

A close-up photograph of a person's hand holding a blue mosquito net. The net is made of a fine, woven fabric and is held up, showing its texture and the way it catches light. The background is dark and out of focus.

# **Fighting Malaria Through Olyset® Net Business**

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General Mgr. Vector Control Div.  
Sumitomo Chemical  
September 6, 2011**

# Business Summary

**Founded** Sept. 22, 1913

**Consolidated subsidiaries**

**Approx. 180**

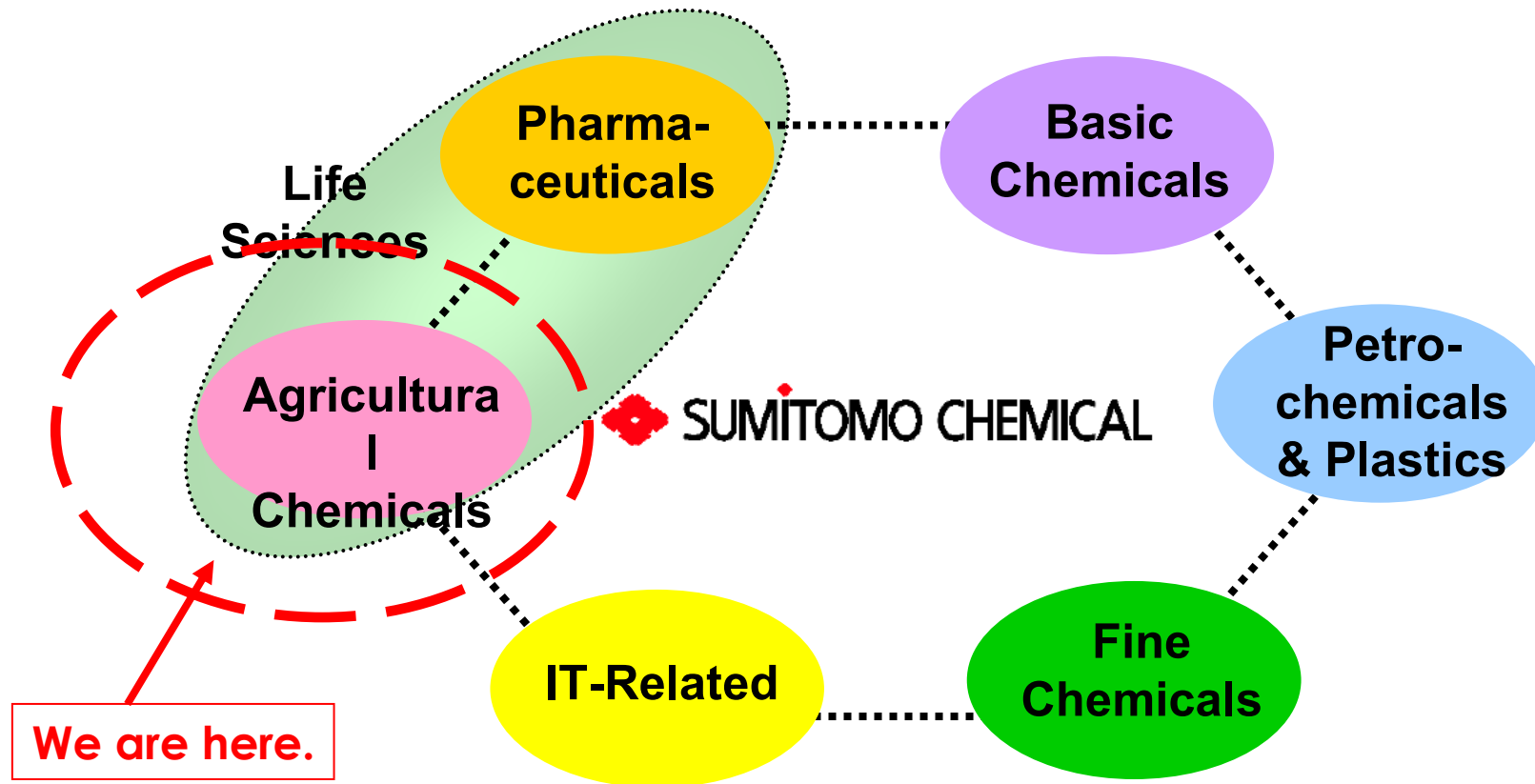
**Total Sales** 17.4 Billion US dollars

**Number of employees** 27,828



# Sumitomo Chemical Co., Ltd.

- Research driven, diversified, leading chemical manufacturer



# Agricultural Chemicals Sector

## Main Products

### Agrochemicals

We handle insecticides that are effective on a range of insects that cause damage to crops, trees, and pasture plants; herbicides for a variety of crops, including rice and soybeans; and fungicides to help prevent plant diseases and soil-borne infections. In order to respond to diverse needs with the spread of environmentally friendly agriculture, we supply a wide spectrum of products, including biological pesticides.



Various agrochemicals, including insecticides and herbicides

### Feed Additives

We manufacture and sell methionine, which is mainly used in chicken farming. Methionine is a type of essential amino acid that promotes the growth of animals fed with it.



DL-methionine and methionine hydroxy analog used as feed additives

### Products for Household Use

We manufacture and sell chemicals containing pyrethroid that are used in the manufacture of mosquito coils, electric mosquito-repellent mats, liquid mosquito repellents and aerosols, as well as chemicals used in insect repellents for clothes and insecticides for termite control



Household insecticides made using Sumitomo Chemical's products

### Products for Control of Infectious Diseases

We manufacture and sell our Olyset<sup>®</sup> Net, a mosquito net that helps protect people from the mosquitoes that carry malaria, and other infectious disease control products such as insecticides that kill mosquito larvae.



Olyset<sup>®</sup> Net



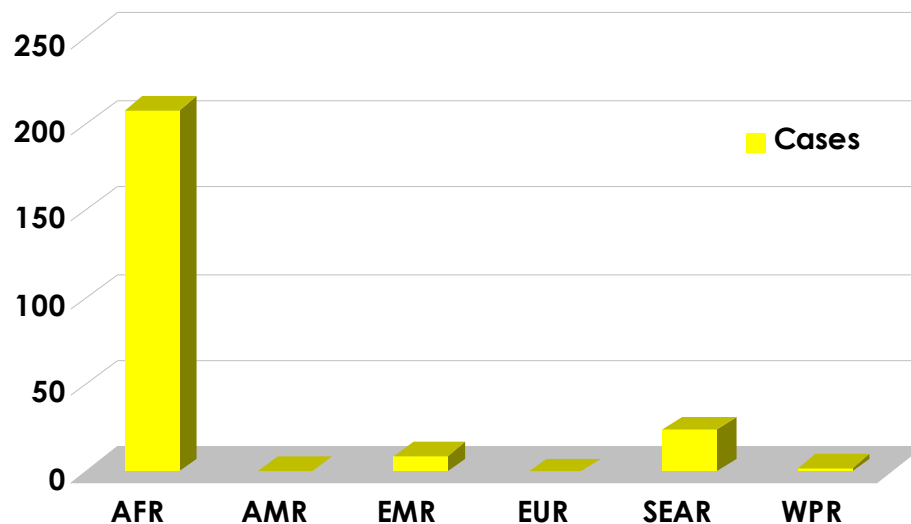
**Fighting Malaria Through  
Olyset<sup>®</sup> Net**

# Global Burden of Malaria

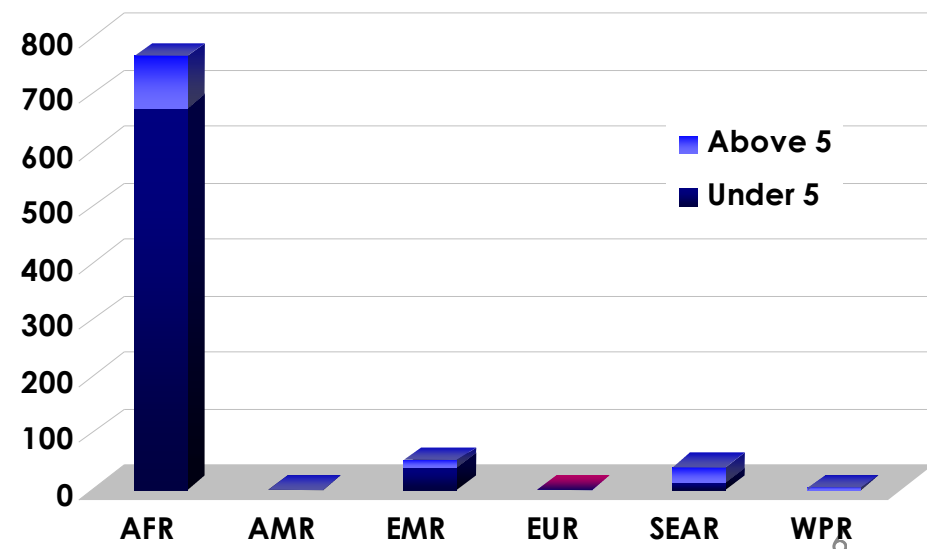
- In 2008, estimated 243 million cases (85% in Africa)
- More than one million death annually (3000 people a day)
- Kills an African child every 30 second



Estimated numbers of malaria cases (in millions)



Estimated Numbers of death (in thousands)



(Source: WHO, World Malaria Report 2009)

# Millennium Development Goals

- The world's time-bound and quantified targets responding to the world's main development challenges.
- 8 goals and 21 targets to be achieved by 2015
- Adopted by 189 nations during the UN Millennium Summit in September 2000



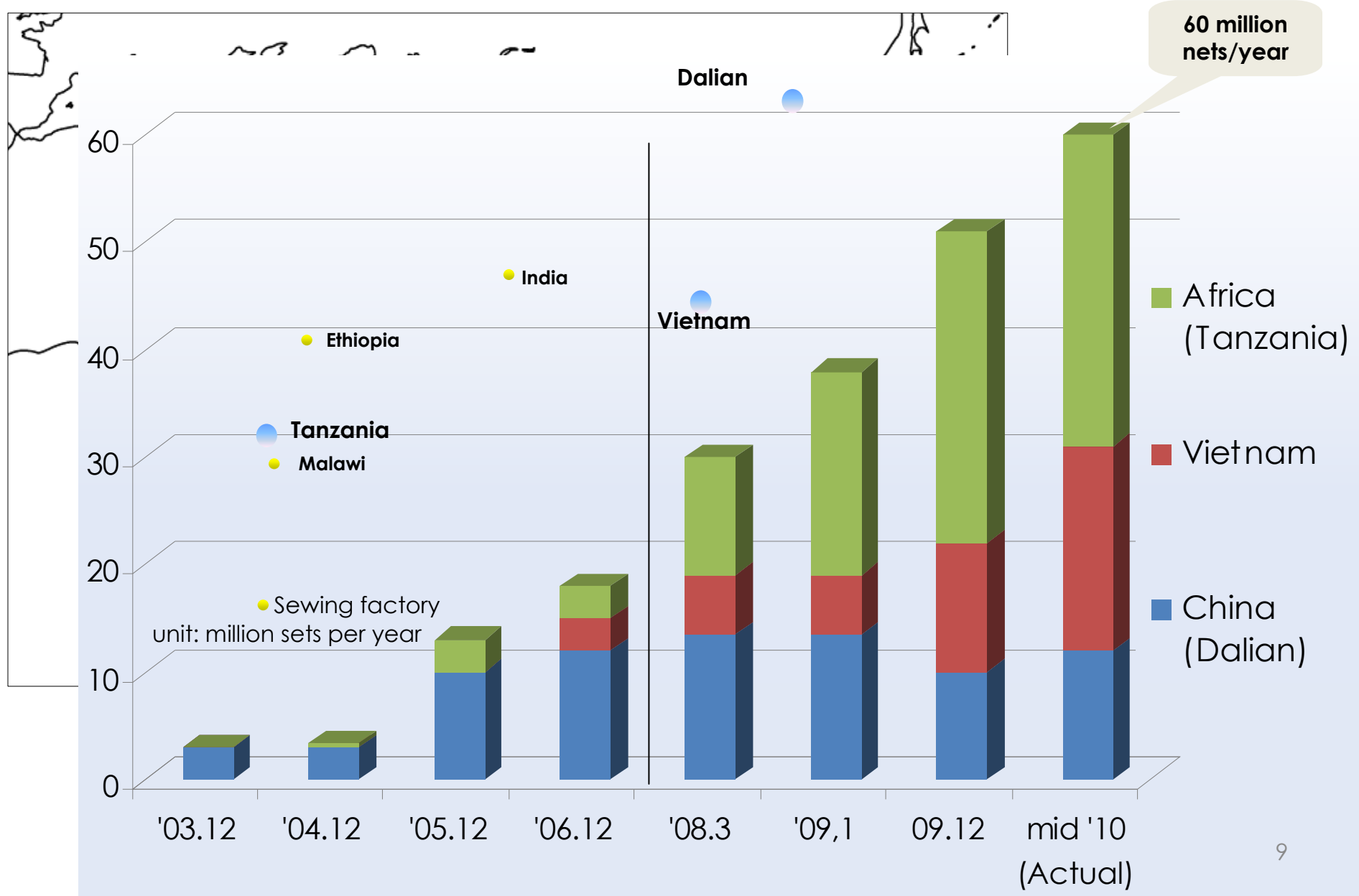
<b>Goal 1</b>	<b>Eradicate Extreme poverty and hunger</b>
<b>Goal 2</b>	<b>Achieve universal primary education</b>
<b>Goal 3</b>	<b>Promote gender equality and empower women</b>
<b>Goal 4</b>	<b>Reduce child mortality</b>
<b>Goal 5</b>	<b>Improve maternal health</b>
<b>Goal 6</b>	<b>Combat HIV/AIDS, malaria &amp; other diseases</b>
<b>Goal 7</b>	<b>Ensure environmental sustainability</b>
<b>Goal 8</b>	<b>Develop a global partnership for development</b>

# Key Features of Olyset® Net & USP (Unique Selling Points)

- ✓ Fiber made of Polyethylene (thick thread) => High Durability
- ✓ Wide Mesh size => High Ventilation
- ✓ Insecticide incorporated & Slow release technology => 5 years performance



# Production Capacity of Olyset<sup>®</sup> Net



# History in Tanzania

## First Stage as at the beginning

### ☆Public-Private Partnership – Collaboration with WHO, UNICEF, Acumen Fund

- provided Manufacturing technology of Olyset®Net as of free of charge to A to Z Textile Mills Ltd. (Arusha, Tanzania) in 2003
- Production start date: Sept. 2003 with 300K nets/Yr.
- Number of employees: Started with only 80 employees (Olyset business only)

## Second Stage

- Formed 50:50 Joint Venture with A to Z Textile Mills Ltd. and established Vector Health International Ltd. (Funded by JBIC, Japan Bank for International Cooperation)
- Production start date : Feb 2007 with 5.5 mil nets/yr
- Production capacity now: Approx. 14.4mil nets/yr
- Number of employees: More than 3,200 employees for our JV

<b>TOTAL</b>	<b><u>Current Status (as of November, 2010)</u></b>
<b>Production capacity</b>	<b>Approx. 30 mil nets as a total (Included AtoZ)</b>
<b>Number of employees</b>	<b>Approx. 7,000 employees (80% Female)</b>

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**Our business must benefit society,  
not just serve our own interests.**

 SUMITOMO CHEMICAL Co., Ltd.

Olyset®

**Olyset**®  
*Essential Veil of Safety*

