



International and Domestic Trading
Contributing to Society and the Environment

Corporate Brochure 2019

Year ended March 2019



Company Profile

Established

February 5, 1952

Capital and Shares (As of March 31, 2019)

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, 2019)

161

Bank References

MUFG Bank, Ltd.

Mizuho Bank, Ltd.

The Hachijuni Bank, Ltd.

Financial Highlights (Years ended March 31)

	2017	2018	2019
Net sales (¥ million)	92,798	100,359	116,398
Ordinary income (¥ million)	955	1,070	1,209
Net income (¥ million)	646	768	824
Net income per share (¥)	64,670	76,896	82,480
Total assets (¥ million)	26,117	34,320	34,433
Net assets (¥ million)	7,335	7,621	7,775

Net Sales by Business Segment(Years ended March 31)

	2019	
	Net sales (¥ million)	Breakdown (%)
Pet Business Dept.	33,703	29.0
Health Industry Dept.	17,972	15.4
Food Vending Machine Dept.	32,147	27.6
Metal & Machinery Dept.	10,452	9.0
Aerospace & Marine Dept.	22,123	19.0
Total	116,398	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

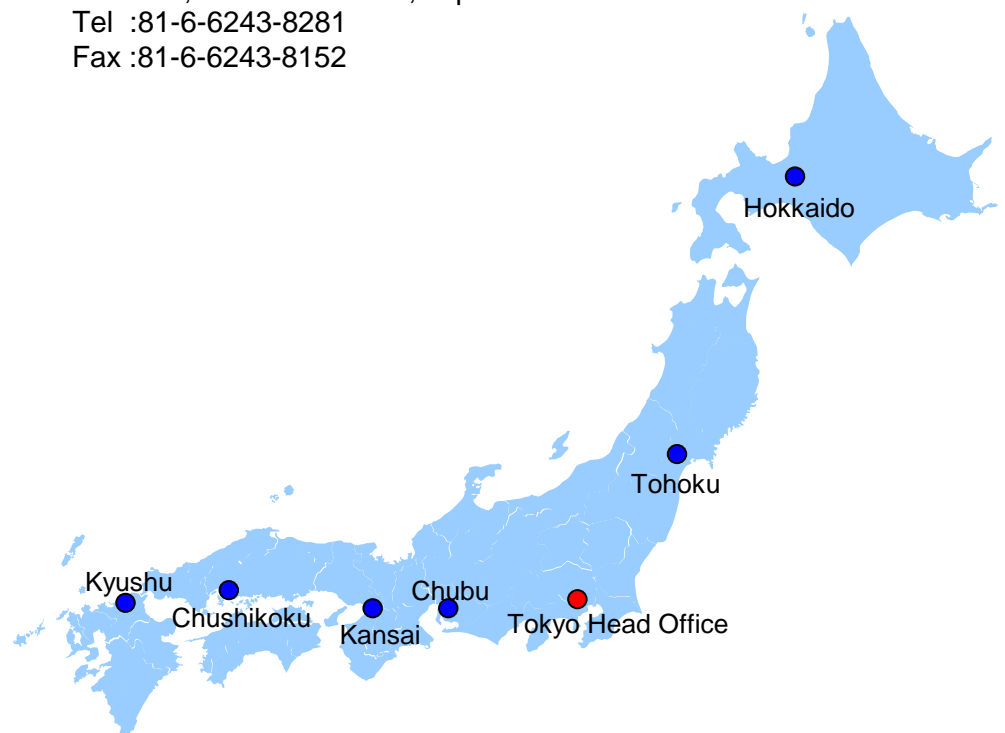
14th Floor, Tenjin-Twin Bldg.,
6-8, Tenjin 1-chome, Chuo-ku,
Fukuoka 810-0001, Japan
Tel :81-92-715-3100
Fax :81-92-761-2186

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 April 2019)

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 210, Tempe,
Arizona 85282, U.S.A.
Tel :1-480-281-5733
Fax :1-480-281-5737



(As of April 2019)

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



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

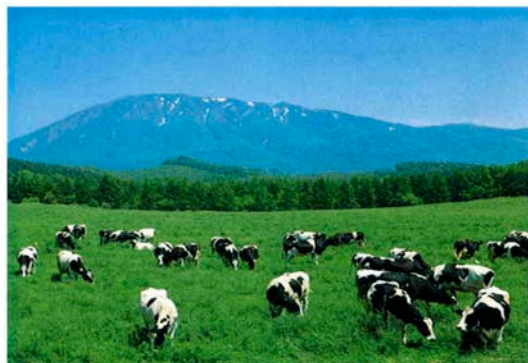
Tallow, Lard, Yellow Grease, Chicken Oil,
Fish Oil, MBM (Pork / Poultry), Fish Meal,
Dried Silkworm, Krill Meal, Squid Meal, Insect Meal
Others

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](#)

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



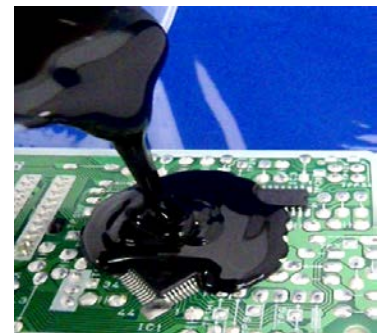
Formulated Resin

(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 :

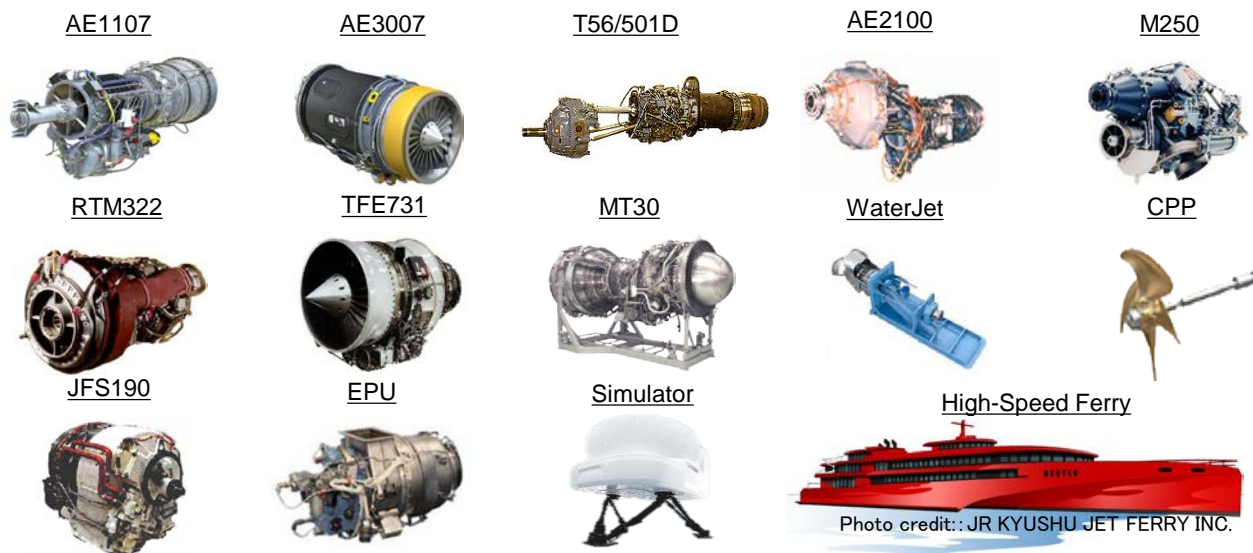
We have established a strong foothold through more than half a century in the aerospace market in Japan, retaining good relationship with all major heavy industries as well as Japanese government agencies, namely the Ministry of Defense, Coast Guard, and Civil Aviation Bureau.

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.