

双日株式会社



Self Introduction





HIDEMI KUWAHARA

Deputy General Manager, Sojitz India Private Limited, Bengaluru Office

- More than 15 yers experience with telecom business especially enterprise network services.
- Joined Sojitz in 2017



Sojitz Group Statement



The History of Sojitz

Nissho Company

1902 Suzuki & Co., Ltd. established

Iwai Sangyo Company

1896 Iwai & Co., Ltd. established

Nichimen Corporation

1892 Japan Cotton Trading Co., Ltd. established

Nissho Iwai Corporation

1968 Nissho Company and Iwai Sangyo Company merged 1982 Company name changed to **Nichimen corporation**

2003 Nissho Iwai-Nichimen Holdings Corporation

established through the transfer of shares by Nichimen Corporation and Nissho Iwai Corporation, which become its subsidiaries

2005 **Sojitz Holdings** Corporation merged with subsidiary Sojitz Corporation and company name changed to **Sojitz Corporation**

2004 Subsidiaries Nichimen Corporation and Nissho Iwai Corporation merged to form Sojitz Corporation

Name of holding company changed to **Sojitz**

Holdings Corporation





Long history in India





Exporting Indian iron to Japan(1918) -Nissho-

Commemorative photo of the party with TATA(1950).

Photography with a factory manager of TATA.

Exporting Inadian cotton(1893)







Financial Information



Net Sales: \$40b / annual Total Assets: \$20b

Consolidated Financial Highlights (IFRS)

(Year ended March 31, 2018)

Net sales (JGAAP)

Gross profit

JPY 232,380 million

Operating profit

JPY 59,838 million

Profit before tax

JPY 80,343 million

Profit for the year
(attributable to owners of the Company)

(As of March 31, 2018)

Total assets	JPY 2,350,351 million	
Total equity (attributable to owners of the Company)	JPY 586,464 million	
Equity ratio	25.0%	
Net interest-bearing debt JPY 603,500 mi		
Net D/E ratio	1.03 times	

Credit Ratings

(As of January 29, 2018)

Japan Credit Rating Agency, Ltd. (JCR)		
Moody's Investors Service		
Rating and Investment Information, Inc. (R&I)		
Standard & Poor's (S&P)		

Issuer Credit Ratings	Senior Unsecured Debt Ratings	Short-term Ratings
BBB +	BBB +	J-2
Ba1	-	-
BBB +	BBB	a-2
BBB -	-	-



Sojitz Group's Global Network



The Sojitz Group is a general trading company with a worldwide network comprising approximately 400 group companies and operations in some 50 countries.

Number of Branches & Offices

Domestic: 4

Overseas: 82

Number of Subsidiaries & Affiliates

Domestic: 117

Overseas: 319

Number of Employees

Non-consolidated: 2,343

Consolidated: 17,917



Sojitz Asia & Oceania region Offices for General Trading

- Number of Employees (As of April 1, 2018)
 - Non-consolidated: 581
 - Consolidated: 8,800

- ☐ Sales* USD2,427 Mil (FY2017)
- □ Total Asset* USD 635 Mil (March 31, 2018)
 - *Exclude Business Subsidiaries



Regional Head: Sojitz Asia (Singapore)

Regional CEO: Shigeya Kusano

- Indonesia
- Thailand
- Malaysia
- Philippines
- Vietnam[2] -Ho Chi Minh, Hanoi
- India[7] -New Delhi, Mumbai, Kolkata, Chennai, Pune, Gandhidham, Bengaluru
- Australia[2] -Sydney, Perth
- New Zealand

- Yangon Branch[1] -Nay Pyi Taw
- Karachi Office [1] -Lahore
- Phnom Penh Office
- Port Moresby Office
 - Dhaka Office
 - Subsidiary
 - Branch/Office



Company Data of Sojitz India Private Limited





Sojitz Organization Chart



General Shareholders'
Meeting

Board of Corporate Auditors

Board of Directors

Corporate Auditors

President & CEO

M&M Management Office

Internal Control Administration Dept.

Legal Dept.

Human Resources & General Affairs Dept.

Secretariat Dept.

Corporate Planning Dept.

Public Relations Dept.

Investor Relations Office

Finance Dept.

Structured Finance Dept..

General Accounting Dept.

IT & Planning Dept.

Risk Management Planning Dept.

Risk Management Dept.

Global Business Support & Promotion Dept.

Logistics Business Dept.

Business Innovation

Overseas Project Development Office

Corporate Sustainability

Automotive Division

Aerospace & Transportation Project Division

Medical Infrastructure & Machinery Division

Energy & Social Infrastructure Division

Metals & Mineral Resources Division

Chemicals Division

Food & Agriculture Business Division

Retail & Lifestyle Business Division

Industrial Infrastructure & Urban Development Division

As of 1st April,2018



Overview of Operatipons





Automotive Division



Aerospace & Transportation Project Division



Machinery & Medical Infrastructure Division



Energy & Social Infrastructure Division



Metals & Mineral Resources Division



Chemicals Division



Foods & Agriculture Business Division



Retail & Lifestyle Business Division



Industrial Infrastructure & Urban Development Division



Sojitz' Activity in India(1/3)

- Infrastructure



Sojitz, with Larsen & Toubro Ltd., have received India's largest Design & Build Contracts on Western Dedicated Freight Corridor (WDFC) project funded by JICA (Japan International Cooperation Agency).

Contract Value

The combined value of 6 projects totals nearly

USD3.5 bil.

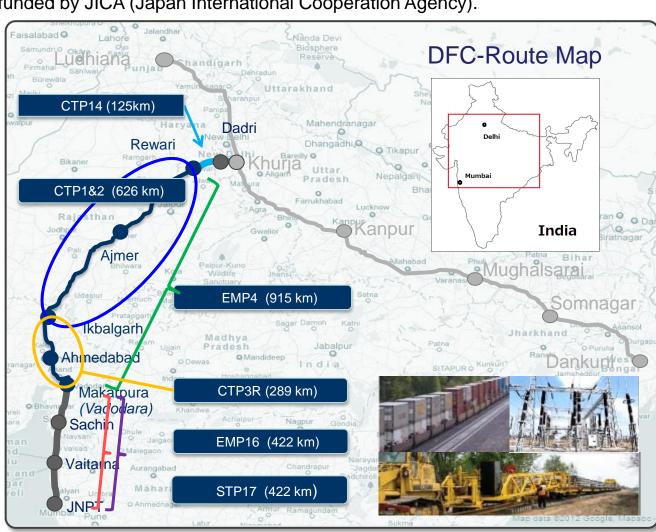
- ◆ <u>CTP1&2+3R (USD2 bil.)</u>
- Civil & Track Works (915km)
- ◆◆EMP4+16 (USD700 mil.)

Electrical & Mechanical Works (1,337km)

- ◆STP17 (USD120 mil.)
- Signaling & Telecom Works (422km)
- ◆ CTP14 (USD640 mil.)

125km of Integrated package(*)

*Civil & Track Works, Electrification, Signals & Telecommunications Work





Sojitz' Activity in India(2/3)

- Automotive

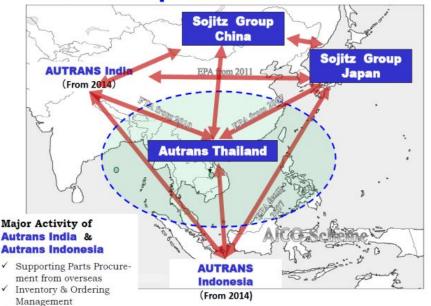


Providing support services to clients related to the following some products/projects and doing principle business of sales and purchase:

Automobile & Motorcycle Components/Parts + Mini Excavators Business

- Autorans India Private Limited has been established this year as a subsidiary of SIPL.
 - Promotion of Autorans group, which is developing components/parts flow from/to India by addition of stock operation and inspection functions.
 - Importation of world-No.1 sold mini excavators manufactured by Kubota to Indian market and establish its sales network all over India.

AUTRANS Expansion in Asia



[Lineup of mini-excavator for Indian market]





Sojitz' Activity in India(3/3)

- Industrial Infrastructure



Developing, selling lots in, and managing industrial parks and surrounding infrastructure businesses in the rapidly growing Asian market.

Name: Sojitz-Motherson Industrial Park (SMIP)

Location: Outskirts of Chennai, Tamil Nadu approximately 60km to Chennai City Central approximately 65km to Chennai Port approximately 50km to Chennai Airport

Development Area: about 115 ha (Selling Area: about 75 ha)

Partner:

Samvardhana Motherson Group

Schedule:

- 2016 Start of construction
- 2017 Completion of rough construction
- 2018 Completion of Infrastructure & construction work





Our Challenge



The business model of trading firm is traditional.....





Our Challenge



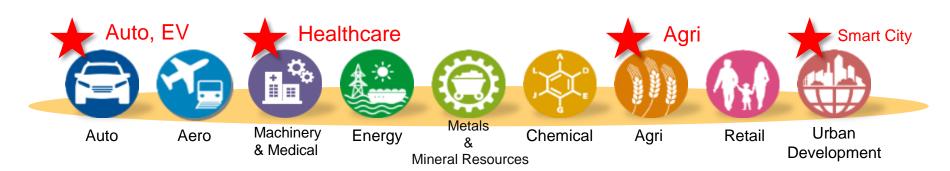
- We have started our approach of "Open Innovation" since 2018.
- We decided to set a new base to drive Open Innovation in Bengaluru, India next to Silicon Valley, US.
- We want to take advantage of statup's products to improve added value of our business assets.
- Also, we aim to develop our business in India expand collaborating with Indian companies.



Indian Partners



Any solutions which can be expected synergy with our business



- Collaboration and Investment opportunities
 - Sojitz as a strategic investor
- Why Sojitz?
 - Cover broad range of business sectors globally
 - Functions of wide range of business: buying, selling, importing, and exporting goods, manufacturing and selling products, providing services, and planning and coordinating projects
 - Experience working in partnership to launch and expand business

New way, New value





Thank you for your time

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