

## **NejiLaw signed a joint market development contract for non-general purpose screw member for the global market with Metal One Corporation.**

NejiLaw Inc. hereinafter referred to as "NejiLaw", (CEO: Hiroshi Michiwaki ,Headquarters: Bunkyo-ku, Tokyo, Japan) has signed the joint market development contract for non-general purpose screw member for the global market with Metal One Corporation , hereinafter referred to as "Metal One", (CEO: Shuichi Iwata; headquarters: Chiyoda-ku, Tokyo, Japan).

By making most of NejiLaw's technological excellence and development capabilities and Metal One's, global sales network and sales force, we jointly open up the market, promoting non-general purpose screw members in order to meet future needs that require major changes in the supply chain due to coronavirus catastrophe.

# **NejiLaw X Metal One Corporation**

Trends in the non-general purpose screw market, steadily growing in the world

There are a wide variety of screw products in terms of both technology and performance, which are mainly classified into two groups: general purpose screws manufactured according to the standard and non-general purpose screws manufactured according to the requirements of user companies. As a trend in the world in recent years, the market share of general-purpose screws is decreasing. Meanwhile, the market for non-general purpose screws are expanding. The market share of sales amount in the USA, boasting the largest market size in the screw business in the world is: general-purpose screws account for approximately 42% and non-general purpose screws account for approximately 58%, so non-general purpose screw's share is increasing. Furthermore, in the future, the general-purpose screw market will shrink due to the influence of Coronavirus catastrophe. On the other hand, it can be analysed that the ratio of the non-general purpose screw market tends to increase.

**<General- purpose screw>** Many of the general-purpose screws are standardized in functional design and are manufactured by moulding machines. In the US market, the competition has intensified in recent years due to the widespread use of imported screws, and low prices are important to maintain competitiveness. As a result, sales in the general-purpose screw market in the US are declining year by year.

<**Non-general purpose screw**> On the other hand, main customers of non-general purpose screws are manufactures of buildings, civil construction • civil engineering, machine tools, aircrafts and medical equipment, etc... Compared to general-purpose screws, the impact from imported products and lower prices is not significant. Sales of non-general purpose screws in the US are consistently increasing and approximately 58% of the total revenue of the US screw industry are non-general purpose screws. In addition, about half of the shipment amount, which has been increasing year by year, is non-general purpose screws with advanced technology. In other words, the income from non-general purpose screws supports the screw manufacturing industry in the US. In order to maintain competitiveness, it is necessary to maintain and improve technological strength. (Excerpt: JETRO USA screw market trend research)

### **NejiLaw Advanced Loc-King Technology “Loc-Tech”**

NejiLaw has an in-house/well-established system from an inventive and speedy problem-solving mechanism to

research • development • mass production technology and quality control. Here are the advanced joining technology products that NejiLaw has developed such as "L/RNeji" (Neji that does not depend on frictional force and will not loosen mechanically, developed for national resilience), "ZaLoc Series" ( bolt and nuts that do not loosen mechanically even with existing screw mechanism), "smartNeji"( multi-sensing screw system, using the screw itself as a response sensor), “JicLoc, ShuLoc”( tunnel shield segment joint that enables high-speed one-pass installation;), and "VanLoc," (revolutionary highway floor slab joint that eliminates in-place concrete). We will continue to contribute to the society in a broader way with our "emergent property".

### **COMPANY OVERVIEW**

Company Name: NejiLaw inc.

Company representative /President & CEO: Hiroshi Michiwaki

Head Office: Shoei Building 4F, 3-23-14, Hongo, Bunkyo-ku, Tokyo

Established: July 2009

Business Activities: High-functionality/high-performance industrial fastenings development, manufacturing, sales, licensing

Capital: JPY 499,000,000

### **Award History:**

FY2009 / Received 3 awards including Most Attractive Award(1<sup>st</sup> Prize) in Business Plan Contest (Sponsored by MIT (Massachusetts Institute of Technology) Enterprise Forum)

FY 2010 / Adopted as a new technology development foundation grant project (Sponsored by Ichimura Foundation for New Technology)

FY2011 / Received 6 awards:

Received Kawasaki Entrepreneur Award(Sponsored by Kawasaki Institute of Industrial Promotion )

FY2011 / Good Design Award/Gold Award (= Minister of Economy, Trade and Industry Award) (Sponsored by Japan Institute of Design Promotion)

FY2011 / Tokyo Venture Technology Award /Grand Prize (= Tokyo Governor Award)  
(Sponsored by Bureau of Industry and Labor Affairs, Tokyo Metropolitan Government)  
FY2011 / Received Kyu-To-Ken-Shi Kirarito-Hikaru Industrial Technology Award  
FY2012 / NejiLaw was selected for the Strategic Core Technology Advancement Program  
(Sponsored by Minister of Economy, Trade and Industry)  
FY2013 / NejiLaw was elected for Global Niche Top Grant Project  
(Sponsored by Bureau of Industry and Labor Affairs, Tokyo Metropolitan Government)  
FY2015 / 14th Japan Innovator Grand Prize Excellence Award  
(Sponsored by Nikkei Business Publications, Inc.)  
FY2018 / 7th Technology Management & Innovation Awards, Chairman Award  
(Sponsored by Japan Techno-Economics Society)

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The inquiry about this matter, please contact us below

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