

Food and Beverage Distribution

In response to a growing need for better hygiene through non-face-to-face and contactless interaction, as well as labor savings, we will swiftly offer new products that make full use of automation and heating and cooling technologies.

Yasuhiro Takahashi
 Managing Executive Officer
 Corporate General Manager,
 Food and Beverage Distribution Business Group



Business Areas

- Vending machines
Beverage vending machines, Vending machines for food and other goods
- Store distribution
Store fixtures and equipment, automatic change dispensers

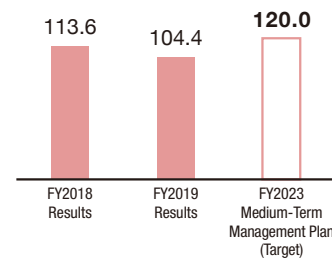
Supplied to

Beverage manufacturers, Vending machine operators, Convenience stores, Supermarkets, POS manufacturers

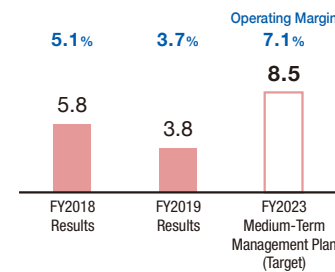
Strengths

- Top share of the vending machine market in Japan, China and Southeast Asia
- Heating and cooling technologies that efficiently heat and cool products
- Automation technologies built up through vending machines that contribute to labor saving

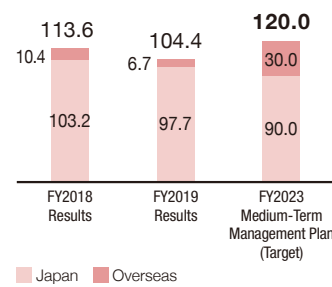
Net Sales
(Billions of yen)



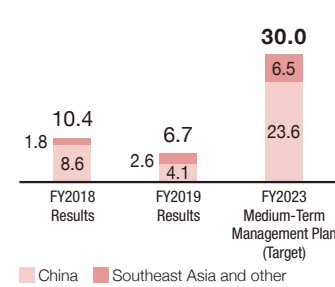
Operating Income
(Billions of yen)



Japan and Overseas Sales
(Billions of yen)



Overseas Sales by Region
(Billions of yen)



Medium-Term Management Plan Policy

We will reinforce our sensing technology and communications and information coordination technology, centered on vending machines and store equipment. Our aim is to transition into a system

business that supports customer needs, such as labor saving. Outside Japan, we will strengthen our vending machine business in China and Southeast Asia and build a optimal global production system.

Awareness of Market Needs and Business Opportunities

In Japan, against the backdrop of labor shortages due to a declining working population and measures to prevent global warming, we are promoting advances in labor saving and energy efficiency for our customers—beverage manufacturers, convenience stores, and supermarkets.

Overseas, we expect demand for vending machines to grow, even in our priority Chinese market, due to increasing

need for automation of the beverage and commodity sales process. Meanwhile, the vending machine market in Southeast Asia is expanding rapidly, especially in Thailand, triggered by the entry of major beverage manufacturers.

In addition, there is a growing need for non-face-to-face, contactless products and services in Japan and overseas as a countermeasure against COVID-19.

Major Initiatives in Fiscal 2019–2020

Offering new vending machines that meet social needs

In fiscal 2019, we made proposals for high-value-added machines in Japan, but the postponement of the Olympic Games and the COVID-19 pandemic led to a decline in demand.

The needs of consumers and customers are changing drastically in the “With Corona” era. With this in mind, in fiscal 2020 we will deploy antibacterial materials and make our products and services more contactless, thereby offering new models that consumers can use with peace of mind and systems that improve the efficiency of our customers’ vending machine operations.

Creating vending machine markets and expanding sales in China and Southeast Asia

Fiscal 2019 saw a decline in demand in the Chinese market due to economic downturn triggered by U.S.-China trade friction. In Southeast Asia, by contrast, we boosted sales by capturing demand for vending machines on the back of rising consumer income and labor costs.

In fiscal 2020, we will step up collaborations with major beverage manufacturers in each country while introducing new models to meet diversifying customer needs and demand for contactless solutions in the “With Corona” era.

Offering new products that meet store needs for sales growth and labor-saving

In fiscal 2019, we proposed and advanced various new products, including counter fixtures that contribute to increased store sales and systems that help save energy and labor.

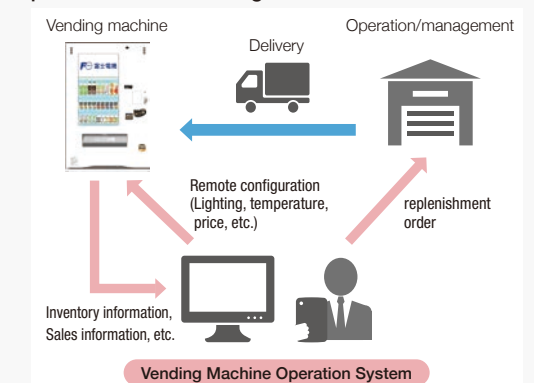
In Japan, there is a growing need among store operators to save labor and shorten business hours. In fiscal 2020, therefore, we will utilize our automation technology to develop new products and contribute to the convenience of consumers and the profitability of our customers. These include two-way case, which functions as a showcase in the daytime and a vending machine at night, as well as a positive pressure control system that maintains healthy store environments by controlling the air supply and exhaust and enhances the energy efficiency of air conditioning.

Close Up!

Using AI to enhance vending machine operational efficiency

Due to serious labor shortages, beverage manufacturers and vending machine operators in Japan are faced with an urgent need to improve the efficiency of product replenishment operations and other processes. In response, we have developed various systems that use AI to address the requirements of vending machine operators, including product demand forecasts, remote setting of vending machines, sales plans, and delivery route settings. We are currently making proposals to our customers, encouraging them to apply the new systems to our vending machines, which account for the majority of the market. By reducing losses of sales opportunities and shipping costs due to products being sold out, we will streamline the vending machine operations of our customers and help improve their profitability.

AI-powered proposal of optimal sales and delivery plans based on vending machine information



Contributing to maintaining healthy in-store environments and energy saving in air conditioning by preventing outside air influx

We have developed a system for controlling air pressure inside stores. This system uses sensors to control the balance of air intake and exhaust by ventilation fans and other equipment to prevent influxes of outside air when automatic doors are opened and closed. Furthermore, the system achieves a 10% reduction in energy consumption by lowering the burden placed on air conditioners while also cutting particle matter influx by 30%, thereby decreasing the amount of cleaning work needing to be done by employees. It has earned great praise from customers for its contribution to labor and energy savings in stores.

Positive-pressure control system

