 住江織物株式会社



SUMINOE

Suminoe Group

Suminoe Co., Ltd.

Nov. 13, 2013

Corporate Summary

- Name of Company: Suminoe Textile Co., Ltd.
- Year of Establishment: 1883
(Founder Denshichi Murata began manufacturing carpets.)
- Foundation of Company: December 25, 1913
(Suminoe Textile Joint-Stock Company)
- Change of Organization: December 26, 1930
(Suminoe Textile Co., Ltd.)
- Capital: 9,554,173,950 yen (About 100 million USD)
- Number of Employees (As of May 31, 2013): 238
(Consolidated group companies: 2,401)

**The 100th anniversary of our incorporation.
(The 130th anniversary of our founding.)**

Consolidated Financial Results

	Millions of Yen					Thousands of U.S. Dollars
	2013	2012	2011	2010	2009	2013
For the Year:						
Net Sales	¥81,898	¥75,324	¥70,892	¥70,033	¥71,374	\$810,871
Operating Income	2,057	1,031	1,184	1,806	79	20,366
Net Income (Loss)	820	626	662	1,413	(850)	8,119
At Year-End:						
Total Assets	¥80,091	¥76,663	¥72,878	¥74,383	¥68,483	\$792,980
Total Equity	32,503	29,049	28,101	28,249	25,049	321,812
Per Share (Yen and US dollars):						
Net Income (Loss)	¥10.86	¥8.29	¥8.77	¥18.69	¥(11.24)	\$0.11
Share Holder's Equity	388.59	347.22	334.31	342.50	326.20	3.85
Cash dividends applicable to the year	5.00	5.00	5.00	2.50	2.50	0.05
Financial Ratios (%):						
Equity Ratio	36.6%	34.2%	34.7%	34.8%	36.0%	
ROE (Net Income Base)	3.0	2.4	2.6	5.6	(3.2)	
ROA (Ordinary Income Base)	3.1	1.7	2.2	3.1	0.2	

Notes: 1. U.S. dollar amounts are converted from Japanese yen amounts at the rate of U.S.\$1 to ¥101, the approximate rate on May 31, 2013.

Notes: 2. Basic net income (loss) per share of common stock is computed based on the weighted average number of shares outstanding.

Global Presence



Business Introduction

Interior Décor



Biwako Hall Center for The Performing Arts, Shiga

Arts and Crafts Textiles



National Theatre of Japan (Tokyo) Large Theatre:
Plush hand-woven curtains "Flowers and Grass of
the Four Seasons", Height 7.5m/Width 24m

Automotive Textiles



TOYOTA : ALPHARD

Interior Materials for Trains/Buses/Ships/Aircraft



Central Japan Railway Company , West
Japan Railway Company : Shinkansen
N700 series

Functional Materials

Sumitron® Recycled Polyester Yarn



Electric Carpets



Air-filter Products



Tispa Deodorization Related Brand



Affiliated Companies

- **Interior Decor**
 - **Suminoe Co., Ltd.**
 - Runon Co., Ltd.
 - Suminoe Logistics Co., Ltd.
 - Suminoe Works Co., Ltd.
 - Sewing Hyogo Co., Ltd.
- **Automotive Textiles**
 - Suminoe Teijin Techno Co., Ltd.
- **Interior Materials for Trains/Buses/Ships/Aircraft**
 - Marunaka Souei Co., Ltd.
- **Functional Materials**
 - Suminoe Nakacho Device Technology Corporation
- **Kansai Laboratory Co., Ltd.**
 - Kansai Laboratory Co., Ltd.
- **Factory**
 - **Suminoe Techno Co., Ltd. (Nara, Shiga)**
 - Tango Textile Co., Ltd.
 - Teijin Tecloth Ltd.
 - Owari Seisen Ltd.

Suminoe Co., Ltd.

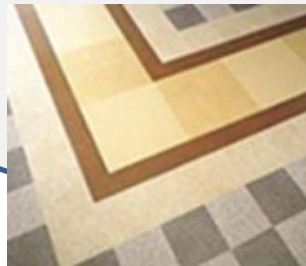
- Foundation of Company: December 1, 1998
- Capital: 300,000,000 yen
- Number of Employees (As of May 31, 2013): 419
- Net Sales: 24 billion yen
 - Carpet Tile 14%
 - Wall-to-Wall carpet 5%
 - Rug 22%
 - Curtain 16%
 - Others (Wallpaper etc.) 43%



Suminoe inspires you with Total Interior Solution



PRODUCTS



Why choose Suminoe's Carpet Tile?



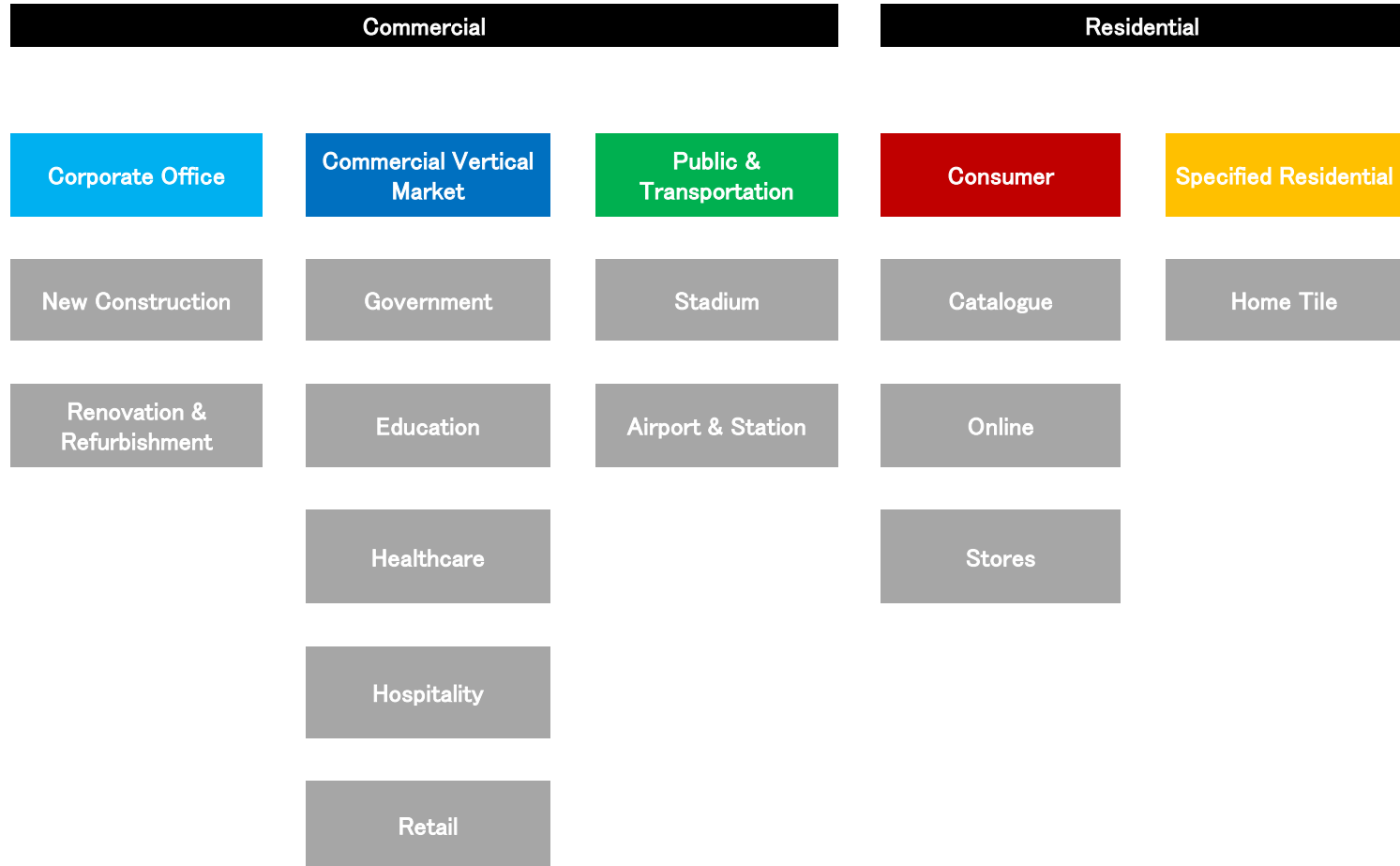
CLEANSE

Suminoe Tufted Carpet tile

Started the production of Carpet tile in year 1980 as the pioneer in Japan
Annual production of over 4 million m² of tufted carpet tiles with broad
product portfolio in more than 30 collections

- Face yarn in Solution dyed, Piece dyed, Printed
 - Nylon 66
 - Nylon 6
 - Polypropylene
 - Polyester (Sumitron® Recycled from PET bottles)
- Construction from 1/8, 1/10, 1/12”
 - Loop (Level, High & Low)
 - Cut & Loop (including Tip-sheared)
 - Cut
- Backing
 - PVC/DINP (non-use of DOP)
 - ECOS® recycled PVC
 - Cushion (Polyester felt)
- Superior functionalities

Market Platforms - Segmented Approach



Global Growth Platform



Value-added Backing Options

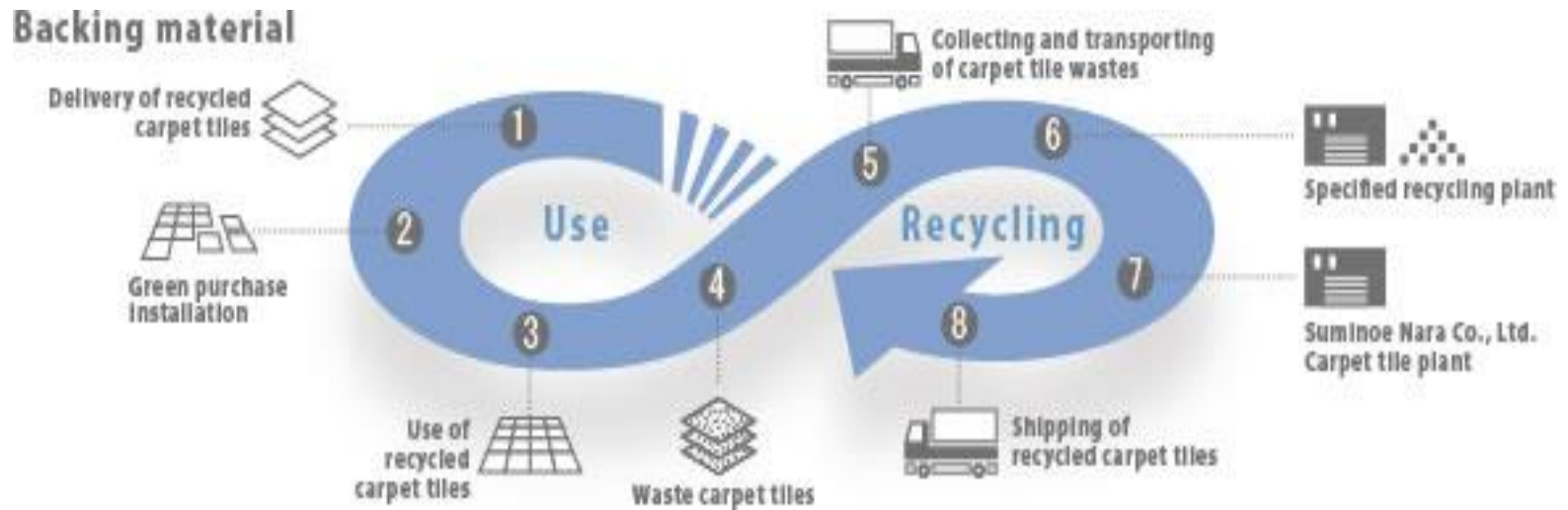
- PVC/DINP
 - Selective use of plasticizer **DINP** instead of DOP (DEHP)
 - DOP: REACH Substance of Very High Concern (SVHC)**
- ECOS®
 - Cradle-to cradle recycled PVC
 - World top level recycle ratio up to 74%
- CushionBac
 - Excellent sound & shock absorbing capabilities, providing superior underfoot comfort and positive firmness



ECOS[®] Recycled Carpet Tiles

Renewing waste carpet tiles as resources.

Collecting waste carpet tiles from the market and recycling them as backing materials – that's the ECOS Recycle System.





ECOS[®] Resources for the Future

- **Achieved the world's top level recycled material ratio.**

The ratio of recycled materials in most recycled carpet tiles in the market ranges from about 25 percent to a little over 40 percent.

ECOS has achieved the recycled material ratio of up to 77 percent*, far superior to existing ones.

※ In the case of SG-300 and SG-400.

- **Controlling safety with selected raw materials for recycling. There are not a few recycled materials whose origin is unknown.**

ECOS only uses waste carpet tiles as the materials recycled for the backing material to secure safety by controlling the origin of materials in a visible manner.

- **Reducing substantial amount of CO2 emissions compared with existing products.**

The "ECOS SG" series uses Suminoe's original polyester material SUMITRON[®] made from recycled PET bottles in the surface pile material. The series has reduced a higher amount of CO2 emissions than Suminoe's existing products by 40 percent or more in the LCA assessment.

The product weight was also reduced by about 5 percent, resulting in lower transportation loads.

SUMITRON[®] (Recycled Polyester Yarn)

Recycled polyester SUMITRON[®] made from waste PET bottles is used as the surface pile material.



VOC (formaldehyde) Control

- Formaldehyde emission rate from interior materials regulated/certified by NIF (Nippon Interior Fabrics Association)
- 3 classification

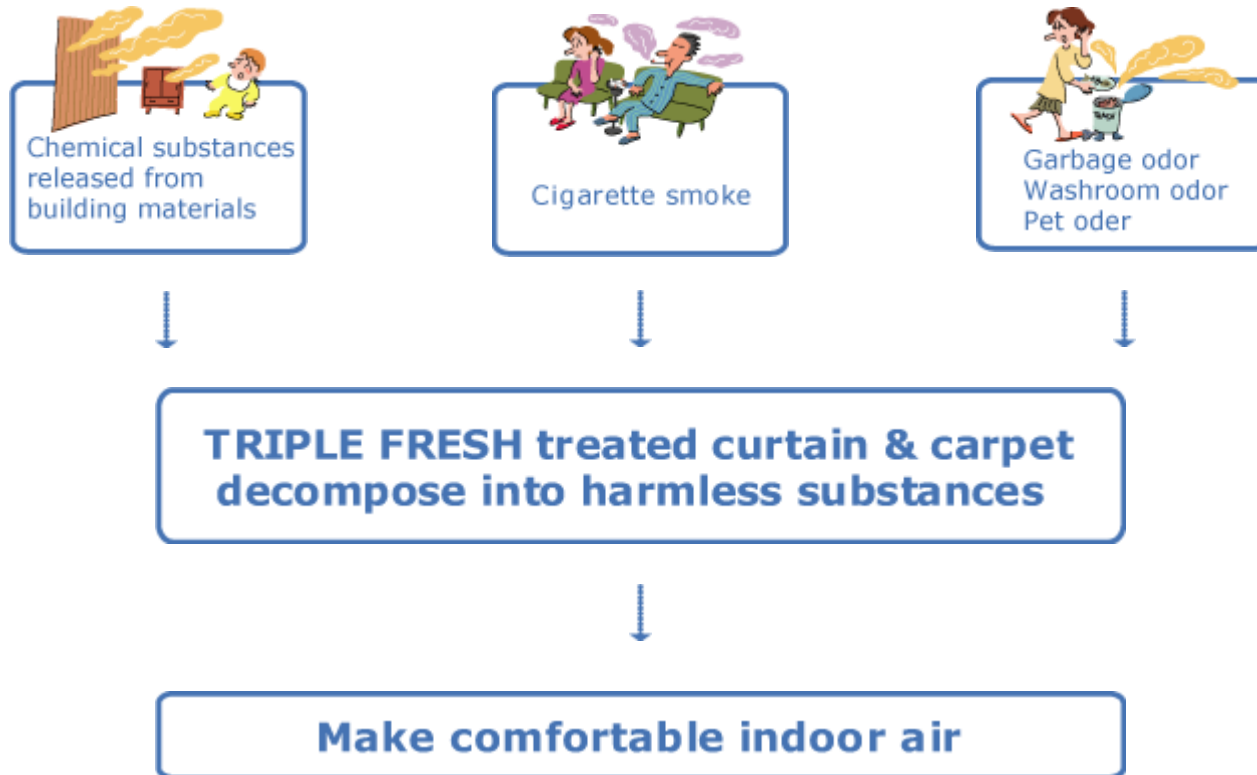
F☆☆☆☆	Less than 5 $\mu\text{g}/\text{m}^2\text{h}$	low
F☆☆☆	Less than 20 $\mu\text{g}/\text{m}^2\text{h}$	↑ ↓
F☆☆	Less than 120 $\mu\text{g}/\text{m}^2\text{h}$	high



統一マーク

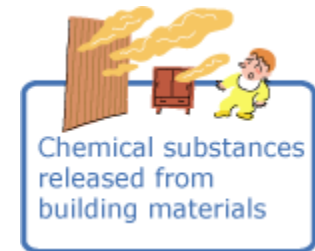
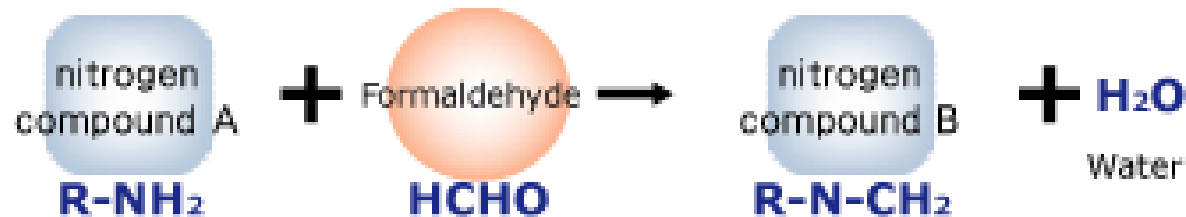


Air Cleaning Tiles - Permanent Deodorizing Finish

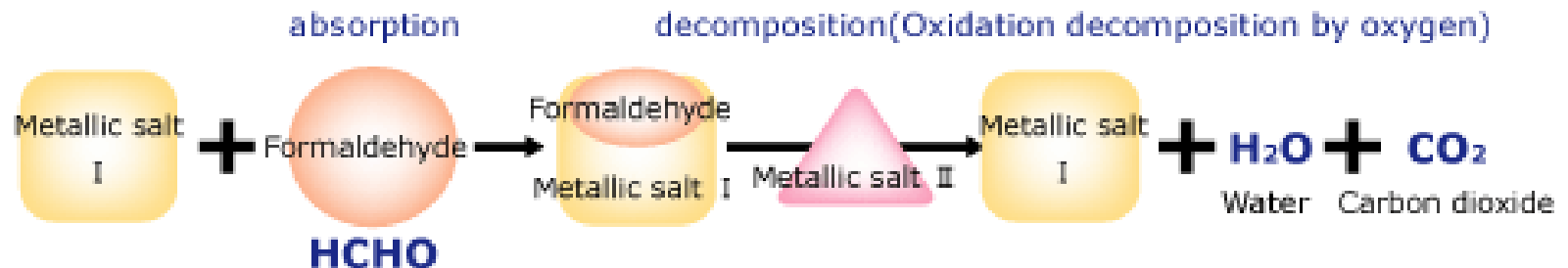


(I) Form Fresh

- Chemical Reaction Mechanism



- Chemical Absorption & Decomposition Mechanism



(II) Cigar Fresh

Material Quantity contained in one piece of cigarette(μg)

- Nicotine 100 ~ 2,000
- Aldehyde 60 ~ 1.630
- Acetic acid 500 ~ 1,000
- Ammonia 10 ~ 150
- Hydro sulfide 25 ~ 110



(III) Odor Fresh

4 Major malodorous substances and sources of generation

Substance	Smell	Source of generation
Ammonia	Smell like feces	feces, sweat
Trimethylamin	Smell like rotten fish	rotten fish, sweat
Hydro sulfide	Smell like rotten egg	rotten egg, feces, foul breadth, kitchen refuse
Methyl mercaptan	Smell like rotten onion	rotten onion, feces, foul breadth, kitchen refuse





Triple Fresh® Plus

- Indoor environmental pollutants



- Care related odors



Triple Fresh® Plus

Global Recognition of Suminoe Carpet Tiles

As proof that our products have been tested and certified by an independent laboratory and met the most stringent criteria/standards for low VOC emissions and being environmentally friendly.

- ECO Mark
- CRI Green Label plus (*1)
- Australia Green Tag
- Singapore Green Label



*1. Carpet systems that meet or exceed CRI's Green Label Plus programs can contribute one full Indoor Environmental Quality Credit to the LEED ratings of the U.S. Green Building Council .

Highlights

- Suminoe, leading manufacturer of carpet tiles in Japan, moves to global market with a presence over four continents.
- Suminoe has lessened its dependence on the mature office market, establishing diversified end use markets that include non-office commercial markets, emerging markets, and consumer.
- Suminoe's global sales and marketing capabilities have created significant growth in emerging markets which will experience growth faster than developed countries.
- Suminoe propose new guideline on sustainability, with revolutionary thought ECOS® 'Resources for the Future'.