01 / INTRODUCTION

WHO WE ARE

A Kyoto maker — planning, manufacturing and selling in one flow.



Naoyuki Kamiya

President & CEO

IT → Kyoto manufacturing

01 **Kyoto family business since 1968**

Started as a wholesaler in 1968, now a manufacturer. Incorporated in 2017 under the current CEO.

02 **Nishijin Textile & Yuzen**

Original pouches, bags, scarves and lifestyle goods.

03 **Product development & OEM**

Planning, manufacturing, wholesale and e-commerce in one flow.

We make, select and sell Japanese products — not only represent them.

02 / OUR STRENGTH

A REAL MARKET IN KYOTO

For over 50 years, we have seen what visitors from Japan and overseas actually choose.



50+ years in Kyoto tourism markets

Kiyomizu / Arashiyama

Long-term wholesale relationships in places visited by both Japanese and international travelers.

A living test market

We see what sells at the store level, then adjust design, price, size and product mix quickly.

OUR ADVANTAGE

Product judgment based on real customer behavior.

SUPPLY CAPACITY

Our best-selling purse ships 2,000+ units a month per SKU.

We know how products are chosen — because we see the sell-through, store by store.

WE ARE NOT STARTING FROM ZERO

We already have online, direct B2B and local network touchpoints in the United States.

B2C

Amazon USA

Direct-to-consumer sales already running on Amazon USA with FBA. Selected for the JETRO Japan Store program.

ONLINE

+

B2B

Florida Museum

Direct wholesale shipment to a museum-related buyer in Florida — proof that U.S. B2B works for our products.

DIRECT B2B

+

LOCAL

KYOOHOO

A Kyoto cross-industry network whose U.S. partner holds a warehouse and museum / event sales channels.

LOCAL NETWORK

Next step: connect these foundations with Texas buyers, distributors and local partners.

04 / WHAT WE CAN BRING

SELECTED JAPANESE LIFESTYLE PRODUCTS

We start with proven products, then expand based on local demand and the right partners.









NOW

Nishijin & Yuzen Gifts

Bags, pouches and scarves we can supply today.

IN PREPARATION

Matcha & Japanese Tea

FDA facility registration complete. U.S. launch in preparation with an Uji-region grower.

KYOTO

Kyoto Ceramics

Kiyomizu-yaki vases and tableware, sold in Kyoto for years.

SAKAI

Sakai Knives

Forged blades from Sakai, the historic center of Japanese knife making.

Also in discussion: lacquerware and traditional woodblock prints (ukiyo-e).

Not one product — a way to bring selected Japanese products to the U.S. market.

WHAT WE WANT TO BUILD IN TEXAS

A repeatable bridge for Japanese products — and the culture behind them.



01

Meet the right buyers

Gift, lifestyle, museum, specialty retail and distributors.

02

Validate demand

Find product-market fit, price points and repeat order potential.

03

Localize & scale

Adapt story, packaging, channels and operations for Texas.

Texas can become the first U.S. gateway for selected Japanese lifestyle products.

06 / ROADMAP

FROM NOW TO MARCH 2027

A step-by-step plan — and where we need help on the ground.

2026 Q4

Prepare

U.S. SKU selection, product-level P&L, and English sales materials.

2027 Jan-Feb

Shortlist

Identify Texas buyers and partners; hold online meetings before travel.

2027 Mar

Texas visit

Meet buyers, distributors and logistics partners on the ground.

2027 Apr-Sep

Prove it

First orders, delivery, and the repeat orders that prove real demand.

2027 Oct onward

Expand

Test products from other Japanese makers through the same route.

WHAT WE ARE LOOKING FOR IN TEXAS

Buyers

Gift, museum, lifestyle and specialty retail.

Distributors

Partners who can start with a small first order.

Logistics

3PL and warehousing around Dallas-Fort Worth.

Our goal is not the first order. It is the second one.