

## Message from the President



We are proud to engage in the food business and aim to become an attractive company that creates infinite value.

The Sojitz Group creates value and prosperity by connecting the world with the spirit of integrity.

It is expected that the environment will continue to change remarkably, including change associated with the Russian invasion of Ukraine and other geopolitical risks. There is nothing absolute or invariable about our business environment, and this means that we have to keep changing all the time.

We will see the many different risks and changes that we face as opportunities, acquire competitive advantages and pursue the growth of business by implementing uncompromising market-oriented initiatives, collaborating internally and externally, and pursuing speed. We will continue to make the necessary changes happen within organizations and human resources. Thus, we will continue to create value sustainably through the achievement of growth.

We will work with our customers and business partners to discover new supply sources and to innovate, transform and develop our ingredient procurement, product development and production, and logistics capabilities.

We will fulfill our mission as a trading company, delivering goods and services where they are needed.

Further, as a company that handles food, we understand that our most important responsibility is to ensure the safety and security of food. Our Quality Assurance Department oversees quality control and compliance initiatives and develops an appropriate governance structure at the manufacturing plants of the Sojitz Group and our business partners, thus ensuring the safety and security of food.

We are proud to engage in the food business together with our customers and business partners from all over the world including Japan and aim to become an attractive company that creates infinite value with enthusiasm.

Yutaka Koizumi  
President  
Sojitz Foods Corporation

## Corporate Statement



### Corporate Statement

We are proud to engage in the food business and aim to become an attractive company that creates infinite value.

### Guiding Principles

## SOFCO

- S**atisfaction = Seek the satisfaction of customers and employees.
- O**riginality = Have an original mindset.
- F**ashion = Keep up with the trends of the times.
- C**hallenge = Make attempts without feeling afraid.
- O**rganization = Display the organizational strength and overall capability to attain accomplishments.

### Management Vision

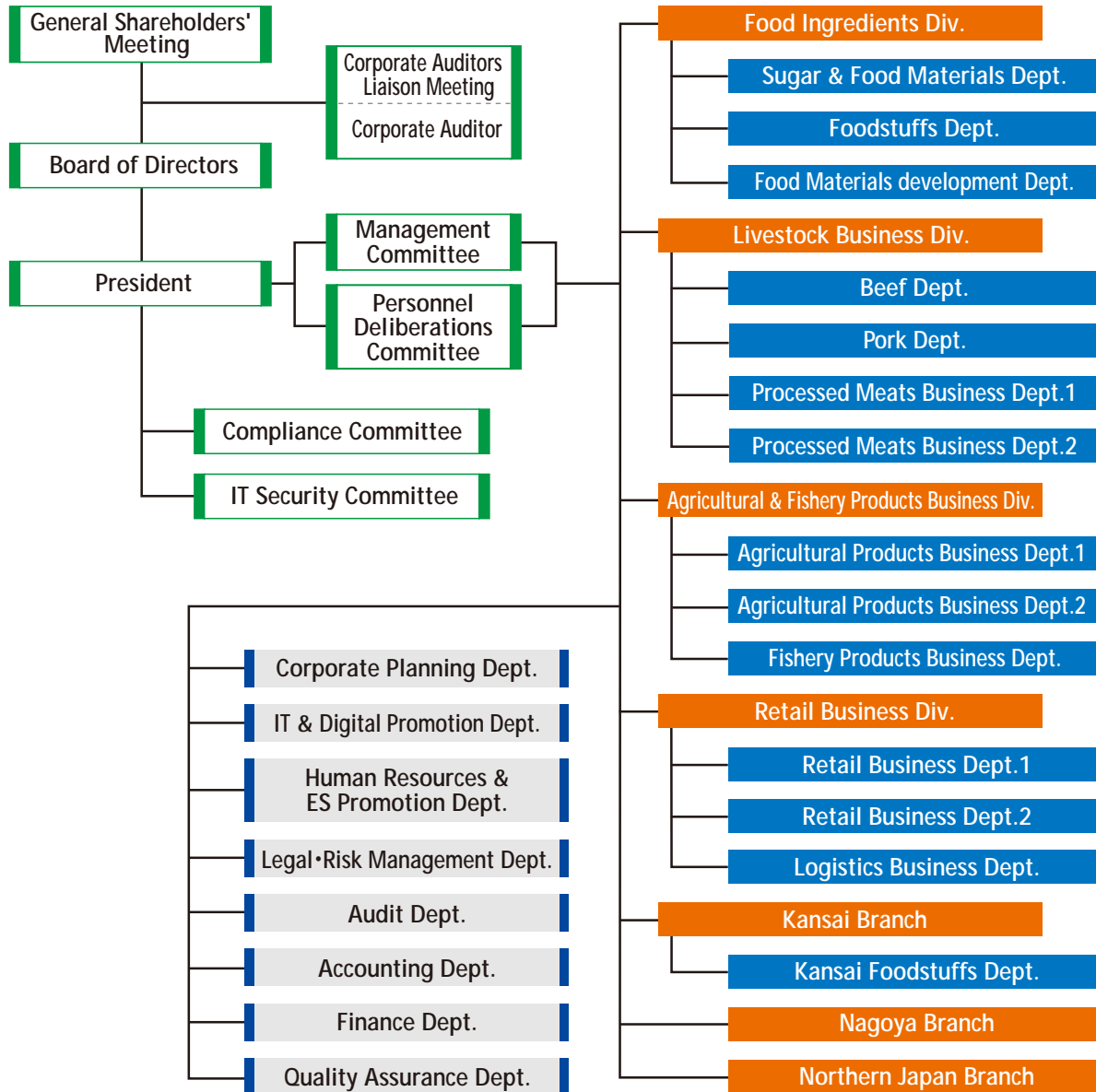
A Sogo Shosha dealing in food that allocates its resources to key areas with the top priority on food safety and reassurance and that offers its original new value and services to customers around the world.

## Corporate Profile

Company Name	Sojitz Foods Corporation
Head Office	16F Roppongi T-Cube, 3-1-1 Roppongi, Minato-ku, Tokyo 106-0032 Japan Phone 81-3-5574-3300 Fax 81-3-6697-3080
Established	January 25, 1983
Capital	412 million yen
Annual Sales	129.9billion yen(nonconsolidated),130.9billion yen(consolidated), both for the fiscal year ended March 31,2023
Corporate Officers	Yutaka Koizumi, President Kohei Ono, Director and Senior Managing Executive Officer Kazuhiko Inoue, Director and Managing Executive Officer Atsushi Nishii, Director Hiroto Murai, Director Takeshi Nishimura, Director Shigehisa Toyoda, Managing Executive Officer Koichi Hiratsuka, Executive Officer Tetsuo Haruna, Executive Officer Yosuke Moriizumi, Corporate Auditor Seiichi Akasaka, Corporate Auditor
Main Businesses	Import, export and domestic sales and purchases of agricultural, livestock, and fishery raw materials, sugar and food materials, processed food products and other foodstuffs.
Number of Employees	162 males and 130 females; Total:292(as of April 1,2023)
Ownership	Sojitz Corporation 100%
Affiliated Companies	SOFCO Seafoods Inc. N.I.F. Co., Ltd. Japan Best Foods Co., Ltd. Meat One Corporation FoodTech One Corporation

# Organization Chart

As of April 1, 2024



## Offices

Head Office	16F Roppongi T-Cube, 3-1-1 Roppongi, Minato-ku, Tokyo 106-0032 Japan Phone 81-3-5574-3300, Fax 81-3-6697-3080
Kansai Branch	19F UMEDA DAIBIRU, 3-3-10 Umeda, Kita-ku, Osaka 530-8689 Japan Phone 81-6-7664-9450, Fax 81-6-7664-9455
Nagoya Branch	2F Urbannet Fushimi Building, 1-10-20 Nishiki, Naka-ku, Nagoya ,Aichi Prefecture 460-0003 Japan Phone 81-52-211-2622, Fax 81-52-211-2640
Northern Japan Branch	11F KDX Sendai Honcho Building,2-3-10 Honcho, Aoba-ku, Sendai, Miyagi Prefecture 980-0014 Japan Phone 81-22-716-0660, Fax 81-22-716-0665

## Group Companies

### SOFCO Seafoods Inc.

Main Business	Manufacturing and sale of processed and pre-cooked seafood
Head Office	16F Roppongi T-Cube, 3-1-1 Roppongi, Minato-ku, Tokyo 106-0032 Japan Phone 81-3-5574-3630 Fax 81-3-5575-0331
Kamaishi Plant	10-30-1 Unosumaicho, Kamaishi, Iwate Prefecture 026-0301 Japan Phone 81-193-29-1011 Fax 81-193-29-1013
Ownership	Sojitz Foods Corporation 100%
Website	<a href="https://sojitz-foods-sf.com/">https://sojitz-foods-sf.com/</a>

SOFCO Seafoods engages in the manufacturing and sale of processed and pre-cooked seafood. Its mainstay product is salmon flakes.

In 2012, after the Great East Japan Earthquake, the Kamaishi Plant was newly established exclusively for producing salmon flakes. It introduced the latest manufacturing equipment to double its production capacity from what it was before the quake. Its integrated production system, which processes raw materials into final products, produces bottled products for general consumers and salmon flakes for commercial use, which are used in rice balls and other food products.

SOFCO Seafoods also engages in the import and sale of salted and vinegared mackerel, which is processed on a contract basis in China. Implementing comprehensive quality control, it distributes a variety of safe and reliable processed seafood.



### N.I.F. Co., Ltd.

Main Business	Sale of food products for vending machines
Head Office	2F AOYAMA SI Building, 1-1-11 Shibuya, Shibuya-ku, Tokyo 150-0002 Japan Phone 81-3-3499-4641 Fax +81-3-3499-4654
Website:	<a href="http://www.nif.jp.net/">http://www.nif.jp.net/</a>

## Group Companies

### Japan Best Foods Co., Ltd.

Main Business	Daily/Prepared Food Products Manufacturing and Sales Business
Head Office	Road N3-1, Long Duc IP, Long Duc ward, Long Thanh District, Dong Nai Province, Vietnam.
Ownership	NittoBest Corporation 51% Sojitz Foods Corporation 30% Sojitz Corporation 19%

Website: <https://japanbestfoods.com/>

Japan Best Foods Co., Ltd. produces and sells daily/prepared foods in Vietnam. Japan Best Foods has built a plant equipped with a cutting-edge automation system in Sojitz Group's Long Duc Industrial Park in Vietnam and produces and sells products to local retailers.

Vietnam's retail industry has continued to modernize in recent years, including supermarkets and convenience stores, as the country's economic growth brings increased spending power to consumers. However, technological innovation in the daily/prepared foods industry still lags that of other countries, and Vietnam is trying to accelerate the development of infrastructure geared towards the development of the country's food-related markets, including retail. Japan Best Foods takes advantage of the technology of NittoBest Corporation, which holds a stake in Japan Best Foods, and the expertise that Sojitz Group has developed in Vietnam and provides innovative products and services.

In Vietnam, Sojitz Group has a food wholesaler, Huong Thuy Manufacture Service Trading Corporation, and a four-temperature logistics company, New Land Vietnam Japan Joint Stock Company. The two companies and Japan Best Foods have built a comprehensive food value chain that covers the upstream and downstream processes. Using the value chain, Sojitz Group will contribute to expanding and developing the Vietnamese market and increasing customer satisfaction in Vietnam.



## Group Companies

### Meat One Corporation

Main Business     Marketing on processed meat products

Head Office        16F Roppongi T-Cube, 3-1-1 Roppongi, Minato-ku, Tokyo 106-0032 Japan  
Phone 81-3-5574-3600 Fax 81-3-3583-1963

Meat One Corporation aims to provide consumers in Japan and overseas with safe, reliable and delicious meat processing products at a competitive price together with multiple companies engaging in the procurement and sales of raw materials of meat, meat processing and logistics. For meat-related business operators that support the diet of people in Japan, the situation surrounding their business is becoming increasingly severe, given the shrinkage of the domestic market associated with the declining population as well as intensified competition in the raw materials procurement environment due to a sharp increase in the purchasing power of China and other Asian countries. To actively work on the resolution of challenges in these industries, Meat One Corporation will deliver safe and reliable food items to dining tables in Japan, by mobilizing the expertise of the participating companies in the procurement and processing of raw materials, sales and logistics in the meat business.





## Quality Management System

### A system of comprehensive quality management that supports food safety and reliability

Defining food safety and reliability as the top priority in our management vision, we at SOFCO launched a dedicated Quality Assurance Department under the direct control of the president in 2005 to construct a complete quality management system that covers product safety, compliance and employee education.

### Quality Management

The Quality Assurance Department engages in operations related to quality management as described below.

**- Compliance**

We implement inspections of proper product labeling to ensure compliance with laws and regulations by quickly and accurately understanding domestic and overseas laws and regulations, including the Food Sanitation Act and the Food Labelling Act, and information on legal revisions.

**- Ensuring product safety**

It shares information on the production plants with the sales team to provide continuous guidance for the improvement of the production plants.

**- Construction of a traceability system**

It works to construct a traceability system that covers residual agricultural chemicals and to otherwise undertake comprehensive management in all processes from raw materials to final products.

**- Rapid response to complaints regarding products**

It has established a complaints communication system with the use of the in-house LAN to respond quickly and appropriately to complaints.

**- Employee education**

It provides education to all employees for the purpose of improving their basic knowledge of food and raising their awareness of safety and compliance.

At the heart of quality management, plant management guidance in Japan and overseas is carried out according to the steps described below to unflinchingly ensure product safety.

#### (1) Preliminary inspections

Prior to the start of any new transaction, it carries out preliminary inspections of a wide range of assessment items on equipment and operations, such the production environment, the management of places of origin, inspection systems, and the preparation of documents on product standards.

#### (2) Presence in production

At the initial production, a staff member of the Office is present on site to check whether or not production follows the specifications in all processes from raw material storage to product packing, storage and shipping, and whether or not the appropriate labeling is applied.

#### (3) Regular audits

It conducts regular audits of the shop floor and the production records on the basis of its original checklist in order to identify problems and give guidance for addressing them in an effort to improve the level of plant management.

#### (4) Guidance for remediation of issues concerned with complaints received

It inspects the production plant to probe into the causes of complaints and work out remedial measures for recurrence prevention in collaboration with the plant.

(1) Preliminary inspections



(2) Presence in production



(3) Regular audits



Guidance for remediation of issues concerned with complaints received



The in-house LAN system for sharing complaint information

## Quality Management System

### Product development

Our unique quality assurance system set up a professional product development team within the Quality Assurance Department. This embodies SOFCO's philosophy of developing products based on technical knowledge of quality management, in order to deliver safer, more reliable products.

Our many products are designed in collaboration between this dedicated team and the different sales squads that are more familiar with customers' needs.



### External organization in which we participate to maintain and improve our quality assurance functions

With the goal of gathering information and exchanging opinions to maintain and improve its quality assurance functions, the Office is affiliated with the following external organizations.

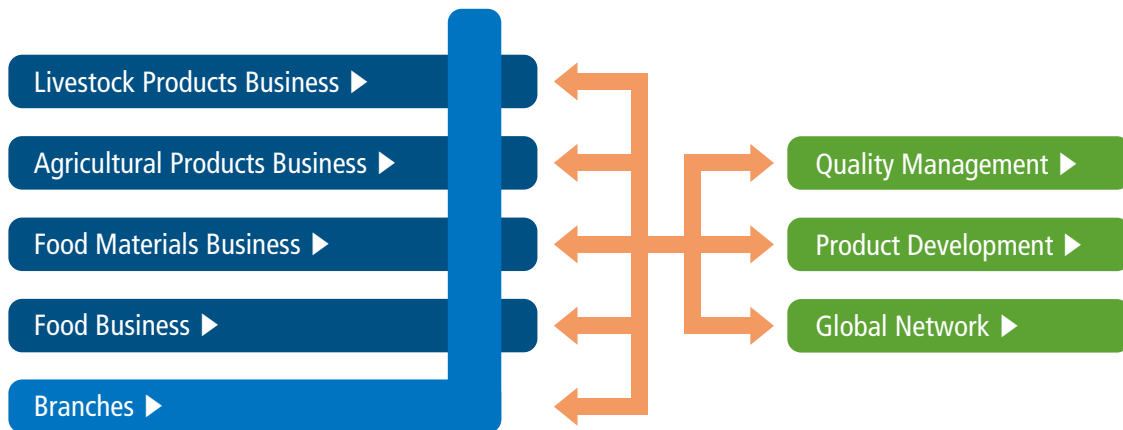
#### ◆ Quality Assurance Forum (hosted by the JAPAN FOOD INDUSTRY CLUB)

Quality Assurance Forum was established with the goal of sharing information and knowledge for providing safe and healthy foods to consumers among related government offices, mass retailers, distributors, and food manufacturers, as well as to increase corporate awareness of risk management. Individuals in charge of quality assurance and management at food-related corporations participate in monthly meetings (trainings and sessions for exchanging information), sharing information across organizations.

## SOFCO's Business

### Capitalizing on the comprehensiveness to create extra value that meets customers' needs

SOFCO is a sogo shosha (general trading company) that specializes in food, offering a wide range of items including livestock materials, agricultural and fishery materials, sugar and basic materials and food products. Capitalizing on the strength arising from the comprehensiveness, we systematically combine advanced specialist functions associated with logistics, quality management and product development to create unique value and deliver safe, reliable food to people around the world.



Our products are divided into four categories: livestock products, agricultural and fishery materials, sugar and food materials, and distribution and logistics. They cover all domains related to food (see Products), and this comprehensive coverage gives us a great advantage. We deliver these products all over the country from Hokkaido to Okinawa through our three branches: the Northern Japan Branch, the Nagoya Branch and the Kansai Branch.

We boast the functions of quality management, product development and the logistics business. They constitute a system for developing these extensive products concerned with the four business segments, whether they are raw or processed, into optimal products in accordance with customers' needs and delivering them to customers while ensuring safety and reliability. We have combined these technical functions systematically with product-specific segments to develop and offer products and services matched with the needs of individual customers.

As a core company of the Sojitz Group in the food sector, we recognize the global network of the Sogo Shosha as another significant advantage for us. In addition to our conventional function of procuring food items from overseas, we have been working in recent years to expand overseas business operations such as food supply, production and processing and support for overseas entries, mainly in rapidly growing Asia.

## Products

We supply all kinds of food, ranging from raw materials to processed items.

SOFCO deals in a wide variety of food items, from raw materials such as sugar and flour to processed items that can be used as they are. We will be happy to serve as your ideal partner. Please feel free to contact us.



### Sugar and sweetened items



Soft white sugar, granulated sugar, soft brown sugar, sugar sticks and various other types of sugar, high fructose, corn syrup, glucose, sugar alcohol, starch syrup and other sweetened items

### Flour, cereals, fat, starch and dairy products



Flour, fat, starch, cheese, butter, milk powder, condensed milk, concentrated milk, fresh cream, chocolate, cocoa products, different confectionery materials, different prepared items, modified starch, additives, etc.

### Processed and raw agricultural items



Various dried fruit and processed nuts (raisins, prunes, almonds, walnuts, pistachios, etc.), fresh vegetables and fruit, frozen vegetables, boiled vegetables (bamboo shoots, lotus roots, etc.), salt stock vegetables, seasoned vegetables (pre-cooked food), concentrated fruit juice, processed fruit products (aloe, nata de coco, etc.), honey, etc.

### Processed and raw meat



Raw beef and pork: produced in Japan and imported from North America, Central and South America, Australia, Europe and elsewhere, and Iberian pork Processed beef and pork products: sausages, bacon and other items produced in Japan and imported from North America, Central and South America, Australia, Europe and elsewhere

### Processed poultry products



Processed chicken products: kara-age deep-fried chicken, fried chicken, yakitori grilled chicken, chicken cutlets, processed duck products, Peking duck and other products produced in Japan and imported from Southeast Asia, China and elsewhere

### Processed or raw fishery items



Tuna, mackerel, salmon, trout, scallops, squid, octopus, shrimps (shelled, crumbed, etc.), shellfish, various ingredients for sushi, processed crab products, dried laver seaweed, etc.



## Products

### Processed and prepared food products



Croquettes, ground meat croquettes, roast pork, meat balls, kakiage mixed vegetable and seafood tempura, white fish fries, squid fries, kushikatsu skewered and fried meat and vegetables, takoyaki octopus balls, okonomiyaki Japanese savory pancakes, etc.

### Grocery items and processed private-label products



Agricultural and fishery items in jars and cans (jams, tomatoes, tuna, fruit, etc.), dried food, dried pasta and udon, soben, soba, hiyamugi and harusame noodles, luxury items such as coffee and tea bags, other beverages, confectionery, spices (red pepper, garlic powder, tomato powder, etc.), yeast extracts, seafood extracts, seasonings (tsuyu, mirin, etc.) and other products

### Living livestock and grass



Living livestock: Australian beef cattle for fattening, beef cattle for breeding, milk cows for breeding, etc.  
Grass: North American and Australian grass and other feed materials, etc.

## 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.



## Agricultural Products Business

The Foodstuffs Business, which addresses a broad array of raw materials of agricultural products and bee products in general, is working vigorously to develop new production centers for reducing risks concerning places of origin to stably supply safe and reliable raw materials to customers, and create new value and a prosperous future through food. We also collect information from many different sources to offer it to customers and implement raw material and product development in response to food needs that change daily.



### Development and import of agricultural products, seasonings and bee products — Agricultural Processing Business

We import agricultural products, seasonings and bee products from different parts of the world and sell them to various business categories, including food manufacturers and restaurants and food service operators in Japan.

**[Agricultural products]**

We engage in the development and import of frozen food and cooked and processed food based on requests from customers and build optimum supply chains mainly in China and Southeast Asia. In addition, to respond to future changes in the external environment, we develop frozen spinach and other frozen vegetables in new production areas such as Myanmar to strengthen the supply system.

**[Seasonings]**

In collaboration with the world's leading suppliers, we handle seafood extract such as clam, kelp, scallop and yeast extract, as well as pea protein for which demand is growing worldwide.

**[Bee products]**

We handle a wide variety of honey, including astragalus, acacia and manuka honey, from honey sectors around the world and have one of the largest market shares in Japan.



### Development and import of soy and other beans, processed fruit and dry fruit — Agricultural Materials Business

We import soy and other beans, processed fruit and dry fruit from different parts of the world and sell them to various business categories including food manufacturers and wholesalers in Japan.

**[Soy and other beans]**

We import soy and other beans from North America, China and Southeast Asia and sell them to leading food manufacturers and wholesalers in Japan. For soybeans (for food: tofu, miso, natto and others), we respond to a worldwide increase in demand for grain by working to develop new production areas, including Russia, while focusing on those produced in North America.

**[Processed fruit]**

We import fruit juice from apples and citrus, vegetable extract (carrots and others), canned fruit (aloe, apples, pears, oranges and others) and other frozen products tailored to customers' needs from different parts of the world and process and sell them. We strengthen the stable supply system by diversifying production areas.

**[Dry fruit]**

We develop, import and sell dry fruit, such as raisins, nuts (almonds, walnuts and others), mangoes and papayas, and focus on the development of new production areas at the same time.





## Food Materials Business

### Supplying basic food materials to meet customers' needs

In the Food Materials Business, we handle basic ingredients such as sugar, flour and dairy products. We add extra value to basic food ingredients to develop materials that meet customers' needs.



### Selling basic food ingredients in Japan – Sugar & Food Materials Business

In the Sugar & Food Materials Business, we deal solely in domestic ingredients to sell the main materials used in customers' products. We endeavor to collect information about commodity market prices and demand-supply forecasts in a bid to respond to customers' needs.

#### [Sugar]

Sugar is a mainstay product among the basic food materials, and we hold a domestic market share of 8%. We supply it as a food material for a wide variety of applications, including confectionery, bread, beverages and tare sauces.

#### [High fructose and corn syrup]

It is widely used as a sweetener for beverages, confectionery items, bread and other food products.

#### [Flour]

It is commonly used for confectionery items, bread and noodles.



### Importing and developing food materials according to customers' needs – Food Materials Development Business

In the Food Materials Development Business, we undertake the development of food materials in response to customers' needs on the basis of basic ingredients handled by the Food Materials Business, and import and sell them. We provide solutions in accordance with our mission of satisfying every single need of customers, for instance improvements in price, quality and production efficiency.

#### [Blending of ingredients]

We blend ingredients such as sugar with flour, or a dairy product with sugar outside Japan to import them for sale in response to the different needs of customers.

#### [Dairy products]

For frozen sweets and other desserts, we handle mainly dairy products overseas, and butter, skimmed milk powder and sweetened condensed milk in Japan.

#### [Modified starch]

We import overseas modified starch to sell it as an ingredient for noodles and fish cake products.



### One of the largest market shares in sales of professional-use Belgian chocolate and the handling of various kinds of cocoa products—Confectionery Foodstuffs Business

We import and sell professional-use chocolate from Belgium and other overseas countries and boast one of the largest market shares in Japan. We also import and sell a variety of cocoa products that are used to manufacture chocolate, confectionery items and frozen sweets. In addition, we offer a one-stop service that supplies raw materials for confectionery items and bread that we offer, including flour, sugar, fats and oils, to meet customers' needs.





## Food Business

### Providing customers with high value-added products

The Distribution and Logistics Business addresses a wide range of food. We procure a variety of safe and reliable groceries, processed chicken products, fishery materials and processed marine products from countries around the world, including Japan, by diversifying the supply countries and increasing the degree of processing and sell them to supermarkets and restaurant and food service operators in Japan. We also focus on export and tripartite trade.



### Developing and selling products that make customers think, "I wish I had something like this" — Food Wholesale Business

In the food export and import and wholesale business, we engage in the manufacture, import and sale of original products developed with different customers in Japan and overseas. The items handled in this business include grilled chicken, mixed vegetables and seafood tempura, white fish fries, squid fries, kushikatsu skewered fried meat and vegetables, takoyaki octopus balls and other frozen items; canned agricultural and fishery items, such as jam, tomatoes and tuna, dried food, dried pasta and udon, somen, soba, hiyamugi and harusame noodles; luxury grocery items, such as coffee and tea bags, other beverages, confectioneries, seasonings such as tsuyu and mirin, and other grocery items. We sell products we developed in accordance with customers' needs using our network.

We have a wide range of business partners including supermarkets, convenience stores, drugstores and restaurant chains. In the food wholesale business, we aim to satisfy customers by developing products that cannot be created by others from various perspectives, including as a manufacturer, a wholesaler and a trading company. Recently, we are conveying Japan's food culture to the world by exporting and selling products we developed.



### One of the largest market shares in the handling of shellfish in Japan — Processed Marine Products Business

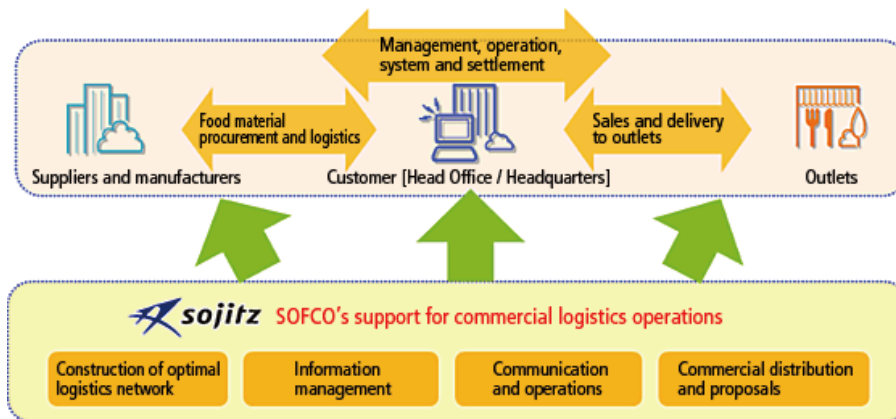
We import raw materials and manufactured items of marine products from around the world and sell them to a wide range of business categories, including food manufacturers, restaurant chains and volume retailers in Japan. We have one of the largest market shares in the handling of imported shellfish and sell them to meet wide-ranging needs, paying close attention to stable quality from the landing of raw materials to the processing of products. While the depletion of fishery resources has become an issue in recent years, we work to build a stable supply system by importing quality food items, making excellent use of a broad global network. We also aim to deliver delicious food items built up in Japan, a fishing nation, to the world.



## Food Business

### Offering one-stop support for commercial logistics operations of restaurant chains

The main characteristic of our Logistics Business lies in offering an integrated system and service encompassing all functions including the procurement of food materials, the development of recipes, the receipt and placement of orders, storage, logistics center operations, data management and delivery to outlets, rather than offering the logistics function alone. We will undertake to carry out all the backyard operations on a contracted basis to help restaurant and food service operators to increase their operational efficiency and cut their expenses.



### SOFCO's one-stop service

We offer the compound services described below to provide one-stop support for customers' commercial logistics operations.

#### Construction of optimal logistical networks

With at least 20 SOFCO logistics centers from Hokkaido to Okinawa, an optimal logistics center matched with your outlet expansion will be constructed to help reduce the logistics cost.

#### Introduction of information systems

No initial investment will be incurred, as you will use general-purpose logistics management systems with the use of the Internet. They will collaborate with your existing systems to easily achieve the centralized management of orders received and placed, inventories and data.

#### A 24/7 multi-functional support center

The support center will deal with different kinds of operations related to logistics, which include not only the receipt and placement of orders but also inventory management, operation management, responses to inquiries from outlets, the headquarters and suppliers and handling of complaints on a 24/7 basis.

We undertake to conduct the logistics management operations carried out at your headquarters on contract to help reduce your expenses and improve operational efficiency.

#### Proposals on commercial logistics and food materials

We will make all kinds of proposals with the active use of the Group's network. These pertain not only to the procurement of food materials from Japan and abroad and the development of recipes, but also to different materials.

#### Support for overseas outlet launches

We will capitalize on the Sojitz Group's global network to provide support for the overseas expansion of outlets of various business types.



## Branches

(Northern Japan Branch, Nagoya Branch, Kansai Branch (Kansai Foodstuffs Department))

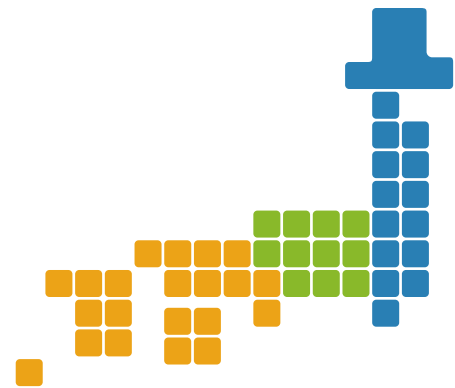
At SOFCO, we operate three branches in order to sell a wide range of products throughout Japan. The Northern Japan Branch serves the Tohoku and Hokkaido regions. The Nagoya Branch serves the Chubu and Tokai region. The Kansai Branch serves the Kinki region and west of it to Okinawa.



### Platform for local sales

The branches implement community-based sales activities for selling food materials in which we have strengths, such as sugar, glycation, basic materials, livestock products, and agricultural and fishery materials.

They also provide support for sales of area products in Japan and overseas and customers' overseas expansion, and offer meticulous services that satisfy customers' needs in their respective regions.



### Independently developing items desired by customers

We engage also in the development, manufacture, import and sale of original products in Japan and overseas to meet the needs of regions and customers.

Items handled in this business include professional-use and retail meat products, processed agricultural, marine and livestock products and frozen foods, and customers are wide-ranging, including supermarkets, drugstores, home-meal replacement and restaurant chains and professional-use wholesalers.

In particular, the Nagoya Branch handles a large number of oil processed products in China and processed marine products in Vietnam, and imports products from the United States. The Nagoya Branch considers the export of Japanese products to the United States and Southeast Asian countries, as other branches do.

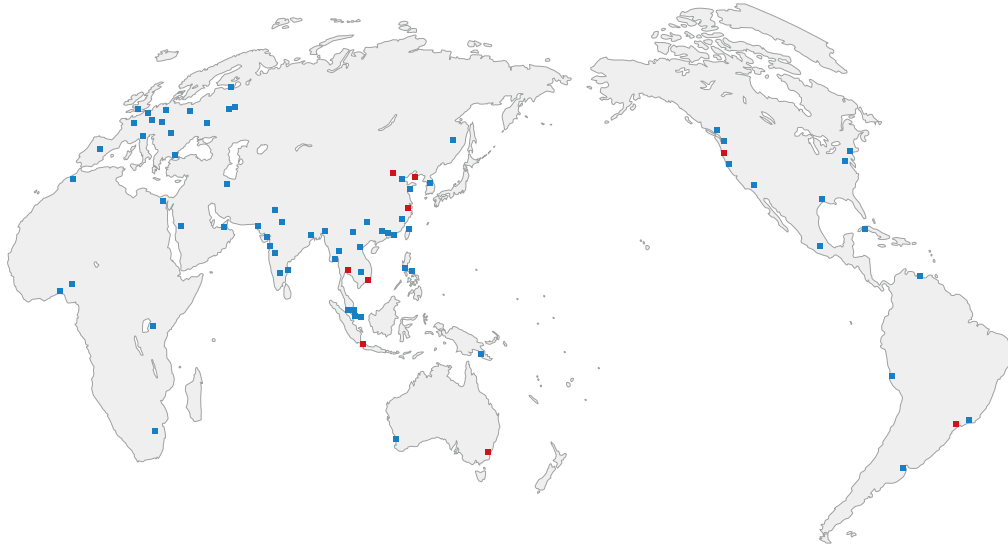


In addition, the Kansai Foodstuffs Department engages in the development and import of a large number of foods preservable at ordinary temperature manufactured in Thailand and China, and promotes the enhancement of professional-use frozen foods handled in these countries.

## Global Network

Importing various food resources from around the world and exporting to the world

SOFCO engages not only in the procurement of different food materials from around the world, but also in supplying to Asia and to the rest of the world safe, reliable food materials that are produced in Japan or that conform to the Japanese standards. This would not be possible without the global network of the Sojitz Group as a Sogo Shosha.



Bases marked with ■ in the map or table have a strong relationship with SOFCO.

### Overseas Bases of the Sojitz Group

#### The Americas

Argentina	Buenos Aires		
Brazil	Rio de Janeiro	■ Sao Paulo	
Canada	Vancouver		
Mexico	Mexico City		
Peru	Lima		
The United States	Houston	Mesa	New York City
	■ Portland	San Jose	Seattle
	Washington D.C.		
Venezuela	Caracas		
Cuba	Habana		

#### Europe, Africa, the Middle East, Russia & NIS

Austria	Wien		
The Czech Republic	Prague		
Egypt	Cairo		
France	Paris		
Germany	Düsseldorf		
Hungary	Budapest		
Iran	Tehran		
Italy	Milan		
Kenya	Nairobi		
Morocco	Casablanca		
Netherlands	Amsterdam		
Nigeria	Abuja	Lagos	
Poland	Warsaw		
Russia	Khabarovsk	Moscow	St. Petersburg
Saudi Arabia	Jeddah		
South Africa	Johannesburg		
Spain	Madrid		
Turkey	Istanbul		
The United Arab Emirates	Dubai		
The United Kingdom	London		
Ukraine	Kiev		

## Global Network

### China

China	■ Beijing	Chongqing	■ Dalian
	Guangzhou	Hangzhou	Hong Kong
	Qingdao	■ Shanghai	Shenzhen
	Tianjin		

### Asia and Oceania

Australia	Perth	■ Sydney	
Bangladesh	Dhaka		
Cambodia	Phnom Penh		
India	Bengaluru	Chennai	Gandhidam
	Kolkata	Mumbai	New Delhi
	Pune		
Indonesia	■ Jakarta		
Malaysia	Kuala Lumpur		
Myanmar	Yangon	Naypyidaw	
Pakistan	Karachi	Lahore	
Papua New Guinea	Port Moresby		
The Philippines	Manila		
Singapore	Singapore		
Thailand	■ Bangkok		
Vietnam	Hanoi	■ Ho Chi Minh	
The Republic of Korea	Seoul		
Taiwan	Taipei		