

















## What kind of company is JUKI?

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#### **Editorial Policy**

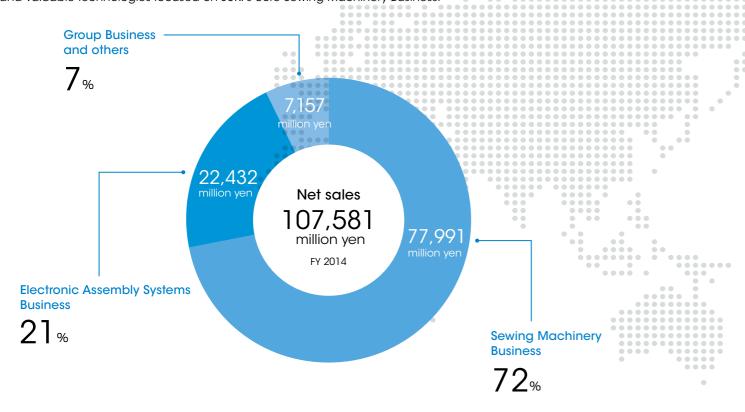
JUKI Corporate Report 2015 integrates a corporate profile and environmental report together into a single document. This year's report offers more detailed information on ESG (Environment, Society, and Governance) to ensure that JUKI's shareholders, investors and all other stakeholders understand the mid- to long-term creation of value by the JUKI Group.

#### Disclaimer regarding forward-looking statements

This material contains forward-looking statements concerning future plans, target, strategies and assumptions of JUKI CORPORATION and its consolidated subsidiaries in light of the economic, financial and other data currently available when the material was prepared. Furthermore, they are subject to a number of risks and uncertainties. JUKI therefore wishes to caution readers that actual results may differ materially from those projected in such forward-looking statements.

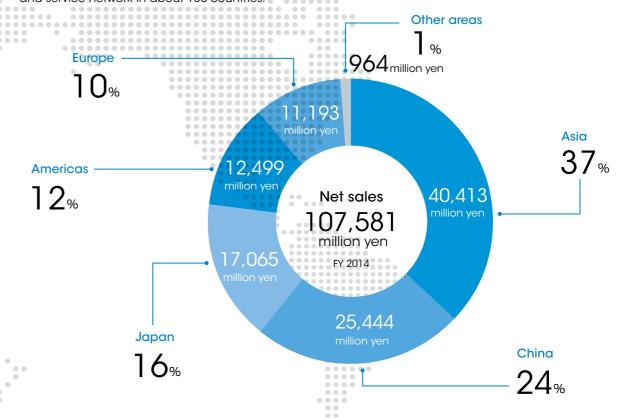
#### • Ratio of net sales by business

JUKI has supported production in various fields all over the world through advanced and valuable technologies focused on JUKI's core Sewing Machinery Business.



#### • Ratio of net sales by area

JUKI has won strong support from customers all over the world by operating a sales and service network in about 180 countries.



#### **Sewing Machinery Business**

# Industrial Sewing Machinery Business



This business develops, manufactures, and sells industrial sewing machines utilized mainly in sewing factories engaged in mass production. JUKI's industrial sewing machines provide the "stitches" for sewn products from all fields, from Maison brand products proposing the latest trends to casual apparel, sporting goods, car seats, and more.

# Household Sewing Machinery Business



This business develops, manufactures, and sells household sewing machines to general households and professionals. JUKI's household sewing machines support a comfortable sewing life with exceptional sewing quality and performance using technologies developed by JUKI's Industrial Sewing Machine business.

## Electronic Assembly Systems Business

Electronic Assembly Systems
Business



This business develops, manufactures, and sells machines and devices for industrial use such as mounters for electronic components used for electronics products, solder paste printers, and PWB inspection machines. The machines and devices from this business support the manufacture of electronics products indispensable to our industries and daily lives.

# Group Business and others

#### Group Business



This business entrusts various companies of the JUKI Group with the manufacturing and machining of products using development, design, production, and production management knowhow created during the production of JUKI's main products. By deepening and combining manufacturing (Monozdukuri) processes such as precision casting, precision machining, sheet-metal processing, and mold manufacturing, it embodies technology as products customers desire.

#### eep Buster



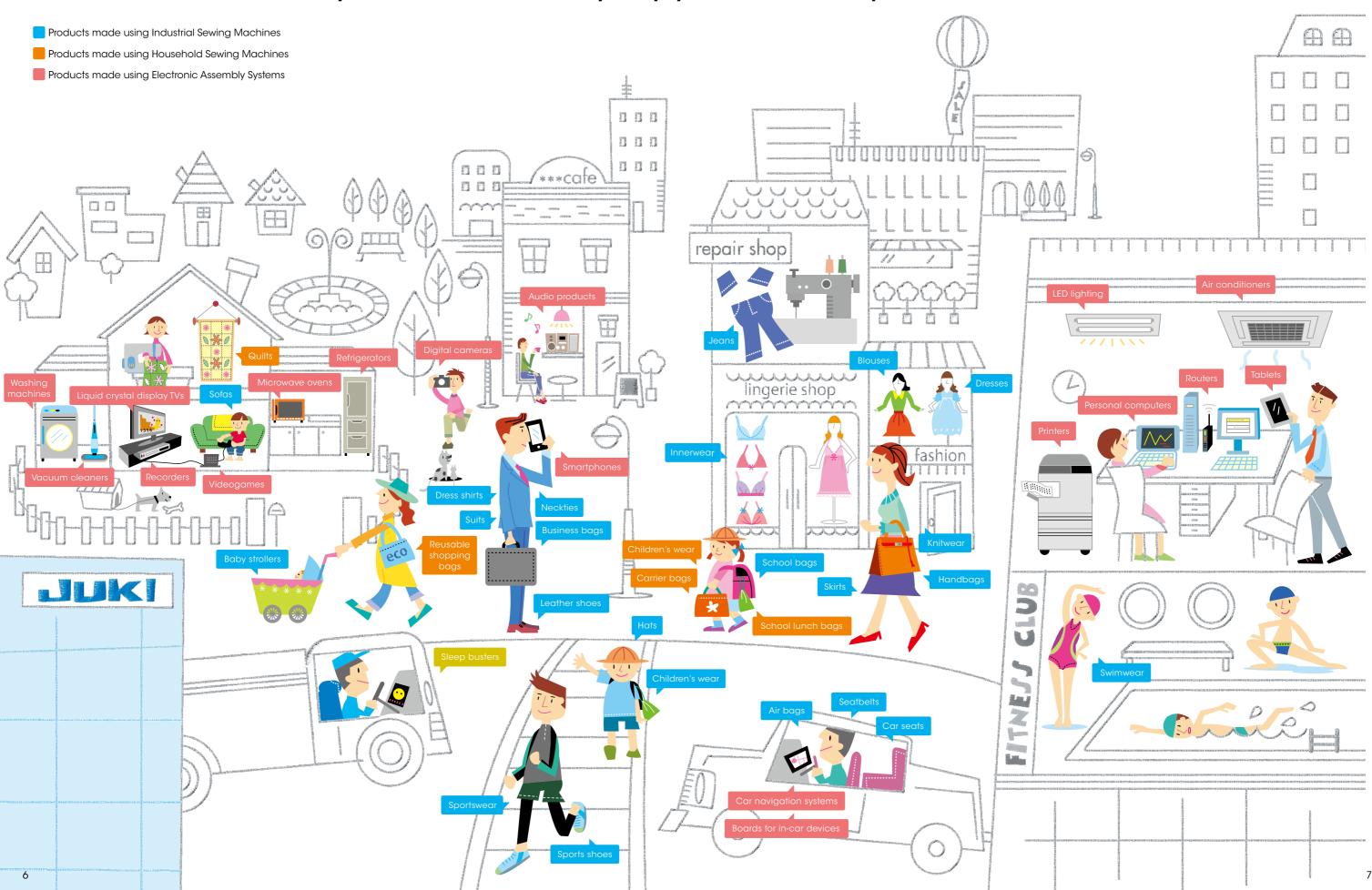
This business promotes safe and untroubled driving using drowsy driving data and a warning device for drowsy drivers. The work done here helps prevent traffic accidents and reduce overtime driving.

#### Data Entry System



This business produces a data entry device to help the information-processing industry cope with the huge volumes of data now being generated. The device is especially responsive to needs in data-intensive industries such as life insurance, banking, and so on.

# JUKI machines and systems make everyday products the public knows.



## Flow for the creation of JUKI's Corporate Value (Business model)

Providing competitive and highly

Positive investment in advanced

Realizing truly "smart" production factories

Reinforcing investment in human resources

JUKI's global network

development

(nurture and treat)

value-added products and services

Providing products around the world through

JUKI stresses three management priorities to create corporate value for all of its stakeholders, from customers, suppliers, employees, shareholders, and investors to all of society. JUKI's growth cycle strengthens the company as an innovative and active company and further enhances the creation of JUKI's corporate value.

# JUKI's growth cycle Solid business **Acquiring new** customers foundations

Innovative and active company

Expanding growth investment

**Improving** earning capacity Reinforcing financial foundation

#### [Sewing Machinery Business]

- the high-end apparel field
- · Strengthening solution sales with proposals for automation, etc.

#### [Electronic Assembly Systems Business]

- · Strengthening line solution sales
- equipment

#### (Group Business)

- · Proving a one-stop service from materials to machining and assembly
- $\cdot$  Improving the ordinary income
- $\cdot$  Improving the equity ratio to 30% or more

- · Reinforcing non-apparel field and

· Expanding sales of labor-saving

- ratio to 10% or more

## JUKI's three "management policies"

Quality for Brand Value

Innovative and Active

Global Management Approach

#### Process for creating corporate value ▶ P10-11

JUKI generates corporate value through close cooperation between all of its people working in development, production, sales, and technical support.



#### **Employees**

Creating corporate value for stakeholders

Customers

· Contributing to improved

 Proposing total solutions · Global support and more

Suppliers

· Co-existence and co-pros-

· Creating relationships that

promote mutual develop-

ment through friendly com-

petition and more

competitiveness

- · Active organizational cli-
- · Improving the satisfaction of employees and others



#### Shareholders and investors

- · Improving financial standing · Improving shareholder value
- · Stable dividends and more



#### Society

- · Exchanges with the local community
- · Respect for other cultures and contribution to local de-
- · Approaches to environmental issues and more

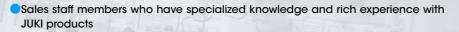
## Process for creating corporate value (JUKI's advantage)

Since its founding, JUKI has continued to position "manufacturing (Monodzukuri)" at the center of its business and offer new values to the market. By creating corporate value in its forte operations of "Development," "Production," "Sales" and "Technical support," JUKI also continues to pursue valuable technologies, products, solutions and support for its stakeholders.



- •Technical capabilities to maintain the high quality of JUKI "manufacturing (Monodzukuri)"
- A system for grasping customer needs in JUKI's worldwide development bases and reflecting them in products
- Abundant experimental installations to enable wide-ranging evaluations on the assumption of product use all over the world
- Many specialists enrolled in JUKI's Industrial Sewing Machine, Household Sewing Machine, Electronic Assembly Systems, and Technology Development businesses
- An extensive career development program for engineers who are asked to: present a paper in their third year after joining the company, participate in the milestone (Melkmar in German) program to evaluate their own technical knowledge level through an external public qualifying test or certification test, take an inhouse technology course, and more.

• A sales network that responds quickly to customer requests in 180 countries around the world



Proposals for line solutions to maximize customers' production potential The knowhow and ability to propose solutions to fix customers' problems





Development

Sales

**Stakeholders** 

Production

**Technical** support

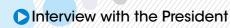


- Production by local factories in Japan, China, and Vietnam to produce products closer to the customers
- Refining technologies through an in-house self-certification system and a strong force of technicians with high technical capabilities
- High production engineering capabilities that realize truly "smart" factories using digital cells, automated painting, automated transport, and more

- A technological authorization system and process for investigating technological levels to realize high technical capabilities and high-level support
- The ability to restore customers' manufacturing lines quickly when trouble strikes
- Thorough after-sales service to satisfy customers by responding appropriately to their needs









Interview with the President

# Evolving JUKI's corporate value to create foundations for sustainable growth

JUKI's young employees interviewed the president

to learn more about the Medium-Term Management Plan for Fiscal Year 2015 to 2016.

President Kiyohara speaks about JUKI as it stands at present and where it should head in the future.

Interviewers











In order for JUKI to grow sustainably for 100 years or 200 years to come, JUKI needs to thoroughly know and enter new fields with core technologies vital for industries and people.

# —To begin, could you please tell us how JUKI's businesses did in Fiscal Year 2014?

Speaking in figures, JUKI achieved net sales of 107.6 billion yen, 7.7 billion of ordinary income, and 6 billion yen of current net income. Sales and profits both increased. Fiscally speaking, the company pushed its equity ratio more than 18% by accumulating current net income and increasing capital. These levels enabled us to share profits with all of our shareholders by distributing a dividend. Our gains last year were early fruits of the structural reforms we initiated in the first quarter of Fiscal Year 2013.

Business by business, net sales increased 13% for the Sewing Machinery Business, 19% for the Electronic Assembly

Systems Business, and 7% for the Group Business. Overall, net sales were strong for every business.

# —Please tell us about performance in the business domains.

The excellent condition of our Sewing Machinery Business can be credited to industrial sewing machines for non-apparel products. Our sales staff and development staff both made 12 successful advances in the study of customers for products such as car seats, air bags, and sport shoes and sales activities tailored to customer needs.

The Electronic Assembly Systems Business works in a field with very fast technical innovation underway at customer factories. JUKI has responding to this technical innovation by integrating with the SMT department of the Sony Group to expand its product genres.

We are now producing new products such as mounters, solder paste printers, and PWB inspection machines through the integration.



These changes and advances have enabled JUKI to improve its product lineups and supporting capabilities and save power as a business. We are making further headway in our preparations for the next leap forward.

In the next field, household sewing machines, JUKI's share has never been so high. We make products with unique and original features and outstanding advantages. By drawing from our excellent know-how in industrial sewing machines, we can build household sewing machines for niche uses such as quilt-making and tailor-use sewing. The demand for sewing machines for quilt-making is especially high in the United States, a market where we see great promise. JUKI will continue to promote itself to markets by participating in trade shows.

"Knowing about customers" is important for all of these businesses. How do customers use a JUKI's product, and in what kind of environment? By knowing them, we can discover new needs. JUKI is intensively developing an approach to enlist its employees in development as well as sales visits to customers.

JUKI would like to stay in this mindset as it moves forward.

#### ---What can you tell us about the Group Business?

The technical capabilities developed in the manufacturing of industrial sewing machines, household sewing machines, and mounters are important assets for the companies of the JUKI Group.

We are now seeing a return of manufacturing (Monodzukuri) to Japan to reap the foreign exchange benefit of the weak yen. The role we seek to play under our Group Business vision is to handle the current needs in parts processing and parts assembly as an entrusted business. Within the JUKI Group we need to combine various technologies into an integrated system capable of covering most processes general manufacturers require, from precision casting to parts processing and parts assembly. By creating the integrated production system in cooperation with group companies, we gain the ability to take on all of the business entrusted to the Group. Added value and profit margins both climb.

I'm not saying that a company should focus on a narrow scope of businesses for 50 or 100 years. A company with tradition of 100 years or 200 years still has to change its businesses in pace with the times to connect to its growth. Of course the Group may value a core technology and other assets as part of its identity. In that sense, we expect the Group Business to grow as the JUKI's third pillar alongside of the Sewing Machinery Business and the Electronic Assembly Systems Business in the future. We are opening up a new domain utilizing JUKI's core business.

Establishing the cycle for growth to become a global 'Monodzukuri' manufacturer equipped to survive in the 21st century

—Could you turn next to the Medium-Term Management Plan?

Generally speaking, the Medium-Term Management Plans

# JUKI puts a company on a cycle of "Innovative" growth and establishes firm business foundations.

of most companies cover periods of three years. Yet many of JUKI's customers are overseas, which exposes us to the vicissitudes of foreign exchange fluctuations. With a quick change in an overseas economy, the exchange rate of foreign currency may materially fluctuate. The two-year time span for our current plan strengthens our ability to adapt to changing circumstances when the changes come.

In the current Medium-Term Management Plan, JUKI set forth a vision as "A global 'Monodzukuri' manufacturer equipped to survive in the 21st century — A company at which employees who are innovative and active, combine their capabilities to respond to change and form a strong business."

"Innovative" becomes a keyword here. JUKI achieves innovative ideas by integrating "firm business foundations," "improved earning capacity," "expanded growth investment" and "increases in new customers." We have entered the cycle of growth to establish firm business foundations.

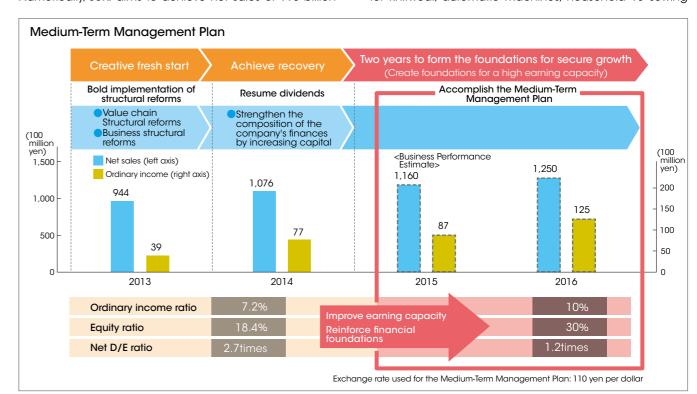
Numerically, JUKI aims to achieve net sales of 116 billion

yen and ordinary income of 8.7 billion yen in Fiscal Year 2015, net sales of 125 billion yen and ordinary income of 12.5 billion yen in Fiscal Year 2016, and an increase in our equity ratio from the current 18.4% to 30% by the end of Fiscal Year 2016.

Fiscal Year 2013 was very severe for JUKI. We had recently initiated structural reforms and had just gotten off to a creative fresh start. Ultimately we achieved increases in both sales and profits in Fiscal Year 2014.

Next, JUKI needs to create a basis for future growth in Fiscal Year 2015 to 2016. Based on these two fiscal years, the company will continue nurturing strong human resources and an organization that can link to the next Medium-Term Management Plan.

In the Sewing Machinery Business, JUKI will aggressively deploy industrial sewing machines to emerging countries and give full reign to JUKI's technical capabilities in sewing machines for non-apparel products, sewing machines for knitwear, automatic machines, household 16 sewing





JUKI co-workers aim for the same targets and advance together by amplifying their individual powers as a strong team.





machines, and related parts –products where high added value is required. In the Electronic Assembly System Business, the company will venture into smartphones, tablets, and other device categories that JUKI has had difficulty entering with its general-purpose mounters. We can also expect to grow in markets for labor-saving equipment and LED.

While the targets of the Medium-Term Management Plan are daunting, we are confident that our human resources will redouble their efforts by aiming higher. Their efforts will become an engine for growth. The numerical values we foresee now are still only "forecasts" rather than "targets." The job for every employee is to muster the fortitude to take on the challenges ahead and apply their strengths to produce synergy.

JUKI's growth cycle Expand high-margin business Solid business Increase new Create smart business foundation customers Acguiring Innovative and Improving earning new customers capacity active company Reinforce Develop high value-added prodfinancial ucts and services foundation Develop and produce price-competitive products **Expanding growth** investment Invest positively in advanced development Invest capital to realize truly Return to shareholders (dividend) "smart" production sites

It takes more than one person to operate production machines in a factory. The factory can only run those machines smoothly and efficiently when several people join forces. The same holds true for a person in charge of sales or development. Acting alone, his or her powers are limited. Every JUKI co-worker aims for the same target and advances together with the rest of the team. Teamwork amplifies their individual powers and strengthens the team.

#### ---What kinds of things will you focus on for future growth?

Investment in hardware such as factories and systems and in software such as human 17 resources is essential to the establishment of foundations for growth. To expand our business domains, for example, our people must research

and analyze the market and come up with the best ideas. Our work to secure and nurture human resources to support the company must advance for all of our people, Japanese and non-Japanese alike.

The promotion of diversity in our workforce is another priority we cannot overlook. People's working styles have changed multifariously over the past several years. Under these circumstances, the creation of a pleasant, welcoming environment where employees can work without restraint is crucial to the development and expression of

personality, a vital ingredient for enhanced corporate value. The challenge for JUKI is to streamline the creation of a positive climate and seamless system that encourages employees to do what needs to be done on their own initiative without waiting to be told.

A manufacturer must also be endowed with factories and equipment of the very highest levels. We can sometimes find older production machines we have written off in the books still in service in JUKI factories. From now on, JUKI also needs to realize truly "smart" factories with highly evolved productive capacity and human-friendly systems and amenities for our employees. In the coming years we will also be aggressively investing in a system to streamline work in our offices.

Our development staff will also be giving full reign to "Innovation" and collaborating to develop advanced fields for JUKI.

Growth investment has a close relationship with improved productivity. When human resources grow and smart equipment is developed, productivity improves. We gain an edge not only by manufacturing our products earlier, but also by manufacturing value-added products based on a growing scope of proposals for customers.

The "evolution of quality for brand value," "evolution of global management approach" and "Creation of innovative and active human resources for the company" are the wellsprings that feed innovation and business value at JUKI.

—To wrap up, could you tell us about JUKI's corporate value from the president's viewpoint?

Our three "management policies" - "evolution of quality for brand value," "evolution of global management ap-

proach" and "Creation of innovative and active human resources for the company" - are described as the well-springs that feed the innovation and big corporate value JUKI can offer customers.

The "evolution of qualty for brand value" is essential to a manufacturing (*Monodzukuri*) company. At JUKI, it drives progress in all of our departments. We prioritize high-quality, proposal-based sales not only in our quality-oriented departments in product development and manufacturing, but also our sales departments. Proposal-based sales have been passed down through the generations as JUKI's DNA.

Next, comes the "evolution of global management approach." Not so many companies have streamlined global networks and established global bases for production, development, sales, and technical support like JUKI. JUKI acts faster than its rivals when a problem strikes overseas. When we take a week to fix a problem, a rival company may require a month of slow-going business talks with parties overseas. And as soon as we fix the problem, we deliver the products with the same high quality we promise in Japan. I think the further evolution of this attitude will sharply differentiate us from our rival companies.

Lastly, let me touch upon the "Creation of innovative and active human resources for the company." It is supreme delight for JUKI, and a big weapon, to produce products the world has never seen by "Innovating" as thoroughly as we manufacture.

Customers all over the world receive high-quality products, technologies, and services that only Juki can produce through JUKI's global network. This is the biggest corporate value we offer the customer. Our success in evolving this corporate value and providing it will be key to our lasting growth and the enhancement of our corporate value in the future.

### **Industrial Sewing Machinery Business**

#### Vision and growth strategy

### **Vision:** Number one share business in all sectors and areas

- Creating a FA (Factory Automation) business model through the full-scale deployment of line solutions (smart sewing system sales) —

## Growth strategy

JUKI's industrial sewing machine business holds an approximately 30% share of the global market, making it the undisputed market

JUKI is putting muscle into proposals for line solutions that will make JUKI a true partner who shares the customer's worries and problems and grows when the customer grows.

#### Approach to an expanded business domain ▶ P19

JUKI takes pride in its overwhelming share of sewing machines for woven materials\*. To expand further, JUKI now positions sewing machines for non-apparel products, sewing machines for knitwear, and automatic machines in expanding business domains.

#### Migrating to new sewing production regions ► P20

As labor expenses continue to rise and labor runs short in China, centers of sewing production in Asia are migrating to South and

The ratio of net sales in China to JUKI's total net sales has been high in the past. JUKI is now expanding it presence and sales in the sewing production centers of South and Southeast Asia. The ratio of net sales in South and Southeast Asia to total net sales reached 50% in Fiscal Year 2014. The company continues to eve demand expansion in Latin America, the Middle East, and Africa to expand sales further.

#### \* Woven materials: Fabrics for suits dress shirts etc.

#### Expansion of business domains

Sewing machines for woven material sector are a main lineup for JUKI, but their growth potential and profit yield are held back by competing manufacturers in China and elsewhere. JUKI is now expanding its business domains in fields with high growth potential and profit yield. Specifically, JUKI is working to improve its earning capacity by expanding sales of sewing machines for non-apparel products, sewing machines for knitwear, and automatic machines.

JUKI is putting most of its muscle into sewing machines for nonapparel products. Products such as car seats, seat belts, air bags for cars, and sports shoes are sewn with industrial sewing machines for non-apparel products. JUKI positions industrial sewing machines for non-apparel products as a growing field and is expanding sales of these machines by using its technical capabilities and proposal capabilities to differentiate itself from rival companies.

Positioning of business domains

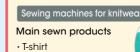
Expanded business domains

## **Apparel**

Automatic machines

Main sewn products

- · Pocket-sewing for jeans Pocket-sewing for suits
- · Button sewing
- · Belt loop sewing and other



- · Polo shirts
- Swimwear · Innerwear and others



Main sewn products

Sewing machines for woven materials

- Suits
- · Dress shirts
- Slacks
- · Skirts and others

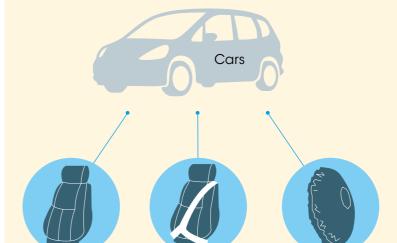
# Sewing machines for non-apparel produ

#### Main sewn products

- · Cars (car seats, seatbelts, air bags)
- · Sports shoes
- · Sofas and others

## Non-apparel

#### Main products sewn with industrial sewing machines for non-apparel products







Sofas

## **Industrial Sewing Machine Business**

## Migrating to new sewing production regions: from China to South and Southeast Asia and new emerging countries

In China, the world's largest sewing production area, the management of sewing factories has come up against huge challenges in recent years because of steeply rising personnel costs and shortages of labor. Enterprises are responding by migrating their production bases to South and Southeast Asia. JUKI was one of the first companies to join this trend. The company has been opening sales offices in South and Southeast Asia since 2010 or earlier, when the production migration was starting on a full scale. JUKI will also be expanding sales by streamlining a sales network in "new emerging countries" of Latin America, the Middle East, and Africa.

#### JUKI's sales network in South and Southeast Asia

JUKI is expanding its sales network to all countries in South and Southeast Asia.

#### [Southeast Asia]

Vietnam, Laos, Cambodia, Thailand, Myanmar, Malaysia, Singapore, Indonesia, the Philippines

#### (South Asia)

India, Pakistan, Bangladesh, Sri Lanka

[Recently established sales offices]

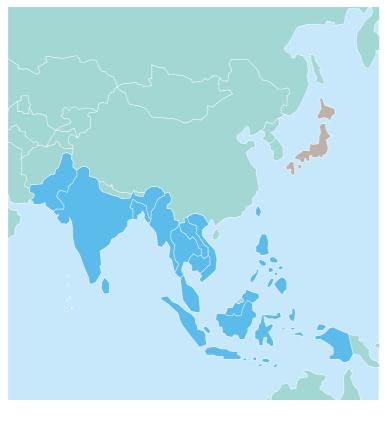
2008 JUKI India established.

2011 JUKI Machinery Bangladesh established.

2012 JUKI Machinery Vietnam established.

Branch office in Cambodia established.

Branch office in Myanmar established.



### **Household Sewing Machinery Business**

#### Vision and growth strategy

## vision: Business that is strong and bright, even if is small

- Emphasizing contact points with consumer markets and using technologies for industrial sewing machines -

#### Growth strategy

JUKI's household sewing machinery business is JUKI's only business with contact points with customers from daily life.

JUKI is expanding sales of household sewing machines, household overlock machines, tailor-use sewing machines, and quilt-making sewing machines using technical capabilities grown in JUKI's industrial sewing machinery business.

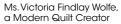
JUKI is putting most of its muscle in this business into sewing machines for quilt-making. The culture of "Quilting with Sewing Machines" is rooted in the United States and Europe. JUKI positions quilt-making machines as a growing field and is earning high evaluations from customers for the machines specially developed and sold for the field.

JUKI continues to expand the household sewing machinery business with a focus on growing sales in quilt-making sewing

Exhibiting at the "14th TOKYO International Great Quilt festival" (January, 2015 at the Tokyo Dome)









JUKI exhibited at the "14th TOKYO International Great Quilt Festival" held in January 2015. About 240,000 visitors thronged into the Festival and JUKI booth having a workshop conducted by Ms. Victoria Findlay Wolfe, a modern quilt creator from New York.

#### Main products from the Industrial Sewing Machine Business

#### Sewing machines for woven materials



Direct-drive, High-speed. 1-needle Lockstitch Machine DDL-9000B

Flagship sewing machine in the JUKI lockstitch sewing machine lineup designed for optimal stitch quality, productivity, and usability. An eco-friendly product that saves electric power. reduces wasted oil, and helps the

#### Sewing machines for knitwear



High-speed, Flat-bed, Top and Bottom Coverstitch Machine MF-7500

A sewing machine used for hemming and covering processes for knitwear with stretch materials. Equipped with the world's first "new

#### Sewing machines for non-apparel products



Semi-Dry Direct-drive, 1-needle, Unison-feed, Lockstitch Machine with Vertical-axis Large Hook LU-2810

A high-grade model used for non-apparel products, with substantially improved functions and performance for the sewing of large-size and heavy-

#### Automatic machines



Automatic Lockstitch **Welting Machine** APW-896

A sewing machine for automatically sewing slanted pockets with slanted flaps to refine the design quality of suits, jackets, pants, and other

#### Main products from the Household Sewing Machine Business

#### Household Sewing Machines



Exceed Quilt & Pro Special HZL-F600

User-friendly operating methods and Easy setting of applique, free motions, seam size and the thread trimmer with the controller

#### Household Overlock Machines



MO-1000

An easy threader with a new threading mechanism. The needles and loopers are easily threaded through those threading holes with help from an airstream ejected from an electric

#### Tailor-use Sewing Machines



#### TL-2010Q

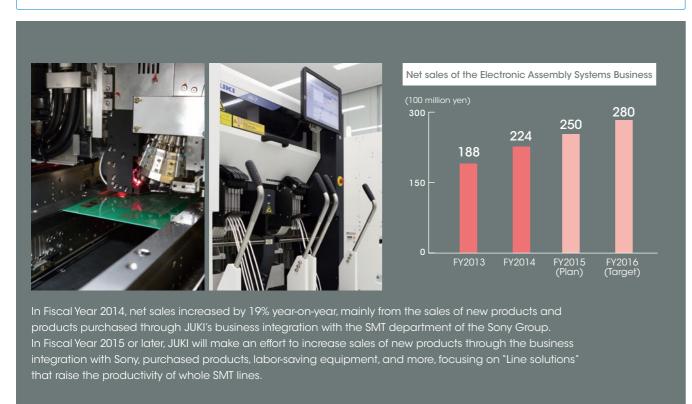
An orthodox sewing machine exclusively used for straight lines with outstanding comfort and operability. Mechanisms applied from industrial sewing machines promising elegant and stable quality in the sewing of various materials

#### Sewing Machines for Quilt-making



Quilt virtuoso pro TL-2200QVP

A long-arm sewing machine exclusively used for auilts achieving customdesigned stitches easily for large quilting work for tapestries, bed cover



### **Electronic Assembly Systems Business**

### Vision and growth strategy

Vision: Business with outstanding capabilities for the deployment of line solutions

— Creating a business model for thoroughly tracking customer needs and offering solutions —

#### Growth strategy

The need for high density and high accuracy continues to grow in the board assembly market. To mount electronic components onto a board faster, at higher density, and more accurately, JUKI must offer products the customer needs through a one-stop service and propose line solutions for whole lines along with JUKI's mounters. JUKI added high-speed mounters, solder paste printers, and PWB inspection machines to its line-up through a business integration with the SMT department of the Sony Group in 2014. JUKI will offer customers the products they need to create full-fledged produc-

Customers highly praise JUKI for this outstanding product support, caring technical support system, and original solutions such as

JUKI's labor-saving equipment and exclusive mounter for LED. JUKI is convinced that tailor-made solutions for customers as a concerned and caring partner will lead JUKI's growth.

### Acceleration to deploy line solutions

Electronic products such as smartphones, televisions, cameras, game machines and more are ubiquitous in daily life. "Electronic circuit boards" are the brains that give these products their magic. Manufacturers who assemble the electronic circuit boards, JUKI's customers, are working on various problems to improve the productivity of their production lines for the assembly of high-quality electronic circuit boards.

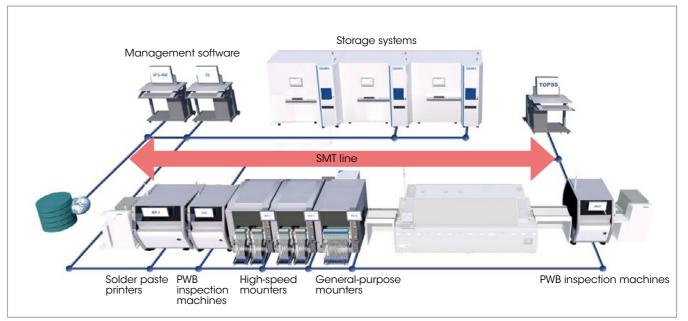
Until recently, JUKI grew its Electronics Assembly Systems Business with a focus on general-purpose mounters. Then, through the business integration with the SMT department of the Sony Group last year, it gained the knowhow to add the products necessary for line solutions such as high-speed mounters, solder paste printers, and

#### PWB inspection machines

JUKI has also added purchased products such as storage systems to its line-up in order to provide the products customers need wherever possible

JUKI is aggressively deploying an approach to help customers with line solutions for their whole SMT lines by delivering products through a one-stop service and providing management software and other services to customers consulting with JUKI on SMT line creation.

#### The line solution producing the whole SMT line



#### Main products from the Electronic Assembly Systems Business

#### High-speed mounters



**High-Speed Compact Modular** Mounter RX-7

A chip mounter for placing small-size components on PWBs at advanced high speed.

Placement as many as 75,000 components per hour (CPH) achieved with a planet head and parallel two-head structure

#### General-purpose mounters



**High-Speed Compact Modular** Mounter RX-6

A flexible mounter capable of placing wide-ranging components from extremely smallsize chip components to largesize IC components and oddshaped components

#### Solder paste printers



Solder Paste Printer

A machine for printing paste solder on PWBs. Improving the speed and alianment accuracy of PWB production with screen masks via a motion screen

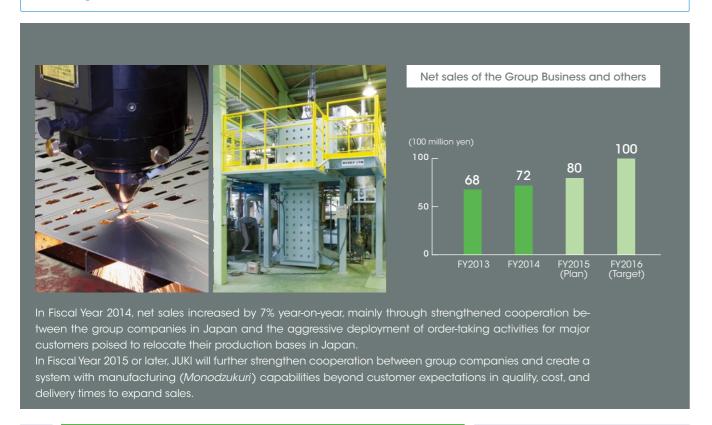
#### PWB inspection machines



PWB Visual Inspection Machine (AOI/SPI)

A machine for inspecting defects in component placement and solder printing to prevent the outflow of defective PWBs. Detecting defects accurately at high speed using a "Clear Vision Capturing System<sup>a</sup>

## **Group Business and others**



#### **Group Business**

#### Vision and growth strategy

vision: Becoming a manufacturing (Monodzukuri) company group strong in high-precision machining and assembly through cooperation between group companies in Japan, with JUKI DENSHI KOGYO CO., LTD. positioned as the center of the Group.

#### **■**Growth strategy

The Group Business pools the manufacturing (Monodzukuri) capabilities of eight manufacturing companies of the JUKI Group.

The Group Business has wide, high-level manufacturing (Monodzukuri) capabilities cultivated in processes ranging from the design and development of the industrial sewing machines, household sewing machines, and mounters to component manufacturing and product assembly in precision processing, sheet metal working, metallic mold manufacturing, and the like.

JUKI's Group Business refines and combines manufacturing (*Monodzukuri*) technologies as unit products customers desire to expand sales.



#### Core technologies of the Group's Business

 From design to assembly of control boards



Lost wax casting process (precision casting)



Precision machining



Press and others



#### Manufacturing products with lost wax casting



The product mold is made with wax.



Lost wax casting process (precision casting)

Lost wax casting (precision casting) is a metal processing method.

temperatures beyond the melting point, pouring them into molds,

cooling them, and hardening them. Casting can be performed in

different ways, depending on the methods used to make the molds

and pour the melted materials there. Lost wax casting is one type of

In lost wax casting, the casting mold is prepared by making the

exact shape of the final product with wax, blowing in foundry sand

Metal processing is performed by melting metal materials at

The casting mold is made by blowing in foundry



When the wax melts away, the casting mold is ready



are poured into the casting mold



The product is completed when the casting mold is removed.

## Sleep Buster

#### Supporting the driver's safe run

The Sleep Buster is a device developed to reduce traffic accidents and to prevent overwork driving.

Sensor pads attached to the driver's seat monitors physiological signals in driver's upper body second by second. Built-in algorithms assess the degree of driver fatigue and issue warning displays or sounds whenever the driver's concentration or physical condition decreases or suddenly changes (e.g., when the driver drifts toward sleep). The driver's stress, concentration, arousal, and fatigue can all be analyzed in more detail by downloading the sensor data to a personal computer using JUKI's exclusive software called "Human Tachometer."

## Data Entry System

#### JUKI's original information-processing system

A data entry system is a system for rapidly inputting large volumes of alphanumeric data.

Insurance companies, banks, and other organizations that process great deals of information are members of the information processing industry. JUKI is now developing equipment to enhance processing capabilities and reduce human error for these organizations.

Foremost among their needs are the "protection of confidential and personal information," "more efficient image entry with help from OCR processing," and "deliveryless system using high-speed communications infrastructure."





Drowsy driving warning device "Sleep Buster"







#### Customers

We strive to maximize the rewards of living for our customers by providing them with the products and services of the JUKI Group.



Suppliers

We strive to establish relationships with suppliers that encourage friendly competition from a viewpoint of "mutual harmony and benefit."



**Employees** 

We strive to establish an organization and work-place climate where our people and to improve ES (Employment Satisfaction) wherever we have employees.



Shareholders and investors

We are improving our financial standing and shareholder value and are committed to distributing dividends in a stable manner.



Society

We aim to deepen our exchanges with communities and society as a good corporate citizen and work on environmental issues seriously as a company that is valuable and attractive socially.

## Relationship with customers

JUKI continues to increase contact points with customers and provide products and services that satisfy customers.

JUKI also enhances its worldwide customer support system and provides safe and high-quality products that can be used for many years.

#### Permanent showroom for sewing machines

JUKI's showroom was opened as the industry's first permanent showroom in November 1977. Visitors come from Japan and overseas in all months of the year.

Visitors, 60,211 from Japan and 11,148 from overseas, have come as of April, 2015,

In January 2015 the showroom was renovated for sewn products (cloths, shoes, bags, etc.) to present the line solutions JUKI currently proposes. Professional staff members at the site work with industrial sewing machines aligned with customer applications to help customers resolve technical problems.



#### Quality assurance

Many persons from JUKI and in association with JUKI sell products and provide before- and after-sales services to meet the expectations of customers who use the JUKI brand. JUKI has focused on quality-based manufacturing (Monodzukuri) since its founding and was awarded the Deming Prize in 1981. JUKI's emphasis on quality has been passed through the generations at the company and continues to support JUKI's quality management regime. In 2014 the company established a system for building quality into product development and reshaping the quality assurance system in JUKI's expanding manufacturing bases overseas. JUKI has transferred the product quality audit function from the department in charge of quality assurance at each manufacturing base to the department in charge of quality assurance at the head office. After analyzing opinions and requests from customers, JUKI established a system for inspecting products prior to shipment and monitoring and auditing the measures used to prevent quality defects from occurring or recurring by confirming the built-in preventive processes and activities. JUKI continues to focus most of its attention on quality maintenance and improvement to develop products that satisfy customers, along with preand after-sales services.

#### Workshop and training session

When JUKI holds trade shows to exhibit household sewing machines, it also conducts intensive workshops and technical guidance sessions to expand the pleasures of sewing. Workshops are held about 70 times a year and are invariably fully booked.

JUKI also periodically opens its "JUKI Sewing Machine Studio" at the JUKI head office to demonstrate and offer hands-on training in the use of the household sewing machines customers have at home.



Workshop JUKI Sewing Machine Studio

#### Support system

JUKI has a passion for "keeping customer manufacturing lines running full time without ever coming to a halt." This passion is a key to the success of the generous support system run by JUKI's Electronic Assembly Systems Rusiness

The target is to respond to a machine trouble within 24 hours. JUKI has won the trust of customers by establishing a rigid support system, responding flexibly to unexpected situations, and delivering fast relief to customers all over the world every day of the year.





#### Working on product safety

The JUKI Group works intensively on the following two items to promise safety and peace of mind to the customers who use JUKI products. JUKI understands the vital role safety and peace of mind in CS (Customer Satisfaction).

The first is to put top priority on customer safety based on "Product Safety Regulations" from the development phase of a product. Strict compliance with the regulations prevents occurrences or recurrences before they happen.

The second is to collect information on changes in laws and regulations, systems, and standards (information on laws and regulations, systemic revision and revision in laws and regulations) in every country and region where JUKI operates as a global company, along with information on rising needs in worldwide markets and to quickly take necessary improvements to cope with them.

The JUKI Group promotes green procurement with its vendors as a globally active company. The JUKI Group focuses on even and fair deals and improves technical capabilities in mutual harmony and benefit with its suppliers.

The Group also strengthens communications with its suppliers through briefing sessions and workshops.

#### **Procurement policy**

JUKI selects suppliers by conducting fair evaluations with a "supplier evaluation system." The suppliers are treated equally in the evaluation process, regardless of the countries where they are based. Criteria include compliance with laws and regulations and prescriptive social norms, respect for fundamental human rights, conformance to the "JUKI Group Green Procurement Activity Guideline," approaches to occupational safety and health, approaches to intellectual property protection, and the quality, cost, and delivery conditions JUKI requests.



#### Communication with suppliers

JUKI holds social events with suppliers three times a year to communicate mutually.

All suppliers attend a lecture concerning operating environment of JUKI and its future directions, which is to be held in November every year. Suppliers who achieve outstanding results are bestowed "Letters of Appreciation" and "Guaranteed Delivery Certificates" during the Quality Month workshops every November.

In 2014, the company presented Letters of Appreciation to 10 suppliers and delivered Guaranteed Delivery Certificates to 10 companies out of 98 companies and 101 persons from Japan and overseas. JUKI maintains and grows its partnerships with suppliers by recognizing and awarding their merits.



#### Green procurement

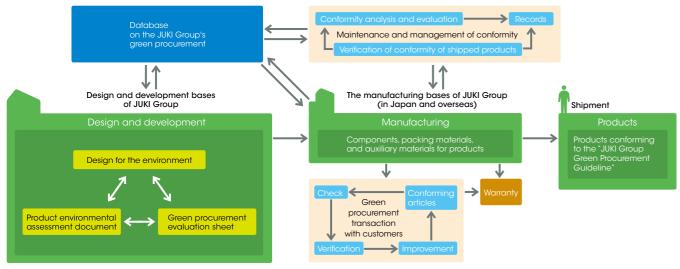
JUKI Group has been working on the earth-conscious environmental preservation activities based on the "ECO MIND Declaration" together with its suppliers. The priority procurement and purchase of materials, parts, and products with reduced environmental load reduces the discharge of hazardous chemical substances into the environment.

Since 2011, the Group has adopted the industry standard JAMP AIS investigation tool for material management in its supply chain and has been developing environmental preservation activities in its bases in Japan and overseas. The Group is preventing the unexpected contamination by analyz-

ing hazardous chemical substances when parts and materials are delivered to its manufacturing bases.

The social responsibility and demand for environmentally sound practices are expected to rise in step with tightening environmental regulation. As the trend advances, the Group will position green procurement as an important priority and respond to regulations in every country by strictly confirming that shipped items conform to target substance specifications and additional material management requirements in accordance with the REACH regulations, the CLP regulation in Europe, and the like.

#### Green procurement flow



#### Relationship with employees

JUKI is a global company that offers opportunities for "Employment and growth" for all candidates, regardless of their nationality, race, gender, or age. In every country where JUKI Group operates, JUKI endeavors to improve employee satisfaction by creating pleasant workplace environments and building education systems that enable various human resources to play active roles in their work with others.

#### Nurturing global human resources

#### Training to nurture executive managers in JUKI Group companies in China

The JUKI Group is conducting MTP (Management Training Program) training to nurture local executive managers and encourage exchange between group companies in China.

In 2014, executive manager candidates recommended by six group companies in China (JUKI (China) Co., Ltd., JUKI (Shanghai) Industrial Co., Ltd., JUKI (Xinxing Industry Co., Ltd., Shanghai JUKI Sewing Machine Co., Ltd., JUKI (Ningbo) Precision Co., Ltd. and Tokyo JUKI International Trading (Shanghai) Co., Ltd.) participated in training to learn the ABCs of management and practice methods to achieve good management systematically.



#### Training at group companies overseas

JUKI Ohtawara Plant is conducting management training and professional technical training for the executives of manufacturing group companies overseas. The executives joined the training have opportunity to get detailed information about the management systems in the Ohtawara Plant, JUKI's mother factory, and gain insight on challenges at their own factories and use technology to draw up improvement plans.

They also learn about the 5S system (Seiri for orderliness, Seiton for neatness & tidiness, Seiso for cleaning, Seiketsu for cleanliness, and Shitsuke for good manners) and safety and health practices adopted by Japanese manufacturers and are encouraged to develop them at their own factories to promote the manufacturing of higher-quality products.



#### Creation of a pleasant workplace environment

#### Creation of a pleasant workplace environment for women

To promote work-life balance for working women, JUKI provides a shorthour working system according to the scope set by the Child Care and Family Care Leave Act for working mothers and offers a substantially extended period for childcare leave until the child cared for graduates from elementary school.

JUKI depends more than ever on its business overseas and has also various business facilities in Japan. Job transfers, temporary transfers, and backup dispatch requiring changes of residence are all on the increase. In 2014, JUKI took a step to reduce the burden of changing residence by introducing a Career Course System that enables employees to make significant contributions to operations in Japan and overseas without actually moving to other job sites on temporary or long-term transfers.



#### Health promotion

In June 2014, JUKI's Human Resources Department decided to set up a new "Welfare Group" specialized in management policies to cope with work situations and living environments as a means of promoting the physical and mental well-being of employees at working locations in both Japan and overseas.

The JUKI head office set up a "Staff Floor" to promote the health and self-development of JUKI employees. The Staff floor is provided with light exercise equipment such as table tennis tables, stationary bikes, and balance balls for refreshing breaks, along with reclining chairs and fancywork with household sewing machines. During the opening week, nearly 100 people participated a five-day program at the Staff Floor to measure their physical age.



The Group actively collects and monitors the opinions of shareholders and investors in order to better meet their expectations.

#### IR briefing session

JUKI understands the importance of strengthened communication with stakeholders and improved stakeholder satisfaction. At present, the company holds two meetings with institutional investors to explain the company's accounting and performance every fiscal year.

JUKI held an IR briefing session at Japan Investor Relations and Investor Support, Inc. (Shinko Building Nihonbashi 9F hall, Nihonbashi, Chuo-ku) on February 16, 2015 to outline the achievements for the fiscal year ended December 31, 2014 and outline of the Medium-Term Management Plan (2015 to 2016).

JUKI responds to inquiries from individual securities analysts and fund managers to maintain bilateral dialogue.

The company works to reflect the opinions and requests it obtains through these activities into its management policies as valuable food for thought.



#### General meeting of shareholders

JUKI holds an ordinary general meeting in March every year. To ensure that more people attend, it schedules the event on days when few other companies hold shareholder meetings of their own.

On March 26, 2015, JUKI held the "100th Ordinary General Meeting of Shareholders" at its head office and many general shareholders joined. The company also organized a tour for attending shareholders after the meeting to show them JUKI's core products and deepen communications with them. JUKI makes continuous efforts to respond to shareholder expectations and reflect shareholder opinions into the company's future actions. JUKI sends all of its shareholders a bi-yearly brochure ("To Our Shareholders") outlining JUKI's businesses and financial results to deepen their understanding of JUKI's businesses. It also provides timely information to shareholders in the Investor Relations section ("Business Report to Our Shareholders") of the JUKI website. The company is always thinking of new ways to raise shareholder awareness of its businesses.

### Hosting field trips

As of 2014, JUKI is in its fifth year of hosting field trip visits by 5th graders from neighboring elementary schools to establish better ties with the community in the wake of the head office relocation to Tama-shi, Tokyo. In September and October of 2014, the company hosted visits by 173 5th graders from Minami-Tsurumaki and Omatsudai elementary schools in Tama-shi. The children were taken on tours through showroom, central monitoring room, rooftop garden, staff restaurant, and other fun and informative facilities. The core activity was a hands-on workshop to experience manufacturing (Monodzukuri) with household sewing machines. Each student sewed a drawstring pouch with a favorite design and stitched in his or her name. The workshop also provided preliminary training for sewing class in Home Economics at their schools



## Internship program

The Ohtawara Plant accepts interns from neighboring high schools. The one-week internship program exposes students to work experience related to their future courses in school in order to deepen their views of labor and personal vocational plans. The company has accepted interns from Nasu Seiho High School in Tochigi Prefecture since the first year of the program in 2003 to contribute to the community and nurture the next generation.



#### **Cross-cultural communication**

JUKI accepted a field visit of 30 foreign students dispatched from the "World Campus Tama (NPO Corporation)" in August of 2014.

The overseas students came from nine countries, including the United States, Canada, Norway, the Netherlands, Sweden, China and others.

After visiting the showroom, they attended a workshop to sew cases for pocket tissues using household sewing machines as a cross-cultural com-



## Cleanup activities in the community

JUKI Denshi Kogyo Co., Ltd. is making a social contribution through clean-up activities.

Company personnel convened on the company grounds to start a group cleanup activity in the area surrounding the company at seven o'clock in the morning on June 21, 2014. Forty-four participants, more than last year, cleared away mud deposited near the curbstone of road shoulders along the road, removed stray weeds from the sidewalks and road shoulders, picked up litter, and cleaned up the school road. In September, a few months later, they performed another group cleanup at Mahito Park in conjunction with JUKI Yoshino Kogyo Corporation.

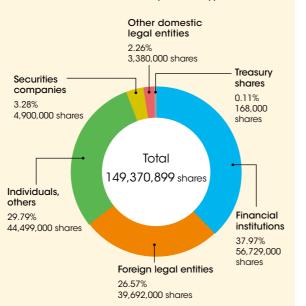
They continue to take part in voluntary social contribution activities as members of a company that works and lives hand in hand with the community.



#### Major shareholders (the top 10)

Name of shareholder	Number of shares owned (1,000 shares)	Owner- ship ratio (%)
Japan Trustee Services Bank, Ltd. (Trust Account)	13,473	9.02
BNYM SA/NV FOR BNYM CLIENTACCOUNT MPCS JAPAN	6,838	4.58
JP MORGAN CHASE BANK 380634	5,826	3.90
Mizuho Bank, Ltd.	4,690	3.14
Trust & Custody Services Bank, Ltd. (Securities Investment Trust Account)	3,788	2.54
Nippon Life Insurance Company	3,660	2.45
The Master Trust Bank of Japan, Ltd. (Trust Account)	3,511	2.35
Asahi Mutual Life Insurance Company	2,845	1.90
The Dai-ichi Life Insurance Company, Limited	2,558	1.71
Yoshiaki Ota	2,402 As of Decemb	1.61 per 31, 2014

## Stock Distribution Status by Owner Type



30



Products in development are rigorously tested for quality through exposure to loads such as heat, vibration, and electromagnetic radiation in real and simulated settings to ensure that JUKI products will work in every sort of environment and circumstance.

#### Manufacturing



In manufacturing, every person works to build a "100% non-defective product" by maintaining high manufacturing capabilities through a unique certification system encompassing everyday inspections of screw-tightening and the like. The target mindset is to complete every last step of "My Process" with perfection.

#### Technical support



JUKI offers high-level technical support to customers ranging from pre-sale support such as plant design and equipment setup to after-sales support such as a quick parts supply and periodic maintenance.

#### **QC** activities

For improved quality management, the JUKI Group performs QC circle activities across centering on the manufacturing plants across the organization. The Group also picks out themes based on quality policies and works on quality-improvement activities.

#### QC circle activities (bottom-up)



QC Circle activities are performed in fourteen group manufacturing bases in Japan and overseas. The activities are presented in the QC World Competition every November with the participation of circles from overseas bases in China and Vietnam.

The QC World Competition gives QC Circle members the opportunity to further promote QC activities as a starting point for bottom-up activities while pooling wisdom and entrenching the quality management mindset in all parts of the company.

#### Theme activities (Top-down)



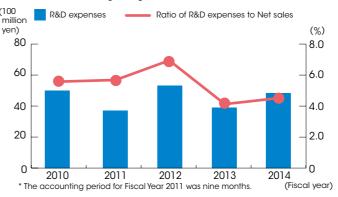
Every JUKI Group manufacturing company operates a quality assurance system modeled after the Ohotawara Plant and JUKI Denshi Kogyo Corporation, the mother factories of the JUKI Group.

They develop quality policies and establish a quality targets for their department to make further headway in improving quality problems.

JUKI is always inspired to innovate.

#### Investment in development

Investment in development is the most important factor for a manufacturer to grow. JUKI continues to invest 4% to 7% of its net sales in development.JUKI will be investing more in advanced development and aggressively innovating in ways responsive to potential customer needs with the aim of growing further.



#### Realizing a truly "smart" manufacturing plant



JUKI is working to realize a truly "smart" manufacturing plant by introducing a digital cell production technique where mounting instructions are issued to each cell on screen. After the main fabrication, painting and transport are fully automated.

## Innovative and active human resources and organization

JUKI thinks of its employees as irreplaceable assets. The company nurtures and engages human resources without discriminating on the basis of gender, nationality, age, or other individual qualities.

#### Ratio of female manager to all managers



In the Group's overseas companies, female Some overseas employees have already bemanagers are also playing an active part in the general manager class.

JUKI aims to be a company where employees with high aspirations can play an active part every day. To help make this happen, JUKI continues to build a streamlined work environment where women can work in good health and with peace of mind for years to come.

#### Ratio of overseas employees to all employees



The ratio of female managers at JUKI Corpora- Out of the 6,153 employees of the JUKI Group, 59% work overseas.

come executive officers. The Group continues to adopt and nurture local human resources aggressively and globalize its employee base.

Number of qualified persons according to proficiency measurements (in Japan)



In total, 843 employees working at JUKI's manufacturing bases in Japan rate as "qualified" according to proficiency measurements (expert, 18; first degree, 201; second degree, 624) JUKI's manufacturing (Monodzukuri) is connected to the creation of "Human resources." The company maintains and improves elemental work technologies in every manufacturing process by promoting the acquisition of skill qualification through proficiency measurement and offering an in-house certification program.

## **Environmental Vision**

# JUKI will strive to contribute to customers and the global environment through eco-friendly manufacturing (Monodzukuri).

The JUKI Group places importance on the global environment as a manufacturing (*Monodzukuri*) company and works aggressively on the effective use of resources, recycling, and energy saving.

The Group also provides safe products that place less environmental load on customers and is helping to develop industry in the region with the aim of being widely trusted and valued by both society and JUKI customers.

#### The JUKI Group's stance toward environmental conservation activities

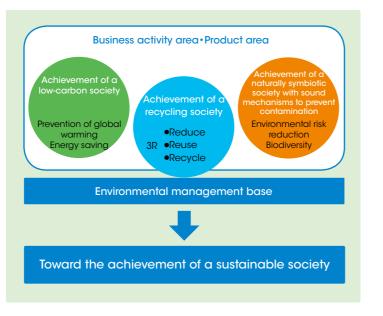
The JUKI Group practices environmental management in three areas to contribute to the realization of a sustainable society: "Realization of a low carbon society," "Realization of a recycling society," and "Pollution prevention and the realization of an inclusive society rich with nature."

The Group has established the "ECO MIND Declaration" to show its environmental activities more concretely to all of its stakeholders. The ECO MIND Declaration consists of an "Environmental Philosophy" and "Environmental Action Policy."

The "ECO MIND Declaration" has been issued by adding "Environment" (environmental consideration) to the existing concepts of "Quality," "Customer satisfaction," and "Respect for humanity" (concepts based on the "Mind" in JUKI's "Mind & Technology" corporate slogan.)

Based on this, the JUKI Group has mapped out an "Environmental Conservation Guideline," a guideline for promoting detailed environmental approaches and practicing the environmental conservation activities as the JUKI Group.

JUKI Group companies also exchange information with each other and develop information horizontally to raise the level of the whole Group.



#### **ECO MIND Declaration**

#### Environmental Philosophy

The JUKI Group recognizes that activities of enterprises are closely related to the global environment, and is making efforts to:

- 1. Contribute to the local community and society by environment-conscious activities.
- 2. Provide people around the world with environmentally friendly products.
- 3. Play an active role to hand down a better global environment to future generations through continuous activities.

# ECO MIND Like of the Farth for the Next Generation

#### **Environmental Action Policy**

- 1. Prevent global warming by promoting energy-saving in all business activities and use resource efficiently by implementing the 3Rs (Reduce, Reuse, and Recycle).
- 2. Provide products with less environmental load by planning, researching, developing, procuring, and manufacturing with environmental influences in mind.
- Contribute to countries and regions by modifying environmental conservation activities to suit local conditions wherever JUKI does business as a global company.
- 4. Observe environmental laws and other agreed requirements, and prevent environmental pollution.
- 5. Actively disclose environmental information.
- 6. Raise "awareness of ecological problems" among employees through educational campaigns.

#### Environmental consideration design in the head office building

Eco-friendly and energy-saving features were designed into the head office building opened in December 2009 as the new base for the JUKI Group. Energy use is monitored by energy type (electricity, gas, and water), usage, and designated zones inside the building using the BEMS system for operational improvement. Energy-saving equipment such as a rainwater processor and high-insulated-layer (Low-E) glass has been introduced.

The building has been awarded the equivalent of the "A rank" in the CASBEE (Comprehensive Assessment System for Built Environment Efficiency) rating system for environmental performance.

Beyond the environmental dimension, ease of use is also considered for the planning of spaces for interpersonal communication among JUKI employees.

Using rain water

Rainfall is collected from the roof, passed through a sand-filtration sterilization process, and reused as water for washing lavatory and sprinkler water for plants on the premises.

Rooftop and premises greening

Maximum possible greening for the rooftop and building premises (about 2.5 times the greening standard area of Tokyo) improves the building insulation efficiency and helps prevent the heat island phenomenon. JUKI is creating a sylvan landscape for the neighborhood by greening the land in three dimensions from the boundary of the premises. Tree-planting and other greening techniques can create an environment that comforts employees and relieves them from general fatigue.

Use of natural light

Installation of top lights
By taking in more natural light, JUKI saves energy in the whole building and improves the working environment at the basement level.

Blocking solar insolation High insulation Low-E glass reduces the solar insolation and air-conditioning loads. The ratio of natural energy usage is improved by applying Titanium coatings over outside walls and glass to activate the natural cleansing actions of light and rainwater.

Lighting control

Most of the energy-saving at the head office is achieved with highly effective and long-life Hf (High frequency) fluorescent lamps. The brightness of the lamps is automatically adjusted with dimmer controls based on data sent from dimmer sensors.

10,000

Total waste emission

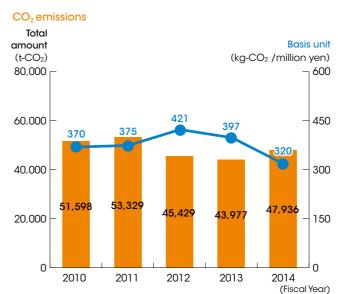
2010

2011

2012

2013

2010



Electricity usage accounts for greater than or equal to 80% of the factor for  $CO_2$  emission by the JUKI Group. The Group is taking various steps to reduce electricity usage, including a thorough rethinking of production methods and running times for equipment. Since Fiscal Year 2012, the Group has been making steady efforts to decrease the ratio of CO2 emission to net sales (basis unit) and reduce environmental loads.

## Total waste emissions Total **Basis unit** (kg /million yen) (†) 15,000 г 57.9 10,000 10,160 5,000 30 597

2012

2013

2014

(Fiscal Year)

JUKI's manufacturing (Monodzukuri) sites consume raw materials for production activities every day. To reduce waste emissions in the production process, the JUKI Group is working on different measures for handling waste and promoting the sale of valuable forms of waste for reuse and recycling in manufacturing sites. These activities further the Group's efforts to reduce the ratio of waste emissions to net sales (base unit)

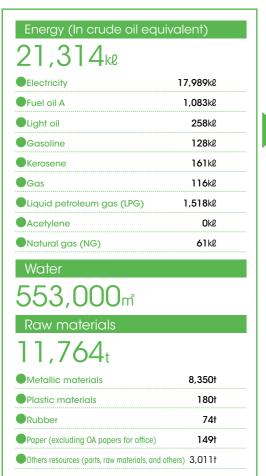
## Environmental influences on the JUKI Group's business activities

JUKI products are still manufactured using abundant energy and resources, including precious resources for parts and materials. As an energy and resource consumer, the JUKI Group is determined to clarify the environmental load of its business activities and improve its environmental performance.

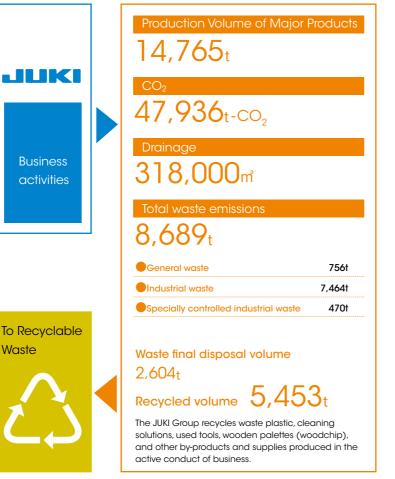
**Business** 

activities

## INPUT



# **OUTPUT**



\* These figures summarize Fiscal Year 2014 data gathered from JUKI and its manufacturing group companies in Japan and overseas

Waste

\* Some group companies lack complete or sufficient information on raw materials.

#### **INPUT**

- Crude oil equivalent: the conversion volume to crude oil using the heating value, for comparisons among different energy volumes using a common measure
- Electricity: the electric power used in the factories and offices
- •Fuel oil A: used for operating equipment such as drying furnaces at paintina facilities
- Light oil: the fuel for trucks.
- Gasoline: the fuel for company-owned cars
- Kerosene: the fuel for warm-air heating
- Liquid petroleum gas: the fuel for regular-use electricity generators • Acetylene: the fuel for gas welding for equipment repairs and cutting and soldering sheet steel
- Natural gas: fuel for cooking in kitchens or supplying hot water
- Metallic materials, plastic materials, and rubber: materials for parts.
- Paper: cardboard for transporting and packing products and preventing the collapse of cargo and denting of products in the manufacturina processes.

#### **OUTPUT**

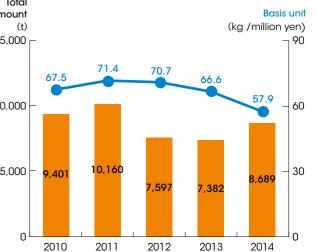
- CO2 : caused by the use of electricity and fuel
- •General waste: all waste discharged from homes and enterprises except industrial waste. Includes garbage from kitchens and other garbage discharged in business activities
- Industrial waste: twenty kinds of waste set up by laws, rules, and regulations, among the wastes generated by business activities by entities such as factories. Includes abolished sand used for molds, pallets (made from wood pellets), cutting oil, and prototype machines for experiments and research
- Specially controlled industrial waste: highly explosive, toxic, and infectious waste that may cause suffering to human health and the living environment. Especially strict management is crucial. The waste includes PCBs and the like contained in old condensers and
- Final disposal: disposal of garbage at reclaimed disposal sites.
- Recycle : effective use of resources by recycling.

2011

amount

2014

(Fiscal Year)



36

37

(Fiscal Year)

## Approach to energy saving by JUKI Denshi Kogyo Corporation

JUKI Denshi Kogyo Corporation worked on the threeenergy saving measures on a large scale in 2014.

The first measure was to reduce power consumption by introducing an energy-saving type of compressor. The introduction of this equipment reduced power consumption by about 25%, or about 13,000 kWh, over the three months from October to December 2014.

The second measure was to switch from manual control to temperature sensor control for the heaters located at the building eaves during winter months. This conversion resulted in a reduction effect of about 22,300 kWh a year.

The third measure was to change the lighting units at factory offices from fluorescent to LED.

After decrease of number of installation in comparison with that of fluorescent lighting units, installation of 87 LED lighting units brought a reduction effect of about 8300 kWh a year.

Reduction in power consumption by introducing an energy-saving type of compressor (October to December)





#### Environmental activities by JUKI (Shanghai) Industrial Co., Ltd.

When JUKI (Shanghai) Industrial Co., Ltd. earned ISO14001 certification in April 2007, it formed an Environment Committee to raise the environmental awareness of its employees and improve its treatment of environmental issues. The management and employees of the company have been working together to promote environmental activities ever since.

In projects to raise environmental awareness, the company has implemented an environmental knowledge contest, education sessions on trash separation, a study tour of a water environmental protection exhibition, and a study tour of a waste disposal facility. Other ongoing environmental improvement activities have included a tree-planting planting activity, "nocar" days, an "eat-up" campaign to reduce waste, and a Tetra Pack collection campaign to promote office paper exchange.

These activities have also reinforced teamwork while improving the environmental awareness of employ-



Tree-planting



Eat-up campaign

#### Energy saving diagnosis at JUKI Corporation Ohtawara Plant

The Ohtawara Plant is classified as a "Second Class Designated Energy Management factory." To live up to this designation, the Plant is working to achieve the rationalization of energy by 1 % or more per year.

To gather specialist advice from the Energy Conservation Center and plan further rationalization, the company also received an "energy-saving diagnosis" in December 2014.

Advice-givers in the diagnosis recommended that the Plant adjust the air ratio to boilers, a heavy oil heating system, and more, since heavy oil is the second energy consumption after electricity.

The Plant will be reflecting this advice into its future capital investment plan and management standards for operation to facilitate the rationalization.





### Main "JUKI ECO PRODUCTS" in 2014

JUKI makes products that behave in eco-friendly ways throughout their whole life cycles.

The company evaluates 38 environmental criteria in the development phase with a view to improving the operability and maintenance of its products, heightening product performance, saving electric power or energy, and more.



#### "JUKI ECO PRODUCTS" in 2014



#### DDL-900A

High-speed, 1-needle, lockstitch machine designed with a new dry oil pan system

25% electric power saving compared with the conventional machine types



#### LU-2868-7

Heavy duty sewing machine actively used for the sewing of furniture such as sofas, etc.

●3.5 db noise reduction and 37% electric power saving compared with the conventional machine types



#### HZL-F700

Household sewing machine for quilters

\* Product for overseas markets



#### LK-1903B/BR35

Button sewing machine with a button feeder 15% electric power saving compared with the conventional machine type



#### MF-7900D H25

Covering stitch machine that sews soft stitches using a sliding presser foot

27% Electric power saving compared with the conventional machine types



#### HZL-VS200 series

Household sewing machines integrating industrial sewing machine technology

38

# Directors, Audit & Supervisory Board Members and Corporate officers (as of May 1, 2015)

#### Directors



Akira Kiyohara
President and Representative Director,
and President and Representative Director of JUKI Automation
Systems Corporation



Hiroshi Nakamura

Director and Managing Officer

in charge of Development Center (Technology Planning Department),

Administration Center (Human Pescurces Department and

Administration Center (Human Resources Department and General Affairs Department),
Secretariat, Audit Department,
Internal Control and Compliance,

and Industry Group



Naotake Miyashita

Director and Managing Officer

in charge of Business Center (Sewing Machinery Business Unit and Household Sewing Machinery Business Unit), Executive Unit Officer of Sewing Machinery Business Unit, General Manager of Smart Sewing System Department, and Director and Sales General Manager of JUKI (China) Co., Ltd.



Hirokazu Nagashima

Director,

and Senior Managing Officer of JUKI Automation Systems Corporation,

and Director and General Manager of Tokyo JUKI International Trading (Shanghai) Co., Ltd.



Toshihiko Ozaki Director (Outside)



Kazumi Nagasaki Director (Outside)

Audit & Supervisory Board Members

#### Yoshihiro Otake

Audit & Supervisory Board Member (Full-time)

#### Kousuke Inoue

Audit & Supervisory Board Member (Outside)

#### Masato Tanaka

Audit & Supervisory Board Member (Outside)

#### Managing Officers

Shinsuke Uchinashi

Minoru Wada

Hirofumi Gotoh

Masahiko Nonomura

#### **Corporate Officers**

Kimio Honma

Toshimasa Miura

Toshinobu Shinozuka

Satohiro Hama

Robert J. Black Jr.

Katsumi Nihei Hiroki Konishi

Kikuo Takahashi

Takeshige Hamasoto

Minoru Nitta

## JUKI Group's corporate governance operation system

The Group continuously endeavors to reinforce its governance system, strengthen compliance, and achieve highly transparent management.

#### Corporate governance

To secure the soundness and efficiency of management, JUKI regards the suitable operation and maintenance of its corporate governance organization as an issue of utmost importance and strives to improve and expand corporate governance at every turn.

The number of the outside directors was increased to two persons from one person in March 2014 to boost the management monitoring function for directors and the board of directors and strengthen the company's system to intensively heed the voices of its stakeholders.

A Management Strategy Council has also been organized under the Board of Directors. To enable more appropriate execution of decision-making and business assignment, directors as well as corporate officers and department managers in charge attend meetings of the council and discuss basic management policies and strategies from various angles.

A Risk Management Conference and the crisis-management task force have been set up as core parts of the risk management system.

The Audit Department, an organization for internal audits, audits the business operations of all of JUKI's departments and subsidiaries. The members of the Audit & Supervisory Board performed audits in accordance with the audit policy and business allotment plan set by the board while cooperating with the Audit Department and accounting auditors. The Auditor Office has been established as an organization to assist Audit & Supervisory Board Members.

#### Compliance

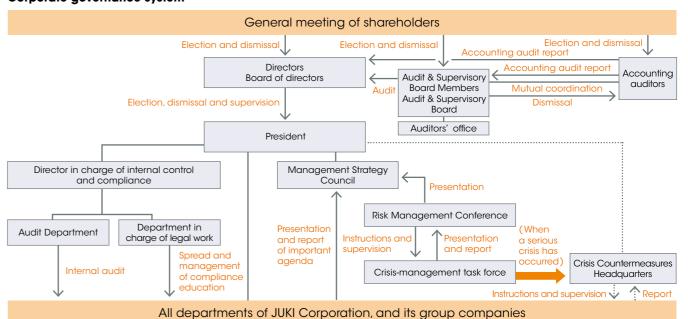
The JUKI Group positions compliance as a management foundation important for maintaining the Group's status as a business group that is widely trusted by customers and all of society and offers enough value to society to merit its existence. Corporate officers and employees of the group are asked to thoroughly behave in compliance with "The JUKI Group Employees' Standards of Conduct - 10 Articles" and to understand its explanations on legal compliance and common-sense behavior. JUKI and its group companies have a system for consulting with employees or answering their questions quickly at Compliance Helpline. The companies of the Group also manage important risks related to compliance at the Risk Management Conference.

#### Risk management

The JUKI Group has set up a Risk Management Conference as a core part of its risk management system. The Risk Management Conference manages company-wide risks and important risks and directs the parties concerned to take remediation measures for risk reduction. The Group also sets up crisis-management task forces before and after crises (exteriorization of the risk) such as natural disasters, fires, explosions, and PL (product liability) incidents, and has a system to examine and execute its response measures.

When a serious crisis has occurred, a "Crisis Countermeasures Headquarters" is set up to take quick countermeasures.

#### Corporate governance system



# Major financial and non-financial data for two years (Consolidated)

		(million yer
	FY2013	FY2014
Profit or loss situation(Fiscal year)		
Net sales	94,385	107,581
(Ratio of overseas sales to net sales)	(83.8%)	(84.1%)
Gross profit	26,291	33,503
Operating income	5,151	8,217
Ordinary income	3,878	7,710
Net income	3,006	6,058
Capital expenditure	1,062	1,964
Depreciation	2,940	3,115
R&D expenses	3,859	4,826
Financial position(End of the fiscal year)		
Total assets	113,189	130,751
Net assets	11,806	25,010
Shareholders' equity	11,432	23,994
Financial index		
Equity ratio	10.1%	18.4%
Return on equity (ROE)	37.4%	34.2%
Cash flow situation(Fiscal year)		
Cash flows from operating activities	6,405	3,459
Cash flows from investing activities	293	△ 1,868
Free cash flows	6,698	1,591
Cash flows from financing activities	△ 9,445	837
Per share information		
Earnings per share (EPS)	23.27yen	43.83yer
Dividend per share (DPS)	-	4.00yer
Book-value per share (BPS)	88.48yen	160.82yer
Non-financial data		
Number of employees	5,872	6,153
Ratio of overseas employees to total employees	58.8%	59.1%

# Consolidated balance sheet

		(million yer
	FY2013	FY2014
Assets		
Current assets		
Cash and deposits	6,254	9,491
Notes and accounts receivable - trade	24,879	31,275
Merchandise and finished goods	32,841	37,685
Work in process	4,211	4,230
Raw materials and supplies	7,275	8,332
Deferred tax assets	1,788	3,050
Other	3,380	4,303
Allowance for doubtful accounts	△1,125	△ 579
Total current assets	79,505	97,789
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	15,204	14,625
Machinery, equipment and vehicles, net	2,996	3,324
Tools, furniture and fixtures, net	974	1,116
Land	6,774	6,774
Lease assets, net	638	428
Construction in progress	25	35
Total property, plant and equipment	26,614	26,304
Intangible assets	1,579	2,216
Investments and other assets		
Investment securities	2,741	3,051
Long-term loans receivable	464	448
Long-term prepaid expenses	573	473
Deferred tax assets	1,373	124
Other	1,772	1,841
Allowance for doubtful accounts	△1,436	△ 1,500
Total investments and other assets	5,489	4,440
Total non-current assets	33,683	32,961
Total assets	113,189	130,751

		(million yen
	FY2013	FY2014
Liabilities		
Current liabilities		
Notes and accounts payable - trade	11,875	13,892
Short-term loans payable	53,074	52,492
Current portion of bonds	10	_
Lease obligations	348	207
Account payable - other	1,561	1,906
Accrued expenses	3,097	3,343
Income taxes payable	873	913
Provision for bonuses	54	69
Notes payable - facilities	74	120
Forward exchange contract	1,099	2,800
Other	780	1,354
Total current liabilities	72,850	77,101
No-current liabilities		
Long-term loans payable	21,655	21,751
Lease obligations	420	297
Provision for retirement benefits	5,217	_
Provision for directors' retirement benefits	165	171
Net defined benefit liability	_	5,270
Other	1,072	1,148
Total non-current liabilities	28,531	28,639
Total liabilities	101,382	105,741
Net assets		
Shareholders' equity		
Capital stock	15,950	18,044
Capital surplus	_	2,094
Retained earnings	△ 2,304	3,754
Treasury shares	△ 60	△ 62
Total shareholders' equity	13,585	23,831
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	630	817
Deferred gains or losses on hedges	△ 23	△3
Foreign currency translation adjustment	△ 2,760	△ 695
Remeasurements of defined benefit plans	_	44
Total accumulated other comprehensive income	△ 2,153	163
Minority interests	374	1,015
Total net assets	11,806	25,010
Total liabilities and net assets	113,189	130,751

# Consolidated statements of income

Net sales         94,385         107,581           Cost of sales         68,094         74,078           Gross profit         26,291         33,503           Selling, general and administrative expenses         21,139         25,285           Operating income         5,151         8,217           Non-operating income         134         160           Dividend income         142         102           Commission fee         187         163           Foreign exchange gains         -         259           Other         458         383           Total non-operating income         922         1,069           Non-operating expenses         1,646         1,410           Interest expenses         1,646         1,410           Foreign exchange losses         348         -           Other         201         166           Total non-operating expenses         1,646         1,410           Other         3,878         7,710           Extraordinary income         3,878         7,710           Extraordinary income         3,878         7,710           Extraordinary income         190         21           Extraordinary income <td< th=""><th></th><th></th><th>(million yen)</th></td<>			(million yen)
Cost of sales         68,094         74,078           Gross profit         26,291         33,503           Selling, general and administrative expenses         21,139         25,285           Operating income         5,151         8,217           Non-operating income         134         160           Interest income         142         102           Commission fee         187         163           Foreign exchange gains         —         259           Other         458         383           Total non-operating income         922         1,069           Non-operating expenses         1,646         1,410           Foreign exchange losses         348         —           Other         201         166           Foreign exchange losses         348         —           Other         201         166           Foreign exchange losses         348         —           Other         3,878         7,710           Extraordinary income         3,878         7,710           Extraordinary income         190         21           Gain on sales of non-current assets         190         21           Others         3         3 <th></th> <th>FY2013</th> <th>FY2014</th>		FY2013	FY2014
Gross profit         26,291         33,503           Selling, general and administrative expenses         21,139         25,285           Operating income         5,151         8,217           Non-operating income         134         160           Interest income         142         102           Commission fee         187         163           Foreign exchange gains         -         259           Other         458         383           Total non-operating income         922         1,069           Non-operating expenses         1,646         1,410           Foreign exchange losses         348         -           Other         201         166           Total non-operating expenses         2,195         1,576           Ordinary income         3,878         7,710           Extraordinary income         3,878         7,710           Extraordinary income         190         21           Gain on sales of non-current assets         190         21           Others         3         3         3           Total extraordinary income         194         24           Extraordinary losses         119         59           Loss on	Net sales	94,385	107,581
Selling, general and administrative expenses         21,139         25,285           Operating income         5.151         8,217           Non-operating income         134         160           Interest income         134         160           Dividend income         142         102           Commission fee         187         163           Foreign exchange gains         —         259           Other         458         383           Total non-operating income         922         1,069           Non-operating expenses         1,646         1,410           Foreign exchange losses         348         —           Other         201         166           Total non-operating expenses         2,195         1,576           Ordinary income         3,878         7,710           Extraordinary income         92         21           Extraordinary income         190         21           Others         3         3         3           Total extraordinary income         194         24           Extraordinary losses         190         21           Loss on soles and retirement of non-current assets         3         3           Impai	Cost of sales	68,094	74,078
Operating income         5.151         8.217           Non-operating income         134         100           Interest income         142         102           Dividend income         187         163           Foreign exchange gains         —         259           Other         458         383           Total non-operating income         922         1,069           Non-operating expenses         1,646         1,410           Foreign exchange losses         348         —           Other         201         166           Total non-operating expenses         2,195         1,576           Ordinary income         3,878         7,710           Extraordinary income         3         3           Gain on sales of non-current assets         190         21           Others         3         3         3           Total extraordinary income         194         24           Extraordinary losses         3         3         3           Loss on sales and retirement of non-current assets         3         3         3           Loss on change in equity         5         5           Special retirement expenses         1,481         —     <	Gross profit	26,291	33,503
Non-operating income         134         160           Dividend income         142         102           Commission fee         187         163           Foreign exchange gains         —         259           Other         458         383           Total non-operating income         922         1,069           Non-operating expenses         1,646         1,410           Foreign exchange losses         348         —           Other         201         166           Total non-operating expenses         2,195         1,576           Ordinary income         3,878         7,710           Extraordinary income         2         1           Gain on sales of non-current assets         190         21           Others         3         3         3           Total extraordinary income         194         24           Extraordinary losses         1         194         24           Loss on sales and retirement of non-current assets         3         3         3           Loss on change in equity         —         5         5           Special retirement expenses         1,481         —           Total extraordinary losses         1,637 </td <td>Selling, general and administrative expenses</td> <td>21,139</td> <td>25,285</td>	Selling, general and administrative expenses	21,139	25,285
Interest income         134         160           Dividend income         142         102           Commission fee         187         163           Foreign exchange gains         —         259           Other         458         383           Total non-operating income         922         1,069           Non-operating expenses         1         646         1,410           Foreign exchange losses         348         —           Other         201         166           Total non-operating expenses         2,195         1,576           Ordinary income         201         166           Extraordinary income         3,878         7,710           Extraordinary income         92         21           Gain on sales of non-current assets         190         21           Others         3         3         3           Total extraordinary income         194         24           Extraordinary losses         1         59           Loss on sales and retirement of non-current assets         36         82           Impairment loss         119         59           Loss on change in equity         —         5           Special r	Operating income	5,151	8,217
Dividend income         142         102           Commission fee         187         163           Foreign exchange gains         —         259           Other         458         383           Total non-operating income         922         1,069           Non-operating expenses         1         1,646         1,410           Interest expenses         1,646         1,410         1,666           Foreign exchange losses         348         —           Other         201         166           Total non-operating expenses         2,195         1,576           Ordinary income         3,878         7,710           Extraordinary income         190         21           Gain on sales of non-current assets         190         21           Others         3         3         3           Total extraordinary income         194         24           Extraordinary losses         1         24           Loss on sales and retirement of non-current assets         36         82           Impairment loss         119         59           Loss on change in equity         —         5           Special retirement expenses         1,481         —	Non-operating income		
Commission fee         187         163           Foreign exchange gains         —         259           Other         458         383           Total non-operating income         922         1,069           Non-operating expenses         1,646         1,410           Foreign exchange losses         348         —           Other         201         166           Total non-operating expenses         2,195         1,576           Ordinary income         3,878         7,710           Extraordinary income         21         21           Others         3         3         3           Total extraordinary income         194         24           Extraordinary losses         199         21           Loss on sales and retirement of non-current assets         36         82           Impairment loss         119         59           Loss on change in equity         —         5           Special retirement expenses         1,481         —           Total extraordinary losses         1,637         147           Income before income taxes and minority interests         2,434         7,587           Special retirement expenses         1,637         147	Interest income	134	160
Foreign exchange gains         —         259           Other         458         383           Total non-operating income         922         1,069           Non-operating expenses         —         —           Interest expenses         1,646         1,410           Foreign exchange losses         348         —           Other         201         166           Total non-operating expenses         2,195         1,576           Ordinary income         3,878         7,710           Extraordinary income         —         21           Others         3         3         3           Total extraordinary income         194         24           Extraordinary losses         199         21           Loss on sales and retirement of non-current assets         36         82           Impairment loss         119         59           Loss on change in equity         —         5           Special retirement expenses         1,481         —           Total extraordinary losses         1,637         147           Income before income taxes and minority interests         2,434         7,587           Income before income taxes of prior periods         —	Dividend income	142	102
Other         458         383           Total non-operating income         922         1,069           Non-operating expenses         1         466         1,410           Foreign exchange losses         348         —           Other         201         166           Total non-operating expenses         2,195         1,576           Ordinary income         3,878         7,710           Extraordinary income         3         3           Gain on sales of non-current assets         190         21           Others         3         3         3           Total extraordinary income         194         24           Extraordinary losses         1         194         24           Loss on sales and retirement of non-current assets         36         82           Impairment loss         119         59           Loss on change in equity         —         5           Special retirement expenses         1,481         —           Total extraordinary losses         1,637         147           Income before income taxes and minority interests         2,434         7,587           Income tax - current         578         1,416           Income taxes for prior	Commission fee	187	163
Total non-operating income         922         1,069           Non-operating expenses         1         4         1,410           Foreign exchange losses         348         —         Other         201         166           Total non-operating expenses         2,195         1,576         1,576           Ordinary income         3,878         7,710         2         7,710           Extraordinary income         3         1         2         4         4	Foreign exchange gains	_	259
Non-operating expenses         1,646         1,410           Foreign exchange losses         348         —           Other         201         166           Total non-operating expenses         2,195         1,576           Ordinary income         3,878         7,710           Extraordinary income         —         —           Gain on sales of non-current assets         190         21           Others         3         3         3           Total extraordinary income         194         24           Extraordinary losses         —         —         4           Loss on sales and retirement of non-current assets         36         82           Impairment loss         119         59           Loss on change in equity         —         5           Special retirement expenses         1,481         —           Total extraordinary losses         1,637         147           Income before income taxes and minority interests         2,434         7,587           Income tax - current         578         1,416           Income taxes for prior periods         —         486           Income taxes         —         486           Income taxes         —	Other	458	383
Interest expenses         1,646         1,410           Foreign exchange losses         348         —           Other         201         166           Total non-operating expenses         2,195         1,576           Ordinary income         3,878         7,710           Extraordinary income	Total non-operating income	922	1,069
Foreign exchange losses         348         —           Other         201         166           Total non-operating expenses         2.195         1,576           Ordinary income         3.878         7,710           Extraordinary income         3         7,710           Gain on sales of non-current assets         190         21           Others         3         3           Total extraordinary income         194         24           Extraordinary losses         190         21           Loss on sales and retirement of non-current assets         36         82           Impairment loss         119         59           Loss on change in equity         —         5           Special retirement expenses         1,481         —           Total extraordinary losses         1,637         147           Income before income taxes and minority interests         2,434         7,587           Income tax - current         578         1,416           Income taxes for prior periods         —         486           Income taxes         A 592         1,628           Income before minority interests         3,027         5,958           Minority interests in income (loss)	Non-operating expenses		
Other         201         166           Total non-operating expenses         2,195         1,576           Ordinary income         3,878         7,710           Extraordinary income	Interest expenses	1,646	1,410
Total non-operating expenses         2,195         1,576           Ordinary income         3,878         7,710           Extraordinary income	Foreign exchange losses	348	_
Ordinary income         3,878         7,710           Extraordinary income         3         7,710           Gain on sales of non-current assets         190         21           Others         3         3           Total extraordinary income         194         24           Extraordinary losses         2           Loss on sales and retirement of non-current assets         36         82           Impairment loss         119         59           Loss on change in equity         −         5           Special retirement expenses         1,481         −           Total extraordinary losses         1,637         147           Income before income taxes and minority interests         2,434         7,587           Income tax - current         578         1,416           Income taxes for prior periods         −         486           Income tax - deferred         △1,171         △274           Total income taxes         △592         1,628           Income before minority interests         3,027         5,958           Minority interests in income (loss)         20         △100	Other	201	166
Extraordinary income       190       21         Others       3       3         Total extraordinary income       194       24         Extraordinary losses       2         Loss on sales and retirement of non-current assets       36       82         Impairment loss       119       59         Loss on change in equity       −       5         Special retirement expenses       1,481       −         Total extraordinary losses       1,637       147         Income before income taxes and minority interests       2,434       7,587         Income tax - current       578       1,416         Income taxes for prior periods       −       486         Income tax - deferred       △1,171       △274         Total income taxes       △592       1,628         Income before minority interests       3,027       5,958         Minority interests in income (loss)       20       △100	Total non-operating expenses	2,195	1,576
Gain on sales of non-current assets         190         21           Others         3         3           Total extraordinary income         194         24           Extraordinary losses	Ordinary income	3,878	7,710
Others         3         3           Total extraordinary income         194         24           Extraordinary losses         36         82           Loss on sales and retirement of non-current assets         36         82           Impairment loss         119         59           Loss on change in equity         −         5           Special retirement expenses         1,481         −           Total extraordinary losses         1,637         147           Income before income taxes and minority interests         2,434         7,587           Income tax - current         578         1,416           Income taxes for prior periods         −         486           Income tax - deferred         △1,171         △274           Total income taxes         △592         1,628           Income before minority interests         3,027         5,958           Minority interests in income (loss)         20         △100	Extraordinary income		
Total extraordinary income         194         24           Extraordinary losses         36         82           Loss on sales and retirement of non-current assets         36         82           Impairment loss         119         59           Loss on change in equity         −         5           Special retirement expenses         1,481         −           Total extraordinary losses         1,637         147           Income before income taxes and minority interests         2,434         7,587           Income tax - current         578         1,416           Income taxes for prior periods         −         486           Income tax - deferred         △1,171         △274           Total income taxes         △592         1,628           Income before minority interests         3,027         5,958           Minority interests in income (loss)         20         △100	Gain on sales of non-current assets	190	21
Extraordinary losses         36         82           Impairment loss         119         59           Loss on change in equity         −         5           Special retirement expenses         1,481         −           Total extraordinary losses         1,637         147           Income before income taxes and minority interests         2,434         7,587           Income tax - current         578         1,416           Income taxes for prior periods         −         486           Income tax - deferred         △1,171         △274           Total income taxes         △592         1,628           Income before minority interests         3,027         5,958           Minority interests in income (loss)         20         △100	Others	3	3
Loss on sales and retirement of non-current assets         36         82           Impairment loss         119         59           Loss on change in equity         —         5           Special retirement expenses         1,481         —           Total extraordinary losses         1,637         147           Income before income taxes and minority interests         2,434         7,587           Income tax - current         578         1,416           Income taxes for prior periods         —         486           Income tax - deferred         △1,171         △274           Total income taxes         △592         1,628           Income before minority interests         3,027         5,958           Minority interests in income (loss)         20         △100	Total extraordinary income	194	24
Impairment loss         119         59           Loss on change in equity         —         5           Special retirement expenses         1,481         —           Total extraordinary losses         1,637         147           Income before income taxes and minority interests         2,434         7,587           Income tax - current         578         1,416           Income taxes for prior periods         —         486           Income tax - deferred         △1,171         △274           Total income taxes         △592         1,628           Income before minority interests         3,027         5,958           Minority interests in income (loss)         20         △100	Extraordinary losses		
Loss on change in equity         −         5           Special retirement expenses         1,481         −           Total extraordinary losses         1,637         147           Income before income taxes and minority interests         2,434         7,587           Income tax - current         578         1,416           Income taxes for prior periods         −         486           Income tax - deferred         △1,171         △274           Total income taxes         △592         1,628           Income before minority interests         3,027         5,958           Minority interests in income (loss)         20         △100	Loss on sales and retirement of non-current assets	36	82
Special retirement expenses         1,481         −           Total extraordinary losses         1,637         147           Income before income taxes and minority interests         2,434         7,587           Income tax - current         578         1,416           Income taxes for prior periods         −         486           Income tax - deferred         △1,171         △274           Total income taxes         △592         1,628           Income before minority interests         3,027         5,958           Minority interests in income (loss)         20         △100	Impairment loss	119	59
Total extraordinary losses         1.637         147           Income before income taxes and minority interests         2,434         7,587           Income tax - current         578         1,416           Income taxes for prior periods         —         486           Income tax - deferred         △1,171         △274           Total income taxes         △592         1,628           Income before minority interests         3,027         5,958           Minority interests in income (loss)         20         △100	Loss on change in equity	_	5
Income before income taxes and minority interests $2,434$ $7,587$ Income tax - current $578$ $1,416$ Income taxes for prior periods $ 486$ Income tax - deferred $\triangle 1,171$ $\triangle 274$ Total income taxes $\triangle 592$ $1,628$ Income before minority interests $3,027$ $5,958$ Minority interests in income (loss) $20$ $\triangle 100$	Special retirement expenses	1,481	_
Income tax - current $578$ $1,416$ Income taxes for prior periods— $486$ Income tax - deferred $\triangle 1,171$ $\triangle 274$ Total income taxes $\triangle 592$ $1,628$ Income before minority interests $3,027$ $5,958$ Minority interests in income (loss) $20$ $\triangle 100$	Total extraordinary losses	1,637	147
Income taxes for prior periods—486Income tax - deferred $\triangle 1,171$ $\triangle 274$ Total income taxes $\triangle 592$ $1,628$ Income before minority interests $3,027$ $5,958$ Minority interests in income (loss) $20$ $\triangle 100$	Income before income taxes and minority interests	2,434	7,587
Income tax - deferred         △ 1,171         △ 274           Total income taxes         △ 592         1,628           Income before minority interests         3,027         5,958           Minority interests in income (loss)         20         △ 100	Income tax - current	578	1,416
Total income taxes $\triangle$ 5921,628Income before minority interests3,0275,958Minority interests in income (loss)20 $\triangle$ 100	Income taxes for prior periods	_	486
Income before minority interests $3,027$ $5,958$ Minority interests in income (loss) $20$ $\triangle 100$	Income tax - deferred	△1,171	△ 274
Minority interests in income (loss) 20 △100	Total income taxes	△ 592	1,628
	Income before minority interests	3,027	5,958
Net income 3,006 6,058	Minority interests in income (loss)	20	△ 100
	Net income	3,006	6,058

# Consolidated statements of comprehensive income

		(million yen)
	FY2013	FY2014
Income before minority interests	3,027	5,958
Other comprehensive income		
Valuation difference on available-for-sale securities	409	186
Deferred gains or losses on hedges	113	20
Foreign currency translation adjustment	3,323	2,100
Total other comprehensive income	3,846	2,307
Comprehensive income	6,873	8,266
(Comprehensive income attributable to)		
Comprehensive income attributable to owners of parent	6,792	8,331
Comprehensive income attributable to minority interests	80	△ 64

# Consolidated statements of cash flows

		(million yen
	FY2013	FY2014
Cash flows from operating activities		
Income before income taxes and minority interests	2,434	7,587
Depreciation	2,940	3,115
Impairment loss	119	59
Increase (Decrease) in allowance for doubtful accounts	366	△ 523
Increase (Decrease) of provision for bonuses	20	12
Increase (Decrease) of provision for retirement benefits	△ 1,368	△ 5,217
Increase (Decrease) of net defined benefit liability	_	5,410
Interest and dividends income	△ 277	△ 262
Interest expenses	1,646	1,410
Foreign exchange losses (gains)	1,592	1,010
Loss (gain) on sales and retirement of property, plant and equipment and intangible assets	△ 154	61
Decreased (increase) in notes and accounts receivable-trade	△ 210	△ 3,785
Decrease (increase) in inventories	5,895	△1,770
Increase (Decrease) in notes and accounts payable	1,053	1,519
Increase (Decrease) in notes discounted	△12	△ 49
Other, net	△ 4.940	△ 1,982
Subtotal	9,105	6,594
Interest and dividends income received	277	262
Interest expenses paid	△ 1.657	△ 1.421
Payments for extra retirement payments	△ 1,474	, .2.
Income taxes (paid) refund	153	△ 1,976
Net cash provided by (used in) operating activities	6,405	3,459
Cash flows from investing activities	0/400	0,407
Purchase of property, plant and equipment and intangible assets	△ 772	△ 1.727
Proceeds from sales of property, plant and equipment and intangible assets	833	39
Purchases of investment securities	△1	∆0
Proceeds from sales of investment securities	15	_ 4
Payments of loans receivable	△ 13	△5
Collection of loans receivable	46	24
Other, net	184	△ 203
Net cash provided by (used in) investing activities	-	
	293	△ 1,868
Cash flows from financing activities	A F 070	^ 2.00/
Net increase (decrease) in short-time loans payable	△ 5,978	△ 3,206
Proceeds from long-term loans payable	9,600	13,552
Repayments of long-term loans payable	△ 12,489	△ 13,323
Redemption of bonds	△ 40	△ 10
Proceeds from issuance of subscription rights to shares	_	14
Proceeds from issuance of shares resulting from exercise of subscription rights to shares	_	4,174
Cash dividends paid	△1	△0
Proceeds of sale and installment back	1,004	674
Repayments of sale and installment back payables	△ 1,060	△ 564
Others, net	△ 480	△ 474
Net cash provided by (used in) financing activities	△ 9,445	837
Effect of exchange rate change on cash and cash equivalents	1,027	617
Net increase (decrease) in cash and cash equivalents	△ 1,720	3,045
Cash and cash equivalents at beginning of period	7,960	6,239
	6,239	9,285

1943 9

The corporation was reorganized as a joint stock corporation and renamed the "TOKYO JUKI INDUSTRIAL CO., LTD."

## The first household sewing machine was

introduced to the market. The HA-1 household sewing machine, JUKI's first household model, is made with about 70% in-house manufactured parts and is consistently rated as outstanding in both quality and performance. The HA-1 was awarded the Minister of International Trade and Industry Prize, the highest prize awarded by the ministerial examination committee



#### The first industrial sewing machine was introduced to the market.

Six years after sales of household sewing machines were launched, JUKI was awarded the Imperial Invention Prize for the "DDW-II," an industrial sewing machine the company had started selling anew. "JUKI's history as a technology-oriented manufacturer" began then.



The company was awarded the Imperial Invention Prize for the invention of the sinale-axis rotational thread take-up lever.

Company stock listed on the Second Section of the Tokyo Stock Exchange.

JUKI HIROSHIMA CORPORATION was established.

Company stock listed on the First Section of the Tokyo Stock Exchange and the Osaka Stock Exchange.

JUKI MATSUE CORPORATION was integrated into the JUKI group.

SUZUTAMI PRECISION INDUSTRY CO., LTD. was integrated into the JUKI group.

Developing an industrial sewing machine equipped with a stable "automatic thread trimmer" for the first time in the world. JUKI started to sell the model DDL-555-2 which was equipped with a stable automatic thread trimmer for the first time in the world. It was a dream technology that all of JUKI's competitors were trying to achieve. This success opened doors for JUKI in the sewing industry and JUKI has expanded its overseas markets



JUKI METAL CORPORATION was established.

JUKI (HONG KONG) LTD. was established. JUKI started exporting in 1956. Two years later we stationed an engineer in Hong Kong. In 1970, JUKI established its first overseas sales company in Hong Kong. JUKI then established the sales companies in Europe (Germany) in 1972 and in the United States in 1974 to set up better service support systems nearby the customers



### Ohtawara Plant completed.

#### When the production volume of industrial sewing machines expanded and the production capacity of the factory located at the head office (at that time) was exceeded, JUKI decided to construct an integrated manufacturina factory. The company constructed the factory in Ohtawara-shi, where investment incentives from the municipality and the mix of nearby subcontracting facto-

ries satisfied its requirements. JUKI now operates fourteen factories in Japan and overseas. The Ohtawara Plant plays an important role as the mother factory.



JUKI (EUROPE) GMBH was established.

JUKI AIZU CORPORATION was established.

JUKI DENSHI KOGYO CORPORATION was established.

JUKI YOSHINO KOGYO CORPORATION was established.

JUKI AKITA SEIMITSU CORPORATION was established.

JUKI AMERICA, INC. was established.

The Deming Prize (Deming Application Prize for Division) awarded to the headquarters of the Industrial Sewing Machines Business. JUKI introduced TQC management as an approach to improve the quality of all of work, both services and products. The Company conducted ongoing guidance and education programs to establish and upgrade a thorough style of management using statistical methods. Five years after the introduction of TQC management, JUKI won the Deming prize.



## The first pick-and-placer was introduced to

JUKI has developed a chip mounter based on mechatronics technologies cultivated during the development and production of industrial sewing machines and electronic equipment, and enterd into an electronic assembly systems business. Though large and high speed chip mounters were popular around that time, JUKI's new chip monters with modular concept were well accepted in the industry.



#### The company name was changed to JUKI CORPORATION.

JUKI shifted its focus away from the manufacturing of heavy machinery to become the "JUKI" now recognized as a maker of products. To plan for further globalization, JUKI changed its corporate name from "Tokyo JUKI Industrial Co., Ltd." to JUKI Corporation and renewed the "JUKI logotype" and established its new corporate slogan "Mind & Technology.



SHANGHAI JUKI SEWING MACHINE CO., LTD. was established.

TOKYO JUKI INTERNATIONAL TRADING (SHANGHAI) CO., LTD. was established.

JUKI (VIETNAM) CO., LTD. was established. JUKI and eight companies in the JUKI group jointly invested and established a parts manufacturing company in Vietnam to reduce the cost of parts production. Factory expansion to Vietnam was out of the norm at that time. The new JUKI production company was the first Japanese affiliate to set up shop in the country. Now, JUKI (Vietnam) Co., Ltd. is one of important production bases for development and production in the south-eastern Asia market



JUKI SINGAPORE PTE. LTD. was established.

#### JUKI XINXING INDUSTRY CO., LTD. was established.

JUKI established JUKI XINXING INDUSTRY CO., LTD. as a joint venture with a government-run company in China. With help from the mother factory, "Ohtawara plant", JUKI XINXING became the factory to manufacture products having a high quality as JUKI factories in Japan produce. JUKI established JUKI (NINGBO) PRECISION CO., LTD., a supplier of parts, in November 1995 and established JUKI (SHANGHAI) INDUSTRIAL CO., LTD., which is second assembly factory in China in 2000.



# established.

JUKI (NINGBO) PRECISION CO., LTD. was

JUKI was conferred the Japan Society Prize for the Promotion of the Machine Industry to recommend the development of the world's first "bobbin thread automatic feeder" for industrial sewing machines.

JUKI SALES (JAPAN) CORPORATION was established.

#### 2000.10

JUKI (SHANGHAI) INDUSTRIAL CO., LTD. was

#### 2000. 10

JUKI INDIA PVT. LTD. was established.

JUKI (CHINA) CO., LTD. was established.

JUKI AUTOMATION SYSTEMS INC. was integrated into the JUKI group.

## JUKI CENTRAL EUROPE SP.ZO.O was estab-

2006.10 JUKI SMT ASIA CO., LTD. was established.

#### Functions of a head office and an R&D were moved to new premises in Tama City,

The head office and R&D functions were moved to JUKI 's new office building in "Tsurumaki, Tama-city". The new building consists of eight stories aboveground and two underground stories equipped with inspection hardware for the assessment of noise, vibration, and durability to further improve work efficiency and product quality.



JUKI DO BRASIL COMERCIO E SERVICOS DE MAQUINAS LTDA. starts sales activities of pick-and-placers and industrial sewing

JUKI MACHINERY BANGLADESH LTD. was established.

## JUKI MACHINERY VIETNAM CO., LTD. was

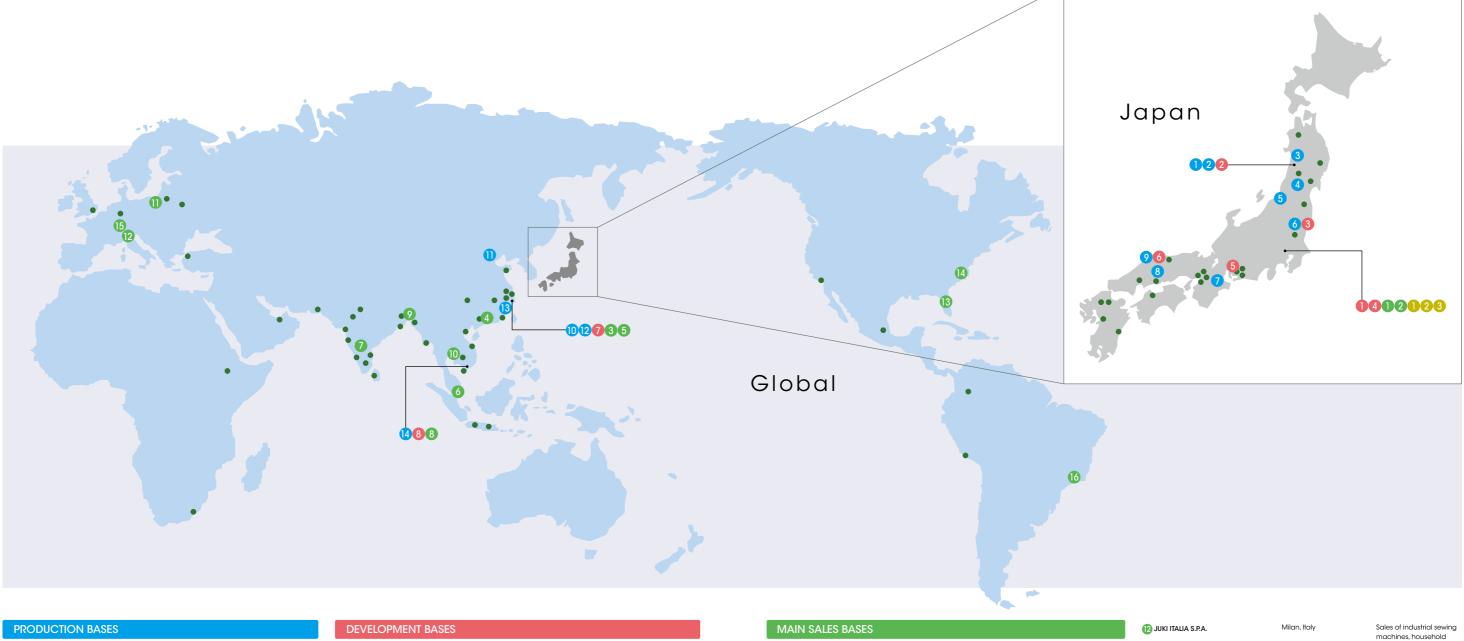
established.

JUKI AUTOMATION SYSTEMS CORPORATION was established.

#### Integration between JUKI Automation Systems Corporation and the division handling surface-mounting devices for Sony EMCS Corporation.

JUKI Automation Systems Corporation integrated its electronic assembly systems business with the division handling surface mounting devices for SONY EMCS Corporation. With this integration, the Corporation has gotten overall lineup to propose line solutions with general-purpose machines. JUKI's mainstream product, alongside Sony's high-speed mounting, printing, and inspec-





Japan

1 JUKI AUTOMATION SYSTEMS COR-

#### Japan JUKI DENSHI KOGYO COR-PORATION Yokote-shi, Akita Manufacture of chip mounter, electronic equipment, 2 JUKI YOSHINO KOGYO CORPORATION Manufacture of parts for precision machinery and appliances Manufacture of press processing and steel 3 JUKI AKITA SEIMITSU COR-PORATION plate parts, etc. Kitakata-shi, Fukushima Manufacture of parts with lost-wax and MIM production 4 JUKI AIZU CORPORATION Manufacture of parts for industrial sewing 5 SUZUTAMI PRECISION INDUS-TRY CO., LTD. Nagaoka-shi, Niigata JUKI CORPORATION OHT-AWARA PLANT Ohtawara-shi, Tochigi Manufacture of industrial sewing machines, 7 JUKI METAL CORPORATION Odaicho, Mie Manufacture of pig-iron mold casting 8 JUKI HIROSHIMA CORPO-RATION Manufacture of die, press processing parts, 9 JUKI MATSUE CORPORATION Matsue-shi, Manufacture of industrial sewing ma-Global 10 JUKI (SHANGHAI) INDUSTRIAL Shanghai, China Manufacture of industrial sewing machines JUKI XINXING INDUSTRY CO., LTD. Manufacture of industrial sewing machines

Manufacture of prats, etc. for industrial

Manufacture of industrial sewing machines, Manufacture of parts with lost-wax

of Industrial sewing usehold sewing machines s, Electronic equipment,
of Chip mounters, Electror etc., and development of ed to the Group Business
of industrial sewing ma
of Chip mounters, etc.
of Chip mounters, etc.
of industrial sewing
of industrial sewing
of industrial sewing

2 JUKI SALES (JAPAN) CORPORATION	,	ales of industrial sewing machines, house- old sewing machines, etc.
Branch Sales Offices, Service Centers, contact Sales Offices, Service Centers, co	and others	
Global		
3 JUKI (CHINA) CO., LTD.	Shanghai, China Holding company, Co hensive administration	Sales of industrial sewing machines, mpre-household sewing machines, etc.
4 JUKI (HONG KONG) LTD.	Hong Kong, China	Sales of industrial sewing machines, etc.
5 TOKYO JUKI INTERNATIONAL TRADING (SHANGHAI) CO., LTD.	Shanghai, China	Sales of chip mounters, etc.
6 JUKI SINGAPORE PTE. LTD.	Cyberhub, Singapore	<ul> <li>Sales of industrial sewing machines, household sewing machines, etc.</li> </ul>
JUKI INDIA PVT.LTD.	Bangalore, India	Sales of industrial sewing machines chip mounters, etc.
8 JUKI MACHINERY VIETNAM CO.,LTD.	Ho Chi Minh, Vietnam	Sales of industrial sewing machines, household sewing machines, etc.
9 JUKI MACHINERY BANGLADESH LTD.	Dhaka, Bangladesh	Sales of industrial sewing machines, etc.
(1) JUKI SMT ASIA CO., LTD. 1) JUKI CENTRAL EUROPE SP.ZO.O.	Chan Buri, Thailand Warsaw, Poland	Sales of chip mounters, etc. Sales of industrial sewing machine household sewing machines, etc.

Tama-shi, Tokyo Sales of Chip mounters, etc.

CONTACTORIALIST CONTENS AS.	Solothurn, Switzerland Sao Paulo, Brazil ervice Centers, and ot	d Sales of chip mounters, etc. Sales of chip mounters, etc.	
COS DE MAQUINAS LTDA.		· ·	
Branch Offices, Representative Offices, Se	ervice Centers, and ot		
		hers	
OTHER BASES			
OTTER BAGES			
JUKI Household Product Customer     Center Corporation	, .,	Maintenance services for Household Sewing Machines	
2 JUKI Living Club Corporation	, ,	Management of Friends Meet- ings (Tomo-no-kai)	
3 JUKI GENERAL SERVICE CORPORATION	, ,	Service of facility management renovation and printing, etc.	

B JUKI AMERICA, INC.

FL, U.S.A.

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12 SHANGHAI JUKI SEWING MACHINE CO., LTD.

14 JUKI (VIETNAM) CO., LTD.

3 JUKI (NINGBO) PRECISION Zhejing, China CO., LTD.

## Company outline and stock information (as of December 31, 2014)

#### **CORPORATE SUMMARY**

Trade name JUKI CORPORATION
Established December 15, 1938
Paid-in Capital ¥18,044 million

Major business officeHead office2-11-1, Tsurumaki, Tama-shi, Tokyo 206-8551 JapanTel: 81-42-357-2211

Ohtawara plant 1863, Kitakanemaru, Ohtawara-shi, Tochigi 324-0011 Japan Tel : 81-287-23-5111

Fiscal year ending December 31

Ordinary general meeting of shareholders March

Number of employees 6,153 (on a consolidated basis), 759 (on a non-consolidated basis)

Number of affiliated companies 31

#### **Stock information**

Number of shares Aggregate number of issued shares: 149,370,899 shares

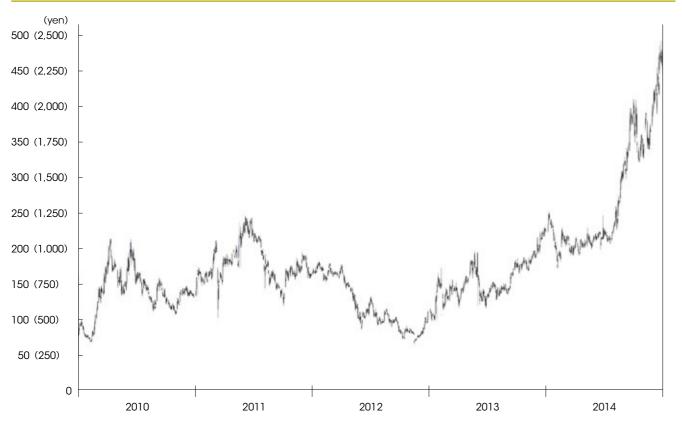
Number of shareholders 10,298

Listed on The first section of the Tokyo Stock Exchange (margin trading issue)

Securities code 6440

**Shareholder registry administrator** Mizuho Trust & Banking Co., Ltd.

#### Stock price chart covering the past five years



(): Stock price after the one-for-five common share consolidation effected on July 1, 2015

Mind & Technology



