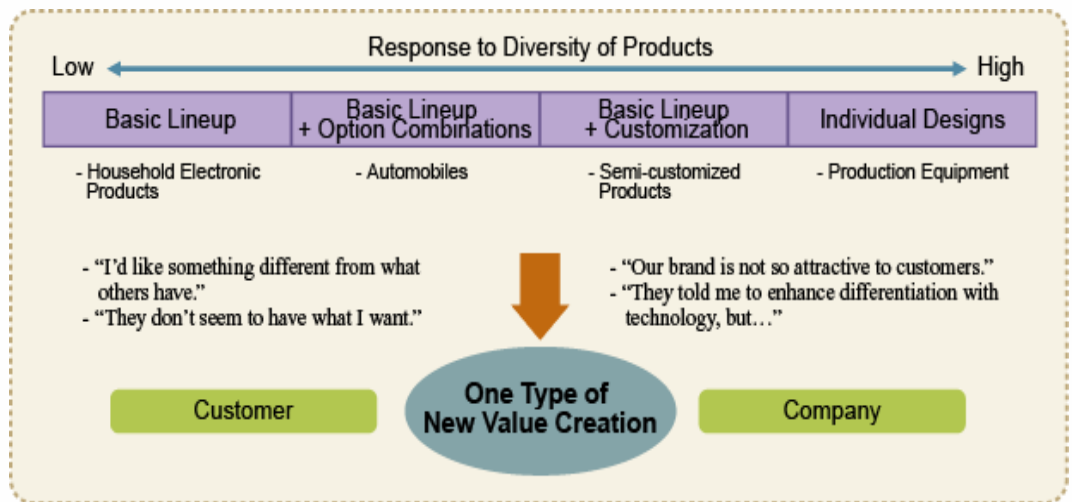


■ Critical Issues

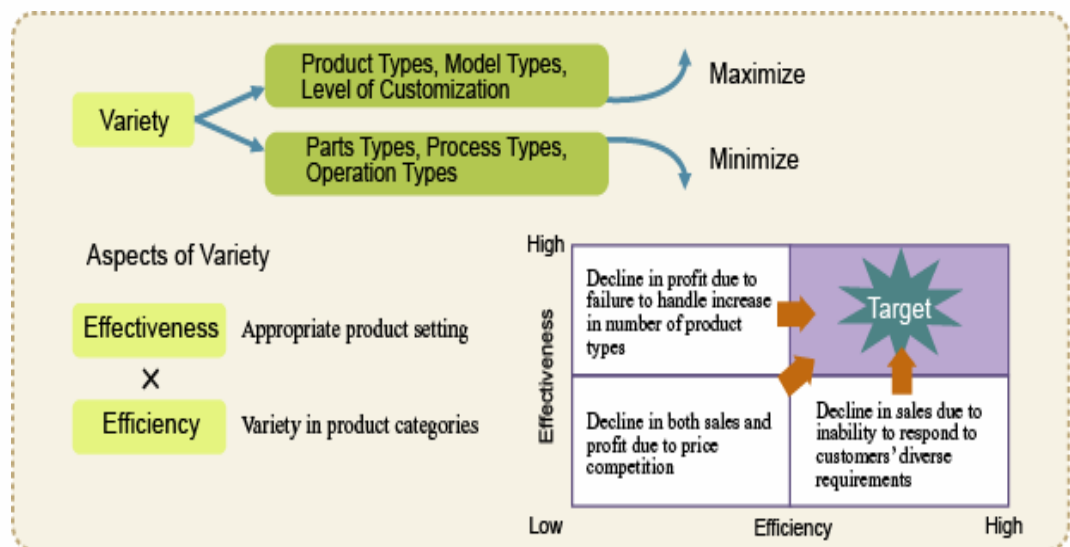
- ◆ We find we can't develop products that match the requests of each customer.
- ◆ Our brand strength and technological capabilities are weak, and we can't effectively develop products that are appealing to our customers.
- ◆ At any rate, we'd like to have a new product lineup for customers and businesses.



■ JMAC Concept

■ Basic Concept of the Variety Renaissance Program

Variety Renaissance means simultaneous improvement of "effectiveness" and "efficiency"!



Variety Renaissance Program

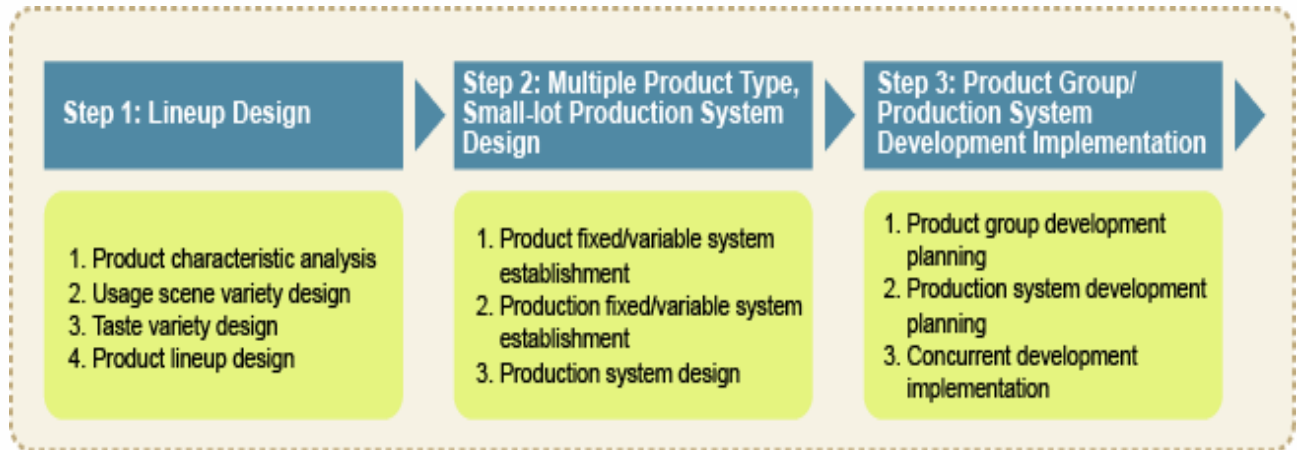
New value creation through new product lineup introduction

GL-RD015



JMAC Features

Development Measures for Variety Renaissance Program



Results

Results and Consulting Cases

Nursing-Care Equipment Manufacturer	<ul style="list-style-type: none">• Background: Development was always carried out as one-off operations• Aims: Promote development work based on product group development methods• Results: By considering the key parts as product groups, they could increase the amount of key parts, realizing an overall cost reduction of 30%
Device Manufacturer	<ul style="list-style-type: none">• Background: Customized development increased variety of parts types• Aims: Conduct product group development while adjusting existing parts• Results: Number of part types reduced by half and product groups increased by 20%
Housing Equipment Manufacturer	<ul style="list-style-type: none">• Background: Profit decline due to product diversification and lower pricing• Aims: Adjustment and re-definition of existing product groups• Results: Product inventory reduced by 80%