



Corporate Profile

I N D E X

- Profile of TOTANI
- Introduction
- Sales achievements / Number of Employees
- Organizational structure
- Overseas agencies



**|| Profile of TOTANI**

Company name	Totani Corporation
Address	5-81 Nakakuze-cho, Kuze, Minami-ku, Kyoto 601-8213 Japan
Phone	(075)933-7610
Fax	(075)933-7602
Representative director and president	Mikio Totani
Line of business	Design, manufacture, and sales of automatic bag (pouch)-making machines Design, manufacture, and sales of automatic bag (pouch)-making and packaging machines
Founded	1952
Established	1961 (Incorporated)
Capital	100 million yen
Annual sales	10,372,000 thousands yen : The January, 2017 period
Employees	205(Domestic)160 (worldwide) : as of Jan. 2017
Plant site space	Approximately 6,816 m ²
Plant building space	Approximately 3,990 m ²

**|| Profile of TOTANI**

Export countries	Germany, France, Switzerland, Austria, Russia, Turkey, United States, Canada, Mexico, Brazil, China, Taiwan, Korea, Thailand, Indonesia, India, 57 countries including Australia
Factories	Head office and main factory 5-81 Nakakuze-cho, Kuze, Minami-ku, Kyoto 601-8213 Japan
	West factory 1st & 2nd 5-15 Nakakuze-cho, Kuze, Minami-ku Kyoto 601-8213 Japan
	South factory 106 Tonoshiro-cho, Kuze, Minami-ku Kyoto 601-8205 Japan
	East factory 4-44 Nakakuze-cho, Kuze, Minami-ku, Kyoto 601-8213 Japan



|| Introduction

Totani products are born from original ideas.

Totani is not focused on originality for its own sake. We began our own original development when the technology, configuration system, software, or other element that we required could not be found anywhere in the world. This development and our pursuit of perfection resulted in the creation of original Totani products. As both a top company in the industry and a leading manufacturer of packaging, Totani will continue to pursue new technologies based on original ideas in the future.

A revolutionary control system that stunned the industry

In 1976, Totani developed the industry's first packaging system that operated round-the-clock using microcomputer control. At that time, even the automobile industry had not yet adopted microcomputer control.

This development was conducted using a mainframe computer through an agreement with NTT (which was at that time Dendenkoshi). A tremendous amount of time was invested in the trial-and-error development of self-diagnosis functions and other elements. In 1977, we developed the BH-600 three-side-seal automatic bag-making machine. Totani developed the image sensor and microcomputer on the hardware side, and the interface and sensor circuit with modern control logic on the software side.

Now "microcomputer control" is nothing unusual, even in household appliances. However, at that time, it was an unfamiliar word. Nonetheless, our customers praised Totani microcomputer control for its high performance and ease of use.

The new product of AC servo which we released in 1987 transformed the concept of control, and gave the industry a strong dose of culture shock. In 1989, we developed the heater up-down servo drive, and completed the basic form of the latest bag-making machines. An accumulation of these technologies has become the solid technological strength of Totani. Our worldwide customers recognize that Totani is the number one source for bag-making machines in the industry today.

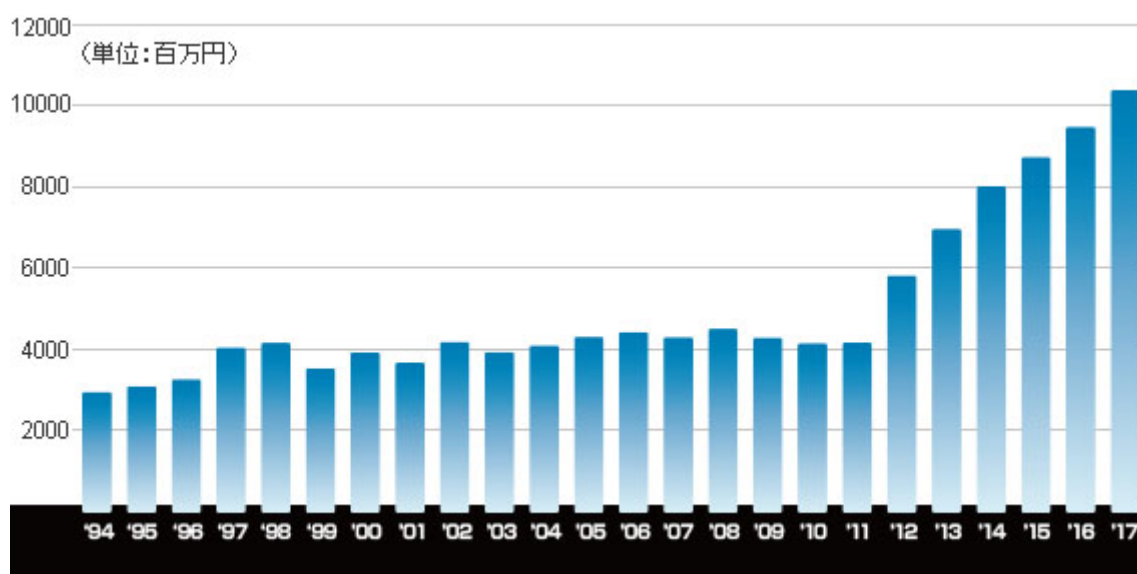
Even overseas, "Totani" is synonymous with bag-making machines.

The international market is unforgiving in its evaluation of capabilities and cost performance, however Totani has succeeded in gaining the overwhelming support of its customers. We now export to over 50 countries, and exports account for approximately 60% of our total sales. Our customers include P&G, Dow Chemical, and a long list of other globally-recognized companies.

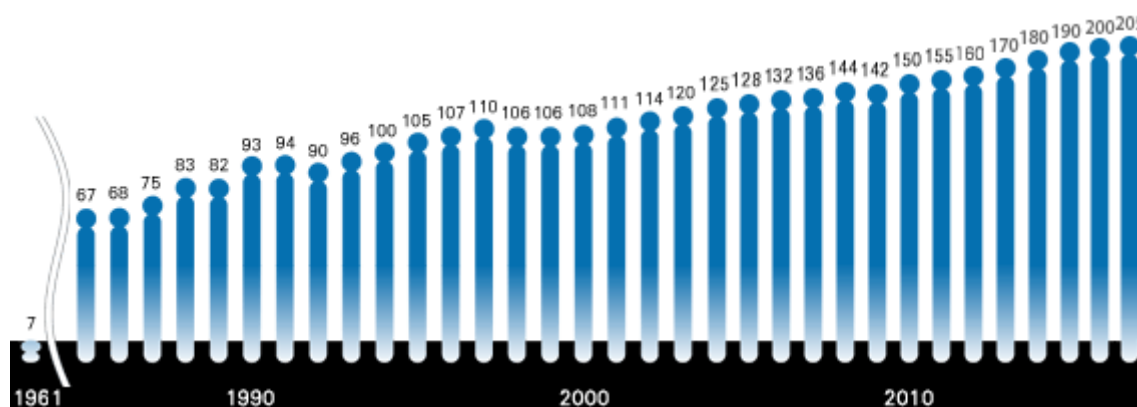
Environmental concerns and other social contributions are an important corporate theme.

Totani gives priority not just to economic efficiency, but also works to incorporate global-scale environmental concerns. From this perspective, how the pouches can be disposed of as trash is an important issue. Therefore, Totani continues to research and develop new technology for pouches, with a focus on environmental problems.

Sales achievements



Number of Employees

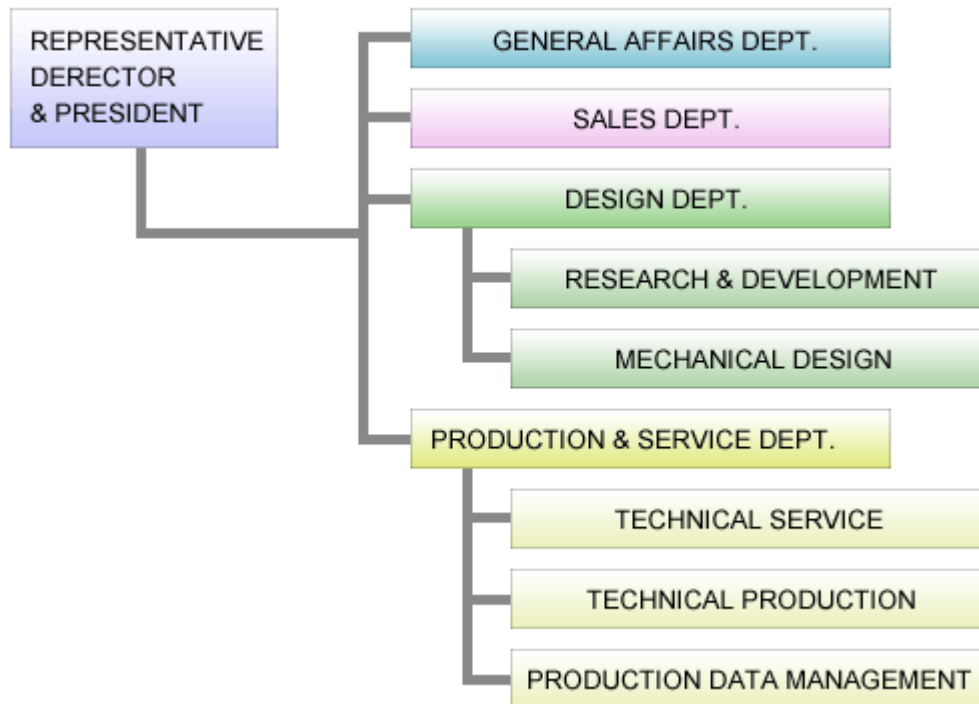


Number of patents held by Totani Corporation

Patent Pending	Domestic:12 Overseas:100 Details:United States11, Canada7, Austria7, Russia4, Thailand2, India24, China9,Indonesia1, Brazil16, Europe19)
Registered Patent	Domestic:77 Overseas:150 Details:United States30, Canada25, Austria23, Russia21, China27, Hong Kong7, Europe17)

As of April 1, 2017

Organizational structure



**Overseas agencies****Totani America, Inc.**

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