Creation of new markets only “YASKAWA as a robotics company” can realize

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YASKAWA Electric Corporation
Koji Toshima, President

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Introduction of YASKAWA — Corporate Profile —

<table>
<thead>
<tr>
<th>Corporate Data</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Corporate Name</strong></td>
</tr>
<tr>
<td><strong>Founded</strong></td>
</tr>
<tr>
<td><strong>Head Office</strong></td>
</tr>
<tr>
<td><strong>Capital</strong></td>
</tr>
<tr>
<td><strong>Employees</strong></td>
</tr>
<tr>
<td><strong>Net Sales</strong></td>
</tr>
</tbody>
</table>

**Philosophy of foundation**
YASKAWA was founded in 1915 by Daigoro Yasukawa, following the philosophy of his father, Keichiro Yasukawa, who aspired to contribute to the nation by launching a new industry. Our founder had the motive of finding markets with high quality products and developing original design and production, rather than simply copying products from overseas. Regarding profit, he emphasized that we firstly need to secure profit enough to continue our company for realization of our ideal of serving society with innovative technology. As for business policy, he advocated that we should make sincere effort to make sure that all of our customers are satisfied.
Introduction of YASKAWA ～Business Outline～

**Information Technologies**
- Core products: Electrical instrumentation for water supply plants and sewage treatment facility systems.
- Main subsidiaries: YASKAWA INFORMATION SYSTEMS Corporation.

**System Engineering**
- FY2007 Net Sales 50.5 billion yen.
- Core products: Electrical systems for steel plants, New system equipment.
- Main subsidiary: YASKAWA MOTOR CORPORATION.

**Motion Control**
- FY2007 Net Sales 16.5 billion yen.
- Main subsidiaries: YASKAWA MOTOR CORPORATION, Yamaha Motor Corporation.

**Robotics**
- FY2007 Net Sales 13.2 billion yen.
- Main subsidiaries: Yamaha Motor Corporation, Motoman Inc.

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The road map to YASKAWA as a robotics company

**Main applicable markets**
- YASKAWA as a motor company
- YASKAWA as an automation company
- YASKAWA as a mechatronics company
- YASKAWA as a robotics company

**Technology strategy**
- Focus on Industrial Electronics
- Proposal of Mechatronics
- Challenge to “super”
- Creation of Human & Eco Mechatronics

**Human and Society**
- Global Environment
- New Industry

**Evolution of business**
- 1920: Electric Motors
- 1960: Heavy Electric Machinery
- 1980: Electrical equipment system
- 2000: System Engineering
Global No.1 Robotics Business

- **Industrial Robots**
  - YASKAWA: 24.3%
  - NR: Industrial Robots
  - Advantages of YASKAWA’s Robots
    - Most suitable robot for each application
    - Key components manufactured within YASKAWA (No. 1 servo motors in the world)
    - Penetration into new markets (New Generation robots)
    - Diversified product lineup and application experiences
    - Global service network

- **Semiconductor Robots**
  - SER: Semiconductor Robots
  - Advantages of YASKAWA’s Robots
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*Source: Yaskawa’s estimate (Global share)*

Cumulative number of shipments of our industrial robots

- **Global No.1 Robotics Business**
  - Global No.1
  - Cumulative number of units shipped
  - Fiscal Year

- **Cumulative number of shipments**
  - Global: 180 thousand
  - Japan: 120 thousand
  - America: 60 thousand
  - Europe: 40 thousand
  - Asia: 10 thousand

- **Years**
  - 77 78 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98 99 00 01 02 03 04 05 06 07
  - 0 20,000 40,000 60,000 80,000 100,000 120,000 140,000 160,000 180,000
Global No.1 Motion Control Business

Advantages of YASKAWA's servo motors
- Compact, high-speed, precise, high quality
- Diversified product lineup (general servo, mechatronic association)

Target Markets
- Semiconductor and FPD manufacturing devices
- Chip mounters
- Machine tools, injection molding machines
- Metal working machines

Solution Center provides solutions to optimize customers' machines

Advantages of YASKAWA's inverter drives
- Most advanced drive technology
- Most suitable products and application for each market
- Compact, high quality, easy adjustment

Target Markets
- Elevator, HVAC, textile machines

Serving society with robotic technology

Manufacturing Industry
- Industrial Robots MOTOMAN 1977-
- New Generation Robots

Education Field
- Multi-Fingered Hand 1989-
- Live-Line Maintenance Robots Phase II 1989-

Components
- Actuator with Reducer 2004-
- TEM LX2 2003-

Nursing Care
- Handling robot for FPD CRTCISL series 1998-

Handling of FPD
- Handling robot for FPD CR/CISL series 1998-

Serving society with robotic technology
Creation of new markets  ■ Serving future society

Support in offices
Motor Drive
Support for service businesses
Solar and wind power generation
Support for production lines
Power management
Support for nursing care