



New way, New value



双日株式会社



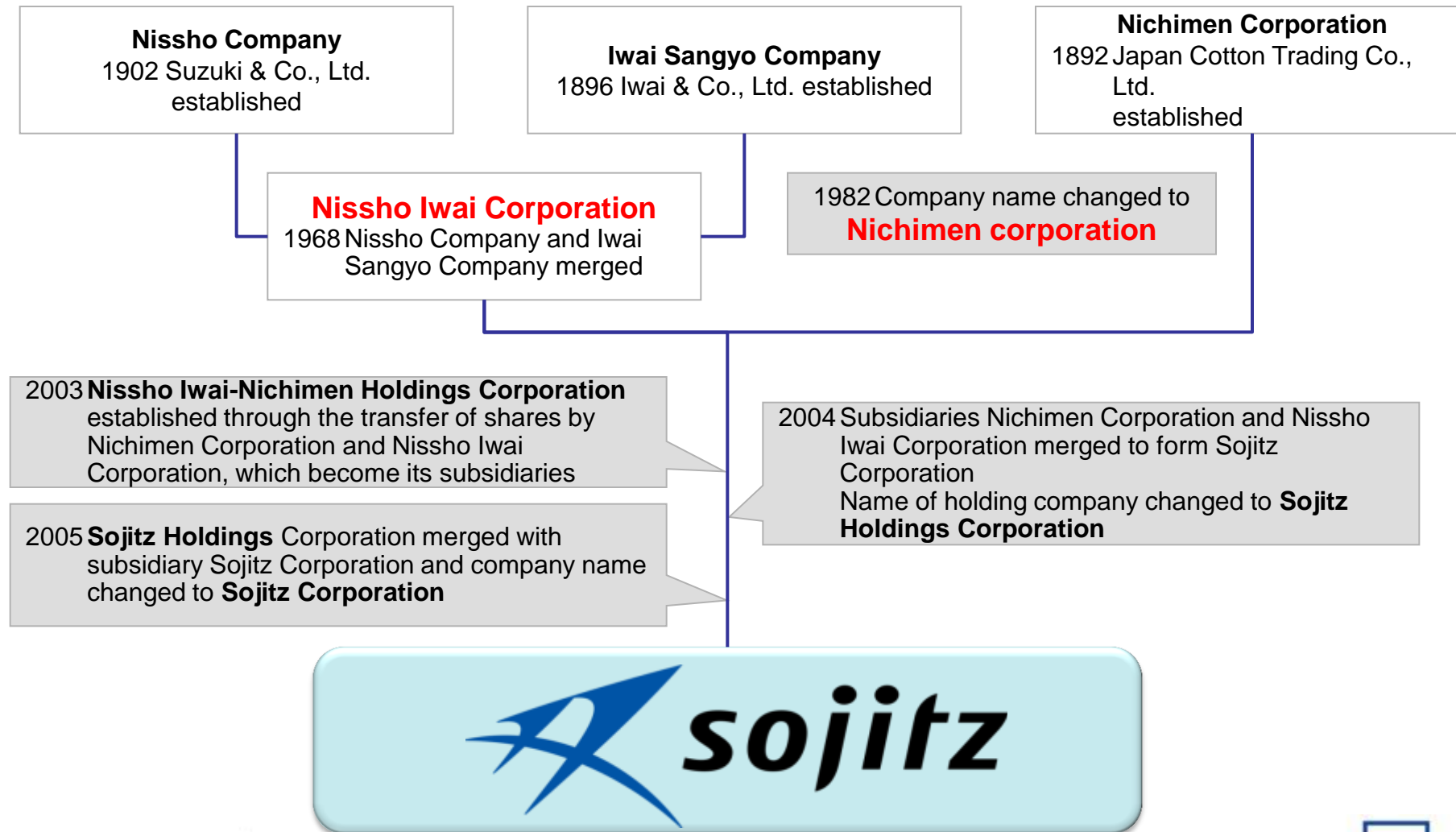
HIDEMI KUWAHARA

Deputy General Manager,
Sojitz India Private Limited, Bengaluru Office

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



The History of Sojitz



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 Indian cotton(1893)





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

■ Consolidated Financial Highlights (IFRS)

(Year ended March 31, 2018)

Net sales (JGAAP)	JPY 4,209,077 million
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)	JPY 56,842 million

(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 million
Net D/E ratio	1.03 times

■ Credit Ratings

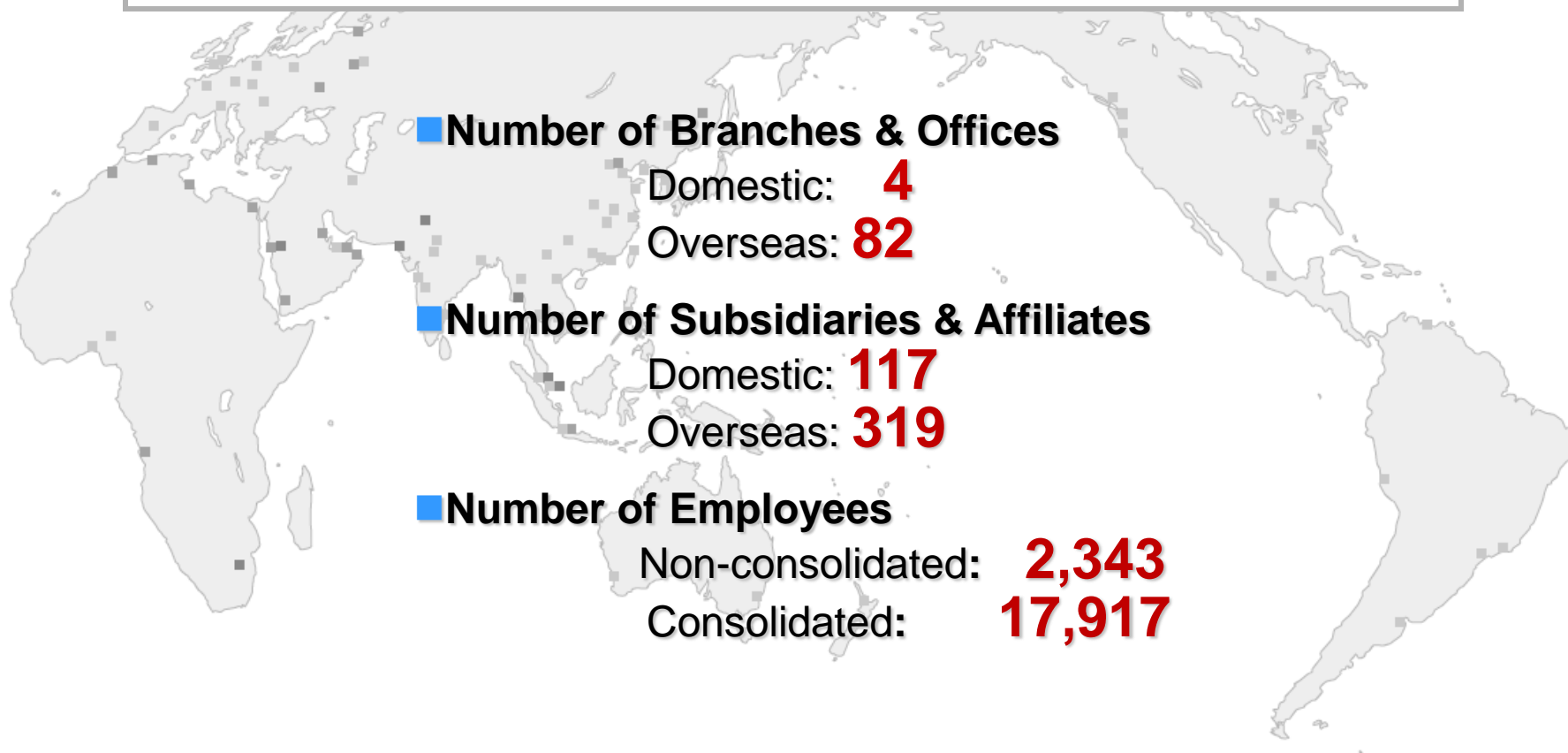
(As of January 29, 2018)

	Issuer Credit Ratings	Senior Unsecured Debt Ratings	Short-term Ratings
Japan Credit Rating Agency, Ltd. (JCR)	BBB +	BBB +	J-2
Moody's Investors Service	Ba1	-	-
Rating and Investment Information, Inc. (R&I)	BBB +	BBB	a-2
Standard & Poor's (S&P)	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.



Sojitz Asia & Oceania region

Offices for General Trading



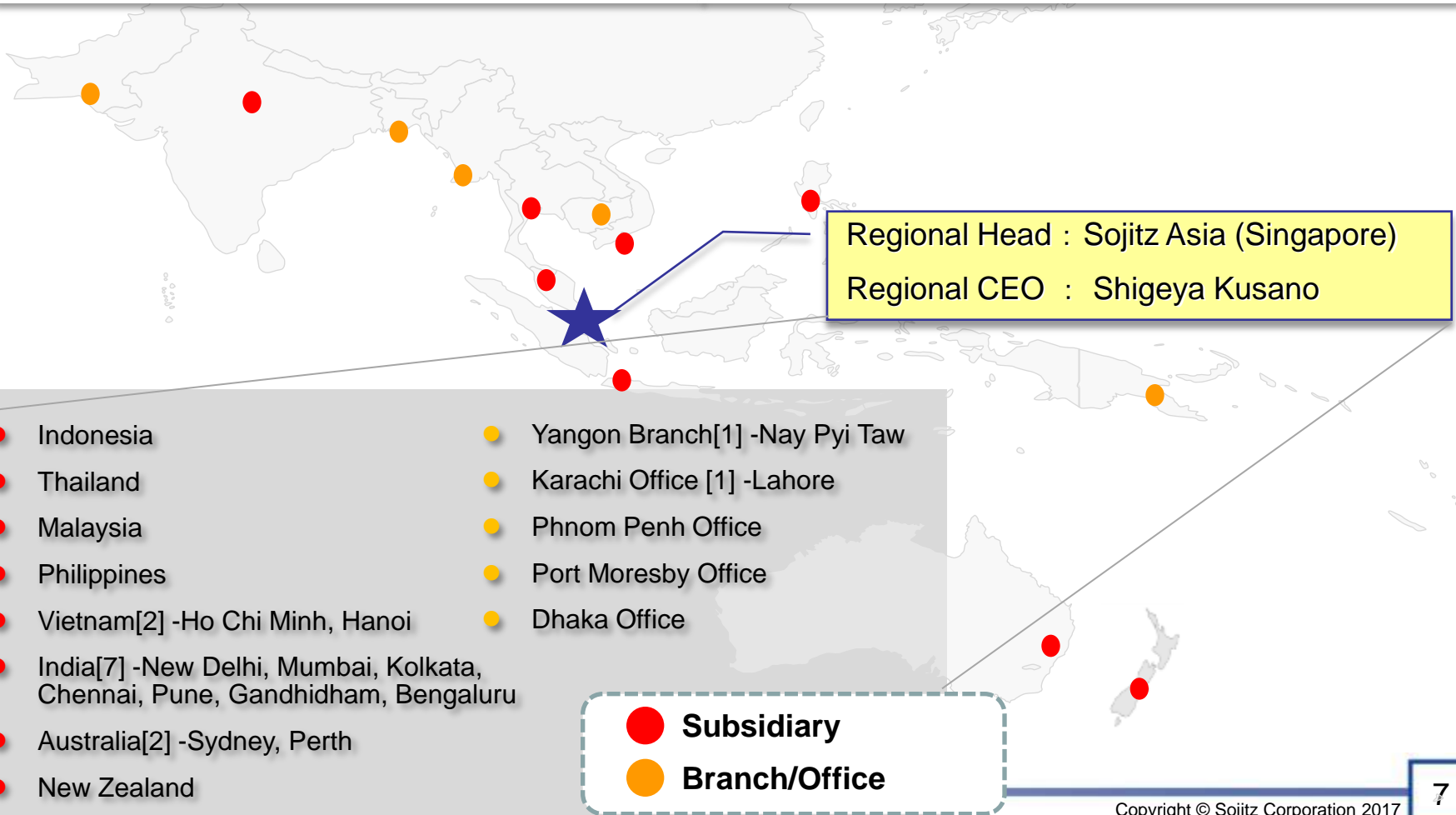
Number of Employees (As of April 1, 2018)

- Non-consolidated : 581
- Consolidated : 8,800

Sales* USD2,427 Mil (FY2017)

Total Asset* USD 635 Mil (March 31, 2018)

*Exclude Business Subsidiaries

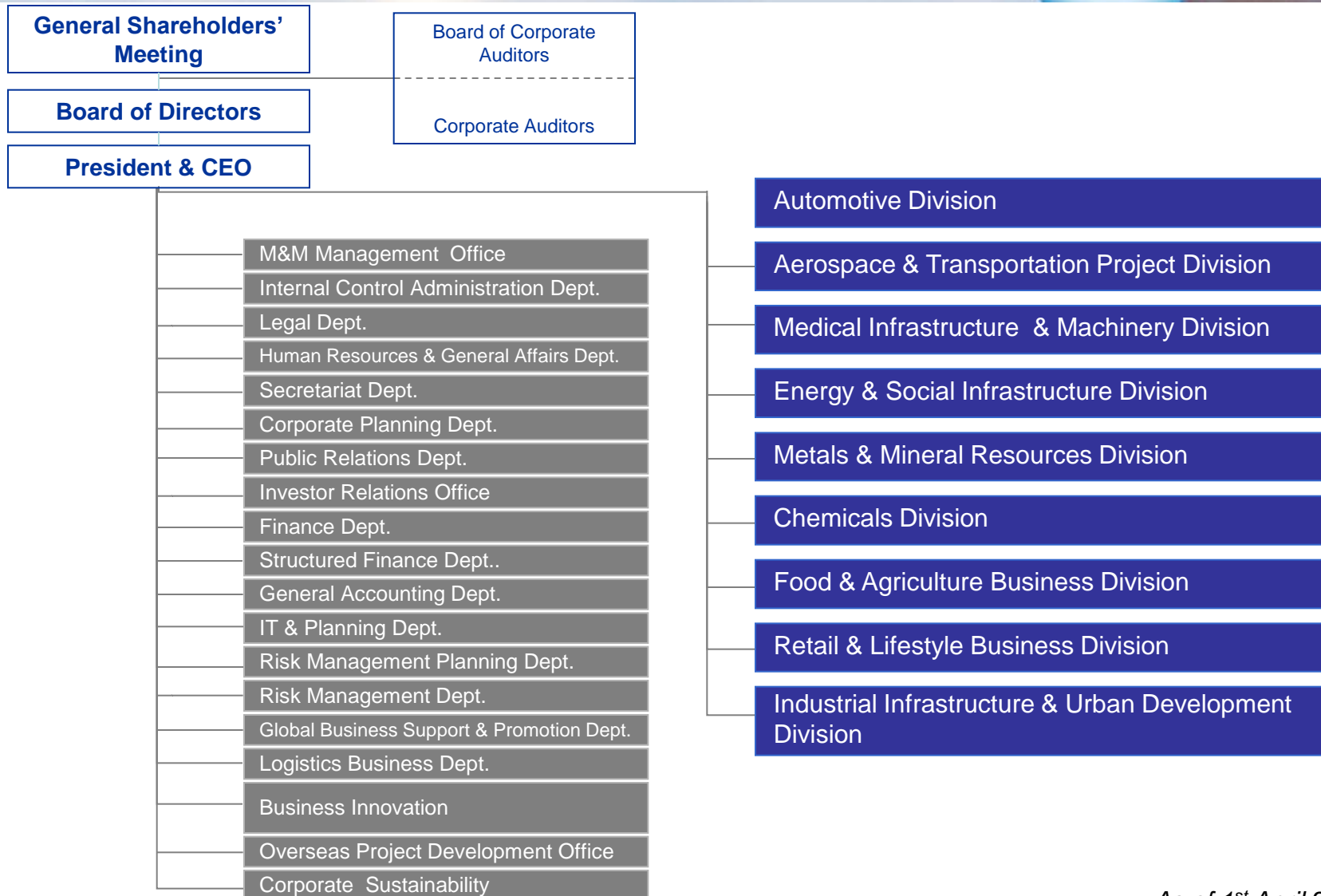


Company Data of Sojitz India Private Limited



■ Established	March 29, 2005
■ Managing Director	Takahiro Ebisu
■ Directors	Yasushi Funatsumaru, Masaki Yamaguchi
■ Head Office	07th Floor, Eros Corporate Tower, Nehru Place, New Delhi – 110 019
■ Business Department	Machinery, Energy & Metal, Chemicals, Consumer Lifestyle, Retail, Corporate(Logistics, etc...)

Sojitz Organization Chart



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.

◆◆ CTP1&2+3R (USD2 bil.)

Civil & Track Works (915km)

◆◆ EMP4+16 (USD700 mil.)

Electrical & Mechanical Works
(1,337km)

◆ STP17 (USD120 mil.)

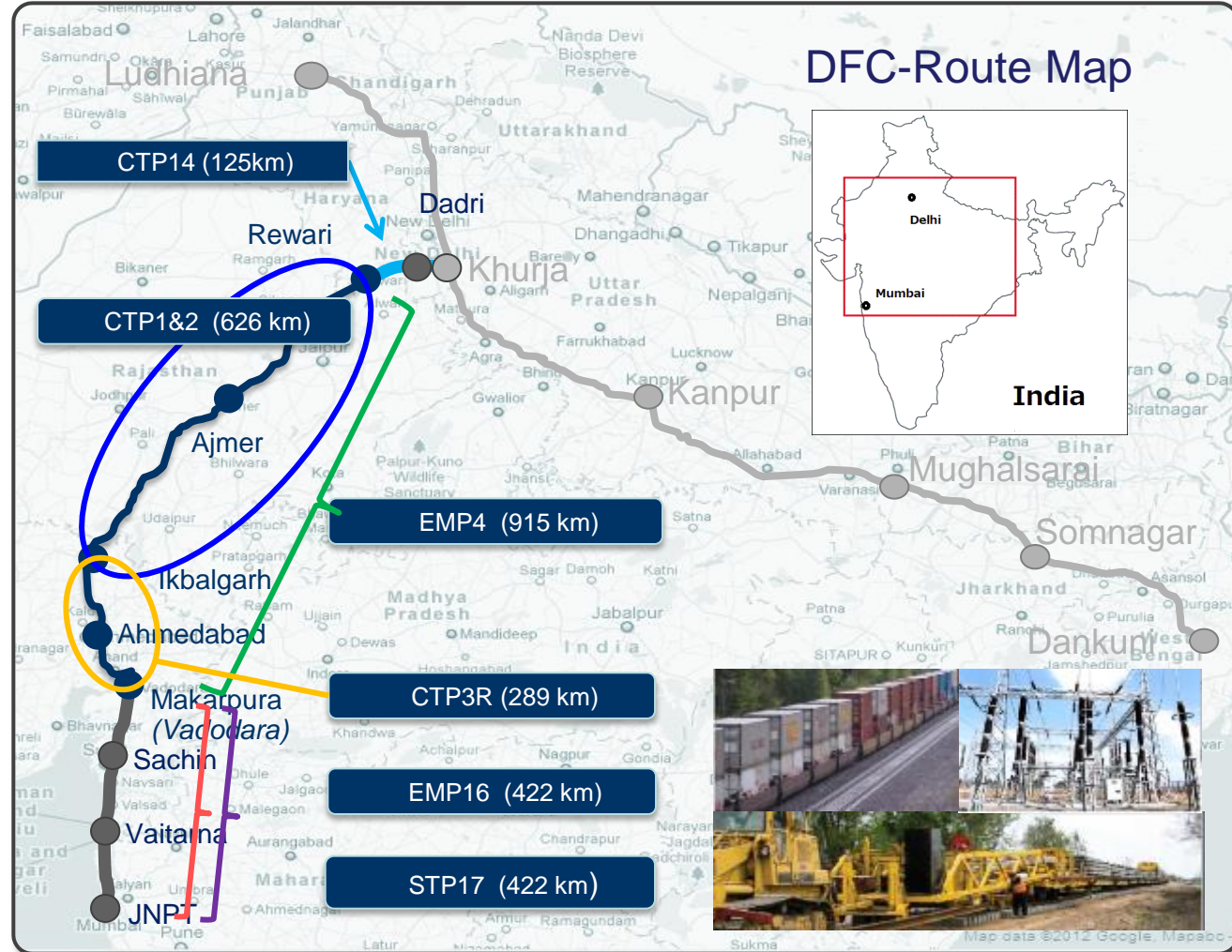
Signaling & Telecom Works
(422km)

◆ CTP14 (USD640 mil.)

125km of Integrated package(*)

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

DFC-Route Map



Sojitz' Activity in India(2/3)

- Automotive

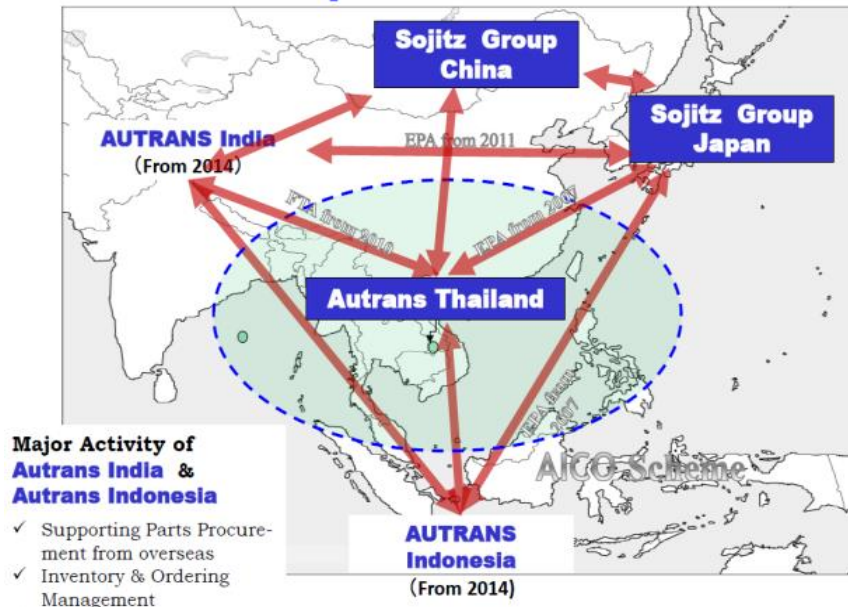


Providing support services to clients related to the following some products/projects and doing principle business of sales and purchase:

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





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



Our Challenge

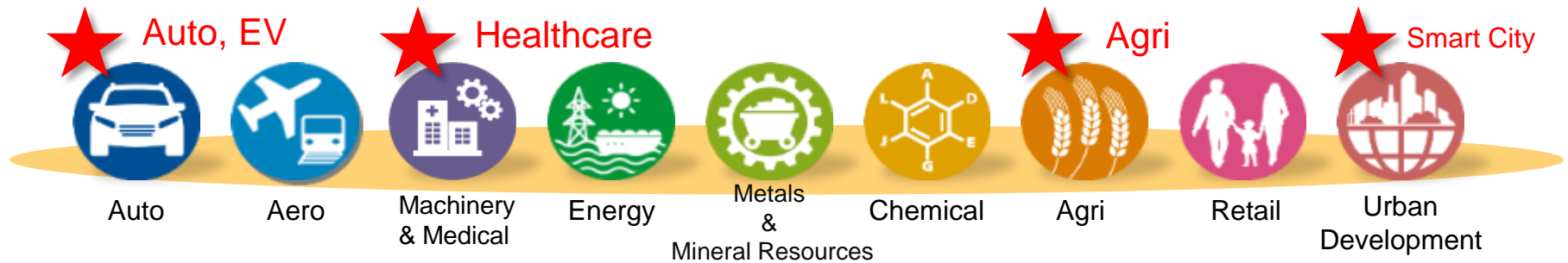


- We have started our approach of “Open Innovation” since 2018.
- We decided to set a new base to drive Open Innovation in **Bengaluru, India** next to Silicon Valley, US.
- We want to take advantage of startup's products to improve added value of our business assets.
- Also, we aim to develop our business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



1

Any solutions which can be expected synergy with our business



2

Collaboration and Investment opportunities

Sojitz as a strategic investor

3

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



Thank you for your time

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