







THIS IS  
**SUMITOMO CORPORATION**  
**ASIA & OCEANIA GROUP**

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# GLOBAL EXPERTISE LOCAL WISDOM

[GLOBAL NETWORK OF THE SUMITOMO CORPORATION GROUP AS OF 1 APRIL 2017]



70,000+  
PEOPLE



800+  
COMPANIES



131  
LOCATIONS



67  
COUNTRIES

## NORTH AMERICA

NEW YORK  
DETROIT  
WASHINGTON, D.C.  
CHICAGO  
HOUSTON  
DENVER  
PORTLAND  
LOS ANGELES  
CALGARY  
TORONTO  
VANCOUVER  
MONTREAL  
SILICON VALLEY

## CENTRAL AMERICA & SOUTH AMERICA

MEXICO CITY  
GUATEMALA  
HAVANA  
SAO PAULO  
RIO DE JANEIRO  
QUITO  
CARACAS  
BOGOTA  
LIMA  
BUENOS AIRES  
SANTIAGO

## EUROPE

LONDON  
OSLO  
PRAHA  
WARSAW  
MILAN  
MADRID  
DUSSELDORF  
PARIS  
BRUSSELS

## MIDDLE EAST

DUBAI  
TEHERAN  
ISTANBUL  
ANKARA  
ALKHOBAR  
RIYADH  
JEDDAH  
ABU DHABI  
MUSCAT  
BAGHDAD

ERBIL  
DOHA  
KUWAIT  
BAHRAIN  
SANAA  
CAIRO  
AMMAN  
DAMASCUS  
TRIPOLI

## AFRICA

ALGIERS  
CASABLANCA  
JOHANNESBURG  
NAIROBI  
DAR ES SALAAM  
LUANDA  
ANTANANARIVO  
ACCRA  
MAPUTO

## CIS

MOSCOW  
VLADIVOSTOK  
ST. PETERSBURG  
KIEV  
ALMATY  
ASTANA  
TASHKENT

## EAST ASIA

BEIJING  
CHENGDU  
CHANGCHUN  
WUHAN  
DALIAN  
SHANGHAI  
SUZHOU  
TIANJIN  
QINGDAO  
GUANGZHOU  
HONG KONG  
ULAANBAATAR

TAIPEI  
KAOHSIUNG  
SEOUL  
BUSAN

## SOUTHEAST & SOUTHWEST ASIA

SINGAPORE  
KUALA LUMPUR  
PHNOM PENH  
VIENTIANE  
YANGON  
NAY PYI TAW  
DHAKA  
KARACHI  
ISLAMABAD  
BANGKOK

MANILA  
JAKARTA  
SURABAYA  
HANOI  
HO CHI MINH CITY  
NEW DELHI  
MUMBAI  
CHENNAI

## OCEANIA

SYDNEY  
MELBOURNE  
PERTH  
AUCKLAND

## JAPAN

TOKYO  
SAPPORO  
MURORAN  
SENDAI  
NIIGATA  
HAMAMATSU  
NAGOYA  
OSAKA  
HIROSHIMA  
IMABARI

TAKAMATSU  
NIIHAMA  
KITA-KYUSHU  
FUKUOKA  
NAGASAKI  
KAGOSHIMA  
NAHA

# AT A GLANCE

25

OFFICES

22

CITIES

1,000+

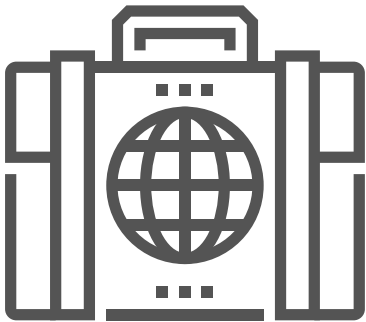
EMPLOYEES

14

COUNTRIES

## INTEGRATED TRADING & INVESTMENT SOLUTIONS PROVIDER

Sumitomo Corporation Asia & Oceania Group is an integral member of the Sumitomo Corporation Group, a key player in the global exchange of goods, services and technology. From exploring raw materials to launching business projects to creating new lifestyles, our role evolves to meet present and future needs. Today our integrated business models extend across the entire value chain of the products and services we offer.



8 STRATEGIC

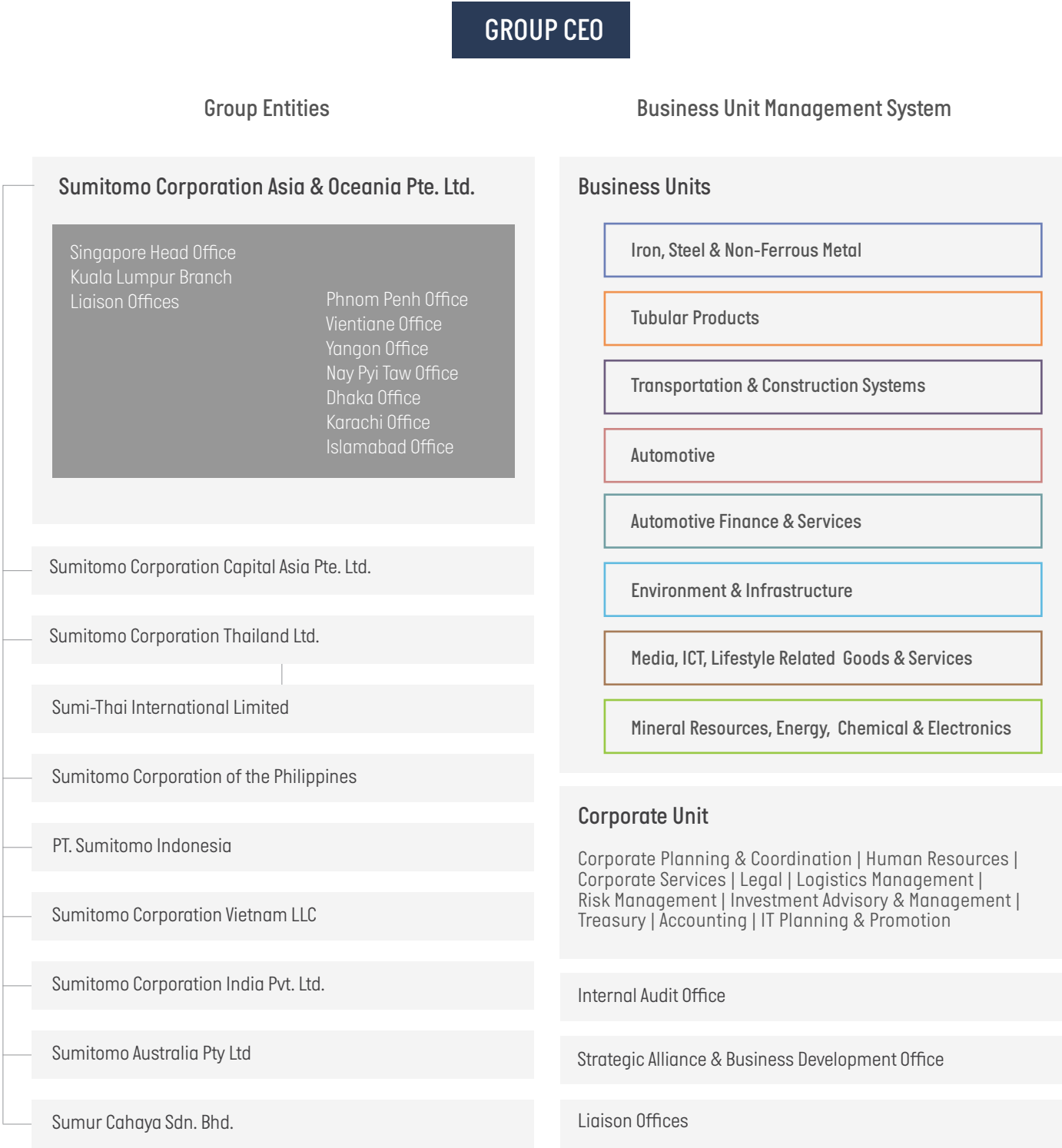
BUSINESS UNITS

WE ARE GROWING

WITH ASIA & OCEANIA

# OUR ORGANISATION

Sumitomo Corporation Asia & Oceania Group adopts what we call the Business Unit Management System with the objective to execute business strategies effectively and efficiently. In this system, the business operations of our group entities are strategically coordinated under eight business units and a corporate unit. This allows us to expand our businesses across the region with the most effective resource allocation and efficient operation. Our regional network of offices also ensures that customers gain access to local expertise and support whenever required.





# OUR STRENGTHS



## OUR COMPETITIVE STRENGTHS ARE KEY DRIVERS OF OUR BUSINESS SUCCESS.

These strengths are a culmination of extensive experience in a wide range of businesses and expertise across a global network. They enable us to respond to the varied and sophisticated needs of our customers in a changing world, every time and on time.

## MESSAGE FROM OUR CEO



“

WE EXCEL IN TAILORING SOLUTIONS FOR DIFFERENT STAGES OF GROWTH IN THE WORLD'S MOST VIBRANT REGION.

”

**MASAO SEKIUCHI**  
PRESIDENT & CEO

My goal in leading Sumitomo Corporation Asia & Oceania Group has been to strengthen our market position to meet the demands of today and tomorrow.

For more than 60 years since we set foot in Asia and Oceania, we have grown from strength to strength by anticipating and influencing change. Our strategy is built upon the belief that collaborative growth is key to success – we grow only when we are able to help our suppliers, customers and business partners grow at every stage of their development and expansion.

This is how we forge strong relationships that are deeply-rooted in major and emerging markets as a trusted organisation.

Asia and Oceania is now the world's most vibrant region. It encapsulates economies at different stages of growth with varying needs and this is where we play to our competitive strengths. Our immense global network connects us with the right people and the right resources at the right time. Our vast experience and expertise in diversified business fields optimise market success. Most importantly, our

ability to deliver tailored solutions helps meet not only diverse needs but changing expectations.

Moving forward, we seek to drive new opportunities with the region's growing private sector as we build on our existing strengths. At the same time, we remain true to our commitment of generating long-term value for our stakeholders. We will continue to work passionately toward meeting economic, environmental and social challenges to bring forth a better future for all.





# IRON, STEEL & NON-FERROUS METAL

## BUSINESS OVERVIEW

Our business unit covers a wide range of metal products, such as shaped steel, plates, rails, wheels and axles for rolling stock, crankshafts, sheets, wire rods, stainless steel, aluminium, and titanium.

To satisfy the diverse needs of our customers and capitalise on the growing demand for iron, steel and non-ferrous products in emerging markets in Asia, we are actively reinforcing our business by enhancing our functions and entire value chain from upstream to downstream operations in various fields.

In steel sheets, we provide a full range of services through our network of steel service centres and regional offices spread across Asia, mainly to automakers and electric appliance manufacturers. Services include steel sheet procurement, inventory management, processing and just-in-time supply.

In special steel and crankshafts for the automotive industry, we provide services including inventory management and just-in-time supply to parts makers and automakers.

In non-ferrous metals, besides trading in aluminium ingots and products, we are harnessing our aluminium value chain by participating in upstream manufacturing operations. In 2010, we acquired a stake in the first-ever aluminium smelting plant in Malaysia, Press Metal Sarawak Sdn. Bhd. This strategic investment is a springboard for us to expand our aluminium value chain in the region and beyond. In addition, we hold a minority investment in Boyne Smelters Limited (BSL) which is Australia's largest aluminium smelter operated by Pacific Aluminium (a Rio Tinto Alcan-owned company).





## OVERSEAS ALUMINIUM SMELTING AND ROLLED ALUMINIUM SHEET

In 2009, Press Metal built the first ever aluminium smelting plant in Malaysia – the Phase 1 project with an aluminium smelting capacity of 120,000 metric ton per annum.

In 2012, Press Metal completed the Phase 2 smelter with a larger capacity of 320,000 metric ton per annum and has subsequently started the development of Phase 3 plant with another 320,000 metric ton per annum. Upon completion of Phase 3, the total smelting capacity will increase to 760,000 metric ton per annum. We are in the position to market aluminium ingots and billets to various customers in the Asian market. At BSL in Australia, more than half a million metric ton of aluminium is produced every year. Moving forward, we will further increase our participation in upstream operations to enhance our aluminium value chain.



Aluminium Smelting Potlines

## STEEL SERVICE CENTRE

We have 11 service centres (16 factories) in Asia to meet demand from customers from industries such as home appliances, automotive and construction: 3 (6 factories) in Thailand, 2 in Malaysia, 1 (2 factories) in Indonesia, 1 in India, 2 (3 factories) in Vietnam, and 2 in the Philippines.



Steel Service Centre

## METAL BUSINESS FOR AUTOMOTIVE AND RAILWAY USE

We offer just-in-time supply of wire rods, crankshafts and sheets etc, to the automotive industry. We also supply rails, rail fastenings, wheels, axles and other transportation equipment to the railway industry in Asia.



Example of rail application



Metal Distribution for JIT Delivery



Crankshaft



Aerial view of Press Metal Bintulu Sdn Bhd

## WIRE ROD PROCESSING

We have 2 processing companies in this region: 1 in Thailand and 1 in India. These companies process wire rods that are then supplied to automakers and other users through parts makers.



Aluminium Ingots produced by Press Metal Bintulu Sdn Bhd

## METAL BUSINESS RELATED TO THE ENVIRONMENT AND ALTERNATIVE ENERGY

We are supplying aluminium frames for photovoltaic (PV) module to various manufacturers in Asia.



# TUBULAR PRODUCTS

## BUSINESS OVERVIEW

Our business unit focuses on supplying a wide variety of tubular products including high-grade Oil Country Tubular Goods (OCTG), OCTG accessories, line pipe and speciality tubulars to companies in the oil, gas, petrochemical, refining and boiler manufacturing industries, among others.

To enhance our customers' experience, we aim to be a Total Solutions Provider for both products and services. In addition to our proprietary supply chain management (SCM) system which provides comprehensive well management services, we are expanding the value chain beyond conventional product trading into services not routinely provided by pipe suppliers, such as manufacturing, distribution

and oilfield services. With unrivalled know-how and a holistic management approach from procurement to delivery and application, we consistently deliver solutions that maximise customer satisfaction.

We are proud to be part of the Sumitomo Corporation Tubular Group, an international organisation providing tubular products and related services around the globe. With our strong presence in Asia and Oceania, we are well placed to take advantage of the many opportunities available in the region's burgeoning economies.



## OCTG

A key component of our tubular business is the supply of OCTG, OCTG accessories and SCM services to the upstream energy sector. Our product range includes high-quality corrosion-resistant alloys designed to withstand the most hostile underground environments, high-strength pipes designed for deep-well applications, and standard carbon steel tubings and casings for general use in oil and gas wells. Our customers range from small exploration companies to the largest multinationals.

Our products are manufactured by Nippon Steel & Sumitomo Metal Corporation (NSSMC) in Japan under strict quality controls to ensure reliable performance. NSSMC is a strategic partner of the Sumitomo Corporation Group and a renowned global supplier of steel products.

We have been operating SCM services in Malaysia for more than 10 years, and in recent years we have expanded into India, Vietnam and Brunei. Our proprietary SCM service is a complete OCTG inventory management system that provides our customers with control over their OCTG forecasting and supply, quality assurance/quality control, logistics, and distribution needs.

We have technical experts from S&L Consulting S.A. and SCM specialists from Sumitomo Corporation Global Tubular Solutions stationed in Singapore to support our OCTG business.

## SPECIALITY TUBULAR

We supply a wide range of speciality tubulars in various grades such as stainless, duplex and high alloy content, which are all manufactured by our strategic partner, NSSMC. Our main customers are engineering companies, boiler fabricators and heavy-equipment manufacturers. We also supply speciality tubulars to major oil and gas companies for use in petrochemical plants. With our extensive expertise and experience, we are able to maintain long-term contracts with customers for the provision of high quality products and comprehensive services.



Speciality tubulars used in a chemical plant



Local pipe yard staff undergoing on-the-job training at SC Tubular Solutions (B) Sdn Bhd



Laying of offshore pipe



After a daily toolbox talk by members of the yard management team at our yard in Rajasthan, India for Cairn India Limited

## LINE PIPE

Our line pipe business focuses on the supply of products such as seamless pipes (SMLS), Electric Resistance Welded (ERW) pipes and Submerged Arc Welding (SAW) pipes. Our pipes are primarily produced at Japanese mills using industry-leading technologies backed by years of research and experience. In addition to our traditional pipe businesses, we supply structural steel tubular through our regional stock inventory program for Engineering, Procurement, Installation and Construction Contractors (EPIC). We also provide coating services through our collaboration with first class coating contractors and deliver the pipes according to customers' requirement.

## OMS OILFIELD SERVICES

Headquartered in Singapore, OMS Oilfield Services operates out of its flagship plant boasting a land area of 7 acres and a 9 bay covered warehouse. Recognised as one of the largest single operators of machine shops in Asia and the Middle East, OMS provides repair, manufacturing, fabrication and recertification services for OCTG and Oil Field Equipment (OFE).

OMS operates 11 full-fledged facilities in 7 countries, with a well-established reputation for high quality workmanship and innovative solutions. With a wide network of more than 10 licensed thread technology partners, OMS has earned recognition from many proprietary thread licensors as their preferred licensee. We are certified with the prestigious API Q1 and ISO 9001:2008 and utilise industry-leading, computer numerical controlled (CNC) lathes to provide a high quality range of oilfield accessories and services to the oil and gas industry worldwide.



OMS Singapore Headquarter



OMS Conductor Welding Bay



OMS Threading Bay

## CONSTRUCTION AND STRUCTURAL STEEL BUSINESS

In addition to providing tubular products, we supply steel products for various construction applications such as offshore steel platforms, bridges, buildings, and industrial sheds and structures etc.

We have established a company in Vietnam to process and distribute steel products for construction applications. We plan to replicate this strategic business model in other regional emerging markets to fulfill the growing demand in Asia.



Structural steel application





# TRANSPORTATION & CONSTRUCTION SYSTEMS

## BUSINESS OVERVIEW

Our business unit covers various fields such as transportation systems, construction equipment, ships, aircraft and leasing business.

In the transportation systems business, we have a long history of supporting progress in many countries by carrying out a broad range of railway-related business. This includes railway system turnkey projects; supplying various types of equipment including rolling stock; and providing maintenance services.

We also deal in construction, mining, agricultural and material handling equipment from various reputable global brands. In these fields of business, we aim to meet various needs from customers through our mid-downstream operations based in the marketplace.

In the ship business, our activities include sales of new-building ships built by reputable shipyards in Japan,

as well as brokering sales and purchase of second-hand ships and time chartering of various kind of ships. From Singapore, our operations are focused on Asia and Oceania by utilising Singapore's superior position as a hub for the entire shipping and maritime industries.

In the leasing business, we have a subsidiary leasing company, Sumitomo Mitsui Finance & Leasing Company, Limited (SMFL), which is a strategic joint venture with Sumitomo Mitsui Financial Group. SMFL is one of the largest leasing companies in Japan, holding operating assets of 4.2 trillion yen (equivalent to USD 38 billion). Collaborating with SMFL, we are providing various kinds of financial solutions ranging from manufacturing equipment financing to aircraft leasing in Asia and other countries.





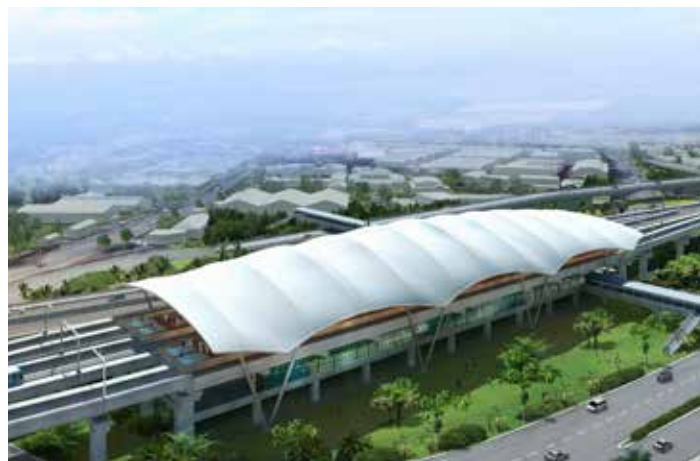
EDSA MRT-3 systems in the Philippines: We successfully completed construction on a full turnkey basis including supply of rolling stock in 1999 and more than 12 years of maintenance services in 2012

## RAILWAY SYSTEM TURNKEY PROJECTS AND EQUIPMENT SUPPLY

Leveraging our extensive track record as a contractor, organiser and finance arranger, we help to develop environmentally friendly railway transportation infrastructure, which contributes to the easing of traffic congestion.

## REHABILITATION, UPGRADING AND MAINTENANCE OF EXISTING RAILWAY SYSTEMS

We offer diversified services related to the rehabilitation, upgrading and maintenance of railway systems, adding value to the railway industry.



Ho Chi Minh City Urban Railway Construction Project Line 1: We signed a contract for the construction of the 17.2km-long elevated structures (including 11 stations) and a maintenance depot for the first urban railway in Ho Chi Minh City, Vietnam



Mass Rapid Transit Jakarta Project (South-North Corridor Phase 1): Sumitomo Corporation and Nippon Sharyo, Ltd. were awarded a contract by MRT Jakarta to supply 96 railway cars for Indonesia's first subway line



Depok Train Depot in Indonesia: In 2007, we successfully constructed the largest train depot in Southeast Asia



PT Traktor Nusantara is a joint venture between Sumitomo Corporation Group and PT Astra International Tbk, which has a nationwide network in Indonesia to supply and provide after-sales service for industrial, agricultural and construction machinery from reputable global manufacturers

## DISTRIBUTION OF INDUSTRIAL, CONSTRUCTION AND AGRICULTURAL EQUIPMENT

We run distributor operations for industrial, construction and agricultural equipment in Indonesia, and for agricultural equipment in India.

## SHIP BUSINESS

Through our established and strong relationship with leading shipbuilders in Japan and others, we create new-building contracts to provide high quality ships supported by advanced technologies. Leveraging our global network, we are also able to introduce a variety of second-hand ships to clients. For charter of ship, we may provide tonnages from ship-owners whom we enjoy a close relationship with, as well as a variety of plans to support seaborne transportation and maritime projects.



Kubota Agricultural Machinery India Pvt. Ltd. is a joint venture between Kubota Corp. and Sumitomo Corporation Group to distribute Kubota brand agricultural machinery across India



56,000 DWT Type Supramax Bulk Carrier built by Oshima Shipbuilding Co., Ltd. as their main line of product. They build a variety of bulk carriers including "Eco-ship" which enjoys an established reputation with first class ship-operators worldwide



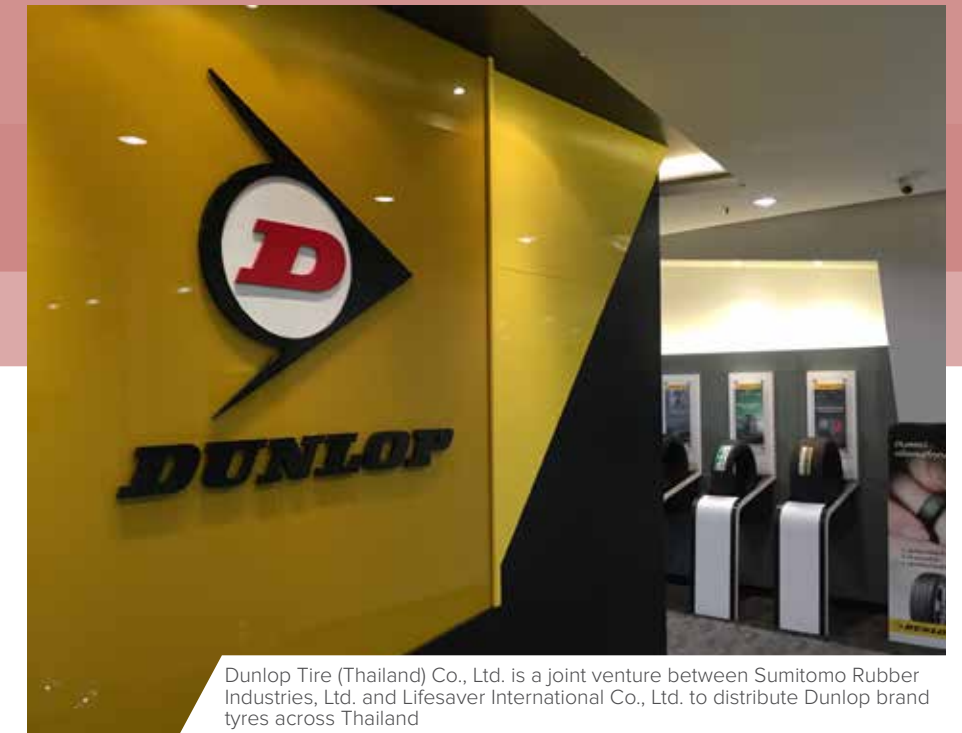


# AUTOMOTIVE

## BUSINESS OVERVIEW

Our business unit is engaged in various businesses in the field of automotive. In response to the dynamic growth of Asian automotive industries, we provide diverse solutions to meet the increasing needs of manufacturers and consumers. We offer an entire value chain of services ranging from sourcing, procurement, component supply (including tyres), manufacturing, distribution, wholesale and retail sales.





Dunlop Tire (Thailand) Co., Ltd. is a joint venture between Sumitomo Rubber Industries, Ltd. and Lifesaver International Co., Ltd. to distribute Dunlop brand tyres across Thailand

### TYRE WHOLESALERS

We trade Sumitomo Tyres known for their superior quality in wholesale distribution to Singapore and Pakistan. We distribute Dunlop Tyres in Thailand and Sumitomo Tyres in Australia.



Toyota dealerships in Thailand: We are engaged in new car and used car sales, along with maintenance services using advanced devices and systems introduced by Toyota Motor Corporation

### CAR DEALERSHIPS IN THAILAND AND VIETNAM

Our dealership group operates 5 branches in Thailand and 5 branches in Vietnam.



Hino Distributor in Indonesia: We sell approximately 23,000 trucks and buses annually in our sales network of 160 outlets

### TRUCK & BUS DISTRIBUTORSHIP IN INDONESIA, VIETNAM AND MYANMAR

We sell and provide services of Hino trucks and buses in Indonesia, Vietnam and Myanmar as exclusive distributors and through joint ventures with local partners in each country.



Kiriu Thailand: We are the market leader of iron casting and machining in Thailand. Our main products are brake disc, brake drum and other automotive parts

### BUS AND TRUCK MANUFACTURING IN INDIA

In India, we operate a commercial vehicles manufacturing plant in alliance with Isuzu Motors. Our main products are light and mid-size buses and trucks.

### AUTOMOTIVE PARTS MANUFACTURING IN INDONESIA, THAILAND, INDIA AND VIETNAM

We operate iron casting and machining in Indonesia, Thailand and India. We also operate aluminum casting and machining in Vietnam.





# AUTOMOTIVE FINANCE & SERVICES

## BUSINESS OVERVIEW

Our business unit is engaged in automotive financing for cars and motorcycles, leasing and maintenance services, and a variety of other related services. We are also seeking opportunities to offer advanced services for customers to enjoy seamless mobility.



## RETAIL FINANCING SERVICES IN INDONESIA, THAILAND AND PHILIPPINES

We provide retail financing services for motorcycles in Indonesia, Thailand and the Philippines, as well as for cars in Indonesia.



Summit Capital Leasing Co., Ltd. (motorcycle financing and personal loan company in Thailand): We have been providing various financial services to consumers in Thailand for more than 20 years



Sumisho Motor Finance Corporation (motorcycle financing company in the Philippines): We have been providing motorcycle financing to consumers in the Philippines since its establishment in 2009



Continuing to grow, Indonesia's automobile and motorcycle markets



Together with OTO and SOF (motorcycle retail financing companies in Indonesia), we operate in more than 200 business networks spread across Indonesia




We have a training and education centre where continuous training is conducted for OTO and SOF employees

## FLEET LEASING

Summit Auto Leasing Australia is a joint venture between Sumitomo Corporation Group and Sumitomo Mitsui Auto Service. We operate nationwide in Australia, providing integrated fleet solutions such as vehicle leasing and 24 hour emergency assistance. Similar leasing services are also available in Thailand, India and Indonesia.





# ENVIRONMENT & INFRASTRUCTURE

## BUSINESS OVERVIEW

Our business unit develops and promotes businesses in infrastructure, new industrial fields, logistics and insurance services.

In the global power infrastructure field, we are developing power generation businesses and Engineering, Procurement and Construction (EPC) businesses, as well as businesses involving rechargeable batteries.

In the social infrastructure project field, we are advancing renewable energy businesses focused on wind and solar power generation

in Japan and other countries, electricity retailing in Japan, industrial infrastructure businesses that are mainly involved with industrial facilities, and water infrastructure businesses.

In the logistics & insurance fields, apart from our logistics services encompassing shipping, customs clearance, and delivery, we arrange various insurance contracts and also develop and operate industrial parks.





Sumitomo Corporation Group developed the Tanjung Jati B coal-fired thermal power plant in Indonesia:  
Units 1, 2, 3 & 4 – total capacity of 2,640MW in operation  
Units 5 & 6 – total capacity of 2,000MW under construction

## POWER INFRASTRUCTURE

In IPP/IWPP investment, Asia and Australia are two of Sumitomo Corporation Group's major strategic regions (Asia, Australia, the Americas, the Middle East, Sub Saharan Africa and other new markets). We carry out both greenfield projects and acquisition projects to optimise our portfolio. Our strengths include our finance and risk management capabilities, as well as our long-term experience in each local market. The investments are jointly managed by Sumitomo Corporation in Japan and Sumitomo Corporation Asia & Oceania.

Anticipating future increases in power demand, we also aim to expand our business related to EPC projects. Our EPC projects include coal-fired power stations and gas-fired combined-cycle power stations, as well as renewable energy fields such as geothermal power generation, in which advanced Japanese technologies offer key advantages. Our strengths in the EPC business lie in project management and execution capabilities. Leveraging these strengths, our market presence and extensive track record, we strive to increase our participation in EPC projects.



Sumitomo Corporation Group owns a substantial stake in the Kwinana Power Station in western Australia, a 320MW natural gas-fired combined cycle power plant. With a very efficient heat recovery system and low CO2 emission, it enjoys a reputation as the cleanest and most advanced power plant in western Australia

## SOCIAL INFRASTRUCTURE BUSINESS

We contribute to the raising of living standards and emerging demands in the region through the introduction of state-of-the-art Japanese technologies related to environmental protection and industrial development.

We are actively involved in both investment and trading in the field of environmental business like water management, wind power and other utilities. In addition, we provide solutions for sky and space fields such as air-traffic management, satellite and satellite related technologies.

We are aiming to expand our business field in Social Infrastructure business by introducing various unique Japanese technologies that support sustainable development throughout this region.



Based on our experience in water utility operations in other countries, we have started to launch water infrastructure projects in Southeast Asia to create optimal water recycling systems by utilising world class know-how from the Japanese government



We have supplied various equipment and systems for air traffic control in the ASEAN region including Myanmar, Laos and the Philippines together with world-class vendors



Industrial Park Business: In Vietnam, Indonesia, Thailand, Myanmar, the Philippines and India, where we are involved in the development and sales of industrial parks, we further support our clients' penetration into the local market by offering total integrated services and solutions along with the finest facilities

## LOGISTICS AND INSURANCE

In Asia and Oceania, one of our key strengths is providing integrated industrial park and logistics services. We take pride in enabling enhanced levels of infrastructure for manufacturers operating in our industrial parks in Indonesia (EJIP), Vietnam (TLIP/ TLIP II/TLIP III), Philippines (FPIP), Myanmar (MJTD) and India (MIPC).

Manufacturers in our industrial parks also enjoy higher levels of full-line logistics services provided by Sumisho Global Logistics (SGL) group of companies. We operate logistics services in Thailand (SGL Thailand), Indonesia (SGL Indonesia), Vietnam (Dragon Logistics) and Myanmar (Thilawa Global Logistics). In addition, we started Indomobil Summit Logistics (ISL) in Indonesia to provide auto manufacturers with Pre-Delivery Inspection (PDI) and distribution of completed vehicles.



SGL Group companies in Thailand, Indonesia, Vietnam and Myanmar provide valuable customers with comprehensive logistics services such as international/domestic transportation including milk-run, warehousing and customs clearance etc



# Media, ICT, Lifestyle Related Goods & Services

## BUSINESS OVERVIEW

Our business unit trades and invests in a broad range of products for life's essentials such as food, woods and real estate, and ensures their stable supply by establishing globally integrated business models. To further meet consumers' demands and respond to diversifying lifestyles, we have been expanding our media, ICT and lifestyle retail business in the region.

In food, our portfolio includes grains, oilseeds, fruits, sugar, seafood, and dairy products. We develop integrated business models that extend from production and processing to quality management and sales.

In wood resources, we manage the total life cycle of a forest in New Zealand in a sustainable way, and the harvested logs are

sold and exported to the New Zealand domestic and Asian markets.

In real estate, we have developed and managed distinct quality office buildings since 1985 in Jakarta. By applying this successful experience and know-how, we will move forward to our next challenge – the development of residential properties.

In media, ICT and lifestyle retail business, we have entered the telecommunications business in Myanmar and are developing media and IT services-related businesses in Asian countries.





Emerald Grain Pty Ltd in Australia buys grains from farmers and sells them in domestic and overseas markets

## FOOD

We market a wide variety of agricultural and food products including grain, sugar, bananas, chicken, flour, pre-mixed powders and seafood products. In our grain business, Emerald Grain Pty Ltd, a wholly owned subsidiary of Sumitomo Corporation group, is one of Australia's leading grain companies. They trade 4 million tons of grain and operate 14 upcountry sites and 2 grain export terminals. They can enhance our grain value-chain. We further established a strategic partnership with Singapore-based Prima Limited, one of Asia's largest flour mill groups, to acquire Australia's largest frozen dough producer now known as Suprima Bakeries Pty Ltd.

We have established CJ-SC Global Milling LLC as a new joint venture of wheat flour mill in Vietnam with CJ CheilJedang, a major food company in South Korea and started production that extends to processing.

In the sugar business, we invested in Kaset Thai International Sugar Corporation Public Company Limited. Kaset Thai is the third largest sugar manufacturer in Northern Thailand. In addition, they produce ethanol and pulp utilising by-products from sugarcane. Leveraging its geographical advantage, we are positioning Thailand not only as a core market but also a springboard for sugar business expansion in Southeast Asia.

To further expand our business and offer integrated solutions to our customers, we are actively working on strategic investments in the production and processing of various food products. Sumifru Singapore Pte Ltd is one of the largest banana companies in this region. They operate and manage a huge banana plantation in the Philippines and market bananas not only for Japan but also China and the Middle East. We have acquired the largest carrot juice concentrate processor in Australasia, Juice Products New Zealand Limited.



We grow and market high quality bananas with the brand "Kanjuku-Oh". The bananas are produced at our plantations in Mindanao, the Philippines



Summitmas Building I & II in Jakarta, Indonesia

## REAL ESTATE

In 1985, a building which prides itself on safety, efficient floor layout and many other cutting-edge functions was developed by Sumitomo in Jakarta (PT Summitmas Property / Summitmas I, II). This modern building attracted many foreign companies as their base in the country and we have successfully maintained their satisfaction. Riding on the back of a growing economy and increasing demand in commercial properties in Jakarta, we developed a second office building next to the first one in 1992 and launched warehousing business in 2017. Building on this success, which is marked by a 100% occupancy rate, we are now planning to develop a third one.

We will continue to seek opportunities in residential property development to meet the demand from an increasing middle class in Asia, as well as expand our existing commercial building business by leveraging our experience and know-how of operating properties in Asia.



Wild horses run free in the forest managed by Summit Northern Plantation in New Zealand's North Island

## MEDIA, ICT AND LIFESTYLE RETAIL BUSINESS

We have been providing Japanese content for the widely known TV programme "Japan Hour" which is telecast in 25 territories across Asia, Oceania and the Middle East, reaching over 57 million homes and hotel rooms.



TV shopping in Thailand



Telecommunications business in Myanmar



Online MRO business in Indonesia

## WOOD RESOURCES

We acquired 36,000 hectares of forest located in the northern end of New Zealand in recent years to expand our timber business (Summit Forests New Zealand Limited) and to secure wood resources for the Asian market. Radiata pine is the major species grown in the plantation and it normally takes 30 years to reach its maturity. We manage the entire forest life cycle, by repeating planting, thinning and felling. We prioritise sustainability in forest asset management to maintain the local environment. Wood products from the forest are sold and exported to New Zealand domestic and Asian markets and they have a reputation for the finest quality.



A long-standing and exciting programme on Channel News Asia that connects both local and Japanese communities


In Thailand, we have commenced our TV home shopping business (SHOP Global (Thailand) Co., Ltd.) by leveraging the experience and know-how gained at Sumitomo Corporation's Jupiter Shop Channel, the largest TV home shopping operator in Japan.

We have also launched a joint operation with KDDI and Myanma Posts & Telecommunications (MPT) to expand the telecommunications business, aimed at providing "Japanese quality" mobile, fixed line and internet services throughout Myanmar. We have actively conducted a series of activities, including complete renewal of brand image, opening the directly operated MPT shop and expansion of sales network and telecommunications. We will leverage the know-how of telecommunications business which we have accumulated in emerging countries over many years to support economic growth and the improvement of living standards in Myanmar.

In 2016 we partnered Monotaro Co. Ltd, a leading player of online Maintenance, Repair and Operations (MRO) business in Japan, and launched a business-to-business (B2B) e-commerce platform [www.monotaro.id](http://www.monotaro.id) specialising in MRO to meet a broad range of pantry and office needs in Indonesia.

We see huge potential in Asia and are currently developing other media, broadcasting and IT services-related businesses in the region, leveraging our expertise acquired by having established and been operating the largest cable TV operator and the largest multi-channel operator in Japan, Jupiter Telecommunications Co., Ltd.





# Mineral Resources, Energy, Chemical & Electronics

## BUSINESS OVERVIEW

Our business unit is active in various fields, including mineral resources, energy, chemicals, plastics and electronics.

In the chemicals and electronics field, we handle organic and inorganic chemicals, plastics, cutting-edge electronics industry materials as well as life science related products.

In the mineral resources and energy field, our portfolio includes coal, iron ore, copper, petroleum and liquefied natural gas (LNG). Our trading activities encompass areas such as carbon products, ferrous raw materials, petroleum and gas.





Sumitomo Corporation acquired a 25.05% stake in the Clermont coal mine in Queensland, Australia

## MINERAL RESOURCES & ENERGY

Sumitomo Corporation Group has formed strategic alliances with major mining companies such as Glencore Xstrata, Rio Tinto, and Vale. We hold mining rights in and operate 1 Australian copper mine of Northparkes and 4 Australian coal mines including Oaky Creek, Hail Creek, Rolleston and Clermont. In total, we supply 40 million tons per annum of metallurgical and teaming coal combined through our joint ventures. We have been expanding our portfolios incrementally and with extensive knowledge and experience, we are seeking further investment opportunities in new resources and developing new coal supply sources in Asia.

In the field of oil trading, we work closely with our group company Petro Summit Pte. Ltd. to supply a wide variety of petroleum products including marine fuels. We are expanding our energy business particularly in the field of LNG and upstream oil and gas development.



Bunker supply from oil tanker to cruising vessel



Optimal solutions for growers (Malaysia, Thailand & Australia)

## LIFE SCIENCE

In the field of Life Science, we are engaged in the trading of pharmaceutical intermediates, active pharmaceutical ingredients (APIs) and final dosage forms like tablets and agrochemicals including both technical grade and formulations. In addition, we have been a reputable fertiliser marketer in Asia and Australia where our group companies, Union Harvest (Malaysia) and Summit Rural WA (Australia) provide optimal solutions to growers.



Chemical Plant (Singapore)

## ORGANIC CHEMICALS AND PLASTICS

We are currently handling mainly Asian-made petrochemical products while actively expanding our supply sources to other countries and areas. One of the core areas of our plastics business is the supply of plastic resins, primarily to manufacturers of automobile parts and electrical appliances in Thailand and Indonesia. To strengthen our earning base, we are aiming to increase our strategic investment in upstream and downstream fields.

## INORGANIC AND FUNCTIONAL CHEMICALS

Our main business is handling inorganic chemicals and minerals such as sulfuric acid, silica, aluminium hydroxide and slag for various industries like water, glass, tyre and construction. We are actively supplying various types of functional chemicals for coating, semiconductors and healthcare industries in Asia and Oceania.



Electronics Manufacturing Services (Sumitronics Thailand)

## ELECTRONICS

We deal with cutting edge electronics industry materials such as silicon wafers and HDD substrate. Another area of operation is in the Electronics Manufacturing Services (EMS) under Sumitronics Group mainly in Indonesia, Thailand and the Philippines.

Sumitronics Group specialises in contract manufacturing of electronic components for "set makers" or manufacturers of assembled products, such as office automation products, automobile and white goods. We are expanding our EMS operation geographically and horizontally to cover more diversified business fields.



# CORPORATE SOCIAL RESPONSIBILITY

We believe success is achieved not only through business but also by the positive role we play in society. This is why we work passionately with our stakeholders to tackle the world's complex economic, environmental and social challenges.

## BUSINESS CONTRIBUTION:



Generating geothermal power as a renewable and an environmentally-friendly source of energy (Indonesia, Philippines, New Zealand)



Driving industrialisation, urbanisation and employment through the development and operation of industrial parks (Indonesia, Thailand, Vietnam, Philippines, Myanmar)



Providing the global market with sustainable wood resources (New Zealand)



Building a Proactive Health, Safety and Environmental Culture which goes beyond Zero Harm (global tubular products business)



Meeting rising global demand for food by supplying high-performance compound fertilisers essential for the stable production of farm products (Malaysia)



Offering the Sumitomo Corporation Scholarship to develop the next generation of human resources in several countries in Asia



Providing university lectures and courses on "Corporate Management of Global Companies" (Vietnam)



Donating computers and clothes to needy children (India)

## SOCIAL CONTRIBUTION:



Donating mobile libraries to support education of needy students in rural villages (Myanmar)



Bringing hope to the less fortunate through a corporate volunteering programme (Singapore)

Throughout our history, "integrity and sound management" has been the underlying principle shaping the way we do business. Conducting responsible business is a culture deeply entrenched in our organisation. It is not just a behavior expected from all employees but an earned reputation built on trust.

In fulfilling our role as a good corporate citizen, we are also guided by international codes of conduct for sustainable

management. In March 2009, Sumitomo Corporation Group became a signatory company of the UN Global Compact in support for its 10 universally accepted principles on human rights, labour standards, environment, and anti-corruption. In November 2009, Sumitomo Corporation Group further established the CSR Action Guidelines for Supply Chain Management in an effort to contribute to sustainable supply chains together with our suppliers and business partners.

Wherever we operate, we act in strict compliance with laws and regulations. Whatever business we do, we strive to drive progress and enrich lives today and tomorrow. These are our group-wide concerted efforts toward supporting sustainable development in the communities and environment in which we operate.



# OUR OFFICES

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Our personality has been shaped by a history of more than

# 400 YEARS

since the founding of the Sumitomo Group. Our Corporate Mission Statement is the redefinition of Sumitomo's original business philosophy – a legacy we are proud of and the value standard by which we operate.

## CORPORATE VISION

We aim to be a global organisation that constantly stays a step ahead in dealing with change, creates new value, and contributes broadly to society.

## MANAGEMENT PRINCIPLES

### Corporate Mission

To achieve prosperity and realise dreams through sound business activities

### Management Style

To place prime importance on integrity and sound management with utmost respect for the individual

### Corporate Culture

To foster a corporate culture full of vitality and conducive to innovation