



MATSUI CORPORATION : Our Tireless Challenge

Matsui Corporation, has a long history spanning over 70 years and we thank you for your loyal support.

As our company motto states, "WE ARE PROFESSIONALS" and we have been responding to various new market demands by making good use of our cultivated trust we have received from our past performance.

On the 50th anniversary of the founding of our company, we revitalized our corporate logo. It consists of four tetragons symbolizing our stability and cooperation.

The three squares represent the pillars of our business:

"General Industry," "Marine Industry," and "International Trade."

The diamond shape represents wisdom and sense of common purpose of our employees who support our business.

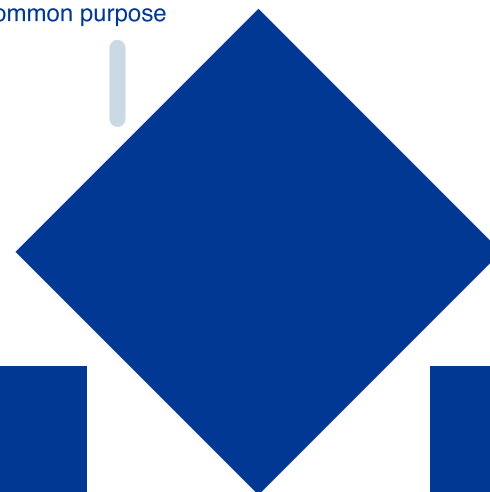
The change of our corporate logo shows that as an innovative company, we continue to adapt, thrive and challenge in our three key business fields by combining all our employees' knowledge and diligence.

The employee's wisdom and sense of common purpose

What does MATSUI do?

Matsui Corporation is a trading company specializing in machinery.

We are a sales agent for domestic and overseas manufacturers and engage in the domestic sales and import/export of hydraulic equipment, lubricating machines, transmitter machines, braking equipment, measuring equipment, auto parts, marine equipment, fishing equipment and machines, fish farming materials, fishery research materials, pleasure boats, vessels, marine oil recovery equipment for oil spills, signal generator for TV factories, and air conditioning equipment. Our customers are diverse manufacturers of construction machine vehicles, special vehicles, agriculture machines, dairy machines, automotive, railroad, elevators, machine tool, industrial machines, factory machines, steel work machines, home electric appliances, shipbuilding, deck machinery, fishery machines and shipbuilding machines, university/fisheries research institutes, and various government agencies. Matsui employs over 20 salespersons with national qualifications including: "Government Certified Technical Engineer of Oil Hydraulic Systems", and "Marine Equipment Meister (Master)", "Fish Meister (Master)", and such qualification. Our knowledgeable sales engineers may offer you accurate advice and proposal.



Main Product for [General Industry]

P.3~P.8

Hydraulic, pneumatic and lubricating equipment of domestic and overseas manufacturers.

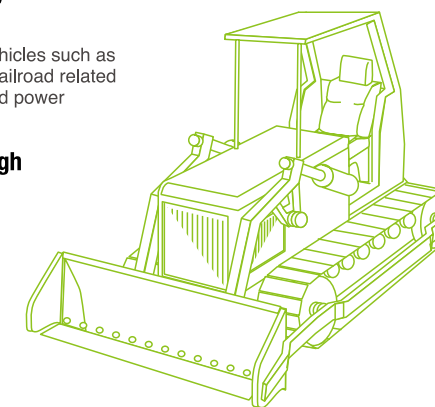
→Supply to manufacturers of construction machine vehicles, special vehicles such as truck mount aerial work platforms, agriculture machine vehicles and railroad related vehicles, machine tools /press machines/industrial machines and wind power generator.

Imported measurement tools, brake equipment, and ultra-high pressure seal plugs from Germany and Switzerland.

→Supply to auto and elevator industries

Industrial and equipment machines from various manufacturers.

→Supply to steel plants, home electronics factories, and industrial machine factories as production equipment.



Main Product for [Marine Industry]

P.9~P.11

Ships /shipbuilding related machines from domestic & overseas manufacturers.

→Supply to domestic /overseas shipyards and ship owners.

Equipment and machinery designed by Matsui for fishing boats.

→Supply to fishery cooperatives/fishermen/local ironworks

Aquaculture/laboratory equipment (such as fish tanks, feed and fry).

→Supply to fisheries research institute/fish farms/ universities/aquariums

Oil spill response equipment for oil spill disasters to prevent pollution from European and American manufacturers.

→Supply to Petroleum Association of Japan (PAJ)/ petroleum bases/Japanese Coast Guard/ shipyards/etc.

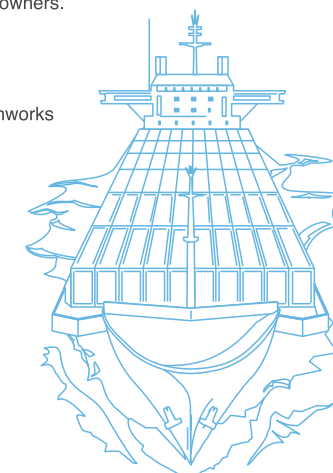


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Global Presence in [International Trade]

Subsidiary (Suburbs of Los Angeles):

In 1977, we established MATSUI (U.S.A.) Corporation in Los Angeles, CA, USA. During the early days, MATSUI (U.S.A.) played an active role as an import base of cast and forged iron products from Japan to U.S.A. It is now prevalent as an exporter of machines/fishing equipment mainly for American tuna purseiners to Japan/Korea/Philippines/Ghana.

Representative Office (Shanghai):

To enhance our trading business with China, which started in 1983, MATSUI Corporation established a resident office in Shanghai, China in 1994. The Shanghai office mainly deals with export business from Japan to China. And supplies Made in Japan products such as: deck machinery and marine air conditioner to Chinese shipyards and ship owners, machines and broadcasting equipment to major steel producers, and signal generation equipment that are necessary for TV manufacturing in China.

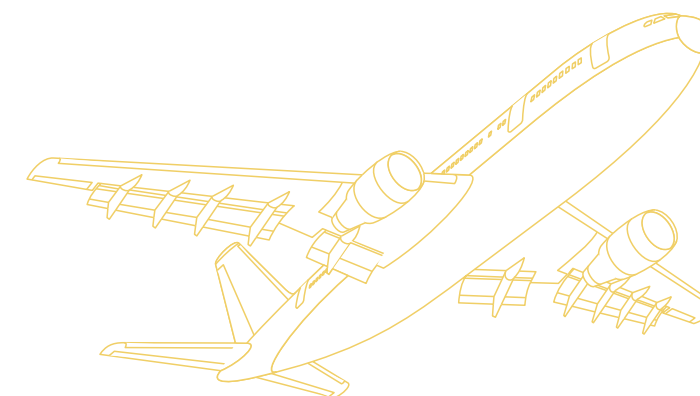
Brazil Liaison Office (Sao Paulo):

We established a liaison office in Rio de Janeiro, Brazil in 2006 and then later moved to Brazil's biggest city, Sao Paulo in 2009. This liaison office plays an active role in providing information for selling Japanese made large valves/Coil Strapping Machines /others that are used for equipment maintenance at major steel producers in Brazil.

Other Direct Trade

[Export]We export all our products to Korea/Taiwan / Thailand /Great Britain/other countries.
[Import]We import vehicle parts, telemeter measurement equipment, brakes, captain chairs for vessel, oil spill response equipment, etc. from Switzerland/Germany/Norway. We also import leisure boats from U.S.A. We import hydraulic motors and disc brakes for agriculture machine from Korea. We import cast iron products and hydraulic pumps from China.

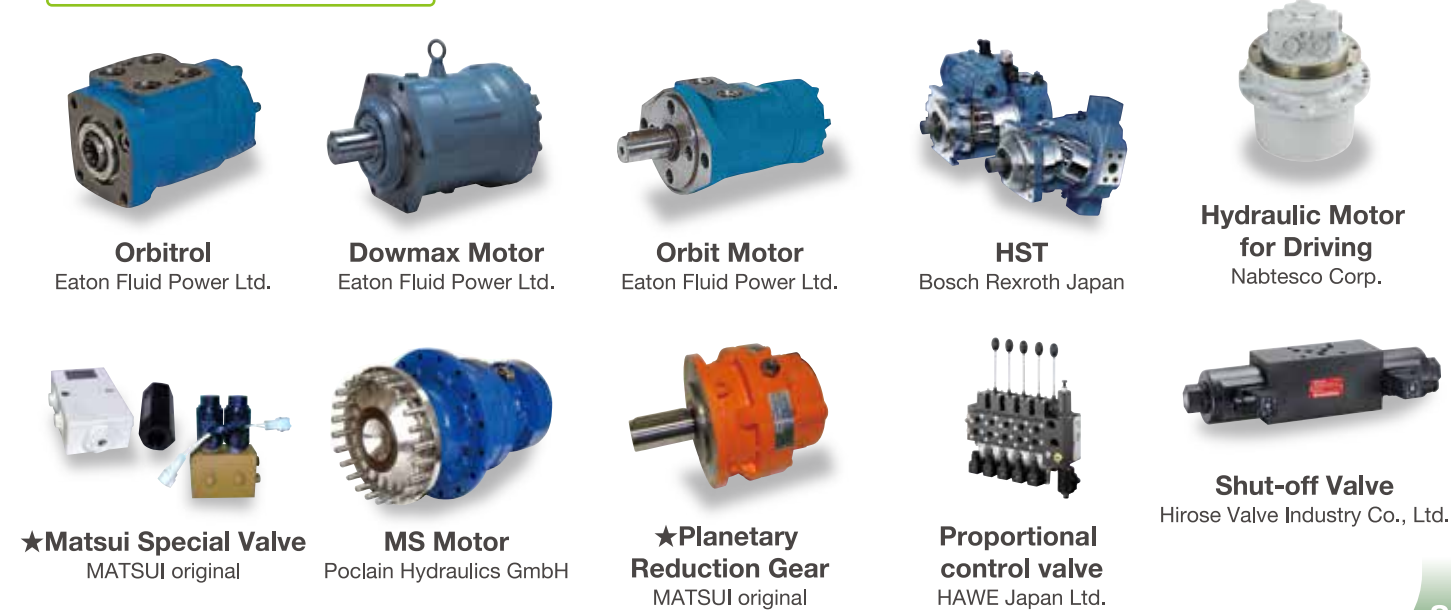
P.12



Special Vehicles/Construction Machinery/ Mobile Elevating Work Platform/ Ground Improvement Machine Markets

These vehicles are frequently used in various construction/work/transportation. We supply hydraulic equipment that is an important functional parts for rotation, expansion and contraction of driving devices/steering devices/functional equipment to each of the vehicle manufacturers.

Products supplied by MATSUI



Agricultural Machine /Dairy Machine/ Silviculture Machine/Golf Course Maintenance Vehicles/ Railroad Train Markets

Harvesting machines for farm products, machines for land improvement, and wrapping machines for pasture to support dairy. Tree harvesters, and transporting machines for forestry. Grass cutters, and recovery machines for golf courses. Snowplow cars, railway cars and new railroad train. We supply hydraulic equipment, etc. for steering equipment, running gear, and operation of those cars to each machine/railroad train manufacturers.

Products supplied by MATSUI



supply

Finished Product by Customer



Finished Product by Customer



★Marked product are "ONLY MATSUI" product such as MATSUI original products or the products on which MATSUI has the exclusive import agent right.

Machine Tools/Press Machine/ Industrial Machinery/Factory Equipment Markets

We supply hydraulic unit devices, lubricating equipment, air conditioning equipment and transmitter equipment to general manufacturers of mother machines such as machine tools, press machines and other machines for producing various products, and makers of factory equipment such as crane.

Products supplied by MATSUI



Finished Product by Customer

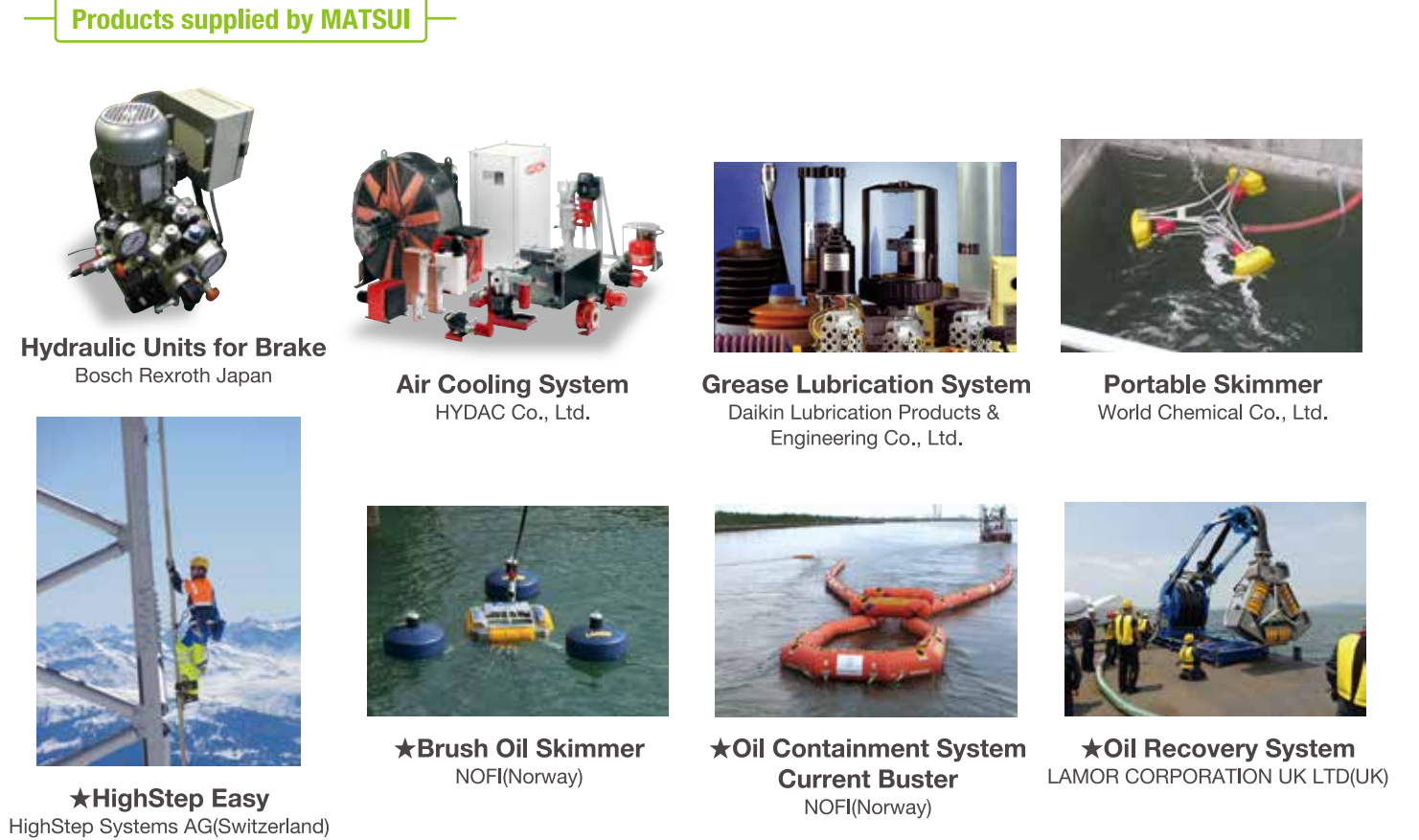
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Clean Energy/ Environment Protection System Markets

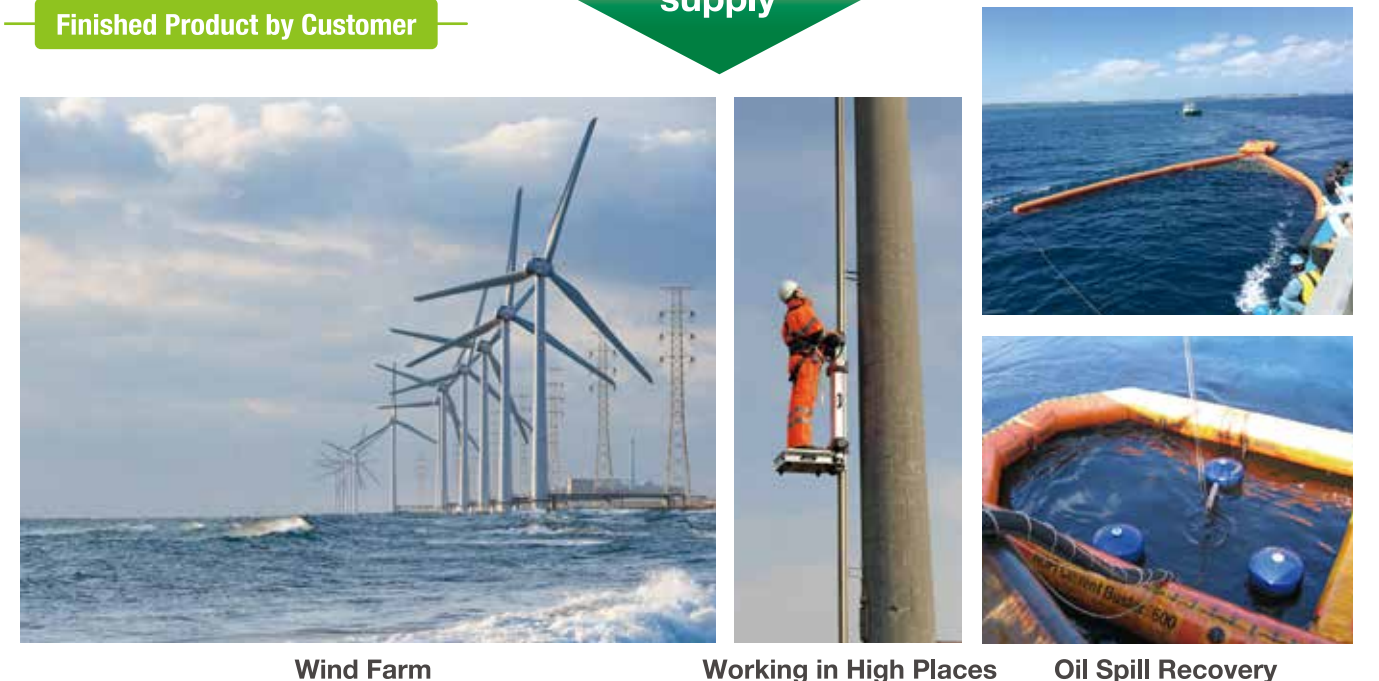
We supply hydraulic devices, lubrication Unit, air cooling units and others for large Japanese made wind power generation devices. We also deal with maintenance related business for existing imported wind power generation devices. In addition, we import oil spill response equipment for oil spill accidents from Europe and supply to agencies that protect Japanese seas from damages caused by oil spill.

Products supplied by MATSUI



Finished Product by Customer

supply



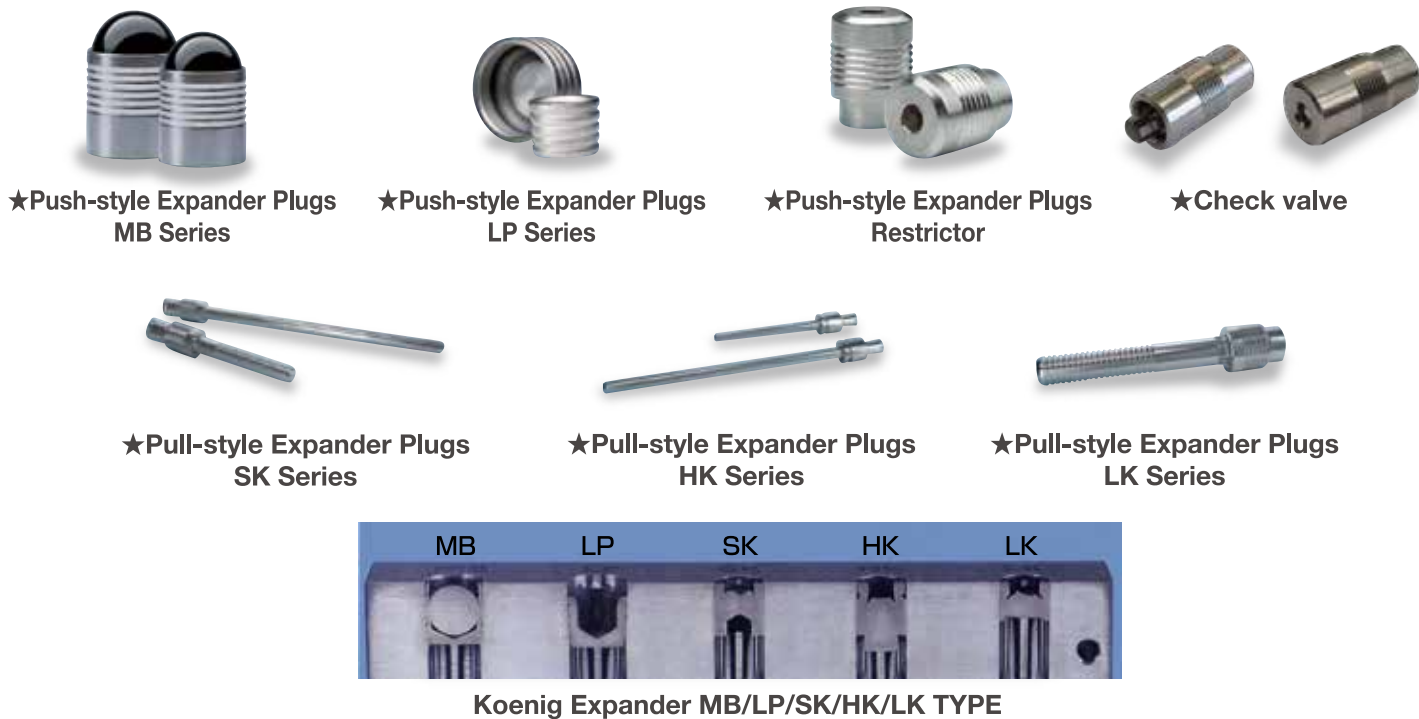
★Marked product are "ONLY MATSUI" product such as MATSUI original products or the products on which MATSUI has the exclusive import agent right.

Automotive Parts and Hydraulic Equipment Markets

Ultra-high performance Seal Plugs / Koenig Verbindungstechnik (Switzerland)

Since we first introduced the Koenig Expander into Japan in 1974, this expander has been widely used for sealing of holes in automobile parts and hydraulic equipment as seal plugs for machined holes which can bear a rated pressure up to 500bar. In the automobile market, they are used for ABS, hydro brake booster, transmission, fuel injection systems, pumps for common rail, active suspension, and pressure sensors. And in the hydraulic market, they are used for hydraulic pump, valve, manifold block, and etc. Also by applying its sealing method, Orifice (Product Name: Restrictor) and Check-Valve are newly on our product lineup. The benefit of these new products are easy installation to the inner oil-passage, without any threading or adhesive needed.

Products supplied by MATSUI



supply

Examples



Measuring Equipment for the Research and Development of Automotive, Motorcycle, and Marine Engine Markets

Telemeters and Torque meter / Manner Sensortelemetrie GmbH (Germany)

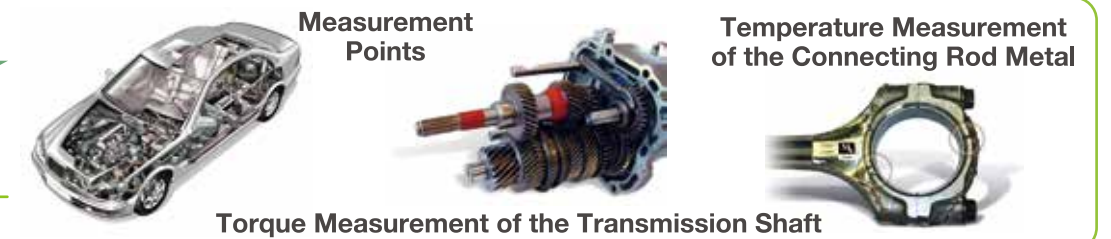
Manner's telemeter (a data transmission device), which is made in Germany, transmits the measured data such as torques, temperatures, and pressures inside the rotating object without any contacts. At the same time, the transmitter integrated inside the object could be power-supplied from the outside. One of the telemeter with over hundreds of channels are actually used by the Airbus for diverse measurement of the turbine blade. In Japan, it is used for research and development of the automotive engines.

Products supplied by MATSUI



supply

Examples



Elevator/Stage Settings Markets

Brakes / Chr. Mayr GmbH + Co. KG (Germany)

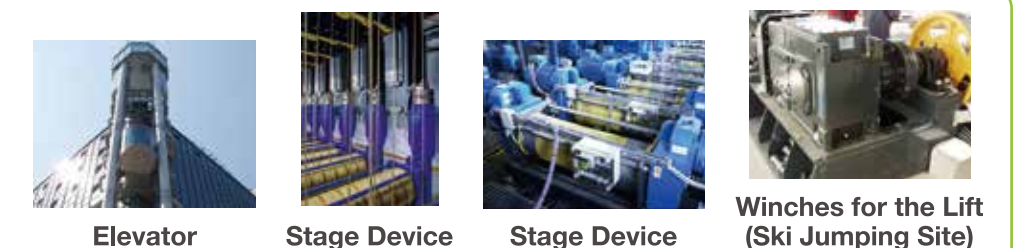
Mayr products are specialized for individual purposes. Especially the brakes used for elevators and stage sets are valued highly by the major elevator manufacturer and the famous stages in Japan, for its super low-noise design (below 50dBA) and stability in brake torque.

Products supplied by MATSUI



supply

Examples



★Marked product are "ONLY MATSUI" product such as MATSUI original products or the products on which MATSUI has the exclusive import agent right.

Shipbuilding Materials/Marine Equipment Markets

For many years, we have been in the business related to the shipbuilding industry. We supply machinery for vessels such as deck machinery/stern equipment/marine packaged air conditioners to shipyards and also hydraulic equipment to manufacturers that produces deck machinery for large vessels. In addition, we import chairs for ship pilots seats from Germany, Waterjet manufactured in Sweden, Ballast Water Management System manufactured in UK which we supply to our customers.

Products supplied by MATSUI



HIAB Crane
Cargotec Japan Ltd.



Motor Direct Mount Control Valve
Dyden Corporation



Operating Valve with Remote Controller
Dyden Corporation



Side Thruster
Nakashima Propeller Co., Ltd.



★Passenger Seat
Cleemann Chair-Systems (Germany)

★Pilot Chair
Cleemann Chair-Systems (Germany)



Controllable pitch propellers
Nakashima Propeller Co., Ltd.



★Waterjet Propulsion System
Marine Jet Power



Winch
Manabe Zoki Co., Ltd.



Automated Mechanical Coupler for Pusher-Barge
Taisei Engineering Consultants, Inc



Marine Air Conditioner
Daikin MR Engineering Co., Ltd.



★Ballast Water Management System
Evoqua Water Technologies

Fishing Boat/Fishing Gear Markets

This is our origin, and where we have started from.

Our proposal of internal-combustion engine, stern equipment, fishery equipment, and hydraulic fishery system towards fishing boats has contributed to the industry's labor-saving and modernization.

The business varies widely among set-net fishing boats for Salmons, Scallop fishing, Saury fishing, round haul netting of Mackerels in Kyushu region, and aquaculture of the Tuna fishes.

Products supplied by MATSUI



Rotary Hydraulic Control Valve
Dyden Corporation



★Hydraulic Motor with Planetary Reduction Gear
MATSUI original



★Dreger Winch
MATSUI original



Downmax Motor
Eaton Fluid Power Ltd.



Ball Roller
Koyo Co., Ltd.



TRIPLEX Net Winches
TRIPLEX



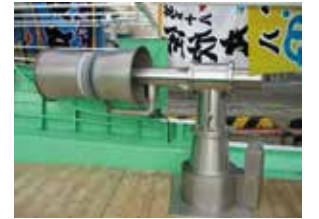
★Solenoid Clutch Pump
MATSUI original



★Capstan
MATSUI original



HIAB Crane
Cargotec Japan Ltd.



★Net hauler
MATSUI original



Seaweed Pump
Heisin Co., Ltd.



★Waterjet Propulsion System
Marine Jet Power

Finished Product by Customer



Tug Boat



Waterjet Vessel



Pusher & Barge



Windlass Mooring Winch



Harbor Container Crane



Ferry Boat

Finished Product by Customer



Fish Catching Scene



Fixed Net Fishing Boat



Nordic Roundhaul Netter Boats



Purse Seiner



Scallop Dredger Boat



Fixed Net Fishing Boat

supply

Fish Farming/Fisheries Research/Aquarium Markets

With special knowledge that we gained over the years, we also supply equipment to the aquaculture (fish farming) market. With our motto "Shifting from Catching to Breeding and Farming", we deal with various marine products industry: Supply fertilized eggs of Coho salmon and lake smelt, and the Sturgeon fry. Supply farming equipment for tuna farms on shores and lands. Supply display water tanks and baits for aquarium. Supply extermination equipment such as electro fisher boat to exterminate harmful, invasive foreign species in order to protect indigenous fish in Japanese water. Supply research materials for the fisheries experimental station, fish farms, and fisheries schools. Supply fishing nets for research. Supply Tea-Catechin for quality protection.

Products supplied by MATSUI



Electro-Fishing Boat
K-Engineering Co., Ltd.



PVC Tank Kit
National Marine Plastic Co., Ltd.



Foam Decomposing Device
Plesca Co.,Ltd.



★**Attached Demersal Eggs Incubator**
MATSUI original



Rotary Fish Trap
EG Solutions



Remotely Operated Vehicle
Deep Trekker Inc.



★**Dechlorinating Device**
MATSUI original



Fish Transporting Pump Unit
Matsusaka Ltd.



★**Detroc Coupelles**
MULOT



Magnet Pump
Iwaki Co., Ltd.



Compact Water Quality Measuring Device
Xylem Japan



★**Coupelles**
MULOT



Heater & Cooler System
Iwaki Co., Ltd.

Finished Product by Customer and Working Environment



Milldam for Salmon Catch in Hokkaido



Aquarium



Aquarium



Prefabricated FRP Tank



Circulating Tank



Fish Preserving Net



Circular FRP Tank



Cherry Salmon

Global Trading Operations

Since we first established our sales office in Taipei, Taiwan in 1962, we have been actively trading internationally with various countries. Currently, we have the sales bases in U.S.A./China/Brazil and trade mainly with these countries as well as other countries.

EXPORT

Windlass Mooring Winch
Manabe Zoki Co., Ltd.

Marine: Marine Air Conditioner
Daikin MR Engineering Co., Ltd.

Marine Hydraulic Operating Valve
Dyden Corporation

Operating Valve with Remote Controller
Dyden Corporation

Coil Strapping Machines
Kohan Kogyo Co., Ltd.

Side Thruster
Nakashima Propeller Co., Ltd.

Descaling Valve
Kyokuto Valve Mfg. Co., Ltd.

Doctor Blades
Doctor Manufacturing Co., Ltd.

Absocoder
NSD Corporation

Oil Filtration Device
Nihon Roka Kogyo Co., Ltd.

Descaling Nozzle
Kyoritsu Gokin Co., Ltd.

Grease Lubrication System
Daikin Lubrication Products & Engineering Co., Ltd.

IMPORT

★**Expander plugs**
SFC KOENIG AG (Switzerland)

★**Pilot Chair**
Cleemann Chair-Systems (Germany)

★**Telemeter**
Manner Sensortelemetrie (Germany)

★**Boston Whaler Pleasure boat**
Boston Whaler (U.S.A.)

★**Brake**
Chr.Mayr GmbH (Germany)

★**Waterjet Propulsion System**
Marine Jet Power

★**Oil Recovery System**
LAMOR CORPORATION UK LTD(UK)

Gear Pump
MARZOCCHI POMPE S.p.A.

Brake
Knott GmbH

★**Ballast Water Management System**
Evoqua Water Technologies

★**Hydraulic Piston Motor**
Korea

★**Disc Brake**
Korea

Hydraulic Power Pack
HYDRO-TEK

★Marked product are "ONLY MATSUI" product such as MATSUI original products or the products on which MATSUI has the exclusive import agent right.

Office Network



SAPPORO Branch Office

10-chome 5-5,
Kita 33-jo Higashi
Higashi-ku, Sapporo,
Hokkaido 065-0033 Japan
TEL : +81-11-733-2022
FAX : +81-11-733-2023



Permanent Test-Stand

SENDAI Branch Office

1-19, Hinodemachi 1-chome,
Miyaginoku, Sendai
983-0035 Japan
TEL : +81-22-284-8881
FAX : +81-22-284-8885



OSAKA Branch Office

1-11, Sangenya Nishi 1-chome,
Taishoku, Osaka 551-0001 Japan
TEL : +81-6-6552-1151
FAX : +81-6-6551-1122

TOKYO Headquarter

4-7, Azabudai 2-chome, Minatoku,
Tokyo 106-8641 Japan
TEL : +81-3-3586-4141
FAX : +81-3-3224-2410



FUKUOKA Branch Office

14-7, Hakataeki Minami 2-chome,
Hakataku, Fukuoka
812-0016 Japan
TEL : +81-92-441-1851
FAX : +81-92-441-1855



Permanent Test-Stand

* Permanent Test-Stands are located at Sapporo branch and Fukuoka branch for product testing, and trouble testing.

Company Profile

[Name] Matsui Corporation
[Established] Feb.1, 1947(Showa era 22)
[Capital] JPY 90 Million
[Employees] 75

30 -"Government Certified Technical Engineer of Oil Hydraulic System",
Including technical experts:
4- Marine Equipment "Meister(Master)" and
2-Fish "Meister(Master)"

[Executives and Officers]

CEO and President : Gentaro Matsui
Executive Director : Yojiro Matsui
Corporate Officer : Hiroshi Tabata
Corporate Officer : Nobutoshi Nishii
Corporate Officer : Tsunehisa Sakano
Auditor Yoshikazu : Kasuya(Certified Public Accountant)

[Adviser]

Technical Adviser: Seiichi Hoshino
(Consultant Engineer, Machine Division)
Legal Adviser: Katsumi Hata (Lawyer)

[Line of Business]

Matsui Corporation is a trading company specialized in machinery and engaged in the domestic sales and import/export of

- Hydraulic Equipment/Pneumatic Equipment/ Lubricating Equipment
- Measurement Equipment/ Brakes
- Vessels/Shipbuilding Materials/Fishery Equipment
- Industrial Machinery/Construction Machinery/Tools
- Materials and Machinery related to Fisheries Research and Fish Farming
- Environmental Protection Systems/ Oil Spill Response Equipment
- Wind Power Generation Related Equipment
- Other Related Services

[Bank Accounts]

MUFG Bank, Ltd.
Sumitomo Mitsui Banking Corporation,
Resona Bank Ltd,
Mizuho Bank Ltd,
Kinki Osaka Bank Ltd,
and Daisan Bank Ltd.

[Business Association Membership]

Japan Fluid Power Association,
Japan Marine Equipment Association,
Japan External Trade Organization,
The Tokyo Chamber of Commerce and Industry,
Japan Stern Equipment Association,
Japan Marine Industry Association,
Japan Marine Recreation Association,
Kanto Ship Machinery & Equipment Association,
Tohoku Ship Machinery & Equipment Association,
The Japanese Society of Fisheries Service,
Japan Wind Power Association,
Japanese Association of Zoos and Aquariums,
Society of Automotive Engineers of Japan,
Turbomachinery Society of Japan

Company History



(1947)

- 1947 The late Tadashi Matsui established Matsui Commercial Co., Ltd. at 710, Miyajiri-cho Ise-shi, Mie-prefecture, Japan. Capital: JPY180,000.-
- 1949 Headquarters was moved to 1-27 Taisho-dori Taisho-ku Osaka-shi
- 1957 Established Tokyo branch office
- 1959 Established Fukuoka and Sapporo branch offices
- 1961 Commenced full-scale business in Hydraulic equipment
- 1962 Established an office in Taipei, Taiwan and commenced full-scale overseas trading operation.
- 1964 Launched Matsui Industries Co., Ltd. as a subsidiary and commenced the manufacture of stern equipment.
- 1967 Received a certificate given by the Ministry of International Trade and Industry for enterprises that contribute to exports.
- 1972 Established Sendai branch office
- 1973 Moved headquarters to Tokyo upon completion of an office building at 4-7, Azabudai 2-chome, Minato-ku.
- 1975 Established a Los Angeles branch office in U.S.A.
- 1977 Los Angeles branch was converted to overseas affiliate status and renamed Matsui (U.S.A.) Corporation.
- 1978 Capital was increased to JPY 90 million.
- 1982 Corporate name was changed to Matsui Corporation and merged with Matsui Industries Co., Ltd. Masaaki Matsui became CEO and President of the combined entity.
- 1983 Launched China trade business, mainly exports.
- 1987 Entered full-scale aquaculture materials and pleasure boat businesses.
- 1993 The late Tadashi Matsui, Chairman, was honored by the Emperor for his life-long dedication to the development of Japanese industry.
- 1994 Established representative office in Shanghai, China.
- 1996 Received a certificate given by the Ministry of International Trade and Industry for enterprises that contribute to imports. Entered the markets for environmental protection systems and oil spill response equipment.
- 1997 Revised the Matsui Corporation trademark and logo in celebration of the 50th anniversary of our foundin
- 2006 Established liaison office in Brazil.
- 2007 On the occasion of our 60th anniversary, the registration of headquarters was transferred from Osaka to Tokyo.
- 2008 Accepted conveyance of import materials such as measurement equipment/telemeter business and brake business. Started supplying equipment for wind power generation facilities
- 2010 Masaaki Matsui, Chairman, has awarded a Yellow Ribbon Medal from His Majesty the Emperor of Japan.
- 2012 Masaaki MATSUI became Chairman of company. Establishment of affiliated company in China, MATSUI (CHINA) CORPORATION
- 2016 Started our business in selling the Waterjets and Ballast Water Management System.
- 2017 Began sales of SOx Scrubber System and Fuel Gas Supply System(FGSS) .
- 2018 Gentaro Matsui became President and Chief Executive Officer, Yojiro Matsui became Executive Director

Overseas affiliated company

■ MATSUI (U.S.A.) CORPORATION

17785 Center Court Drive, Suite 185
Cerritos, CA 90703, U.S.A.
TEL : 562-653-0401
FAX : 562-653-0412
[CEO and President] Masaaki Matsui
[Executive Vice President] Sunghee Kim



MATSUI (U.S.A.) Corporation was established as our local subsidiary in the U.S. in 1977 and its headquarters is located in a suburb of Los Angeles. It primarily supplies machines, engine parts, and materials to American purseiners owned by Korean and Philippine tuna fishing companies.

■ MATSUI (CHINA) CORPORATION

Room 601-602, Huaihai China Tower,
885 Renmin Road,
Shanghai 200010 China
TEL : 86-21-63287841
FAX : 86-21-63265785
[CEO and President] Gentaro Matsui
[President] Pan Dakang



We closed our representative office in 2012 after 18 years operation. We newly founded affiliated company in China to expand our operation in China.

Overseas Office

Sao Paulo Office

Attn: Mr. Samuel Shinichi
Saito Rua Maestro Joao
Gomes de Araujo,101 casa 2
Agua Fria - Sao Paulo .
SP - Brasil. CEP : 02332-020
TEL : +55-11-5584-9610
FAX : +55-11-2977-4991

E-mail :
s.saito@matsui-corporation.com.br



...and  **The Employee's Wisdom and Vitality**

We Are Professionals

- 1. To Create Solutions-Understanding customers' needs and providing correct solutions**
- 2. To Create Time -Meeting the challenge of limited time and manufacturing goals**

We are dedicated professionals providing timely solutions for our customers' challenging and complex problems worldwide

www.matsui-corp.co.jp

