

April 16th, 2013

Business alliance with Kubota Saudi Arabia Company, LLC

Motoyama Engineering Works, Ltd.
President and CEO: Toshiaki Shimpaku

Motoyama Eng. Works, Ltd. announces that the business alliance agreement has been concluded with a company in Saudi Arabia, "Kubota Saudi Arabia Company, LLC" (KSACO), for the purpose of consigning sale and maintenance service of Motoyama products in the Middle East on the date of March 20th, 2013.

1. Outline of the business alliance

KSACO has commenced an expansion of its factory in DAMMAM toward starting a valve maintenance business from the second half of 2013 onward. By making the comprehensive business alliance between Motoyama and KSACO, KSACO will sale and supply Motoyama's control valves, safety valves and their spare parts (products) in the business area ^(Note) as one of the major business, and also will supply maintenance service of the products in the business area, mainly in Saudi Arabia. The business alliance also includes a technical alliance that Motoyama assists KSACO for proper selection and procurement of maintenance facilities, equipments, etc. for the workshop of KSACO and that Motoyama provides a technical guidance to engineering staffs of KSACO.

(Note: Business area consists of Saudi Arabia, Bahrain, Kuwait, Oman, Qatar and the UAE.)

2. Schedule of starting the alliance business

Supply of Motoyama products by KSACO has already started since March 29th, 2013.

Supply of maintenance service by KSACO is scheduled to start from the second half of 2013 onward.

3. Brief profile of KSACO

KSACO is a joint company founded by Kubota Corporation and a Saudi Arabia investment company, Tharawat Development Company in 2009, as a manufacturer and a supplier of cracking tubes used in the petrochemical plants. Motoyama has determined to build a partnership with KSACO as the most appropriate partner in the Middle East, considering that KSACO receives the QC know-how from Kubota Corporation and a lot of business connections with Middle East petrochemical companies from Tharawat Development Company.