

#### The Nineteenth Issue

## SHAREHOLDER NEWSLETTER

(January 1, 2013 through December 31, 2013)

Stock Code: 4840

## **Management Principles and Corporate Philosophy**

## **Management Principles**

We aim to realize the following management principles:

## 1

We strive to become a corporate group that values customer-centered innovation and ingenuity.

## 2.

We strive to become a corporate group that pursues a socially and environmentally responsible path toward economic success.

## 3.

We strive to become a corporate group that provides employees with safe and pleasant working environment where they have opportunities for growth and learning.

## 4.

We strive to become a corporate group that establishes cordial relationships with all stakeholders namely shareholders, customers, employees, business partners, and society.

## **Corporate Philosophy**

We are committed to accomplishing the following three "Is" and to create a new corporate value:

## Insight

We, with sharpened insight, apprehend needs of our time clearly and precisely, to be always ready to contrive visionary plan for new business development for you

## Integrity

We, every single member of us, diligently mold corporate culture of dignity, integrity and honor

## Initiative

We take initiative and act proactively whenever we conduct business

## A Message from the CEO

Japanese economy in 2013 continued to be stable because of weaker yen and higher stock price prompted by so-called Abenomics boom, specifically, massive monetary easing and fiscal stimulus policies launched by Prime Minister Shinzo Abe. His key economic growth strategy, however, lacked substance. Economy in coming few years will face challenges as we already witnessed Nikkei boxed in range. Foreign investors show their disappointment over too abstract growth plans and

concern over negative effect of consumption tax increase. Looking at the world economy, despite maintaining 2 percent economic growth, the U.S Federal Reserve started to taper its quantitative easing policy. Austerity seems to be still only option for European economies. East Asian economies including China, which enjoyed rapid growth not so long ago, are now across the board running out of breath. After all global economy remains grim. Japanese economic outlook for 2014 would be

dependent on how far yen can fall. If USD/JPY reaches a level of 110 yen, negative effect of consumption tax increase would be offset and even the inflation target of 2% would come into view. Japan could engineer a soft landing.

Amidst such changing socio-economic situation, sweeping restructuring of TRIiS Group we have been tackling for last couple of years enters into the last chapter. At the same time, each of TRIiS two strategic business units (SBUs) explored new business ideas and we already embarked on one of them. Operating profit, ordinary profit, net profit before tax both in the consolidated and standalone basis all ended in the black for the first time since its inception. As for consolidated financial results, fashion brand business posted operating loss because of increased scrap-and-build cost for rebranding of CLATHAS. On the other hand construction-consulting business remained in surplus. Standalone results again this year posted ordinary profit of 264 million yen with significant revenue growth from loyalty of licensing business and dividend received from subsidiaries. It enabled us to allocate dividend resource. TRIiS Group is surely on a sustainable growth path.

The TRIiS Group's septuplet structure upheld by TRIiS International Co.,Ltd. our subsidiary in Taiwan, TRIiS Business Services Co., Ltd., Selective Co., Ltd., Tokyo Blouse Co., Ltd., Hamano Inc., and Crearia Co., Ltd. will be reinforced further in fiscal year 2014. We continue to aim for a corporate group being a small, size-wise, yet top and shining in its industry with taking advantage of intellectual capital, and a corporate group unaffected by business fluctuation. The vision remains intact.

TRIIS stock price is nearly doubled backed by bullish trend in the stock market. We continue to pay dividends to show our appreciation as much as possible. TRIIS reported sales for fiscal year 2013 of 4,527 million yen, with operating profit of 90 million yen and net profit of 65 million yen. As for TRIIS fashion brand business, despite of significant increase in royalty income, saturation and excessive competition of the market and increased rebranding-related cost of CLATHAS led to an operating loss. On the other hand, construction consultant business secured operating profit despite the decreased sales.

In fiscal year 2014, I am convinced expansion of trademark licensing business and evolution of new CLATHAS will translate into growth in earnings. Construction consultant strategic business unit will create a new market.

We have paid dividends for the last three consecutive years. We will continue to pay dividend in 2014 by increasing sales and profits. We will make earnest efforts to be your safe and sound long-term investment through nurturing our Group companies as a pure holding company specialized in corporate rejuvenation.

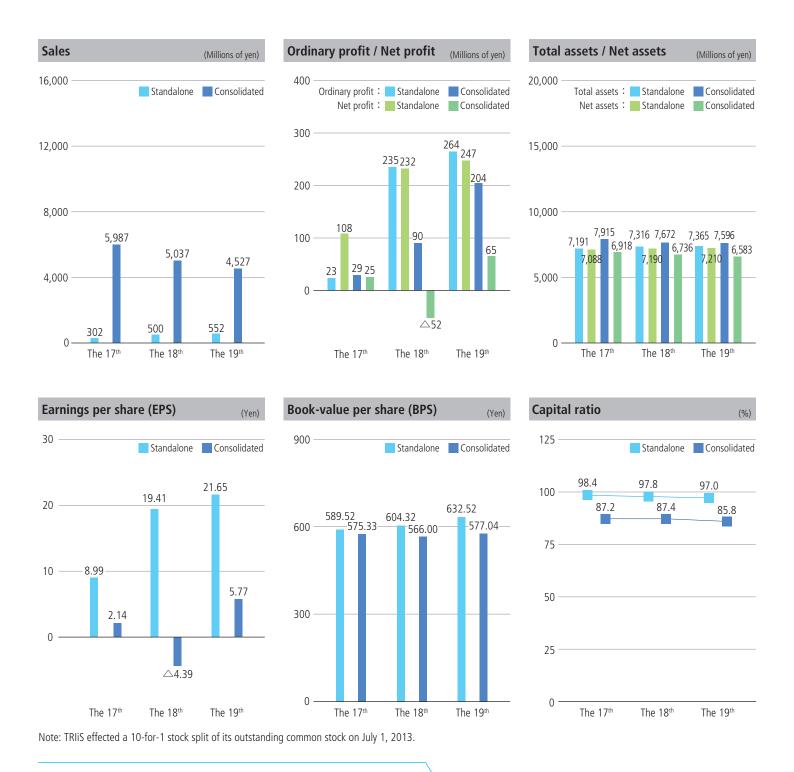
Enhancement of corporate value is important for all of the stakeholders surrounding the TRIiS Group including shareholders. I will make sure that all of management decisions are economically rational and led toward corporate value enhancement.

I would like to thank you, our shareholders and our customers, for your continuing support and loyal patronage.



Hitoshi Ikeda
Representative Director and CEO
TRIIS Inc.

## **Financial Highlights**



## The 19th Shareholder Newsletter Financial Highlight

Consolidated sales decreased by 10.1% from 5,037 million yen to 4,527 million yen. Ordinary profit, however, as a result of continued efforts to reduce cost of goods sold and selling, general and administrative expenses, significantly increased to 204 million yen (90 million yen in 2012) with operating profit of 90 million yen (52 million yen in 2012) and posted proceeds from selling investment

securities. 2013 net profit was 65 million yen (net loss of 52 million yen in 2012)

Consolidated earnings per share (EPS) was 5.77 yen, while standalone EPS being 21.65 yen. Book-value per share (BPS) for consolidated and standalone were 577.04 yen and 632.52 yen respectively.

## **Consolidated Financial Statements (Summary)**

| Consolidated Balance Sheet               |                                      |                                    |  |                                      | (Thousands of yen)                    |
|--|--------------------------------------|------------------------------------|--|--------------------------------------|---------------------------------------|
| ltem                                     | Current term<br>(as of Dec.31, 2013) | Previous term (as of Dec.31, 2012) | Item                                     | Current term<br>(as of Dec.31, 2013) | Previous term<br>(as of Dec.31, 2012) |
| Assets                                   |                                      |                                    | Liabilities                              |                                      |                                       |
| Cash and deposits                        | 2,273,552                            | 1,787,206                          | Notes payable and accounts               | 175,275                              | 243,637                               |
| Notes receivable and accounts receivable | 241,535                              | 510,154                            | payable                                  |                                      |                                       |
| Short-term marketable                    |                                      |                                    | Deferred income tax liabilities          | 83,238                               | 28,885                                |
| securities                               | 104,310                              | 104,250                            | Allowance for bonuses                    | _                                    | 3,300                                 |
| Merchandise and finished products        | 344,877                              | 355,091                            | Provision for loss on order received     | 7,108                                | 18,395                                |
| Work-in-progress                         | 573,115                              | 651,762                            | Provision for sales returns              | 7,724                                | 7,390                                 |
| Raw materials and supplies               | 60,687                               | 53,798                             | Advance received                         | 435,754                              | 401,100                               |
| Deferred income tax assets               | 40,820                               | 32,782                             | Others                                   | 237,363                              | 164,694                               |
| Others                                   | 77,051                               | 114,592                            | Total current liabilities                | 946,464                              | 867,404                               |
| Allowance for doubtful accounts          | △ 1,368                              | △ 3,634                            | Long-term lease obligation               | — — —                                | 3,219                                 |
| Total current assets                     | 3,714,581                            | 3,606,004                          | Asset retirement obligation              | 24,111                               | 22,919                                |
| Buildings and other structures           | 219,832                              | 216,648                            | Others                                   | 42,441                               | 41,970                                |
| Land                                     | 814,007                              | 816,737                            | Total fixed liabilities                  | 66,552                               | 68,110                                |
| Leased equipment under capital leases    | 2,718                                | 7,339                              | Total liabilities                        | 1,013,017                            | 935,514                               |
| Others                                   | 39,116                               | 35,987                             | Net assets                               |                                      |                                       |
| Total tangible fixed assets              | 1,075,675                            | 1,076,713                          | Common stock                             | 5,000,000                            | 5,000,000                             |
| Goodwill                                 | 760,030                              | 933,618                            | Additional paid-in capital               | 2,070,940                            | 2,069,873                             |
| Software                                 | 26,759                               | 26,371                             | Retained earnings                        | △ 274,968                            | △ 222,454                             |
| Others                                   | 30,851                               | 29,395                             | Treasury stock                           | △ 291,115                            | △ 143,798                             |
| Total intangible fixed assets            | 817,641                              | 989,385                            | Total shareholders' equity               | 6,504,856                            | 6,703,620                             |
| Investment securities                    | 1,787,700                            | 1,787,700                          |  | 0,304,630                            | 0,703,020                             |
| Deferred income tax assets               | 7,845                                | 26,831                             | Foreign currency translation adjustments | 10,595                               | 1,320                                 |
| Others                                   | 214,732                              | 251,621                            | Total accumulated other                  | 40.505                               | 4 220                                 |
| Allowance for doubtful accounts          | △ 21,548                             | △ 65,940                           | comprehensive income                     | 10,595                               | 1,320                                 |
| Total Investments and other              | 1,988,730                            | 2,000,212                          | Subscription rights to shares            | 68,158                               | 31,858                                |
| assets                                   |                                      |                                    | Total net assets                         | 6,583,610                            | 6,736,800                             |
| Total fixed assets                       | 3,882,046                            | 4,066,310                          | Total liabilities and net                | 7,596,628                            | 7,672,315                             |
| Total assets                             | 7,596,628                            | 7,672,315                          | assets                                   | •                                    |                                       |

#### **Consolidated Balance Sheet**

- (a) Notes receivable and accounts receivable of 241 million yen includes 42 million yen for Crearia, 17 million yen for Tokyo Blouse, 164 million yen for Hamano.
- Merchandise and finished products of 344 million yen includes 63 million yen for Tokyo Blouse and 274 million yen for Hamano.
- ©Work-in-progress of 573 million yen includes 563 million yen for Crearia and 6 million yen for Hamano.
- @Goodwill of 760 million yen includes 431 million yen for Crearia and 328 million yen for Hamano.

## **Consolidated Financial Statements (Summary)**

| Consolidated Income Stateme                  | ent  | (Thousands of yen)  | Consolidated Cash Flow State                         | ement  | (Thousands of yen)   |
|--|--|---|--|--|--|
| ltem   | Current term<br>/ January 1, 2013<br>through<br>December 31,2013 | Previous term  ( January 1, 2012 through December 31,2012 ) | Item   | Current term<br>/ January 1, 2013<br>through<br>December 31,2013 | Previous term  / January 1, 2012 through  December 31,2012 |
| Sales  | 4,527,600  | 5,037,821   | Cash flows from operating                            | 700 010  | 269.007  |
| Cost of goods sold                           | 2,794,935  | 3,254,014   | activities   | 708,010  | 268,007  |
| Gross profit                                 | 1,732,664  | 1,783,806   | Cash flows from investing                            | 24.006   | 41 514   |
| Selling, general and administrative expenses | 1,642,522  | 1,731,803   | activities   | 21,006   | 41,514   |
| Operating profit                             | 90,142   | 52,003  | Cash flows from financing activities                 | △ 266,449  | △ 178,328  |
| Non-operating revenues                       | 134,531  | 52,158  | Effect of exchange rate                              |  |  |
| Non-operating expenses                       | 19,818   | 13,944  | changes on cash and cash                             | 3,546  | 8,936  |
| Ordinary profit                              | 204,855  | 90,217  | equivalents  |  |  |
| Extraordinary losses                         | 36,828   | 63,212  | Exchange gain (loss) on cash<br>and cash equivalents | 466,112  | 140,130  |
| Income before income taxes                   | 168,027  | 27,004  | and cash equivalents                                 |  |  |
| Corporate income tax, etc.                   | 102,078  | 79,712  | Cash and cash equivalents at beginning of year       | 1,811,750  | 1,671,620  |
| Income before minority interests             | 65,948   | △ 52,708  | Cash and cash equivalents at                         | 2,277,863  | 1,811,750  |
| Net profit                                   | 65,948   | △ 52,708  | end of year  | 2,277,003  | 1,011,730  |

#### **Consolidated Cash Flow Statement**

Cash and cash equivalents at end of year from operating activities were increased 708 million yen. Cash and cash equivalents from investing activities were primarily proceeds from selling investment securities (94 million yen) and payments for purchase of tangible fixed assets (60 million yen) and increased 21

million yen. Cash and cash equivalents form financing activities consist of dividend payments (112 million yen) and purchase of treasury stock (156 million yen) accrued expenses of 266 million. As a result, end of year cash and cash equivalents were 2,277 million yen.

#### Consolidated Statement of Changes in Equity (January 1, 2013 through December 31,2013)

(Thousands of yen)

|  |                 | Shareholder's equity             |                      |                   |                                  | Accumulated other comprehensive income            |  |                                     |                     |
|--|-----------------|----------------------------------|----------------------|-------------------|----------------------------------|---|--|-------------------------------------|---------------------|
|  | Common<br>stock | Additional<br>paid-in<br>capital | Retained<br>earnings | Treasury<br>stock | Total<br>shareholders'<br>equity | Foreign<br>currency<br>translation<br>adjustments | Total<br>accumulated<br>other<br>comprehensive<br>income | Subscription<br>rights to<br>shares | Total net<br>assets |
| Balance at beginning of<br>current period                  | 5,000,000       | 2,069,873                        | △ 222,454            | △ 143,798         | 6,703,620                        | 1,320   | 1,320  | 31,858                              | 6,736,800           |
| Changes of items during period                             |                 |                                  |                      |                   |                                  |   |  |                                     |                     |
| Dividends from surplus                                     |                 |                                  | △ 118,462            |                   | △ 118,462                        |   |  |                                     | △ 118,462           |
| Net profit   |                 |                                  | 65,948               |                   | 65,948                           |   |  |                                     | 65,948              |
| Purchase of treasury stock                                 |                 |                                  |                      | △ 156,573         | △ 156,573                        |   |  |                                     | △ 156,573           |
| Disposal of treasury stock                                 |                 | 1,066                            |                      | 9,255             | 10,322                           |   |  |                                     | 10,322              |
| Net changes of items<br>other than shareholder's<br>equity |                 |                                  |                      |                   |                                  | 9,275   | 9,275  | 36,299                              | 45,574              |
| Total changes of items during period                       | _               | 1,066                            | △ 52,513             | △ 147,317         | △ 198,764                        | 9,275   | 9,275  | 36,299                              | △ 153,189           |
| Balance at end of current period                           | 5,000,000       | 2,070,940                        | △ 274,968            | △ 291,115         | 6,504,856                        | 10,595  | 10,595   | 68,158                              | 6,583,610           |

#### **TOPICS**



## **Trademark Licensing Management Strategy**

## Expanding the possibilities for trademark licensing business through enhancing the power of brand

TRIIS Inc. owns the trademarks including, among others, CLATHAS registered trademarks, the names of our fashion brand business and construction consulting business i.e. our evolving two strategic business units (SBUs), the corporate symbols, and other registered brand trademarks. TRIIS, as a strategic licensor, shares our views on the sphere of each brand with the licensees and enhance long-term business relationships together with them.

As of today, only CLATHAS has licensees. Four licensees shown on the right have, however, increased their sales steadily. It is an exceptionally successful case of Japanese brands that have been, across the board, losing ground to imported ones. From now on TRIIS will further enhance the power of CLATHAS brand toward a global high fashion brand.

## **Trademark Licensing Business**

Trademark proprietor: TRIiS Inc.

Department-in-charge: Brand Management

Committee (BMC)

URL: http://www.triis.co.jp/license/



Katsunori Kuwajima
Director

## **CLATHAS Registered Trademark**



#### **CLATHAS Licensee List**

#### KUIPO Co., Ltd.

Selling CLATHAS brand bags and purses at approximately 450 department stores and specialty shops nationwide



## Lovely Queen Co., Ltd.

Selling CLATHAS brand formal dresses at approximately 60 department stores and specialty shops nationwide





# 1

#### T.KAWABE & Co., Ltd.

Selling CLATHAS handkerchiefs at approximately 150 department stores and specialty shops nationwide



#### SUN-ACE Co., Ltd.

Selling CLATHAS brand gloves and belts at approximately 200 department stores and specialty shops nationwide











## TRIIS International Co., Ltd.

## As a strategic overseas base consolidating foothold for building globally recognized "Japanesque Modern" brands

We have been tackling challenges of restructuring business with an ambitious goal of enhancing brand equity of CLATHAS and HAMANO and entering the rank of globally recognized prestige brands. We streamlined our operation in Taiwan on the basis of a scrap-and-build policy concurrently with rebranding of CLATHAS in 2013. We continue to increase the value of our brands through tactical deployment of higher-quality bricks and clicks strategy.

#### **CLATHAS Now and Beyond**

In April 2014, we will offer the full-line "new CLATHAS" products, the exact same lineup as Japan, in Taiwan to increase brand visibility and deepen penetration there.

With a concept of "My Personal CLATHAS Closet" crystallized into CLATHAS Omote Sando, we will produce a fascinating space where pro-Japanese, Taiwanese customers will love to visit. Selected HAMANO products will be deployed there, too. We will "reach out and touch" as many as customers in Taiwan through our highest-quality "Made-in-Japan" products.

## **Company Outline**

Address: 9F-2, 318, Songjiang Rd., Zhongshan Dist.,

Taipei City 104, Taiwan

URL: http://www.triis.co.jp/tw/

Date of establishment: 1990

Representative: Representative Director, President Yukiko Sato

Paid-in capital: 35 million NTD

Principal business: Overseas strategic office in Taiwan for TRIIS

group fashion brand business portfolio



Yukiko Sato Representative Director and CEO



Masako Marutani Sales Manager





## TRIIS Business Services Co., Ltd.

#### Moving ahead as a flagship company of the TRIiS Group

TRIIS Business Services Co., Ltd. performs focused administration function of the TRIIS group companies. Delivering services to the employees of the TRIIS Group companies is, of course, our important task. But at the same time, TRIIS Business Services serves another important function as a flagship company of the TRIIS group. Each one of us works vigorously and sincerely with a sense of common purpose to lead the TRIIS Group toward realization of greater vision.

## As a flagship company of the TRIiS Group

#### Leading the TRIiS Group toward realization of greater vision

TRIIS Business Services has been streamlined and consolidated administrative tasks of TRIIS Group companies including reinforcing the regulatory framework and standardizing the pay system. We have been also committed to reconstruct business management structure toward a superb organization attracts the best and the brightest while streamlining operations including more efficient work flow. We move ahead vigorously toward realization of greater vision.

## Instilling a sense of common purpose

Actions upheld by shared corporate philosophy and management principles with a sense of common purpose are the linchpin of survival in extreme environments and a prerequisite for further leap toward realization of greater vision. Each one of us is working together as a team toward a common goal of becoming a superb corporate group that contributes to the society while improving performance consistently even under severe business environments. We continue to instill a sense of common purpose to further improve our corporate value.

## **Company Outline**

Address: 8-4-1, Toshima, Kita-ku, Tokyo 114-0033

URL: http://www.triis-bs.co.jp/

Date of establishment: 2010

Representative: Representative Director, President Hitoshi Ikeda

Paid-in capital: 50 million yen

Principal business: Controlling administrative works of the TRIIS group companies



Hitoshi Ikeda Representative Director and CEO



## Selective Co., Ltd.



CLATHAS Official Online Shop http://clathas-online.com/



Hamano Official Online Shop http://shop.hamanobag.com/

## Aiming for further success in EC business through strategic integration of real and virtual business

Japanese B-to-C e-commerce market in FY 2012 has reached 9.5 trillion yen (up by 112.5% compared to FY 2011. Source: Ministry of Economy, Trade and Industry) The Japanese e-commerce market is said to be already mature but still continue to grow and extremely competitive with two tops (Rakuten and Amazon) enjoying combined market share exceeding 50% and full-scale entries by major retailers such as Seven & i and Aeon. Under such circumstances, we continue to pursue differentiated business strategies. Among them, Selective started cooperating both reward points systems of online and brick-and-mortar together and effectively analyze integrated customer information and their buying history. We also develop strategic sales promotion plans based upon the result of analysis. Selective shoots for high-quality process of customer attractions through leveraging two-way consumer appetite stimulating effect.

## **Major Topics for 2013**

Move its brick and mortar office to the backyard of CLATHAS Omote Sando

We opened CLATHAS Omote Sando in October 2013 as a concept shop of TRIiS group fashion brand. Selective moved its office to the backyard of the store to further integrate the real and virtual business for sales promotion and attracting new customers.

CLATHAS Omote Sando

CLATHAS Omote Sando has wide variety of products including bags of Hamano Inc., one of TRIIS Group companies, shoes of Manina, a time-honored Italian shoe manufacturer in Florence, silk stalls of Roberto, an Italian stall manufacturer at 10 Corso Como in Milan. The unique sphere of CLATHAS is produced there to "reach out and touch somebody" through new approach.

## **Company Outline**

Address: 8-4-1, Toshima, Kita-ku, Tokyo 114-0033

URL: http://www.selective.jp/

Date of establishment: 2010

Representative: Representative Director, President Takanori Kajiwara

Paid-in capital: 50 million yen

Principal business: Mail-order business through internet, Internet shopping

malls and Internet sites operation, import, export, and sale

of clothing, bags, accessories



Takanori Kajiwara Representative Director, President

CLĀTHAS Omote Sando

## TOKYO BLOUSE

## Tokyo Blouse Co., Ltd.



#### Aiming to deepen New CLATHAS penetration

New CLATHAS debuted autumn and winter 2013 collection.

We are vigorously pushing forward CLATHAS' new direction toward smooth and successful transition scheduled to be completed in April 2014. We power up reborn CLATHAS to deepen its penetration. We continue to work hard and open more "your closet CLATHAS" stores following a winning example of CLATHAS Omote Sando, our concept store.

#### **New CLATHASism**

- New CLATHAS will deliver new looks for you. New clothing line made from meticulous selection of materials, creating meticulously calculated silhouette, and providing meticulously designed comfortability. We deploy new products with traditional CLATHAS ricetta, sometimes with subtle appearance of camellia, our brand symbol, or through creating traditional CLATHAS silhouette.
- Director's pursuit of new CLATHAS vision or New CLATHASism materialized with craftsmanship of HAMANO that boasts over 130-year-old history. Persistence and enthusiasm toward materials, techniques of craftsmen who have stood on tradition brought forth elegant Camellia Tote Bag and Camellia Two-way Bag. Director's enthusiasms multiplied by craftsmanship begot a real gem of New CLATHASism.

## **Company Outline**

Address: 8-4-1, Toshima, Kita-ku, Tokyo 114-0033

URL: http://www.tokyo-blouse.co.jp/

http://www.clathas.co.jp/ (CLATHAS brand site)

Date of establishment: 1950

Representative: Representative Director, President Yukiko Sato

Paid-in capital: 100 million yen

Principal business: Apparel business centering on women's clothing

including CLATHAS



Yukiko Sato Representative Director, President





Hamano Inc.





## Toward the 135th anniversary since the inception

Persistence and enthusiasm toward materials and techniques of craftsmen who have stood on tradition brought forth HAMANO's refined "made-in-Japan" bags. HAMANO is about to celebrate its 135th anniversary. HAMANO pursues thoroughly persistent and enthusiastic Monozukuri or "manufacturing" with globalized views. As for marketing, we deploy strategic integration of real and virtual business to move toward globally recognized prestige brands.

## **Major Topics for 2013**

- In February, a reception to celebrate unveiling new brand Rodea was held at the Westin Tokyo. The atmosphere there was casual and chic.
- ●HAMANO topped sales at the handbag section of Nihonbashi Mitsukoshi Main Store consecutively in October and November. Among others, one of HAMANO's formal bags Grace Delight Tote earned popularity for its functionality and usability.
- Responding to Online shopping customers' strong request, HAMANO held a temporary sale event and show simultaneously in Ginza.
- ●HAMANO produced new bags at Karuizawa factory spearheaded by new director of CLATHAS, the primary brand of Tokyo Blouse Co., Ltd., one of TRIiS Group companies.
- ●HAMANO was featured in the first issue of Gold magazine (collaboration featuring). Tweed bag featured in online magazine Cele Story drew enthusiastic reactions from the general public.
- New brands Hanael and Rodea were featured in Story magazine.

## **Company Outline**

Address: 8-4-1, Toshima, Kita-ku, Tokyo 114-0033,

Factory: 3036 Shiono, Miyota-machi, Kitasaku-gun, Nagano 389-0201

URL: http://www.hamanobag.com/

Dare of establishment: 1880

Representative: Representative Director, President Yukiko Sato

Paid-in capital: 15 million yen

Principal business: Design, manufacture, wholesale, sale of handbags and

other leather products



Yukiko Sato Representative Director, President



## Crearia Co., Ltd.





#### Think out-of-box: Transcending the preconceived idea

Our company name Crearia is derived from Spanish word of "Crear" meaning "I will create" and represents our commitment to the society. We will create a new market without being fixated on the preconceived idea while maximizing accumulated know-how.

#### **Our Mission**

We continue to create affluent and healthy relationship between humans and earth while accumulating each individual's knowledge and understanding to constantly evolve with unparalleled technology related to water.

#### **Major Topics for 2013**

#### **●**Conference on Conservation Technology for White Sand Beach and Pine Tree Grove of Miho-no-Matsubara

The World Heritage Centre of United Nations Educational, Scientific and Cultural Organization (UNESCO) inscribed Mt. Fuji as sacred place and source of artistic inspiration, including sand beaches with pine tree groves at Miho-no-Matsubara, in Shizuoka prefecture. International Council on Monuments and Sites (ICOMOS), UNESCO'S advisory body whose mission is to promote the conservation, protection, use and enhancement of monuments, building complexes and sites, pointed out tetrapod blocks for dissipating the force of incoming waves on Miho beach were impairing scenery. Shizuoka Prefectural Government, which simultaneously seeks disaster prevention and landscape conservation, established Conference on Conservation Technology for White Sand Beach and Pine Tree Grove of Miho-no-Matsubara to study conservation measures. Crearia is commissioned to organize conferences and to explore effective solutions.

#### Landscape design of Nyukawa Dam

Nyukawa Dam located in Takayama city, Gifu Prefecture, which Crearia was involved in its "start-to-finish" preconstruction and construction, won 2013 Good Design Award initiated by then Ministry of International Trade and Industry in 1957. It is the first time for dam structure itself to be awarded since its inception. Crearia was commended as its designer in charge of design and supervision. Environment management system of Nyukawa dam was also awarded 2013 Landscape Design Special Award (in the category of sustainable green city planning) by Takayama city. It is our privilege to be commended by the world-renowned tourist city. We continue to improve our environmental design skills.

#### **Company Outline**

Address: 8-4-1, Toshima, Kita-ku, Tokyo 114-0003

URL: http://www.crearia.co.jp/

Date of establishment: 1965

Representative: Representative Director, President Hitoshi Ikeda

Paid-in capital: 100 million yen

Principal business: Comprehensive construction consulting

(Surveying, planning, design, administration)







Kouji Matsumoto Executive Officer

## **Corporate Profile/Stock Information**

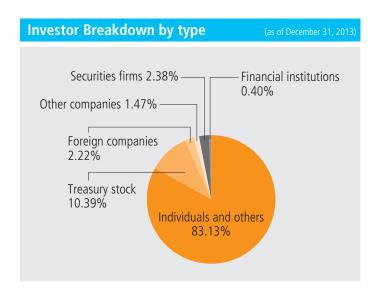
**Stock Information** 

| Corporate Profile                         | (as of December 31, 2013)  |
|---|--|
| Company name:                             | TRIiS, Incorporated  |
| Head office:                              | New Otani Garden Court 8F, 4-1,<br>Kioi-Cho, Chiyoda-ku, Tokyo 102-8578                                  |
| Date of establishment:                    | March 16, 1995   |
| Paid-in capital:                          | 5,000 million yen  |
| Number of<br>employees:<br>(Consolidated) | Permanent 108 Contingent 57 (Contingent staff includes contract employees, temporary, part-time workers) |
| Principal business:                       | Control and management of group companies as a pure holding company                                      |

| Board of Directors  | (as of March 26, 2014                                   |
|---|---|
| Representative Director and CEO Representative Director and COO | Hitoshi Ikeda<br>Yukiko Sato                            |
| Directors   | Takanori Kajiwara<br>Katsunori Kuwajima                 |
| Executive Officers  | Kouji Matsumoto   |
| Corporate Auditors  | Toshiyuki Nishimura<br>Akihiko Shimomura<br>Masami Kise |

| TRIIS Group Companies             | (as of December 31, 2013) |
|-----------------------------------|---------------------------|
| TRIIS International Co., Ltd.     |                           |
| TRIIS Business Services Co., Ltd. |                           |
| Selective Co., Ltd.               |                           |
| Tokyo Blouse Co., Ltd.            |                           |
| Hamano Inc.                       |                           |
| Crearia Co., Ltd.                 |                           |
|                                   |                           |

| Total number of authorized shares  Total number of shares issued and  butstanding             | 47,000,000 shares<br>12,600,000 shares |                           |  |
|---|--|---------------------------|--|
| Number of shareholders  | 21,398                                 |                           |  |
| Major 10 shareholders   |  |                           |  |
| Name  | Shares<br>Held                         | % Total<br>Shares<br>Held |  |
| Isao Hayashi Representative, HN<br>Hayashi Investment LLP                                     | 236,800                                | 2.09                      |  |
| Hitoshi Ikeda   | 215,750                                | 1.91                      |  |
| CBSG Bank Julius Bear & Co.Ltd.,<br>Singapore Branch<br>(Standing proxy: Citibank Japan Ltd.) | 213,860                                | 1.89                      |  |
| Masato Takamura President, SBI<br>Securities Co., Ltd.  | 155,800                                | 1.37                      |  |
| Toyoharu Shimizu  | 111,000                                | 0.98                      |  |
| Yukiko Sato   | 106,400                                | 0.94                      |  |
| Yoshinori Takebayasi  | 100,000                                | 0.88                      |  |
| Takanori Kajiwara   | 90,000                                 | 0.79                      |  |
| Shoji Nagai   | 77,100                                 | 0.68                      |  |
| Chieko Nagai  | 75,000                                 | 0.66                      |  |



#### **Shareholder Information**

**Business year:** January 1 through December 31

**General meeting of shareholders:** Every year in March

**Record date:** Every year on December 31

Year-end dividend record date: December 31

**Interim dividend record date:** June 30

**Public notice:** TRIiS adopts the electronic public of notice system.

Our public notice is posted on the public notice page of TRIiS website at <a href="http://www.triis.co.jp">http://www.triis.co.jp</a>. In cases where electronic public notice is not available due to unavoidable reasons, they will be published in the

Nikkei Shimbun.

**Transfer agent:** Mitsubishi UFJ Trust and Banking Corporation

**Transfer agent contact office:** Stock Transfer Agency Department, Mitsubishi UFJ

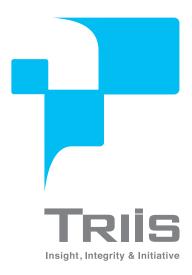
Trust and Banking Corporation

7-10-11, Higashisuna, Koto-ku, Tokyo 137-8081 Telephone Center Tel: 0120-232-711(Toll-free telephone number is available only in Japan)

※ Telephone center is available 24 hours for requesting various forms such as change of address. dividend transfer, request for purchase or sale of shares, and inheritance procedure.

TEL: 0120-244-479 (Toll-free automated phone system is available only in Japan)

For further information regarding the 19<sup>th</sup> general meeting of shareholders held on March 26, 2014, including voting results, please see our homepage at <a href="http://www.triis.co.jp">http://www.triis.co.jp</a>



TRIIS corporate symbol was created by a world-renowned designer Mr. Masanori Shinozuka who designed the logo of Nagano Winter Olympic Game in 1998. His superb design sense produced visionary symbol of TRIIS that emblematizes our corporate philosophy consisting of three elements.

















