

EMO 2 0 1 1
CELIMO INTERNATIONAL MEETING
SEPTEMBER 22, 2011

PRESENTED BY
JAPAN MACHINE TOOL DISTRIBUTORS ASSOCIATION
(J M T D A)



JAPAN MACHINE TOOL DISTRIBUTORS
ASSOCIATION
(JMTDA)

Established: 1970

Number of Member :

Regular Members- 69 companies

(both whole sellers and direct distributors)

Associate Members – 58 Machine Tool builders

16 leasing companies

Total 143 companies

A total sales of regular members cover approx.70% of
domestic Machine Tool sales.



JMTDA Topics

JMTDA celebrated the 40th anniversary of establishment last October. In the ceremony, Six directors were commended by the Ministry of Economy, Trade and Industry to the longtime contribution for the development of the machine tool industry

The educational course, SE (Sales Engineer) Certification System, for sales personnel of members and related industries will be the 21st year this year after the educational activities have been initiated. Total students exceeds 6,000 last year and students with SE certification is expected to exceed 3,000 this year.

In this June, new board of directors were elected, and Mr. Yoshiki Ueda, President & CEO of Mitsubishi Corporation Technos was elected as a chairman of the board.



New Chairman, Mr. Yoshiki Ueda

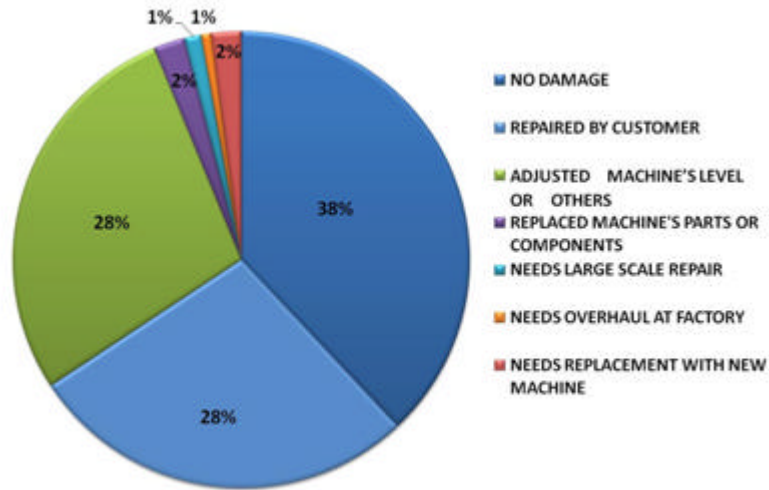


Mr Usami began his presentation by focusing on the recovery following the earthquake and tsunami in March and he pointed out that 96% of machines were running again within 6 weeks of the disaster.

Overseas orders for Japanese manufacturers were already back to the 2007 peak levels, but the domestic business is taking a little longer to recover.

Note: information from JMTBA covers manufacturers of metal cutting machine tools only.

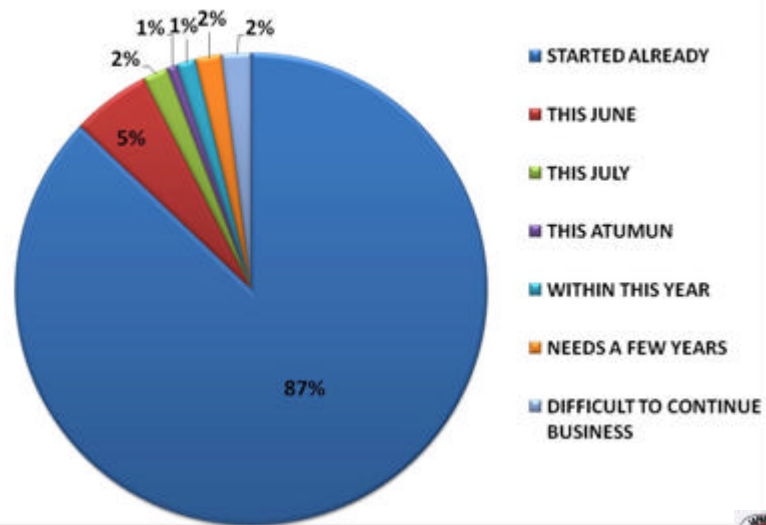
The Status of Machine Tools at Customers located in the Pacific coast of Tohoku affected by the Great East Japan Earthquake and Tsunami. (as of April 25,2011)



Source: JMTBA



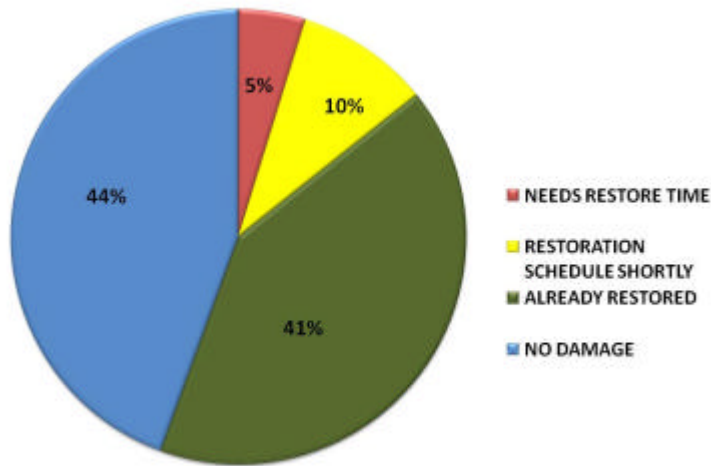
Prospect of restoration by customers located in the Pacific coast of Tohoku affected by the Great East Japan Earthquake and Tsunami. (as of April 25)



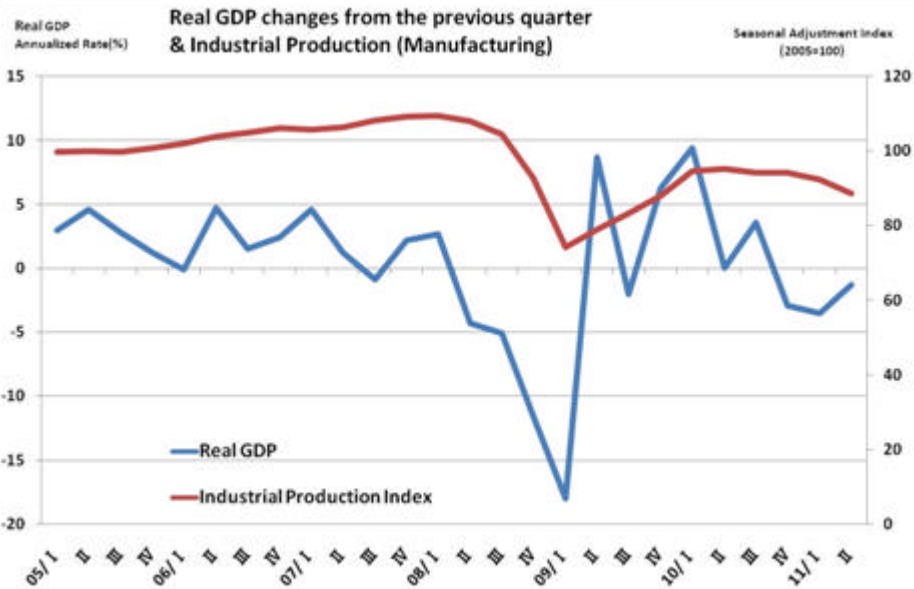
Source: JMTBA



Situation of Damage at Factory, Office and Service Base reported by 50 Machine Tool Builders of JMTBA members as of April 25 ,2011

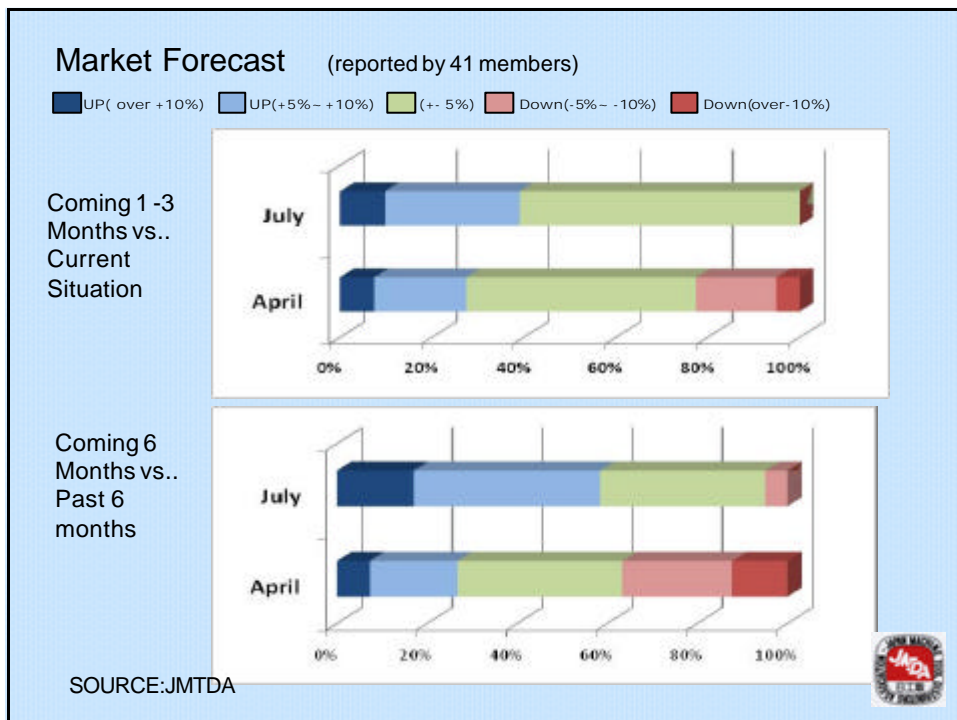
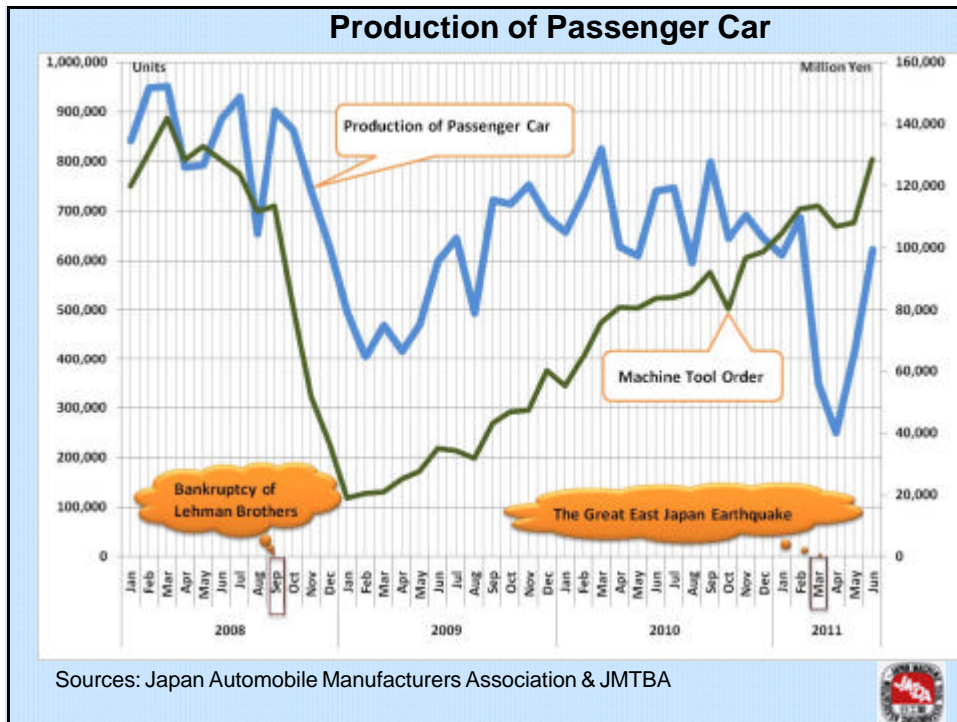


Source: JMTBA

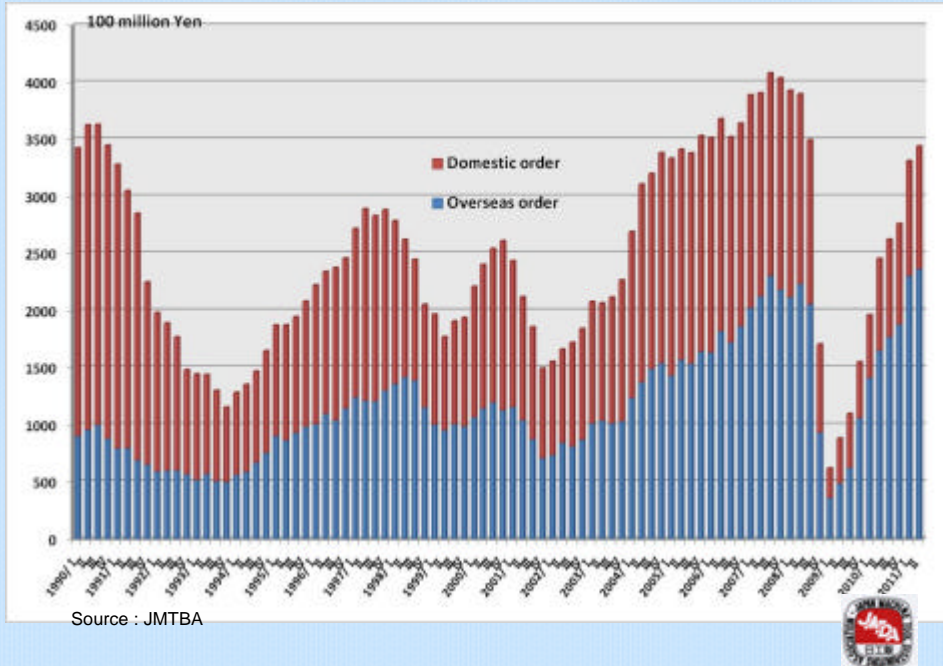


Sources: Cabinet Office & METI





Machine Tool Market Trend by quarterly since 1990



Machine Tool Market Trend by Monthly

