

OKAMURA TODAY
Corporate Profile

2017-2018

okamura



The Okamura Corporation had its beginnings in 1945, based in the town of Okamura in Yokohama.

With a strong belief in Okamura's mission, the founding members brought together the technical and financial support to launch the company as the Okamura Manufacturing Facility, an industrial manufacturing cooperative.

Okamura's founding spirit is still alive today in the five principles of the company's creed-creativity, cooperation, frugality, savings and service.


Since its founding, Okamura has provided high-quality products and services for offices, education, healthcare, R&D, commercial facilities and distribution centers under the motto "Quality pays for itself."

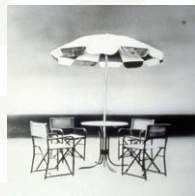
Okamura's strength lies in extensive knowledge and technological expertise in many fields, the foundation of creating comfortable spaces for customers worldwide.

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Office Furniture

1947  Manufacture of US military club furniture

 Manufacture of garden tables and chairs

1951 Production started on steel desks and chairs

1956  DX line of steel furniture launched

 U line furniture for apartment housing launched


1957  Type-31 and Type-36 steel office desks launched


 Steel office desks and chairs launched under the Office Master name

1962  First Okamura Business Show held

Isu no Kagaku (Chair Science) PR magazine published

1963 First Good Design Award G-Mark awarded for a folding chair

1964  Junior desk and chair launched


1964  Technology partnership with AllSteel Inc. (USA) for desks and chairs


1966  Inter-Wall launched


1968  Products displayed at NOPA Exhibition in New York City


1975 Okamura Bau building equipment show held

System kitchen introduced


1976  Ferro Wall movable partitions launched


 Slimline storage system launched

1977  20 series chair launched

1978  Salvarani Longline Italian-made system kitchen launched

Store Displays

1957  Gondola store shelving launched

 Low Boy store shelving launched


1961 Celta Steel Gondola series launched

1963  Technology partnership with the Darling Company in Los Angeles for system gondolas

1969  Technology partnership with the Tyler Refrigeration Corp. (USA) for refrigerated showcases, Okamura-Tyler established


1972 Products displayed at Japan's first store system show, 1st JAPAN SHOP

1976 Okamura Multiple Unit Display System (OMUDIS) launched

1978  No-defrost refrigerated showcase system launched

Material Handling Systems & Others

1948 Torque converter R&D started

1951  Torque converter production began

1957 Torque converter for small forklifts developed


 Products displayed at Torque Converter Engineering Show

1970 Type-61 Heavy Rack (pallet rack) production started in a technology partnership with Palmer Shale company in the USA

Type-63 Lightweight Shelving launched, first Japanese-made boltless rack system

1973 Technology partnership with Ermanco Co. in the USA for conveyors

1976 Products displayed at an international logistics and machines exhibition

1978  Rotary Rack launched

1945  Okamura founded on October 10 Okamura-cho, Isogo-ku, Yokohama, Kanagawa

1948 Okamura restructured as a joint-stock company

1950 New Tokyo Office opened (Shimbashi, Tamura-cho, Minato-ku)

1952  Kanagawa Plant established (Kitasaiwai-cho, Nishi-ku, Yokohama)


1953  The N-52, Japan's first postwar airplane, completed

1955 Kansai Sales Office opened (Kobe City)

Mikasa, Japan's first automatic front wheel drive car, developed

1957  Mikasa Mark I and Mikasa Sport displayed at the 4th Japan Motor Show

Yokohama Sales Office opened

 Tokyo Sales office and showroom opened in Akasaka (Nagata-cho, Chiyoda-ku)

1958 Oppama Plant founded

Osaka Sales Office and Nagoya Sales Office opened

1959 Sendai Sales Office opened


1960  Kansai Okamura Manufacturing Co., Ltd. (Osaka) established

IBM punch card system introduced, allowing for mechanization of office work

1961 Fukuoka Sales Office opened

Okamura listed in the second section of the Tokyo Stock Exchange

1969 Industrial robots developed

1970  Tokyo Showroom opened


 Fuji Plant in Shizuoka completed

Okamura listed on the first section of the Tokyo Stock Exchange

1972 Okamura-Tyler Fuji Plant in Shizuoka completed

1973 Headquarters moved to Yokohama Tenri Building

1974  Takahata Plant in Yamagata completed

 New Otani Showroom opened

1976  RC-04 type pneumatic robot developed


1979 Osaka Showroom opened



Office Furniture

- 1980** Office Research Center opened

 OA-compatible head office opened
 Various visits / press coverage
- 1981** N50-type low partition launched
- 1984** 
 D-10 Series desk system launched

- 1986** 
 28 Series ergonomic chair launched
- 1988** *New Office* published

- 1991** 
 Okamura Garden Court Showroom opened
- 1996** *Workplace Strategy* published
- 1997** 
 Proface Next Generation Office System launched
- 1998** *New Workplaces for New Workstyles* published
- 1999** Pro Stack multipurpose meeting furniture launched

- 2000** Ercio office seating launched
- 2001** Sales agreement with FujiSeiko Co., Ltd. signed for entry into the security business
- 2002** Products displayed for the first time at ORGATEC 2002 in Germany Contessa announced
- 2003** 
 Contessa ergonomic mesh chair launched
 Products displayed for the first time at Security Show 2003
 Products displayed at NeoCon2003 (USA), Contessa announced
- 2004** Products displayed at EIMU2004 (Italy)
- 2005** *Office Evolution – The Future of Offices* published
 Baron ergonomic mesh chair launched
 Cruise and Atlas personal workstations announced
- 2007** *Creating a Good Relationship between Office and People* published
 Products displayed at The Office Exhibition 2007 (UAE / Dubai)
- 2008** Chicago Showroom opened
 Products displayed at NeoCon 2008 (USA) Exhibition
- 2009** 
 Office Labo opened



- 2011** *Copresence Work – New Workplace for Social Networking Age* published
- 2012** Sew Future Work Studio opened
- 2013** *Knowledge Commons – A Campus for Global Human Resource Development* published
- 2014** 
 Okamura Future Studio = KIZUKI LABO opened
 Products displayed at the 33rd China International Furniture Fair (Guangzhou) (Cliff)
- 2015** Swift height-adjustable table launched

 Sea Open Innovation Biotope opened
Diversified Workstyles and Spaces Make Offices More Fun published
- 2016** WORK MILL activity started
 Menlo Labo opened
 Cue Open Innovation Biotope opened

Store Displays

- 1980** JAPAN SHOP Minister of International Trade and Industry Prize received
 Prime Minister's Award and other awards received over 14 consecutive years
- 1989** New store information magazine *Stores of the Month* published


- 1990** 
 AV software / CD fixtures launched
- 1998** 
 Fontana refrigerated showcases announced

- 2001** 
 Products displayed at 1st Japan Drugstore Show
- 2002** Products displayed at a supermarket trade show
- 2008** 
 Visplay Showroom opened



- 2014** 
 Store carts launched
- 2015** 
 OSCOM Qlus launched

Material Handling Systems & Others

- 1982** Rotary rack technology exported to the USA
- 1987** 
 Rotary Rack M vertical multi-row independent rotary rack launched


- 1993** 
 Space Hawk 3D transport system launched
- 1995** 
 Technology partnership on overhead conveyor systems with OCS in Sweden

- 2001** 
 Light Roller conveyor system with simplified controls launched
- 2002** Multi-stage torque converter displayed at the 3rd bauma China international construction machinery trade fair in 2002
- 2008** Line Belt Sorter NBS Wave high speed sorting equipment launched

- 2010** Smart Hawk overhead transfer system launched
- 2012** 
 Rotary Sorter automatic injection / output / sorting system launched
- 2014** 
 AutoStore robot storage system launched

- 1981** 12th Ishikawa Prize awarded by the Union of Japanese Scientists and Engineers for the development of an integrated management information system
- 1982** *Okamura's OA Strategy* published
- 1987** 
 Siam Okamura Steel Co., Ltd. established in Thailand
- 1988** 
 JT Okamura Co., Ltd. established in Okayama
- 1989** Okamura Logistics Corporation established

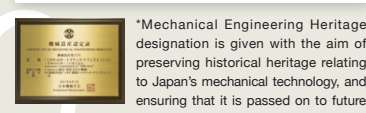
- 1990** 
 Tsukuba Plant completed in Ibaraki
- 1991** 
 Yokohama Distribution Center completed
- 1992** Okamura International (Singapore) Pte Ltd established
- 1994** Okamura Business Support Corporation established
- 1996** Siam Okamura International Co., Ltd. established in Thailand
- 1997** Nakai Plant completed in Kanagawa
- 1998** FM Solution Corporation established
- 1999** Okamura Support and Service Corporation established

- 2000** Hill International Inc. established
 ISO 14001 company wide integrated review and registration
- 2003** 1st Okamura Design Space R held
- 2004** Shanghai Okamura Furniture and Logistic System Co., Ltd. established in China
 Osaka Distribution Center completed
- 2005** Seeder Co., Ltd. acquired
- 2006** Tsurumi Plant in Kanagawa completed
- 2008** FujiSeiko Co., Ltd. acquired as subsidiary
 London branch opened
- 2009** 
 Okamura Chair Museum opened
 SEC Co., Ltd. acquired
 New production facility completed at the Oppama Plant

- 2010** TD Japan Ltd. established
 Shanghai showroom opened
- 2013** Hangzhou Okamura Transmission Co., Ltd. established
 Salotto Group (Hong Kong) acquired
 Sunahata Co., Ltd. acquired
 Ichie Co., Ltd. acquired
 Shanghai Okamura Architecture Co., Ltd. established
- 2014** Okamura Trading (Shanghai) Co., Ltd. established
 New factory at the Gotemba Plant established
- 2015** PT. Okamura Chitose Indonesia established
 Shanghai Showroom reopened after refurbishment

Japan's first front wheel drive automatic car, Mikasa (with automatic transmission) certified as Mechanical Engineering Heritage

The Mikasa, Japan's first front wheel drive car, was equipped with the AK-4 automatic transmission, the first in Japan to combine a torque converter with a two-speed transmission. Although the Mikasa was not widely produced, in 2015, the Japan Society of Mechanical Engineers recognized the torque converter used in the Mikasa as part of Japan's Mechanical Engineering Heritage.* It also remains part of the manufacturing heritage that is embodied in Okamura products today.



*Mechanical Engineering Heritage designation is given with the aim of preserving historical heritage relating to Japan's mechanical technology, and ensuring that it is passed on to future generations as part of their cultural heritage.

1980

1990

2000

2010

At Okamura Corporation, our philosophy is that "Quality pays for itself." This is reflected today in each of our products and services.

Even while information technology, internationalization and specialization are key factors in corporate reform, we believe the priority of management is to establish a stable sales base and drive efficient, profit-driven management while building trust with society, including a concern for the environment.

Okamura is forging alliances and pursuing M&A activities with the aim of expanding further into the global marketplace – increasing the company's product development, manufacture and sales capacity, and strengthening the links between our core businesses of Office Furniture, Store Displays and Material Handling Systems.

We are also working hard to reduce the environmental impact of our activities, while fulfilling our corporate social responsibility (CSR) by strengthening our compliance management and corporate governance.

Japanese companies today face difficult questions about low labor productivity caused by poor working practices such as long working hours, and a labor shortage brought about in part by a declining population. To address these concerns, Japan's

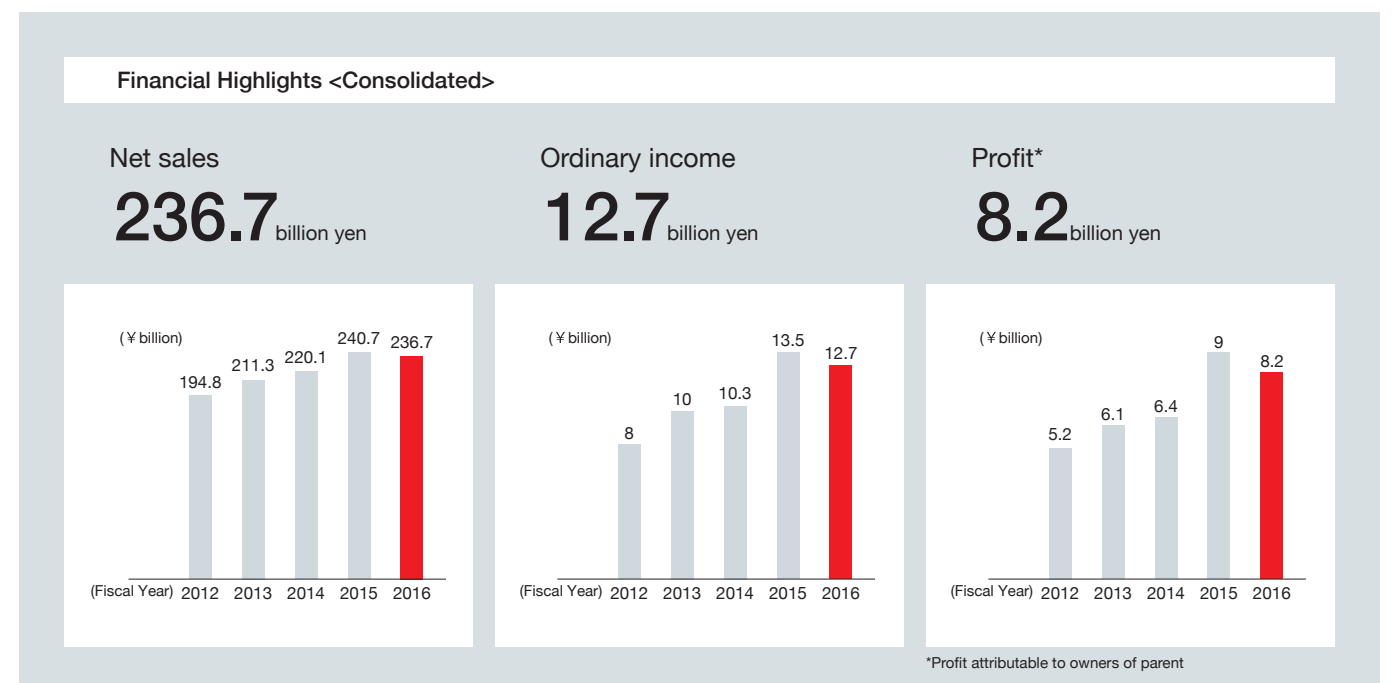
government has started to institute working reforms that will come into full effect to coincide with the 2020 Tokyo Olympic and Paralympic Games.

For its part, Okamura supplies office solutions, automation and effortsaving processes that can help boost productivity and answer the needs of our customers. Okamura's commitment to research gives us insight into the future, even as the business environment continues to change by the day, and allows us to develop value-added products and unique solutions for diversifying needs.

Okamura continues to innovate as a company that provides solutions to create congenial and comfortable spaces. We aim to be a company trusted and valued by society at large.

We look forward to your continued support and encouragement in the years ahead.

President & Representative Director 





Workplace



Communication spaces



Workplace



Workplace



Workplace



Meeting rooms



Cafes



Municipal government facilities



Banking facilities



Partitions



Restroom booths

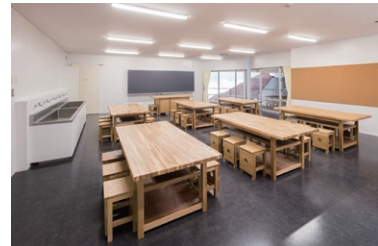
OFFICE FURNITURE



Active learning



Lecture rooms



Special classrooms



Chemistry laboratories



Analysis laboratories



System development rooms



Libraries



Galleries and museums



Theaters and halls



Stadium bleachers



Safe doors



Access control systems



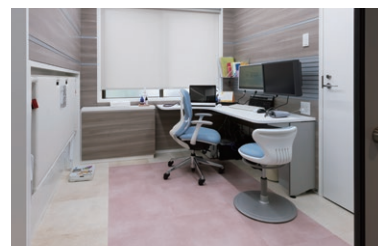
Flood barriers



Watertight doors



Staff stations



Examination rooms



Hospital rooms



Operating rooms



Study desks



Furniture for small offices



Height-adjustable table



Refrigerated showcases



Refrigerated showcases



Multiple Unit Display System



Specialized display fixtures



Multiple Unit Display System



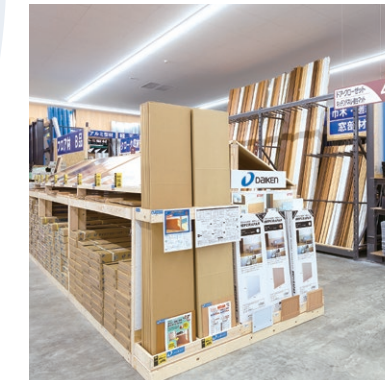
Specialized display fixtures



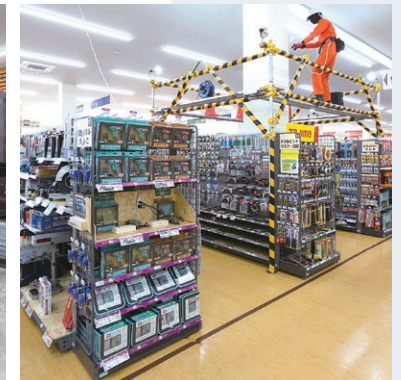
Multiple Unit Display System



Refrigerated showcases



Specialized display fixtures



Multiple Unit Display System



Specialized display fixtures



STORE DISPLAYS

Apparel / Sports shops



Specialized display fixtures



Specialized display fixtures

Stationery / Miscellaneous goods



Specialized display fixtures



Specialized display fixtures

Consumer electronics



Multiple Unit Display System

Bookstores



Specialized display fixtures

Overseas expansion



Multiple Unit Display System



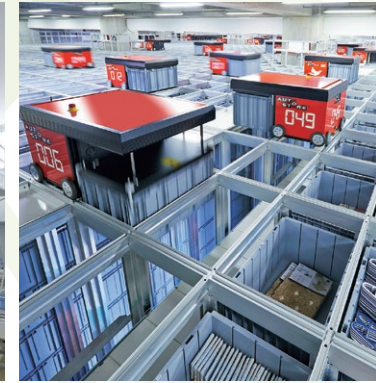
Specialized display fixtures



Specialized display fixtures



Multistage independent horizontal rotary storage



Robot storage systems



Sorting equipment



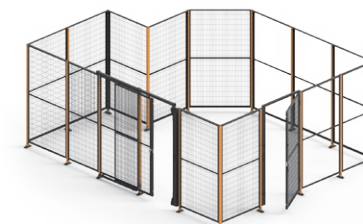
Fixed shelving



Flow-through racks



Workbenches



Protective fences

Rotary racks and automated warehouses

Transportation and sorting equipment

MATERIAL HANDLING SYSTEMS

Okamura seeks to streamline logistics, constantly developing and providing new distribution systems through real-life experimentation.

We offer total support, from material handling system proposals resulting in financial benefits through increased speed, accuracy and safety of logistics, to software development, equipment installation, operational support and after-sales service.

Fixed / Mobile / Flow-through racks

Workbenches / Peripheral equipment

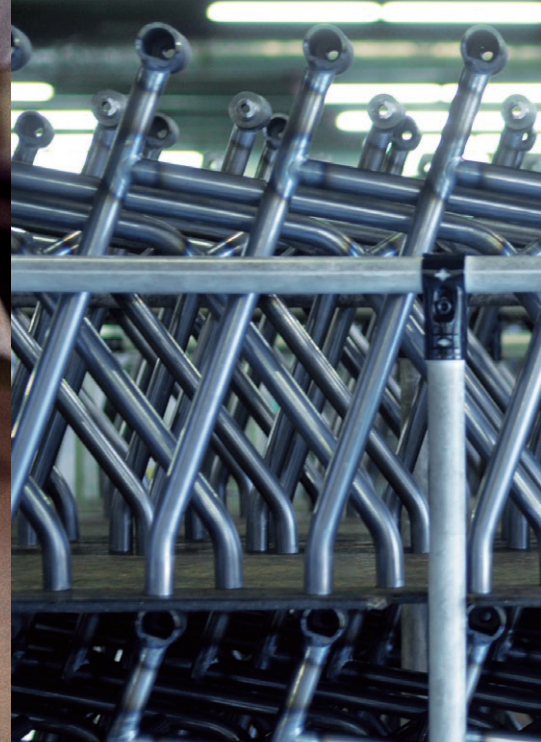
POWERTRAIN BUSINESS



Torque converter type transmission for snow removal vehicles



Torque converter type transmission for forklifts

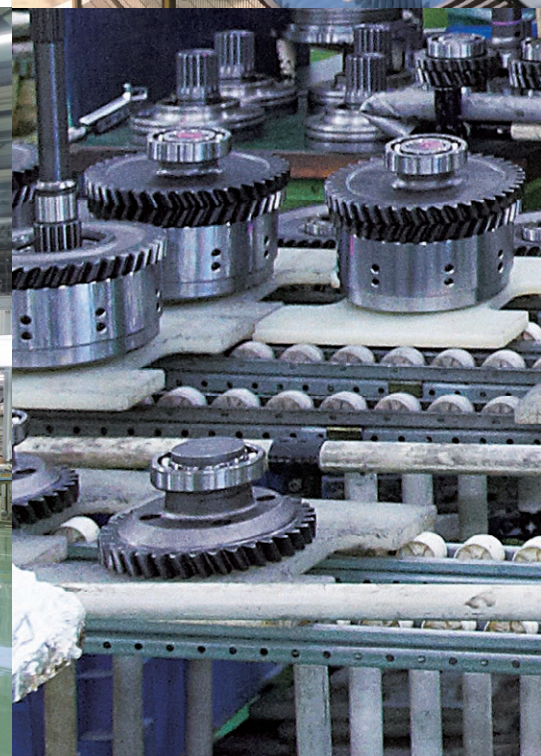
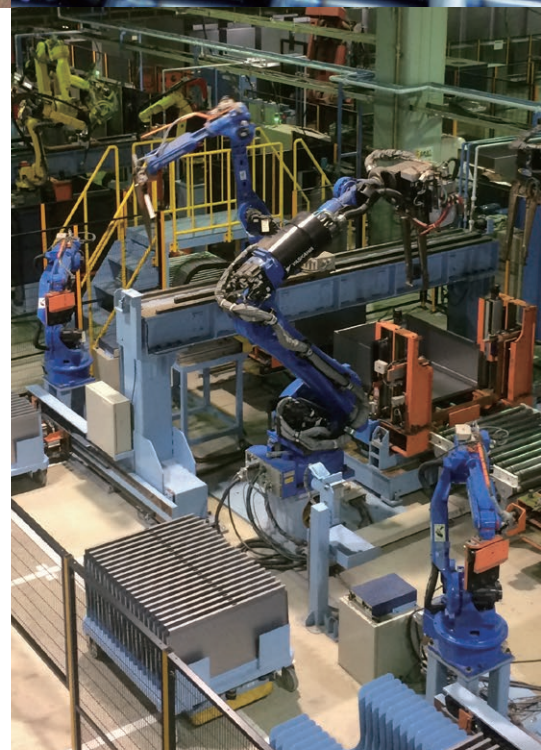


Okamura's Strength
Sources of Technology <Production>

Creating new value from technological expertise

Okamura prides itself on its proprietary processing technology, built upon years of experience in the field.

Our sheet metal processing technology for aircraft, developed at the time of Okamura's founding, provided the starting point for a legacy of innovation. At Okamura, we use these technological assets alongside the latest systems and tools to manufacture products that respond to society's needs.



Production Technology

OPS proprietary production management system

— OKAMURA PRODUCTION SYSTEM
Pursuing efficiency to increase productivity

By increasing productivity and maintaining quality assurance, we have established a strong corporate manufacturing structure.



Our unmanned production line features robots that can visually recognize parts based on their shape. Through automation using cutting-edge equipment, we are increasing productivity and maintaining high-level quality assurance.

Human Resource Development

Building the foundation of quality through the next generation

At the Technical Skills Training Center, our mission is training future generations of engineers to ensure that our long heritage of advanced technology and skills continues to be passed down. The Center hosts a diverse variety of training courses each year, making an invaluable contribution to product quality maintenance and improvement.



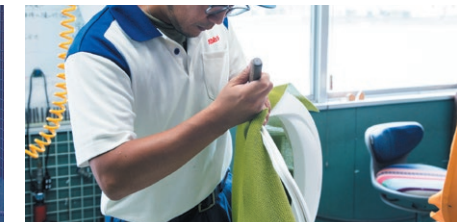
In-house processes developed over many years

Okamura has built up a repertoire of proprietary technology used in manufacturing, allowing us to perform all necessary processes in-house. Our experience in metal processing dates back to Okamura's founding in 1945, when the company conducted sheet metal processing for aircraft. Our metalworking legacy is passed on to future generations through employee education at our Technical Skills Training Center. Furthermore, we assist workers with specialist training to help them achieve national qualifications.

Our manufacturing facilities operate under our own production management system, the "Okamura Production System" (OPS). The complete elimination of idle processes—those detracting from added value—and extensive robotic automation are our keys to increasing productivity and maintaining high-level quality assurance.



Steel Processing



Covering



Coating (on an unmanned coating line)



Sewing



Resin molding



Assembly



Woodworking

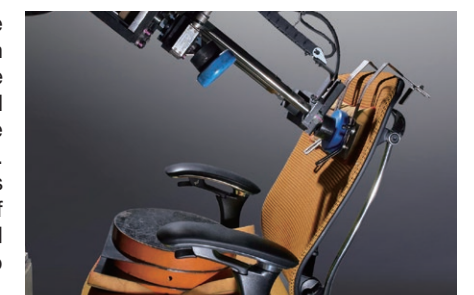


Testing

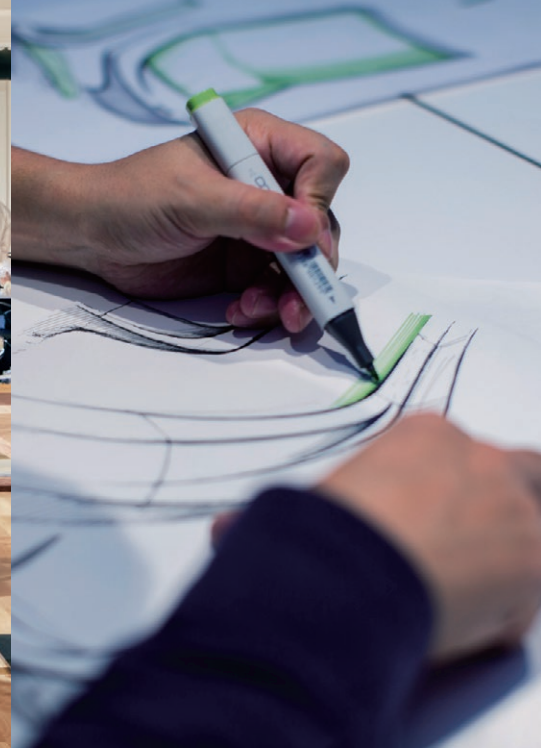
Quality Management

Ensuring quality and safety through proprietary standards

Okamura creates products that can be used with confidence for many years. In addition to compliance with Japanese Industrial Standards (JIS) and international standards, we apply our own in-house standards, which are even more rigorous. Based on these standards, we assess and confirm the quality and safety of each product through analyses, and by repeatedly subjecting samples to performance and durability tests.



Durability testing



Okamura's Strength

Sources of Creativity <Design / Development>

Bringing creativity and new value to interior spaces

Expectations regarding interior spaces have changed in step with evolving lifestyles and work styles.

Okamura anticipates these changes and conceptualizes optimal interior spaces that meet the needs of every user.

Through ideal interior spaces, we create new value for offices, educational, healthcare, R&D and commercial facilities, and distribution centers.



Since the founding of Okamura, we have worked to create optimized human environments using our knowledge of hardware and software. Through the three tenets of our design policy, we create attractive spaces for the next generation.

In the pursuit of manufacturing that benefits all people, Okamura's high-quality designs employ both functionality and safety.

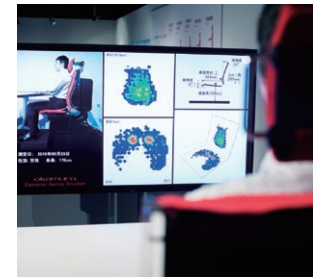


Quality Design

Provide customers with products of true value

Pursuing the true essence of a product, we provide our customers with products they can truly appreciate. In the pursuit of "the perfect product," we are constantly refining our manufacturing abilities. We aim to create high-quality designs that give our customers added value.

Okamura is committed to satisfying the needs of our customers by ensuring safety and improving comfort. This includes product development based on ergonomic principles and creating environments that enhance creativity.



Ergonomic Seating Simulator

Eco-Design

Develop products with lower environmental burdens

The Okamura Group strives to design products that have the lowest possible level of environmental impact throughout their life cycle, from the selection of raw materials, to disposal after use. This contributes to a sustainable society. We achieve this goal by carrying out environmental assessments at the product planning and design stages and applying certification according to our own environmental standards.

Green Wave and Green Wave+

Okamura specially created these environmental product standards, and the Green Wave standard was put into practice in 1997. We certify environmentally conscious products based on seven criteria, namely: "Resource saving," "Use of recycled materials," "Recycling ability," "Reusability," "Long service life," "Safety and environmental protection" and "Energy conservation." We certify products that meet these criteria as recommended products bearing the Green Wave logo. In 2010, we created the Green Wave+ standard for products that are even more environmentally friendly. By offering these products to our customers, we are helping to reduce the burden on the environment.



Universal Design

Work towards a world in which everyone feels comfortable and prosperous

Okamura pursues designs that benefit all people, developing individualized products and spaces for people from all walks of life. We offer products and spaces so that a greater number of people can use them comfortably, focusing on safety, comfort, adaptability, ease of comprehension, access to information and basic performance, including ample customization and optional extras.

Awards and certifications received in Japan and overseas



The Good Design Award



reddot award 2016 winner

The Red Dot Award



The iF Design Award



The IAUD Award

Awards

Office Furniture

Creating working environments for the future

We provide total solutions through ideal spaces, including offices, educational and medical institutions, and research facilities. In response to ever-changing personnel and working styles, we think of such diversity as inspiration to display our creativity and boost productivity. In order that individuals and organizations can perform at their best, we create environments that facilitate diverse working styles.



Store Displays

From research to planning, design, construction, maintenance and feedback, we support every aspect of retail store development.

We offer total support, from the store planning stage to opening day, proposing attractive store layouts in line with our customers' wishes. After the store opening, we conduct efficacy verification, equipment maintenance, existing store renovation and the opening of additional stores. Moreover, since all of the sales representatives, designers, construction supervisors, logistics and factory members that make our fixtures in Japan are managed by Okamura, we minimize the troublesome administrative work that comes with opening a store.



Material Handling Systems

We offer an optimized distribution system to our customers, based on creative new ideas and our extensive experience in the field.

The logistics industry is becoming more diverse and sophisticated by the moment. As such, streamlining logistics is a major aim of every company. At Okamura, we propose optimal distribution management systems based on our abundant experience and outstanding technology. We offer total solutions, from consulting, simulation-based capacity calculation, optimal plan review, system design, performance tests and maintenance available 24 hours a day.



Workflow



Workflow



Workflow



WORK MILL

Changing workplaces and working styles to affect lives.



<http://workmill.jp>

WORK MILL MANIFESTO

Work styles are changing across the globe, and the improvement of working styles can lead to major workplace improvements. People everywhere are looking for newly envisioned workplaces that better suit their company and individual style.

Work Mill is a project at Okamura designed to revolutionize working styles. It comprises a group of experts who conduct research on working styles in order to create workplaces unconstrained by conventions.



Web magazine
(<http://workmill.jp/webzine>)



Print magazine
Business magazines on the topic of work.

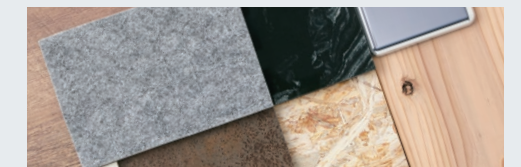


Co-creation spaces (for details, see P28 and P32)

Using the strengths of different materials to coordinate interior spaces

CMF (Color / Material / Finish)

In the CMF department, we create designs based on proposals for color schemes, materials and finishes. When designing furniture, we first create a storyboard with images and text capturing recent trends and market movements, then we prepare CMF that reflects the current era.



Production bases and distribution network

Okamura's products are created at its production bases in Japan. In fact, Okamura has more production bases than any other company in the domestic industry. Our customers trust us for our rigorous quality control in creating the finest products, the stability of our supply chain, meticulous attention to detail and short lead times.



1. Sanyo Okamura Corporation

1 Aino-machi, Takahashi-shi, Okayama Prefecture
Products Office Systems / Desks / Store Equipment
 (ISO 9001/ISO 14001 Certifications)



2. Kansai Okamura Co., Ltd.

2-8-63, Inada-Uemachi, Higashi Osaka, Osaka
Products Office Systems / Desks / Storage Cabinets / Counters
 (ISO 9001/ISO 14001 Certifications)



7. Tsurumi Plant / Seeder Co., Ltd.

2-2-17 Suehiro-cho, Tsurumi-ku, Yokohama, Kanagawa Prefecture
Products Conveyor Systems for Cleanroom
 (Tsurumi: ISO 14001 Certification)
 (Seeder: KES Certification)



8. Oppama Plant

5-2944-1 Urago-cho, Yokosuka, Kanagawa Prefecture
Products Office Seating / Lobby Seating / Conference Room Sets / Torque Converters & Transmissions
 (ISO 9001/ISO 14001 Certifications)



3. FujiSeiko Co., Ltd.

25 Ohama-machi, Nomi, Ishikawa Prefecture
Products Safe Vault Doors & Document Storage Room Doors / Security Systems / Safes / Banking Business Equipment / Safety Deposit Boxes / Walls and Wall Surface Construction Work / Protective Products for Nuclear Power & other Industries
 (ISO 9001/ISO 14001 Certifications)



4. Fuji Plant

102-1 Osaka, Gotemba, Shizuoka Prefecture
Products Movable Partitions / Logistics Systems / Store Equipment
 (ISO 9001/ISO 14001 Certifications)



9. Sunahata Co., Ltd.

4-13-1, Nishihokima Adachi-ku, Tokyo
Products Store Equipment



10. Tsukuba Plant

Techno-Park Toyosato, 1-2-2 Midorigahara, Tsukuba City, Ibaraki Prefecture
Products Storage Cabinets / Low Partitions / Furniture & Equipment for Healthcare & R&D Facilities / Furniture & Equipment for Public & Educational Facilities
 (ISO 9001/ISO 14001 Certifications)



5. Gotemba Plant

744 Kita, Shibanta, Gotemba, Shizuoka Prefecture
Products Refrigerated Showcases
 (ISO 9001/ISO 14001 Certifications)



6. Nakai Plant

390 Sakai, Nakai-machi, Ashigarakami-gun, Kanagawa Prefecture
Products Store Equipment
 (ISO 9001/ISO 14001 Certifications)



11. Takahata Plant

2635 Kitaharago, Nukanome, Takahata-machi, Higashi Okitama-gun, Yamagata Prefecture
Products Luxury Wooden Desks / Wooden Conference Tables / Wooden Storage Cabinets / SOHO Furniture / Furniture & Equipment for Healthcare & R&D Facilities / Furniture & Equipment for Public & Educational Facilities / Store Equipment
 (ISO 9001/ISO 14001 Certifications)



12. NS Okamura Corporation

23-15 Suzuko-cho, Kamaishi City, Iwate Prefecture
Products Desks / Logistics Systems / Storage Cabinets / Furniture & Equipment for R&D Facilities
 (ISO 9001/ISO 14001 Certifications)

Distribution Network

Distribution Centers

Yokohama Distribution Center
 Tsurumi Distribution Center
 Osaka Distribution Center
 Ayase Distribution Center

Regional Distribution Centers

Sapporo Regional Distribution Center
 Sendai Regional Distribution Center
 Tokyo Safe Wall Support Center
 Tokyo Metropolitan Area Transfer Center
 Chubu Regional Distribution Center
 Settsu Regional Distribution Center
 Hiroshima Regional Distribution Center
 Fukuoka Regional Distribution Center

Cross-docking Centers

Morioka Cross-docking Center
 Niigata Cross-docking Center
 Tsukuba Cross-docking Center
 Shizuoka Cross-docking Center
 Nagano Cross-docking Center
 Kanazawa Cross-docking Center
 Takamatsu Cross-docking Center
 Okinawa Cross-docking Center

Factory Warehouses (Distribution Centers)

Oppama
 Fuji
 Takahata
 Tsukuba
 Gotemba
 Nakai

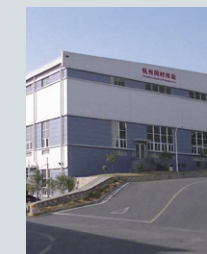
Affiliate Warehouses (Distribution Centers)

Kansai Okamura Co., Ltd.
 Sanyo Okamura Corporation



Siam Okamura Steel Co., Ltd.

51/5 Moo 2 Poochao Rd., Bangyaparak, Phrapradaeng, Samutprakarn, 10130, Thailand
Products Sales of office furniture and store display equipment in Southeast Asian countries
 (ISO 9001/ISO 14001 Certifications)



Hangzhou Okamura Transmission Co., Ltd.

No. 88 Donghuan Road, Lin'an Economic Development Zone, Zhejiang, China
Products Torque Converters for China
 (ISO14001 Certification)



Dongguan Cheng Mei Furniture Co. Ltd.

Sheng Li Long Wan Middle Road, Guan Qiao Jiao Cun, Wan Jiang District, Dongguan City, Guangdong Province, China
Products Wooden Desks / Wooden Storage Cabinets / Store Equipment
 (ISO 9001/ISO14001 Certifications)

Global Network

Okamura's products are produced at domestic and overseas plants and shipped around the world through a cohesively managed distribution network. We constantly improve quality and service while promoting close cooperation between sales partners, domestic and international affiliates, our headquarters and branch offices. This includes technical partnerships and sales partnerships with companies abroad.


● Sales Bases ● Overseas Partners (Import) ● Overseas Sales Agents



Sales Bases


UK

London Branch
1st Floor, 54 Hatton Garden, London EC1N 8HN, UK
TEL : +44-20-3077-5930



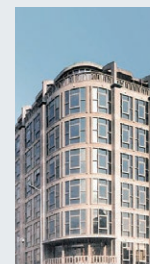
UAE

Dubai Branch
Bldg.6 East, Block A, office No.521, Dubai Airport Freezone, Dubai, UAE
TEL : +971-4-3575197



NETHERLANDS

Rotterdam Branch
Stationsplein 45, Unit B7.043, 3013 AK Rotterdam, The Netherlands
TEL : +31-10-213-4414



THAILAND

Siam Okamura International Co., Ltd.
3199 Maleenont Tower 19th Floor, Rama4 Road, Klongton, Klongtoey, Bangkok 10110, Thailand
TEL : +66-2661-5474~79
Sales of office furniture and store display equipment in Thailand and nearby Southeast Asian countries



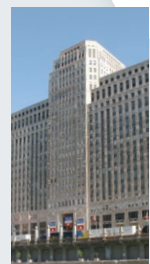
CHINA

Shanghai Okamura Furniture and Logistic System Co., Ltd.
15F B block, FutureLand building, No.5 Lane 388, Zhongjiang Road, Putuo District, Shanghai, 200062 China
TEL : +86-21-6226-5589
Sales of office furniture, material handling systems and store display equipment in China



USA

Chicago Branch / Showroom
222 Merchandise Mart Plaza, Suite 11-124, Chicago, IL 60654, USA
TEL : +1-312-645-0115



VIETNAM

Ho Chi Minh Representative Office
Suite 1104 11th Floor Saigon Tower, 29 Le Duan St., District 1, HCMC, Vietnam
TEL : +84-28-3822-6392



SINGAPORE

Okamura International (Singapore) Pte Ltd
16 Raffles Quay #14-02 Hong Leong Building, Singapore 048581
TEL : +65-6224-7995
Sales of office furniture and store display equipment in Singapore and nearby Southeast Asian countries



HONG KONG

Salotto(China) Limited
2903 Two Chinachem Exchange Square, 338 King's Road, North Point, Hong Kong
TEL : +852-2898-9777
Sales of office furniture in Hong Kong. Production and sales subsidiaries in China



INDONESIA

PT. Okamura Chitose Indonesia
MidPlaza-2 12th Floor, Jl.Jend. Sudirman Kav 10-11, Jakarta 10220, Indonesia
TEL : +62-21-572-3925
Sales of office furniture and store display equipment in Indonesia



Overseas Partnerships

Office Furniture



Fora Form, Norway
Furniture for public facilities



Wiesner-Hager, Austria
Furniture for public facilities



Pro-Cord S.p.A., Italy
Piretti Design Furniture



Wogg AG, Switzerland
Folding tables



Hub Design S.r.l., Italy
Furniture for public facilities



erlab D.F.S.S.A.S., France
Green fume hoods



DORMA Hüppe Raumtrennsysteme GmbH+Co KG, Germany
Sliding partitions

Store Displays



Darling Company, USA
Store fixtures systems



Vitra AG, Switzerland
Modular systems for commercial interiors

Material Handling Systems



OCS Overhead Conveyor System AB, Sweden
Overhead conveyor systems



TGW SYSTEMS Inc., USA
Transportation and sorting equipment



AutoStore AS, Norway
Robot storage systems

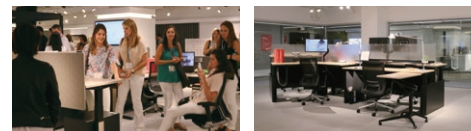
Global Topics

Okamura has been energetically participating in trade shows worldwide, seeking opportunities to gain trust in international markets by presenting our technological and design capabilities. We are also continually developing new business areas while monitoring the rapidly changing market environment.

North America

NeoCon 2017

First held in 1969, NeoCon is North America's most important and largest design exposition for commercial interiors. This annual event in Chicago attracts close to 50,000 designers and dealers every year. Okamura opened its Chicago Branch and Showroom at the Merchandise Mart in 2008 and exhibited at NeoCon for the 10th time in 2017.



Europe

ORGATEC 2016

Products displayed at Orgatec 2016 (Orgatec Cologne International Office Furniture Trade Fair 2016) in Cologne, Germany in October 2016. The new Contessa II (Contessa seconda) was launched at the Orgatec event prior to its launch in Japan. This provided an opportunity to popularize the Okamura brand globally.



Asia

Architect'16

In April 2016, Okamura exhibited at Architect '16, a building materials furniture exhibition held in Bangkok, Thailand. Office furniture made in Japan was displayed, highlighting its functionality and design.

RetailEX ASEAN2016

In August 2016, Okamura exhibited at RetailEX ASEAN 2016 (Bangkok, Thailand) displaying refrigerated showcases, store carts, gondolas and more.



Architect'16



RetailEX ASEAN2016

Communication Places

In Tokyo, the Okamura Garden Court Show Room in Akasaka provides around 4,400 square meters of display area surrounded by green parks. Further afield, visitors can experience Okamura products in showrooms in the rest of Japan, Chicago, USA and Shanghai, China. The showrooms allow visitors to see and try out Okamura's latest range of product lines and concepts covering furniture for offices, schools and hospitals, as well as commercial product displays. Meanwhile, exhibits at the Okamura Chair Museum in Tokyo offer a chance to learn first-hand about chairs, tracing the evolution and history of office seating and Okamura's contributions in developing new ergonomic technology. "Office Labos" are also set up around the country to allow people to interact with real interior spaces. Lastly, at our three co-creation spaces across Tokyo, Nagoya, and Osaka, we hold events aimed at cultivating new "working values" with guests and participants.

Showrooms



Garden Court Showroom

Location: Hotel New Otani, 3rd Floor, Garden Court, 4-1 Kioi-cho, Chiyoda-ku, Tokyo, Japan
Telephone: +81-3-5276-2001
Opening Hours: 9:00 a.m. to 6:00 p.m. (Weekdays), 10:00 a.m. to 5:00 p.m. (Saturdays)
Closed: Sundays and Holidays



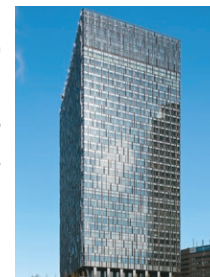
Osaka Showroom

Location: Grand Front Osaka Tower-A, 21st Floor, 4-20 Ofuka-cho, Kita-ku, Osaka-shi, Osaka, Japan
Telephone: +81-6-4802-3370
Opening Hours: 9:00 a.m. to 6:00 p.m. (Weekdays)
Closed: Saturdays, Sundays and Holidays



Sendai Showroom

Location: Kakyoin Square, 12th Floor, 1-1-20 Kakyoin, Aoba-ku, Sendai-shi, Miyagi, Japan
Telephone: +81-22-712-1491
Opening Hours: 9:00 a.m. to 5:30 p.m. (Weekdays)
Closed: Saturdays, Sundays and Holidays



Nagoya Showroom

Location: Dainagoya Bldg., 14th Floor, 3-28-12 Meieki, Nakamura-ku, Nagoya-shi, Aichi, Japan
Telephone: +81-52-551-3170
Opening Hours: 9:00 a.m. to 6:00 p.m. (Weekdays)
Closed: Saturdays, Sundays and Holidays
 (Reservations required)



Fukuoka Showroom

Location: Meijiyasuda Watanabe Bldg., 1st Floor, 1-3-3 Hakataekimae, Hakata-ku, Fukuoka-shi, Fukuoka, Japan
Telephone: +81-92-482-8822
Opening Hours: 9:00 a.m. to 5:00 p.m. (Weekdays)
Closed: Saturdays, Sundays and Holidays



Okamura Vitra Retail Systems Showroom

Location: Higashiote Bldg., 1st Floor, 1-1-7 Uchikanda, Chiyoda-ku, Tokyo, Japan
Telephone: +81-3-3259-6028
Opening Hours: 9:00 a.m. to 6:00 p.m. (Weekdays)
Closed: Saturdays, Sundays and Holidays



Chicago Showroom

222 Merchandise Mart Plaza, Suite 11-124, Chicago, IL 60654, USA
Telephone: +1-312-645-0115
Opening Hours: 9:00 a.m. to 5:00 p.m. (Weekdays)
Closed: Saturdays, Sundays and Holidays



Shanghai Showroom

Room 08-15, 18F, Infinitus Tower, 168 Hubin Road, Huangpu District, Shanghai 200021 China
Telephone: +86-21-6333-9080
Opening hours: 9:00 a.m. to 6:00 p.m. (Weekdays)
Closed: Saturdays, Sundays, and Holidays

Museum



Chair exhibition room (8F)



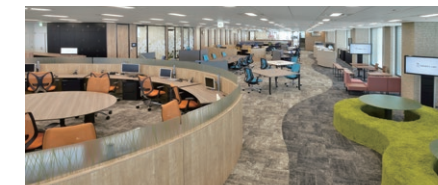
Mikasa Touring exhibit



Okamura Chair Museum

Location: 2-13-2 Nagata-cho, Chiyoda-ku, Tokyo, Japan
Telephone: +81-3-3593-6195
Opening Hours: 9:00 a.m. to 5:00 p.m. (Weekdays)
Closed: Saturdays, Sundays and Holidays
 (Free entry / Reservations required)

Office Labos



Co-creation spaces



Open Innovation Biotope Sea
Location: Akasaka Intercity AIR 13F, 1-8-1 Akasaka Minato-ku, Tokyo, Japan



Open Innovation Biotope Cue
Location: Dainagoya Bldg., 14th Floor, 3-28-12 Meieki, Nakamura-ku, Nagoya-shi, Aichi, Japan



Open Innovation Biotope bee
Location: Grand Front Osaka Tower-A, 21st Floor, 4-20 Ofuka-cho, Kita-ku, Osaka-shi, Osaka, Japan

Towards a Sustainable Society

Through the products and services that we provide to individuals and society as a whole, the Okamura Group aims to be a global company that is trusted and appreciated by society. Moreover, as a member of the international community, the Group has outlined its philosophy of fulfilling corporate social responsibility (CSR) as a global company.



<http://www.okamura.co.jp/company/csr/report/>

Environmental Initiatives

Sample Activities

Hands-on training at Afan Forest



Promotion of ACORN Activities

The Okamura Group conducts the three ACORN action plans with the aim of conserving biodiversity and promoting the sustainable use of resources.



act-1 Utilize lumber that ensures forest health

The most important issue in biodiversity conservation is wood use. Okamura develops products based on the Okamura Group Timber Use Policy when using timber as a raw material. Moreover, we conduct initiatives on the use of forest resources and maintenance of healthy forests.

act-2 Learn about the natural environment

Okamura provides hands-on workshops, expert-led study sessions and opportunities to participate in natural environment conservation activities in order to raise biodiversity conservation awareness. In the future, we will utilize the knowledge and sensibilities gained in this field for new environmental activities and product development.

act-3 Enlarge the area of influence

In order to pass on the assets cultivated through act-1 and act-2 to society, we publicize ACORN activities and promote interactive communication on biodiversity conservation and forest health.

Exhibition at Eco Pro 2016 on the theme of tree education

We introduced ACORN at Eco Pro 2016 – International Exhibition on Environment and Energy, held from December 8–10, 2016. Products incorporating wood and products exhibiting wood's strengths and uses were displayed at the event, as well as information on traditional horse logging. Okamura collaborated with a university* on a number of products, which stood out because children are able to assemble and use them. Wooden boards from lumber workshops were used to make partitions, and wood from a variety of tree species illustrated the different weight and texture present in wood when creating shelves and stools. The items created were painted with paint derived from natural materials. Lessons on the environment given at the booth were also very popular.



Display of products utilizing various trees



Lessons on the environment

*Nobuaki Furuya Laboratory at Waseda University Faculty of Science and Engineering, Department of Architecture

NS Okamura received the Energy Conservation Grand Prize from the Minister of Economy, Trade and Industry for revolutionizing pretreatment methods in painting

Affiliate company NS Okamura received the 2016 Energy Conservation Grand Prize* from the Minister of Economy, Trade and Industry in the Energy Conservation Division. The award was given for "drastic reduction in energy usage through alterations to painting pretreatment methods," a pioneering and original energy conservation measure.



The Minister of Economy, Trade and Industry's Energy Conservation Grand Prize award ceremony

This technology was developed to reduce the environmental burden of the painting process. Not only has it achieved a 10% reduction in energy consumption at manufacturing plants, it has realized zero emissions of industrial waste chemical sludge, and has led to coating equipment and product quality stabilization. A silane coupling agent—a transformative chemical material—is used as the coating agent. As silane does not contain any substance subject to PRTR, this reduces the environmental burden of the chemical substances used in the painting process. This was the first time that the Minister of Economy, Trade and Industry award was given in the Tohoku area, and it was the first such award in the painting processes field. In addition, in October 2016, Okamura received the 2016 Minister of the Environment Award for Promotion of a Recycling-based Society, sponsored by the Ministry of the Environment.

*Hosted by the Energy Conservation Center

CSR Management

Promoting corporate activities based on the Okamura Group's CSR policy

Okamura's founding spirit is still alive today in the five principles of the company's creed—creativity, cooperation, frugality, savings and service. The Okamura Group recognizes the importance of the social, environmental and economic aspects of its business activities and conducts management in a manner that fulfills the Group's corporate social responsibility (CSR).

The Okamura Group's CSR Policy

Created: March 2010 Revised: April 2014

Through the products and services that we provide to individuals and society as a whole, the Okamura Group aims to be a global company that is trusted and appreciated by society.

- 1. Promotion of compliance**To ensure that our business activities are conducted in a fair, transparent and sincere manner, we fully comply with all legal requirements, strive to prevent corrupt practices and act according to the highest ethical standards.
- 2. Pursuit of quality**We pursue high standards of quality and safety and provide society with creative technologies, products and services.
- 3. Environmental friendliness**We are mindful of the environment in all aspects of our business so as to contribute to the creation of a more sustainable society.
- 4. Disclosure of information**We strive to maintain the trust of our stakeholders by disclosing information in a timely and appropriate fashion, while at the same time enhancing our communication with them.
- 5. Workplace improvements**In addition to endeavoring to make our workplaces both healthier and safer, we respect the diversity of our employees, aiming to give them working environments that provide fulfillment in their work, and to achieve personal growth while cooperating with one another.
- 6. Respect for human rights**We promote respect for human rights and eliminate prejudice and discrimination while working to understand differences between individuals and cultures.
- 7. Harmony with society**We will coexist with the earth, growing alongside society as a company that contributes to the realization of a healthier, more robust society.

Pursuit of Quality

The Award for Outstandingly Skilled Workers*¹ and World Skills Competition Award*² in 2016

Koichi Hataoka, head of the Technical Skills Training Center, received the Award for Outstandingly Skilled Workers (for outstanding technical staff) in 2016. In the many years since joining Okamura in 1966, Koichi Hataoka has been creating prototypes and designing office furniture for corporate office facilities. Particularly familiar with the office chair manufacturing process, he has developed many methods in design and production technology, raising the level of precision in Japanese office chair manufacture. For this, and his devotion to guidance and training, Mr. Hataoka was awarded the Award for Outstandingly Skilled Workers.

In the 2016 World Skills Competition National Convention, Dai Sato of the Technical Skills Training Center received the bronze medal in the Bending Sheet Metal category, in which flat metal plates are processed into three-dimensional products. Cutting, striking, bending and connecting are just some of the many skills necessary to create industrial products, and his use of these skills on a daily basis led Mr. Sato to the award.



Contestants compete at the World Skills Competition

Production Division Technical Skills Training Center Dai Sato



Production Division Technical Skills Training Center Director Koichi Hataoka

*1 The Outstandingly Skilled Workers Award (for outstanding technical staff) is presented by the Minister of Health, Labor and Welfare annually to workers with highly developed skills that have contributed to their industry's development.

*2 The World Skills Competition is a competition for young engineers aged 23 or younger in which contests are held in 41 occupational categories.

Building Better Workplaces



Aiming for Women's Participation and Advancement

1. Women continue to define their own goals
2. Women consider their personal growth in all situations
3. Women contribute to the development of the organization alongside colleagues

Diversity Promotion Project

In light of the enforcement of the Act on Promotion of Women's Participation and Advancement in the Workplace in April 2016, in August Okamura established a diversity promotion project. The project aims for an organizational climate that enables active employment of women and diverse human resources, and a rich balance between work, private life and career development. Through this project, we aim to increase the ratio of female employees to 20% by 2020, among other goals. The project has been given the nickname The Sodateru Project (*sodateru* = raising / helping to grow) as it helps raise people's awareness. It also helps organizations, people (in terms of career), cultures and corporate climates to mature, and encourages people to be considerate to each other, which in turn creates a healthy environment for raising children. Investigations are currently underway regarding realization of the project's goals. Formulating goals that aim for the "active participation and advancement of women" was the first big step.



A meeting of the Sodateru Project



Workshop for female employees

Harmony with Society

Production Plant Tours

The Okamura Group conducts production plant tours for local residents and business partners. Tour participants can view the manufacturing process, learn about our initiatives targeting the local environment and talk to Okamura employees. In fiscal 2016, a total of 2,529 people visited our production plants. Continuing from last year, manufacturing plant tours are held at the Oppama Plant, allowing visitors to view how seating is made first-hand and create their own coin case. Through their experience, the guests learned about the joys of manufacturing.



Local elementary school students visit a plant at Sanyo Okamura



The production plant tour

Visiting teachers give environment lessons at elementary schools

As part of our activities to contribute to society, since 2007 we have visited elementary schools to give environment lessons to students. Okamura employees teach the lessons, in which students learn about the 3Rs* in relation to desks and chairs designed for school use. The lessons also emphasize how to treat nature with care, including the forests of the world, with a focus on biodiversity conservation and sustainable use of forest resources. With this information at hand, the students then consider what they can do for the environment themselves. Okamura will further develop these lessons in the future, promoting understanding and awareness of environmental issues for the next generation.

* The 3Rs: Reduce, Reuse, Recycle

Visiting teachers' lessons give students an idea of what they can do for the environment, as a prelude to action

We regularly provide lessons on environmental issues at elementary schools in Kanagawa prefecture. The children learn about the life of desks and chairs, from manufacture to delivery, including where the raw materials come from. The children also practice taking good care of desks and chairs. From wiping tabletops with a cleaning solution to tightening loose screws on desks and chairs, the children learn the importance of taking care of the objects around them. Seeing the children develop a keener sense of environmental matters is a pleasure for the teaching staff. Moreover, the lessons provide an opportunity to envision manufacturing utilizing natural materials, prompting consideration of the environment from a fresh perspective.



A visiting teacher explains how to use trees without waste



Lessons in the new Miyano Mori Elementary School classroom

A new regional "forest school" is born through a project supporting post-disaster reconstruction

The Okamura Group has continuously provided assistance for the recovery of areas affected by the Great East Japan Earthquake. As part of these activities, we co-sponsored the Restoration Project of the Great East Japan Earthquake, which is being promoted mainly by The C.W. Nicol Afan Woodland Trust. In Higashi Matsushima City, Miyagi Prefecture, which suffered greatly from the earthquake, Okamura has supported a number of regional revitalization initiatives, including "School Building in the Forest." In January 2017, an amalgamation of two elementary schools was another major step forward, resulting in the creation of the Higashi Matsushima Municipal Miyano Mori Elementary School.



Co-creative Spaces Create Value in Solving Societal Issues

As the issues organizations and society face become ever more complicated, people are paying attention to problem solving work styles that involve dialogue between diverse stakeholders. At Okamura's Open Innovation Biotope Sea, the co-creation process is used to plan and create events relating to future working styles. Through presentations and discussions on the theme of work styles and innovation, Okamura promotes discussion and information sharing towards problem solving. Through this initiative, we are supporting activities that create new value for the future.



Sample Activities

The Kioi-cho, Bancho & Kojimachi New Town Project

At SEA DAY 01 in January 2016, a discussion was held on the The Kioi-cho, Bancho & Kojimachi New Town Project. Through the project, urban development by citizens and corporate citizens that aptly exemplifies regional characteristics is leading to fresh, concrete initiatives.



Sea Internship Program

Okamura has introduced an internship and job partner system as part of its co-creation initiative. Participants in the program have the opportunity to experience practical work, from administrative support to report preparation. The program allows students to grow while reconsidering the meaning of work.



WORK MILL: Reconsidering and Envisioning Work through Okamura Activities

Okamura promotes the Work Mill, an initiative that allows individuals and organizations to think about future work styles and draft plans alongside various stakeholders. "Sea" is managed as part of this initiative. The word "mill" has the dual meaning of seeing (*miru* in the Japanese language) and grinding. The Work Mill seeks to grind out new value from fresh working styles and work environments, while examining work-related information and discoveries. In addition to publishing a web magazine and distributing a business-oriented print magazine, Okamura operates co-creation spaces that bring together diverse human resources. To date, Okamura has opened not only the Sea facility, but also the Future Work Studio - Sew in Chiyoda Ward, Tokyo, the Open Innovation Biotope - bee in Osaka and the Open Innovation Biotope - Cue in Nagoya. At these venues, we support co-creation activities and the development of co-creation spaces catering to the future of work styles for companies and organizations.

Corporate Data

Company Name	OKAMURA CORPORATION	
Registered Office	2-7-18, Kitasaiwai, Nishi-ku, Yokohama, Kanagawa 220-0004, Japan	
Head Office	Tenri Bldg. 19F, 1-4-1, Kitasaiwai, Nishi-ku, Yokohama, Kanagawa 220-0004, Japan Telephone: +81-45-319-3401	
Foundation	October 1945	
Paid-in Capital	¥18,670 million	
Number of Employees	3,216 (As of March 31 2017)	
Business Activities	Manufacture and sale of steel furniture Manufacture and sale of industrial machinery and other equipment Contracting of metal fitting installation work Auxiliary works, design, manufacture and sale related to the construction industry Manufacture and sales of display fixtures and other equipment Auxiliary construction, design and sale of security systems Design, manufacture and sales of medical equipment and other machinery and equipment Provision of information on improvement of office environments and improvement of office / production efficiency; manufacture and sale of related equipment	
Facilities	Oppama/Takahata/Tsukuba/Fuji/Gotemba/Nakai/Tsurumi	
Branches	92 Nationwide (As of March 2017)	
Affiliated Banks	Mitsubishi Tokyo UFJ Bank / Bank of Yokohama / Mizuho Bank / Other bank branches where Okamura has company branches	
Stock Information	Number of shareholders	6,321 (As of March 31, 2017)
	Number of shares of common stock issued	112,391,530
	Fiscal year end	March 31

Board of Directors & Corporate Auditors

President	Masayuki Nakamura
Senior Managing Directors	Kiyoshi Sato Senior General Manager, Administrative Division Hiroki Iwashita Senior General Manager, Marketing Division Shigeji Kikuchi Senior General Manager, Office Sales Division
Managing Directors	Toshikazu Iwata Senior General Manager, Healthcare Division Teiichi Toshida Senior General Manager, Planning Division Fumio Yamamoto Senior General Manager, Store Displays Division
Outside Directors	Kanji Nishiura Executive Vice President & Group CEO, Metals Group of Mitsubishi Corporation Hiromi Asano Director of The Toa Reinsurance Company, Limited Hiroyoshi Ito Corporate Auditor, Keystone Partners Co., Ltd.
Directors	Seiji Koguma Senior General Manager, Design Division Hajime Kaneko Senior General Manager, International Sales & Marketing Division Kenichi Yamaki Senior General Manager, Production Division Ken Inoue Senior General Manager, East Japan Regional Sales Office, Store Displays Division Makoto Tajiri Senior General Manager, Material Handling Systems Division Hiroshi Makino Senior General Manager, Telecom Sales Division Shinji Sakatoku Senior General Manager, West Japan Regional Sales Office, Store Displays Division Naoki Kono Senior General Manager, Tokyo Regional Sales Office, Office Sales Division
Standing Corporate Auditors	Hiroshi Moriwake Katsunori Aratani
Outside Auditors	Yuichi Suzuki (lawyer) Shigeru Iwamoto (certified public accountant)

Subsidiaries and Affiliates

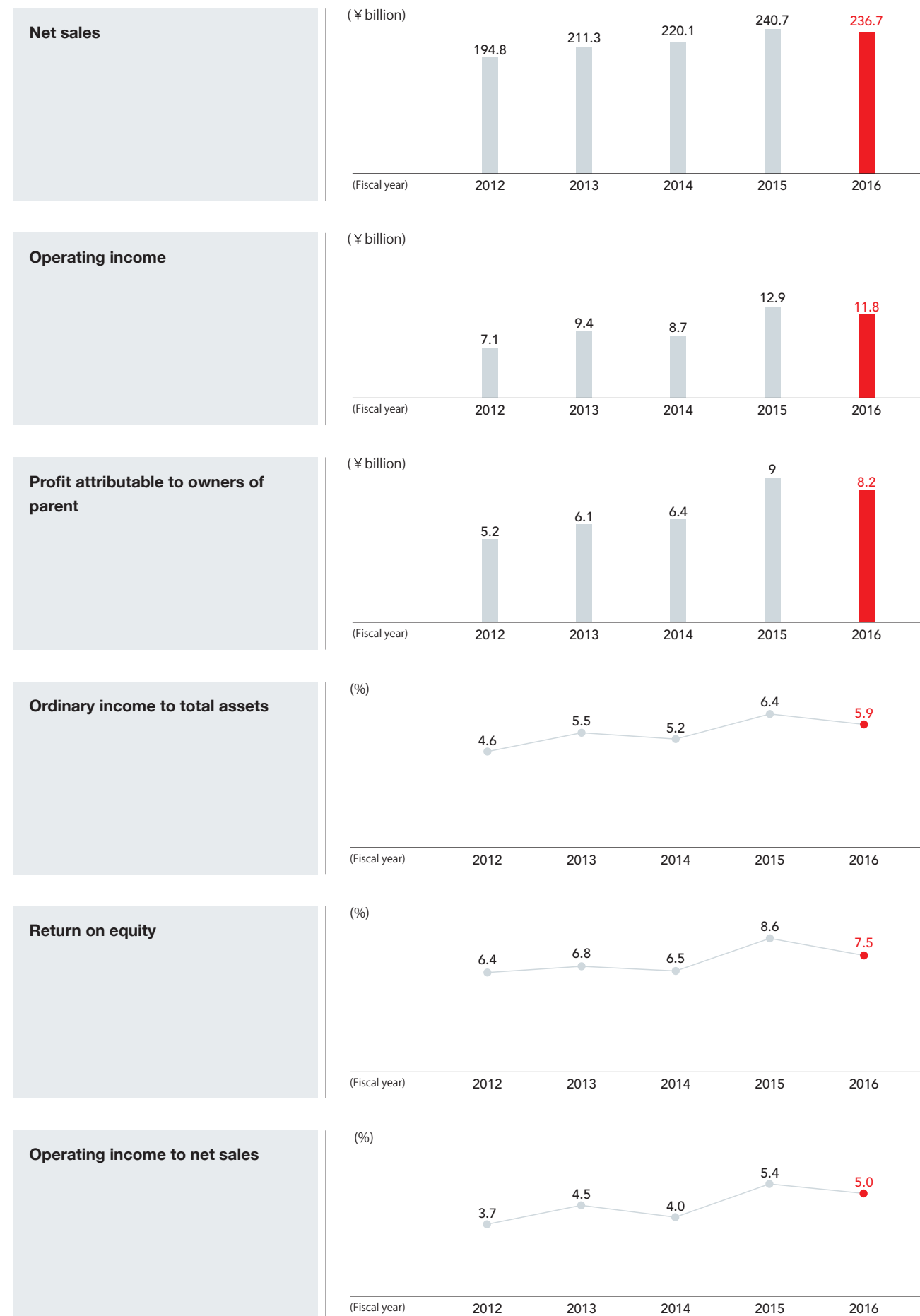
Company name	Principal business activities
Japan	
Okamura Logistics Corporation	Transportation, storage, loading and unloading, assembly during distribution processing, construction, interior finishing and others
Okamura Support and Service Corporation	Installation, maintenance and after-sales service for all Okamura products
FM Solution Corporation	Office consulting and related business centering on facility management
Hill International Inc.	Importation and sale of high-end furniture and interior goods from Europe and North America
Td Japan Ltd.	Importation and sale of dealing desks and monitor arms
SEC Co., Ltd.	Construction, maintenance and repairs for the store display business
Kansai Okamura Co., Ltd.	Production of desk systems and storage cabinets
NS Okamura Corporation	Production of desk systems and material handling system products
Sanyo Okamura Corporation	Production of desk systems and store display equipment
Seeder Co., Ltd.	Production and sales of conveyor systems for clean rooms and filling devices
FujiSeiko Co., Ltd.	Production and sales of automatic safe deposit vaults and office security systems
Sunahata Co., Ltd.	Production of store display equipment
Okamura Business Support Corporation	Life and non-life insurance agency business, welfare services for the Okamura Group

Overseas

Okamura International (Singapore) Pte Ltd	Sales of office furniture and store display equipment in Singapore and nearby South-East Asian countries
Shanghai Okamura Furniture and Logistic System Co., Ltd.	Sales of office furniture, material handling system products, store display equipment and others in China
Shanghai Okamura Architecture Co., Ltd.	Construction and interior/finishing carpentry work for offices and stores in China
Okamura Trading (Shanghai) Co., Ltd.	Procurement of products and parts for the Okamura Group in China
Salotto (China) Limited	Sales of office furniture in Hong Kong Holder of sales and manufacturing subsidiaries in China
Hangzhou Okamura Transmission Co., Ltd.	Production of transmission devices in China
PT. Okamura Chitose Indonesia	Sales of office furniture and store display equipment in Indonesia
Siam Okamura Steel Co.,Ltd.	Production of office furniture, store display equipment and other products for South-East Asian countries
Siam Okamura International Co., Ltd.	Sales of office furniture and store display equipment in Thailand and nearby South-East Asian countries

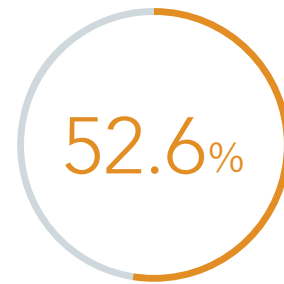
(12 other companies; total of 34)

		2012	2013	2014	2015	2016
Operating Results (Annual)						
Net sales	(millions of yen)	194,890	211,363	220,130	240,794	236,776
Gross profit	(millions of yen)	57,938	63,871	65,041	73,493	73,998
Selling, general and administrative expenses	(millions of yen)	50,789	54,417	56,274	60,532	62,182
Operating income	(millions of yen)	7,148	9,454	8,766	12,960	11,815
Ordinary income	(millions of yen)	8,098	10,067	10,347	13,590	12,761
Profit attributable to owners of parent	(millions of yen)	5,269	6,113	6,422	9,067	8,295
Financial Position (Fiscal year end)						
Total assets	(millions of yen)	177,959	190,913	207,387	217,485	218,741
Total net assets	(millions of yen)	86,367	93,229	103,544	108,491	114,249
Cash Flows						
Net cash provided by (used in) operating activities	(millions of yen)	9,179	9,868	7,463	13,870	11,439
Net cash provided by (used in) investing activities	(millions of yen)	Δ8,117	Δ8,104	Δ6,487	Δ6,896	Δ9,153
Free cash flow	(millions of yen)	1,062	1,763	976	6,974	2,286
Net cash provided by (used in) financing activities	(millions of yen)	Δ1,517	Δ2,948	Δ3,296	Δ2,114	Δ4,184
Cash and cash equivalents at the end of the fiscal year	(millions of yen)	25,818	24,909	22,808	27,547	25,461
Borrowings and corporate bonds at the end of the fiscal year	(millions of yen)	26,932	25,362	24,288	24,448	23,490
Per Share Data						
Profit per share	(Yen)	47.81	55.49	58.30	82.31	75.30
Net assets per share	(Yen)	782.01	842.80	936.59	980.32	1,032.06
Cash Dividends per share	(Yen)	12.00	17.00	17.00	24.00	24.00
Financial Indicators						
Gross profit to net sales	(%)	29.7	30.2	29.5	30.5	31.3
Operating income to net sales	(%)	3.7	4.5	4.0	5.4	5.0
Return on equity	(%)	6.4	6.8	6.5	8.6	7.5
Ordinary income to total assets	(%)	4.6	5.5	5.2	6.4	5.9
Equity ratio	(%)	48.4	48.6	49.8	49.7	52.0

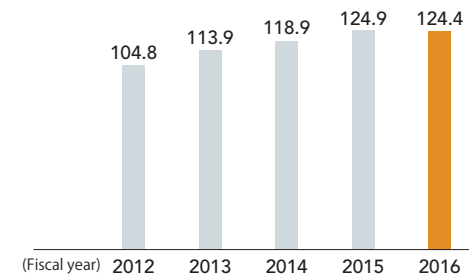


Office Furniture

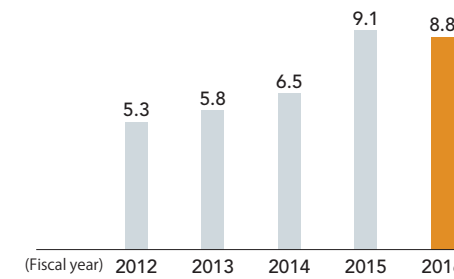
Net sales composition



Net sales (¥ billion)



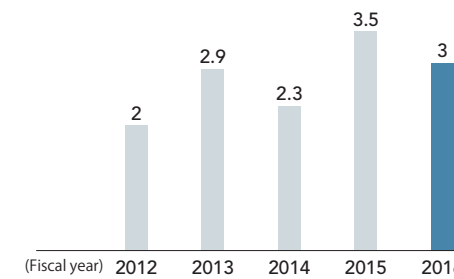
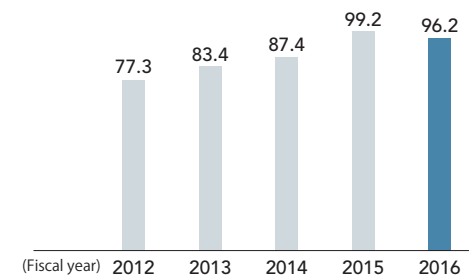
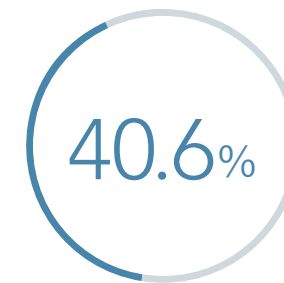
Operating income (¥ billion)



Breakdown

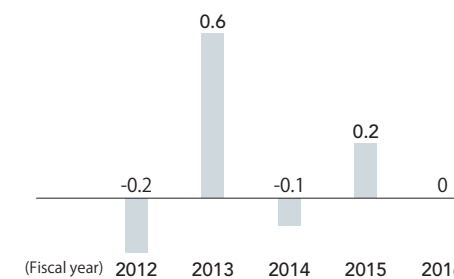
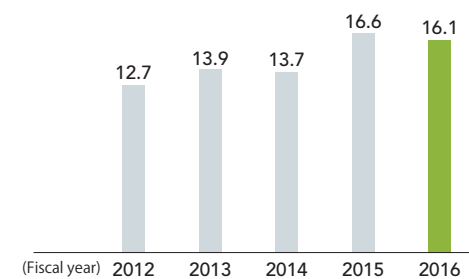
▶ In the Office Furniture segment, demand for office furniture remained strong during the first half of the fiscal year as a result of a stable supply of large-scale office buildings, mainly in the center of Tokyo. During the second half of the fiscal year, the supply of large-scale office buildings entered a temporary transitional period, which led to a reduction in major relocation projects. Under these circumstances, the Company proactively put forward ideas on creating a new office environment in response to changing working styles in offices and the growing interest in health. The Company also endeavored to engage in aggressive sales activities targeting strongly performing companies and the furniture market for other office-related facilities, including schools and libraries, as well as municipal offices. As a result, both net sales and income remained at the same level year-over-year. As a result, net sales in this segment amounted to ¥124,446 million (a year-over-year decrease of 0.4%) and the segment income amounted to ¥8,879 million (a year-over-year decrease of 3.3%).

Store Displays



▶ In the Store Displays segment, by taking advantage of the Group's capacity in display fixtures, store carts, security products, and the like, the Company enhanced its capabilities to make proposals for total solutions for the retail industry, mainly among strongly performing retailers, such as a supermarkets and drugstores. In addition, the Company focused on increasing its market share in refrigerated showcases and on making cost reductions. However, both net sales and income decreased year over-year due to lower demand for and postponement of: competition and reorganization among the business sectors within the retail industry, as well as renovations of existing stores in the retail industry. As a result, net sales in this segment amounted to ¥96,220 million (a year-over-year decrease of 3.0%) and the segment income amounted to ¥3,034 million (a year-over-year decrease of 13.7%).

Material Handling Systems & Others



▶ Materials Handling Systems focused its efforts on increasing sales of automated warehousing equipment to customers engaging in promising areas such as food, healthcare, and Internet shopping. It also strengthened collaboration with other segments and endeavored to engage in aggressive sales activities making full use of both its strength in proposing effective solutions and also its products, which are distinguished by their superiority. As a result, net sales in this segment amounted to ¥16,109 million (a year-over-year decrease of 3.0%) and the segment loss amounted to ¥98 million (an income of ¥262 million for the previous year).

Stock Information

(As of March 31, 2017)

Share Information

Number of shares of common stock authorized	400,000,000	Trading units	100 shares
Number of shares of common stock issued	112,391,530	Number of shareholders	6,321

Stock Distribution Status by Owner

Individuals and others	22.13%	Financial institutions	35.15%
Overseas companies, etc.	12.77%	Securities companies	1.01%
Other Japanese companies	28.94%		

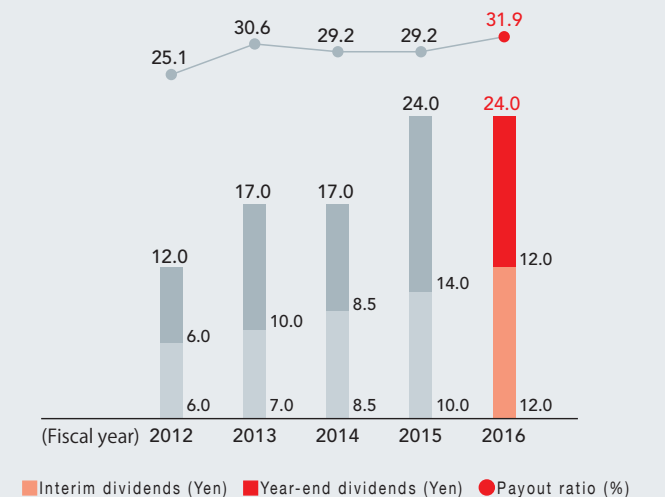
Number of shares of common stock issued
112,391,530

Major shareholders

Shareholder	(thousand shares)	(%)
Japan Trustee Services Bank, Ltd. (Trust Account)	9,252	8.39
Okamura Group Employees Stock Ownership Plan	6,397	5.80
Mitsubishi Corporation	6,300	5.71
Meiji Yasuda Life Insurance Company	5,437	4.93
The Master Trust Bank of Japan, Ltd. (Trust Account)	5,408	4.90
Nippon Steel & Sumitomo Metal Corporation	5,313	4.82
Mitsui Sumitomo Insurance Co., Ltd.	5,295	4.80
The Bank of Tokyo-Mitsubishi UFJ, Ltd.	4,805	4.36
The Bank of Yokohama, Ltd.	4,076	3.69
Okamura Cooperation Companies Stock Ownership Plan	3,717	3.37

*The holding ratio excludes 2,065,155 shares of treasury stock the Company holds.

Cash dividends per share/ Payout ratio



OKamura

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