



Australia's growing role in the global economy is underscored by its deepening economic partnership with Japan.

As Prime Minister Anthony Albanese emphasized, this enduring relationship thrives on "friendship and trust," supporting a peaceful and prosperous Indo-Pacific.

This special report highlights key players such as Sumitomo, Toll Group, Daikin, Hitachi Construction Machinery, Mizuho Bank, H&H Lawyers and Fletcher International Exports, all driving the success of the "Future Made in Australia" initiative.

Other influential organizations, including Jurlique, Daiwa Capital Markets and Urban Renaissance Agency, are also featured.

Read the Prime Minister's official message and the full report at: sms-bridges.com/AU25
Visit: sms-bridges.com



For more than 130 years, Toll Group has been solving complex shipping, transport and supply chain challenges for customers, earning it a reputation as a global leader in customized solutions in the logistics industry.

"We move the businesses that move the world," said Alan Becham, managing director of Toll Group, encapsulating the company's mission to support its customers in delivering seamless service to their own.

Reflecting on founder Albert Toll's entrepreneurial foresight by renting a horse and cart overnight to transport goods and coal, this modest work and timely approach, as well as refined work ethics,



Alan Becham, Managing Director of Toll Group

Investing in a 'Future Made in Australia': Strengthening ties with Japan



Toll City in Singapore is a world-class facility that redefines warehousing solutions through leading-edge technology and innovation.

Toll Group celebrates 25 years in Asia, driving regional growth and innovation

helped Toll expand his business, earn capital and invest. That innovative foresight laid the foundation for our customer-first approach," Becham recalled. "Toll's founding values of innovation, hard work and customer commitment continue to define the company today."

Toll's evolution includes key milestones such as its 2000 expansion into Asia, starting with China and Thailand, and its 2015 acquisition by Japan Post, which reaffirmed its already established network in the Asia-Pacific. Today, Toll operates across 500 sites in 29 countries, with access to 150 more, through its vast forwarding network.

"We aim to build a pan-Asia network that connects the world, offering tailored solutions to sectors like retail, health care and technology," Becham said. In 2023, Toll celebrates 25 years of growth in Asia, underscoring its continued expansion and strengthened regional ties.

Toll's global approach is driven by its ability to leverage the strengths and capabilities it possesses across six industry verticals: retail, resources and industrial, government and defense, health care, technology, and food and wine. "Focusing on these industries allows us to deliver

tailored, more personalized and efficient solutions," Becham said.

"What differentiates us is our people. They are committed to going the extra mile for customers, ensuring not just seamless service, but also real solutions to complex supply chain problems," he emphasized. "We often say we're 'big enough to matter but small enough to care.'"

Sustainability is a priority for Toll, which has committed \$67 million to heavy electric vehicles in Australia and \$200 million to fleet upgrades, aligning with Japan Post's 2050 carbon neutrality targets. The company also focuses on reducing waste and investing in facility redesign to power its sites with renewable electricity.

Additionally, the \$20 million Innovation Center in Singapore will continue to drive modern solutions and products for the six core verticals. "Resilience, responsiveness and responsibility are the cornerstones of modern supply chains," Becham said.

As part of Japan Post's global network, Toll is poised to continue its journey as a supply chain leader, ensuring businesses worldwide can make their next big move. ■

www.tollgroup.com

Sumitomo: Shaping a sustainable future through investment

Sumitomo Australia Pty Ltd, a subsidiary of Sumitomo Corp., is undergoing a strategic transformation to align with global economic trends and Australia's evolving economic and geopolitical landscape.

Under Managing Director Cash Ishikawa, who took the helm in May 2020, the company is shifting its focus from traditional sectors to key areas such as energy transition, real estate and innovation.

"We've had to rethink our core businesses," Ishikawa shared, noting the shift from traditional energy investments, such as coal, toward sustainable solutions. "As global concerns over climate change intensify, it's become clear we must evolve. This transformation is vital to our long-term viability."

A key component of Sumitomo's future growth is hydrogen energy. Its hydrogen ecosystem project in Gladstone, Queensland, aims to harness solar power to produce



Cash Ishikawa, Managing Director of Sumitomo Australia Pty Ltd.

hydrogen for use in the manufacture of "green aluminum."

"Australia's natural resources and commitment to sustainability make it ideal for large-scale hydrogen projects," Ishikawa said. This initiative supports Sumitomo's sustainability goals and Australia's push toward net-zero emissions.

Sumitomo has also entered into a real estate partnership forming a 50/50 joint venture with Mirvac Ltd. to develop the Highforest Project, a luxury residential development in Sydney's West Pennant Hills. "We are leveraging Japan's industry strengths to capitalize on Australia's growing market," Ishikawa noted. "The country's projected population growth makes this an attractive investment."

Highlighting the strategic importance of Japan-Australia relations, Ishikawa underscores Japan's role in supporting Australia's industrial growth.

Sumitomo is also exporting Australian innovations in artificial intelligence and digital technologies to Japan to modernize systems there. "Australia has unique technology we want to bring to Japan," he said.

As Australia navigates a rapidly changing economy, Sumitomo is positioning itself as a pivotal force in shaping a sustainable and prosperous future. With a strategic focus on energy, real estate and innovative solutions, Sumitomo is set to contribute meaningfully to Australia's long-term development. ■

www.sumitomocorp.com



Hitachi Construction Machinery: Building Australia's future together

Hitachi Construction Machinery Australia has been a leader in Australia's construction and mining industries for 75 years, with over 30 years under full Japanese ownership. As part of the global Hitachi Construction Machinery group, HCA dominates the nation's large-scale mining excavator market.

"Hitachi is a pioneer in the hydraulic excavator space," said HCA Managing Director Ray Kitic. "In addition to construction products, our mining excavators have led the market for over



Ray Kitic, Managing Director of Hitachi Construction Machinery Australia



Hitachi Construction Machinery Australia continues to build on 75 years as a leader in construction and mining.

a decade, and sales of our rigid dump trucks are growing rapidly."

HCA's growth is driven by innovative products, reliable solutions and a strong support network.

"Hitachi is synonymous with Australian mining," Kitic noted. "We've delivered 50% more large-scale mining excavators than our closest competitor over the past decade, with 40% of Australia's mining excavators being Hitachi." This success is attributed to both exceptional products and the dedication and

capability of HCA's skilled team, earning the company an industry-leading reputation.

With 23 locations across Australia and over 2,500 employees, HCA boasts a significant footprint.

"HCA has forged partnerships that have spanned decades with key mining and construction customers," Kitic added. These partnerships, including collaborations with other Japanese companies, leverage the strength of Japanese business principles like integrity and long-term loyalty.

Looking ahead, HCA is focused on advancing technology and expanding its offerings through collaborations with sister companies such as Bradken, H-E Parts International and Wenco to deliver tailored, efficient solutions.

HCA is also committed to a sustainable future through its environmental, social and governance initiatives. "We're enhancing our focus on decarbonization, both in our operations and the equipment we offer," Kitic said. "We provide diverse pathways to decarbonization, including battery-electric models and up to 15% reduced fuel consumption in a number of our latest products, thanks to rigorous R&D."

With a focus on innovation, collaboration and sustainability, HCA is helping shape a brighter future for Australia's construction and mining sectors. ■

<https://hitachicm.com.au/>



H&H Lawyers: Bridging business borders in the Asia-Pacific

Founded in 1996, H&H Lawyers has grown from a boutique practice into a national firm known for its expertise in cross-border transactions, particularly with corporate clients from Japan, South Korea and China — Australia's top trading partners.

"By 2020, we became a national firm, reflecting our commitment to growth and excellence," said partner Yukio Hayashi, a leading Australian Japanese-speaking lawyer specializing in commercial and corporate law.

"Our success is driven by attracting talented lawyers who strengthened our core, enabling us to deliver high-quality work across industries such as manufacturing, pharmaceuticals, logistics, renewables, media, banking, insurance and education," Hayashi added.

The firm's strength lies in its multicultural team and regional networks across Asia. Tin-Lok Shea, a partner in taxation and mergers and acquisitions, said the firm often wins praise for its client-centric approach.

"We bridge cultural gaps and deliver tailored solutions that align with both Australian and home-country norms," Shea said. With deep local ties and a global reach, H&H Lawyers offers personalized service across sectors like tech, manufacturing



Yukio Hayashi, Partner at H&H Lawyers



Tin-Lok Shea, Partner at H&H Lawyers

an Australian firm for product development and guided a global restaurant franchisor through the details of the process in Melbourne and Sydney.

Trusted by multinational corporations and government bodies, the firm handles complex challenges that include regulatory approvals and navigating Australia's employee-friendly laws.

Looking ahead, H&H Lawyers aims to expand its expertise in emerging industries and enhance cross-border networks.

"We're committed to evolving with the market to provide tailored solutions that help our clients thrive," Hayashi said. By embracing technology and fostering collaboration, the firm will continue driving growth for its clients. ■

www.hllaw.com.au



Daikin Australia's commitment to local society and sustainability

For over 55 years, Daikin Australia has been a trusted leader in air conditioning, delivering energy-efficient solutions tailored to Australian homes and businesses. Under Managing Director Hideaki Furihata, the company invests in local production, technology and partnerships, ensuring long-term growth and sustainability.

"We focus on our long-term commitment to local society," Furihata explained. "Involving our partners, especially certified dealers, is key to supporting our efforts." This philosophy underpins Daikin's success and its ability to meet Australia's unique needs.

Local production has been central to Daikin's operations since 1982, when it began manufacturing duct-type indoor units for Australian homes. In 1997, Daikin pioneered the introduction of highly energy-efficient



Hideaki Furihata, Managing Director of Daikin Australia



Daikin Australia's state-of-the-art manufacturing facility in Sydney continues to expand to drive advances in energy efficiency and in-home comfort.

inverter technology to the Australian market — a transformative innovation that has since become the standard, with nearly 100% of products in the market now utilizing inverters.

In 2004, Daikin established a local research and development department, which has since evolved into a cutting-edge center. This facility enables rapid responses to market demands and the development of Australia-specific solutions. Recent expansions to Daikin Park, an integrated logistics, sales, service and trade center, further support local customers. Starting in New South Wales in 2018, the system spans Queensland, Victoria, South Australia and soon Western Australia, enhancing operational efficiency and promoting local employment.

The new Sydney manufacturing facility will strengthen Daikin's ability to deliver energy-efficient, tailored products, including commercial air conditioning solutions. Proudly holding Australian Made certification,

Daikin's locally produced products reflect its commitment to quality and sustainability, inspiring confidence among its 500 certified dealers who ensure comprehensive service for end users.

Furihata also emphasized Daikin's dedication to sustainability, advocating for high-efficiency heat pumps and refrigerants with low global warming potential that support Australia's environmental goals, including the phase-out of gas infrastructure.

With decades of expertise and a strong local presence, Daikin continues to enhance comfort and sustainability, building a legacy in Australia. ■

www.daikin.com.au



Forging a future together

Japan and Australia have enjoyed a strong economic partnership, supported by mutual trade in vital resources and industrial goods. According to Ambassador Kazuhiro Suzuki, "Many years of complementary relations have formed a close economic partnership between Japan and Australia, underpinned by Australia's exports of vital energy and natural resources to Japan, and Japan's exports of industrial goods to Australia along with investment in key sectors such as infrastructure."

The ambassador highlighted Australia's "Future Made in Australia" policy, which focuses on making the country a renewable-energy superpower and advancing domestic manufacturing. "Japan is anticipating further cooperation

with Australia toward realizing global net zero through efforts of transition," Suzuki said.

He also emphasized growing collaboration in the security and defense sectors, particularly a pending deal for the Royal Australian Navy to adopt Japan's upgraded Mogami-class frigate, which may strengthen bilateral relations. Furthermore, Suzuki encouraged support for the upcoming Osaka Expo, where Australia's participation will further economic and business partnerships.

"As ambassador of Japan to Australia, I am committed to ensuring that the Japan-Australia partnership continues to deepen throughout this year at various levels," he said. ■

Read the ambassador's full message on: sms-bridges.com/AU25-amb



Kazuhiro Suzuki, Japanese Ambassador to Australia

Fletcher International Exports: Leading the flock

As one of Australia's most integrated processors and exporters of lamb and sheep meat products, Fletcher International Exports Pty Ltd. has established itself as a global leader through its unwavering commitment to quality, sustainability and innovation.

"We proudly stand as a global leader in premium sheep meat production, trusted by partners worldwide for our commitment to excellence," said Melissa Fletcher, chief executive officer of Fletcher International Exports. "For us, Japan represents more than a market; it is a culture we deeply respect and a community we are privileged to serve."

Operating advanced processing facilities in Dubbo, New South Wales, and Albany, Western Australia, the company processes over 4.5 million sheep and lambs annually. These facilities produce premium lamb and sheep meat, as well as a range of coproducts, including wool and sheep skins. "From farm to



Fletcher International, known for its meat products, now exports cotton, grains and pulses, thanks to a state-of-the-art grain-handling and export facility.



Melissa Fletcher, CEO of Fletcher International Exports

finished product, our integrated systems and rigorous quality assurance measures ensure that every item bearing the Fletcher name meets the highest standards of quality, safety and integrity," Fletcher added.

Guided by a philosophy of sustainability, the company maximizes the use of each animal, integrating value-adding processes to create products that meet global demands.

In addition to meat products, Fletcher International has expanded into exporting cotton, grains and pulses, leveraging a state-of-the-art grain-handling and export facility. "Fletcher International Exports has a proud and enduring history of supporting the Japanese market with premium lamb and sheep meat products. For decades, we have worked closely with Japanese importers and distributors, building long-term relationships founded on trust, quality and a deep understanding of the unique needs of Japanese consumers," Fletcher said.

"Our commitment to the Japanese market goes beyond simply providing products; we

strive to offer tailored solutions that resonate with Japan's rich culinary heritage," Fletcher noted. "Our products are perfectly suited for iconic Japanese dishes such as Genghis Khan, balancing flavor, tenderness and versatility."

Looking to the future, Fletcher International Exports remains committed to leading in sustainability and innovation, continuing to meet evolving market demands with high-quality Australian products. ■

www.fletcherint.com.au



Mizuho Bank continues strong growth and deep commitment to a greener Australia

Mizuho Bank has committed to further strong growth and contributions to sustainability across key sectors by continually playing a vital role in driving infrastructure projects and fostering corporate relationships in Australia.

This has been supplemented by actively utilizing the financial group's ¥100 trillion commitment to sustainable finance origination and direct equity investments in Australia.

"We've had the privilege of supporting critical projects that have shaped Australia's economic landscape while advancing sustainability goals," said Ryo Kamisaku, general manager of Mizuho Bank's Sydney branch. "Our partnerships with local and global stakeholders, especially in renewable energy, underscore our commitment to reducing carbon emissions and fostering innovation in the region."

Central to Mizuho Bank's success in Australia is its corporate and investment banking model, which seamlessly integrates corporate products and services with investment banking expertise. This approach allows Mizuho Bank to act as a trusted advisor, providing holistic solutions to Australian and Japanese businesses navigating complex challenges. The acquisition of Greenhill & Co. has further



Ryo Kamisaku, General Manager of Mizuho Bank's Sydney branch

demonstrate its dedication to decarbonization and advancing renewable energy. Arranging and hosting initiatives like the Japan-Australia Decarbonisation Tech Showcase demonstrates that Mizuho Bank's role in sustainable finance innovation goes beyond traditional banking.

Looking ahead, Mizuho Bank plans to continue using its resources toward sustainable finance by leveraging its strength in advisory services, expanded offerings focused on environmental, social and governance issues, and deep client relationships to drive innovation for positive impact.

"We remain steadfast in our mission to create value for our clients, foster sustainable growth and contribute to a greener future," Kamisaku said. "This is not just a reflection of our past achievements, but also a commitment to the opportunities and challenges that lie ahead." ■

www.mizuhogroup.com

bolstered its capacity to deliver strategic advisory and financing services across a dynamic market.

Furthermore, the bank's partnerships with Australian sustainability leaders, such as MCI Carbon and Pollination,

