



International and Domestic Trading
Contributing to Society and the Environment

Corporate Brochure 2021

Year ended March 2021



Company Profile

Established

February 5, 1952

Capital and Shares (As of March 31, 2021)

| | |
|-----------------------|---------------|
| Capital (Paid up) | ¥500,000,000 |
| Shares (Authorized) | 40,000 shares |
| Shares (Issued) | 10,000 shares |
| Shareholder | |
| Kanematsu Corporation | 10,000 shares |

Employees (As of March 31, 2021)

165

Bank References

MUFG Bank, Ltd.

Mizuho Bank, Ltd.

The Hachijuni Bank, Ltd.

Financial Highlights (Years ended March 31)

| | 2019 | 2020 | 2021 |
|-----------------------------|---------|---------|---------|
| Net sales (¥ million) | 116,398 | 121,485 | 118,182 |
| Ordinary income (¥ million) | 1,209 | 1,357 | 1,673 |
| Net income (¥ million) | 824 | 940 | 1,119 |
| Net income per share (¥) | 82,480 | 94,011 | 111,972 |
| Total assets (¥ million) | 34,433 | 35,771 | 34,156 |
| Net assets (¥ million) | 7,775 | 8,047 | 8,417 |

Net Sales by Business Segment (Years ended March 31)

| | 2021 | |
|----------------------------|--------------------------|------------------|
| | Net sales (¥ million) | Breakdown (%) |
| Pet Business Dept. | 40,273 | 34.1 |
| Health Industry Dept. | 16,709 | 14.1 |
| Food Vending Machine Dept. | 26,773 | 22.7 |
| Metal & Machinery Dept. | 7,677 | 6.5 |
| Aerospace & Marine Dept. | 26,748 | 22.6 |
| Total | 118,182 | 100.0 |

Network Japan

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

Kansai Branch

3rd Floor, Dojima Grand Bldg.,
5-17, Dojima 1-chome,
Kita-ku,Osaka 530-0003, Japan
Tel :81-6-6442-3803
Fax :81-6-6341-3162

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



(As of April 2021)

Overseas

— Europe —

Bristol

Shintoa (UK) Ltd.

3rd Floor, North, PS21
17-29 Prince Street,
Bristol, BS1 4PH, U.K.
Tel :44-117-927-9151
Fax :44-117-927-9152

— North America —

Indianapolis

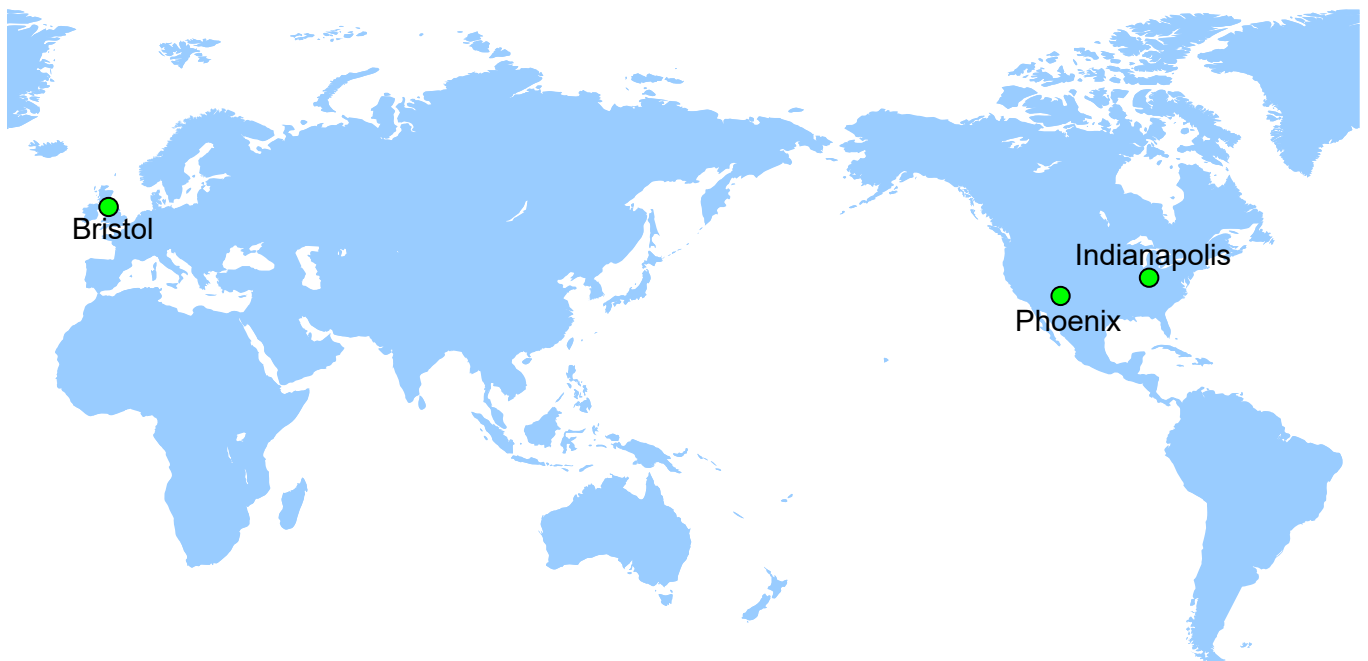
Shintoa International, Inc.
Head Office

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 210, Tempe,
Arizona 85282, U.S.A.
Tel :1-480-281-5733
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(As of April 2021)

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.
PETLINE CORPORATION
etc...



International Agencies

Ezy Dog (Australia)
Everclean (United States)
United Pets (Italy)

Others

EXPORT
OEM
Investment
Financial Service



UNITED PETS



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, MnSO₄, MgSO₄,
CuSO₄, MnCO₃, MgCO₃, 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](#)

- Asahi
- Otsuka
- SUNTORY
- Pokka-Sapporo
- Nestle
- UCC
- Other Japan made products



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

Vibro Separator (Dry, Wet, Ultrasonic Shifter)

Air Separator for Fine Powder

Powder Machinery (Dryer, Mixer, Granulator, Dust Collector, Conveyor)

Machine Tool(5-Axis Machining Center, EDM, Injection, Press Machine)

Mold Parts for Automobile & Communication Equipment, Die Casting Parts

Environmental Cooling Products



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.