

# SENKO

CORPORATE PROFILE

Moving  
Global

# Providing valued logistics services through our six areas of expertise



## SENKO Group



### Distribution Logistics

We provide distribution logistics for a variety of mass retailers, retail stores, and wholesalers.

### Chemical Logistics

We respond optimally to corporate needs with chemical logistics services focused on quality and efficiency.

### Housing Logistics

Building on the expertise we have refined over many years, we have posted an outstanding record of providing logistics for manufacturers of residential construction materials and housing.

SENKO has developed a network of diverse global businesses by reaching beyond the conventional.

We remain committed to providing our customers with a wide range of valuable and high-quality services.

Our goal is to meet the challenge of developing products and services that will drive the future as we contribute to society by enriching people's lives.

# Moving Global



## The History of SENKO

# Creating value by transcending the conventional boundaries of logistics

One century has passed since the founding of Tomita Shokai, the SENKO Group's forerunner, in 1916. The Group has expanded in both its businesses and its performance by embracing the challenge of pioneering innovation in every era. As we look towards the next 100 years, the SENKO Group is more eager than ever to embrace challenges as it strives to resolve social issues and create new value through its businesses.



## Comprehensive Proposal Capabilities

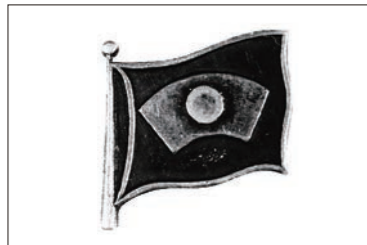
# Providing our customers with highly optimized supply chains

From our founding in 1916 to today, we have evolved our logistics know-how and expanded the scope of our services to meet the expectations of our customers. From logistics consulting to the design, administration, and operation of systems, SENKO has the advantage of being able to make proposals that fit the needs of our customers.

1916-

### Founding of Tomita Shokai, the forerunner of SENKO

Tomita Shokai was established in 1916 as a specialized distributor for Nippon Chisso Hiryo, a chemical industry conglomerate. In 1941, the company name was changed to Nicchitsu Unyu, and became a subsidiary of Nippon Chisso Hiryo. The post-war policy of breaking up corporate groups known as *zaibatsu* led to Nicchitsu Unyu being dissolved in 1946. The Japanese character for *sen* (fan) used in the name of the new company was a reference to one element in the logo of the former Nippon Chisso Hiryo, which showed a Japanese "rising sun" on a folding fan.



SENKO Transport's emblem at the time of its establishment

1950-

### Development and expansion of transport structures

In 1965, the Company installed the first computer ahead of competitors, and in 1970 began to further bolster its information and proposal-writing skills, for example by consulting on distribution issues. In 1973, to express our determination to take on the challenges of businesses other than distribution, the corporate name was changed to SENKO Co., Ltd.



1980-

### Transformation into a comprehensive logistics company

In 1980, we began the nationwide expansion of PD centers, incorporating multiple functions such as storage, shipping, and distribution processing. In 1985, we started major home center operations. In 1996, we opened Crefeel Koto, the Company's comprehensive training center for transportation safety and distribution in Shiga Prefecture. We have improved education for drivers and forklift operators, and are further boosting quality and productivity on site. In 1981, we had already established a local subsidiary in the United States, and in 1996 we opened our first distribution center in China as part of our full-fledged expansion overseas.



Crefeel Koto

2000-

### Transition from a comprehensive logistics company to a logistics information company

Expanded in Japan and overseas using logistic centers equipped with a range of capabilities, and significantly increased storage area. The Company also became fully active in M&As, welcoming companies with strengths in apparel/fashion and frozen/chilled shipping to the SENKO Group, in this way diversifying the logistics services it provides. Even in Trading & Commerce, the Company added trading company distributors and other companies to the SENKO Group and broadened its business domain, for example by providing integrated trading and logistics services.



2015-

### Becoming a group that creates the trends of the future

September 2016 marked the 100th anniversary of the Company. A new corporate philosophy was formulated to recognize the corporate name change to SENKO Group Holdings Co., Ltd. in April 2017 (as part of the transition to a holding company structure). In Logistics, in addition to increasing development of logistics centers overseas, we will move forward with plans to use automation and labor-saving technologies in these centers, while providing customers with high value-added distribution services. Also, we will strengthen new areas, such as Living Support, to build the third pillar of our Company, in addition to Logistics and Trading & Commerce.



Wangan Yatomi PD Center (Yatomi City, Aichi Prefecture)

03 The strengths supporting our proposal capabilities

### Know-how in a wide range of industries

Since our founding, we have undertaken logistics operations in many industries, and currently possess a wide range of logistics know-how that includes chain stores, food, fashion, chemicals, housing, mail order, electrical equipment/machinery, and medical devices/pharmaceuticals.

04 The strengths supporting our proposal capabilities

### Global expansion

We have established 58 business locations overseas in order to provide the same level of logistics services as in Japan, and we are developing integrated domestic and international logistics that work in conjunction with our network of domestic locations.

01 The strengths supporting our proposal capabilities

### Logistics centers in Japan and overseas

We have established logistics centers in Japan and overseas with a total floor area of more than 4 million square meters, and use them as multifunctional bases that provide storage, delivery, and distribution processing to support the distribution of products in three temperature zones (room temperature, refrigerated, and frozen).

02 The strengths supporting our proposal capabilities

### Diverse modes of transport

We use three transport modes (truck transport, ship transport, and rail transport) to provide a wide variety of freight transport for three temperature zones (room temperature, refrigerated, and frozen), as well as for dangerous goods, heavy goods, and light freight.



05 The strengths supporting our proposal capabilities

### Mechanization and systematization

In addition to our lineup of hardware and know-how, we have approximately 300 logistics and information system engineers who provide comprehensive logistics proposals to solve our customers' problems, such as introducing and designing the latest material handling equipment and linking with the IT systems we have developed in-house.



## Personnel Training

# Providing an educational foundation for developing professionals

Our corporate motto, as well as our commitment to supporting customers' businesses since our founding, are the inheritance of each and every employee and remain deeply engraved in our hearts.

Our Corporate Motto:  
Fulfilling our obligations from the standpoint of customers

### Educational facilities supporting personnel training

The SENKO Group operates logistics training facilities based on the idea that "to create an outstanding workplace, we must first develop professionals." Located in Higashiomi City, Shiga Prefecture, Crefeel Koto, one of the largest facilities in Japan, has a 270,000-square-meter site with facilities like an auto traffic training facility that offers training in various situations, a school where large vehicle and towing licenses can be earned, and accommodations. It provides training for our employees, and also for group employees. In recent years, we have further enhanced our educational foundation by establishing the Crefeel Nagareyama training facility in Nagareyama City, Chiba Prefecture.



Crefeel Koto



Crefeel Koto

### Diverse educational systems and tools supporting personnel training

The knowledge that we have relied upon in our 100 years in the logistics industry since our founding has been compiled for use as an educational tool. In addition to professional personnel development training based on this tool, we are disseminating the right attitudes, knowledge, and skills for SENKO employees through training to pass on the core skills required for each business and basic training conducted by qualified trainers of the in-house certification system assigned to every area of the Company.

In addition, in order to maintain advanced field capabilities on a permanent basis, we are also focusing on the training of managers and supervisors and promoting systematic training by establishing training programs for each position and year and video learning programs to provide necessary knowledge.



## Safety Initiatives

# Thoughts on precious safety

We provide sustainable logistics with a safety philosophy embedded in a solid foundation of safe practices.

Safety Concepts:  
Based on the spirit of respect for human beings and safety above all else, we will strive to ensure a completely accident-free workplace.

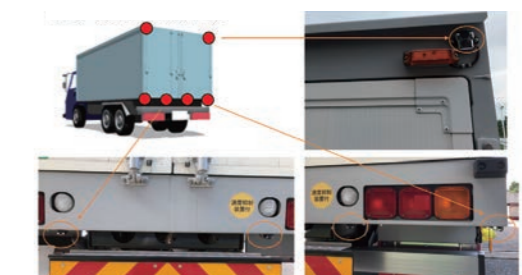
### Improvement toward a safer working environment

In warehouses, stored products create blind spots, and there is a lurking danger of collisions between people and forklifts. In response, we have introduced arch lights to provide notification of the presence of a forklift. This prevents collisions even in warehouses with lots of noise and blind spots.



Truck accidents are most likely to occur when reversing. As a safety measure, SENKO has installed truck sonar (rear proximity alarm devices) that prevents collisions by providing notification of rear obstacles.

Sensor installation locations: 2 at top and 4 at bottom



### Thorough safety education that integrates in-house technology

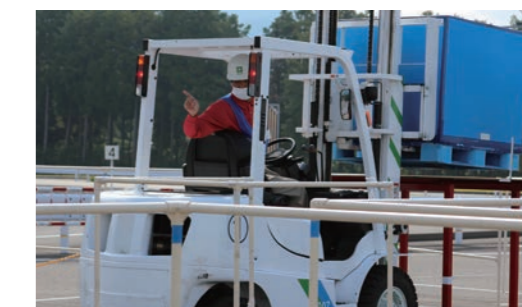
#### 1 Trainer system

We have introduced a trainer system to equalize the skill level of the field workers who contribute to the quality of logistics. Drivers and forklift operators who have received training at our in-house training facility, Crefeel Koto, become trainers and spread what they have learned to branch offices and sales offices in each region. This system has led to a reduction in the accident rate for drivers, and has received great praise from customers.



#### 2 Skill contests

Since 2006, we have held SENKO Group skill contests, with the goal of improving the skills of drivers and operators. We hold truck and forklift driving competitions where employees from all over the country and overseas compete in the logistics skills that provide safety and security to customers.



Scene from the 2022 competition



## Green Transformation

# Working toward a societal commitment to sustainability by actively addressing the Green Transformation



Economic activity poses major risks to the global environment through the threats of global warming, water shortages, and resource and energy constraints. We acknowledge a particular need to reduce greenhouse gas emissions. Initiatives aimed at reducing CO<sub>2</sub> emissions and improving industrial competitiveness (collectively termed the “green transformation”) have been attracting attention. We believe the effort to decarbonize our customers’ entire supply chains presents a challenge as well as a business opportunity. We are thus actively promoting relevant initiatives.



## DX Initiatives

# Addressing customer issues and establishing new services



DX in the logistics industry, which faces many issues such as labor shortages and diversifying delivery needs, is called Logistics 4.0. It has gained a major role through the use of next-generation technologies such as IoT and AI to change conventional business models and solve social problems.

### Progress in modal shift for long-distance transport

SENKO is moving forward with a modal shift to the overlapping use of trucks, railroads, and ships in long-distance trunk transport with one-way distances exceeding 500 km. In addition to decarbonization, modal shifts can also help maintain stable transport by reducing long-distance transport and promoting work style reforms for drivers. In addition, we are promoting marine transport as a transport mode that is resistant to risks such as disruption of roads and railroads by natural disasters.



### Introduction of A-double trucks

As part of the logistics bus service menu, in February 2021 we started operating an A-double truck that allows one driver to transport two large trucks’ worth of luggage for long-distance transport. Two large-sized trucks pick up packages separately, and the two trucks are connected and departed from SENKO’s location as an A-double truck. During the long-distance highway segment, it is transported by a single driver and during its journey the driver is replaced at the A-double truck docking station, it is driven by another single person up to the detachment point, where it is divided into two vehicles, a large truck and a semi-trailer, by what is called the dolly method\* and they head to each destination at the same time. This contributes to double reduction of driver hours and CO<sub>2</sub> emissions.

\* Dolly method: Connecting and detaching from the trailer using a dolly (coupling device)



### Using DX to solve customer problems

Many customers who use our logistics services have great expectations for solutions to issues such as reducing logistics costs and CO<sub>2</sub> emissions. Our goal is to use DX to solve our customers’ problems.

SENKO aims to build the industry’s first digital network for all transport modes as a new service that meets customer needs. One example of this is the logistics bus reservation system. This system provides information on the shortest lead time and the amount of CO<sub>2</sub> reduction from SENKO’s own logistics network, allowing customers to compare listings of the duration, costs, and CO<sub>2</sub> reduction of transportation, supporting them in selecting the best route.

Note: Logistics bus reservation system: You can easily check the transportation pattern, transportation status, CO<sub>2</sub> emissions, and other aspects of registered orders.



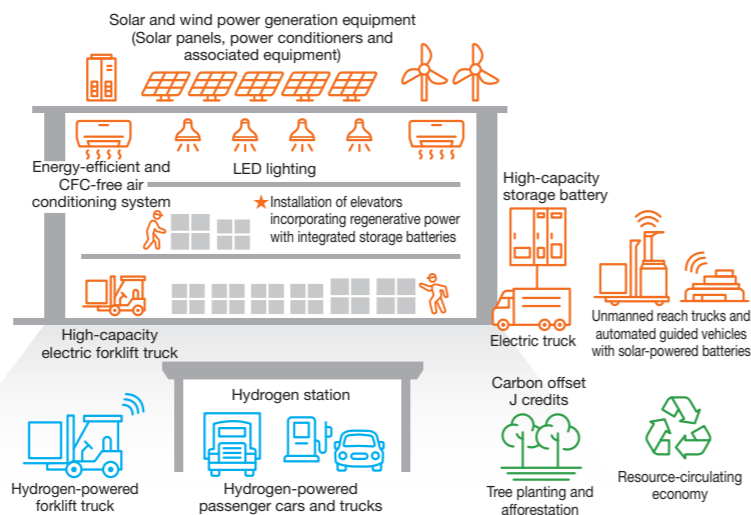
Logistics bus

### Our vision for the future of logistics

The future of logistics that SENKO is working towards is zero-environmental-impact logistics, with the goal of achieving carbon neutrality by 2050.

This is an overview of the zero-CO<sub>2</sub> logistics center that we are working towards. Uses renewable energy to eliminate CO<sub>2</sub> emissions at logistics centers. Introduces next-generation vehicles and utilizes generated renewable energy. With these and other initiatives, SENKO is making steady progress toward achieving a sustainable society.

### Our vision of a zero-emissions logistics center targeting implementation by 2050



### What kind of DX does SENKO aim for?

Our years of experience in applying digital transformation technologies enable us to achieve synergies while addressing customer problems and optimizing their supply chains.

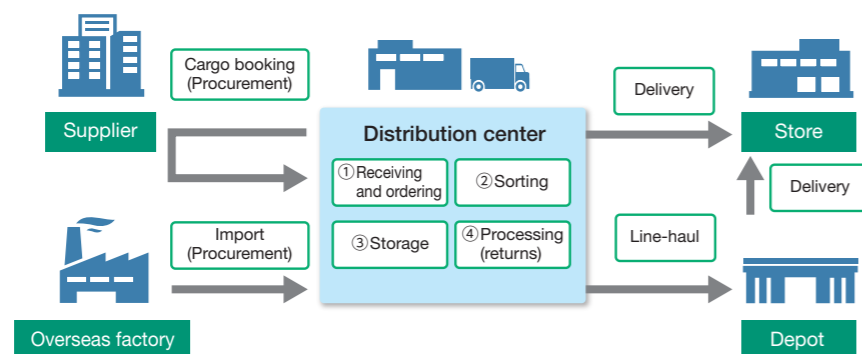




## Supplier Logistics

We provide optimized logistics solutions for customers across all categories of the distribution sector.

Our many years of experience enable us to provide fully optimized logistics solutions. By considering unique product characteristics — such as the need for management of large products offered by home improvement stores as well as storage and expiration date management for the food and pharmaceuticals sectors — we excel at devising logistics systems solutions that meet diverse customer needs. In addition, we provide comprehensive support for the requirements of shipping destinations and suppliers' sales initiatives, such as scheduled bulk delivery as well as price labeling and other types of distribution processing.



## Fashion Logistics

The fashion industry requires complex supply chains and timely responses to trends, seasons, and other changes. In addition, the delicate products of the fashion industry require careful handling and meticulous care. SENKO has developed the unique expertise required to provide logistics solutions that meet our customers' specific needs in this industry. The fashion and apparel industry involves a wide range of processes, from wholesale purchasing and production to retail store delivery and sales. SENKO operates a delivery agency company within the corporate group, and in cooperation with inspection companies, we can unify logistics processes while shortening transportation routes. As a result, we can respond to customer requests for high-quality, low-cost logistics services.



## Visualizing information to support integrated global production and distribution

SENKO provides IT solutions even at overseas logistics sites. We visualize supply chain information like the progress of product transport and the status of production. We look at things from the points of view of manufacturers, trading companies, and wholesalers so we can support them in their work every day.

## Food Logistics

The food distribution industry requires strict control of temperature and sanitation while demanding short lead times and strict observance of delivery dates. In addition, customer needs are becoming more diverse and sophisticated, such as frequent delivery of small lots that are unique to food distribution, maintaining freshness, distribution processing, and dealing with fluctuations in distribution. SENKO has accumulated unique know-how and gives all customers services optimized for them.

## Healthcare Logistics

This is a field that the SENKO Group focuses on as a business that plays a part in community medical care. In addition to establishing a specialized distribution base and delivery system for medical and pharmaceutical products, we are working to obtain the licenses and approvals provided for by the Pharmaceuticals and Medical Devices Act\* in order to meet the increasingly sophisticated needs of medical settings. We provide logistics services that support the health of everyone in the community and solve the problems of our many customers.



\* Act on Securing Quality, Efficacy and Safety of Products Including Pharmaceuticals and Medical Devices (Former name: Pharmaceutical Affairs Act)

## Chain Store Logistics

Thanks to our extensive network of distribution centers and our information system capabilities, we can provide efficient logistics services to supermarkets, drug stores, home improvement stores, and other mass retailers. We use our DC System to store and pick products; our TC-I System and TC-II System to handle fine sorting and distribution processing; and our VMI System to manage inventory effectively. We provide optimized logistics solutions that meet customer needs by reducing costs and improving service levels across the supply chain while also reducing costs at chain stores.

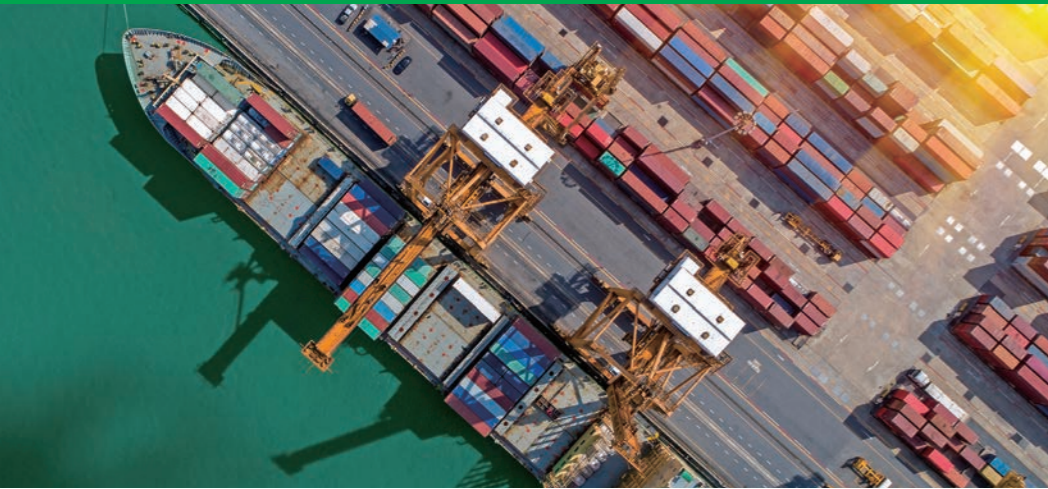


Parts sorter



Robotic arm

- Notes:
- DC System (Strategic Inventory System) provides storage of strategic and other merchandise for chain stores, and picking according to order instructions.
  - TC I System (Delivery Agency System) consolidates the products collected from suppliers or brought in at the logistics center, and categorizes them (by store, division, display case, etc.).
  - TC II System (Distribution Processing System) provides inspection, price labeling, and other distribution processing for merchandise delivered in bulk by item from suppliers. It also sorts and packages by store, division, display case, and other piece units.
  - VMI System (Outsourced Inventory Management System) is used by the Distribution Center to manage and replenish customer inventory through the use of shared customer inventory data and shipping and sales data.



This is an era that demands highly stable logistics quality and advanced quality control.

**Leveraging our know-how accumulated over many years, we support quality and efficiency improvements in chemical logistics.**

Highly stable logistics quality and advanced quality control are essential for the transportation and storage of chemical products. At the same time, we need to respond to the growing awareness of environmental protection. At SENKO, we leverage the chemical logistics know-how we have accumulated over the 100 years since our founding to build optimal logistics that meet customer needs, and to support improved quality, greater efficiency, and environmental initiatives. In addition to providing logistics services, we create opportunities for shippers to outsource administrative tasks and thus concentrate on their core business.



**Logistics system based on intermodal transport using ships, railways, and road transport**

By proposing ways to use ISO-standard tank containers for the intermodal transport of dangerous goods like high-pressure gas, explosives, hazardous materials, and poisonous materials by ship, rail, and road, we can reduce the burden on drivers and reduce labor time. We also improve operational efficiency, reduce costs, and achieve safety and stable quality.

**Connecting the silos at manufacturing plants and delivery destinations**  
**The bulk container logistics system plays the role of a "pipeline"**

Our 20-foot bulk containers are filled through a pipeline from the silo of the manufacturing plant. At the delivery destination, the product is then dumped from the bulk container into the recipient's silo. With this system, we are committed to preventing contamination with foreign matter and maintaining product quality. Shipments to delivery destinations can also be provided by rail and marine transport, which are more environment-friendly modes of transport. Moreover, by increasing the size of transportation lots, we can reduce the costs of transportation and cargo handling.



**Optimal logistics system for hazardous and poisonous materials**

To support our transportation and delivery network, we maintain warehouses in various regions that comply with the relevant laws and regulations that apply to specific modes of transportation for dangerous goods (hazardous and poisonous materials). We thus provide optimal storage for each type of product and for all phases of our intermodal transportation system utilizing marine, rail, and road transport. In addition, we achieve safety and stable quality by collaborating with Senko Nagase Logistics, a member of the SENKO Group that has expertise in handling hazardous and poisonous materials.

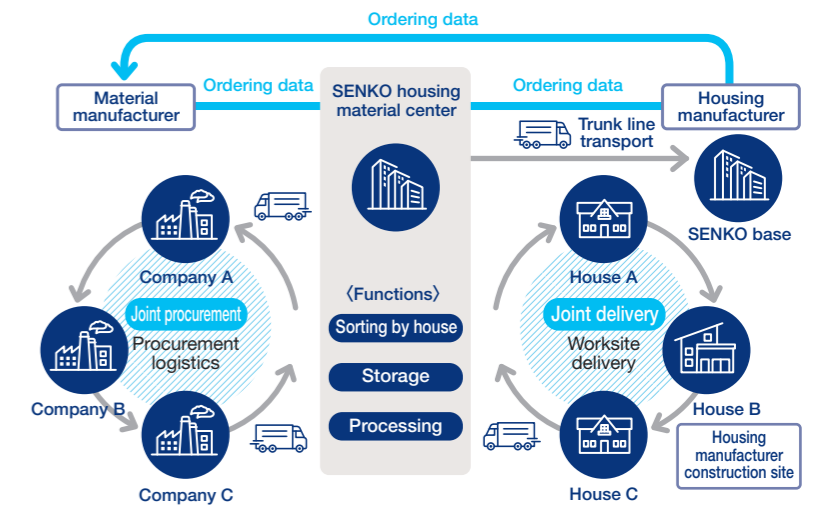


**Top-class track record and know-how that our competitors can't match**  
**More efficient just-in-time (JIT) delivery**

SENKO has a wide range of vehicles at approximately 50 locations nationwide that have know-how in housing logistics, and we use a top-in-the-industry track record and know-how cultivated over many years to provide delivery to construction sites. In addition, we improve quality and reduce total costs by streamlining transportation and delivery channels and systematizing logistics.

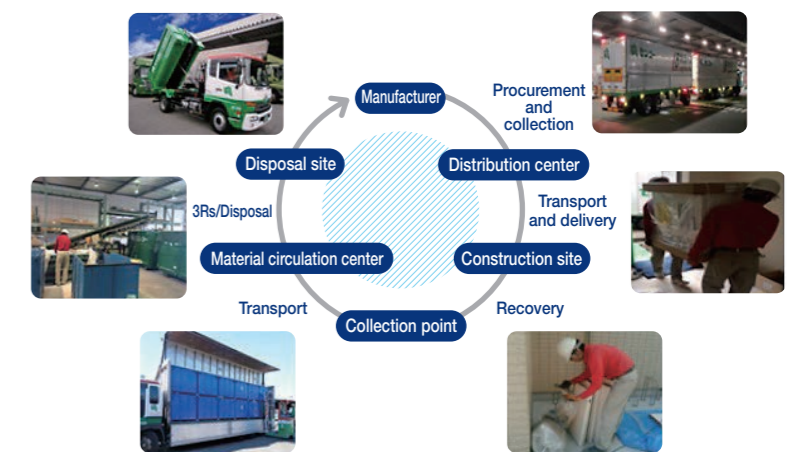
**Consistent joint logistics service from procurement to on-site delivery**

SENKO has built a system that jointly distributes products of housing manufacturers and building materials manufacturers. We improve logistics efficiency and provide eco-friendly logistics through joint transportation and delivery.



**Supporting initiatives to reduce the environmental impact of house builders through circular logistics**






There are various regulations based on the Waste Management and Public Cleansing Act for the distribution of waste discharged from construction sites. SENKO provides services such as collection and transport, sorting, temporary storage, and selection work for house builders who have adopted and are following the Ministry of the Environment's Wide-Area Industrial Waste Certification System. SENKO supports the efforts of house builders to reduce their environmental impact through "circular logistics," which combines "arterial logistics" for procurement, pickup, and delivery, and "venous logistics" for collection, transportation, and disposal.

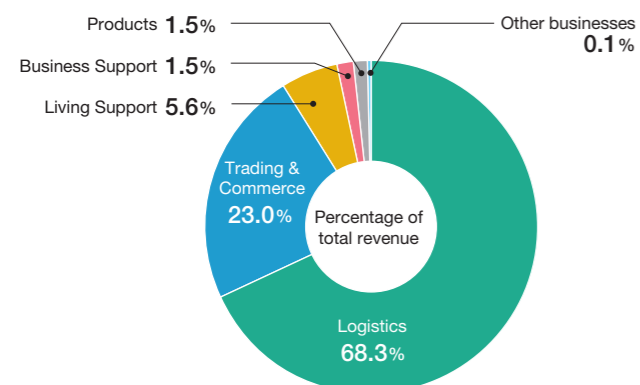


## Business Overview

|                                     |  |                        |
|-------------------------------------|--|------------------------|
| Trade Name                          | SENKO Group Holdings Co., Ltd.   |                        |
| Established                         | September 1916   |                        |
| Incorporated                        | July 1946  |                        |
| Share capital                       | 28,479 million yen   |                        |
| Stock listing                       | Prime Market of the Tokyo Stock Exchange                                     |                        |
| Net sales                           | 696.2 billion yen (consolidated basis, for fiscal year ended March 31, 2023) |                        |
| Number of employees                 | 23,727   |                        |
| Number of directly managed vehicles | 8,561  |                        |
| Marine vessels under management     | 72   |                        |
| Total storage area                  | 4.47 million square meters   |                        |
| Number of group companies           | 176  | * As of March 31, 2023 |

## Group Companies

|   |  |  |
|---|--|--|
| <br><b>115</b> companies | <br><b>20</b> companies | <br><b>14</b> companies |
| <br><b>18</b> companies  | <br><b>9</b> companies  |  |



## Main Group Companies

### Domestic

- SENKO Co., Ltd.
- Runtec Corporation
- Tokyo Nohin Daiko Co., Ltd.
- SENKO A Line Amano Co., Ltd.
- Nippon Marine Co., Ltd.
- Across Transport Co., Ltd.
- SENKO Shoji Co., Ltd.
- Smile Corp.
- AST Corporation
- Chuo Kagaku Co., Ltd.

### Overseas

- Dalian Tri-Enterprise Logistics Co., Ltd.
- Shanghai Senko International Freight Forwarding Inc.
- Guangzhou Senko Logistics Co., Ltd.
- Senko International Logistics Pte. Ltd.
- Shanghai Smile Corp
- HONG KONG SMILECORP LIMITED
- KOREA SMILE CORP LIMITED
- SMILECORP VIETNAM CO., LTD.

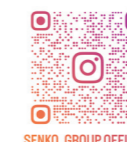
## Website Guide



- SENKO Group Holdings Co., Ltd.  
URL: <https://www.senkogrouphd.co.jp/en/>



- SENKO Co., Ltd.  
URL: <https://www.senko.co.jp/en/>



- Corporate Instagram account  
URL: [https://www.instagram.com/senko\\_group.official/](https://www.instagram.com/senko_group.official/)



- Corporate YouTube account  
URL: <https://www.youtube.com/@user-ic3up2bf3s>