



3Q FY18/12

Results Briefing

November 13, 2018

Sodick Co., Ltd.

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I. 3Q FY18/12 Financial Results Summary

- *Since the previous fiscal period (FY2017) was a transitional period for a change in the accounting period, we did not prepare consolidated financial statements for the third quarter of the fiscal year ended December 31, 2017.**
- *For reference comparison, we state figures of all consolidated companies, which are adjusted by unifying the previous accounting period (January 1 to September 30, 2017) that corresponds to this third quarter (January 1 to September 30, 2018).**
- *The figures for reference comparison have not been audited by an audit corporation.**

Financial Results Highlights



- ✓ In China after the Chinese New Year holiday, EDMs sold well and on the whole net sales progressed according to plan at the beginning of the period.
- ✓ Gross profit margin improved due to a substantial increase in the number of EDMs sold and greater productivity.

	January - September, 2017 (*)		3Q FY18/12		Changes		FY18/12 Full-year Projection (Revised on Nov. 13)
	Actual	Income margin	Actual	Income margin	Amount	Ratio	
Net sales	55,543	—	62,577	—	7,034	12.7%	80,000
Gross profit	19,767	35.6%	23,368	37.3%	3,600	18.2%	—
Operating income	5,738	10.3%	8,253	13.2%	2,515	43.8%	10,000
Ordinary income	5,785	10.4%	8,088	12.9%	2,303	39.8%	10,000
Net income	3,941	7.1%	5,632	9.0%	1,691	42.9%	6,800

	Ratio to sales		Ratio to sales		
Facility investment	2,846	5.1%	5,552	8.9%	8,000
Depreciation	2,281	4.1%	2,283	3.6%	3,300
R&D expenses	3,108	5.6%	3,017	4.8%	4,200

Average exchange rate over the period	USD	111.89 yen		109.60 yen		111.00 yen
	EUR	124.58 yen		130.87 yen		131.00 yen
	CNY	16.47 yen		16.84 yen		16.70 yen
	THB	3.27 yen		3.41 yen		3.40 yen

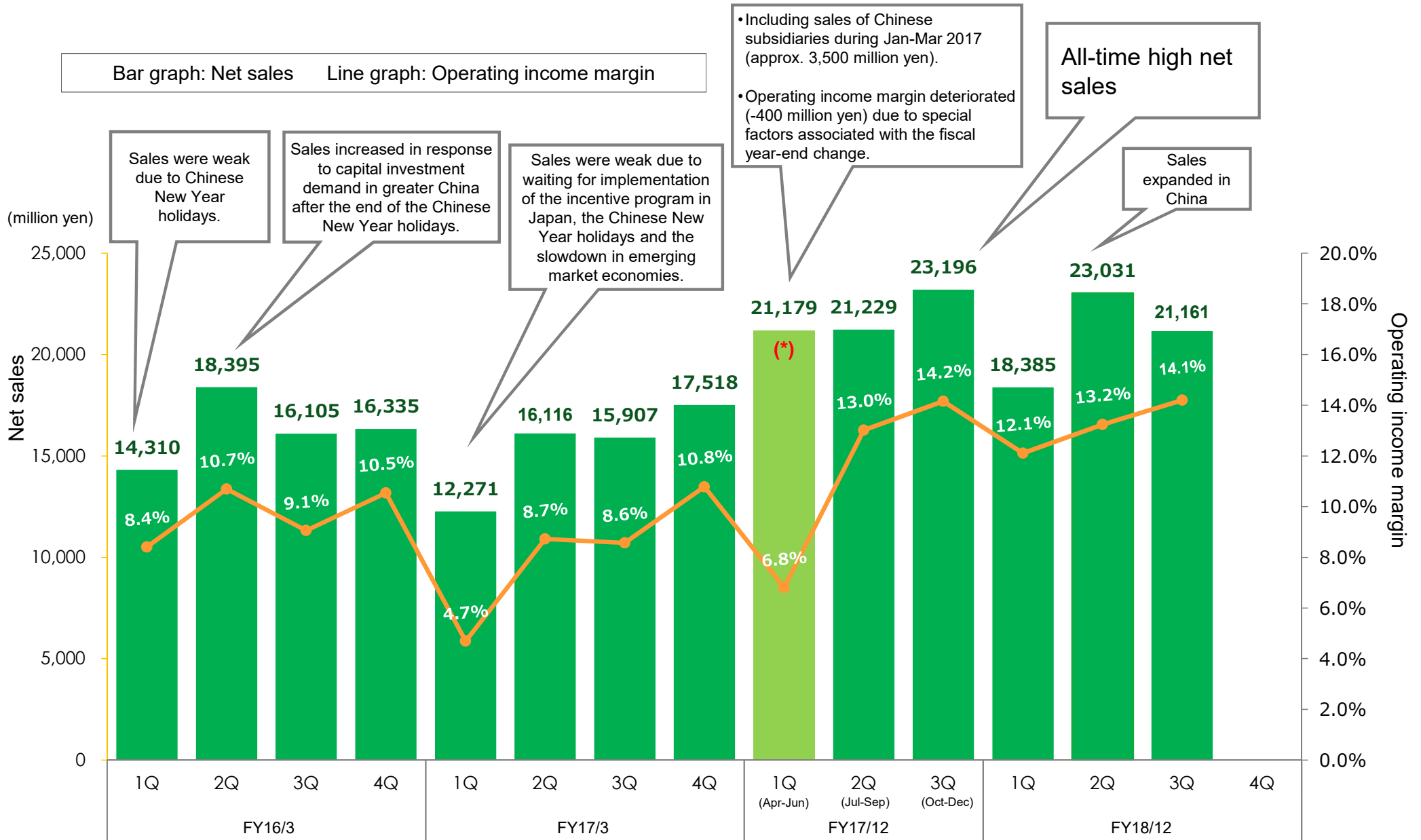
*Reference information Exchange rate at end of September 2018 USD: 113.57yen EUR: 132.14yen CNY: 16.50yen THB: 3.50yen
Exchange rate at end of September 2017 USD: 112.73yen EUR: 132.85yen CNY: 16.96yen THB: 3.38yen

* These figures, which have not been audited, are provided only for the purpose of comparison.

Ratio of Operating Income to Net Sales (Quarterly)



✓ Both sales and operating income maintained high levels thanks to steady sales of EDM and greater productivity.



(*) Due to irregular settlement of accounts resulting from the fiscal year-end change, figures for the April-June period of companies whose fiscal year ends on March 31 as well as those for the January-June period of companies whose fiscal year ends on December 31 are included.

Financial Results by Segment



(million yen)

		January – September, 2017 (*)	3Q FY18/12	Changes	
		Actual	Actual	(Amount)	(Ratio)
Net sales	● Machine tool segment	39,751	45,117	5,366	13.5%
	● Industrial machinery segment	9,269	7,736	-1,533	-16.5%
	● Food processing machinery segment	2,461	4,934	2,473	100.5%
	● Other segments	4,061	4,789	727	17.9%
		55,543	62,577	7,034	12.7%
Segment income	● Machine tool segment	5,912	8,033	2,121	35.9%
	● Industrial machinery segment	1,199	604	-594	-49.6%
	● Food processing machinery segment	-115	618	733	-
	● Other segments	685	931	246	36.0%
		7,681	10,189	2,507	32.6%
Adjustment amounts		-1,943	-1,935	7	-0.4%
Total operating income		5,738	8,253	2,515	43.8%

Machine tool segment

- ✓ In China, sales are currently slowing down owing largely to the decrease in demand for smartphone-related industries and postponing capital investment decisions because of trade conflicts with the U.S., despite the strong sales mainly in sophisticated and automated manufacturing, auto-related industries where electric car production is increasing, and booming semiconductor-related industries.
- ✓ In North America, demand in the automotive industry was strong.
- ✓ In Japan, demand mainly in the automotive and semiconductor-related industries was strong.
- ✓ In Europe, there was demand in automotive and aerospace-related industries in Germany, Italy, and the U.K.
- ✓ In other countries and regions in Asia, demand remained solid in the automotive and semiconductor-related industries in Thailand, India, Malaysia, etc.

Industrial machinery segment

- ✓ In Japan, demand remained solid for components such as connectors and sensors for auto-related industries.
- ✓ In North America, demand remained stable mainly in the medical equipment-related industries.
- ✓ In China and Asia, demand was slowing down.

Food processing machinery segment

- ✓ Demand for high-quality noodle making equipment continued to be strong, including large orders in China.
- ✓ Demand has been increasing in Japan and Asia for sterile-packed cooked rice production systems.

Other segments

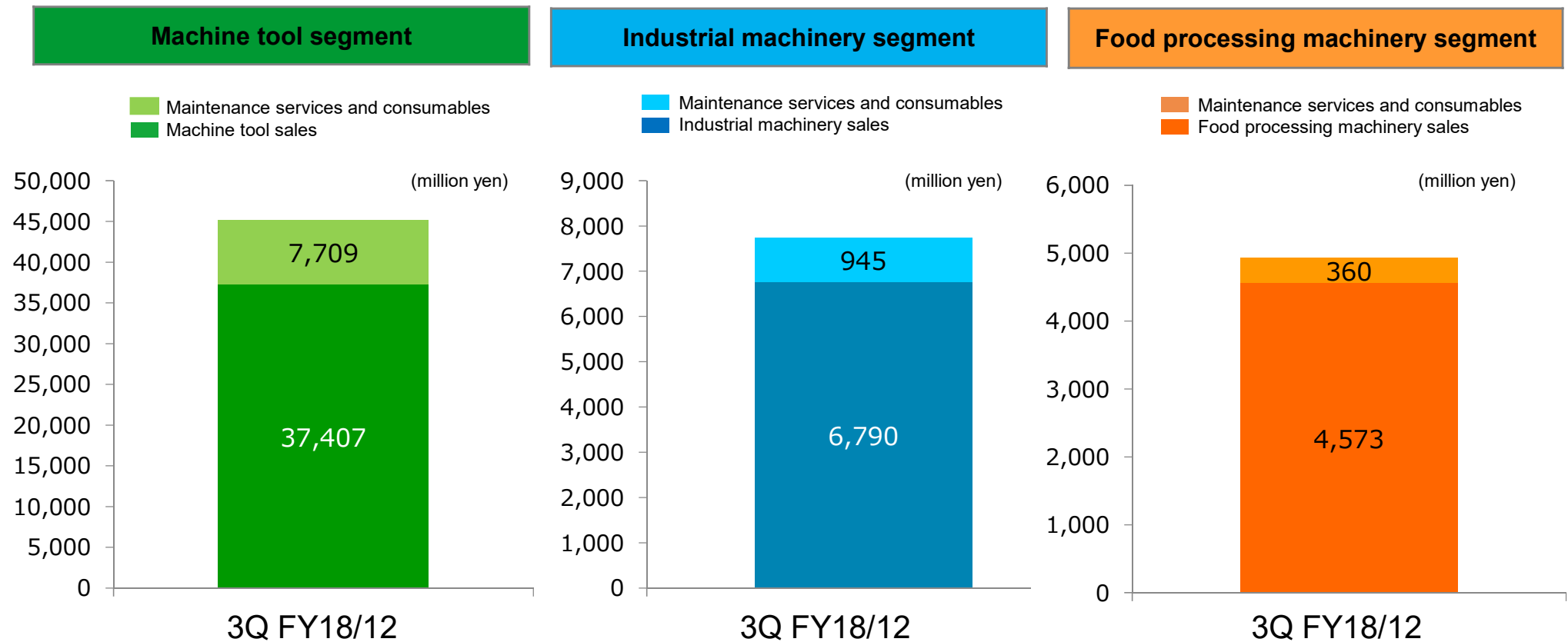
- ✓ In precision mold and precision molding operations, we are making efforts to develop high precision molding utilizing molds created by metal 3D printers and specialized injection molding machines.
- ✓ Sale of ceramics mainly to the semiconductor production equipment industries remained strong.

* These figures, which have not been audited, are provided only for the purpose of comparison.

Net Sales by Segment



✓ Maintenance services and consumables, a stable source of cash, account for about 16% of total net sales.



Machine tool segment	3Q FY18/12	
Machine tool sales	37,407	82.9%
Maintenance services and consumables	7,709	17.1%
Total	45,117	100%

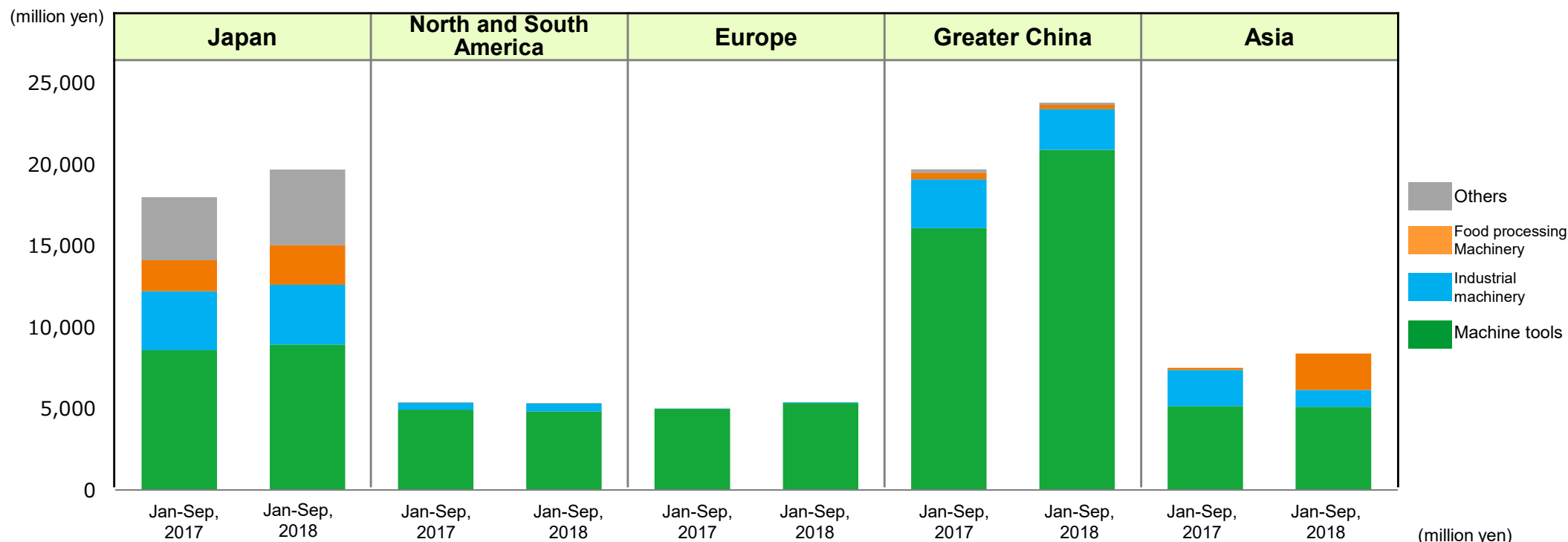
Industrial machinery segment	3Q FY18/12	
Injection molding machine sales	6,790	87.8%
Maintenance services and consumables	945	12.2%
Total	7,736	100%

Food processing machinery segment	3Q FY18/12	
Food processing machinery sales	4,573	92.7%
Maintenance services and consumables	360	7.3%
Total	4,934	100%

*Since we did not prepare consolidated financial statements for the third quarter of the fiscal year ended December 31, 2017 because of the change in the accounting period, figures above are only for the third quarter of the fiscal year ending December 31, 2018.

Overseas Sales Ratio by Segment

✓ Sodick has been developing its business globally with an overseas sales ratio of 68.5%.



January – September, 2017 (*)	Japan		North and South America		Europe		Greater China		Asia		Total	
Machine tools	8,583	21.6%	4,939	12.4%	4,998	12.6%	16,078	40.4%	5,151	13.0%	39,751	71.6%
Industrial machinery	3,616	39.0%	431	4.6%	0	0.0%	2,997	32.4%	2,222	24.0%	9,269	16.7%
Food processing machinery	1,909	77.6%	20	0.8%	-	-	401	16.3%	129	5.3%	2,461	4.4%
Others	3,858	95.0%	-	-	-	-	203	5.0%	-	0.0%	4,061	7.3%
By-region total	17,968	32.3%	5,391	9.7%	4,998	9.0%	19,681	35.5%	7,503	13.5%	55,543	100.0%

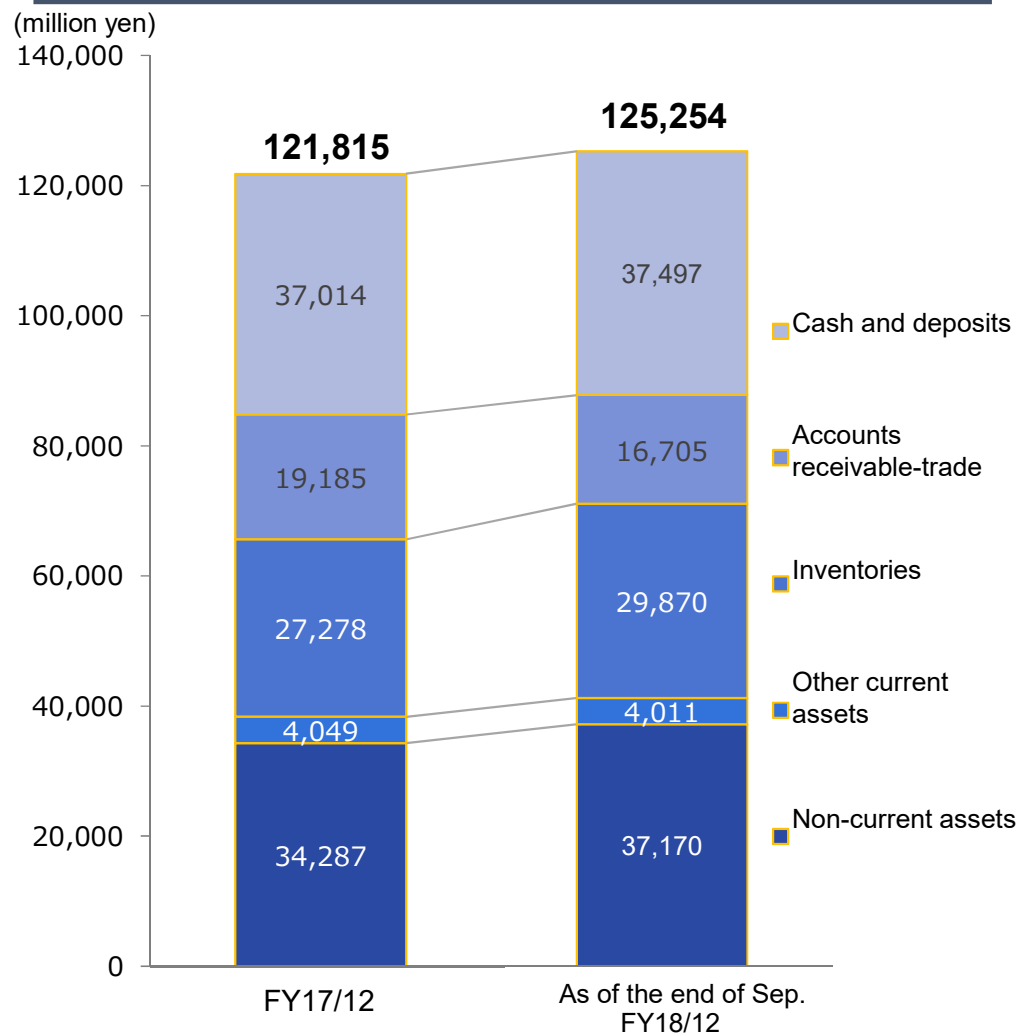
January – September, 2018	Japan		North and South America		Europe		Greater China		Asia		Total	
Machine tools	8,936	19.8%	4,840	10.7%	5,351	11.9%	20,878	46.3%	5,109	11.3%	45,117	72.1%
Industrial machinery	3,662	47.3%	493	6.4%	43	0.6%	2,498	32.3%	1,038	13.4%	7,736	12.4%
Food processing machinery	2,420	49.1%	9	0.2%	-	-	261	5.3%	2,242	45.4%	4,934	7.9%
Others	4,652	97.1%	-	-	-	-	137	2.9%	-	0.0%	4,789	7.7%
By-region total	19,672	31.5%	5,343	8.5%	5,395	8.6%	23,775	38.0%	8,390	13.4%	62,577	100.0%

* These figures, which have not been audited, are provided only for the purpose of comparison.

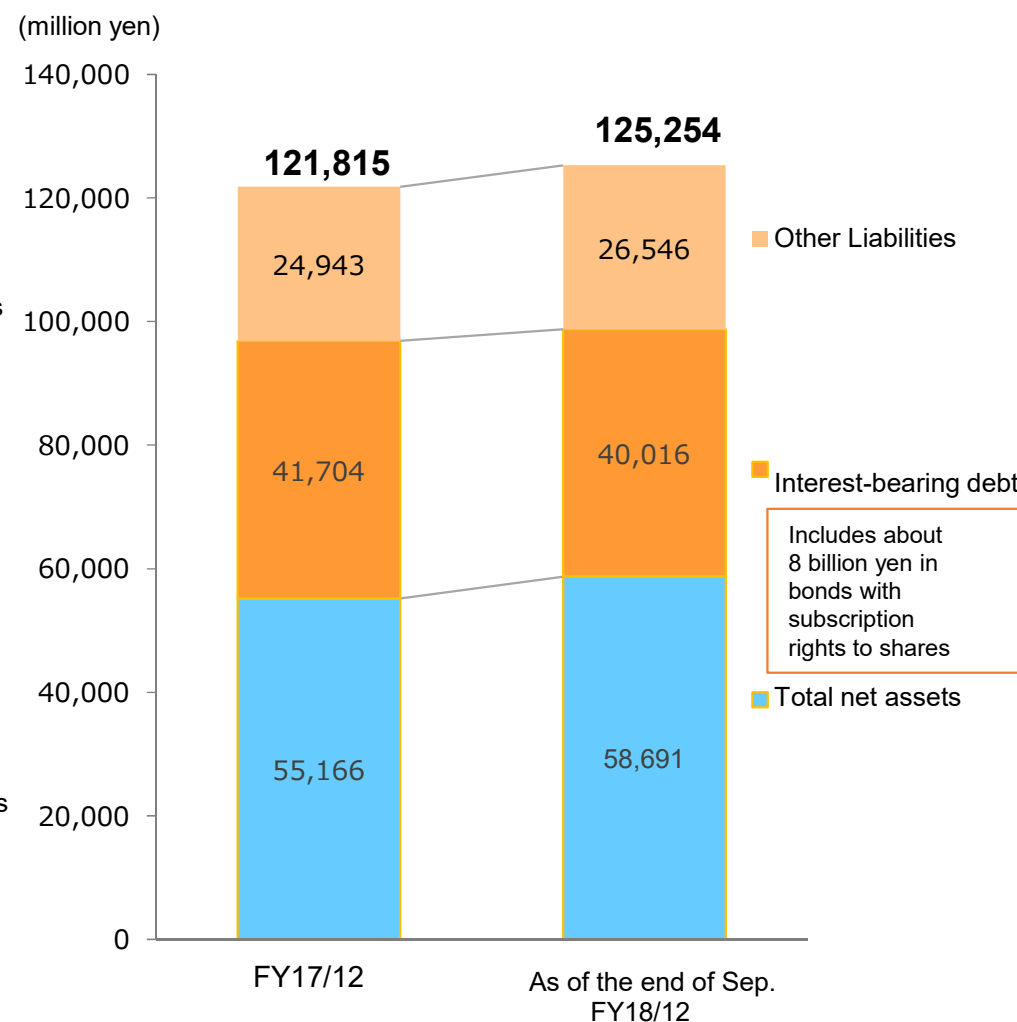
Balance Sheet

- ✓ Non-current assets substantially increased owing to active capital investment at home and abroad (e.g. the Kaga multifactory, Distribution Centers, Head Office Building No. 2 (R&D building), the new building for sales office in US, land for sales office in UK, the second factory of the Thailand Plant, and the Miyazaki Factory (for precision molds and precision molding operations))
- ✓ Net-interest-bearing debt amounted to 2,519 million yen (a decrease of 2,170 million yen compared to the end of the preceding fiscal year)

Assets



Liabilities and net assets



* Reference information	Exchange rate at end of September 2018	USD: 113.57yen	EUR: 132.14yen	CNY: 16.50yen	THB: 3.50yen
	Exchange rate at end of December 2017	USD: 113.00yen	EUR: 134.94yen	CNY: 17.29yen	THB: 3.45yen

1 Development of the high-speed building metal 3D printer LPM325

To respond to diversified needs for metal 3D printer products, we have released and added to our lineup the metal 3D printer LPM325 that achieves both 3D molding through melting and solidifying metal powder and machining the reference surface of the molded object.

The LPM325 has drastically improved the molding speed because the chamber has become compact by limiting functions to metal molding and machining of the reference surface for secondary machining so as to facilitate controlling nitrogen concentration and dealing with fumes.

In addition, taking the reference surface for secondary machining (cutting) that reduces cutting time, the product is suitable for component machining that requires high-speed molding.

* For details of the product, please refer to the press release below.

URL: https://www.sodick.co.jp/pdf/180719063747_LPM325_release_sodick.pdf



▲LPM325

2 Development of the nano-machining center AZ275nano that embodies elemental technologies to provide the highest level of nano-fabrication

The AZ275nano is a linear-motor driven nano-machining center that achieves stable and high-speed, ultra-fine and ultra-high-precision machining in the nano field, supporting the next generation nano technology.

The AZ275nano realizes expansion of the machining area and high efficiency by improving the XY axis stroke, and meeting a wide range of machining needs from rough to finished machining. The AZ275 responds to requests for advancing downsizing and multifunctionality of smartphones and tablets as well as requests from medical equipment and biotechnology fields, where high-level miniaturization and precision are required.

* For details of the product, please refer to the press release below.

URL: https://www.sodick.co.jp/pdf/180927193607_NewsRelease_AZ275nano_20180927.pdf



▲AZ275nano

3 Development of the large wire electric discharge machining AL800P that is linear motor driven with high-speed and ultra-high precision

As an model in our lineup of wire electric discharge machining AL series that are well received in the precision molds and high-precision component machining fields, we have developed the large AL800P with exceptionally high precision and high speed. Along with the popularization of electric vehicles and the expansion of their applied models, the AL800P can meet the needs for sophistication and longer length of precision molds of motor cores and separators of lithium-ion batteries that are integral parts of electric vehicles.

Equipped with a large open space cover, an independent operating panel, and automated three-sided up-and-down machining tank as standard, the AL800P can contribute to productivity improvement through setup efficiency, including setups for large machining.

* For details of the product, please refer to the press release below.

URL: https://www.sodick.co.jp/pdf/180928190908_NewsRelease_AL800P_20180928.pdf



▲AL800P

4 Development of the die-sinking electric discharge machining AL30L that is linear motor driven with high speed and ultra-high precision

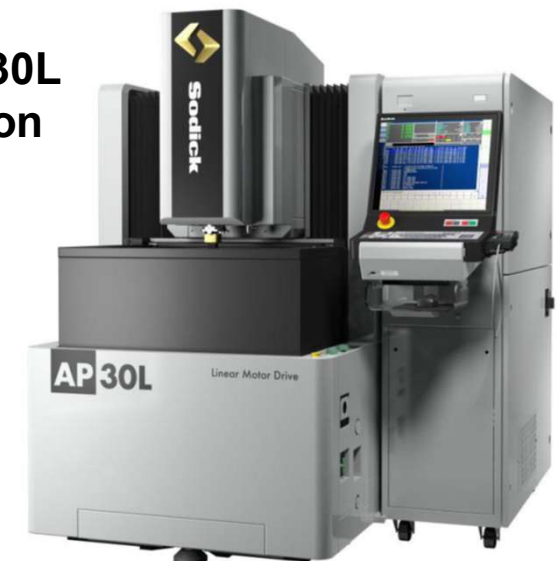
As a new model of the flagship AP series for linear motor driven die-sinking electric discharge machining, we have upgraded the performance in the ultra-high precision field and developed the AP30L that realizes high speed and high-efficient machining.

Embedded with the concept of comprehensive thermal control, the AP30L minimizes thermal changes in the installation environment and heat generation during high-speed driving.

Realizing the highest quality metal molding at the lowest cost, the AP30L can demonstrate an unprecedented performance to lead future manufacturing.

* For details of the product, please refer to the press release below.

URL: https://www.sodick.co.jp/pdf/180925213807_NewsRelease_AP30L_20180925.pdf



▲AP30L

1 Participation in IMTS 2018 (International Manufacturing Technology Show)

We participated in IMTS2018, one of the three world machine tool fairs, held in Chicago, U.S. Amid the expansion of the exhibition scale of 3D printers, we exhibited the precision metal 3D printer OPM350L and demonstrated machining and presentation, attracting many inquiries. Our booth was brisk with many visitors.

Outline of IMTS2018

Place: McCormick Place (Chicago, IL, USA)

Time: Sep. 10 to 15, 2018 (six days)

Exhibited models: ultra-speed precision hole-boring machining K6HL, precision metal 3D printer OPM350L, die-sinking electric discharge machining AG60L+Robot and AD series wire electric discharge machining ALN series and VL series, high-speed milling center UH650L, etc.

Number of visitors: 129,415 (115,612 in 2016)



2 Participation in JIMTOF 2018 (29th Japan International Machine Tool Fair)

We participated in JIMTOF2018, one of the world three biggest machine tool fairs, held in Tokyo Big Sight.

In addition to introducing our new high-speed building metal 3D printer LPM325 and linear motor driven high-speed and ultra precision die-sinking electric discharge machining AP30L, we introduced other new technologies and new products that contribute to users' productivity improvements.

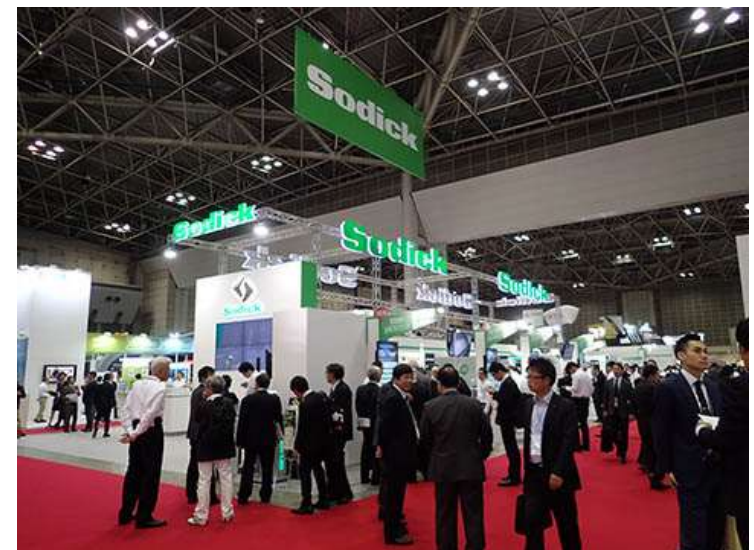
Outline of JIMTOF 2018

Place: Tokyo Big Sight

Time: Nov. 1 to 6, 2018 (six days)

Exhibited models: precision building metal 3D printer LPM325, wire electric discharge machining AL800P, die-sinking electric discharge machining AP30L, nano-machining AZ227nano, electric injection molding machine MS50, etc.

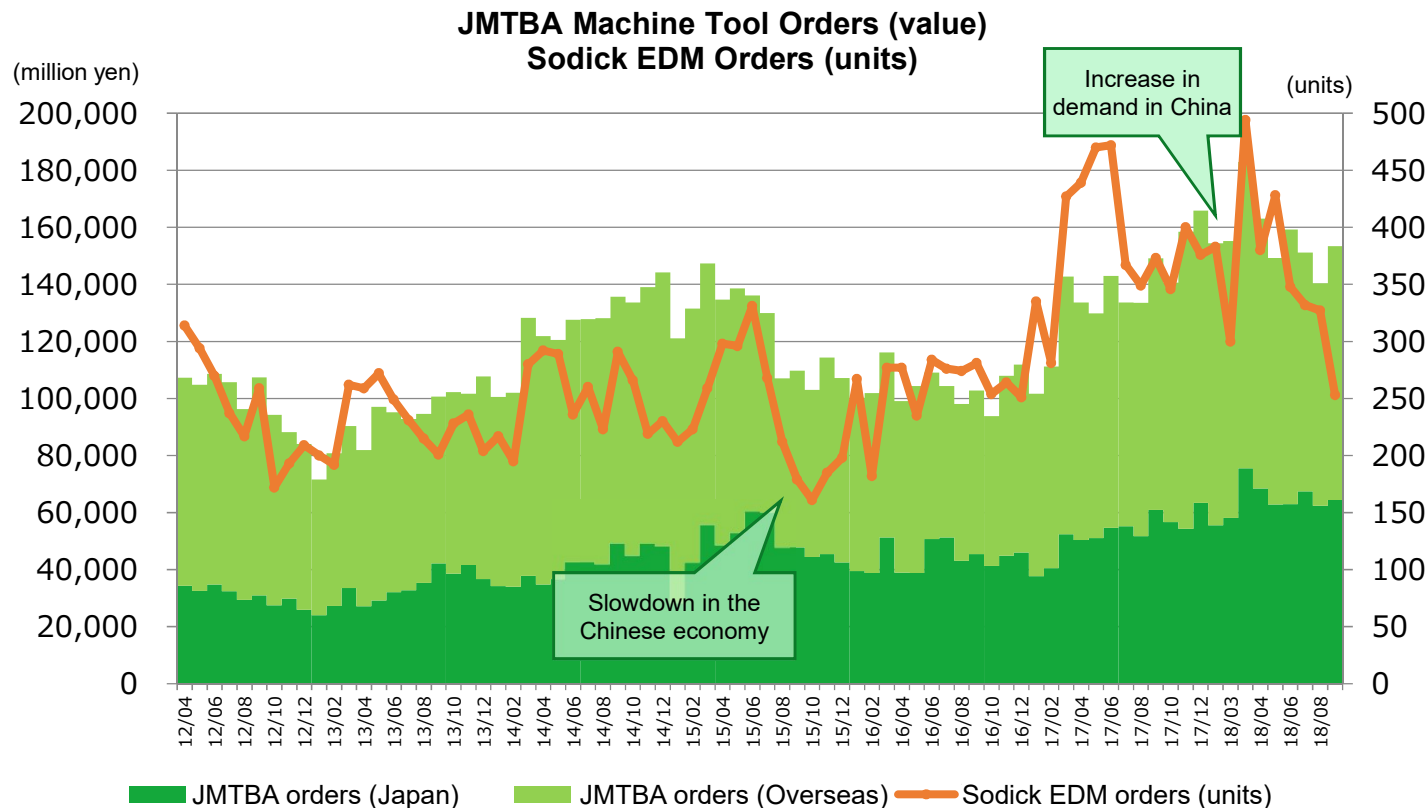
Number of visitors: 153,103 (147,602 in 2016)



II . FY18/12 Financial Results Projections

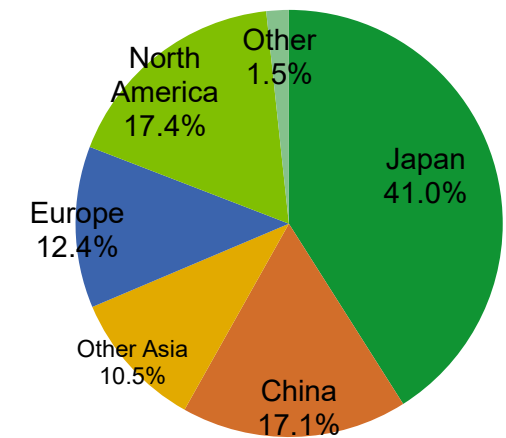


- ✓ Japan: We expect sustained solid demand due to the government subsidy programs and replacement demand due to facility aging.
- ✓ North America: Bolstered by the corporate tax cuts, capital investment demand is expected to increase mainly in the automotive, aerospace and medical equipment industries.
- ✓ Europe: There is uncertainty about the future because of the Brexit issue and slower growth in demand in countries such as Turkey, but demand in the automotive and aerospace industries is expected to remain firm.
- ✓ China: Although there is a continuous demand for high-precision machinery mainly in auto-related industries owing to an increasing need for automation against a background of sophisticated manufacturing and soaring personnel expenses, declining demand for capital investment due to trade conflicts between China and the U.S. raised uncertainties.
- ✓ Asia: Demand mainly from auto-related industries is expected to continue picking up in Thailand and Malaysia, etc.



Source: JMTBA

**JMTBA Machine Tool Orders by Region
(cumulative for Jan-Sep 2018)**



Source: JMTBA

FY18/12 Financial Results Projections



- ✓ Although business results for the first three quarters have exceeded the initial plan, both sales and income for the fourth quarter are expected to be sluggish because orders are currently slowing down owing mainly to trade conflicts between China and the U.S.

(million yen)

	FY18/12 Full-year		FY18/12 Full-year		Changes	
	Initial forecast (announced on Feb.14)	Income margin	Revised forecast	Income margin	Amount	Percentage change
Net sales	81,000	-	80,000	-	-1,000	-1.2%
Operating income	8,000	9.9%	10,000	12.5%	2,000	25.0%
Ordinary income	8,000	9.9%	10,000	12.5%	2,000	25.0%
Net income	5,700	7.0%	6,800	8.5%	1,100	19.3%

Average exchange rate over the period	USD	112.00 yen		111.00 yen			
	EUR	132.00 yen		131.00 yen			
	CNY	16.90 yen		16.70 yen			
	THB	3.40 yen		3.40 yen			

* We have revised the full-year business performance forecast for the fiscal year ending December 31, 2018.

FY18/12 Financial Results Projections by Segment



- ✓ Although the business results for the first three quarters have exceeded the initial plan, both sales and income for the fourth quarter are expected to be sluggish because orders are currently slowing down due mainly to the trade conflict between China and the U.S.

(million yen)

	3Q FY18/12		FY18/12 Full-year		Progress toward projection	FY17/12 (Group-wide: Jan-Dec) Actual
	Actual	Income margin	Revised forecast	Income margin		
Net sales	62,577	-	80,000	-	78.2%	78,714
Operating income	8,253	13.2%	10,000	12.5%	82.5%	9,161
Ordinary income	8,088	12.9%	10,000	12.5%	80.9%	9,384
Net income	5,632	9.0%	6,800	8.5%	82.8%	6,664

	Ratio to sales		Ratio to sales	
Facility investment	5,552	8.9%	8,000	10.0%
Depreciation	2,283	3.6%	3,300	4.1%
R&D expenses	3,017	4.8%	4,200	5.3%

Average exchange rate over the period	USD	109.60 yen		111.00 yen		112.16 yen
	EUR	130.87 yen		131.00 yen		126.70 yen
	CNY	16.84 yen		16.70 yen		16.62 yen
	THB	3.41 yen		3.40 yen		3.31 yen

* We have revised the full-year business performance forecast for the fiscal year ending December 31, 2018.

FY18/12 Financial Results Projections by Segment



(million yen)

		FY18/12 Full-year		Increase/Decrease	
		Initial forecast (announced on Feb. 14)	Revised forecast	Amount	Rate
Net sales	● Machine tool segment	57,000	56,000	-1,000	-1.8%
	● Industrial machinery segment	12,100	10,500	-1,600	-13.2%
	● Food processing machinery segment	5,900	6,800	900	15.3%
	● Other segments	6,000	6,700	700	11.7%
		81,000	80,000	-1,000	-1.2%
Segment income	● Machine tool segment	8,370	10,000	1,630	19.5%
	● Industrial machinery segment	1,000	700	-300	-30.0%
	● Food processing machinery segment	550	800	250	45.5%
	● Other segments	680	1,000	320	47.1%
		10,600	12,500	1,900	17.9%
Adjustment amounts		-2,600	-2,500	100	-
Total operating income		8,000	10,000	2,000	25.0%

Machine tool segment

- ✓ In Japan, steady earnings are expected thanks to demand for replacing aging equipment.
- ✓ While capital investment demand in North America showed a sign of slowing down, such demand in Europe is expected to remain solid.
- ✓ In Greater China, orders and sales are projected to slow down owing to postponing capital investment decisions because of the trade conflict between China and the U.S.
- ✓ Demand from auto-related industries in Thailand and Malaysia, etc. is forecasted to remain steady.

Industrial machinery segment

- ✓ In Japan, demand is expected to remain firm, mainly in the automotive, electronic component and semiconductor industries.
- ✓ In both Greater China and Asia, there is a growing demand for high-precision machinery for smartphone and connector-related industries, and a high level of orders are expected to continue.

Food processing machinery segment

- ✓ Demand for high quality noodles is expected to remain strong. In addition, sales to food makers other than noodle manufacturers such as confectionery companies and manufacturers of packaging materials for precooked rice and delicatessens are anticipated to grow.

Other segments

- ✓ Both the high-precision dies and mold business and external sales of ceramics are expected to remain strong.

* With the revision of the business forecast, we partially revised the full-year business forecast by segment.

FY18/12 Financial Results Projections by Segment



		(million yen)			
		FY18/12	FY18/12	Progress	FY17/12
		3Q Actual	Full-year	toward	(Group-wide:
			projection	projection	Jan-Dec)
					Actual
Net sales	● Machine tool segment	45,117	56,000	80.6%	55,796
	● Industrial machinery segment	7,736	10,500	73.7%	12,721
	● Food processing machinery segment	4,934	6,800	72.6%	4,435
	● Other segments	4,789	6,700	71.5%	5,760
		62,577	80,000	78.2%	78,714
Segment income	● Machine tool segment	8,033	10,000	80.3%	9,300
	● Industrial machinery segment	604	700	86.3%	1,471
	● Food processing machinery segment	618	800	77.3%	127
	● Other segments	931	1,000	93.1%	846
		10,189	12,500	81.5%	11,745
Adjustment amounts		-1,935	-2,500	77.4%	-2,583
Total operating income		8,253	10,000	82.5%	9,161

Machine tool segment

- ✓ In Japan, steady earnings are expected thanks to demand for replacing aging equipment.
- ✓ In North America, capital investment demand is expected to increase thanks to corporate tax reduction policies and such demand in Europe is expected to remain solid.
- ✓ In Greater China, orders and sales are projected to slow down owing to postponing capital investment decisions because of trade the conflict between China and the U.S.
- ✓ Demand from auto-related industries in Thailand and Malaysia, etc. is forecasted to continue to be strong.

Industrial machinery segment

- ✓ In Japan, demand is expected to remain firm, mainly in the automotive, electronic component and semiconductor industries.
- ✓ In both Greater China and Asia, there is a growing demand for high-precision machinery for auto-related industries, and orders received are expected to remain solid.

Food processing machinery segment

- ✓ Demand for high quality noodles is expected to remain strong. In addition, sales to food makers other than noodle manufacturers such as confectionery companies and manufacturers of packaging materials for precooked rice and delicatessens are anticipated to grow.

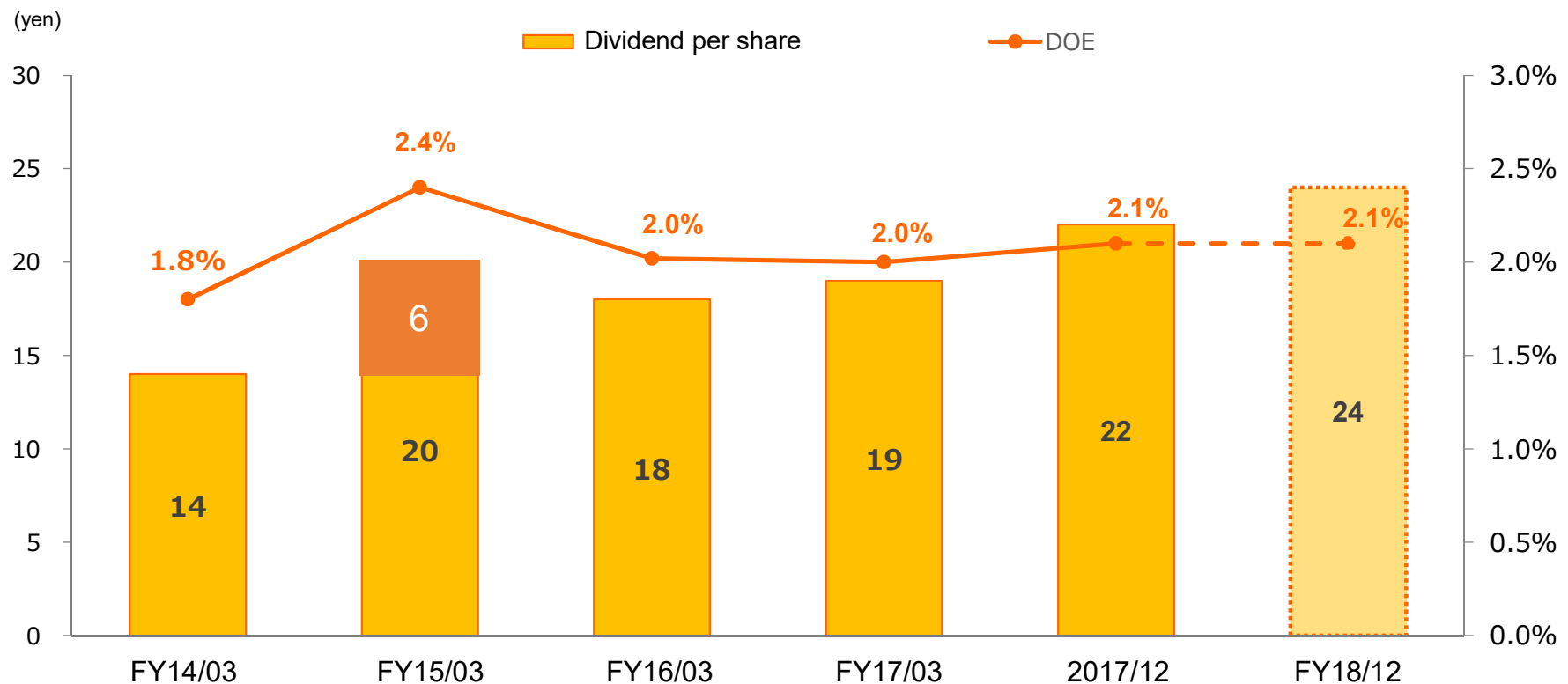
Other segments

- ✓ Both the high-precision dies and mold business and external sales of ceramics are expected to remain strong.

* With the revision of the business forecast, we partially revised the full-year business forecast by segment.

Policy on Shareholder Returns and Dividend Projection

- ✓ Dividend policy: We are aiming for 2% or more for the dividend on equity ratio (DOE).
- ✓ We plan to pay an annual dividend of 24 yen per share (12 yen for each interim and terminal) in FY18/12.



Includes a commemorative listing dividend of 6 yen

(Reference Materials)

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Domestic and Overseas Sites



Sodick America Corporation (San Jose)



Sodick, Inc. (Chicago)



Shanghai Sodick Software Co., Ltd.



Miyazaki Plant



Kaga Plant



Head Office and Research and Technology Center



Sodick Europe Ltd. (U.K.)



Fukui Plant



Sodick Deutschland GmbH (Germany)



Sodick Korea Co., Ltd.



Sodick (Thailand) Co., Ltd.



Sodick Singapore Pte., Ltd.



Sodick (H.K.) Co., Ltd.



Sodick Amoy Co., Ltd.



Sodick (Taiwan) Co., Ltd.



Suzhou Sodick Special Equipment Co., Ltd.

Head Office

Production Site

Research and Development Site

Sale and Service Site

Participation in Major Exhibitions



✓ The Company will participate in both domestic and overseas exhibitions, thereby engaging in proactive marketing.

Dates	Location		Exhibition	Notes
2018				
Sep. 10-15	USA	Chicago	IMTS2018	One of the world's largest machine tool trade shows
Sep. 18-22	Germany	Stuttgart	AMB (International exhibition for metal working)	
Oct. 9-13	Italy	Milan	31.BiMu (trade fair for metal forming and cutting machines)	
Oct. 31 - Nov. 2	Japan	Nagoya	Nagoya Plastics Industry Show 2018	
Nov. 1-6	Japan	Tokyo	JIMTOF 2018	One of the world's largest machine tool trade shows
Nov. 8-10	Japan	Yokohama	Japan Die-casting Conference and Show	
Nov. 27-30	China	Dongguan	DMP 2018 (international show for metal molds, metalworking, plastics and packing)	
Dec. 5-7	Japan	Makuhari	Highly Functional Plastics Show / Finetech Japan	
2019				
Jan. 24-30	India	Bangalore	IMTEX2019 (Indian Metal-cutting Machine Tool Exhibition)	
Feb. 5-8	Germany	Leipzig	Intec2019	
Mar. 4-9	Taiwan	Taipei	TIMTOS (Taipei International Machine Tool Show)	
Apr. 15-20	China	Beijing	CIMT (China International Machine Tool Show)	
May 8-11	Thailand	Bangkok	Intermach	
May 14-16	USA	Massachusetts	Eastec	
May 20-23	USA	Michigan	Rapid	3D printer trade show
May 21-24	China	Guangzhou	Chinaplas 2019 (international show for the plastics and rubber industries)	
May 22-25	Malaysia	Kuala Lumpur	METALTECH 2019	
May 27-31	Russia	Moscow	Metalloobrabotka (international show for the machine tool and metalworking industry)	
Jun. 19-22	Thailand	Bangkok	Intermold/Interplus	

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