

MIRA INFORM REPORT

Report No. :	536211
Report Date :	24.10.2018

IDENTIFICATION DETAILS

Name :	MANSEI CORPORATION
Registered Office :	7-15-5 Fukushima Fukushimaku Osaka 553-0003
Country :	Japan
Financials (as on) :	31.03.2018
Date of Incorporation :	May 1947
Com. Reg. No.:	1200-01-036483
Legal Form :	Limited Company
Line of Business :	Trading firm for import, export and wholesale of: electric equipment & industrial systems, electronic devices & telecom equipment, facility equipment, photovoltaic power system
No. of Employees :	176

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 878.4 million
Status :	Good
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

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COMPANY SUMMERY

MANSEI CORPORATION

REGD NAME: Mansei Denki KK

MAIN OFFICE: 7-15-5 Fukushima Fukushimaku Osaka 553-0003 JAPAN

Tel: 06-6454-8211 Fax: 06-6458-0047 -

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

E-Mail address: (thru the URL)

ACTIVITIES: Import, export, wholesale of electronic devices (plant production systems), other

BRANCHES: Tokyo, Kobe

OVERSEAS: China, Hong Kong

FACTORIES: (subcontracted)

OFFICERS: MASAHIRO URABE, PRES Kenji Murayama, s/mgn dir
Hiroshi Okuda, mgn dir Yoshihide Urabe, advisor
Kimihide Kohriyama, dir Hiroyuki Itoh, dir

Yen Amount: In million Yen, unless otherwise stated

SUMMARY:	FINANCES	FAIR	A/SALES	Yen 21,939 M
	PAYMENTS	REGULAR	CAPITAL	Yen 1,005 M
	TREND	UP	WORTH	Yen 10,591 M
	STARTED	1947	EMPLOYES	176

COMMENT

TRADING FIRM SPECIALIZING IN ELECTRONIC DEVICES, OTHER
FINANCIAL SITUATION COSIDERED FAIR AND GOOD FOR ORDINARY BUSINESS ENGAGEMENTS.

MAX CREDIT LIMIT: YEN 878.4 MILLION, 30 DAYS NORMAL TERMS

HIGHLIGHTS

This is a Mitsubishi Electric-affiliated general sales agent. Has a strength in plant production systems driven by technology proposal-backed marketing activities. Two main business lines are electronic devices such as power devices, ASICs (application specific integrated circuits) & liquid crystals, as well as electrical equipment such as FA, drive control equipment & power distribution control equipment. Also handles facility equipment, including commercial-use air conditioning equipment, power generation equipment and freezing equipment, as well as laser processing machined & other industrial machinery. Manufactures home electronics on consignment in China. Based in Osaka & Hyogo prefectures but advancing also into the Kanto region, mainly with the sales of

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heavy electric machinery. Set up a mega solar facility in Tsuyama City, Okayama-Pref, in 2014 to start electricity sales.

FINANCIAL INFORMATION

The sales volume for Mar/2018 fiscal term amounted to Yen 21,939 million, a 2.56% up from Yen 21,392 million in the previous term. The recurring profit was posted at Yen 643 million and the net profit at Yen 419 million, respectively, compared with Yen 517 million recurring profit and Yen 342 million net profit, respectively, a year ago.

For the current term ending Mar 2019 the recurring profit is projected at Yen 650 million and the net profit at Yen 420 million, respectively, on a 4.84% rise in turnover, to Yen 23,000 million.

The financial situation is considered FAIR and good for ORDINARY business engagements. Max credit limit is estimated at Yen 878.4 million, on 30 days normal terms.

REGISTRATION

Date Registered: May 1947
Regd No.: 1200-01-036483 (Osaka-Fukushimaku)
Legal Status: Limited Company (Kabushiki Kaisha)
Authorized: 16 million shares
Issued: 4,600,000 shares
Sum: Yen 1,005 million

Major shareholders (%): Mitsubishi Electric (21.7), Nikko Sangyo (11.5), Employees' S/Holding Assn (2.9), Sanseitechnos Co (2.6), Interactive Brokers LLC (2.5), Black Cover Ltd (2.4), MUFG (2.3), Toyo Denki Seizo (2.1), Masahiro Urabe (2.0), Yoshihide Urabe (1.6); foreign owners (10.7)

No. of shareholders: 414

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

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

OPERATION

Activities: Trading firm for import, export and wholesale of: electric equipment & industrial systems (51%), electronic devices & telecom equipment (28%), facility equipment (21%), photovoltaic power system (1%)

Clients: [Mfrs, wholesalers] Naigai Engineering Inc, Fuji Electric, Toshiba Mitsubishi Industrial System, Kawasaki Heavy Industries, Mitsubishi Electric, Kaneka Corp, other

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No. of accounts: 800
Domestic areas of activities: Nationwide

Suppliers: [Mfrs, wholesalers] Mitsubishi Electric, Mitsubishi Electric Living Environment Systems Corp, Mitsubishi Electric Industrial Systems Corp, Fuji Electric, Toshiba Plat Form Solution Corp, other

Payment record: Regular

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

Bank References:

MUFG (Umeda-Chuo)
SMBC (Dojima)
Relations: Satisfactory

FINANCES

(In Million Yen)	31/03/2019	31/03/2018	31/03/2017	31/03/2016
Terms Ending:				
Annual Sales	23,000	21,939	21,392	21,408
Recur. Profit	650	643	517	523
Net Profit	420	419	342	312
Total Assets		20,056	18,159	17,439
Current Assets		16,809	14,852	14,113
Current Liabs		8,617	7,076	6,695
Net Worth		10,591	10,206	9,856
Capital, Paid-Up		1,005	1,005	1,005
Div.P.Share(¥)		12.00	12.00	9.00
<Analytical Data>	(%)	(%)	(%)	(%)
S.Growth Rate	4.84	2.56	-0.07	-2.79
Current Ratio	..	195.07	209.89	210.80
N.Worth Ratio	..	52.81	56.20	56.52
R.Profit/Sales	2.83	2.93	2.42	2.44
N.Profit/Sales	1.83	1.91	1.60	1.46
Return On Equity	..	3.96	3.35	3.17

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 73.78
UK Pound	1	INR 95.56
Euro	1	INR 84.47
YEN	1	INR 0.65

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

INFORMATION DETAILS

Analysis Done by :	DIV
Report Prepared by :	TRU

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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)