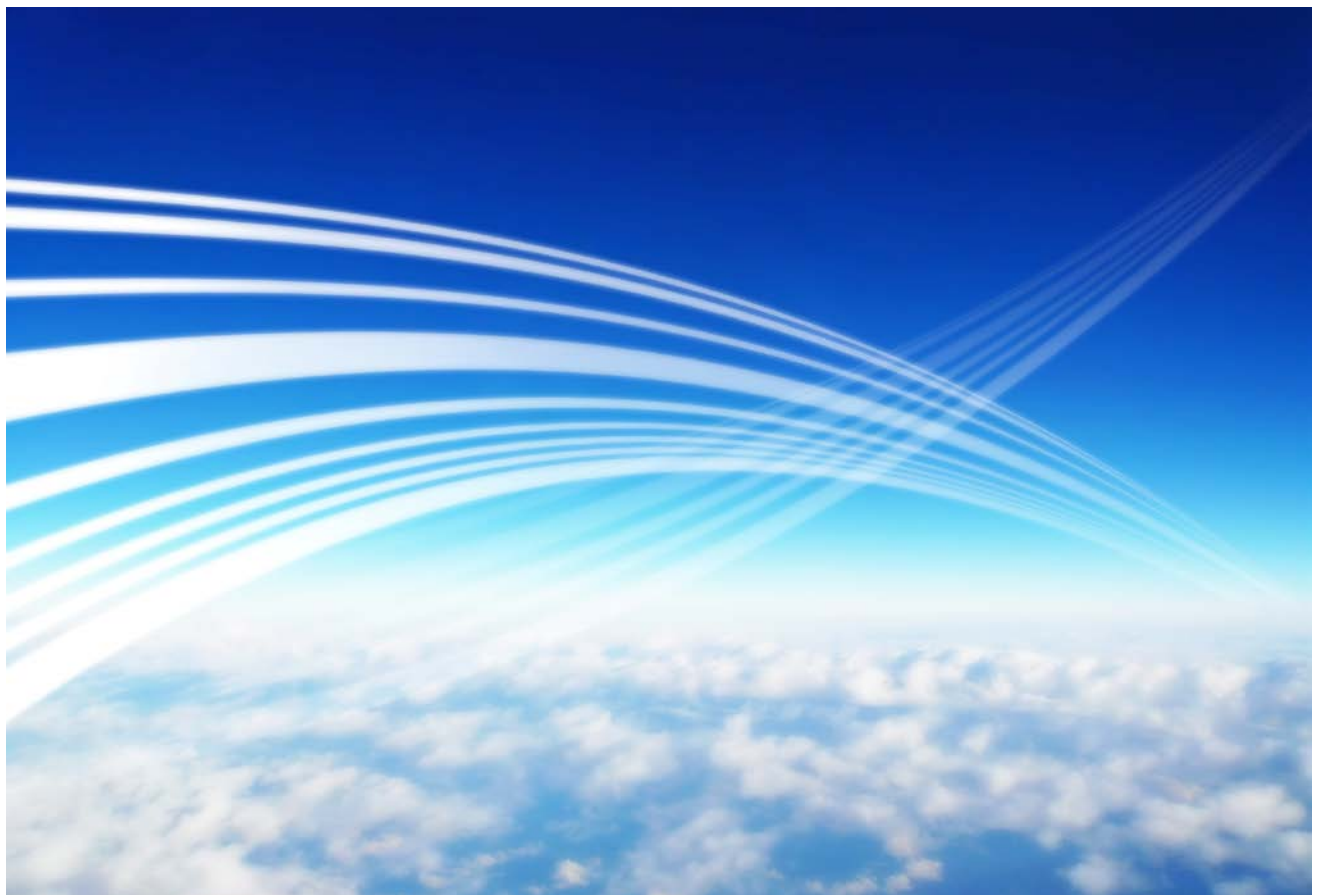




International and Domestic Trading  
Contributing to Society and the Environment

## Corporate Brochure 2018

Year ended March 2018



# Company Profile

## Established

February 5, 1952

## Capital and Shares (As of March 31, 2018)

|                       |                |
|-----------------------|----------------|
| 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, 2018)

163

## Bank References

MUFG Bank, Ltd.

Mizuho Bank, Ltd.

The Hachijuni Bank, Ltd.

## Financial Highlights (Years ended March 31)

|                             | 2016    | 2017   | 2018    |
|-----------------------------|---------|--------|---------|
| Net sales (¥ million)       | 100,573 | 92,798 | 100,359 |
| Ordinary income (¥ million) | 1,013   | 955    | 1,070   |
| Net income (¥ million)      | 658     | 646    | 768     |
| Net income per share (¥)    | 65,837  | 64,670 | 76,896  |
| Total assets (¥ million)    | 24,919  | 26,117 | 34,320  |
| Net assets (¥ million)      | 7,166   | 7,335  | 7,621   |

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

|                            | 2018                     |                  |
|----------------------------|--------------------------|------------------|
|                            | Net sales<br>(¥ million) | Breakdown<br>(%) |
| Pet Business Dept.         | 29,149                   | 29.0             |
| Health Industry Dept.      | 17,009                   | 17.0             |
| Food Vending Machine Dept. | 31,980                   | 31.9             |
| Metal & Machinery Dept.    | 8,842                    | 8.8              |
| Aerospace & Marine Dept.   | 13,378                   | 13.3             |
| Total                      | 100,359                  | 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

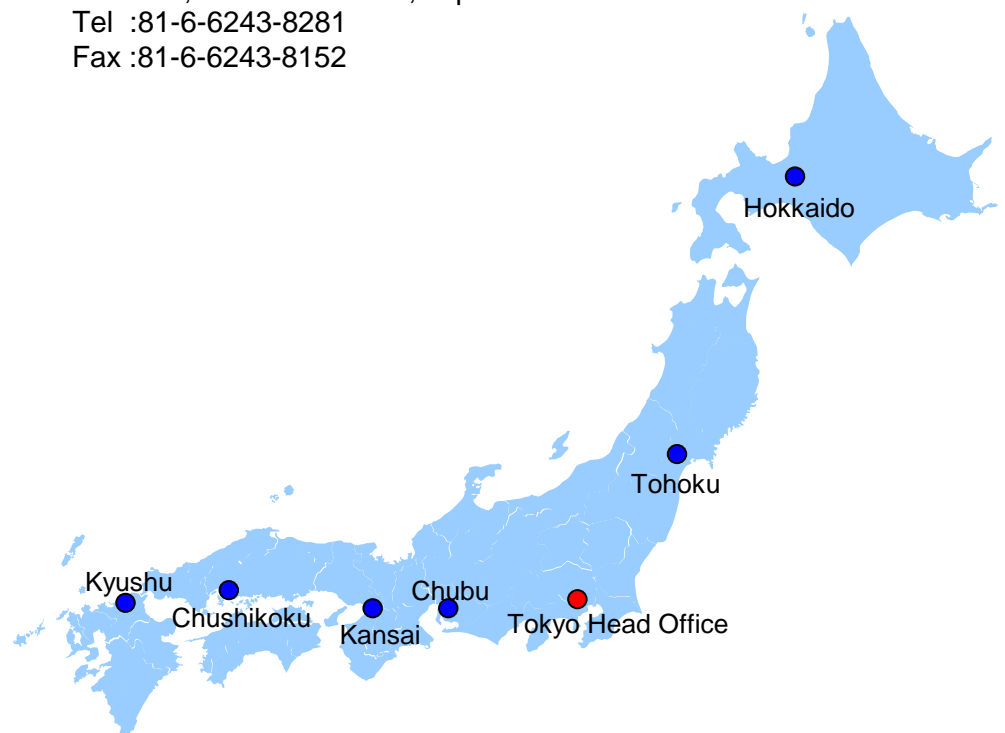
14th Floor, Tenjin-Twin Bldg.,  
6-8, Tenjin 1-chome, Chuo-ku,  
Fukuoka 810-0001, Japan  
Tel :81-92-715-3100  
Fax :81-92-761-2186

## 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 2018)

## 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.  
Head Office

135 North Pennsylvania Street,  
Suite 810, 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 2018)

# 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

Mars Japan Limited  
ROYAL CANIN JAPON  
Petio Corp.  
Earth Pet Co., Ltd.  
Spectrum Brands Japan K.K.  
AIXIA Corporation  
d.b.f.PET Co., Ltd.  
Yeaster Co., Ltd.  
Petio Corp.  
PETLINE CORPORATION  
etc...



## International Agencies

Ezy Dog (Australia)  
Everclean (United States)  
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, Insect 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  
SUNTORY  
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
  - Coated Coils & Sheets
  - Galvanized
  - Aluminized
  - Galvalume
  - Color, etc

### Long Products

- Pipes
- H Beams
- Angles
- Channels

### Steel Building-Materials Products

- Expanded Metal
- Deck



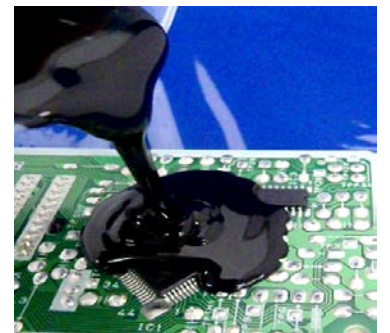
## Formulated Resin

### (Application)

Electronics Device, Transformer and Coil, Power Module, Hybrid IC, Capacitor, Adhesive for water treatment Filter

### (Performance)

Heat-Resistant, Water Proof, Insulating, Flame-Resistant, High Thermal Conductance, Excellent Mechanical Properties, 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 :

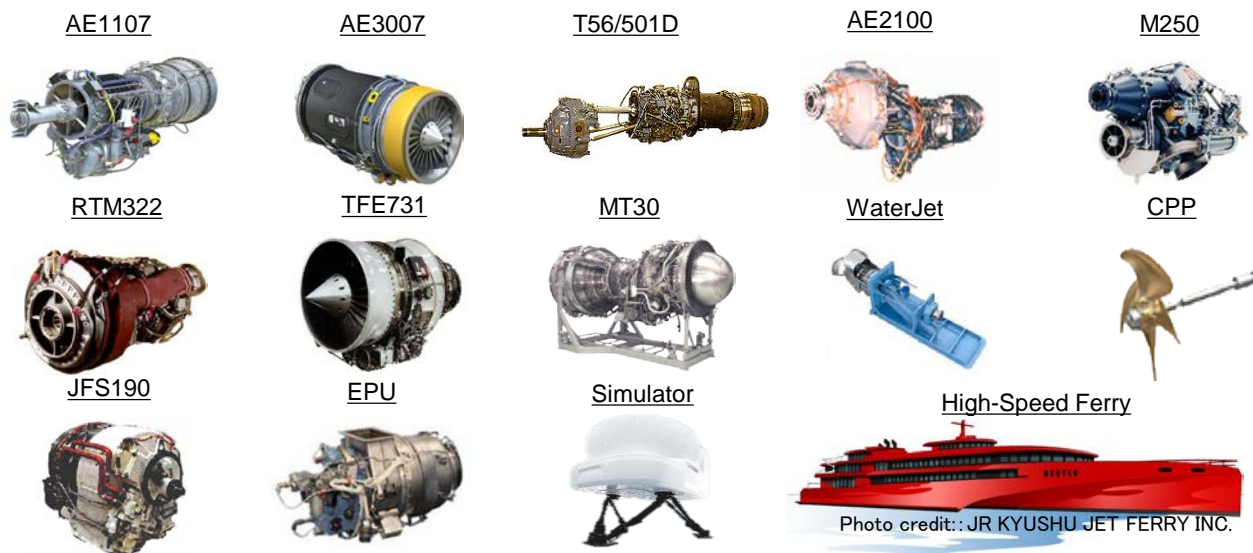
We have established a strong foothold through more than half a century in the aerospace market in Japan, retaining good relationship with all major heavy industries as well as Japanese government agencies, namely the Ministry of Defense, Coast Guard, and Civil Aviation Bureau.

With our strength in the Japanese defense and government market, we have been entrusted by the world leading companies including Rolls-Royce, Honeywell, Safran, CAE, and Austal to represent their broad range of products in Japan. Our product portfolio ranges from aero and naval marine turbine engines, simulators and training solutions, to high-speed trimaran ferries just to name a few and continues to evolve and expand.

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.