Dear Valued Customers,

Regarding overseas sales of the products purchased via our domestic dealers

Thank you very much for your patronage of ANEST IWATA and IWATA products.

These days, cross-border transactions are increasing worldwide due to the spread of the Internet (i.e., e-commerce) and advancements in logistics. Since our spray guns, airbrushes, and other products we manufacture and market, discharge atomized solvent paint into the atmosphere, they must meet the legal standards established for environmental conservation (VOC reduction) in the countries and regions in which they are used. A prominent example of such environmental legal standards is SCAQMD (South Coast Air Quality Management District) Rule 481 based on the Clean Air Act issued by the Environmental Protection Agency (EPA) in the U.S. Both the seller and the user can face serious fines, loss of user license or permits, or the closure of facilities if they are in violation of this rule.

In addition to the laws and regulations pertaining to environmental conservation, in Europe (including in Russia and the CIS), products are required to conform to safety regulations as well - the major European safety regulations being ATEX (Directive 2014/34/EU) and CE (Directive 2006/42/EC). Having the CE mark is not sufficient to consider a product conforming. The product must be shipped with a Declaration of Conformity and documentation written in the local language of the country concerned. Again, the seller and the user will face punishments if they violate any of these rules.

Therefore, for the coating equipment that we manufacture on and after 1 Jul 2020, our local group companies will only ensure that we supply products that conform to the locally applicable laws and regulations of the import destination. Needless to say, such applicable laws and regulations will differ from destination to destination.

Substantially for these reasons, in countries where established official local warranty support and technical service exist, product warranties may be voided if products are sold by unauthorized resellers (i.e., resellers not legally registered in the destination country as an authorized reseller). In addition, since we manufacture technical and mechanical products, sales by unauthorized resellers could result in reducing purchasers’ confidence, negatively impacting the end-user experience with our products.

Finally, we shall assume no responsibility, directly or indirectly, for penalties arising from import custom clearance or legal violations, accidents, or accident compensation involved in the sale or resale of a product purchased via our domestic dealer [Japan] to any overseas markets or, specifically, in the country concerned.

Yours sincerely,

[Signature]

Director and Senior Managing Executive Officer
Chief Operating Officer of Coating Division

Kenichi OSAWA