

## Sumitomo Corporation of Americas

Enriching lives and the world

# Corporate Profile

APRIL 2022



Sumitomo Corporation (SC) is a Fortune 500 Company and plays a key role in the global exchange of goods, services and technology. With 135 locations in 66 countries, plus 22 offices in Japan, the corporation consists of 935 group companies and more than 70k staff members around the world. SC is part of the Sumitomo Group, which has a 400-year history and philosophy that is the foundation on which our business principles are based.

**Sumitomo Corporation in the Americas** is one of the most important regions within SC, pursuing trade, marketing and investment partnerships and opportunities throughout the western globe. We have offices in North, Central and South America and have been a major business presence within the region for more than 70 years.

Offices throughout the Americas

4,500
Employees
(Consolidated)

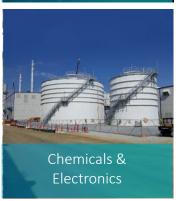
90+
Group
Companies



# Our Businesses





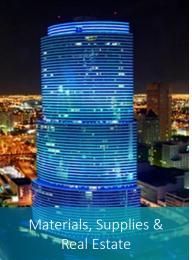


















# Executive Leadership







Tom Wada

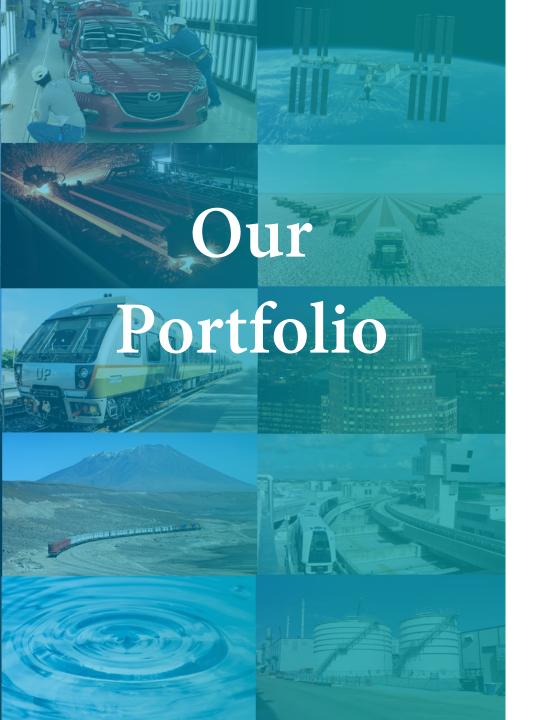
President & CEO, SCOA General Manager of the Americas

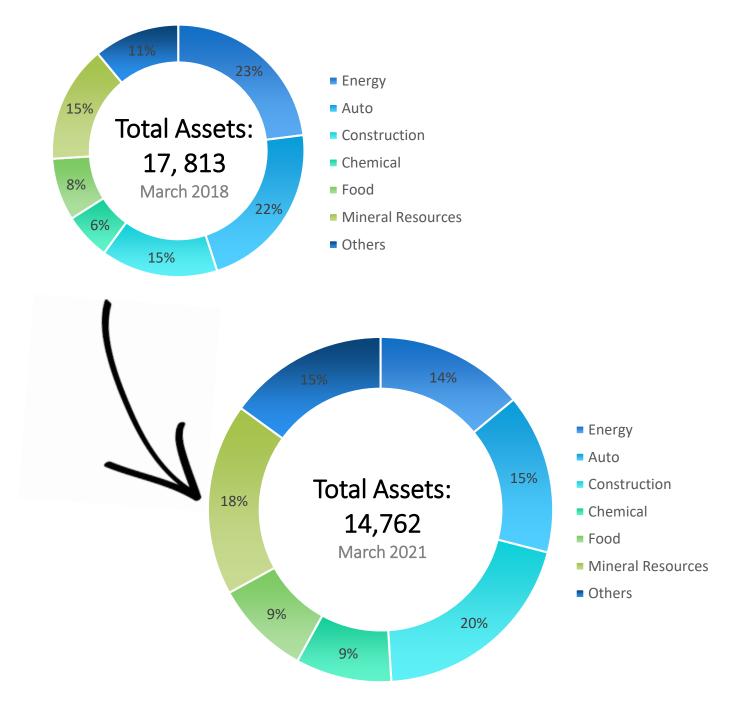
Hiroyuki Koike

EVP & CFO SCOA

Tim Sander

EVP, CAO and GM, Human Resources SCOA







## Tubular Products Group

- OCTG Distribution Business
- Midstream Distribution Business
- Oilfield Equipment Distribution and Manufacturing Business

Led by: Atsuki Kawakami Based in: Houston, TX

#### Our customers benefit from the following services:

- Worldwide and domestic trade and alliances
- OCTG Supply Chain Management
- Project coordination
- Financing and investment
- Research and development
- OCTG Accessory Management

## Group Companies and Projects:



A global industrial distributor of specialty steel products



A distributor of OCTG and upstream products for E&P



OCTG supply and operations service provider.



Global supply chain management services for energy industries



OCTG storage and inspection facility for P2 Energy Services & B&L Pipeco Services



Specializes in high grade alloys for demanding applications.



# Tubular Products Group

Project Highlights: Summit Industrial Park



Located in west Texas, Summit Industrial Park is a state-of-the-art consolidated and streamlined operations hub that serves tubular supply-chain transport for SCOA, its group companies, and more.

## Steel & Non-Ferrous Metals Group

- Metal Products
- Flat Roll Steel
- Specialty Steel

Led by: Akihiko Shono Based in: Chicago, IL

## Group Company Highlights – United States:







#### La Vergne, TN

A leading flat rolled metals processor/ distributor producing specialized metal products.



#### Fostoria, Ohio

A leader in the manufacturing of precision-machined crankshafts for the world's OEM producers of engines, pumps, and compressors.

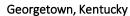
#### Burnham, PA

A leading manufacturer of forged steel wheels and axles for freight railcars, locomotives and passenger railcars.



#### Shelbyville, Indiana

Specializes in production for prototype and small lot castings.



Leading supplier of forged crankshafts to the automotive market in North America



# Steel & Non-Ferrous Metals Group (Cont.)

## Group Company Highlights – Mexico and Brazil





#### Querétaro, Mexico

Procures steel sheet and coil materials from major steelmakers worldwide to cut and process them for customers

#### Cortazar, Mexico

Manufactures, produces, sells, and distributes carbon steel wires and specialized products for parts for various industries.



#### São Paulo, Brazil

Leader in the long steel segment in the Americas; main supplier of specialty steel and the largest supplier of this segment for the automotive industry in the world.



# Steel & Non-Ferrous Metals Group (Cont.)

# Project Highlights- Supplying Tesla's Austinbased Production Plant

In July of 2021, Sumitomo Canada Limited (SCL) successfully concluded a new \$33 million agreement with current customer & EV vehicle manufacturer Tesla to become the steel supply partner for their new production plant in Austin, Texas — the city that will also serve as the new Tesla headquarters as they relocate from Palo Alto, California. The steel will be supplied through Servilamina Summit, our steel producer out of Mexico.

SCL currently provides steel to the Fremont, California Tesla factory, and this new development nearly doubles the current steel shipment amount from Sumitomo to Tesla.



Tesla model '





## Automotive Group

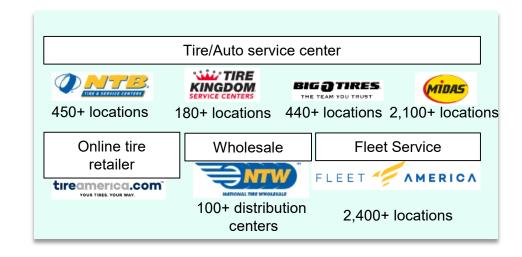
Tire Distribution & Retail Business

Led by: Hiroshi Kubo Based in: New York, NY

## Group Company Highlights:



TBC Corporation is one of the largest marketers of tires for the automotive replacement market





## Automotive Group

## Group Company Highlights:



Asama Coldwater Manufacturing

HQ: Coldwater, MI

2<sup>nd</sup> Facility: Warrenton, GA

Asama Coldwater Manufacturing (ACM), a global automotive leader and environmentally friendly supplier of automotive brake rotors, is committed to providing our customers the comfort and safety of the best performing brake rotors on the market today. ACM is a key contributor to the vast global network of brake component manufacturing under Kiriu Group.

ACM's main products are brake discs, critical safety parts that support the fundamental performance of vehicles, such as "stopping". Meeting the high level requirements of its customers, ACM offers optimal design and robust quality by ACM's unique and original analysis technique, in-house developed production equipment, well managed production process, and offers corrosion resistance heat treatment technologies to support the North American Market.

As a vertically integrated supplier, the ACM facilities contain the following in-house processes:

- Melting and casting (foundries consist of 4 total casting lines)
- Machining (machining centers consist of 8 total machining lines)
- Finishing and Painting (finishing lines consist of 3 total painting lines)
- Quality Control (state-of-the-art material analysis and measurement equipment)
- Testing (state-of-the-art performance and NVH dynamometer)

# Construction & Transportation Systems Group

- Construction Equipment Business
- Aerospace Business: Aircraft/engine leasing, Space,
   Manufacturing, Air Mobility, Defense
- Defense Representative Business

Led by: Ichiro Murofushi Based in: New York, NY

## Construction Business Highlights:

Rental

Sales & Service







Rental equipment provider for 83 locations across the U.S.

Komatsu dealer for 40 locations across the Canada and Alaska

Komatsu dealer for 18 locations across Florida and the Carolinas.

#### **Digital Solutions**



Online Transportation marketplace for heavy equipment business



# Construction & Transportation Systems Group (Cont.)

Aerospace & Defense Business Highlights:

#### Manufacturing

#### Space







Metal additive manufacturing

Space suites & Life support products

RF signal satellite constellation

#### Air Mobility



Unmanned traffic management

#### Defense

# SCOA Defense Programs Unit

Representative activity for US defense OEMs



Distribution of defense products for Japanese defense market

OEMs:

















- Power Generation Business
- Water Concession Business
- Social Infrastructure Business Energy Solutions; Rail Systems

Led by: William Cannon Based in: New York, NY

## Group Company Highlights:



Power supply company with renewable and thermal power plants throughout the U.S.

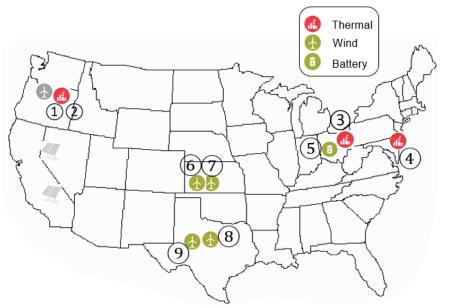


One of the largest water supply companies in Brazil.



Operation and maintenance provider for the Crystal Mover Automated People Mover systems manufactured by Mitsubishi Heavy Industries America and installed throughout several U.S. airports.

Power Generation Business: Perennial Power



#### **Net-owned Capacity:**

Renewable: 306 MW
Gas: 400 MW
Battery: 6 MW
Total: 712 MW

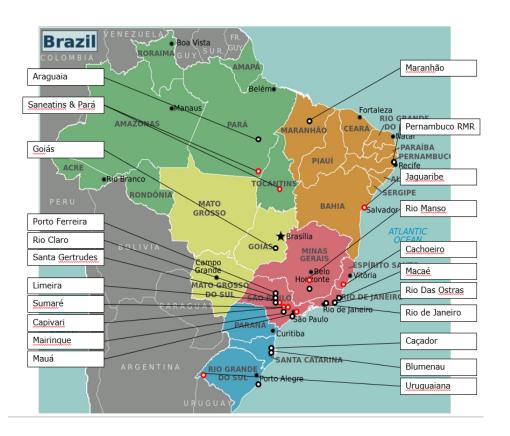
\*Assets in grey are realized

	Project Company	① Hermiston Generating Company, L.P.	② Hermiston Operating Company, LLC	③Perennial Lordstown LLC	④ Perennial West Deptford, LLC	⑤ Willey Battery Utility, LLC	⑥ Cimarron Windpower II, LLC	⑦ Ironwood Windpower, LLC	Mesquite     Creek Wind     LLC	
À	Share in Project Co	100%	100%	66.7%	100%	100%	50%	50%	50%	42.5%
	Share in Project	50%	N/A	10%	10%	100%	50%	50%	50%	42.5%
	Plant	Hermiston 474MW Gas	N/A	Lordstown 885MW Gas	West 751MW Gas	Willey 6 MW/2MWh	Cimarron 131 MW Wind	Ironwood 168 MW Wind	Mesquite 211 MW Wind	Stanton 120 MW Wind
	Function	Power Generation	Operation & Maintenance	Power Generation	Power Generation	Ancillary Service	Power Generation	Power Generation	Power Generation	Power Generation
	Location	Oregon	Oregon	Ohio	New Jersey	Ohio	Kansas	Kansas	Texas	Texas



### Water Concession Business: BRK Ambiental

- Water supply and sewerage
- Co-owned by Sumitomo and Brookfield
- Headquartered in Sao Paulo, Brazil
- Serves over 16 million customers throughout Brazil





## Rail Systems: Commuter Rail and APM Projects

SCOA has been a leading supplier of railway rolling stock and APM systems in the United States and Canada for nearly 40 years, completing projects ranging from transit vehicle procurements to delivering full turn-key and DBOM contracts.

We have experience working throughout the United States and around the world providing a variety of rail and transit vehicle car designs. We work closely with our customers to ensure that all federal, state and local requirements are met. Local suppliers and labor are used in accordance with Disadvantaged Business Enterprise (DBE) rules, minority participation programs and other requirements. We understand "Buy America" and Cargo Preference (US Flag) regulations.







#### Crystal Mover Services, Inc.



SCOA has also been the Prime Contractor for Automated People Mover (APM) system projects. We have teamed with Mitsubishi Heavy Industries America (MHIA) to deliver APM systems for Washington-Dulles International Airport, Miami International Airport (two systems), Atlanta's Hartsfield Airport, Orlando Airport (three systems) and Tampa Airport. Operation and maintenance of the systems has been performed by Crystal Mover Services, Inc., jointly owned by Sumitomo and MHIA.



## Helping to Achieve Carbon Neutrality

SCOA's Infrastructure Group and Perennial Power Holdings have been working with internal and external companies on methods to reduce **Scope 2** emissions. Sumitomo Corporation has an objective to be Carbon Neutral by 2050.

#### **Solutions:**

Purchase of Renewable Energy Credits

1 REC = 1 MWh of renewable energy produced. Simple method by purchasing RECs directly (often via broker) from renewable generation. Does not create additionality



В

On-site Solar

Directly reduces Scope 2 emissions through the generation of solar on the company's premise (common for small electricity consumers due to land limitation)



Virtual Power Purchase Agreement Financial instrument that creates <u>additionality</u>; limited upfront capital; potentially satisfies all Scope 2 emissions in one transaction; long-term commitment with exposure of electricity price fluctuation



# Chemicals and Electronics Group

- Life Science Business
- Basic Chemicals & Electronics Business

Led by: Toshiya Kitamura Based in: New York, NY

## Life Science Business Highlights:

Agrichemicals, Fertilizer, Agricultural Input Retail:











Agricultural input retail in Brazil Agrichemical producer in Brazil

SummitAgro USA, SummitAgro Mexica, and SummitAgro South America are agrichemical distributors

Pharmaceuticals, Cosmetics, Propellant Gas, Pet Care Supply, Veterinary Drug:



Formulates and manufactures generics and brands for a wide array of customers. (U.S.)



Delivering value to the global personal care industry through innovation and operational excellence (U.S.)



A global leader in the design, production, and distribution of products for aerosol propellants and hydrocarbon refrigerants. (U.S.)



For more than 90 years, Hartz has been solely focused on delivering exceptional pet care products for consumers. (U.S.)



Specializes in providing innovative ingredients to the cosmetic market (Brazil)



## Chemicals and Electronics Group

### Basic Chemicals & Electronics Business:

Coating Materials, Electronics materials, Inorganic Chemicals, Plastic, Organic Chemicals, Sulfuric acid terminal operation, Electronics Manufacturing Service:



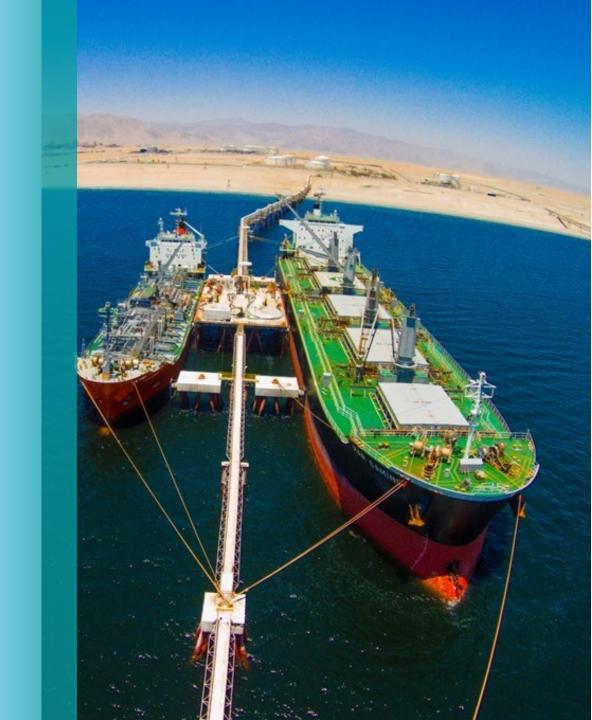
Sulphuric Acid Trading Company, Inc. (SATCO) imports and distributes sulfuric acid throughout the United States (U.S.)



Interacid Chile provides unparalleled shipping and logistics capabilities that deliver greater flexibility as well as unrivaled expertise in Sulphuric Acid handling. (Chile)



International Electronic Manufacturing Services (EMS) provider (U.S. and Mexico)





# Media & Digital Business Group

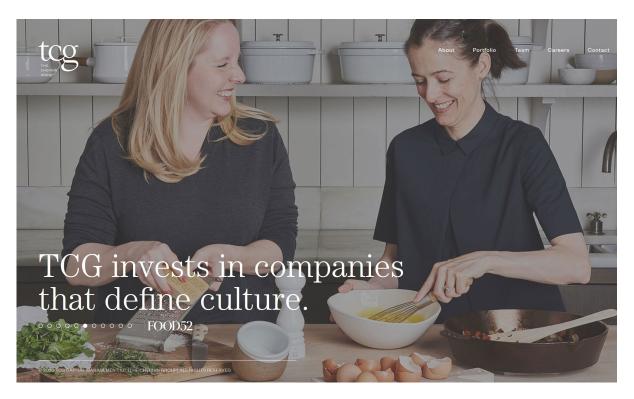
Business Development in Media and Digital Industries

Led by: Taketo Kokubo

Based in: Los Angeles, CA and Silicon Valley, CA

## Business Highlights - Media

**The Chernin Group** is a strategic partner of SCOA, developing the media/ commerce business in the U.S., run by former NewsCorp executive, Peter Chernin.





# Media & Digital Business Group

## Business Development Highlights - Media: Seeen



Entertainment AI Plc (renamed SEEEN Plc) was incorporated in the UK and the group's main areas of operation are located in the US. The Group consolidates GTChannel, a network of YouTube creators, a catalog of streaming content and a global audience as well as, Tagasauris, a human-assisted computing technology company. Today, SEEEN delivers new types of adaptable video content designed for action at the point of inspiration.

Closely working with Seeen, SCOA is exploring Business Development opportunities in the U.S. and Japan.

## Group Company Highlights – Digital: Presidio Ventures





Enterprise IT Cybersecurity











Established in 1998 and headquartered in Silicon Valley, Presidio Ventures is the corporate venture capital arm of Sumitomo Corporation. Its expansive network of Sumitomo affiliates and subsidiaries helps tailor support for start-ups, ensuring that new companies can succeed from early-stage investment all the way to IPO. We look for opportunities to partner with entrepreneurs in key industries that shape the way we live.

Real Estate Investment Business: Residential, Commercial and Real Estate Fund

Led by: Manabu Hamamoto Based in: New York, NY

SCOA has more than 30 years of real estate investment and development experience in the United States.

With investments in commercial office buildings, multi-family communities, planned developments and single family homes, maintains a diverse and balanced real estate portfolio.

#### Commercial Office Buildings

In 1981, SCOA began its real estate activities in commercial real estate, with the acquisition of Central Pacific Bank and Kaimuki Plaza in Honolulu, followed by 600 Third Avenue in New York City (the building was sold in 2004). Throughout the years, SCOA has been an active investor in the commercial market, acquiring and selling properties in New York, San Francisco, Washington D.C., Los Angeles, Phoenix, Tempe, Minneapolis and Miami. SCOA's current office building investments include SPS Tower in Minneapolis, Minnesota and Collier Tower in Phoenix, Arizona.



Collier Center, Phoenix



#### Multi-family Communities

SCOA entered the rental apartment market in 1988, when, along with the company's development partners, they constructed a 20-story apartment complex in Arlington, Virginia. Since then, SCOA has invested in apartment projects in Houston, Phoenix, Denver, and Atlanta, in excess of 3,200 rental units. SCOA also invested in the development of a four-building, 266- unit apartment complex in Raleigh, North Carolina.









#### Planned Developments

In 1990, SCOA developed its first master-planned community consisting of 700 housing lots, a shopping center and office park northeast of Atlanta known as Medlock Bridge. Starting in 1993, SCOA began the development of a 2,200 home residential community called Hamilton Mill in the metropolitan Atlanta area. Hamilton Mill included a Fred Couples-designed golf course, clubhouse, shopping center, two tennis centers and two swim centers. SCOA is currently working on its third master-planned community. As master developer in partnership with a local real estate company, SCOA's recent development, Towne Lake, is a 2,900 single family home project on 2,400 acres, of which 430 acres are allocated for restaurants, retail shops, three schools, townhomes, apartments, an amphitheater, offices and a town center. The centerpiece in the metro Houston TX area is this 400-acre man-made recreational lake actively used for boating, water skiing, fishing, and swimming. The amenities also include fitness centers; pools; tennis, basketball and volleyball courts; and clubhouses.



A community connected by water.

Towne Lake is a master planned community development project in Houston, Texas.









#### Single Family Homes

SCOA has invested with developers and builders in target markets in the Southeast, South Central and Western United States in the single family home residential market. The Company has developed over 3,000 homes with various partners, and is continuously looking for opportunities to expand this area.

#### Industrial Real Estate

We are diversifying our U.S. real estate portfolio and investing in industrial development projects as the industrial/logistics market has been the most sought-after property sector in commercial real estate for more than 5 years now. The demand fundamentals are strong from the growing trends of globalization and e-commence/online shopping, which was magnified by the global pandemic that hit in March 2020. Additionally, consumers now expect next-day or same day shipping for almost all goods, and to provide this convenience, the users of warehouse/distribution centers are seeking more space and need to be proximate to population centers. Our two Texas properties under this banner are currently under development.



The 2021 groundbreaking of one of SCOA's Dallas-area industrial projects





# Food & Lifestyle Group

- Pork Export Business
- Fruit and Fresh Produce Business
- Mushroom Business

- Business Development for Healthcare & Retail Businesses
- Food Ingredient Export Business

Led by: Kazuma Suzuki Based in: New York, NY

### Business Highlights:

Pork Business – U.S.



Provides fresh pork for export to Japanese markets, specifically to wholesalers, supermarkets and food services businesses.

SCOA created a patented hog breed, Silky Pork, specially bred to achieve marbling that meets the specific palate of Japanese consumers.

#### Pork Business – Mexico



Sourced throughout Mexico, our frozen pork products are fully traceable and we provide our Japan-based customers value-added services such as slicing, dicing, portioning and processing the product so they arrive ready for food service.



# Food & Lifestyle Group

## Business Highlights:

Fruit and Fresh Produce Business – South America



SC Americas operates 7 offices in South America, capitalizing on the region's reputation as a major producer of food resources on both the east and west coasts of the continent. As a global company with an extensive network in over 60 countries, we have managed to establish longstanding business relationships with key food suppliers, successfully promoting South America as an important hub for the export of high-quality food products.

Today, SC Americas exports fresh and frozen produce, fruit and vegetable purees, seafood, concentrated juices, dehydrated foods, raw sugar and more to Japanese and other international markets.



# Food & Lifestyle Group

## Business Highlights:

Food Ingredient Export Business

Provides various type of food ingredients such as malt/hop, pea, rice/rice related product, vegetable oil, for export to Japanese market, especially for food manufacture and food service sector" on 3rd page below to Highline explanation.

Lifestyle Unit - Business Development for Healthcare & Retail Businesses

Finds new service in US related Healthcare and Retail business for our business operation in Japan and Asia.

## Group Company Highlight:

Highline Mushrooms – Canada



Founded in 1961, Highline is headquartered in Leamington, Ontario. The company is a certified organic grower of mushrooms.

Shipping to Canada, the United States and Japan, Highline is one of the largest growers of fresh mushrooms in North America.

## Mineral Resources Group

- Mineral Resources Business
   Commodity Business
- Carbon & Steel Raw Materials Light Metals Business

**Led by:** Mitsuhiro Hirano **Based in:** New York, NY (operations and projects throughout North and South America)

#### Mineral Resources Business:

This business has three main functions: 1) Upstream: We've participated in multiple hard-rock mines and monitor their operations. In addition, we regularly search for new high-quality mineral resources. 2) Trade: We trade Non-Ferrous commodities from multiple mines, including those we have already participated in, mainly to the Asian market. 3) New technology: Discovering and developing new mining-related technologies that contribute to improve operations and environmental aspects.

#### Carbon & Steel Raw Materials Business:

We are developing a business to supply carbon products (needle coke, graphite electrodes, cathode blocks, etc.), functional carbon materials (carbon fiber, etc.), and bulk carbon materials for steel / aluminum / general industry. We are also developing a business of Battery raw materials such as Cobalt, Nickel and Lithium.

#### **Commodity Business:**

Supports SCOA and its subsidiaries to investigate, analyze and understand the market fluctuation risk on various Commodities. The result may be to implement hedging transactions using derivative tools, and will advise on constructing risk limits, control rules, and constructing segregation in trading duties.

Not only do we advise on hedging market risk but we also promote derivative usage as a marketing tool to increase business/margins.

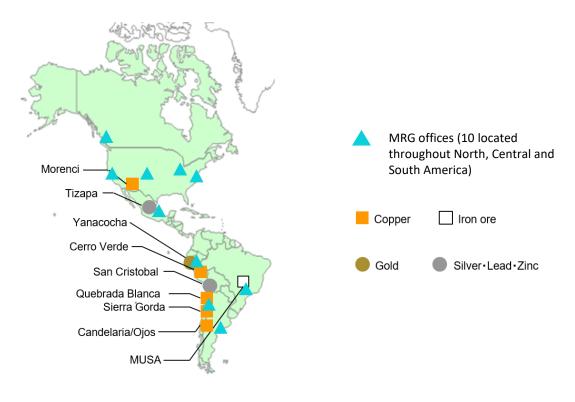
#### **Light Metals Business:**

Primarily focused on the sale of titanium sponge to customers in U.S. Titanium sponges are used in the aerospace industry and medical industry. Secondary focus is on the metal powder business in conjunction with the additive manufacturing industry.



## Mineral Resources Group

## Mining Portfolio Highlights:



## Mineral Resources unit technology partnership:



Industrial wastewater management solutions provider with a product offering that accelerates evaporation by more than 60 times. SCOA is a sales partner for EcoVap and will market the company's services throughout its network of industrial and mining operations.







# Energy Group

- Natural Gas & Power (Trading)
- LNG Export Business
- Hydrogen and Low-Carbon Energy
- Liquefied Petroleum Gas (Trading)

Led by: Kazuki Yamaguchi Based in: Houston, TX

## Group and Portfolio Companies:







Natural gas & power trading and marketing company

Hydrogen production and distribution company

Technology company developing a new type of photocatalytic reactor



Liquefied Petroleum Gas trading and exporting company

#### **ST Cove Point LLC**

Joint venture established between Sumitomo Corporation and Tokyo Gas for the operation of an LNG export project in the U.S.





# Energy Group (cont.)

Natural gas & LNG export business:

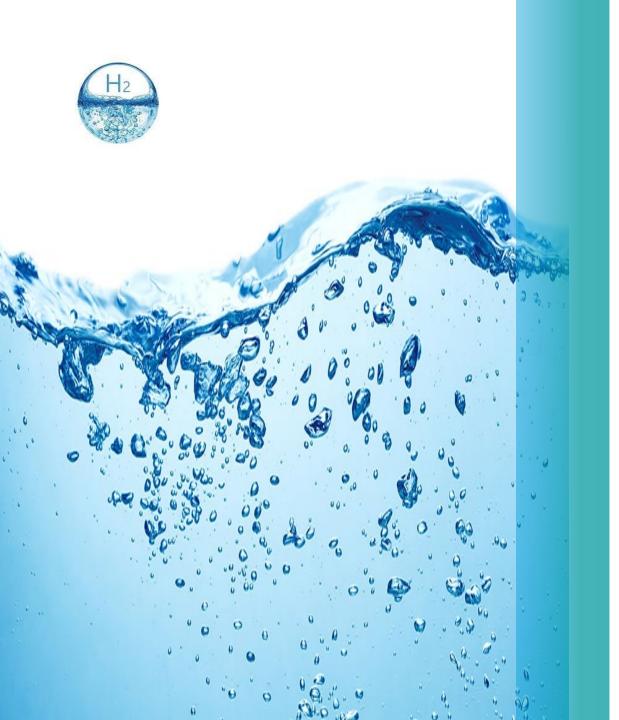
## **Pacific Summit Energy LLC**

- 100% subsidiary of Sumitomo Corporation
- Natural gas/power trading & marketing company
- Over 600 counterparties nationwide
- Natural gas sales of 2.0 Bcf/day
- Power sales of 10 million MWH/month
- LNG Export Project



## **Cove Point LNG Export Project**

- Located in Lusby, Maryland, U.S.(Chesapeake Bay)
- Commercial Operation: From April 2018
- Liquefaction Capacity : 5.25million tons per year (Project whole capacity)
- Tolling Contractor : ST Cove Point LLC 2.3 millions tons per year
  - Gail Global (USA) LNG 2.3 millions tons per year
- 2.3 millions tons of LNG exporting annually over 20 years period to Japan



# Energy Group (cont.)

Hydrogen & Low-carbon Energy Solutions - Portfolio Companies:

### OneH2 Inc



- Hydrogen production and distribution company
- Providing hydrogen fuel primarily for forklifts nationwide with the cost-competitive solution
- · Already building a strong customer relationship





## Syzygy Plasmonics Inc



- Developing a new type of photocatalytic chemical reactor and catalyst
- Aim to reduce both cost and carbon emissions for a wide range of chemical reactions

# Logistics Group

Global Logistics Services Business Logistics Infrastructure

Led by: Hiroshi Takayama Based in: New York, NY Group Company Highlights:

Sumishi Global Logistics, USA, is a logistics solutions provider offering full service international and domestic cargo handling, project management and transportation shipping services.



Food



Transportation



Oil & Gas



Construction



Automotive



Agriculture



Chemicals



Cosmetics & Pharmaceuticals



Renewable Energy



Project Cargo



# Logistics Group

## Business Highlights:

SCOA's Logistics Infrastructure Business provides safe, eco-friendly and automated solutions for its customers.

The group's focus is on next-generation logistics infrastructure solutions including connectivity technology, warehouse spatial intelligence, autonomous trucking, digital brokerage, and more.

Investments supporting the group's focus include:

## **TRANSFIX**

Autonomous long-haul truck brokerage service



Connective technology – warehousing solutions



# Our Approach to Business Development

# Business Development Group:



- Support growth strategies for business groups
- Promote cross-organizational collaboration, establish strategic partnerships
- Promote innovation

DX Group:



- Establish DX platform in group companies
- Promote business development through digitization





 Support business development through corporate venture capital



# Our Commitment to Sustainability & ESG



As a member of the UN Global Compact, SCOA is a strong supporter of the UN's Sustainable Development Goals both in our business activities and corporate contributions to society



Through our social contribution initiative, 100SEED, we support the SDG of Quality Education, among others, to give back to our communities through employee volunteerism and corporate giving.



The SCOA Foundation is SCOA's philanthropic arm that is dedicated to providing financial support to a broad range of cultural, educational, research and community activities – including disaster relief – in the U.S.



SCOA is a sponsor of the Tomodachi Scholarship Program, a partnership between SC and the U.S. Japan Council to bring Japanese students abroad to study at American universities.











# Our Commitment to Sustainability & ESG (cont.)



SCOA's Diversity & Inclusion Promotion
Department is dedicated to nurturing and excelling
DEI at every level of the organization through
trainings, engagement activities and the
implementation of corporate KPIs and targets.



#### **Basic Policy**

- 1. Aim to make the Sumitomo Corporation Group carbon neutral in 2050(\*1).
  - Develop technologies and business models for creating a sustainable energy cycle by reducing CO2 emissions and achieving negative emissions(\*2) for society as a whole.
- 2. In addition to reducing and absorbing CO2 emissions from our business, we will contribute to the carbon neutralization of society through cooperative initiatives and recommendations made with business partners and public institutions



