



Strengthening Our presence in Vietnam



As Vietnam's economy grows, we will capture demand for resources, energy and infrastructure.

Early Entry into Steadily Growing Vietnam

Many Asian countries are growing, but Vietnam's growth is particularly robust. In addition, demand for marine transport is expected to grow exceptionally. For MOL, this is a strategically important region.

In Vietnam, demand for energy and electricity is rapidly expanding. MOL has current opportunities to enter these markets, including imports of steaming coal for coal-fired power plant projects.



Yasushi Furukawa
Chief Country Representative of MOL Group

Moreover, we are expecting demand for LNG imports to increase in the future. In addition, while Vietnam currently exports crude oil, new refining facilities are now under construction. If the refining industry takes off, product tankers could be needed to export refined oil products and there may even be cases when they import crude oil. There is also plenty of room for the automotive market to grow, and vehicle imports will continue to grow steadily going forward. In Vietnam, MOL already has an established presence in containership services, terminals and tug boats as well as imports of vehicles on car carriers and exports of paper-making raw materials on wood chip carriers. Mitsui O.S.K. Kinkai, Ltd. handles transport of steel products. As Vietnam's economy continues to develop, we are eager to expand our business by leveraging the total power of the MOL Group.

The relationship between MOL and Vietnam goes back 120 years to 1896, when we shipped rice from Saigon to Japan. In 2006, we became the only Japanese shipping company authorized by the government to set up an independent Vietnamese sales agency, wholly owned by MOL. And by joining with powerful partners, we are making progress in the terminal and tug boat businesses. From an early stage, we have developed peripheral businesses to complement marine transport through these and other efforts.

Our Terminal Business Leverages Synergies with the Marine Transport Business



Container Terminal in Cai Mep

At Cai Mep Port in southern Vietnam, we operate a container terminal with a local partner. Large vessels can berth at this efficient terminal, which is a great boon to our customers.



A tugboat assists a containership in the port

We also have a well-established service where we transport loaded containers to Cai Mep from Cambodia using a river barge. Going forward, we also expect to use this terminal as a transshipment port, further increasing the number of calls by our containership service and enhancing synergistic effects with the marine transport business.

In addition, we are working to develop a container terminal at Lach Huyen Port aiming to open it in 2018. It will be the only port in the northern region of the country where large vessels can berth. Japanese manufacturing companies are lining up to make entry into the northern region, and we expect the importance of this region as an export base to increase going forward.

Logistics and Real Estate Businesses Lift Our Presence in Vietnam

MOL Logistics (Vietnam) Inc. is focusing on enhancing and expanding its transport services within Vietnam. Headquartered



Saigon Tower

in Ho Chi Minh City, the company develops a wide range of services, including marine and air transport, inland domestic transport, warehousing, and import customs clearance. It now has eight locations after adding locations in Hanoi and Haiphong. In 2013, the MOL Logistics established a local subsidiary in neighboring Cambodia and is working to meet cross-border logistics needs, further raising the profile of MOL in Southeast Asia.

In addition, our real estate business, Daibiru, acquired Saigon Tower in Ho Chi Minh City in 2012 and the CornerStone Building in Hanoi in 2014. With a comprehensive business model that handles everything from ownership to management, this business supports the MOL Group's firm profits.

Going forward, we will continue to bolster cooperation, leveraging the total power of the MOL Group to continue contributing to Vietnam's economic growth.