

# NEXTY ELECTRONICS WORLD

vol.170 JAN 2018



Special Feature: Overseas Report-Part 1

# Introducing the NEXTY Around the World

Roughly 670 employees at our overseas offices provide the highest standard of services to all of our customers worldwide. These offices manufacture and sell of semiconductors and electronic components as well as the provision of expansive, high-quality services to overseas offices of Japanese companies as well as local customers with same level of support as in Japan. This first overseas feature article introduce general information about each country where our overseas offices are located. We will showcase our overseas offices through a series of three volumes.



Overseas Division  
Senior Executive Officer  
Masayoshi Yamazaki

## Introduction

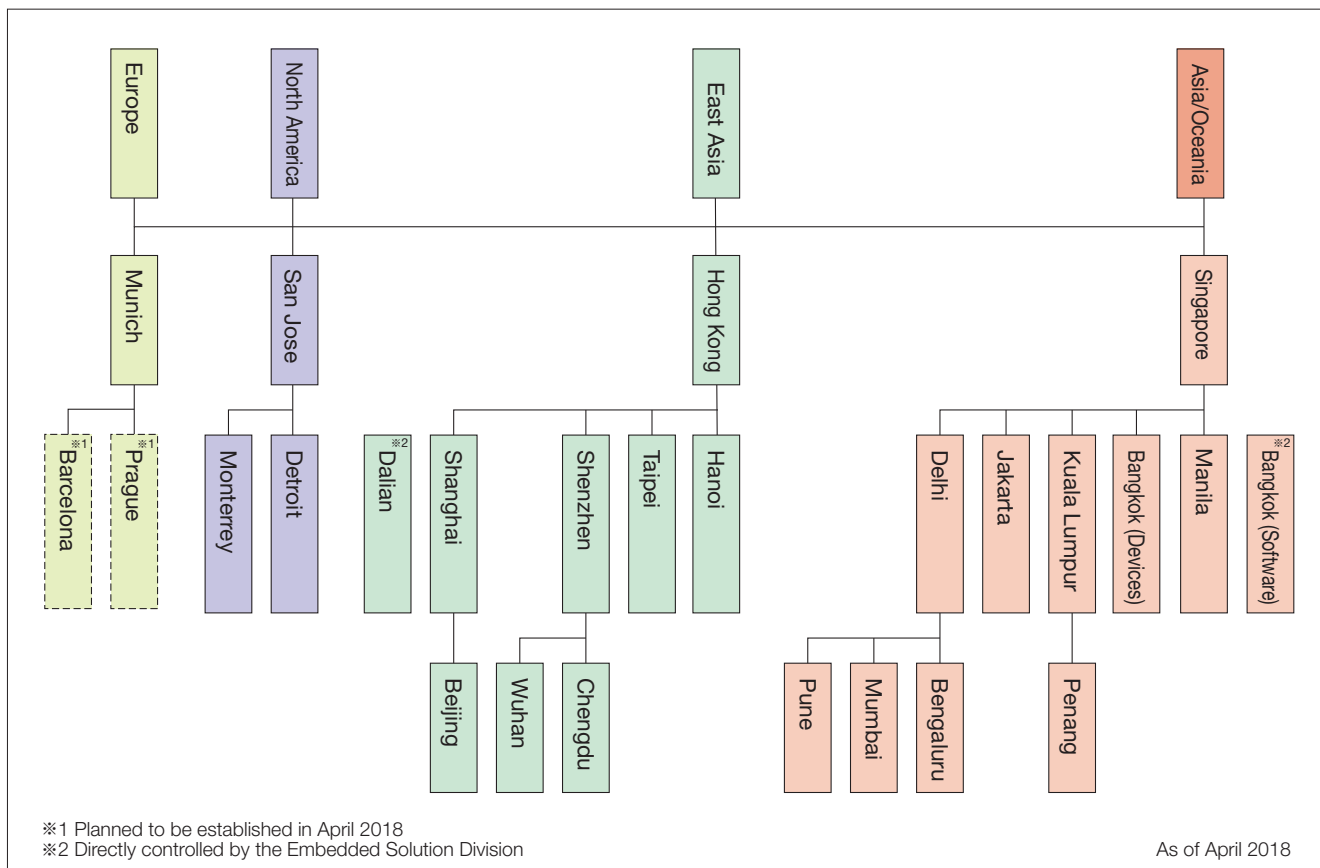
We supervises and supports our 24 local subsidiaries, branches, and liaison offices outside of Japan. We are also able to leverage the Toyota Tsusho Group global network that has grown to more than 90 countries around the globe, which establishes a system able to support customers in every region of the world. The sales of our overseas bases have reached roughly half of our total sales and we are conducting business under a four region system made up of Asia/Oceania, East Asia, Americas, and Europe to take a step even closer to our customers and provide thorough daily support.

For example, we offer local services to ensure a stable supply by setting up warehouses dedicated to electronic components at each of our overseas bases. In addition, we are gradually expanding Toyotsu Automotive Quality Support (TAQS) Centers, which execute analyses of quality and reliability defects, to the four overseas regions and strengthening our quality support functions overseas.

Furthermore, we have established a system to promote research and development tailored to the needs of our customers by opening research facilities in China (Shenzhen/Chengdu/Beijing) and India (Delhi/Pune).

We aim to be an electronics business active on the global stage by taking advantage of our one of the largest corporate scale in Japan and the world's largest scale in the automotive field along with our technical proposal capabilities and global network.

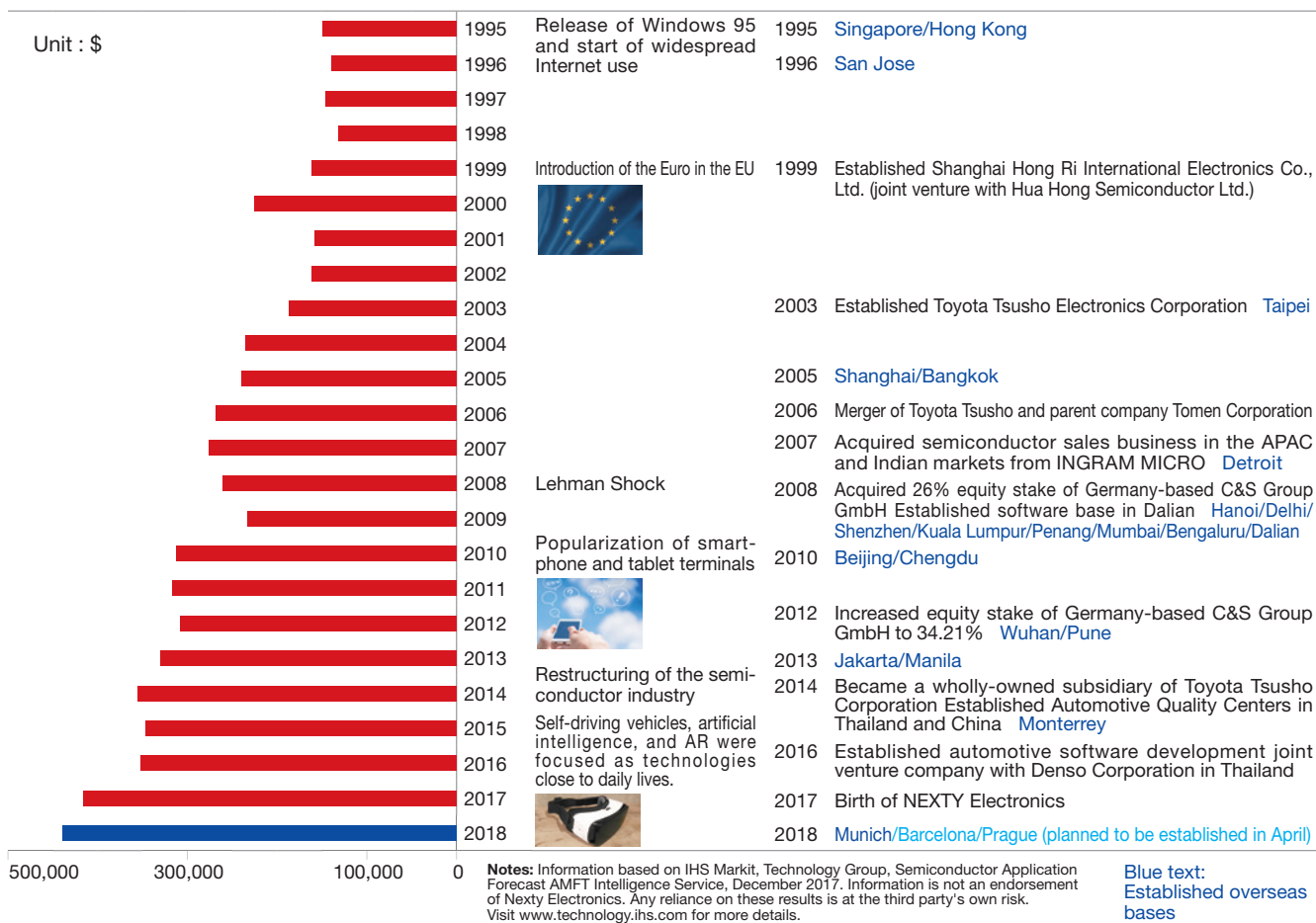
## Global Organization





# Growth of the Semiconductor Market and NEXTY Electronics

## Change in Semiconductor Market Scale and History Of NEXTY Electronics



## Sales Ranking of Global Semiconductor Manufacturers

Rank	Vendor	2017 Revenue (M\$)	2017 Market Share
1	Samsung Electronics	61,215	14.6%
2	Intel	57,712	13.8%
3	SK hynix	26,309	6.3%
4	Micron Technology	23,062	5.5%
5	Qualcomm	17,063	4.1%
6	Broadcom Ltd.	15,490	3.7%
7	Texas Instruments	13,806	3.3%
8	Toshiba	12,813	3.1%
9	Western Digital	9,181	2.2%
10	NXP Semiconductors	8,651	2.1%
11	STMicroelectronics	8,138	1.9%
12	Apple	7,940	1.9%
13	MediaTek	7,829	1.9%
14	Infineon Technologies	7,657	1.8%
15	Renesas Electronics	6,774	1.6%
16	Nvidia	6,533	1.6%
17	Sony	6,424	1.5%
18	Analog Devices	5,739	1.4%
19	On Semiconductor	5,300	1.3%
20	AMD	4,881	1.2%

Notes: Gartner applies M&A activity to the whole calendar quarter in which the deal was closed. Numbers may not add to totals shown because of rounding.

The table was created by NEXTY Electronics based on research by Gartner

Source: Gartner/Market Share Analysis: Semiconductors, Worldwide, Preliminary 2017 Estimates], December 29, 2017

## FY2017 Consolidated Business Performance Ranking of Electronics Trading Companies in Japan

Rank	Vendor	Revenue (Unit: M¥)	
		Performance	Full-year Forecast
1	NEXTY Electronics <sup>※1</sup>	454,693 (9.5)	491,622 (8.1)
2	Macnica Fuji Electronics Holdings	398,503 (▼1.7)	420,000 (5.4)
3	UKC Holdings <sup>※2</sup>	282,000 (▼2.3)	Not published
4	Marubun	270,698 (▼3.2)	260,000 (▼4.0)
5	Kanematsu Electronics (Devices Division)	254,280 (8.2)	260,000 (2.2)
6	Kaga Electronics	227,209 (▼7.4)	230,000 (1.2)
7	Ryoden	219,225 (▼1.2)	224,800 (2.5)
8	Ryosan Company	218,003 (▼4.4)	230,000 (5.5)
9	Sanshin Electronics	167,654 (▼15.8)	185,000 (10.3)
10	Tachibana Eletech	160,218 (▼1.2)	165,000 (3.0)
11	Tomen Devices	156,677 (▼17.3)	160,000 (2.1)
12	Vitec Holdings	138,841 (▼4.5)	170,000 (22.4)
13	Tokyo Electron Device	131,855 (11.9)	140,000 (6.2)
14	Hakuto	127,599 (9.7)	134,000 (5.0)
15	Kanaden	122,984 (2.0)	127,000 (3.3)
16	Sun-Wa Technos	116,611 (10.3)	126,000 (8.1)
17	Shinko Shoji	112,458 (▼3.6)	123,000 (9.4)
18	Hagiwara Electric	101,755 (9.1)	105,000 (3.2)
19	Iida Electronics (Tsusho) Group <sup>※1</sup>	100,300 (▼8.9)	80,000 (▼20.2)
20	Excel	98,703 (▼33.7)	110,000 (11.4)

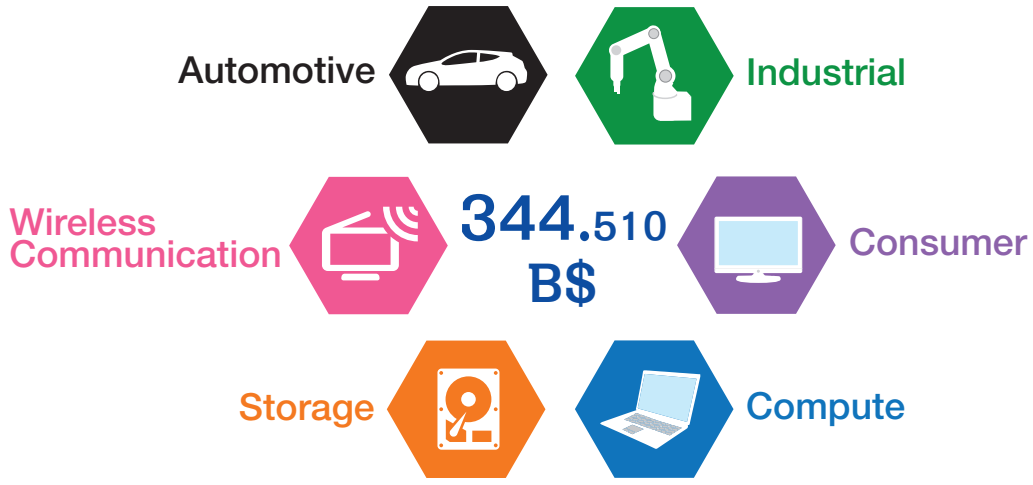
※1 Unlisted company

※2 Includes full-year forecast as of 1/30 as financial results are not published

Source: Excerpt from June 30, 2017 Dempa Shimbun Daily

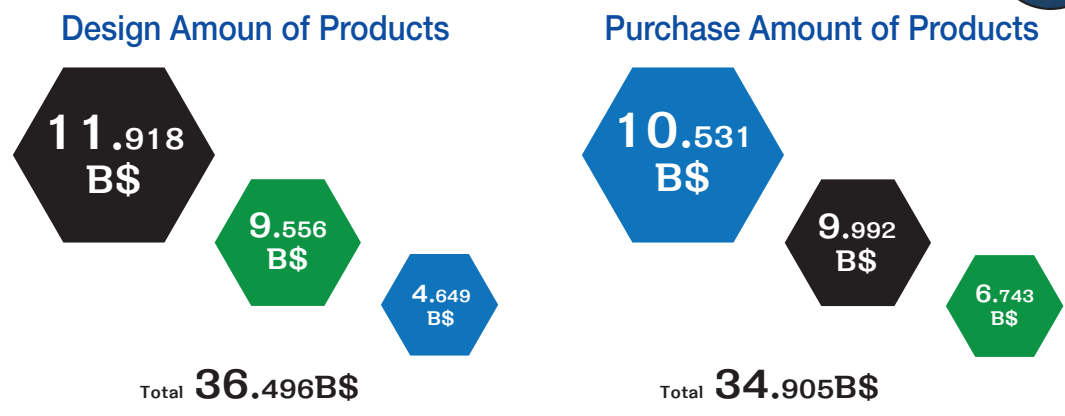
Legend: ■ NEXTY Electronics and partner manufacturers ■ Group company and partner manufacturers

# Semiconductors by Global Region at a Glance

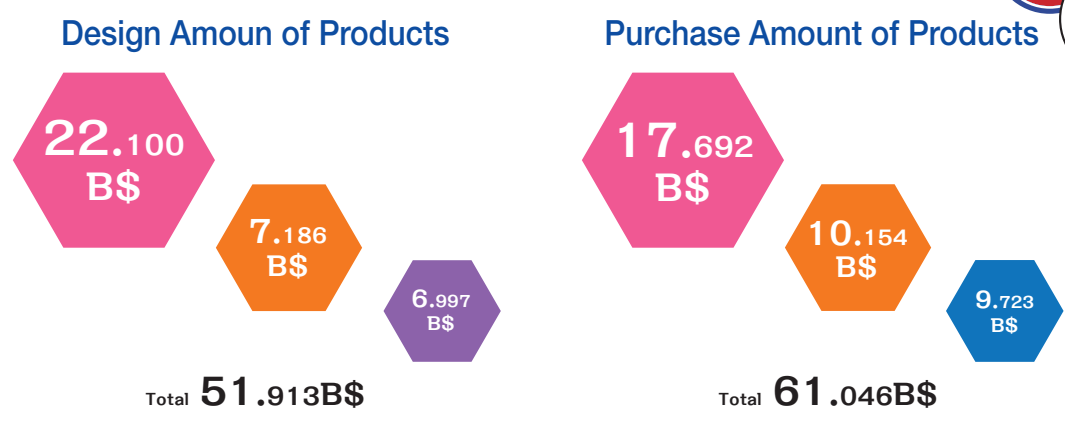


※The above figures include Mil/Space and Subsystems Wired Communication

## EMEA Europe, Middle East and Africa



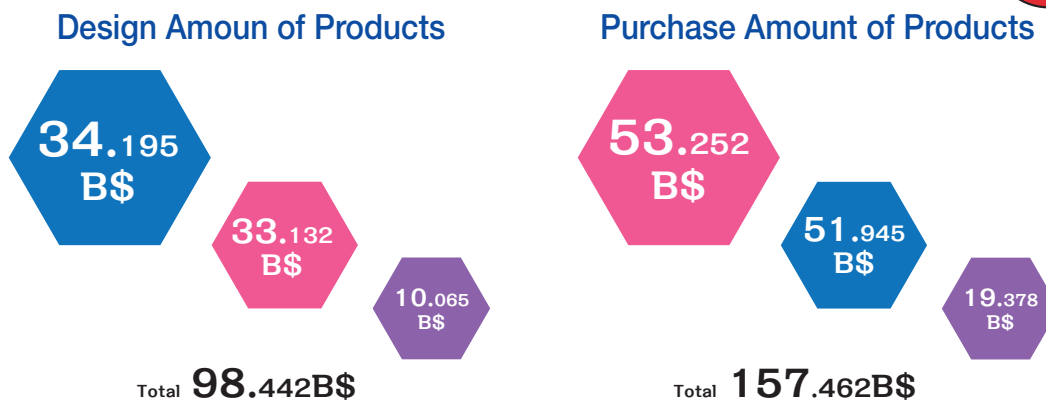
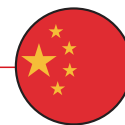
## Rest of Asia/Pacific Asia/Pacific countries excluding Japan, China and Taiwan



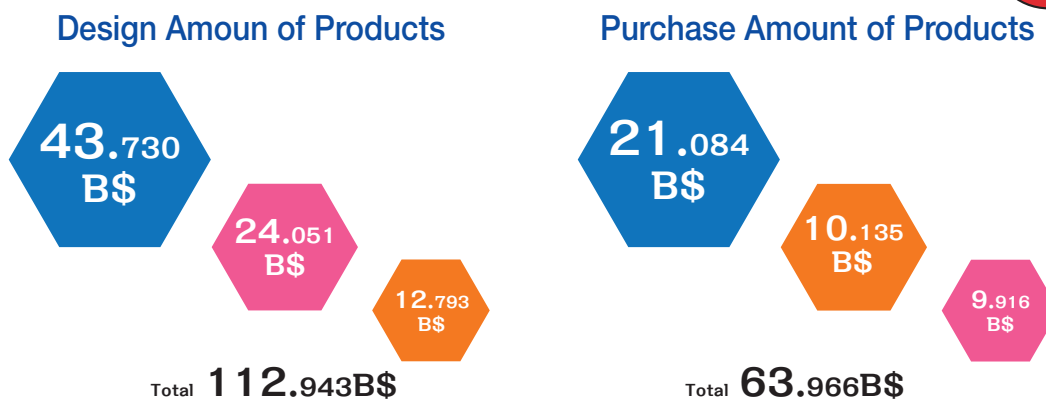
The above images were created by NEXTY Electronics based on research by Gartner. (Rounded to billion dollars)  
 Source: Gartner, OEM, ODM and EMS Semiconductor Demand, Worldwide, 2016: Database, Masatsune Yamaji, April 20, 2017

# Design Amount/Purchasing Amount

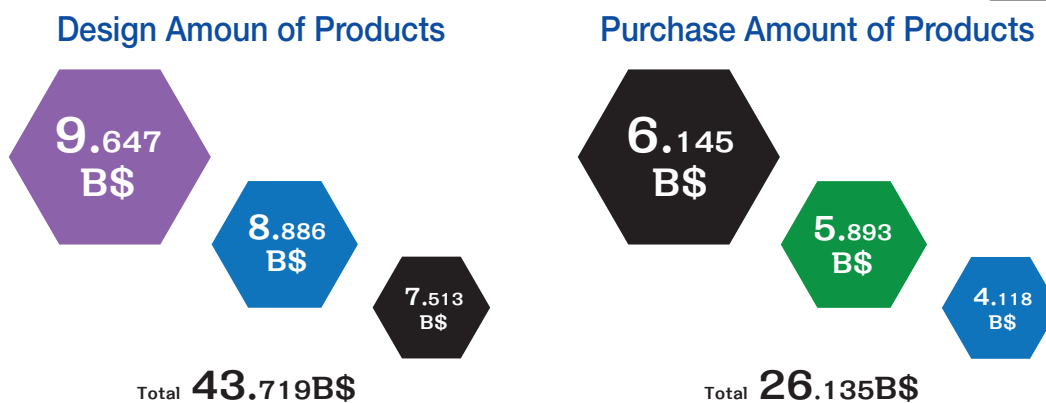
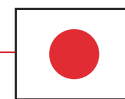
## Greater China China, Taiwan



## Americas North, Middle and South America



## Japan



■ Automotive 
 ■ Industrial Equipment/Power Electronics 
 ■ Consumer Electronics 
 ■ Computers 
 ■ Storage 
 ■ Information and Commnic

Each region includes the first to third ranks. Monetary amount and size of the illustration are unrelated.

# Basic Information of Each Country/Region (1)

~Outline of Each Country/Region NEXTY Electronics Operate~



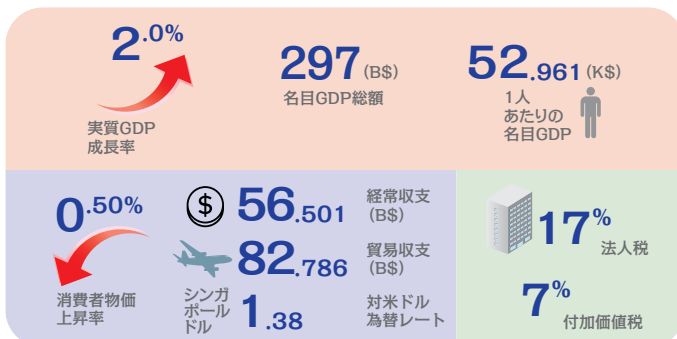
**Acreage: 719.2km<sup>2</sup>**  
(Approximately the size of the 23 Wards of Tokyo)



**Population: 5.61 million**  
2016 Singapore Department of Statistics

## Republic of Singapore

- Language: English, Chinese (Mandarin), Malay, and Tamil
- Religion: Buddhism, Islam, Hinduism, Taoism, Christianity, etc.



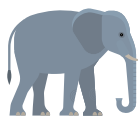
### Topics

- Singapore is advancing its "Smart Nation" concept that utilizes ICT while providing further investment into **self-driving technology** as one measure to resolve traffic problems
- The nation is **strengthening measures to control the increase** of foreign workforce. The evaluation criteria are becoming stricter not only for new applications but also for renewals

Company Name : TOYOTA TSUSHO NEXTY ELECTRONICS SINGAPORE PTE. LTD.  
Address : 600 North Bridge Road, No.16-03 Parkview Square, Singapore 188778  
Capital : SGD 500,000  
Established : March 1995  
Employees : 37

## Kingdom of Thailand

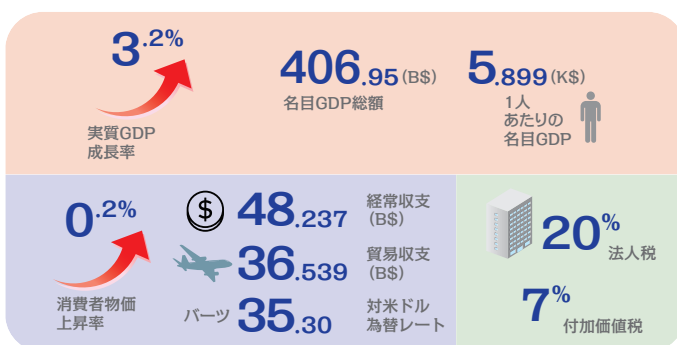
- Language: Thai
- Religion: Theravada Buddhism, other Islam religions, Christianity, etc.



**Capital: Bangkok**  
**Acreage: 513,115km<sup>2</sup>**  
(Approx. 1.4 times the size of Japan)



**Population: 66.76 million**  
2013 National Economic and Social Development Board



### Topics

- There are more than **5000** Japanese companies located in Thailand (2017)
- The country is putting its strength into attracting industries in pursuit of advanced technology, such as next-generation automobiles, and intends to prepare benefits such as **income tax** deductions for up to 15 years under the slogan, "Thailand 4.0"
- The treaty of amity between Japan and Thailand celebrated **130** years in 2017

Company Name : TOYOTA TSUSHO NEXTY ELECTRONICS (THAILAND) CO.,LTD  
Address : 15th-16th Floor, Mercury Tower, 540 Ploenchit Road Lumpini, Pathumwan, Bangkok 10330 THAILAND  
Capital : THB 32,000,000  
Established : April 2005  
Employees : 284

## Malaysia

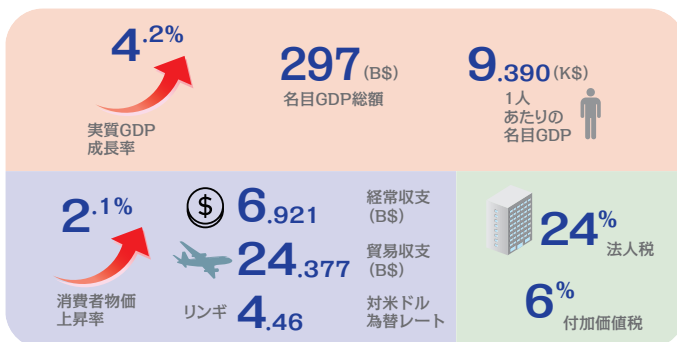
- Language: Malay, English, Chinese (Mandarin), and Tamil
- Religion: Islam, Buddhism, Hinduism, Christianity, etc.



**Capital: Kuala Lumpur**  
**Acreage: 330,290km<sup>2</sup>**  
(Approx. 0.87 times the size of Japan)



**Population: 31.70 million**  
2016 Department of Statistics Malaysia



### Topics

- Malaysia is advancing industry based on its "Vision 2020" and is putting its strength into attracting companies to the country, such as aviation instrument parts, robotics, IoT, and medical devices
- Diplomatic relations was established with Malaysia **60** years ago as of 2017

Company Name : TOYOTA TSUSHO NEXTY ELECTRONICS MALAYSIA SDN. BHD  
Address : Room1406, Wisma Lim Foo Yong, No86, Jalan Raja Chulan 50200 Kuala Lumpur, Malaysia  
Capital : MYR 600,000  
Established: May 2008  
Employees: 12

※ The number of employees of the company is as of the end of November 2017

## ~Singapore, Thailand, Malaysia, Indonesia, India, and the Philippines~

### Republic of Indonesia

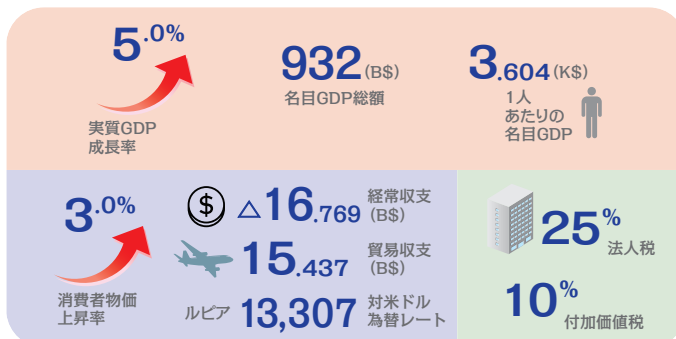
- Language: Indonesian
- Religion: Islam, Hinduism, Christianity, etc.



Capital: Jakarta  
Acreage: 1,910,931km<sup>2</sup>  
(Approx. 5.1 times the size of Japan)



Population: 258.71 million  
2017 Estimates of Statistics Indonesia



#### Topics

- President Joko Widodo declared his desire to develop a project in the field of infrastructure with Japan thanks to 60 years of diplomatic relations as of 2018

Company Name : PT.TOYOTA TSUSHO TOMEN ELECTRONICS INDONESIA  
Address : Mid Plaza 2 Building Lantai 12. Jl. Jend. Sudirman kav. 10-11 Jakarta 10220, Indonesia  
Capital : USD 2,500,000  
Established : January 2013  
Employees : 25

### India

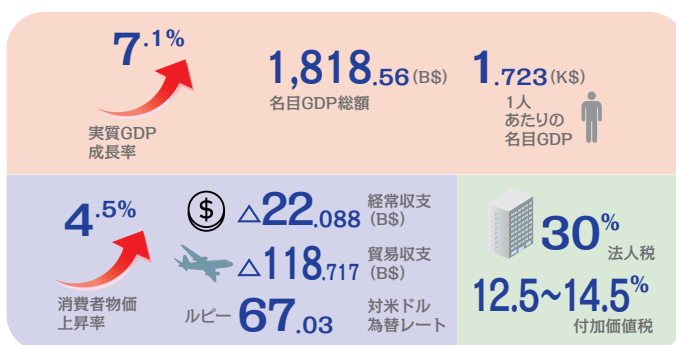
- Language: Hindi, English, etc.
- Religion: Hinduism, Islam, Christianity, Sikhism, Buddhism, etc.



Capital: Delhi  
Acreage: 3,287,263km<sup>2</sup>  
(Approx. 8.8 times the size of Japan)



Population: 1,210.19 million  
2011 Census



#### Topics

- India has surpassed Germany in the number of **new vehicle** sales in 2017 to become the fourth largest market in the world
- The country is expected to simplify the tax procedures and make distribution more efficient among other things through the introduction of goods and services taxes (GST) in July 2017

Company Name : TOYOTA TSUSHO NEXTY ELECTRONICS INDIA PRIVATE LTD.  
Address : Office No.108-111, Plot no.A-2/3/4, Tower 1, HB Twin Tower, Netaji Subhash Place, New Delhi 110034, India  
Capital : INR 500,000  
Established : May 2008  
Employees : 40

### Republic of the Philippines

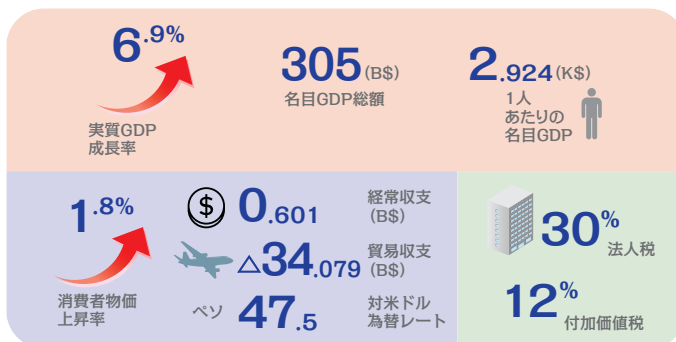
- Language: Filipino, English, etc.
- 宗Religion: Christianity and other Christian denominations, Islam, etc.



Capital: Manila  
Acreage: 300,000km<sup>2</sup>  
(Approx. 0.8 times the size of Japan)



Population: 100.98 million  
2015 Philippine Statistics Authority



#### Topics

- The Philippines clarified policies that focus on improving the investment environment with the "10-Point Socioeconomic Agenda" in May 2016
- The country announced the **Comprehensive Automotive Resurgence Strategy (CARS) Program** in 2015. This program aims to produce 600,000 vehicles annually after six years.

Company Name : TOYOTA TSUSHO NEXTY ELECTRONICS SINGAPORE PTE. LTD. MANILA REPRESENTATIVE OFFICE  
Address : W-15 23rd F Tower 6789, Ayala Avenue 6789,Bel-Air, Makati City 1227, Philippines  
Established : August 2013  
Employees : 5

Source: 2016 data from the basic economic indicators on the JETRO website (as of end of December 2017)  
Some information is based on our research

# Basic Information of Each Country/Region (2)

## -Outline of Each Country/Region NEXTY Electronics Operate-



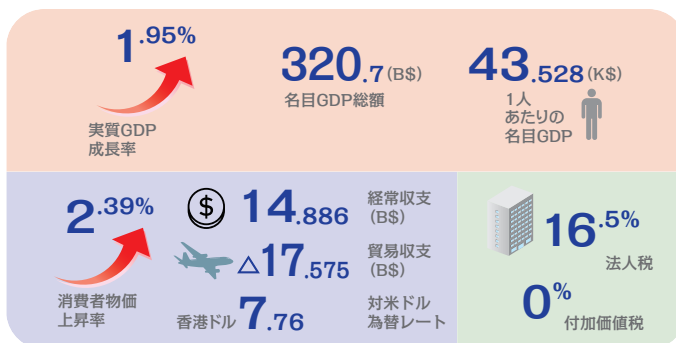
Acreage: 1,104.4km<sup>2</sup>  
(Approx. Half the size of Tokyo)



Population: 7.37 million  
2016 Hong Kong Census and Statistics Department

### Hong Kong

- Language: Chinese and English
- Religion: Buddhism, Taoism, and Christianity



### Topics

- Hong Kong started the operation of a **facial recognition system** for foreign national from abroad in the customs area at the Hong Kong International Airport in 2017

Company Name : TOYOTA TSUSHO NEXTY ELECTRONICS HONG KONG CO., LIMITED.  
Address : Room 2702, Block 1, 27/F, Admiralty Centre, 18 Harcourt Road, Hong Kong  
Capital : HKD 3,000,000  
Established : July 1995  
Employees : 33



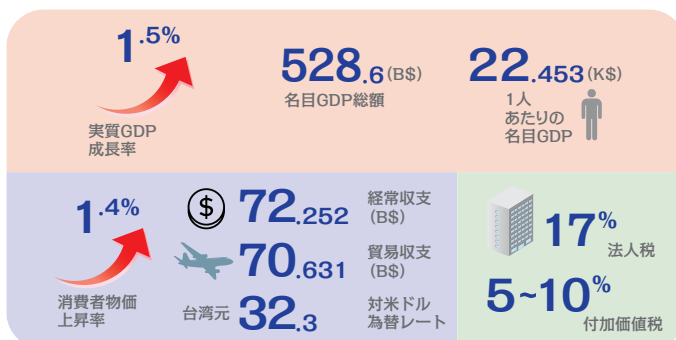
Acreage: 36,197km<sup>2</sup>  
(Approx. size of Kyushu)



Population: 23.54 million  
2016 National Statistics

### Taiwan

- Language: Chinese, Southern Min (Taiwanese), etc.
- Religion: Buddhism, Taoism, and Christianity



### Topics

- Taiwan is entering **Muslim markets** and strengthening relationships with ASEAN, Southern Asia, New Zealand, and Australia through export of IoT systems such as **smart medicine** and human resource exchanges as part of its New Southbound Policy

Company Name : TOYOTA TSUSHO NEXTY ELECTRONICS HONG KONG CO., LTD. TAIWAN BRANCH  
Address : 10F-2, No.577 Lin Shen North Road, Taipei, 10406  
Capital : New Taiwan Dollar 5,000,000  
Established : June 2003  
Employees : 7

※ The number of employees of the company is as of the end of November 2017



## -Hong Kong, Taiwan, Mainland China, and Vietnam-



Capital: Beijing

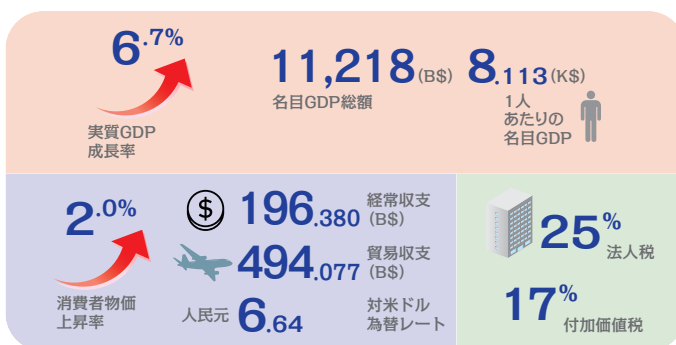
Acreage: 9.6 million km<sup>2</sup>  
(Approx. 25 times the size of Japan)



Population: 1,382.71 million  
2016 National Bureau of Statistics of China

### People's Republic of China

- Language: Chinese
- Religion: Buddhism, Islam, Christianity, etc.



#### Topics

- The Chinese government announced the "Fuel Economy Standards and NEV Mandate" in September 2017
- The country is seeing a 5 to 7% rise in labor costs

Company Name : TOYOTA TSUSHO NEXTY ELECTRONICS SHENZHEN CO., LTD.  
Address : Suite A03-04, 12th Floor Anlian Plaza, 4018 Jintian Road, Futian District, Shenzhen, P.R.C. 518026  
Shenzhen, P.R.C. 518026

Capital : USD 500,000

Established : May 2008

Employees : 39

Company Name : TOYOTA TSUSHO NEXTY ELECTRONICS SHANGHAI CO., LTD.  
Address : 2nd Floor Wheelock Square, 1717 Nanjing Road West, JingAn Dist., Shanghai, P.R.C. 200040

Capital : USD 3,000,000

Established : May 2005

Employees : 30

Company Name : TOYOTA TSUSHO NEXTY ELECTRONICS (DALIAN) CO., LTD.  
Address : No.4, #03, 04, 4F, No7, Hui Xian Yuan, Hi-tech Industrial Zone, Dalian, 116025 China

Capital : JPY 195,000,000

Established : November 2008

Employees : 167

### Socialist Republic of Vietnam

- Language: Vietnamese and other minority languages
- Religion: Buddhism, Catholicism, Caodaism, Hoahaoism, etc.

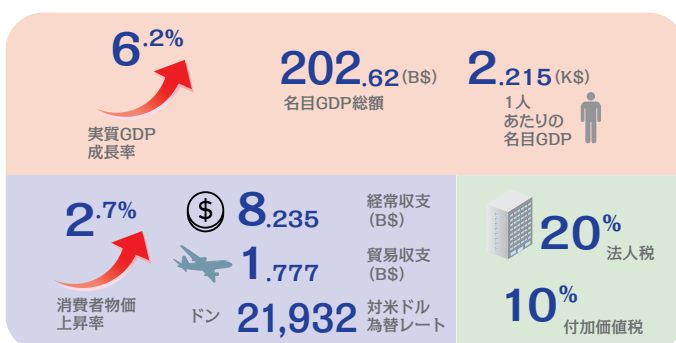


Capital: Hanoi

Acreage: 331,690km<sup>2</sup>  
(Approx. 0.88 times the size of Japan)



Population: 92.70 million  
2016 General Statistics Office of Vietnam



#### Topics

- Vietnam has changed the import vehicle tariff from 30% to 0% in accordance with a mutual agreement of the Association of South East Asia Nations (ASEAN)
- Diplomatic relations was established between Japan and Vietnam 45 years ago as of 2018

Company Name : TOYOTA TSUSHO NEXTY ELECTRONICS HONG KONG CO., LTD. HANOI LIAISON OFFICE  
Address : Room 106, Business Center, Sun Red River Building 23 Phan Chu Trinh Street, Hoan Kiem District, Hanoi, Vietnam  
Established : April 2008  
Employees : 3

Source : 2016 data from the basic economic indicators on the JETRO website  
(as of the end of December 2017)  
Some information is based on our research.

# Basic Information of Each Country/Region (3)

## -Outline of Each Country/Region NEXTY Electronics Operate-



Capital: Berlin

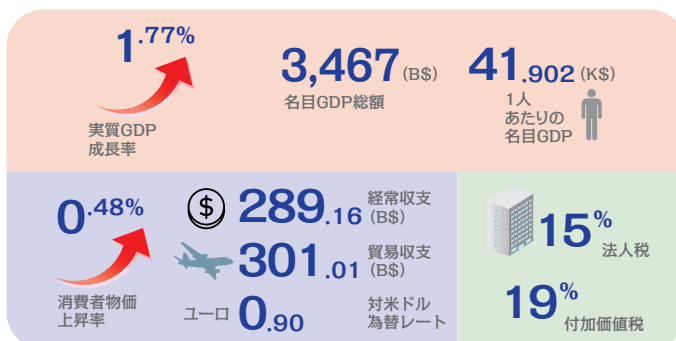
Acreage: 357,385km<sup>2</sup>  
(Approx. 0.95 times the size of Japan)



Population: 82.18 million  
2015 Federal Statistical Office of Germany

### Federal Republic of Germany

- Language: German
- Religion: Catholicism, Protestantism, and Judaism



#### Topics

- Germany is the largest trading partner of Japan in Europe
- The country has the highest GDP in all of Europe
- Germany has adopted legislation to prohibit diesel and gasoline vehicles by 2030

Company Name : TOYOTA TSUSHO NEXTY ELECTRONICS EUROPE GmbH  
Capital : EUR 161,000  
Established : January 2018  
Employees : Approx. 20

### Czech Republic

- Language: Czech
- Religion: Catholicism, Non-religious, Protestantism, etc.

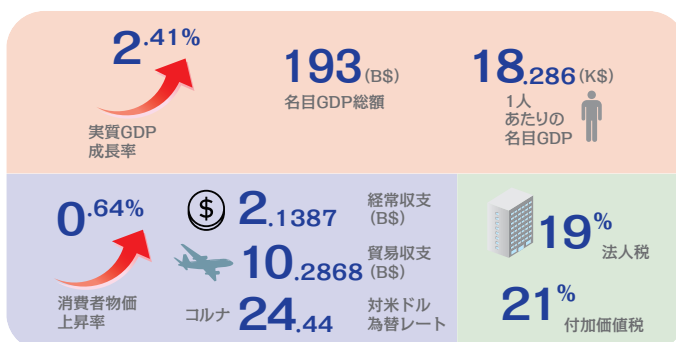


Capital: Prague

Acreage: 78,870km<sup>2</sup>  
(Approx. 0.21 times the size of Japan)



Population: 10.58 million  
2016 Czech Statistical Office



#### Topics

- The restoration of diplomatic relations was established between Japan and the Czech Republic 60 years ago as of 2017
- Major domestic automotive manufacturers have committed to the promotion of robotics in their factories

※Planned to be established in Prague in April 2018

### Spain

- Language: Spanish
- Religion: Catholicism

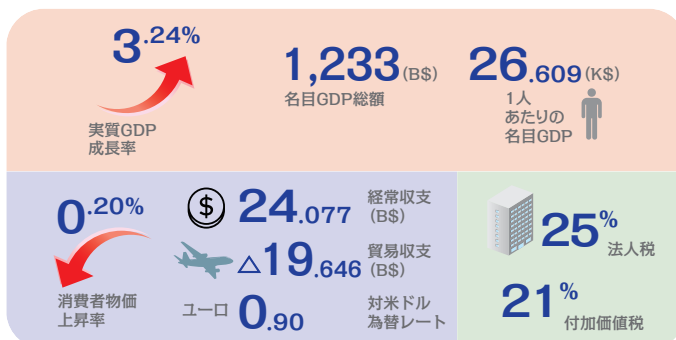


Capital: Madrid

Acreage: 505,968km<sup>2</sup>  
(Approx. 1.3 times the size of Japan)



Population: 46.47 million  
2016 Spanish National Institute of Statistics



#### Topics

- Spain has a 460 year history of favorable relationship with Japan
- Exports from Japan in terms of foreign trade have been **increasing** since 2012

※Planned to be established in Prague in April 2018

※ The number of employees of the company is as of the end of November 2017

## -Germany, Czech, Spain, United States, and Mexico-



Capital: Washington D.C.

Area: 9,833,517km<sup>2</sup>  
(Approx. 26 times the size of Japan)

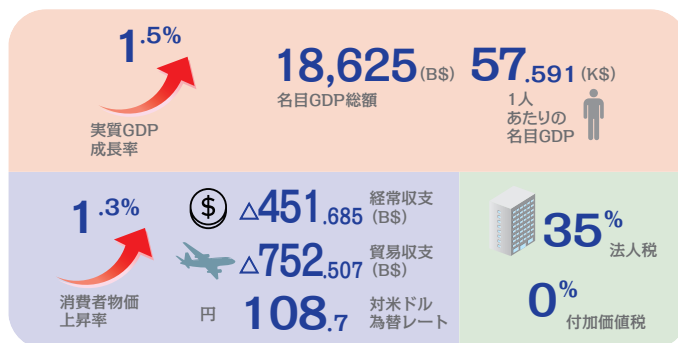


Population: 323.12 million  
2016 Estimates

### United States of America

■ Language: English

■ Religions: Protestantism, Roman Catholic, Judaism, etc.



#### ■ Topics

- The U.S. lowered its corporate tax rate from **35% to 21%**
- The country is impacted by the various influences of the political party in power (Mexican factory plans, stricter V2X extensions/visas, etc.)

🚩 Company Name : TOYOTA TSUSHO NEXTY ELECTRONICS AMERICA, INC.  
Address : 1798 Technology Drive Suite 210, San Jose, CA95110, U.S.A.  
Capital : USD 300,000  
Established : January 1996  
Employees : 6

### United Mexican States

■ Language: Spanish

■ Religion: Catholicism, etc.

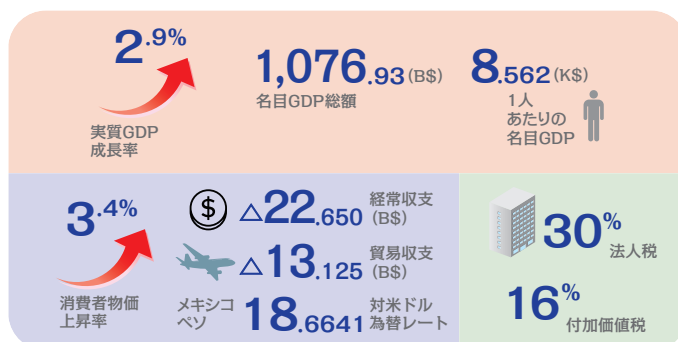


Capital: Mexico City

Area: 1,964,375km<sup>2</sup>  
(Approx. 5.2 times the size of Japan)



Population: 122.27 million  
2016 National Population Council (CONAPO)



#### ■ Topics

- Many automotive and automotive component manufacturers, etc. established new factories and sales companies in Mexico after the Japan-Mexico EPA was signed
- Increase in new and additional investments
- The minimum wage is roughly **90** dollars a month, which is the among the lowest in developing nations

🚩 Company Name : TOYOTA TSUSHO NEXTY ELECTRONICS MEXICO, S.A. DE C.V.  
Address : Calle Septima No. 300, Suite 1020, Parque Industrial Monterrey, Apodaca, NL, C.P. 66603, Mexico  
Capital : MXN 1,292,860  
Established : June 2014  
Employees : 11

Source : 2016 data from the basic economic indicators on the JETRO website (as of December 2017).  
Some information is based on our own research.

Contact: Corporate Planning Dept. TEL.03-5462-9666