

## MIRA INFORM REPORT

Report No. :	532989
Report Date :	02.10.2018

### IDENTIFICATION DETAILS

Name :	YAMAZEN CORPORATION
Registered Office :	2-3-16 Itachibori Nishiku Osaka 550-866
Country :	Japan
Financials (as on) :	31.03.2018
Date of Incorporation :	May 1947
Com. Reg. No.:	1200-01-049040
Legal Form :	Limited Company
Line of Business :	Import, export and wholesale of machine tools, housing equipment.
No. of Employees :	1,503

### RATING & COMMENTS

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

<b>MIRA's Rating :</b>	A+
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Credit Rating	Explanation	Rating Comments
A+	Low Risk	Business dealings permissible with low risk of default

Status :	Good
Payment Behaviour :	Regular
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

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**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 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 AND ADDRESS**

### **YAMAZEN CORPORATION**

**REGD NAME:** KK Yamazen  
**MAIN OFFICE:** 2-3-16 Itachibori Nishiku Osaka 550-8660 JAPAN  
Tel: 06-6534-3021 Fax: 06-637-2105  
**URL:** <http://www.yamazen.co.jp/>  
**E-Mail address:** info@yamazen.co.jp

## **ACTIVITIES**

Import, export, wholesale of machine tools, housing equipment

## **BRANCHES**

Tokyo, Osaka, Nagoya, Hiroshima, Fukuoka, other (Tot 54)

## **OVERSEAS**

USA, Taiwan, Asean, Europe, China, other (Tot 18)

## **OFFICERS**

**YUJI NAGAO, PRES & CEO** Meguru Nakata, ch  
Taichi Aso, s/mgn dir Toshiyasu Nomi, s/mgn dir  
Kazuo Ebata, dir Taira Matsui, dir

Yen Amount: In million Yen, unless otherwise stated

## **SUMMARY**

FINANCES	FAIR	A/SALES	Yen 497,903 M
PAYMENTS	REGULAR	CAPITAL	Yen 7,909 M
TREND	STEADY	WORTH	Yen 84,369 M

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STARTED 1947 EMPLOYES 1,503

## **COMMENT**

TRADING HOUSE SPECIALIZING IN MACHINE TOOLS.

FINANCIAL SITUATION CONSIDERED FAIR AND GOOD FOR ORDINARY BUSINESS ENGAGEMENTS.

## **HIGHLIGHTS**

This is a leading specialized trader of machinery & tools, particularly strong in machine tools, founded by Takeo Yamamoto. Also deals in housing-related equipment and materials. Emphasis placed on expansion of new business areas of high-tech machinery & systems, such as industrial robots and OA equipment. Fostering eco-related products and solar power system. The company is actively developing health equipment and other products for active seniors. Also engaged in sales of environmental-friendly equipment such as photovoltaic power generation systems. Expanding sales among local firms in China, EMS in Taiwan and sales of industrial machinery in ASEAN countries.

## **FINANCIAL INFORMATION**

The sales volume for Mar/2018 fiscal term amounted to Yen 497,903 million, an 11.23% up from Yen 447,698 million in the previous term. The recurring profit was posted at Yen 15,152 million and the net profit at Yen 10,500 million, respectively, compared with Yen 12,931 million recurring profit and Yen 8,518 million net profit, respectively, a year ago.

For the current term ending Mar 2019 the recurring profit is projected at Yen 15,500 million and the net profit at Yen 7,850 million, respectively, on a 3.42% rise in turnover, to Yen 515,000 million.

The financial situation is considered FAIR and good for ORDINARY business engagements.

## **REGISTRATION**

<b>Date Registered:</b>	May 1947
<b>Regd No.:</b>	1200-01-049040 (Osaka-Nishiku)
<b>Legal Status:</b>	Limited Company (Kabushiki Kaisha)
<b>Authorized:</b>	200 million shares
<b>Issued:</b>	93,840,310 shares
<b>Sum:</b>	Yen 7,909 million

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**Major shareholders (%)**: Customers' S/Holding Assn Osaka (9.0), Customers' S/Holding Assn Tokyo (6.1), Master Trust Bank of Japan T (3.9), DMG Mori (3.7), Mizuho Bank (3.4), Resona Bank (3.2), Employees' S/Holding Assn (2.7), Customers' S/Holding Assn Nagoya (2.4), Japan Trustee Services T (2.0), Customers' S/Holding Assn Hiroshima (1.5); foreign owners (13.2)

**No. of shareholders**: 4,321

**Listed on the S/Exchange (s) of**: Tokyo

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

**Related companies**: Yamazen Create, Yamazen Logistics, Travel Topia Inc, Nihon Butsuryu Co, Procue By Net Corp, other

## **OPERATION**

**Activities**: Trading house for import, export and wholesale of machine tools, industrial tools & equipment, MRO internet purchase, housing/construction equipment & materials, house products, others (--100%)

**(Sales breakdown by divisions)**:

Production Equipment (both domestic & overseas) (67%), Housing Construction Materials (13%), Household Equipment (18%), others (2%)  
Overseas Sales Ratio (16%)

**Clients**: [DIY goods chains, mfrs, wholesalers] Nishikawa Sangyo, Iwase Sangyo, Toyo Corp, Keiyo Co, Shimachu Co, LIXIL Corp, Sien Yu International, other.

No. of accounts: 1,000

Domestic areas of activities: Nationwide

**Suppliers**: [Mfrs, wholesalers] Brother Ind, Daikin Ind, DMG Mori Precision Sales & Service, Panasonic Corp, Okuma Corp, OSG Corp, Corona Corp, Cleanup Corp, THK Corp, Nitto Kogyo Corp, LIXIL Corp, other.

**Payment record**: Regular

**Location**: Business area in Osaka. Office premises at the caption address are owned and maintained satisfactorily.

**Bank References**:

Mizuho Bank (Osaka)

Resona Bank (Osaka)

Relations: Satisfactory

## **FINANCES**

(In Million Yen)

Terms Ending:	31/03/2019	31/03/2018	31/03/2017	31/03/2016
Annual Sales	515,000	497,963	447,698	447,774
Recur. Profit	15,500	15,152	12,931	13,503
Net Profit	10,500	10,205	8,518	9,192
Total Assets		246,923	219,625	208,404
Net Worth		84,369	75,435	67,275
Capital, Paid-Up		7,909	7,909	7,909
Div.P.Share(¥)		32.00	30.00	30.00
<b>&lt;Analytical Data&gt;</b>	(%)	(%)	(%)	(%)
S.Growth Rate	3.42	11.23	-0.02	2.75
Current Ratio		..	..	..
N.Worth Ratio		34.17	34.35	32.28
N.Profit/Sales	2.04	2.05	1.90	2.05

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

**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 72.80
UK Pound	1	INR 94.88
Euro	1	INR 84.37
Yen	1	INR 0.64

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

**INFORMATION DETAILS**

<b>Analysis Done by :</b>	DIV
<b>Report Prepared by :</b>	SYL

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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)