# YASKAWA

# Investor's Guide Business Part

#### Notes:

- This material is composed mainly of basic contents to promote understanding of Yaskawa for analysts and investors.
- Figures in this document are rounded off and may differ from those in other documents such as financial results.
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## YASKAWA ELECTRIC CORPORATION (TSE6506)

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# **1. Motion Control**

# **1-1. AC servo & controller 1-2. Drives**

# 2. Robotics

# 3. System Engineering



# **1. Motion Control**



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## **Product Basics**

• Motion control product includes "AC servo & controller" and "AC drive".

 $\cdot$  Main difference is subjects and types of control.

	AC servo & controller	AC drive
Subject of control	Position and speed of motor-driven machines	Rotational speed of motors
Features	<ul> <li>Move exactly and steadily to the commanded position and speed</li> </ul>	<ul> <li>Provide smooth and stable movement by freely changing the speed of rotation</li> <li>Contribute to energy saving by adjusting the speed of rotation and reducing wasted power consumption</li> </ul>
Range of use	<b>Narrow</b> : Field where high speed and precision are required	Wide : Life related, industrial equipment, etc.
Application	Machine tool       Semiconductor production equipment       Industrial robots	Elevator       Air conditioning fan

# Revenue / Operating Profit (Motion Control)



\*1 Data up to FY2018 are based on Japanese GAAP (After FY2019, IFRS was applied) \*2 Reflects the impact of the reclassification of segments in FY 2019



# 1-1. AC servo & controller





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# Product Basics (1/3)

### What is an AC servo drive?

An automatic controller consisting of a servo amplifier and a servo motor that follows the target level indicated by the controller



The purpose is to improve equipment performance and stabilize quality through highly accurate position, speed and torque control.

# Product Basics (2/3)

### What is a controller?

A control equipment that controls AC servo drives, AC drives, and robots, etc.



# Product Basics (3/3)

### Flowchart of controller (MP Series)

Receive signals from touch panels to control AC servo drives, AC drives, and robots, etc.



# Applications and Market

### Machines for semiconductor, LCD & electronic component

- Semiconductor manufacturing Equipment
- LCD manufacturing equipment
- Electronic component processing and assembly equipment







Supports motion control for various applications

# General industrial machines

- Metal processing machine Printing machine
- Wood processing machine Textile machine
- Resin molding machine Papermaking
- Food processing machine
- Packaging and filling machine
- Logistics and transportation equipment



### **Machine tools**

- NC lathe
- Machining center
- Milling machine
- Grinder



### Robots

- Industrial robot
- Clean transfer robot
- Vacuum transfer robot

# **Product Lineup**

### Wide lineup to accommodate to various applications



## Revenue Breakdown by Region and Application, Market Share



Other (Packaging,textile,injection molding,etc.)

# **Total Shipment**



# New Product Features (1/3)

### Features of $\Sigma$ -X Series – Improvement of motion performance

### Maximum motor rotation speed

The maximum rotation speed of the motor has increased from the earlier value of 6,000 min<sup>-1</sup> to 7,000 min<sup>-1</sup>.





Applicable models: All SGMXJ and SGMXA models

### Equipped with a high-resolution 26-bit encoder

The resolution  $^{\ast}$  of the encoder has been increased to 26 bits, four times that of the earlier model.

24 bits of encoder resolution is position precision resolving 1 revolution of a motor to 67 million pulses



### Speed frequency response

Speed frequency response has changed from 3.1 kHz for the earlier model to 3.5 kHz. Maximizing the following performance for the speed reference improves equipment productivity.



### Improved control precision and smoothness

Smoother drive is possible from a more effective speed ripple compensation algorithm for cogging compensation. This helps reduce inconsistency in equipment machining precision and quality.



# New Product Features (2/3)

### Features of Σ-X Series –Sensing and use of data

# The servomotor acts as a sensor and collects various data. It can be used for preventive maintenance of equipment.

Life Monitor Asise0001A

 $\Sigma$ -X uses the servomotor as a sensor to sense and monitor the parts used by the servo and the servo's installation environment. This can be useful for accurately determining maintenance periods and for preventing sudden failures.

#### Sensing Items

Encoder Power-on Time Encoder Supply Voltage Encoder Battery Voltage Motor Rotation Count Maintenance Prediction Monitor: Bearing Maintenance Prediction Monitor: Oil Seal Acceleration Sensor Monitor



 $\Sigma_{7}^{7}$ 

Estimated External Disturbance Torque Number of Serial Encoder Communications Errors Settling Time Amount of Overshoot Residual Vibration Frequency Estimated Vibration Maximum Value of Accumulated Load Ratio Number of MECHATROLINK Communications Errors Margin until Overload Temperature Margin until Servomotor Overheats



SERVOPACK		Servomotor		
Environment Monitor		Environment Monitor		
Installation Environment	Good(59%)	Installation Environment	Good(46%)	
Overheat Margin	Good(55°C) New	Overheat Margin	Good(59℃)	
Main Circuit Power-on Time	1hr52min52sec	Encoder Power-on Time	130hr24min34sec	Ney
Number of Serial Encoder Communications Errors 0[times] Number of MECHATROLINK		Motor Rotation Count 10300[rotations	10300[rotations]	Nev
		Encoder Supply Voltage	5.1[V]	Ne
Communications Errors	0[times]	Encoder Battery Voltage	0.0[V]	Ne
Life Monitor		Maintenance Prediction Mo	New	
Built-in Fan		Bearing	99,999	
Capacitor	99.99%	Oil Seal		
Surge Prevention Circuit	99.98%			
Dynamic Brake Circuit	00,00%			

# New Product Features (3/3)

## Features of YRM-X controller



YRM-X controller

### ① Controller controlling cells

Cells : A connected equipment where data relatedness exists e.g.) Facilities composing devices or/and industrial robots etc. and working on common tasks





### ② <u>A controller that enables to</u> <u>integrate equipment, robots, and data</u> <u>and turn data into movement</u>

 Real-time understanding of the status of an entire cell by acquiring synchronized data of equipment and robots is possible. The results of analysis of the acquired data are fed back to the entire cell as "data" and "motion" to realize automation of manufacturing (stable operation, stable quality, and process improvement).

## (Reference)

## Application of AC servo & controller





### Semiconductor production equipment

#### Structure of die bonder





Metal processing machine



Injection molding machine



# **1-2.** Drives



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# Product Basics (1/3)

### What is an AC drive?

Device for controlling rotation speed by changing voltage and frequency supplied to motor



# Product Basics (2/3)



# Product Basics (3/3)

### The reason AC drives are needed

 Motor takes about half of the world's electric power consumption



### Global regulations have accelerated the high efficiency-oriented needs towards motors



Motor Type

### High efficiency motors require AC drives <u>Efficiency Classified</u>

	IE5 Ultra Premium High Efficiency Motor	Permanent magnet motors, Magnet-assisted Synchronous reluctance motors
High	IE4 Super Premium High Efficiency Motor	Permanent magnet motors,AC drivesMagnet-assisted Synchronous reluctance motorsrequired
Efficiency	IE3 Premium High Efficiency Motor	Permanent magnet motors, Synchronous reluctance motors
Effici	IE2 High Efficiency Motor	Induction motors  AC drives required
Low	IE1 Standard Motor	Induction motors in EU

# Applications and Market



- Air conditioning system
- Fan/pump
- Compressor
- Vacuum pump



## AC drive/PM motor



Supports motion control for broad applications

# General industrial machine

- Metal processing machine Food machine
- Wood processing machine Textile machine
- Resin molding machine Chemical machine
- Papermaking and printing machines
- Packaging and filling machines
- Environment-related machine
- Life-related machine





### **Conveyance machine**

- Conveyor
- Crane
- Hoisting machine
- Multistory parking garage



## Lift

- Elevator
- Escalator
- Light lift
- Automated warehouse



# **Product Lineup**

Develop lineup for application-specific products, including power supply regeneration and vibration suppression functions



## Revenue Breakdown by Region and Application, Market Share



# **Total Shipment**



# Features of Yaskawa's products (1/2)



# Features of Yaskawa's products (2/2)

## **Energy-saving initiatives**

Selling **PM motor** achieving high-efficiency, energy-saving operation when used in combination with AC drives

# <u>Lineup</u>



### Eco PM motor flat type

- Achieving the highest (IE5) efficiency of the five efficiency classes
- •Contributing to space-saving, resource-saving, and energy-saving by significant reduction of motor length
- Decreasing noise level by reduction of fans

### **IPM motor SS7**

- Realizing the high efficiency which is nearly the second highest (IE4) of the five efficiency classes
- Compact and lightweight, contributing to resource conservation



#### <u>Comparison of efficiency between IPM motor</u> SS7 and general induction motor



# (Reference) Application of AC drives



Cranes

Fans

Pumps





Automated warehouse



# **2.** Robotics



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# Product Basics (1/2)



# Product Basics (2/2)

(e.g.: YRC 10 • The upper co	on program is created in the dedicated robot controller 000 micro) with a teach pendant. ntroller such as MP controller controls the entire facility ting the operation program and collecting operation status data.
Upper controller controls the entire facility	Vision sensor HMI VRC 1000 micro Frogram for the robot movement
Customer's equipment	
0	Robot External axis

# Applications



• Wafer transportation process



- Picking process
- Packing process
- Palletizing process
- Pre-inspection process





# **Product Lineup**

## Industrial robots for automotive and other markets



HC10DTP Hand-Carry Type

SIA10F SDA10F

HC10DTFP

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VD31HDA

GEKKO MD124D

VD31HOF

HC10SDTP

HC20SDTP

CSDA10F

BMIA10

**МНЗВМ** 

# Revenue / Operating Profit (Robotics)



\*1 Data up to FY2018 are based on Japanese GAAP (After FY2019, IFRS was applied) \*2 Reflects the impact of the reclassification of segments in FY 2019

## Revenue Breakdown by Region and Application, Market Share



#### Over **Total Shipment** 590,000 Units (× 10,000Units) FY22 Region detail FY21 Collaborative Robot 6Ó 500,000 MOTOMAN-HC20SDTP YRC1000 Controller Approximate 84% JAPAN 55 (Except Japan) FY18 Collaborative Robot 16% MOTOMAN-HC10DT USA **ASIA** YRC1000 Controller 9% 50 65% EU 10% 400,000 FY16 Multi-purpose Robot 45 MOTOMAN-GP8 YRC1000 Controller 40 FY13 Robot for Biomedical Use FY08 Seven-axis Arc welding Robot MOTOMAN-BMDA3 World's MOTOMAN-VA1400 DX200 Controller 300,000 35 first <del>/RC1000 Controller</del> 30 FY05 Seven-axis Dual-arm industrial Robot World's EN 200,000 MOTOMAN-DA, DIA series first 25 First in USA FY03 Application-optimized Robot Japan World's 20 MOTOMAN-EA1400N first FY94 Robot controller which realizes fully 15 independent/coordinated peration of World's multiple robots. first 100,000 10 JAPAN MRC Controller FY77 Robot for Handling MOTOMAN-L10 5 (Fisca **RB** Controller year) 0 89 91 93 95 97 99 01 03 05 07 09 11 13 15 17 19 21 81 83 85 87 79
# **Arc Welding**

Contributed to the automation of parts processing in various industries, including the automotive industry requiring high welding quality and productivity.



# **Spot Welding**

A welding method in which two steel plates are crimped together, a large electric current is passed through them, and make them high temperature. It is used in automobile body joining



#### SP100B

7-axis structure enables to install in high density

SP225H Hollow arm is designed for spot rigging.

Car production line Spot welding system



# Handling

#### Provide wide variation of robots (payload: 0.5 - 600kg) to contribute automation of customers' production



# Collaborative

#### MOTOMAN-HC series is designed to collaborate with human

**Realize the cost reduction** 1) Elimination of the safety fences by the safe structure and function. 2) Saving spaces because of elimination of safety fences.

Expansion of the applicable area by extensive product lineup

1) Dust & Drip-Proof Specifications
2) Food Specifications
3) High payload type
4) Hand-carry type

Smart functionality

1) Robot teaching can be simplified by the direct teaching function and Smart Pendant.









## Yaskawa's Robots (3/4)

# Picking • Packing • Palletizing

#### Contributing to automated conveyor system for food, cosmetics and pharmaceuticals



#### Picking · Packing

Grabbing and lining up items on a conveyor belt and packing them in boxes

**Palletizing** Placing boxes on a pallet

# Painting

- Installing a paint gun and painting cars and small parts
- Explosion-proof for work in an environment with flammable gases



Car painting by painting robot and door opener robot



General Industry (For medium-size

work piece )

**MPX1950** 

## Yaskawa's Robots (4/4)

# **Bio Medical**

# Best for automation in Bio-Medical field which requires hygiene control

- Resolve challenges such as manual variations and errors, risk of exposure to powerful drugs, and long routine work
- Use of analytical equipment and containers used by humans



# **Clean Robot**

#### A wide range of products to meet diverse needs [Clean robot] High speed and reliable clean robot for wafer transfer MU124 MU201 M122 [Vacuum robot] **GEKKO** Adopting a direct-drive **MD124D** system that does not require a speed reducer Surrounding equipment VD31HDA designed for wafer transfer Traverse axis Pre-aligner VD31HOF VS22LDS PVS1130 TL1010

#### (Reference)

### Use of Yaskawa products in the manufacturing process of lithium-ion batteries

The lithium-ion battery market is expected to grow about 1,000 times \* (compared to 2021) in 2040 as the adoption of EVs accelerates.

Yaskawa products are used in many of the manufacturing processes, contributing to higher efficiency and performance.





# 3. System Engineering



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### System Engineering Business





### Revenue / Operating Profit (System Engineering)

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### Revenue Breakdown by Region and Application, Market Share



Social system

### **Product Lineup** (Environmental Energy Business\_ Large-Scale Wind Turbine)

#### With the proven power conversion technology, realize the maximum electricity output from wind power

Convert energy from wind turbines to **high-efficiency and high-quality power** with our PMGs<sup>\*</sup> and full-power converters. • Output

\*Permanent magnet synchronous generator



### Product Lineup (Environmental Energy Business\_Solar Power Generation)

#### We sell PV inverter for solar power generation

Supporting a wide range systems, from self-use and low-voltage grid connection less than 50kW to mega solar.



### Product Lineup (Social System Business\_Water Treatment Plant)

Yaskawa supports the advanced operating management and maintenance management of social infrastructure including water treatment plant.

Main target facilities Electric products for water supply and sewerage Waterworks Facility Sewerage Facility Monitoring control Human Machine Interface 2223 **CP-540** Power receiving and distribution **Centralized Monitoring Centralized Monitoring** electricity self-generation & Control Facility & Control Facility Medium-voltage 00 Enclosed Switchboard System Controller **CP-3550** 

### Product Lineup (Social System Business \_ Steel Plant)

# Contributing to stable continuous operation with high reliability by providing dedicated control systems and electrical equipment that meet the needs of various facilities in steel plants

Features of the equipment **Application features/Yaskawa strengths** Key process •The process of making hot 100% share of raw material charging control Blast metal from iron ore in Japan furnace •Stable operation and long-term **2**Stable production of consistent quality pig continuous operation under iron in response to changes in the operating adverse environment are environment reauired. (3)High-reliability products and system redundancy enable long-term continuous operation Control room Blast furnace Domestic market share: 50% or more **Continuous casting** Step of solidifying molten iron from a blast furnace ②System redundancy and reliability design for stable operation Stable operation is essential because equipment shutdowns 3 Implement backup control to prevent internal have a major impact on coagulation in case of trouble. operations. Continuous casting equipment Final process of steel (1)High-precision and high-function line control **Process / cold rolling** manufacturing process that makes the most of years of accumulated control technology Continuously process

connected steel plates (Surface

processing, heat treatment

processing, etc.)

- ②High-precision control of steel plate speed, tension, slack, etc. by drive system
- ③Large number of products delivered in Japan and overseas

Process line equipment

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Cold rolling mill



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