

YASKAWA

Konnichiwa

INDIA

April
2021

For internal use only





Dear all

As you are aware, I have come back to Japan on 1 March 2020 originally as a business trip purpose, however due to COVID-19 and restructuring of YEC I have gotten new position in YEC which is GM of Global Marketing Division, also continue to be president of YIND as non-residential base.

COVID-19 brought human a drastic change of not only daily life but also business style, specially the way of communication, then as a result of that we could eliminate a lot of unnecessary movement, of course under such circumstance human used to feel frustration because of missing real feeling. This change has not always bad impact, sometimes good, actually a lot of companies could succeed to achieve cost saving or unnecessary work. We could consider what are really necessary work and what are not really, considering from real ZERO base was good exercise for us. Of course, we cannot do only job/work at office, we sometimes need charting, smiling and joking, this is essential for human being.

Situation of Yaskawa global FY2020, China hit high record of sales and profit, U.S.A is low but keeping positive profit, Europe is unfortunately negative, India/Korea/Taiwan are not bad, Asia/Pacific is bad and Japan is getting better from October, as a global result Yaskawa result is less sales but increasing profit. And global situation is getting better from October/November, due to 5G, rechargeable battery and sustainable energy market

Regarding 2021, our estimation for general life is not bad because of COVID-19 vaccine has been starting, generally life will come back to new normal, and our business in India will be going well like big robotics project with TATA Institute & several states governments, starting manufacturing of GA500 and HV600 for new application HVAC.

Personally, I found that the fundamentals of human especially Indian people are very strong, this is the reason we achieved sales amount high record at 2nd half of 2020.

So, let's try to start (actually already started) new style of business, by utilize IT technology as much as possible, taking care all our health as first priority.

As explained, my new base is now Tokyo Japan, however I will continue to be a president of YIND so hopefully would like to visit India as soon as after normalization of course in order to see and

Please take care you and your family health and enjoy your task.

Akinori Urakawa – President & Chairman



“ The Indian market for low-voltage drives is forecast to grow at approximate CAGR of 3 per cent ”

Founded in 1915, Yaskawa is one of the world's largest manufacturers of motion control products for industrial automation and OEMs. Yaskawa's journey in India began with the business of PLC in 1980 and AC drives in 1990 and steadily expanded to accommodate growing customer needs. Yaskawa India addresses innovation in drives and motion control and robotics automation. Arjun Gopal, Senior Manager, Key Account Development – HVAC, Water & Textile Business, Yaskawa India discusses the requirement of the textile industry with respect to drives and motors and the latest innovations in this field.



Yaskawa India welcomes all of you to Boiler India 2020 being held at Vashi, Navi Mumbai. Witness the Engineered Solutions from YASKAWA for power plants along with next generation drives enabling IIOT and Industry 4.0 integration.

#Yaskawa#IIOT #VFD #Drives #EngineeredPanels#Powerplants #Boilers #Industrie4.0 #Harmonics

Dean, HR Director, HODs of Mechanical, EEE & ECE depts from Cambridge Institute of Technology - visited our facility @ Bengaluru for training set-up in their institution for Robotics & Drives and incorporate the training program as a part of curriculum as optional subject for their students – they also showed interest in purchasing our Drives Demokits.



First Locally Manufactured HV600 Modules on 10th Feb'2021.

Another Milestone from YASKAWA India team, we started to Assemble HV600 locally – Thanks to entire team of production, Quality & SCM for excellent co-ordination & support.

with this we are moving towards “Atmanirbhar Policy” from GOI – where in our dependency on imports reduced to 30%.



First Trial Unit



Team with the First In-house Assembled HV600 @ Bengaluru Factory

ISHRAE – K12 Award for 2021

The President of ISHRAE – Bengaluru chapter appreciated YASKAWA India CSR activities in education sector for the year 2020-21 & recognized with a award. where ISHRAE, Bengaluru Chapter also supported YASKAWA India to execute a CSR activity by installing Educational Kits & Computers at Govt School in Channapatna, Near Mysuru.



Yaskawa Engineered VFD panels:

TNPL: 21Nos. Lineup VFD Panel with Profinet control for Whole 300TPD Pulp Mill Expansion Project.

21Nos. of Lineup VFD panel all put together total 143 Meter Front access floor mounting, IP 42 protection.

Yaskawa supplied U1000 & D1000 with A1000HHP solution which offers low harmonics to grid & good energy saving in terms of power regeneration & improved power factor.

Profinet communication protocol option in the VFD, reduced hard wire from field & maintenance friendly.

TNPL Lineup Panels



Loesche India Private Limited



Khyber Industries Private Limited



Yaskawa also supplied to Cement segments

Satguru Cements Pvt. Ltd.

Ramco Cements

ACC Limited- Tikaria Cement Works

Khyber Industries Pvt Ltd.

And also, to JSW Steel, Dolvi through Loesche India Pvt Ltd.

Loesche India Private Limited



Khyber Industries Private Limited

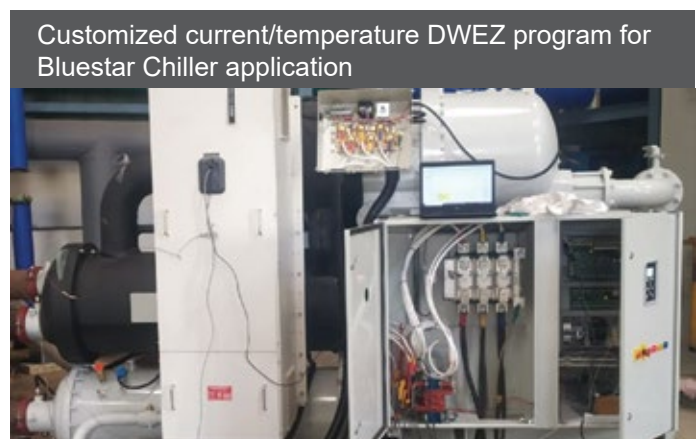
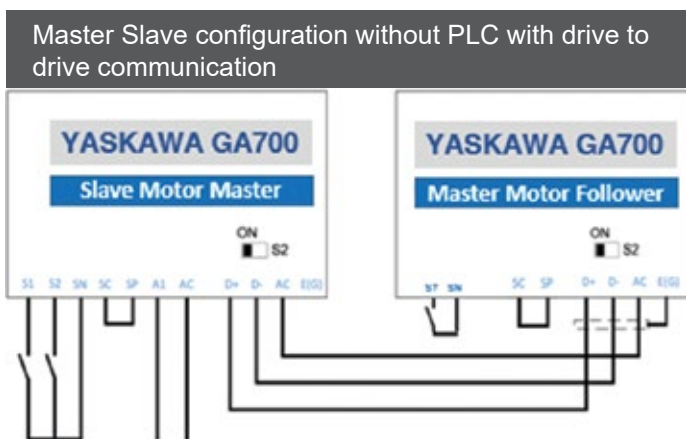


Highlights – Service Team FY20-21

Training



Application Development Activities



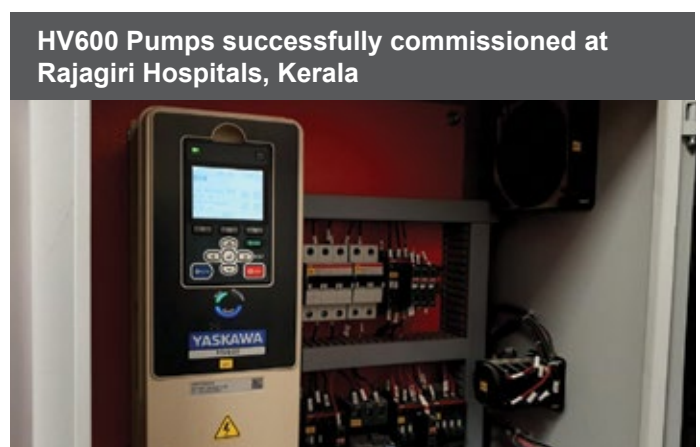
Application Details

- Master Follower Application without wiring any Digital Signals or Analog Signals between the two Drives was implemented and tested.
- Information can be shared with the implemented Memobus / RS485 ports of the VFD .
- Remote IO functions blocks available with DWEZ programming feature was utilized to achieve the same.
- However fault feedback and trip command was taken in hardwire due to safety concerns.

Application Details

- DWEZ program was developed along with built in comparator function available in GA700 for detecting DC bus voltage.
- Customer wants to set a higher and lower limit for current levels so that a feedback can be given to the controller during abnormal operation.
- Similar feedback was given to the controller based on the temperature levels to prevent any abnormal operation and result in failure of machine.

Success Stories



Aero India 2021: Yaskawa India exhibited Robotic Education Cell with Tata Technologies in Karnataka Government Pavilion as a main partner

Aero India 2021, one of the major exhibition for aerospace and defence industries with a public air show took off its 13th edition in Bengaluru's Yelahanka from 3rd to 5th February, 2021 offering a unique platform to international aviation sector to bolster business while 9+ witnessing latest technological products and enabling industry professionals to gain market insights. The three-day show featured participation by 530 exhibitors from around the world, and several large and MSME industries from India.

During the show, the Karnataka government Department of Industrial Training and Employment (DITE), in collaboration with Tata Technologies showcased their initiative, wherein Yaskawa India Private Limited displayed its Robotic education cell developed for skill development program – Transformation of Government Industrial Training Institutes (ITIs) into Technological Hubs.

The honourable Chief Minister of Karnataka Mr. Yediyurappa along with top officials of Skill Development Ministry and Tata Technologies visited the stall and experienced Robotic moves displayed in the pavilion. Other dignitaries, who visited the stall includes, Mr. Nawab Malik Minister of Maharashtra for Skill Development and Entrepreneurship; Dr.S.Selvakumar, IAS Secretary to Government, Skill Development, Entrepreneurship and Secretary to Chief Minister of Karnataka, Dr. K.V. Thrilok Chandra, IAS, Mr. Anand Bhade - President Asia Pacific- TATA Technologies accompanied by TATA Tech. Vice President and Director. Dignitaries very well appreciated the show.

YASKAWA was selected by Tata Technologies Ltd as a supplier of Industrial robotic cells for the prestigious CSR project of Tata Technologies Ltd. with different state government to modernize state run Industrial Training Institutes (ITI). The objective of the project is to improve the accessibility of people with the advanced skills required in all districts for smart manufacturing and enable the industry to adopt Industry 4.0 technology very efficiently. These upgraded ITIs will cater to the advanced skill requirements of students and prospective employers and will also serve as hubs for technology and skills centres for large industries and MSMEs.



WIPRO signs Partnership Agreement MOU with YASKAWA India

Press Release February 19, 2021 – Gurugram.

On the day of 19th Feb 2021, Wipro Limited and Yaskawa India Pvt. Ltd., a subsidiary of Yaskawa Electric Corporation - Japan, entered an alliance by exchanging the signed Memorandum of Understanding (MOU) on co-operation commitment to the objective of targeting global automation projects jointly. The MOU established a partnership agreement between Wipro and Yaskawa India, for delivering supplies of Yaskawa robots in India and abroad (including international warranty).

Hosted by Yaskawa India, the “Partnership Agreement” ceremony took place at The Leela Ambience Hotel & Residences in Gurugram in the august presence of Wipro and Yaskawa dignitaries. The agreement was exchanged between Mr. Hemachandra Ramanath Bhat (Global Practice Head - Robotics & Drones, Wipro) and Mr. Ajay Gurjar (Director & COO, Robotics Division, Yaskawa India) on behalf of their respective organizations.

The MoU exchange ceremony was witnessed by Mr. Ashok Kaliyamoorthy (Lead-Robotics & Automation, Wipro); Mr. Ashish Gupta (Sales-Robotics Practice, Wipro), Mr. Shailendra Salvi (Vice President & CEO, Yaskawa India); Mr. Sanjay Tiwari (Dy. CFO - Robotics Division, Yaskawa India); Mr. R. Rajesh (GM Sales - Robotics, Yaskawa India). The major thrust of the MoU is to promote mutually beneficial cooperation between Wipro and Yaskawa India in the areas of Robotic innovation, research, pre-engineering solutions, vision-based solutions, software development validation & support and outreach.

The event kicked off with the meet and greet ceremony and a welcome note by Mr. R. Rajesh. The occasion progressed with informative keynote from Mr. Hemachandra Bhat on opportunities in automotive and non-auto segment focussing smart manufacturing, smart warehousing, software development



and customized business solutions in collaboration with Yaskawa delivering optimum support and services. Thereafter, Mr. Ashok Kaliyamoorthy talked about Wipro robotics and the potential partnership through futuristic IOT & OT turnkey robotic solutions whilst Mr. Ashish Gupta discussed about Wipro’s global and India focus on geo-based businesses for industry growth as this partnership continues to be stronger.

As we moved further, in joint discussion Yaskawa India management Mr. Shailendra Salvi along with Mr. Ajay Gurjar and Mr. Sanjay Tiwari briefed about major joint opportunities & touchpoints that can be a

breakthrough in factory automation and smart manufacturing by providing seamless Robotic support and services in India and abroad certifying Yaskawa as a strongest productivity partner as always been. During the event, YASKAWA Vision 2025 was well elaborated by Mr. Alok Pandey showcasing Yaskawa’s existing global structure and briefing about Yaskawa India facilities serving the industry market caps with competency.

The dignitaries present during the event, recognized that this partnership can be taken to the extra miles in global automation becoming a benchmark around the globe, jointly as a productivity partner.

Virtual Events – E-Seminars

E- Seminar (5):

Chapter	Date	Registrations	Attendees
Gujarat	25th May, 2020	76	40+
Gujarat-Series 2	1st Oct, 2020	69	37
Punjab & Himachal	16th Dec, 2020	34	31+
Gujarat-Series 3	29th Dec, 2020	55	34 #OneYaskawaTeam
West	5th Jan, 2021	129	83

Outcome: Biz Opportunity generated: **Gujarat:** 3 MINR (Initial stage) | **North:** 6 prospects (3 DMC,3 Robotics) [in Discussion]

MotoSim Refresher Training Program (3):

Chapter	Date	Registrations	Attendees
West	27th Jan, 2021	26	33
Gurgaon	17th Feb, 2021	5	5
Gurgaon	18th Feb, 2021	8	8



Yaskawa India: 2021 Annual Theme

Yaskawa Phygital, Reboot with Yaskawa, Yaskawa your Productivity Partner

Promotional Period: Jan.'2021 to Feb.'2022

Concept Teaser Released via Print media (Diary), Emailers, Social media (Linkedin, Facebook, Whatsapp)

Concept:

2021 Being A Year of Reboot, when the world's industries restart, Yaskawa will be at forefront of keeping humanity safe, industries running, with its cutting-edge automation solutions and its focus on Phygital world. We will ensure strong sales and service support to help businesses Reboot.

Yaskawa continues to be customer's trusted productivity partner, better and more resilient than ever before. We will ensure continuity of operations with our continuous technological advancements and open innovation.

Objective:

Strengthening Yaskawa India Brand amongst wider audience with a strong message of One YASKAWA India endorsing as a One stop solution for customers.

Promotional Hashtags:

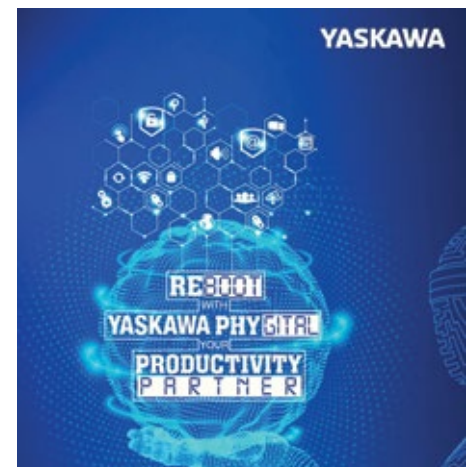
#YaskawaYourProductivityPartner
#YaskawaPhygital
#RebootwithYaskawa

YIND Glory 2020

ICON INDIA BUSINESS AWARDS 2020

Online Edition

Category: Leading Manufacturer of Motion Control Products and Robotics Automation Solutions :Delivering Quality Par Excellence




New Brochure Development

4 Page


YASKAWA

System Engineering

A Value Addition



Your Productivity Partner



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YASKAWA INDIA PVT. LTD.
Robotic Division
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Udyog Vihar, Gurugram,
Haryana, India - 1220016

For Sales & Service
Toll Free No:
18001023699

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[in yaskawa-electric-india](https://www.linkedin.com/company/yaskawa-electric-india)
[en indiamarketsales@yaskawa.in](mailto:indiamarketsales@yaskawa.in)

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CUSTOMIZED SYSTEM SOLUTION

WELDING APPLICATIONS

- **Arc Welding**
 - Frame
 - Muffler
 - Seat Frame
- **Spot Welding**
 - Air bag holder
 - Seat Frame
- **Ultrasonic Welding**
 - Plastic to Plastic
 - 4 Wheeler Interior Parts
- **Fixtures**



HANDLING APPLICATIONS

- **Press Automation**
 - BIW Parts
- **Palletizing**
 - Non-Automotive Sector
- **Machine Tending**
 - Automotive Components
- **Deburring**
 - Engine Components
- **Cutting**
 - Plastic Parts
- **Pick & Place**



PAINTING APPLICATIONS


- **Under Body Coating**
 - Automotive Sector
- **Primer/Base/Clear Coating**
 - Automotive- 2 wheeler & 4 wheeler
 - Truck, Bus, Train
 - Auto parts & Plastic parts
 - Electronics
 - Home Appliances
 - Ornaments
 - Agriculture Equipments, Construction machines etc.



YASKAWA

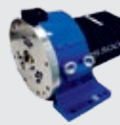
STANDARD PRODUCTS

POSITIONERS




PS500

Payload	500 Kgs
Speed	120 Degree/sec.
Torque	920 Nm
Motion Range	Endless rotation
Repeatability	Less than 1 Arc Min
Allowable overhang	300 mm
Weight	145 Kgs
Hollow Shaft Dia.	60 mm
Synchro Motion	Yes



PS500C


Payload	500 Kgs
Speed	120 Degree/sec.
Torque	718 Nm
Motion Range	Endless rotation
Repeatability	Less than 1 Arc Min
Allowable overhang	300 mm
Weight	62 Kgs
Hollow Shaft Dia.	Not available
Synchro Motion	Yes



3-AXIS


Payload per one side	600 Kgs / 1000 Kgs
Turntable Speed	120 Degree/sec.
Turntable Index (0-180 Deg)	3.5 sec
Repeatability	±0.05 mm

PS500D



Payload	500 Kgs
Speed	120 Degree/sec.
Torque	718 Nm
Motion Range	Endless Rotation
Repeatability	Less than 1 Arc min
Allowable Overhang	300mm
Weight	62 Kgs
Hollow Shaft Dia.	Not Available
Synchro Motion	No

PALLET MATE Palletizing Pattern Creation Software



ONLINE MODE

- Pattern data transfer TOOLOFFSET and PRODUCT dimension data
- Robot status monitoring such as PATTERN assignment status, ROBOT HOME, GRIPPER ANGLE (Absolute and relative (UFRAME)) ALARM STATUS

OFFLINE MODE

- Pattern generation & Validation
- Tool rotation limit setting
- Approach vector setting

YASKAWA

AFTER-SALES

Optimising your robot is our topmost priority

YASKAWA

Branch Offices:

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Scan to connect & discover more.

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Yaskawa India LinkedIn Page – Achieved 10,000+ Followers



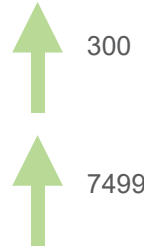
On social Media platform, Yaskawa India LinkedIn Page has reached a milestone of 10,000+ FOLLOWERS & achieved 300% growth on followers reach 11,030 followers and still counting.

This consensus is since Feb 2019 till Jul 2020, considering base as 2501 followers from the date of page created.



Page Followers 300

New Followers 7499



567% Growth as on date (19march'21) since 2019 Feb

Trainings

5S



Evacuation Drill



First Aid



COVID 19 Best Practice Award



Festivals Celebration



Christamas Party



YIND New Family Members



Guruprasad Raju
Sr. Manager-II



Sreekanth M
Manager



Arpit Kumar Rathi
Engineer



Hisae Tsuji
Executive Secretary



Ajay Kumar V
Executive



Kshyrod Kumar Rout
Asst. Manager



Himanshu Soni
Asst. Manager



**Vijayamahantesh
Sadashivappa Handi**
Asst. Manager



Nitesh Sharma
Dy. Manager



Brijesh Patel
Engineer



Mahesh Kumar B
Company Secretary



**Pratap Kumar
Gembali**
Dy. Manager



Suresh Babu P
Sr. Executive



Gavi S M
Warehouse Operator



Tapan Kumar
Technician



Mouneshwarachari S
Production Operator



Samana Suresh
Engineer



Soundarya D
Production Operator



Girish D
Production Operator



Sandeep Y P
Warehouse Operator



Vijaykandh K
Quality Inspector



Raghunath K
Technical Support



Sahil Malwanker
Technical Support



Kamlakant Alias Sunay Vinayak Dharwadkar
Production

Photography my Passion

Photography is simple way of finding the beauty everywhere. As the love for nature grown with the age, I started visiting forests. Watching animals in their world makes me feel happy than feeding them inside the cage. Watching birds, collecting its fallen feathers, and keeping inside unused notebook was my childhood hobby. After saving a lot and sacrificing few parties, I bought a Camera. And after that it was not tough to decide which way to choose. Whenever I get time, I visit forest area near Bangalore and spend time in capturing beautiful pictures of birds and animals.



Tejas Borkar
Sales & Marketing



Manoj Kumar
Technical Support

Green bee eater

It is a common bird found in grass lands and forests in India. As in the name suggest they are great hunters of small insects including dragon fly. They are very active and always in action when you watch closely. They never tend to be lazy. I spend around 4-5 hrs to watch its activity in Kakkare Bellur.



Royal walk

First sighting of a tiger in his territory. The royal walk was captured at Nagarhole forest. As a wildlife enthusiast I have visited Nagarhole forest many times and it was on my 8th visit his highness decided to make an entry and give few poses. Only camera clicks broke the deep silence created by him, as people admired and respected the wild beauty.



Ram_domclicks

Barn swallow

Another insect eating bird found near rice fields and grass lands. Barn swallow lives close association with humans. They built nest using mud pellets and feed insects in flight. This bird was captured near to my home town Thrissur, Kerela.



Photography by

Aravind CH

After Sales Robotics Dept.

Safety Day Celebration



Newly Married Colleagues



Jithin Joseph
Manger, After Sales, Bangalore
DOM – 25th Jan' 21



Shubham Kumar
Sr Engineer, Sales, Gurgaon
DOM – 16th Feb' 21



Ajmal G K
Engineer, After Sales
DOM – 8th Feb' 21



Keertan Reddy
Engineer, NPD – Engineering , Gurgaon
DOM – 10th Dec' 20



Prathima
Production
DOM – 27th Nov' 20



Basavaraj
After Sales
DOM – 26th Nov' 20



Shivani
DOM – 11th Dec' 20

New Born Babies...



Justine Paul Raj – AM, Sales, Chennai,
Blessed with baby Girl “**Juan Anto**”
DOB – 23rd Jan’ 21



Vinoth Kumar V – AM, After Sales
Blessed with baby Boy “**Kevin**”
DOB – 11th Feb’ 21



Prithesh – DM
Blessed with baby Boy “**Vihaan**”
DOB – 24th Feb’ 21



Manohar
Production, blessed with baby Boy “**Satvik Mugilan**”
DOB – 25th Dec’ 20



Muthu kumar - Eng
Blessed with Baby Boy “**Aathiran**”
DOB – 3rd Nov’ 20



Swapna
Blessed with Baby Boy “**Anvit Krishna Posani**”
DOB – 18th Jun’ 20



Siva Krishna J – DM, Sales
Blessed with baby Girl “**Monvitha**”
DOB – 7th Dec’ 20

Puzzle 1:

Find the missing Number

17	24	6
8	25	10
12	11	??

In the above math puzzle, sum of the numbers in middle column equals to sum of the remaining numbers in the table.

Answer:
 $24+25+11 = 60$;
 $17+6+8+12+7 = 60$;
So, answer is 7

Puzzle 2:

Using the four letters below only, create a seven-letter word.

UMNI

Answer:
MINIMUM

Editorial Team Members: 1. Harish BS 2. Guruprasad R 3. Rekha Gupta	
Division Newsletter Committee	
Point Of Contact for Division	
DMC	Robotics
Bhumika B	Babita Verma
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