



sanwa

CORPORATE PROFILE

"We Keep Being Who We Are in 100 Years"



Sanwa Manufacturing Co.,Ltd.

<http://www.sanwa303.co.jp/> Ver.1.0



## “Work Together with Proud”

In 1978, our company began as a developer and manufacturer of simple plastic greenhouses, and inheriting the manufacturing spirit of our founder, we have continued to change with the times to develop and distribute products related to people's "health," "safety," and "education."

We have a wide range of products, from metal and vinyl processing cultivated through manufacturing of greenhouse to woodworking and electronic circuit boards, and are engaged in the development of medical equipment, nursery supplies, disaster prevention supplies, and educational materials for schools.

Since our foundation, we have been working to make people happy and satisfied with our ideas and products.

## “We Keep Being Who We Are in 100 Years “

Our mission has been to work passionately to create universal values of "health," "safety," and "education," and to contribute to our customers and society.

We will continue to create the future through our business, with the thoughts and ideas of our valued "people" as our main axis.

We see now as a chance to set sail to the world for the next generation,

and under the slogan "Bringing Made-in-Japan to the World,"

we will establish our method of supplying our products and services based on Japanese technology and culture to people who need these.

To do so, we will continue to be who we are for the next 100 years.

sanwalsm

## "What Can We Do for Others?"

People are in a mutual relationship to live and grow.

Our business, which is based on the principles of helping the weak, caring for others, and acting with love,

is the entry point and tool for this relationship.

We contribute to the world as a warm and humane corporate entity.

sanwaCredo

### Greetings

Motivation and energy come from a bright smile and a big greeting.

### Mutual Prosperity

We care about our family, friends, and customers. Growing together and prospering together.

### Contribution

Contribute to society by helping those in need.

### Flexibility

Always be creative and respond flexibly to detailed needs.

### Enthusiasm

Communicate thoughts and ideas with enthusiasm.

### Challenge

Always try new things without fear of failure.

### Improvement

Correct mistakes as soon as possible with sincerity.

### Action

Think, consider, and act proactively.

### Perseverance

Never give up and persevere in everything.

### Appreciation

Appreciate all people who are involved with us.

CEO  
Hiroki Kobayashi





## We Explore "Product and Services" of Health, Education and Safety

### Health

"Medical Care and Nursing Care"

Health care products that "protect children's health". We have expanded our business from hygiene products to medical equipment and nursing care products.



Hearing aids

Hearing and vision screening

Infirmery supplies

Medical penlights

### Safety

"Disaster Prevention and Crime Prevention"

Disaster prevention and crime prevention products "protect people's safety and security". We provide a wide range of products from disaster prevention supplies for municipalities to handgun storage facilities.



Crime prevention supplies

First-aid supplies

Disaster prevention supplies

### Education

"Education and Teaching Materials"

Teaching materials and teaching tools to "accompany children's learning". We develop and distribute teaching materials to ensure that teachers' classes lead to deep learning for children, who will carry the future.



Auxiliary teaching materials

Hands-on teaching materials

Tablet PC storage

Distribution tables

Sanwa Manufacturing business was established in 1963 by the founder's thought that "To Make an Idea Come True."

The foundation of Sanwa's business was the development of greenhouses, which was born from the founder's spirit of manufacturing.

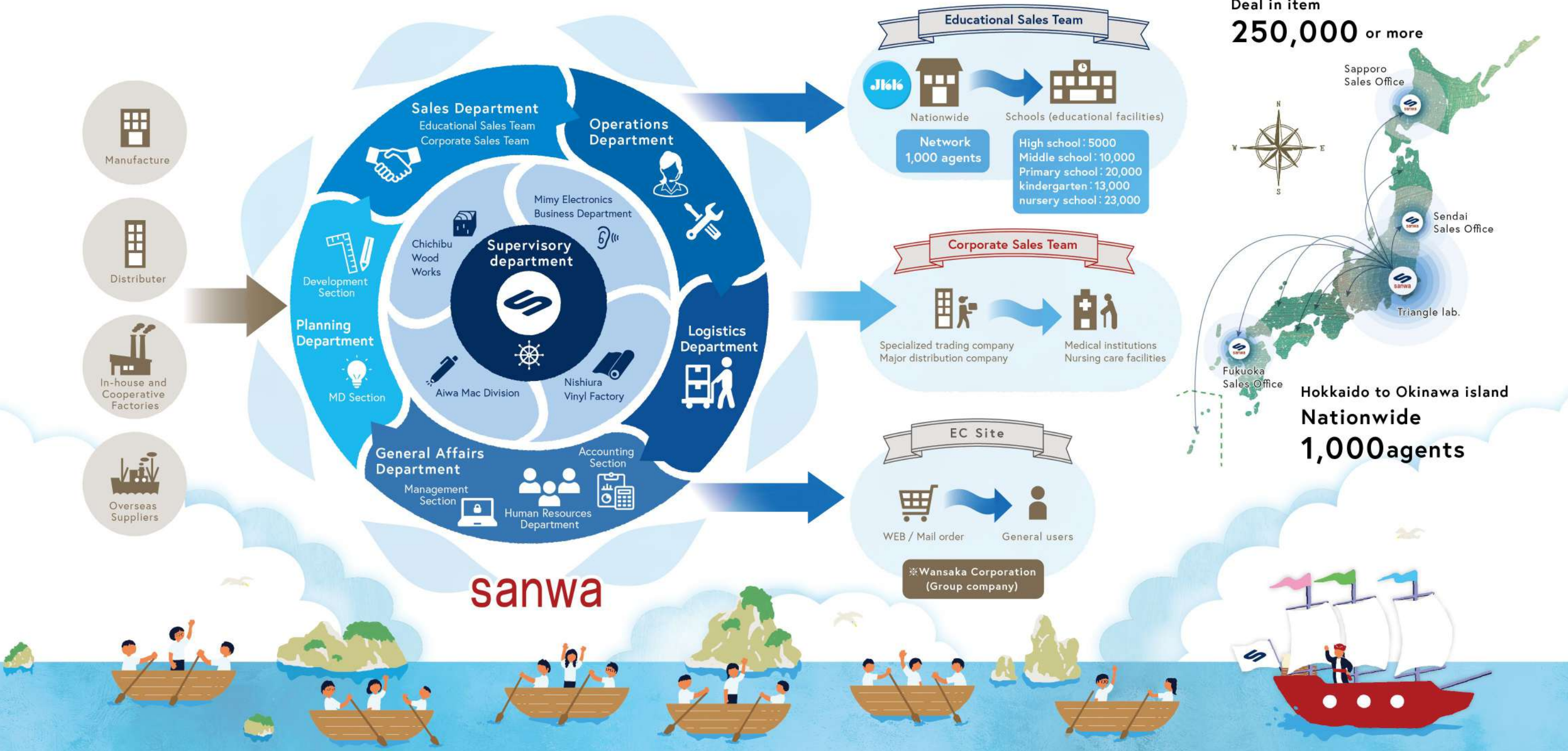
With the changes of the times, we have built a distribution system, and with our strengths in "manufacturing capabilities" and "distribution capabilities," we have been able to develop and expand our business with our partners across the country.

Our current business is based on the theme of "Exploring Products and Services", and has three main areas of business: health, safety, and education.



# Sanwa's Product Power and Distribution

Sanwa handles a rich variety of products, including medical care products, disaster and crime prevention supplies, and educational materials and tools, based on the suggestions from our suppliers, and we also focus on in-house product development. In addition, we play a role as a hub connecting manufacturing and distribution. We have strengthened partnerships with approximately 1000 distributors nationwide to build a reliable sales platform. We will continue to go beyond what our customers want based on the spirit of "What can we do for others?"

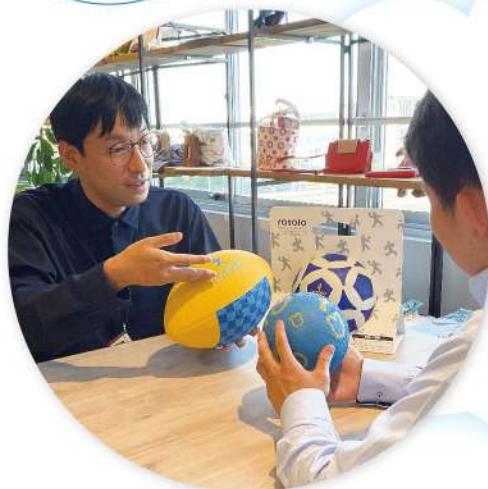




## Planning

### "To Make an Idea Come True."

We are always researching about the new information and taking in ideas to create the products.



#### MD Section

As a product professional, this section develops products, plans campaigns, and discovers products on the market, always making pioneering moves based on new information.

Managing the product data and acting as a bridge between suppliers and customers.



#### ● Collaboration with our suppliers

In 2018, we established organization called "Kyoyoku Sanei Kai" in cooperation with many suppliers who agree with our spirits.

We are promoting research and development of new products with the keywords of "health, safety, and education. We will continue to deliver high quality products to the market by acting as a hub for improvement based on feedback from the market and from the planning and prototyping of products to market launch and on-site feedback.



Kyoyoku Sanei Kai

This is a network organization consisting of our suppliers. It receives feedback from school sites and strives to create products from Japan for children, who are the bearers of the future, leading to the development of new products and prompt distribution. We also cooperate with suppliers in creating flyers and product planning.



We also cooperate with suppliers in creating flyers and product planning.

#### ● Catalog Development

We explore what is currently required in the field, and link this to the creation of catalogs.

We aim to create catalogs that are actually useful, including proposals for original products and examples of how teaching materials are used.

Catalog

Pamphlet



Health and Welfare Catalog [SQUIL]



Health consumables catalog [san+medy]



Disaster prevention and crime prevention catalog [LIFEZACK]



Mail order catalog for kindergarten and nursery school [wansaca KIDS]



Teaching materials general catalog (For primary school) [SQLabo]



Teaching materials general catalog (For middle and high school) [SQLabo]



Special needs education catalog [SQLabo (Special needs education)]



Developmental aids catalog [IKLABO]



#### ● Cooperation with JKK (Union of Japanese Teaching Material)

We are working to connect suppliers with educational sites by publishing supplier advertisements and articles introducing educational materials in "JKK NEWS".



#### Development Section

The Development Section develops original products by making full use of 3D-CAD. We collaborate with our own factories and various partner factories to develop original products based on a wide range of materials, including metal, resin, wood, and textile materials. We are engaged in "monozukuri (Manufacturing)" with a focus on product design.





## Supervisory

### Supervisory department

## Business Promotion and Support

To ensure that the entire company functions productively  
This department works across departments to carry out missions to solve problems and to support new business regulations and business processes.



Websites

### ● New Business Development

This department promotes projects for commercialization, including business concept planning and market research. It is also looking into the overseas expansion of existing businesses, and are taking a pioneering approach to meet the needs of the times.

### ● EC Business

This department will create and develop websites, launch new e-commerce sites, renew existing sites, and operate social networking services. It disseminates plans to increase awareness of the Sanwa brand daily.

E-commerce sites

【wansaca】

【LIFEZACK】



【SQLabo (special needs education)】



### ● Business Management

This department provide support for the smooth implementation of company-wide systems and projects for each business.  
It also provides ICT support in the educational field, delivery of classes, and support for sales department.

### ● Creative Strategy

This department aim to create new value by adding design to various "Products and Services". We give shape to the needs of our clients and the ideas of our creators, and communicate them to the public. It also participates in branding and take charge of all creative work.



Pamphlet



Package



Illustration



Postcard

Souvenir



Web content

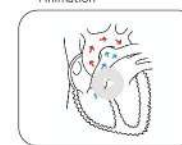


Teaching materials

Movie

Teaching material introduction video

Animation



〈Shinurayasu Office "Core base"〉  
1514 Prime Tower Shinurayasu,  
1-5-2 Irifune, Urayasu City, Chiba Prefecture





Corporate Sales

Corporate Sales Team

## Cooperation with Business

Our Corporate sales team works with a wide range of companies in the health, safety, and education industry, as well as with manufacturers in the same industry and with general companies.

### • OEM / Assembly

Corporate sales team accept planning and production of products and services. We offer customized proposals for Sanwa brand products to meet your needs and sales channels.



Sanwa participates in various exhibitions and specialized groups. We listen to the needs of our customers and actively develop products and We actively provide information that leads to product development and product discovery.



Cooperation with JKK  
(Union of Japanese Teaching Material)

### • Exchange Meetings (onsite)

We believe it is important for manufacturers and sales representatives to exchange opinions on a level of playing field. We promote the exchange of information and deepen exchanges, including issues in their respective regions and matters related to management.



### • "Life Zack" disaster prevention business

#### • Suggestions for Disaster Prevention and Crime Prevention Catalog Businesses

In Japan, a country that is known for the country of natural disasters, it is necessary to be prepared daily to protect lives and property. We will work with you to propose new businesses by utilizing existing sales channels.



### • Collaboration with Welfare Workshops

We cooperate with welfare workplaces to pack boxes of stockpiled food sets for disaster prevention. We are actively promoting the creation of workplaces where people with disabilities can work together.



### • Disaster prevention equipment operation support

#### Timely Limit

This is a service that manages the expiration of client's disaster prevention stockpiles and medical supplies in a cloud environment and notifies them of the expiration dates by e-mail.



#### Heartful Baton

We will take back stockpiled food that has reached the end of its shelf life when we replace it with new deliveries, and donate it to needy people, facilities, disaster areas, etc. We will take back the food that has expired and donate it to needy people, facilities, disaster areas, etc. in cooperation with our partner NPOs.



### • Exhibitions and Research Conferences

We participate in the "Office Disaster Prevention EXPO" held at Tokyo Big Sight every year, and promote our disaster prevention and crime prevention product catalog "Life Zack". Our products have been covered by TV, newspapers, magazines, and other media.



Participating in an exhibition  
(office disaster prevention EXPO)





## Educational Sales

### ■ Educational Sales Team

## Proposals that lead to deeper learning

We offer a wide range of products for schools, including teaching materials, health room supplies, and other products.

### ● Training Sessions and Seminars

We hold regular training sessions in cooperation with the All Japan School Materials and Instructional Tools Cooperative (JKK). Our sales agents are invited to share useful information on new products, services, sales cases, etc. We also collaborate with the Ministry of Education, Culture, Sports, Science and Technology (MEXT) and other organizations for having lectures on future policies and frameworks for education in Japan.

We also hold online product study sessions. This is an exciting training session to deepen the appeal and selling points of our products.



JKK 官公需適格組合

全日本学校教材教具協同組合

Public Supply Qualified Associations

Union of Japanese Teaching Material(JKK)

JKK is the only association in the educational materials industry that has been approved as a government-supply-qualified association.

It will provide more effective teaching materials and teaching tools for teachers' daily classes by pursuing the "useful teaching materials and teaching tools of the day".



### ● Blackboard' s Top Replacement Project

This is an activity to transform old blackboards and desk tops into beautiful and durable blackboards and desks with antiviral effects by applying special melamine veneer. The experience of replacing these boards and desks has been well received by children as a way to nurture a mindset of using things with care and as a hands-on SDGs education program.



### ● Exhibitions and Health Care and Nurturing Division

Sanwa exhibits at various exhibitions of educational materials, such as "Health and Nurturing Research Conferences" with 1,000 attendees and special support education exhibitions held in various parts of Japan.

We are also developing activities to promote the Sanwa brand to school teachers so that our customers can recognize the brand.



### ● Boccia Experience

We hold boccia experience sessions throughout Japan, which attracted attention at the Tokyo Paralympics. Boccia is a sport with rules that can be enjoyed by anyone regardless of disability, age, or gender, yet it is a profound sport that requires a high level of strategy and teamwork. We hope to contribute to the further spread of inclusive education and the realization of a symbiotic society through our activities.



### ● Visiting Lecture (Class of Life)

As part of the integrated learning curriculum, we visit local schools to give on-site classes with our products. These classes are not only a great opportunity to teach students how to use the teaching materials, but also a chance for them to learn how to use the materials in a more effective way.

### Educational Sales department base

〈Sapporo Sales Office〉 3-28 Kita 32 West 5-chome, Kita-ku, Sapporo

〈Sendai Sales Office〉 102 Printemps Bell, 127-2 Sanhyakunincho, Wakabayashi-ku, Sendai

〈Fukuoka Sales Office〉 1-4-3 Enokida, Hakata-ku, Fukuoka City Kyushu Fukuoka Transportation Fukuoka Airport Distribution Center 2F





## Manufacturing One by One, for The User

Because our products are used in the fields of health, safety, and education, which are related to the lives of the people who use them, we are committed to manufacturing products with the highest quality.

### Manufacturing Department

We are doing "monozukuri" (that means manufacturing) mainly our original products. To offer consistent quality to our customers, cooperated with factories and material manufacturer who are essential partners in the production of high quality, and work closely with them. We also are flexible to meet our customer's needs.



### Mimy Electronics Business Department

Based on the belief of "high quality hearing aids at reasonable prices," we plan, manufacture, and sell products related to "hearing," such as pocket hearing aids and hearing testing devices. Our professional staff will be happy to assist you in your quest for better hearing.



(Mimy Electronics Business Department)  
6-16-1 Sakaemachi, Tachikawa City, Tokyo



(Sanwa Techno Center)  
412-2 Sannocho, Inage Ward,  
Chiba City, Chiba Prefecture

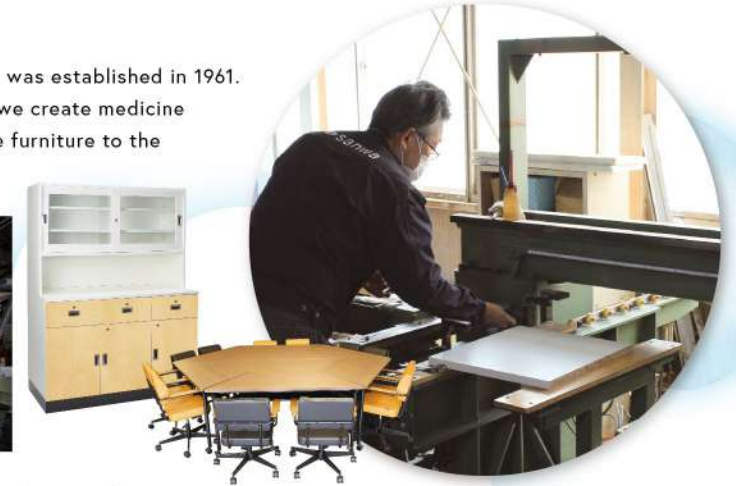


### Chichibu Wood Works

Chichibu Wood Works has a long history, was established in 1961. With accumulated skills and knowledge, we create medicine cabinets for infirmaries and custom-made furniture to the satisfaction of our customers.



(Chichibu Wood Works)  
4142 Yokoze, Yokoze Town, Chichibu District, Saitama Prefecture



### Nishiura Vinyl Factory

This factory is capable of processing various types of vinyl for use in plastic greenhouses and educational materials. Its strength lies in its ability to plan products and immediately produce prototypes.



(Nishiura Vinyl Factory)  
2F, 2-6-5 Nishiura, Funabashi City, Chiba Prefecture

### Aiwa Mac Division (Nihon Koki Seisakusho Co.,Ltd.) (Group company)

Planning and manufacturing of penlights for medical use. All processes of penlight production are carried out at a factory in Japan, where veteran(expert) craftsmen are skilled and dedicated to their craftsmanship.

(Nihon Koki Seisakusho Co.,Ltd.)  
4F, 2-6-5 Nishiura, Funabashi City, Chiba Prefecture





## Operation & Logistics

### Delivering "Satisfaction" to Our Customers

We support the foundation of our business and deliver heart-felt satisfaction to our customers so that they will smile when they receive and hold our products in their hands.

#### Operations Department

The Operations Section accepts orders from customers, controls the administrative department by placing orders with suppliers, and serves as a link to the production and logistics teams. The Operations Section promptly responds to requests for delivery date adjustments and inventory adjustments in the distribution process.



#### Logistics Department

The Logistics Department is responsible for receiving, stocking, inventory control, picking, packing, shipping, and, managing other logistics functions of the group companies in order to respond to orders with accurate logistics operations.

We also specialize in distribution processing, such as kitting, and collaborate with neighboring welfare workplaces to establish a distribution system that contributes to the local community.



〈Ichikawa Center〉



2526-32 Baraki, Ichikawa City, Chiba Prefecture

〈Fukuoka Center〉



Fukuoka Airport Distribution Center 2F, 1-4-3 Enokida, Hakata-ku, Fukuoka City

〈Yachimata Center〉



721-1 Yachimata, Yachimata City, Chiba Prefecture

## General affairs

### Supporting the Company

General affairs department protect the company's valuable assets and human resources and performs all business-related tasks.

It is a department that can be described as the "behind-the-scenes support" for the company.



#### Accounting Section

The Accounting Section is responsible for all aspects of accounting, including receipt and disbursement management, billing, and closing of accounts.



#### Human Resources Department

The Human Resources Section is responsible for all employee-related tasks and human resources training.

The section creates learning opportunities for employees to improve their knowledge and skills.

#### Management Section

The Management Section is responsible for planning internal events, general supervision, system management, and other aspects of the work environment.



In-house event (finishing party)



Environmental arrangement





CSR

## To Be a Company that Lives Together with Society

Sanwa have established a basic CSR policy based on the core ideas "Contribution to Society," "Appreciation for Our Friends," and "Creation of the Future" under the ism "What Can We Do for Others".

SEGMENT 1

### With Our Members

- Everyone, regardless of age, gender, or disability, can play an active role!
- Creating an organization that continues to be connected to society, without retirement.
- Support for childbirth and childcare, and support for the working environment!



SEGMENT 2

### With Local Communities Environmental Preservation

- Cooperation with special-needs schools and neighboring schools.
- Cooperation with employment support offices.
- Create an environment where everyone can enjoy to work.



SEGMENT 3

### With Our Business Partners

- Together with Business Partners
- We value our staff and all of our suppliers.
- Building a flat team that respects each other.



### 【Basic CSR Policy】

We will create an ideal symbiotic society by acting in accordance with Sanwa-ism and sparing no effort to improve our own will.



SEGMENT 4

### Donations and volunteer activities with a purpose and meaning

- Ongoing donations to local communities, UNICEF, and MEDECINS SANS FRONTIERES.
- Supporting the disaster-affected areas through volunteer activities and other supportive projects.

SEGMENT 5

### Contribution to the community and society through places and products

- Managing of community space named "Heart Bridges Garden."
- Lending of "simulated elderly experience materials," donations and educational activities to promote the spread of AEDs.



SEGMENT 6

### Environmental Conservation initiatives

- Selection of environmentally friendly, recyclable materials.
- Initiatives for environmentally friendly products and services.





Special support  
education items

## Creating "Things" and "Doing" that build bridges between people's thoughts and feelings

Heart Bridges is an activity to create "things" and "doing" that connect the hopes of people with disabilities that "want to be able to do things" with the support of their families and teachers. Heart Bridges are activities to improve the skills of living of children with disabilities and to support their self-sufficiency.



SEGMENT  
1

### Development of special support education items

#### Heart Bridges Smock

By gradually raising the level of development of each child, we can increase his or her self-confidence and motivation to take on challenges. Wearing the smock in daily life continuously will enable children to perform basic fingertip movements.



Learning materials



Bowknot practice apron



Knot practice furoshiki



Felt teaching materials



Luncheon mat

SEGMENT  
2

### Independence Support

#### ● Collaboration with Welfare Workshops

Part of the smock production is outsourced to Welfare Workshop in Tokyo.

#### ● Work experience

We accept students from nearby special needs schools for work experience.



## Heart Bridge Two objectives

### Knowing

Increase "I could do it" and become self-reliant

### Gathering

A place where families can talk about their problems without holding them in.



SEGMENT  
3

## Regional Cooperation and Creation of Support Environment

### (Heart Bridges Garden)



Triangle Lab 01 5F, 2526-32 Baraki, Ichikawa City, Chiba Prefecture

Heart Bridges Garden, with the themes of "Knowing" and "Gathering," is a place where children can freely try out teaching materials and teaching tools. We also have teaching materials and equipment available for free trial and lending. It is a community space that can be used by many people as a place for out-of-school learning for children in special-needs schools and classes, as a gathering place for parents, and as a training venue for teachers.



#### ● Exhibition of works We hold exhibitions of children's works and produce collections of their works.



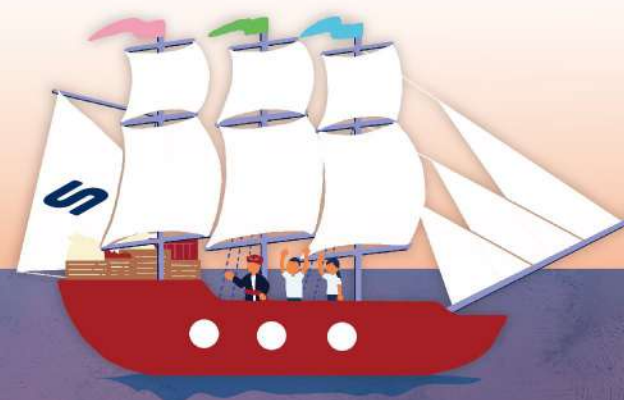
#### ● Holding events

Supporting the independence of people with disabilities We plan and host events.



#### ● Workshops

We hold workshops for children to make sweets with their own hands.





## Group companies

### Walking Together as "Team"

In the 60 years since our founding, we have asked ourselves, "What can we do to for others?", the number of people who agree with this idea and cooperate with us has increased, and a large circle has grown around Sanwa.

We respect not only our employees, but also everyone involved with Sanwa, and we will continue to work together as a team.

#### The Sanwa brand [Department/Factory/Office]

Planning Department	[MD Section] [Development Section]	Chichibu Wood Works	Manufacturing of wooden products
Sales Department	[Education Sales Section] [Corporate Sales Section]	Mimy Electronics Division	Development, manufacture, and sales of hearing aids and hearing testing devices
Operation Department	[Operation Section] [Manufacturing Section]	Nishiura Vinyl Plant	Manufacturing of vinyl products
Logistics Department	General logistics operations	Aiwamac Division (Nihon Koki Seisakusho)	Manufacturing of medical penlights
General Affairs Department	[Accounting Section] [Personnel Section] [Administration Department]		
General Management Department	Supervision of cross-departmental missions		

**Wansaka Corporation**

Wansaka is the operator of a comprehensive shopping site for health and safety. We publish "Wansaka Kids," a mail-order catalog for preschool and kindergarten children that protects their health and safety.

**sanwa Sanwa Shoji Co.**

With the aim of supporting children's education, Sanwa Shoji provides all kinds of goods related to educational facilities, focusing on physical and chemical equipment such as microscopes and laboratory instruments, and infirmity supplies such as scales of body and weight.

**Aiwamac Division (Nihon Koki Seisakusho)**

Manufacturing of medical penlights.

**NIKKO Nihon Koki Seisakusho Co.**

Since its establishment in 1952, the company has manufactured and sold protective eyewear, light-shielding goggles, face shield, welding shield, and other products as a manufacturer specializing in eye and face protection. We deliver products that protect "safety" in various work environments.

**Nishiura Vinyl Plant**

Manufacturing of vinyl products.

**Mimy Electronics Division Development**

Manufacture, and sales of hearing aids and hearing testing devices.

**Chichibu Wood Works**

Manufacturing of wooden products.

**共育三栄会 Kyoiku Sanei Kai**

This is an organization consisting of Sanwa's suppliers. We strive to develop new products and distribute them promptly by receiving feedback from school sites and striving to create products from Japan for children, who are the bearers of the future.

**Jkk Public Supply Qualified Association Union of Japanese Teaching Material(JKK)**

JKK is the only cooperative in the educational materials industry that has been approved as a government-supply-qualified cooperative. JKK is committed to providing products that are more useful for teachers in their daily classes by pursuing "teaching materials and teaching tools that are useful today".

#### Membership and Supporting Organizations

Union of Japanese Teaching Material (JKK)  
Japan Association for Promotion of Educational Technology (JAPET&CEC)  
Japan Educational Materials Association (JEMA)  
Japan Association for the Promotion of Science Education (JAPSE)  
Japan Audio-Visual Education Association (JAVEA)  
Japan Society of School Health  
General Incorporated Association PHR Council  
The AED Foundation of Japan



## Bring Our Will of Founding to the Future

### Establishment of Business

Manufacture and sale of scientific instruments and conduct research on greenhouses.



Yasuji Kobayashi



### Head office was builed compitly

Head office was builed in Tokyo Edogawa ward.



Kanji Uchiyama

### Name change of company

- Changed the company name from Sunframe Kogyo Co. to Sanwa Seisakusho Co.
- Strengthened manufacturing and sales of medical equipment with the addition of Kanji Uchiyama.

### Publishing catalogs

- Published the medical and welfare general catalog VOL28.
- Building distributors network



Published the disaster prevention and crime prevention.



### Capital Increase New Share Issue

Increased capital stock from 20 million yen 48 million yen.



Published "LIFEZACK No.1", a disaster prevention and crime prevention catalog.



- Published SQLabo No. 1, a general catalog of teaching materials
- Published "SQLabo Special Needs Education No.1", a catalog for special needs education.
- Nippon Koki Manufacturing Co., Ltd. was added to the group.



40th Anniversary Event

- Chichibu Wood Works was opened.
- Mimyo Electronics Business Department has started.
- Shinurayasu CORE-BASE was opened.
- Fukuoka Office and logistic center was opened



- CPR and AED Class Set Development Committee was established.
- Triangle Lab 01 was built.

1963

1978

1989

1998

2006

2008

2009

2010

2011

2012

2014

2016

2018

2019

2021

2022

### Founding of Company

- Established Sunframe Industries Co., Ltd. (Spun off from Sanwa Shoji with a capital of 20 million yen.)
- Promoted the production of gardening materials and greening business throughout Japan through mail order companies and trading companies.



- Established Wansaka Corporation.
- Published "Sun-Medey" catalog of consumables.
- Published "SQUIL No.1", a catalog for Sanwa Health & Welfare.



Company Name	SANWA MANUFACTURING CO.,LTD	Other offices	Shinurayasu Core Base(Chiba)
Establishment	1963		SanwaTachno Center(Chiba)
Founding	1978.02.08		Sapporo Office(Hokkaido)
CEO	Hiroki Kobayashi	Offices	Sendai Office(Miyagi)
Capital Stock	48 million yen		Fukuoka Office(Fukuoka)
Main Customers	Agents in whole Japan, specialized trading companies		Keiyo Logistic Center(Chiba)
Licenses	Second-class marketing license for medical devices	Logistic Center	Yachimata Center (Chiba)
	License for selling highly controlled medical devices		Fukuoka logistic center(Chiba)
	Licence for repaireing medical device repair business	Warehouse	Yachiyo Warehouse(Chiba)
	License for selling poisonous and deleterious substanc		Chichibu Wood Works(Saitama)
Head Office	4-11-8 Chuo Edogawa ward Tokyo Japan	Factory	Nishiura Nishiura Vinyl Factory (Chiba)
Ichikawa center(1-4F) Triangle Lab 01 (5F)	2526-32 Baraki Ichikawa city Chiba TEL : 03-5607-7811 FAX : 03-5607-7812		