

Shikada Offer of commerce

1. Products available
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8. Price

A Shikada Woven



Materials for huge interior spaces

B Shikisai



36 textures & roll-up-down mechanisms

C Manyo



Japanese authentic

1. Products available

Materials

A Shikada Woven



Rolls



Cuts



Final Products

B Shikisai



C Manyo

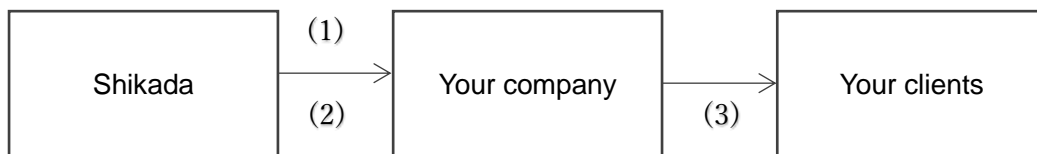


2. Types of transactions with agents

We offer 2 types of transactions with the business partners.

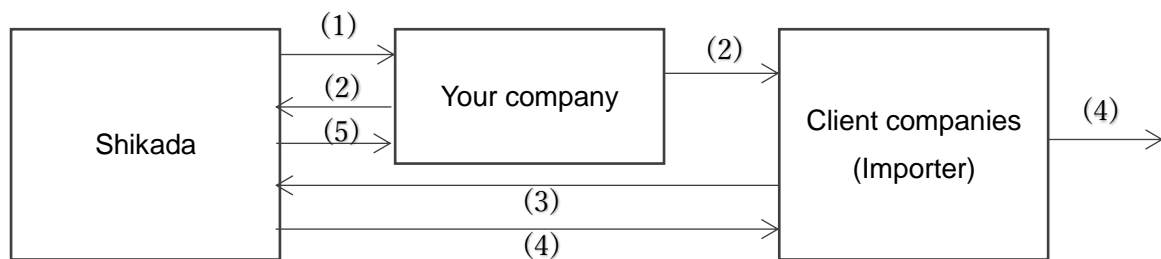
(A) Distributor Your company purchases our products

- (1) Shikada offers you wholesale prices (i.e., your purchase prices)
- (2) You purchase Shikada Woven
- (3) You freely set commissions on the wholesale price, and resell them to your clients



(B) Sales rep Your company develop your clients, who purchase our products

- (1) Shikada offers you wholesale prices (i.e., your purchase prices)
- (2) You notice us in advance your commissions, and offer prices to your clients
- (3) Your clients command Shikada Woven and pay us all, including your commissions
- (4) Export. Your clients freely set commissions, and resell them to their customers
- (5) You receive your commissions from Shikada



3. Minimum lot

Brands	Products		Minimum lot *1		
A Shikada Woven	Ready made	rolls	Shikisai	Length 30-40 m (depending on reference)	1 roll
			Manyo	Length 12 m	1 roll
	Custom made	cuts	300mm×300mm		20 pieces
	Special order *2	rolls	Length 30-40 m (depending on reference)		10 rolls
B Shikisai	Custom made	CRS KC MRU YRU	Width 500mm Height 500mm		1 piece
		SS YSS	Width 300mm Height 300mm		1 piece
		TX	Width 300mm Height 500mm		1 piece
C Manyo	Custom made	All references of textures only	Width 300mm Height 300mm		1 piece
		Textures with Mechanism	Width 500mm Height 500mm		1 piece

*1) Even if the quantity is less than the minimum lot, we may transact with you, if you pay the same price that for the minimum lot.

*2) Shikada will weave a brand new textile by brand new bamboos (diameters and colors) and warps (colors, materials ...).

4. Trade conditions

1) General conditions

2) Shipping conditions

Item	Conditions			
Shipping *1	By air	DHL or Fedex	30kg or less One package Length, width and height of a package: 3,000 mm or less	
		Palletize	Capable 30kg or more Capable one package or more The maximum length, width and height of a package: 1,800mm or less Estimate each time	
	By ship	The width a texture or a product: 2,410mm or more Length, width or height of a package: 3,000 mm or more		
Incoterms	All cases		FCA (by air, by sea) DAP and DPU are also available upon request	
Lead time *2	Shikada Woven	Shikisai	Rolls	180 days *3
			Cuts	10 days *3
	Manyo	All	30 days *3	
	Shikisai	All	21 days *3	
	Manyo	All	60 days *3	

*1) Estimated product weight

- Width 1,000 mm x Height 1,000 mm: 1,000 g
- Product above and packaging: 1,700 g

*2) excluding time for shipping

*3) extra 21 days for flameproof treatment

5. Transaction conditions

Item	Details	
Language used with you	Japanese English French	
Sales promotion tools provided by us	Catalogs	English
	Texture sample	English
	Corporate Flyer	English
	Website	English
	Inquiry form	https://shikada.co.jp/shikadaen/inquiries/

6. Payment

Item	Details	
Settlement of payment	Bank remittance (T/T)	
Currency	JPY (Japanese YEN)	
Payment terms	Full payment in advance before manufacturing	
Bank account	Name of bank	THE BANK OF FUKUOKA, LTD.,
	SWIFT CODE *1	FKBKJPJT
	Name of Branch	HIROKAWA
	Branch Number	652
	Current Account Number	10001

*1) The Japanese banks have no IBAN. Your payment is required by using SWIFT CODE.

7. Exclusive distribution

Item	Details
Requirements	Has more than 1 track record of selling our products in your country 50 million JPY or more for the first year (based on Shikada wholesale prices) Capable to forecast annual sales of 100 million JPY or more. (based on Shikada wholesale prices) And exclusive distribution agreement is required. *1
Exclusive area	The maximum scope of enterprise will be limited to a single country
Period of agreement	1 year (renewable every year)

*1) In this case, Shikada will show you all the clients and the transactions in your country

Remarks

- Flameproof textile price: about 30% extra
- The price will be changed, if you buy the products through our distributors.

Included

- Product price
- Transport fee from Japan to Europe (The destination that you declare as DAP)
- Distributor's commission (Our estimate)

Excluded

- Surcharge
- Tariffs (zero if applicable Japan-EU Economic Partnership Agreement)
- VAT
- Transport fee in your country

Bank transfer fee

Beneficiary bank charges and intermediary bank charges shall be borne by the customers.

Notes

This document could be changed irregularly.

As of Jan 2023



世界をまたなす日本のこころ
SHIKADA SHITSURAI
NATURAL INTERIOR MATERIAL