

Taiwan-Japan Collaboration and Focus Areas in Vietnam

20th Sep 2019

Mitsubishi Corporation (Vietnam)

1. Overview of Mitsubishi Corporation

- **Company:** Mitsubishi Corporation
- **Established:** 1954
- **President:** Mr. Takehiro Kakiuchi (President and CEO)
- **Revenue:** approx. 7,600 bil JPY (2018)



Corporate Philosophy – Three Corporate Principles



- ✓ **Corporate Responsibility to Society**
("Shoki Hoko")
- ✓ **Integrity and Fairness**
("Shoji Komei")
- ✓ **Global Understanding through Business**
("Ritsugyo Boeki")

1. Overview of MC: 10 Business Group



Natural Gas Group



Automotive & Mobility Group



Industrial Materials Group



Food Industry Group



Petroleum & Chemicals Group



Consumer Industry Group



Mineral Resources Group



Power Solution Group



Industrial Infrastructure Group



Urban Development Group

1. Overview of MC: Global Network

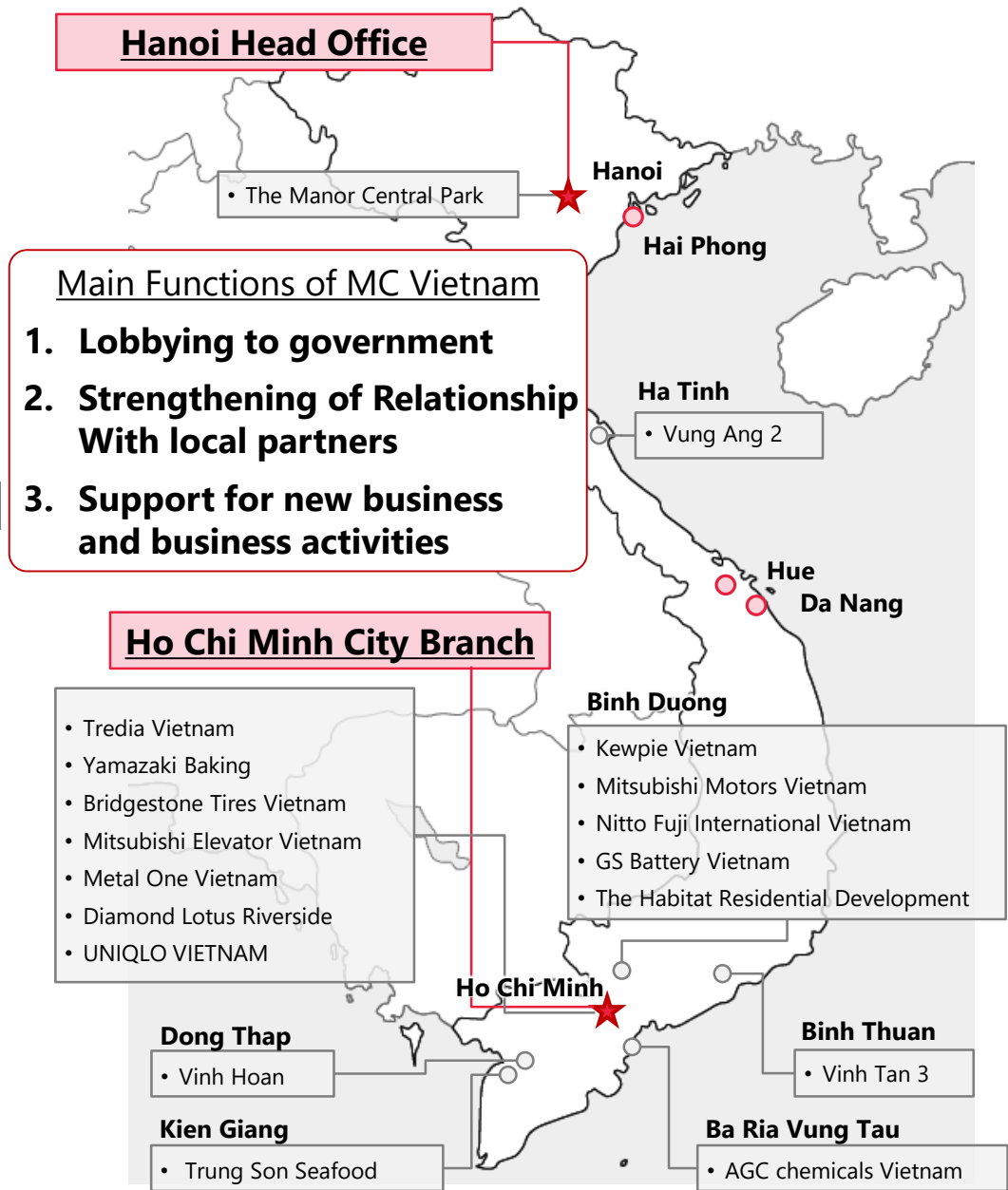


2. Overview of Mitsubishi Corporation (Vietnam): Current

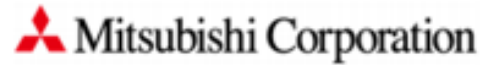
| History | |
|---------|--|
| 1916 | Establishing agency in Hai Phong |
| 1919 | Closing the agency in Hai Phong |
| 1940 | Establishing Hanoi, HCM branch, Hai Phong Agency |
| 1945 | Withdrawing from Vietnam |
| 1955 | Establishing Saigon Rep Office |
| 1979 | Closing Saigon Rep Office |
| 1991 | Establishing Hanoi, HCM Rep Office |
| 2016 | Incorporated from Representative Office |

| Current activities | |
|--------------------|--|
|--------------------|--|

| | |
|--|---|
| <p>[Power Plant]</p>  <p>Vung Ang 2, Vinh Tan 3 (BOT)</p> | <p>[Mobility]</p>  <p>Mitsubishi Motors Vietnam</p> |
| <p>[Infrastructure]</p>  <p>Long Thanh Airport, Hanoi Metro Line</p> | <p>[Machinery]</p>  <p>Mitsubishi Elevator Vietnam</p> |
| <p>[Township]</p>  <p>The Manor Central Park</p> | <p>[GS]</p>  <p>GS Battery Vietnam</p> |
| <p>[Trading: Metal]</p>  <p>Metal One</p> | <p>[Fish Processing]</p>  <p>Vinh Hoan</p> |



2. Overview of MC Vietnam: Corporate Network



Related Company in Vietnam



(Food manufacturing & sales)



(Food manufacturing & sales)



(Food manufacturing & sales)



(Seafood processing)



(Tire sales)



(Medical equipment wholesale)



(Automotive manufacturing & sales)



(Storage battery manufacturing & sales)

Planning expansion



(S.P.A.)



(Elevator sales & maintenance)



(Building materials & steel sales)



(CVS)

Vietnam Companies with Good Relationship



FPT Corporation:

- ✓ Vietnam No.1 IT company
- ✓ Revenue approx. 20 bil USD
- ✓ Develops retail business (over 500 stores)



An Phat:

- ✓ Petrochemical manufacturer
- ✓ Providing products for VinGroup
- ✓ Developing real estate and logistics business

Related Taiwanese Companies



Formosa Plastics®



2. Overview of MC Vietnam: Featured Areas

1. Infrastructure

- Power Plant (BOT/EPC)
- Airport, Urban transportation (incl. the Metro plan)
- Gas to Power



2. Accommodation of Middle Class

- Accommodation of "Real Demand" in Urban Area
 - Real Estate development
 - Retail sector



LAWSON

3. Basic Human Needs

- Medical and Healthcare
 - Core hospital expansion plan in provincial city (PPP model)



4. IT utilization

- Reinforce existing business
- Entry into new business fields (e.g. MaaS, Non-cash settlement)



I

Manufacturing

II

Pharmaceutical & Food processing

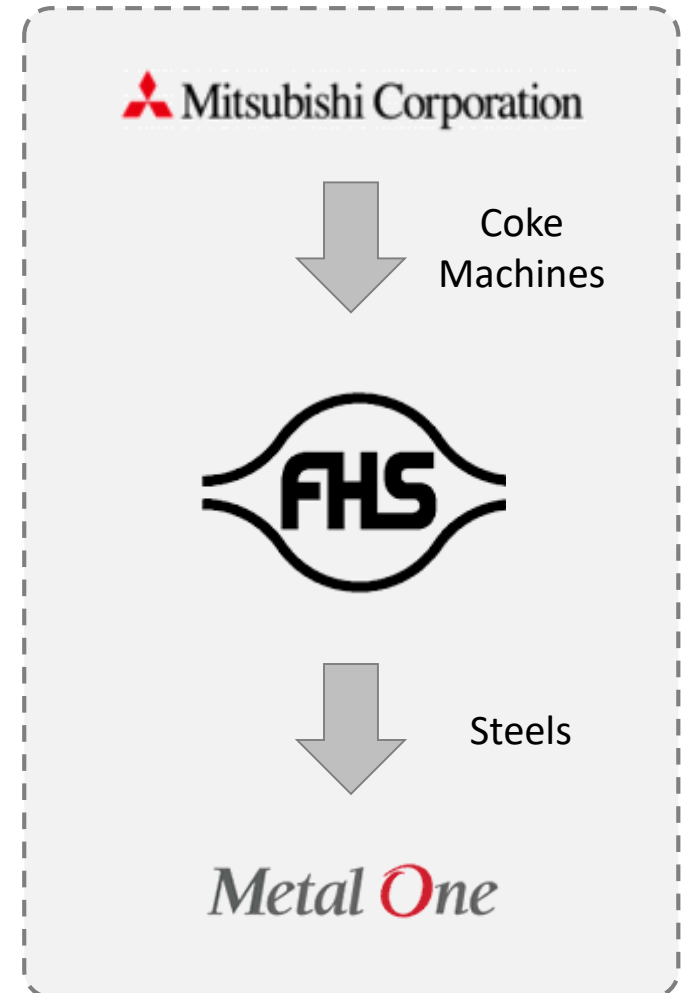
III

High-tech agriculture

2. Overview of MC Vietnam: Collaboration with Taiwanese

Formosa Ha Tinh Steel

- ✓ Primary Investor: Formosa Plastics Group of Taiwan
- ✓ Produces more than **7 million tons/year** of crude steel.



3. IT Utilization: ① AI Utilization



- ✓ Established FPT City in central Da Nang City, and gathered 4,000 engineers.
- ✓ Established AI Center in Qui Nhon, Binh Dinh Province, Central South



- ✓ Autonomous driving technology is under development
- ✓ Japanese companies (Yamaha Motor) are also involved in development

In-addition, there has a kit set of NVIDIA which has graphics chips to optimize the use of deep learning.

3. IT Utilization: ② MaaS (Mobility as a Service)





4. Medical and Healthcare: ① idsMED

idsMED has a wide network in Asia, and is currently supporting export of Taiwan-made medical devices to Vietnam

► Broad Coverage in Pacific Asia

✓ Operates in **8 countries** of Pacific Asia

Singapore, Taiwan, Vietnam, Indonesia, Malaysia, Thailand, Philippines, Hong Kong



✓ Extensive distribution network covering **10,000 various healthcare institutions** including top tier hospitals in each country

► Company Profile

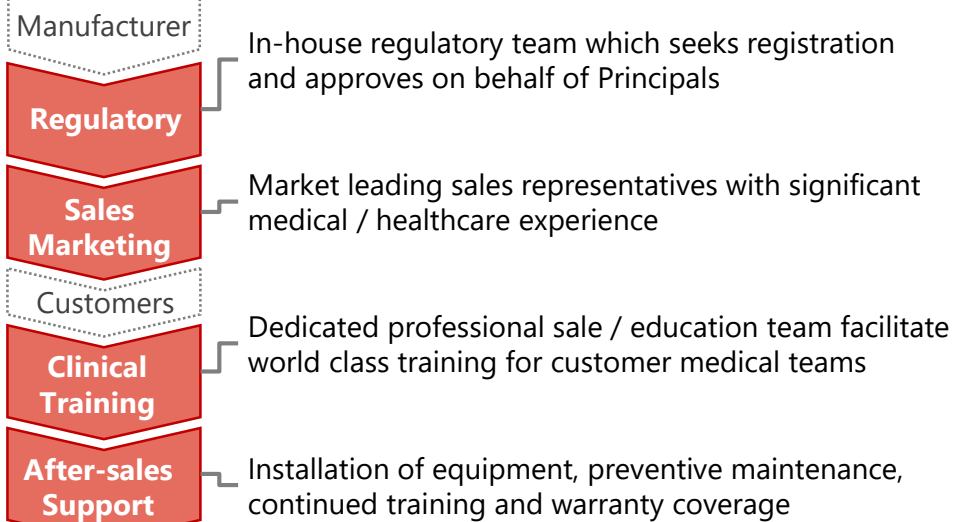
Name: IDS Medical Systems Group Ltd. (idsMED)

Establishment: 1950's

Remarks: Group company of the Fung Group, the largest multinational trading company in Hong Kong

► Integrated Medical Value Chain Service

Full service tailored solutions for Principals and Customers



4. Medical and Healthcare: ②idsMED's Main Customers

|  Intensive Care |  Surgical Workplace |  Diagnostics Imaging |  Medical Consumables |  Cardio Vascular | |
|---|---|---|---|---|---|
|      |     |    |    |     | |
|  Endoscopy |  Hospital Bed |  Healthcare Education |  Wound Care |  Infection Control |  O&G Peri-Natal |
|    |   |   |   |   |   |
|  Primary Care |  Physio & Rehab |  Dental |  Laboratory |  Aesthetic Care |  |
|    |   |   |   |    | |

5. Summary

IT Utilization (AI, MaaS)

- ✓ Demand for **electrical and electronic equipment and parts**, a strength area of Taiwanese companies, will grow steadily in Vietnam
- ✓ Vietnamese companies seek overseas expansion of their business with strong Government support. Taiwan and Japan are expected to **complement our technologies and products**, and provide it.

Healthcare (Medical Device)

- ✓ In Vietnam, where medical needs are high, the need for **medical equipment, parts and materials** is expected to increase steadily.
- ✓ Expected to provide products and services by **utilizing the medical technology and networks** of both Taiwan and Japan.

And also... Matching start-ups and young leaders in Vietnam, Taiwan and Japan to create new business

Seven Elements to Understand Vietnam

1. The world consisted of 恩(on / favor) and 緣(duyen / relationship)
2. Nothing is as precious as “independence” and “freedom” (by uncle Ho (Mr. Ho Chi Minh))
3. No report, no liaison, and no consultation (human relationship without “ho”“ren”“so”)
4. Always offensive, never get retreated
5. Nothing is decided at office
6. High pride with “show-off” mind that he or she looks always good
7. Vietnamese as super-realist

