

September 16, 2022

News Release

Maruwa Unyu Kikan Co., Ltd.  
Kamigumi Co., Ltd.

**Maruwa Unyu Kikan Co., Ltd. and Kamigumi Co., Ltd. to form capital and business alliance**

On September 16, 2022, the boards of directors of Maruwa Unyu Kikan Co., Ltd. (“Maruwa Unyu Kikan” hereinafter) and Kamigumi Co., Ltd. (“Kamigumi” hereinafter) approved a basic agreement to form a capital and business alliance.

Negotiations between both companies were based not just on the need to acquire complementary strengths, but to strengthen the business foundation of both companies and achieve sustained growth by creating new markets, offering high value-added services, and developing businesses in international markets in response to changing business conditions. Efforts toward these goals will be made through mutual use of each other’s management resources, business models, networks, and other resources. This basic agreement was reached through studying a structure for business cooperation aiming to develop a new, unique position extending beyond the bounds of the companies’ existing businesses.

Through business cooperation based on this alliance, Maruwa Unyu Kikan, which offers strengths in the domestic third-party logistics (3PL) business in Japan, and Kamigumi, a leader in international business development, will not only seek to expand both of their businesses, including logistics center operations and support services for customers’ advances into international markets utilizing the tangible and intangible assets of the two companies, but also strive to further increase corporate value for both companies through means including securing and developing human resources, promoting and utilizing digital transformation (DX) initiatives, progress toward carbon-zero status based on the recommendations of the Task Force on Climate-related Financial Disclosures (TCFD), striving toward solutions to the shared challenges faced by the logistics industry, and supporting business continuity planning (BCP) to help enhance social infrastructure.

To increase the effectiveness of this alliance, the companies have agreed to establish a Business Alliance Promotion Office (tentative name) and to proceed with negotiations on future business strategies and other matters.

Both companies seek to boost their corporate value by growing side by side as long-term partners, based on respect for each other’s management autonomy and a spirit of mutual trust and equality. Plans call for each company to acquire the equivalent of 2 billion yen in common stock in the other company by the end of March 2023. This will serve as a foothold for strengthening the relations between the two companies in the future.

This alliance will have minimal impact on the business results for the two companies for this financial period. Any future matters requiring disclosure will be promptly disclosed.

Details

(Overview of Maruwa Unyu Kikan Co., Ltd.)

Name	Maruwa Unyu Kikan Co., Ltd.		
Address	7-1 Asahi, Yoshikawa, Saitama Prefecture		
Representative	Masaru Wasami, President		
Lines of business	Third-party logistics (3PL) business (e-commerce/ordinary-temperature logistics, food-logistics, medicine&medical logistics) Logistics consulting business Transportation business (general transportation, special combined cargo transportation, moving, industrial waste collection and transportation, etc.) On-demand service related to office documents, document storage services		
Capital	2,667 million yen		
Established	August 1973		
Financial standing and business results for the three most recent years (unit: million yen)			
Fiscal year	Ending March 2020	Ending March 2021	Ending March 2022
Net assets	26,328	25,708	29,735
Total assets	48,423	73,191	85,909
Net sales	98,348	112,113	133,000
Ordinary profit	7,392	8,262	9,139

(Overview of Kamigumi Co., Ltd.)

Name	Kamigumi Co., Ltd.		
Address	4-1-11 Hamabe-dori, Chuo-ku, Kobe, Hyogo Prefecture		
Representative	Yoshihiro Fukai, President & Representative Director		
Lines of business	Distribution business: Harbor transport, warehouse, domestic transport, factory cargo handling, international transport, other distribution Other businesses: Heavy cargo transportation and construction services, other		
Capital	31,642 million yen		
Established	February 1947		
Financial standing and business results for the three most recent years (unit: million yen)			
Fiscal year	Ending March 2020	Ending March 2021	Ending March 2022
Net assets	337,744	352,408	367,917
Total assets	400,057	415,539	434,734
Net sales	278,815	239,314	261,681
Ordinary profit	26,407	26,184	30,875

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\*Also see the website of Maruwa Unyu Kikan Co., Ltd. (<https://www.momotaro.co.jp/>)  
for information concerning this alliance.