Creating Value - Globally

NISSAN TRADING CO., LTD.
Company information
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Nissan Trading information

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"Creating Value - Globally" is our Vision at Nissan Trading.

Established as a wholly owned subsidiary of Nissan Motor Co., Ltd. in 1978, Nissan Trading has grown as an automaker's trading company in charge of supply chain management of automotive component parts, raw materials, steel, machinery and vehicles.

Along with the globalization of automotive industry, the importance of supply chains has been increasingly spotlighted. In this context, our mission is to generate a new business model to satisfy our customer's needs, providing the highest quality of supply chain management as well as value added services under our vision of "Creating Value - Globally".

In our mid-term business plan of "NITCO Innovation Challenge" kicked off in fiscal year 2011, we have strived for creation and proposal of attractive business solutions so as to support the global expansion of our customers' operations, and also for reinforcement of the global business infrastructure to underpin customer global activities. In addition to our global network in USA, Mexico, Europe, China, Thailand and South Korea, we have established our overseas basis in India, Indonesia, Brazil and the representative office in St. Petersburg, Russia in Dec, 2014.

The past Nissan Trading was reassessed in each function of group to provide our more attractive service to world-wide customers through the cooperation with this global network on April 1st 2015. The new Nissan Trading functions as the Global Headquarter in the group, including overseas subsidiaries. NITCO Business Solutions, a subsidiary of Nissan Trading, was reborn to Nissan Trading Japan, and handles and promotes the whole Japan business.

We, the Nissan Trading Group, will always pursue to be an innovate and dynamic company ourselves along with our client's growth in global stage, underpinned by each one of our 1,200-over employees client-oriented perspective and value added and attractive services.

Your continuous support and assistance to our business would be greatly appreciated.

Creating Value - Globally

Our company is dedicated to the growth of our customers by providing competitive Supply Chain Management(SCM) and value added services on a global basis. We will continue to develop an innovative and vital company that will expand in partnership with our valued customers and suppliers by focusing on our core values.

Core values

- To provide the highest standard of SCM solutions by consistently exceeding our customers expectations.
- To expand cost competitive trade and logistics by utilizing our worldwide network.
- To supply the best products and materials globally with the best value.
- To provide superior service for outsourced operations.

Guiding Principles:SUCCESS

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Corporate profile

Company Name: NISSAN TRADING CO., LTD.
Head Office: 91-1 Kawakami-cho, Totsuka-ku, Yokohama, Kanagawa 244-0805, Japan
Date of Establishment: April 1978
Paid-in Capital: ¥320 million
Board of Directors:
- Representative Director: Masashi Enomoto (CEO)
- Director: Akihiro Ishiwatari (COO)
- Auditor: Hiroshi Sasaoka
- Auditor: Tadaoki Terasawa
- Auditor: Kiyoaki Sawada
Board of Corporate Auditors:
- Auditor (Full Time): Hiroshi Sasaoka
- Auditor: Tadaoki Terasawa
- Auditor: Kiyoaki Sawada
Number of Employees: 1200 (As of March 31, 2014)
Bank References:
- Mizuho Bank, Ltd., Head Office
- The Bank of Tokyo-Mitsubishi UFJ, Ltd. Shimbashi Office
- Citibank Japan Ltd.
Certified Public Accountants: ERNST & YOUNG SHINNIHON LLC

Organization Chart

CEO
- Global Business Strategy & Planning Office
  - Automotive Components Division
  - Material Division
  - Machinery Division
  - Vehicle Division
- Global Business Administration Division
- SEOUL BRANCH
- BUSAN BRANCH
- Representative Office of Nissan Trading Co., Ltd. In St. Petersburg
- Global Internal Audit Office

COO
Nissan Trading Co., Ltd. was established as a wholly owned subsidiary of Nissan Motor Co., Ltd. in 1978 to import automotive components and raw materials. The Company has grown to be a major specialized trading operation in the Nissan Group, importing, exporting and distributing a wide range of automotive products, through a network of six domestic and 13 overseas offices.

The Company has an unparalleled understanding of market, economic and political trends in the countries where it trades. Since its establishment, the Company has significantly diversified activities and now handles the entire trading process from materials procurement to product delivery and follow-up services. Nissan Trading sees its role as a coordinator, matching client needs with the most appropriate products available anywhere in the world.

The Company constantly seeks attractive opportunities in a wide variety of markets in an effort to expand and diversify its business base.

Automotive Components Business

The more the global sourcing of automotive components progresses, the more important the logistics efficiency becomes. Since the company was established in 1978, we have been handling a lot of cases in import and export of Nissan Motor Co., Ltd. and its part suppliers purchasing components from overseas.

As we have acquired the expertise and know-how on global trade and logistics such as import to Japan, export abroad and trade between foreign countries of automotive components for trial, mass production and after-sales market, we are now providing both Nissan Group and the customers beyond the group with value-added SCM services with the maximum efficiency and with the most appropriate cost.

Our branches and affiliated companies spread worldwide have warehouses which store inventory of auto parts in order to drastically shorten the lead-time of logistics, as if the foreign parts were purchased domestically, and they have solutions that will fit customer’s various needs including emergency orders by utilizing their production control system and know-how as to how to supply the vehicle production lines with the minimum inventory.
In our machinery business, we focus on improving our domestic, export, import and intermediary trade to meet customer needs and increasing global demand, while continuing to strengthen our relationship with customers and partners.

Our business involves a wide range of categories, such as various kinds of machinery facility, tooling die, plant exportation, MRO (maintenance, repair & operations) parts, jig fixtures, pallets, cutting tools and various consumer goods for automotive distributors.

Our services consistently provide a high level of support, including planning support for all kinds of production, optimum purchase in the most suitable country, export & import, delivery & installation, full-turn key services up to the commencement of production and supply spare parts, etc.

We are continuously expanding to offer value added high quality solutions, such as planning, development and proposal with efficient logistics and IT tools, based on the high knowledge & know-how which were build and proven through our experiences in automotive industry while procuring the goods within the global network.
Established in 1981 with the aim of providing steel and steel products necessary for automotive production by Nissan Motor, we have started our steel business by delivering steel sheets to Nissan Motor’s Kyushu Plant and Nissan's component suppliers. Currently, our main steel operation is to supply steel sheets to all of Nissan’s domestic plants. At Kyushu area, we operate advanced SCM to support our customers through our logistics company. Our overseas business started in 1988 by exporting steel from Japan to Nissan Motor Manufacturing (UK). Nowadays, our operations cover many countries where Nissan has plants and we are serving these plants through imports, exports and third-country trading.

Through our wide variety of materials besides steel sheets, such as special steel alloy for engine components, steel bars, steel pipes, and aluminum sheet essential for light-weight cars, we have accumulated vast amount of expertise in materials procurements. We are also taking an important role to provide experimental steel materials for new development of cars.

Nissan Trading’s steel businesses will continue to grow and progress to meet rising demand from Nissan Motor’s global expansion.
Our business handles both Light and Precious Metals.

With our Light Metal operation, we strive to offer a steady supply of materials to customers, such as aluminum bullion for raw materials, aluminum alloy bullion, aluminum base metal, including aluminum scrap to Nissan Motor, aluminum component manufacturers and aluminum alloy manufacturers within our global network. In an increasingly demanding market, we offer more fuel-efficient automobiles with the help of miniaturization and improved reusability of aluminum. The Precious Metals operation also imports precious metals at an optimal price domestically and internationally, and then offers a steady supply of these materials, such as platinum, palladium and rhodium, in response to the growing demand for automobile catalysts brought upon legislation that continues to tighten vehicle emissions.

As the trend of "Producing Eco-Friendly Vehicles" continues to gain momentum worldwide, the role of our Precious Metals operation will continue to grow in importance.
The Vehicles Group began its operation in 1978 with the purpose of supporting Nissan Motor's export businesses. Based on our unique experience and expertise, we are now providing solution to the vehicles demand of the United Nations. At the same time, we are taking care of marketing and sales to certain individual countries in Asia, Oceania and Africa. For all these customers, our service is not limited to just selling cars, but providing marketing, logistic and financial solution as well.

Our function is unique but established as an integral part of Nissan Motor's overseas operation.

Direct Sales to Customers
We are the only direct contact point in Nissan Group to the international aid and relief organizations such as the United Nations, its agencies, and its programs. International organizations, governmental organizations, NGOs, JICA, and diplomats are also our esteemed customers.

For further details, please visit our direct sales website, designed exclusively for UN/GO/NGO/Expatriates. http://www.nissan-aid.com

Sales to Nissan Official Distributors
As a part of Nissan’s Marketing and Sales Division for General Overseas Market, we have taken on the responsibilities of marketing, production control and logistics for certain individual countries in Asia, Oceania and Africa.

Importing Prototype Vehicles and R&D Vehicles
We import prototype vehicles from Nissan’s production plants and R&D centers outside Japan for Nissan’s global R&D center. We also play the same role for importing vehicles of various brands for R&D purpose.

Exporting Vehicles from Nissan’s Global Production Sites
Our branches outside Japan, such as the Netherlands, the US, or Thailand are also taking the role of exporting brand new vehicles from Nissan’s production sites worldwide.
Since the company was established in 1979, it has been involved with the buying and selling of various fuels and lubricants for vessels.

In addition to the components that Nissan Trading currently supplies for vessels to various regions of the world, our company has expanded to supplying fuel and lubricants to the key industries that began with Nissan Motor, offering retail services such as gas cards, as well as importing and exporting various materials for automobiles.

Our company has also taken steps towards environmental conservation during automobile production by handling biomass fuel.

Materials such as coke and raw iron are sold to Nissan Motors, foundries and manufacturers of precious metals, etc.

In order to collectively increase the corporate awareness of environmental conservation and promote the importance of recycling, we reuse scrap generated from the manufacturing of automobiles and reuse precious metals that are extracted from production waste resulting from the manufacture of stainless steel.

As an international trading company, we aim to strengthen the cooperation between suppliers from various countries, provide a steady source of stable energy globally for the long-term, and respond to the demands of our customers worldwide.
We are able to handle a wide variety of products, whether it is chemicals, synthetic and mold resin, composite leather and fabrics, new materials and high-capacity resin. Through sales consultations and customized proposals, we tailor our business in order to meet the needs of our customers.

In addition to dealing with raw materials for resin components used in automobiles, such as general purpose resin, engineering plastic, coatings, adhesives and automotive chemicals, we also sell raw materials and seats, instrument panels, leather for door trims, and fabrics. The purchasing and selling of resin cast components, etc. is done globally.

In order to reinforce the trading function of our company, we are involved in resin colorization and the outsourcing of logistics alongside our existing business of buying and selling raw and prepared materials.

We have gained high marks both from our distributors and suppliers that manufacture the materials for both manufacturing functions and stock logistics. Not only do we focus on expanding domestically, but also on expanding into the global market.

We are strongly committed towards environmental conservation by recycling resin components, such as automobile bumpers, and associating our business operation with vendors that also recycle resin.

In recent years, we have expanded towards third-country trading with the aim of building a framework that will offer the best materials and prices globally in order to streamline the buying and selling of materials through global SCM, along with the manufacturing of products.