

CORPORATE PROFILE

# OKAMURA TODAY

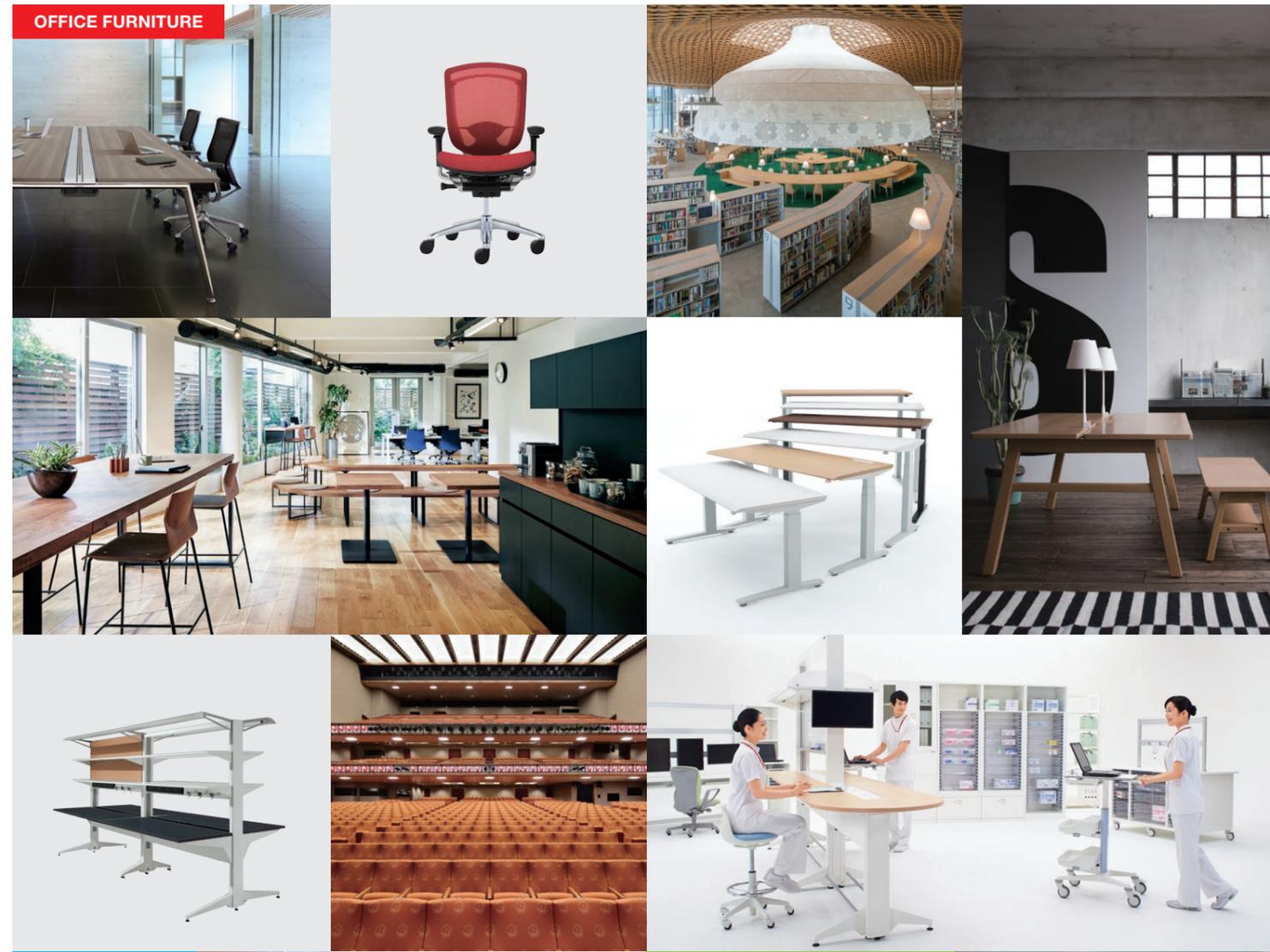
2016 — 2017

okamura

# QUALITY PAYS FOR ITSELF.

Okamura Corporation supplies high-quality products and services for use in situations ranging from offices, educational facilities, and healthcare facilities, to R&D facilities, store facilities, and logistics centers. Our motto is, “Quality pays for itself.” We use our total capabilities, including our knowledge and technology in various fields, to create spaces that offer optimal comfort.

## OFFICE FURNITURE



## STORE DISPLAYS



## MATERIAL HANDLING SYSTEMS



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Masayuki Nakamura, President

Kikuo Nakamura, Chairman

Okamura Corporation was inaugurated in 1945 as Okamura Manufacturing Facility, an industrial manufacturing cooperative in the Isogo district of Okamura, Yokohama. With much technical and financial support from people who believed in our mission, Okamura grew steadily into a company that has long offered high-quality products and space concepts that consistently meet the needs of customers. Underpinned by the timeless philosophy, "Quality pays for itself," Okamura has enabled its customers to experience a genuine sense of opulence through its products.

Okamura constantly refreshes its integrated development, manufacturing and sales structure. At the same time, Okamura recognizes advances in information technology (IT), internationalization and specialization as key guiding concepts for steady business development and improvement of corporate value.

Amid an ever-changing businesses environment, Okamura promotes the development of new products and solutions to meet diverse work styles. Overseas, we are proactively conducting technical and sales tie-ups with foreign companies while pursuing the development of facilities in strategic regions in order to gain recognition for our brand in the global market.

In addition, Okamura is working to reduce its environmental burden through business activities that are in accord with the essence of its founding spirit while strengthening compliance management and corporate governance. Through these actions, Okamura is fulfilling its corporate social responsibility (CSR).

As a company that creates solutions to make comfortable spaces, Okamura continues to take up the challenge of fashioning new innovations. To this end, we aim to be a company that is trusted and valued by society through envisioning and creating optimal environments for people and communities.

We would appreciate your continued support and understanding of our efforts.

# History of Okamura

■ Management-, production-, and sales-related ■ Marketing-related ■ Product development and launch

## 1945

1945

■ Okamura founded on October 10 in Yokohama



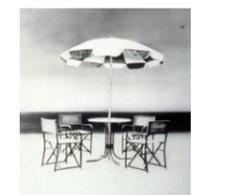
1947

■ Club furniture manufacture began



1948

■ Garden table and seating manufacture began



■ Okamura restructured as a joint-stock company

## 1950

1950

■ Torque converter production began



■ Tokyo Office opened in Tamura-cho, Shinbashi, Minato-ku

1951

■ Steel desks and chairs production began

1952

■ Kanagawa Plant established in Yokohama



1953

■ Development of the Okamura N-52, Japan's first postwar airplane



## 1955

1955

■ Kansai Sales Office opened in Kobe

■ First model of the Mikasa completed

1956

■ DX furniture for the U.S. military production began

1957

■ Yokohama Sales Office opened  
■ Mikasa Mark I exhibited at the 4<sup>th</sup> Japan Motor Show



■ Type-31 and Type-36 desk launched



■ Tokyo Sales Office and Showroom opened in Akasaka



■ Gondola store shelving launched



1958

■ Production at Oppama Plant began



1959

■ Development of U-Line furniture for apartment housing



1960

■ Kansai Okamura Manufacturing Co., Ltd. established in Osaka



1961

■ Introduction of IBM punch card system, mechanization of office work



1962

■ First Okamura Fair held



1963

■ Technology partnership with L.A. Darling Company (United States)



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

1964

■ Junior desk and seating launched



■ Technology partnership with AllSteel Inc. (United States) for desks and chairs



## 1965

1965

■ Inter-Wall launched



1968

■ Products displayed at NOFA Exhibition in New York City



1969

■ Technology partnership with Tyler Refrigeration Corp. (United States) for refrigerated showcases, Okamura-Tyler established



# History of Okamura

## 1970

1970

- Tokyo Showroom completed



- Industrial robot developed



- Fuji Plant completed in Shizuoka



- Okamura listed on the 1<sup>st</sup> Section of the Tokyo Stock Exchange

1972

- Okamura-Tyler Fuji Plant completed in Shizuoka

1973

- Technology partnership with the U.S. company ERMANCO (conveyors)
- Products displayed at 1<sup>st</sup> Japan Shop show
- Headquarters relocated to Tenri Building, Yokohama
- Type-63 Lightweight Shelving, the first Japanese-made boltless rack system launched

1974

- Takahata Plant completed in Yamagata



- New Otani Showroom opened



## 1975

1975

- Okamura Bau building equipment show held
- System kitchen introduced

1976

- Products displayed at international goods handling machinery show
- Ferro Wall movable partitions launched
- Omudis system display equipment launched

1978

- Rotary Rack launched



## 1980

1980

- Prime Minister's Award and other awards received over 14 consecutive years, starting with the Japan Shop-Minister of International Trade and Industry Award
- Office Research Center opened

1981

- 12<sup>th</sup> Ishikawa Prize awarded by the Union of Japanese Scientists and Engineers for the development of an integrated management information system
- N50 Low Partition launched
- High visitor numbers and extensive media coverage for the OA-equipped office display at Okamura headquarters



1982

- Export of Rotary Rack technology to the United States

1984

- D-10 office automation (OA) furniture introduced



## 1985

1986

- 28-series ergonomic seating launched



1988

- Siam Okamura Steel Co., Ltd. (Thailand) established



- JT Okamura established as a joint venture with Japan Tobacco Inc. (Okayama)



1989

- Okamura Logistics Corporation established

## 1990

1990

- Tsukuba Plant completed in Ibaraki



1991

- Garden Court Showroom opened



- Yokohama Distribution Center completed
- NS Okamura Corporation established in Iwate



- F-series integrated office furniture introduced



1992

- Okamura International (Singapore) Pte Ltd. established

## 1995

1995

- Technology partnership with Overhead Conveyor System AB (OCS) of Sweden

1996

- Siam Okamura International Co., Ltd. (Thailand) established
- *Workplace Strategy and Office Everywhere* published

1997

- Nakai Plant completed in Shizuoka
- Proface next-generation office system introduced



1998

- FM Solution Corporation established
- Fontana refrigerated showcase launched



1999

- Okamura Support and Service Corporation established

## 2000

2000

- ERCIO office seating launched



- Hill International, Inc. established
- Company-wide ISO 14001 certification achieved

2001

- Products displayed at 1<sup>st</sup> Japan Drugstore Show



- Sales agreement signed with FujiSeiko Co., Ltd. for entry into security business
- Light Roller conveyor system with simplified controls launched

2002

- Products displayed at super-market trade show
- Products displayed for the first time at ORGATEC 2002 in Germany, Contessa launched



- Multi-stage torque converter displayed at the 3<sup>rd</sup> bauma China international construction machinery trade fair

2003

- Contessa ergonomic mesh chair launched

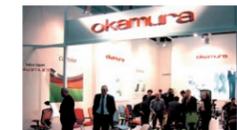


- Products displayed for the first time at Security Show 2003

- Products displayed at NeoCon2003 (United States), Contessa launched
- 1<sup>st</sup> Okamura Design Space R held

2004

- Shanghai Okamura Furniture and Logistic System Co., Ltd. established
- Products displayed at EIMU2004



## 2005

2005

- Seeder Co., Ltd. acquired
- *Office Evolution—The Future of Offices* published
- Baron ergonomic mesh chair launched



- Cruise and Atlas personal workstations launched



2006

- Tsurumi Plant completed in Kanagawa
- Multipurpose hospital carts launched

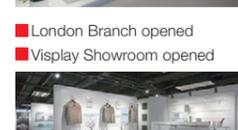
2007

- *Creating a Good Relationship between Office and People* published

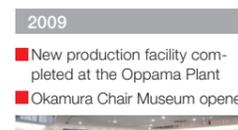


2008

- FujiSeiko Co., Ltd. acquired
- Chicago Showroom opened
- Products displayed at NeoCon 2008



- London Branch opened
- Visplay Showroom opened



2009

- New production facility completed at the Oppama Plant
- Okamura Chair Museum opened

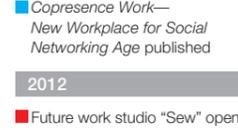


- SEC Co., Ltd. acquired
- Office Labo opened



2010

- Td Japan established
- Shanghai Showroom opened



2011

- *Copresence Work—New Workplace for Social Networking Age* published

2012

- Future work studio "Sew" opened

2013

- Hangzhou Okamura Transmission Co., Ltd. established
- Salotto Group acquired
- *Knowledge Commons—A Campus for Global Human Resource Development* published
- Sunahata Co., Ltd. acquired
- Shanghai Okamura Architecture Co., Ltd. established

2014

- Okamura Future Studio = KIZUKI LABO opened



- Products displayed at China International Furniture Fair (Guangzhou)

- Shanghai Okamura Furniture and Logistic System Co., Ltd. established

- New factory completed at the Gotemba Plant

## 2015

2015

- PT. Okamura Chitose Indonesia established

- OPEN INNOVATION BIOTOPE "Sea" opened



- Japan's first torque-converter automatic transmission designated as Mechanical Engineering Heritage

- *Diversified Workstyles and Spaces Make Offices More Fun* published

- Shanghai Showroom reopened after refurbishment

# 1 The DNA of **okamura**

## A History of Leadership Based on Creativity and Technology

### Mechanical Engineering Heritage Designation for the Automatic Transmission in the Mikasa—Japan's First Automatic Front-wheel-drive Car



Okamura was founded by engineers who had previously worked in the aviation industry. Initially it manufactured household items that were in demand at the time, but its engineers continued to dream of creating products that could move. This ambition led in 1951 to the successful development of a purely Japanese-made torque converter. Used in various types of vehicles, including locomotives and forklifts, this system

gained an excellent reputation. This success resulted in a decision to move into the automotive industry, which was seen as offering potential for future growth. Okamura mobilized its accumulated resources of technology and experience and began to develop a car. The project moved forward rapidly, and in 1955 the company completed a sedan, which was given the name "Mikasa." The

Mikasa was equipped with the AK-4 automatic transmission, the first Japanese automatic transmission system to combine a torque converter with a two-speed transmission. Another pioneering feature of the Mikasa was its front-wheel drive system, which few Japanese car manufacturers used at that time because of the design challenges involved.

Although not widely produced, the Mikasa played an important role in the subsequent popularization of automatic transmission cars. 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.

"The "Mechanical Engineering Heritage" designation is applied by the Japan Society of Mechanical Engineers 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.

#### OKAMURA EDGE 01

##### Clutch-Free Driving Made Possible by Automatic Transmission



Okamura still manufactures power units at its Oppama Plant in Yokosuka City, Kanagawa Prefecture. These units consist of the torque converter developed by Okamura in 1951, together with a transmission and a horizontally opposed two-cylinder engine. Uses include industrial vehicles, such as forklifts, and airport cargo carts.



# 2 **okamura** Innovation

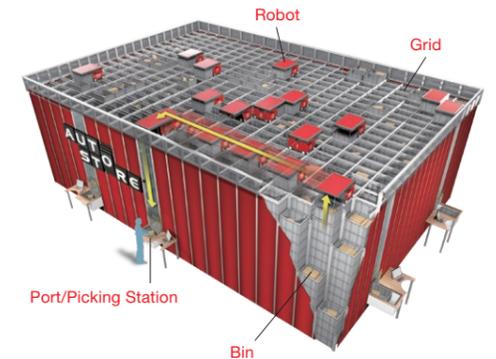
## Business Innovation Driven by the World's Most Advanced Technology

### Autostore—A Robotic Storage System from Norway

Logistics and distribution are becoming increasingly complex and sophisticated as a result of changes that include the rapid growth of the e-commerce market, the spread of the omni-channel model, and the globalization of production. At the same time, the sector faces serious labor shortages, which are reflected in growing demand for highly efficient logistics systems. In response to a growing trend toward the use of robotic warehouse automation systems, Okamura recently began to sell the Autostore robot storage system in partnership with Jakob Hatteland Computer AS of Norway.

Autostore uses robots mounted on top of a grid to move densely stacked bins into and out of the storage facility. Because bins can be stacked closely together, the system provides double the storage capacity of a conventional warehouse with stacker cranes, and triple the capacity of a flat shelf system. Each robot travels lengthwise and crosswise over the grid until it reaches its target location. It then hoists up the desired bin and automatically delivers it to a port, or picking station. Because picking can be carried out at fixed locations, the operator workload is reduced, resulting in efficient, error-free picking.

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#### First System in Japan Installed at the Nitori Group's Distribution Center

Following the installation of AutoStore, operator workloads and errors have been reduced, since goods are automatically delivered to picking stations. This has resulted in a four-fold improvement in efficiency and productivity compared with the previous system.



# 3

okamura New-value Design

## Think about Your Work Posture

### Okamura's New Ideas for Work Environments in which People Can Stand Up.

Office environments have changed dramatically in recent times. In addition to the growing use of computers, companies are increasingly opting for "free address" workstations instead of desks allocated to specific workers. Work postures are also changing in various ways, but there has been no reduction in the fatigue experienced by office workers as a result of desk work.

#### Adapting postures to the type of work being done

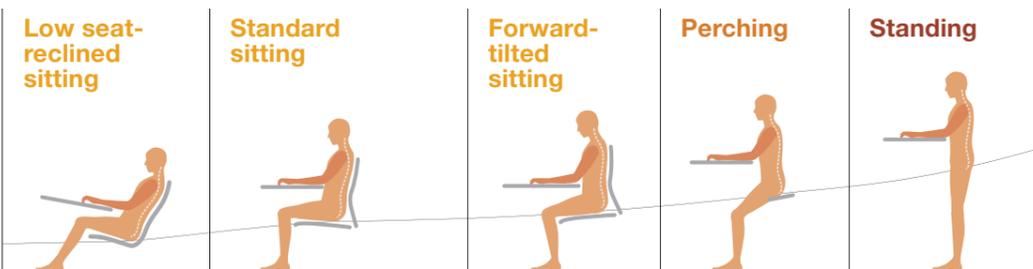
Changes are needed not only in the nature of work itself, but also in work postures. There are many types of office tasks, including free-hand writing, keyboard input, telephoning, and meetings. To reduce physical stress and improve comfort, workers must consciously modify their postures according to the type of work that they are

doing. Okamura conducted a detailed survey to ascertain the best postures for each type of office work. This research has resulted in the recommendation of five postures, ranging from "low seated, back leaning" to "standing."



#### OKAMURA EDGE 03

#### Five Postures Recommended by Okamura



Long-term relaxation and maintaining concentration

Basic work posture

Stave off hunching forward posture and release tension on the abdomen

Halfway between standing and sitting

Change of pace and speed-up the work

Easy on the legs

Easy on the back

Long ← Duration of work → Short

Relax

Active

#### New Focus on Standing Workstyle

Office work is basically a sitting activity. However, research organizations in many countries have reported that prolonged sitting can result in heightened health risks, and there is also evidence that sitting affects work efficiency. In addition, recent trials have indicated that a workstyle that combines

sitting with occasional standing can yield major improvements in terms of health maintenance and work performance.

For this reason, Okamura is promoting a workstyle that actively incorporates standing. In addition to the health and efficiency benefits, this workstyle also helps to revitalize workplace communication.

Even the healthiest

posture can only be maintained comfortably for around 30 minutes. Based on years of research into working postures, Okamura advocates a workstyle that encourages people to alternate between standing and sitting, to take breaks for exercise, and to reduce their physical stress by choosing appropriate chairs and desks and using support stools.



# Okamura Initiatives on Biodiversity



Earth's natural environment is based on coexistence among countless species. As members of this ecosystem, humans enjoy the benefits of nature. Companies also receive many benefits from nature.



Three ACORN Action Plans

## PRESERVE

### Act-1 Improving Forest Health through Timber Use

From a manufacturing perspective, Okamura uses forests to drive economic circulation through the effective use of timber resources provided by nature.



Horse Logging

#### "Horse Logging Furniture" Project



**KURA**  
Horse Logging Furniture



**trot**  
Horse Logging Furniture



Our furniture series are crafted using timber extracted from forests using traditional horse logging, which allows logs to be removed without damaging the forest.

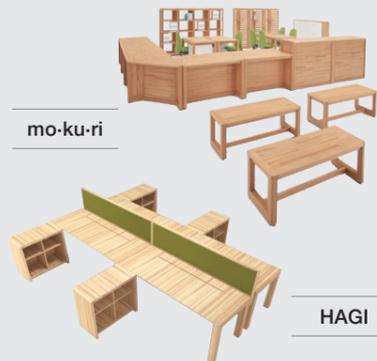
#### Okamura Group Lumber Usage Policy

- We do not use lumber that is:
  - Taken from endangered species.
  - Obtained through illegal logging, production, or trade.
  - Likely to adversely affect forest ecosystems or local communities.
- We endorse the use of lumber that is:
  - Certified as forest-friendly (or equivalent certification).
  - Construction waste or recycled materials.
  - Japanese domestic.

#### Furniture from Japanese Domestic Lumber



LODGE



mo-ku-ri

HAGI

## LEARN

### Act-2 Learning from the Natural Environment

We see improved understanding on the part of employees and stakeholders as an essential part of our ACORN activities. We use employee training programs and other means to deepen understanding and encourage people to learn from nature.



Timber workshop



Hands-on learning with the Afan Woodland Trust



## SHARE

### Act-3 Expanding into the Community

We use knowledge gained and networks built through Act-1 and Act-2 initiatives as the foundation for activities that involve the wider community. These activities contribute to community revitalization and well-being and help to expand our relationships on various levels.



Environment training visits



EARTH DAY TOKYO



Eco-Products 2015



Forest regeneration project (Higashi-Matsushima City, Miyagi Prefecture)

“Quality pays for itself.”

This motto defines the Okamura approach to the creation of quality products that can be used and enjoyed for many years. Okamura has built a reputation for quality by continually improving the technology used in product development, manufacturing and quality assurance processes.

# PRODUCTIVITY

## Quality Management

Okamura wants to make products that can be used with confidence for many years. In addition to compliance with Japanese Industrial Standards (JIS) and overseas standards, we apply our own in-house standards, which are even more rigorous. We assess and confirm the quality and safety of all of our products by carrying out various analyses based on these standards, and by repeatedly subjecting samples to performance and durability tests.



## Sustainability

We recognize that we have an important corporate responsibility to contribute to the creation of a sustainable society through the reduction of our environmental footprint. We have formulated energy conservation plans for each of our production sites, and we are working to reduce energy consumption in various ways, including the installation of energy-efficient equipment and the improvement of operating methods.

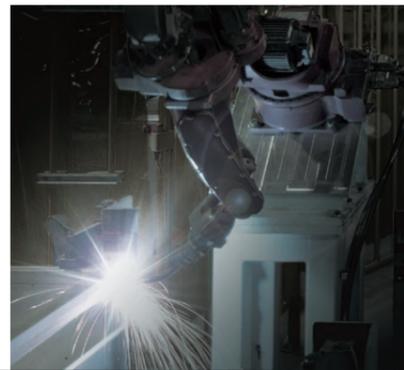
## Development Technology

We continually monitor the needs of society by tracking market trends and listening to our customers. We use the most advanced systems and tools to develop products that meet those needs.

## Production Technology

We have accumulated our own technology for the various steps involved in our manufacturing activities, allowing us to perform all necessary processes in-house. Our experience in the field of metal processing dates back our involvement in sheet metal processing for aircraft when the company was founded in 1945. We ensure that our metal-working legacy will continue to be handed down to future generations by providing employee education at our Technical Skill Training Center, and by helping specialist workers to achieve national qualifications.

Manufacturing facilities operate under our own production management system, known as the “Okamura Production System” (OPS). The keys to productivity improvement and reliable quality are the total elimination of wasteful processes that do not contribute to added value, and intensive automation based on the use of robots.



Steel Processing



Coating



Woodworking



Assembly

## Building a Foundation for Quality through Human Resource Development

The mission of our Technical Skill Training Center is to train future generations of engineers, and to ensure that the heritage of advanced technology and skills that we have built over many years continues to be passed down. The Center runs 26 wide-ranging training courses each year and makes an important contribution to the quality maintenance and improvement.



## PRODUCTION & DISTRIBUTION

# NETWORK



### YAMAGATA

#### TAKAHATA PLANT

(ISO 9001/ISO 14001 Certifications)  
Location: Higashiokitama, Yamagata Prefecture  
Products: 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



### ISHIKAWA

#### FUJISEIKO CO., LTD.

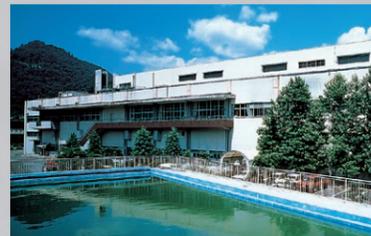
(ISO 9001/ISO 14001 Certifications)  
Location: Ohamacho, Nomi, Ishikawa Prefecture  
Products: Safety Deposit Vault Doors & Document Storage Room Doors / Security Systems / Safety Deposit Boxes / Facilities for Financial Business / Wall and Wall Surface Construction Work / Protection Products for Nuclear Power & Others



### OSAKA

#### KANSAI OKAMURA MANUFACTURING CO., LTD.

(ISO 9001/ISO 14001 Certifications)  
Location: Higashiosaka, Osaka Prefecture  
Products: Office Systems / Desks / Storage Cabinets / Counters



### OKAYAMA

#### SANYO OKAMURA CORPORATION

(ISO 9001/ISO 14001 Certifications)  
Location: Takahashi, Okayama Prefecture  
Products: Office Systems / Desks / Store Equipment

### SHIZUOKA

#### FUJI PLANT

(ISO 9001/ISO 14001 Certifications)  
Location: Gotemba, Shizuoka Prefecture  
Products: Store Equipment / Movable Partitions / Logistics Systems



### IWATE

#### NS OKAMURA CORPORATION

(ISO 9001/ISO 14001 Certifications)  
Location: Kamaishi, Iwate Prefecture  
Products: Desks / Logistics Systems / Storage Cabinets / Furniture & Equipment for R&D Facilities



### IBARAKI

#### TSUKUBA PLANT

(ISO 9001/ISO 14001 Certifications)  
Location: Tsukuba, Ibaraki Prefecture  
Products: Storage Cabinets / Low Partitions / Furniture & Equipment for Healthcare & R&D Facilities / Furniture & Equipment for Public & Educational Facilities



### KANAGAWA

#### TSURUMI PLANT/SEEDER CO., LTD.

(Tsurumi: ISO 14001 Certification)  
(Seeder: KES Certification)  
Location: Tsurumi-ku, Yokohama, Kanagawa Prefecture  
Products: Conveyor Systems for Cleanroom / Filling Machines



### KANAGAWA

#### OPPAMA PLANT

(ISO 9001/ISO 14001 Certifications)  
Location: Yokosuka, Kanagawa Prefecture  
Products: Office Seating / Lobby Seating / Conference Room Sets / Torque Converters & Transmissions



### KANAGAWA

#### NAKAI PLANT

(ISO 9001/ISO 14001 Certifications)  
Location: Nakai, Kanagawa Prefecture  
Products: Store Equipment



### SHIZUOKA

#### GOTEMBA PLANT

(ISO 9001/ISO 14001 Certifications)  
Location: Gotemba, Shizuoka Prefecture  
Products: Refrigerated Showcases



### Distribution Network

#### Distribution Centers

Yokohama Distribution Center  
Tsurumi Distribution Center  
Osaka Distribution Center  
Settsu Delivery 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  
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  
Kajiki Cross-docking Center  
Okinawa Cross-docking Center

#### Factory Warehouses (Distribution Centers)

Oppama  
Fuji  
Takahata  
Tsukuba  
Gotemba  
Nakai  
Kansai Okamura Mfg. Co., Ltd.  
NS Okamura Corp.  
Sanyo Okamura Corp.

### THAILAND

Siam Okamura Steel Co., Ltd.  
(ISO 9001/ISO 14001 Certifications)  
Location: 51/5 Moo 2 Poochao Rd., Bangyaprak, Phrapradaeng, Samutprakarn, 10130, Thailand  
Products: Office Furniture / Store Equipment for South-East Asian countries



### CHINA

Hangzhou Okamura Transmission Co., LTD  
No. 88 Donghuan Road, Lin'an Economic Development Zone, Zhejiang, China.  
Products: Transmission Devices for China



# PRODUCT DESIGN

Our approach to manufacturing is defined by our determination to ensure that future generations can inherit a better environment in which everyone can enjoy enriched lives. This commitment is reflected in our efforts to create superior designs that will bring satisfaction to our customers. Since the founding of Okamura, we have worked to create optimized human environments by using our knowledge of hardware and software to create attractive spaces for a wide range of purposes.

## Design Philosophy

Safety is our first consideration when developing new products. We are continually trying to meet the needs of our customers by improving comfort, including the use of designs based on ergonomic principles, and by helping to form environments that will enhance creativity. We want our designs not only to be beautiful, but also to provide enhanced functionality, safety, durability and reliability. This product development vision is reflected in the excellent reputation of our products in Japan and overseas, and in the numerous awards that we have won.



## Design Policy

### Contributing to Society with Excellent Quality Design

- Pursue the product's ideal form
- Respond to needs accurately
- Create new value



## Eco-Design

We are actively working to reduce environmental problems under our own environmental philosophy, which we call "Green Wave." "Green" symbolizes our care for the environment, while "Wave" represents our determination to generate and ride our own waves.

Our products are designed to minimize environmental loads at all stages of the product lifecycle, from the selection of raw materials to disposal after use. By supplying these products to our customers, we are helping to create the sustainable society. We achieve this by carrying out assessments at the product planning and design stages and developing products with the smallest possible environmental footprints.

### The Okamura Environmental Standards Green Wave and Green Wave+

We are helping to reduce environmental loads by supplying our customers with products that meet our own Green Wave environmental standards, and the even more demanding Green Wave+ standards.

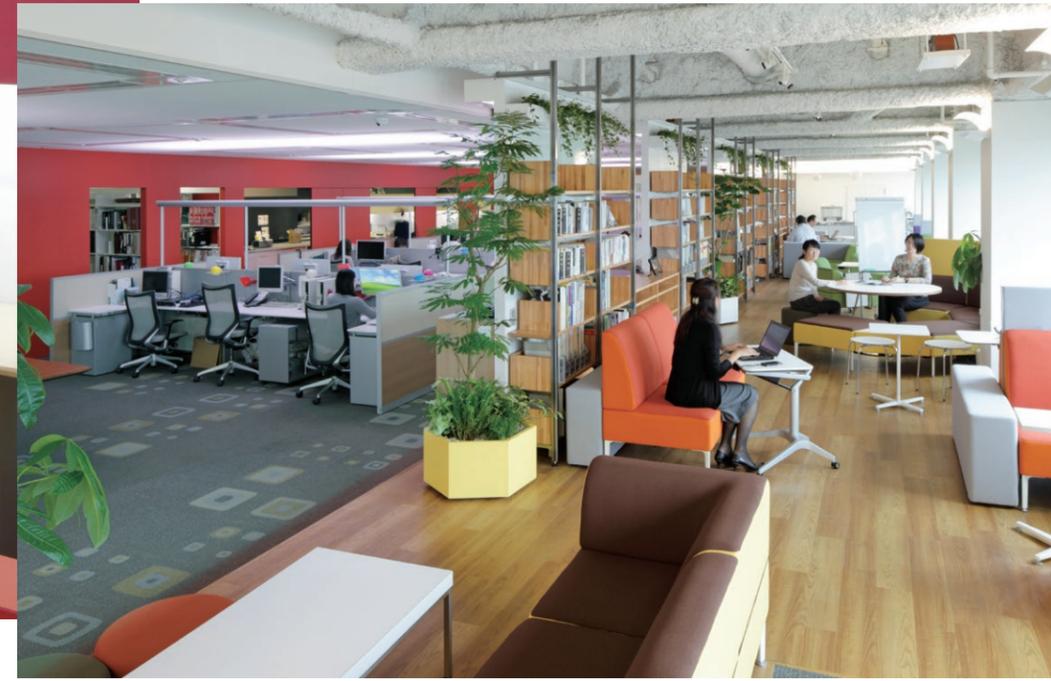


### GREENGUARD Certification

In 2003, our Contessa Series became the first products supplied by a Japanese office furniture manufacturer to be certified under the GREENGUARD standards in the United States for office furniture and interior building materials. Since then we have achieved certification for over 20 other product series.



# SPACE PLANNING

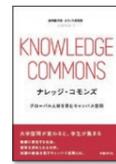


Expectations regarding interior spaces have changed in step with evolving lifestyles and work-styles. Okamura tries to anticipate these changes and offers ideas for optimal interior spaces to meet the needs of every user. We provide integrated support for the creation of interior spaces in various situations, including educational and medical institutions, research facilities, and commercial facilities, at every stage from research and analysis, and the planning and design of spaces and furniture, through to project management, construction, and maintenance.

## Workplaces

In 1980, we established the Office Research Center, which focuses on research and development activities relating to the hardware and software aspects of working environments. This facility provides support for the total development of working environments through its basic research and surveys and development of tools.

- **Publication of books summarizing research and survey findings**
- **Office Labo**—this experimental facility is used to apply knowledge gained by Okamura through advanced and basic research. Insights gained by allowing employees to use next-generation office environments in this facility are used to develop our knowledge further.



Knowledge Commons



Diversified Workstyles and Spaces Make Offices More Fun

## Stores

Okamura is Japan's only full-range manufacturer of equipment for retail outlets, from display fixtures to refrigerated showcases. We can offer total concepts for commercial spaces for every business segment and format, including comprehensive planning of commercial spaces to meet the diverse needs of supermarkets, drugstores, home centers, and household goods stores, as well as apparel stores and other specialty retailers. We produce flexible, innovative and efficient commercial spaces to meet customer requirements at every stage from research and proposal to opening and inspection. Our success in this field reflects our ability to monitor the latest distribution sector trends in Japan and overseas and disseminate information, our comprehensive planning and development capabilities based on 60 years of experience in the development of commercial environments, and our ability to design and create high-quality next-generation retail spaces.

Monthly publication highlighting the best retail layout ideas



Stores of the Month



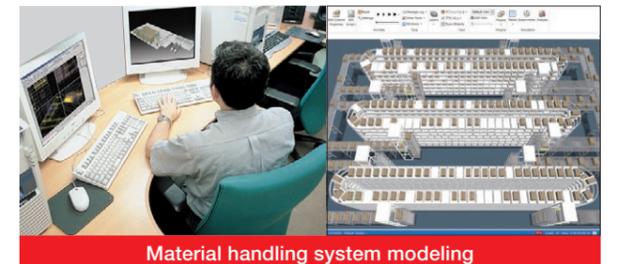
Total environment design



Office Labo

## Material Handling Systems

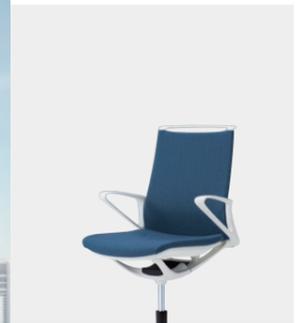
We use our extensive know-how and advanced technology to propose optimized material handling systems for every business. Starting at the consultation stage, we use simulations to compute capacity, develop optimal plans, and design systems. Our total solutions also include 24-hour performance testing and maintenance services.



Material handling system modeling

# 1 Office Furniture

With its top-line products and services, Okamura excels in providing solutions and ideas for a wide gamut of interior environments, such as workplaces that can accommodate diverse workstyles, educational facilities, libraries, healthcare facilities, and R&D facilities. In addition, Okamura has a wide range of products that are installed in theaters, museums and municipal facilities.



Office Seating

### Plimode

Plimode not only fits as comfortably as bespoke tailored suiting, the cloth on the back rest and seat have been painstakingly applied to ensure there are no gaps, divides, or creases.

## Office



Office Seating

### Contessa

The Contessa series of ergonomic mesh chairs combines excellent conformity and smart operating functions for a variety of work scenarios and postures. Workers worldwide appreciate the distinctive designs and superb functionality of these chairs.



### Office Systems

#### Muffle

With so many diverse personalities and workstyle preferences in the office, work environments need to be adaptable. Muffle creates spaces within open offices that promote varying levels of concentration and collaboration.



### Office Systems

#### SW

No more adapting your workstyle to the desk, now the desk adapts to your workstyle. Move the surface of the desk up or down quickly and easily at the touch of a button. With full focus on free movement, comfort, and safety, SW is a fusion of beautiful design and flexible functionality.



## Library



## School



### Flexible Tables

#### Acti@Fellow

Designed for flexible adaptation for group work and various other student activities, these tables facilitate communication. There are leg formats and tabletop styles for ease of use from any direction.

### Display Cases

#### LUPINUS

Lupinus glass cases are available in a wide variety of formats and functions to suit various display spaces. With features that include product display and security functions, airtightness, and different glass types and lighting systems, units can be optimized for a variety of display situations.



## Art museum



## Building materials

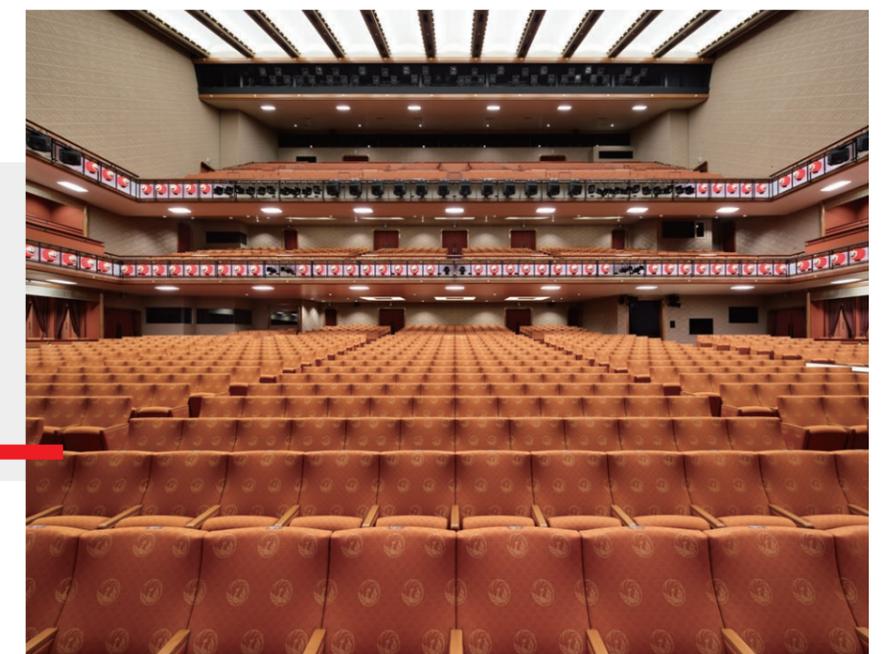


### Restroom Booths

#### Wavelet

Based on universal design principles, Wavelet restroom booths are designed for optimal ease of use. The innovative arc-slide doors maximize interior space and provide a wide access.

## Theater and hall



## Healthcare



### IV Stands

#### divo

Our divo IV stands combine excellent functionality with sophisticated designs to provide optimal ease of use for both nurses and patients.



### Healthcare Lobby Chairs

#### supporto

The sitting comfort of these lobby chairs is enhanced by easy-grip arms that assist standing. Careful positioning of the arms and seats ensures that these chairs can be used safely by patients of all ages.



## Bank



### Access Control Systems

#### Security Gate Systems

Designed for use with IC cards, these security systems ensure smooth flow in high-use entrance areas, while preventing unauthorized access.



## Laboratory



### Height-Adjustable Laboratory Tables

#### Volante

Laboratory work comprises a mixture of standing and sitting. These tables can be raised or lowered to allow laboratory workers to maintain an optimal posture, thereby enhancing their concentration and productivity, while also ensuring the safety and reliability of tests and examinations.

### Home Interior Furniture

#### rapport

The rapport line of living room desks were created with the aim of revitalizing family communication. Designed to stand in a corner of the living room, they are ideal as desktops for jotting down quick memos, as family notice boards, and as display spaces for beloved ornaments.



## Home interior



# 2 Store Displays

Retailers constantly need to create new store formats to keep pace with changes in the social environment and markets. Timely monitoring of the retail environment allows Okamura to provide total support for the creation of store environments, from layout and interior planning by designers, to the manufacture, installation and maintenance of fittings. We offer display fixtures, refrigerated showcases, specialized equipment, and logistics equipment to meet every need.

## Supermarket



### Store Cart Systems

#### Tray Carts

These specialty carts are ideal for fresh food processing areas. They make a powerful contribution to working efficiency at all stages of fresh food handling, from processing to delivery to the sales area.



### Refrigerated Showcases

#### Fontana-Deux Z

These refrigerated and freezer showcases combine to create successful retail spaces. In addition to stylish forms achieved through the extensive use of curved lines, they also offer excellent energy efficiency.



## Apparel store



### Retail systems by Vitra

#### Invisible 6

The Vitra retail systems are based on the "invisible design" concept. Designed to be inconspicuous, this modular equipment draws attention to the products on display. It is currently used in 22 countries.

## Food speciality store



### Liquor Fixtures

#### Vito

With shelf angles and positions optimized for ease of viewing and selection, these specialized liquor display units provide enhanced functions for the attractive presentation of wines and spirits.



## Drugstore



### Display Fixtures

#### Gondola GS Series

These display units can be assembled in flexible combinations to suit a variety of retail situations. They are based on a common standard, allowing a wide range of parts to be attached.

### Pharmaceutical Fixtures

#### Priskit Fill

Gondola-type dispensary equipment is designed for optimal efficiency. The system allows flexible combinations, and a wide range of parts is available.



## Pharmacy





## Variety

### Wooden Racks

#### Baum

Finished in the warm, natural tones of wood, these rack-type system units are ideal for sales areas that require a distinctive ambience, such as household goods and gardening sections.



### Racks for Heavy Items

#### Pallet Racks

Okamura used its experience with warehouse facilities to develop these racks for displaying large items in retail outlets. In addition to their excellent load capacity, products in this range can also be used with a range of support options.



## Home center



# 3 Material Handling Systems

Okamura is contributing to logistics rationalization through the continuing development and supply of new material handling system equipment. We offer total support, from the proposal of material handling systems that provide financial benefits through improvements in the speed, accuracy and safety of logistics, to software development, equipment installation, operational support, and after-sales service.

## Material handling systems



### Pallet Storage Systems

#### Cybistor

Configured to travel on rails inside the storage channels, Cybistor supports high-density storage capacity. It offers major efficiency improvements over operating forklift trucks.

### Multistage Independent Horizontal Rotary Storage

#### Rotary Rack H

This multi-level automatic warehouse system combines three functions: storage, retrieval, and sorting. Suitable for a wide range of purposes, it sets a new industry standard for warehouse handling capacity.



## Industrial machinery



### Hydraulic Power Transmissions

#### Torque Converters

Hydraulic power transmissions provide excellent operating characteristics for various types of equipment, such as industrial vehicles.

Okamura products are manufactured in Japan and overseas and distributed globally through vertically integrated logistics networks. Our headquarters and branches are constantly working to optimize quality and services through close collaboration with associated companies and distributors in Japan and overseas, including technology and sales partnerships with overseas companies.

● Direct dealer ● Import partner ● Distributor

**UK**



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

**UAE**



**Okamura Corporation, Dubai Branch**  
Location: 6E-A, Room No.521, Dubai Airport Free Zone, Dubai, UAE  
TEL: +971-4-3575197

**NETHERLANDS**



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

**THAILAND**



**Siam Okamura International Co., Ltd.**  
Sales of office furniture and store display equipment in Thailand and nearby South-East Asian countries  
Location: 3199 Maleenont Tower 19th Floor, Rama 4 Road, Klongton, Klongtoey, Bangkok 10110, Thailand  
TEL: +66-2661-5474-79

**INDONESIA**



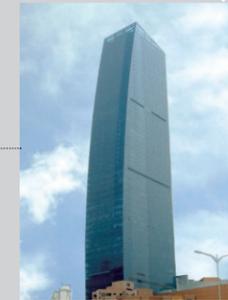
**PT. Okamura Chitose Indonesia**  
Sales of office furniture and store display equipment in Indonesia  
Location: MidPlaza-2 12th Floor, Jl.Jend. Sudirman Kav 10-11, Jakarta 10220, Indonesia  
TEL: +62-21-572-3925

**VIETNAM**



**Okamura Corporation, Ho Chi Minh Representative Office**  
Location: Suite 1104 11th Floor Saigon Tower, 29 Le Duan St., District 1, HCMC, Vietnam  
TEL: +84-8-3822-6392

**CHINA**



**Shanghai Okamura Furniture and Logistics System Co., Ltd.**  
Sales of office furniture, material handling system products, store display equipment and others in China  
Location: 19F, Cloud Nine Shopping Mall, 1018 Changning Road, Shanghai, 200042, China  
TEL: +86-21-6074-6000

**SINGAPORE**



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

**HONG KONG**



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

**USA**



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

Okamura's efforts to keep pace with changing needs in recent years are based on a broad perspective. We have been forming technology and marketing partnerships with leading overseas companies and actively collaborating on the development of hardware and software. This approach allows us to develop products that precisely match market needs. Through these overseas collaborations, the Okamura brand has been gaining new potential.

**Office Furniture**



Fora Form AS, Norway—  
System tables



PRO-CORD S.p.A. Italy—  
Office furniture



Baleri Italia S.p.A., Italy—  
Furniture for public facilities



Wiesner-Hager Möbel GmbH, Austria—  
Furniture for public facilities



WOGG AG, Switzerland—  
Folding tables



erlab D.F.S S.A.S, France—  
Green fume hood

**Store Displays**



DORMA Hüppe Raumtrennsysteme GmbH+Co KG, Germany—  
Varitrans (sliding partitions)



L.A. Darling Company, U.S.A.—  
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., U.S.A.—  
XenoROL® conveyors



Jakob Hatteland Computer AS, Norway—  
Automated warehouse systems

# Global Topics

Okamura has been energetically participating in trade shows throughout the world, seeking opportunities to earn a high reputation by presenting our technological and design capabilities. We are also continually developing new business areas while monitoring the rapidly changing market environment.

## Europe

**ORGATEC 2014**

At ORGATEC, an international office furniture exposition held bi-annually in Cologne, Germany, Okamura exhibited a new line of workstation and office seating developed in collaboration with Giugiaro Design, one of the world's leading industrial design companies.



## North America

**NeoCon2016**

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 9th time in 2016.



Mathis Wienand/Getty Images

## Asia

**CIFF 2015**

Okamura products were also on show at the China International Furniture Fair (CIFF) in Shanghai in September 2015. CIFF is Asia's biggest furniture procurement event. The Okamura display centered on seating, conference tables, and other products.



**Shanghai Showroom Reopened after Refurbishment**

In November 2015, Shanghai Okamura Furniture and Logistic System Co., Ltd. reopened its newly refurbished showroom. Many of our customers attended the opening ceremony.



Visitors can experience Okamura products in showrooms throughout Japan and in Chicago, U.S.A. In Tokyo, the Okamura Garden Court Showroom in the Akasaka district provides around 4,400 square meters of display area surrounded by green parkland. The showrooms showcase Okamura's latest wide range of product lines covering furniture for offices, schools, and hospitals as well as commercial product displays. Exhibits in the Okamura Chair Museum in Tokyo trace the evolution and history of office seating, as well as Okamura's contributions to the development of new ergonomic technology.



Garden Court Showroom

# 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: 9:00a.m. to 6:00 p.m. (Weekdays), 10:00a.m. to 5:00 p.m. (Saturdays)  
 Closed: 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: 9:00a.m. to 6:00 p.m. (Weekdays)  
 Closed: Saturdays, Sundays and Holidays



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



**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: 9:00a.m. to 6:00 p.m. (Weekdays), 11:00a.m. to 5:00p.m. (Saturdays)  
 Closed: Sundays and Holidays



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



**CHICAGO SHOWROOM**  
 Location: 222 Merchandise Mart Plaza, Suite 11-124, Chicago, IL 60654, U.S.A.  
 Telephone: +1-312-645-0115  
 Opening Hours: 9:00a.m. to 5:00p.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: 9:00a.m. to 6:00p.m. (Weekdays)  
 Closed: Saturdays, Sundays and Holidays

# Museum



Evolution of office seating



"Mikasa Touring" in entrance hall



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

<b>Company Name</b>	Okamura Corporation
<b>Head Office</b>	Tenri Bldg., 1-4-1, Kitasaiwai, Nishi-ku, Yokohama 220-0004, Japan Telephone: +81-45-319-3401 http://www.okamura.jp/
<b>Tokyo Office</b>	Kokusai Shin-Akasaka Bldg., East 2-14-27, Akasaka, Minato-ku, Tokyo 107-0052, Japan Telephone: +81-3-5561-4085
<b>Foundation</b>	1945
<b>Paid-in Capital</b>	¥18,670 million (As of March 2016)
<b>Number of Employees</b>	2,927 (As of March 2016)
<b>Facilities</b>	Oppama/Takahata/Tsukuba/Fuji/Gotemba/Nakai/Tsurumi
<b>Branches</b>	92 (As of March 2016)
<b>Stock Information</b>	Number of shareholders.....5,214 (As of March 2016) Number of shares of common stock issued.....112,391,530 Fiscal year end.....March 31

**Subsidiaries**

Corporate name	Principal business activities
<b>Japan</b> 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 Manufacturing 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 and related products
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
<b>Overseas</b> 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 and store display equipment in Hong Kong and nearby South-East Asian countries
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 and 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

(13 other companies)

**Board of Directors & Corporate Auditors** (As of September 2016)



Chairman  
**Kikuo Nakamura**



President  
**Masayuki Nakamura**



Senior Managing Director  
**Kiyoshi Sato**



Senior Managing Director  
**Hiroki Iwashita**



Senior Managing Director  
**Shigeji Kikuchi**



Managing Director  
**Toshikazu Iwata**



Managing Director  
**Teiichi Toshida**



Managing Director  
**Fumio Yamamoto**



Outside Director  
**Kanji Nishiura**



Outside Director  
**Hiromi Asano**



Outside Director  
**Nobuyuki Iizuka**



Director  
**Seiji Koguma**



Director  
**Hajime Kaneko**



Director  
**Kenichi Yamaki**



Director  
**Ken Inoue**



Director  
**Makoto Tajiri**



Director  
**Hiroshi Makino**



Director  
**Shinji Sakatoku**



Director  
**Naoki Kono**



Standing Corporate Auditor  
**Hiroshi Moriwake**



Standing Corporate Auditor  
**Katsunori Aratani**



Outside Auditor  
**Yuichi Suzuki**



Outside Auditor  
**Shigeru Iwamoto**

Operating Results (Millions of yen)	2012	2013	2014	2015	2016
Net sales	187,879	194,890	211,363	220,130	<b>240,794</b>
Gross profit	57,548	57,938	63,871	65,041	<b>73,493</b>
Selling, general and administrative expenses	50,761	50,789	54,417	56,274	<b>60,532</b>
Operating income	6,786	7,148	9,454	8,766	<b>12,960</b>
Profit attributable to owners of parent	3,860	5,269	6,113	6,422	<b>9,067</b>

Financial Position (Millions of yen)	2012	2013	2014	2015	2016
Total assets	172,678	177,959	190,913	207,387	<b>217,485</b>
Total net assets	79,918	86,367	93,229	103,544	<b>108,491</b>

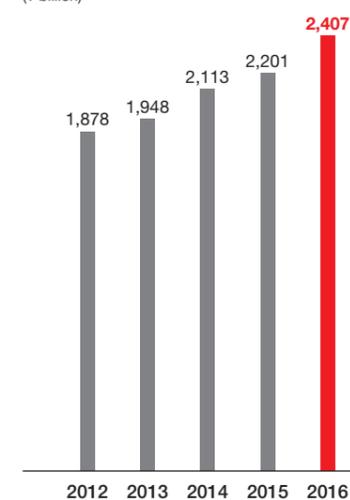
Cash Flows (Millions of yen)	2012	2013	2014	2015	2016
Net cash provided by (used in) operating activities	7,020	9,179	9,868	7,463	<b>13,870</b>
Net cash provided by (used in) investing activities	(2,372)	(8,117)	(8,104)	(6,487)	<b>(6,896)</b>
Free cash flow	4,648	1,062	1,763	976	<b>6,974</b>
Net cash provided by (used in) financing activities	(2,816)	(1,517)	(2,948)	(3,296)	<b>(2,114)</b>
Cash and cash equivalents at the end of the fiscal year	26,179	25,818	24,909	22,808	<b>27,547</b>
Borrowings and corporate bonds at the end of the fiscal year	27,038	26,932	25,362	24,288	<b>24,448</b>

Per Share Data (Millions of yen)	2012	2013	2014	2015	2016
Profit per share	35.02	47.81	55.49	58.30	<b>82.31</b>
Net assets per share	723.56	782.01	842.80	936.59	<b>980.32</b>
Dividends per share (yen)	10.00	12.00	17.00	17.00	<b>24.00</b>

Financial Indicators (%)	2012	2013	2014	2015	2016
Gross profit to net sales	30.6	29.7	30.2	29.5	<b>30.5</b>
Operating income to net sales	3.6	3.7	4.5	4.0	<b>5.4</b>
Return on equity	4.94	6.35	6.83	6.54	<b>8.59</b>
Ordinary income to total assets	4.23	4.62	5.46	5.20	<b>6.40</b>
Equity ratio	46.2	48.4	48.6	49.8	<b>49.7</b>

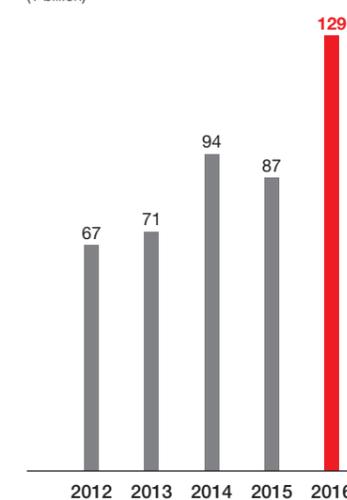
### Net Sales

(¥ billion)



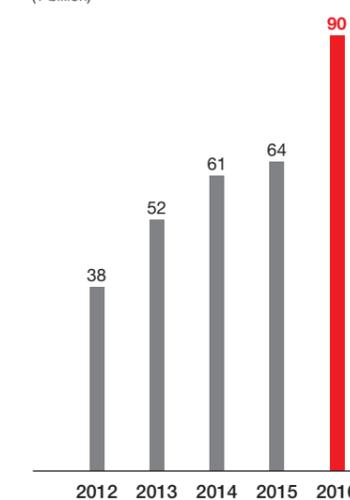
### Operating Income

(¥ billion)



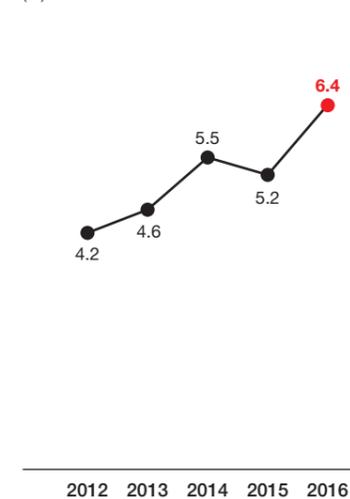
### Profit Attributable to Owners of Parent

(¥ billion)



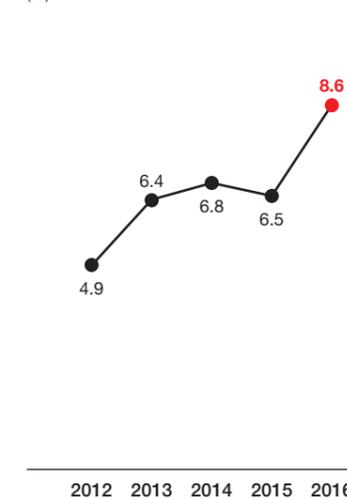
### Ordinary Income to Total Assets

(%)



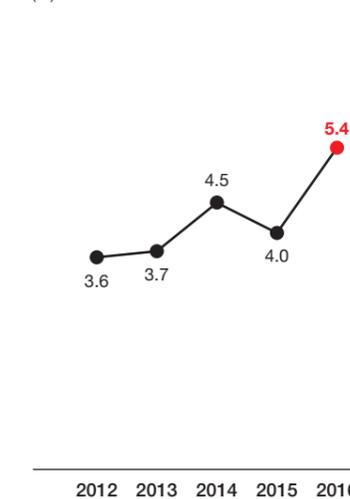
### Return on Equity

(%)



### Operating Income to Net Sales

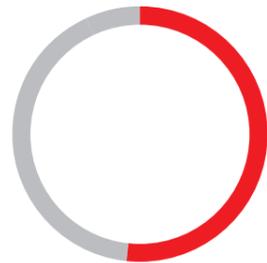
(%)



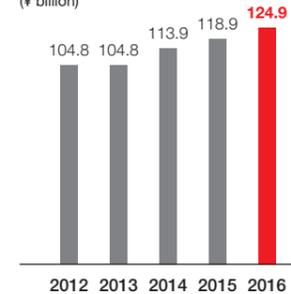
## Office Furniture

Contribution to total net sales

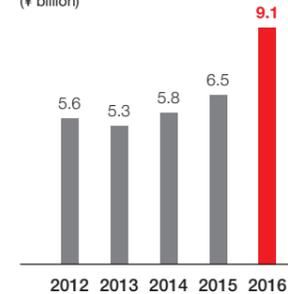
51.9%



Net Sales  
(¥ billion)



Operating Income  
(¥ billion)



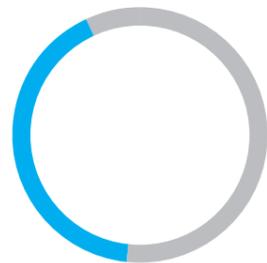
In the Office Furniture segment, demand for both office relocation and renewal, mainly by companies with strong performance, began to increase. This was due to a rise in the supply of large-scale office buildings, mainly in the center of Tokyo. Under these circumstances, the Company proactively made proposals on how to create office environments in response to various office working styles, and also launched new products that realize such proposals. Also in this segment, the Company endeavored to engage in aggressive sales activities for healthcare, R&D, school and library facilities, and office-related facilities, as well as municipal offices. The results of the above efforts increased both net sales and income year-over-year.

As a result, net sales in this segment amounted to ¥124,988 million (a year-over-year increase of 5.1%) and the segment income amounted to ¥9,182 million (a year-over-year increase of 39.8%).

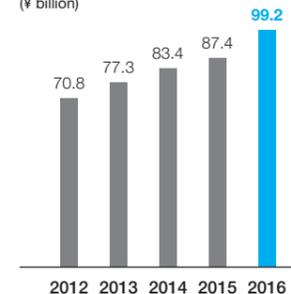
## Store Displays

Contribution to total net sales

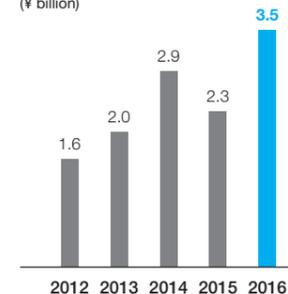
41.2%



Net Sales  
(¥ billion)



Operating Income  
(¥ billion)



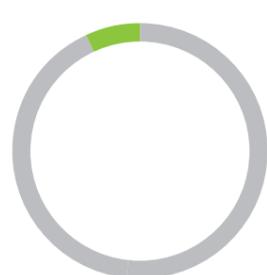
In the Store Displays segment, by taking advantage of the Group's total strength, the Company enhanced its capabilities to make proposals for one-stop total solutions for the retail industry—an industry that is aggressively opening new stores and performing store renovations. In addition, the Company focused on increasing its market share in refrigerated showcases and on cost reductions. In order to respond to rising demand for the renovation of existing stores by firms seeking to enhance their competitiveness, the Company primarily took advantage of its strong presence in the existing store market and its capabilities for quick delivery thanks to its domestic production. The Company thereby achieved steady sales growth. The results of the above efforts greatly increased both net sales and income year-over-year.

As a result, net sales in this segment amounted to ¥99,204 million (a year-over-year increase of 13.5%) and the segment income amounted to ¥3,516 million (a year-over-year increase of 49.6%).

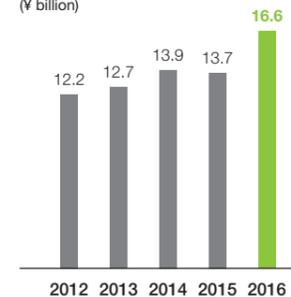
## Material Handling Systems and Others

Contribution to total net sales

6.9%



Net Sales  
(¥ billion)



Operating Income  
(¥ billion)



In the Materials Handling Systems segment, the Company focused on growth markets such as logistics centers for food, healthcare, and Internet shopping, and the transportation of small articles. In addition, in this segment, the Company achieved brisk sales of large-scale systems through sales activities with maximum utilization of its solution-proposal capabilities and its products, which are distinguished by their superiority. The results of the above efforts increased net sales year-over-year and segment profit-and-loss, and the segment reported a profit.

As a result, net sales in this segment amounted to ¥16,602 million (a year-over-year increase of 20.7%) and the segment income amounted to ¥262 million (a loss of ¥155 million for the previous year).

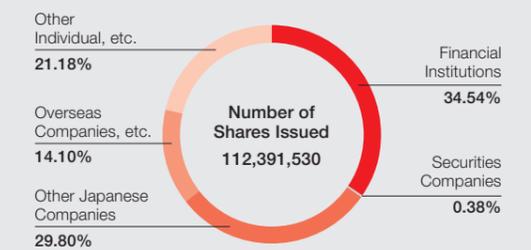
## Stock Information

(As of March 31, 2016)

### Share Information

Number of Shares of Common Stock Authorized	400,000,000
Issued	112,391,530
Stock Exchange Listings	Tokyo
Trading Units	100 shares
Number of Shareholders	5,214

### Distribution by Ownership of Shares

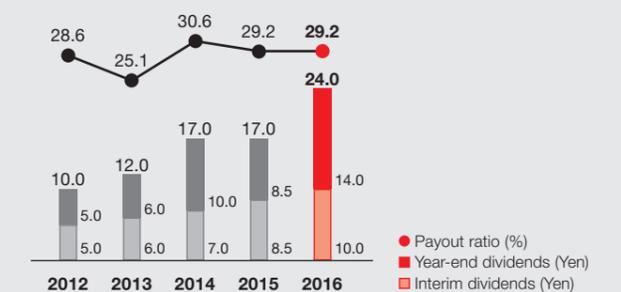


### Major Shareholders

Shareholder	(Thousands of shares)	(%)
Japan Trustee Services Bank, Ltd. (Trust Account)	9,311	8.44
Okamura Group Employees Stock Ownership Plan	6,357	5.76
Mitsubishi Corporation	6,300	5.71
Meiji Yasuda Life Insurance Company	5,520	5.00
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 Master Trust Bank of Japan, Ltd. (Trust Account)	4,119	3.73
The Bank of Yokohama, Ltd.	4,076	3.69
Okamura Cooperation Companies Stock Ownership Plan	3,674	3.33

\*The holding ratio excludes 2,063,674 shares of treasury stock the Company holds.

### Cash Dividends / Payout Ratio



**okamura**

**OKAMURA CORPORATION**  
**International Sales & Marketing Div.**

2-14-27, Akasaka, Minato-ku, Tokyo 107-0052, JAPAN  
Tel: +81-3-5561-4085 Fax: +81-3-5561-4086

<http://www.okamura.jp/>