Growing Together

Through our corporate activities, Yuasa Trading Co., Ltd. contributes to the further development of prosperous, humanitarian societies by valuing mutually beneficial, symbiotic relationships in all countries and regions of the world, with a focus on maintaining harmony with the global environment.

Operating Results and Financial Position (Consolidated)

- **Net Sales**
  - 2013: 408,752
  - 2014: 442,213
  - 2015: 464,733
  - 2016: 464,042
  - 2017: 464,315

- **Gross Profit and Gross Profit to Net Sales Ratio**
  - 2013: 24,454
  - 2014: 27,317
  - 2015: 28,196
  - 2016: 28,196
  - 2017: 28,196

- **Operating Income and Operating Income to Net Sales Ratio**
  - 2013: 2,297
  - 2014: 2,513
  - 2015: 2,428
  - 2016: 2,428
  - 2017: 2,428

- **Profit attributable to owners of parent**
  - 2013: 6,272
  - 2014: 5,802
  - 2015: 7,190
  - 2016: 7,190
  - 2017: 7,190

- **Equity and Equity Ratio**
  - 2013: 32,634
  - 2014: 40,040
  - 2015: 52,318
  - 2016: 52,318
  - 2017: 52,318

Composition by Business

- Industrial Equipment & Tools: 14.5%
- Machine Tools: 24.7%
- Housing, Air & Fluidic Control Systems: 31.1%
- Construction Machines: 7.9%
- Building Supplies & Exterior: 11.0%
- Energy: 5.9%
- Other: 4.9%
YUASA persistently striving to reinvigorate itself

we will continue to respond appropriately and promptly to ever-changing social needs by taking advantage of our corporate power as a group.

■ 350-year history

1666 - Founded in Kyoto by Shokuro Yusa
1674 - Outlet is opened in Edos (present Tokyo)
1910 - Hankou Sales Office is established as a base for trade with China
1919 - Yusa Shikoshizen Shinken is established (head office: Kyoto, branch office: Tokyo; branch offices: Dalian, Shanghai, Hankou, Tianjin) Capital: 2 million yen
1940 - Corporate name is changed to Yusa Hardware Co., Ltd.
1959 - Exports to North America begin with the establishment of a Trade Division within the head office
1961 - Overseas representative office established in New York
1962 - The company is listed on the first section of Tokyo Stock Exchange
1966 - Overseas representative office established in Los Angeles
1970 - Yusa-VI, Inc. is established in the United States
1970 - Overseas representative office established in Taipei, Taiwan
1972 - Overseas representative office established in Bangkok, Thailand
1974 - Siam Samut Co., Ltd. is established
1978 - Corporate name is changed to Yusa Shoji Co., Ltd.
1981 - Overseas representative office established in Jakarta, Indonesia
1992 - Yusa Shoji Co., Ltd. and Yusa Sangyo (Yusa Trading Co., Ltd.) merge together; the resulting company takes on the name Yusa Shoji Co., Ltd. (Yusa Trading Co., Ltd.)
1994 - Yusa Trading (Taiwan) Co., Ltd. is established
1995 - Overseas representative office established in Kuala Lumpur, Malaysia
1997 - Yusa Micromotive (SD) SDN. BHD. (Malaysia) is established
1998 - Overseas representative office established in Manila, Philippines
2002 - Yusa Trading (Shanghai) Co., Ltd. is established
2004 - PT. Yusa Shoji Indonesia is established
2005 - Yusa Trading (Thailand) Co., Ltd. is established
2011 - Yusa Trading India Private Limited is established
2012 - Yusa Trading Vietnam Co., Ltd. in Vietnam is established
2013 - Yusa Shoji Mecanique S.A. de C.V. is established
2014 - Head office relocated to kanda after 288 years
2016 - 350th anniversary

Organization

General Meeting of Shareholders
Audit & Supervisory Board/
Audit & Supervisory Board Member
Board of Directors
President and Chief Executive Officer

Management Strategy Meeting
Ethics and Compliance Committee
Environmental Management Committee
Corporate Management Committee
Export Administration Committee
Personnel Committee
Internal Control Committee
Management Administration
Internal Auditing Office
Overseas Business Promotion Office

Branches

Industrial Market Headquarters
Living Environment Market Headquarters
Construction Market Headquarters
Construction Business Headquarters

Mechatronics Division
Living Environment Division (Eastern Area)
Machine Tool and Engineering Division
Living Environment Division (Western Area)
Factory Solution Division
Building Material Supplies Division
Construction Machines Division
Energy Division