividend income	8	10	9	10	11
Foreign exchange gains	11	17	_	_	_
Gain on valuation of investment securities	_	_	_	52	_
Insurance claim income	_	_	25	0	_
Surrender value of insurance policies	30	0	_	_	_
Other	18	23	22	22	25
Non-operating expenses	43	51	101	98	78
Interest expenses	18	20	24	16	18
Foreign exchange losses	_	_	38	58	41
Loss on valuation of investment securities	_	_	28	_	_
Loss on sales of trade receivables	23	17	7	12	_
Other	1	13	2	10	18
Ordinary profit	1,680	1,975	2,001	1,373	1,723
Extraordinary income	_	_	_	_	77
Gain on sale of investment securities	_	_	_	_	77
Extraordinary losses	1	1	3	0	5
Loss on disposal of non-current assets	1	1	0	0	5
Loss on valuation of membership	_	_	2	_	_
Loss on valuation of investment securities	_	0	1	_	_
Profit before income taxes	1,678	1,974	1,998	1,373	1,795
Income taxes	535	634	663	469	622
Profit	1,142	1,340	1,335	904	1,172
Profit attributable to non-controlling interests	_	3	28	27	27
Profit attributable to owners of parent	1,142	1,336	1,307	876	1,145

#### **Information by Segment**

Net Sales Breakdown by Business Segment

(¥million)	FY3/18	FY3/19	FY3/20	FY3/21	FY3/22
	1H	1H	1H	1H	1H
Net sales	52,376	57,077	62,336	52,812	71,604
Electronic Devices Business	43,910	46,687	50,824	43,292	61,138
Technology Solutions Business	8,466	10,390	11,512	9,519	10,466
Segment profit	1,651	1,974	2,043	1,380	1,754
Electronic Devices Business	2,008	1,420	1,406	916	1,188
Technology Solutions Business	412	553	636	463	566
Reconciling items	(769)	_	_	_	_

Note: The Company changed the calculation method of segment profit from the first half of FY3/19.

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

#### Net Sales Breakdown by Major Client

(¥million)	FY3/18 1H	FY3/19 1H	FY3/20 1H	FY3/21 1H	FY3/22 1H
Net sales	52,376	57,077	62,336	52,812	71,604
DENSO CORPORATION	30,422	32,773	35,333	30,684	37,759
TOKAI RIKA CO., LTD.	2,603	2,150	2,262	1,743	1,973
Toyota Motor Corporation	3,581	4,262	4,425	1,892	1,436
Others	15,770	17,892	20,315	18,492	30,434

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





(¥ million)	FY3/18 1H	FY3/19 1H	FY3/20 1H	FY3/21 1H	FY3/22 1H
Cash flows from operating activities					
Net cash provided by (used in) operating activities	(1,768)	324	908	1,245	(1,107)
Profit before income taxes	1,678	1,974	1,998	1,373	1,795
Depreciation	84	86	96	119	137
Loss (gain) on sale and retirement of non-current assets	1	1	0	0	5
Increase (decrease) in allowance for doubtful accounts	(1)	0	(0)	0	56
Increase (decrease) in retirement benefit liability	(28)	(30)	(21)	(17)	-
Decrease (increase) in retirement benefit asset	_	_	_	_	(46)
Increase (decrease) in provision for loss on order received	55	(11)	_	_	-
Interest and dividend income	(11)	(12)	(11)	(16)	(21)
Interest expenses	18	20	24	16	18
Loss (gain) on sale of investment securities	_	_	_	_	(77)
Surrender value of insurance policies	(30)	_	_	_	-
Decrease (increase) in trade receivables	1,545	365	1,455	4,368	6,149
Decrease (increase) in inventories	(3,010)	(1,409)	(3)	(686)	(5,589)
Increase (decrease) in trade payables	(916)	(248)	(1,133)	(3,224)	(1,980)
Other, net	(567)	76	(481)	(221)	(1,000)
Subtotal	(1,181)	813	1,922	1,712	(554)
Interest and dividends received	11	12	12	16	22
Interest paid	(17)	(20)	(24)	(15)	(20)
Income taxes paid	(580)	(480)	(1,001)	(468)	(555)
Cash flows from investing activities					
Net cash provided by (used in) investing activities	(6)	(292)	(133)	(43)	28
Proceeds from withdrawal of time deposits	_	70	_	_	_
Payments into time deposits	_	(200)	_	_	_
Purchase of investment securities	(21)	(15)	(5)	(5)	(3)
Proceeds from sale of investment securities	_	_	_	64	118
Purchase of property, plant and equipment	(43)	(111)	(80)	(79)	(70)
Purchase of intangible assets	(24)	(39)	(29)	(43)	(21)
Proceeds from cancellation of insurance funds	86	_	_	_	_
Other, net	(2)	4	(17)	21	5
Cash flows from financing activities					
Net cash provided by (used in) financing activities	1,770	474	179	1,777	567
Net increase (decrease) in short-term borrowings	2,081	252	233	77	1,134
Proceeds from long-term borrowings	500	700	1,250	2,400	1,300
Repayments of long-term borrowings	(432)	(893)	(800)	(150)	(1,350)
Purchase of treasury shares	(0)	_	_	(0)	(0)
Proceeds from issuance of shares	_	879	_	_	_
Dividends paid	(366)	(467)	(485)	(482)	(442)
Proceeds from share issuance to non-controlling shareholders	_	15	_	_	_
Dividends paid to non-controlling interests	_	_	(5)	(34)	(34)
Other, net	(12)	(11)	(13)	(32)	(39)
Effect of exchange rate change on cash and cash equivalents	(16)	(32)	(73)	(20)	143
Net increase (decrease) in cash and cash equivalents	(20)	473	881	2,959	(368)
Cash and cash equivalents at beginning of period	5,375	6,540	7,508	7,753	9,713
Cash and cash equivalents at end of period	5,354	7,013	8,389	10,713	9,345

## **Consolidated Profitability Indicators**



(%)	FY3/18 1H	FY3/19 1H	FY3/20 1H	FY3/21 1H	FY3/22 1H
Gross profit on Net sales	9.6	10.2	9.9	10.0	9.2
Operating profit margin	3.2	3.5	3.3	2.6	2.5
Ordinary profit margin	3.2	3.5	3.2	2.6	2.4
Net profit margin	2.2	2.3	2.1	1.7	1.6

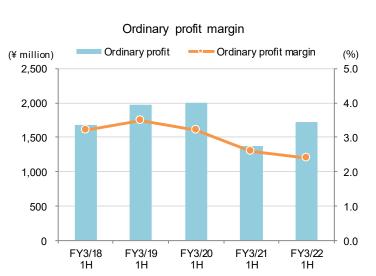
Gross profit on Net sales = Gross profit/Net sales

Operating profit margin=Operating profit/Net sales

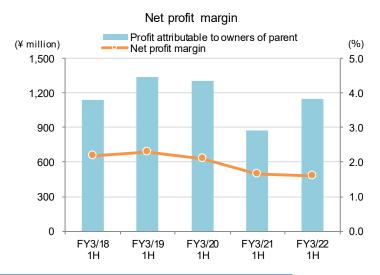
Ordinary profit margin=Ordinary profit/Net sales

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

#### Gross profit on Net sales (¥ million) --- Gross profit on Net sales (%) 8,000 12.0 6,000 9.0 4,000 6.0 2,000 3.0 0 0.0 FY3/19 FY3/18 FY3/20 FY3/21 FY3/22 1H 1H 1H 1H 1H



#### Operating profit margin Operating profit --- Operating profit margin (¥ million) (%) 2,500 5.0 2,000 4.0 1,500 3.0 1,000 2.0 500 1.0 0 0.0 FY3/18 FY3/19 FY3/20 FY3/21 FY3/22 1H 1H 1H 1H 1H



## **Consolidated Profitability/Efficiency Indicators**



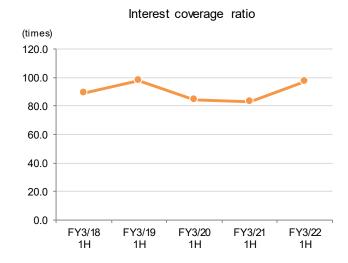
		FY3/18 1H	FY3/19 1H	FY3/20 1H	FY3/21 1H	FY3/22 1H
Interest coverage ratio	(times)	89.3	97.7	84.1	83.1	97.4
Number of employees at end of period	(persons)	517	547	581	598	607
Number of temporary employees at end of period	(persons)	42	49	56	64	81
Net sales per employee	(¥ thousand)	93,697	95,767	97,860	79,777	104,076
Ordinary profit per employee	(¥ thousand)	3,007	3,315	3,143	2,075	2,504
Net profit per employee	(¥ thousand)	2,045	2,243	2,052	1,325	1,665

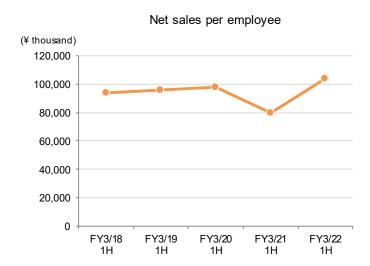
Interest coverage ratio=(Operating profit+Interest income+Dividend income)/Interest expenses

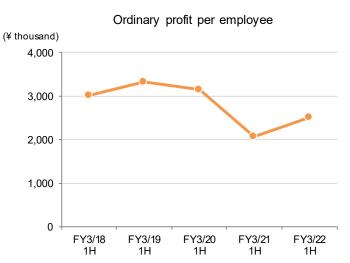
Net sales per employee=Net sales/(No. of employees at end of period+No. of temp. employees at end of period)

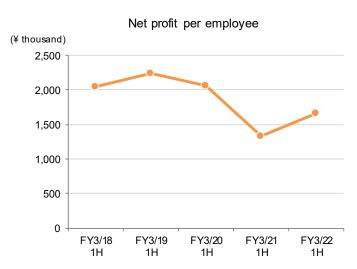
Ordinary profit per employee = Ordinary profit/(No. of employees at end of period+No. of temp. employees at end of period)

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)









# Consolidated Efficiency/Stability Indicators



(%)	FY3/18 1H	FY3/19 1H	FY3/20 1H	FY3/21 1H	FY3/22 1H
Equity ratio	49.2	51.6	51.7	51.9	48.4
Interest-bearing debt ratio	20.8	19.4	18.0	20.5	19.0
Acid-test ratio	140.4	157.6	185.3	182.4	143.2
Current ratio	204.6	220.5	254.8	265.5	225.0
Non-current ratio	17.7	16.7	15.8	15.8	15.4
Non-current assets to Non-current liability ratio	15.7	14.8	13.5	13.2	13.3

Equity ratio=Equity/Total assets

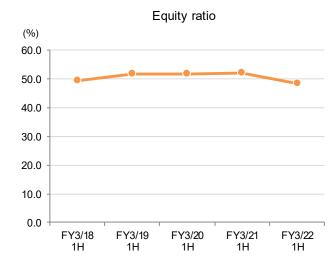
Interest-bearing debt ratio=Interest-bearing debt/Total assets

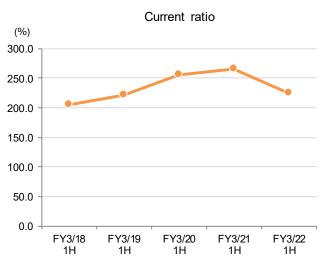
Acid-test ratio=Liquid assets/Current liabilities

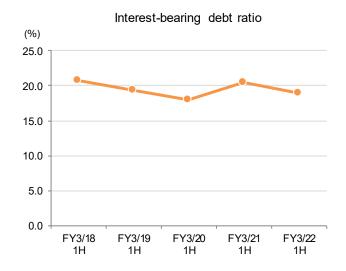
Current ratio=Current assets/Current liabilities

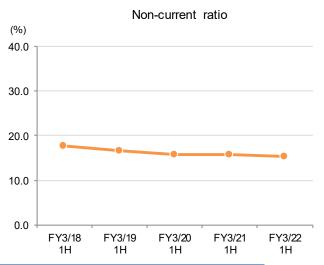
Non-current ratio=Non-current assets/Equity

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









## **Stock Information**



#### **Per Share Indicators**

(¥)	FY3/18 1H	FY3/19 1H	FY3/20 1H	FY3/21 1H	FY3/22 1H
Share price at end of period	3,275	3,390	2,680	2,282	2,211
Closing stock price range for the last 12 months	1,843-3,275	2,892-3,990	2,557-3,385	1,860-2,932	2,155-2,830
Earnings per share (EPS)	140.66	153.25	147.98	99.20	129.48
Dividend per share (DPS)	40.00	50.00	50.00	30.00	40.00

#### **Other Indicators**

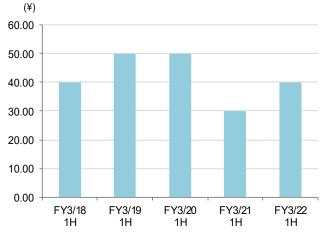
		FY3/18 1H	FY3/19 1H	FY3/20 1H	FY3/21 1H	FY3/22 1H
Total amount of dividends	(¥ million)	325	441	441	265	354
Dividend payout ratio	(%)	28.4	32.6	33.8	30.2	30.9
Price earnings ratio (PER)	(times)	11.64	11.06	9.06	11.50	8.54
Term-average number of shares outstanding	(thousand shares)	8,125	8,722	8,833	8,839	8,846
Number of shareholders	(persons)	2,840	2,794	2,825	3,056	2,963

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

Dividend payout ratio=DPS/EPS

PER=Share price at end of period/EPS\*2

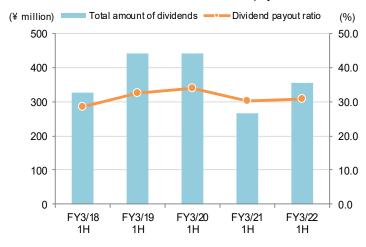
## Dividend per share



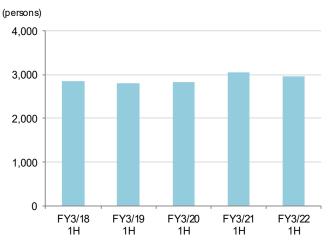
#### PER



#### Total amount of dividends/Dividend payout ratio



#### Number of shareholders



## **Stock Information**



#### **Status of Major Shareholders**

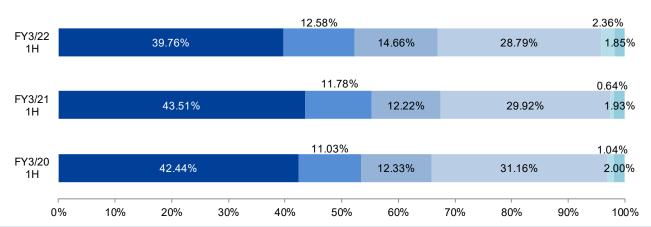
as of September 30, 2021

Top 10 Shareholders	Number of shares	Shareholding ratio (%)
The Master Trust Bank of Japan, Ltd. (trust account)	966,500	10.92
Custody Bank of Japan, Ltd.(trust account)	619,200	7.00
STANY Co., Ltd.	495,250	5.60
BBH FOR FIDELITY PURITAN TR: FIDELITY SR INTRINSIC OPPORTUNITIES FUND	350,000	3.95
Tomoaki Hagiwara	338,746	3.83
MUFG Bank, Ltd.	232,500	2.63
Nagoya Small and Medium Business Investment & Consultation Co., Ltd.	230,000	2.60
HAGIWARA FOUNDATION OF JAPAN	230,000	2.60
Employees' Stockholding	207,175	2.34
Sumitomo Mitsui Trust Bank, Limited	178,000	2.01

Note: Shareholding ratio is calculated excluding treasury shares (167,088 shares).

#### **Breakdown of Type of Shareholders**

- Individuals and others
- Other Japanese companies
- Financial instruments business operators
- Foreign institutions and others
- Financial institutions
- Treasury shares



#### **Share Price and Trading Volume**



## **Corporate Vision**



## A solution design company that is creating the future through advanced electronics

We aim to be a corporate group that contributes to a sustainable society by designing new value for the future of our mobility society and manufacturing through digital transformation.

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 a More Prosperous Lifestyle Through Advanced Technology

We evolve together with our customers through advanced electronics technology and logistics services

The digital revolution has finally begun to change the nature of the automobile. We help to solve our customers' problems by providing new services based on our many years of experience in the automotive industry.

Overseas Business Expansion Supporting Your Global Expansion

Delivering value globally ~Contributing to our customers' overseas expansion and the development of local businesses~

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 Digital Society of the Future

Toward a digital society transformed by data and technology: expanding the possibilities of the future through digital transformation

We provide solutions for achieving a connected society by integrating and developing the measurement and digitalization technologies that we have cultivated in the manufacturing field, and for achieving the digital transformations that will lead to the digital society of the future.

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.

## **Our Business**



#### **Electronic Devices Business**

## We evolve together with our customers through advanced electronics technology and logistics services

The digital revolution has finally begun to change the nature of the automobile. We help to solve our customers' problems by providing new services based on our many years of experience in the automotive industry.

#### **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**

## Toward a digital society transformed by data and technology: expanding the possibilities of the future through digital transformation

We provide solutions for achieving a connected society by integrating and developing the measurement and digitalization technologies that we have cultivated in the manufacturing field, and for achieving the digital transformations that will lead to the digital society of the future.

#### **Solutions for Every Area**

### **Business Domains**

- · Factories
- Social
- · IT Infrastructure
- Medicine and Healthcare

#### IT Solutions

DX

Security

**Data Centers** 

Cloud

IT Platforms

Original Packages

#### **Product Solutions**

**Embedded Platforms** 

**Embedded Devices** 

**Original Products** 

#### Measurement and FA Solutions

**Measurement Solutions** 

**FA Solutions** 









#### **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. Promoting Digital Transformation and Creating New Value Delivering new value in the data-driven digital integration and factory integration services market

We are able to utilize our experience in IT, embedded devices, measurement, and other aspects of factory automation (FA) in order to import data from various machines and objects. We create new value by processing the data we collect into meaningful information and promoting digital transformation.

## **Our Business**



#### **Overseas Business Expansion**

## Delivering value globally ~Contributing to our customers' overseas expansion and the development of local businesses~

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

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## **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

- loT-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

# Corporate Profile (Operating companies in Japan)



#### HAGIWARA ELECTRONICS CO., LTD.

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.

Name of Company

HAGIWARA TECHNO SOLUTIONS CO., LTD.

Location

Takaoka KANAME Building, 2-28-23 Izumi, Higashi-ku, Nagoya-shi, Aichi

Representative

Chihiro Kashima, 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

Atsunori Shigenobu, 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





#### Contact

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