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# A Coordinator of Materials with Insight One Step Ahead

Corporate Profile





# We Support Your Business through Our Expertise in Materials

## Message from the President

We, the Sakai Trading Group, began in 1936 when the trading division of Sakai Chemical Industry split off and became independent. With insight one step ahead in diverse fields such as inorganic and organic chemical products, we strive to be a company that firmly supports our valued customers with our information and raw materials. Every one of our staff promises to bring enthusiasm and enjoyment to their work.



President  
**Koji Akamizu**

## Providing Information

We have extensive knowledge of products and customers' needs.

## Sakai Chemical Group

A Japanese corporate group founded in 1918. Has chemical and pharmaceutical manufacturers as subsidiaries.

## Global Network

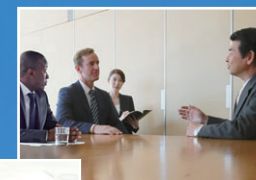
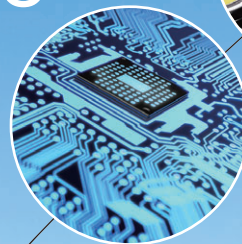
Our information and supply networks span across the globe.

30

countries and regions of  
our trading partners

2,000

trading partners



SAKAI TRADING CO., LTD.



## User Industries

Proposing and providing the most suitable materials for customers' needs.

Paint, ink, coating products  
Hygienic products  
Electronic components  
Catalyst related products  
Food products  
Advertising, signage

**We propose  
the most suitable materials  
by following the latest  
information regarding products  
and global industrial trends**

## Suppliers

Collecting information  
about materials  
from across the globe  
through our own network.

10

countries and regions  
where we are located

Japan, Asia, Europe,  
Middle East, Americas

10,000 products





Global Network 

# Global Capabilities to Support Our Strength in Collecting Information and Making Proposals

We can make proposals to meet a variety of needs through our network that spans the globe. Our overseas branches strive to collect the latest information every day. Sakai Trading is a hub for market information related to materials. That is why we can provide fresh and accurate information to users and suppliers all over the world.



## Our History of Global Development

Having split from Sakai Chemical Industry Co., Ltd. in 1936, Sakai Trading was founded to mainly export inorganic industrial chemical products. We turned our eyes to foreign markets early on by opening 4 offices in China including Shanghai before World War 2.

Although our Chinese offices were closed with the end of the war, we expanded our business to foreign markets again as soon as post-war reconstruction and economic growth began in Japan. Starting with our New York office in 1963, we now have offices in 10 cities around the world and always strive to obtain and analyze the latest market information.

**10**  
countries and regions  
where we are located

**30**  
countries and regions  
of our trading partners

## Case Study: Connecting North America and China

Our staff in New York received information about a catalyst manufacturer in North America looking for chemical compounds for a NOx removal catalyst. We managed to find a Chinese tungsten compound which meets their needs by collecting information from our offices overseas.

Our business is to find the most appropriate material from providers all over the world in order to meet our clients' needs.



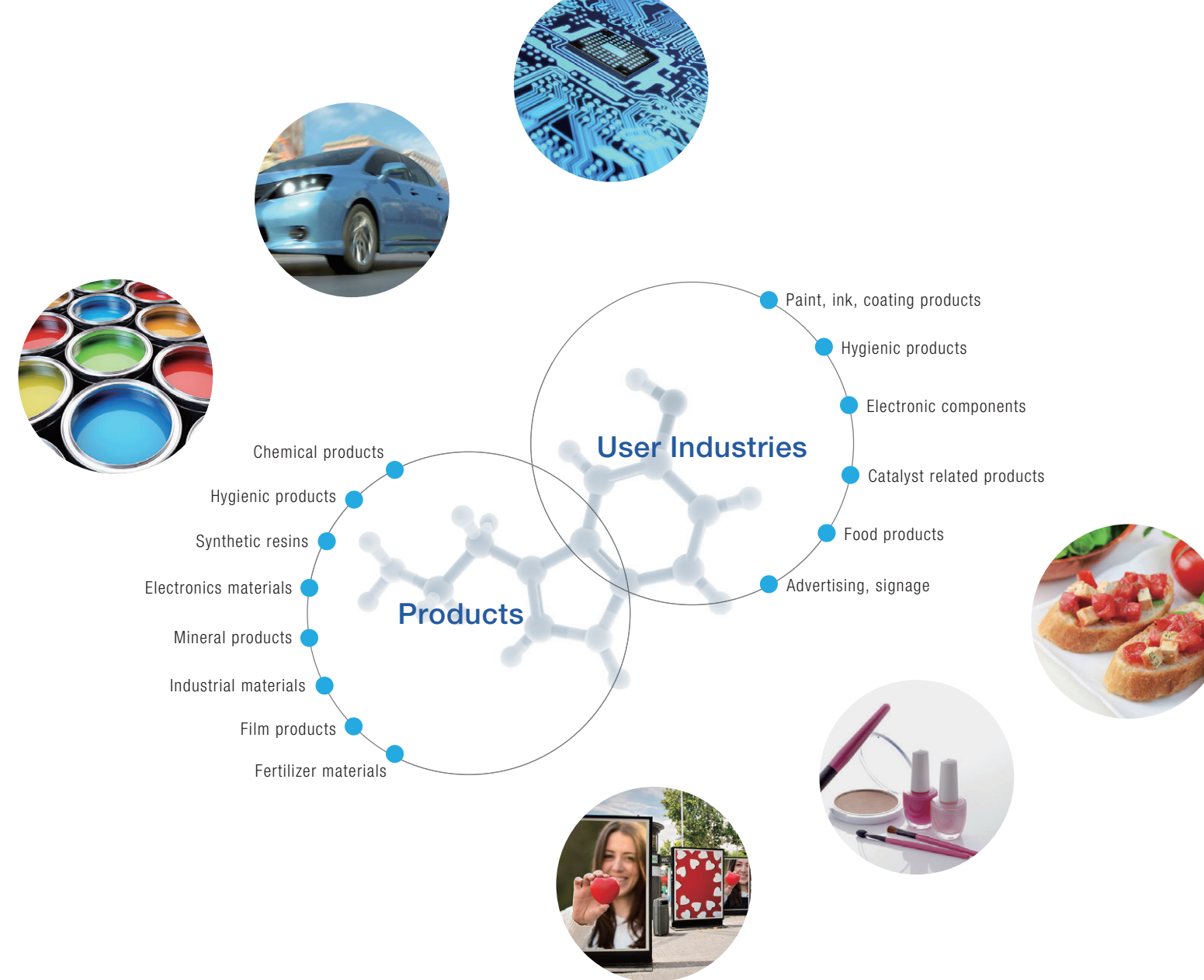




Providing Information 

# Contributing to Your Business with Accurate Data Analysis and Proposals

Our biggest strength is making the best proposals to both users and suppliers through our staff with extensive knowledge of materials and client's businesses. We provide precise information and make proposals to meet the needs of each user and supplier, using our flexibility and expertise which major corporations do not have.



## Information We Can Provide

"We need more suitable materials for our applications"  
"Are there any applications that can make use of our materials?"  
When issues such as these arise, please come to us.  
We will provide solutions that will guide your company to success.

### For suppliers

- New users
- New needs
- New applications

### For users

- New materials
- New suppliers
- New applications

2,000  
trading partners

10,000  
products

## Case Study: The Hygienic Products Market

The hygienic products market is continuously growing through technological innovation. To meet the needs of a market that requires new advanced properties, Sakai Trading strives to collect the latest information day-to-day in order to arrange and provide the most appropriate materials from our partner factories all over the world.

We are also experts in finding new markets for materials. For example, Super absorbent polymer used for disposable diapers, for this product, we found manufacturers in countries such as Israel and Turkey planning to improve the quality of their hygienic products. By introducing high-quality Japanese material to those manufacturers, we created new sales channels.

