

We will act as an international corporation with a global outlook and mindset.

In order to ensure the delivery and ongoing worry-free use of our products worldwide, our Group companies and distributors in various countries maintain strong mutual relationships to support customers and achieve sound corporate growth.

Business Development with a Global Outlook and Mindset

EIZO is represented in over 90 countries and regions worldwide by a network of 17 Group companies and 20 distributors.

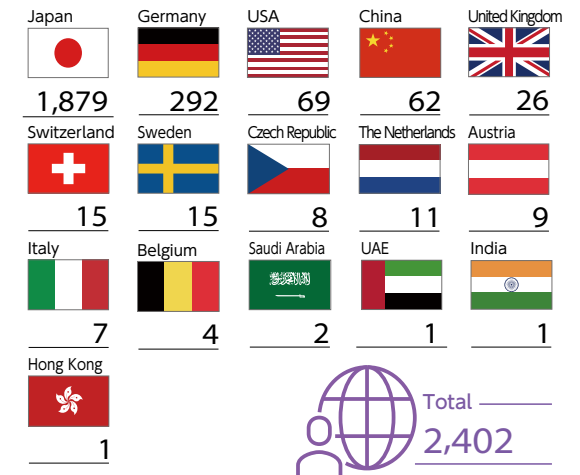


*1 EIZO Europe GmbH is headquartered in Germany with branch offices in Belgium, Italy, the Netherlands, and the Czech Republic.

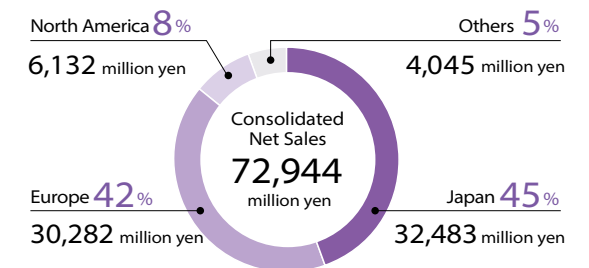
*2 EIZO GmbH is headquartered in Karlsruhe with a branch office in Plauen.

- EIZO Corporation (R&D, manufacturing, sales and marketing)
- Group companies (R&D, manufacturing, sales and marketing)
- Group companies (sales and marketing)
- Distributors
- Countries where EIZO products are sold

► Numbers of Employees by Country (as of March 31, 2019, includes temporary workers)



► Composition of Net Sales by Region (FY2018)



*Net sales figures are broken down by country or territory where the customers are located.

Development and Production Network Coherent Development and Production System

The EIZO Group has three production sites in Japan, Germany, the United States and China, forming a network that maintains a coherent development and production system throughout the Group. This enables us to apply stringent quality control from development to production, promote the creation of development synergies that maximize the strengths of each base, and construct an optimal production system for each market and customer. In addition, we promptly share information obtained in the course of development and production along with opinions and requests obtained from markets and customers to incorporate into product development and customer support.

Sales Network Group Companies and Distributors

EIZO products are sold in more than 90 countries and territories through our Group companies and 20 global distributors (as of June 2019).

Direct Sales System

Our business extends to healthcare, graphics and V&S (Vertical & Specific) markets. Customers in these markets demand direct, ongoing communication with the manufacturer as well as solid global support. To effectively respond to these specific market environments and diversified sales channels, we have sales subsidiaries in the United States, United Kingdom, Germany, Switzerland and Sweden. We strive to achieve further business growth in Europe by reinforcing regional sales in North America and Europe. Furthermore, to expand our sales activities into emerging markets, where our specialized markets are expected to grow, we have employed local sales staff in Saudi Arabia, the U.A.E. and India and are enhancing our approach to customers.

One Country/Territory, One Distributor System

From the very beginning of selling proprietary products outside Japan, we have adopted a one country/territory, one distributor system, in which a single distributor (or Group company) is responsible for all sales within a given country or territory. This unique system enables us to accurately discern customer needs in each country or territory by distributors or Group companies that fully understand the culture and values of their respective regions and provide optimal products. It also allows us to offer products through sales methods that are appropriate for each country or territory.

EIZO United

Group companies and distributors gather once a year at the EIZO Corporation headquarters to participate in technology showcase and general and individual meetings to deepen their understanding of EIZO's business direction and products. In fiscal 2018, 86 people from 30 countries and regions visited the headquarters to exchange information on their mutual activities and thus broaden their collective base of knowledge while forging closer ties between Group companies and distributors.



Mindset as an International Corporation—Efforts Related to Conflict Minerals

Important mineral resources used as raw materials for components in IT, electronic, and other products and quarried in troubled and high-risk regions, including the Democratic Republic of the Congo and its neighboring countries, are associated with concerns that they may be linked to the funding of organizations responsible for various problems. These include fraudulent activities, human rights violations, forced labor and child labor, environmental destruction, and money laundering. The EIZO Group considers this issue a social responsibility and aims to ensure that the procurement of minerals used in its products are not linked to conflict or fraud. To that end, the Group reviews and confirms with its entire supply chain that specific mineral resources (tantalum, tin, tungsten, and gold, which are four minerals defined as conflict minerals in the Dodd-Frank Act of the United States, and cobalt) are purchased from suppliers not involved in any misconduct. If there is risk of involvement, the Group will work to eliminate it. In addition, the Group is a member of the Responsible Minerals Initiative and provides consistent support for responsible sourcing activities from conflict and high risk areas.