# The Japan Mastery Collection, Haneda Airport Bringing Regionally Revitalizing Luxury Japanese Brands to the World Opened at Haneda Airport Terminal 3 on December 22nd, 2023

- Protecting excellent regional materials, techniques, and aesthetics for the next 100 years -



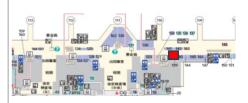
Japan Airport Terminal Co., Ltd. and Tokyo International Air Terminal Corporation are pleased to announce the opening of the Japan Mastery Collection (operated by Haneda Future Research Institute Incorporated, hereinafter, "JMC"), a store showcasing regionally revitalizing luxury Japanese brands in the departure area of Haneda Airport Terminal 3, on December 22nd, 2023.

JMC is planning not only to develop products that are made in Japan, but also to build a platform for preserving Japanese aesthetics and techniques for future generations. Through the medium of Japanese luxury, JMC aims to raise the appreciation of products, give back to producers, and train their successors.

Furthermore, through the new store in the departure area, which is a touch point for people from Japan and overseas who are departing from Haneda Airport, JMC will curate products that exhibit world-class techniques and sophistication <u>as regionally revitalizing luxury Japanese brands</u>, and at time of opening there will be approximately 400 products on display, including original products.

#### Store overview

- Name: Japan Mastery Collection
- Location: Within the departure area of Haneda Airport's Terminal 3
   \*Located in the departure area for passengers boarding international flights.
- Store area: Approx. 188m<sup>2</sup>
- Opening date: Friday, December 22nd, 2023
- Operator: Haneda Future Research Institute Incorporated (Ota-ku, Tokyo, president: Hiroshi Onishi)
- Opening hours: 7:00-23:00



In the duty-free shopping area located to the right after clearing security screening

## ■ <u>About the store</u>

## 1) About the implementation

The store is composed of five zones. that combine Japanese products and psychological keywords. designed to strike a chord with target customers.

#### A: Travel: Ladies' and men's fashion, accessories, and related items

A line-up of products with a casual feel, such as travel goods, utilizing the same materials and factories as overseas luxury brands but imparting a distinct "made in Japan" identity.

#### B: Luxury everyday items: Ceramics, tableware, lifestyle accessories

Traditional handicrafts and other items made to suit a modern lifestyle that make each day feel more luxurious through daily use.

#### C: Pastimes: Artworks and ornaments

Products that enhance your mood, such as items that you can collect or display and appreciate in your home.

#### D: Japanese luxury

Products, including JMC original goods, that have been made in collaboration with leading Japanese designers, creators, and artists.

#### Promotions

The inaugural promotion will be a special exhibition organized by the Executive Committee for Art Kogei, from Japan to the World, titled "Capturing the Light." The exhibition will be curated by Mari Hashimoto, director of Kankitsuzan Art Museum Establishment Preparation Office (Enoura Observatory, Odawara Art Foundation), and features the works of six artists working at the forefront of the ever-changing world of handicrafts, with the works available for purchase. The second promotion will be "Basara," a fashion event in collaboration with Kansai Yamamoto, Inc.

\*Basara: The name of a trend that was popular at the end of the Kamakura period and during the Azuchi-Momoyama period. It describes a sense of aesthetics (fashion) and individual expression that people were willing to risk their lives for.

#### 2) About JMC products

JMC will feature a range of products chosen based on the criteria below. Not only will JMC curate excellent products from all over Japan, there will also be 40 original products developed under the Haneda Future Research Institute's branding. Products will be chosen based on the following four criteria.

- JMC's selection criteria
- 1) Connected to regional revitalization
- 2) Has a story or background that is related to Japanese tradition and culture
- 3) Moderate upper (mid to high price range) to prestige (high price range)
- 4) Suits modern sensibilities and lifestyles

#### Example products



Price: 129,000 yen (excluding tax) 20 pairs of each style

#### Onitsuka Tiger Kansai Yamamoto bespoke model, "Mexico 66 Deluxe"

The "Nippon Made" series is produced at the only factory in Japan, located in Tottori Prefecture, where skilled craftsman carefully make each pair of sneakers. These sneakers incorporate leather crafted by skilled tanners in Himeji, to which gold leaf has been applied by craftsmen from Kanazawa.

- Key point: A product that is exclusive to Haneda Airport, combining the skills of Japanese craftsmen with a shoe brand that is popular around the world. Art chocolate made using a unique technique that is a world first



Price: 1,500,000 yen (excluding tax) Only one Hiroto Rakusho

thick

A traditional craftsman of

gold leaf in Nishijin, Kyoto

He is in charge of restoring

cultural properties, such as the screen "The Wind and

Thunder Gods" at Kenninji

earned global acclaim as an artist able to freely manipulate gold leaf only 1/10,000th of a millimeter

Temple. He has also



Tsuki no Wa

Edible gold leaf from Kanazawa has been applied to chocolate using a traditional method known as gold leaf rubbing. It is made by layering multiple layers of gold leaf, using soft chocolate as an adherent instead of lacquer, then rubbing the gold leaf to reveal the lavered pattern. The silverware outer box was designed by Kiyoshi Matsuda, the eighth-generation president of Kazariya Matsuda, who carries out restoration work on shrines and temples throughout the country, including the Kvoto State Guest House. The chocolate itself was made by chocolatier Kazuo Noguchi, who has overseen the creation of luxury chocolates both within Japan and overseas.

- Key point: A world-first chocolate artwork made using traditional techniques from Kyoto that is exclusive to Haneda Airport.



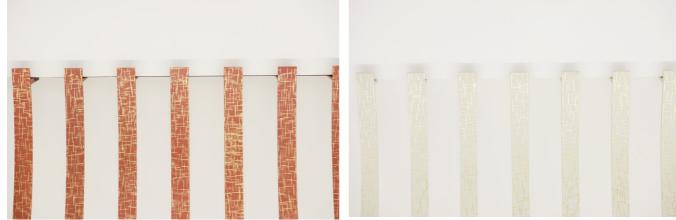
Permanent area

Promotion area

#### The regions represented at JMC

At time of opening, JMC will carry around 400 products curated from approximately 30 areas around Japan. Hokkaido and Tohoku regions Hokkaido, Aomori, Iwate, Akita, Yamagata, Fukushima Kanto region Gunma, Tokyo, Kanagawa, Chiba Chubu region Niigata, Ishikawa, Fukui, Toyama, Yamanashi, Nagano, Gifu, Aichi, Kinki region Kyoto, Shiga, Osaka, Hyogo, Mie Chugoku and Shikoku regions Kochi, Kagawa, Ehime, Shimane, Tottori, Yamaguchi Kyushu and Okinawa regions Fukuoka, Saga, Kagoshima

### About the store design



#### Japan Mastery Collection

The new Japan Mastery Collection at Haneda Airport's Terminal 3, where every day, scores of people start their journey from Japan to all corners of the world, has an inviting atmosphere produced by the delicate but dynamic curved latticework handcrafted by a lacquer craftsman, and the beautiful, dappled light that shines through the spaces between the lattice. The design is simple, yet beautiful and eye-catching, so that when customers step inside they will be further impressed by the fantastic Japanese products on display, and want to share them with the rest of the world.

The Japan Mastery Collection will allow customers to see, pick up, experience, share, and engage in deeper communication about products that demonstrate materials, handiwork, skills, and traditions passed down through the generations from different regions across Japan, making it the perfect location for people to further their interest in Japan and want to share what they felt.

Yasumichi Morita

Designer: Glamorous Co., Ltd., director: Yasumichi Morita

Starting with a project in Hong Kong in 2001, Yasumichi Morita and Glamorous have expanded globally to work on projects in places including New York, London, Qatar, and Paris.

Glamorous works not only on interior design, but is involved in a wide range of creative activities, including graphics and product design. Morita is also active as an artist. He presides over the online salon, "Morita Shoko Kaigi-sho."

#### About the Japan Mastery Collection, a regionally revitalizing luxury Japanese brand



Through JMC, we hope to contribute to Japan's national strength by commercializing manufactured goods steeped in history and culture, building a circular platform for giving back to producers, training their successors, creating new businesses in local regions, and improving the overall reputation of regions.

Furthermore, by breaking away from the fashion industry's dependence on Western luxury brands and transforming the supply chain to be completely domestic, we aim to raise the global reputation of Japanese manufacturing, and create and provide new value unique to Haneda through the establishment of a luxury Japanese brand.

Hiroshi Onishi, president of Haneda Future Research Institute Incorporated, was born in Tokyo, and graduated from Keio University in 1979. After serving as president of Isetan Mistukoshi Holdings, he became executive vice president of Japan Airport Terminal Co., Ltd. in June 2018, and president of the Haneda Future Research Institute in July of the same year. Aiming to create new value both within Haneda Airport and beyond, Onishi is focusing on regional revitalization and the dissemination of art and culture.

### About the regionally revitalizing luxury Japanese brand that the Haneda Future Research Institute is aiming to establish



1) Aiming to commercialize the culture of everyday life The culture of everyday life in this context refers to the excellent regional materials, techniques, and aesthetics in Japan

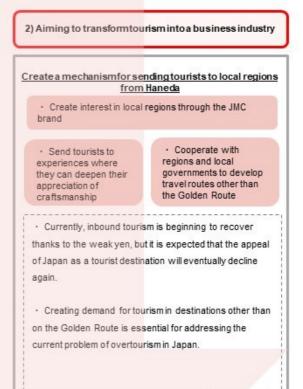
Build a cycle that gives back to producers

· Sell products at a reasonable price that takes into account the added value

 Secure the funds necessary fortraining successors/passing down skills  Create value by improving the reputation of regions and producers

 In 2019, the average spend per inbound tourist was around 150,000 yen, but in order to industrialize exports, it is important to aim for an average spend of 300,000 yen and create a system that gives back to producers.

 The operating profit margin of overseas Maison brands is higher than that of the Japanese apparel industry, and even when excellent Japanese materials are used, the return to producers is small, mostly becoming the profit of the Maison brand.



Providing value that only the Haneda Future Research Institute is capable of providing

Providing information and opportunities to producers (sales channels, expertise on branding, etc., feedback on marketing data)

Creation of demand for local regions by sending tourists there via the research institute's tourism business, which has ties with local
governments and producers

Provision of unique, luxury Japanese items by matching producers with designers and creators at the research institute

Considering expanding sales channels in the future, utilizing the research institute's network (wholesale to overseas boutiques and department stores)

Considering expanding sales channels in the future, taking advantage of the potential of airports (airports both in Japan and overseas)

1) Highlight the products manufactured across Japan and regional experiences to improve Japan's national strength through the influx of people and money to local regions.

Sell products at a reasonable price and return profits to producers.

3) Transform the supply chain to be completely domestic, thereby breaking away from the

dependence on Western luxury brands, and establishing a luxury Japanese brand.

### About the Haneda Future Research Institute

Haneda Future Research Institute is a subsidiary of Japan Airport Terminal Co., Ltd., which is responsible for the construction, management, and operation of Haneda Airport's passenger terminals. With Haneda Airport as the focal point, the research institute is working to connect people and regions, create new business and branding through regional revitalization and tourism development, disseminate Japanese art and culture, realize business innovation and personnel development at Haneda through its consulting and information strategy businesses, and create new business and value for the future. https://www.haneda-the-future.com/

> For inquiries, please contact the Haneda Future Research Institute PR department Tel: 03-5757-8070 Email: press@hfri-co.com