

HIMOINSA
A **YANMAR** COMPANY

COMPANY PROFILE

“Our corporation's most valuable asset is its people”

We are guarantee of **quality and trust**

With 40 years' experience in the power generation sector and linked to the Yanmar business group since 2015, we are constantly working to strengthen our position in the international market. Our growth strategy is based on constant product design and development. Without a doubt, we have a clear business philosophy based on enhancing our synergies with Yanmar to the fullest. We work hand in hand in the development of new products. The customer who buys a HIMOINSA product must know that it has been designed and conceived to meet the needs of a specific application in a specific geographical region; and that is our guarantee of quality and trust.

In this scenario of growth, our corporation's most valuable asset is its people, and at HIMOINSA we are fortunate to have a committed team of professionals with a great deal of experience and a long track record in the power generation sector who add value to each of the links in our business chain. And we are very proud of that.



FRANCISCO GRACIA
President & CEO of HIMOINSA
Head of YES's Global Power Generation Business



We are **pure energy**

Leading the way on the design and manufacturing of power technology solutions

Generators for continuous, emergency, peak shaving, COP, DCP and LTP applications. Equipment designed with a studied scope of supply to meet the specific demands of each sector; residential, industrial, telecommunications, data centres, construction, mining...

HIMOINSA, founded in 1982.

We are **leaders in the design and manufacture of power technology solutions**. We supply power generation equipment to the international market, generator sets, lighting towers, power storage and distribution systems.

Our complete product range allows us to cover the power needs of the international market in compliance with local standards and regulations, thanks to the strategic location of our factories and research and development centres on five continents.

Quality products, designed with the needs of the user in mind, meeting the requirements of each application and sector. Exhaustive quality controls that position our product as best-in-class in the market.



A Yanmar Company

We are an international business group of reference

In 2015, **HIMOINSA** became part of the Yanmar Group (Japan, 1912), a **pioneer company in diesel engine technology**. During its more than 100 years of history, it has developed a wide range of industrial equipment; engines, agricultural machinery and installations, construction equipment, power and marine systems and other components.

Today, Yanmar has over **25,000 employees worldwide**. Yanmar's vision is to **strike a balance between a comfortable society on the one hand and a low environmental impact on the other, through highly efficient and clean power**, which is why it provides advanced solutions in order to achieve a sustainable future.

YES | YANMAR ENERGY SYSTEM

HIMOINSA is integrated into Yanmar's Energy Division



TURNOVER (CONSOLIDATED)

892 \$ MILLION



EMPLOYEES

2.209



BUSINESS ACTIVITIES

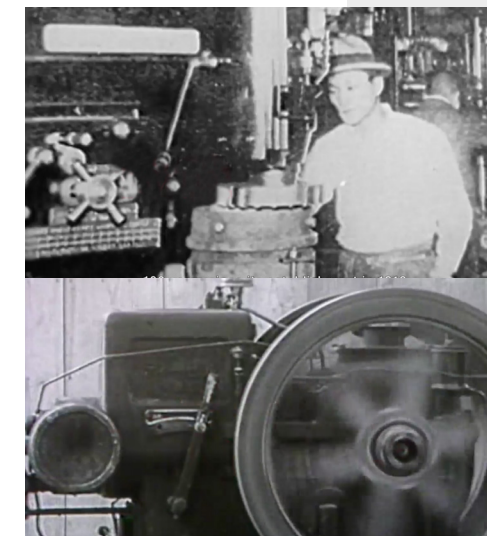
Development, Manufacturing, Sales, Installation, Maintenance, Application Engineering and Customer Support of Energy System Products.

Data for 2020

1912 **YANMAR**

Founded in Osaka by Magokichi Yamaoka, **Yanmar was the first company to produce a compact diesel engine of a practical size**. Originally, the main business was the sale of reconditioned gas engines. Its sales network spread very fast in Japan. In 1912 he founded a small factory for repairing and reconstructing gas engines.

Around 1920 it developed the first 3-horsepower diesel engine, developed its first tractor in 1937 and its first marine fishing engine in 1947. It was in 1967 that the company introduced the first self-propelled mini excavator.



1982 **HIMOINSA**

Founded in Spain in 1982, HIMOINSA started to expand its commercial activity in Europe in the 1990s. In 2004 it began a process of internationalisation with the start-up of factories and subsidiaries in America, Asia and Africa. As a vertical manufacturer, it has integrated the manufacture of all generator set components into its production process. To its initial portfolio of generators, HIMOINSA has included the design and manufacture of lighting towers and power storage and distribution systems, becoming one of the leading companies in the international power generation market.



2015 **Yanmars strategic relationship with HIMOINSA began in 2015** when Yanmar Holdings Co. Ltd. acquired a majority stake in HIMOINSA. Since then, we have been part of **Yanmar Energy System** (founded in 2003), the international power division of Yanmar.

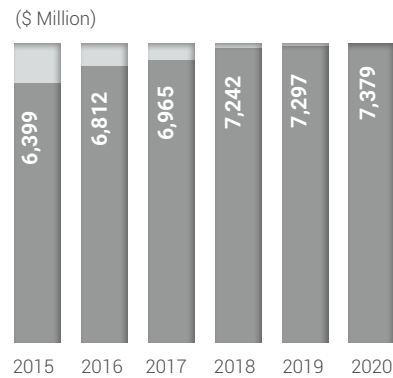


Francisco Gracia, founder of HIMOINSA, and Takehito Yamaoka, Director and President of YANMAR CO. LTD.

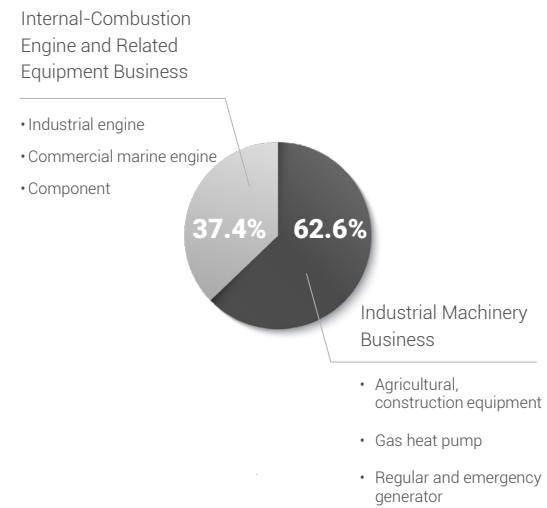
Yanmar in figures

YANMAR | FINANCIAL HIGHLIGHT

Consolidated Net Sales



Consolidated Sales Rate by Segment

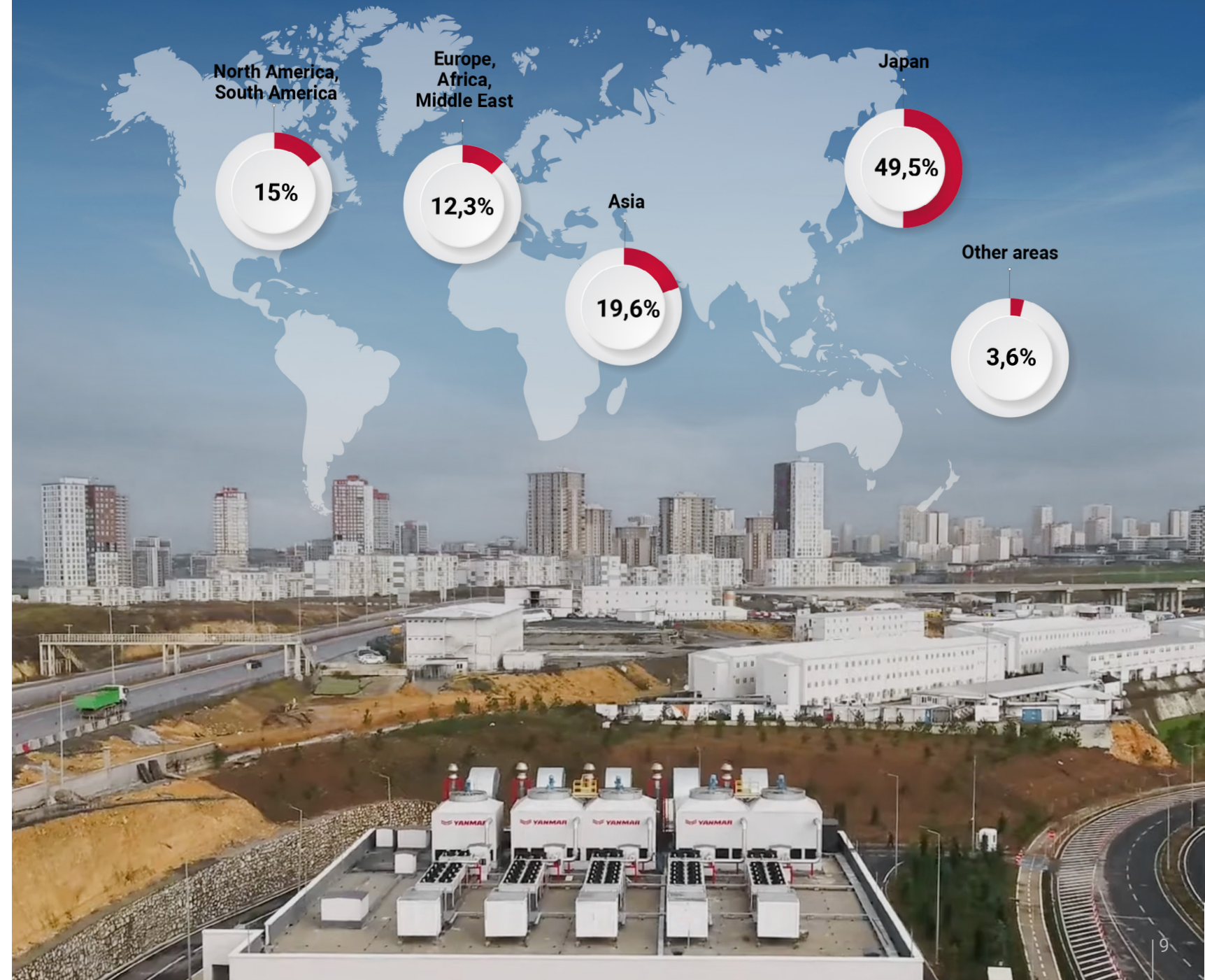


YANMAR | BUSINESS UNITS

YANMAR HOLDINGS CO., LTD.
Business planning | R&D

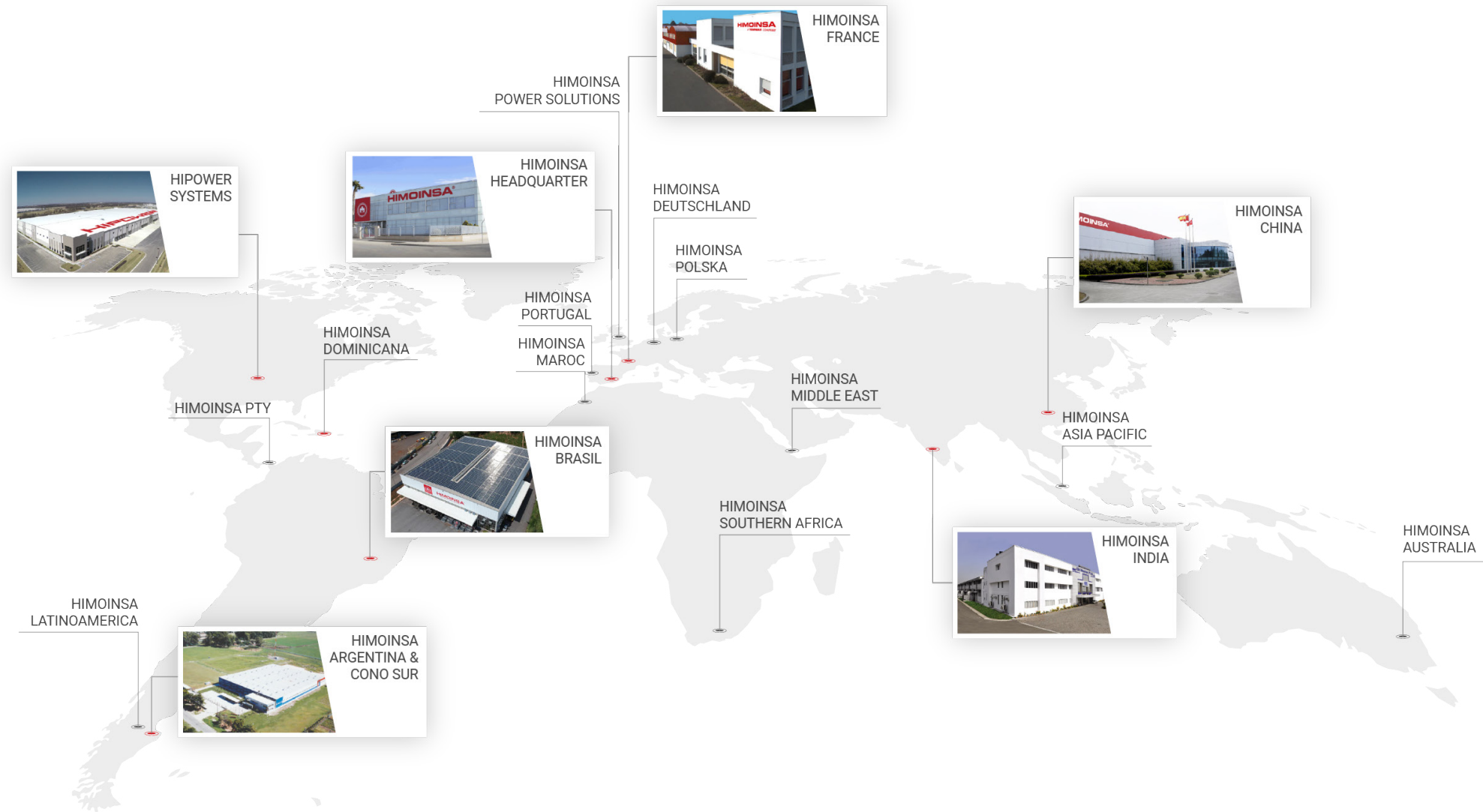
YANMAR GLOBAL EXPERT CO., LTD.	Corporate functions
YANMAR GLOBAL CS CO., LTD.	After-sales services, including management of parts stocks
YANMAR POWER TECHNOLOGY CO., LTD.	Engines
YANMAR AGRIGUSINESS CO., LTD.	Agriculture
YANMAR CONSTRUCTION EQUIPMENT CO., LTD.	Construction equipment
YANMAR ENERGY SYSTEM CO., LTD.	Power systems
YANMAR MARINE INTERNATIONAL B.V.	Recreational boats
YANMAR KOKYUKOKI MGF CO., LTD.	Component

Consolidated sales rate by Region



Bringing the power everywhere

Production centres and commercial offices strategically located to be near you.



Headquarters, located in Spain, was established as HIMOINSA's first factory in 1982. From the 90s onwards, the company began a **process of constant internationalisation** that continues to the present day. Its factories and sales offices are strategically located to be near the customer.

Commitment to **excellence** and **customer fulfilment** are the main goals of the teams working in more than 20 HIMOINSA offices. More than 1,000 professionals whose mission is to remain close to the market, respect its environment and offer an innovative and quality product.

A solution to each need

Clearly defined technological and product development areas.



MOBILE POWER

Generator sets, lighting towers, power storage and distribution systems. Equipment for **temporary applications**, noted for their **robustness and reliability** for 24/7 operations, simplicity of use, **low operating costs** and respect for the environment.



ON-SITE POWER

Equipment for **fixed installations** noted for their reliability and speed of response. Generator sets capable of establishing communication with the grid and/or with other generators, able to **operate in parallel**, if the application so requires. Reliable back up power with an immediate response time to ensure supply continuity in the event of a failure.



TELECOM POWER

Energy solutions for the telecommunications sector looking for **reliable equipment, with great autonomy, low consumption levels and long service intervals..**



POWER SOLUTIONS

Solutions that combine **different power generation** and storage technologies. Generator sets above 1MW for **critical power supply, data centres, IPP, medium voltage, power plants, etc.**



Compliance and control to ensure quality

Quality production through
exhaustive process control

Our position as a **vertical manufacturer** has enabled us to take the maximum care of the **quality** of all the components of our product.

In addition, we incorporate components from leading brands that strengthen our position in the market with a premium product. As a guarantee of this, the final product is always tested under strict quality control before it is delivered to the customer.

ENGINE



Quality engines and good **benchmark** in the **international market**. Performance, power and reliability of all its components.

ALTERNATOR



Top brand alternators that guarantee **unbeatable performance. Reliability and durability.**

CANOPY




HIMOINSA produce its **canopies** with the **latest technology** in painting, soundproofing and metal treatment methods.

ELECTRONIC



We manufacture control panels and controllers incorporating the latest technology, for users looking for **simplicity of operation and quality** of components. Electronics designed to promote connectivity between gensets.



R&D
ENGINEERING




METAL
TREATMENT



ASSEMBLY



PROTOTYPES

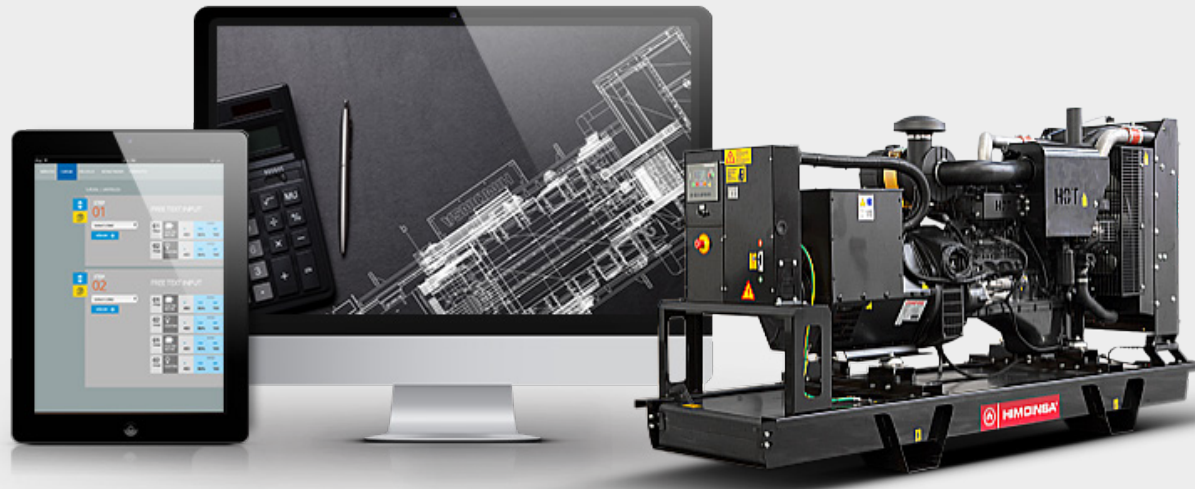


TEST BENCH

Constantly evolving

Customer Support Excellence. Comprehensive tools and solutions.

In a constant **process of digitalisation and automation**, we provide the market with tools that ease its day-to-day operations; digital platforms that allow the client to access information, documentation and new functionalities related to our products; software solutions that help to size the generator in accordance with the specified technical design and installation requirements, as well as a complete exploded view catalogue that allows the user to select and request the spare part that they require with a simple click.



SIZING TOOL



RED



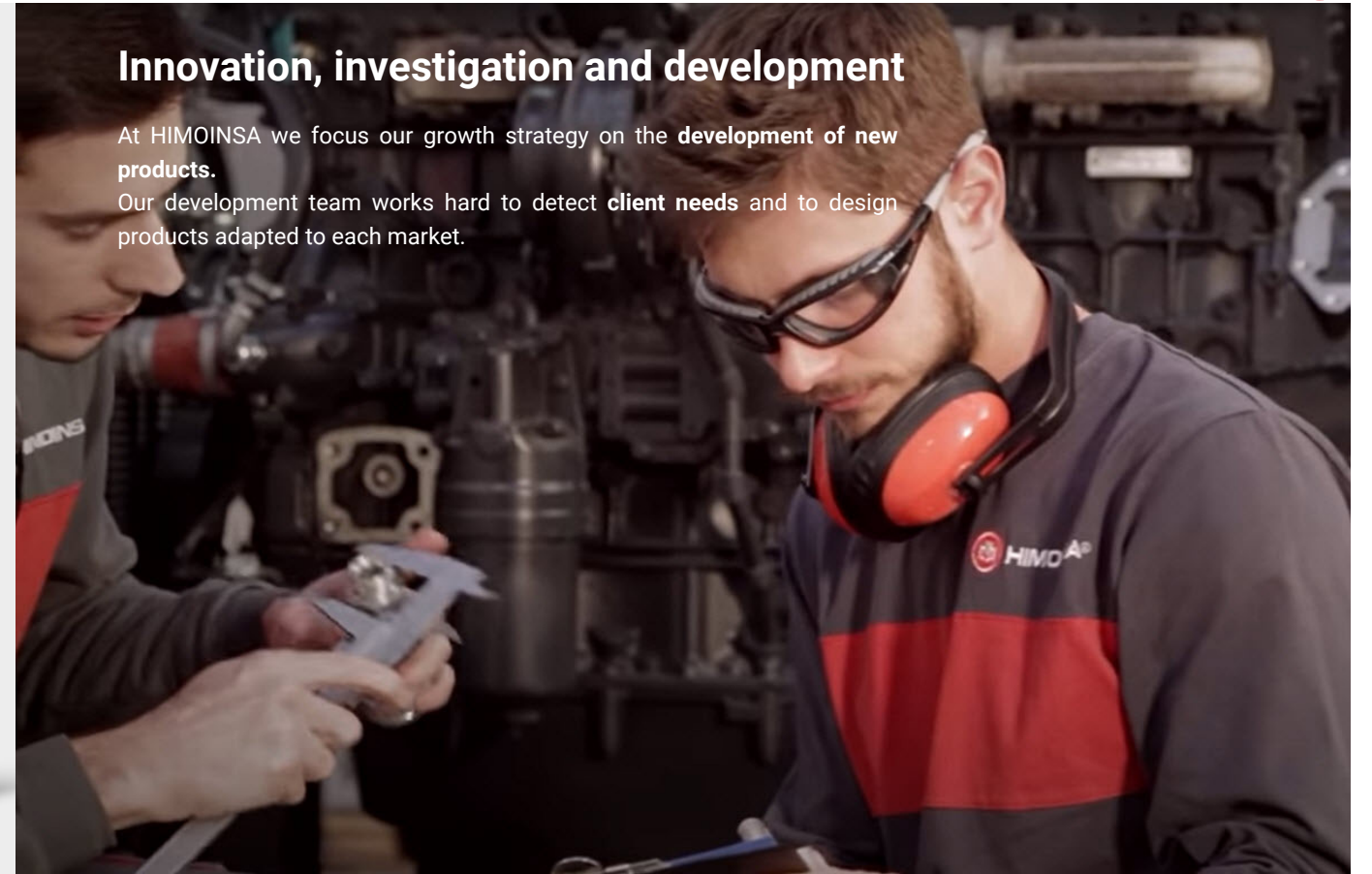
SPARE PARTS



AFTER SALES

Innovation, investigation and development

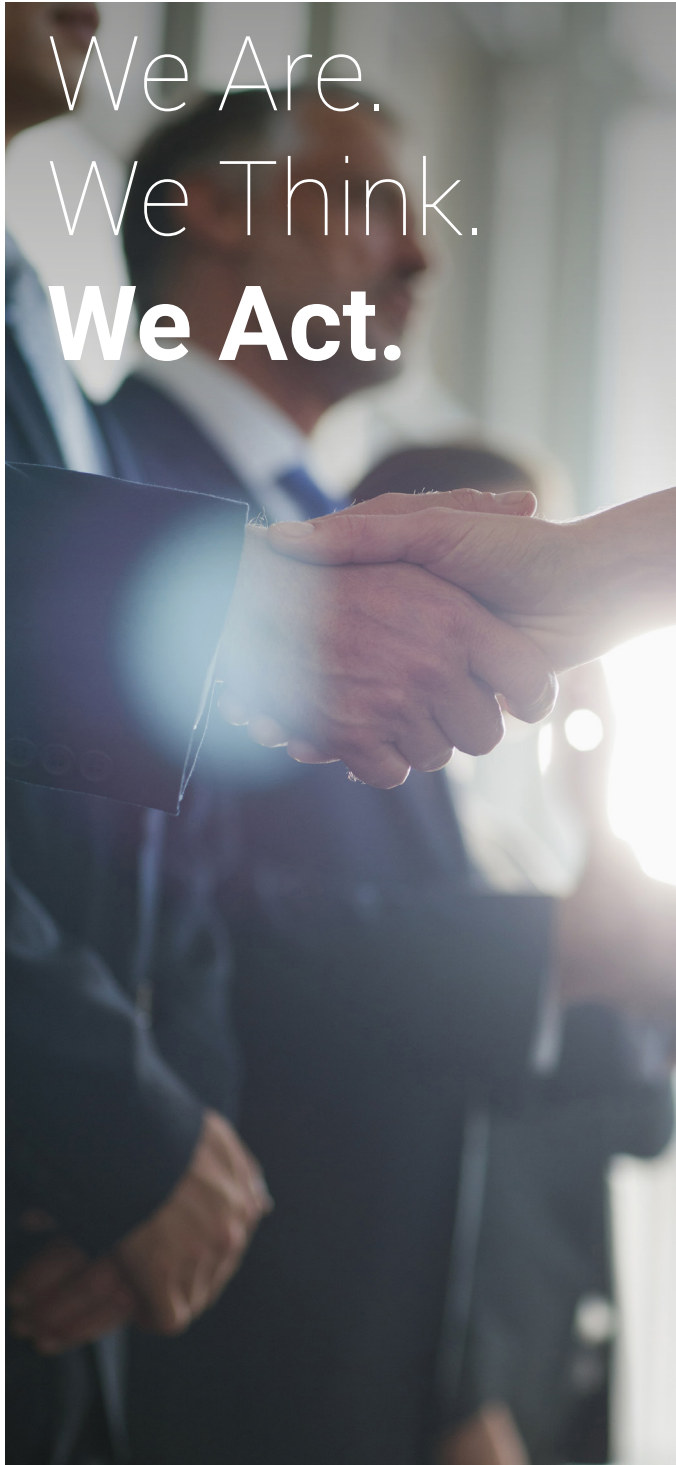
At HIMOINSA we focus our growth strategy on the **development of new products**. Our development team works hard to detect **client needs** and to design products adapted to each market.



ANNUAL INVESTMENT
17% OF OUR EBITDA IN R&D



R+D+i TEAM
IN CONSTANT GROWTH



Our corporate social responsibility actions

We are very committed to the environment and the community that surrounds us. We work to reduce our environmental footprint and the correct management of raw materials. In the social sphere, we are concerned

about and work for the well-being of our stakeholders, people and collectives with whom our company relates, in order to contribute to the common good.

Our mission, vision and values

The main challenge in the power generation sector is undoubtedly that of **reducing its impact on the environment**, and in this respect, our commitment is absolute. Our Research and Development centres work every day to provide increasingly clean and environmentally friendly solutions.

Offering a **quality service to the client** is in the company's DNA. The key lies in being flexible and client focused. Our in-depth knowledge of each local market through our network of subsidiaries and distribution centres enables us to provide a rapid and personalised response to the market.



Fostering the integration of students into the labour market through open days and factory visits by groups from universities, secondary schools, business schools, etc...



Solidarity actions with social integration groups and associations that contribute to the therapeutic and psychological support of sick children.



Committed to the environment through **safe production policies** and the design of products in accordance with **emissions regulations**.

HIMOINSA
A **YANMAR** COMPANY