

**CORPORATE NEWS**  
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## **PFISTERER strengthens its international commitment** *and secures sales markets in Japan*

Winterbach, Germany – PFISTERER is expanding its international business and its cooperation with the Japanese systems supplier Nippon Katan Co., Ltd. The partnership focuses on the production and sale of composite insulators for overhead power lines in Japan. In September, the two companies signed a corresponding cooperation and licensing agreement. This agreement concerns the delivery of PFISTERER composite insulators for final assembly at the Nippon Katan plant in Hirakata (Osaka Prefecture). Production is due to start there in the first half of 2025. Nippon Katan is a long-standing business partner of PFISTERER and specializes in the manufacture of malleable iron and metal fittings for overhead lines.

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*Partnership for the future: PFISTERER was granted a warm, ceremonial welcome at Nippon Katan’s Hirakata facility for the contract signing. Hiroshi Morita (1st row, 2nd from left.), President of Nippon Katan Thomas Bachmann (1st row, 2nd from right), Vice President for Business Development OHL Projects and David Renelleau (1st row, 1st from right), Vice President for Regional Sales Management APAC of the PFISTERER Group. Source: PFISTERER*

### **FASTER TO MARKET – LESS CO<sub>2</sub>**

Until now, the manufacture and logistics of customized composite insulators for the Japanese energy sector have been complex: Fittings manufactured in Asia first had to be delivered to a PFISTERER site in Germany for final assembly and then shipped back to Asia. The partial localization of value creation, i.e. the

establishment of assembly capacities and project expertise at Nippon Katan and the direct delivery of semi-finished products to Japan, will significantly streamline the process. This not only hugely shortens the production and delivery times of the highly sought-after composite insulators, it also reduces the carbon footprint in the manufacturing process.



*PFISTERER's highly sought-after composite insulators will in future be assembled for the Japanese market by our cooperation partner Nippon Katan in Japan. Source: PFISTERER*

### **FIRST BENEFITS FOR ALL INVOLVED**

"This faster time-to-market approach ensures greater delivery flexibility and continuous sales growth in the Japanese market. PFISTERER expects this co-operation to double the current composite insulator volume in Japan by 2030," says Thomas Bachmann, Vice President for Business Development OHL Projects of the PFISTERER Group. "This cooperation with Nippon Katan presents an excellent opportunity for PFISTERER to access the Japanese market which is known for its stringent demands on exceptionally high power supply reliability. The synergy between these two companies, each with over 100 years of experience, serves as a guarantee of quality and reliability for this extremely demanding market. Furthermore, Nippon Katan is highly respected in their domestic

market, and their introduction of our products will undoubtedly be a significant advantage for PFISTERER," adds David Renelleau, Vice President for Regional Sales Management APAC of the PFISTERER Group.

### **RELIABLE COMPOSITE INSULATORS**

The composite insulators for the Japanese market are manufactured in a modular process. It combines the advantages of HTV (high temperature vulcanization) silicone rubber technology with high flexibility for the production of customer-specific insulators. PFISTERER insulators are calculated in detail, customized and tested.

## ABOUT PFISTERER

PFISTERER is a globally leading and independent technology company with head offices in Winterbach near Stuttgart, Germany. The company develops, produces, and sells solutions for the insulation and connection of electrical conductors for interfaces in power networks – from the generation to the transmission to the distribution of electrical energy – on land, at sea, and in the air. With its powerful innovation, state-of-the-art production capabilities, and global sales network, PFISTERER offers advanced solutions for the challenges of electrification. Since its founding in 1921, PFISTERER has established itself internationally as a pioneer in modern energy infrastructure and is an attractive employer in a future-oriented industry with exciting development opportunities for more than 1200 employees at 17 sites and five production facilities around the world. Karl-Heinz Pfisterer, grandson of the company's founder, has made decisive contributions to this development since the 1970's and today is the Chair of the Supervisory Board.

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