Attachment 3 March 17, 2017

FY2017 Organizational Changes

In order to further ensure the execution of mid-term business plan, JATCO will conduct the following organizational changes in FY2017.

< Purchasing Division>

- To support and enhance monozukuri in parts suppliers, establish the Purchasing Monozukuri Support Department.
- To clarify the role and responsibility of each department, change the three departments name as follows;

New Current

| Purchasing Project Department | Purchasing Project Center |
|---|--|
| Parts Purchasing Department | Purchasing Department |
| Service & Support Purchasing Department | Services Support Purchasing Department |

<Marketing & Sales Division>

- In order to enhance strategic product planning, the product strategy function that currently belongs to the Marketing Department will move to the Future Technology Center and will be integrated with its technology strategy function.
- Marketing Department will focus on market intelligence, analysis and suggestion to sales activities
 in order to strengthen the B to B marketing function for developing sales strategy and to expand
 business with new customers.