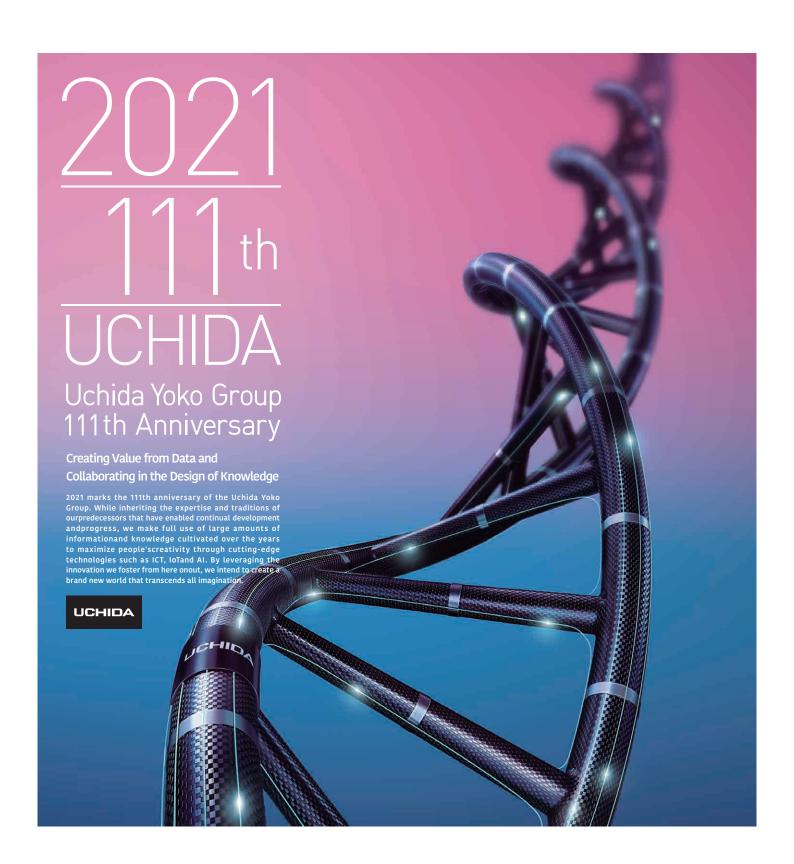
UCHIDA YOKO CO., LTD.

Company Profile of Uchida Yoko Group

CSR Report



Corporate vision

Creating Value from Data and Collaborating in the Design of Knowledge

Corporate philosophy

Through the creation of environments conducive to innovation and creativity, we play our part in building a better world for all and helping to deliver industrial prosperity and happiness for our employees.

Message from the President and CEO

Management Polic

Striving to Revolutionize the Ways We Work, Learn, and Cultivate Places and Communities

Greetings to our valued clients, business partners, local communities and shareholders. I would like to take this opportunity to extend my most sincere appreciation to you all for your ongoing support of our organization. It gives me great pleasure to announce that 2021 marks the 111th anniversary of the Uchida Yoko Group.

The working population in Japan is expected to contract due to the declining birthrate, and this will have a major impact on Japanese society and the industrial structure of the nation. Key clients of the Uchida Yoko Group—businesses, local and national government bodies and educational institutions—can expect to experience transformational changes, with 2025 looming as a major turning point.

The COVID-19 pandemic has spread through the world at an unprecedented pace. It has had a major impact on all areas of society, with a huge increase in the number of people working from home, schools moving to online learning and digital technology increasingly pervading the day-to-day operations of both public and private sectors. But if we take a broad overview, we see that falling birthrates and the coronavirus pandemic have both had a similar impact in terms of major changes in social structure. In other words, coronavirus has simply accelerated the medium to long term changes that we needed to make in response to our shrinking population.

In 2015 the Uchida Yoko Group released a new management policy predicated on harnessing our historical strengths to transform the way we work, learn and create spaces, with a view to the major changes in the social structure from 2025 onwards. This aligns with the key principles of the 2030 Sustainable Development Goals (SDGs) espoused by the United Nations, and also dovetails with the Society 5.0 blueprint from the Japanese government.

This year, as we mark our 111th anniversary, we reaffirm our commitment to the social responsibilities inherent in our management policy. We look forward to your continued support and engagement.

President and Chief Executive Officer

Noboru Okubo



Management Policy

Transforming Work,
Transforming Learning
and Transforming

Communities

Uchida Yoko is committed to the challenge of new value creation as part of our contribution to Society 5.0, the Japanese equivalent of the Sustainable Development Goals.



Transforming

Learning

towards student-centriclearning

Child-raising support for local communities

Making better use

A major transformation is underway in the nature of the education that the future leaders of society will receive at school, at university and in the workplace. As part of our commitment to ensuring that every young person is provided with opportunities for high-quality education, Uchida Yoko works with elementary, junior and senior high schools and tertiary educational institutions across the country to develop cutting-edge learning spaces and advanced ICT solutions that provide optimum learning environments accessible to any person, anywhere at any time.



Transforming Work

boosting intellectual productivity

In both the public and private sectors, there is an increasing awareness of the need to provide flexible workplaces that allow a greater degree of autonomy for self-directed work, as a means of boosting intellectual productivity. With extensive experience and expertise in both environmental solutions and ICT systems, Uchida Yoko is perfectly positioned to provide a range of services from workspace design through to ICT platforms that support working people. Let Uchida Yoko help you explore flexible new working arrangements that are not bound by conventional limitations of time and space.

Transforming Communities

e-government initiatives

Library solutions

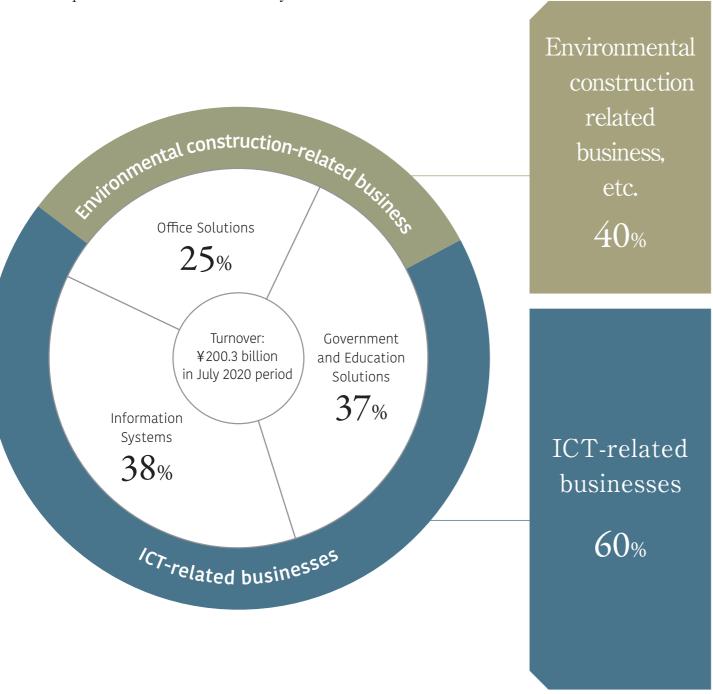
ising the ICT system

Industry development in regional areas, economic stimulus packages in urban areas

Uchida Yoko promotes regional innovation and regional economic development by bringing people together at local government offices, schools, libraries, community centers and other facilities and facilitating three-way regional collaborations between industry, government and the academic sector, supporting the development of local facilities and systems designed for local needs.

Creation of Group Synergy to Promote the Reformation of "Styles of Working," "Educational Systems" and "City Development Systems"

The Uchida Yoko Group has worked with a diverse range of public and private sector clients on a variety of different projects over the last 111 years including ICT and environmental solutions. We are undertaking a significant restructuring of our core business that will enable us to maximize the full potential of the entire Group in designing exciting new offerings to meet emerging areas of demand generated by the anticipated transformations in society and the industrial structure.



Business Structure of Uchida Yoko Group



construction-related business

ICT-related businesses

Private Market Business

Planning and development of office furniture



Products designed for flexible and autonomous workspaces

- Office furniture and furnishings designed to promote freedom of choice within the office environment and boost productivity while complying with social distancing requirements
- •High-quality office furniture and furnishings designed to environmental standards
 •ICT meeting and conference tools and digital signage

Office space design, development and transfer service



Spatial design of central office and satellite offices

- •We propose "active commons" facilities in which workers can personally select the optimal environments for their assigned tasks.
- •Environmental construction & engineering including the selection of furniture that match the office space and its interior design, ICT network, electronics, lighting and the style of working.
- Supervision and project management related to office relocation service including property searches, budget creation, contractor hiring, scheduling and cost management. Total support that spans the categories of investigation, implementation, operation and evaluation.

Smart office systems integration





REVZO To

Communication infrastructure and integrated building management

- Platform that supports any combination of SmartRooms booking system for meeting rooms, groupware and room booking systems and network equipment and devices, and integrates with worker location information (SmartRooms installed in 14,000 rooms at 470 clients as of January 2021)
- Network/cloud and AI/IoT based system that allows remote operation and monitoring of heating, cooling and lighting systems, error detection and fault prediction across multiple office buildings from any smartphone or tablet device

"Work style reformation" consulting service



Consulting Service with Independent Methodology and Numerous Achievements

The Change Working Consulting is a service that reforms styles of working, which is provided by the Chiteki Seisansei Kenkyujo (Institute of Knowledge Collaboration), an internal research institute of our group.

Services based on unique methodologies such as Change Working strategy map and scene making method

IT infrastructure development, cloud implementation & Security & Data manipulation



Cloud Network Building

- •Construction of server/storage virtualization integration infrastructure.
- Development of network infrastructure, and infrastructure for IP tel/video conferences for office buildings and several of its bases.
- •Security enhancement via integrated ID authentication solution, vein authentication and virtual desktops.



Security

- •Supporting multiple devices including computers and smartphones and providing protection against malware and unauthorized access to data
- Network security systems for telecommuting (working from home)
- •Integrated tracking of IDs and access privileges across multiple systems



Data manipulation

- Using data analysis of groupware, office sensors, and chronological workplace usage tracking to boost meeting efficiency and introduce more flexible working arrangements
- •Cross-referenced analysis of data generated by workplace systems in areas such as development, finance, accounts, client management, production and distribution

Meeting room solutions



- ICT solutions such as sensor-based spatial management and conferencing systems
- Installation/operation of telecommuting solutions using electronic whiteboards and teleconferencing systems

Document solutions



 Provide an efficient output environment by collaborating with various solution partners to connect core systems, cloud services, software, all-in-ones and printers together.

ECO solutions



 Provide a one-stop service to corporations, government agencies, school facilities, etc., that are taking energy conservation and environmental measures: LED lighting, investigation and proposals for energy-saving products, and its construction. Support the energy saving and cost reduction.

Digital finisher



 Post-processing machines for the digital finishing market (including sheet folding, cutting and counting machines)

Software licensing, IT asset management, kitting services

Managed services



Software licensing and subscriptions

- •Combined contracts and procurement services across multiple global licenses optimized for Japanese husinesses
- •Dedicated online marketplace for subscription services
- •Cloud management of software licenses IT asset contracts, inventory and finance management; global service fee optimization; subscription management and SaaS usage tracking



Asset management outsourcing

- IT asset management system
 IT asset management (ITAM) solutions geared toward universities and other educational institutions, local government agencies, corporations, etc.
- Service desks for businesses and schools, WiFi management, end-point security managed services, security patch tracking



Computer kitting and maintenance

- Multi-vendor, multi-OS and multi-device, hardware and software, on-site maintenance
- •Computer subscription services
- •Computer kitting
- •Operational support and deployment services from ICT support staff

Industry-specific ERP cloud services





Super Cocktail Core small business ERP solution

Launched in 1997, the Super Cocktail series is the top-selling ERP package for small business in the domestic market, used by over 5,500 clients in 450 different industries.

Food industry

For the food industry, we support for HACCP compliance through system integration, which can easily be expanded to add functionality such as food traceability. Incoming and outgoing delivery inspection is integrated with inventory management. Systems are tailored to specific processes from food manufacturing through to retail. Used in over 100 industries.

•Suitable for a range of industries including logistics, chemical products and equipment installation

Functions and features are tailored to standard business practice and expectations in each specific industry. Integrated control over all processes from procurement through to production and sale enables process optimization combined with the PDCA cycle for the manufacturing industry, while better external coordination helps to minimize administrative losses and reduce lead times.

•PROCES.S ERP system for construction industry

Used by over 350 construction companies, PROCES.S boasts a number of new features offering complete design freedom over internal controls and forms, as well as auto classification and APIs to support more flexible working arrangements.

Smaw apartment management system

Japan's leading apartment management system now provides enhanced mobile browsing and document creation features for improved information sharing with clients along with document control and exclusive equipment reports. Smaw also features an intuitive display showing repair history for the apartment block as a whole.

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ICT-related businesses

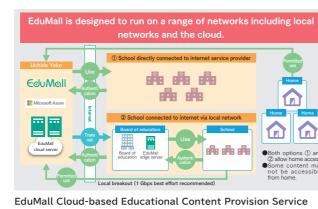
Education, public market business

Educational ICT

Building learning spaces for the cloud computing era that make use of each and every user console, based on a diverse range of educational ICT installation experience and school environment expertise

- •Creation of learning environments that facilitate ICT usage in interactive whiteboards, individual learning tablets •Comprehensive school affairs support systems to revolutionize
 - teacher working styles.
- •Design, construction, and server building for educational intranets, cloud computingenvironments and more. •Giga School initiative

akawa-ku Ogumiyamae Elementary School



- Annual-membership-based, cloud-based digital content provision service comprising approximately 1,100 different materials, including digital dictionaries, student texts and more
- Cumulatively introduce in 420 local governments and 7,500 elementary and junior high schools (as of January 2021)

 $\bullet \textbf{Student record integration feature combining enrollment details, grades, attendance } \\$ and health information.

•Adopted by Fukushima prefecture as preferred system for local government

•Links with attendance tracking; paperless solutions for document notifications,

•IMS technical standard OneRoster provides combined data analysis from two

event registration, travel management and attendance recording

sources—school administration and teaching and learning

L-Gate learning portal

- A computer for every required applications and user management
- •Complies with IMS

Deployment and

One computer per

Computer kitting

Design and deple

of education ICT

full cloud platform

Security networks

environment set-up

ronment including



User support

 ICT data verification, surveys, one-on-one interviews Equipment and software training troubleshooting by ICT support

School admin system

- Class design, programming nstruction, English language
- T skills training for teachers



Operation and maintenance services

- •Multi-vendor, multi-OS and multi-device hardware, software and systems maintenance
- Dedicated school help desk

University ICT





Evolved learning spaces for tertiary education settings

- simulated teaching nvironments, computer labs and CALL classrooms and nfrastructure such as schoolwide networks together with operational and support
- and BYOD (Bring Your Own Device) environments Solutions such as PAPYRUSMATE certificate issuing system designed to improve student services

University consulting



Support for the application for newly constructing universities and establishing a faculty department Support and information provision for the application for

- establishing a university department, or reorganizing/ converting a department. •Total planning and provision of school equipment, fixture,
- teaching and ICTrelated materials to construct the

Teaching materials School facilities and for schools



Science/special support

materials including science experin equipment and special support

equipment



Designing school facilities from the perspective of teachers and classrooms

- Proposals to design offices, etc. with layout designs and
- fixture plans of classroom environments and shared spaces.

 •Provide furnitecture, system storage furniture, etc. for newly constructing, extending, renovating and extending the lifespan of schools.
- experiment benches, cooking tables, clothes, desks, etc

Mail order business for schools



Assortment of about 21,700 educational materials that can be used during lectures

"UCHIDAS," a membership proposes and sells about 21,700 products that are necessary for school life including supplies for lectures, events, daily necessities, etc. to schools,kindergarten, nursery schools, etc. Teaching materials and equipment across all subjects at elementary, junior high and senior high school levels

Public facilities (welfare centers, hospitals and libraries)

Procurement of furniture and fixtures accompanying the opening and remodeling of welfare facilities such as special nursing home for the elderly.

- •Universal designs, sign planning, fixture installation and space designs for hospitals and medical facilities.
- Design layout of spaces, bookshelves and displays in museums and libraries; learning spaces incorporating locally sourced
- Tourism facilities, airport immigration facilities, luggage inspection facilities
- •Interior construction and sale of equipment for child rearing support centers, museums, etc.







Library solutions using the ICT system

Enrich the experience of users via a library system and reading passbook machines

- Provide "ULiUS," an ICT solution such as automatic lending machines, bookcollection inspections, etc. utilizing IC tags,
- to national public university libraries.

 •Implementation of "reading passbook machines" that imprint reading history data on passbooks by integrating



Offices for government agencies and ICT







- Realization of paper-free government operations. electronic document management and telecommuting work
- Introduction of various ICT equipment to boost productivity
- Network infrastructure building •Office layout design that promotes better communication,
- incorporates service design considerations, and offers other such benefits Consulting services related to new government building
- construction and existing building renovations •Design and development of Individual Number Card

Public cloud service



Cloud service that seamlessly connects schools, local governments, and regions

- Cloud managed services that handle IT tasks for educational and municipal institutions at high security.
- Uchida Shared Cloud Service provides cloud platforms tailored to client equirements (Microsoft Azure, Amazor WebServices, NIFCLOUD, LGWAN) •Uchida's system engineers with deep
- business knowledge and advanced technical capabilities provide a onesto service from planning, designing, implementation to maintenance

Core business systems, information on local residents, welfare business service



Total support for promoting the informationization of local public entities

- Optimization of administrative affairs, realization of digital government, and promotion of cloud
- systems for municipalities Proposals for local-government cloud sharing operations
- Support the construction and operation of an internal administrative system for resident information, taxes, welfare, and government
- Provide child rearing support solutions such as
- child welfare, child consultations, etc.

 "Kizuna" system, a solution for regional comprehensive support centers and nursing/ welfare facilities.
- Designing and construction of information

Investigation, research and consulting services

Institute of Knowledge Collaboration

知的生産性研究所

The Chiteki Seisansei Kenkyujo (Institute of Knowledge Collaboration) is an in-house research institute of Uchida Yoko established in 1989. It specializes in investigating and researching the methods for improving an organization's creativity, efficiency, and dynamism.

Business Summary

1 Change Working consulting service

Provides reformation-promoting methodologies, techniques and tools such as our "work style visualization support service," "work style reformation support service" and "individual services for reforming work styles" to companies and projects that are considering to reform their ways of working, and provides advice based on wealth of practical wisdom. We have served more than 193 projects (as of January 2020).

2 Investigation & research

The Institute of Knowledge Collaboration emphasizes processes that bridge management and on-site workers. The institute especially emphasizes and supports the fostering of shared mutual understanding of the effectiveness of visualizing the ideal ways of working that each on-site employee strives for by having them specifically imagine the ideal "work scenes" in their daily behaviors.

3 Active Commons approach to reforming workplace policies and practices

Uchida Yoko has been espousing the Active Commons approach to reforming workplace policies and practices since 2012. This is the notion of empowering the individual to choose their preferred location and functions in accordance with their work duties. The aim is to let office workers choose their work location and develop their personal skill sets by promoting communication beyond the boundaries of the organization, focusing on autonomy and promoting information sharing with others to generate administrative efficiencies.







Scene-making method Strategy map formulation method (tool to visualize the purpose, goal and means for the reformation)

Uchida Yoko Institute for Education Research

The Uchida Yoko Institute for Education Research is a research organization specialized in the education field exhibiting solid track record in various investigations and R&D related to education and learning. With the backdrop of experience and knowledge cultivated through collaborating with government and research agencies, as well as many years of business activities in the education field, the institute implements wide range of activities as a research institution that drafts the "grand design for the next-generation educational system."

Business Summary

1 Joint industry/government/academia research project 3 Creating educational communities

Promote education research projects on teaching and learning with various agencies including ministries, municipalities, enterprises, universities, advanced schools, etc.

- •Consigns educational investigation and R&D businesses
- •Promote independent research and joint empirical research related to the latest technology, theories, etc.
- •Provide consultation and implementation support to municipalities and educational institutions

2 Investigation & analysis business

Computer based testing (CBT)

Uchida Yoko has extensive experience and expertise in the design and implementation of CBT scholastic testing systems for elementary and junior high schools, along with descriptive grading regimes and post analysis of results. We were commissioned to conduct an ICT literacy survey in FY2013 and a national scholastic and learning snapshot of English speaking skills in FY2019.

No	Implemented	Survey title	Level
1	FY2013	ICT literacy survey	Elementary and junior high
2	FY2016	Initial trial of senior high school basic academic ability test (provisional title)	Senior high
3	FY2017	Initial trial of CBT* diagnostic learning test for senior high school students	Senior high
4	FY2018	National scholastic and learning snapshot (preparatory English)	Junior high
5		National scholastic and learning snapshot — Utilization survey research	Elementary
6	FY2019	National scholastic and learning snapshot (spoken English)	Junior high
	mouter Besed T		

Joint study with the Academic Center for Computing and Media Studies at Kyoto University on Al-driven

Activities for proliferation and raising awareness targeting municipalities throughout the country

New Education Expo

We plan and operate as a special sponsor of "New Education Expo." an education seminar and exhibition that has been active since 1995. We have nationally proclaimed researchers and practitioners showcase innovative initiatives and case examples, exhibit the latest learning environment, and support the provision of "a place to think about the future of education."

Educator community site Planning and operation of "学びの場.com"

" 学びの場.com" is a website that provides various education related information for teachers and parents, as well as for those interested in education.

Educational improvement based on data from AI engine developed by Kyoto University that generates instructional

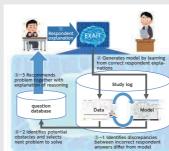
Uchida Yoko was selected to take part in the Technology development of next-generation artificial intelligence that evolves together with humans joint study involving Professor Hiroaki Ogata from Kvoto University and the New Energy and Industrial Technology **Development Organization** (NEDO).











Systems Engineering

Public Organization School Private enterprises

Network Infrastructure

- Private-sector company network base systems
- Local government network base systems
- School networks and computer labs
- Communication and collaboration environments
- Private-sector company systems (by specific field)

Business systems

- Network applications
- •Health and welfare operation systems •Local government

information systems

- School affairs support
- •Library systems
- •University general affairs systems

•Comprehensive operation support service

Combining Systems Engineering with Knowledge and **Experience**

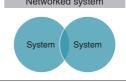
Admin systems design from ERP to scratch development, deployment of a massive network for the education market designed to accommodate more than 10,000 devices simultaneously, and design of groupware and digital platforms for private industry. Our system engineers, equipped with such a wide range of knowledge and experience, are able to bring together private-sector corporations, local government organizations and schools in ways that transcend the bounds of individual markets and industries. Moreover, they bring together a wide range of knowhow to operate projects based on newtype management frameworks and thus provide solutions to customer problems.

A Strong Focus on **Systems Engineering**

Uchida Yoko uses a multi-vendor approach to build ICT systems, leveraging this strength while focusing firmly on systems engineering that brings together value from a wide range of specialized fields and integrates it for wide-scale optimization with an eye to the emerging era of AI and IoT.



Networked system



System of systems Adding, modifying, Large scale size Monolithic to manufacturing Adding modifying vrapping Systems engineering geared towards overa

ICT solution development



Conference Room Platforms

We are integrating with groupware such as Microsoft 365 as well as security authentication and HR systems linked to sensors, network equipment and IoT devices in a variety of office workplaces to pursue employee position information and meeting scheduling. These functions are provided in the cloud environment in a user-friendly format that includes smartphone accessibility.



Integrated learning portal L-Gate support one computer per person



"ATR CALL BRIX," a language learning provides apps and user management to system utilizing research on the audio information process mechanism



Energy Wall digital signage application



"Future Class Room" Future-oriented Learning Spaces in Tokyo and Osaka

We developed proprietary technology based on education and research knowledge provided by various government ministries, research schools, and universities to conduct proof-of-concept testing for future-oriented practical ICT learning environments. Our Future Class Rooms are used by approximately 10,000 people annually, primarily comprising school-affiliated persor



"PAPYRUSMATE," an automatic certificate issuing system



tags that specializes in advanced scanning capabilities

Design



Spatial and architectural design

Our services include basic planning, design and implementation planning for user-centered intelligent design at companies, universities and other schools, local government offices, and other places of work and education. In recent years, we have begun offering architectural planning and design services as



2 Product design

Supports product planning, designing, promotion, etc. for single products to advanced system products.



3 System design

Develop optimal systems based on our knowledge on user interfaces and usability. Ensure client can keep using the system without discomfort by also providing support for content updates and operation.



4 Graphic design

Design realistic high quality HD digital contents via real-time 3DCG.



5 Contents design

Support the development and production of digital text books, teaching materials, etc. for education



Provided technical support to "Famous Calligrapher: Ougishi" (2013), a 140th anniversary pecial exhibition of Tokyo . National Museum. osted by Tokyo National



Special Exhibition at the Tokyo National Museum Technological Collaboration for the 2019 "Unrivaled Calligraphy Yan Zhenqing and His Legacy" Exhibition Hosted by the Tokyo

Utilization of domestic timber

Since 2004, Uchida Yoko has been carrying out woodeninterior renovations using domestically produced lumber through a wide range of different projects. We have pursued collaborative product development projects with local governments in lumber-production regions and actively promoted the introduction of wood-based interior designs in schools, companies, airports and other public-use facilities. Moreover, through the use of wood in child-rearing via child-raising support facilities, unit-type production, projects where children in local communities participate to help create new designs, hosting of educational seminars, and other such efforts, we have endeavored to expose people and communities to the wonders of wood materials and products. In order to promote the use of made-in-Japan wood materials in future local-region public facility construction projects, we are focusing on multi-contractor orders from the design stage onward and helping to coordinate lumber procurement and processing operations



Yamagata Prefecture Takahata Town Library

We used cedar and stone materials from the town of Takahatamachi, making use of color variations, knots and similar features of the lumber in the final interior design. The result was a 99% usage of locally produced wood materials. The bookshelves are capable of holding approximately 100,000 books and other documents in total, and smart tags (with IC chips) enable the use of automated book-checkout machines. By using the multi-contractor approach. we were able to achieve local material usage in this project.



Mokkuru, a municipal leisure center at Takahatamachi in Yamagata prefecture, is finished in raw timber that is sourced, sawed and processed locally



The Aiai Maternal Child Health Center at Toyota in Aichi Kanda University of International Studies KUIS8 prefecture features partitions made from cedar, cypress

Communal area for teachers and students made from timber and other materials produced within the city.



Yamato International Inc. mber sourced from Miyazaki prefecture



Human resource development service

Education support for IT training



- •We focus on the growth process of ICT resources, and prepare
- New employee training with wealth of experience (implemented at 1,000 enterprises)
- Young leader development training
- "Customized training," "open training," "e-learning"
- Provide a more effective training plan by combining optimal training solution with human resource training plan

Silver

Microsoft Partner

The Uchida Human Resources Development Center is a Microsoft HR-training "Silver Partner." We carry out training on cloud computing, security measures, networks and more, which proves useful in fostering human resources capable of carrying out digital transformation operations.

CompTIA

- CompTIA-certified Platinum Partner
- •Provision of practical training on ICT-related knowledge and skills, as well as teaching materials



- •Japan's largest courseware portal site, "e-MANABI"
- e-learning material development •Video shoot, editing, distribution
- •LMS (Learning Management System)
- •Web testing system
- e-learning operation support



Outsourced IT training

Operation of Registered Information Security Specialist (RISS) Training Courses

We operate courses to train personnel for Register Information Security Specialist (RISS) national certification, aimed at cultivating and securing human resources capable of handling cyber-security operations. Since 2017, we have worked under contract for Japan's Information-technology Promotion Agency (IPA) to conduct RISS-certification training courses.

Advanced IT human resource development program

- •AT basic course
- Security course
- •IoT basic course •Big data basic course
- Virtualization course
- Design thinking course

Ministry of Economy, Trade and Industry's "Fourth Industrial Revolution Skill Acquisition System"

Reスキル講座

- •ITSS Level 4
 - •Certified course: "AT Utilization Course"
 - •Certified course: "IoT
 - Utilization Course (Advanced)"

Uchida Yoko operations worldwide



■ Machine (Print Finishing Machines)



Uchida Yoko supplies a range of postprinting machines such as paper folders cutters, bundlers and counters. Uchida Yoko products enjoy strong market share at printing companies and offices around the world, particularly in Europe.

products and services throughout the world (with a particular focus on Japanese clients operating in east and southeast Asia). We are actively pursuing the development of good-quality low-cost products targeted at expanding markets in emerging economies.

Uchida Yoko boasts a truly global production and distribution network.

with sales outlets and agencies promoting trusted Uchida Yoko branded

Overseas Group Companies

- Uchida Yoko Global
- •Uchida Yoko Global Limited
- •Uchida of America, Corp.
- •Uchida Yoko Office Facilities (Shanghai) Co., Ltd.
- •Uchida MK Sdn. Bhd.

■ Stationery (Marvy-Uchida Markers)







Stationery products include a wide range of marker pens and other writing instruments for craft and hobby pursuits as well as for industrial and office use. Marker pens include cloth markers and other high-quality Marvy-Uchida that are popular throughout the world, particularly in North America.

■Office Furniture



We provide a range of unique value-add products primarily for Asian markets, such as the D-MOLO interconnected desk for large-scale control centers; the AJ chair, designed specifically for Asian markets with Japanese styling and build quality; and SmartInfill, which can be used to create flexible interior office configurations built around IT.

■ICT Products



SMART Board

user-friendly ICT tools for meetings and solution spaces, including projectors nonitors, wireless presentation equipment and electronic whiteboards for remote collaboration and

data transfer in real time.

We supply a range of

■Education Products





Digital Microscope

of electronic whiteboards and other ICT products, along with classroom science materials and supplies and language learning

We provide

a full range

The Uchida Esco Group provides products, technologies and services rooted in a "heartfelt hospitality" approach in order to meet customer needs for working and learning spaces, serving customers at private-sector companies, educational institutions, public facilities, welfare service facilities and elsewhere. The Group's corporate philosophy—their value system—centers on making contributions to society, and their professional services, which support customer ICT-use environments and office environments, are divided into the four fields of comprehensive maintenance services, comprehensive networking services, office system services and customer solution services.

Three functions that support the LCM service

We provide LCM (life cycle management) services that support our client's ICT environment from implementation to operation The following 3 functions support our LCM service:

"Kitting Center" that handles the initial setup of high volume of PCs and tablets.
"Help Desk Center" that handles end user inquiries. "National bases" of engineers to provide a multivendor support.



Kitting Center (maximun throughput = 40,000

Help Desk

Offices: 21

Offices: 18

Uchida Yoko IT Solutions Co., Ltd.

Daiwa Onarimon Building, 6-1-11 Shimbashi, Minato-ku, Tokyo 105-0004

Based on a responsive localized customer support network as well as longstanding expertise in industry types and administration, we have boosted our capacity to accommodate diversifying client requirements and advanced IT technology and created a structure for providing high-quality, low-cost information services. We are proposing and supporting Uchida Yoko products Super Cocktail, Kizuna, the proprietary Usolia series of applications, the construction industry cloud ERP system PROCES.S and the cloud-based apartment management system Mansion 21 Smaw throughout the country.

Uchida Systems Co., Ltd.

14F, Kayaba-cho Tower, 1-21-2 Shinkawa, Chuo-ku, Tokyo 104-0033

At Uchida Systems, our mission is to create spaces that encourage interaction and outcomes and cultivate an organizational culture that promotes work, study and enjoyment. We provide a comprehensive range of products and services ranging from planning and consulting through to system design, installation and operation. With our unique methodologies and industry expertise, we assist clients in the three domains of offices, schools and welfare facilities in identifying key issues and challenges and creating optimized solutions.

Service base

Uchida Human Development Co., Ltd.

Offices: 2

7F. KFC Building, 1-6-1 Yokoami, Sumida-ku, Tokyo 130-0015

Over 30 years of experience and track record providing corporate training and human resource referral services based on ICT. With the motto of "fostering and meeting inventors who create the future," we foster young leaders who take initiatives in the next-generation ICT society, and introduce proactive human resources to organizations. For schools, we focus on education digitalization and lectures utilizing ICT, as well as foster human resources capable of massively contributing to the society. Our mission is to keep developing radiating "workplace and learning spaces."

POWERPLACE Inc.

Offices: 4

2-4-7 Shinkawa, Chuo-ku, Tokyo 104-0033

Powerplace provides various designs and solutions to offices, schools, public facilities, etc. such as space designs, product designs, interior designs, facility management, product management, digital content creation, etc. Our slogan is "POWER TO THE PLACE." While designing places for working, learning and gathering, and developing spaces full of power, we promote relational designs that utilize ICT. We also foster shared values by collaborating with regional entities primarily through the utilization of domestic raw resources. We are also working to create empathy value in conjunction with regions with a particular focus on using domestically sourced materials in line with the SDGs.

Hundred System Co., Ltd.

3F. Sumisei Kowa Toyocho Bldg., 2-3-25 Toyo, Koto-ku, Tokyo 135-0016, Japan

Our vision is to grow as a specialist group that is heavily trusted by our clients nationwide through the provision of high quality services that utilize ICT. We provide various services including ICT tag-utilizing library systems for public libraries and schools, systems and cloud services for financial accounting and document management for regional municipalities, help desk services to private and public groups, etc., supported by our wellversed specialist team with wealth of experience in the development and implementation.

Uchida Spectrum Inc.

Offices: 3

Across Shinkawa Building Annex, 1-16-14 Shinkawa, Chuo-ku, Tokyo 104-0033

Since our founding in 1995, we have engaged in sales of corporate-customer software licenses while also offering services related to software contracts, compliance, cost optimization consulting, global contract and procurement support services, software asset management (managed services), Windows 10 managed services, and more in order to facilitate proper software life cycle management at customer organizations. In addition, we began offering our Uchida Spectrum ITAM Integrated Lifecycle Service (USILIS) in 2019.

Uchida Spectrum ITAM Integrated Lifecycle Service (USILIS)

We provide education, consulting and managed services on software licensing management in relation to VMO (vendor management office) construction and operation support. We also have experience in mega-vendor license stock-take analysis and auditing support, and can assist with enterprise and organization compliance and software license optimization.

Uchida Techno Co., Ltd.

Offices: 7

2F. Forecast Kavabacho. 1-10-14 Shinkawa, Chuo-ku, Tokyo 104-0033

Uchida Techno handles construction of ICT facilities (network, security, lighting, etc.), and supports its operation and maintenance. Our services include "interior design ×ICT design/construction," "sale of printing/binding equipment," "sale of school lab experiment tools" and "support & maintenance." With the motto of "delivering technologies through our hearts" to "work environments (places for working)," "living environment (places for living)" and "social environments (places for gathering)," we provide a heart-felt service through the "creation of the value of comfort" and our ological capabilities" to meet the needs of our changing time

Uchida Business Solutions

Offices: 3

3-4-34 Nionohama, Otsu-shi, Shiga 520-0801, Japan

We implement community-based sales primarily to Shiga and Kyoto by proposing ideas for "places for working and learning" that integrate space and ICT designs to general enterprises, government offices, public facilities, social medical facilities, etc.

Overseas Group Companies

Uchida Yoko Global Co., Ltd.

Offices: 2

2-4-7 Shinkawa, Chuo-ku, Tokyo 104-0033

Uchida Yoko Global Limited

Unit 06B, 25/F, Nanyang Plaza,57 Hung To Road, Kwun Tong,Kowloon, Hong Kong

Founded in 2011. Involved in importing overseas products into Japan, selling domestic Uchida Yoko products in foreign territories and coordinating tripartite trade arrangements from four bases in Tokyo, Hong Kong, Shanghai and Germany. Key product lines include production printing post processing machines such as card cutters and sheet folders as well as packaging machines, Marvy Uchida markers, office furniture and school ICT devices. In China, Uchida Yoko Office Facilities (Shanghai) supplies office furniture for the domestic market and for export, and also provides design and construction services for offices and retail outlets.

Uchida of America, Corp.

3535 Del Amo Blvd., Torrance, CA 90503 USA

With our office and delivery base located in California, we distribute and sell Uchida's stationary brand, Marvy Uchida, all over the U.S. Recently, we've been increasing our share in the hobby craft segment due to our increasing transactions with large retailers such as Walmart, Michaels, Hobby Lobby, etc. Our popular products include Chalk Marker, Fabric Marker and Le Pen. We've also recently started entering the comic market such as by exhibiting at the New York Comicon.

Miscellaneous

Uchida Yoko Business Expert Co., Ltd.

Sumisei Kowa Toyo-cho Building, 2-3-25 Toyo, Koto-ku, Tokyo 135-0016

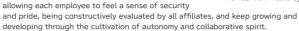
Uchida Yoko Business Expert is a shared service center that handles administration and ICT services for the Uchida Yoko Group, and optimizes our group management

Production base

Suntech Co., Ltd.

Kanuma Industry Park, 8 Satsuki-cho, Kanuma-shi, Tochigi 322-0014

We design, develop, manufacture and sell office furniture and educational devices, notably table systems and lockers that support various work scenes that arise as a result of "work style reformation." Our vision is to keep growing and developing through our craftsmanship.



Taiyougiken Co., Ltd.

Offices: 2

385-1 Omama, Omama-machi, Midori-shi, Gunma 376-0101

We started out making rotary press machines, then branched out to other areas of paper processing such as folding and collating. In recent years we have expanded into new product fields such as bankbook readers, miso soup servers and hand sanitizer dispensers. With seamlessly integrated production processes from mechatronics design through to final product assembly, we are always looking to improve and always striving to maximize product quality.



CLEAN&GO

Uchida MK Sdn. Bhd.

Lot 719, Persiaran Kuala Selangor, Seksyen 26, Kawasar Perindustrian HICOM.40400 Shar Alam. Selangor Darul Ehsan, Malaysia

Uchida Yoko MK produces a range of unique and attractive products that are designed and manufactured in Malaysia in accordance with stringent Japanese quality control standards with a strong focus on product

safety and reliability. Our main product lines are office furniture, including chairs, meeting tables and System Desks, and industrial furniture, such as chairs for clean rooms typically used for production of semiconductors, food products and medical supplies. We supply clients in Japan as well as the ASEAN region and the Middle East.

Marvy Corporation.

5F, Hulic Hachobori Building, 2-12-15 Shinkawa Chuo-ku, Tokyo 104-0033

We globally distribute stationaries for hobbies and crafts such as Fabric Marker and Le Pen (our best sellers) through our domestic and group companies. In the domestic market, we also manufacture and distribute designing tools for training industrial designers at industrial high schools, universities, etc. Our headquarter is located in Tokyo, and have manufacturing bases in Tatevama City. Chiba Prefecture and Yonezawa City, Yamagata Prefecture. Seamlessly integrated in-house manufacturing system encompassing all processes from product planning and design through to molding and ink production.





Uchida Yoko's Performance Highlight

■ Consolidated performance (as at July 20 2020)

Sales Trend (Million Yen)



Operating Income Trend (Million Yen)



Ordinary Income Trend (Million Yen)



Trend of Net Income Attributable to Parent Company Shareholder (Million Yen)



16

Uchida Yoko Group

111th Anniversary

Uchida Yoko was founded in 1910 in Dalian, China. Yoko is the Chinese term for a shop run by foreigners; at that time, the word also symbolized the frontier spirit demonstrated by those who took on the challenge of starting up a new business in a foreign country.





Overview of Mantetsu

The Southern Manchurian Railway Company (Mantetsu) was founded in 1906 and expanded on a wide scale to include roughly 400,000 employees throughout China, with business focused primarily on the railroad industry.

The pioneering spirit of founder Kotaro Uchida

Kotaro Uchida was born in 1871, the second son of renowned jujutsu master Tatsuzo Munetaka

Uchida of Takuhan (now the city of Taku in Saga prefecture).

This was a time when the samurai class was rapidly disappearing under the Meiji Restoration.

Having experienced grinding poverty that threatened the very survival of his family, the young Uchida was determined to make something of himself as a pioneer in the new world.

In 1893, Japan was working feverishly to achieve industrial modernization and

national prosperity while building up her military capacity.

At 22 years of age, Uchida journeyed alone to Tokyo, and started working

at the Yokohama Post Office run by the Ministry of Communications.

He was transferred to the Taipei Post Office in 1900, shortly after the end of the Sino-Japanese War, to work as a surveyor for the Taiwan Land Bureau, a job that saw him travelling the length and breadth of Taiwan.

Shortly after he arrived back in Japan the Russo-Japanese War broke out.

Uchida volunteered to serve in the railways field army and was dispatched to Manchuria.

When the war ended abruptly, the field army was converted into the

Southern Manchurian Railway Company.

Kotaro Uchida became and employee of the Southern Manchurian Railway Company in 1907, at 36 years of age.

Corporate Spin-off from Mantetsu to Create Surveying and Drawing Tool Sales Company Suitaigo

However, Kotaro Uchida quit his job at Mantetsu at the age of 38 in order to rebuild the Uchida household's business. Utilizing the skills he acquired as a surveyor, Uchida founded the independent company Suitaigo in the Chinese City of Dalian's Hitachi-cho district in 1910. Suitaigo was a seller of surveying and drawing tools, which had proved vital in Mantetsu's expansion, and this company would later become Uchida Yoko.



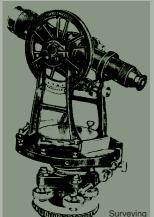
Founder Kotaro Uchida

1910

Foundation of Uchida Yoko

Kotaro Uchida retired from Manchurian Railway at the age of 38, with the aim of reviving the Uchida family, which was his utmost desire. In 1910, he took advantage of his technical ability as a surveyor and founded

"Suitaigo" (predecessor of Uchida Yoko) in Dalian, China, a wholesaler for Manchurian Railway that distributed surveying engineering and drawing tools that were indispensable for Manchurian Railway to expand its business. After establishing its Chintao branch in 1914, it mainly operated in Manchuria and had 20 branch offices during its peak. It initially distributed famous imported goods such as the "L.C. Smith typewriter," "Bates Automatic Numbering Machine," etc.





L.C. Smith typewriter



Newton design drawing

"Hemmi Bamboo slide rule," - the engineer's friend and its Domestic Production

It eventually became the exclusive distributor in Japan of "Hemmi Bamboo slide rule" an advanced calculator at the time that was a must-have for engineers and expanded its business. Through this development, the phrase "slide rulers = Uchida Yoko" was coined, which domestically skyrocketed its profile. In 1927 when the domestic production of the slide ruler was further encouraged due to the prohibition of importing office equipment with the backdrop of global financial crisis, Uchida published its own PR magazine and implemented authentic high quality original products

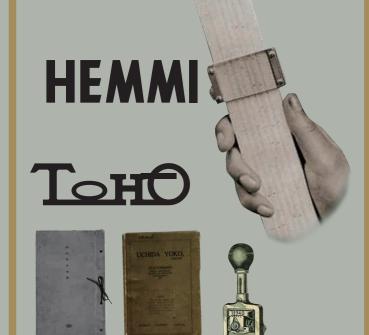
such as the first-ever domestically produced

"Toho automatic number stamper

as well as the highest-grade

domestically produced

"Pike top grade pencils, "Millet Western films," etc.



First edition of

Focus on classroom teaching

The humble slide rule made a significant contribution to the postwar rebuilding effort. It was formally adopted into the school curriculum, and Uchida Yoko immediately set up a national network of agencies to supply slide rules to schools. However the slide rule was subsequently abandoned under new education reforms, so the company shifted its attention to microscopes and other supplies tailored to the new emphasis on science education. Uchida Yoko helped to promote science in Japan by delivering presentations on teaching materials and classroom experiments in conjunction with local Boards of Education around the country. In addition to promoting school-based education in general, Uchida Yoko played a pioneering role in the industry with respect to equipment and facilities as well as the utilization of information in the education sector.



Teaching Materials for Science



Uchida Presentation on teaching



Pioneer of the trade show

Uchida Yoko produced the first Japanese-made automatic number stampers and typewriters that were marketed in the 1920s under the Toho brand. This pioneering spirit was carried on under the first president Kenmin Uchida, who launched a number of innovative products including Magic Ink in 1953, which he discovered in the United States, as well as the Kent KD drawing set from Germany, considered a premium quality product at the time, 1955 saw the release of the Taiyo Calculator, the first ever manual calculator made in Japan. Kenmin Uchida explored new avenues such as the "business show" the first exhibition of its type in the industry.







Kent drawing set

Exclusive distribution rights for the Casio compact relay computing

In 1957, as part of a drive to boost efficiency in industry and position Japan as a science and technology superpower. Uchida Yoko signed an agreement with Casio to become the domestic distributor of the Casio 14-A the world's first ever compact relay computing machine.



1962

Efficiency improvement in industry USAC, the first Japanese-made office computer

Buoyed by strong sales of the relay computing machine and determined to be part of the as-vet untapped domestic market for electronic computers, in 1962 Uchida Yoko launched a business tie-up with Unoke Denshi Kogyo, a manufacturer in Ishikawa prefecture that had just finished development of an early electronic computing machine. Shortly thereafter came the announcement of the first Japanese-made compact electronic computer, known as the USAC. followed by the IC mounter and a succession of new machines. Uchida Yoko played an important role in promoting the take-up of office computers in Japan by introducing industry innovations such as lease-plan sales and unbundling of hardware, software and maintenance services.

USAC



1965 USAC 1010

Sleek and efficient steel System

The advent of office machines and equipment generated demand for dedicated office furniture capable designed in accordance with the speed and efficiency of the modern workplace. The first steel desks were embraced by public and private sectors alike. Next to appear was the new System Desk, followed by a succession of products modeled on the Total System concept.



Exclusive distribution rights for the Seiko desk calculator

In April 1967 Seiko announced the USAC 10B, the first IC-only electronic calculator in Japan. In 1968, Uchida Yoko acquired distribution rights for the Seiko S-300 desktop calculating machine in conjunction with Hattori Jewelry Store. The first scientific computing machine incorporating diode transistor logic circuits to appear in Japan, the S-300 was enthusiastically received by privatesector researchers, universities and government research agencies alike.



SEIKO S-300

ICT in the education sector

In 1981, Uchida Yoko released TES (Total Educational System), our conception of the role of computing technology in the modern classroom. This was followed in 1984 by the launch of the CAI-ACE education system, a combination of computers and other forms of education technology providing a visual and voice communication environment in five key domains: computers, linguistics, word processing, CAD and audio-visual. CAI-ACE was the first and only Japaneseproduced computer-based teaching system with fully integrated hardware and



1989~

Institute of Knowledge Collaboration Established the Uchida Yoko Institute for Education Research

Founded in 1989, the "Institute of Knowledge Collaboration," an internal research lab, conducts investigation, research and elucidation with the goal of intellectual creation, and has been investigating and researching ways of working since its inception. By 1998 with the backdrop of experience and knowledge cultivated through collaborating with government and research agencies, as well as many years of business activities in the education field, the "Uchida Yoko Institute for Education Research" was founded, which draws the grand design of the next-generation educational systems.

IT Business Endeavors

In the year 1995, which saw the release of Windows 95, after receiving authorization from Microsoft Solution Providers and major software sellers, the Group established the company Uchida Spectrum. In 1997, the Group began selling its Super Cocktail enterprise resource planning (ERP) and core operations software, and in 1998 Uchida Esco made its debut as a publicly traded company providing multi-vendor system support for IT devices and began, as industry pioneers, promoting the spread of IT and software.

2000~

Business Reforms for the ICT Era

In response to widespread dissemination of the Internet in the first decade of the 2000s, the Group took part in the Ministry of Internal Affairs and Communications' 2003 EduMart Verification Testing Program, and based on the knowledge gained therein launched EduMall, an educational content provision service, in 2005. Making use of networking technologies, the Group began fullout content provision operations for schools. Later on, in pursuit of organizationwide ubiquitous information space building rooted in the concept of networkspace merging, the Group opened its Ubiquitous Co-Creative Space CANVAS facility (2008) enabling free and unrestrained utilization of ICT founded in proprietary know-how. Through these efforts, the Group established "FUTURE CLASS ROOM" practical active-learning spaces in 2010, founded on joint industry-government-academia research utilizing knowledge and experience from the education industry.

The Group launched its industry-first Change Working Consulting Services in 2010, consisting of consulting services aimed at working-style revolutions that foster strong yet flexible organizational cultures, and in 2012 the Group

embarked on its Change Working in-house proof-of-concept project for their hypotheses at their Shinkawa No. 2 Office. Thereafter, they began developing their conference room platform technology. Uchida Yoko continues to reform its business operations with the goal of creating value from data and collaborating in the design of knowledge.



Ubiquitous Co-Creative Space CANVAS in Tokyo (2008)

110th anniversary

About UCHIDA YOKO

Title	UCHIDA YOKO CO., LTD.
Founded	February 1910
Incorporated	May 1941
Capitalization	¥5,000 million (as of July 20, 2020)
Employees	3,184 (as of July 20, 2020)
Representative	Noboru Okubo President and Chief Exective Officer
Uchida Yoko group companies	Consolidated subsidiaries = 17, Affiliated companies accounted for using the equity method = 3, Other affiliates = 15 Total = 35 Plus four overseas subsidiaries (America, Malaysia and China x 2) (as of January 20, 2021)
Securities Code	8057
Listed market	Tokyo Stock Exchange First Section

Facilities

Shinkawa Headquarters	4-7, Shinkawa 2-Chome, Chuo-ku, Tokyo 104-8282 Japan
Osaka Branch Office	2-2, Izumimachi 2-Chome, Chuo-ku, Osaka 540-8520 Japan
Hokkaido Branch Division	Level 1, Sapporo Factory 1-jo-kan 1-1, Higashi 4-Chome, Kita 1, Chuo-ku, Sapporo-shi, Hokkaido 060-0031 Japan
Kyushu Branch	Akasaka Center Building 9-27, 2-Chome, Daimyo, Chuo-ku, Fukuoka-shi, Fukuoka

810-0041 Japan

Shinkawa No. 2 Office	Uchida Yoko Shinkawa No. 2 Office 3-9, Shinkawa 2-Chome, Chuo-ku, Tokyo 104-0033 Japan
Toyocho Office	Sumisei Kowa Toyocho Bldg. 2-3-25, Toyo, Koto-ku, Tokyo 135-0016 Japan
Sendai Sales Office	Level 6, Sendai Higashiguchi Building 4-22, Tsutsujigaoka 2-Chome, Miyagino-ku, Sendai-shi, Miyagi 983-0852 Japan
Yokohama Sales Office	Level 11, Yokohama Minato Daiichi Seimei, Building 6-6, Kinkocho, Kanagawa-ku, Yokohama-shi Kanagawa 221-0056 Japan
Nagoya Sales Office	Level 13, Nagoya Marubeni Building 2-2, Nishiki 2-Chome, Naka-ku, Nagoya-shi, Aichi 460-0003 Japan
Kyoto Sales Office	Room E-202, Urbanex Oike Building East Wing 361-1 Umeyacho, Kurumaya Oikesagaru, Nakagyo-ku, Kyoto 604-8185 Japan
Kobe Sales Office	Level 12, Makler Kobe Building 2-2, Kumoi-dori 4-Chome, Chuo-ku, Kobe-shi, Hyogo 651-0096 Japan
Hiroshima Sales Office	Level 3, Matsumura Building 13-18, Otemachi 3-Chome, Naka-ku, Hiroshima-shi, Hiroshima 730-0051 Japan

Overseas Group Companies

Japan Uchida Yoko Global Co., Ltd.	4-7, Shinkawa 2-Chome, Chuo-ku, Tokyo 104-8282 Japan
China Hong Kong. Uchida Yoko Global Limited	Unit 06B, 25/F, Nanyang Plaza,57 Hung To Road, Kwun Tong, Kowloon, Hong Kong
China Shanghai. Uchida Yoko Office Facilities (Shanghai) Co., Ltd.	Room 2902-1, No.580 West Nanjing Road, Jing An District, Shanghai, 200041 China
Germany Uchida Yoko Global Limited	Prinzenallee 7/Prinzenpark 3.+5. Etage, 40549 Duesseldorf, GERMANY
The United States of America Uchida of America, Corp.	3535 Del Amo Blvd., Torrance, CA 90503 USA
Malaysia Uchida MK Sdn. Bhd.	Lot 719, Persiaran Kuala Selangor, Seksyen 26, Kawasan Perindustrian HICOM, 40400 Shah Alam, Selangor Darul Ehsan, Malaysia

Uchida Yoko support Wheelchair Rugby!



2018年、世界選手権優勝。

車いすラグビー日本代表はきっと、何度も挑戦を続けてきたから強くなれた。 壁にぶつかるたびに考え、試行錯誤と失敗を繰り返し、 少しずつ、ほんの少しずつ成長を続けてきた。

前進を続ける彼らを支えることが、私たちの誇りになる。

株式会社内田洋行は、車いすラグビーを応援しています。





株式会社内田洋行 広報部 〒104-8282 東京都中央区新川2-4-7 TEL:03-3555-4072 FAX:03-3555-4620 E-mail:info@uchida.co.jp www.uchida.co.jp



4-7, Shinkawa 2-Chome, Chuo-ku, Tokyo 104-8282 Japan Corporate Communication Department February 2021



UCHIDA YOKO Web Site



Uchida Yoko New Graduate Recruitment