

TOYO TANSO Corporate Profile

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1. Corporate Profile

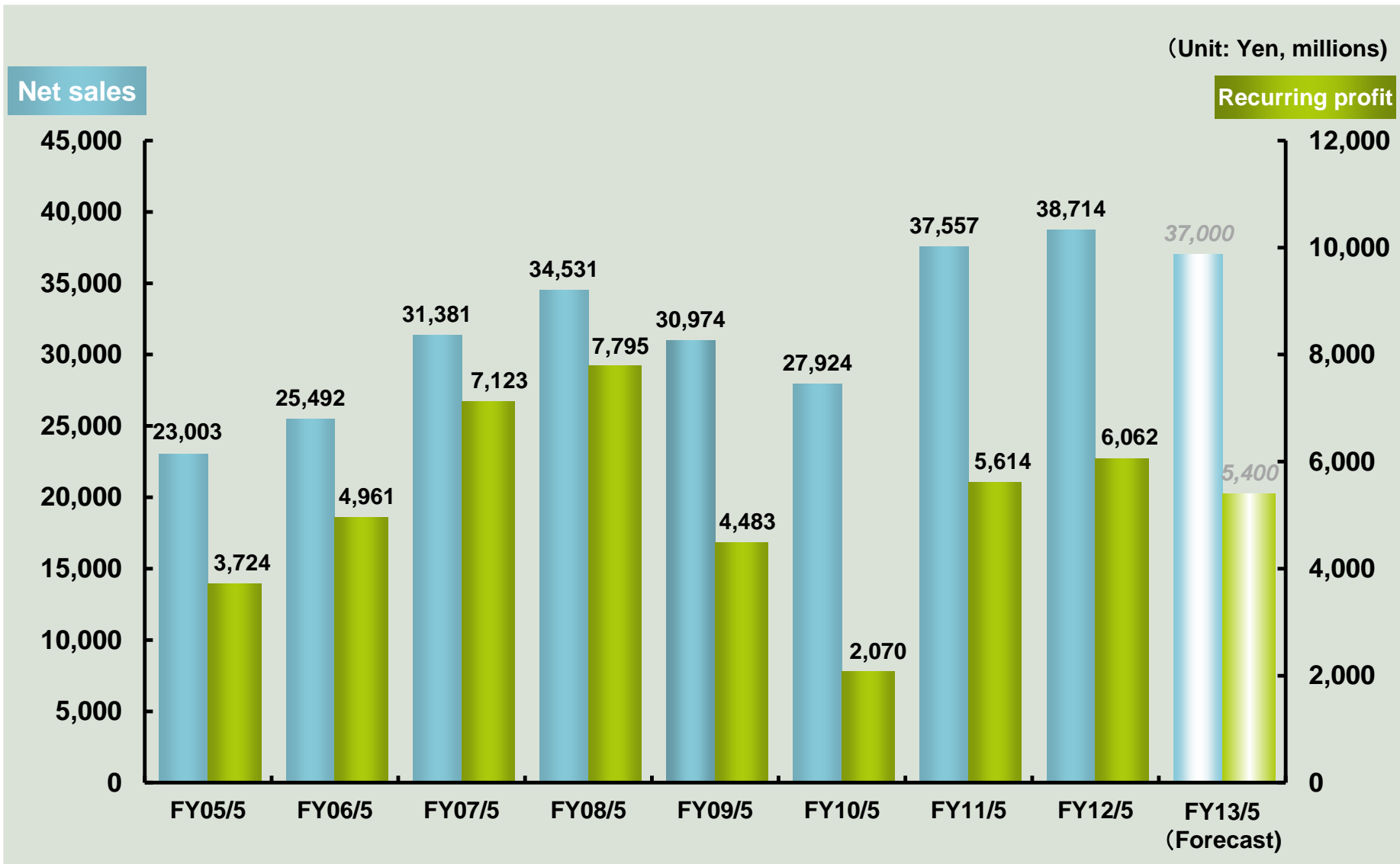
| | |
|-------------------|--|
| Business outline | Production of specialized, highly functional carbon products |
| Corporate profile | |
| Incorporation | July 1947 |
| Capital | 7,692 million yen (as of May 2012) |
| Head office | Umeda Daibiru, 10th Fl., 3-3-10 Umeda, Kita-ku, Osaka, Japan |
| President | Representative Director, Akira Noami |



History

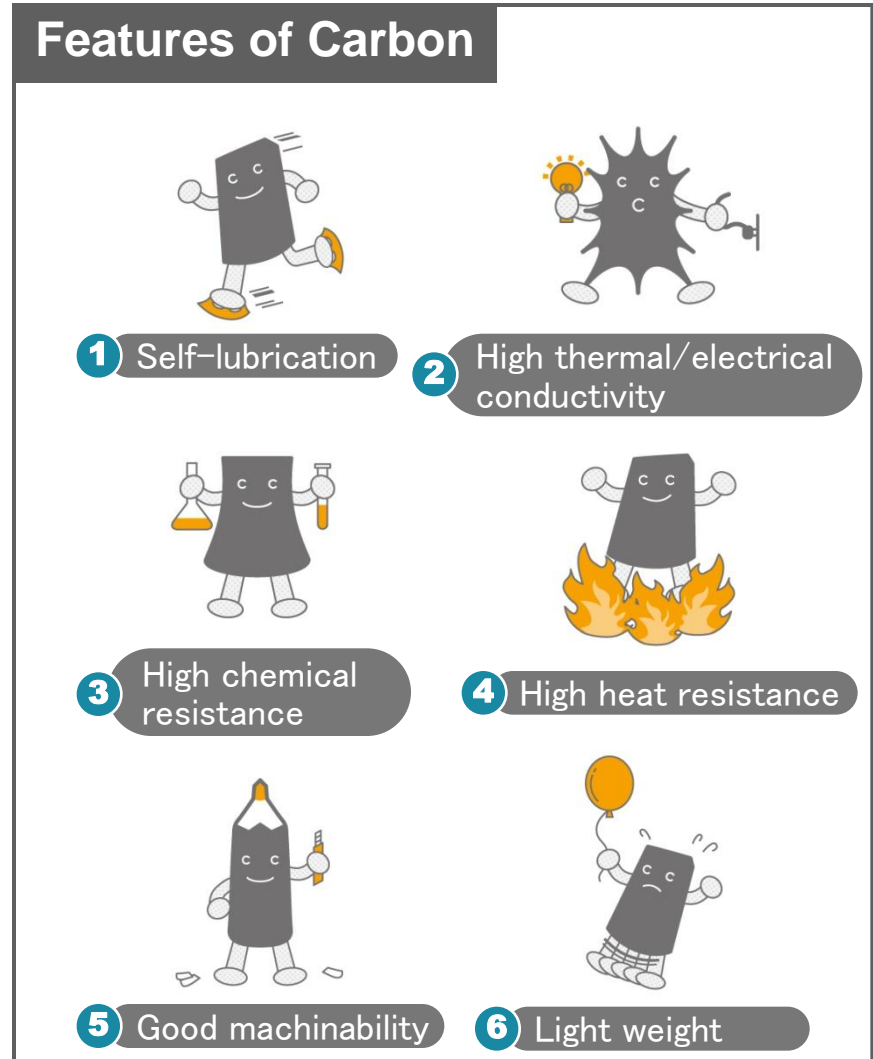
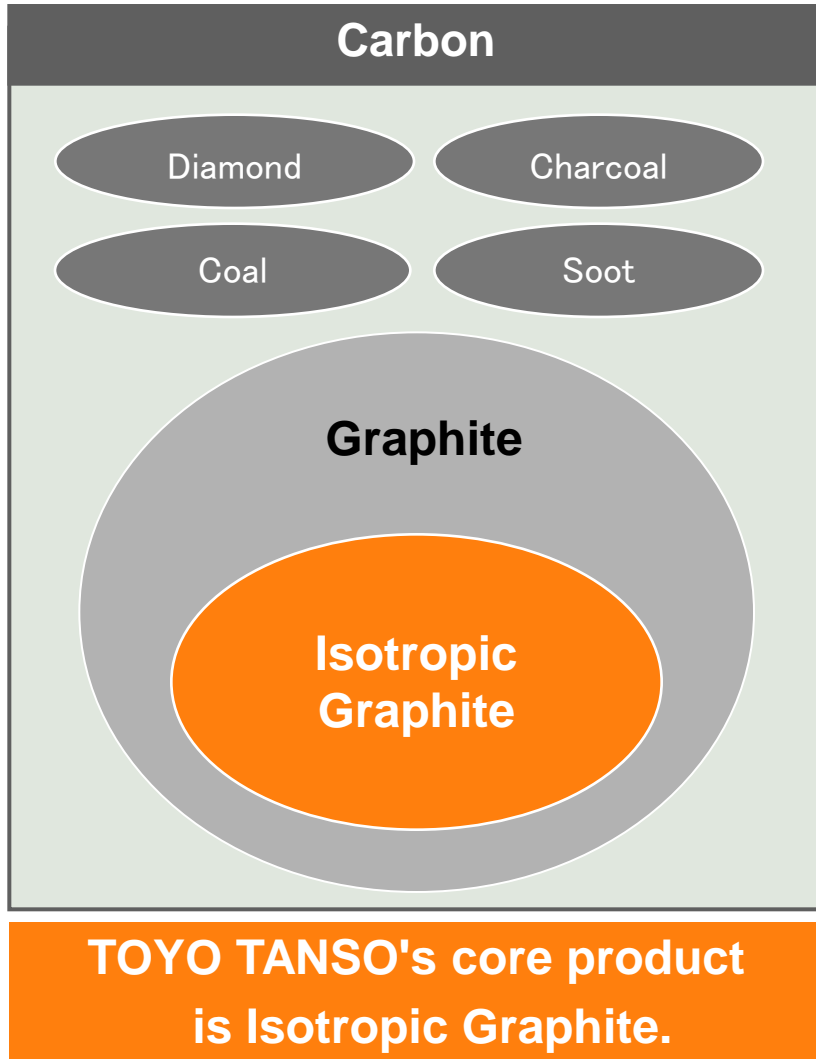
- 1947 Incorporated / Started manufacture of Carbon Brushes
- 1974 Built plant for mass-production of large Isotropic Graphite
- 1985 Built Takuma plant. Increased capacity for Isotropic Graphite
- 1987 Founded T.T. America Inc. in the U.S.
- 1988 Founded Graphites Technologie et Industrie S.A. in France
- 1994 Founded Shanghai TOYO TANSO CO., LTD.
- 2006 Listed on the First Section of the Tokyo Stock Exchange

2. Earnings Trend



3. High Functional Graphite

① Features of Carbon



Features of Graphite

- Excellent thermal and electrical conductivity
- Superb heat and chemical resistance
- Light weight and easy to machine
- Excellent self lubrication



Features of Isotropic Graphite material

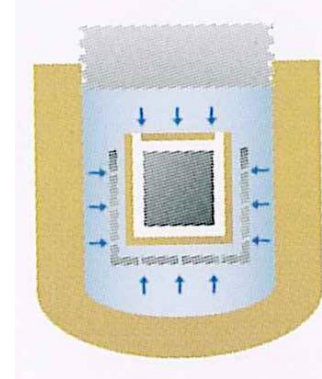
- Uniform properties in any directions
- Fine grain structure and high strength
- Small variation in physical properties



Started mass production in 1974

Leading manufacturer of isotropic graphite

Cold Isostatic Press



Anisotropic Graphite

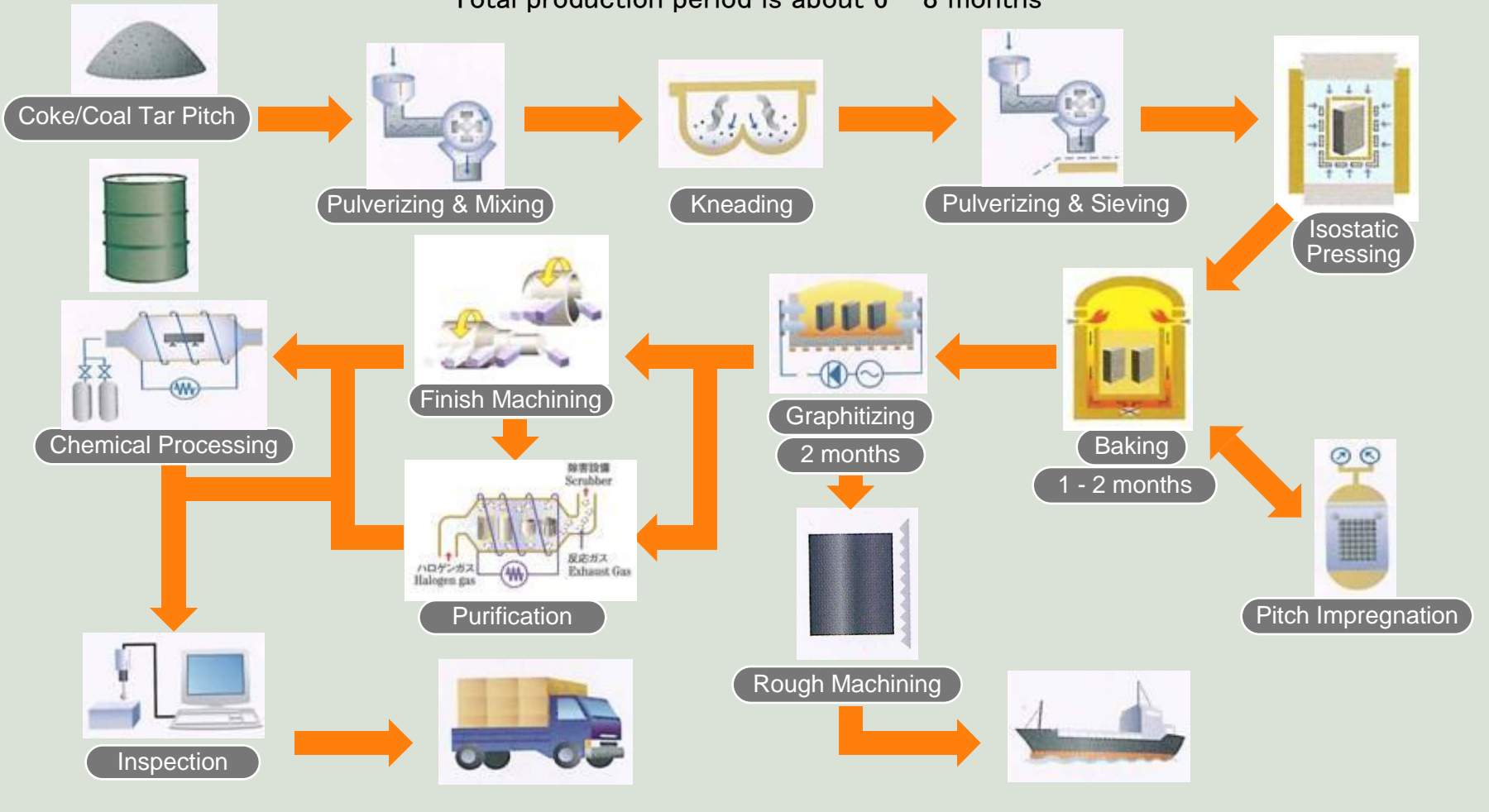


Isotropic Graphite



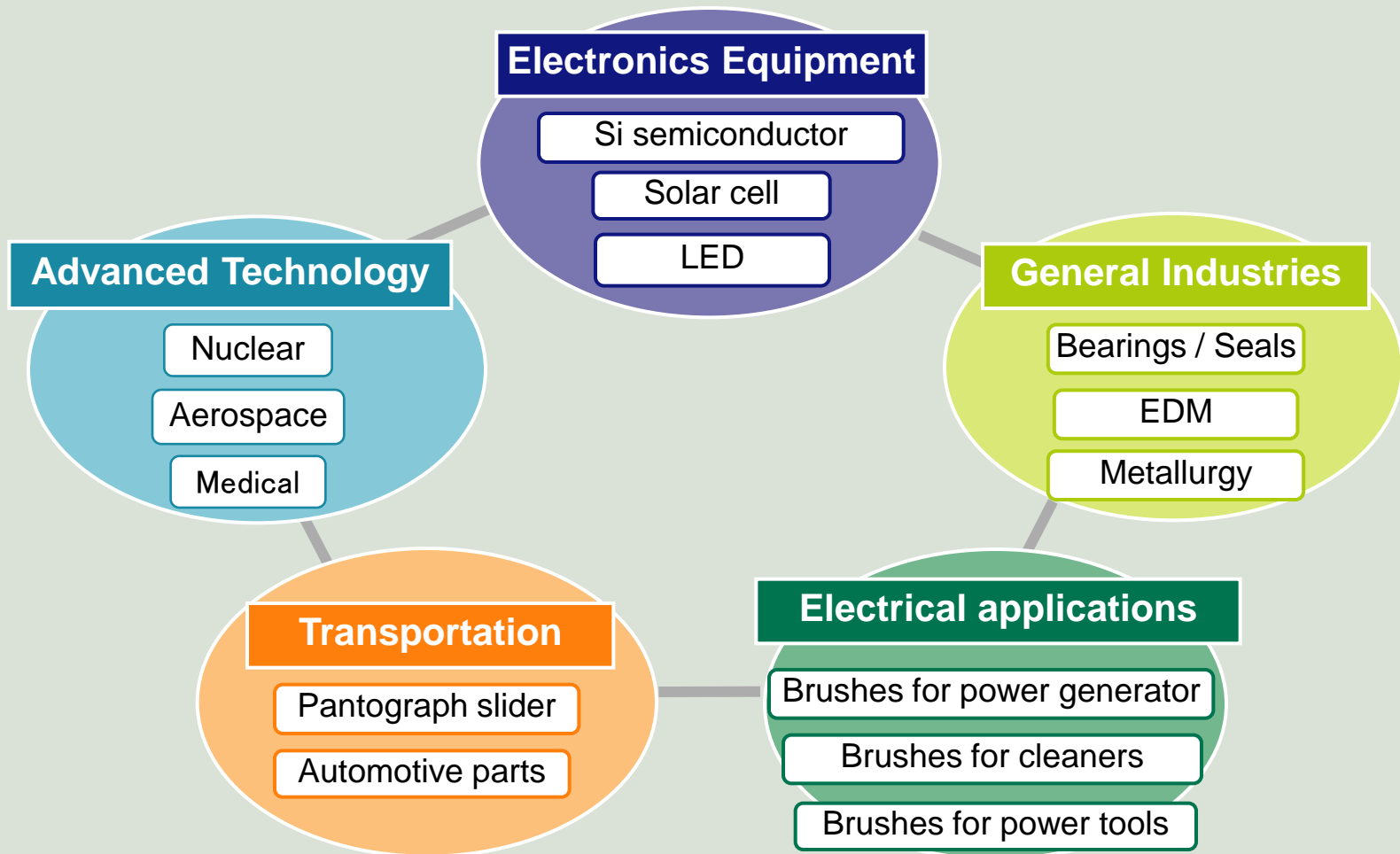
Manufacturing process of Isotropic Graphite

Total production period is about 6 – 8 months



4. Domain Identity

The areas in which our products are used



The application is being expanding.

Special graphite products

Electronics



Crucible



General industries



Others

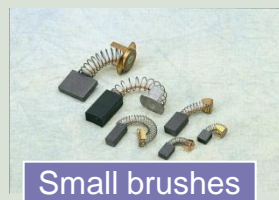


General carbon products

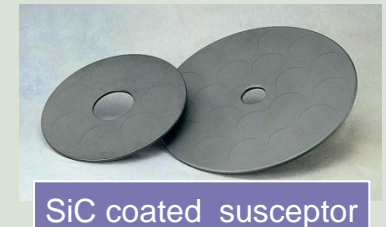
Mechanical applications



Electrical applications

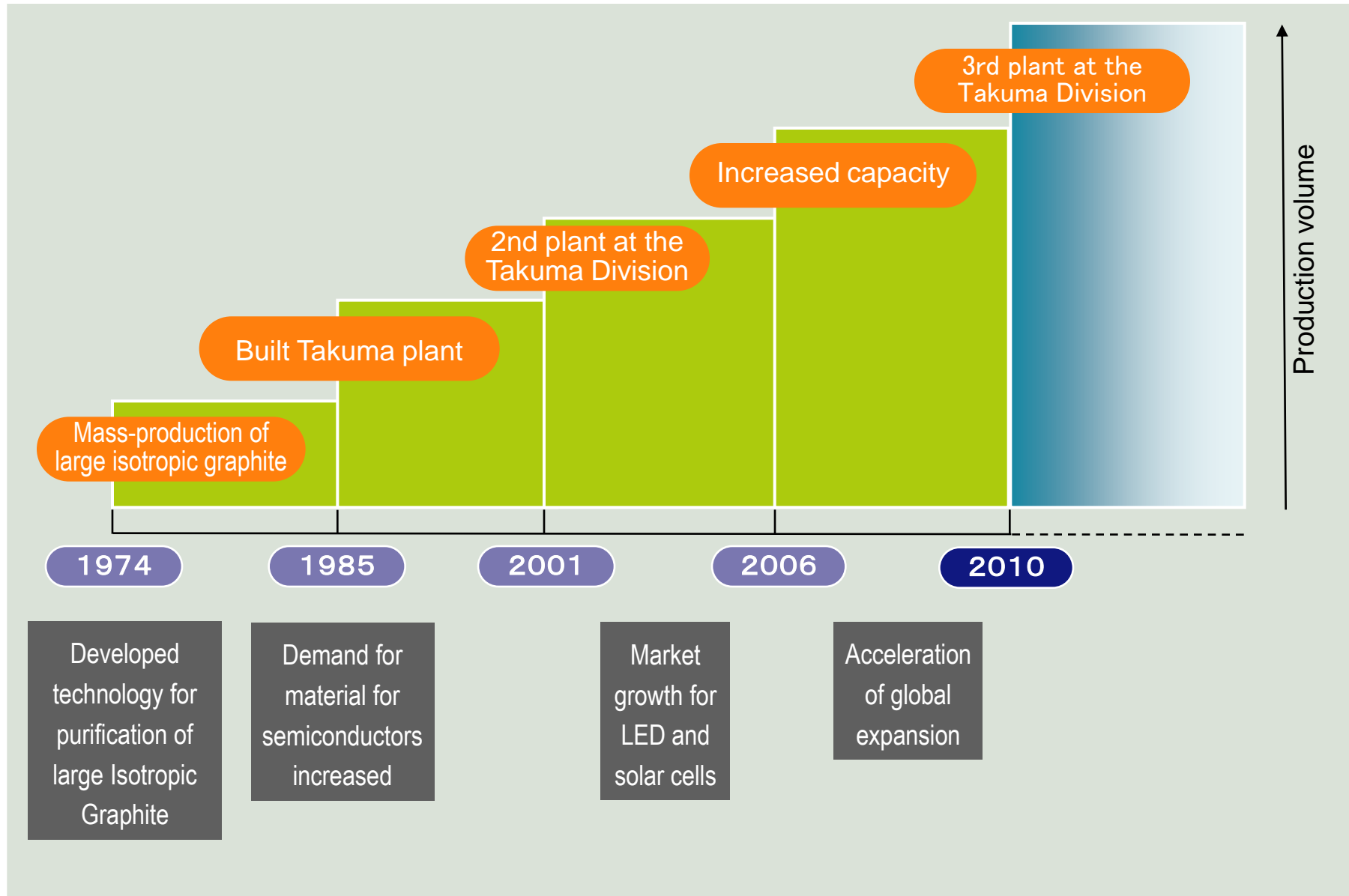


Compound materials and other products



6. TOYO TANSO's Strengths

① Pioneer in Isotropic Graphite



Material manufacturing advantages

Concentrated production of material

Optimizing "scale merit" of the group

Superior cost competitiveness

Consistent quality



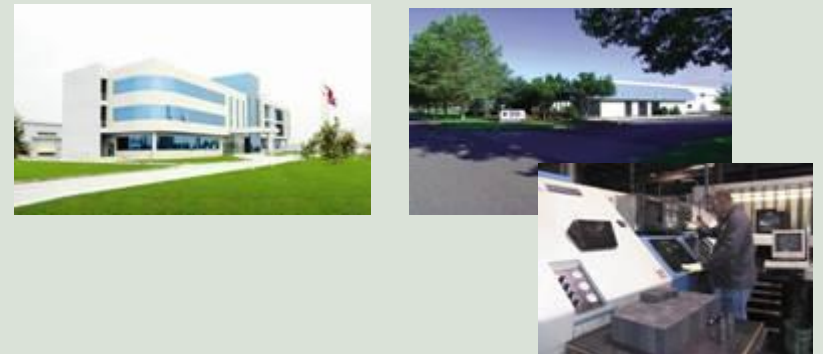
Processing manufacturing advantages

Geared for the customer

Quick delivery

Incorporation of customer needs

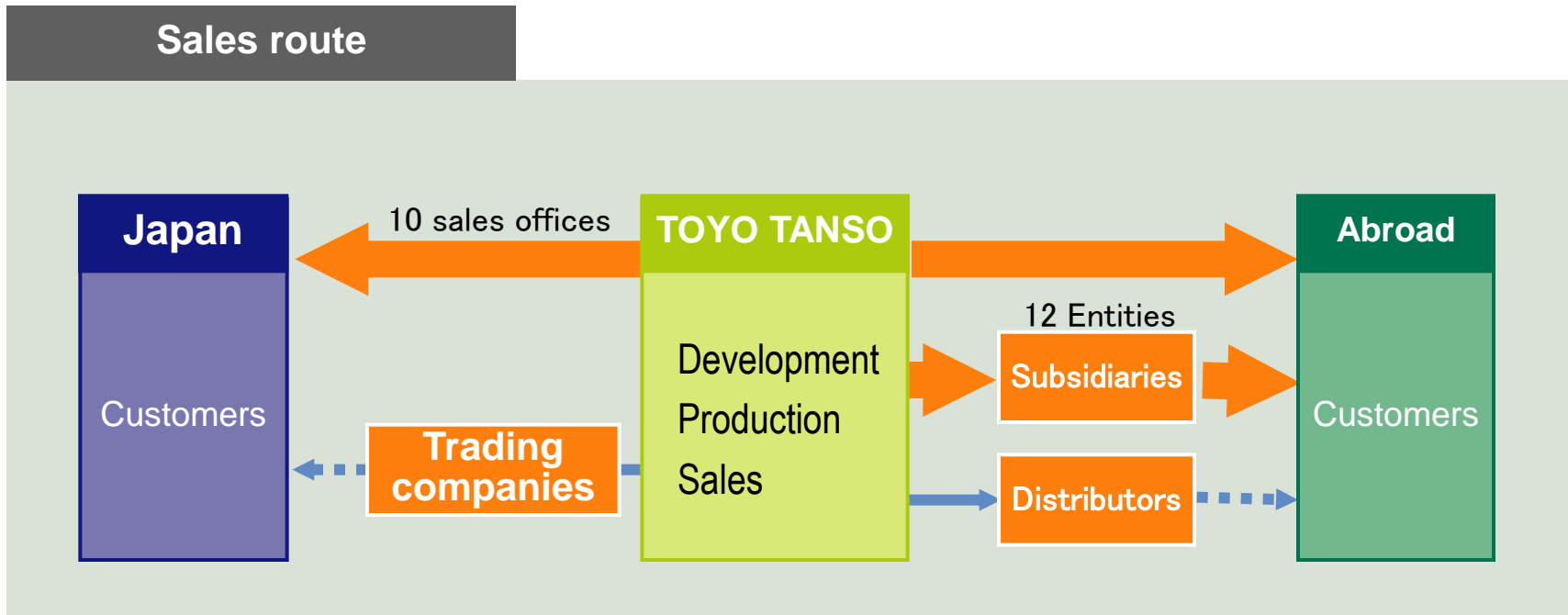
Immediate development systems



A solid business model

- More than 100 employees at 10 sales offices for customers in Japan
- Nearly 100 employees at sales offices home and abroad for foreign customers
- Accurately gathering market wants through direct contact with end-customers

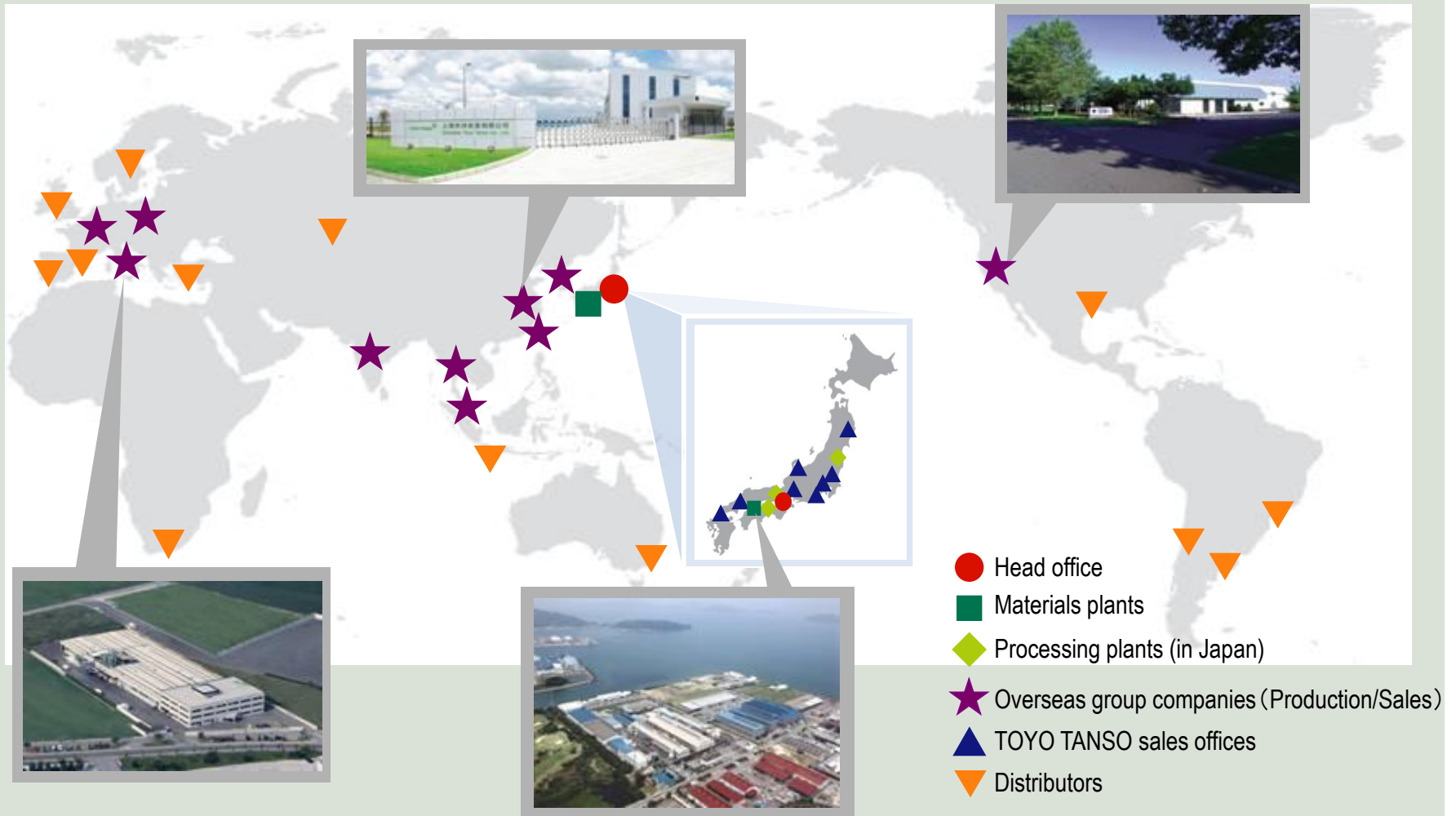
More than 80% of sales are direct sales



6. TOYO TANSO's Strengths

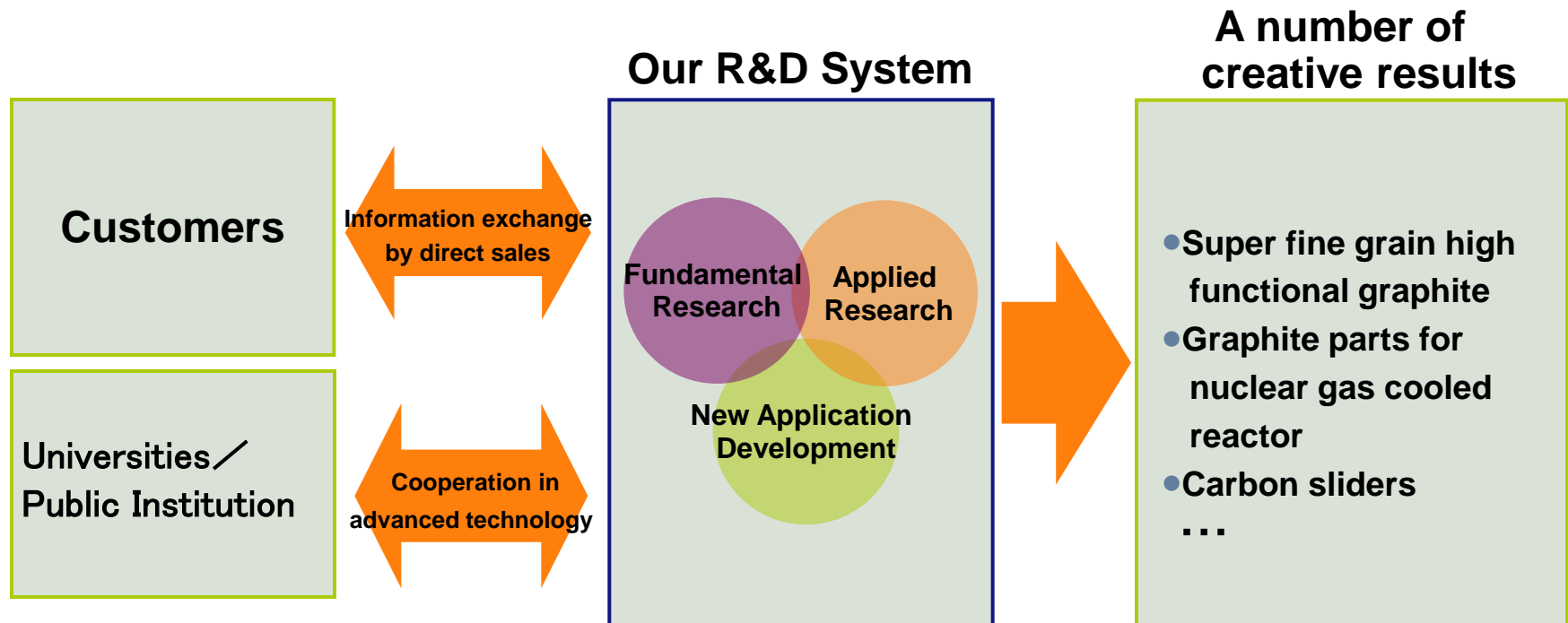
④ Global Expansion

Cover the globe with our material plant, system of in-house production, sales offices and dealers.



Seeds and Needs Oriented R&D Systems

- 3 area : Fundamental/Applied Research and New Application Development
- Well balanced R&D system including seeds and needs
- Seeds from cooperation with Universities and Public Institutions meets needs we take in from direct sales



7. The Direction of Growth

Keys to Growth

The "3Es" = Environment + Energy + Electronics

- Market change in semiconductors, etc.
- Market share increase
- Replacing other material into graphite for existing applications

Expansion of existing products

Overseas growth

Introduction of New products, New applications

- New regions : India, Brazil, Russia, Eastern Europe, etc.
- Further moves in China
- (motor brushes, solar-cell-related products, etc.)
- Enhancement of a world-wide consolidated management

- Expansion of SiC coated graphite, C/C composite, graphite sheet
- Expanding sales of high functional grades
- Worldwide re-evaluation of nuclear power generation
- Promoting business for heat sink and Tac coated graphite

TOYO TANSO



Inspiration for Innovation

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