

Operating as an International Corporation

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.

◆ Development and Production Network – Coherent Development and Production System

The EIZO Group has three production sites in Japan, three in Germany and one in the United States and China, forming a network that maintains a coherent development and production system throughout the Group. This system 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 80 countries and territories through our Group companies and 20 global distributors (as of June 2016).

▶ Direct Sales System in Europe

Our business extends to specialized markets for medical, graphics, industrial and air traffic control monitors. 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 Kingdom and Germany. We are striving to achieve further business growth in Europe by reinforcing regional sales centered on the two sales subsidiaries.

Furthermore, to expand our sales activities into emerging markets, where our specialized markets are expected to grow, we 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 products. They also exchange information on their respective activities to broaden their collective base of knowledge and forge closer ties among Group companies and distributors.



▶ Mindset as an International Corporation — Efforts Related to Conflict Minerals

We are deeply concerned that some important mineral resources used as raw materials for components of IT and electronic products and quarried in troubled regions of the DRC (Democratic Republic of the Congo) and its nine neighboring countries are used to fund the military groups that abuse human rights and destroy the environment.

Given this concern, the Dodd-Frank Act of the United States requires that efforts be made to ensure that designated “conflict minerals,” including tantalum, silver, gold and tungsten, are only purchased through legal means with no connection to potential misconduct. The EIZO Group endorses these requirements and has adopted its own policy of using only parts made from raw materials purchased from companies that are not involved in any misconduct and conduct business lawfully. In addition, to fully comply with this policy, the EIZO Group has been reviewing its entire supply chain using the Conflict Minerals Template, a widely-adopted international standard format developed by the Conflict-Free Sourcing Initiative (CFSI), of which the EIZO Group is a member.