



Corporate Brochure
2021

ETO Co., Ltd.
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CEO MESSAGE

Shinji Sakuma



As a Risk Sharing Partner

Today, the business environment and social values that surround us are undergoing major changes. Technology is progressing, a global consensus has formed on sustainable societies under the banner of the SDGs and ESG, and global natural disasters and pandemics have led to changes in lifestyles and ways of working. These macro changes will likely lead to the modernization and diversification of current regulations and standards.

In an environment where these complex changes and uncertainties are presupposed, the risks that must be considered in doing business are also complex and diversified. We now live in an era where it is difficult for a lone organization or group to handle the full range of risks it might encounter. That is why we believe that leveraging expertise from multiple fields to build systems and structures for risk diversification and risk sharing is essential for the long-term survival of a business. The risk-sharing partnerships that Eto builds are indispensable for both our clients and suppliers in today's complex business environment and society.

As a technology oriented trading company, we will continue to take on big challenges in unison with clients and suppliers while working to fulfill our social responsibilities, achieve sustainable growth and help realize the Sustainable Development Goals.

OUR PHILOSOPHY

Mission

We meet technological innovation head on, and by maximizing business potential, contribute to people's prosperous lifestyles and the development of a technological society.

Vision

Through our pursuit of evolving technology from a global perspective, we will strive to become an Eto that is needed around the world as a technological general trading company and continue to advance dynamically.

CORPORATE PROFILE

Business Activities

We are a technical proposal firm offering support to a wide range of industries, from precision mechanical parts to automation equipment.

Principal Stockholder

KYOKUTO BOEKI KAISHA, LTD.(100%)

Major Customers

Alps Alpine Group
Nippon Caterpillar
Canon Group
Cleanup Corporation.
Sharp Corporation.
Stanley Group
Sony Group
Pacific Engineering Corporation.
Takara Standard Co.,Ltd.
TOTO Group
NEC Group
Pioneer Group
Panasonic Group
Hitachi Astemo Group
Hitachi Construction Machinery Group
Hitachi Group
FANUC Corporation.
FUJITSU Group
BRIDGESTONE Group
MIKUNI Group
Mitsubishi Heavy Industries Group
Yazaki Group
Yaskawa Electric Group
Yamabiko Group

Sales Amount

Sales ratio by department / domestic and foreign

Automobile
29%

Housing Equipment
24%

Establishment

1913

Capital

JPY

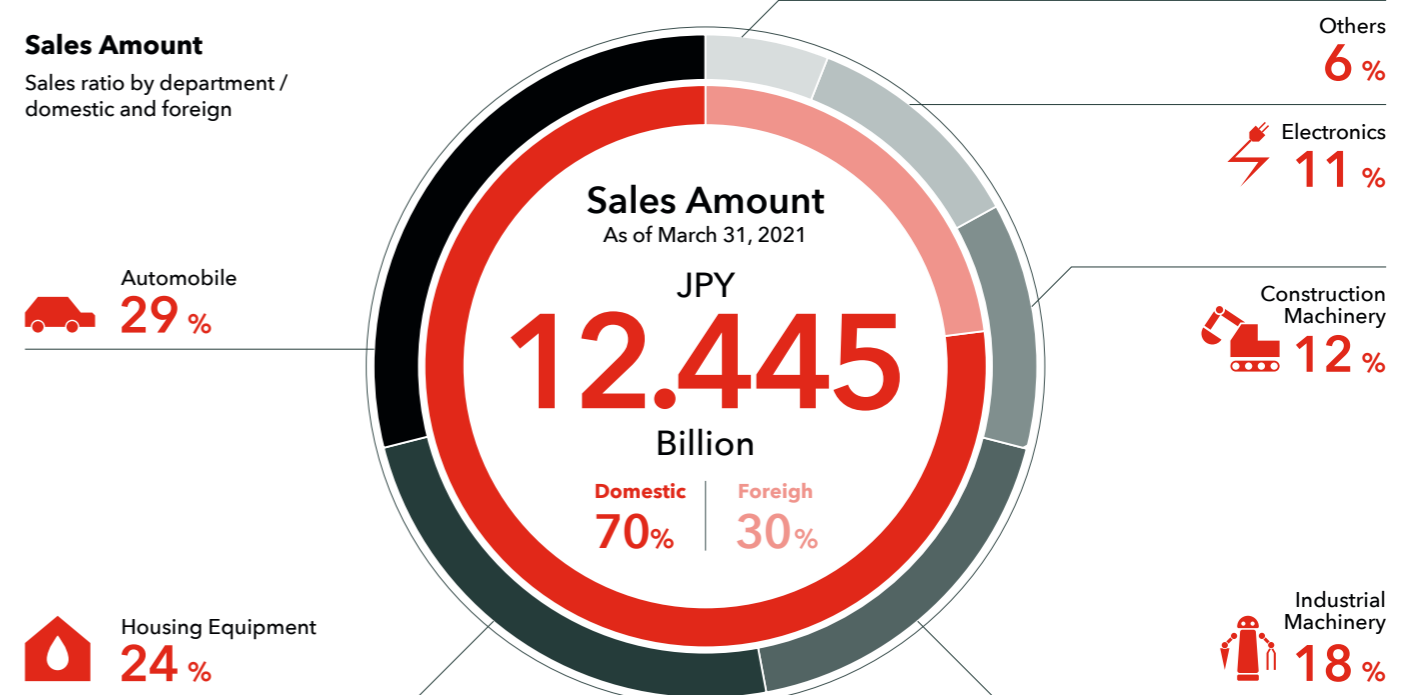
669.1M

Number of Employees

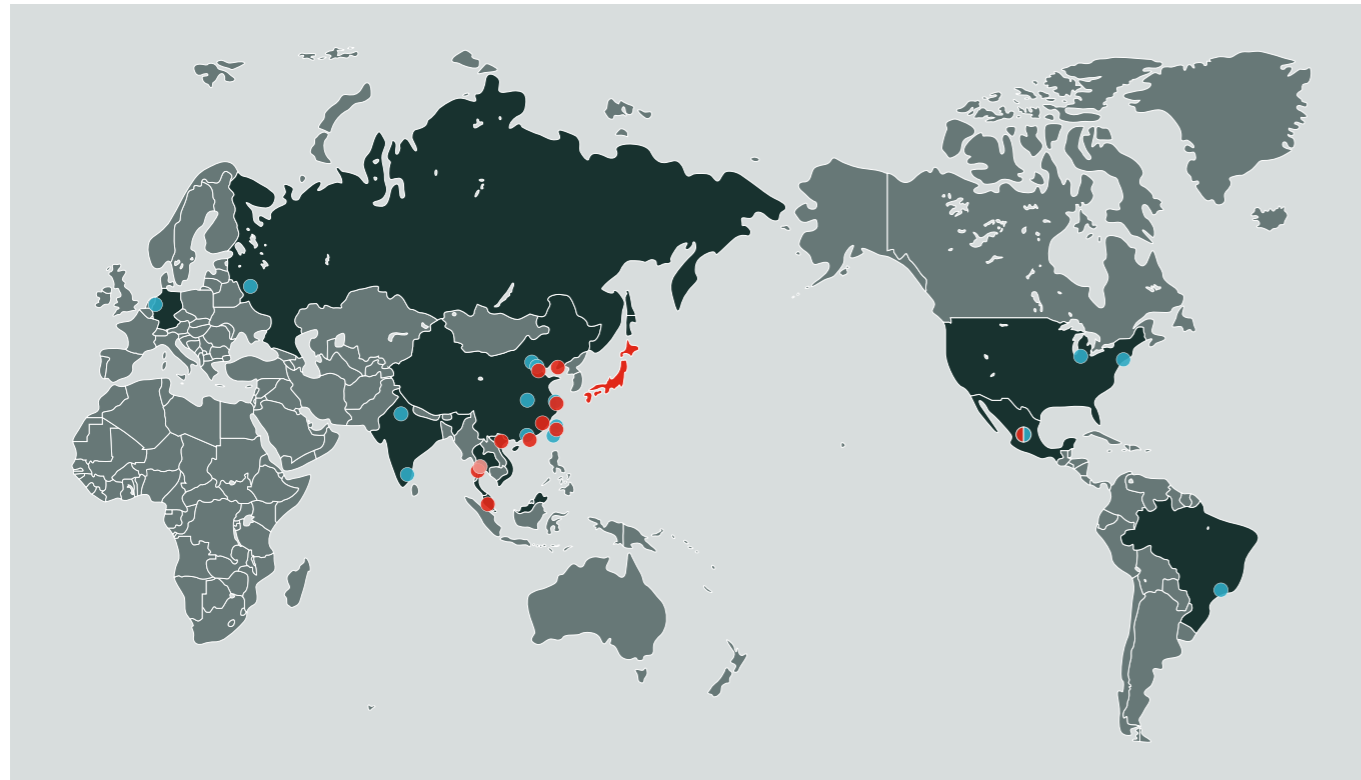
As of March, 2021

228

344 on consolidated basis



NETWORK



● Eto : 10 Offices ● Eto : 1 Factory ● Kyokuto Boeki : 14 Offices

Foreign Base Location

- North America**
 - New York
 - Michigan
- Latin America**
 - Silao (Mexico)
 - São Paulo (Brazil)
- Europe**
 - Dusseldorf
 - Moscow
- Asia**
 - Gurgaon (India)
 - Chennai (India)
 - Bangkok (Thailand)
 - Ayutthaya Factory (Thailand)
 - Hanoi (Vietnam)
 - Kuala Lumpur (Malaysia)
 - Hong Kong
 - Shanghai
 - Tianjin
 - Dalian
 - Beijing
 - Guangzhou
 - Wuhan
 - Taipei
 - Kaohsiung
 - Dongguan

Domestic Base Location

- Yokohama Head Office
- P.I. Center (Tokyo)
- Sendai Branch Office
- Morioka Branch Office
- Yamagata Branch Office
- Fukushima Branch Office
- Minamikanto Branch Office (Ibaraki)
- Hitachi Branch Office
- Sakura Branch Office
- Kitakanto Office (Saitama)
- Kanagawa Branch Office
- Hachioji Office
- Kofu Branch Office
- Suwa Branch Office
- Hamamatsu Branch Office
- Nagoya Branch Office
- Osaka Branch Office
- Hiroshima Branch Office
- Kyushu Branch Office
- Kagoshima Factory

● Head Office ● Branch Office ● Factory



45 Bases

SUPPLIERS RESOURCE

Diverse supplier network

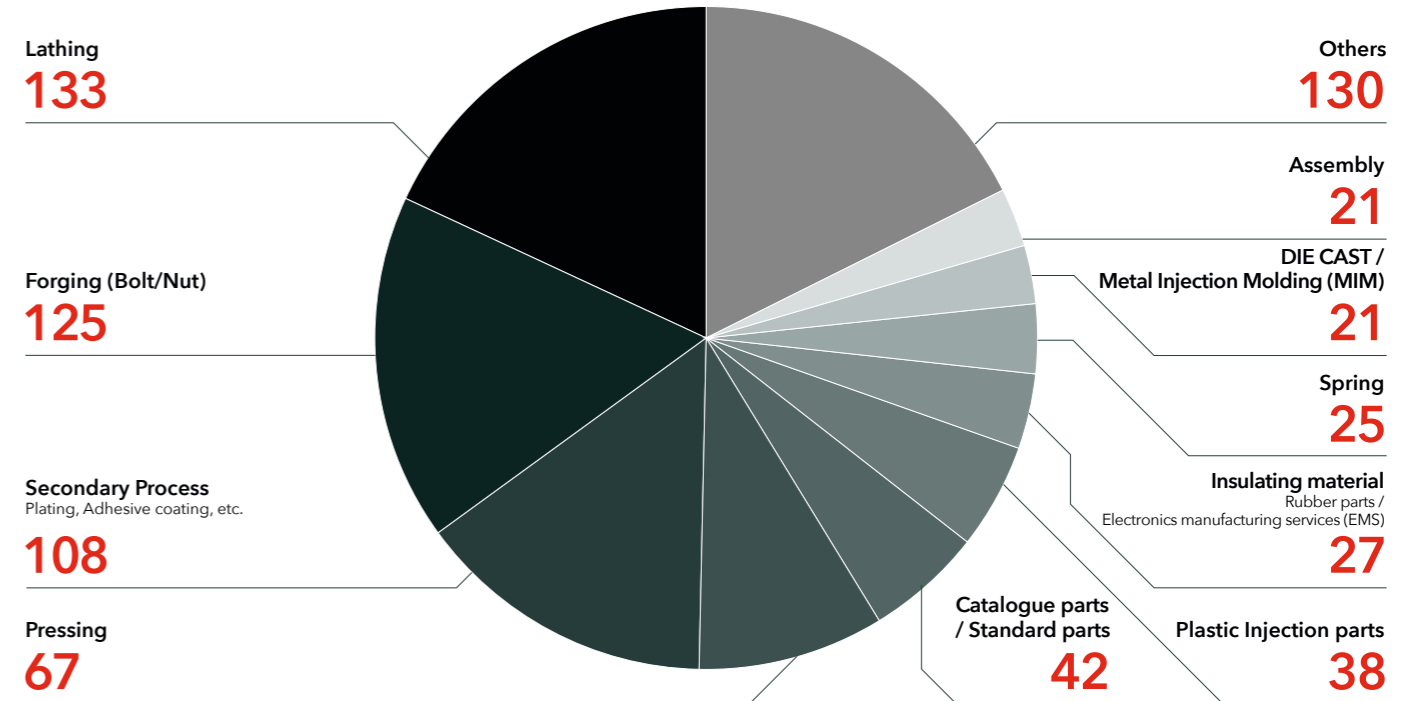
We have built an extensive supplier network in cooperation with 737 other companies that possess a wide variety of technologies and construction techniques. Together with this supplier network, we can help your company create a supply chain that suits your circumstances and needs.

Number of suppliers

737

Breakdown of Suppliers by Production Process

Number of Suppliers



TECHNOLOGY

Number of VA/VE proposals

As of FY2020

71

As a technology oriented trading company, Eto is skilled in making proposals based on technological trends and the technological expertise that we have cultivated over our long history. We will work to improve your supply chain and enhance its sustainability with proactive proposals ranging from the identification of issues in each phase of the supply chain to Value Analysis/Value Engineering (VA/VE).

Breakdown of supply chain VA/VE proposals





BUSINESS CONCEPT

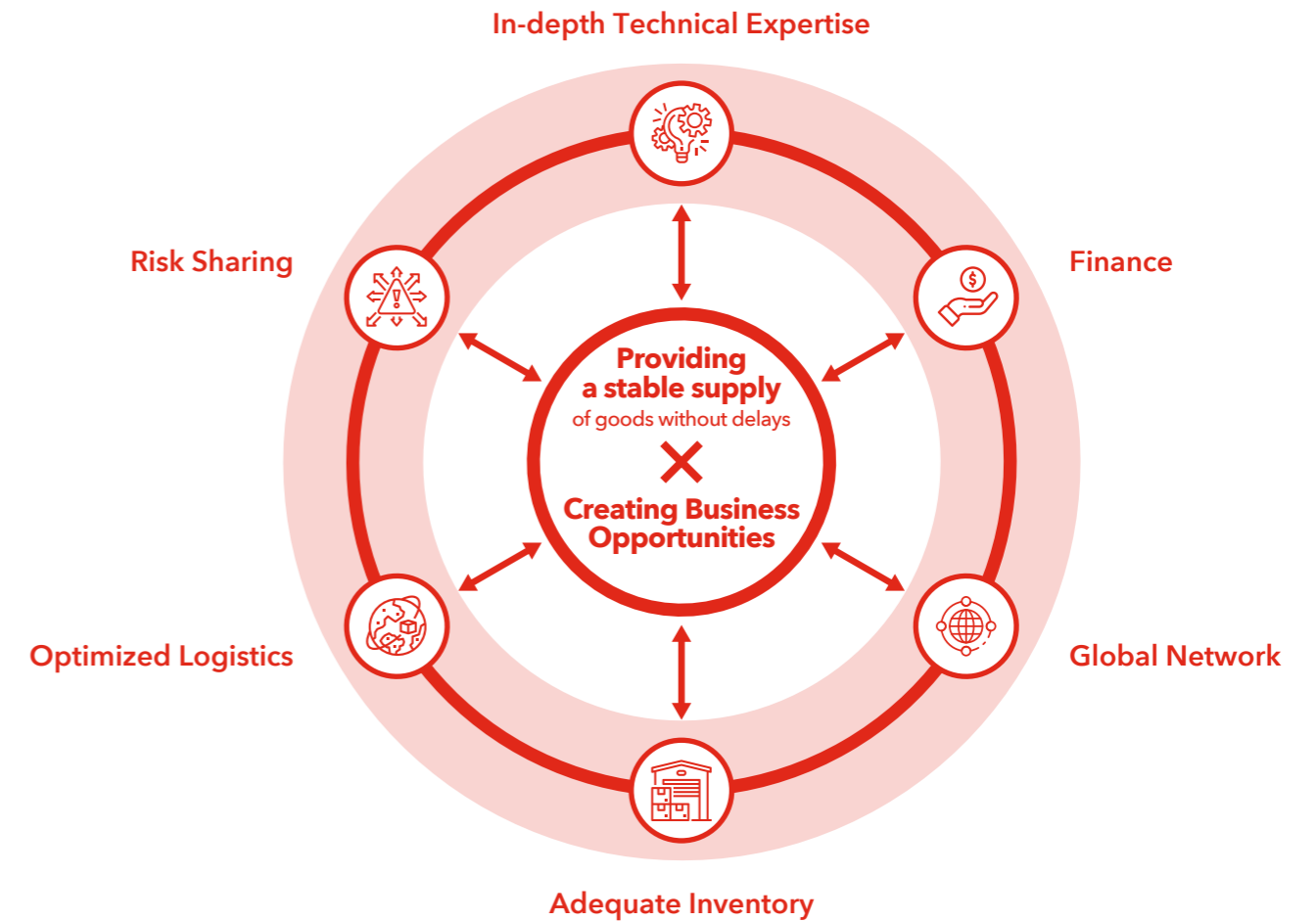
BUILD SUSTAINABLE & ROBUST BUSINESSES

ETO, as a Technology oriented trading company, supports the supply chain of both customers and suppliers at production sites in all industries. With global natural disasters, the spread of infectious diseases and accelerating technological progress, our society is entering a complex and uncertain era.

In this complicated and unpredictable business environment, we focus our efforts on two tasks: ensuring stable supply capabilities with no delays at any time, and creating new business opportunities for both clients and suppliers. This combination allows us to help build sustainable and robust businesses by solving problems in the supply chain.

BUSINESS MODEL

The core of our business's value proposition is the development of stable supply capabilities without delays and the creation of new business opportunities.



OUR CAPABILITY

Eto's capabilities are continuously evolving. We create new value by combining these capabilities with our practical expertise in various areas. Here are a few of our main capabilities.

In-depth Technical Expertise

Our high level of technical expertise allows us to participate from the development and design stage, to propose VAVE, to guarantee quality and to comply with standards and norms.

Finance

We propose a framework that meets your needs, including finance functions, funding and financial support for customers and suppliers.

Global Network

Our domestic and international supplier network, as well as our marketing and sales network, in cooperation with Kyokuto Boeki Kaisha, Ltd., enables us to meet both sudden needs and a stable supply.

Adequate Inventory

We maintain an adequate level of stock in line with our customers' production plans, taking into account market conditions for raw materials, product demand and the economic situation at all times, to ensure a stable supply without delays or interruptions, and to coordinate with our suppliers.

Optimized Logistics

We maximize business opportunities in both directions with a global logistics system that covers domestic, imports and exports, as well as international and trilateral trade, and have a sustainable, environmentally-friendly distribution system that takes into account transport efficiency.

Risk Sharing

We continue to develop various mechanisms and systems as a risk-sharing partner to support the business continuity of both customers and suppliers.

We solve problems by combining various functions at every stage of the supply chain.

OUR FUNCTIONS
to **MEET**
DIVERSE NEEDS

Eto fulfills a variety of functions that will enhance your company's strength at every stage from development and design to sales. We combine these functions to provide optimized solutions that can strengthen the competitiveness and market adaptability of Suppliers, as well as help build supply chains that suit the circumstances and needs of each clients. Not all of our functions are listed here. Together with our clients & suppliers, we are constantly exploring new functions while renewing and expanding our existing ones.

For Customers

ETO

For Suppliers

	Development	Procurement	Production	Logistics	Sale
Identification of Technical Issues Resolving Issues, Review and Verification A Wide Range of Options We offer several options to suit the intended use of the product.	Providing development opportunities Involvement from the development stage creates opportunities to expand the product range and to incorporate different processing technologies.	Assistance with Capital Investment Planning Finance Support Compliance with Subcontracting Laws We use our network to select the most suitable and global suppliers and propose the use of local procurement.	Compliance with an Increasingly Diverse Range of Standards and Regulations Training, guidance and assistance in obtaining certification to various manufacturing standards and regulations such as ISO, IATF, VDA, etc.	Consolidation of Logistics Development of a sustainable and environmentally friendly distribution system by consolidating the delivery locations from small and high frequency delivery systems.	Added Value Enhancement Support Inventory / Maintenance and Service Parts Management Creating Opportunities for Overseas Expansion We propose, support and develop opportunities for overseas expansion in a market environment where production locations are increasingly globalized and fragmented.
BCP Support	Establishing and maintaining a global and speedy backup system for various risks at each stage of procurement, production and distribution.				
Compliance with Subcontracting Laws	Production, Delivery and Operational Control of Processes, Including Secondary Processing				



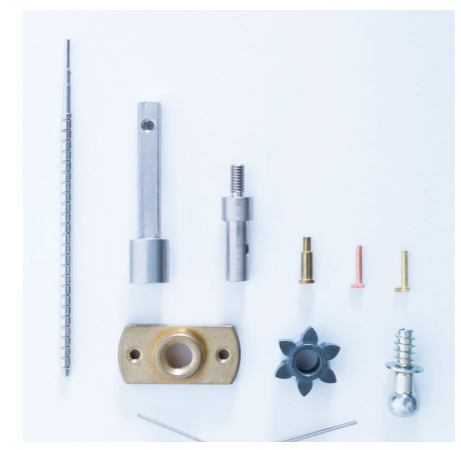
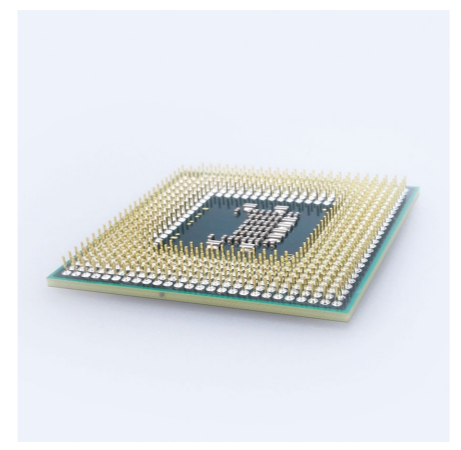
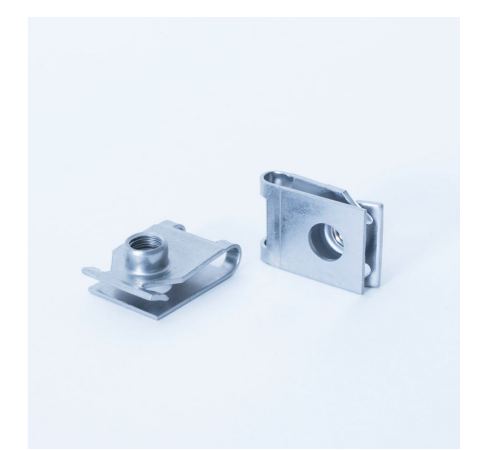
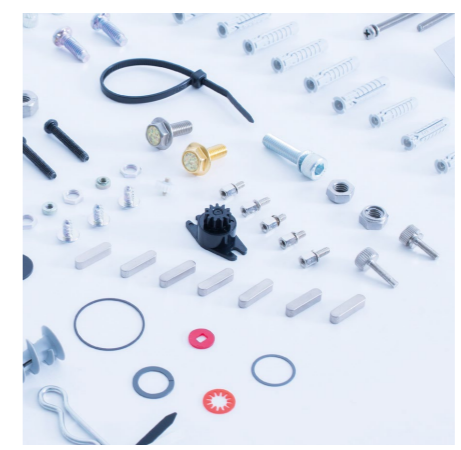
CASE STUDY

We will introduce our example solution for both customers and suppliers.



MAJOR BUSINESS FIELDS EVOLVING INTO THE INDUSTRIES AROUND US

Housing Equipment, Automobile, Construction Machinery, Industrial Machinery, Electronics are the fields of business we're best at. We respond to multiple needs with many professional plans and actions, from actual problems to potential ones. ETO sustains the industries that sustain our daily lives.



Five Representative Fields
 Here are five representative fields that we excel in. We have also now begun to expand into new fields such as infrastructure and medicine.

Housing Equipment
 Through the global supply chain, we provide various parts and equipment for bathes, toilets, kitchens, etc. that create an environment that allows people to live more comfortably.

Automobile
 We supply high quality components of all types of shipping and transport machinery, from automobiles, ships, rail, and farming equipment from our domestic and foreign supply bases. We also possess the resources to meet customers' various requests for special product characteristics, durability, and conformance to standards.

Construction Machinery
 At the construction sites, demand for better working environments and labor shortages are driving the progress towards construction machinery using IT/ICT. And in addition to meeting new customer demands, we are also aiming at the creation of newly-imagined next-generation construction machinery.

Industrial Machinery
 Production site change towards using IoT is quickening its upgrades and development with the introduction of industrial robots and automated equipment. We are proposing proactive on-site verification to find potential problems, increase productivity, and better the work environment.

Electronics
 We will enhance and support global activity with overseas business expansion. We will also serve to strengthen our competitive power with the creation of a supply chain that matches needs, by analyzing the design and manufacturing process coordinated with local manufacturers, and through the procuring of components.



HUMAN RESOURCES PEOPLE AS THE DRIVING FORCE

As technology and value systems evolve, the role of Eto will also evolve. We always strive to provide services that keep pace with the changing needs of the world we live in. On the other hand, there is one thing that never changes: no matter the era, there is no more important management resource than people. Eto's services are made possible by the advanced expertise of people in the fields of global business, technology, importing, exporting and quality assurance.

Whether it is overcoming known obstacles, discovering hidden problems or creating new business, Eto is building a culture that can take on a variety of challenges to help clients & suppliers expand their business.



OUR STRENGTH

Our ability to provide long-term value lies in cross-departmental collaboration that places Eto in a unique position.



Eto has built its own unique organizational structure as a trading company. Our Sales Department serves as a contact point for our clients, striving to meet their individual needs. We also place great importance on our Business Development Department, with its deep expertise in technology, quality assurance and systems. Close cooperation between

the Sales Department and the Business Development allows us to provide reliable technology and timely service. Both of these departments are supported by our Management Department, which serves as the foundation of our organization. Uniting these departments in a trinity has enabled us to offer services with long-term value.

Business Dept.



Overseas Sales Dept.

This department can provide contact points for overseas sales locations and suggest high-quality manufacturing bases. The department uses its expertise in the trade business to handle importing, exporting and trades where there is an intermediary country.



Domestic Sales Dept.

This department strives to meet all the needs of domestic clients. It efficiently handles sales work with an attention to detail achieved through strict quality control, and new projects can be launched quickly by leveraging the department's own network.



Sales Planning Dept.

This department provides strategic sales support, from the formulation of medium-term management plans and sales strategies, to the development of new products and marketing based on prompt detection, analysis and prediction of trends in each industry.

Business Promotion Dept.



Procurement Dept.

This department works to enhance procurement capabilities by building a supplier network in Japan and overseas through the collection of information on new technologies. It provides long-term sales support while striving to provide technology that matches the needs of clients.



Quality Assurance Dept.

This department handles quality-related clients support and provides technical advice to the Sales Dept. from a specialist perspective. It works with the Sales Dept. to make proposals with high added-value, such as handling QMS and various environmental regulations.



Information & Systems Dept.

This office is building our company's core systems, as well as applications designed to improve business efficiency. It provides important support to the Sales Dept. and Management Dept. through the development of ICT infrastructure.