

MIRA INFORM REPORT

Report No. :	522004
Report Date :	25.07.2018

IDENTIFICATION DETAILS

Name :	SOJITZ MACHINERY CORPORATION
Registered Office :	Marunouchi Center Bldg 2F, 1-6-1 Marunouchi Chiyodaku Tokyo 100-0005
Country :	Japan
Financials (as on) :	31.03.2018
Date of Incorporation :	April 2004
Com. Reg. No.:	0100-01-089058 (Tokyo-Chiyodaku)
Legal Form :	Limited Company (Kabushiki Kaisha)
Line of Business :	Trading Firm Specializing in Machinery
No. of Employees :	242

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 1,491.1 Million
Status :	Good
Payment Behaviour :	Regular
Litigation :	Clear

NOTES :

Any query related to this report can be made on e-mail : infodept@mirainform.com while quoting report number, name and date.

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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 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

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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

SOJITZ MACHINERY CORPORATION

REGD NAME: Sojitz Machinery KK
MAIN OFFICE: Marunouchi Center Bldg 2F, 1-6-1 Marunouchi Chiyodaku Tokyo 100-0005 Japan
Tel: 03-6259-5600 Fax: 03-6259-5636

*.. The given address is its one of Osaka Branch Offices

URL: <http://www.sojitz-mac.com/>
E-Mail address: (thru the URL)

ACTIVITIES: Trading firm specializing in machinery
BRANCHES: Kimitsu, Osaka, Nagoya, Toyota, Saitama, Sendai, other (Tot 9)
OVERSEAS: Germany, Sao Paulo, India, China, Singapore, Indonesia, Thailand, Dubai, other
(-subsidiaries) (Group 50 countries in the world)

OFFICERS: TATSUNOBU SAKO, PRES Hideshi Maruta, s/mgn dir
Shingo Obara, s/mgn dir Yukihisa Matsumoto, mgn fir
Shigenari Kusano, dir Makoto Shibuya, dir

Yen Amount: In million Yen, unless otherwise stated

SUMMARY

FINANCES	FAIR	A/SALES	Yen 76,474 M
PAYMENTS	REGULAR	CAPITAL	Yen 1,500 M
TREND	STEADY	WORTH	Yen 8,003 M
STARTED	2004	EMPLOYES	242

COMMENT: TRADING FIRM SPECIALIZING IN MACHINERY, WHOLLY OWNED BY SOJITZ CORP.
FINANCIAL SITUATION CONSIDERED FAIR AND GOOD FOR ORDINARY BUSINESS ENGAGEMENTS.

MAX CREDIT LIMIT: YEN 1,491.1 MILLION, 30 DAYS NORMAL TERMS.

HIGHLIGHTS

The subject company was established on the basis of the integration of five machinery-related companies: Nichimen Machinery Corporation, Nissho Iwai Mechatronics Corporation, Nissho Iwai Machinery System Corporation, Nissho Iwai Chubu Machinery Co Ltd, and the NITEC Corporation (formed in 1989 as a trading house of steel-making facilities, food machinery, under the then Nissho Iwai Corporation), with NITEC as surviving company. Due to the merger of Nissho Iwai Corp and Nichimen Corp to form Sojitz Holdings

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Corporation in Apr 2004 (later in Oct 2005 renamed to Sojitz Corp), the subject became 100% owned subsidiary of Sojitz Corporation (See **REGISTRATION**). This is a trading company specializing in machinery (see **OPERATION**). Major clients include carmakers, steel mills, heavy machinery mfrs, other, nationwide.

FINANCIAL INFORMATION

The sales volume for Mar/2018 fiscal term amounted to Yen 76,474 million, a 16% up from Yen 66,033 million in the previous term. The recurring profit was posted at Yen 1,885 million and the net profit at Yen 1,295 million, respectively, compared with Yen 1,452 million recurring profit and Yen 972 million net profit, respectively, a year ago.

For the current term ending Mar 2019 the recurring profit is projected at Yen 1,900 million and the net profit at Yen 1,350 million, respectively, on a 3% rise in turnover, to Yen 78,800 million.

The financial situation is considered FAIR and good for ORDINARY business engagements. Max credit limit is estimated at Yen 1,491.1 million, on 30 days normal terms.

REGISTRATION

Date Registered: Apr 2004
Regd No.: 0100-01-089058 (Tokyo-Chiyodaku)
Legal Status: Limited Company (Kabushiki Kaisha)
Authorized: 80,000 shares
Issued: 30,000 shares
Sum: Yen 1,500 million
Major shareholders (%): Sojitz Corp (100)

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

OPERATION

Activities: A trading house for import, export and wholesale of the following items (--100%):

Electronics & Telecommunications Division: semiconductor mfg equipment, disk/liquid crystal unit mfg equip, measuring apparatus, other related equipment & machinery;

General Industrial Machinery Division: grinding machines, press machinery, laser facilities, heat-treatment equipment, recycling unit, other

Specific Industrial Machinery Division: machinery & facilities of industries of auto, food processing, steel mills, chemical plants, home electronics, forestry, other

Commercial, Servicing Division: security-related equipment, landscaping goods, car parking facilities, health & sports goods, home electronics appliances, other.

(Sales breakdown for each division are not made available.)

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Clients: [Mfrs, wholesalers] Nippon Steel & Sumitomo Metal Corp, Toyota Motor, Teijin Ltd, NEC, Nisshin Steel Co, S Alam Power Generation Ltd, Kobe Steel, JFE Steel, Sharp Corp, Nissan Motor, Denso Inc, Fuji Film, Mitsubishi Electric, other.

No. of accounts: 1,000

Domestic areas of activities: Nationwide

Suppliers: [Mfrs, wholesalers] Kawasaki Machine Systems, Wartsila Finland OY, NTN, Ube Material Ind, Steel Plantech, NTN, Ebara Corp, Sojitz Europe PLC, Murata Machinery, Shibaura Mechatronics, Toshiba Machinery, Sanyo Electric, Matsushita Electric Ind, NEC, Nippon Steel Engineering, Sumitomo Precision Products, Howa Machinery, Steel Plantec Inc, Fuji Electric, other.

Payment record: Regular

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

Bank References:

MUFG (Tokyo)

Mizuho Bank (Uchisaiwaicho)

Relations: Satisfactory

FINANCES

(In Million Yen)

Terms Ending:	31/03/2019	31/03/2018	31/03/2017	31/03/2016
Annual Sales	78,800	76,474	66,033	64,540
Recur. Profit	1,900	1,885	1,452	1,358
Net Profit	1,350	1,295	972	920
Total Assets		30,886	30,381	20,286
Net Worth		8,003	6,703	5,744
Capital, Paid-Up		1,500	1,500	1,500
Div.P.Share(¥)		0.00	0.00	0.00
<Analytical Data>	(%)	(%)	(%)	(%)
S.Growth Rate	3.04	15.81	2.31	-7.28
Current Ratio	
N.Worth Ratio		25.91	22.06	28.32
N.Profit/Sales	1.71	1.69	1.47	1.43

Notes: Forecast (or estimated) figures for the 31/03/2019 fiscal term

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FOREIGN EXCHANGE RATES

Currency	Unit	Indian Rupees
US Dollar	1	INR 69.05
UK Pound	1	INR 90.30
Euro	1	INR 80.54
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)