Hirata's Competitive Advantage

Engineering Capabilities, Manufacturing Capabilities, and Support Capabilities

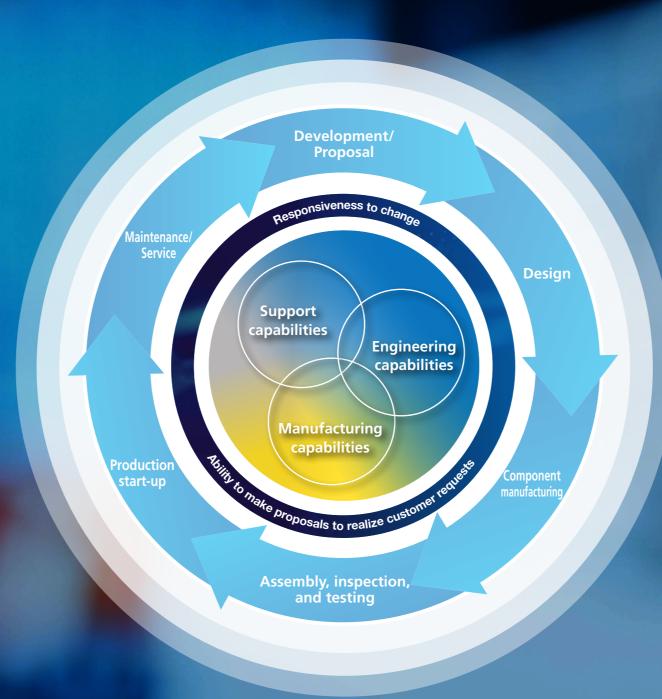
Hirata possesses engineering capabilities and manufacturing capabilities cultivated by responding to various customer requests. Our strengths are created by the synergies of these two capabilities. We conduct concurrent engineering that leads to new ideas and efficiency improvement by having employees responsible for engineering and manufacturing functions share information and collaborate at a high level.

Because we support manufacturing sites around the world, we utilize the technology and know-how we have accumulated over the years to work on operation support, maintenance, and product updates. In this way, we have grown and expanded our business by grasping and responding to the changing needs of the times around the world.



Support capabilities

In supporting production sites, there are various practical issues, including labor practices, customs, and safety standards in each region. We face these issues in earnest and continue to provide optimal production systems and improve them every day based on experience and knowhow. In addition, our global network, which includes nine overseas bases, provides reliable support for our customers.





Engineering capabilities

From the development stage and conceptual stage, maintaining a customer-oriented mindset is indispensable. Our experienced engineers, who have cultivated their unique proposal and design skills for each job, give shape to and realize customer needs. The experiential knowledge of our engineers is accumulated in our organization. We can provide high-level solutions by actively incorporating the latest tools into this knowledge.



Manufacturing capabilities

Our manufacturing capabilities can be said to be manufacturing capabilities that reinforce our engineering capabilities. The integrated production that achieves both quality and speed through a sense of unity, which can be described as manufacturing versed in production sites and design versed in manufacturing, produces the greatest effect and leads to our competitive advantage. We are also actively working to improve the efficiency of our own production processes and to increase added value.

Hirata Integrated Report 2024

Hirata Integrated Report 2024

Demonstrating Our Three Capabilities in the Value Chain

Hirata has an integrated production system that includes development and proposal and design, component manufacturing, assembly and verification, production start-up, and maintenance and service. In this system, we work closely with customers from conceptual design to verification and maintenance to realize production systems with low total cost and high production efficiency. By sincerely addressing the needs of our customers and pursuing technological innovation, we respond to the needs that change with the times.



Hirata by Numbers

Establishment

In business for 73 years Company established on December 29, 1951

Number of employees

Consolidated 1,967 Non-consolidated 1,112

(as of March 31, 2024) Note: Excluding temporary employees

Bases

7 Domestic branches

3 Domestic affiliates

9 Overseas affiliates

Net sales

¥82,839 million (FY2023 results)

Operating profit

¥6,047 million (FY2023 results)

Production space

134,391_m

Note: The above data is on a non-consolidated basis.

Total number of Hirata's SDGs-related patents (As of August 2023)

Note: Created by Hirata using "Visualization of SDGs-related Technologies" provided by the Intellectual Property Al Research Center of the Japan Patent Information Organization (JAPIO)

Track record

Hirata conducts business in over

40 countries/regions,

having provided products to a total of **1,000** companies.

Key Initiatives Endorsed by Hirata Corporation

- United Nations Global Compact
- Task Force on Climate-related Financial Disclosures (TCFD)





External Evaluation of Sustainability

Hirata has been selected as a constituent of the FTSE Blossom Japan Index and FTSE Blossom Japan Sector Relative Index (FTSE Blossom SR), an ESG (Environment, Social and Governance) investment index, and the S&P/JPX Carbon Efficient Index, a global environmental equity index. These indicators are adopted by the Government Pension Investment Fund (GPIF).







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