# Company Profile

<table>
<thead>
<tr>
<th>Company Name</th>
<th>ASAHI INTECC CO., LTD.</th>
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<tbody>
<tr>
<td>Head Office</td>
<td>3-100 Akatsuki-cho, Seto-shi, Aichi, Japan</td>
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<tr>
<td>Representative</td>
<td>Masahiko Miyata, President &amp; CEO</td>
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<tr>
<td>Date of Establishment</td>
<td>July 8, 1976 (Currently, the 43rd term)</td>
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<td>Business Operations</td>
<td>Development, manufacturing and sale of medical devices</td>
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<td></td>
<td>Development, manufacturing and sale of ultra-fine stainless steel wire ropes, terminal processed products, etc.</td>
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<td>Capital</td>
<td>4,829 Mil. Yen (As of September 30, 2018 )</td>
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<tr>
<td>Group Company</td>
<td>• Asahi Intecc Thailand Co., Ltd.</td>
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<td></td>
<td>• Asahi Intecc Hanoi Co., Ltd.</td>
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<td></td>
<td>• ASAHI INTECC USA, INC.</td>
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<td></td>
<td>• Asahi Intecc Scientific(Beijing) Co., Ltd.</td>
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<td>• Asahi Intecc J-sales Inc.</td>
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<td></td>
<td>• Filmecc Co., Ltd.</td>
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<td>• Toyoflex Corporation(*)</td>
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<td>• Toyoflex Cebu Corporation (*)</td>
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<td></td>
<td>• Asahi Intecc Latin Ltda.</td>
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<td></td>
<td>• ASAHI Medical Technologies, Inc. (※3) (Holding ratio:99.4%)</td>
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<td></td>
<td>• Nihon Chemical Coat (※2)</td>
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<td></td>
<td>• Ficas Co., Ltd. (※3)</td>
</tr>
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| Number of Employees     | 680 (Asahi Intecc only), 7,197 (Total, as of September 30, 2018) |
Global Network (Sales Bases)

GLOBAL HEADQUARTERS AND R&D CENTER

< Medical Brand Japan Main Sales Bases >
ASAHI INTECC J-Sales CO., LTD.(HEADQUARTERS)

CHINA:
BEIJING REPRESENTATIVE OFFICE
SHANGHAI BRANCH
INDIA BRANCH
MIDDLE EAST BRANCH (DUBAI)
SINGAPORE BRANCH

US: ASAHI INTECC USA, INC.

ASAHI INTECC Latin Ltda (Establish in Jan. 2017)
Global Network (R&D/Production (Coexistence of Japan & Overseas))

JAPAN: R&D/Prototype

OVERSEAS: Production bases

Japan conducts R&D and prototyping; mass production takes place in overseas factories.
Business Fields and Divisions

Medical Division
(Medical Brand / Medical OEM)

Medical Field
(approx. 89%)

Industrial Field
(approx. 11%)

Device Division
(Medical Components / Industrial Components)

FYE June 2018
Net sales 50,124 Mill. Yen
Operating income 13,773 Mill. Yen
Our Main Product - PTCA Guide Wire -

Enlarged tip end
Diameter 0.35mm

Key device to lead the success rate of treatment of coronary artery occlusion
(PTCA= Percutaneous Transluminal Coronary Angioplasty)

Our main product at 40.3% (FYE June 2018) of Net Sales.
After first introduction in 1994 in Japanese market, market share increased steadily. Currently, we control the top market share of 76% (FYE June 2018) in Japan.
PTCA (Percutaneous Transluminal Coronary Angioplasty)-1

- Therapy for coronary artery disorder (angina, myocardial infarction)
- Recover the blood flow after dilatation of stenosed lesion
- Treatment through femoral or radial artery without laparotomy and thoracotomy to minimize the mental and physical burden on patients.

< Surgical Therapy >
Bypass Operation

< Interventional Therapy >
Minimally Invasive Treatment
(PTCA Treatment)
PTCA (Percutaneous Transluminal Coronary Angioplasty)-2

**Flow of basic PTCA Therapy**

1. **PTCA GW Advancement**
   - Small size tube called PTCA Guiding Catheter inserted in blood vessel. Advance PTCA GW inside of this tube.
   - PTCA Guiding Catheter
   - PTCA Guide Wire

2. **PTCA Balloon Catheter Tracking**
   - Along with PTCA GW, PTCA Balloon Catheter trucked over PTCA GW to the point of the narrowed portion of vessel.
   - PTCA Balloon Catheter

3. **PTCA Balloon Catheter dilatation**
   - Dilate Balloon, then enlarge the blood vessel.
   - PTCA Balloon Catheter

4. **PTCA Balloon Catheter pulled out**
   - After Narrow portion enlarged then blood flow to recover.
   - PTCA Balloon Catheter

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PTCA (Percutaneous Transluminal Coronary Angioplasty)-3

Recovery of Occluded lesion

Before

After
Advantage: Four Core Technologies

Source of competitiveness: 4 core technologies

- Control of hardness and diameter
- Rotation following capacity
- Micron-level molding
- Integrated production system
  handling materials down to the finished products
- Ultra-thin film coating

Wire drawing technology
Wire forming technology
Torque technology
Resin coating technology
Our Company’s Flagship CTO Treatment
Implementation of PTCA treatment in CTO cases

What is CTO? (Chronic Total Occlusion)

- A disease of hard calcification
- Completely clogged up blood vessel

Previously realm of surgical operations

In the era when the Japanese market depended on imports for PTCA GW, Japanese KOL requested major manufacturers to make a wire for CTO PCI but were turned down.

※KOL (Key Opinion Leader): A physician with influence over the direction of PCI.

PTCA GW for CTO Procedures (1995)

Aggressive expansion of CTO cases via minimally invasive procedures
Main Products of Device Division (Medical Components)

- Hollow cable tube, Stainless steel rope, other medical device components

Wire rope / tube
(Example: endoscopic accessory)

ACT ONE

Catheter delivery system for ENT (empyema)
Main Products of Device Division (Industrial Components)

- Manufacturing and sales of precision stainless steel wire rope (less than 2mm diameter)

- Market
  - Rope: Automobile, construction and fishing industries
  - Terminal fitted: office automation, baby strollers, machineries, accessories, game consoles
  - Charge wire: office automation, air cleaners, etc.

GLOBERIDE, Inc.
Fishing wire

Boa System Wire Shoe String

Copier driving wire

Panasonic corporation
Air-conditioner: with filter cleaning function
Wide Range of Applications from Most-advanced Devices to Household Goods
Our Strength and Feature
“Competitive power in medical devices” based on “High technology for raw material”

Experimenting/Adapting Capabilities

“Advanced material process technology”
cultivated in Industrial Field

Material A
- Drawing process
- Heat treatment
- Resin coating

Material B
- Bimetallic welding
- Grinding
- Coiling process

Material C
- Resin process
- Coiling process
- Torque process

Component A
Component B
Component C

Assembly
- Assembly process
- Sterilization

Others
- Purchase of component

Procurement of raw materials

Established integrated production
from raw materials to finished products

Asahi Intecc

RESPONSE to USER'S NEEDS
Our Strength and Feature
Merits of Segmental Structure (fusion/combination/circulation)

Medical Brand
- Fusion of technology
  - Differential products
  - New technology & new area
  - Expansion of lineups
- Doctors’ requests
- Supply of brand-name products

Opinion Doctor
- Domestic & overseas major distributors
- Market for medical devices
- Domestic & overseas major medical device manufacturers

Medical OEM
- Market information & needs for development
- OEM

Device
- Medical material supply
- Storage of various material processing technology
- Response to wide range of customers’ needs

Market for industrial devices
- Direct-deal clients

RAISE THE LEVEL OF TECHNICAL BASIS
Caution Regarding Information Presented

All forward looking statements contained herein, including sales forecasts, outlooks, and strategic plans, are based on the best currently available data; however, risk and uncertainty are involved in these statements. Please note that actual results may differ greatly from plans presented here.

【 IR contact 】
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TEL 0561-48-5551
URL http://www.asahi-intecc.co.jp/en/