



Komamura Corporation

Corporate Profile

Company:

Komamura Corporation

Board of Directors:

Tosh Komamura, president

Established:

March 1947

Banks:

UFJ Bank, Kyobashi Branch, Tokyo

Mizuho Bank, Kobunacho Branch, Tokyo

Head Office:

Komamura Bldg. (5 stories)

3-2-4 Nihonbashi, Ningyo-cho, Chuo-ku Tokyo

1.5km from Tokyo Central Station

1.0km from Tokyo City Air Terminal (TCAT)

Tel. 03-3808-0118

Fax: 03-3639-3239

Osaka Branch:

2-10-2 Minami-Horie, Nishi-ku, Osaka

Tel. 06-6535-9213

Fax. 06-6535-3207

Warehouse:

c/o Teiso, 2-10-21 Saga, Koto-ku, Tokyo

Business Building to let:

(B2, B1 ~10 stories)

Fully occupied by Tenants

1-10-12 Shinsaibashi, Chuo-ku Osaka

Business Line:

1. Originally designed Horseman Professional Camera Systems for distribution in Japan and export to approx. 40 countries overseas
2. Import of professional photographic equipment from Europe and U.S.A. under exclusive arrangement to distribute in Japan
exclusive agent in Japan for the following companies
 - Rollei for medium format camera systems Germany
 - Minox for classic camera systems Germany
 - Rodenstock for large format lenses Germany
 - Gossen for exposure meters Germany
 - Wolf for camera tripods Germany
 - ExpoDisc for white balance Filter U.S.A.
 - Lisco for sheet film holders U.S.A.
3. Import of broadcasting and professional video equipment and accessories from U.S.A. and Australia under exclusive arrangement
Exclusive Agent in Japan for the following companies
 - Anton Bauer for pro video battery systems, U.S.A.
 - Miller for pro video camera support systems, Australia
 - Century Optics, U.S.A
 - Glidecam, U.S.A

Sales Outlets:

1. Photographic
Professional Photographic Dealers nationwide
 - *Horseman Professional Dealers (HPD)
 - *Rollei Professional Dealers (RPD)Camera Shops
 - *Nationwide chain stores
 - *Mail Order Houses
2. Video
Sales subsidiaries to video camera manufacturers, such as
 - *Matsushita System Sales companies (PSSM)
 - *Victor Service Engineering (JVC)
 - *Sony Marketing (Sony)
 - *Hitachi
 - *Ikegami Communication Professional Dealers

Organization

- Management Assistant Group
 - *New Business Development
 - *Corporate Strategy Planning
- Camera Sales Group
 - *Sales of camera systems through authorized dealers in eastern Japan
- Broadcasting System Sales Group
 - *Sales direct and through dealers as well
- International Sales Group
 - *Distribution to worldwide exclusive agents for Horseman products
- Marketing Group
 - *Establishing marketing plan, sales promotion and production of all artworks by in-house designers
- Osaka Branch
 - *Sales of camera systems through authorized dealers in western Japan
- Fukuoka Branch
 - *Sales of camera and video systems in Kyushu island
- Product Development
 - *Research and Development of Horseman camera systems and organization of project team with outside sourcing staff
- Customer Service Group
 - *Repair services provided by manufacturers' authorized in-house technicians
- Purchasing Group
 - *All purchase orders both to domestic and overseas vendors are center controlled
- Shipping and receiving
incl. Product Inspection
- Accounting
 - *International accounting system is being operated

Komamura's Business Operations and Facilities

1. All Communications with overseas vendors are being handled in English by our skilful staff in purchasing, international sales and management assistants on daily basis. (1/3 of employee are skilful in English)
2. Computer Networking System has been established to support all communications, data processing and administration.
3. Daily Inventory Check Up at the warehouse makes effective and immediate support possible in replying to customers who require the precise availability.
4. Established Nationwide Dealer Network in camera market thanks to a long time presence in the photographic industry
5. Spacious Working Environment for inspection of the products on arrival as well as shipping and receiving operation at the outsourcing large warehousing facility near headquarters.
6. The New Dealer Networks in Computer and Electric industries are planned to be established for the new products to be imported.
7. High End Quality Products will be promoted effectively thanks to the long time experience in selling high end photographic and broadcasting products to the niche markets.
8. In-House Artwork Production can be prepared by the fully employed D.T.P. graphic designers to enable speedy exposures of all advertisements and timely presentation of marketing plans.
9. A Quick Decision Making Process is authorized and guaranteed by sole proprietary management.
(No.4)