

# Contributing to Enriching People's Lives by Manufacturing Environmentally Friendly Products that Feature both Excellent Design and Functionality

## Automotive Textiles Business

Global Supplier

### Supplying a Total Line of Automotive Textiles, from Floors to Ceilings

The greatest feature of our Company is that we can supply a total line of automotive textiles, from floors to ceilings, including headliners, seat covering materials, car mats, and floor carpets. Outside Japan, the Suminoe Textile Group has now expanded its overseas presence by setting up 12 manufacturing and sales sites in six countries (the United States, Mexico, China, Thailand, Indonesia, and India), thereby creating a globally optimized supply system.

### Future Direction and Growth Strategies

While actively proposing new seat covering materials, we encourage the use of fiber to make components that we have not handled thus far. In so doing, the Suminoe Textile Group works to expand the scope of its product supply, thereby promoting the diversification of its business as a total supplier.

- ① Expand the markets for new products and new components.
- ② Improve quality, cost competitiveness, and delivery systems (QCD).
- ③ Enhance productivity by developing a core system.
- ④ Establish a human resource development system to strengthen our response to globalization.



Seat covering materials



Floor carpets

Car mats

## Interior Fittings Business

Environmentally Friendly Products that Meet the World's Highest Standards

### Product Development Capitalizing on Our Own Technological Capabilities

The Suminoe Textile Group provides a wide variety of interior products that feature both excellent design and functionality to public facilities, hotels, schools, hospitals, and office buildings, as well as for general households.

We are also committed to developing eco-friendly products under the theme of KKR+A, or *Kenko* (Health), *Kankyo* (Environment), *Recycle* and *Amenity*.

### Future Direction and Growth Strategies

We will expand our brand business in line with the basic policy of ensuring "a Suminoe that excels in environmental measures" and "development of one-of-a-kind products."

- ① Strengthen sales of new products, including "LVT" hard floor materials with high functionality and quality and "2tec2" woven vinyl high-tech flooring that features outstanding durability.
- ② Strengthen sales of "HOME" Series, which has enhanced functionality.
- ③ functionality.
- ④ Strengthen sales of made-to-order curtains "mode S\*" and "U Life\*." Expand sales of "DESIGN LIFE\*" and "Disney Home Series," both of which enjoy great popularity.

Office buildings and commercial facilities



Carpet tiles



BERRY ALLOC® PURE LVT

Hotels and halls



Hand-woven carpets and hooked rugs



Plush hand-woven curtains

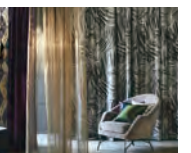


Nishijin brocade fabric  
Coin purses and card holders

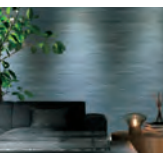
Households



Rugs and mats



Curtains



Wallpaper, sliding paper doors

## Traffic Facilities Business (Interior Materials for Trains / Buses / Ships / Aircraft)

Creating Safe and Comfortable In-Car Environment

### Offering Total Proposals for Interior Materials

We have supplied our products to JR, private railways and publicly operated transportation services, maintaining the top market share for more than a century.

Currently, the Suminoe Textile Group offers total proposals for seat coverings, curtains, wall materials, flooring materials and other interior materials for public transportation systems, such as Shinkansen bullet trains and other trains, buses, and ships. We also deliver environmentally friendly products, including SUMICUBE® seat cushion material, which excels in terms of both safety and environmental performance.

### Future Direction and Growth Strategies

We will establish a system to offer not only basic textile materials but also other interior components as a whole, including resin components for traffic facilities.

- ① Expand our market share, develop new products and expand sales of interior materials for buses.
- ② Expand sales and augment the manufacturing sites of cushion materials for trains.
- ③ Increase the market channels of products for improvement of vehicle safety (high-durability signage film, etc.).

Interior materials for trains



Interior materials for buses



Interior materials for ships



## Functional Materials

Expanding Applications of Functional Materials into New Fields

### In Pursuit of Endless Business Possibilities

The Suminoe Textile Group has delivered products that incorporate its unique technologies we have accumulated, such as トリプルフレッシュ® (TRIPLE FRESH) deodorizing filters and olefin bathroom flooring. In addition, the Group offers new value in the fields of functional materials (スミノエバイオテック® [SUMINOE BIOTECH]) based on biotechnology and functional food, in keeping with the theme of KKR+A, or *Kenko* (Health), *Kankyo* (Environment), *Recycle* and *Amenity*.

### Future Direction and Growth Strategies

We will improve our ingenuity and business development capabilities so as to enhance our product value and expand our business.

- ① Strengthen the production and supply system for hot carpets and promote the development of new household electrical appliances, including small appliances and health appliances.
- ② Develop product applications, taking advantage of our unique processing technologies and functional materials.
- ③ Strengthen the supply and sales system for bathroom flooring materials and improve their functions.
- ④ Strengthen the development and sales functions of the deodorizer and filter business and expand sales of deodorizers and filters in various categories.
- ⑤ Expand the Internet and brick-and-mortar marketing channels for the 柿ダノミ® (Kakidanomi) supplement and develop new functional food products.
- ⑥ Promote the development of new products with international competitiveness in the aircraft business.
- ⑦ Promote commercialization of smart textiles.



Interior materials for aircraft

Persimmon peel polyphenol supplement

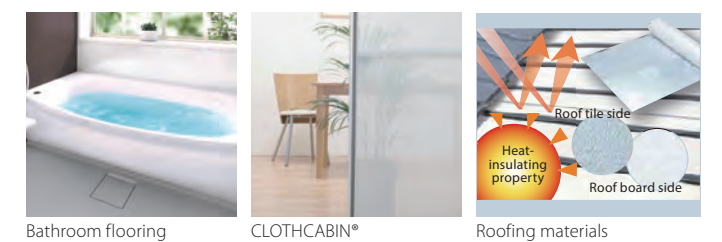
スミノエバイオテック® (SUMINOE BIOTECH)



The Tispa Series "Real Odor Deodorization without Disguising with a Scent"

Electric carpets

Deodorant air filters for air purifier



Bathroom flooring

CLOTHCABIN®

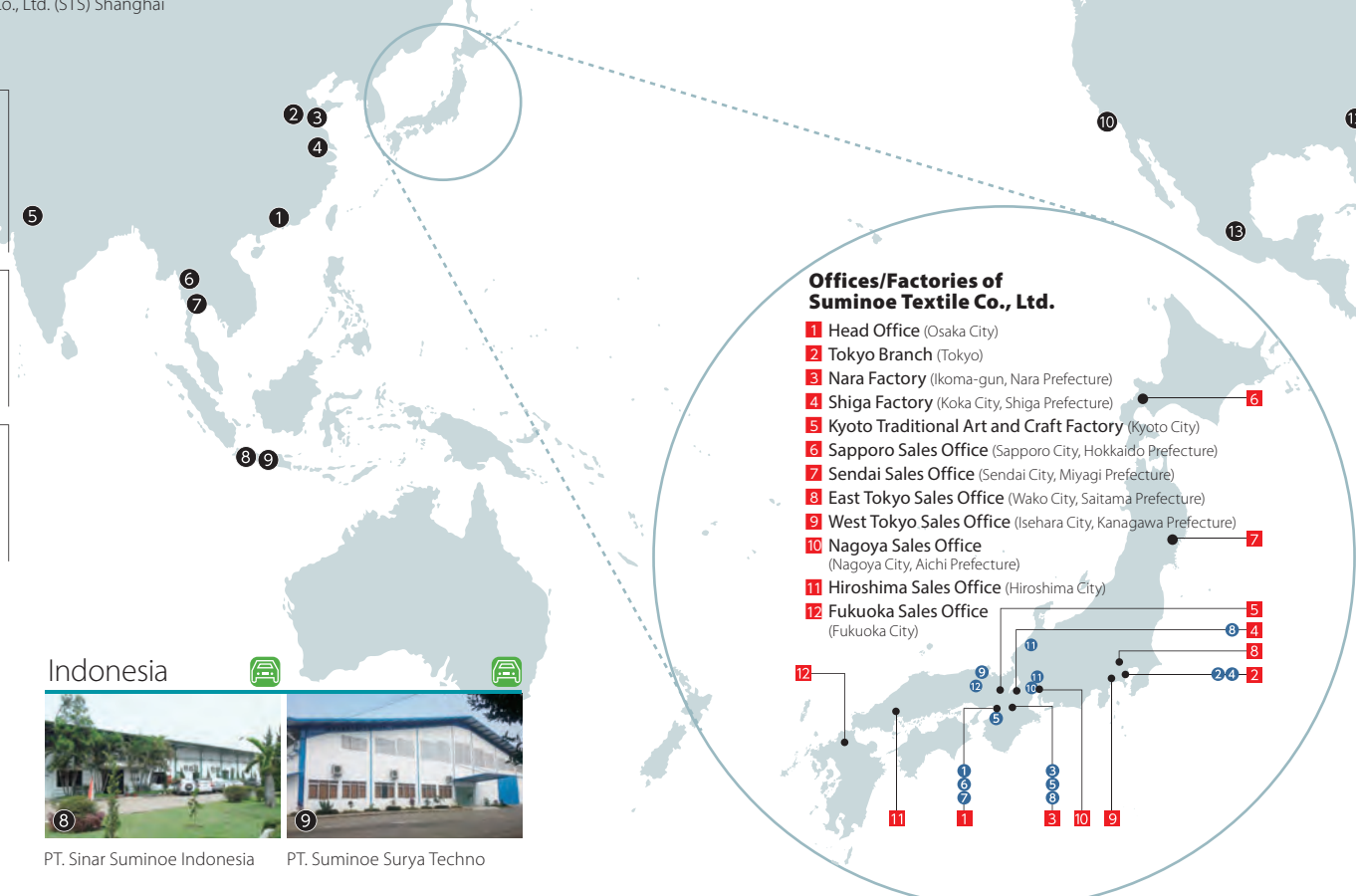
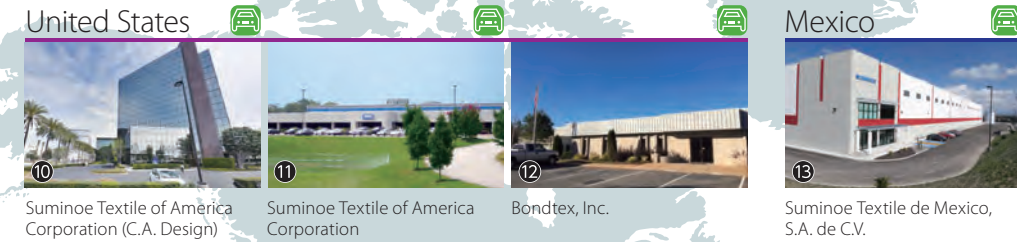
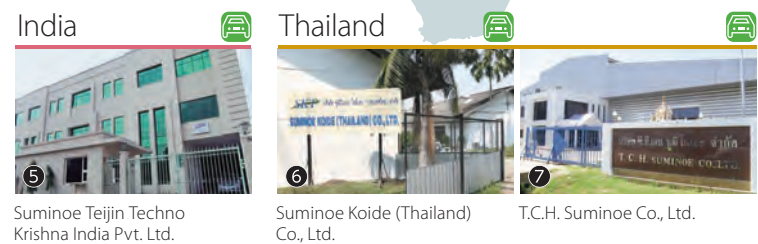
Roofing materials



# Global Operations of the Suminoe Textile Group

The greatest strength of the Suminoe Textile Group lies in maximizing the capabilities of all Group companies through close cooperation between experts in research and technological development, production and sales.

- Interior fittings business
- Automotive textiles business
- Traffic facilities business
- Functional materials business
- Arts and crafts textiles



### Offices/Factories of Suminoe Textile Co., Ltd.

- Head Office (Osaka City)
- Tokyo Branch (Tokyo)
- Nara Factory (Ikoma-gun, Nara Prefecture)
- Shiga Factory (Koka City, Shiga Prefecture)
- Kyoto Traditional Art and Craft Factory (Kyoto City)
- Sapporo Sales Office (Sapporo City, Hokkaido Prefecture)
- Sendai Sales Office (Sendai City, Miyagi Prefecture)
- East Tokyo Sales Office (Wako City, Saitama Prefecture)
- West Tokyo Sales Office (Isehara City, Kanagawa Prefecture)
- Nagoya Sales Office (Nagoya City, Aichi Prefecture)
- Hiroshima Sales Office (Hiroshima City)
- Fukuoka Sales Office (Fukuoka City)

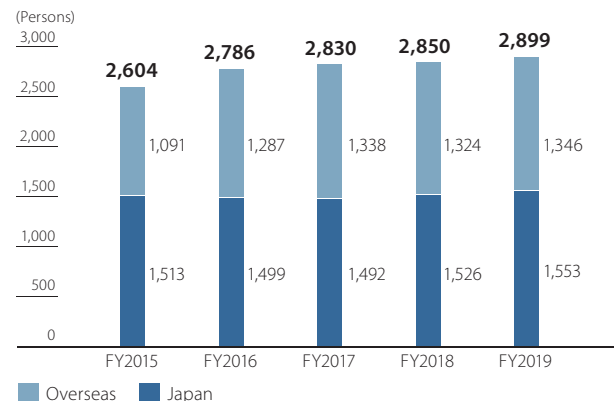
### Major Group companies in Japan (head offices)

- SUMINOE Co., Ltd. (Osaka City) - Planning and sales of interior products, mainly carpets and curtains
- RUNON Co., Ltd. (Tokyo) - Planning and sales of interior products, mainly wallpapers
- Suminoe Logistics Co., Ltd. (Ikoma-gun, Nara Prefecture) - Product storage, handling, processing, and delivery
- Suminoe Works Co., Ltd. (Tokyo) - Installation of interior products
- Kansai Laboratory Co., Ltd. (Matsubara City, Osaka Prefecture) - Testing and inspection services
- Suminoe Teijin Techno Co., Ltd. (Osaka City) - Production and sales of automotive textiles, mainly seat covering materials
- Marunaka Souei Co., Ltd. (Osaka City) - Wholesales of traffic facilities textiles
- Suminoe Techno Co., Ltd. (Nara City, Nara Prefecture) - Production and processing of carpets, continuous fiber spinning (including recycling), and production and sales of needle punch carpets
- Tango Textile Co., Ltd. (Kyotango City, Kyoto Prefecture) - Production and sales of plush hand-woven curtains, hand-woven carpets and hooked rugs, and other rugs
- Teijin Teclath Ltd. (Inazawa City, Aichi Prefecture) - Production and sales of automotive seat covering materials, chair upholstery fabrics, and clothing textiles
- Owari Seisen Co., Ltd. (Osaka City) - Dyeing and finishing of automotive seat covering materials and interior fabrics
- Sewing Hyogo Co., Ltd. (Tamba City, Hyogo Prefecture) - Sewing and processing of fabric products

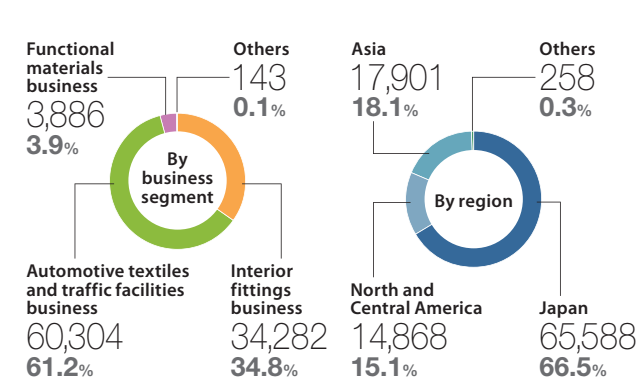
### Corporate Summary (As of May 31, 2019)

Name of Company: Suminoe Textile Co., Ltd.  
 Head Office: 11-20, Minami-Semba 3-Chome, Chuo-ku, Osaka 542-8504 Japan  
 Founded: 1883  
 Incorporated: December 25, 1913  
 Suminoe Textile Joint-Stock Company  
 Organizational Change: December 26, 1930  
 Suminoe Textile Co., Ltd.  
 Capital: 9,554,000,000 yen  
 Number of Employees: 260 (Consolidated group companies: 2,899 employees)

### Changes in the number of employees



### Net sales breakdown (fiscal year ended May 31, 2019)



### Consolidated numerical targets and results

