

# Iris Group's Three Core Bases



## Kakuda I.T.P. (Industrial Techno Park)

We established a headquarter fuction of IRIS Group in the area of 340,000m<sup>2</sup> consolidating our R&D, Management, Production and Distribution departments. The "New Product Development Meeting" is held every Monday. This facility is the heart of various operations such as product planning, development, manufacturing, sales and customer support for post-purchase.



## Osaka R&D Center (IRIS Shinsaibashi Building)

This facility, started operating from August 2014. It is the base of product developmet for Home Appliances. All Home Appliances related departments are here. We develop "Ah-ha Home Appliances" through collaborating with our in-house skillful engineers who are from major consumer electronics companies.

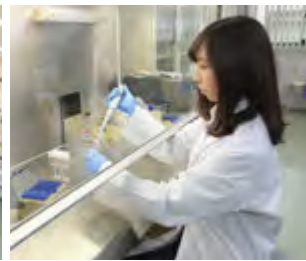


Software Development

### 【 Production / Distribution 】



### 【 R&D Head Office / Marketing Functions 】



## IRIS Group Tokyo Head Office

We started operating this new facility in November 2018 in order to strengthen our product development functions and expand B2B business. We aim to hire more experienced engineers in the heart of Tokyo and speed up the process of new product development. At the same time, we offer total solutions through proposing the use of space and wide range of our business categories, such as, LED lighting and interior building materials.



# IRIS GROUP PROFILE 2020

## CSR

Corporate Social Responsibility

### Sports / Cultural Activities



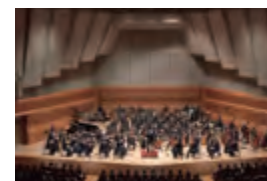
© Rakuten Eagles

We have supported the Japanese professional baseball team, Tohoku Rakuten Eagles, as an official sponsor since 2008, raising spirits of the people in Miyagi through engagement in this regional sport.



© VEGALTA SENDAI

We continue to sponsor Vegalta Sendai, a professional Japanese soccer team, and our group company, Daishin, also sponsors Vegalta Sendai Ladies, offering support as a whole company. At our "IRIS Festival," we promote more opportunities for kids to play sports through the opening or our "Soccer School for Kids" with professional soccer players.



IRIS OHYAMA also supports the local professional orchestra, Sendai Philharmonic Orchestra. We connect local people with classical music, supporting regularly scheduled performances held 9 times (18 days) annually.

### Recovery Effort Activities



BUTAI AGRI INNOVATION, IRIS Group company, collaborates with local farming organization in Odaka district (Minami Soma, Fukushima) to support resuming rice cultivation. We fully support recovery of agriculture business in affected areas through buying out all the produced, unmilled rice.



# Corporate Profile

## 01 Company Information

### IRIS Group

Representative Director  
IRIS Group Chairman: Kentaro Ohyama  
Number of Group Companies  
28 Group Companies  
Total Sales Amount of IRIS Group  
500billion-yen (2019)  
Number of IRIS Group Employees  
12,860 employees (As of January 2020)

### IRIS OHYAMA Inc.

Company Name  
IRIS OHYAMA Inc.  
Established  
April, 1971  
Representative Executive  
President: Akihiro Ohyama  
Capital  
100 million yen  
Total Sales Amount  
161 billion-yen (2019)  
Description of Business  
Planning, Manufacturing and sales of housewares  
Number of Employees  
4,081 employees (As of January 2020)

#### Corporate Philosophies:

- (a) Keep pace with an ever-changing market and consumer demands by establishing mechanisms to create profit in any given environment or era.
- (b) Contribute to society by always being mindful of the relationship between our Company, society and people by reinvesting profit in the Company and thereby improving the lives and lifestyles of our employees, our customers and the people who use our products.
- (c) Create a business environment where improvement of the Company leads to better employees, and improvement of the employees leads to a better Company.
- (d) Focus on our customers. The Customer Comes First is the foundation of our mission statement.
- (e) Have high aspirations, be aware of incompleteness, be full of vitality, and strive always to create a growing, innovative organization.

## 02 Messages from Chairman / President

With a focus on "Comfortable Living," we have manufactured solution-products to address and reduce consumers' potential dissatisfaction in order to make their lives more enjoyable and help them thrive. The representative example is our clear storage boxes which we have sold since 1989. We looked at potential dissatisfaction that consumers cannot see inside their storage bins, and developed the world's first clear boxes and changed the whole storage culture. Our Maker/Vendor system made it possible to establish flexible production and efficient distribution systems through manufacturing. IRIS China Group plays a role as a central production hub that supports domestic and overseas group companies. Our factories, with automated production lines, and accumulated IoT manufacturing technologies, can handle various materials and categories, and produce products across multiple industries.

We develop products inspired by "User-In Concepts" and operate business utilizing our unique "Maker/Vendor" structure by category. For example, in our home appliances business, we develop "Ah-ha home appliances" inspired by actual experiences. In our rice milling business, we maintain freshness and a better taste of rice through a "cold temperature manufacturing process" and aim to spread great food experiences, as well as, support for areas affected by earthquakes. In our B2B business, we provide solutions according to various customer needs with a focus on LED lighting. We support comfort and growth in peoples' lives through creating synergistic effects and utilizing our comprehensive business strengths. Furthermore, we continue to be a company who "Contributes to society by achieving a healthy growth" by creating demands and solving dissatisfaction for consumers in Japan and around the world.

Chairman of IRIS Group  
Representative Executive,  
Chairman of IRIS OHYAMA, Inc.

Kentaro Ohyama

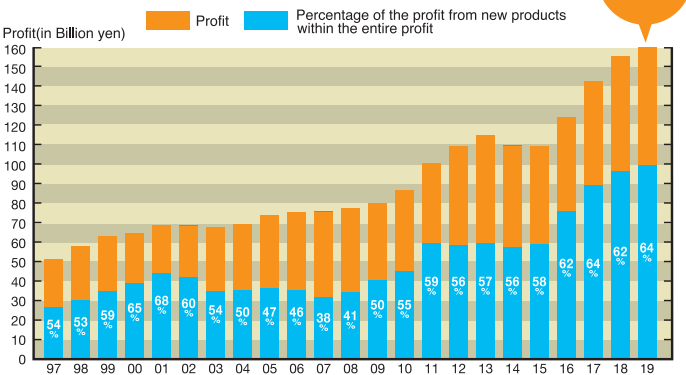
Under the philosophy of "User-In Concepts," we strive to manufacture products that make consumers say "Ah-ha" since the day we began. In order to help consumers relate to and see the value of our products, we have continued to make innovative changes everyday through "Domestic Nine-Factory Operation" and "Maker/Vendor System" in logistics and distribution. We have now grown to the point that we have been able to provide comprehensive business solutions by expanding our business domains to B2B, such as proposing ways to save electricity and creating spatial presentation. We have not limited ourselves to the Japanese market. We have expanded the scope of our activities to USA, Europe, China, Korea and Southeast Asia, where we inspire people with the concept of "Comfortable Living," fostered in Japan. At present, Japan is in the middle of a tough environment caused by a population decline. However, we take the positive approach and view it as "Change is an opportunity." We continue to face the challenge with "Japan Solutions" to solve issues in Japan through the regrowth of Japanese agriculture through our rice business, the revival of Japanese home appliances through our "Ah-ha home appliances," and the reform of working practices through proposing the use of space."

Representative Executive,  
President of IRIS OHYAMA, Inc.

Akihiro Ohyama

Challenge!!  
JAPAN  
SOLUTION

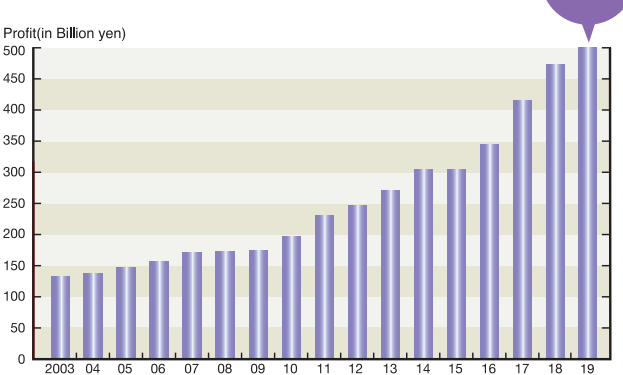
## 03 Sales



## 05 Corporate History

1958	Apr	Morisuke Ohyama established the OHYAMA blow industry.
1964	Jul	Kentaro Ohyama nominated to the representative.
1971	Apr	OHYAMA blow industrial incorporated.
1972	Jul	The Sendai factory (present Ogawara factory) established.
1981	Jan	Gardening products sale started.
1986	Apr	OHYAMA incorporated.
1987	Jan	Pets products sale started.
	Dec	The Sanda factory established.
1988	Jan	Storage products sale started.
	May	IRIS KOREA Co.,Ltd. incorporated in Seoul, Korea.
1989	Feb	Household products sale started.
	Oct	Stationery sale started.
1990	Apr	The Tosu factory established.
1991	Mar	IRIS PLAZA incorporated in Sendai.
	Sep	Change the name of company to IRIS OHYAMA, INC.
1992	Mar	The Kakuda I.T.P established.
	Jun	IRIS USA, Inc. incorporated.
1993	Mar	Sendai Headoffice building completed.
1994	Nov	The Hokkaido factory established. The Stockton factory of IRIS USA, Inc. established.
1996	Mar	DALIAN IRIS OHYAMA TRADE & INDUSTRY Co., Ltd. incorporated in Dalian, China
	Jun	The Wisconsin factory of IRIS U.S.A. INC. established.
1997	Mar	The Fujiyama factory established.
	Dec	DALIAN IRIS WOOD PRODUCTS Co., Ltd. incorporated in Dalian, China.
1998	Aug	IRIS OHYAMA EUROPE B.V. incorporated in the Netherlands.
2000	Oct	DALIAN IRIS HOME PRODUCTS Co., Ltd. incorporated in Dalian, China.
2001	Jan	The Maibara factory established.
	Sep	IRIS CHITOSE incorporated in Sendai.
2002	Nov	The Dallas factory of IRIS USA, Inc. established.

## 04 Group Sales



## 06 Iris Group Data

IRIS Group

**28** Group Companies

Delivering "Solutions" worldwide through various operational presence

Number of Group Factories

**32** Factories

\*Domestic: 14 Factories  
\*Overseas: 18 Factories

Expand possibilities through new domestic and overseas factories

Total Area of Group Factories

**2,576,224** m<sup>2</sup>

Respond to overseas demand increase by reinforcing our distribution network

Number of Items: Approximately

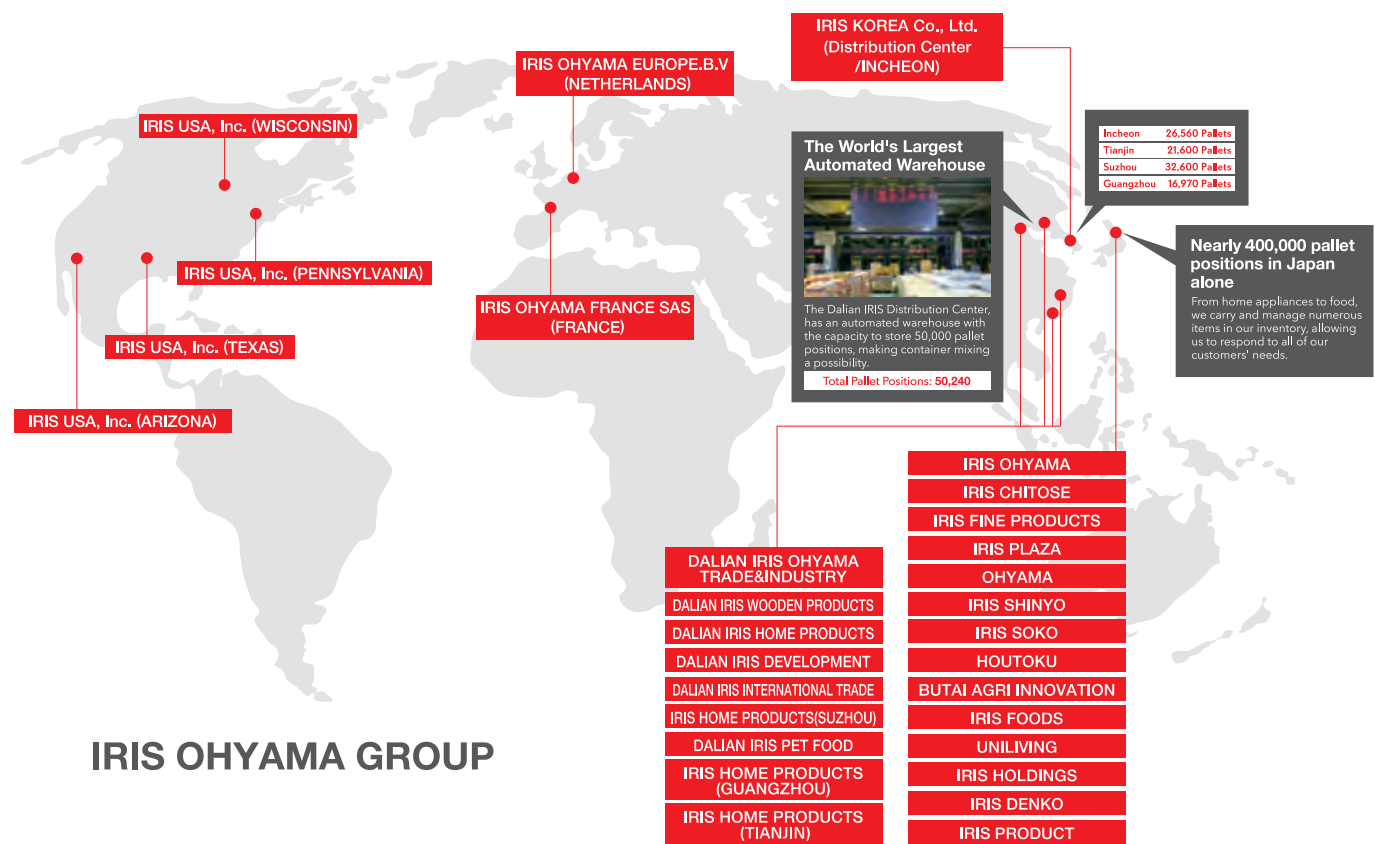
**25,000** Items

We continue innovating ideas as long as times have changed





# Strength of IRIS OHYAMA Group



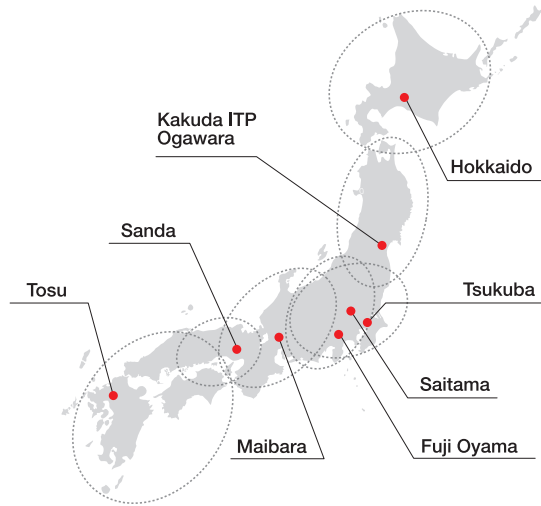
## ■ Container Mixing

Our Chinese distribution boasts the largest automated warehouse in the world, and stores all of the products that is produced in our facilities. From here, we mix products in different containers and ship them out to minimize shipping costs while maximizing inventory and deadline.



## ■ Distribution Network Enabling Same-Day Shipping

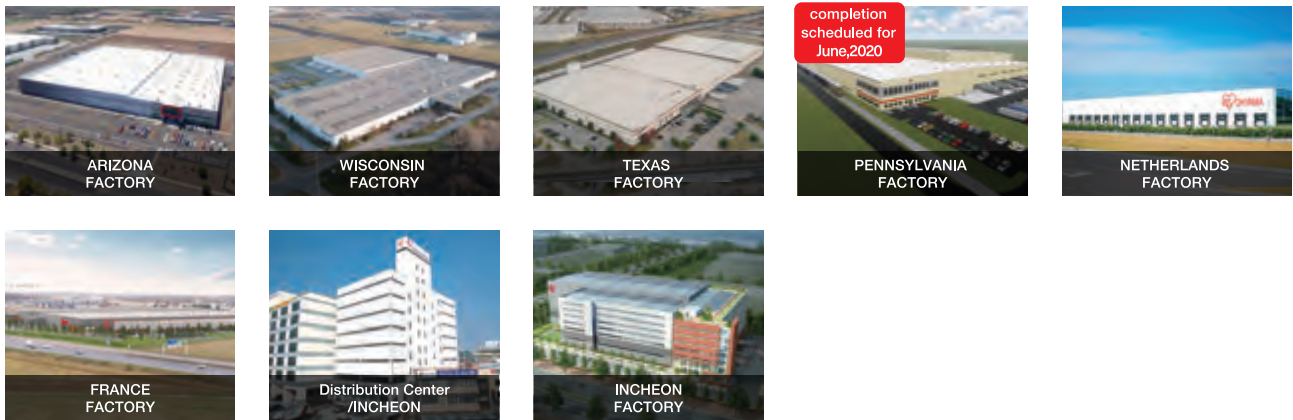
The vendor function that IRIS OHYAMA has utilizes the 9 facilities we have all over Japan to support our comprehensive distribution network. We match the business type of our customers and ship out 'high-variety/low lot' items in a radius of 100 to 300 km the same day we receive the order.



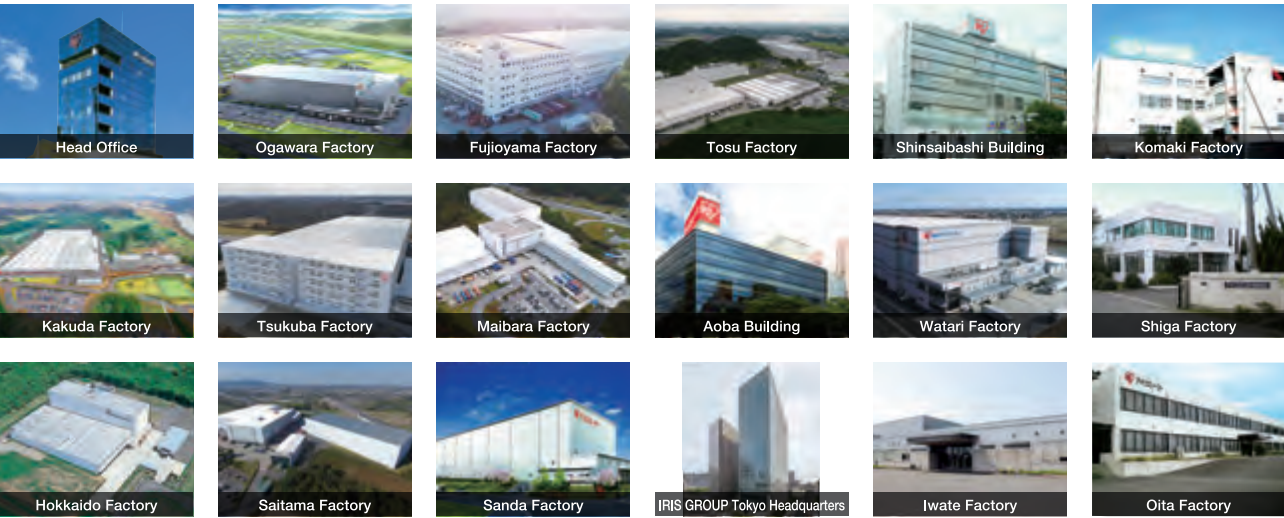
## CHINA(DEPARTMENT FACTORY)



## AMERICA, THE NETHERLANDS, FRANCE, KOREA



## JAPAN



## FACTORY SCALE GROUNDS AREA

Factory Scale Grounds Area														(unit:m <sup>2</sup> )
	Hokkaido	Kakuda	Ogawara	Tsukuba	Saitama	Fujiyama	Maibara	Sanda	Tosu	Komaki	Shiga	Oita	Iwate	Watari
Site Area	44,852	344,576	64,113	63,214	102,118	22,890	155,892	39,099	159,751	45,652	13,504	20,301	8,450	54,409
Factory floor area	17,917	61,348	35,251	35,413	82,289	31,258	61,149	32,365	112,753	37,633	5,387	7,088	2,617	61,273
Pallets in Automatic warehouse	11,286	26,105	39,768	51,876	62,437	18,307	53,338	28,608	64,816					42,332

	DALIAN IRIS OHYAMA	DALIAN IRIS HOME PRODUCTS	DALIAN IRIS WOODEN PRODUCTS	DALIAN IRIS PET FOOD	IRIS HOME PRODUCTS (Suzhou)	IRIS HOME PRODUCTS (Guangzhou)	IRIS HOME PRODUCTS (Tianjin)	IRIS KOREA (Distribution Center)	IRIS KOREA (Incheon)	IRIS U.S.A. (Texas)	IRIS U.S.A. (Wisconsin)	IRIS U.S.A. (Arizona)	IRIS U.S.A. (Pennsylvania)	IRIS OHYAMA EUROPE (Netherlands)	IRIS OHYAMA FRANCE
Site Area	24,000	232,474	141,400	35,503	66,606	29,151	67,312	1,789	27,619	109,267	162,234	238,765	137,593	44,000	119,690
Factory floor area	50,716	184,616	38,826	7,229	126,525	39,382	50,523	8,963	46,786	41,732	60,017	44,585	57,924	27,234	64,951
Pallets in Automatic warehouse	—	50,240	—	—	32,600	16,970	21,600	—	26,560				—		



# IRIS OHYAMA

## Evolution of Our Product Innovation

**Point**  
Glass buoy was fragile and easy to break in transit. We made it in plastic which is flexible and easily shaped. This product was launched as our first original design with higher stability.



[Buoy for Aquaculture (1966)]



[Box for Raising Seedling (1970)]



[Planter (1980)]

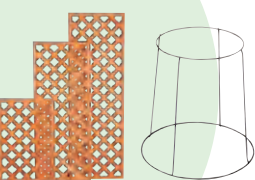
**Point**

Terra Cotta planters are good in terms of breathability and water-retentivity, but consumers had dissatisfaction because of heavyweight and fragility. The planters we developed were very successful because of push-up meshed bottom and slotted structure.



[Plastic Planter (1981)]

### Gardening Boom



[LATTICE (1997)]

[Planter Stand (1997)]



[Dog House (1987)]

**Point**

"It's strange that we put our pets on chains." Our indoor pet products were developed from this thought process and sparked the pet boom that started in Japan in 2000.

### Pet Boom



[Pet Sheets (1987)]



[Cat Litter Box (1994)]



[Cat Litter (1999)]



[Pet Jerky (1992)]

**Point**

The existing purpose of storage product was for "storing" only. We mutually developed with supplier using clear resin in order to solve consumers' "frustration through searching."



[Clear Storage Box (1989)]



[Illumination Lights (2000)]

**Point**

We were able to offer reasonable price for everyone by changing the material from aluminum to plastic. We contributed to the popularization of LED light bulbs in Japan minimizing prices with one-third of market price during that time.



[LED Light Bulbs (2009)]



[Strip LED Light (2010)]



[LED Ceiling Light (2011)]

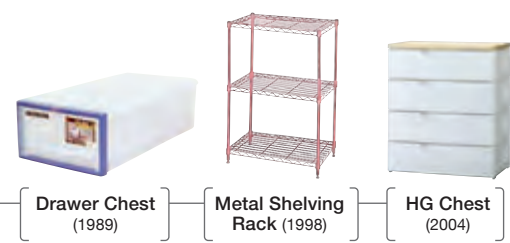
[High-efficiency Strip LED Light (2015)]

[High-efficiency LED Ceiling Light (2015)]

[High-efficiency LED Ceiling Light - FEⅢ Series (2016)]

[High-efficiency LED Ceiling Light - Metal Circuit Series (2017)]

### Power-saving Demand



[Drawer Chest (1989)]

[Metal Shelving Rack (1998)]

[HG Chest (2004)]



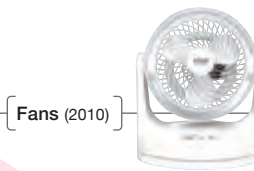
[Simple Sofa (2004)]



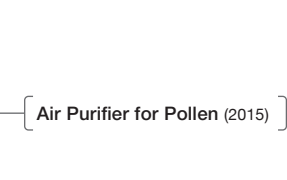
[Bedding (2010)]



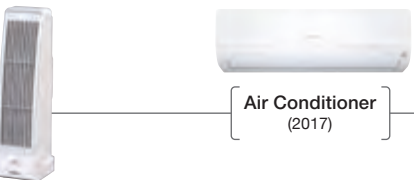
[AIRY Mattress (2012)]



[Fans (2010)]



[Air Purifier for Pollen (2015)]



[Air Conditioner (2017)]



[Interior Building Materials (2018)]



[Hideaway Hose Reel (2003)]



[Pressure Washer (2005)]



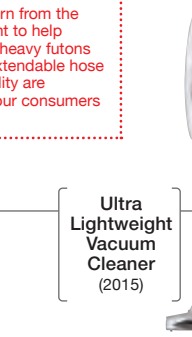
[Cyclone Vacuum Cleaner (2009)]



**Point**

This product was born from the concept that we want to help grandparents to dry heavy futons and blankets. The extendable hose and effortless usability are appealing and give our consumers an "ah-ha" feeling.

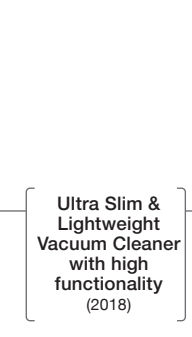
[Blanket Warmer / Dryer "KARARIE" (2015)]



[Ultra Lightweight Vacuum Cleaner (2015)]



[Ultra Slim & Lightweight Vacuum Cleaner (2017)]



[Ultra Slim & Lightweight Vacuum Cleaner with high functionality (2018)]



[Shredder Machine for Office (2001)]



[Air Purifier (2005)]



[Cookware (2011)]



[Induction Cooktop - Dual Burner (2012)]



[Re;Cook Convection Oven (2015)]



[Rice Cooker (2015)]

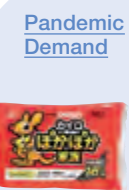


[Brand Rice Cooker (2016)]



[Microwave Oven with Steam Defrosting Mode (2018)]

[Dryer for Pets (2010)]



[Body Warmer (2005)]



[Mask (2006)]

### Pandemic Demand

[Corn Beard Tea (2010)]



[Rice (2013)]



[Rice Cake (2014)]



[Thin-sliced Rice Cake (2016)]

[Pre-cooked Packaged Rice (2017)]

**Point**

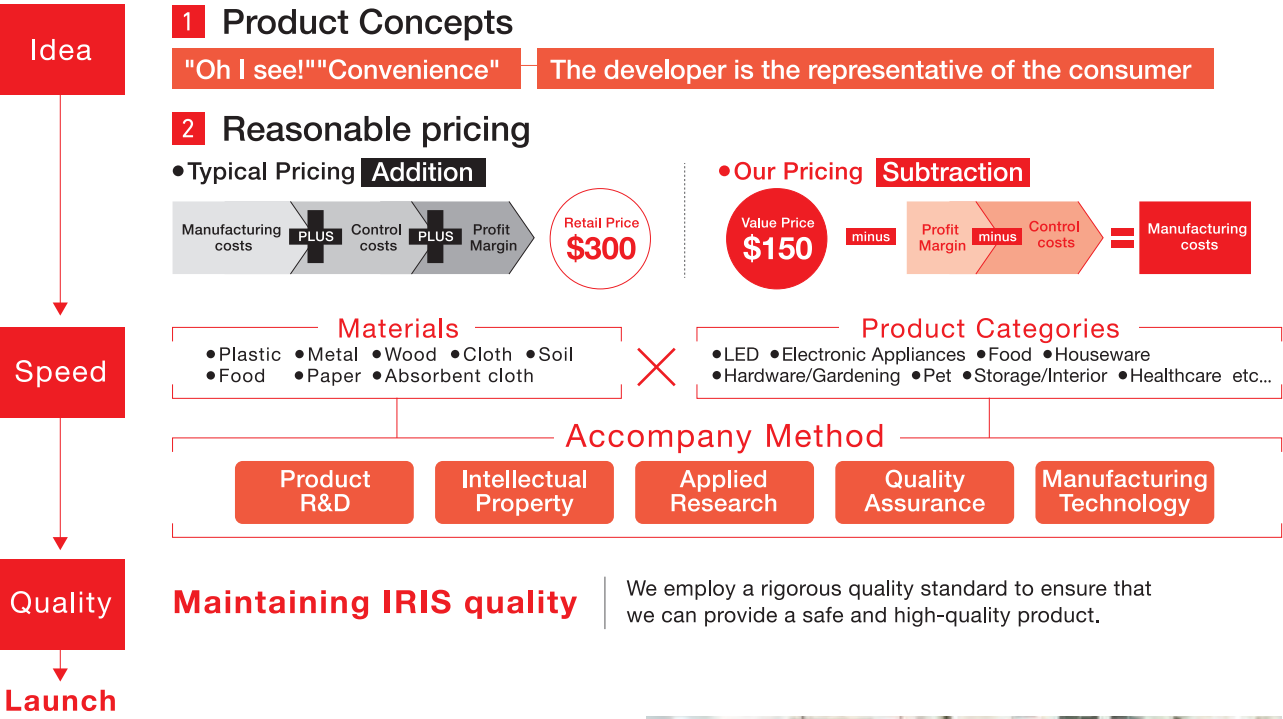
We entered the rice business in order to recover affected areas by earthquakes and to revive Japanese agriculture. We aim to spread great food experience through maintaining freshness and taste of rice packed in conveniently smaller portions.





IRIS OHYAMA's products number about 25,000. About 1,000 new products are developed every year. This remarkable development pace is supported by our development staff who maintain a complete consumer perspective. In product development meetings that are held every Monday and takes a considerable portion of the day, more than 20 ideas for product development are proposed in each meeting.

●Our R&D flow, responding to the gripes of everyday life.



■ Automation Through Robotics

In order to increase our productivity and quality, we are using the top-of-the-line robotics in our production lines. By establishing a versatile production line that we can mix and match product allows us to provide quick and high-quality product on a consistent basis.



IRIS Group: Our Primary Factories

Our nine factories in China, handling various materials, can develop products that combine multiple materials and produce products across different categories.

Home Appliances / LED Lighting

LED Ceiling Light

Lightweight Vacuum Cleaner

Production Factories

DALIAN IRIS HOME PRODUCTS  
IRIS HOME PRODUCTS (SUZHOU) Co. Ltd.  
IRIS HOME PRODUCTS (GUANGZHOU) Co. Ltd.

With an increasing number of items, especially in home appliances and LED lighting, we have utilized automation and multi-joint robots to maintain consistent quality. The circuit board, which directly impacts quality, undergoes a thorough, automated check in our clean room between the mounting and inspection process.

Plastic

Wood Top Chest

Blanket Warmer

Production Factories

DALIAN IRIS OHYAMA  
IRIS HOME PRODUCTS (SUZHOU) Co. Ltd.  
DALIAN IRIS HOME PRODUCTS  
IRIS HOME PRODUCTS (GUANGZHOU) Co. Ltd.

With efficient and flexible production capability, our manufacturing is not limited to storage, gardening, and pet products. We also manufacture parts for our small appliances.

Metal

Wire Shelving Storage Rack

Production Factories

DALIAN IRIS HOME PRODUCTS

Through automation processes such as bending, cutting, and welding, we are capable of processing and applying paint coatings to various metal plates, pipes and wire materials. We are not limited to housewares. We also manufacture heavy-duty racks, store fixtures, and building materials.

Bonded-Fiber Fabrics

Masks

Pet Sheets

Production Factories

DALIAN IRIS HOME PRODUCTS  
IRIS HOME PRODUCTS (SUZHOU) Co. Ltd.

We manufacture hygiene products, such as, masks, and pet pads because we automate processing of bonded-fiber fabrics in our clean room. We also produce the ear-loops for the masks within our own factories, allowing manufacturing of a variety of mask products.

Wooden Products

CB Boxes

School Desks and Chairs

Production Factories

DALIAN IRIS HOME PRODUCTS  
DALIAN IRIS WOODEN PRODUCTS

Combining wooden products with metal parts, we are capable of producing a full-line of products, including school desks and chairs, in one location. We also manufacture wooden products, such as, color boxes and ready-to-assemble (RTA) furniture through automation.

Pet Food

Pet Food

Production Factories

DALIAN IRIS PET FOOD Co. Ltd.

With MAFF-approved equipment to meet quality standards, our hygienic facility allows us to produce a variety of trusted and safe pet foods.

■ Higher In-house Production Ratio

The in-house production of screws that are used for our products has allowed us to increase our quality and cost competitiveness.



■ Collaborating with Japan

From housewares to home appliances, our product development team collaborates domestically and internationally to fully support production.





# Home Appliances

## Bringing New Perspectives to Home Appliances Industry

- 2009**  
Entered the home appliances market
- 2013**  
Established a R&D facility in Osaka
- 2015**  
Entered the rice cooker market  
Sold rice cookers utilizing insights of rice business
- 2017**  
Entered the large appliances market  
Sold Wi-Fi enabled air conditioners
- 2018**  
Entered the electronics market  
Established a R&D facility in Tokyo, in order to expand product development capability, as well as, to keep up with our business growth



## "Ah-ha Home Appliances" Will Make Your Day

IRIS OHYAMA entered the home appliances market in 2009. Since then, we have continued to develop new products consistently in order to solve consumers' dissatisfaction. Currently, we are developing various home appliances utilizing the technological skills of our experienced engineers and consumer perspectives obtained at the "Osaka R&D Center" established in 2013 and the "Tokyo R&D Center" newly opened in 2018. Our product concepts are inspired by actual experiences from our employees and their families. These "User-In Concepts" spotlight new market needs in the relatively mature home appliances market. We will continue offering solutions for comfortable day-to-day living through product development based on the "ah-ha" state of mind.

### Large Appliances

Provide Full Support for Comfortable Living



Front Load Washer



Refrigerator



Air Conditioner

To fit any lifestyle, we offer various settings that you can control remotely with an exclusive smartphone application. Motion-sensor enabled and Eco-mode options automatically turn on when the sensor does not detect people, operating creating easy efficiencies for the user.



### Lifestyle Electrics

Support for your evolving lifestyle

Ultra Slim & Lightweight Vacuum Cleaner

This streamlined, lightweight, stick vacuum cleaner offers a unique mop attachment that helps you complete your cleaning faster and is the first in the industry. This distinctive appliance is developed by IRIS, a leading housewares manufacturer from Japan.



Blanket Warmer



Small & Thin Ceiling Light



LED Ceiling Light / Metal Circuit Series

With the new structure of placing LED chips all over the inside of the ceiling light, we meticulously brighten up your room.



LED Light Bulb

### Kitchen Appliances

Your Partner for A Delicious and Healthy Lifestyle



Microwave Oven with Steam Defrosting Mode

With a specially designed cooking container, this unique steam oven allows you to defrost ingredients evenly in addition to offering various cooking programs.

IH Rice Cooker



Portable Induction Cooktop (F2F Control)



Yogurt Maker



Double-Faced Hot Plates

### Seasonal Appliances

Providing comfort all year round



Remote Controlled Compact Globe Oscillating Circulator Fan

Using the improved globe-shaped spiral front guard, this desktop fan enables you to maximize air flow.



Air Purifier with Humidity Control



Dehumidifier with Oscillating Fan

### Electronics

Aiming to provide complete assortment of appliances for your everyday life

4K TV with HDR "LUCA Series"

Our LED TV creates a high-resolution digital image that reproduces natural colors as you see them in real life.





## Protecting Cuisine through Revolution

Our call to join the food market was the Tohoku Earthquake of 2011. From our desire to support the reconstruction of our city, we partnered with local farmers, and in 2013, we officially entered the rice milling industry. We have developed our unique low-temp refining method to share our passion for fresh and delicious rice to our hectic society today.

## BUTAI AGRI INNOVATION

We purchase unrefined rice that we collect from local contracted farmers and preserve, refine, and package all at 15°C (59°F); what we call our "low-temp refinement process". By packaging them in to vacuum sealed bags along with a deoxydizing pack, we are able to provide the freshest rice possible on the market.

### COMPANY DATA

Company Name	: BUTAI AGRI INNOVATION	
Est.	: Apr. 2013	
Representative	: Nobuo Hariu	Branches : Watari Facility (Miyagi Prefecture, Watari City)
Capital	: 50 million yen (\$500,000)	Business : Rice refinement, agricultural sales, etc...
		Website : <a href="http://www.butai-agri-innovation.co.jp">http://www.butai-agri-innovation.co.jp</a>
Corporate Office	: Miyagi Prefecture, Sendai City	



### Thorough quality checks

Specialists check the quality of our product using state-of-the-art equipment. Aside from conventional quality checks, we also check for the brand DNA, radiation, and agricultural chemicals. By checking product from all sorts of angles, we are able to guarantee the best rice possible.

### Ready to accommodate high quality standards

In 2016, we have been certified with FSSC 22000 (Food Safety System Certification), which is fully recognized by the Global Food Safety Initiative (GFSI).



## IRIS FOODS

We continue to make products out of the rice we refine at Butai Agri-Innovation such as our packed rice and rice cakes that we finish in our Kakuda facility. We will continue to contribute to cuisine through our high quality products.

### COMPANY DATA

Company Name	: IRIS FOODS	
Est.	: Nov. 2013	
Representative	: Jiro Yamada	Branches : Iwate Facility (Iwate Prefecture, Oushuu City)
Capital	: 50 million yen (\$500,000)	Business : Sales of food stuffs, rice cake manufacturing
		Website : <a href="http://www.irisfoods.co.jp">http://www.irisfoods.co.jp</a>
Corporate Office	: Miyagi Prefecture, Sendai City	

### Convenient meal-sized bags

You can enjoy fresh rice for every meal thanks to our vacuum packed packages (2 cups, 3 cups option) with nitrogen and deoxydizing packs sealed in as well.



### Packed Rice

We took our patented low-temp refined rice, and put it in packages to allow our customers to enjoy fresh delicious rice even easier.



### Fresh Rice/Low Temp Refined Rice

We deliver to you the freshest rice on the market, milled in our unique low-temp refinement process.



### Rice Cakes

Our rice cakes have smooth texture despite the strong consistency. We have a product that fits any occasion, all year round.

## Houseware / Interior

Prioritizing ease of use

Tidying up your home and your lifestyle



### Smart Steam

Utilizes the moisture in the ingredients to cook the food making sure that the dish doesn't lose its flavor. The ceramic coating makes cleaning a breeze as well.



### Lightweight Aluminum Clothes Hanger



### Diamond Coat Skillet

### Airy Mattress

Our "3rd generation spring system" which boasts high weight distribution and ventilation supports a comfortable night's sleep.



### BC Chest

### Style Hanger Rack



## Pet

Living with your pets

### Top Entry Cat Litter Box

By having the entrance on the top, this product prevents sand from scattering around.



### Pet Water Fountain



### Easy-to-clean Pet Pen



### Pet Carrier

## Health Care

To make every day clean and healthy



### Core Trainer



### Contour Fit Mask

## Hard / Garden

New solutions to new lifestyles



### Full-cover Hose reel



### LED Clamp Light



# B to B

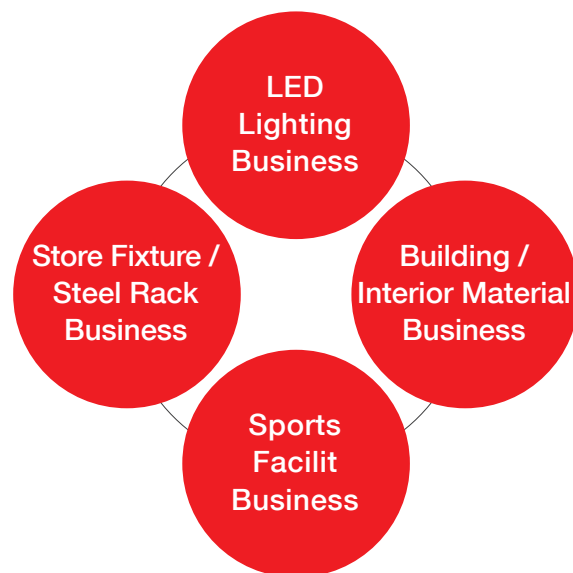
Business to Business

## Providing Total Business Solutions

Our manufacturing solutions have spread from everyday life to the business scene. Using the comprehensive strengths of the IRIS Group, we aim to guide solutions to various business challenges with a central focus on LED lighting.

### Concept

IRIS OHYAMA entered the corporate LED lighting market in order to support the growing demand of saving electricity. At present, the selection of solutions range from commercial facilities to offices, the public sector, factories, and households. Because the IRIS Group offers such a wide variety of items, we are capable of producing products other competitors may not be able to produce. Using our "User-In Concepts" strategy, in which we foster through our unique Maker/Vendor System, we can provide integrated solutions for every type of business.



### Point

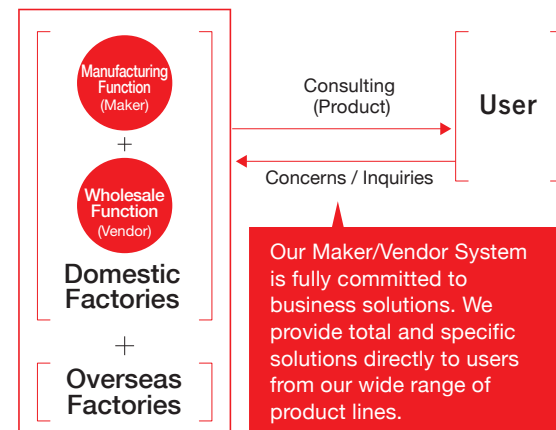
#### Providing Community-Based LED Solutions

In order to coordinate attentive service to meet the needs from local government and corporate clients, we operate 60 sales offices nationwide\*. We continuously strive to contribute to, and fulfill, customer needs in order to create better and more comfortable living in Japan.

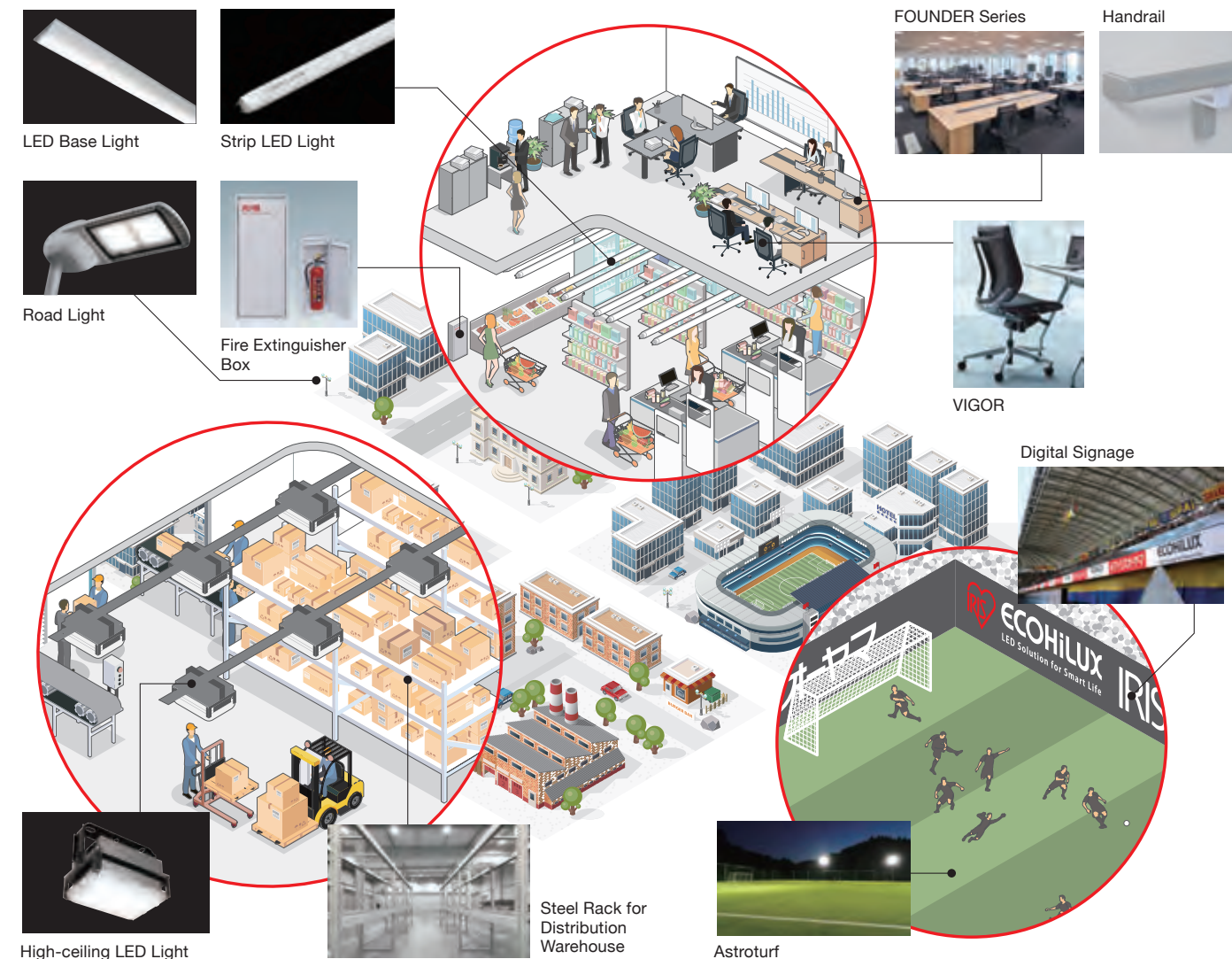


\*As of December 2018

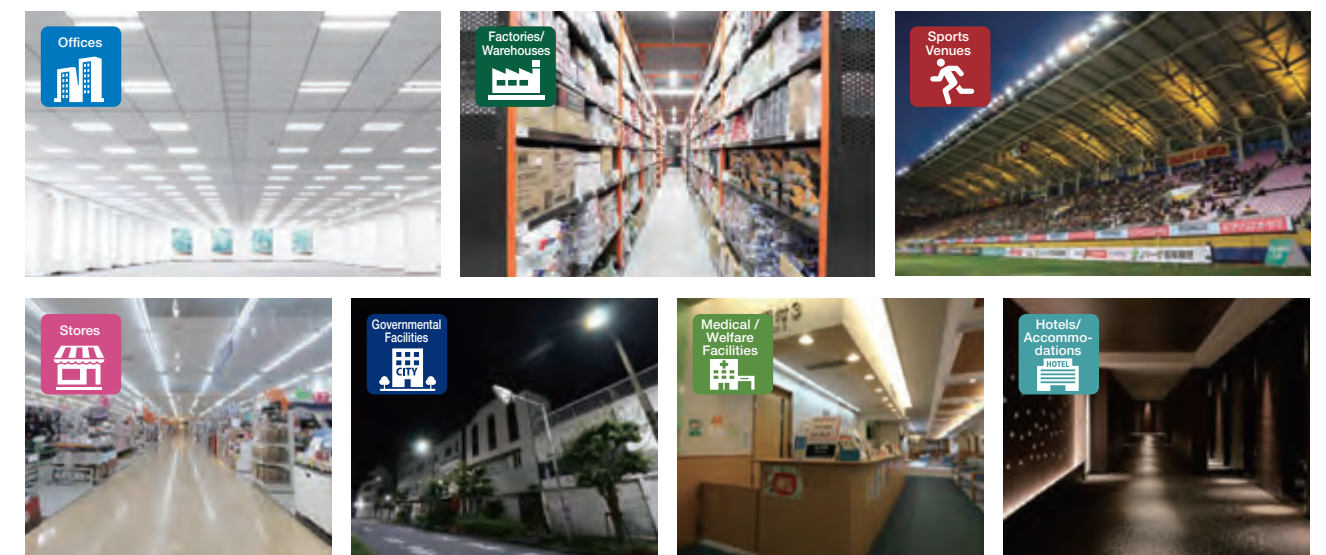
### Maker/Vendor System



## Covering Various Industries from Office, Store, Sport Facility to the Public Sector



### Installed in Various Facilities





## IRIS PLAZA

Through IRIS OHYAMA's official e-Commerce website "IRIS PLAZA," we offer various product lines focusing on IRIS products such as home appliances, food, storage, pet, gardening and office products. We provide solutions for comfortable living to consumers through delivery of seasonal products and information.



Number of Available Items:  
More than 30,000

We cover more than 30,000 items including our own branded products.



### COMPANY DATA

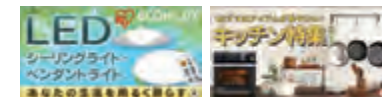
Corporate Name : IRIS PLAZA  
Established : March, 1991  
Representative Executive : Shizuo Abe  
Corporate Headquarters : Sendai, Miyagi  
Website : <http://www.irisplaza.co.jp/>

Special-featured websites to Promote Awareness and Interest in IRIS Products



### Special Online Content

We offer content driven by seasonality and events to keep consumers informed.



### Exclusive Customer Care



With an exclusive customer call center, we support customers before and after purchase.

## DAISHIN

### A New Home Center for Families to Enjoy

We operate DAISHIN in 15 locations across Miyagi prefecture. These stores provide shelf space for test marketing and user-friendly products including home appliances, while also making an easy and pleasant shopping experience, with their welcoming store décor and wide aisles.



### COMPANY DATA

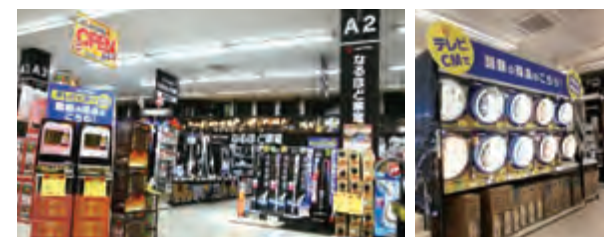
Corporate Name : IRIS PLAZA DAISHIN COMPANY  
Incorporated : December, 2008  
Representative Executive : Tsuyoshi Yoshino  
Headquarters : Sendai, Miyagi (Saiwaicho Branch)  
Description of Business : Home Center



## UNILIVING

### A Specialty Store Offering Everyday Living Solutions

We operate 17 stores under the name of "Unidy" and "Uni-Hard-ware" in the metropolitan area. Without being obsessed with existing concept, we are aiming to become a one-stop store, that means, "Home Appliances Home Center," which can cover all electronics categories based on "Ah-ha Home Appliances."



### COMPANY DATA

Corporate Name : UNILIVING  
Incorporated : April, 2014  
Representative Executive : Shinji Yashiro  
Headquarters : Matsudo, Chiba (Unidy Matsudo Tokiwadaira Branch)  
Description of Business : Home Center



## IRIS FINE PRODUCTS

### Comfortable Living Through Body Warmer and Oxygen Scavengers

We manufacture and sell different types of body warmers and oxygen scavengers for various uses. The Ogawara factory, where the state-of-the-art equipment is installed, has received the quality management ISO 9001 certification.

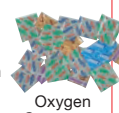


Body Warmer Business

### B to B Business

Various Oxygen Scavengers - Choosing from 300 items

Our oxygen scavengers, which absorb oxygen in a container to maintain freshness, are used for our rice and rice cake products.



Oxygen Scavenger Business

### COMPANY DATA

Corporate Name : IRIS FINE PRODUCTS  
Established : December, 2005  
Representative Executive : Tomio Ohyama  
Capital : 10 million yen  
Corporate Headquarters : Sendai, Miyagi  
Locations : Ogawara Factory (Shibata, Miyagi) / 8 other sales offices in Japan  
Description of Business : Manufacturing and sales of disposable body warmers and oxygen scavengers

## IRIS CHITOSE / HOUTOKU

### Proudly creating new market opportunities through our high-quality furniture

Based on the 3 core business areas, Office, Educational, and Welfare, we develop products to keep up with the changing times. We are not limited to solving on-site needs and issues. Our goal is to create comfortable space for users utilizing our comprehensive strengths.



### Office

The needs of office spaces change as the way people work changes and diversifies. We strive to create better work environments through "User-In Concepts" focusing on customer lifestyle first.



### Educational

While learning itself does not change all the time, the learning space is constantly changing. What is the meaning of "Learning"? We explore answers to this question, and use those answers to manufacture the products needed to create those spaces.



### Welfare

We not only manufacture furniture with a better design, we take care to develop products to solve on-site needs and issues such as items that offer smooth transfer for wheelchair users, or stable and stackable tables with 4 legs.

### COMPANY DATA

Corporate Name : IRIS CHITOSE  
Established : September, 2001  
Representative Executive : Tomio Ohyama  
Capital : 50 million yen  
Corporate Headquarters : Sendai, Miyagi  
Locations : 30 Locations in Japan  
Description of Business : Planning and sales of equipment for business, office, educational and welfare institutions

Corporate Name : HOUTOKU  
Established : May, 2010  
Representative Executive : Tomio Ohyama  
Capital : 100 million yen  
Corporate Headquarters : Komaki, Aichi  
Location : Komaki Factory (Komaki, Aichi)  
Description of Business : Planning, manufacturing and sales of furniture for school, office and various facilities.

## IRIS DENKO

We provide the best solutions for customer needs such as electric construction for LED lighting, construction arrangements and process control, etc. We also support the installation of energy efficient equipment by providing resources including consulting services familiar with grant proposals.



### Safe & Secure Installation / Construction

Our staff and affiliated companies in Japan operate construction control and electric construction. Currently, there are 6 locations where engineers hold licenses as electrical workers.

[Government Approvals and Licenses]  
• Electrical Engineering Contractors Certificate of the License Granted License No.: (HAN-27) No. 24732  
• Interior Construction Contractors Certificate of the License Granted License No.: (HAN-24) No. 24732  
[Contractor's License]  
Kakuda I.T.P. / Tokyo Head Office  
[Registered Electrical Engineering Contractors]  
Kakuda I.T.P. / Saitama Factory / Tokyo Head Office / Mita Factory / Tosu Factory / Nakanonjima Office

### Post-Purchase Follow Ups

In order to use our LED lighting products safely and effectively, we have local specialized staff to support construction set up and follow-up after purchase. We also undertake the installation of air-conditioners and other electric construction projects through consistent process control.

### COMPANY DATA

Corporate Name : IRIS DENKO  
Established : July, 2006  
Representative Executive : Takashi Ishida  
Capital : 10 million yen  
Corporate Headquarters : Sendai, Miyagi  
Description of Business : Sales, installation, maintenance of electrical equipment, electronic device and household equipment

## IRIS SOKO

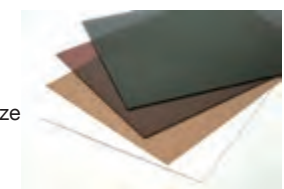


Fairway Artificial Turf

We provide total solutions for the manufacturing of artificial turf for various uses, such as designing and constructing driving ranges. We are especially proud to hold 60% of the market share of turf mats for the driving ranges in Japan.

## IRIS SHINYO

Our strength is our full-line production capability beyond the existing concept. We can customize production of corrugated panels, flat panels and profile extrusions based on the customer needs.



Polycarbonate Flat Panel

### COMPANY DATA

Corporate Name : IRIS SOKO  
Established : February, 2008  
Representative Executive : Tomio Ohyama  
Capital : 10 million yen  
Corporate Headquarters : Sendai, Miyagi  
Locations : Ōita Factory (Kunisaki, Ōita) / 6 Sales Offices in Japan  
Description of Business : Manufacturing and sales of driving range equipment and golf-related equipment

Corporate Name : IRIS SHINYO  
Established : December, 2007  
Representative Executive : Tomio Ohyama  
Capital : 10 million yen  
Corporate Headquarters : Sendai, Miyagi  
Locations : Shiga Factory (Kōka, Shiga) / 4 sales offices in Japan  
Description of Business : Manufacturing and sales of synthetic resin board



## Introduction of IRIS Group Company Overseas

### IRIS USA, Inc.

Arizona, Texas and Wisconsin

#### Born in Japan. Made in USA.

In 1992, followed by the success in Japan, we began sales and in-house production of our clear storage boxes in the USA. We modified some of our Japanese products to make them suitable for the American culture, and our "Made in USA" products are well-liked by consumers. The construction of our 4th U.S. factory in Pennsylvania is underway, and our production capabilities and distribution systems will be bolstered with this new production location. Our E-Commerce business is rapidly growing, and we are shipping products through our official U.S. online store and other online retailers.



#### Going Global Through Japanese High-Quality Home Appliances

Followed by the launch of our first home appliance, our WOZOO fans, we successfully launched our Mattress + Furniture Vacuum Cleaner. The design and functions of IRIS OHYAMA's home appliances are doing well with American consumers.

#### COMPANY DATA

Corporate Name	: IRIS USA, Inc.
Established	: June. 1992
Representative Executive / Chairman	: Akihiro Ohyama
President	: Hiroyuki Takahashi
Number of Employees	: 650 (As of January 2019)
Corporate Headquarters	: Surprise, AZ
Locations	: Arizona, Texas and Wisconsin Factory
Description of Business	: Manufacturing and sales of storage and pet products, and sales of consumer electronics and ready-to-assemble furniture
Clients	: Costco, Amazon, The Container Store, Walmart, etc.
Number of Stores Handling IRIS Products	: Approximately 15,000



Recognition of the IRIS Brand has grown as our E-Commerce sales have grown

### IRIS OHYAMA EUROPE B.V.

The Netherlands

#### The Production / Distribution Hub in the European Market

We entered the European market in 1999 and currently ship in-house production items to 13 countries in this region. Plastic storage items with colorful tones have gained in popularity and been widely distributed to major retail merchandizers and online retailers.



#### Reinforcing partnership with major retail chains in European countries

Clear plastic storage boxes have been popular since 1999 and kids storage basket with colors are also trending.

#### COMPANY DATA

Corporate Name	: IRIS OHYAMA EUROPE B.V.
Established	: August. 1998
Representative Executive / Chairman	: Akihiro Ohyama
President	: Tim Hellemons
Number of Employees	: 136 (As of January. 2019)
Corporate Headquarters	: Tilburg, The Netherlands
Location	: Netherlands Factory
Description of Business	: Manufacturing and sales of storage and pet products, and sales of consumer electronics and cookware
Clients	: Mass (GMS, SM, Home Center), Specialty, E-Commerce (Amazon Germany, France, England), and Specialized Wholesalers, etc.
Number of Stores Handling IRIS Products	: Approximately 12,000



#### Introducing IRIS Products for European Consumers

We sell IRIS's storage and housewares to consumers according to their lifestyle.

### IRIS OHYAMA FRANCE SAS

France

#### The Production / Distribution Hub in the French and Other European Market

We established our 2nd factory in Europe in order to respond to expanding E-Commerce business all over Europe and to reinforce our domestic production and distribution system in France. Our France factory also plays a role as our distribution center for home appliances, LED lighting and cookware produced in our Dalian factory.

#### COMPANY DATA

Corporate Name	: IRIS OHYAMA FRANCE SAS
Established	: April. 2017
Representative Executive / Chairman	: Akihiro Ohyama
President	: Yasushi Oyama
Corporate Headquarters	: Lieusaint, France
Location	: France Factory (Construction completes in February. 2019)
Description of Business	: Manufacturing and sales of plastic storage products, and sales of consumer electronics, LED lighting and cookware

### IRIS CHINA GROUP

Dalian, Suzhou, Guangzhou

#### Core Hub of IRIS Group Production

As a "department factory," we produce multiple products in smaller batches and efficiently transport mixed containers to Japan from our 9 factories in China. Currently, we sell products in various channels nationwide and through E-Commerce in Asian countries. Home appliances and storage products have been especially popular among consumers.



#### Bringing Japanese Hot-Selling Products to China

Products which are successful in Japan, such as fans and storage items, have received tremendous attention from Chinese consumers. As the E-Commerce business expands, the IRIS brand has also been adopted in a broader area of China.



We also have booths at various tradeshows in China.

### IRIS KOREA, CO., LTD

Korea

#### Central Hub of Home Appliances Production and Distribution for Korean Market

We ship products which were produced in our Dalian factory for distribution in the Korean market. At our newly opened factory in Incheon, we are enhancing our production and distribution systems in Korea through manufacturing home appliances and storage products. Our focus on E-Commerce, makes our Home appliances and storage / interior products popular in Korea.

#### Growing IRIS Products even in Korean Market

We manufacture fans and storage products with higher popularity at our Incheon factory.



#### COMPANY DATA

Corporate Name	: IRIS KOREA Co., Ltd.
Established	: May. 1988
Representative Executive / Chairman	: Akihiro Ohyama
President	: Song Sun Gon
Number of Employees	: 50 (As of January. 2019)
Locations	: Incheon Factory (Completed in January. 2019) and Korea Distribution Center
Description of Business	: Manufacturing and sales of home appliances and sales of other IRIS products
Clients	: Coupang, Costco, Hi-Mart, G-Market, etc.
Number of Stores Handling IRIS Products	: Approximately 500



### IRIS OHYAMA VIETNAM, CO., LTD

Vietnam

#### Reinforce Sourcing and Procurement Functions in Southeast Asia

We do our purchasing and procurement functions as an overseas affiliated company in order to enhance local sourcing in the Southeast Asian region. By sourcing parts and materials locally, we aim to achieve business expansion in overseas markets.

#### COMPANY DATA

Corporate Name	: IRIS OHYAMA VIETNAM Co., Ltd.
Established	: November. 2011
Representative Executive / Chairman	: Akihiro Ohyama
President	: Teruyuki Chijiwa
Corporate Headquarters	: Ho Chi Minh City, Vietnam
Description of Business	: Sourcing of ready-to-assemble furniture, interior products, materials, parts, molds, etc.