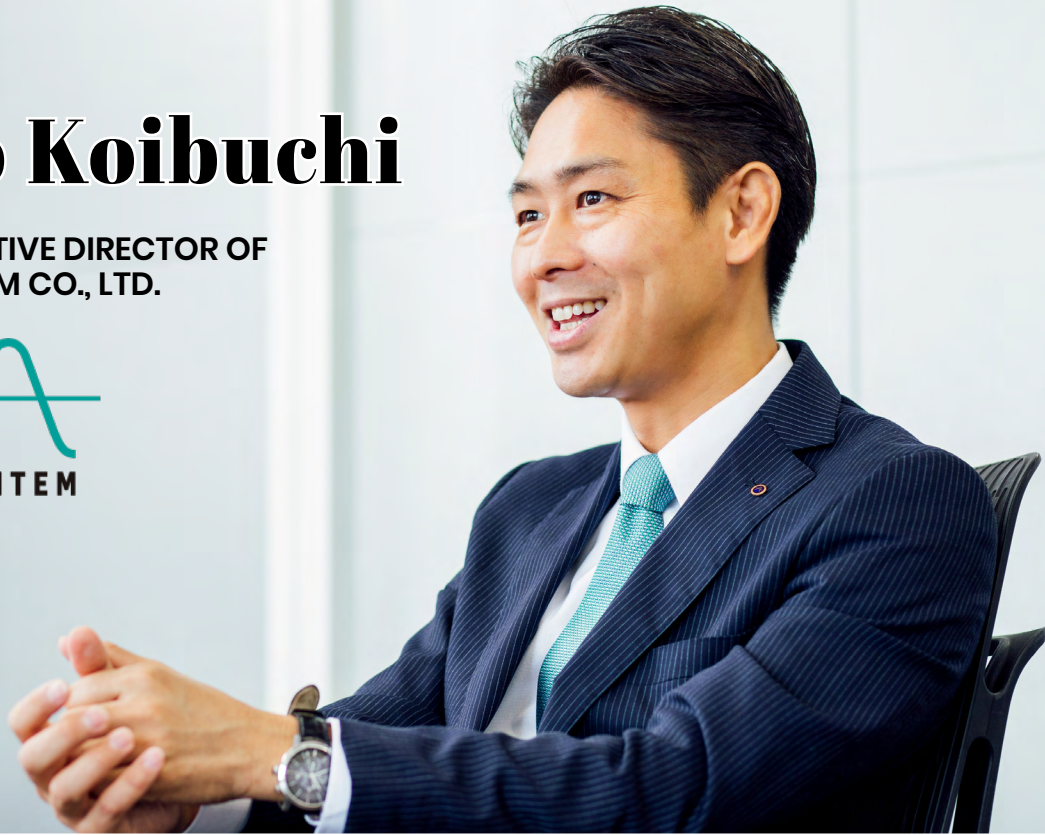


Kentaro Koibuchi

REPRESENTATIVE DIRECTOR OF
AKITEM CO., LTD.



Pioneering Sustainable Development in Japan

The cityscape of Tokyo is a blend of modern and aging structures. The prevailing mindset of the time was fixated on constructing new buildings. The generation often overlooked the essential aspect of preserving their older counterparts. This incongruity sparked a compelling need for a societal shift - a reevaluation of values, steering away from the established “scrap-and-build” paradigm that had long defined the city.

Kentaro Koibuchi stepped into the spotlight in this situation. His academic journey navigated the realms of architecture and urban energy science, earning him both a Bachelor’s and Master’s degree. These foundational years not only equipped him with knowledge but also planted the seeds of passion, fostering a deep appreciation for Japan’s architectural legacy and the importance of facility management. Amidst the study of Tokyo’s evolving skyline, Koibuchi developed a firm conviction—that preserving a city’s heritage goes beyond erecting new structures, it

involves nurturing the old ones. His goal was to ensure that aesthetics did not compromise the safety and comfort of its inhabitants.

It is within this context that Akitem, the brainchild of Koibuchi was born. The company’s mission extends beyond mere design aesthetics. It intertwines the allure of architectural beauty with the imperative of creating safe and comfortable spaces. This journey, initiated by Koibuchi’s profound understanding of Tokyo’s architectural evolution, has positioned Akitem as a guardian of the city’s identity, poised at the intersection of tradition and progress.

The Four Domain Expertise for Sustainable Structures

Akitem stands out in the field of building construction, drawing on an extensive technological heritage. The company’s commitment surpasses construction, extending



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to the meticulous care and ongoing utilization of completed buildings. Akitem operates in four key business domains: electrical equipment construction, comprehensive building management, renewal construction, and property management. The company addresses every phase of a building's lifecycle with diligence.

The synergy among these sectors originates from Akitem's unique ability to offer practical proposals throughout the building's existence. Akitem's value chain approach ensures a seamless transition for clients. For instance, if a client commissions electrical construction for a new building, they can easily transition into subsequent building management services with Akitem.

Success for Akitem is measured not merely in bricks and mortar but in the enrichment of the lives connected to these structures. The company's stakeholders, ranging from employees and collaborators to building owners, tenants, and even the shoppers within, form the heartbeat of Akitem's

philosophy. This commitment to enhancing lives in various ways serves as the cornerstone of its Code of Conduct, guiding the company's trajectory forward.

Akitem's distinctive strength lies in its capacity to propose comprehensive solutions for sustained maintenance, safeguarding, and enhancing the value of clients' buildings. This capability sets the company apart, as its size, as an SME, allows for agile interaction and swift coordination. Unlike larger corporations, where organizational scale might hinder synergy, Akitem's nimbleness facilitates effective collaboration, making it a valuable and seamless partner for clients' ongoing and future needs.

A Cohesive Team Perspective

Kentaro Koibuchi's leadership style centers on a fundamental belief in trust and delegation. At the heart of his approach lies the firm belief that Akitem can thrive when he trusts and delegates responsibilities to each department's members.

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In Japan, where every structure contributes to the city’s visual landscape, aspiring entrepreneurs should aim to enhance the attractiveness of the urban environment.

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For Kentaro, the definition of a true team member extends beyond individual departments or tasks. A cohesive team, in his view, is one that collaborates across departments and functions. Kentaro is determined to instill in every Akitem member the understanding that success hinges on their ability to propose ideas involving not just their department but the entire company. His leadership underscores the imperative of a unified and collaborative approach to propel the company to new heights.

Kentaro’s Advice for Aspiring Entrepreneurs

Kentaro Koibuchi emphasizes the importance of understanding Japan’s unique circumstances, laws, and distinct sense of value. With a plethora of aging buildings, Japanese laws and local government ordinances stand out for their relatively strict stipulations concerning environmental protection, health, and sanitation aspects. Compliance with these regulations is paramount, but Kentaro encourages aspiring entrepreneurs to recognize that a building’s significance extends beyond mere adherence to legal requirements. “In Japan, where every structure contributes to the city’s visual landscape, aspiring entrepreneurs should aim to enhance the attractiveness of the urban environment”, says Kentaro.

In light of these considerations, Akitem’s mission is grounded in the belief that buildings should maintain their allure over an extended period. Kentaro firmly believes that the company’s activities, guided by this mindset, play an active role in society, particularly contributing to the aesthetic enhancement of Japan as a whole. For aspiring entrepreneurs

entering this industry, Kentaro’s advice underscores the importance of aligning business activities with the broader goal of creating and sustaining buildings that contribute positively to their surroundings.

Facing Tomorrow

In envisioning the future landscape of the building and real estate industry, Kentaro sees a pivotal role for Akitem. This role centers on safeguarding and enhancing the value of buildings, regardless of their size. As Japan grapples with the challenges of a declining birthrate and an aging population, the repercussions extend into various sectors, including real estate. Inheritance and business succession pose intricate challenges. Consequently, a growing number of hereditary owners are relinquishing their rights, making long-term investments in building maintenance increasingly challenging. This underscores a pressing need for the preservation of existing structures.

In navigating the unique industry practices in Japan, where businesses such as building construction, equipment construction, building maintenance, and property management operate in silos, Akitem stands out as a comprehensive provider. While large corporations may handle these services, their focus tends to be on sizable projects related to large buildings. Recognizing the industry gap, Kentaro advocates for Akitem’s expanded role in maintaining small-to-medium-sized buildings, particularly given their prevalence in urban areas. Kentaro is set to safeguard the value of buildings and navigate challenges with foresight and innovation. ■