

## Livestock Products Business

### From the import of living livestock and grass feed to meat dressing

At SOFCO, we engage in a wide range of the livestock business to meet customers' needs, including living livestock, grass feed and meat dressing.



#### Dealing with 30% of frozen beef imported from North America – Beef Business

We import short plate beef and other raw beef for grilling from North America and Australia to support the supply chain for gyudon beef rice bowls, boxed meals sold at convenience stores and many other food products in the form of frozen food or through meat processing operators. We handle around 30% of the frozen beef produced in North America that is imported to Japan. On the basis of this overwhelming purchase quantity, we are expanding trade to the growing Southeast Asian market. Benefiting from the Southeast Asia food strategy implemented by our parent company, Sojitz Corporation, we are boosting local operations to cultivate a growth business that will be a future core business.



©USMEF

#### Importing diverse products from a wide range of production areas – Pork Business

We import and procure a range of products from production locations in North America and Europe, including refrigerated fresh meat products to supply to fresh meat wholesalers and mass retailers, frozen ingredients to supply to ham and sausage manufacturers for use in processed foods, and primary processed food products for sale to restaurant chains. In addition to fresh pork, we also handle a wide range of other products including pork bones, pork fat (lard) and processed pork products. We cater carefully to the needs of customers with finely-tuned services, by incorporating end users' product standards into our processes, ensuring timely procurement, and proposing main production locations in North America, South America and Europe, as well as new production locations with a view to the Asian market, which is displaying significant growth.



©USMEF

#### Holding the largest market share of living livestock imports – Feed & Livestock Business

We import living livestock animals and grass feed from Australia and North America to sell them to livestock farmers in Japan. In the living livestock business, we have maintained the largest market share for a long time in a tie-up with domestic business partners. We serve as a managing company for the Japan Livestock Traders Association. Among others, we have long been dealing with Australian cattle. On the basis of our track record in offering excellent meat cattle, we are steadily constructing a supply system with an eye on the fast-growing Southeast Asian market, where beef consumption is expected to rise.



#### Capitalizing on our strength in imported raw materials – Processed Meat Business / Meat One Project

Meat One Corporation supervises product development, taking advantage of the materials procurement power of the Beef Department and the Pork Department of SOFCO and the comprehensive strength of the Sojitz Group, and processing companies with master craftsmanship technologies around the country such as Advance-Foods Inc., Hokkaido Chikuren Meat Co., Ltd. and Mitani Foods Co., Ltd., which are our business alliance partners, in addition to Group companies that invest in Meat One Corporation, compete to swiftly develop and manufacture products tailored to customers' needs. Going forward, we will strengthen the development and handling of commercial products such as "Niku Ichiban," the original brand supervised by Meat One Corporation, with an emphasis on simple cooking.

