

January 6, 2025

News Release

SBS Holdings, Inc.

New Year's Message from Masahiko Kamata, Representative of the SBS Group

Below is a summary of SBS Group Representative Masahiko Kamata's New Year's Message to all employees of the SBS Group.



Aiming to “improve our profit margins” in 2025

For the past two years or so, a difficult situation has persisted in terms of our business performance. Since the year before last, when the COVID-19 pandemic subsided, I have visited every single one of our global bases as well as our bases in Japan that are in the red. Through these visits, I have reaffirmed that our inability to fully utilize the effective space in our warehouses is a major factor behind our deteriorating business performance. Meanwhile, where transportation is concerned, there are some sites where the loading rate of trucks is still low. Additionally, while sites with a high ratio of full-time employees can be seen here and there at our various branches, we should trust our part-time employees and leave onsite work duties to them. Conversely, our full-time employees should devise a system that makes it easier for onsite members to work and should focus on work that enhances productivity. A build-up of such endeavors would maximize profits and fuel our victory in competitions. When real estate is excluded, our Group's operating income continues to fall below the industry level. In order to raise the operating income margin in our logistics business to the 5% range as early as possible, we intend to make every effort in 2025 with the improvement of that profit margin as our theme.

At the same time, while pursuing that profit margin, it is important to remember that a company cannot survive if it fails to keep up with changes in society. As society changes, I feel that we must proceed to transform our company's positioning and corporate constitution. I would rather see such changes as an opportunity for business expansion, and enjoy change together with you all. I hope 2025 will be a good year for you.



■ Reference

<Overview of the SBS Group>

Holding company: SBS Holdings, Inc. (SBS Group's holding company)

Established: December 1987

Representative: President and Representative Director Masahiko Kamata

Exchange: The Prime Market of the Tokyo Stock Exchange (Securities Code: 2384)

Head Office: 8-17-1 Nishi-Shinjuku, Shinjuku-ku, Tokyo, Sumitomo Realty & Development
Shinjuku Grand Tower 25th floor

Capital: 3.9 billion yen

Sales: 431.9 billion yen (Consolidated basis, the Fiscal Year Ended December 2023)

Number of employees: 22,562 (including 10,903 full-time employees, consolidated basis)

Business content: Since its foundation in 1987, the SBS Group has contributed to the creation of profit for customers by providing one-stop logistics services through the enhancement of logistics services and services associated with logistics. The Group has companies that handle a variety of products ranging from food to ultra-heavy goods, companies that can respond to a variety of delivery types including routes, areas and same-day delivery, and companies that specialize in logistics facility development and environmental logistics.

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

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