

May 17, 2023

Sojitz Corporation

Sojitz Enters Energy Conservation Business in Australia

– Realizing a Decarbonized Society through the Design and Construction of Energy Efficient Air Conditioning systems that Reduce CO2 Emissions –

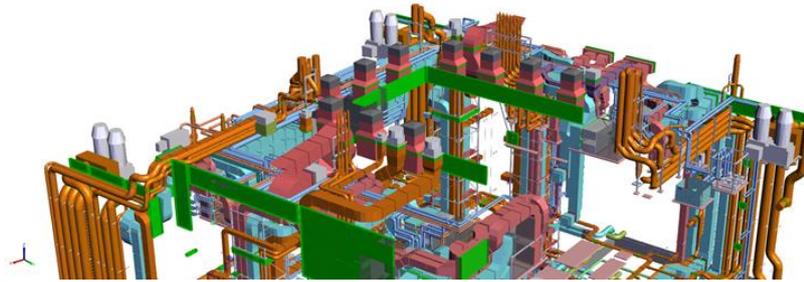
Sojitz Corporation (“Sojitz”) will acquire Ellis Air Group Pty Ltd (“Ellis Air”) and enter the energy conservation market in Australia. Ellis Air is an air conditioning and mechanical services company providing energy-efficient design and construction services in addition to operations, based in the Australian states of Victoria and Queensland and will become a consolidated subsidiary of Sojitz post the transaction.

Australia has the second highest annual per capita CO2 emissions among G20 countries and the highest annual per capita consumption of energy in the APAC region. During periods of peak energy use, air conditioning and heating account for approximately 50% of all power consumption. Ellis Air specializes in energy-saving air conditioning design and construction which is effective in reducing CO2 emissions.

Additionally, Australia’s federal and state governments have announced major CO2 emission reduction targets and related roadmaps. Buildings in Australia are now required to meet high standards for an environmental performance rating. As a result, there is growing awareness and demand for energy-saving air conditioning services.



【Image: Building designed and constructed with energy-saving of air conditioning】



【Ellis Air specializes in BIM design (sample)】

Established in 1964, Ellis Air's business operations are centered in the states of Victoria and Queensland. The company also expanded to neighboring New Zealand in 2022. Ellis Air has built up a high reputation with holding top class standing and market share in both two states when it comes to heating, ventilation and air conditioning design and construction capabilities in the industry, and the company's strength lies in its optimal design from an energy-saving and cost reduction standpoint. Ellis Air has a well-established customer base and is engaged in a range of social infrastructure projects in the industry, including commercial buildings with office space and shopping centers, hospitals, tunnels, and data centers.

Sojitz sees the realization of a decarbonized society as a key issue and aims to expand related environmental business initiatives. Following Sojitz's first foray into the energy conservation business\*<sup>1</sup> in the U.S. in December 2021, Sojitz will now acquire shares in Ellis Air to make the company a consolidated subsidiary. Sojitz will provide financial support with the aim of actively developing the energy conservation business centered on air conditioning design, construction, and maintenance projects which lower maintenance costs for customers through energy-efficient services that both reduce power consumption and contribute to a decrease in CO<sub>2</sub> emissions. Sojitz and Ellis Air will expand into the Energy as a Service (EaaS) field to provide comprehensive services tailored to each customer's energy consumption needs with energy-saving solution. Energy data gathered through these businesses will be used as an asset for further business creation and contribute towards the realization of a decarbonized society.

\*1: In December 2021, Sojitz entered the energy conservation business in the U.S. through acquisition of shares in McClure Company, a provider of energy-saving services in Pennsylvania, U.S.

<https://www.sojitz.com/jp/news/docs/20211203e.pdf>

[Related Information]

[Company Overview – Ellis Air Group Pty Ltd]

Established	1964
Head Office	1 Chifley Drive Moorabbin Airport Vic, 3194 Victoria State, Melbourne, Australia
Representative Director	Adam Langford
Main Business	Air conditioning design, construction, and maintenance; energy conservation/ EaaS business
Number of Employees	Approx. 410

[Related News Release]

“Sojitz Enters Energy Conservation Business in the U.S.” Sojitz Corp. Press release, 3 December 2021.

<https://www.sojitz.com/en/news/2021/12/20211203.php>

[For questions regarding this press release, contact:]

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