



SMB Kenzai Co.,Ltd.

CORPORATE GUIDE

Creating a better future, for people and the environment

Experts in creating comfortable spaces, with an emphasis on materials

Management Philosophy

SMBKZ strives to contribute to the wider society by providing the living-space industry with services that anticipate and respond to future changes.

1. SMBKZ will engage in sound business activities emphasis on reliability and trust.
2. SMBKZ will provide customer satisfaction by utilizing the comprehensive capabilities of our global network.
3. SMBKZ will create a corporate climate in which individuality and ability can thrive based on the spirit of respect for human dignity.
4. SMBKZ will take the environment into consideration, work in partnership with local communities everywhere, and will contribute to the creation of an affluent and harmonious society.



Compliance

Pursuing sound business activities as a member of society, in line with our code of conduct

Having set out basic guidelines on compliance and established a Compliance Committee chaired by the company's Chief Compliance Officer (CCO), SMBKZ makes every effort to reinforce and promote compliance, including familiarizing executives and employees with individual guidelines, and organizing awareness and educational activities.

SMBKZ has compliance reporting and consultation channels in place so that executives and employees can contact the CCO or Compliance Committee (or an equivalent body or third-party organization) if they identify an issue from the standpoint of compliance. The company is committed to quickly identifying and resolving all compliance issues and related risks.

Basic Guidelines

Put compliance first in everything that you do.

Always act in accordance with the law and maintain a strong sense of ethics in all situations, as a member of society



Supporting the Environment

Providing comfortable lifestyles for this generation and the next
Promoting environmental preservation as part of a recycling oriented society

Japanese people have always had a deep affection for wooden structures, but those same structures are also attracting attention as an effective means of preventing global warming, thanks to their long life and capabilities in terms of long-term CO₂ fixation.

As well as helping to create an affluent and harmonious society that takes the global environment into consideration, SMBKZ is also dedicated to environmental business, as evidenced by its environmental management activities, commitment to legal wood procurement in accordance with Forestry Agency guidelines, and efforts to obtain worldwide forest certification.

ISO 14001 Environmental
Management System Certification



SMBKZ obtained COC certification via the FSC® at an early stage, as a pioneering building material trading company, and strives to contribute to sustainable forest preservation.



Combining comprehensive a wide range of specialist support for the construction

Based on the global networks of Mitsui & Co., Ltd. and Sumitomo they have built up as three of Japan's leading trading companies, and provide high quality services, underpinned by specialist expertise to customer's needs in the future, SMBKZ is committed to functions to improve its overall capabilities and expand its business

capabilities and skills to provide multi-faceted industry

Corporation and Marubeni Corporation, and the trust and reliability SMBKZ has always strived to harness a wide range of capabilities and experience in the field of building materials. To continue catering developing its specialist skills in each sector and combining individual over an even broader basis.

Architectural capabilities

SMBKZ's highly experienced staff provide a wide range of design services, from structural planning to finished designs, for purposes such as building wooden structures or planning office spaces. SMBKZ offers fast and unique building solutions.

Logistics capabilities

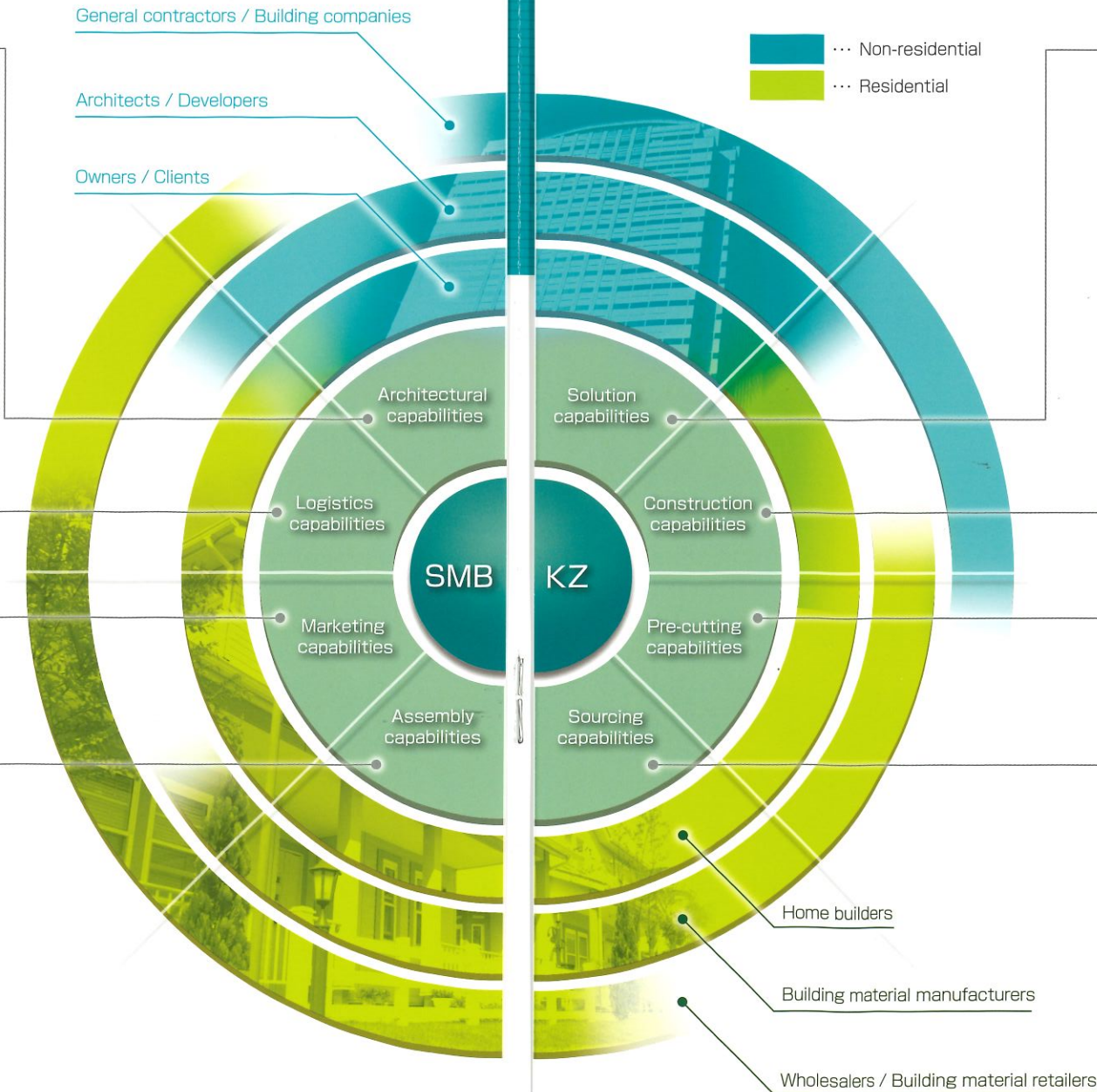
SMBKZ has established an international distribution and stock management network, harnessing its unique global network and economies of scale as a trading company. SMBKZ can deliver a whole host of products reliably and effectively.

Marketing capabilities

SMBKZ uses its worldwide network to gather information so that it can provide its customers with whatever information they require, including construction data based on specialist knowledge, information on legislation, government policy and industry, and the results of market research.

Assembly capabilities

SMBKZ scours the world to find the quality of materials its customers require at the right price, and combines base and coating materials to produce finished products. SMBKZ can reliably secure and provide materials and products that meet its customers needs.



Solution capabilities

SMBKZ provides overall solutions, from layout drawings to relocation, for a wide range of projects, including organizing equipment for commercial facilities and renovating offices. SMBKZ acts as a one-stop shop to resolve any and all issues facing its customers.

Construction capabilities

SMBKZ provides in-house design and construction contracting services, including wooden structures, non-residential interiors and exteriors, residential external walls, commercial and retail premises, and office spaces. SMBKZ offers world-class construction capabilities, underpinned by in-house management and a specialist structure covering various fields.

Pre-cutting capabilities

SMBKZ provides processing and pre-cutting services for residential external walls via its own affiliated plant. SMBKZ also strives to improve customer satisfaction and contribute to society through initiatives such as shortening construction periods, reducing emissions, improving conditions for onsite workers, and saving labor.

Sourcing capabilities

SMBKZ combines expertise from Mitsui & Co., Ltd., Sumitomo Corporation, and Marubeni Corporation with its own global network, underpinned by a proved track record as a building material trading company. SMBKZ provides customers with a reliable supply line for materials from home builders and building material manufacturers in major producing areas around the world, in terms of both quality and quantity.

Wooden Products

Connecting Japan and the world with wooden products and providing comfortable lifestyles

The needs for building have been changed and diversified in terms of function, durability and environmental performance. To fulfill the those needs, SMBKZ is purchasing and stably supplying the reliable wooden products such as plywood, fiberboard, lumber, logs from domestic and world wide.

Strengths of SMBKZ wooden products

POINT 1

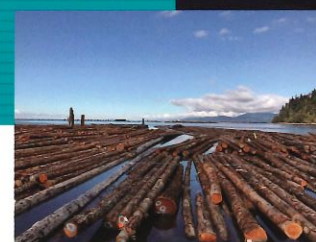
Identifying and securing wooden materials from wood supply sources all over the world

POINT 2

Assigning professionals to handle every product

POINT 3

An active commitment to environmentally friendly products



Housing Materials

Providing the best possible answers to a wide range of building material needs for living spaces

SMBKZ is an industry-leading building material trading company that deals in a wide range of essential products and materials for house building and is heavily involved in distribution too.

Strengths of SMBKZ housing materials

POINT 1

An organizational structure that enables nationwide initiatives in line with customers' needs

POINT 2

A wide variety of products and services and a diverse network of sales channels

POINT 3

Harnessing a global network and information from multiple sources



Example of products

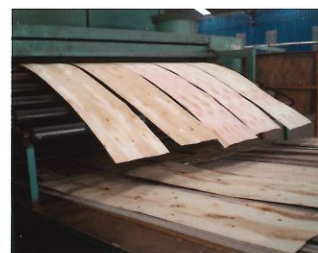
In the logs sector, amid recent calls for wood from Japan, such as the domestic cedar and domestic cypress that were planted after 1945, we are currently addressing the sale of logs from Japan.

We also procure softwood and hardwood logs from overseas and supply them to the market.

In the plywood sector, we have cultivated a relationship of trust with major plywood manufacturers in Japan and overseas over many years, and by leveraging those strong connections, we are determined to establish a stable supply of plywood to the Japanese market.

In the lumber sector, capable to supply mass demand of the building material manufactures and home builders.

In the fiberboard and particle board sector, developed an inventory management system and operating suitable stock management, by monitoring the kitchen manufactures consumption trend.



Sidings

SMBKZ is a specialist in siding installation, providing key materials for houses' external walls via a high quality installation network spanning the entire country.



Strengths of SMBKZ siding services

- Point 1 ✦ In-house installation and management with nationwide coverage
- Point 2 ✦ Standardized installation quality throughout the country
- Point 3 ✦ Expertise built on an unrivalled track record in installation

Special Sales

Providing varied services in line with changing housing material needs, in areas such as elderly and environmental services.



Strengths of SMBKZ special sales

- Point 1 ✦ Unique solution-based business as a building material trading company
- Point 2 ✦ New initiatives to actively develop business

Construction Materials

Supplying a wide and various range of construction materials in line with modern-day needs, and assisting to create communities and more comfortable spaces

SMBKZ makes the most of the networks at the disposal of Mitsui & Co., Ltd. and Sumitomo Corporation and Marubeni Corporation to provide exterior and interior materials, housing equipments and other items with an emphasis on safety and the environment. It also focuses on environmental products such as solar power systems.

Strengths of SMBKZ construction materials

POINT 1

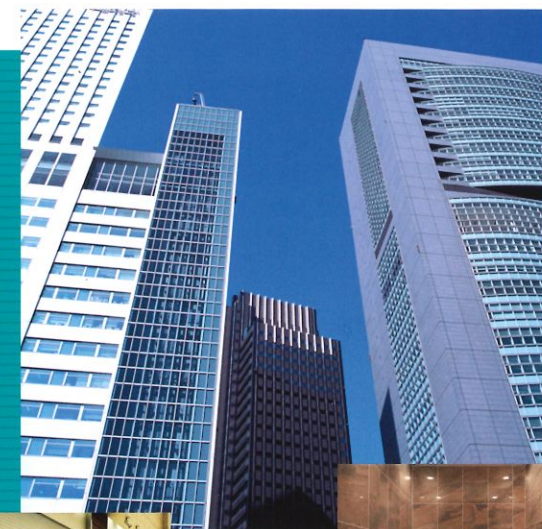
A diverse network in partnership with material manufacturers

POINT 2

A large team of specialists in construction equipment and materials

POINT 3

Superior information gathering capabilities, to uncover and develop new products in line with people's needs



Wooden Building Structures

Supporting to create spaces infused with the natural warmth of wood, and breathing life into wood-based community development, as a pioneer in wooden bi-directional rigid-framed structures

Drawing on knowledge, experience and a wealth of expertise, underpinned by a proven track record, SMBKZ provides total support for wooden structures, from a range of solutions through to structural calculations, material procurement and construction management.



Strengths of SMBKZ wooden building structures

POINT 1

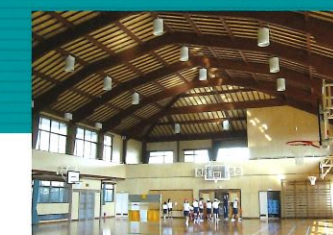
Providing total support via experts specializing in construction

POINT 2

Demonstrating on comprehensive capabilities, built on a proven track record, trust and outstanding information gathering capabilities

POINT 3

Summit HR Construction System for wooden bi-directional rigid-framed structures



ALC (autoclaved lightweight concrete panels)

Contributing to a wide range of construction projects through a specialist supply network and installation capabilities for ALC, functional materials with outstanding fire resistant and insulating properties.



Strengths of SMBKZ ALC (autoclaved lightweight concrete panels)

Point 1 ✦ A commitment to ALC

Point 2 ✦ A faster approach to construction projects

Construction and Renovation Services (for Offices, Retail Premises, etc.)

Creating comfortable, highly functional spaces, perfectly in line with clients' needs.



Strengths of SMBKZ construction and renovation services (for offices, retail premises, etc.)

Point 1 ✦ Integrated solution business

Point 2 ✦ Rigorous site management

Main applications and example projects

The Summit HR Construction System for wooden bi-directional rigid-framed structures harnesses the natural qualities of wood, while enabling wide opening and large space structure equal to RC or Steel Structures.

Main applications

Educational facilities (school buildings, gymnasiums, kindergarten buildings, indoor pools, etc.) local government buildings, social facilities, museums/galleries, libraries, welfare facilities, bathing facilities, retail premises, stations, offices, churches, apartment complexes, etc.

Example projects



Library



Local government office



School building

Corporate Profile

Company name

SMB Kenzai Co., Ltd.

Address

JT Building, 2-2-1, Toranomon, Minato-ku, Tokyo
105-0001, Japan

Capital

¥3.035 billion
Sumitomo Corporation (36.25%)
Mitsui & Co., Ltd. (36.25%)
Marubeni Corporation (27.5%)

Established

September 8, 1966 (Business integration of Sumisho & Mitsuibussan Kenzai Co., Ltd. and Marubeni Building Materials Co., Ltd. as of January 1, 2017)

Number of Employees

483 (as of March 31, 2018)

Representative

Representative Director & President Akihiko Kakugara

Major Banks

Sumitomo Mitsui Banking Corporation
MUFG Bank, Ltd.
Mizuho Bank, Ltd.
Sumitomo Mitsui Trust Bank, Limited
The Shizuoka Bank, Ltd.
The Shiga Bank, LTD.

Business activities and products

- Purchasing, selling and developing plywood, wood products, wooden building materials, housing apparatus, ceramic, metal and resin building materials
- Providing a wide range of construction contracting services (interior fittings and design, joinery, housing equipment, exterior fittings and design, wooden structure, construction and renovation of offices, retail premises, etc.)

Business objectives

1. Sales, imports/exports, hiring, leasing and installation of the following items
 - (1)Materials for construction and civil engineering work, wooden and ceramic raw materials, and other raw materials
 - (2)Synthetic resin products, wooden and metal furniture, interior goods, everyday goods and packaging materials
 - (3)Industrial chemicals (including toxic and poisonous substances), pharmaceuticals and other chemicals
 - (4)Housing apparatus, light fittings, electric/electronic equipment, software, construction machinery
 - (5)Machinery apparatus and tools for wood, plywood, lumber, and woodwork, and related parts
2. Contract services for construction and civil engineering work, machinery installation, as well as related planning, design and management services
3. Real estate sales, letting and agency services
4. Sales of construction and architectural materials, and materials for making furniture, as well as processing and repair services
5. Any other services associated with or related to the above

Corporate History

SMB Kenzai Co., Ltd.

January 2017 | Name changed to SMB Kenzai Co., Ltd. following business integration of Sumisho & Mitsuibussan Kenzai Co., Ltd. and Marubeni Building Materials Co., Ltd.

Sumisho & Mitsuibussan Kenzai Co., Ltd.

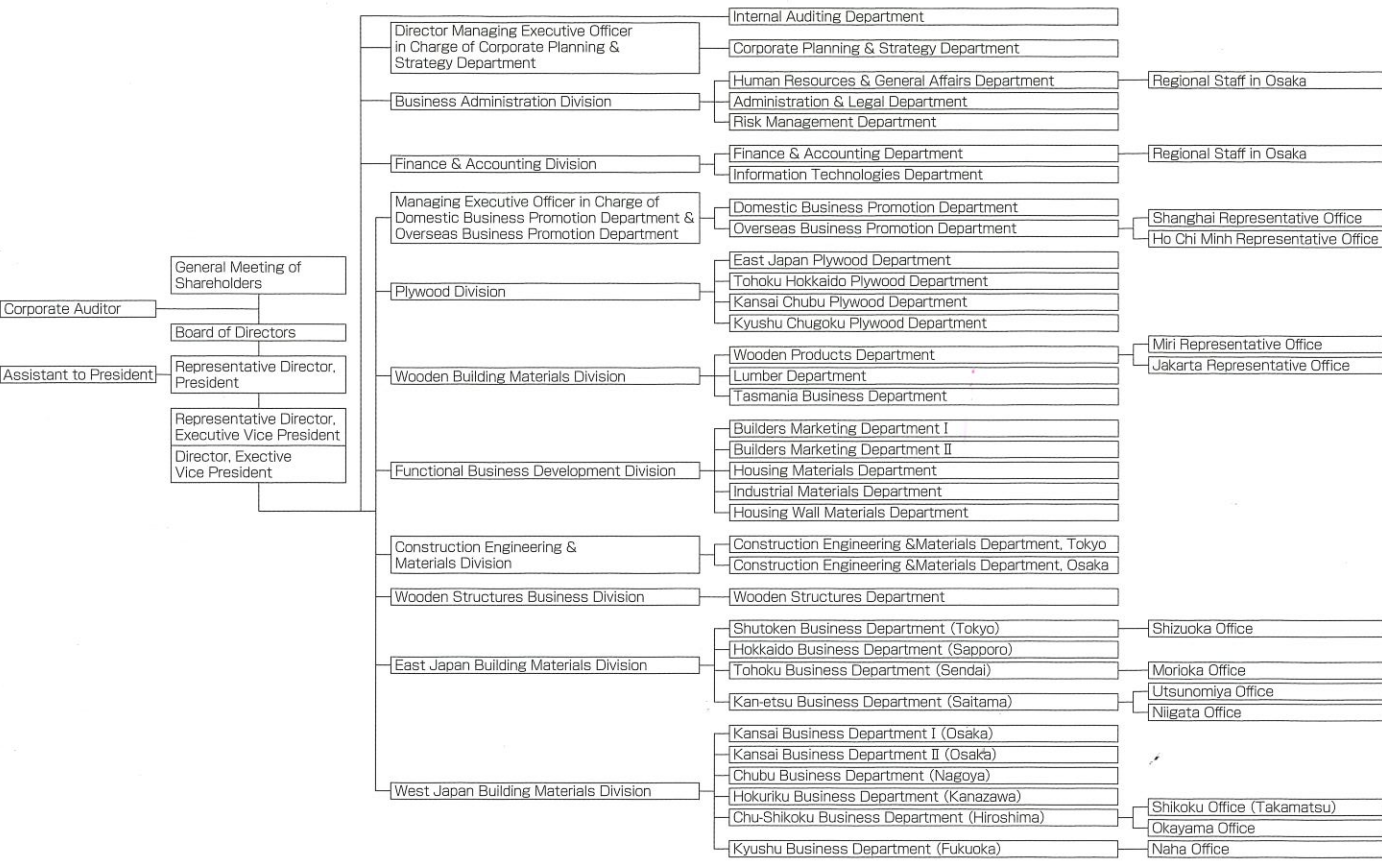
September 1966 | Established as Tokyo Sumisho Kenzai Hanbai Co., Ltd., with 100% investment from Sumitomo Corporation
April 1968 | Name changed to Sumisho Busshi Hanbai Co., Ltd.
July 1981 | Business integrated with building materials division of Sumitomo Corporation, name changed to Sumisho Building Materials Co.,Ltd.
February 2002 | Business integrated with the building materials division of Mitsui & Co., name changed to Sumisho & Mitsuibussan Kenzai Co., Ltd.

Marubeni Building Materials Co., Ltd.

June 1983 | Established as Marubeni Building Materials Co., Ltd. with 100% investment from Marubeni Corporation
April 1992 | Business integrated with Marubeni Lumber Co., Ltd.(Tokyo)
October 2010 | Business integrated with Marubeni Lumber Co., Ltd.(Niigata)

Organization Chart

As of June 27, 2018



Business Base

As of June 27, 2018

Domestic Facilities

Tokyo Head Office
JT Building 10-11-12F, 2-2-1, Toranomon, Minato-ku, Tokyo 105-0001, Japan
TEL.+81-3-5573-5101
FAX.+81-3-5573-5109

Osaka
Daibiru-Honkan Building 21F, 3-6-32, Nakanoshima, Kita-ku, Osaka 530-0005, Japan
TEL.+81-6-6441-0501
FAX.+81-6-6441-0509

Nagoya
Sumitomo Mitsui Bank Nagoya Building 5F, 2-18-19, Nishiki, Naka-ku, Nagoya-shi, Aichi 460-0003, Japan
TEL.+81-52-232-2511
FAX.+81-52-232-2512

Sapporo
Sumitomo Corporation/Fukamiya Odori Building 3F, 8-2, Odori-nishi, Chuo-ku, Sapporo-shi, Hokkaido 060-0042, Japan
TEL.+81-11-241-8511
FAX.+81-11-251-5474

Morioka
Morioka Ekimae-dori Building 6F, 16-21, Morioka Ekimae-dori, Morioka-shi, Iwate 020-0034, Japan
TEL.+81-19-625-5211
FAX.+81-19-625-5525

Sendai
Sendai Capital Tower 10F, 4-10-3, Chuo, Aoba-ku, Sendai-shi, Miyagi 980-0021, Japan
TEL.+81-22-262-7471
FAX.+81-22-262-1340

Niigata
Maruka Building No. 3 4F, 1-2-30, Higashi-odori, Chuo-ku, Niigata-shi, Niigata 950-0087, Japan
TEL.+81-25-241-5411
FAX.+81-25-244-8677

Utsunomiya
KDX Utsunomiya Building 8F, 1-3-1, Ekimae-dori, Utsunomiya-shi, Tochigi 321-0964, Japan
TEL.+81-28-627-6797
FAX.+81-28-627-6798

Saitama
Ichigo Omiya Building 6F, 2-8-1, Miyacho, Omiya-ku, Saitama-shi, Saitama 330-0802, Japan
TEL.+81-48-658-3930
FAX.+81-48-658-3931

Shizuoka
Mitsui Seimei Shizuoka Ekimae Building 7F, 1-1-7, Kuroganecho, Aoi-ku, Shizuoka-shi, Shizuoka 420-0851, Japan
TEL.+81-54-251-3800
FAX.+81-54-251-3850

Kanazawa
Rifare 17F, 1-5-2, Honmachi, Kanazawa-shi, Ishikawa 920-0853, Japan
TEL.+81-76-223-7641
FAX.+81-76-223-7643

Okayama
Sumitomo Seimei Okayama Building 18F, 1-1-1, Yanagimachi, Kita-ku, Okayama-shi, Okayama 700-0904, Japan
TEL.+81-86-221-2380
FAX.+81-86-224-6644

Takamatsu
Kagawa Sanyu Building 5F, 3, Kajibamachi, Takamatsu-shi, Kagawa 760-0028, Japan
TEL.+81-87-822-5613
FAX.+81-87-821-9629

Hiroshima
Ginsen Hiroshima Building 7F, 1-3-2, Kamiyacho, Naka-ku, Hiroshima-shi, Hiroshima 730-0031, Japan
TEL.+81-82-249-2641
FAX.+81-82-249-2483

Fukuoka
Hakata Mitsui Building 2, 5F, 1-35, Tenyamachi, Hakata-ku, Fukuoka-shi, Fukuoka 812-0025, Japan
TEL.+81-92-272-1501
FAX.+81-92-272-1502

Naha
JEI Naha Building 3F, 1-1-1, Yanagimachi, Naha-shi, Okinawa 900-0015, Japan
TEL.+81-98-860-8003
FAX.+81-98-860-8004

Overseas Facilities

Shanghai (China)
Shanghai Representative Office
10th floor, Shanghai World Financial Center 100 Century Avenue, Pudong New Area, Shanghai, China
TEL.+86-21-6146-1888(Ext 2506)
FAX.+86-21-6146-1875

Ho Chi Minh(Vietnam)
Ho Chi Minh Representative Office
Unit 905, HD Tower, 25 Bis Nguyen Thi Minh Khai, Ben Nghe Ward, District 1, Ho Chi Minh City, Vietnam
TEL.+84-28-3821-8780
FAX.+84-28-3821-7830

Miri (Malaysia)
Miri Representative Office
1st Floor, Lot 1291, Block9, Jalan Merpati, 98000 Miri, Sarawak, Malaysia
TEL.+60-85-415822
FAX.+60-85-414377

Jakarta(Indonesia)
Jakarta Representative Office
Gedung Summitnas II, Lantai 6, Jl. Jend. Sudirman Kav. 61-62, Kel Senayan, Kec Kebayoran Baru, Kota Administrasi Jakarta Selatan, DKI Jakarta 12190, Indonesia
TEL.+62-21-27510035
FAX.+62-21-27510036



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