

Quest for Next

Sanyo Trading

Corporate Profile

Quest for Next

Sanyo Trading

At Sanyo Trading, we don't just sell merchandise. We only do business in which we can add value and make a difference.

Instead of being a box mover, providing materials, products, and solutions most relevant to your enterprise needs is our commitment.

Trust is what it takes to succeed in business. That's why we listen to you and deliver the best solutions for the success of your business flexibly and timely—and in the belief that, by doing so, we're bringing a brighter future to people around the world.



Quest for Next

Corporate Philosophy

We rise to the challenge

of leveraging our strengths to pursue our unique and proven business models.

We offer fresh new ideas

for achieving a sustainable society and keeping the earth clean and green.

We relentlessly pursue

industry-leading, cutting-edge technologies.

We embrace change

to evolve our business to keep everyone healthy and happy.

Challenging ourselves for the BEST solution

Mission

What

We foster an open, down-to-earth and entrepreneurial corporate culture that drives our collective efforts to deliver the best solutions flexibly and timely so that we can help achieve the sustainable development of the global community and fulfill employees' aspirations for well-being.

Vision

Where

Deliver tangible solutions to social issues to make the world a better place for everyone.

Values

How

- Act with integrity
- Be a challenger
- Demonstrate agility
- Pursue innovation
- Embrace altruism

| Corporate Mission Vision Values |

Why Nyo Trading's Unique Business Model

not a box mover, but strive to be a social impact company.

verage our strengths to provide materials, products, and solutions most relevant to enterprise needs.

lent

people have the professional expertise and knowhow to meet these needs of our suppliers and business customers.

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We leveraged financials to seize opportunities

chemicals) (Ind

rial products) (Sustainable

ility) (Life science

end-to-end solutions

Initial Issues



Rubber Business Unit

Supplying high-quality synthetic rubbers to customers in diverse industries around the world

Point

- Play an instrumental role in the rubber industry in Japan by importing synthetic rubbers for nearly 80 years
- Supply value-added rubbers, such as epichlorohydrin rubbers, acrylic rubbers, silicone rubbers, fluororubbers, and HNBR
- Supply next-generation sustainable materials, such as epoxidized natural rubbers and plant-derived carbon neat additives for tires
- Our global network assists industrial customers in offshoring their production

Outline

● Main Products

Synthetic rubbers, Silicone rubbers, Thermoplastic elastomers and resins, Rubber reinforcement and fillers, Flame retardants, Specialty rubber chemicals, Other rubber materials and machinery



Synthetic rubbers

Liquid rubbers, fluororubbers, silicone rubbers



Silicone rubbers

Sanyo Trading is an authorized distributor of silicone rubbers produced by Dow Corning Japan and stock them for sale in Japan.



Thermoplastic elastomers and resins

Thermoplastic SEPS, medical TPI, medical acrylic resins

● Main Business Fields

Rubber products, Automotive parts, Tires, Industrial materials, Home appliances, Medical materials

Chemical Business Unit

Supplying value-added imported chemical products

Point

- Provide a broad range of chemical products and high-quality engineering services
- Develop and procure sustainable chemical products
- Leverage wide-ranging technical knowledge to source niche and specialty materials and products from outside Japan
- Aggressively invest in expanding the fine chemicals business

Outline

● Main Products

Waxes and environmentally friendly waxes, Silane coupling agents, Specialty methacrylate, Environmentally friendly TMP & Pentaerythritol, Initiators, UV absorbers/stabilizers (UVA/HALS), Antioxidants, Flame retardants, Urethane/epoxy curing agents, Carbodimide and related products, Plasticizers, HOT SBR, NBR latex, Resins, Pigments, Extended pigments



Additives

Paint and ink materials, adhesives, resins, chemical materials for plastics



Chemical materials for electronic components

High-purity TEO, specialty silane coupling agents, plasticizers, specialty methacrylate



Sustainable chemical materials

Protop's ISCC-certified poly, additives made from biomass

● Main Business Fields

Chemicals and chemical products: Paints, Inks, Adhesives, Coatings, Resins, Plastics, Electrical materials, etc.



Mobility No.1 Business Unit Mobility No.2 Business Unit

Developing and importing high-performance, value-added auto interior materials and parts

Point

- Promote, take orders for, and manage mass production of auto interior materials and high-performance auto parts
- Provide sales engineering services in Japan for auto parts manufacturers based outside Japan
- Customize imported products to meet the needs of Japanese automakers

Outline

● Main Products

Seat heaters, Seat ventilation systems, ECUs, Lumbar support systems, Sensors, Suspension mats, Seat adjuster motors, Latch release actuators, Gas springs, Benchmarking data



Seat heaters and ventilation systems

Ecologically designed seating systems that offer cooling and heating comfort



Lumbar support systems

Mechanical and pneumatic lumbar support systems sourced from Leggett & Platt Automotive



Automotive benchmarking service

Providing benchmarking data and on-site benchmarking service

● Main Business Fields

Automobiles, Automotive parts



Green Technology Business Unit

Supplying and maintaining cattle-feed pellet mills and wood-biomass-related products

Point

- Supply and maintain pellet mills sourced from CPM since 1956

- Provide engineering services for pellet production lines, including wood pellet mills

- Engage in the renewable-energy solutions business that uses locally procured wood as energy sources

Outline

● Main Products

Pellet mills, Dryers, Coolers, Crumblers, Grinding mills, Expansion devices, Microscale weighing systems, Twin-shaft paddle mixers, FIBC filling systems

Chippers, Hammer mills, Belt dryers, Pellet mills, Coolers, Wood gasifier with combined heat and power (CHP) unit using pellets and chips



CPM pellet mills

Sole distributor in Japan and South Korea for pellet mills sourced from CPM, a leading manufacturer of pellet mills



Wood gasifiers with CHP

Sourced from German-based Burkhardt, burning wood pellets and chips to produce electricity and hot water



KF FGD systems

Microscale weighing systems that accurately dose quantities of 4 to 40 types of raw materials ranging from 20 to 100kg

● Main Business Fields

Feed and fertilizer, Food and industrial products, Local governments, Forestry cooperatives, Power producers



Life Science Business Unit

Supplying materials and scientific instruments that support cutting-edge technologies in the life science field

Material Solution Department

Point

- Supply functional materials
- Work with universities and other companies to develop new products

Outline

● Main Products

Life Science Related Materials	Cosmetic ingredients, Food additives, Superabsorbent Polymer, Flavor and Fragrance, Dyestuff
Sustainable Materials	Environmentally friendly films, Cellulose fibers, Ocean bound plastics (OBP), Detergent
Advanced Technology Related Materials	Electronic materials, Industrial films, Industrial ceramics, Carbon nanotubes(CNT), Drilling Fluid additives and chemicals

● Main Business Fields

Cosmetics, Hygiene materials, Detergents/cleaners, Food, Electronic substrates/Semiconductors, Displays, Batteries, Agriculture, Oil drilling, Nuclear power, Industrial rubber

Scientific Instruments Department

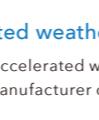
Point

- Import latest analyzers and testers and provide maintenance services for them
- Sanyo Trading Group companies in Japan supply bio equipment and reagents

Outline

● Main Products

Analyzers	Dispersion and powder evaluation, material surface characterization, gas analysis, elemental analysis
Testers	Weathering test, tribology, lubricants evaluation, pharmaceutical testing

	Accelerated weathering tester Importing accelerated weathering testers sourced from Q-Lab, a leading manufacturer of such testers
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● Main Business Fields

Government offices, Universities, Research facilities and quality management departments of private businesses



Energy Solution Business Department

Supplying construction, drilling, and research equipment for offshore, oil & gas and geothermal development, and offshore wind power generation and carbon capture & storage (CCS)*1

*1 : Carbon dioxide capture and storage is a technology for capturing and storing carbon dioxide.

Point

- Started the sales and service of drilling equipment and materials in 1990
- Provide comprehensive solutions for offshore surveys and development
- Expand renewable energy-related businesses, including offshore wind power

Outline

● Main Products

Drilling Equipment	Cementing accessories (Float Shoe, Collar, Plugs and, etc.), Jars and Shock Tools
	Drilling rig manufactured by BENTEC BENTEC, who is manufacturing the small and large sizes of rig is established in 1888, and they have a lot of experience supplying their rigs all over the world
Offshore Survey Equipment	Underwater connector, Buoyancy material, Umbilical cable and ROV*2
Offshore Wind Power Equipment	*2 : Remotely Operated Vehicle Transition piece cover, Cable protection system, and Various large lifting devices

● Main Business Fields

Oil & Gas and Geothermal development company, Drilling contractor, Construction company, Power generation company, National research and development agency, Heavy industry company, Engineering company and Research company



Bio Frontier Business Department

Handling of various analysis instruments in the bio field and provision of contract analysis services

Point

- Handle a variety of analytical instruments, ranging from single-cell gene expression analysis to proteomics, and offer contract analysis services

Outline

● Main Products

Genomics	DNAs and RNAs experiment devices and reagents
Proteomics	Protein experimental devices and reagents
Cell Biology	Cell experimental devices and reagents
Single-cell Analysis	Single-cell gene expression analysis
	Next Generation Sequencing (NGS) A next-generation high-precision sequencing for Element Biosciences (USA), equipped with the following capabilities for use in drug discovery research

● Main Business Field

Bio-related industry (Universities and research institutions in the fields of medicine and agriculture, Medical research institutions, Pharmaceutical/chemical companies)

History of Sanyo Trading



1947-1996

Growing fast into a diversified corporate group

Expands the scope of trading items to grow business fast. Diversifies businesses and expands operations globally to evolve into a corporate group.



1997-2011

Choosing to focus on core businesses and relocating to a new head office

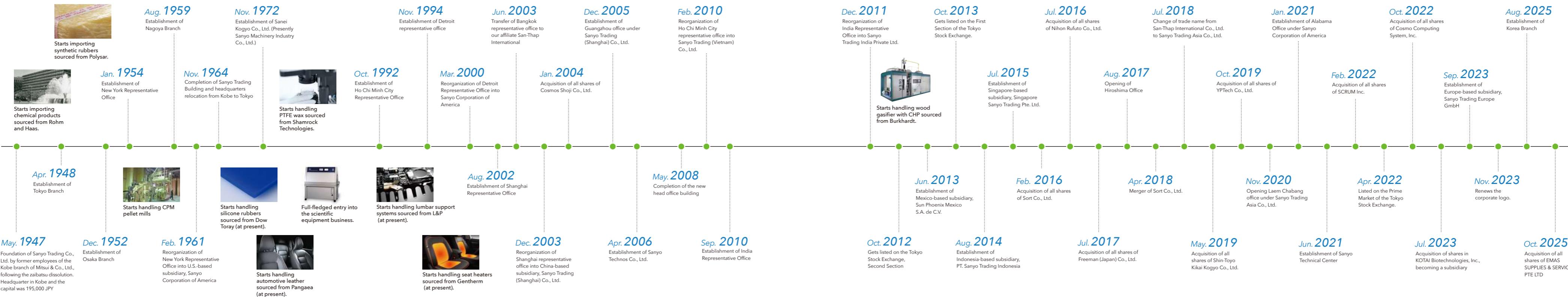
Discontinues unprofitable business lines. Enters into the automotive-related business, which is one of our core business lines today. Relocates to a new head office in the 2000s in preparation for going public.



2012-2024

Going public to accelerate growth

Goes public in the second and, in the following year, in the first section of the Tokyo Stock Exchange. Sanyo Trading's stock gets listed on TSE's top-tier Prime Market on April 4, 2022. Expands the scope of business through M&A, as well as global operations by adding overseas offices in Southeast Asia and other parts of the world. Launches the environmental solutions business.



Message from the CEO



The Sanyo Trading Group strives to pursue the best solutions in order to deliver tangible solutions to social issues to make the world a better place for everyone

President and CEO
Masanobu Shintani

For eighty years since its founding in 1947, Sanyo Trading, driven by a down-to-earth and entrepreneurial corporate culture, has been importing value-added materials and industrial machinery and equipment to play an instrumental role in driving industrial development in Japan and abroad, as well as in helping improve living standards in the communities we serve.

Today, the Sanyo Trading Group is focused on four key business segments: the fine chemicals, industrial products, sustainability, and life science markets. Our six business units(rubber, chemical, mobility no. 1 & no. 2, green technology, and life science), two business departments(energy solution and bio frontier), and group companies operating around the world source and deliver products, materials, and solutions to meet the needs of corporate customers in diverse industries.

Japanese businesses have been operating in an increasingly challenging and unpredictable environment due to changes in the global geopolitical landscape—including the US-China decoupling, the Middle East, and Ukraine—as well as accelerating inflation and market volatility, such as fluctuations in exchange rates, interest rates, and stock prices.

We see opportunities in such turning point and are confident about the Group's growth and resilience even under a changing operating environment. We leverage our long-term relationships with business partners, as well as our professional expertise, operational excellence, and robust financial standing, to continue offering the best solutions.

In the long-term management plan SANYO VISION 2028, which was released in November 2023, we have defined our vision as "delivering tangible solutions to social issues to make the world a better place for everyone." This is our aspiration to be flexible and agile in making the right decisions at the right time to go through increasingly fast-paced changes in an operating environment. In order to achieve this vision, we will take bold, swift, and sincere action to implement concrete measures to make our revenue base more robust and achieve greater operational excellence.

Under the slogan "Quest for Next" and SANYO VISION 2028, we are committed to continuing to pursue the best solutions for making a better future for you, for society, and for the environment.

Corporate Profile

Company Name
SANYO TRADING CO., LTD.

Establishment
May 28, 1947

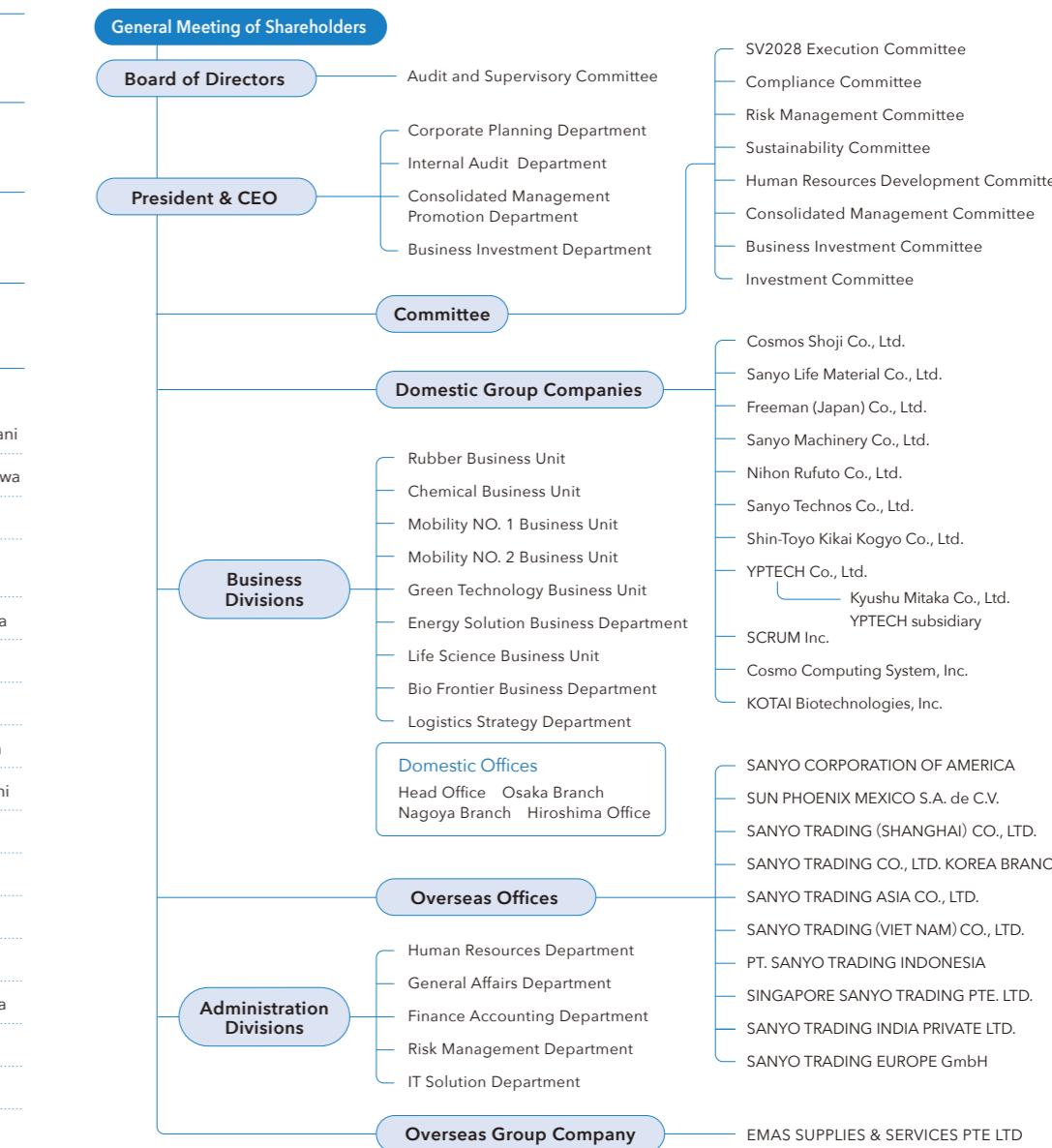
Capital
¥1,006,587,450

Stock Exchange Listings
Tokyo Stock Exchange Prime Market

Executive Officers

President & CEO	Masanobu Shintani
Director & Executive Officer, in charge of Business Divisions	Mitsuyasu Hirasawa
Director & Executive Officer, in charge of Administration Divisions	Ryuichi Otani
Director & Executive Officer, in charge of Business Divisions, General Manager of Corporate Planning Department	Yoshimi Namba
Outside Director	Hirotaka Sugihara
Outside Director	Mitsuo Ogawa
Outside Director & Audit and Supervisory Committee Member	Narumi Sakuma
Outside Director & Audit and Supervisory Committee Member	Asako Hasegawa
Outside Director & Audit and Supervisory Committee Member	Kuniaki Kobayashi
Senior Executive Officer, General Manager of Rubber Business Unit	Yasushi Komiya
Senior Executive Officer, General Manager of Life Science Business Unit	Koji Taguchi
Executive Officer, General Manager of Mobility No.1 Business Unit	Rintaro Harada
Executive Officer, General Manager of Mobility No.2 Business Unit	Akira Watanabe
Executive Officer, General Manager of Green Technology Business Unit	Kenichiro Mohara
Executive Officer, General Manager of Chemical Business Unit & Logistics Strategy Department	Hideki Ohata
Executive Officer, in charge of Human Resources & General Affairs Department	Kumiko Wada
Executive Officer, General Manager of Energy Solution Business Department	Takeharu Terada

Organization



Sanyo Trading

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