

# Corporate Philosophy and Our History

## Corporate Philosophy

### Honesty and Trust

1

YUASA TRADING has contributed 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.

2

YUASA TRADING has striven to establish itself as a trusted and well-recognized company by conducting fair and sound activities with an integrity based on our awareness and understanding of racial, religious, cultural, behavioral and regulatory diversity throughout the world.

### Enterprise and Innovation

3

YUASA TRADING properly assesses the scope of its business flexibly and in response to social needs, with the aim of forming a group of advanced, innovation-oriented companies.

4

With its lean and rational structure, the company also seeks to provide a high level of customer satisfaction by introducing outstanding technologies and products and developing systems and services through its highly specialized divisions and the Group companies.

### Regard for the Individual

5

In addition to respecting employee individuality and rights, YUASA TRADING pursues entrepreneurial spirit and revolutionary ideas and focuses on shaping the workplace environment based on the organization and rules founded on concepts of mutual trust and a mindset of collaboration.

6

Employees clarify their own goals and responsibilities, pursue outcomes, and divide management roles by exercising creativity in business activities. The company distributes the results and responds to employee contributions based on the results of activities.

1666

Shokuro Yuasa, our founder, launched a charcoal trading business in Kyoto.

1671

Shokuro Yuasa switched over from charcoal trading to being a wholesaler of metal implements.

1674

The business opened a branch in Edo (Tokyo).

1919

Yuasa Shichizaemon Shoten was established.

1969

YUASA Yamazumi Shareholding Association, a network of YUASA TRADING sales partners, was established.

1977

YUASA TANKYOKAI, a network of YUASA TRADING suppliers, was established.

1978

The first Grand Fair was held.

1992

Yuasa Shoji Co., Ltd. (former YUASA TRADING CO., LTD.) merged with Yuasa Sangyo and adopted the name YUASA TRADING CO., LTD. in English.

2016

YUASA TRADING celebrated its 350th anniversary.

2021

YUASA TRADING announced its Sustainability Declaration.



1666  
Picture showing Shokuro Yuasa leaving his hometown.



1919  
The ceremony held to mark the founding of Yuasa Shichizaemon Shoten.

YUASA TRADING History as the Seventh Oldest Company that is Listed on the Prime Market of the Tokyo Stock Exchange

Company Name	Founded	Established
1 Matsui Kensetsu K.K.	1586	1939
2 Sumitomo Metal Mining Co., Ltd.	1590	1950
3 Watahan & Co., Ltd.	1598	1949
4 Yomeishu Seizo Co., Ltd.	1602	1923
5 Ozu Corporation	1653	1939
6 Kikkoman Corporation	1661	1917
<b>7 YUASA TRADING CO., LTD.</b>	<b>1666</b>	<b>1919</b>

# Current Status of YUASA TRADING Group (as of March 31, 2022)

Since our company's founding in 1666, we have worked together with our customers to provide solutions by connecting products and services, in line with our corporate philosophy of "Honesty and Trust," "Enterprise and Innovation," and "Regard for the Individual."

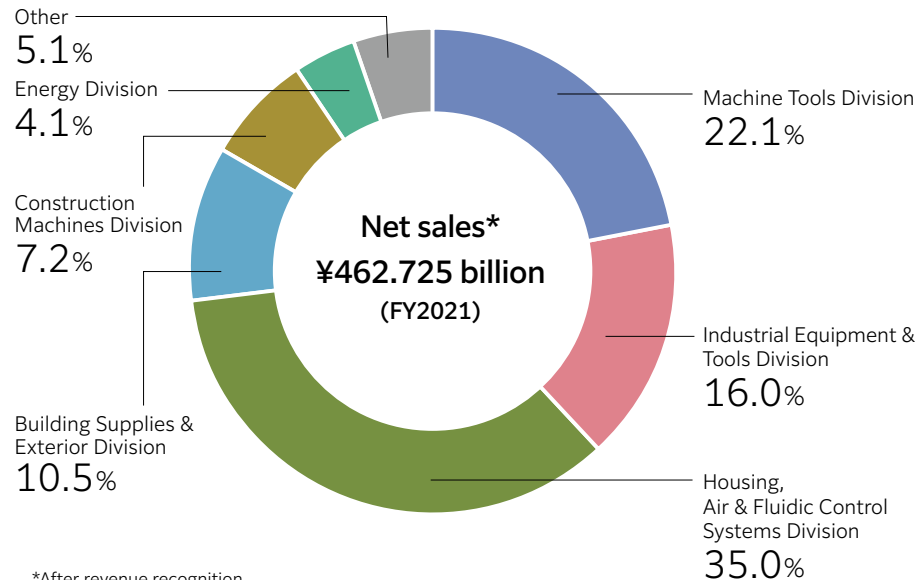
As a "TSUNAGU" Service Integrated Shosha Group that contributes to society through manufacturing, home building, environment building, and town building, we integrate artificial intelligence (AI) and other digital technologies with technology that contributes to the realization of carbon neutrality, aiming to help realize a sustainable society.

■ Net sales*	¥462.725 billion
■ Operating profit	¥11.880 billion
■ Ordinary profit	¥11.744 billion
■ Ordinary profit to net sales ratio	2.5%
■ Profit attributable to owners of parent	¥8.058 billion
■ ROE	8.9%
■ Total payout ratio	33.7%

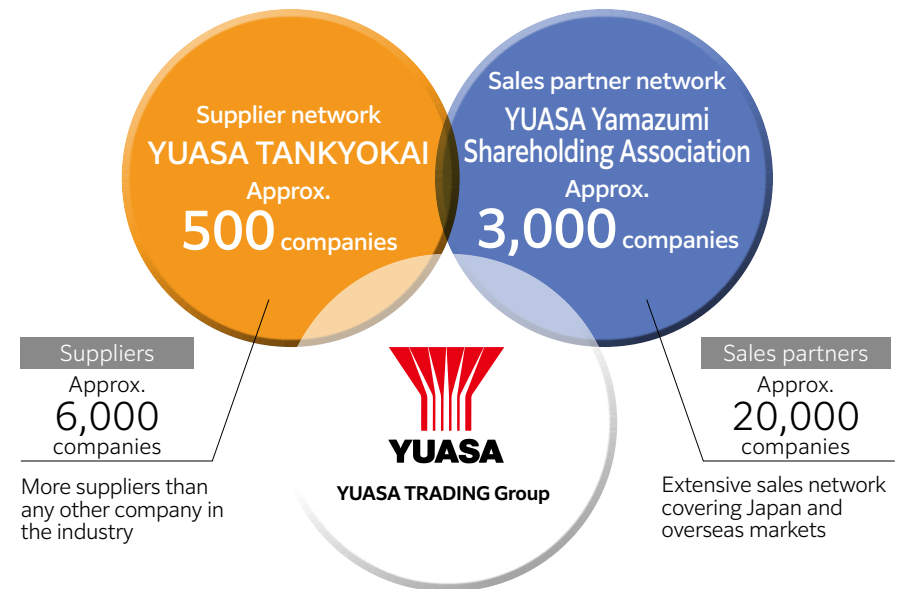
■ Percentage of female employees in comprehensive work position (non-consolidated)	4.1%
■ Percentage of mid-career hires (non-consolidated)	28.4%
■ CO <sub>2</sub> emissions (Scope 1&2) (non-consolidated)	2,892 t-CO <sub>2</sub>

31 sites in Japan / 23 sites in 10 countries overseas  
 23 Group companies in Japan / 12 Group companies overseas

Share of Total Sales Held by Each Segment



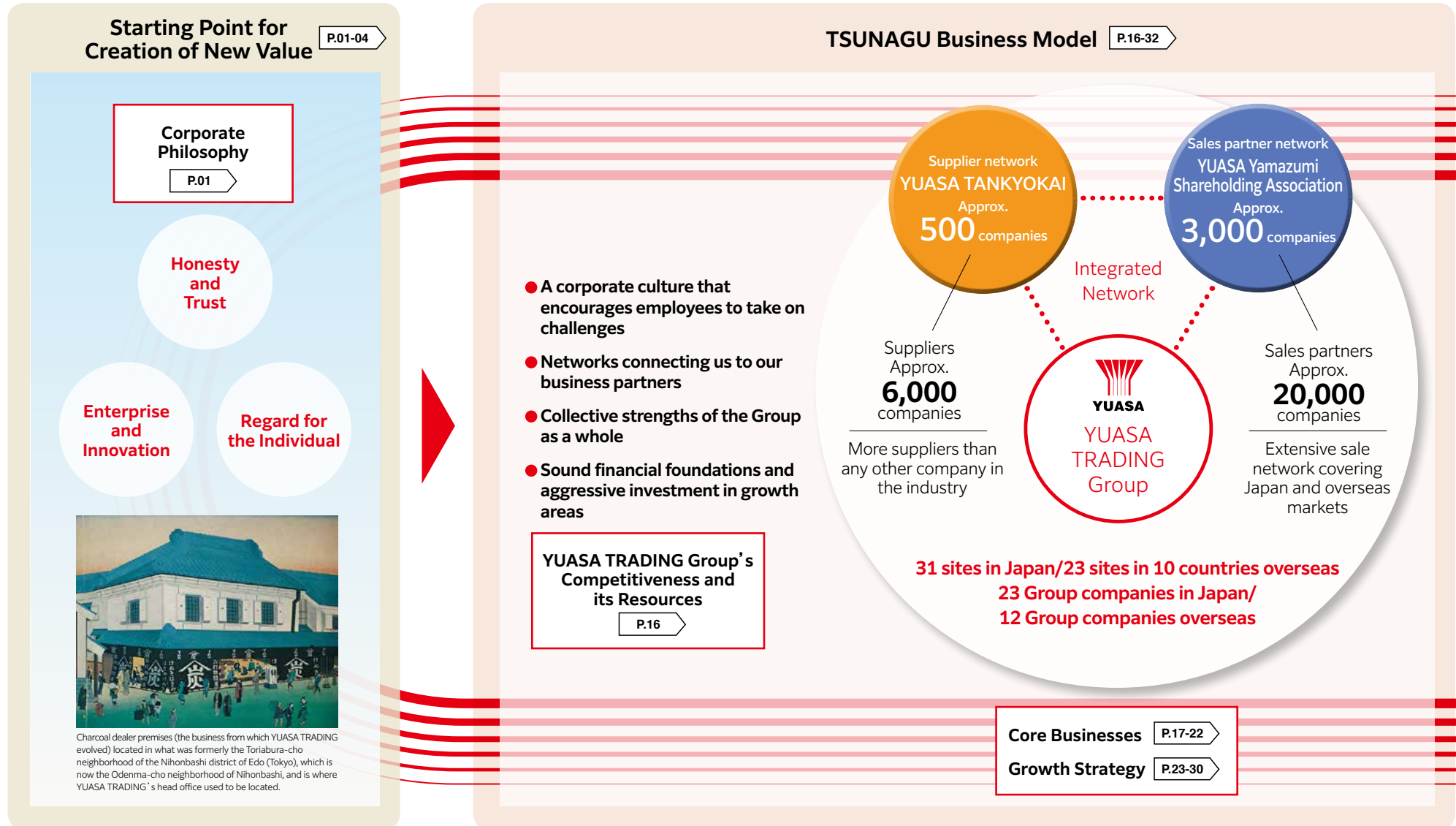
Integrated Business Model



# YUASA TRADING Group's Value Creation Model

Taking our corporate philosophy as our foundation, we challenge ourselves to help solve social issues by connecting together products, services and systems through our network of around 6,000 suppliers and approximately 20,000 sales partners.

We are taking on the challenge of creating new value through the core businesses, growth strategies, and the promotion of sustainability management outlined in our "YUASA VISION 360" long-term vision, and in our "Growing Together 2023" Medium-term Management Plan.



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**YUASA VISION 360**

Grow into a “TSUNAGU” Service Integrated Shosha Group with an industry-leading profit structure.

Numeric Targets (FY2025)	
Consolidated net sales	<b>¥600</b> billion*
Consolidated ordinary profit	<b>¥20</b> billion
Ordinary profit to net sales ratio	<b>3.3%</b>

\*Before revenue recognition

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**Growing Together 2023**

Create a sustainable management foundation through “Total Coordination Skills,” “Challenging Spirit” and “Communication.”

Numeric Targets (FY2022)	
Consolidated net sales	<b>¥510</b> billion*
Consolidated ordinary profit	<b>¥14.5</b> billion
Ordinary profit to net sales ratio	<b>2.8%</b>

\*Before revenue recognition

## TSUNAGU – Connecting to the Future P.33-44

**Promotion of Sustainability Management and Materiality** P.13

**Harmony with the Global Environment**

We aim to be carbon neutral across the entire YUASA TRADING Group by FY2030. We will also focus on creating a relationship of mutual benefits, respond to climate change, and strive to reduce our environmental impact across the entire supply chain.

Environmental Initiatives Performance (FY2021)	
CO <sub>2</sub> emissions (non-consolidated)	<b>2,892</b> t-CO <sub>2</sub>
Energy use monitoring locations	<b>192</b> locations

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**Business Activities for Service with Good Products**

Based on the mindset of “service with good products” that has been passed down from the founding of the company, we conduct fair, honest, and reliable commercial transactions as well as promoting the creation of a safe, secure, and rich society with our stakeholders.

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**Management that Respects Humanity**

We operate diversity management that respects the individuality and human rights of employees. We will develop as a corporate group where each employee can feel their work is meaningful and that they are able to grow.

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