

 *PT. Sumitomo Indonesia*

**BE THE BEST,  
BE THE ONE**



# Table of Content

<b>1</b>	At a Glance
<b>3</b>	Our Organization
<b>4</b>	Corporate Profile
<b>5</b>	Core Business
<b>6</b>	Metal Products
<b>13</b>	Transportation & Construction Systems
<b>15</b>	Environment & Infrastructure
<b>18</b>	Media, ICT, Lifestyle Related Goods & Services
<b>21</b>	Mineral Resources, Energy, Chemical & Electronics
<b>25</b>	CSR
<b>26</b>	Business Activities

# Sumitomo Corporation Group



## Beyond a general trading and investment company

Our Integrated Corporate Strength enables us to create significant achievements.

Headquartered in Jakarta with branch office in Surabaya, we, PT. Sumitomo Indonesia is a trading company that competently organizes wide range of businesses with approximately 170 employees and several group companies throughout Indonesia.

We are supported by Sumitomo Corporation Group global network which is comprised of more than 800 group companies from 133 locations in 67 countries. Beyond any doubt, there are global network supports which enable us creating significant achievements in delivering high value of goods and services.



# Sumitomo Corporation Group Mission & Principles

Management Principles has held Sumitomo Business Philosophy for more than 400 years.

## Corporate Vision

“ We aim to be a global organization 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 realize 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

## Activity Guidelines

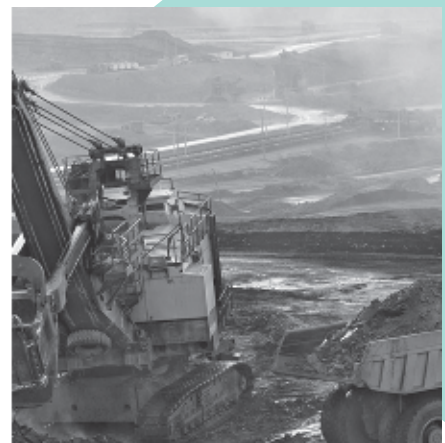
- ◆ To act with honesty and sincerity on the basis of Sumitomo's business philosophy and in keeping with the Management Principles
- ◆ To comply with laws and regulations while maintaining the highest ethical standards
- ◆ To set high value on transparency and openness
- ◆ To attach great importance to protecting the global environment
- ◆ To contribute to society as a good corporate citizen
- ◆ To achieve teamwork and integrated corporate strength through active communication
- ◆ To set clear objectives and achieve them with enthusiasm

## Sumitomo Corporation Group

# Together, we integrate people with different and caliber abilities

In contemplation of developing new and interesting resolution for both products and divine services, we integrate people with different and caliber abilities, backgrounds and experiences, called “Business Unit Management System”.

It consists of Metal Products Business Unit; Transportation and Construction Systems Business Unit; Environment and Infrastructure Business Unit; Media, ICT, Lifestyle Related Goods and Services Business Unit; and Mineral Resources, Energy, Chemical & Electronics Business Unit which are supported by people with plenty of potentials to grow in today’s market.



# PT. Sumitomo Indonesia

## Corporate Profile

Establishment Date

**9 February 1999**

Paid-in Capital

**USD 171,000,000**

Number of Employee

**Approximately 170 employees (as of 31 March 2017)**

Head Office

**Summitmas I 12th Floor, Jl. Jenderal Sudirman Kav. 61-62, Jakarta Selatan 12190, Indonesia  
Phone: 62-21-525-1550**

Branch Office

**Sinar Mas Land Plaza 7th Floor, Jl. Pemuda No. 60-70, Surabaya 60271, Indonesia  
Phone: 62-31-531-3700**

**Website:** <http://www.sumitomocorp-indonesia.co.id>

Business Description

With its worldwide network, and based on respect and trust from companies in different businesses and from people who use our services, PT. Sumitomo Indonesia works at multifaceted business activities, including sales of a variety of products and services in the global market, import and export, and trilateral trade.

# PT. Sumitomo Indonesia with Sumitomo Corporation Group Companies

## Core Business

PT. Sumitomo Indonesia business activities comprise the following five business units:



**Metal Products**



**Transportation & Construction Systems**



**Environment & Infrastructure**



**Media, ICT, Lifestyle Related Goods & Services**



**Mineral Resources, Energy, Chemical & Electronics**



Improving customer service and enhancing our functions are the way we satisfy the diverse needs of the customers and capitalize on the growing demand.

Operating diverse range of businesses by reinforcing and expanding our activities through a unique approach, we continuously develop ourselves and making the most of our integrated corporate strength to achieve high level of satisfaction result.

# Metal Products

Metal Products Business Unit



## Scope of Businesses

Steel Coil, Plate and Sheets  
Specialty Steel  
Non Ferrous  
Tubular  
Business Development

## Our Functions

Trading Business  
Just In Time Delivery Business  
Batam Operation  
Collaboration with valuable partners





## Scope of Businesses

# Steel Coil, Plate and Sheets

### Steel Sheet in Coil

Through our strong worldwide network, we offer a wide range of flat carbon & alloy steel products for all applications from reliable local and world class suppliers.

#### **Zinc Coated (GI), Zinc Aluminium Coated (GL), Colored Zinc Coated (PPGI) and Colored Zinc Aluminium Coated (PPGL)**

- ◆ Applications: Roofing, fabricator (construction related).

#### **Hot Rolled Coil, Cold Rolled Coil, Surface Treated Coil, Stainless Coil**

- ◆ Applications: Automotive, construction, home appliance, heavy machinery.

PT. Sumitomo Indonesia is also the main holder of Indonesian National Standard (SNI) certificate, which is the only standard that applies nationally in Indonesia for several steel coil and sheet products.

### Steel Sheet Pile

We provide some of the best sheet piles from Japan, Korea, Thailand and China.

- ◆ Applications: Jetty, riverside, building foundation, etc.

### Steel Plate

High quality of heavy equipment and machineries material with reasonable price, top-notch service, as a proof of our excellence in the business.

#### **Abrasion Resistant Steel Plate**

- ◆ Applications: Heavy equipment, mining, and cement industries.

#### **High Tensile Steel Plate**

- ◆ Applications: Construction structures, pressure vessels, oil storage tanks, bridges & heavy equipment structures.



## Scope of Businesses

# Specialty Steel

### Bar & Wire

We assist our customer in expanding their business through supplying a wide range of specialty steel in the form of steel round bar (carbon and alloy) and steel wire (CHQ, Low Carbon and High Carbon) with the main sources from Japan, Korea, Taiwan, China and India.

We also utilize our supply chain and provide solutions to customers.

- ◆ Applications: Automobiles, construction, heavy industry, home electronics, and OA equipment.

## Scope of Businesses

# Non Ferrous

Committed to cover all of customers' needs (e.g. electronic, home appliances industries, hospital equipment, tin plate manufacturer, cable & extrusion makers) related to non-ferrous metals, from raw materials, products and components.





## Scope of Businesses

# Tubular

Tubular Section is committed to become a Total Solution Provider of the highest quality tubular products and services that meets customer's demands. We create a comprehensive system that provides door-to-door service from manufacturer to customer, with the aim of maximizing customer satisfaction. PT. Sumitomo Indonesia Tubular Section is fully supported by Sumitomo Corporation Tubular Groups. With our long experience and state of the art facilities, we are ready to provide best solution products and services to meet customer's satisfaction.

### Line Pipe

We work through Tubular Section to supply various line pipe products, such as seamless pipes (SMLS), Electric Resistance Welded (HF-ERW) pipes, and Submerged Arc Welding (SAW) pipe. Our pipes are primarily produced at Japanese mills using industry-leading technology backed by years of research and experience. We supply structural steel tubular through our regional stock inventory program from Engineering, Procurement, Installation and Construction (EPCI). We also provide coating services through our collaboration with the first class coating contractors and deliver the pipes in accordance to customers' requirement.

### Specialty Tubular

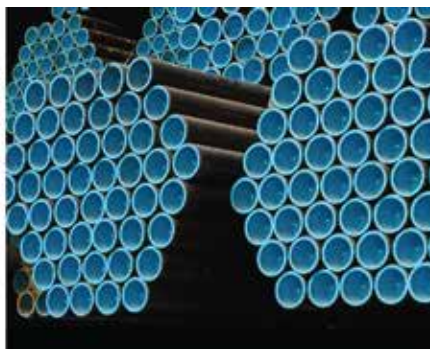
We supply a wide range of best-quality products of specialty tubulars in various grades such as stainless, duplex, and high alloy content. The products are manufactured by our strategic partner NSSMC. Our specialty tubular products have been used by engineering companies, boiler and heat exchanger usage, fabricators and heavy-equipment manufacturers, including major oil and gas companies' such as petrochemical plants and power plant. We are able to maintain long-term contracts with customers for the provision of high quality products and comprehensive services.

### Mechanical Tube

High quality mechanical tube products for the local automotive industry ranging from Electric Resistance Welding (ERW), Cold Drawn Tube, Seamless with Round or Square shape.

PT. Sumitomo Indonesia also strives to find the best supplier that meets customer requirements in Quality, Cost, and Delivery.

- ◆ Applications: Automobiles, construction, heavy industry, home electronics, and OA equipment.



Metal Products



Scope of Businesses

## Business Development

Utilizing corporate strength & global network, we cooperate with our partners to add values and give total solution in metal field of industry.

We offer various cooperation schemes ranging from joint venture company, share ownership, and provision of business support in finance, logistics, and sales promotion. Our target is to create valuable business schemes, or in other words, to form new trading businesses and new investments with partners.



Metal Products



Our Functions

## Trading Business (Import-Export, Domestic)

We have a long history of experience in import, export and domestic trading businesses. These activities are the basic functions of trading company.

Our strong global network is the best solution for aiming the significant share of market and resources, in terms of local and global businesses. In the field of Iron Steel and Non-Ferrous, we deliver the best products of which comply with valuable customers' needs. We have much experience about importation, including regulation issue, documentation, custom clearance, and delivery. Similarly, as for export and domestic businesses, we have much experience and knowledge in order to provide satisfactory service to our customers.

Our Functions

## Just In Time Delivery Business

Every business is unique. Therefore, we have a tailored design operation to provide an integrated solution for each customer.

Just In Time service is a tailored design operation in providing an integrated solution of supply management for the customer.

The purpose of JIT business scheme is to transfer the customers' purchasing and logistic handling activities to us, for the customer, in order to focus their resources on their core and added value activities.



Our Functions

# Batam Operation

As an extra value, we expose and expand our business more in Batam island.

Batam gives a lot of beneficial economic policy for business entities to support easy operations, such as strategic location, cheap labor costs, and several tax incentives. PT. Sumitomo Indonesia has acquired business license from BP Batam (Batam Authority) to support the very dynamic business growth in Batam. With this license, PT. Sumitomo Indonesia is able to provide high quality of material and services for its valuable customers.



Our Functions

# Collaboration with valuable partners

We have resources which create the value together with our valuable partners. We utilize our resources such as global business background, finance, management know-how, and customer relationships, with the aim to value up our businesses with partners.

Transportation &  
Construction  
Systems

# Transportation & Construction Systems

Transportation & Construction Systems Business Unit



Construction Equipment  
Automotive

Transportation &  
Construction  
Systems



## Construction Equipment

Through our affiliate company, **PT. Traktor Nusantara**, we aim to meet various customers' needs in equipment for material handling (forklift, towing tractor, etc.), power generator, air compressor, construction, mining, and agricultural machinery from various reputable global brands.

PT. Traktor Nusantara proposes various services such as sales, long term lease and short term rental to meet various customers' needs, with wide-opened service network throughout Indonesia and immediate support to customers.

## Automotive

In response to the dynamic growth of the automotive industry in Asia, Indonesia, as one of the automotive manufacturers and exporters, tries to meet the large-scale market sales.

This is where PT. Sumitomo Indonesia's Automotive Department takes part. We have been engaged in international trade by exporting and importing automotive components to OEM Manufacturers. We also acquaint with overseas suppliers or users and generate several logistic services with the aid from our subsidiary such as Just in Time (JIT) distribution of parts to clients.

### Our Strategic Fields:

- ◆ Export and Import for CBU Vehicles
- ◆ Export and Import Parts for an Automobile Production
- ◆ Tyre Business
- ◆ Logistic Services





# Environment & Infrastructure

Environment & Infrastructure Business Unit



We are aiming to expand our business fields in Environment and Industrial Infrastructure by introducing various unique Japanese technologies that support sustainable development.

**IT & Machinery**  
**Power Project**  
**Strategic Supply Chain Development**

Environment & Infrastructure



## IT & Machinery

- ◆ Renewable energy businesses, of which are focused on wind and solar power generations and wind power generation ventures
- ◆ Environmental businesses such as next-generation batteries and recycling
- ◆ Industrial infrastructure businesses such as industrial facilities and equipments

## Power Project

- ◆ Sumitomo Corporation, Tokyo ("Sumitomo"), our ultimate shareholder, solely owns Tanjung Jati B unit 1 to 4 through its subsidiary PT. Central Java Power ("CJP"). It is one of the biggest power plant complexes in Java Island and it consists of 4 units of 660MW (total 2,640MW) coal fired power stations. CJP has entered into lease agreement with PLN which is a state-owned power utility, on BLT (Build, Lease and Transfer) scheme.
- ◆ In addition to the above, currently PT. Bhumi Jati Power ("BJP", a joint venture by Sumitomo, Kansai Electric and United Tractors) is developing Tanjung Jati B unit 5 & 6 2 x 1,000MW as IPP and has PPA with PLN. BJP has achieved financial closing in March 2017 and the construction work has already been started. Commercial Operation Date (COD) is in May 2021 for unit 5 and in September 2021 for unit 6.
- ◆ As renewable energy development, Sumitomo has a BOO (Build, Own and Operate) joint venture for two green-field geothermal power projects in Sumatra island (including underground steam resource development): PT. Supreme Energy Muara Laboh ("SEML") and PT. Supreme Energy Rajabasa, with PT. Supreme Energy, an Indonesian energy company and ENGIE, a European IPP developer. SEML has achieved financial closing in March 2017 and its construction and steam development work has already been started. COD is in September 2019 for the 1st phase 80MW.
- ◆ Sumitomo has also been involved in EPC works for the following projects as of 31 May 2017: Lontar (coal fired power plant, 315MW), Central Java (coal fired power plant, 2 x 1,000MW), Tanjung Jati B unit 5 & 6 (coal fired power plant, 2 x 1,000MW), and Muara Laboh (geothermal power plant, 80MW).



# Strategic Supply Chain Development

The department is responsible for the new logistics business development. Supporting our valuable customers with specialized skills and expertise, we provide comprehensive services related to finance, logistics, insurance and industrial parks.

## PT. East Jakarta Industrial Park ("EJIP")

The first project of overseas industrial park businesses in Sumitomo Corporation Group. Located at Cikarang, West Java, currently we have around 100 tenants in 320 ha area.

## PT. Sumisho Global Logistics Indonesia ("SGLI")

Provides total logistics services such as Freight Forwarding (Import & Export), Container Handling, Transportation, and Warehousing, to manufacturing companies in industrial park areas to enhance their efficient Supply Chain.

## PT. Indomobil Summit Logistics ("ISL")

Joint venture between Sumitomo group and Salim group to support the development of Salim group as one of the biggest automotive distributors in Indonesia, by providing high quality operation and value added Supply Chain function.



Media, ICT  
Lifestyle Related  
Goods & Services

# Media, ICT, Lifestyle Related Goods & Services

Media, ICT, Lifestyle Related Goods & Services Business Unit



**Media, ICT, Lifestyle and Retail  
Business**

**Food, Real Estate, General Products,  
and Textile**

# Media, ICT, Lifestyle and Retail Business

Sumitomo Corporation globally runs various businesses in Media, ICT and Lifestyle retail domains.

Jupiter Telecom,  
J:COM

Shop Channel

Summit

Tomods

MobiCom, MPT

T-Gaia

Sumitomo Corporation  
Equity Asia,  
Presidio Ventures

SCSK

The department is responsible for the new business development, and new venture investments in above domains of which are related to Sumitomo Corporation's business lines or subsidiary companies. In Indonesia, PT. Sumitomo Indonesia also runs [monotaro.id](http://monotaro.id), one of the leading business-to-business (B2B) e-commerce companies in Maintenance, Repair and Operations, so called "MRO", with category of pantry and office needs in Indonesia.

# Food, Real Estate, General Products, and Textile

We provide consumers with safe, reliable, and pleasant apparel, food and dwellings.



In the food area, PT. Sumitomo Indonesia supplies a wide variety of agricultural and food products including grain, sugar, sweeteners, pineapple, prepared-mixed flour, palm oil and soya-bean meal for animal feed, placing the highest priority on consumer safety and security. Some investments around SEA & Oceanian region include a sugar factory in Thailand, flour mill in Vietnam, wheat company in Australia, sweeteners factory in China and others.



PT. Sumitomo Indonesia business in General Products are covering cellophane film, paper, biomass fuels, cement, and building materials. In the cellophane film, we are one of the major providers in Indonesian market. As for biomass fuel business, through co-working with Sumitomo Corporation's biomass business team, we are handling various biomass products such as Palm Kernel Shell (PKS). The Sumitomo Corporation Group's biomass power stations and other major customers are consuming such biomass fuels.



In 1985, Sumitomo built a building in Jakarta that prides itself on its safety, efficient floor layout and many other cutting-edge functions. We built a second office building next to the first one in 1992. Based on the success, we are now planning to build the third one and will continue to seek opportunities in residential property development to meet the demand from an increasing middle class in Indonesia.



Supported by the Sumitomo Corporation Group, we also provide a variety of services related to textile raw materials, industry uniforms, work uniforms and related clothing products through our extensive network based on the credibility and proven results established over a long period of time.

# Mineral Resources, Energy, Chemical & Electronics

Mineral Resources, Energy, Chemical & Electronics Business Unit



We construct a high-quality portfolio in upstream mineral resources and energy to realize stable supplies for customers. At the same time, we provide distinctive services in our midstream and downstream businesses.

**Coal and Mineral Resources**

**Plastics**

**Chemicals**

Mineral Resources,  
Energy, Chemical &  
Electronics



## Coal and Mineral Resources

In Asia Oceania region, we hold mining rights and operate coal mines. In total, we supply 40 million tons per annum of metallurgical and steaming coal combined through our joint ventures. Meanwhile, 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.





Mineral Resources,  
Energy, Chemical &  
Electronics



## Plastics

PT. Sumitomo Indonesia Plastics Department started the business operation since 1984 and become one of the main and biggest player in trading of imported plastic resins in Indonesia.

Total handling resin quantity = 156 KTA.

Total annual sales:

60% PP

30% PE

10% other plastic products:

Polycarbonate (PC), PVC Paste, Acrylonitrile butadiene styrene (ABS), Acrylonitrile styrene acrylate (ASA), Polyamide 6/Polyamide 66, rubber, and chemical additives.

Supported by warehouse facility which is managed by PT. Sumisho Global Logistics Indonesia ("SGLI"), our plastic resin sources are coming from local Indonesia plastic manufacturer, SEA, China, South Korea, Japan, European, and Middle East countries suppliers with various businesses. Customers' end user products are vary from stationary, food and beverage, automotive, home appliances, film and packaging, and office automation industries.



# Chemicals

Meet our 3 sub-unit businesses from Chemical Department:  
Organic, Inorganic and Others, and Life Science.

## Organic Sub-unit Business

We provide top quality of products from various industries and manufacturers:

- Petroleum & Petrochemicals
- Paint and Adhesive Manufacturer
- Ink Manufacturer
- Detergent
- Polyolefin
- Synthetic Rubbers

**Our scope of products range is as follows:**

- Styrene Monomer
- Liquid Alkyl Benzene
- Solvents
- Olefin
- Aromatic
- Petroleum

## In-Inorganic and Others Sub-unit Business

We have been supplying Hydrate from Australia since 2002 with 80% for water treatment chemicals applications (Alum & PAC) and 20% for other applications. Our Alum domestic market share have remarkably reached 20% share in Indonesia. In line with this activity, we have established 2 warehouses, in Jakarta (4000 M2) and Surabaya (3000 M2).

**We run various Business Industries as follows:**

- Alum (Polyaluminum Chloride)
- Glass Factory (Flat Glass & Glassware)
- Filler Roofing Building Construction
- Chemical Additives
- Performances (Fine) Chemical Inventory
- Supply Chain Operation

## Life Science Sub-unit Business

Focusing on raw material supply for Agriculture Chemical and Pharmaceutical, we have a strong network in key area for pharmaceutical market with more than 200 experienced staffs strategically located. PT. Sumitomo Indonesia does not only provide a stable supply as part of our commitment in providing the best supply chain management service, but also maintains the quality of its products.



CSR

# PT. Sumitomo Indonesia Corporate Social Responsibility

As a form of Corporate Social Responsibility (“CSR”), since 1996 Sumitomo Corporation, Japan (“Sumitomo”) through PT. Sumitomo Indonesia has entered into various cooperations with several universities for scholarship support.

Currently, Sumitomo is engaged with Universitas Indonesia, Universitas Airlangga and Politeknik Negeri Jakarta for scholarship programs. With a desire to sound development of the Republic of Indonesia, the scholarship support is to aim its objective of cultivating and fostering the education of promising young leaders, who will be entrusted with the future of Indonesia, to attend the University.

In addition to scholarship program, PT. Sumitomo Indonesia is also involved in donation for disaster. Recently, we participate in Aceh earthquake disaster through PMI (“Palang Merah Indonesia” or Indonesian Red Cross Society).

In future, we hope that PT. Sumitomo Indonesia, together with Sumitomo Corporation within its projects and other group companies, will be able to keep contributing to the development of Indonesian for the purpose of improving Indonesian people’s welfare through its business and CSR activities.



# Sumitomo Corporation Group Major Investments & Projects in Indonesia

## Investments / Projects



### LNG Project

- ◆ LNG Japan Corporation (Tangguh Project, Bontang Project)



### Power Plant Projects

- ◆ PT. Central Java Power
- ◆ PT. Bhumi Jati Power (Tanjung Jati-B Coal-Fired Thermal Power Plant)
- ◆ PT. Supreme Energy Muara Laboh, PT. Supreme Energy Rajabasa (Geothermal Power Plant)
- ◆ Sumitomo Corporation Jakarta Project Coordination Office



### Industrial Park

- ◆ PT. East Jakarta Industrial Park ("EJIP")



### Transportation Projects

- ◆ Sumitomo Corporation Jakarta Project Coordination Office (Depok Depot Project, Railcar Supply, Jakarta Mass Rapid Transit Project)

## Investments / Projects



### Food Business

- ◆ Emerald Grain Pty Ltd (Australia)  
(Wheat supply)



### Logistics

- ◆ PT. Sumisho Global Logistics Indonesia ("SGLI")  
(Import/Export, Distribution Center)
- ◆ PT. Indomobil Summit Logistics ("ISL")  
(Total Automotive Logistics)



### Steel Processing Center

- ◆ PT. Super Steel Karawang



### Electronics

- ◆ PT. Sumitronics Indonesia  
(Electronics Manufacturing Service, Electronics components IPO service)



### Construction Equipment

- ◆ PT. Traktor Nusantara  
(Distributor Operation)



### Auto Financing

- ◆ PT. OTO Multiartha  
(Automobile)
- ◆ PT. Summit Oto Finance  
(Motorcycle)

## Investments / Projects



### Real Estate

- ◆ PT. Summitmas Property  
(Summitmas Building I & II at Jl. Jenderal Sudirman Jakarta)



### E-Commerce

- ◆ PT. Monotaro Indonesia  
(B2B Online Retail in Industrial Supply (MRO) and Office Supply)





***PT. Sumitomo Indonesia***

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