



**Comfortable life  
creation company**

## 1. About us

1. Our Business is Wholesaler.
2. Wholesale business is unique to Japan.
3. Supply-Chain is necessary to facilitate.
4. SEJ is established by wholesaler, too.
5. We've been running our business for 135 years.

# Our Group's Structure

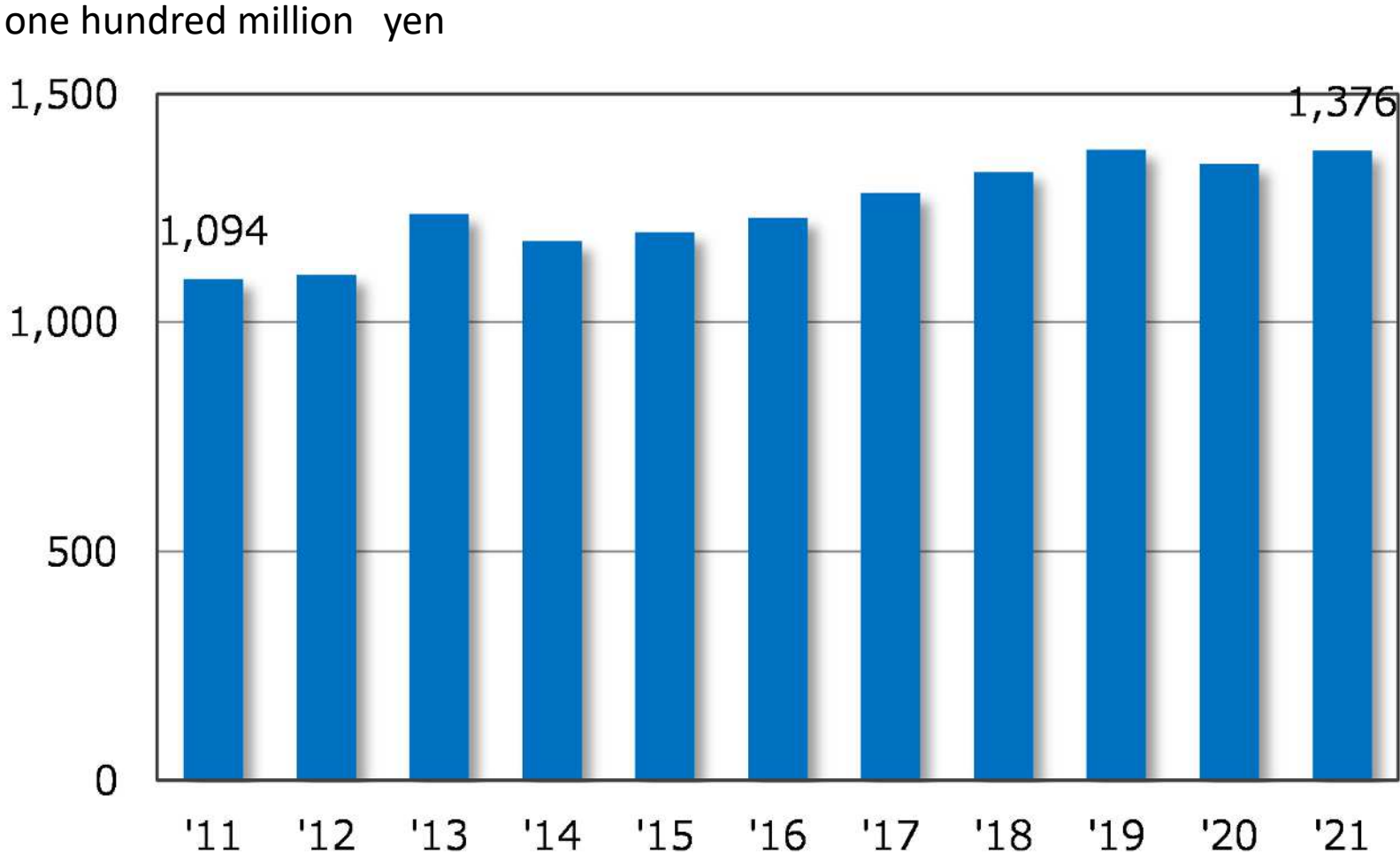
**Our group consists of nine companies**



✕ This structure shows consolidated subsidiaries.

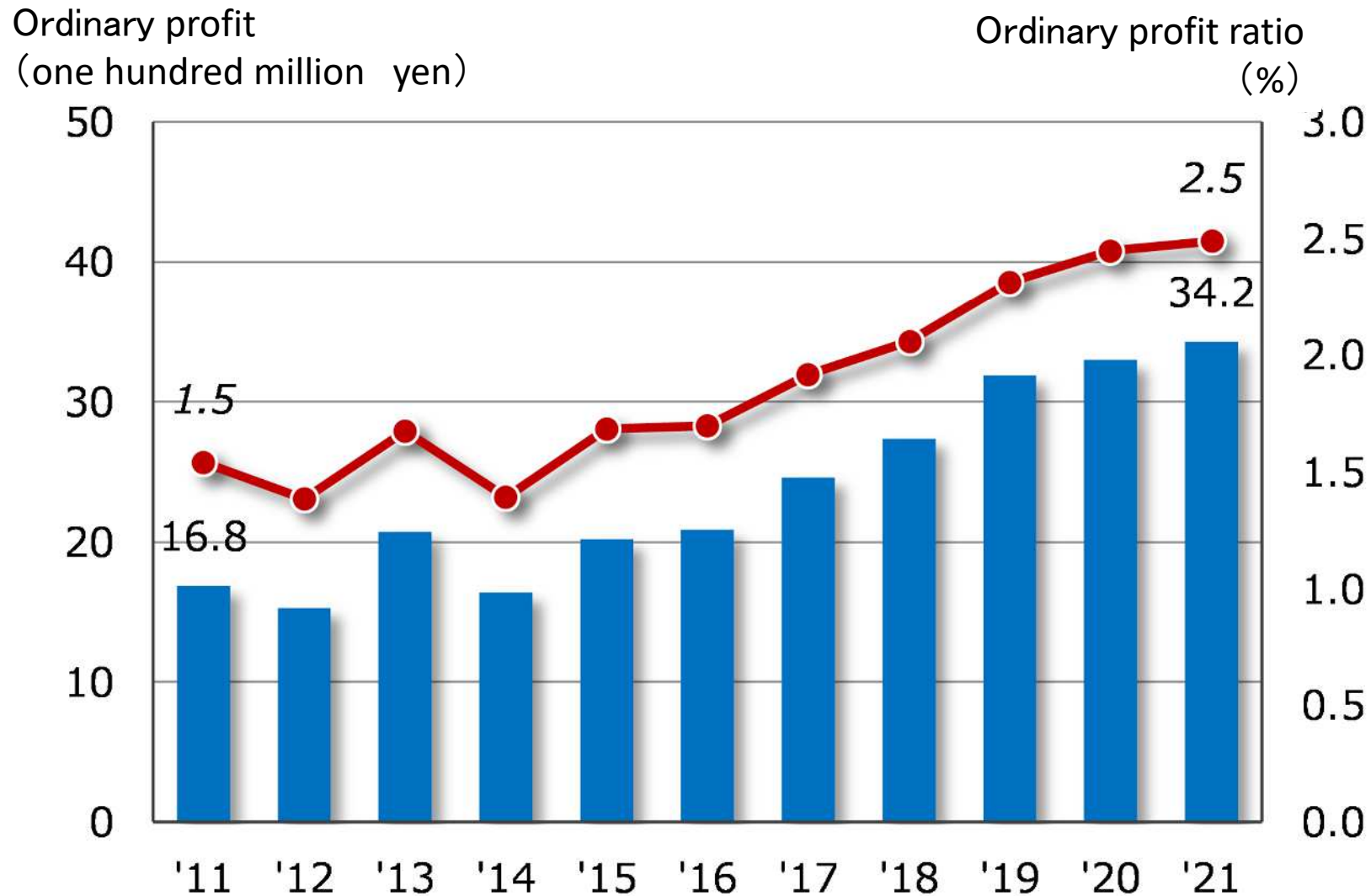
# Net Sales

**10-year trend, Net sales is increasing Gradually.**



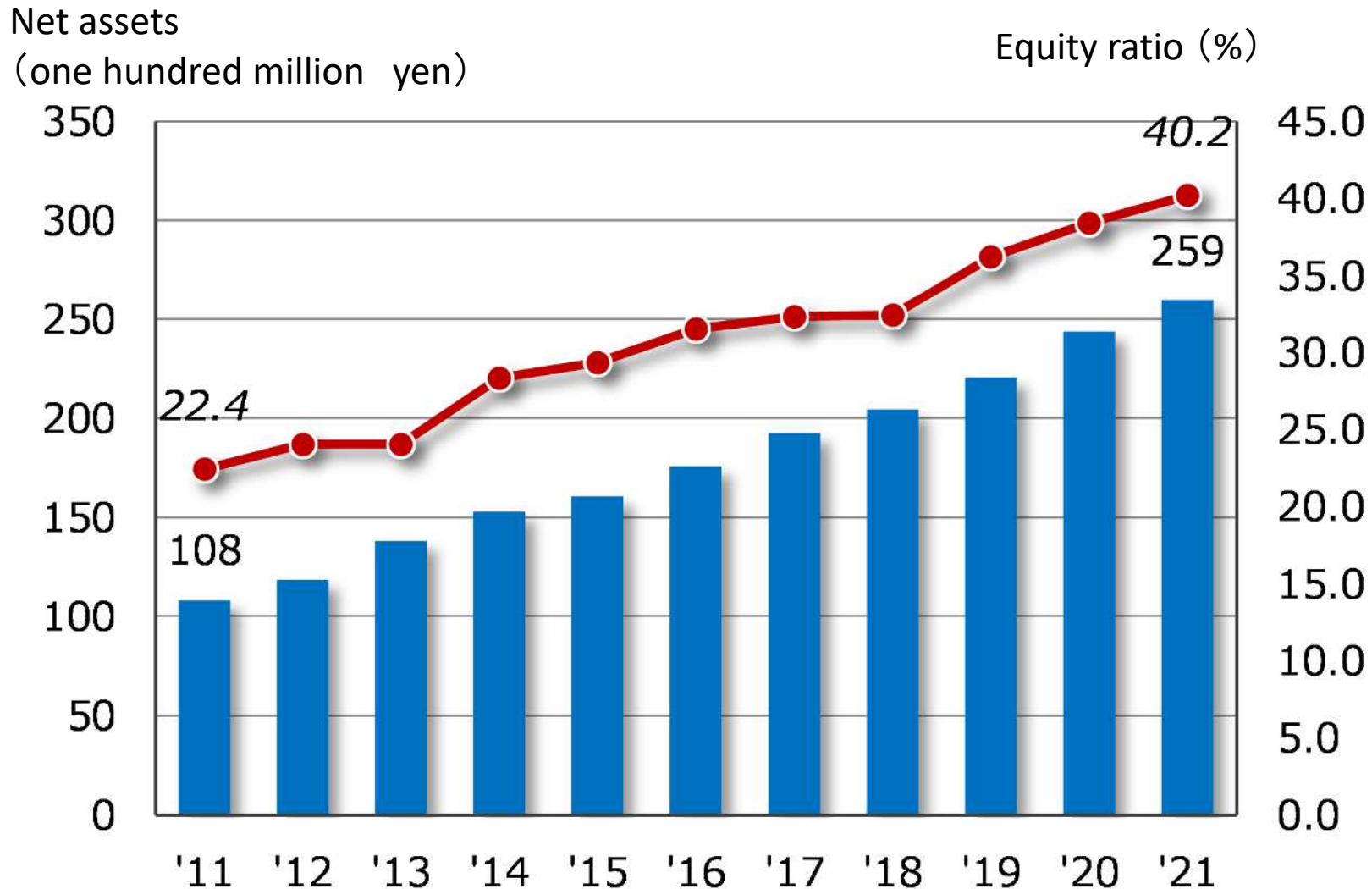
# Ordinary profit, Ordinary profit ratio

**Ordinary profit and it's ratio are increasing Gradually.**



# Net assets, Equity ratio

**Net assets, Equity ratio are increasing Gradually.**



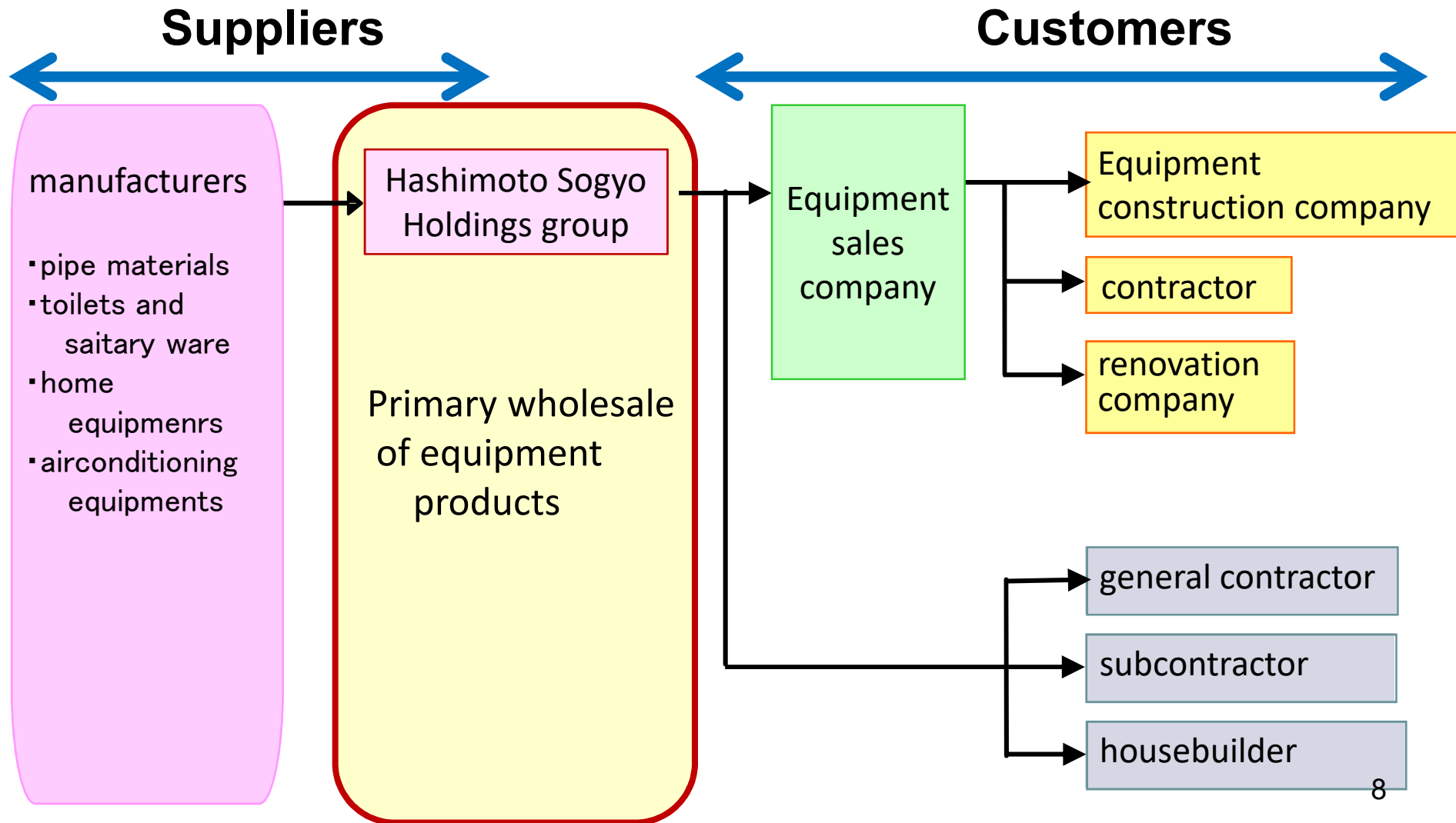
## 2. Our Features

**Our Business is Wholesaler.**

# About Hashimoto Sogyo Ltd

- (1) We are primary wholesale company of piping materials, toilet and sanitary ware, housing equipments and air conditioning equipments .
- (2) Our branch network is spreading all over Japan.
- (3) Starting with plumbing materials since the company's establishment in 1890.  
We handle a variety of equipment products .

Our supply chain is involved in many suppliers and customers.





# Our 47branch network is spread in japan.

|               |           |
|---------------|-----------|
| branch office | 32        |
| sales office  | 15        |
| <b>Total</b>  | <b>47</b> |

## Overseas Office

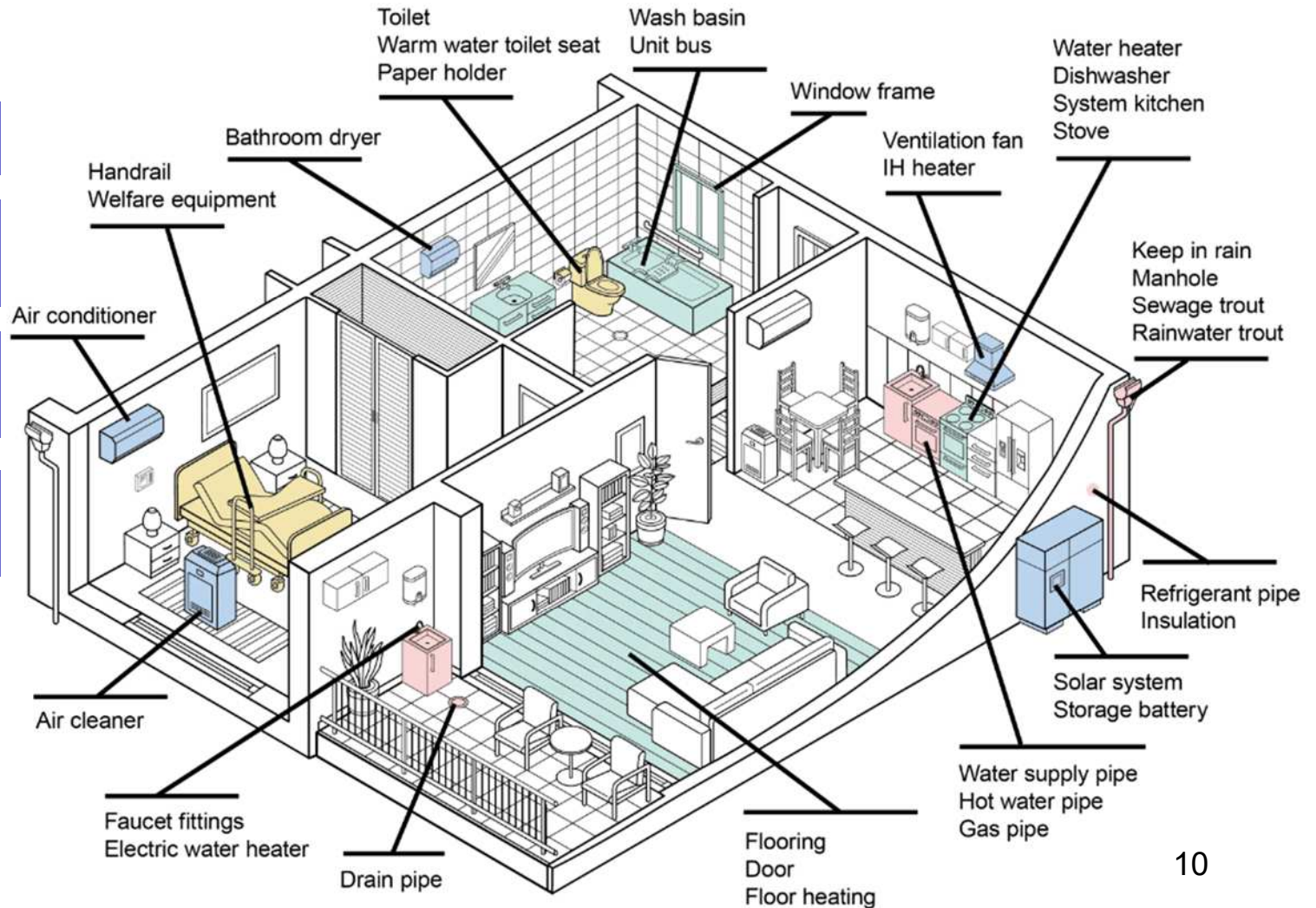
HASHIMOTO SOGYO (THAILAND) CO.,LTD.  
Bangkok, Thailand



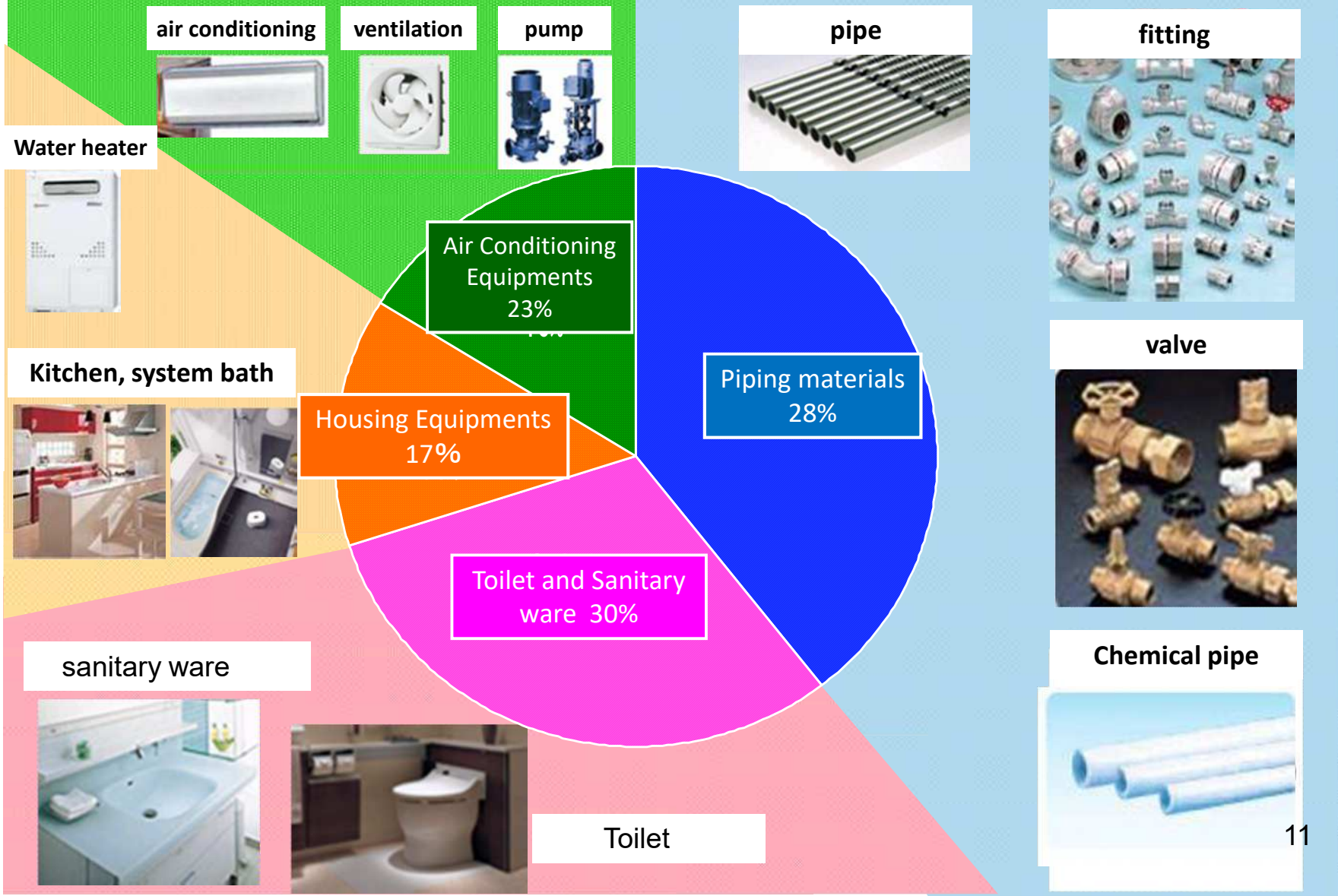
# About Equipment Products

Our products are near to you in housing facilities.

- Pipe materials
- Toilet and Sanitary ware
- Housing equipments
- Air Conditioning equipments



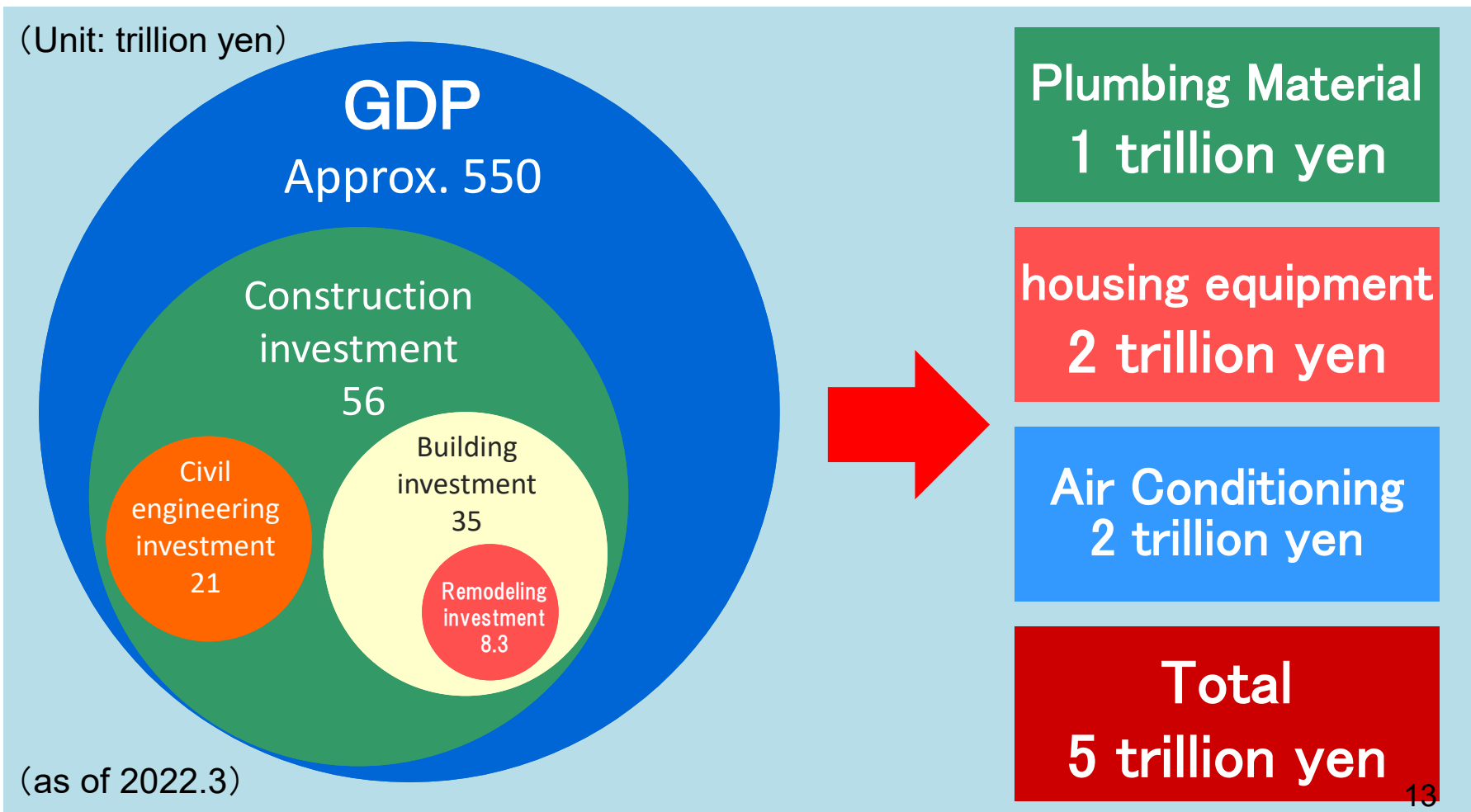
# Percent of sales is



## 3. Construction market

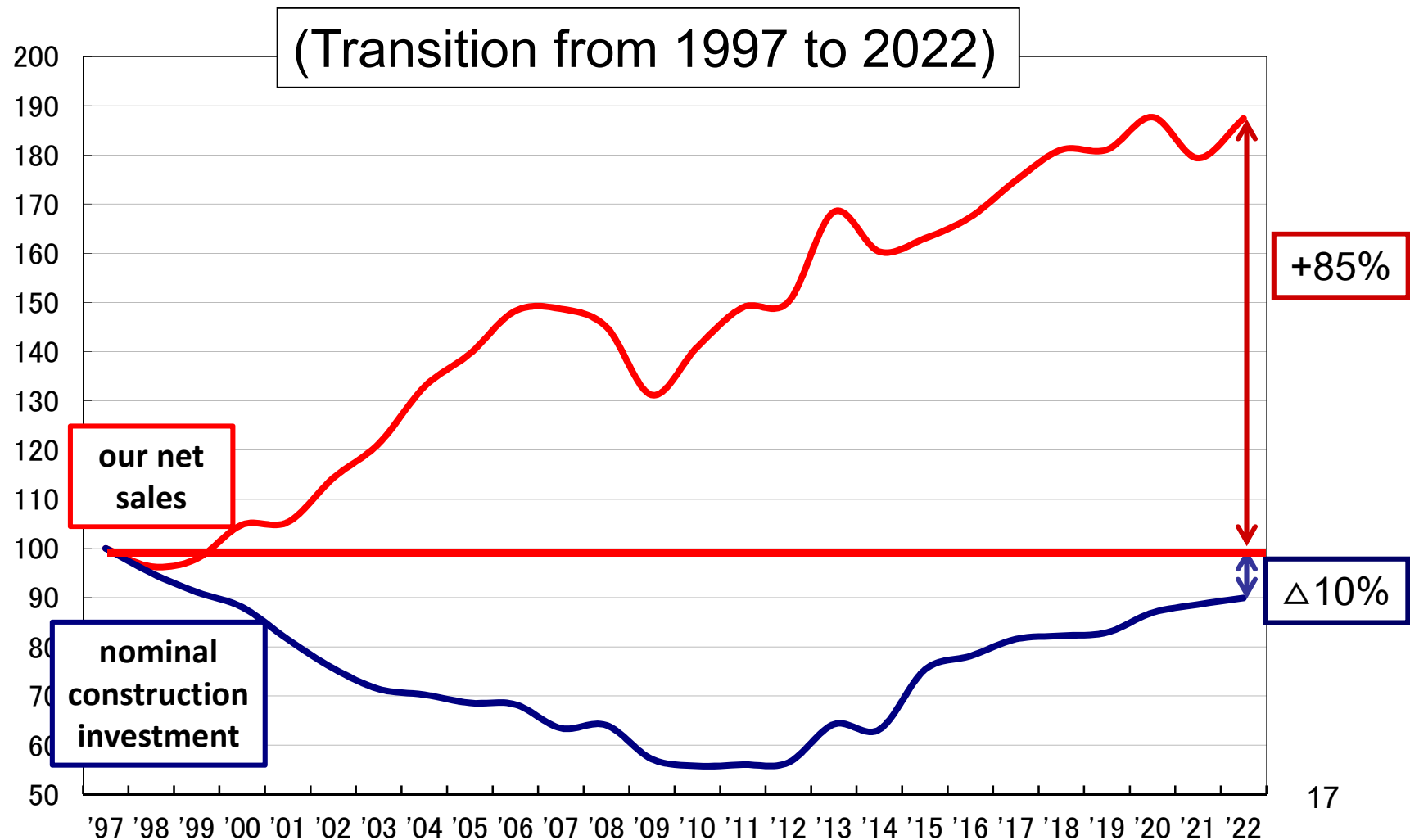
# Hole Market size of products handled

Market size of products handled is 56 trillion yen.  
It is a very large market, approximately 10% of GDP.

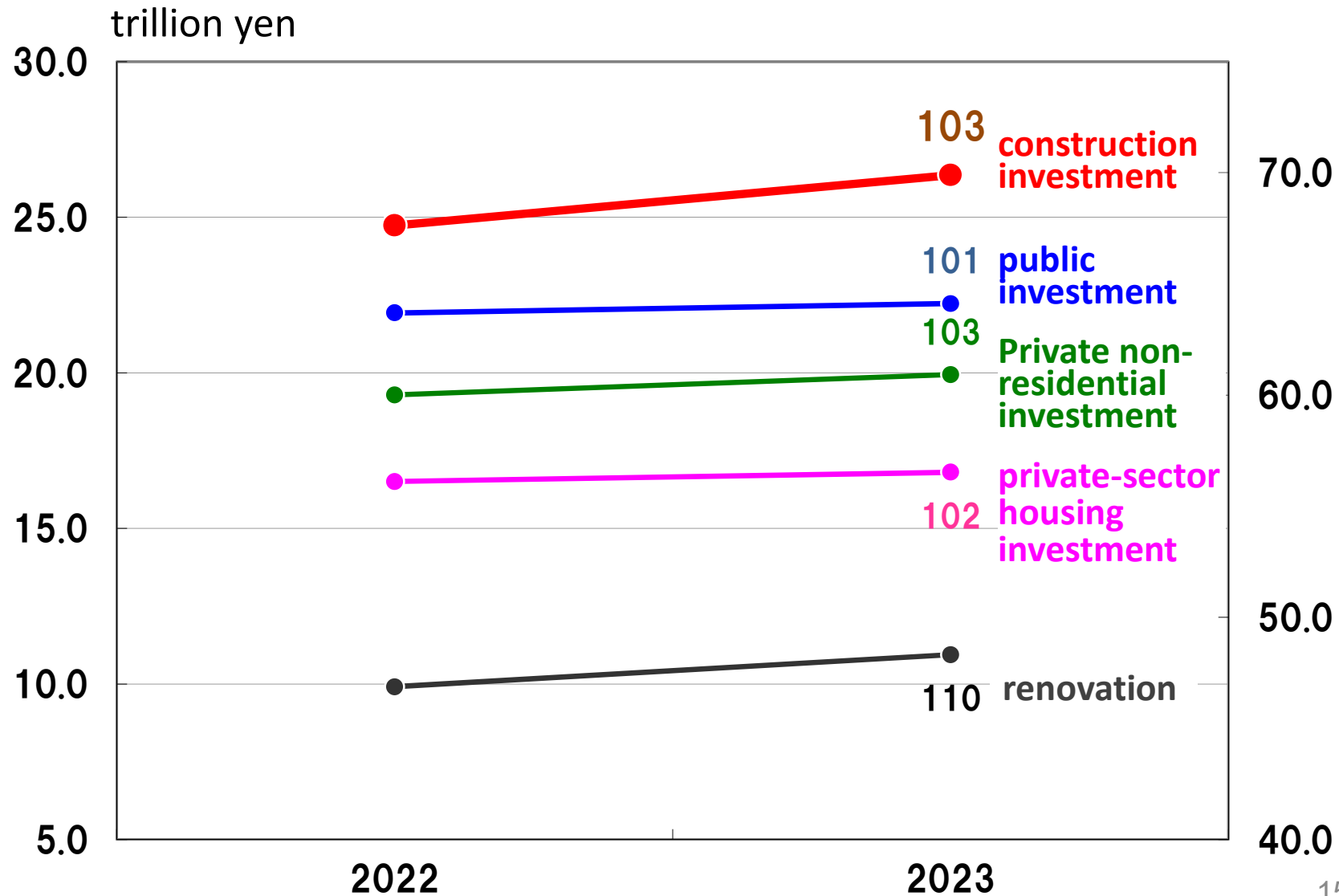


# Construction Market and Our Transition

Despite a 10% decline in the market,  
We increased sales by 85%. (increased market share)



Recent construction investment is expected  
102% in 2022, 103% in 2023.



# We are Promising 7fields for the future (7つのみらい)

| fields                                   | Keyword  |
|--|--|
| Anti-COVID-19                            | From[With COVID-19] to[After COVID-19]                                       |
| Health and Comfort                       | Social security reform / Aging of society<br>Medical and Nursing care reform |
| Environmental<br>and Energy              | Carbon zero /<br>Saving, Creating and Storing energy                         |
| Used home Distribution<br>and Renovation | Stock utilization,<br>Various renovations                                    |
| Safety and Security                      | Earthquakes / Floods<br>Disaster prevention / Reconstruction                 |
| Regional Revitalization                  | Inbound demand / Regional development  |
| IT Technology                            | Digital economy<br>Internet / 5G / IoT / AI / Big data                       |



## 4. Basic policy

# Mission

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Our [mission] is to be a  
Comfortable life creation company.

**Comfortable life  
creation company**

# Vision

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**Our [Vision] is to contribute to 7 Stakeholders.**

## stakeholders

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1. Best Proposal to

- ① Clients
  - ② Contractor
- 

2. Best Partner to

- ③ Customers
  - ④ Suppliers
- 

3. Good Company to

- ⑤ Shareholders
  - ⑥ Employees
  - ⑦ Society
-

## 5. Approach to HSDGC

1. We'll continue to increase in income and profit.
2. A company that is valuable to society
3. Our HSDGC activities are necessary to society.

# About our activities [HSDGC]

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|             |                                 |
|-------------|---------------------------------|
| Health      | Win the prize「White 500」        |
| Social      | Registered 「Tokyo Prime market」 |
| Digital     | Aim to be the 「DX company」      |
| Green       | Aim to be the 「GX company」      |
| Comfortable | Make a Comfortable Life         |

For more information is followed by the later speakers.

Thank you for your attention.