

October 25, 2011  
Nippon Steel & Sumikin Coated Sheet Corporation  
Marubeni-Itochu Steel Incorporated

Establishment of Color Coated Steel Sheet Manufacturing Operations in Hanoi, Vietnam

Nippon Steel & Sumikin Coated Sheet Corp. (Headquarters: Chuo-Ku, Tokyo, Japan; CEO: Atsushi Takeda) and Marubeni-Itochu Steel Inc. (Headquarters: Chuo-Ku, Tokyo, Japan; CEO: Kenichiro Ushino) along with two local Vietnamese partners, Vietrust Technological Investment and Development Joint Stock Company (a.k.a. Tonmat) and Thanh Dat Steel Joint Stock Company, have formed a joint venture for the production of color coated steel sheets in Vietnam: Fujiton Color Coating Steel Joint Stock Company.

In light of the rapid economic growth being achieved in South East Asia, Vietnam has recently received increased amounts of ODA and private FDI from developed countries and is currently in the midst of major economic development. Moreover, pushing economic cooperation between the two countries, the Japanese government expects aggressive future expansion of Japanese companies into Vietnam.

Under these circumstances, the establishment of this new company and the location of it in the Hanoi Metropolitan Area (where there is increasing demand for residential roofing materials and a growing commercial construction industry due to the continued expansion of foreign companies) are particular fitting—especially for the production of color coated steel for construction. It is expected that demand for high-quality color coated steel sheets will inevitably increase over time. For the establishment of the new facility, Nippon Steel & Sumikin Coated Sheet Corp. will be undertaking its first overseas manufacturing project and moving its inactive color coated steel sheet production line from Nishi-Nihon Works Amagasaki to Vietnam. Nippon Steel & Sumikin Coated Sheet Corp. has a strong background in the development of high-tech manufacturing systems and will be able to supply high-quality color coated steel sheets.

Furthermore, the joint venture brings together the largest manufacturer of color coated steel sandwich panels used in construction applications (Tonmat) and one of the four largest wholesale companies in Northern Vietnam currently selling color coated steel sheets (Thanh Dat). The prowess of these two domestic companies in combination with the global steel procurement strength of Marubeni-Itochu Steel Inc. will allow the new venture to provide the market with a stable supply of construction use high-quality color coated steel sheets—and, it is expected that demand for such steel sheets will be created and expanded by the venture's market entrance (contributing to the further development of the Vietnamese economy).

1. Joint Venture Summary

Company Name: Fujiton Color Coating Steel Joint Stock Company  
Representative: Mr. Tran Van Son (Vietrust Chairman of B.O.M)  
Address: TS19/TS21 Street, Tien Son Industrial Zone, Dong Nguyen Ward  
Tien Du District, Bac Ninh Province, Hanoi, Vietnam

Required Capital: 8.7 Million US\$

Capital Structure: Tonmat	40.0%
Nippon Steel & Sumikin Coated Sheet Corp.	25.0%
Marubeni-Itochu Steel Inc.	25.0%
Thanh Dat	10.0%

## 2. Plant Summary

Address:	Tien Son Industrial Zone, Bac Ninh Province (near Hanoi)
Site Surface Area:	12,500 m <sup>2</sup>
Major Equipment:	Color coated steel sheet production line (1 line)
Production Capacity:	60,000 tons per year
Product Manufactured:	Color coated steel sheets
Total Investment:	9 Million US\$
Required Employees:	50 (approx.)
Groundbreaking Date:	October, 2011
Commercial Operations:	June, 2012 (tentative)

### <Reference>

#### [Vietrust (a.k.a. Tonmat) Company Profile]

1. Official title: Vietrust Technological Investment and Development Joint Stock Company (a.k.a. Tonmat)
2. Address: Headquarters: Hanoi; Panel factory: Bac Ninh Province (Tien Son Industrial Park), Da Nang
3. Industry: Sandwich panel manufacturing (mainly for residential roofing applications)
4. Representative: Mr. Tran Van Son (Chairman of B.O.M)
5. Features:
  - First company in Vietnam to begin producing sandwich panels
  - Northern Vietnam's largest manufacturer of sandwich panels
  - Retail distribution network of 900 companies north of Da Nang
  - "Tonmat" is the brand name of their sandwich panel product

#### [Thanh-Dat Company Profile]

1. Official title: Thanh Dat Steel Joint Stock Company
2. Address: Hanoi
3. Industry: Marketing and sale of steel products
4. Representative: Mr. Vuong Tien Thanh (Director)
5. Features:
  - Leading wholesaler of steel products in the Hanoi region

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