



Be the **Right ONE**

Toyota Tsusho Corp. Group in Africa

August 27, 2016

Senior Managing Director
Chief Regional Officer for Pan-Africa
Takashi Hattori

Agenda

1. Company Profile & Our Activities and Vision for Africa
2. Our technical cooperation
 - Internal Programs
 - External Programs



Be the **Right ONE**

1. Company Profile & Our Activities and Vision for Africa

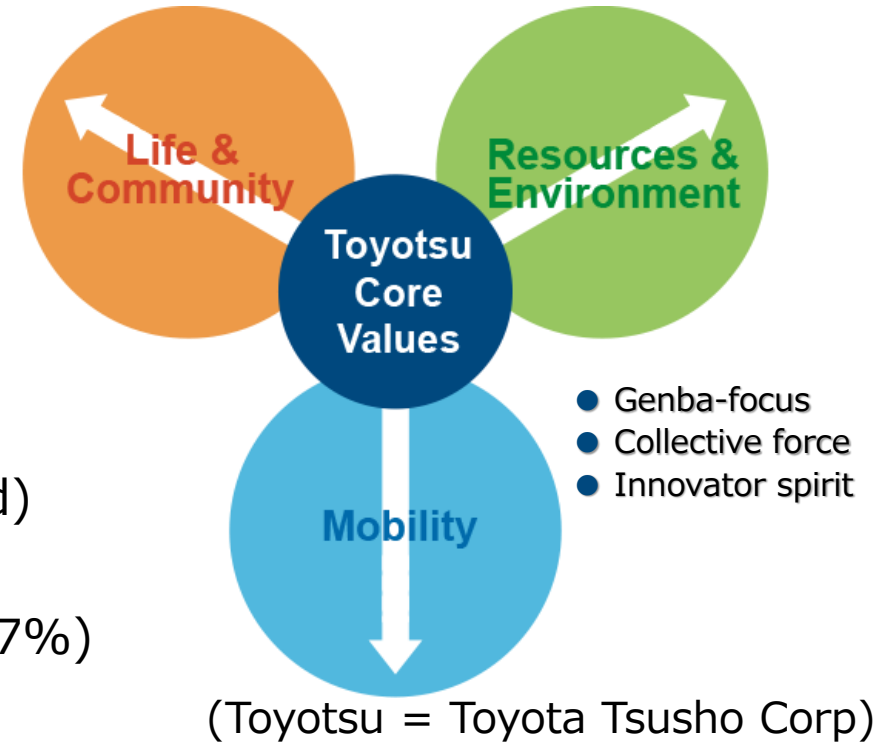


Be the **Right ONE**

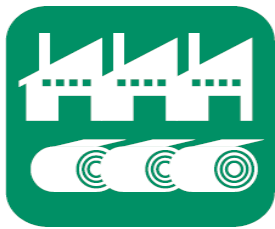
Company Profile and Lines of Business

Company Profile

Company Name: Toyota Tsusho Corporation
 Head Offices: Nagoya and Tokyo, Japan
 Established: July 1, 1948
 Subsidiaries: 143 Domestic
 848 Overseas
 Sales: 8,170 billion YEN (consolidated)
 Employees: 58,000 (consolidated)
 Main stockholder: Toyota Motor Corporation (21.7%)



Lines of Business



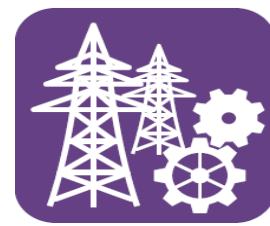
Metals



Global Parts & Logistics



Automotive



Machinery, Energy & Project

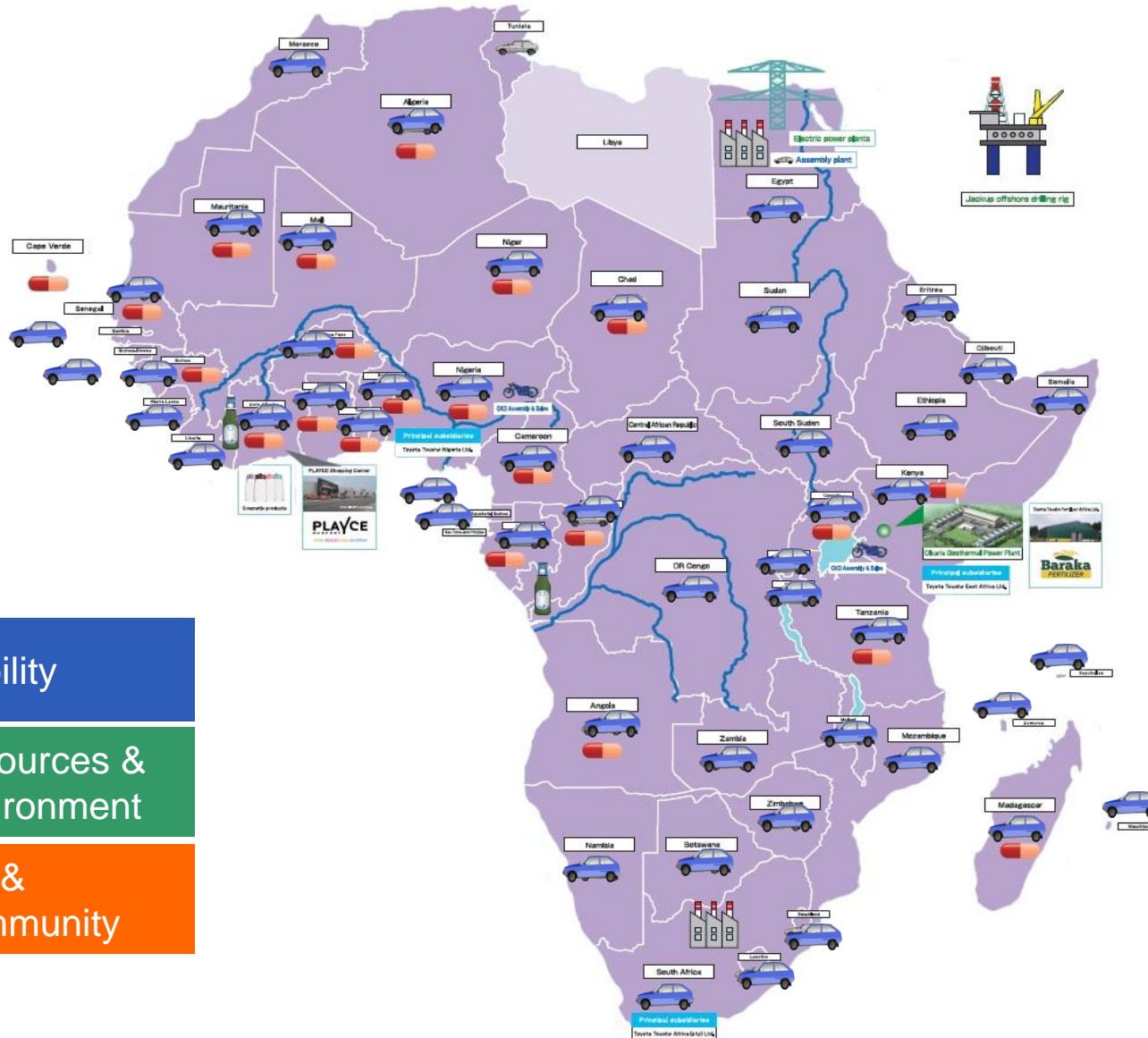


Chemicals & Electronics



Food & Consumer Services

Our activities in Africa



- ✓ Business Operations in 53 countries
- ✓ Subsidiaries: 145 companies
- ✓ # of Employee: 14,500

	Mobility
	Resources & Environment
	Life & Community



Our Vision for Africa

VISION

Aiming to be the leading company for African development

Business Creation

Mobility

Life &
Community

Resources &
Environment

HR
Development

Social
Contribution



Be the **Right ONE**

- 2. Our technical cooperation
 - Internal Programs
 - External Programs



Be the **Right ONE**

Summary of Our Technical Cooperation

#	Programs	Contribution to :		
		Production Enhancement	Human Resources Development	Technology Promotion
Internal Programs				
1	KAIZEN Activities: FMCG & Healthcare	○	○	○
2	Local Employment Creation in Retail Business		○	○
3	Africanization of Management		○	○
External Programs				
4	Technical Training	○	○	○
5	Agricultural Productivity Enhancement	○	○	○
6	Fostering Young Entrepreneur	○	○	○



Be the **Right ONE**

1) KAIZEN Activities: FMCG & Healthcare



TOYOTA's DNA



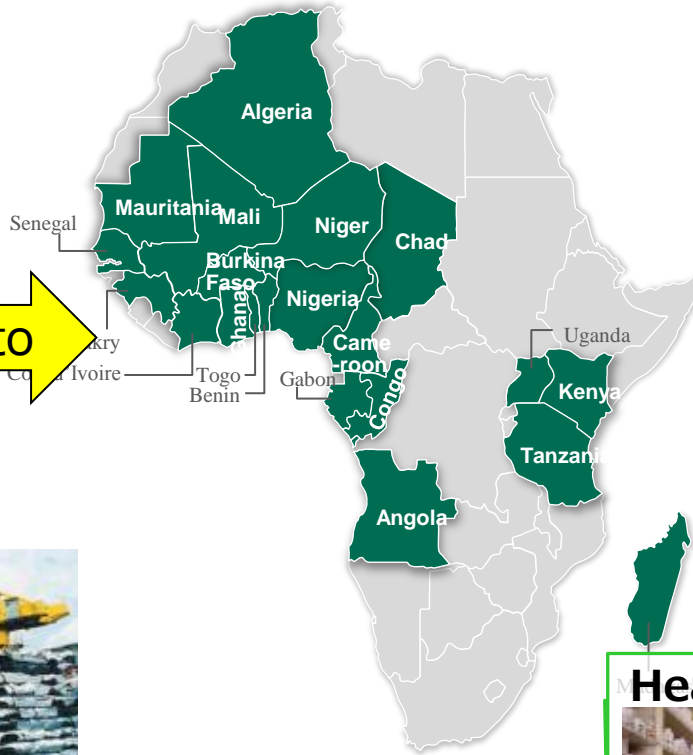
Manufacturing and distribution

Toyota Production System (= TPS)



KAIZEN

The Most-efficient production and logistics



Plastic products

BIC

Beer & soft drink

Heineken

Healthcare



CKD operations



Logistics (Milk-run Method)



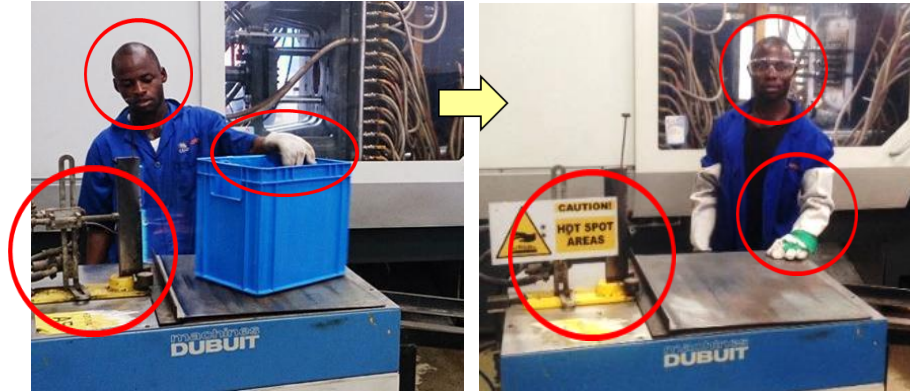
Recycling



Be the **Right ONE**

1) KAIZEN Activities: FMCG & Healthcare

Securing Safety:



KAIZEN activities on the ground (Y2015):
Total man-hour 1,008 h

Productivity Enhancement:





Be the **Right ONE**

2) Local Employment Creation in Retail Business



1st Shopping Mall in Abidjan
(Opened: Dec. 2015)



- ✓ Creation of 523 new jobs
- ✓ 60% are in their first job
- ✓ 48% are women
- ✓ 70% have no higher education
- ✓ 58% are under the age of 29
- ✓ Expansion plan: 80 malls in 8 countries by 2020



Be the **Right ONE**

3) Africanization of Management

HR Development & Active Promotion of Local Personnel

**Senior
Management**

- Global Rotation, MBO (BSC)
- Global Advanced Leadership Program

**Middle
Management**

- Regional Rotation, MBO (BSC)
- Leadership Development Program

Staff

- Intra-company Trainee Program
- Skill Training (e-learning)

Build management structure based on Africans to promote local HR

4) Technical Training for Government Officers



Technical training of Japanese petroleum exploration technology for government officers of Kenya, Uganda and South Sudan (total 56 participants, Yr. 2011 ~ 15)



Be the **Right ONE**

5) Agricultural Productivity Enhancement

Operation started in Eldoret, Kenya in August 2016

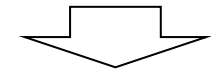


Without Baraka

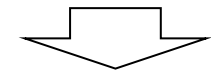


With Baraka

Customized fertilizers to every different soil



Training the farmers for their usage



Higher Yield

Provide Agricultural Solution to African Farmers



Be the **Right ONE**

6) Fostering Young Entrepreneur

a. Toyota Kenya Academy



b. Toyota Tsusho CSV Africa Pte. Ltd. (Corporate Venture Capital)



Programs for external people

- ① Entrepreneurs development
 - ② Agriculture as business
 - ③ Kaizen and PDCA
 - ④ Agricultural mechanization (by JICA)
 - ⑤ Young innovators in agribusiness (by US AID)
- ✓ Aim: To foster Venture Business in Africa
 - ✓ Mission: ① Job Creation
 - ② Greater Added Value Creation
 - ③ Social Issues Resolution
 - ✓ Total facility: USD15 million



Be the **Right ONE**

No.1

Automotive business network in Africa

We contribute to transport infrastructure and economic growth with our mobility business network that covers almost all countries

More than **20%** of electricity in Kenya

is generated by the geothermal power plants we installed
A stable supply of geothermal power contributes to industrial and economic growth

Supplying more than **5,000** medical facilities

we play an important role in African health care distributing over 25,000 products from 450 manufacturers

Agriculture employs **65%** of Kenya's workforce

Designed specifically for Kenyan crops and soil our new **Urea** fertilizer contributes to greater yields and agricultural development

With Africa, For Africa

For information about Toyota Tsusho
www.toyota-tsusho.com/english/



For information about CFAO
<http://www.cfaogroup.com/>