

April 30, 2014  
Sojitz Corporation

## **Sojitz to Expand Automobile Sales in the USA Shares of BMW and MINI Dealerships Acquired**

Sojitz Corporation, acting through Sojitz Corporation of America, acquired 100% of the issued shares of Import Motors, Inc., an authorized dealership of BMW and MINI brand automobiles located in Concord, California, USA.

Since its establishment in 1974, Import Motors has been a prominent dealership with a solid customer base built through sales of BMW brand automobiles. In 2004, Import Motors became an authorized dealership of MINI brand automobiles.

Sojitz acquired 100% of the management rights of Weatherford Motors, Inc., an authorized BMW brand automobile dealership, currently located in Berkeley, California, in 1987, and since then has accumulated extensive sales experience and management expertise. Import Motors is located near Weatherford Motors and was a competitor in some areas.

With the acquisition of the Import Motors shares, Sojitz has established a two-location business base in the San Francisco Bay area and will seek to increase management efficiency and expand sales and services. Premium brand cars account for a higher percentage of the market in the San Francisco Bay area than in other regions, and it is a promising market expected to grow even further in the future.

Based on its many years of experience with Weatherford, Sojitz will reinforce its retail business in the USA automobile market, which is expected to undergo continuous growth over the medium to long term, and will take advantage of future growth opportunities.



Map of California



Import Motors Dealerships

**Overview of Import Motors, Inc.**

Established: 1974  
Location: Concord, California, USA  
Representative: Luis Garcia  
No. of employees: Approximately 160  
Main business: Retail sale of the BMW and MINI brand automobiles  
2013 sales results: Approximately 2,500 vehicles

## **Overview of Weatherford Motors, Inc.**

Acquisition of management rights: 1987 (acquired by former Nissho Iwai Corporation)

Location: Berkeley, California, USA

Representative: Luis Garcia

No. of employees: Approximately 140

Main business: Retail sale of the BMW brand automobiles

2013 sales results: Approximately 2,000 vehicles

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