



International and Domestic Trading  
Contributing to Society and the Environment

## Corporate Brochure 2015

Year ended March 2015



# Company Profile

## Established

February 5, 1952

## Capital and Shares (As of March 31, 2015)

Capital (Authorized) _____	¥2,000,000,000
Capital (Paid up) _____	¥500,000,000
Shares (Issued) _____	10,000 shares
Shareholder	
Kanematsu Corporation _____	10,000 shares

## Employees (As of March 31, 2015)

141

## Bank References

The Bank of Tokyo-Mitsubishi UFJ, Ltd.  
Mitsubishi UFJ Trust and Banking Corporation  
Mizuho Bank, Ltd.

## Financial Highlights (Years ended March 31)

	2013	2014	2015
Net sales (¥ million)	92,188	98,780	95,990
Ordinary income (¥ million)	824	1,251	1,034
Net income (¥ million)	215	977	645
Net income per share (¥)	21,515	97,772	64,596
Total assets (¥ million)	28,244	28,664	27,299
Net assets (¥ million)	6,529	7,313	7,104

## Net Sales by Business Segment (Years ended March 31)

	2015	
	Net sales (¥ million)	Breakdown (%)
Pet Business Dept.	22,838	23.8
Health Industry Dept.	15,442	16.1
Food Vending Machine Dept.	28,035	29.2
Metal & Machinery Dept.	9,912	10.3
Aerospace & Marine Dept.	19,761	20.6
Total	95,990	100.0

# Network Japan

## Tokyo Head Office

8th Floor, Marunouchi Center  
Bldg.,6-1, Marunouchi 1-chome,  
Chiyoda-ku, Tokyo  
100-8383, Japan  
Tel :81-3-3286-0211  
Fax :81-3-3213-2420

## Hokkaido Branch

11th Floor,Sapporo-Kitasanjo Bldg.,  
1, Nishi 3-chome, Kita 3-jo, Chuo-ku,  
Sapporo 060-0003, Japan  
Tel :81-11-233-3250  
Fax :81-11-233-3236

## Chushikoku Branch

3rd Floor, Hiroshima-Intes Bldg.,  
10-10, Hashimoto-cho, Naka-ku,  
Hiroshima 730-0015, Japan  
Tel :81-82-225-0816  
Fax :81-82-225-0810

## Tohoku Branch

6th Floor, Bell The Sendai Bldg.,  
7-17, Chuo 4-chome, Aoba-ku,  
Sendai 980-0021,Japan  
Tel :81-22-266-2691  
Fax :81-22-227-6451

## Kyushu Branch

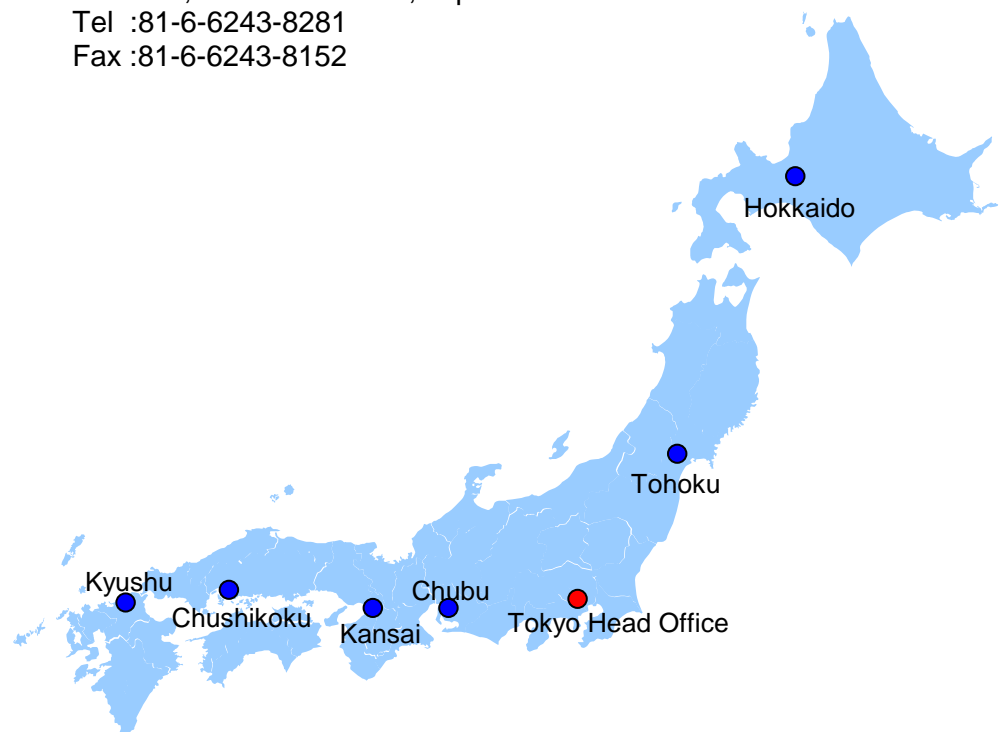
14th Floor, Tenjin-Twin Bldg.,  
6-8, Tenjin 1-chome, Chuo-ku,  
Fukuoka 810-0001, Japan  
Tel :81-92-715-3100  
Fax :81-92-761-2186

## Chubu Branch

6th Floor,Nagoya Nishiki Front Tower.,  
3-4, Nishiki 2-chome, Naka-ku,  
Nagoya 460-0003,Japan  
Tel :81-52-218-6101  
Fax :81-52-218-6165

## Kansai Branch

7th Floor,Midohsuji Dai Bldg.,  
1-2, Minami Kyuhouji-machi 4-chome,  
Chuo-ku,Osaka 541-0058, Japan  
Tel :81-6-6243-8281  
Fax :81-6-6243-8152



(As of March 2015)

## Overseas —Europe—

### Bristol

Shintoa (UK) Ltd.

13th Floor, Tower House,  
Fairfax Street  
Bristol BS1 3BN, U.K.  
Tel :44-117-927-9151  
Fax :44-117-927-9152

## —North America—

### Indianapolis

Shintoa International, Inc.

135 North Pennsylvania Street,  
Suite 1360, Indianapolis,  
Indiana 46204, U.S.A.  
Tel :1-317-917-1111  
Fax :1-317-917-2222

### Phoenix

Shintoa International, Inc.  
Phoenix Branch

1620 West Fountainhead  
Parkway, Suite 509, Tempe,  
Arizona 85282, U.S.A.  
Tel :1-480-281-5733  
Fax :1-480-281-5737



(As of March 2015)

# Business Departments

## Pet Business Department (Petcare) -P5

The Pet Business Dept. seeks to develop the pet industry and offer value to pets and their owners alike.

## Health Industry Department (Feedstuffs) -P6

The Health Industry Dept. contributes to safe food production by effectively using resources and stabilizing domestic supply and demand of feedstuffs.

## Food Vending Machine Department -P7

The Food Vending Machine Dept. is creating the future of the vending machine business through the installation of vending machines, distribution of soft drink products and other initiatives.

## Metal & Machinery Department -P8

The Metal & Machinery Dept. provides its customers with a range of high-quality metal, formulated resin, and machinery products, and supports industrial growth throughout the world.

## Aerospace & Marine Department -P9

The Aerospace & Marine Dept. aspires to introduce cutting-edge products to fulfill future demand for new applications while providing robust support for the legacy products for Japan's defense in the aerospace and marine segments.

# Pet Business Department (Petcare)

We provide many functions for the distribution value-chain, for all kinds of pet businesses.  
As an industry leader, we continually develop our strategy to improve people's lives with their pets.

## Domestic Agencies

ROYAL CANIN JAPAN  
Mars Japan Limited  
Yamahisa Co., Ltd. (Petio)  
Nutro Japan  
DoggyMan H.A. Co., Ltd.  
Yeaster Co., Ltd.  
Spectrum Brands Japan K.K.  
PETLINE CORPORATION  
AIXIA Corporation  
d.b.f.PET Co., Ltd.  
Nippon Pet Food Co., Ltd.  
etc...



## International Agencies

Everclean (United States)  
Nature's Variety (United States)  
Ezy Dog (Australia)  
United Pets (Italy)



## Others

EXPORT  
OEM  
Investment  
Financial Service



# Health Industry Department (Feedstuffs)

We are one of the industry leaders in providing feed materials and feed by-products to the market in Japan. We have more than 50 years' experience and offer advanced feed materials and feed efficiency.

Our concept is "Make efficient use of resources and enable profitable growth".

We are always conscious of food safety and feed efficiency, which we achieve by making effective use of both domestic and global resources.

## Amino Acids

DL-Methionine, L-Lysine HCl, L-Lysine Sulfate,  
L-Threonine, L-Tryptophan, Taurine, Other AA

## Vitamins

V-A, D3, AD3, E, Cholin, Chloride, Other Vitamins

## Minerals

MCP, MDCP, DCP, TCP, MnSO<sub>4</sub>, MgSO<sub>4</sub>,  
CuSO<sub>4</sub>, MnCO<sub>3</sub>, MgCO<sub>3</sub>, Sodium  
Bicarbonate, Other Minerals

## Natural Pigments

Paprika Powder, Extract, Marigold Powder  
Extracts

## Pet Food Ingredients

Natural Antioxidant, Rosemary Extract,  
Natural Flavor

## Animal By-Products

Tallow, Lard, Yellow Grease, Chicken Oil,  
Fish Oil, MBM (Pork / Poultry), Fish Meal,  
Dried Silkworm, Krill Meal, Squid Meal, Others

## Grain By-Products

Corn, Corn Gluten Feed, Corn Gluten Meal,  
Corn Germ, Wheat Bran, Rice Bran, Others

## Other Ingredients

Brewers Yeast, Seaweed, Litter,  
Food Industry By-products



# Food Vending Machine Department

## [Supplier for vending machine operators](#)

We distribute soft drinks to vending machine operators across Japan as the agent for major national brand soft drink producers. These leading soft drink producers include Otsuka, Asahi, Nestle, Pokka-Sapporo, and UCC, to name a few.

## [Organizer in the vending machine business](#)

To expand into new business areas, we are developing a vending machine business, including the planning, development, management of vending machine and the commercial distribution, logistics, information of soft drink products. In doing so, we are harnessing our extensive experience and activities in the vending machine business as a general trading company.

## [Soft drink products](#)

Otsuka

Asahi

Nestle

Pokka-Sapporo

UCC

Other Japan made products



## [Vending machine for food and soft drink](#)

Fuji Electric

Panasonic

SANDEN

KUBOTA





# Metal & Machinery Department

We provide products that contribute to industry and offer our experience to support our customers' business development.

## Metal Products

### Flat Rolled Products

- Plates - Hot Rolled Coils & Sheets
- Pickled and Oiled Coils & Sheets
- Cold Rolled Coils & Sheets
- Galvanized Coils & Sheets
- Other Coated Coils & Sheets

### Long Products

- Pipes
- H Beams
- Angles
- Channels

### Steel Building-Materials Products

- Expanded Metal
- Deck



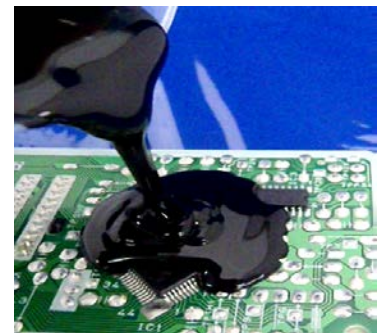
## Formulated Resin

(Application)

Electronics Device, Transformer and Coil, Power Module, Hybrid IC, Capacitor, Resistor

(Performance)

Heat-Resistant, Water Proof, Insulating, Flame-Resistant, High Thermal Conductance, Excellent Mechanical Propertie, Strong Adhesion



## Industrial Machine

Vibration Separator

Dust Collector & Filter

Waste Compactor, Baler for Plastic, Vinyl, Cartons, Bins & Cans



## Barcode Equipment

Barcode Printer

Warehouse Management System & Equipment

# Aerospace & Marine Department

## Department Overview :

We have had a major presence in the Japanese aerospace industry for 50 years, retaining good relationships with all major heavy industries as well as Japanese government agencies, namely the Ministry of Defense, Japan Civil Aviation Bureau, and the Japan Coast Guard.

Our strength is in the defense and government market, where we leverage our strong partnership with world-leading aerospace & marine engine manufacturers such as Rolls-Royce and Honeywell. We strive to introduce leading-edge products from manufacturers like these to meet the demand of customers in Japan.

In the Aerospace & Marine Department, we provide diverse services, to satisfy the needs of customers, such as program development support, flawless logistics, continuous effort in introducing modifications & upgrades of products in operation and in, maintenance, repair and overhaul (MRO) support.

To ensure the success of foreign partners in Japan, we provide robust support and assistance to mitigate the business and cultural gaps between East and West, with opportunity research, strategy creation assistance, marketing & sales, development & introduction support, intelligence provision, and distribution transactions.

## Major Product Portfolio :



## Qualification and Certification :

Shintoa has been the member of TRACE to assure transparency. In addition, the Aerospace & Marine Department is JISQ9001 / 9100 certified to ensure quality service.