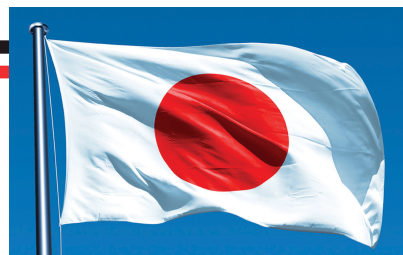


Japanese aerosol fillings jump more than 3% in 2017

Personal Care, Insect Sprays, Household & Automotive see gains...



According to the Aerosol Industry Association of Japan (AIAJ), the estimated number of units filled in 2017 (January to December) was 534,487,000, an increase of 3.3% more than 2016, which saw 517,621,000 aerosol products filled.

Last year, the market for skin care products such as face washes and sunscreen sprays increased sharply and the Personal Care products category grew steadily (3.47%) due to high demand for anti-aging sprays. Hair dyes (especially those utilizing a double compartment) continued to sell well; however, hair spray sales decreased. Antiperspirants/deodorant sales increased slightly, but the AIAJ has noticed that use been decreasing due to competition from non-aerosols, such as roll-ons. Generally, Personal Care

product sales have been increasing, owing to a big demand in East Asia, especially in China (Hong Kong and Taiwan) for products sold under the "Made in Japan" banner; and this demand is spreading to Southeast Asian countries, said AIAJ, although not so much for Industrial, Automotive or Household Care products.

Insecticides, the second largest category, saw sales growth of more than 7% because of space insecticides (those sprayed into the air rather than on a surface), especially those with small, meter-dosed and content-rich formulations.

In the Household Care Category, room fresheners saw a small increase (3.41%) in production owing to some new product launches. Wax and polishes, laundry products and "Other" products in the category also saw healthy growth. SPRAY

2017 Japanese Aerosol Production (in thousands)

PRODUCTS	2016	2017	% Change
1. INSECT SPRAYS	76,271	81,645	+7.05
Space Insecticides	49,279	53,246	+8.05
Other Insecticides	26,974	28,399	+5.30
2. COATINGS & FINISHES	42,686	42,549	-0.32
3. HOUSEHOLD PRODUCTS	71,897	74,795	+4.03
Room Fresheners	32,196	33,293	+3.41
Cleaners	14,333	14,277	-0.39
Wax & Polishes	1,146	1,259	+9.86
Laundry Products	140	152	+8.57
All Other Household Products	24,082	25,814	+7.19
4. PERSONAL PRODUCTS	258,960	267,952	+3.47
Hair Sprays	68,589	66,664	-2.81
Other Hair Care Products	90,580	93,350	+3.06
Shaving Foams	7,470	7,162	-4.12
Colognes & Perfumes	558	629	+12.72
Medicinals & Pharmaceuticals	9,303	8,293	-10.86
Personal Deodorants	36,744	38,250	+4.10
All Other Personal Products	45,686	55,604	+21.71
5. INDUSTRIAL PRODUCTS	37,054	35,336	-4.63
6. AUTOMOTIVE PRODUCTS	18,757	20,310	+8.28
Glass Anti-Dim Sprays	889	540	-39.26
All Other Automotive Products	17,868	19,770	+10.64
7. MISCELLANEOUS	11,996	11,900	-0.80
TOTAL	517,621	534,487	+3.26
Rate of increase (%)	-1.3		+3.30

2017 Japanese Aerosol Production

Insecticides.....	15.3%
Paints	8.0%
Household Care Products.....	14.0%
Personal Care Products.....	50.1%
Industrial Products	6.6%
Automotive Products	3.8%
Others.....	2.2%
Total.....	100%

Aerosol Containers used in Japan in 2017

Tinplate steel cans.....	54.2%
Aluminum cans.....	44.1%
Plastic containers.....	1.7%
Total.....	100%



Samurai Kameleon Metal and Plastic Motorcycle Paint is marketed in Japan.