



Message from the President

As a comprehensive trading company of housing equipment for more than half a century, we have made an effort to become a company that can contribute to improving living standards.

Today, we have more than 100 sales offices in Japan, actively promoting “community-based” store development and “proposal type” communication and strive to provide customers with more fulfilling services.

In order to satisfy the needs in today’s modern world, we will strengthen our focus on energy saving, enhancement of focus on creative energy field, further development of the “Prostock” business which serves as a house improvement convenient store and actively focus on developing global business centered on Asia.

We will continue to steadily and flexibly develop our business as a leading company in the industry under the identity of “There is always our role as society and cityscape change with times.”



President Go Nagasaka

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Business Policy

Group Power

Our group is formed by 9 subsidiaries, over 100 sales offices and associated companies with its own specialized functions. We will meet customers’ various needs through the high expertise of each company and the total power of our group.

Partnership

As we highly value communication with our customers, we organize “Izumi Kai”. This is a place where seminars are held so our customers can gather to exchange information and learn about new products. We also hold “Summer Sale” every year and an event in each area to promote partnership between our customers.

Service Network

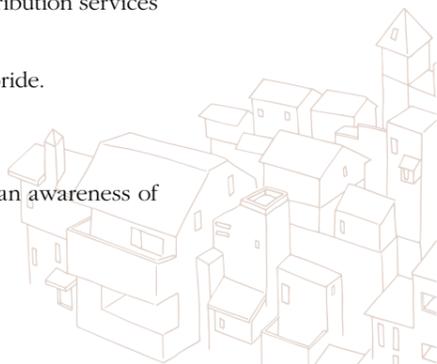
Our wide service network spans from Tohoku to Tokai area in Japan, and we are developing a community-based business. By providing close contact with customers, we offer great service and great support, including speedy delivery and timely information exchange.

Frontier Spirit

We are developing a flexible business which keeps up with the demands of our changing world. We try to develop new business aggressively in various territory beyond business field.

Management Philosophy

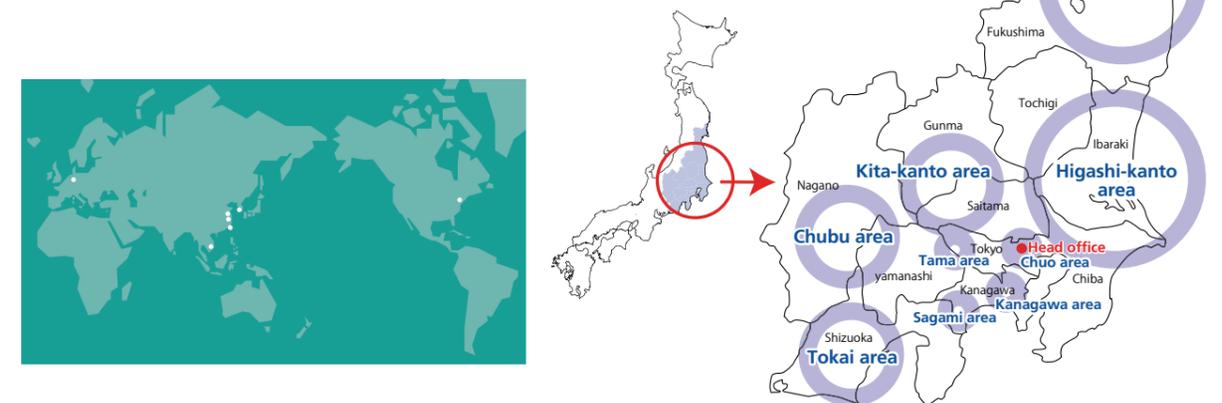
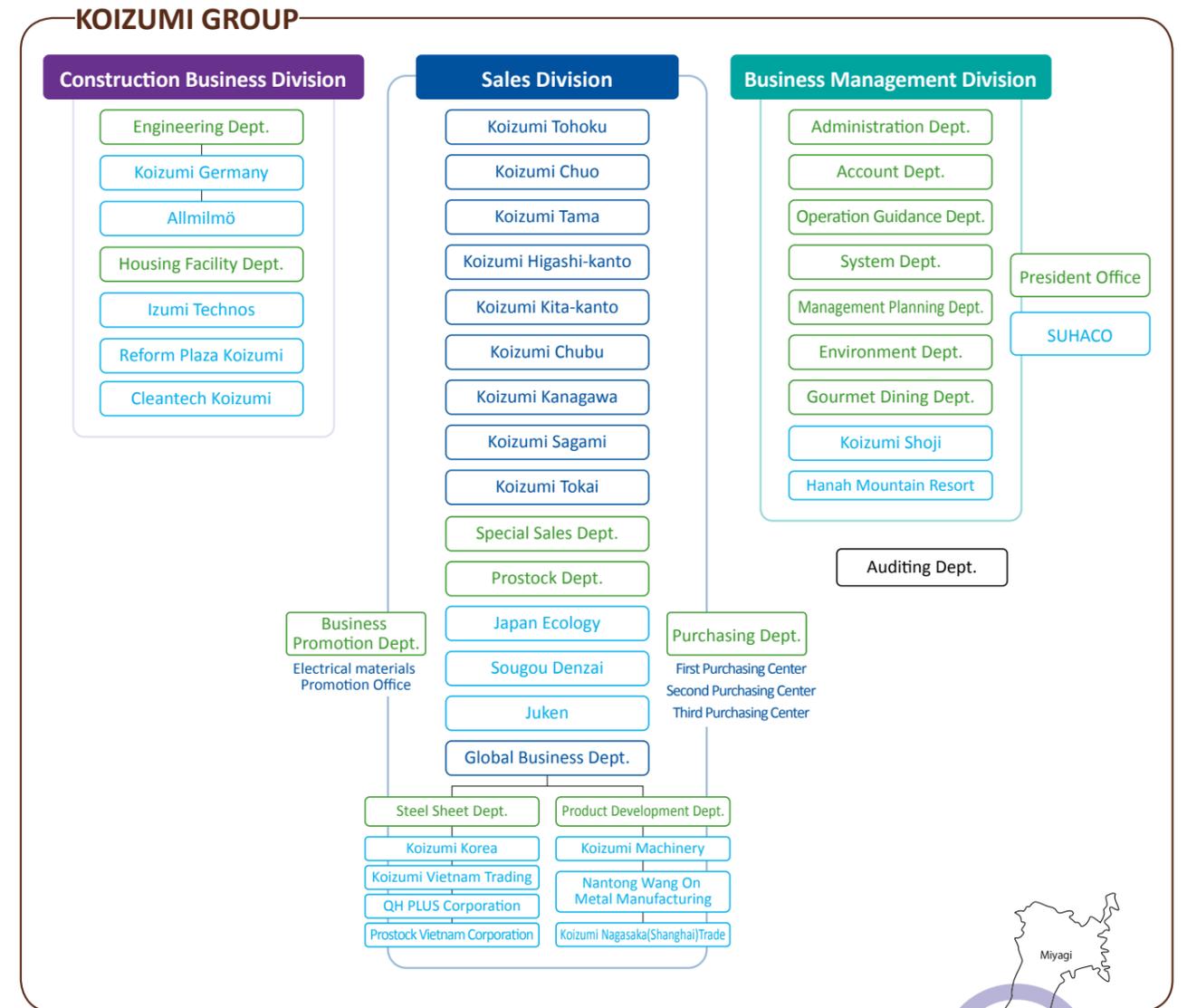
- 1 Contribute to improvement of housing life and welfare through provision of distribution services for society.
- 2 Each employee contributes to the development of society with awareness and pride.
- 3 Strive to respect humanity and build attractive workplace.
- 4 Our business activities are based on ethics, observing law and regulations and an awareness of our social responsibilities.



Service Network

We have regional subsidiary companies from Tohoku region, Kanto region to Tokai region to establish a sales and support structure that is compatible with speed and great correspondence.

We aim to be the best partner in the local community by maintaining close relationship with our customers.



Global Business

China

Product Development Department

We manufacture cast iron, aluminum processed products etc. ordered from manufacturers in Japan at affiliated factories in China and import and sell them for domestic use. We handle a wide range of products ranging from frames for large medical devices such as CT scan to pipe materials, manhole and flange for water supply and sewer systems. We also develop and sell a wide range of products from electronic goods to living goods.



Koizumi Nagasaka (Shanghai) Trade

For Japan-China trade, we collect the latent needs of the required product information and sell Japanese products such as semiconductor field and battery field in China and actively introduce and supply Chinese merchandise to customers in Japan.

Koizumi Machinery

As a strategic production base in Koizumi Group in China, we are doing precision machining of various large cast iron parts, aluminum cast parts, medical equipment parts, industrial robots and large parts for wind power generation system for domestic and overseas major manufacturers.



Nantong Wang On Metal Manufacturing

It is one of Asia's largest big aluminum sand casting factories mainly producing large sand mold aluminum alloy castings. A professional group who has mastered Japan's top technologies is making raw material, and we are supplying quality molded materials mainly to the world's top manufacturers.

Korea

Steel Department

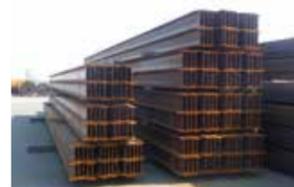
Steel Department is engaged in importing and exporting all steel products connecting Japan, Korea and China.

We implement cost reduction by utilizing strong relationship with steelmakers in South Korea and China and supply shape steels, wire rods, coils and special steel to meet customer's request for shipbuilding manufactures, construction machine manufactures, building material manufactures, construction companies, etc.

Recently, our business sales area is expanding to Southeast Asia building further sales network.

Koizumi Korea

As Korean base of Koizumi group, we are engaged in domestic sales of steel materials, building materials, etc. in Korea and importing and exporting to Japan, China and Southeast Asia.



Vietnam

Prostock Vietnam Corporation (Former Name: QH Prostock)

Prostock Vietnam Corporation is a joint venture with Koizumi and QH PLUS. In April 2017, we opened a first store in Bintan District, Ho Chi Minh City. In order to differentiate it from local stores, we offer one-stop shopping of materials and tools, with a high quality, design and environmental consideration focusing on Japanese brands, offering in a Japanese customer service style.



Koizumi Vietnam Trading

Koizumi Vietnam Trading is a Vietnam subsidiary with 100% invested by Koizumi, which owns licenses for import, export and wholesale. Besides exporting and importing steel products and building materials between other countries and Vietnam, we also conduct domestic transactions in Vietnam.

QH PLUS Corporation

Founded in 2006, QH PLUS imports and exports steel products and processes building materials. We are building a cooperative system with Koizumi on trade transactions of steel products and OEM of Prostock business and metal fitting manufacturing department in Vietnam.

Engineering Department

Engineering Department

Mainly for developers and general contractors, we sell all kinds of water-related products such as luxury unit baths and built-in kitchen abroad for luxury hotels and condominium rental apartments, consistently responding to design, construction and maintenance. The results have been adopted not only in Japan but also in overseas.



PUDA (made in Taiwan)

It is a unit bath full of luxury which can offer all kinds of depths, widths, designs etc. with carefully selected high-class materials such as natural stone and large format tile.



Allmilmo (Made in Germany)

A high-end built-in kitchen that imports from the exclusive manufacturer of the kitchen in Germany "Allmilmo." In addition to its high functionality and precision, it also combines design from modern to classical.



Domestic Business & Affiliated Company

Prostock

It is water supply, electricity, air conditioning and gas material tool shop for professional craftsmen of



residential facilities that can be used easily any-time with cash settlement. In addition to the sales structure, the high level of convenience, due to long business hours and a wide variety of products, it has received much higher satisfaction from our customers.

Special Sales Department

For major general contractors and subcontractors, we are working on sales to large projects, sales of merchandise, remodeling apartment and store design construction.



Housing Facility Department

Housing Facility Department is engaged in the design construction and management of plumbing and gas fitting works in the major developer and house builder's custom house, land development, and house remodeling. When we receive orders from major housebuilders, we assign the plumber who has established relationship with us.



Environment Department

Environment Department is engaged in comprehensive eco-business consulting and assists in popularizing energy-saving items through the energy-saving diagnosis for the individual and corporations and supports subsidy application as well.

Gourmet Dining Department

Gourmet Dining Department is engaged in working with franchise chain in popular Singaporean



store "Wee Nam Kee Hainanese Chicken Rice", which was chosen as the No.1 local food. Wee Nam Kee Japan introduces very popular 2 different "Steamed" and "Roasted" chicken rice as our signature dishes.

Japan Ecology

Japan Ecology is selling residential and industrial solar power generation systems. In addition, Japan Ecology conducts field survey, cost analysis and support for subsidized funding application.



Juken

Juken is mainly processing and installing sashes.



Sougou Denzai

Sougou Denzai is selling electric materials and construction work to the site of electrical construction



store and wide area subcontractors. Also, we support Koizumi's electrical sales in each office.

Izumi Technos

Izumi Technos aims at improving the asset value of homes, conducts rehabilitation works of water supply



and drainage pipes for buildings and condominiums, design and construction of facility constructions, air conditioning works and exterior construction work.

"Mobile Ribbon Construction Method" and "Mobile Hybrid Construction Method" that realize long service life of water supply pipe and drain pipe are our proprietary technology.

Reform Plaza Koizumi

Reform Plaza Koizumi is engaged in the business of new construction, remodeling the interior as well as the exterior for the single-family homes and condominiums in the metropolitan area.



Cleantech Koizumi

Cleantech Koizumi is engaged in the sale of various cleaning systems including carpet cleaning machines. We



also aim to meet customers' needs by developing mechanism such as high temperature, high pressure suction cleaning systems and the suction system for decontamination.

SUHACO

SUHACO is planning and selling wooden skeleton houses based on the concept of "House that can change interior decoration and equipment according to living."



Compared to traditional wooden houses, SUHACO's houses are superior in strength, durability and safety. It is possible to reduce the number of pillars and partition walls, because the structure supports the building throughout the framework.

Hanah Mountain Resort

Hanah Mountain Resort operates a golf course and a resort hotel in the resort of Catskill, a suburb of New York, blessed with natural environment.



Main Business in Domestic

As a general trading company, Koizumi connects our customers who are engaged in the housing industries such as plumbers, electricians and constructions companies to various manufacturers. We have a wide lineup of excellent products in both domestic and overseas among piping materials, housing and facility equipment, architectural materials and electrical materials and deliver to customers speedy. With a motto "You can get anything you are looking for anytime, anywhere," we will respond to all needs for housing with full use of abundant achievements and advanced expertise.

Products

We have various kinds of high quality products. Our motto is "You can get anything you are looking for, anytime, anywhere". Our employees who are expert in household equipment have selected products that will meet our customer's needs.

Piping materials



Pipes



Couplings



Valves

Housing and facility equipment



Bathroom vanities



Toilets



Modular baths



Air-conditioning equipment

Architectural materials



Floor materials



Wooden fittings

Electrical materials



Apparatus for wiring



Electrical wires

Main suppliers

TOTO LTD.
LIXIL Corporation
SEKISUI CHEMICAL CO., LTD.
Noritz Corporation
Takara Standard CO., LTD.
Cleanup Corporation
Panasonic Corporation
Maezawa Kyuso Industries Co., Ltd.
Ebara Corporation
JFE Steel Corporation
CORONA CORPORATION
Toshiba Carrier Corporation
DAIKIN INDUSTRIES, LTD
DAIKEN CORPORATION
KITZ CORPORATION
Mitsubishi Electric Corporation

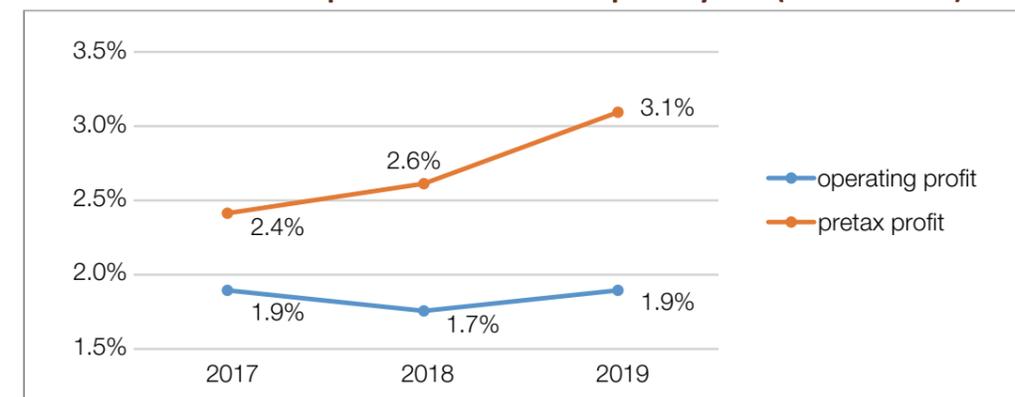
Financial Data

Trends in results in the past 3 years (consolidated)

(unit : million yen)

	2017	2018	2019
Sales	140,508	141,080	144,673
Gross profit	22,162	22,646	23,195
Operating profit	2,628	2,433	2,800
Pre-tax profit	3,384	3,734	4,525

Trends in ratio of main profits to sales in the past 3 years (consolidated)

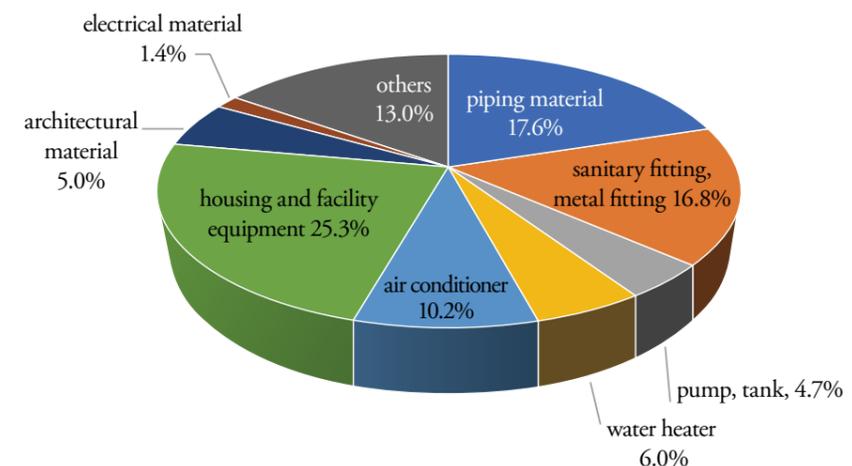


Segmental Sales Breakdown in the past 3 years

(unit : million yen)

	2017	2018	2019
Koizumi(non-consolidated)	122,475	122,997	125,656
9 subsidiaries	118,759	117,390	118,049
6 associated companies	6,736	6,204	6,761
Intra-group transaction	▲107,462	▲105,511	▲105,793
Total	140,508	141,080	144,673

Sales composition of 9 subsidiaries by item (as of 2019)



Compliance

A booklet of “Koizumi Group’s Compliance” is provided and distributed to employees in order to fulfill social responsibility by observing laws and regulations, and compliance study meeting is held in every office periodically. In addition, we have formed a reporting contact office for compliance. By raising all the employee’s consciousness to compliance, we earn customer’s trust and aim to create attractive workplace.

Koizumi Group’s Compliance

- 1 **Earning Customer’s Trust**
We earn the customer’s trust by providing goods and useful distribution services to society with sufficient consideration for the protection of safety, personal information and customer data.
- 2 **Fair and Great Behavior**
We provide a fair transparent business based on a free enterprise.
- 3 **Respecting Employees**
We provide a comfortable and great work environment for our employees. We also try to give them the best quality of their lives so that they can work towards their goals.
- 4 **Contribution to society and Action to environmental problems**
As a good corporate citizen, we will proactively engage in social contribution activities and actively and voluntarily work on environmental issues.

CSR

We are committed to CSR activity.

In 2016, we started by donating used toner cartridges to the overseas support group, which serves local community support. Its sales of used toner cartridge have been used to fund education for children in poor community. This activity helps to contribute to carbon dioxide emission reduction as well.

Furthermore, we also contribute to sport, culture and community service activities, such as advertising in Tokyo Dome, sponsoring Japan Wrestling Federation, cooperating with the Japan Guide Dog Association, etc.

We will continue working on CSR activity actively for the future.



Corporate Profile

Company Name	KOIZUMI Co., Ltd.
Major Business	Housing and facility equipment trading and related business
President	Go Nagasaka
Address	4-32-5 Ogikubo, Suginami-ku, Tokyo 167-8555 JAPAN
Tel	+81-(0)3-3393-2511
Fax	+81-(0)3-3393-1240
Website	http://www.koizumig.co.jp
Foundation	August, 1910
Establishment	April 18, 1947
Capital (consolidated)	2,977 million yen
Annual Sales (consolidated)	144,673 million yen (as of 2019)
Number of Employees (consolidated)	2,310
Number of Group Companies	17



Executives

President	Go Nagasaka
Managing Director, <i>General Manager of Business Management Division</i>	Takehiro Goto
Managing Director, <i>General Manager of Sales Division</i>	Miyoshi Ishii
Managing Director, <i>President of Koizumi Kita-kanto</i>	Yasuo Mitomo
Director, <i>Manager of Purchasing Department</i>	Tokufusa Ida
Director, <i>President of Koizumi Chuo</i>	Eiji Suzuki
Auditor	Mituhiko Iino
Auditor	Hiroshi Yamagata
Auditor	Yoshihiro Sekiguchi
Senior Adviser	Koji Nagasaka

History

- 1947 Established as “Koizumi store” Co., Ltd.
- 1967 Established “Saitama Koizumi(Koizumi Kita-kanto now)” Co., Ltd.
- 1969 Changed name to Koizumi Co., Ltd.
- 1970 Established “Kanagawa Koizumi(Koizumi Kanagawa now)” Co., Ltd.
- 1971 Established “Ibaraki Koizumi(Koizumi Higashi-kanto now)” Co., Ltd.
- 1973 Established “Sagami Koizumi(Koizumi Sagami now)” Co., Ltd.
- 1974 Established “Yamanashi Koizumi(Koizumi Chubu now)” Co., Ltd.
- 1980 Established “Izumi lining(Izumi-Technos now)” Co., Ltd.
- 1986 Established “Kitchen Plaza Koizumi(Reform Plaza Koizumi now)” Co., Ltd.
- 1987 Established “Shizuoka Koizumi(Koizumi Tokai now)” Co., Ltd.
- 1989 Opened the Hanah Mountain Resort
- 1993 Established “Koizumi Chuo” and “Koizumi Tama” Co., Ltd.
- 1994 Established “Cleantech Koizumi” Co., Ltd.
- 2000 Established “Koizumi Tohoku” Co., Ltd.
- 2003 Established Koizumi Nagasaka (Shanghai) Trade Co., Ltd.
- 2006 Celebrated the 60th anniversary of foundation
- 2008 Established Koizumi Machinery Co., Ltd.
- 2010 Japan Ecology Co., Ltd. joined the Koizumi Group
- 2011 Sougou Denzai Inc. joined the Koizumi Group
- 2016 Celebrated the 70th anniversary of foundation
- 2017 Juken Co., Ltd. joined the Koizumi Group

