

### Takegawa Main Office • Technical Center

Sales	810-1 Namerikawa, Dategata, Kakegawa-shi, Shizuoka 436-0005	☎ +81-537-27-1791 FAX +81-537-27-1716
Service sec.	810-1 Namerikawa, Dategata, Kakegawa-shi, Shizuoka 436-0005	☎ +81-537-27-1711 FAX +81-537-27-1810
Overseas Business	810-1 Namerikawa, Dategata, Kakegawa-shi, Shizuoka 436-0005	☎ +81-537-27-1791 FAX +81-537-27-1716
General Affairs	810-1 Namerikawa, Dategata, Kakegawa-shi, Shizuoka 436-0005	☎ +81-537-27-1725 FAX +81-537-27-1716
Development	810-1 Namerikawa, Dategata, Kakegawa-shi, Shizuoka 436-0005	☎ +81-537-27-1717 FAX +81-537-27-1435
Manufacturing	810-1 Namerikawa, Dategata, Kakegawa-shi, Shizuoka 436-0005	☎ +81-537-27-0621 FAX +81-537-27-0315
Food Machinery	810-1 Namerikawa, Dategata, Kakegawa-shi, Shizuoka 436-0005	☎ +81-537-27-1719 FAX +81-537-27-1435

### Sales Office

Sales 1	810-1 Namerikawa, Dategata, Kakegawa-shi, Shizuoka 436-0005	☎ +81-537-27-1712 FAX+81-537-27-1752
Kansai	4-3-5 Nomura, Kameyama-shi, Mie 519-0165	☎ +81-595-82-0639 FAX+81-595-82-1752
Kyushu	2004-3 Haruyama-cho, Kagoshima-shi, Kagoshima 899-2704	☎ +81-99-246-7200 FAX+81-99-246-7201
Miyazaki	3367-18 Mochida, Takanabe-cho, Koyu-gun, Miyazaki 884-0005	☎ +81-983-22-2465 FAX+81-983-23-0628
Osumi	7391-3 Iwakawa, Osumi-cho, Soo-shi, Kagoshima 899-8102	☎ +81-994-82-1072 FAX+81-994-82-5352
Nansatsu	4850-1 Kamibeppu, Ei-cho, Minamikyushu-shi Kagoshima 891-0705	☎ +81-993-39-1046 FAX+81-993-39-1265
Fukuoka	77-1 Toyobuku, Yame-shi, Fukuoka 834-0016	☎ +81-943-22-5151 FAX+81-943-22-5150

## KAWASAKI KIKO CO., LTD.

### Main Office:

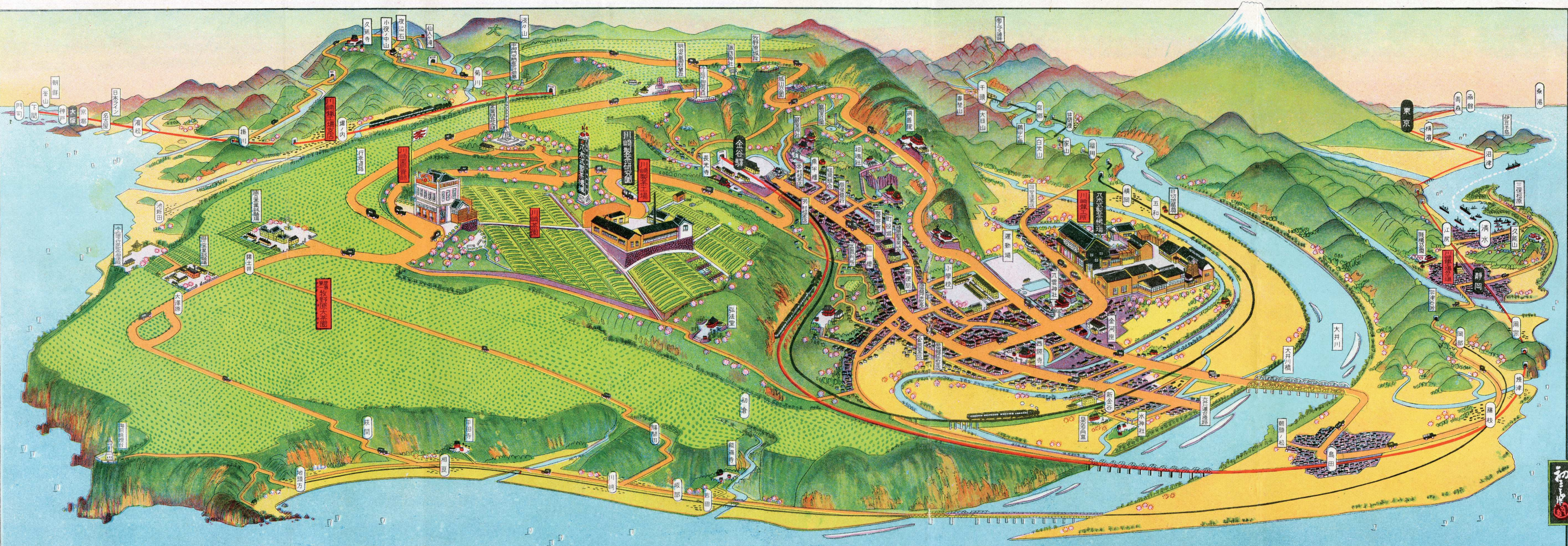
810-1 Namerikawa, Dategata, Kakegawa-shi, Shizuoka JAPAN 436-0005

☎ +81-537-27-1791 FAX: +81-537-27-1716

<http://www.kawasaki-kiko.co.jp>

# KAWASAKI

Into the Future with Green Tea



“Bird’s Eye View of Kanaya Farm”, Hatsuburo Yoshida, 1931

## 100 Years with Green tea and from Hereon into the Future

Since our company’s founding in 1905, we have been developing coarse tea processing equipment such as steamers and dryers mainly in the steeped tea field. Currently, we also provide facilities for general tea production, such as tea farm management machines including harvesters and pest control machines, and high-pressure steam sterilizers for foodstuff products. All of this is part of a continual total effort to “Aim for customer benefits through our product” as described in our company principles. In recent years, interest in tea including green tea has grown worldwide. Everyone around the world has again begun to realize how wonderful it is not only as a thirst quenching and as a functional beverage having health benefits, which of course are highly rated but also as an enjoyable and tasty beverage, which are the original basic qualities of green tea. The varieties, degree of fermentation, processing method, and serving methods and the number of potential combinations of these that are part of the individuality of tea still have many hidden possibilities and give it extremely great appeal as a product of taste and leisure. We will continue to explore each and all possibilities needed to respond to ever diversifying tea needs. We will further continue to provide equipment that enables people around the world to produce tea they can drink with a feeling of safety and peace of mind while also applying the principles of tea making created by predecessors along with our own advanced knowledge and technology. I believe that this is our mission.

**President Yosuke Kawasaki**



### Company Principles

1. Aim for customer benefits through our products
2. Aim to improve the lives of our employees
3. Aim for continued growth of our company

1905	▶ 1905 Kawasaki Imahei Steelworks founded as sole proprietorship	1989	▶ 1989 Moved the Main office and Technology center to the newly completed building in Kakegawa
	▶ 1908 Prototype and sale of Yagi-style coarse grinder		▶ 1999 Moved and built a new office for the Kyushu branch
1917	▶ 1917 Prototype and sale of Yagi-style fine rolling machine	2000	▶ 2000 Completed the riding-type tea plucking machine assembly factory Developed the riding-type tea plucking machine KJ series
	▶ 1952 Established Kawasaki Steelworks Co., Ltd. with 5,000,000 JPY in capital		▶ 2001 Integrated Kawasaki Giken Co., Ltd. sales, and development work into Kawasaki Kiko Launched the riding-type tea plucking machine KJ4
1965	▶ 1965 Completed the large combined tea processing factory		▶ 2003 Developed and launched the adjustable axis coarse rolling machine
	▶ 1969 Selected as an SME streamline model factory Completed construction of the Kakegawa Factory Phase 1		▶ 2004 Acquired quality management system ISO9001 certification
	▶ 1970 Increased capital to 100,000,000 JPY		▶ 2005 Held ceremony to commemorate the 100th anniversary of founding
	▶ 1974 Changed company name to “Kawasaki Kiko Co., Ltd.” as the company grew	2008	▶ 2008 Developed the riding-type tea plucking machine KJ8C/KJ10 C-5J
1981	▶ 1981 Developed the microcomputer-controlled 120K automatic fine rolling machine (automatic processor)		▶ 2009 Acquired a patent for the slit jet plucking method
	▶ 1983 Won the Science and Technology Agency Director’s Award for combined automatic machinery development		▶ 2012 Developed the riding-type multi-functional tea plucking machine KJ4N
	▶ 1986 Held ceremony to commemorate the 80th anniversary of founding		▶ 2013 Developed the new tea processing hybrid line
1988	▶ 1988 Developed an FA system for central management of tea processing factories	2015	▶ 2015 Completed the 1.64 MW solar power plant



A HEALTHY AND AMPLE FOOD DIET

Kawasaki strives to fully support the food industry while focusing on tea by making the most of its long fostered knowledge and technical prowess.



1 Tea Manufacturing Machinery Division (Over 60% of total domestic share)

Making progress towards Energy Savings, Higher Quality, Manpower Savings.

Integrated management systems help us lower production costs and save energy while also, of course, saves man-hours and enhances quality control.

Kawasaki is always in planning mode to apply its technical skills to meeting overseas and domestic customer needs.

Meeting needs due to increasing tea demand, and new demands for domestic black tea and domestic oolong tea, etc.



2 Tea Field Management Equipment Division

Kawasaki is seriously considering a first tea-making plant using riding type tea plucking machines

Kawasaki is now hard at work making these indispensable riding-type tea plucking machines easier to operate and with multi-function so just a few multi-function machines can do the work of many machines.



3 Food Machinery Division

Kawasaki is now spreading out to other areas besides tea

production by applying its long fostered knowhow to other fields

We are working drying of products of all types and shapes using driers incorporating know-how for tea production plants.



4 Analysis and Support Tool Division

100% share of the domestic Japanese tea ingredient analyzer market.

This product has now become a virtual industry standard.

Our tea ingredients analyzer has been sold and shipped to numerous types of institutions in Japan including the National Research and Development Agency, National Agriculture and Food Research Organization, and public testing institutes, Japan Agricultural Cooperatives, and beverage manufacturers all over Japan. Other tea production plant support tools include the Datakeeper and Traceability Software. Kawasaki also provides a speedy output of tea harvest information indispensable for offering safe and reassuring information to the consumer including tea acceptance information and data records.





## Green tea

Deal with expanding needs for matcha and powder tea

◎ Develop a "High-efficiency Tencha production line"

Instead of a traditional brick tea furnace, Kawasaki developed a new high-efficiency Tencha furnace that saves energy and gives a drastic leap in efficiency.

\*Tencha is made from matcha base ingredient, and also called sweet tea, blackberry leaf tea, etc.



Rising popularity of tetra type premium teabags

◎ Develop a "CTC Green Tea line" to meet demands to improve the flavor, watercolor, and extraction efficiency by applying CTC used in black tea manufacturing for green tea production.

◎ Develop a so-called "Hybrid line" by merging the "High-efficiency Tencha line" and "CTC green tea line" into 1 production line.



Demand for tea with special colors

◎ Develop a "Green Tea Flavoring" device

A device capable of enhancing liquid aroma to give "Aromatic Green Tea" a high-quality sweet fragrance in large quantities. This works by controlling the raw tea storage conditions such as humidity, air blow force, and stirring.



## Fermented tea

A recent shift can be seen towards domestic farm products that are aimed at giving safety and peace of mind. One way to revitalize local areas is a trend seen in efforts to expand agricultural production of domestic black tea and domestic oolong tea.

◎ Develop new "Aroma-flavored tea" (including oolong tea and black tea) machine --- Drum-style wilting machine

This effort successfully mechanized the withering process from sun wilting to indoor wilting that was previously done by hand. The drum internal temperature was regulated to allow stable wilting with no effects from outside temperatures.

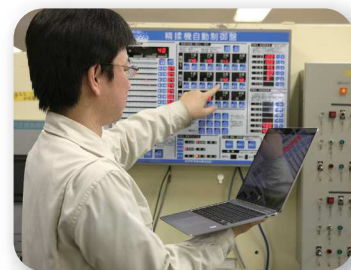
◎ Developing a fully automatic black tea production line Achieving production that automatically wilts, roll-ferments, ferments, stops fermenting and dries the picked leaves. Processor machine is selectable to match the features of the product being produced.



Drum-style wilting machine

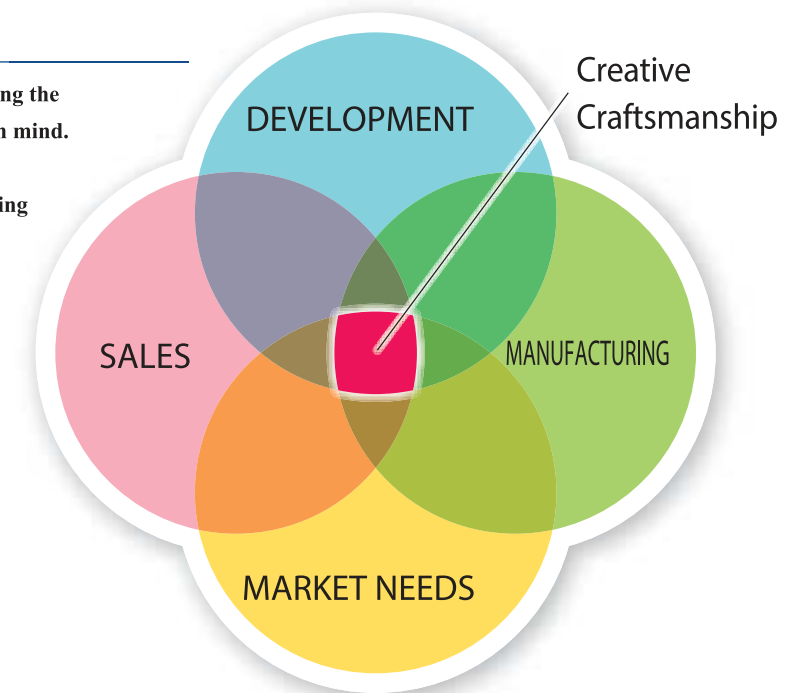


Our mission is to continually provide cutting edge products in the world tea markets by development work seen in terms of customer needs.



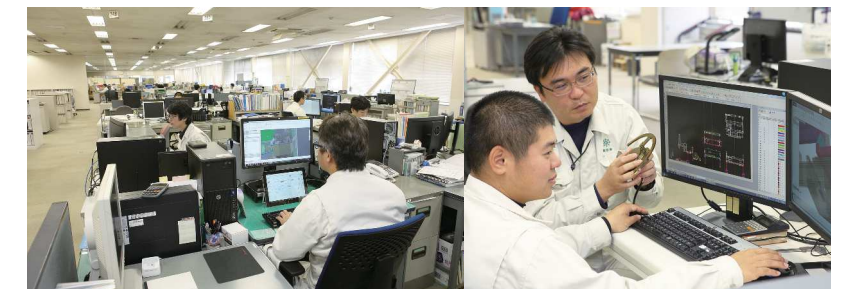
### ◆ KAWASAKI CONCEPTS

We are constantly marketing original products keeping the concepts of high added value and high productivity in mind. While sharing information with each section of the development, sales, and manufacturing, we are building up a cooperative system and constantly developing products swiftly in response to market needs.



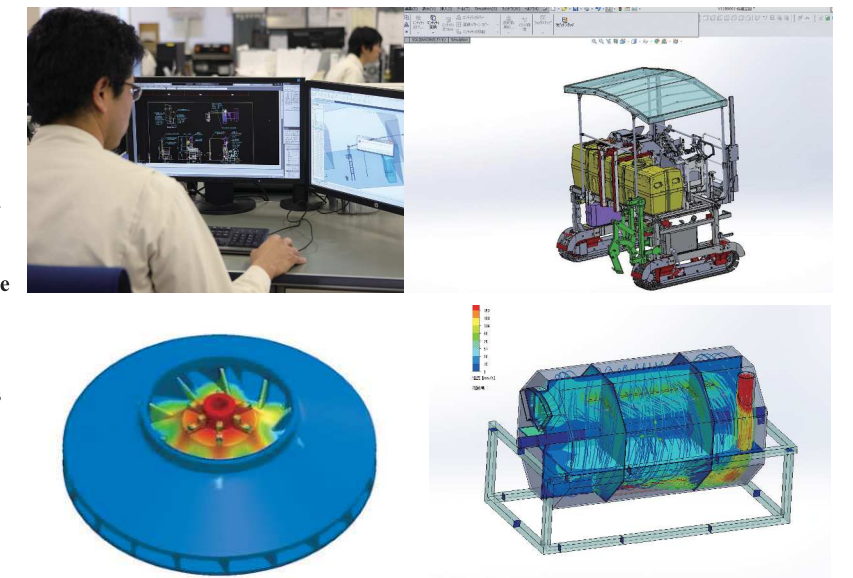
### ◆ CLUSTERING AND CONVEYING KAWASAKI TECHNOLOGY

Engineers from each of the tea manufacturing machinery, tea field management equipment and food machinery division gather on one floor, aiming to acquire Kawasaki in-house technology and pass that technology onwards.



### ◆ KAWASAKI DESIGN AND DEVELOPMENT ENVIRONMENT

The latest in tech environments are fully arranged to allow engineers to turn concepts into reality. By making use of advanced CAE (Computer Simulation) and 3D CAD for information sharing and collaborative work between each division, we proceed with product development simultaneously for each process which reduces the development time and cost. In this way, we are striving to reduce wasted time and effort by concurrent engineering. We further aim to improve design quality by utilizing various analytical tools based on the skills and knowhow we have amassed. In particular, visualization of heat and fluid flow greatly contributes to developing cutting-edge Kawasaki products.



## TOTAL SERVICE

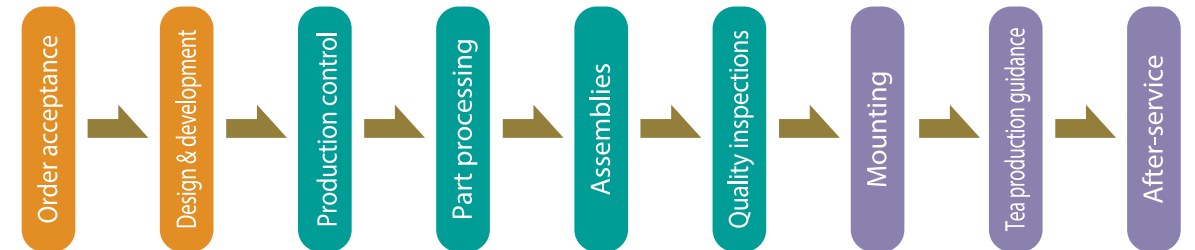


Taking the theme “Aim for customer benefits through our products” which is part of our company principles, here at Kawasaki we strive to give total support for specification analysis, product, shipping, and operating support of the product throughout our entire company system.



### ◆ Flexible production system achieves high-quality with quick delivery

We apply an integrated system in which everything from the processing of main parts to assembly is carried out in-house. In this way, we achieved manufacturing with high efficiency with short delivery times that is ideal for multi-model small-lot production. We ensure delivery of high-quality products to our customers by combining the latest in production equipment with mature technologies.



### ◆ Quality inspections

Quality inspections are made by an expert inspector as close as possible to the actual usage environment such as by using a simulator. These inspections serve to maintain the required quality and prevent the outflow of defective products.



### ◆ Guidance in tea production for making high-quality tea by unique methods

Our company gives easy-to-understand guidance on tea production based on the latest theories on tea production and processing as well as know-how fostered from 110 years of manufacturing tea making machinery. Our advisors coming from all areas ranging from tea farms to tea production also serve as fine consultants for customers.



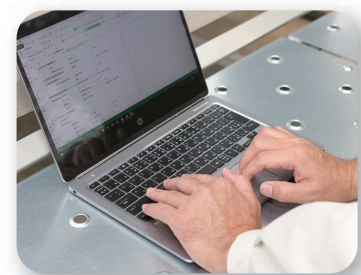
### ◆ FULL AFTER-SERVICE SYSTEM

- ◎ Before the tea harvesting season, inspection and service tasks are performed at the tea production plant as preparation for actual work so the customer can feel peace-of-mind when the tea harvesting season approaches.
- ◎ The after-service system works 24 hours a day during tea production operation in tea harvesting season.
- ◎ The customer management system corresponding to the phone number, displays customer information on a screen matching the customer who called for assistance, to help give a speedy response to the customer using record management.
- ◎ The parts center operates a full and complete part supply system by way of service part management and a nationwide business location network.





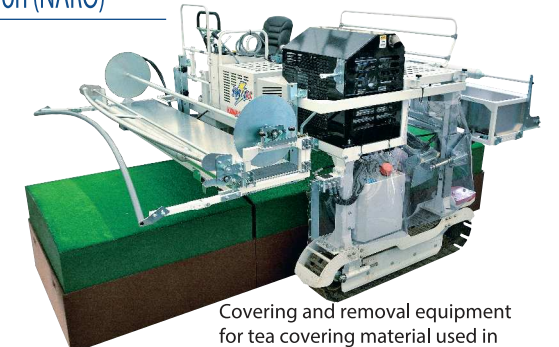
The Kawasaki Kiko Company interacts with industry, governmental and academic institutions in a joint R&D effort to create new technology for this field.



◆ Collaboration with the National Agriculture and Food Research Organization (NARO)

NARO and Kawasaki Kiko have developed covering and removal equipment for tea covering material used in tea bush row farming, as part of the NARO Urgent Development Project.

The newly developed equipment is an attachment that fits on riding-type tea plucking machine. By installing it on a riding-type tea plucking machine, it is possible to both extend covering material over tea bushes and later remove and roll up the covering material. By mechanizing the covering work and removal work that was previously done by hand, it is expected to significantly save labor and greatly expand the scale of covered tea bush row cultivation.



Covering and removal equipment for tea covering material used in tea bush row farming

◆ Collaboration with the Miyazaki Agricultural Research Institute

Labor saving and quality reliability have proved to be issued in the production of semi-fermented tea (oolong tea) grown in mountainous areas. So, by developing new machinery in joint research, and establishing new manufacturing methods, we made it possible to produce semi-fermented tea with significant labor savings and reliable quality



Drum-style Wilting Machine

◆ Collaboration with Shizuoka Prefectural Research Institute of Agriculture and Forestry

Kawasaki Kiko was asked by the Shizuoka Prefectural Research Institute of Agriculture and Forestry to develop a lettuce hauling machine that could serve the massive lettuce cropping system in Shizuoka Prefecture. In response, we made prototypes of a lettuce hauling machine with an adjustable gauge that can travel over the top of the mulch in existing lettuce patches, which also has an extending cargo bed on top.



Lettuce Hauling Machine

◆ Japan International Cooperation Agency (JICA) Project

The “Survey proposal to improve competitiveness in the black tea industry through quality management using tea ingredient analyzers” was chosen as the project for 2014, and Kawasaki Kiko products were introduced in order to realize the new quality management system. Following this, the “Dissemination and demonstration project to enhance competitiveness in the black tea industry using tea ingredient analysis” was chosen as the project for 2016, and the project is underway in collaboration with the University of Shizuoka Tea Science Center and the Shizuoka Prefectural Research Institute of Agriculture and Forestry Tea Industry Research Center.



A tea farm in Sri Lanka

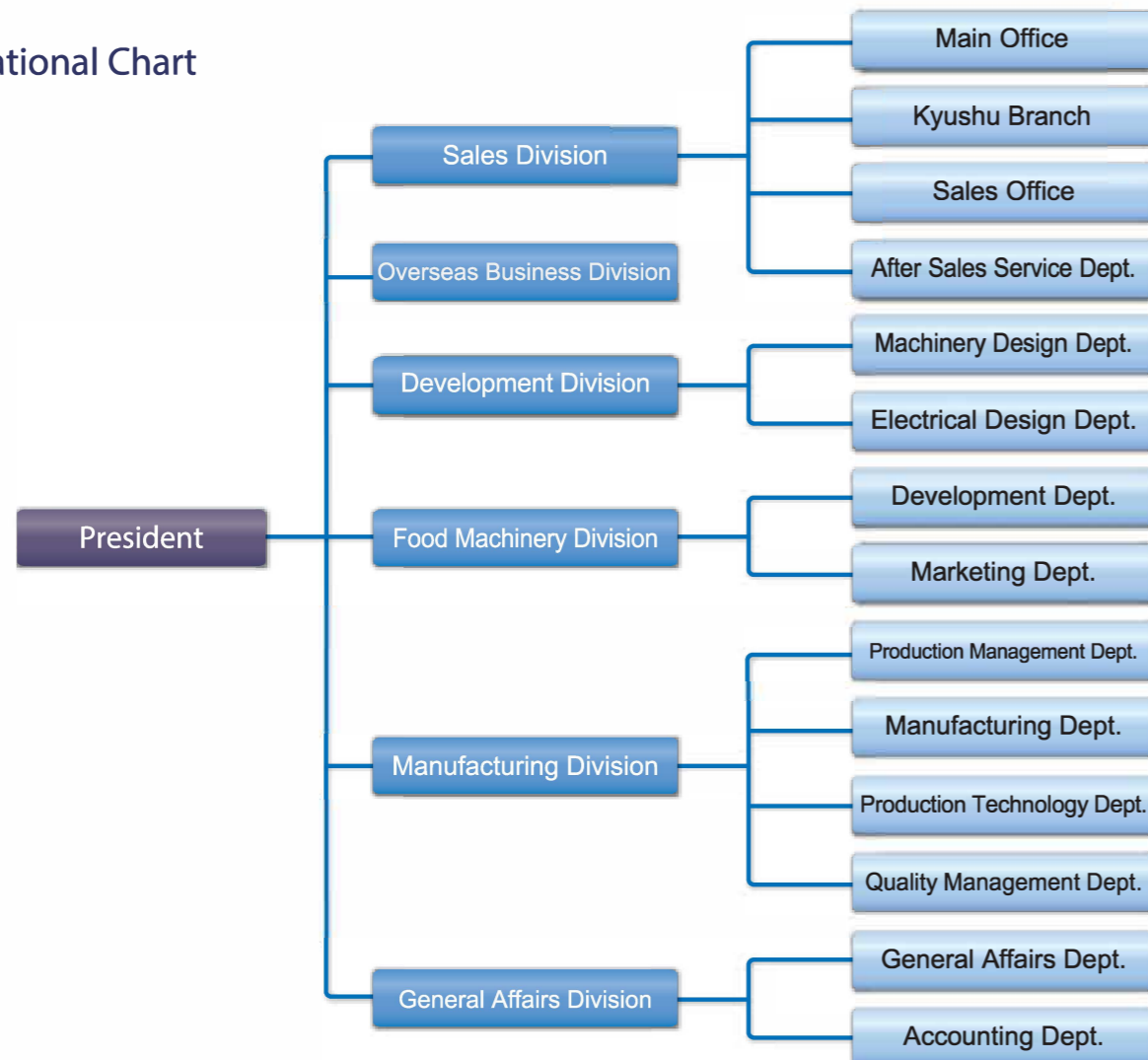
\*Kawasaki Kiko is also involved in many other projects with collaboration between industry, government, and academia.

# Company Profile

## Main Office and Kakegawa Factory



## Organizational Chart



## New Project

### Kawasaki Solar Power Project

● This project will contribute to stopping global warming with solar power, a form of renewable energy.

**1.64**  
MW  
Mega Solar

	System Capacity
Solar Power Plant No. 1	105.84 kw
Solar Power Plant No. 2	757.35 kw
Solar Power Plant No. 3	262.50 kw
Solar Power Plant No. 4	514.50 kw
<b>Total: 1,640.19 kw</b>	



## Company Overview

Name : KAWASAKI KIKO CO., LTD.      Headquarters :  
 Representative : President Yosuke Kawasaki      347-8 Kanayasakae-cho, Shimada-shi, Shizuoka      Site: 16,167 m<sup>2</sup>  
 Capital : 100,000,000 JPY      Main Office & Technology Center :  
 Founded : 1905      810-1 Namerikawa, Dategata, Kakegawa-shi, Shizuoka      Site: 59,329 m<sup>2</sup> Buildings: 20,042 m<sup>2</sup>  
 Established : September 1952      Branch : Kyushu / Kagoshima  
 Employees : 240 (excluding seasonal employees)      Sales Offices : 5 in total / Mie, Fukuoka, Miyazaki , Kagoshima (Osumi and Nansatsu)

## Group Companies

### Kawasakien Co., Ltd.

Address : 348-8 Sakae, Kanaya, Shimada-shi, Shizuoka 428-0017  
 Phone: +81-547-46-1117 FAX: +81-547-46-3550  
 ● **Reproduction processing and sales of tea. Green tea blend shop "Chamurie Tei".**  
 Started reproduction processing and sales of tea as the "Tea Industry Division" of Kawasaki Kiko in 1973, and became independent as "Kawasakien Co., Ltd." in September 1982. Following the motto "Making better tasting tea easier to order", they deliver delicious tea made with care to customers.

### Kawasaki Techno Co., Ltd.

Address : 2004-3 Haruyama-cho, Kagoshima-shi, Kagoshima 899-2704  
 Phone: +81-99-246-7202 FAX: +81-99-246-7201  
 ● **In charge of after-sales service for the Kyushu area.**  
 Established on October 1, 2003, this company handles after-sales service in the Kyushu District for Kawasaki Kiko.

### Zhejiang Kawasaki Tea Machinery Co., Ltd.

Address : No. 16, Yangcheng Rd., Pingyao Fengdu Industrial Park, Yuhang District, Hangzhou City, Zhejiang, P. R. China  
 China Phone: +86-571-8853-3352 FAX: +86-571-8853-3690  
 ● **Produces tea harvesting machines and tea farm management equipment for China.**  
 Founded in 1990 after receiving a request to form a joint venture company due to the shortage of labor for tea picking in China. This company helps strengthen bonds of friendship between Japan and China through tea, and it produces tea harvesting machines and tea management equipment.