



*Quest  
for  
Next*

***Sanyo Trading***

*Corporate Profile*

*Corporate Brand*

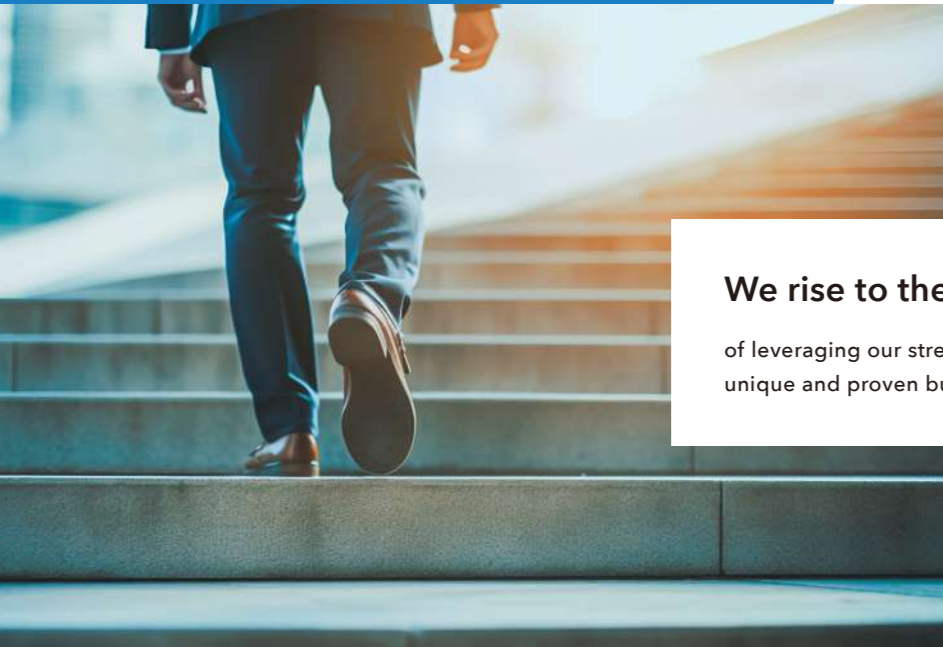
# *Quest for Next*

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.

***Sanyo Trading***



**We rise to the challenge**

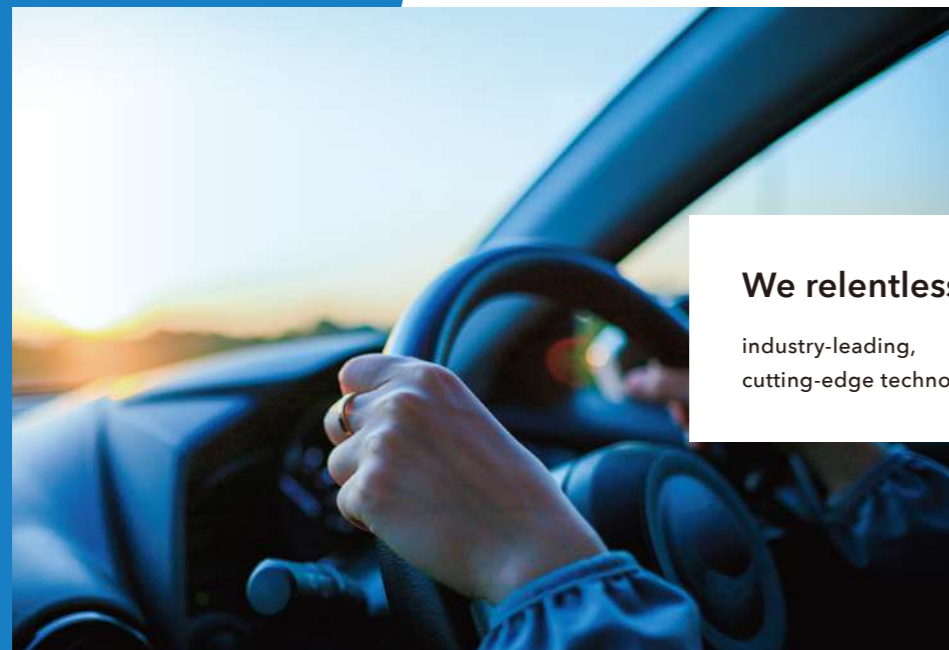
of leveraging our strengths to pursue our unique and proven business models.

# Quest for Next



**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.

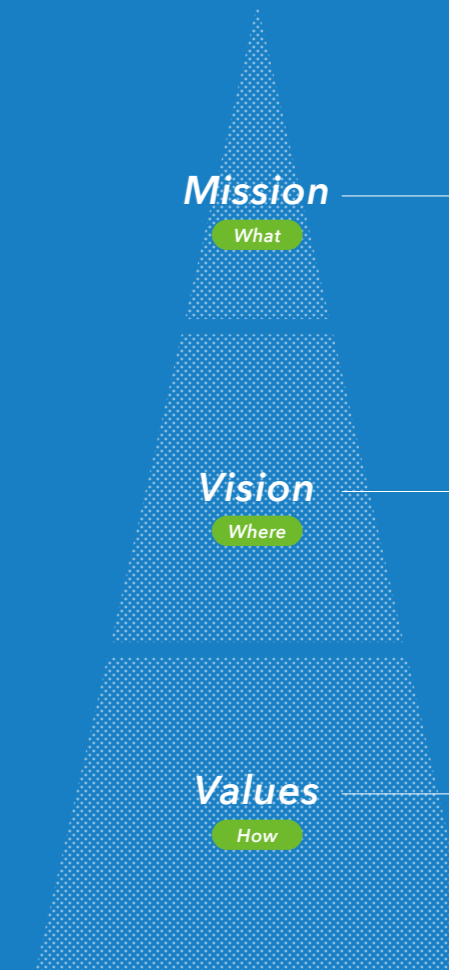


**We embrace change**

to evolve our business to keep everyone healthy and happy.

[ Corporate Mission Vision Values ]

Challenging ourselves for the BEST solution



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.

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

**Act with integrity**  
We observe laws, regulations, and professional ethics in everything we do.

**Be a challenger**  
We build a future full of opportunities and creativity.

**Demonstrate agility**  
We make the right decisions at the right time and act on them effectively.

**Pursue innovation**  
We stay abreast of social and economic changes and seize opportunities for growth and success.

# Sanyo Trading's Unique Business Model

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

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

## Talent

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

## Products

We explore all over the world for value-added materials and products in niche markets.

## Finance

We leverage our solid financial strengths to seize investment opportunities.

Fine chemicals

Mobility

Sustainability

Life science

Offer end-to-end solutions

Solving Social Issues

1

Sanyo Trading at a Glance

Corporate Overview

Year of foundation

1947



Capital

1,006.58 million yen



Overseas locations

16 locations in 10 countries



Subsidiaries in Japan

12 companies



Consolidated number of employees

687

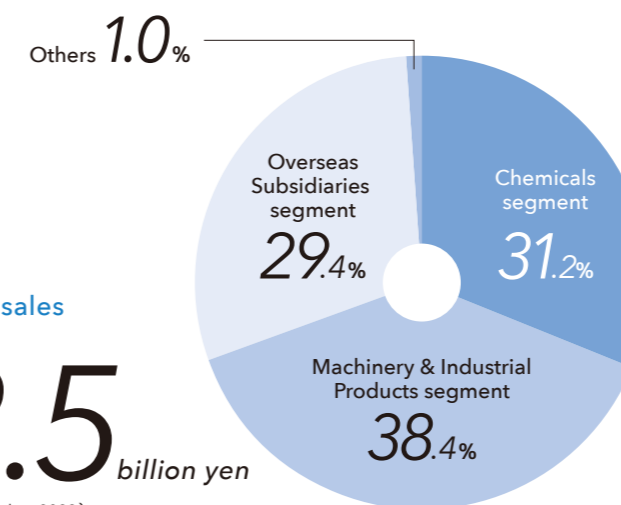


(The fiscal year ended September 2023)

Consolidated net sales

122.5 billion yen

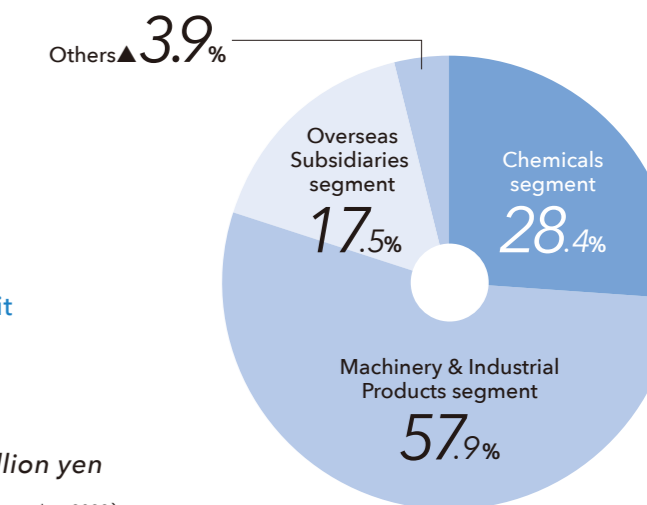
(The fiscal year ended September 2023)



Operating profit

6.7 billion yen

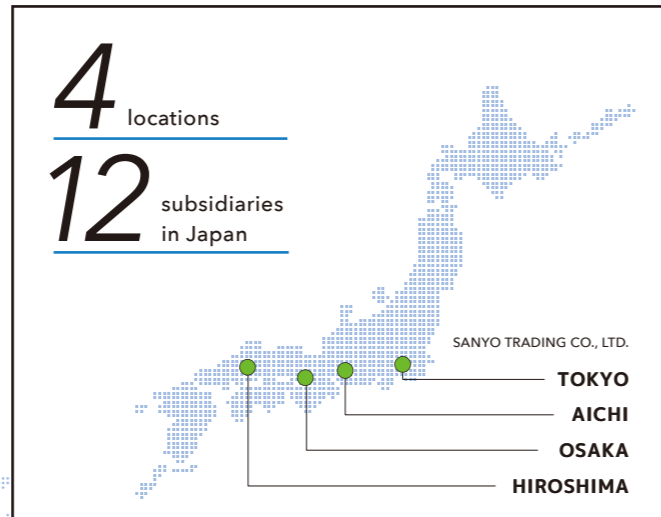
(The fiscal year ended September 2023)



Operating in **16** locations  
in **10** countries outside Japan

We operate globally to meet diverse needs of business customers around the world.

**4** locations  
**12** subsidiaries in Japan



**1** location in Europe

SANYO TRADING EUROPE GmbH  
**MUNICH**

SANYO TRADING INTERNATIONAL (HONG KONG) CO., LTD.  
**HONG KONG**

**GUANGZHOU**

SANYO TRADING (SHANGHAI) CO., LTD.  
**SHANGHAI**

**TIANJIN**

SANYO TRADING INDIA PRIVATE LTD.  
**GURUGRAM**

SANYO TRADING ASIA CO., LTD.  
**BANGKOK**

**LAEMCHABANG**

PT. SANYO TRADING INDONESIA  
**JAKARTA**

SANYO TRADING (VIET NAM) CO., LTD.  
**HANOI**

**HO CHI MINH**

SINGAPORE SANYO TRADING PTE. LTD.  
**SINGAPORE**

**11** locations in **7** countries across Asia

SANYO CORPORATION OF AMERICA  
**ALABAMA**

**DETROIT**

**NEW YORK**

SUN PHOENIX MEXICO S.A. de C.V.  
**IRAPUATO**

**4** locations in **2** countries across North America and Central America

### Fine chemicals

Rubber Business Unit Chemical Business Unit

Supply sustainable materials to help achieve carbon neutrality

P10-11

### Providing the best solutions in the four focused markets

Six business units provide high-demand, value-added products and services in these four focused markets. We take a step ahead in pursuit of the best solutions for making the world a better place for everyone.

### Sustainability

Green Technology Business Unit

Promote food safety and renewable-energy solutions to keep the earth a comfortable place to live

P13

### Mobility

Industrial Products No. 1 Business Unit

Industrial Products No. 2 Business Unit

Offer leading-edge technologies to enable safe and comfortable mobility experiences

P12

### Life science

Life Science Business Unit

Promote health and better QOL and help achieve an environmentally responsible society

P14

# Fine chemicals

## 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 more than 70 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

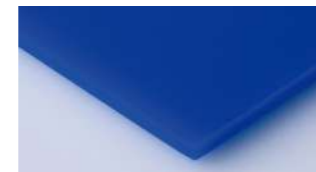
#### ● Main Products

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



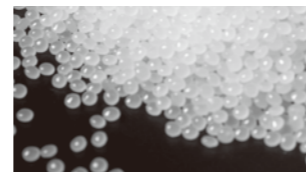
#### Synthetic rubbers

Liquid rubbers, fluororubbers, silicone rubbers



#### Silicone rubbers

Sanyo Trading is an authorized distributor of silicone rubbers produced by Dow Toray of 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, Photoinitiators, UV absorbers/Photostabilizers (UVA/HALS), Antioxidants, Flame retardants, Urethane/epoxy curing agents, Carbodiimide and related products, Plasticizers, HOT SBR, NBR latex, Resins, Pigments, Extender pigments



#### Additives

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



#### Chemical materials for electronic components

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



#### Sustainable chemical materials

Perstorp's ISCC-certified polyol, additives made from biomass

#### ● Main Business Fields

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



# Mobility

## Industrial Products No. 1 Business Unit Industrial Products 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



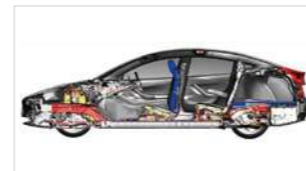
**Seat heaters and ventilation systems**

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



# Sustainability

## 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

##### Powder related equipment

Pellet mills, Dryers, Coolers, Crumblers, Flaking mills, Expanders, Automatic control devices, Microscale weighing systems, Twin-shaft paddle mixers, FIBC filling systems

##### Biomass related equipment

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



**KSE FCD systems**

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

#### ● Main Business Fields

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

# Life science

## 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



#tide ocean material  
Resins made 100% from recycled ocean-bound plastics

● 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

● Main Business Fields

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



# For a better future

Addressing material topics in pursuit of greater corporate sustainability

### Basic Policy

The Sanyo Trading Group's Mission is to 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. Our Vision is to deliver tangible solutions to social issues to make the world a better place for everyone.

To achieve this Mission and Vision, we place a high priority on pursuing greater corporate sustainability. We aspire to become a social impact company by reducing environmental impact of operations while helping achieve a sustainable international community and sustaining our long-term business growth.

Materiality	Themes being addressed	Actions being taken
Solving social issues through business activities	Reducing environmental impact	<ul style="list-style-type: none"> <li>● Progressively switch petrochemical-based products to naturally derived products</li> <li>● Support automakers in their R&amp;D efforts for EVs at Sanyo Solution Gallery in Mizunami</li> <li>● Promote the generation and use of renewable energy, such as wood-biomass and geothermal power generation</li> </ul>  <p>Sanyo Solution Gallery in Mizunami</p>
	Providing a fulfilling lifestyle	<ul style="list-style-type: none"> <li>● Step up efforts in the biotechnology business to help improve people's QOL</li> <li>● Bolster sales of functional feedstuff</li> </ul>  <p>Functional feeds</p>
Strengthening the business base that supports sustainable growth	Reinforcing solid management structure	<ul style="list-style-type: none"> <li>● Follow a robust M&amp;A policy</li> <li>● Operate the Loan and Investment Committee</li> <li>● Promote greater compliance across the organization</li> </ul>
	Active participation of diverse motivated human resources	<ul style="list-style-type: none"> <li>● Operate the Sanyo Academy to develop talent</li> <li>● Promote the Sanyo Work Style to foster an open and inclusive workplace culture</li> <li>● Operate the D&amp;I Promotion Committee to foster greater workplace diversity and inclusion</li> </ul>



# 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

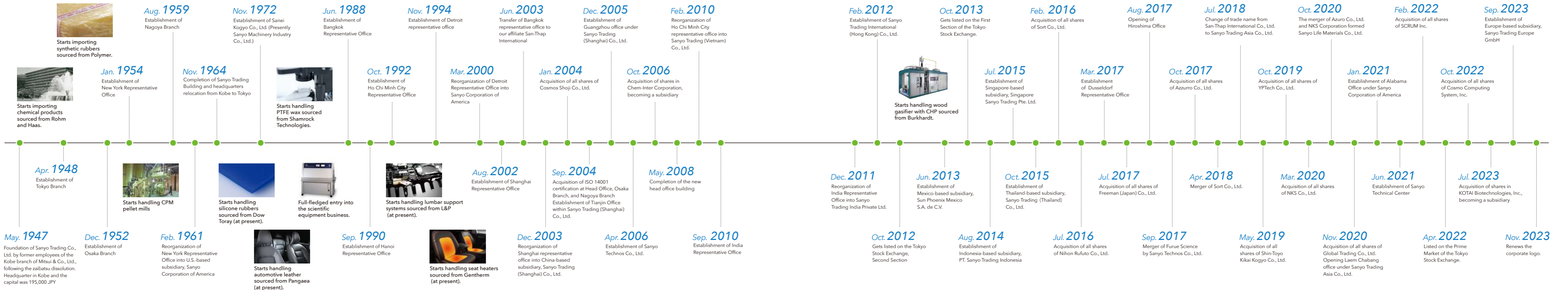
Discontinues unprofitable business lines. Enters into the automotive-related business, which is one of our core business lines today. Relocates to a new head office in the 2000s in preparation for going public.



## 2012-2023

### Going public to accelerate growth

Goes public in the second and, in the following year, in the first section of the Tokyo Stock Exchanges. 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

Over three quarters of a century 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 doing business in the fine chemicals, mobility, sustainability, and life science markets. Our six business units (rubber, chemical, industrial products, green technology, and life science) 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, as evidenced by disruptions of supply chains in the auto industry as a result of chip shortages, a fast-changing global geopolitical landscape, an accelerating inflationary trend, and volatile foreign exchange markets.

We see opportunities in such uncertainties and are confident about the Group's growth and resilience even under a changing operating environment. We leverage our long-term relationships with corporate

customers, as well as our professional expertise, operational excellence, and healthy financial foundation, to continue offering the best solutions.

The Sanyo Trading Group has updated its long-term management plan to Sanyo Vision 2028. As part of updating the Group's management philosophy, we have defined our vision for 2028 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.

As part of our efforts to achieve this long-term vision, we will take bold, swift, and thorough action under the internal slogan of "Do it" to make our revenue base more robust and achieve greater operational excellence. We have refreshed our corporate logo to make it a visual representation of our corporate philosophy. The updated logo denotes our foresight and entrepreneurship, as well as our resolve to pursue innovation, and symbolizes our commitment to bring a better future to the earth and all of you.

Under the slogan "Quest for Next" and the updated 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

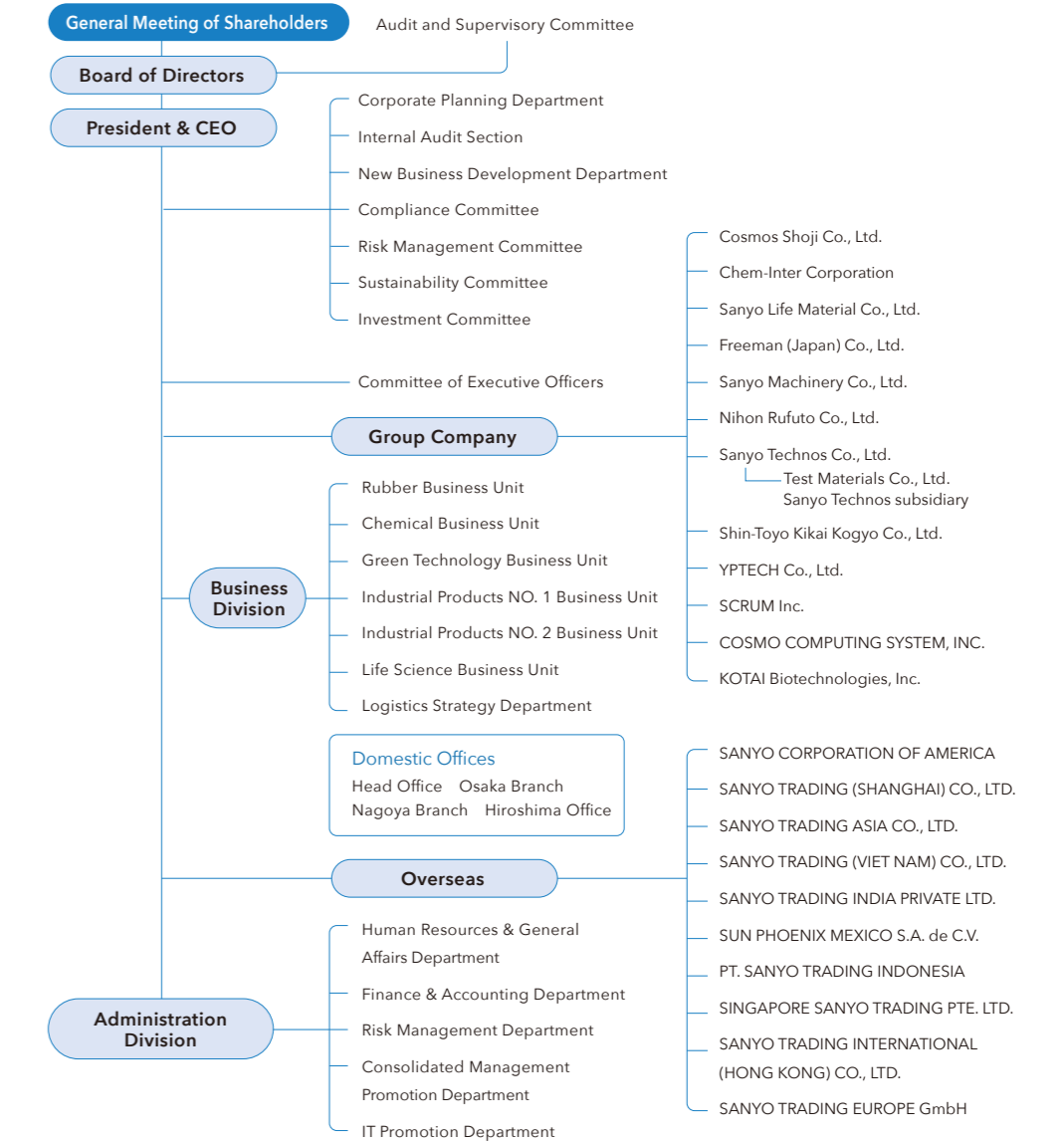
**Capital**  
¥1,006,587,450

**Major Shareholders**  
Toagosei Co., Ltd. / MUFG Bank, Ltd. / Sumitomo Mitsui Banking Corporation / Sumitomo Mitsui Trust Bank, Ltd. / BOT Lease Co., Ltd.

### Executive Officers

President & CEO	Masanobu Shintani
Managing Director & Executive Officer, In charge of Administration Divisions	Toshiaki Mizusawa
Director & Executive Officer, In charge of Business Divisions	Kenichi Shindo
Director & Executive Officer, In charge of Business Divisions	Mitsuyasu Hirasawa
Outside Director	Hirohisa Sugihara
Outside Director	Mitsuo Ogawa
Director & Audit and Supervisory Committee Member	Hiroshi Shirai
Outside Director & Audit and Supervisory Committee Member	Asako Hasegawa
Outside Director & Audit and Supervisory Committee Member	Kuniaki Kobayashi
Executive Officer, Head of Rubber Business Unit	Yasushi Komiya
Executive Officer, In charge of Administration Divisions	Ryuichi Otani
Executive Officer, Head of Life Science Business Unit	Koji Taguchi
Executive Officer, General Manager of Corporate Planning Department	Yoshimi Namba

## Organization



# *Sanyo Trading*

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