

# Global Network

## Europe and Others

Sales bases : 9  
 Manufacturing bases : 7  
 No. of employees: **1,013**

- APEM SAS (France)
- APEM Components Ltd (UK)
- MEC A/S (Denmark)
- APEM Italia Srl (Italy)
- IDEC Elektrotechnik GmbH (Germany)
- APEM GmbH (Germany)
- APEM AB (Sweden)
- APEM Benelux (Belgium)
- APEM BV (The Netherlands)
- SACEMA (Tunisia) Two other bases



## Americas

Sales bases : 2  
 Manufacturing base : 1  
 No. of employees: **223**

- IDEC CORPORATION (USA)
- APEM Inc (USA)



## Greater China

Sales bases : 9  
 Manufacturing bases : 6  
 No. of employees: **1,501**



- IDEC (SHANGHAI) CORPORATION (PRC)
- IDEC (SHENZHEN) CORPORATION (PRC)
- IDEC (BEIJING) CORPORATION (PRC)
- IDEC TAIWAN CORPORATION (Taiwan)
- IDEC IZUMI (H.K.) CO., LTD. (Hong Kong)
- APEM Wujin Electronics Co. Ltd (PRC)
- APEM Ltd (PRC)
- TAICANG CONET ELECTRONICS CO., LTD. (PRC)
- CONET TAIWAN CO., LTD. (Taiwan)
- IDEC ELECTRONICS TECHNOLOGY (SHANGHAI) CORPORATION (PRC)
- IDEC IZUMI SUZHOU CO., LTD. (PRC)
- IDEC IZUMI TAIWAN CORPORATION (Taiwan)

## Japan

Sales bases : 4  
 Manufacturing bases : 3  
 No. of employees: **972**

- IDEC CORPORATION
- IDEC FACTORY SOLUTIONS CORPORATION
- IDEC SYSTEMS & CONTROLS CORPORATION
- IDEC AUTO-ID SOLUTIONS CORPORATION
- IDEC LOGISTICS SERVICE CORPORATION



## Asia Pacific

Sales bases : 3  
 Manufacturing base : 1  
 No. of employees: **193**



- IDEC IZUMI ASIA PTE LTD. (Singapore)
- IDEC Australia Pty. Ltd. (Australia)
- IDEC ASIA (THAILAND) CO., LTD. (Thailand)

- Sales
- Development
- Manufacturing



# Regional Overview

IDEC aims to establish a dominant global position by supplying optimal products and solutions that match market needs.



## Americas

Sunnyvale

Despite concerns about the impact of policy changes by the new administration, business conditions have been improving and the manufacturing sector is gaining strength in the United States. In the field of industrial automation, IDEC provides optimized products, solutions and services tailored to its customers' needs. We aim to expand sales of safety products and programmable controllers in key industries, including automotive, oil & gas and material handling.

### ■ Responding to increasing demand driven by the energy revolution

In recent years, the expansion of shale gas and oil production in the United States has increased capital investment in this industry, presenting exciting opportunities for our programmable controllers, explosion-proof products and more. An increase in United States domestic spending will create demand for a broad range of control products in other industries. We are aiming to strengthen our sales force to increase revenues in a wide range of industries.



Explosion-proof control box

Programmable controller

### Topics

#### More than 40 years of success

In 1975, IDEC CORPORATION (USA) was established in California to develop business in the North American region as a sales subsidiary. For the last four decades, IDEC (USA) has built strong relationships based on trust with numerous customers. Our field sales engineers located across the country provide detailed support to customers, ranging from product selection to the building of system.

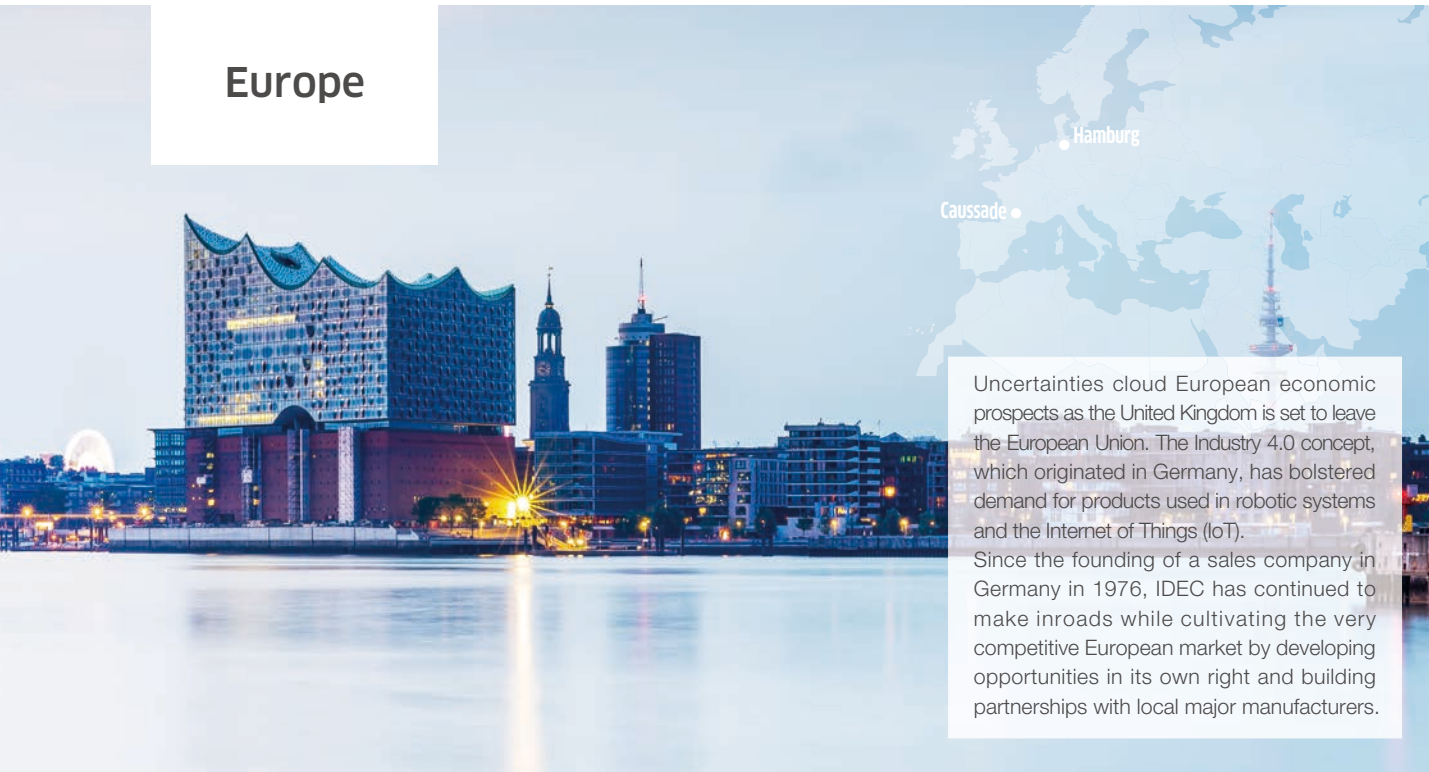


IDEC (USA) employees, Sunnyvale, California



# Regional Overview

## Europe



Uncertainties cloud European economic prospects as the United Kingdom is set to leave the European Union. The Industry 4.0 concept, which originated in Germany, has bolstered demand for products used in robotic systems and the Internet of Things (IoT). Since the founding of a sales company in Germany in 1976, IDEC has continued to make inroads while cultivating the very competitive European market by developing opportunities in its own right and building partnerships with local major manufacturers.

### ■ Providing key devices for Industry 4.0

Industry 4.0 and the Internet of things (IoT) are propelling full-scale manufacturing automation and demand for safety products for robotic systems. The increased use of automated guided vehicles (AGV) for transporting materials in factories and warehouses has expanded the need for emergency-stop pushbutton switches and safety laser scanners that effectively protect workers and objects. IDEC is actively taking steps to add value and customer satisfaction by offering customized safety products for automated manufacturing systems.



Emergency-stop pushbutton switches

Safety laser scanner

### Topics

#### Increasing sales capacities in Europe

In March 2017, IDEC acquired the APEM Group, which is headquartered in France. With a history that spans more than 65 years of history, APEM manufactures and markets Human Machine Interface (HMI) products worldwide, with its strongest sales in Europe. Sales are centered on industrial switches. The addition of APEM Group with its 10 sales and 14 manufacturing bases, will greatly enhance the IDEC Group's global sales capabilities. Benefitting from diversities in cultures, backgrounds, product mixes and regional strengths of the two companies, IDEC and APEM aim to maximize synergies together.



Toshi K. Funaki, Chairman and C.E.O., on the left with Grégory Sachnine, President of APEM

## Greater China



The Chinese government has been promoting its "Made in China 2025" initiative to boost innovation in manufacturing and to revamp the country's industry by applying information technology to industrialization. To meet growing demand effectively under this initiative, IDEC is improving its development and manufacturing systems while paying attention to China's varied needs, such as automating factories and conserving energy.

### ■ Products uniquely fit for the world's largest elevator market

One of the key industries IDEC serves is the elevator sector, and the world's largest elevator market is China, where business opportunities have grown. Early on, we developed a maintenance switch box in compliance with international standards for elevators used in China. This switch box, to which IDEC applied its proprietary system engineering technology, received high praise for safety, durability, slim profile and ease of use. IDEC also launched an illuminated buzzer in compliance with the latest safety standard, which combines a buzzer and pilot light in one to both visually and audibly alert workers.



Illuminated buzzer

Switch box

### Topics

#### Reinforcing the development, manufacturing, sales and service structure

In an effort to meet market needs quickly, we have streamlined the process of development, manufacturing and distribution. For this purpose, we opened a software development base in Shanghai, and relocated and consolidated manufacturing and distribution in Suzhou. To distinguish IDEC from its competitors, we train safety professionals, such as accredited safety assessors who are capable of providing safety consulting, and promote safety understanding through tradeshow exhibits.



Exhibit at a tradeshow in China



# Regional Overview

## Asia Pacific



Corporations from all over the world, including Japanese manufacturers, have entered into emerging countries in Asia. Continued growth in broad industries in these countries is expected. Following IDEC's "local production for local consumption" policy, the company established a subsidiary in Thailand in 2013 to produce and sell products in Southeast Asia and India. We continue to offer products and services tailored to regional needs.

### Combining products and education to meet growing safety needs

As the economy grew in Southeast Asia, interest in workplace safety increased. Japanese manufacturers operating in this region began installing safety devices in their manufacturing plants. We continue to promote safety awareness and increase sales of safety products such as controllers, interlock switches and laser scanners, mainly to Japanese automakers. Our intention is to broaden our customer base beyond Japanese manufacturers in the near future.



Safety controller



Interlock switch

### Topics

#### Created the regional headquarter

Asia Pacific regional headquarter

IDEC IZUMI ASIA PTE LTD.  
General Manager  
**Shuhei Sugihara**

In 2017, IDEC designated its Singapore subsidiary, IDEC IZUMI ASIA PTE LTD, as an Asia Pacific regional headquarter, developing and implementing sales strategies for the entire region, centering on Southeast Asia. This regional headquarter centrally controls the sales policies of previously independent IDEC subsidiaries in Singapore, Thailand and Australia, thus reducing duplications and improving efficiency. This new system will accelerate our efforts to respond quickly and flexibly to regional market needs and expand business to India, Myanmar and other emerging markets.

## Japan



Long-term growth in Japan's control equipment market is less likely due to a maturing economy and factories moving overseas. However, aging populations and labor shortages in Japan offer a unique opportunity to lead the world in automation used in manufacturing. Therefore, IDEC focuses on communications and providing value-added proposals tailored to each customer. Some of our sales employees are stationed at large distributors with a nationwide customer base.

### Leading our industry in reducing space and saving man-hours

Miniaturization of equipment is preferred by the semiconductor industry. Accordingly, manufacturers want various devices installed in equipment to take up less space and less time to install. IDEC's interlock switches, the world's smallest in their class, as well as other popular IDEC safety products, meet these requirements. In recent years, 2D (two-dimensional) codes have gained popularity in parts traceability applications. Following this trend, IDEC has developed a new compact and high-performance 2D code scanner ideal for not only factory automation but also the medical field.



Interlock switch

2D code scanner (Auto-ID device)

### Topics

#### Promoting Safety2.0 as the next-generation safety concept

The time has come for people and robots to work collaboratively while sharing the same space. Looking beyond traditional notions regarding safety, where machines equipped with specific features operate independently to ensure worker safety, IDEC has embraced Safety2.0, a next-generation concept that ensures a higher level of personal well-being. IDEC is initiating a new business of building flexible, safe and productive production systems while providing consulting services on collaborative robot system safety.

Safety consultation