

January 4, 2021  
SBS Holdings, Inc.

## New Year Message from Masahiko Kamata, Representative of SBS Group

The following is a New Year's message from Masahiko Kamata, President of the SBS Group, to all employees.

Looking back on last year, it was a very difficult year amidst the COVID-19 crisis. In addition to a sharp contraction in demand for office space due to the normalization of telework, there was also a period of stagnation in corporate activity itself. In the logistics industry, there was a stark contrast between the two, with companies handling BtoB cargo experiencing difficulties and those handling BtoC and foodstuffs performing well.

In the SBS Group, the 3-month period from April was particularly challenging, but thanks to the return of demand from the 2H of the fiscal year, we have run our business without revising our initial plan. However, I feel sorry when I think of all the companies and individuals who are still suffering.

In an uncertain situation where we cannot see the future, I think that carrying out work with more nerves than usual has become a great burden for all employees. I would like to express my sincere gratitude to all of you for your hard work. This was also a year in which we reaffirmed that the logistics industry is an important infrastructure that supports the foundation of people's lives.

The SBS Group is making steady investments with an eye on the future even under these circumstances. Toshiba Logistics was joined our group in November last year, making a new start as "SBS Toshiba Logistics" from January 1 this year. Toshiba Logistics is an expert in heavy cargo, semiconductors, and home appliances, areas that the group has not covered in the past, and we can expect synergies in the future. In addition, TOYO WAREHOUSE & TRANSPORTATION CO., LTD. will join the group at the end of this month. We are also considering acquisition of number of companies in the Japan Logistics Future Investment Fund, a joint venture with the Development Bank of Japan, and are steadily enhancing the group's structure through M&A.

We are also accelerating investment in the development of logistics facilities. In July of this year, a warehouse of about 52,893 m<sup>2</sup> was completed in YoKohama, and it will operate as a distribution base for SBS Ricoh Logistics. We also plan to start construction of a logistics facility of about 52,893 m<sup>2</sup> in Ichinomiya City, Aichi Prefecture and about 132,231 m<sup>2</sup> in Noda City, Chiba Prefecture. Currently, the SBS Group uses a warehouse of about 2,314,050 m<sup>2</sup>, but plans to expand it to about 3,305,785 m<sup>2</sup> at an early stage.

For the SBS Group, this year is also the "first year of robotics." Last spring, we established the LT Planning Department at SBS Holdings. In the department, we are researching automation technologies and considering how to introduce them into the workplace. As the technology has advanced and become much more cost effective, it has the potential to spread quickly throughout the industry. Let's move forward with a sense of speed.

We are still in a situation where it is very difficult to look ahead, but at such times we have to return to our principle and take social responsibility as a logistics company, such as for environmental problems, eradication of traffic accidents, efforts for an accident-free society. I would like to further strengthen compliance and form an unshakeable corporate group with all of you.

This year, the SBS Group is expected to rank tenth among domestic logistics businesses and third among 3PL operators. We are soon to join the top group of Japanese logistics businesses. The entire Group will continue to take on challenges toward the dreams to achieve these goals with all employees.

I hope that this year will be a wonderful year for all of you.

2021 Keywords & Group Policies	
 <b>(Connect)</b>	<ol style="list-style-type: none"><li>1. Aiming to become a top tier among domestic logistics businesses</li><li>2. Accelerate group convergence and communication</li><li>3. Achieve profitability at all offices</li><li>4. Promote ESG Management and Compliance, Further development of CSR activities</li><li>4. Work to achieve Zero Traffic Accidents</li><li>5. Protect and develop the SBS brand</li></ol>



## ■ Reference

### <SBS Group Profile>

Holding company: SBS Holdings, Inc. (SBS Group Holding Company)

Established in December 1987

Representative: Masahiko Kamata, President and Representative Director

Listed on the First Section of the Tokyo Stock Exchange (Securities code: 2384)

Head Office: Orinas Tower, 4-1-3, Taihei 4-chome, Sumida-ku, Tokyo

Capital: 3.9 billion yen

Net sales: 255.5 billion yen (Consolidated, as of December 31, 2019)

Number of employees: 17,798 (including 7,124 full-time employees, consolidated)

Business Activities: Since its foundation in 1987, the SBS Group has contributed to the creation of incomes for customers by enhancing logistics and ancillary services and providing 1-stop logistics services. Within the Group, we have a group of businesses that handle a variety of merchandises from food to super-heavy goods, a group of companies that can respond to a variety of delivery patterns from routes, areas, and same-day delivery, and a group of specialized companies in areas such as logistics facility development and environmental logistics.

### Major subsidiaries

	SBS Toshiba Logistics Corporation	Comprehensive logistics, 3PL and 4PL
	SBS Ricoh Logistics System Co., Ltd.	Comprehensive logistics and 3PL
	SBS Logicom Co., Ltd.	Comprehensive logistics and 3PL
Major Companies and Major Businesses	SBS Freight Service Co., Ltd.	General logistics, route business
	SBS Global Network Co., Ltd.	International logistics
	SBS Flec Co., Ltd.	Food logistics, 3PL
	SBS Flecnet Co., Ltd.	Food logistics
	SBS Zentsu Co., Ltd.	Food logistics, personal delivery
	SBS Sokuhai Support Co., Ltd.	Same-day delivery, waste disposal
	SBS Logistics Singapore Pte. Ltd.	International logistics
	SBS Asset Management Co., Ltd.	Development and leasing of logistics facilities
	SBS Staff Co., Ltd.	Temporary staffing and job placement services
	SBS Finance Co., Ltd.	Leasing, insurance, and joint purchasing
	Marketing Partner Co., Ltd.	Marketing and Mail Order Business

URL: <https://www.sbs-group.co.jp>

## ■ For further information, contact

IR & Public Relations Department, SBS Holdings, Inc.

TEL:03-3829-2240/e-mail:contact11@sbs-group.co.jp

※ The material contained in this document is the information as of the announcement date. Please be aware that these changes may be made without prior notice.