



*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

Quest for Next



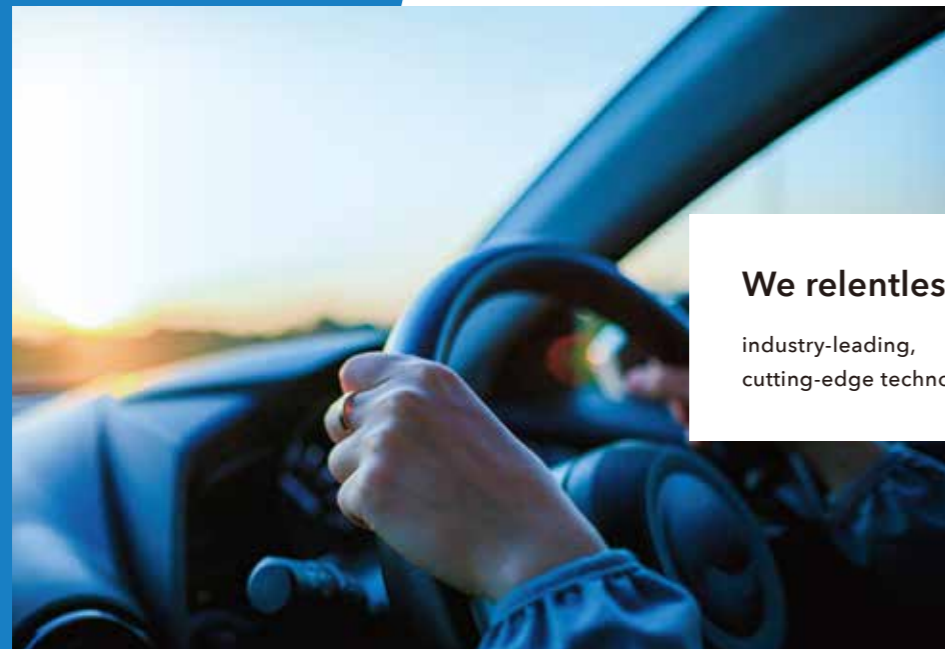
We rise to the challenge

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.



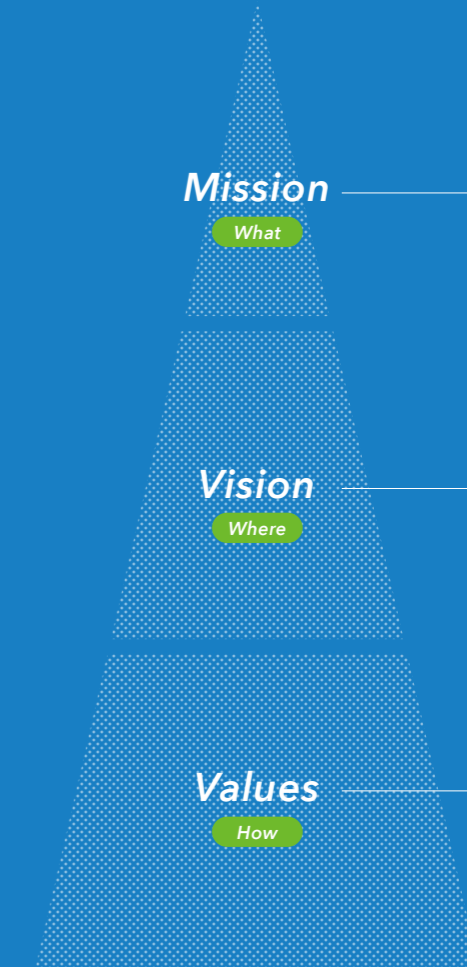
We embrace change

to evolve our business to keep everyone healthy and happy.

Corporate Philosophy

[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

Industrial products

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

15 locations in 10 countries



Subsidiaries in Japan

11 companies



Consolidated number of employees

713

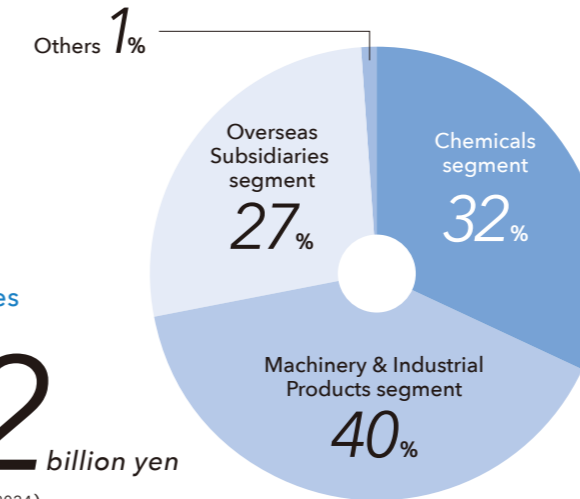


(The fiscal year ended September 2024)

Consolidated net sales

129.2 billion yen

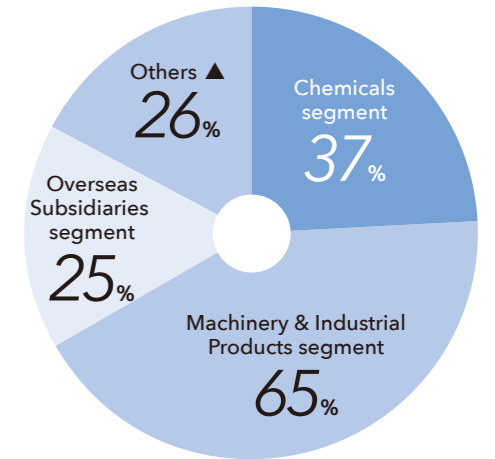
(The fiscal year ended September 2024)



Operating profit

7.0 billion yen

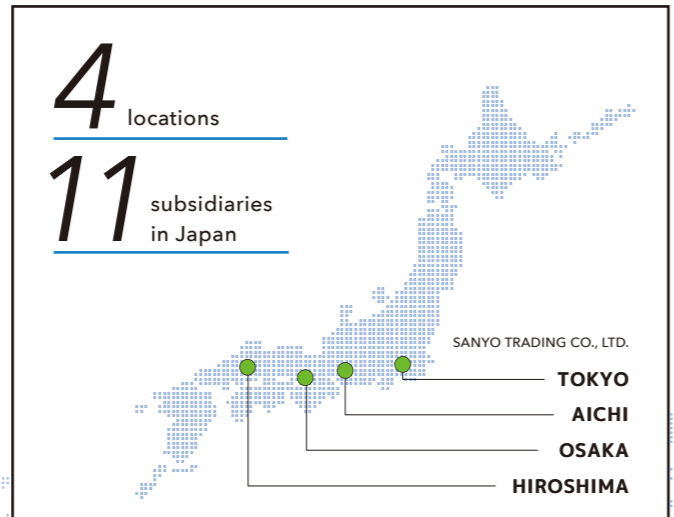
(The fiscal year ended September 2024)



Operating in **15** locations
in **10** countries outside Japan

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

4 locations
11 subsidiaries in Japan



1 location in Europe

SANYO TRADING EUROPE GmbH
MUNICH

SANYO TRADING (SHANGHAI) CO., LTD.
SHANGHAI

GUANGZHOU

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

SANYO CORPORATION OF AMERICA
NEW YORK

DETROIT

ALABAMA

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

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

SANYO TRADING INDIA PRIVATE LTD.
GURUGRAM

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

HO CHI MINH

SINGAPORE SANYO TRADING PTE. LTD.
SINGAPORE

10 locations in **7** countries across Asia

SANYO TRADING ASIA CO.,LTD.
BANGKOK

LAEMCHABANG

PT. SANYO TRADING INDONESIA
JAKARTA

Fine chemicals

Supply sustainable materials to help achieve carbon neutrality

Industrial products

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

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

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

Life science

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



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



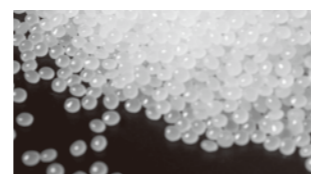
Synthetic rubbers

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 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

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 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



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}

※2 : Remotely Operated Vehicle

- Offshore Wind Power Equipment** : 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** : DNA and RNA experimental devices and reagents
- Proteomics** : Protein experimental devices and reagents
- Cell Biology** : Cell experimental devices and reagents Organic synthesis and analytical instruments
- Single-cell Analysis** : Spatial gene expression analysis, Bioinformatics data analysis



Next Generation Sequencing (NGS)
A next-generation high-precision gene sequencer from Element Biosciences (USA), equipped with site profiling capabilities for use in drug discovery research

● Main Business Fields

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

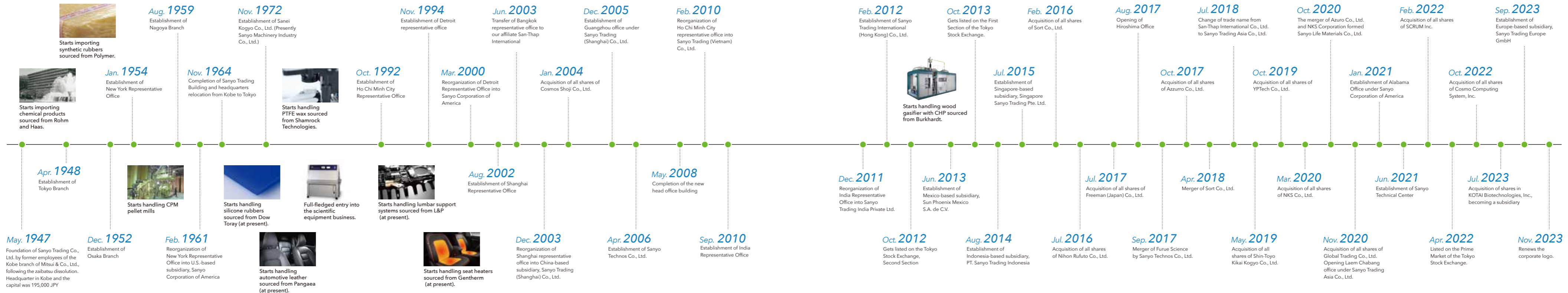
Choosing to focus on core businesses and relocating to a new head office

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 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

For seventy-seven 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 doing business in 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 uncertainties 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 the long-term management plan 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

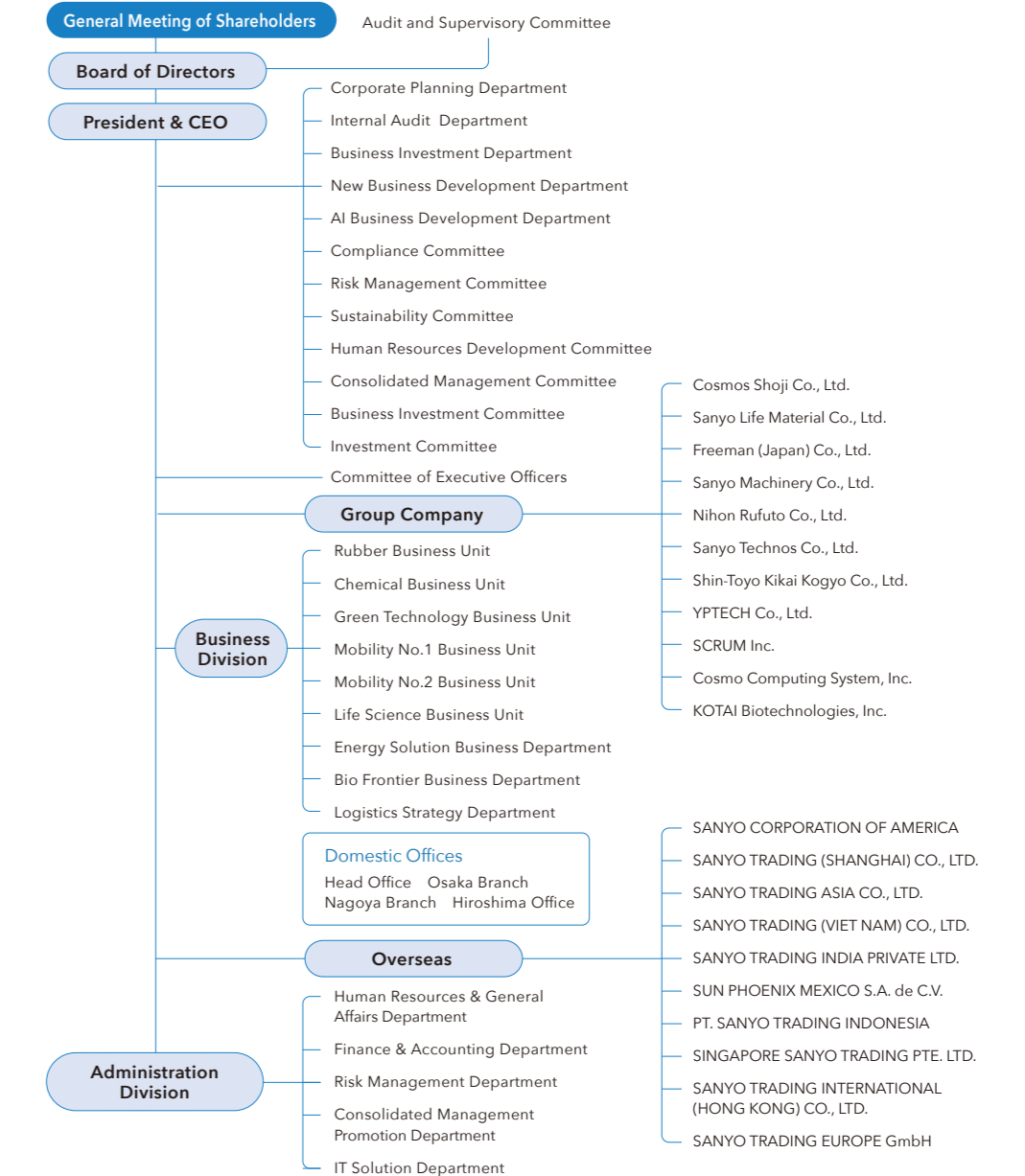
Stock Exchange Listings

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, General Manager of Corporate Planning Department	Yoshimi Namba
Outside Director	Hiroataka 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
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	Hideki Ohata
Executive Officer, General Manager of Human Resources & General Affairs Department	Kumiko Wada
Executive Officer, General Manager of Energy Solution Business Department	Takeharu Terada

Organization



Sanyo Trading

SANYO TRADING CO., LTD.

2-11, KANDA NISHIKI-CHO, CHIYODA-KU,
TOKYO 101-0054, JAPAN

TEL +81 3 3518 1111

FAX +81 3 3518 1230

WEB sanyo-trading.co.jp

