

# **Corporate Philosophy**

VALUE STATEMEN;

VISION STATEMENT

#### **Mission Statement**

# **Creating Value for Customers via New Ideas**

ITO Corporation's mission is to contribute to our customers and to society via the values born from new pairings and findings. We create opportunities that previously did not exist by connecting together objects, people, companies, and ideas. We strive for a virtuous cycle where we provide new opportunities and value to our customers, which in turn contributes to the products and services born into the world.

#### Value Statement

# An Organization Which Excites All

In order for us to provide customers and society with exciting new opportunities, we ourselves must be an innovative organization. Additionally, for us to increase our customer's level of satisfaction and to take actions which contribute to the world, it is important that we spend our time in a valuable way. To achieve the above, we value the following as an organization:

- Respect each other and understand the value that diversity brings. No discrimination based on gender, nationality, age, experience, etc.
- Cultivate a harmonious and encouraging work culture, and support the efforts of others
- Strive for a fulfilling life together, not only with work but also by valuing family and society
- Provide employment, skill development, and opportunities for advancement to those with motivation
- Ensure that our actions are always fair and moral

#### **Vision Statement**

MISSION STATEMENT

# Improve the World via Moving Equipment

Throughout the ages, moving components and equipment have freed people from heavy labor, enabled transportation to remote locations, and enriched the lives of people everywhere. During the foundation of our company, we played a role in the post-war recovery by providing to people electrical machinery and other moving items that could be used in the burnt fields of Tokyo. For years to come, we will continue to use "moving equipment" as a vehicle to help people create, and by evolving the equipment of this world we will assist in making life safer and more secure for everyone.

# Our Renewed Corporate Logo

ITO

We have renewed the ITO Corporation corporate logo on the passing of our 60th anniversary. We constructed the name ITO by combining together rectangles made from the "silver ratio" used in ancient Japan. To represent our mission of creating value through new combinations, we have included a "+" sign also made by combining two "silver rectangles." The "ITO Red" color is used to show our will and represent the passion required to make innovation a reality.

# History

# Founded with the goal of rebuilding post-war Japan

ITO Corporation's founder, Noboru Ito, established "Ito Shokai" as a sole proprietorship in 1946. In the run-down and war-damaged Tokyo, he began with the handling of motors, switches, and clutches. There were few operating factories at that time, however, and work was a series of uphill struggles. Shintaro Sato of Shikoku Kikai Kougyou (Now Sumitomo Heavy Industries, Ltd.) recommended to Ito that he begin handling cyclodial speed reducers. Ito, believing in the potential of the cyclodial drive, put all of his efforts behind its sales. Initial demand was low, resulting from the state of the Japanese economy and the reconstruction efforts not reaching their potential, so sales did not meet his expectations. By not giving up, however, Ito finally saw sales get on track as a result of improvements in the quality of the cyclodial speed reducers, overlapping

office & Tsurumi office

with the revival of the Japanese economy. Using this opportunity, Ito founded the current ITO Corporation in 1953. The continued faith in people and products helped lead to the growth of ITO Corporation. With this in mind, the founder proclaimed the spirit of the company to be the Japanese philosophy of "Wa" (harmony). To this day we have upheld the belief that a company must put its customers, suppliers, and employees above all else.

Thanks to the continued support of all of these people, ITO Corporation celebrated its 60th anniversary in 2013. In the Japanese traditional philosophy of rebirth at the age of 60, we have taken this milestone to be the "second launch" of ITO Corporation. By continuing to innovate and create new opportunities, we strive to create even greater contributions for our clients.



Founder Noboru Ito

# History

1946	Sole proprietorship established	1981	Established local Nanshin office in Nagano	2012	Hiroshi Ito inaugurated as Vice President
1953	ITO Corporation established Capital: ¥500,000 Headquarters built in Makicho, near the center of Tokyo	1983	Increased capital to ¥50,000,000 Jun Ito inaugurated as President	2013	Relocated headquarters to the Kanematsu Bldg. in Kyobashi, Tokyo 60th Anniversary
1956	Relocated headquarters to Kyobashi, Tokyo	1986	Increased capital to ¥65,000,000 Established Nissho Sangyo Co.,	2014	Established ITO (THAILAND) LTD.
1958	Established local Nagoya office Increased capital to ¥1,000,000		Ltd. (an affiliate company) Takashi Ito inaugurated as President		in Bangkok Ayumi Furui inaugurated as Non-executive Director
1960	Increased capital to ¥3,000,000	1990	1990 Increased capital to ¥70,000,000 Established Tokyo branch in Saitama		Establishment of Marketing Department
1961	Established local Osaka office				Establishment of Sales Operations Department
1962	Increased capital to ¥9,000,000	1994	Established local Kyushu office	2015	Establishment of Solution Promotion Office
1964	Relocated headquarters to the Yamagata Ginko Bldg. in Kyobashi, Tokyo	2003	Consolidated the Tokyo branch office into the Head Office	2017	Established ITO (Shanghai) Co.,  Ltd. Shenzhen Branch
1966	Established local Hiroshima office	2005	Established Shanghai Representa- tive Office	2018	Yoshiaki lwaki inaugurated as
1968	Increased capital to ¥20,000,000	2006	Established ITO (Shanghai) Co.,	Director	
1973	Increased capital to ¥30,000,000	***************************************	Ltd.		
1979	Established local Kanazawa	2009 Eiji Arai inaugurated as Presiden			

# ITO Corporation is a mechatronics trading company

ITO Corporation operates within the field of "moving equipment." We handle various moving items used in everyday life (such as motors, reduction gears, and brakes) as well as many less-familiar components.



### What is Mechatronics?

Mechatronics (a word originally coined in Japan) is the integration of mechanical engineering and electrical engineering. In recent years, machines in every industrial field are going through the process of "mechatronization" and gaining increased functionality by adding electronic controls. The majority of machines we handle at ITO Corporation are mechatronic in nature.

# The Role of a Trading Company

We believe that the role of a trading company is not only to supply clients with the products they need, but also to offer solutions to the problems they face as a business. With our focus as a trading company dealing in moving components and equipment, we supply mechanical goods to clients who manufacture products such as factory assembly lines, construction equipment, and floodgates. As a trading company, we believe that we provide the following roles:

- Procurement & Delivery Reducing cumbersome work A vast number of components and machines are used in the products our customers manufacture. In order for those customers to develop new products, they need to procure components with entirely new compositions. We reduce our customer's workload by assisting with the purchase selection and ensuring the delivery of the desired products.
- **Providing Information** Helping make decisions

  A wide field of knowledge is required to pick the optimal solution from a vast pool of products. By constantly collecting the latest industry information and familiarizing ourselves with the majority of available products, we possess a comprehensive field-of-view from which we provide customers with ideal products and solutions.
- **Technical Support** Help with planning & installation Technical support is typically required for the implementation of manufacturing equipment and systems. We assist our customers from the planning stages of understanding what equipment should be implemented into each stage of production, up through the installation procedures and follow-up support.



# **ITO Corporation's Strengths**



Kyobashi Tokyo in 1982. Around our headquarters

# **Over 60 Years of History**

ITO Corporation was founded in the war-burnt fields of Tokyo with a mission of aiding in the restoration efforts. Since then, we have continued to provide solutions for customers and connect manufacturers and customers with products and information. Using this history as a base, we have cultivated a relationship of mutual trust between the two. Our history and these relationships are our pride and our strength.



Bangkok is an important hub in the ASEAN region

### Globalization in Asia

Aside from our 7 locations in Japan, we have footholds and local corporations in both Shanghai, Shenzhen (China) and Bangkok (Thailand). This gives us access to low-cost suppliers and enables us to provide support to customers expanding business into Asian markets. We are able to provide our customers with optimal solutions by sharing information between each of our offices. Additionally, in order to deepen understanding of Japanese companies within the international community, we contribute to Columbia Business School's "Center on Japanese Economy and Business" as a corporate sponsor.



Supportive corporate environment for female employees

### **Diverse Workforce & Capabilities**

We work hard to cultivate and promote our workforce without regard to gender, age, or nationality. We strive to cultivate both a creative workforce and produce flexible solutions to the issues our customers face, by creating a work environment that can turn the unique ideas of a diverse workforce into reality.

We are also a member company of the NPO J-Win (Japan Women's Innovative Network). We aim for a diverse management force by actively promoting female employees.



We also offer automated systems that work with transportation systems

# **Support via System Integration**

In order to go beyond the framework of simply selling "moving components" and to offer solutions that provide additional value to customers, we have honed our abilities as a systems integrator. We offer comprehensive support from the design, planning, and hardware/software development of robot & systems to their maintenance and repair.

# Where You Can Find Us



ITO Corporation is involved in various moving equipment.

Our impact often cannot be seen directly, but we exist surprisingly close to everyday life.



# **Products We Handle**

In addition to the motors, reduction gears, and brakes used in moving equipment, ITO Corporation provides the machinery, parts, and systems necessary for power generation and the production of infrastructure facilities.







Reduction Gears Hyc Sumitomo Heavy Industries, Ltd. Eat



Hydraulic Motors
Eaton Corporation plc



**Palletizing Robots** 



Construction Cranes



RNB Electromagnetic Brakes
OGURA CLUTCH CO., LTD.



Power Conditioner

Power Conditioners Yaskawa Electric Corporation



Passenger Elevators



Solar Power Generators



General Inverters

Yaskawa Electric Corporation



AC Servomotors
Yaskawa Electric Corporation



Forklift Trucks

# **Example Implementations**

ITO Corporation supplies not only machinery components to build products, we provide system solutions that solve various issue throughout the manufacturing industry.



#### Automation

We helped implement a work robot for a manufacturer who needed a low-cost solution on a tight time frame. We ascertained what parts of the production line required automation and also assisted with programming after the system was implemented.



#### Clean Rooms

A company in the food manufacturing industry needed an ISO-compliant environment to wash containers and pack food. We manufactured the washing apparatus and supplied the customer with a carefully planned clean room.



**Curved Conveying Equipment** 

An auto manufacturer needed a system to check the shape of molded parts while keeping up with the speed of their press machine. We supplied them with a system combining a separator and a curved conveyor.



#### **High-Speed Conveyance Systems**

We proposed high-speed transport equipment to a customer looking to improve the efficiency of their manufacturing & assembly process. We were able to satisfy the client's needs with a high-speed & high-precision transport system, ultimately increasing their productivity.

# **Foreign Operations**

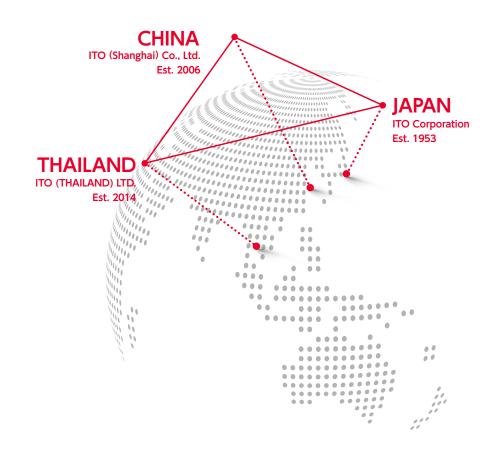
ITO Corporation established locally-incorporated subsidiary companies in Shanghai(2006) and Shenzhen(2017), China and Bangkok, Thailand (2014). As Asia becomes a center for globalization, we are creating close ties between China and the production centers in each Asian locale, so that we can satisfy the needs of customers who are looking for international manufacturing options. We provide robust support for any customers looking to source products from abroad or who are expanding into Asian markets.



ITO (Shanghai) Co., Ltd. (Shanghai, China)



ITO (THAILAND) LTD. (Bangkok, Thailand)



#### **Optimization of Cost & Quality**



In order to dispel the concerns of companies planning to expand internationally, we help optimize the balance of cost vs. quality by compiling the track records of local companies, inspecting their manufacturing equipment and producing sample products for our customers.

#### Global Network



We diligently monitor the production status of the local factories, and we provide goods with reliable information regarding delivery time frames. We share the latest information between all of our branches, and we provide prompt support for any market changes in each foreign country.

#### **Communication Support via Local Staff**



Language can be a barrier in sourcing products from abroad, but our local staff can accurately explain customer requests in Japanese, Chinese, English, Thai, and Korean.

#### Local Representative for our Customers



By using our company as a local foothold, we can help make your expansion into Asia possible by helping source manufacturing subcontractors in China and Southeast Asia, by managing production, and by procuring equipment for you.

# **Suppliers**

	Japan (Alphabetical Order)	
С	Cosmic Industry Co., Ltd.	Electric Lifter
D	Daikin Industries, Ltd.	Hydrolic Power Units
Е	Eaton Corporation	Hydraulic Equipment, Hoses,
	·	Hydrolic Power Units
	Elephant Chain Block Co., Ltd.	Chain Blocks (Hoists)
F	F.T. Industries Co., Ltd.	Hook Blocks
	FUJII ELECTRIC WORKS CO., LTD	DC Motors, Brushless Motors
Н	HOKUSHO CO., LTD.	Vertical Conveyor Systems
1	IAI Corporation	Actuators, Linear Robots
	Ican Company Ltd.	Disk Brakes
	IPG Photonics Corporation	Fiber Lasers
J	JM Energy Corporation	Lithium Ion Capacitors
Κ	KYOWA Electric & Machinery Corp.	Panels, Circuit Board Mounting
Μ	Maruyasu Kikai Co., Ltd.	Conveyors
	Matsushima Measure Tech Co., Ltd.	Level Indicators & Switches,
		Powder Measuring Equipment
Ν	NALCO IWAI CO., LTD.	Aluminum Containers
	Nidec Techno Motor Corporation	Induction Motors & DC Motors
	nikken seigyou kiki k.k.	Cable Reels, Slip Rings
	Nishitei Co., Ltd.	Braking Resistors
	NITCHI Co., Ltd.	Electric Chain Blocks (Hoists)
	Nittoku Engineering Co., Ltd.	Winding Machines, High-Speed
		Transport Systems
	Nittoku Kosei Co., Ltd.	Parts Feeders
	NLI ENGINEERING CO., LTD.	Food Clean Rooms, Washing
		Apparatuses
0	OGURA CLUTCH CO., LTD.	Clutches, Brakes, Tension Controllers
_	OJI ELECTRIC CO., LTD.	Panel Builders
R	ROYAL ELECTRIC CO., LTD.	Air-Related Apparatuses
S	Sanyo Industry Corporation	Disk Brakes
	Sanyu Electric Corporation	Reactor Start Board Designs &
	Caiba Elastria 9 Manhinana Callad	Manufacturing
	Seibu Electric & Machinery Co., Ltd. Shin Nippon Machinery Co., Ltd.	Valve Controls
	Shin-ei Manufacturing Co., Ltd.	Various Pumps Worm Reduction Gears
	SpeedFam Clean System Co., Ltd.	Laser Equipment
	Sumiju Business, Ltd.	Clamp Connections
	Sumitomo Electric Industries, Ltd.	Spring & Air-related Apparatuses
	Sumitomo Heavy Industries, Ltd.	Reduction Gears, Gear Motors,
	Samitomo ricary maastries, Eta.	Inverters, Induction Motors
	Sumitomo Heavy Industries	Step-up Gears, Large Reduction
	Gearbox Co., Ltd.	Gears
	Sumitomo Precision Products Co., Ltd.	Pump Related Items, Hydraulic
		Equipment
Т	TAKT Co., Ltd.	Automatic Machine Designs &
		Manufacturing
	Toyo Hoist Mfg. Co., Ltd.	Hoist Cranes, Crab Cranes
	TRYTEC Co., Ltd.	Charging & Discharging Converters
U	URAS TECHNO CO., LTD.	Vibrators, Vibration Mills
Υ	Yamashita Machinery Co., LTD.	Conveyors, Automatic Palletizers
	Yaskawa Brooks Automation, Inc.	Clean Robots, Vacuum Robots
	yaskawa controls co., Ltd.	Control Equipment
	Yaskawa Electric Corporation	AC Servomotors, Inverters,
		Robots, Regenerative & Matrix
		Converters, Power Conditioners
	Yaskawa Electric Engineering	Repairs, Conservation,
	Corporation	Maintenance, Renewals
	YASKAWA MOTOR Co., Ltd	PM Motors, Induction Motors
	Yaskawa Siemens Automation &	Siemens Motors, Inverters,
	Drives Corp.	Energy Storage Systems
	Yokogawa Electric Corporation	PLC

#### China

安川电机(中国)有限公司	Servos, Inverters, Robots
安川通商(中国)实业有限公司	MECHATROLINK Cables
住友重机械减速机(中国)有限公司	Reduction Gears, Inverters
小仓离合机(无锡)有限公司	Brakes, Clutches
小仓离合机(长兴)有限公司	Brakes, Clutches
上海安川电动机器有限公司	PM Motors
上海贤思机械设备有限公司	Fans
上海齐达重型设备有限公司	Pressure Vessels,
	Can Manufacturing Products
上海达宏松岛机械有限公司	Sensors
宁波斯达弗液压传动有限公司	Hydraulic Motors
无锡明源机械制造有限公司	Stainless Steel Piping
	Components
嘉善菲特优机械制造有限公司	Sheet Metal Products
嘉兴卓尔精密机械有限公司	Machined Components
深圳市绿能照明有限公司	Marine LED-related Products
广州市欧爱依光电科技有限公司	Marine LED-related Products
无锡市锡安防爆电机有限公司	Explosion-proof Motors
上海小松自动化设备有限公司	Control Panels
摩肯施液压控制技术(上海)有限公司	VANE Pumps
宁波市镇海液压件二厂	Hydraulic Hand Valves
亚德客(中国)有限公司	Air Cylinders
博森机床辅机有限公司	High-Pressure Coolant
	Equipment
翔茆精密钣金(嘉兴)有限公司	Sheet Metal Products
上海日芦電線電纜有限公司	Cables, Communication Cables
伊顿液压系统(济宁)有限公司	Hydraulics-related Products

#### Thailand

EATON Industries (Thailand) Ltd.	Hydraulic Equipment, Hoses,
	Hydraulic Power Units
NIHON PISCO CO., LTD.	Pneumatic Equipment
	(Couplings, Control Valves,
	Tubes, Vacuum Pumps)
SHIZCON FA CO., LTD.	Control Panels
SM-CYCLO (THAILAND) CO., LTD.	Reduction Gears, Inverters
Yaskawa Electric (Thailand)	Servos, Inverters, Robots
CO., LTD.	

#### Korea

CHANG-SUNG PRECISION CO., LTD Hydraulic Brakes

#### ΙΙςΛ

The Fredericks Company Tilt Sensors, Switches

# Clients

#### Machinery

Aichi Corporation

Amada Co., Ltd.

**Ebara Corporation** 

EBARA Environmental Plant Co., Ltd.

FUJI Machine Mfg. Co., Ltd.

Hitachi Construction Machinery Co., Ltd.

Hitachi Zosen Fukui Corporation

Hokoku Kogyo Co., Ltd.

IHI Compressor and Machinery Co., Ltd.

**IHI** Corporation

IHI Infrastructure Systems Co., Ltd.

IHI Machinery and Furnace Co., Ltd

IHI Transport Machinery Co., Ltd.

Ikebukuro Horo Kogyo Co., Ltd.

Japan Marine United Corporation

Japan Steel Works, Ltd.

JFE Engineering Corporation

JIM Technology Corporation

KATO HEAVY INDUSTRIES

CONSTRUCTION MACHINERY CO., LTD.

Kawasaki Engineering Co., Ltd.

Kitagawa Iron Works Co., Ltd.

Kobelco Construction Machinery Co., Ltd.

Komatsu Ltd.

Makino Milling Machine Co., Ltd.

Meinan Machinery Works,Inc.

Mitsubishi Heavy Industries, Ltd.

Mitsubishi Materials Techno Corporation

Nittoku Engineering Co., Ltd.

Okuma Corporation

Sanoyas Construction Machinery

Corporation

Sanshin Metal Working Co., Ltd.

Shibuya Kogyo Co., Ltd.

SUMITOMO (S.H.I.) Construction

Machinery Co., Ltd.

Sumitomo Heavy Industries Gearmotors

Co., Ltd.

Sumitomo Heavy Industries, Ltd.

**Swing Corporation** 

Tsukishima Kankyo Engineering Ltd.

Tsukishima Kikai Co., Ltd.

Tsukishima Technology Maintenance

Service Co., Ltd.

Yamazaki Mazak Corporation

#### Chemistry

**FUJIFILM Corporation** 

Hitachi Chemical Co., Ltd

J-Film Corporation

Nippon Chemical Industrial Co., LTD.

Nippon Kayaku Co., Ltd.

Nissan Chemical Industries, Ltd.

Soken Chemical Engineering Co., Ltd.

Toray Industries, Inc.

#### Food & Beverage

CALBEE, Inc.

Kikkoman Biochemifa Company

Kirin Brewery Company, Limited

Kogo Starch Co., Ltd.

Nisshin OilliO Group, Ltd.,

Sapporo Breweries Ltd.

#### Pulp & Paper

Nippon Paper Industries Co., Ltd.

Oji Paper Co., Ltd.

#### Glass

Asahi Glass Co., Ltd. (AGC)

ISHIZUKA GLASS CO., ltd.

Nippon Sheet Glass Co. Ltd.

Toyo Glass Co., Ltd.

#### Construction

Shinko Plantech Co., Ltd.

Taikisha Ltd.

#### Rubber

**Bridgestone Corporation** 

Bridgestone Plant Engineering Co., Ltd.

Showa-Rubber Co., Ltd.

The Yokohama Rubber Company, Limited

#### **Electrical & Precision Equipment**

Fuji Electric Co., Ltd.

**Futaba Corporation** 

**IAI** Corporation

Nidec Sankyo Corporation

Oki Electric Industry Co., Ltd.

Olympus Corporation

Seiko Epson Corp.

**Toshiba Corporation** 

Toshiba Elevator and Building Systems

Corporation

Toshiba Mitsubishi-Electric Industrial

Systems Corporation

Yaskawa Electric Corporation

#### **Transport Equipment**

CENTRAL CONVEYOR COMPANY, LTD.

Fuji Yusoki Kogyo Co., Ltd.

HOKUSHO CO., LTD.

Kawasaki Heavy Industries, Ltd.

Nippon Sharyo, Ltd.

Sekigahara Seisakusho Ltd.

**Toyota Industries Corporation** 

#### China

青島荏原環境設備有限公司

江陰冶金機械有限公司

荏原機械 (中国) 有限公司煙台分公司

栗田工業(蘇州)有限公司

小倉クラッチ (長興) 有限公司

佐竹機械(蘇州)有限公司

上海井上維他高分子製品有限公司

上海安川電動機器有限公司

住友重機械減速機 (中国) 有限公司

綜研化学(蘇州)有限公司

大同鏈条(常熟)有限公司

大連小野田水泥有限公司

通市強生輸送設備

東芝電梯(中国)有限公司

東芝電梯(瀋陽)有限公司

東麗合成繊維(南通)有限公司

長岡電子装備(蘇州)有限公司

日特機械工程 (蘇州) 有限公司

南通関ケ原機械制造有限公司 無錫愛信機械科技有限公司

無錫市長栄輸送機械有限公司

浙江吉成玉川機械有限公司

#### Thailand

Alpha Spinning Co., Ltd. H&M CORPORATION CO., LTD. KGK Engineering (Thai) Co., Ltd.

Sumitomo Heavy Industries (Vietnam) Co., Ltd.

#### Korea

Syowa Sangro Corporation



# **ITO Corporation**

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We strive for energy-efficiency, resource conservation, recycling, and new energy.