
Securities ID code:6859

Reference

Company Presentation and Business Overview

ESPEC CORP.
August 23, 2023

Company Profile

Industry-leading manufacturer of environmental test chambers

Name	ESPEC CORP.
Head Office	3-5-6, Tenjinbashi, Kita-ku, Osaka
Representative	Representative Director and President Satoshi Arata
Established	July 25, 1947
Incorporated	January 13, 1954
Paid-up Capital	¥6,895 million
Issued shares	23,781,394 Shares
Employees	1,691 (consolidated)
Main Business	Manufacture and Sales of Environmental Test Chambers, Energy Device Equipment, Semiconductor Equipment and Plant Factory. After-sales Service, Laboratory Testing Services and others.



Head Office

Share of Environmental
Test Chambers

Over 30% worldwide, Over 60% domestic

* Market shares are ESPEC estimates

(As of March 31, 2023)

Global Network

Consolidated Subsidiaries

13 companies

(Global 9 companies,
Domestic 4 companies)

Global Network

50 locations

44 companies

Business Facilities in Japan: 16
Domestic Agencies in Japan: 46

EUROPE

- ESPEC EUROPE GmbH
- ESPEC IKLIM KABINLERI
SATIS VE MUHENDISLIK
LIMITED SIRKETI

JAPAN

- ESPEC CORP. *
- ESPEC TEST SYSTEM CORP.
- ESPEC ASSIST CORP.
- ESPEC MIC CORP.
- ESPEC THERMAL TECH
SYSTEM CORP.

ASIA

- SHANGHAI ESPEC ENVIRONMENTAL
EQUIPMENT CORP. *
- ESPEC ENVIRONMENTAL EQUIPMENT
(SHANGHAI) CO., LTD.
- ESPEC TEST EQUIPMENT (GUANGDONG) CO., LTD. *
- ESPEC TEST TECHNOLOGY (SHANGHAI) CO., LTD.
- ESPEC (CHINA) LIMITED
- ESPEC KOREA CORP. *
- ESPEC ENGINEERING (THAILAND) CO., LTD
- ESPEC ENGINEERING VIETNAM CO., LTD.

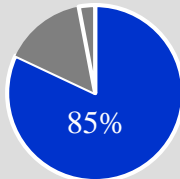
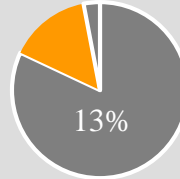
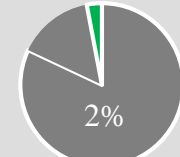
U.S.A.

- ESPEC NORTH AMERICA, INC *

● : Consolidated Subsidiaries
- : Non-consolidated Subsidiaries

*Denotes company with production functions.

Summary of ESPEC Business (Per Market / Use)

		Main Products	Market	Use	Sales Composition (FY2022)
Equipment Business	Environmental Test Chambers	<ul style="list-style-type: none">•Temperature & humidity chamber•Thermal shock chamber•Bench-top type temperature & humidity chamber•HAST chamber•Walk-in type temperature & humidity chamber•Combined temperature & humidity chamber•HALT & HASS test chamber•FPD equipment	<ul style="list-style-type: none">•Electronic component and equipment market•Automobile market•Semiconductor market•Pharmaceuticals, Cosmetics, Foods market•LCD and Organic Electro-Luminescence market	<ul style="list-style-type: none">•For R & D•For credibility and evaluation•For production and inspection	
	Energy Device Equipment	<ul style="list-style-type: none">•LIB charge-discharge cycle evaluation equipment•LIB safety evaluation system•Fuel cells evaluation system	<ul style="list-style-type: none">•Next generation automobile market•Secondary batteries market•Fuel cells market	<ul style="list-style-type: none">•For R & D•For credibility and evaluation•For safety evaluation•For production	
	Semiconductor Equipment	<ul style="list-style-type: none">•Burn-in system•Semiconductor evaluation system	<ul style="list-style-type: none">•Semiconductor market•Automobile market	<ul style="list-style-type: none">•For production and inspection•For development and evaluation	
Service Business	After-sales Service and Engineering	<ul style="list-style-type: none">•After-sales service•Construction around equipment	<ul style="list-style-type: none">•Electronic component and equipment market•Automobile market•Semiconductor market	—	
	Laboratory Testing Services and Facility Rentals	<ul style="list-style-type: none">•Laboratory testing services•Equipment rental <ul style="list-style-type: none">•Resale•Calibration		<ul style="list-style-type: none">•For R & D•For credibility and evaluation	
Other Business	Environmental Preservation	Reforestation (Tree planting), Waterfront biotope restoration, Urban greening			
	Plant Production Systems	Plant factory, Equipment for growing plants			

History of Environmental Test

What is Environmental Test

Test to analyze and evaluate effects of environmental factors such as temperature, humidity, pressure, and vibration on various industrial products like electronic components in order to ensure product quality.

1950s

The environmental test was JIS-standardized in Japan for consumer products.



1970s–1990s

“Reliability” and “quality control” became important issues in product development. Demand increased dramatically due to a rapid shift toward computerization and the use of electronic components.



Present

Demand is expanding in the development fields of IoT and next-generation automobiles against the backdrop of digitalization and decarbonization.



1961 Japan's First Environmental Test Chamber



Low Temperature & Humidity Chamber
"Lucifer"

Worldwide Market Share No.1



Over 60%
domestic

Over 30%
worldwide

* Market shares are ESPEC estimates

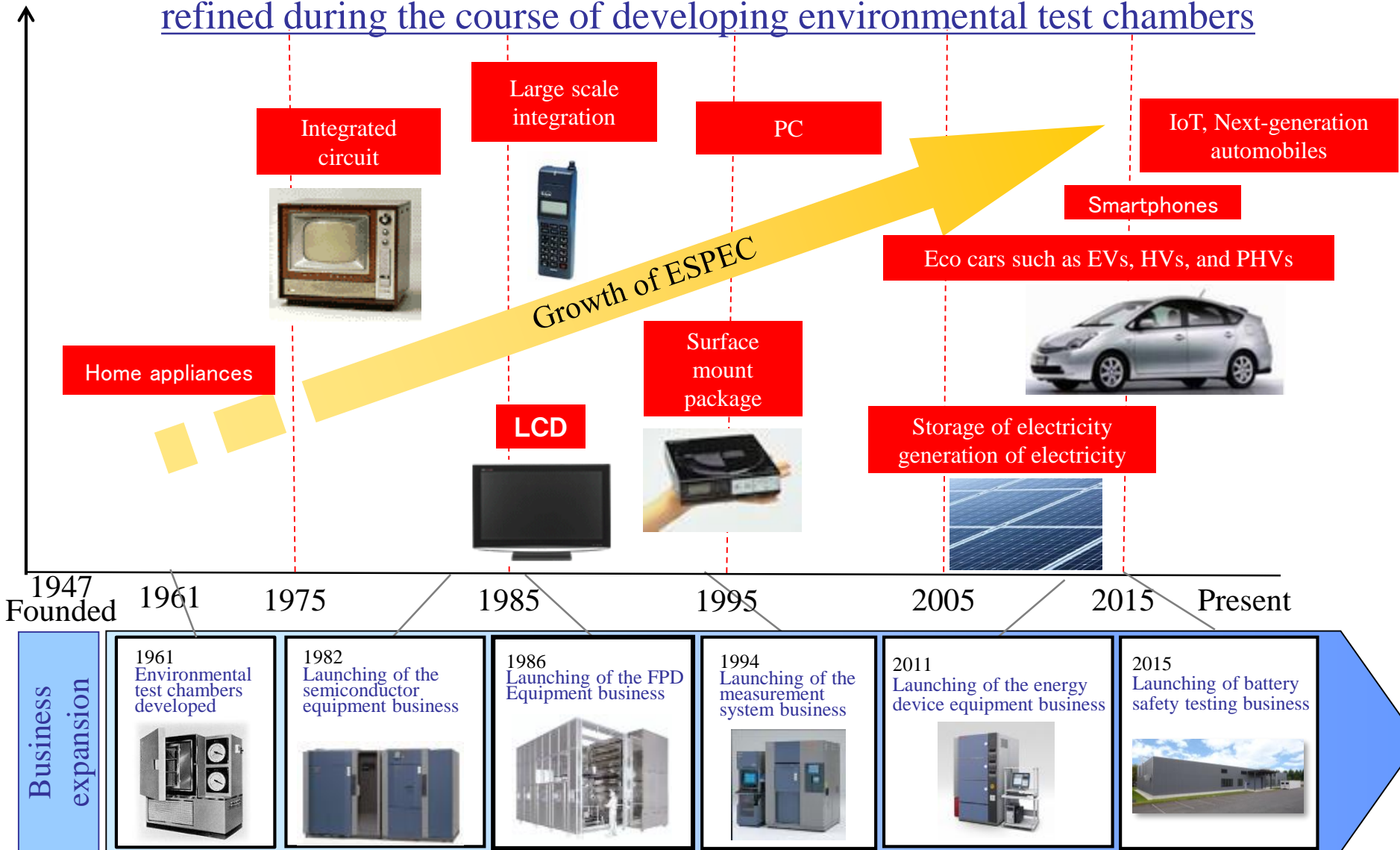
Consecutively selected as a winner of
Ministry of Economy, Trade and Industry (METI)
“Global Niche Top Companies Selection 100”
(FY 2013, FY 2020)



Temperature & Humidity Chamber
"Platinous J series"

Transition in Business

Expanding business based on the “environmental creation technology” refined during the course of developing environmental test chambers



ESPEC's Strengths

Top Market Share

Share of Environmental Test Chambers:

Over 30% worldwide, Over 60% domestic (ESPEC estimates)

First in Japan to develop environmental test chambers, rapidly established a brand in Japan and overseas and have held the top market share for many years

Technological Capabilities Product and Service Capabilities

- Developed a variety of products with high quality and meeting customer requirements
- Production technology capabilities that enable high-mix, low-volume production
- Total solutions for environmental tests, including products, laboratory testing services and technical support, and after-sales service capabilities

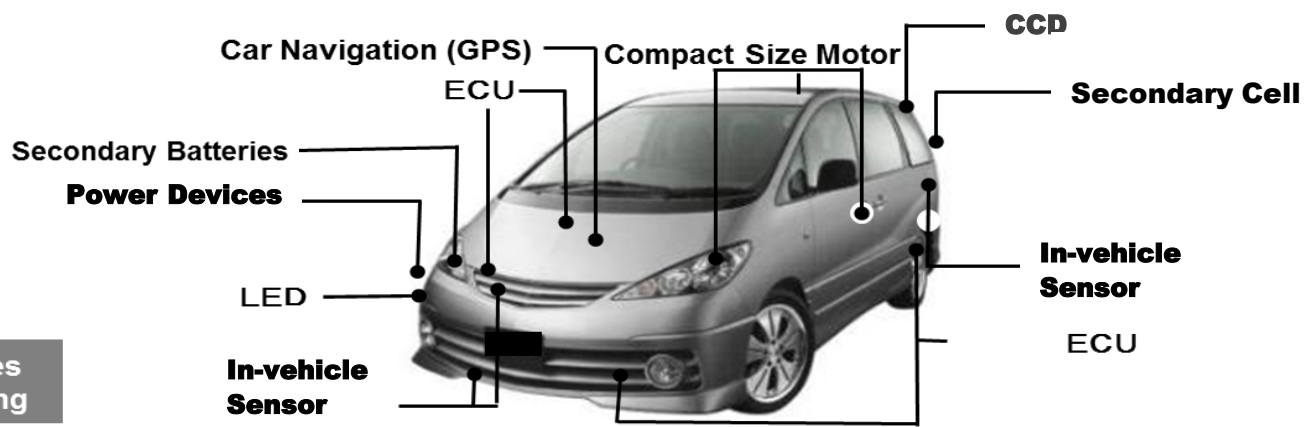
Global Structure

Provide products globally that comply with the needs of respective countries through an extensive global network




- Consolidated subsidiaries: 13 (9 overseas, 4 domestic)
- Overseas production bases: North America 1 company,
China 2 companies, South Korea 1 company
- Overseas network: 50 locations (countries or territories), 44 companies

Equipment Business: Usage Case with Environmental Test Chambers

Ensure reliability of new technologies and new products
by repeatedly testing each component, module and finished product



Representative Examples
for Environmental Testing

Device	Process/Test Condition		Our Products
【Power Device】 	Inspection	■ Thermal shock test: $-40^{\circ}\text{C} \rightleftharpoons +125^{\circ}\text{C}$	Thermal shock chamber
		■ High temperature exposure: $+175^{\circ}\text{C}$, $+85^{\circ}\text{C}$	(Compact size) Oven
		■ Burn-in test	Burn-in chamber
【In-vehicle Sensor】 	Inspection	■ Temperature cycle test of printed circuit board: $-40^{\circ}\text{C} \rightleftharpoons +110^{\circ}\text{C}$	Temperature & humidity chamber (Platinous) /Oven
		■ Temperature characteristic test after soldering: Linear change between -30°C and $+85^{\circ}\text{C}$	Burn-in chamber, Rapid-rate thermal cycle chamber
	Evaluation	■ Thermal shock test : $-30^{\circ}\text{C} \rightleftharpoons \text{RT} \rightleftharpoons +80^{\circ}\text{C}$, $-55^{\circ}\text{C} \rightleftharpoons +155^{\circ}\text{C}$	Thermal shock chamber
【CCD/CMOS】 	Production	■ Diffusion Test: $+150^{\circ}\text{C}$	Compact size Oven
		■ Drying after cleaning: $+85^{\circ}\text{C}$	Clean Oven
	Evaluation	■ Screening: $+85^{\circ}\text{C}$	Temperature chamber (Platinous) / Burn-in chamber
	Inspection	■ Temperature and humidity test: $+85^{\circ}\text{C} / +85\%\text{rh}$, $+60^{\circ}\text{C} / 90\%\text{rh}$	Temperature & humidity chamber (Platinous)
		■ Acceleration test: $+120^{\circ}\text{C} / 100\%\text{rh}$	HAST chamber
		■ Thermal shock test : $-40^{\circ}\text{C} \rightleftharpoons +125^{\circ}\text{C}$, $-20^{\circ}\text{C} \rightleftharpoons +85^{\circ}\text{C}$	Thermal shock chamber

Equipment Business: Main New Products

Release Date	Name of product	Features
Mar. 2023	Burn-In Chamber Support for High Heat Generation Load	<ul style="list-style-type: none"> • Enables precise temperature control even when semiconductors are in a state of high heat • Inspection volumes increased significantly, contributes to shorter inspection times
Feb. 2023	Expanded Anechoic Box Thermostatic Chamber Lineup	<ul style="list-style-type: none"> • Supports temperature characteristics testing of 5G communications devices • Expanded four types with larger internal volume to support larger test products
Apr. 2022	Environmental Stress Chamber AR Series Featuring R-473A Low-GWP Refrigerant	<ul style="list-style-type: none"> • Greatly reduces GWP values (an 88% reduction), and also enables energy conservation during operation <p>*GWP: Global Warming Potential</p>
Jun. 2021	Ultra-Low-Temperature Freezers	<ul style="list-style-type: none"> • Used for small lot storage to -75°C for items such as COVID-19 vaccines
Apr. 2021	Freezer for Temperature Controlled Transport	<ul style="list-style-type: none"> • Optimal for small-lot transport and storage of items such as COVID-19 vaccines • Vibration resistant, energy efficient and portable
Feb. 2021	Vacuum Low-Temperature Heating Cooker – Model Change	<ul style="list-style-type: none"> • Enables precise control of not only temperature but also the degree of vacuum
Aug. 2020	Expanded Environmental Stress Chamber AR Series Lineup	<ul style="list-style-type: none"> • Expanded the series with launch of four new models as rapid-rate temperature cycle type products, bringing the total lineup to 32 models across the series
Mar. 2020	Transportation Evaluation System	<ul style="list-style-type: none"> • Recreates transport environments for pharmaceuticals and medical devices • Applications in biopharmaceutical R&D and medical equipment quality control
Feb. 2020	Walk-In Type Temperature (& Humidity) Chamber for Drive-In Series	<ul style="list-style-type: none"> • Recreates various weather environments in a large space accommodating two vehicles
Feb. 2020	Walk-In Type Temperature (& Humidity) Chamber for High-Power Series	<ul style="list-style-type: none"> • Compatible with international IEC standards and LV124 German Automotive Manufacturer Testing Standards

Equipment Business: New Product Introduction 1

(Released in Feb. 2020)

■ Walk-In Type Temperature (& Humidity) Chamber for High-Power Series

Feature:

- Compliant with IEC International Standards and German Automotive industry standard LV124
(Can perform rapid temperature change testing at 3K/minute with the specimens inside.)
- Low GWP coolant (R-449A) as standard equipment



Walk-In Type Temperature (& Humidity) Chamber
for High-Power Series

■ Walk-In Type Temperature (& Humidity) Chamber for Drive-In Series

Features:

- Closely recreates various weather environments in a large space of approximately 500 m³ accommodating two vehicles to perform actual vehicle testing
- Multiple environmental factors can be recreated simultaneously, including temperature and humidity, sunlight, rain, snow, fog, and wind

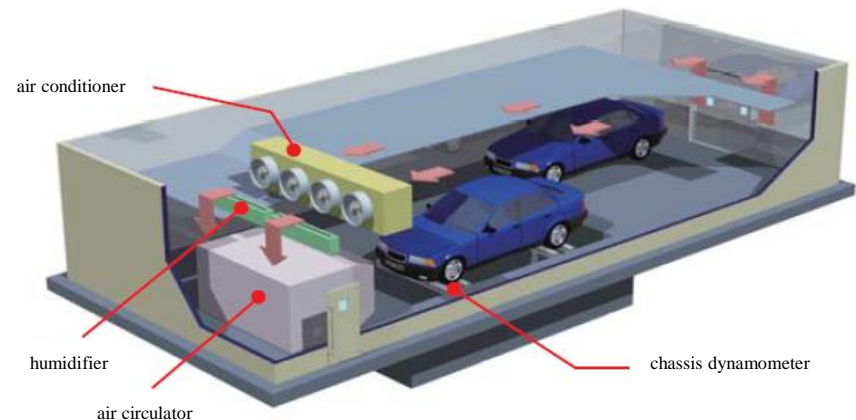


Image of vehicle test

Walk-In Type Temperature (& Humidity) Chamber
for Drive-In Series

Equipment Business: New Product Introduction 2

For the medical field

(Released in Apr./Jun. 2021)

■ Freezer for Temperature Controlled Transport Ultra-Low-Temperature Freezer

Features:

- Freezer for Temperature Controlled Transport:
Supports small-lot transport and storage of items such as vaccines; vibration resistant, energy efficient and portable.
- Ultra-Low-Temperature Freezer:
Capable of small-lot storage to -75°C ; Two types of freezers, floor and table.



Freezer for Temperature
Controlled Transport



Ultra-Low-Temperature
Freezer

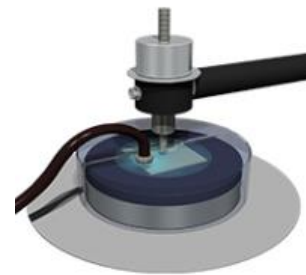
For material field

(Released in Dec. 2019)

■ Thermal Air Test System

Features:

- Can be combined with various materials testing instruments to perform materials testing in actual usage environment with given temperature
- Uses ESPEC's proprietary new method for cooling and heating test pieces efficiently



Example of set up with friction and wear testing machines and
hardness meter (Left)
Thermal Air Test System (Right)

Equipment Business: Examples of Products Delivered 1

(Delivered in Jul. 2018)

■ Walk-in Type Temperature (& Humidity) Chamber, for building materials

Uses:

Reproduce the environment inside apartments (temperature and humidity) and outdoors (weather such as rain, snow, and sunlight), conduct performance evaluations and durability tests of building materials for sash, balcony, etc.



Walk-in Type Temperature (& Humidity) Chambers,
for use for building materials



Temperature (& Humidity) Chambers are movable so that building materials for testing can be easily changed



Furnished with irradiation equipment and watering (rain) equipment, to reproduce an outdoor weather environment

Equipment Business: Examples of Products Delivered 2

(Delivered in Mar. 2016)

■ Smart System Research Facility,
Fukushima Renewable Energy Institute, AIST
(Koriyama city, Fukushima)

Product delivered:

Large Walk-in Type Temperature & Humidity Chamber

Uses:

Performance and safety evaluation for large power
conditioners for solar power generation

Supports heat generation loads of 100 kw and large
weights (21 tons)



Large Walk-in Type Temperature & Humidity Chamber

■ National Laboratory for advanced energy storage
technologies (NLAB), National Institute of Technology
and Evaluation (Nanko, Osaka City)

Product delivered:

1. Walk-in Type Temperature & Humidity Chamber for charge-discharge testing
2. External short-circuit testing equipment (energy devices equipment)

Uses:

1. Evaluate the performance of storage batteries by repeatedly charging and discharging them
2. Evaluate safety by confirming that storage batteries will not catch fire or rupture if they short circuit



Walk-in Type Temperature & Humidity Chamber
for charge-discharge testing

Equipment Business: Usage Case with Energy Device Equipment

Charge-discharge Cycle Evaluation Equipment

Equipment for ensuring the reliability and safety of lithium-ion secondary batteries for next-generation vehicles (e.g., hybrid and electric vehicles)

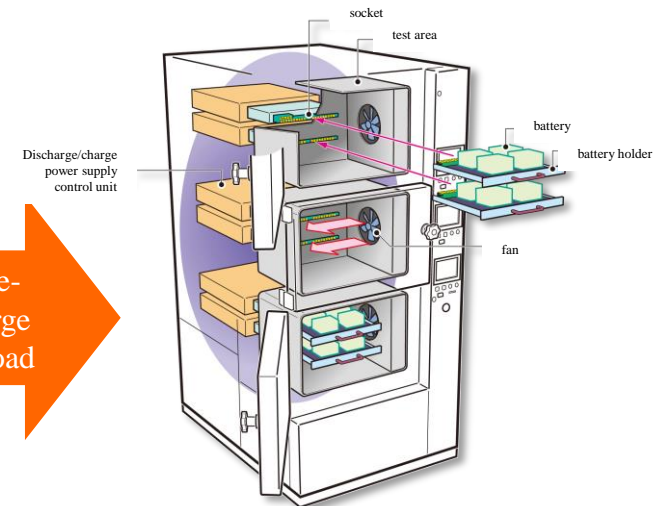


Charge-discharge Cycle
Evaluation Equipment

Secondary
Batteries



Charge-
discharge
cycle load



Checking the charge-discharge
characteristics of secondary batteries

Evaluating the performance and life of secondary batteries

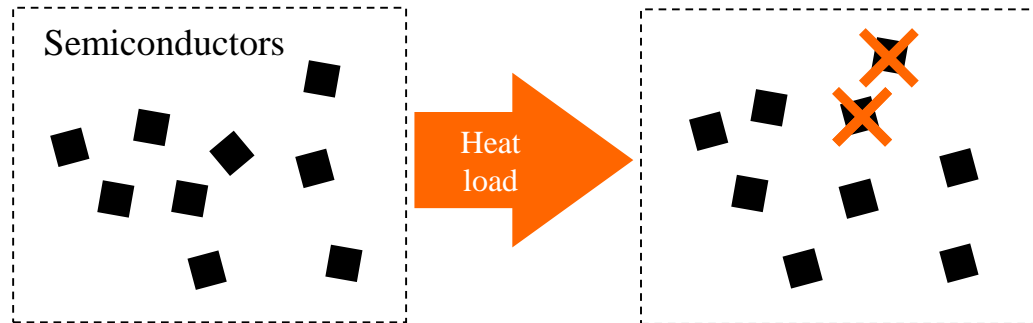
Equipment Business: Usage Case with Semiconductor Equipment

Screening

Eliminate defective products to maintain initial-period quality at the final inspection stage of semiconductor device manufacturing



Burn-In Chamber



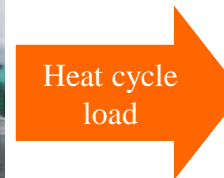
Elimination of latent early failures

Reliability Evaluation

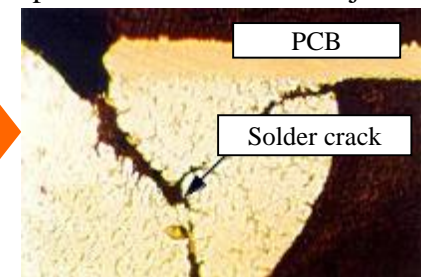
Used to evaluate basic failure patterns to ensure reliability in the development of new technologies



Conductor Resistance Evaluation System



Example of defect in soldered joint



Electrical evaluation of reliability of joints in electronic parts

Service Business

After-Sales Service and Engineering

Preventive maintenance of products, maintenance service, and the upgrading/improvement and installation/relocation of products

- Speedy response via one of the most extensive networks in Japan
- Launching services by utilizing the network function mounted in the equipment

Laboratory Testing Services and Facility Rentals

Laboratory testing, analysis, and evaluation; consulting; equipment rental; sales of used products; calibration of test equipment, etc.

- The company has four laboratory testing centers in Japan, one in Thailand, two in China.

(Japan: Utsunomiya, Toyota, Kariya and Kobe, Thailand, China: Shanghai, Suzhou)

- The centers are also recognized as official calibration facilities under the Japan Calibration Service System (JCSS).

- **First in world** Opened Battery Safety Testing Center.(in Sep. 2015)

- Providing a one-stop service for testing and certification application services compliant with United Nations regulations on the safety of automotive secondary batteries.
- Entered into business alliance with TÜV SÜD Japan Ltd., a third-party certification agency (in Oct. 2014).

- **First in Japan** Acquire ISO/IEC 17025* test facility certification simultaneously in the three fields of automobiles, trains and airplanes.

- **First in Japan** The Toyota Test Center addressing all test items set forth by the LV124 German Automotive Manufacturer Testing Standards.

* ISO/IEC 17025: An international standard in which an authoritative third-party organization certifies whether a test facility or calibration organization is capable of producing accurate measurements or calibration results.

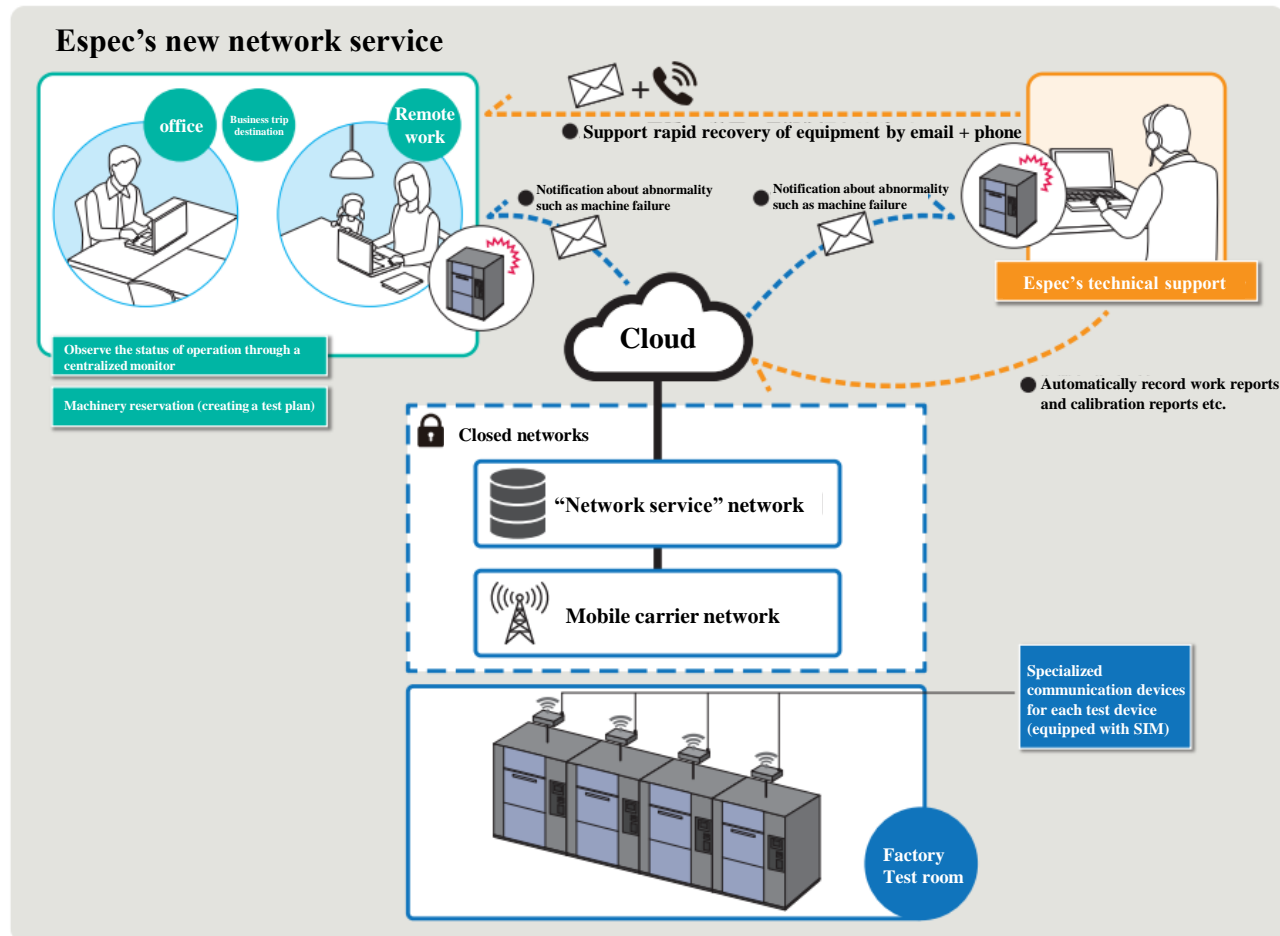


<Battery Safety Testing Center>
(within the Utsunomiya Technocomplex)

Service Business: After-Sales Service

(Started in Apr. 2022)

“Network service” utilizing mobile communications and cloud computing.
Eases the burden on customers' tests and machinery management, and reduces equipment downtime.



Service Business: After-Sales / Laboratory Testing Services

“Home-based online service”

Supporting clients' telework-based testing operations

When using ESPEC products

Operate equipment and monitor samples from home

- Centralized management
(monitoring and data analysis)
- Receive operating status by email
- Monitor samples using in-chamber monitoring camera

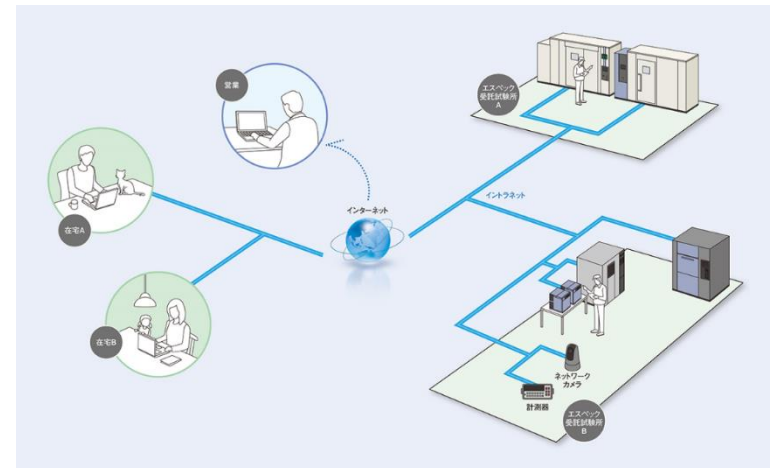


Image of in-chamber monitoring camera

When using laboratory testing center

Perform all tasks on behalf of clients, from the initiation of testing through the completion of tests and the return of test samples

- Remote consultation
- No need to attend in person
- Remote instruction



Service Business: Laboratory Testing Services

First Battery Safety Testing Center in the World Compliant with United Nations Regulations

- In September 2015, opened in Utsunomiya Technocomplex.
- Provide a one-stop service to support the implementation of 9 safety tests and applications for certification by certification agencies, as stipulated by UN ECE R100-2. Part II, a United Nations regulation.



Crush Testing Equipment
(No. 1 Safety Test Room)



No. 2 Safety
Test Room

First Defect Analysis Service in Japan for Battery Packs and Modules Installed in Automobiles

- In November 2022, launched an analysis service that identifies defective parts, dismantling packs and modules, then diagnosing them electronically and visually.
- Provides analysis services as an impartial third-party organization, and helps to ensure the performance and safety of automotive rechargeable batteries.



Glovebox for dismantling cells

Service Business: Laboratory Testing Services

First Testing Facility in Japan Compatible with All German Automotive Manufacturer Testing Standards

- In September 2019, Toyota Test Center became compatible with all test items set forth by the LV124 German Automotive Manufacturer Testing Standards.
- Support Japanese automotive equipment manufacturers seeking to develop global operations.



Toyota Test Center

First Commissioned Testing Service in Japan Powered 100% by Renewable Energies

- Since April 2021, commissioned testing services at five test centers across Japan (Utsunomiya, Toyota, Kariya, Kobe and the Battery Safety Testing Center) have been provided using renewable energies.
- Contributing to the reduction of CO2 emissions in customers' supply chains.



Test reports from tests conducted at ESPEC's testing centers receive the Green Power logo to clearly indicate zero CO2 emissions during testing.

Other Business

Environmental Preservation

■ Reforestation (Tree planting)

Recovery of local forest by selecting species and planting out seedlings using potential natural vegetation data.

■ Waterfront biotope restoration

Reconstruction of natural environment, development of vegetative revetments, and water quality improvement using aquatic plants.

■ Urban greening

Provision of roof and wall greening systems that use moss to effectively alleviate heat island effect.



Plant Production Systems

Provision of various cultivation environments employing advanced environmental control technologies to control light, temperature, humidity, carbon dioxide, etc.



Plant factory



Phyto-toron

Other Business: Plant Production Systems

Joint Development with NARO Cultivation Environment Emulator

- Obtained a patent jointly with the National Agriculture and Food Research Organization (NARO) and others in October 2022.
- Precisely reproduces seasonal carbon dioxide concentration, temperature, humidity, etc.
- Contributes to development of crop production technologies adapted to climate change.



Cultivation Environment Emulator

* ESPEC MIC Corp. jointly obtained the patent with the National Agriculture and Food Research Organization (NARO), Riken and the Agri Open Innovation Institute.

Produced a high value-added vegetables using deep sea water

- Production and sales of vegetables high in minerals with the use of deep sea water at a plant factory near Haneda Airport.



Interior of the plant factory and factory-produced vegetables “mineraleaf”

Other Business: Examples of Products Delivered

■ Arid Land Research Center, Tottori University

(Delivered in Mar. 2016)

Products delivered:

Experimental System for Analyzing Responses of Dryland plants to Climate Changes (2 units)
(Simulates the climates of arid lands, including high temperature, low humidity, strong sunlight, and high winds)

Uses:

Plant cultivation experiments and experiments to develop efficient water-usage technologies in arid lands, research to solve issues facing arid lands



Experimental System for Analyzing Responses of
Dryland plants to Climate Changes



Experiment in progress
(Testing wheat for drought stress)

Introduction to technology development building

(Strengthen Technology Development Capability)

Objective: Strengthen technology development capabilities
by encouraging open innovation and promote
preservation of biodiversity

Concepts : “Open innovation,”

“Open communication,”

“Coexistence with the natural environment”

Location: Kanokodai, Kita-ku, Kobe, Hyogo (in Kobe R&D Center)

Start of operation: May 2020

(Construction started in June 2019)

Building area: 1,580m²

Gross floor area: 4,557m² (Three story building)



Rooftop green space using native species



Technology development building

Introduction to ESPEC's All Weather Simulation Chamber (in the Kobe R&D Center)

(Mar. 2021)

Opened the world's first All Weather Simulation Chamber Encouraging open innovation and strengthening environmental creation technology

Replicates dynamic climate environments with high-precision control and variation of seven environmental factors (temperature, humidity, snow, fog, rain, sunlight and wind)

■ All Weather Simulation Chamber



■ Examples of tests in dynamic environments



(1) Tests to replicate the change from sleet to snow

Snow with different amounts of water content can be replicated, including snowfall at temperatures around 0°C, which is close to snowfall in a natural environment. By controlling the snow quality and temperature, the laboratory replicates the change from sleet to snow. The laboratory can confirm the performance of automated driving sensors for which snow accretion has become a problem.



Test chamber: Width 6 m x Depth 9 m x Height 3 m

A black coating is applied to suppress the diffuse reflection of light.



(2) Experiment to replicate the change from rain to fog

The laboratory controls the thickness, temperature and humidity of fog and replicates the change from rain to fog. The laboratory can confirm the performance of automated driving sensors in response to the effects of fog.

INQUIRIES:

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IR & Public Relations Group

Natsuko Okawa and Hana Kaigawa