

# At a Glance

## Business Expansion

### Composition of Net Sales by Business Segment (Fiscal 2016)



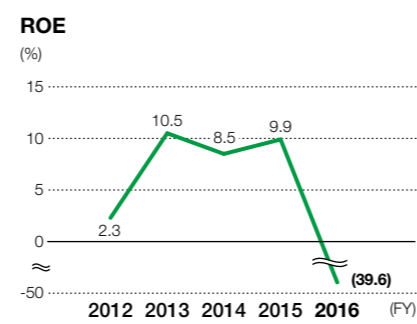
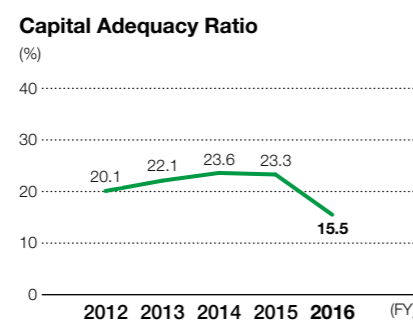
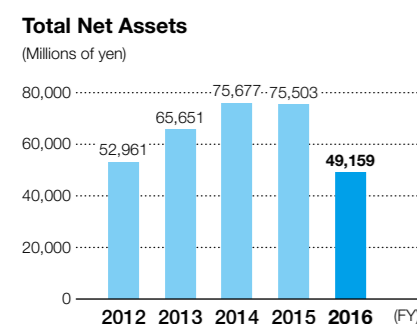
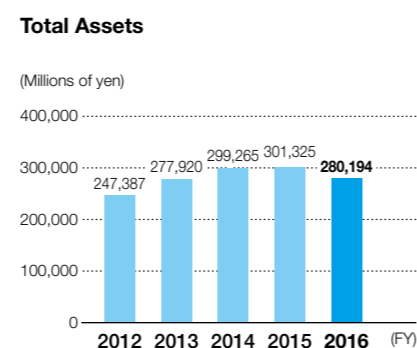
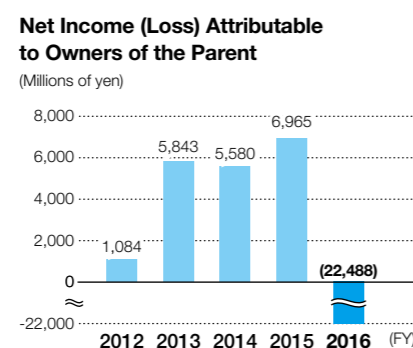
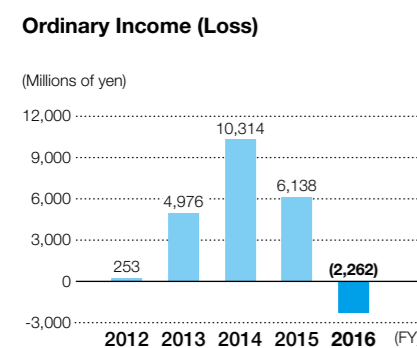
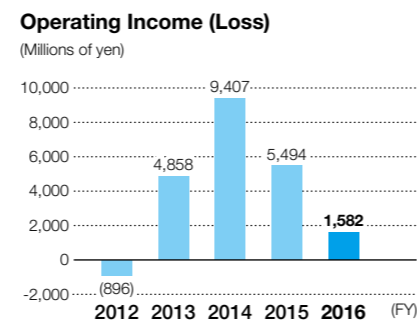
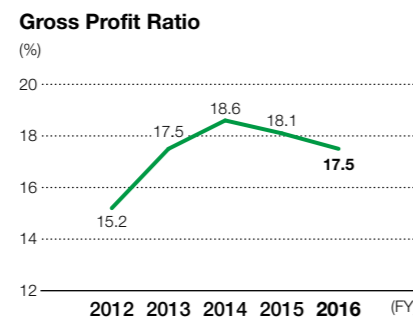
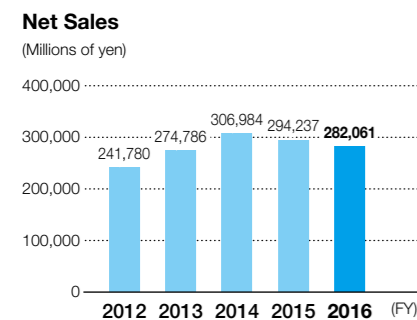
#### Automotive Systems Business

We are pursuing the further development of next-generation air-conditioning systems that are friendly to people and to the earth. The Sanden Group's car air-conditioning system products rapidly meet vehicle electrification requirements and are being adopted by automobile, construction equipment, and agricultural equipment manufacturers all over the world.



#### Commercial Store Systems Business

We provide support for the food product distribution, mainly through provision of our retail store systems and vending systems. We provide environmentally friendly products, systems, and services that globally contribute to the business growth of our customers.



## CSR Policy of Sanden

The Sanden Group has established the principle that "Sanden's CSR activities fundamentally put its Corporate Philosophy into practice." With interest in CSR rising among customers and our other stakeholders in Japan and overseas, in fiscal 2014, we established a CSR Promotion Committee whose members positively establish priorities for action.

The Sanden Group is engaged in diverse activities designed to deepen its relationships with local communities and thereby carry out its mission as an excellent corporate citizen. Based on our fundamental concept of emphasizing harmony between Sanden and society, we are moving forward with efforts to build strong ties with local communities.

Sanden believes that providing human resources development and the proper working environment that encourages all employees to draw on their full capabilities will lead to corporate growth. Furthermore, Sanden makes every effort to ensure the physical and mental health of employees and strictly maintains labor safety and safety standards and is focusing on creating a work environment that considers work-life balance.

To promote the long-term support of shareholders and investors, the Sanden Group considers it important to provide them with beneficial information for facilitating investment judgements, and we are endeavoring to communicate actively with them.

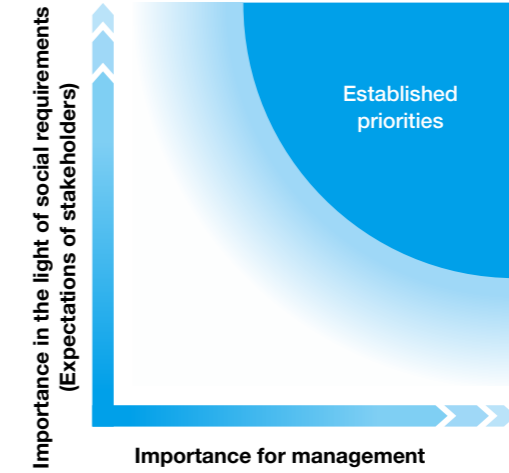
The Sanden Group considers preservation of the global environment to be the most important shared responsibility of people everywhere. Consistent with our Environmental Charter, as an industrial company grounded in technology development, and manufacturing, we are developing business initiatives that take into consideration environmental conservation in all aspects of our corporate activities.

One of the tenets of the Management Principles of the Sanden Group is "Satisfy our customers' needs with high-quality products." We practice our "Customer First" approach by continuing to offer them attractive products, systems, and services at all times.

Promoting the Sanden Group's sustained global development requires the reliable and efficient supply of competitive materials and components. To ensure that it can obtain such supplies, Sanden is striving to build mutual trust with its suppliers as business partners.

### Methods of Establishing Priorities and the Results

We identified the departments that have relationships with the CSR items listed in the Group's Corporate Philosophy, including the environment, customers, employees, shareholders and investors, and suppliers. Then, for each department, we took into consideration two major angles: namely "importance for management" and "importance in the light of social requirements (expectations of stakeholders)." Going forward, we will set specific objectives for initiatives related to selected themes, specifically "environment" and "people", and work to raise the level of these CSR activities throughout the Group.



- Environment**
- Promotion of environmental R&D
  - Responding to lowering the burden on the environment
  - Promotion of recycling
  - Responding to climate change problems
- People**
- Promotion of diversity
  - Initiatives to achieve a good work/life balance
  - Human resource training
  - Full infusion of and adherence to compliance