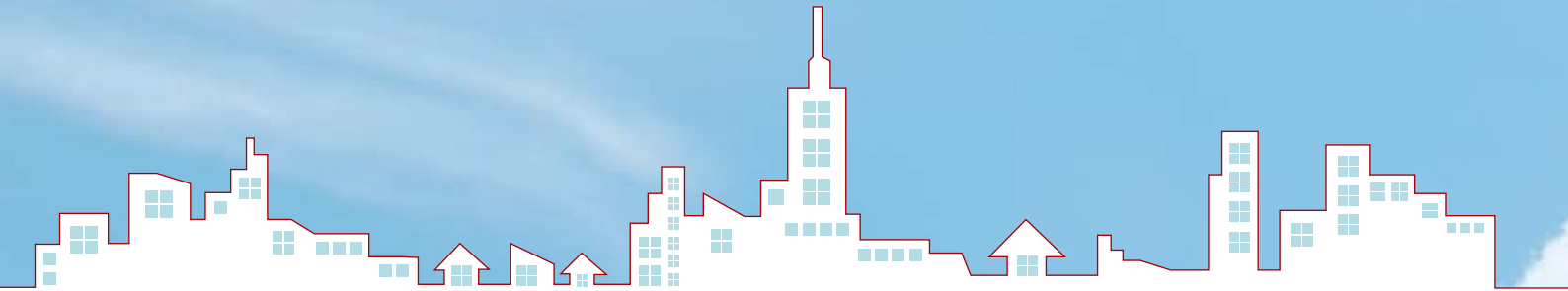


# *This is **azbil***

***A Company Shaping  
the Future with Automation***



## **Group Philosophy**

The azbil Group strives to realize safety, comfort,  
and fulfillment in people's lives and  
contribute to global environmental preservation through  
"human-centered automation."

To realize this,

We create value together with customers at their site.

We pursue our unique value based on the idea of "human-centered."

We think towards the future and act progressively.

## **Making Automation More and More Human-Centered**

The word *automation* brings a cold,  
mechanical impression to mind.

But at the heart of the automation provided by the azbil Group,  
there are always people.

The azbil Group is growing and changing so that,  
working together with you, we can continue to provide new value  
by bringing the benefits of automation  
closer to people than ever before.



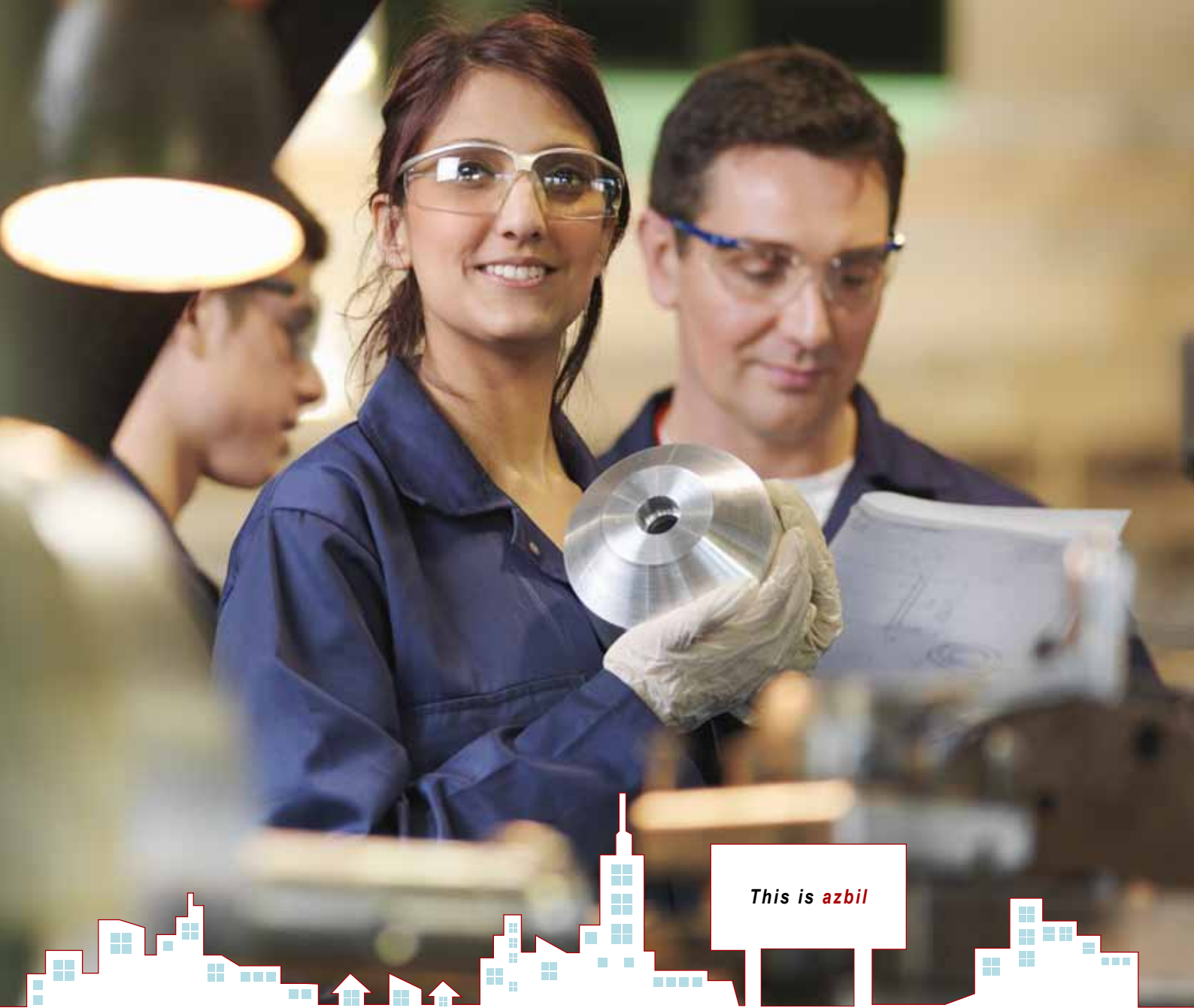
**Safety**

**Comfort**

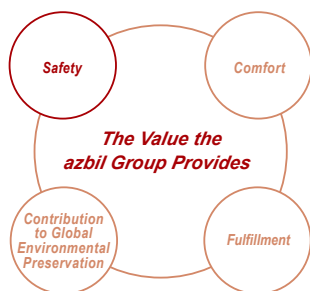
**Four Core Values**  
Provided through  
human-centered automation

**Contribution  
to Global  
Environmental  
Preservation**

**Fulfillment**



This is *azbil*



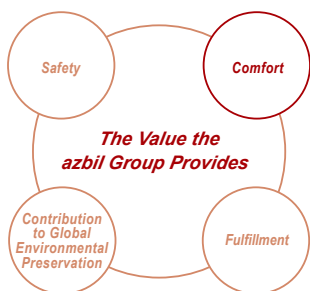
# Safety

## *To live and work healthily, in safety.*

- Measuring equipment that detects malfunctions invisible to the naked eye, emergency response programs, and facility monitoring systems play a role in the safe, accident-free operation of manufacturing facilities in plants and factories.
- Various systems, including those that manage access, automate dangerous work processes, and detect microorganisms, enable the safe operation of facilities and safeguard people who work in offices, shopping centers, or factories.
- Production to supply of food, water, electricity, and gas provided to homes is managed in an integrated manner.
- Whenever a health concern arises, a specialist will respond any time, 24 hours a day.



*This is azbil*



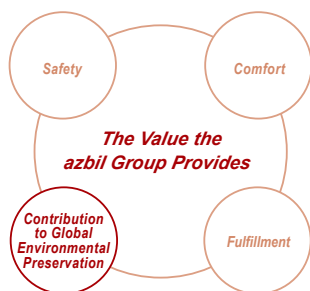
# Comfort

***To always live and work in comfort.***

- Measuring and analyzing indoor air environments in offices, factories, and homes, then adjusting temperature and humidity and removing dust and pollen create comfortable living conditions with minimal temperature differences between areas.
- Automation technologies boost work quality and efficiency, which in turn improve productivity and quality and lead to enhanced customer satisfaction.
- Healthcare professionals provide health maintenance, nursing care, and other services that meet the expectations of customers and enable them to live comfortable lives.



*This is azbil*



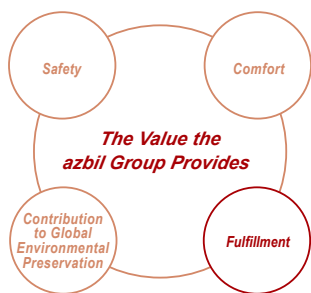
## ***Contribution to Global Environmental Preservation***

***To optimize the management and usage of energy.***

- In buildings, energy is conserved by improving the operating methods of cooling or heating equipment, modifying air-conditioning or heating to match a building's scale and purpose, and upgrading or renewing facilities.
- In the manufacturing process in factories, the key to reducing waste is maintaining a constant temperature and minimizing electricity, steam, and compressed air used in production facilities.
- We make visible when, where, and to what extent energy is being used, and then provide the best solution to save energy while maintaining comfort and quality.



*This is **azbil***



# ***Fulfillment***

***To create new value with the customer.***

- We create new value by working with customers at their sites to improve the operation of buildings and factories, enhance quality, conserve energy, and reduce environmental impact, which help to solve customers' problems.
- We craft optimal solutions with comprehensive support throughout the facilities' life cycle by promptly responding to each customer's needs using our integrated structure that combines consulting, development, production, and maintenance.

This is *azbil*

# Business



## azbil's Operations

The azbil Group provides safety, comfort, and

Net Sales by Business/ Share of Total Sales	Business Outline	Markets	Main Products and Services
<p><b>BA</b></p> <p><b>Building Automation Business</b></p> <p>46.1%</p> <p>¥103.9 billion</p>	<p>The azbil Group realizes high performance and high quality through its in-house development and manufacture of a full product lineup, from building automation systems and security systems to application software, controllers, valves, and sensors. We offer solutions through an integrated structure extending from instrumentation design to sales, engineering, services, energy-saving solutions, and facility operation management. Using our original environmental control technologies, we contribute to creating spaces where people can work efficiently and comfortably while reducing the environmental impact.</p>	<ul style="list-style-type: none"> <li>● Commercial buildings</li> <li>● Manufacturing buildings</li> <li>● Research laboratories</li> <li>● Clean rooms</li> <li>● Hospitals</li> <li>● Data centers</li> <li>● Government and institutional buildings</li> <li>● Schools</li> <li>● Hotels</li> <li>● Department stores</li> <li>● Shopping centers, etc.</li> </ul>	<ul style="list-style-type: none"> <li>● Building management systems</li> <li>● User terminals</li> <li>● Controllers</li> <li>● Sensors</li> <li>● Valves and actuators</li> <li>● Security systems</li> <li>● Building preventative maintenance service</li> <li>● Total energy management service</li> <li>● Building operation support service</li> <li>● CO<sub>2</sub> reduction solutions, etc.</li> </ul>
<p><b>AA</b></p> <p><b>Advanced Automation Business</b></p> <p>37.3%</p> <p>¥84.1 billion</p>	<p>The azbil Group strives to resolve issues in the materials, manufacturing, and assembly industries by delivering products, solutions, instrumentation, engineering, and maintenance services to support the optimum operation of equipment and facilities throughout their life cycle. Through collaboration with customers in manufacturing, we aim to develop advanced measurement and control technologies in order to provide production facilities that can safely deploy human capabilities and create new value for customers.</p>	<ul style="list-style-type: none"> <li>● Petrochemical/chemical</li> <li>● Water supply and sewerage</li> <li>● Oil refining</li> <li>● Electric power and gas</li> <li>● Iron and steel</li> <li>● Shipping and marine</li> <li>● Semiconductor/semiconductor manufacturing equipment</li> <li>● Electrical/electronic components</li> <li>● Machine tools</li> <li>● Automobiles</li> <li>● Pharmaceuticals</li> <li>● Food/beverage packaging</li> </ul>	<ul style="list-style-type: none"> <li>● Monitoring and control systems and controllers</li> <li>● Solution packages</li> <li>● Field instruments</li> <li>● Valves and actuators</li> <li>● Digital indicating controllers</li> <li>● Recorders</li> <li>● Sensors and switches</li> <li>● Flame safeguard systems</li> <li>● Facility diagnosis equipment</li> <li>● Maintenance services</li> <li>● Factory energy conservation solutions, etc.</li> </ul>
<p><b>LA</b></p> <p><b>Life Automation Business</b></p> <p>14.4%</p> <p>¥32.5 billion</p>	<p>The azbil Group possesses measurement, control, and metering technologies cultivated over many years in the building, factory, and plant markets, as well as a personal commitment to customers through our services. We are supporting people's active lives through operations related to lifelines such as gas and water, and lifestyle support such as nursing care and healthcare.</p>	<ul style="list-style-type: none"> <li>● Gas business operators</li> <li>● Municipal waterworks departments, factories, managers of commercial buildings and condominiums</li> <li>● Housing construction companies</li> <li>● The elderly, nursing care providers, municipalities, health insurance associations</li> </ul>	<ul style="list-style-type: none"> <li>● Various gas meters, safety and security equipment, regulators, system devices, various water meters, flowmeters, etc.</li> <li>● Residential central air-conditioning systems</li> <li>● Health and welfare services</li> <li>● Nursing care services, etc.</li> </ul>

Note: Segment sales include intersegment sales.



**fulfillment and contributes to global environmental preservation through its three core businesses.**

⇒ For more detailed information on each business, see "Business Overview" on pages 29-40.



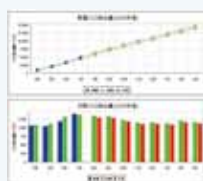
**Building Management Systems**

Our systems provide overall building management and enable optimal control over building environments while reducing costs. We offer and build flexible systems that are tailored to specific applications as well as size and scope.



**ACTIVAL™ PLUS**

ACTIVAL PLUS is an all-in-one control valve with built-in temperature sensor, pressure sensors, and flowmeter functions, which collects valuable but previously unavailable control data for more energy savings.



**CO<sub>2</sub> Management Systems**

These systems are internet services that provide support for measuring the volume of and managing all greenhouse gases emitted by an enterprise.



**Monitoring and Control Systems**

We offer open, highly reliable systems tailored to the size and circumstances of the production facility, from large-scale systems to on-site operational supervision systems.



**Digital Indicating Controllers**

Our controllers consistently afford the best possible control of equipment and facilities on site. We have developed a product lineup meeting multiple application needs.



**ENEOPT™pers Optimized Energy Control Support**

This solution package supports reduction of electricity usage by incorporating weather data and production plans to forecast power demand.



**City Gas and LP Gas Meters and Equipment**

We offer intelligent gas meters, gas safety equipment such as gas leak alarms and automatic shut-off valves, and gas regulators, etc.



**Nurse Phone-Anshin Pendant™ Emergency Alert Response Service**

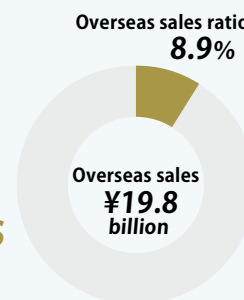
This mobile version of our emergency alert response service uses the Mimamori Phone offered by Softbank Mobile Corp.



**Kikubari™ Residential Central Air-Conditioning Systems**

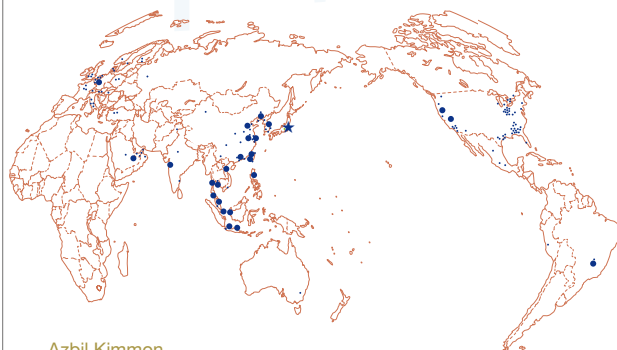
These systems provide comfortable temperatures throughout the home year-round and use an electronic air cleaner to remove house dust and pollen.

**Global Operations**



Note: Overseas sales figures are included within the sales of the Building Automation, Advanced Automation, and Life Automation businesses. Sales statistics denote figures from overseas subsidiaries and affiliates and direct exports. Indirect exports are not included.

The azbil Group is expanding its Building Automation, Advanced Automation, and Life Automation businesses internationally, backed by the technologies and expertise accumulated from domestic operations. The Group currently has overseas subsidiaries, affiliates, business offices, factories, and maintenance centers in 15 countries, principally in Asia. We deliver best-fit solutions for the differing problems and needs of customers in each region.



Azbil Kimmon Technology Corporation



Azbil Control Instruments (Dalian) Co., Ltd.



Zhuanqiao Factory, Shanghai Azbil Automation Co., Ltd.

## Group Companies in Japan

### ● Azbil Corporation

Leveraging its measurement and control technologies, Azbil Corporation is developing the Building Automation business in the building market, the Advanced Automation business in the plant and factory markets, and the Life Automation business in lifelines, healthcare, and other markets connected closely with everyday life.

### ● Azbil Trading Co., Ltd.

Proposes and sells a number of product lines and systems for control and automation, air environment improvement, data security, inspection equipment, and machine safety.

### ● Azbil Yamatake Friendly Co., Ltd.

A special subsidiary of Azbil Corporation that provides employment opportunities to persons with intellectual disabilities.

### ● Azbil Care & Support Co., Ltd.

Provides in-home services and designated in-home long-term care support under Japan's Nursing Care Insurance Act. It also provides responsive services by healthcare professionals 24 hours a day, 365 days a year, including a preventative emergency response service, health consultation hotline, and specific health guidance.

### ● Azbil SecurityFriday Co., Ltd.

Provides helpful software for solving security issues and other problems attributable to people that cannot be solved by technology alone.

### ● Hara Engineering Co., Ltd.

Develops and manufactures user-friendly automated assemblers that fuse ergonomics with advanced mechatronics, a combination of mechanical and electrical engineering.

### ● Azbil Kimmon Co., Ltd.

Researches, develops, manufactures, and sells gas and water meters, flowmeters, and instrumentation systems, and provides installation and other services.

#### Azbil Kimmon Aomori Co., Ltd.

#### Azbil Kimmon Wakayama Co., Ltd.

#### Azbil Kimmon Shirakawa Co., Ltd.

#### Azbil Kimmon Shirasawa Co., Ltd.

#### Azbil Kimmon Aizu Co., Ltd.

#### Azbil Kimmon Haramachi Co., Ltd.

#### Azbil Kimmon Karatsu Co., Ltd.

#### Azbil Kimmon Engineering Co., Ltd.

### ● Azbil Kyoto Co., Ltd.

Core factory of the azbil Group that manufactures various types of flow measurement instruments, including electromagnetic flowmeters and battery-type electromagnetic flowmeter water meters. It also maintains a world-class flow calibration facility.

### ● Azbil RoyalControls Co., Ltd.

Sells mainly the azbil Group's industrial automation control instruments and provides engineering and other services for measurement and control systems.

### ● Azbil Taishin Co., Ltd.

Develops, designs, and manufactures electronic control equipment, mainly for the azbil Group, which fulfills the needs of customers and the times.

### ● Tem-Tech Lab.

Focuses on the research and development of technologies for high-value-added pressure sensors that are not suited for mass production.

# As a Group

## — Collective Strengths of the azbil Group —

### Delivering Value as a Group

Group companies both in Japan and overseas have adopted the "Azbil" name with the ultimate goal of enhancing the value we provide to customers. The azbil Group draws upon its collective strengths in order to deliver safety, comfort, and fulfillment as well as to contribute to global environmental preservation.



This is *azbil*  
**azbil Group**

## Overseas Group Companies

(As of April 1, 2012)

- Azbil Korea Co., Ltd.
- Azbil Taiwan Co., Ltd.
- Azbil Vietnam Co., Ltd.
- Azbil India Pvt. Ltd.
- Azbil (Thailand) Co., Ltd.
- Azbil Philippines Corporation
- Azbil Malaysia Sdn. Bhd.
- Azbil Singapore Pte. Ltd.
- PT. Azbil Berca Indonesia
- Yamatake Environmental Control Technology (Beijing) Co., Ltd.
- Azbil Control Solutions (Shanghai) Co., Ltd.
- Shanghai Azbil Automation Co., Ltd.
- Yamatake Automation Products (Shanghai) Co., Ltd.
- Azbil North America, Inc.
- Azbil Brazil Limited
- Azbil Europe NV

These companies provide engineering, sales, installation, adjustment, and maintenance of and service for industrial automation and building automation systems and equipment.

- Azbil Kimmon Technology Corporation
- Azbil Control Instruments (Dalian) Co., Ltd.
- Azbil Information Technology Center (Dalian) Co., Ltd.
- Azbil Hong Kong Limited

These companies manufacture gas meters, control instruments, control valves, and switches and develop software solutions.

- Azbil BioVigilant, Inc.

Develops technologies that can instantaneously detect microorganisms and manufactures products using these technologies for applications that require a clean environment in fields such as biotechnology, healthcare, and the environment.

Four other affiliates

(Establishment/capital participation scheduled in fiscal year 2012)

- Azbil Saudi Arabia Limited
- Beijing YTYH Intelli-Technology Co., Ltd.
- CECEP Building Energy Management Co., Ltd.

