

CORPORATE PROFILE

Corporate Profile 2018

**“For the elderly to enjoy walking again.”
This has been our desire and motivation
since our founding.**



We developed the first silver cart in Japan.

We started in 1965 as a stroller manufacturer during the period of high economic growth when there was no thought or talk of declining birthrates and a rapidly aging society.

At that time, it became commonplace to see the elderly using abandoned strollers as walking aids in place of walking canes.

Based on stroller manufacturing technology “for safer and more convenient products,” the founder started product development and launched Japan’s first walking aids (silver carts) for the elderly.

Then, as the market expanded and new product development intensified, we succeeded in developing a lightweight and portable compact silver cart that provided super convenience, shattering conventional notions.

After that, as times changed and the society began to gray, “TacaoF” was launched in 2007 as a brand focused on comprehensive welfare equipment that required diverse nursing care services and products to match the needs of the times, and “GENTILMAR-RONE” was launched in 2017 as a brand for men.

At present, Japan has entered an era as an aging society that no other country in the world has ever experienced. Along with the aging of the population, medical needs, nursing care, and service needs in support of livelihoods that counter deterioration in an individual’s capacity to live with dignity and mobility are expanding and diversifying at an accelerated rate.

Against this backdrop, we, Kowa Group as a “general welfare equipment manufacturer,” look to realize our vision of “creating the future for seniors” based on our mission of “creating welfare equipment that supports energetic senior lifestyles through a fusion of accumulated knowledge and skills and the most advanced technology.”

We sincerely thank you for your continued guidance and encouragement and ask for the same in the future.

President and COO
KOWA CO., LTD.

Corporate Philosophy

▶ Corporate Philosophy

We shall instill “love, admiration and courage”

for tomorrow’s smiles.

We aim to manufacture products that make people

feel happy and enrich their hearts.

Vision

▶ Vision

Creating the future for seniors

We aim to build a society that ensures that the elderly will live with a sense of fulfillment and a healthy and energetic quality of life (QOL).

Well-being is the very thing that enables a rich and positive life.

Our group will contribute to society through the development, manufacture, and sales of welfare equipment in order to build a cheerful and healthy society.

Mission

▶ Mission

Creating welfare equipment that supports energetic senior lifestyles through a fusion of accumulated knowledge and skills and the most advanced technology

We offer the most advanced welfare equipment by combining technology that we have cultivated over the years as a comprehensive manufacturer of welfare equipment, mainly focused on walking aids, and the most advanced technology including robotics, in our effort to deliver the latest welfare tools with new value.

Company Profile

▶ Corporate Profile

Trade Name	KOWA CO., LTD.
Foundation	April 1965
Incorporation	October 1987
Capital	¥484,210,000
Representative	President and COO: Hideaki Tamada
Number of Employees	Parent 112 (22*). Consolidated 385 <small>*The number of employees refers to the actual number of working employees and the average number of temporary workers (including part-timers and those employees dispatched from staffing agencies) per year is separately indicated in parentheses ().</small>
Average Age	(Parent) 39.9 years old
Business Description	Manufacture and sales of welfare/nursing care products including walking carts and walking aids/walk assistance carts, silver carts, handrails, walking canes, bath-related products, toilet-related products and life-support products
Main Banks	MUFG Bank, Ltd., Sumitomo Mitsui Banking Corporation, The Awa Bank, Ltd., The Shoko Chukin Bank, Ltd., Japan Finance Corporation, The Senshu Ikeda Bank, Ltd., and Mizuho Bank, Ltd.
Main Customers	Chain stores, wholesale trading companies for welfare equipment, national welfare equipment lease companies, department stores, mail-order companies and others
Membership Organization, etc.	Japan Assistive Products Association (JASPA), Kansai Silver Service Association, the Association of Care Goods Providers, National Welfare Equipment Professional Consultants Association, Osaka Pharmaceutical Products Wholesalers Association, National Pharmaceutical Products Manufacturers' Association, Tokyo Medical Equipment Assistance Association, Japan DIY Industry Association

▶ Offices

(As of February 2018)

Head Office	3-159-1, Kaisan-cho, Sakai-ku, Sakai-shi, Osaka 590-0982 TEL: +81-72-238-0459 FAX: +81-72-222-7049
Kanto Sales Office	2nd Floor, Nihon Build Mihashi, 1-1201, Mihashi, Omiya-ku, Saitama-shi, Saitama 330-0856 TEL: First Sales Department +81-48-650-2453 TEL: Second Sales Department +81-48-650-2451 FAX: +81-48-650-2452
Kyushu Sales Office	3-2-5 Yamada, Onojo-shi, Fukuoka 816-0922 TEL: +81-92-586-7728 FAX: +81-92-586-7729
Robotics R&D Center	Room 506, Shinbashi Ekimae Bldg. No.1, 2-20-15, Shinbashi, Minato-ku, Tokyo 105-0004 TEL: +81-3-6274-6011 FAX: +81-3-6274-6012
Kowa Maintenance Center	KOWA CO., LTD., in care of Hannan Warehouse Corp. 107, Shiomi-cho, Izumiotsu-shi, Osaka 595-0054 TEL: Customer Support Division, Logistics Department +81-725-51-7840 Logistics Division +81-725-51-7841 Quality Assurance Department +81-725-51-7843 FAX: Logistics Department +81-725-51-7842 Quality Assurance Department +81-725-51-7844
Customer Support	TEL: 0120-508-058 E-mail: info@tacaof.co.jp

▶ Officers · Executive Officers

Founder and Chairman of the Board	Eiichi Tamada	Full-time Auditor	Tadashi Sasaki
President and COO	Hideaki Tamada	Outside Auditor	Jyunji Mimura
Vice President and COO	Mitsuharu Nagashima	Outside Auditor (Independent Officer)	Sachiho Kojima
Director of Sales Promotion Division	Kazumasa Yoshida	Executive Officer and Development Department Manager	Kenichi Totsuka
Director of Administration Division	Minoru Oi	Executive Officer and Sales Department Manager	Itsuki Ueda
Outside Director (Independent Officer)	Kiyofumi Fujita		

History

▶ History

1965	Founder and Chairman of the Board Eiichi Tamada started the manufacture and sales of strollers as a one-man operation.
1970	Founder and Chairman of the Board Eiichi Tamada developed Japan's first silver carts and started manufacture and sales.
October 1987	The Company was incorporated for business purposes of manufacturing and selling children's toy vehicles in Saiwai-dori, Sakai-ku, Sakai-shi.
June 1997	The head office was relocated to Shorinji-cho, Sakai-ku, Sakai-shi.
November 1997	The Kanto Sales Office was established in Ageo-shi, Saitama.
May 1998	A plant was built in Kaisan-cho, Sakai-ku, Sakai-shi.
March 2000	The Kanto Sales Office was relocated to Kitamoto-shi, Saitama.
August 2001	The head office was relocated to Kaisan-cho, Sakai-ku, Sakai-shi.
November 2001	The Dejimahama Logistics Center was established in Dejimahama-dori, Sakai-ku, Sakai-shi.
May 2002	Kowa Manufacturing (H.K.) Co., Ltd., was established in Hong Kong for the purpose of producing welfare equipment in China.
March 2003	Kowa Manufacturing (H.K.) Co., Ltd., established a plant in Dongguan, Guangdong, China (started production in China).
December 2003	The Kanto Sales Office was relocated to Sengen-cho, Omiya-ku, Saitama-shi, Saitama.
January 2004	The Dongguan Plant in China acquired ISO9001:2000 Certification.
March 2005	The Dongguan Plant in China became an SG registered plant for silver carts.
May 2005	Hideaki Tamada was appointed President and COO.
March 2006	The Logistics Center was relocated to Kishiwada-shi, Osaka. The plant in Kaisan-cho was closed.
August 2007	The Dongguan Plant in China became an SG registered plant for shopping carts and walking carts.
October 2007	The house-brand "TacaoF" was launched for the purpose of comprehensively rolling out welfare equipment.
September 2009	The Kyushu Local Office was established in Dazaifu-shi, Fukuoka.
March 2010	The Kyushu Local Office was relocated to Onojo-shi, Fukuoka and upgraded to the Kyushu Sales Office.
October 2010	The "TacaoF Little" series of walking carts was released.
December 2010	The Company acquired ISO9001:2008 Certification.
July 2011	Dongguan Kowa Manufacturing Co., Ltd., was established and the Dongguan Plant in China was transferred from Kowa Manufacturing (H.K.) Co., Ltd.
November 2011	The Kanto Sales Office was relocated to Mihashi, Omiya-ku, Saitama-shi, Saitama.
December 2011	The Dongguan Plant in China was relocated to Dongcheng District, Dongguan, Guangdong, China.
June 2012	The Logistics Base KDC Osaka was established in Rinkai-cho, Kishiwada-shi, Osaka.
October 2015	The industry's first walking cart "Little Keepace" incorporating robotics was released.
March 2016	"Little Keepace" was approved as a rental nursing-care robot covered by nursing-care insurance for the first time in Japan.
June 2016	KDC Osaka was closed, and the Kowa Maintenance Center was established in Jizohama-cho, Kishiwada-shi, Osaka.
September 2016	Kowa Manufacturing (H.K.) Co., Ltd., was relocated to Queensway, Hong Kong, China.
October 2016	"Little Keepace" won "the Best SME Venture Prize (Small and Medium Enterprise Agency Commissioner's Award)" at the 7th Robot Award.
May 2017	The "Robotics R&D Center" was established in Minato-ku, Tokyo as a base for development of nursing-care robots.
July 2017	A house-brand "GENTILMARRONE" was launched for the purpose of deepening development in the market of men's welfare equipment.
October 2017	"Michele" won the Good Design Award 2017.
November 2017	Listed on the Tokyo Stock Exchange JASDAQ Standard market.
May 2018	The Kowa Maintenance Center was relocated to Izumiotsu-shi, Osaka.

Silver Carts



This walking aid supports independent walkers for more secure and safer strolling and shopping. Various design functions are incorporated specifically with the needs of the user in mind, such as compartments for storing personal items and goods and a seat for resting that offer convenience and enjoyment when going out.

Walk Assistance Carts



This cart allows the walker to carry personal items and goods like a shopping cart and supports the body like a walking cane and serves to play an active role when going out.

The stylish cart fits those who dislike pushing heavy loads but feel a fashionable silver cart is a bit excessive.

Bath-Related Products



Nursing care products/welfare equipment support you for taking a bath.

These products stabilize your position and prevent you from falling in a bathroom and provide a higher level of confidence and a feeling of safety when taking a bath.

Toilet-Related Products

Nursing care products/welfare equipment support you when using a toilet.

We offer items that can be used according to circumstances and living environment.

Life-Support Products

For sleeping

Nursing care products/welfare equipment support you when sleeping.

A variety of products are available, including clothing and bed-related products for restful, comfortable sleep.

For hygiene and health

Nursing care products/welfare equipment support you in hygiene and health management. Daily health management is supported by oral care products, medicine boxes, and other products.

For eating

Nursing care products/welfare equipment support you when eating. Consideration is given to design, usability, and ease in cleaning up to make eating time more enjoyable.

Item

► Product Lineup

Nursing Care Robots



“Walking” is supported by the latest technology in sensor detection and auto control. The nursing care robot provides greater support with the same amount of convenience.

Walking Canes



This walking aid can be used by independent walkers for more secure and safer walking. From a wide range of colors and patterns, walk out of your home with your walking cane of your preference as part of your fashion statement.

Walking Carts



This walking aid supports the body by handgrips and enables greater body movement. For those who have difficulty walking on a daily basis and are hesitant to go out, walking carts allow them to enjoy going out once again.

Quality Control

► Quality Control

Our Efforts on Safety

Our product lineup has expanded from silver carts to wheelchairs, walking canes and bath goods, and many products serve to play an active role in daily life. It gives us great satisfaction to bring smiles to the faces of our customers. We are also committed to pursuing safety so that we can provide customers with even greater satisfaction together with smiles.

Basic Policy on Product Safety

We recognize that the most important task of management is to ensure the safety of products manufactured and sold by the Company and “earn the trust of customers in regard to safety.” Our basic policy as relates to product safety is as follows, sincerely make quality first thoroughly known and actively ensure product safety.

1) Compliance with Laws and Regulations

We comply with matters provided for in the Consumer Products Safety Law and any other laws and regulations concerning product safety and this basic policy.

2) Establishment of Quality First Principle as Corporate Culture

Based on the basic policy, we establish and promote a voluntary action plan and conduct continuous improvements. We make every effort to continuously establish a corporate culture where the quality first principle derived from above leads to “respect for customers and ensuring product safety.”

3) Quality Assurance for Ensuring Product Safety

In order to ensure product safety, we conduct appropriate quality management in collaboration with

each department and make every effort toward continuous improvements.

4) Collection and Disclosure of Product Accident Information

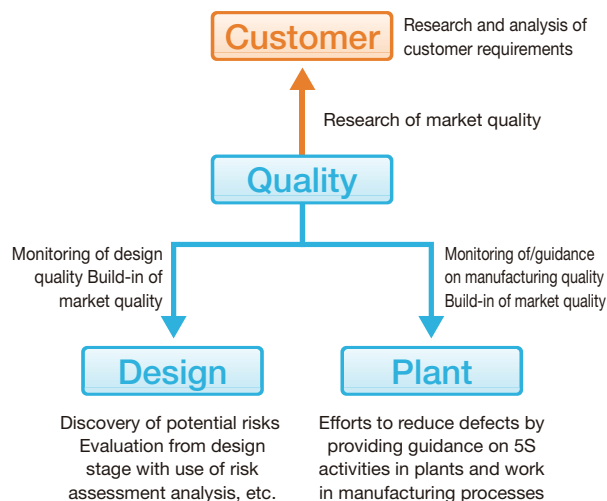
We actively collect information about accidents related to our products for customers and all those concerned and provide appropriate information to customers and all those concerned.

5) Report and Response in Case of Product Accidents

We promptly confirm the facts based on laws and regulations when an accident involving our products has occurred and submit a report promptly to customers and all those concerned with the appropriate information and take necessary action, including recall of products.

Activities for Zero Defects

Quality Assurance System



Quality Standards

We, having acquired ISO9001 (Quality Management System) Certification, are implementing a system that improves operational quality in order to provide our customers with better products. (Conversion to ISO9001:2015 was completed on October 27, 2017.)

Additionally, we are engaged in creating products by establishing criteria using our know-how in compliance with “SG Standards” as specified by the Consumer Product Safety Association.



Production Plant

Dongguan Kowa Manufacturing Co., Ltd.

Integrated production activities from product development, product design, mold design and process design, materials procurement, assembly through final inspection are conducted at the production plant established in Dongguan, China. Production is performed under a three-way cooperative system of Japanese staff, Chinese staff, and outsourced manufacturers.



Front gate of Dongguan Plant



Dongguan production line



Entrance of Dongguan Plant

Acquisition of SG Mark Assuring Safety

The Dongguan Plant in China received plant certification for silver carts in April 2005 and for walking carts and shopping carts in August 2007. Not only are strict quality standards satisfied in each category but also controls are implemented and executed keeping product safety first in mind at all times in each department of subcontractor control, design control, process control, manufacturing control, and quality control.



Silver carts



Walking carts



Shopping carts

Acquisition of ISO9001:2015 Certification

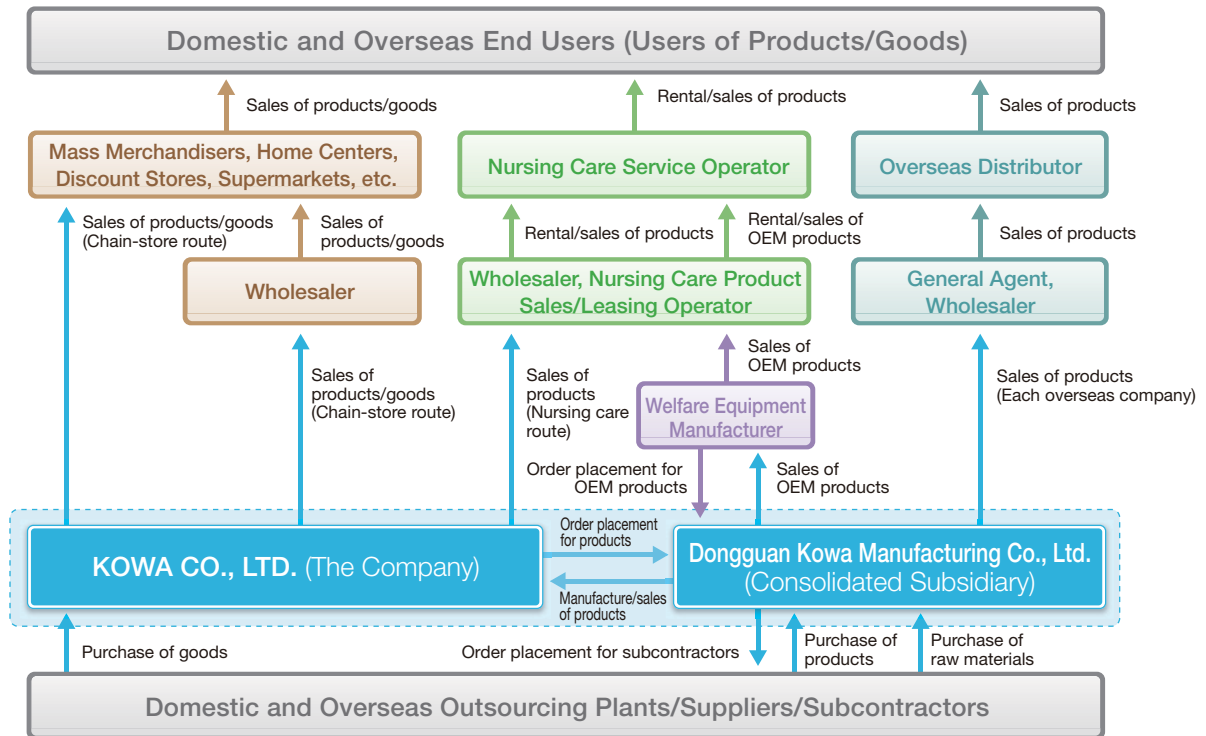
The Dongguan Plant in China acquired ISO9001:2000 (Quality Management System) Certification in January 2004 and ISO9001:2008 Certification in November 2009, which was updated to ISO9001:2015 Certification in October 2017, and the Plant implements and executes continual improvements and maintenance in each department of subcontractor control, design control, process control, manufacturing control, and quality control.

By doing this, we aim to ensure manufacturing quality that can satisfy our customers and further improve quality and technology.

Business Line Chart

Business Line Chart

Silver carts and walking carts are our group's major products, and they are mainly manufactured in Dongguan Kowa Manufacturing Co., Ltd., a production base of our group, while walking canes and other welfare equipment are purchased from our domestic and overseas outsourcing plants and suppliers. Our sales channels are broadly divided into four routes: our sales chain store route, nursing care route, route to placing orders for OEM with Dongguan Kowa Manufacturing Co., Ltd., and overseas route for marketing and sales through agents in each country. As another sales route, there is a mail-order route for marketing and sales of products by mail at our sales destinations to expand sales.

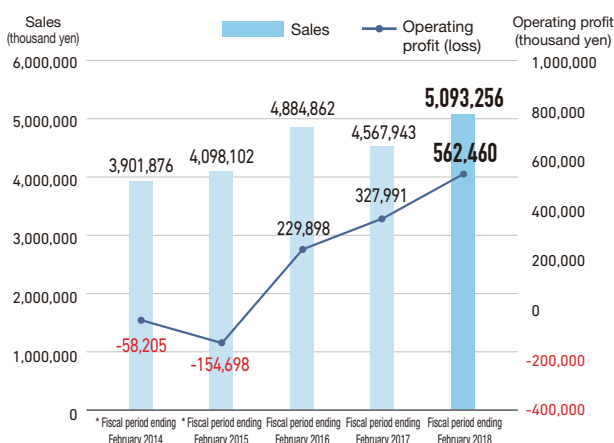


* As part of OEM order placement, there are commercial distributions for direct sales from Dongguan Kowa Manufacturing Co., Ltd., to home centers, mass merchandisers, and other chain stores that bypass the Company.

Financial Data

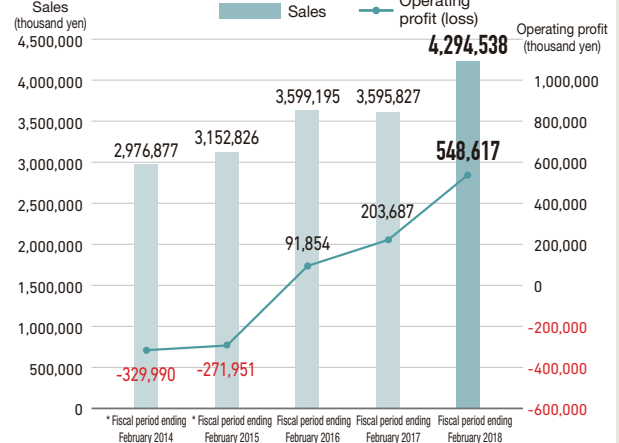
Financial Data

Consolidated Sales and Operating Profits (5-Year Transition)



* The consolidated business performances for the fiscal period ending February 2014 and the fiscal period ending February 2015 have not been audited based on the provision of Article 193-2, paragraph (1) of the Financial Instruments and Exchange Act.

(Non-Consolidated) Sales and Operating Profits of the Company (5-Year Transition)



* The consolidated business performances for the fiscal period ending February 2014 and the fiscal period ending February 2015 have not been audited based on the provision of Article 193-2, paragraph (1) of the Financial Instruments and Exchange Act.

News Topics

▶ News Topics

Joint Research of Fall-Prevention Robot Walking Carts



Equipped with a fall prevention function, the robot is institutionally usable for the elderly in need of nursing care as an aid for walking, standing and sitting, turning in the toilet, automatic charging, etc., without caregivers. (Developed jointly with the National Institute of Advanced Industrial Science and Technology.)

Joint Research of Communication (Watching Support) Robot for Nursing Care Facilities



“NurseTapia,” a watching support robot for nursing care facilities detects abnormal movements of the care receiver and indicates danger. Stress of monitoring the care receiver is reduced.

(Developed jointly with MJI Inc., for the communication robot “Tapia” series.)

Listed on the Tokyo Stock Exchange JASDAQ (Standard) Market



The Company was listed on the Tokyo Stock Exchange JASDAQ market on November 28, 2017.

We express our heartfelt gratitude for all of your support and consideration and ask that you continue to provide us with guidance and encouragement in the future.

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GENTILMARRONE

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[Customer Support]

10:00 am – 5:00 pm (except Saturdays, Sundays and national holidays)



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