

MIRA INFORM REPORT

Report No. :	524268
Report Date :	08.08.2018

IDENTIFICATION DETAILS

Name :	KOJITUSANSO CO LTD
Registered Office :	Sannomiya Kokusai Bldg 6F, 2-1-31 Hamabedori Chuoku Kobe 651-0083
Country :	Japan
Financials (as on) :	30.11.2017
Date of Incorporation :	June 1963
Com. Reg. No.:	0100-01-139076 (Kobe-Chuoku)
Legal Form :	Limited Company (Kabushiki Kaisha)
Line of Business :	Retail shop operator of mountain climbing & outdoor gears & equipment, sporting shoes, such as climbing shoes, crampons, kochel, other climbing equipment, other (--100%)
No. of Employees :	241

RATING & COMMENTS

(Mira Inform has adopted New Rating mechanism w.e.f. 23rd January 2017)

MIRA's Rating :	A
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Credit Rating	Explanation	Rating Comments
A	Acceptable Risk	Business dealings permissible with moderate risk of default

Maximum Credit Limit :	Yen 82.8 Million
Status :	Satisfactory
Payment Behaviour :	Slow but correct
Litigation :	Clear

NOTES :

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ECGC Country Risk Classification List

Country Name	Previous Rating (31.12.2017)	Current Rating (01.04.2018)
Japan	A1	A1

Risk Category	ECGC Classification
Insignificant	A1
Low Risk	A2
Moderately Low Risk	B1
Moderate Risk	B2
Moderately High Risk	C1
High Risk	C2
Very High Risk	D

JAPAN - ECONOMIC OVERVIEW

Over the past 70 years, government-industry cooperation, a strong work ethic, mastery of high technology, and a comparatively small defense allocation (slightly less than 1% of GDP) have helped Japan develop an advanced economy. Two notable characteristics of the post-World War II economy were the close interlocking structures of manufacturers, suppliers, and distributors, known as keiretsu, and the guarantee of lifetime employment for a substantial portion of the urban labor force. Both features have significantly eroded under the dual pressures of global competition and domestic demographic change.

Measured on a purchasing power parity basis that adjusts for price differences, Japan in 2017 stood as the fourth-largest economy in the world after first-place China, which surpassed Japan in 2001, and third-place India, which edged out Japan in 2012. For three postwar decades, overall real economic growth was impressive - averaging 10% in the 1960s, 5% in the 1970s, and 4% in the 1980s. Growth slowed markedly in the 1990s, averaging just 1.7%, largely because of the aftereffects of inefficient investment and the collapse of an asset price bubble in the late 1980s, which resulted in several years of economic stagnation as firms sought to reduce excess debt, capital, and labor. Modest economic growth continued after 2000, but the economy has fallen into recession four times since 2008.

Japan enjoyed an uptick in growth since 2013, supported by Prime Minister Shinzo ABE's "Three Arrows" economic revitalization agenda - dubbed "Abenomics" - of monetary easing, "flexible" fiscal policy, and structural reform. Led by the Bank of Japan's aggressive monetary easing, Japan is making modest progress in ending deflation, but demographic decline - a low birthrate and an aging, shrinking population - poses a major long-term challenge for the economy. The government currently faces the quandary of balancing its efforts to stimulate growth and institute economic reforms with the need to address its sizable public debt, which stands at 235% of

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GDP. To help raise government revenue, Japan adopted legislation in 2012 to gradually raise the consumption tax rate. However, the first such increase, in April 2014, led to a sharp contraction, so Prime Minister ABE has twice postponed the next increase, which is now scheduled for October 2019. Structural reforms to unlock productivity are seen as central to strengthening the economy in the long-run.

Scarce in critical natural resources, Japan has long been dependent on imported energy and raw materials. After the complete shutdown of Japan's nuclear reactors following the earthquake and tsunami disaster in 2011, Japan's industrial sector has become even more dependent than before on imported fossil fuels. However, ABE's government is seeking to restart nuclear power plants that meet strict new safety standards and is emphasizing nuclear energy's importance as a base-load electricity source. In August 2015, Japan successfully restarted one nuclear reactor at the Sendai Nuclear Power Plant in Kagoshima prefecture, and several other reactors around the country have since resumed operations; however, opposition from local governments has delayed several more restarts that remain pending. Reforms of the electricity and gas sectors, including full liberalization of Japan's energy market in April 2016 and gas market in April 2017, constitute an important part of Prime Minister Abe's economic program.

Under the Abe Administration, Japan's government sought to open the country's economy to greater foreign competition and create new export opportunities for Japanese businesses, including by joining 11 trading partners in the Trans-Pacific Partnership (TPP). Japan became the first country to ratify the TPP in December 2016, but the United States signaled its withdrawal from the agreement in January 2017. In November 2017 the remaining 11 countries agreed on the core elements of a modified agreement, which they renamed the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP). Japan also reached agreement with the European Union on an Economic Partnership Agreement in July 2017, and is likely seek to ratify both agreements in the Diet this year.

Source : CIA

COMPANY NAME & ADDRESS

KOJITUSANSO CO LTD

REGD NAME: KK Kojitsusanso
MAIN OFFICE: Sannomiya Kokusai Bldg 6F, 2-1-31 Hamabedori Chuoku Kobe 651-0083 JAPAN
Tel: 078-231-1300 Fax: 078-231-1374

URL: <http://www.kojitsusanso.jp>
E-Mail address: (thru the URL)

ACTIVITIES: Operator of retail shops of mountain climbing & outdoor gears & equipment
BRANCHES: 51 direct-run shops, 21 franchisees, 5 Website shops (Tot 78 shops)

OFFICERS: SHINGO IKEDA, PRES
Hideo Aomatsu, dir
Naoto Mizoguichi, dir

Yen Amount: In million Yen, unless otherwise stated

SUMMARY

FINANCES	FAIR	A/SALES	Yen 13,230 M
PAYMENTS	SLOW BUT CORRECT	CAPITAL	Yen 2,269 M
TREND	SLOW	WORTH	Yen 715 M
STARTED	1963	EMPLOYEES	241

COMMENT: RETAIL SHOP OPERATOR OF CLIMBING GEARS & EQUIPMENT. FINANCIAL SITUATION CONSIDERED FAIR AND GOOD FOR ORDINARY BUSINESS ENGAGEMENTS.

MAX CREDIT LIMIT: ESTIMATED AT YEN 82.8 MILLION, ON 30 DAYS NORMAL TERMS.

HIGHLIGHTS

The subject company is an operator of retail shops specializing in mountain climbing & outdoor gears & equipment, other, such as climbing shoes, crampons, kochel, other . Shingo Ikeda took the pres office in Oct/2017. Operates 51 stores nationwide, plus 5 franchisees and 5 on the Internet shop (total 78 shops). Goods are imported.

FINANCIAL INFORMATION

The sales volume for Nov/2017 fiscal term amounted to Yen 13,230 million, a 5% fall from Yen 13,928 million in the previous term. The operations plunged into the deficit to post Yen 473 million recurring loss and Yen 1,013 million net losses, respectively, compared with Yen 81 million recurring loss and Yen 43 million net profit, respectively, a year ago.

For the current term ending Nov 2018 the recurring profit is projected at Yen 45 million and the net profit at Yen 40 million, respectively, on a 3% rise in turnover, to Yen 13,630 million.

The financial situation is considered FAIR and good for ORDINARY business engagements. Max credit limit is estimated at Yen 82.8 million, on 30 days normal terms.

REGISTRATION

Date Registered: Jun 1963
Regd No.: 0100-01-139076 (Kobe-Chuoku)
Legal Status: Limited Company (Kabushiki Kaisha)
Authorized: 18 million shares
Issued: 4,538,014 shares
Sum: Yen 2,269 million
Major shareholders (%): DRC II Investment Limited Partnership (43.9), MAPCF II Investment Company (14.9), other
No. of shareholders: 7

Nothing detrimental is known as to the commercial morality of executives.

OPERATION

Activities: Retail shop operator of mountain climbing & outdoor gears & equipment, sporting shoes, such as climbing shoes, crampons, kochel, other climbing equipment, other (--100%)

Clients: Consumers, individual buyers, other
No. of accounts: Unavailable
Domestic areas of activities: Nationwide

Suppliers: [Mfrs, wholesalers] Goldwin Inc, Patagonia International Inc, Hammut Sports Group Japan, Lost Arrow Inc, Mizuno Corp, Berghaus Japan, Snow Peak Inc, other

Payment record: Slow but correct

Location: Business area in Kobe. Office premises at the caption address are leased and maintained satisfactory.

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Bank References:

MUFG (Sannomiya)
Resona Bank (Kobe)
Relations: Satisfactory

FINANCES

(In Million Yen)

Terms Ending:	30/11/2018	30/11/2017	30/11/2016	30/11/2015
Annual Sales	13,630	13,230	13,928	15,245
Recur. Profit	45	-473	-81	..
Net Profit	40	-1,013	43	-847
Total Assets		6,868	8,435	8,078
Net Worth		715	1,728	1,685
Capital, Paid-Up		2,269	2,269	2,269
Div.Ttl in Million (¥)		0.00	0.00	294,127
<Analytical Data>	(%)	(%)	(%)	(%)
S.Growth Rate	3.02	-5.01	-8.64	-7.05
Current Ratio	
N.Worth Ratio		10.41	20.49	20.86
N.Profit/Sales	0.29	-7.66	0.31	-5.56

Notes: Forecast (or estimated) figures for the 30/11/2018 fiscal term.

FOREIGN EXCHANGE RATES

Currency	Unit	Indian Rupees
US Dollar	1	INR 68.80
UK Pound	1	INR 89.14
Euro	1	INR 79.55
YEN	1	INR 0.62

Note : Above are approximate rates obtained from sources believed to be correct

INFORMATION DETAILS

Analysis Done by :	PRI
Report Prepared by :	TPT

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RATING EXPLANATIONS

Credit Rating	Explanation	Rating Comments
A++	Minimum Risk	Business dealings permissible with minimum risk of default
A+	Low Risk	Business dealings permissible with low risk of default
A	Acceptable Risk	Business dealings permissible with moderate risk of default
B	Medium Risk	Business dealings permissible on a regular monitoring basis
C	Medium High Risk	Business dealings permissible preferably on secured basis
D	High Risk	Business dealing not recommended or on secured terms only
NB	New Business	No recommendation can be done due to business in infancy stage
NT	No Trace	No recommendation can be done as the business is not traceable

NB is stated where there is insufficient information to facilitate rating. However, it is not to be considered as unfavourable.

This score serves as a reference to assess SC's credit risk and to set the amount of credit to be extended. It is calculated from a composite of weighted scores obtained from each of the major sections of this report. The assessed factors are as follows:

- Financial condition covering various ratios
- Company background and operations size
- Promoters / Management background
- Payment record
- Litigation against the subject
- Industry scenario / competitor analysis
- Supplier / Customer / Banker review (wherever available)