

2021 July

## Global Spotlight

Global Spotlight focuses on employees from the Mitsubishi companies who are excelling in their respective fields around the world. In each issue we will get to know different employees, who will tell us about their hometowns, businesses, culture, and pastimes.

from  
**Indonesia**



**Mr. Agus Saryono**  
Sales Manager  
**P.T. Mitsubishi Logistics Indonesia**  
A subsidiary of Mitsubishi Logistics

<https://www.mitsubishi-logistics.co.jp/english/index.html>



## Enjoy the Capital from the Sky

Located on the northwest coast of Java Island, Jakarta as the capital of the Republic of Indonesia is the country's economic, cultural and political center. With a population of 11,063,324 in 2020, Jakarta is among the most populous cities in the world. Not only is it called the "Metropolitan City," there is one icon attached to Jakarta and that is the State National Monument named Monas, which is not only an icon or landmark of Jakarta but also an icon for Indonesia. So, when visiting Jakarta, everyone must visit Monas. Monas is 132 meters or 433 feet high and is a major tourist attraction because it offers a view of the city of Jakarta as a whole from its height. Not only that, the Monas management also provides binoculars that you can use to see the panoramic view of the city of Jakarta even further.



@gettyimages  
The National Monument Monas soars above the center of Jakarta

### About my work

I work at P.T. Mitsubishi Logistics Indonesia, and our office and distribution facility are located in the MM2100 Industrial Town Bekasi, West Java, 25 kilometers to the east of Jakarta. I work as the sales manager and my job includes managing and directing the sales department to achieve the company's targets and coordination with the warehouse operation team to deliver the best quality of services to all customers. My main job is negotiating and growing business with customers and vendors. I assist our general manager in sales activities and prepare offers for our prospective customers, partners and suppliers in Indonesia, and I also guide the team in getting potential customers. I may involve myself in operational activities, with the aim of ensuring that our customers are satisfied and have total trust in us. It is important for me to direct the team to identify business opportunities, to develop the market and especially to provide solutions in the field of logistics services to all customers.



P.T. Mitsubishi Logistics Indonesia

### Hobby and private time

In my spare time I visit my hometown in the country just to breathe fresh air and to feel nature away from pollution and the hustle and bustle of the city. I often chat with old friends and relatives, and don't forget to visit our family's cattle farm. As one of my hobbies, raising cows is the activity that I have enjoyed from a young age until I migrated far away to the capital, and I still make time to raise our cows. More than raising, I must keep my cattle in a healthy condition and free from disease, because seeing my cattle healthy is a special joy for me. Sometimes when I get bored at the ranch, I often herd our cows into large fields located not far from the countryside. I realize that raising livestock is as important as humans; cows are also living things that must be cared for properly and their health is very important.



The cattle farm run by my family



Raising cattle is one of my hobbies

For more information about the Mitsubishi companies, see "mitsubishi.com"

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from  
**Vietnam**



**Ms. Do Thi Phuong Thanh**  
Modern Trade Manager  
**Interfood Shareholding Company**  
A group company of Kirin Holdings

<http://www.wonderfarmonline.com>



## Ho Chi Minh City — The Financial Hub of Vietnam

Ho Chi Minh City is the business and financial hub of Vietnam, with a history going back hundreds of years. The city has recovered after the Vietnam War, with the current population at over 8 million. Having a compelling culture, enchanting classic French architecture, many skyscrapers, ornate temples and pagodas as well as fantastic restaurants offering different cuisines like French, Chinese, and, of course, local Vietnamese, the city is a popular tourist destination and offers an attractive environment for investors.



© gettyimages  
The Ho Chi Minh City skyline at night

### Kirin Interfood

Interfood was founded in late 1991 and formerly known as the International Food Processing Technology Company (IFPI). By March 2011, the Kirin Group of Japan had acquired a shareholding in IFPI. Today, Kirin is the main owner of IFS in Vietnam. Operating in Vietnam, Kirin Interfood focuses on nutritional drinks and fruit drinks with many prestigious brands such as *ICE +*, *LATTE*, and *TEA BREAK*. It has been capturing the hearts of Vietnamese consumers, especially young people, as well as creating a new beverage trend following the trend toward healthy everyday eating.



Fellow employees at Kirin Interfood

### About my job

I have over 20 years of industry experience and have been working as MT Manager for the Kirin Group since 2016. From the beginning, I always remind each of our team members that it's crucial to understand that one of the important elements as a salesperson is not only selling our products but also delivering the practical value behind each product to our consumers. As a team, we work together to build core values and to maintain the required moral values. We will always conduct ourselves honestly and sincerely throughout our work. Listening, sharing and moving forward are the keys to developing a stronger team. On top of that, we pride ourselves on delivering tangible satisfaction and quality in everything we make, on continuing to develop innovative technology and on offering healthy products to consumers with passion and love.



The Second MT Training Course in 2019

### The launch of *KIRIN iMUSE* in the Vietnamese market

The beverage industry in Vietnam has witnessed continuous growth in recent years with the reasons for growth being the economy, the young population and the geographic and climatic conditions. The young age group is considered to be the main driving force behind the high demand for soft drinks. Also, the Vietnamese people's standard of living has been improving. They are willing to pay more to have higher quality products which are better for their health. This leads to a decline in the consumption of sugar-sweetened carbonated beverages (SSCB) and an increase in the consumption of nutrient-enriched drinks. As one of our philosophies, Kirin is always a step ahead in supporting pleasure, health and comfort in people's lives, and this explains why Kirin launched *KIRIN iMUSE* in 2019. This is the first and only product in the world that has added probiotic *Lactococcus lactis* strain Plasma (LC-Plasma). LC-Plasma is a variant of *Lactococcus* originally found in dairy products; it was developed by Kirin Holdings Company (Japan).



*KIRIN iMUSE* launched in 2019



Interest in health-supporting products is growing in Vietnam

LC-Plasma is not only good for the intestinal digestive system but also helps to activate the immune system via plasmacytoid dendritic cells (pDC). This effect is expected to be effective against virus infection in humans. In addition, *KIRIN iMUSE* is a product that we can confidently deliver to customers, since all ingredients are of high quality. We understand that Kirin has never stopped moving forward to fulfil its promise to bring health, pleasure and comfort to people's lives by offering products that exceed their expectations. As a team, we will work together and do our best to consistently deliver these messages to all our customers.

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