

MIRA INFORM REPORT

Report No. :	536104
Report Date :	23.10.2018

IDENTIFICATION DETAILS

Name :	NAGASE & CO LTD
Registered Office :	1-1-17 Shinmachi Nishiku Osaka 550-8668
Country :	Japan
Financials (as on) :	31.03.2018
Date of Incorporation :	Dec 1917
Com. Reg. No.:	1200-01-049021
Legal Form :	Limited Company
Line of Business :	Specialized trading house for import, export, wholesale of industrial Chemicals: functional materials, advanced material & processing , electronics, automotive & energy , lifestyle business-related products
No. of Employees :	861

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+	Low Risk	Business dealings permissible with low risk of default

Maximum Credit Limit :	Yen 31,848.0 Million
Status :	Excellent
Payment Behaviour :	Regular
Litigation :	Clear

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NOTES :

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

ECGC Country Risk Classification List

Country Name	Previous Rating (30.06.2018)	Current Rating (30.09.2018)
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 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

NAGASE & CO LTD

REGD NAME: Nagase Sangyo KK

MAIN OFFICE: 1-1-17 Shinmachi Nishiku Osaka 550-8668 JAPAN

Tel: 06-6535-2114 Fax: 06-6535-2160

URL: <http://www.nagase.co.jp/>

E-Mail address: info@nagase.co.jp

ACTIVITIES: Import, export, wholesale of chemicals

BRANCHES: Tokyo, Nagoya, Kobe, Amagasaki, Sakai (Tot 5)

OVERSEAS: USA, Canada, UK, Germany, Hungary, Poland, China, Taiwan, Korea, Thailand, Malaysia, Singapore, Vietnam, India, Indonesia, UAE, Mexico, Brazil, other (--subsidiaries)

OFFICERS: KENJI ASAKURA, PRES & CEO Hiroshi Nagase, ch
Mitsuro Nawa, s/mgn dir Reiji Nagase, v ch
Osamu Morishita, mgn dir Ichiro Wakabayashi, mgn dir

Yen Amount: In million Yen, unless otherwise stated

SUMMARY

FINANCES	FAIR	A/SALES	Yen 783,933 M
PAYMENTS	REGULAR	CAPITAL	Yen 9,699 M
TREND	STEADY	WORTH	Yen 303,636 M
STARTED	1917	EMPLOYES	861

COMMENT

TOP-RANKED TRADING HOUSE SPECIALIZING IN INDUSTRIAL CHEMICALS.

FINANCIAL SITUATION CONSIDERED FAIR AND GOOD FOR BUSINESS ENGAGEMENTS.

MAX CREDIT LIMIT: YEN 31,848.0 MILLION, 30 DAYS NORMAL TERMS.

HIGHLIGHTS

The subject company is a top-ranked trading house specializing in industrial chemicals, founded originally in 1832 by a certain Nagase as a dyestuff merchant in Kyoto. In 1900, established business ties with Bassel Chemical of Switz (now Chiba Specialty Chemicals) and since diversified into various other industrial

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chemicals. Excels in dyestuffs, synthetic resins, etc. Actively engaged in new technological sector such as pharmaceuticals raw materials, specialty resins, biotechnology, electronics and other new materials. Emphasizing semiconductor and LCD-related materials and equipment. Also deals in medical equipment and pharmaceutical intermediates. Acquired in 2012 bio-related company in bankruptcy Hayashibara, producing trehalose. Aggressive in investment, including M&A activities, in electronics, automobile and healthcare areas. A president outside the founding family took office in 2015 for the first time in its history.

FINANCIAL INFORMATION

The sales volume for Mar/2018 fiscal term amounted to Yen 783,933 million, an 8.52% up from Yen 722,384 million in the previous term. The recurring profit was posted at Yen 25,982 million and the net profit at Yen 17,175 million, respectively, compared with Yen 16,361 million recurring profit and Yen 10,331 million net profit, respectively, a year ago.

For the current term ending Mar 2019 the recurring profit is projected at Yen 29,500 million and the net profit at Yen 20,000 million, respectively, on a 5.62% rise in turnover, to Yen 828,000 million.

The financial situation is considered FAIR and good for ORDINARY business engagements. Max credit limit is estimated at Yen 31,848.0 million, on 30 days normal terms.

REGISTRATION

Date Registered: Dec 1917
Regd No.: 1200-01-049021 (Osaka-Nishiku)
Legal Status: Limited Company (Kabushiki Kaisha)
Authorized: 346,980,000 shares
Issued: 138,408,285 shares
Sum: Yen 9,699 million

Major shareholders (%): Master Trust Bank of Japan T (5.4), Sumitomo Mitsui Trust Bank (4.5), Northern Trust (AVFC) Silchester (4.5), Japan Trustee Services T (3.8), SMBC (3.4), Nippon Life Ins (2.7), Reiko Nagase (2.7), Japan Trustee Services T9 (2.3), Nagase Shinzo Co (2.1); foreign owners (30.4)

No. of shareholders: 10,706

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

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

Related companies: Nagase Chemtex, Totaku Ind, Hoei Sangyo, Nagase Logistics, Nagase (Hong Kong), other

OPERATION

Activities: Specialized trading house for import, export, wholesale of industrial Chemicals: functional materials (22%), advanced material & processing (34%), electronics (16%), automotive & energy (17%), lifestyle business-related products (11%)

Overseas Sales Ratio (50%)

Clients: [Chemical mfrs, wholesalers] Nagase Plastics, Nagase Chemical, Nippon Paint, Japan Display, DIC, Sharp Corp, Sekisui Chemical, Nippon Paint, DIC, Toyo Quality One, Sumitomo Chemical, Mitsubishi Motors, Otsuka Pharmaceutical, other.

No. of accounts: 1,000

Domestic areas of activities: Nationwide

Suppliers: [Mfrs, wholesalers] Nagase Chemtex, DIC, Mitsui Chemical, Asahi Kasei Chemicals, Sumitomo Chemical Ind, Daicel Chemical Ind, Nippon Shokubai, Mitsubishi Chemical, Tottori Sanyo Electric, Sharp Corp, BASF Japan, other.

Payment record: Regular

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

Bank References:

SMBC (Osaka)

MUFG (H/O)

Relations: Satisfactory

FINANCES

(In Million Yen)

Terms Ending:	31/03/2019	31/03/2018	31/03/2017	31/03/2016
Annual Sales	828,000	783,933	722,384	742,194
Recur. Profit	29,500	25,982	16,361	18,390
Net Profit	20,000	17,175	10,331	12,316
Total Assets		571,679	531,020	512,290
Current Assets		356,109	321,215	312,334
Current Liabs		193,040	166,494	156,118
Net Worth		303,636	290,217	273,964
Capital, Paid-Up		9,699	9,699	9,699

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Div.P.Share(₹)		23.00	17.00	17.00
<Analytical Data>	(%)	(%)	(%)	(%)
S.Growth Rate	5.62	8.52	-2.67	-2.31
Current Ratio	..	184.47	192.93	200.06
N.Worth Ratio	..	53.11	54.65	53.48
R.Profit/Sales	3.56	3.31	2.26	2.48
N.Profit/Sales	2.42	2.19	1.43	1.66
Return On Equity	..	5.66	3.56	4.50

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

FOREIGN EXCHANGE RATES

Currency	Unit	Indian Rupees
US Dollar	1	INR 73.30
UK Pound	1	INR 95.93
Euro	1	INR 84.57
YEN	1	INR 0.65

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

INFORMATION DETAILS

Analysis Done by :	NIS
Report Prepared by :	KET

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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)