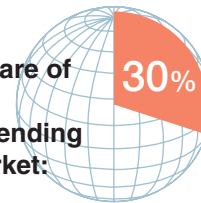


# Creating Shops Integrated with Spaces for Relaxation, Offering Affluent Lifestyles and Time for Rest

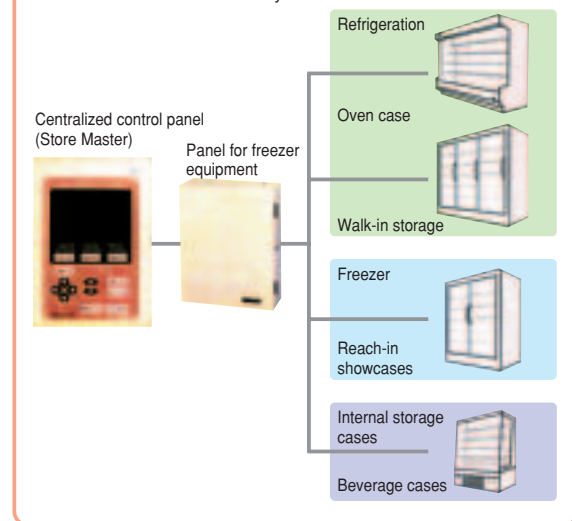


**Sanden's Share of the World's Automatic Vending Machine Market:**



### Store Master Energy Conservation System

Received the 25th Chairman's Award of the Japan Machinery Industry Federation



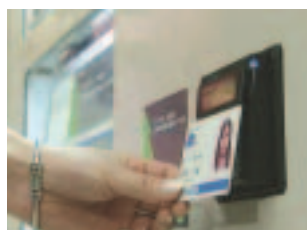
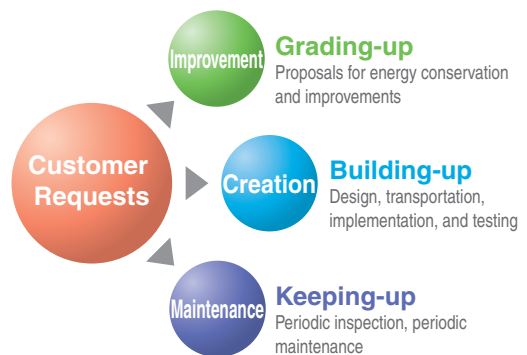
Sanden's Commercial Store systems business can be divided into two parts: vending systems and retail systems.

The vending systems business had its beginnings in 1961, when Sanden developed the fountain-type automatic juice vending machine and expanded the market for these units. In 1988, Sanden acquired the Vendo Company, of the United States, and used the network of that company to substantially expand its operations in this area. Thereafter, Sanden anticipated the emerging needs of the market and developed automatic vending systems incorporating information technology (IT) that enabled the collection of vending machine information online, flexible vending machinery that made possible mini-convenience stores relying on vending machine systems, and vending machine and other systems to respond to special needs following earthquakes and other disasters.

Sanden's retail systems business began in 1958 with the introduction of the freezer stocker for ice cream products. This was followed by the development and marketing of a series of freezer and refrigerated showcases. The achievements of these activities grew substantially, in tandem with the development and expansion of convenience stores. Sanden has moved beyond the production and sale of equipment and now provides support for our customers' growth by participating from the planning stage in their product and store strategies. We also take the initiative by providing proposals to our customers for the management of stores and equipment through the application of IT and for energy conservation systems for entire stores that makes use of CO<sub>2</sub> coolant technology. We are working to leverage these proposal capabilities by expanding into a wider market that includes convenience stores, supermarkets, drugstore chains, and other types of retailers.

### Sanden Design and Manufacturing (SDM) Business

Sanden provides support for all aspects of retail store planning, design, implementation, and maintenance and engages in quality management activities throughout the life cycles of retail outlets. Our implementation and maintenance activities are conducted based on ISO 9001 and ISO 14000 standards.



#### Cashless Automatic Vending Systems

With these systems, customers can make purchases without cash by swiping their FeliCa cards through the reader/writer unit built into the vending machines. Going forward, we plan to use cashless networks, sales point return systems, and information collection systems along with other systems to propose new business models.



#### Communication Vendors

These are futuristic IT vending machines that are capable of providing information to users. These units offer news on touch-panel LCDs and other content, including moving and still pictures. Purchases of beverages are also made using a touch-panel system.



#### HOT & COLD Systems

These wide, open-shelved showcases make it possible to display and keep a range of items suited to the season at the proper hot or cold temperatures. By combining hot and cold shelf storage suited to the products, these units offer a diversity of display possibilities to meet the needs of many marketing scenes.