



## Corporate Profile

September, 2019



*Global Logistics Partner*

*kintetsu world express*

# A Message from the President

It is said that an era of major change occurs once every 100 years, and today we are witnessing that change on a rapid level in every aspect of our lives. As globalization continues to transform our industry and the world economy, the role of international logistics grows alongside it. Knowing this, the Kintetsu Group will endeavor to provide efficient and comprehensive proposals for our customers' logistics challenges by utilizing the experience and abundant knowledge we have cultivated thus far. With these, we will persist in our efforts to provide custom-tailored, high-quality, and diverse logistics services, with a clear goal of becoming a "Global Logistics Partner" —one that is always chosen by customers, that is unmistakably a global brand originating from Japan. From now into the future, our challenge will continue.



Representative  
Director  
President  
**Nobutoshi Torii**

# Corporate Philosophy & KWE Group Corporate Guidelines



## Corporate Philosophy

Contribute to the development of a global community through logistics services - by creating new values, sustaining the environment and collaborating with our clients, shareholders and employees.

## KWE Group Corporate Guidelines

1. We strive to further increase corporate value by delivering customers quality services that meet their needs and earn their confidence.
2. We strive to be an organization that grows and expands through logistics business.
3. We promote communications with stakeholders and disclose corporate information accurately and appropriately.
4. We are committed to comply with external regulations, and compliance monitoring and assessment are built into all levels of the business.
5. We ensure a safe and healthy work environment where people are treated respectfully and fairly.
6. We contribute in sustainable community development, with attention to global environmental issues.

## “Global Top 10 Solution Partner”

-A Global Brand born in Japan-

- ◆ Establish our Brand by enhancing Quality, Competitiveness, and Solutions with all our strength.
- ◆ Aim to be a preferred partner and grow a strong position in the market despite overwhelming global competition.
- ◆ Be a company where all group members take pride in their work.

Numerical Targets	
Net sales	1 trillion yen
Operating income	50 billion yen
Air Freight (Ton)	Over 1 million
Sea Freight (TEU)	Over 1 million
Financial Soundness	Net interest-bearing debt: Zero

# About “KWE”



Global Network (as of Mar. 31, 2019)



**46** Countries

**319** Cities

**860** Sites

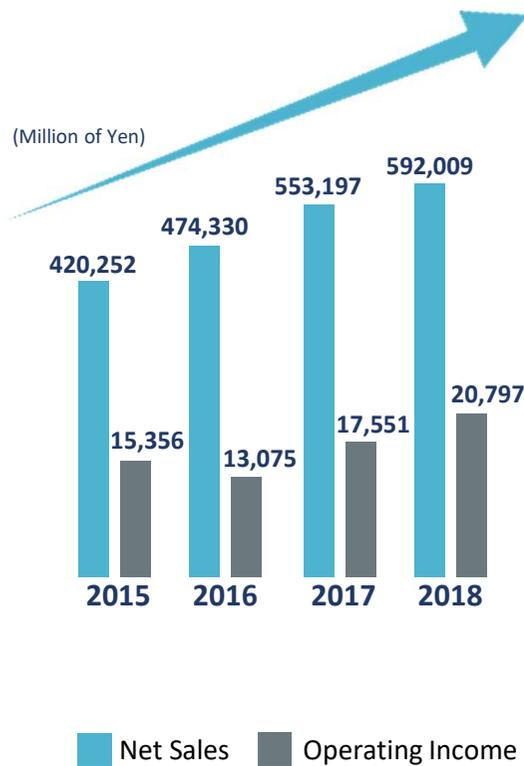
Number of Employees (as of Mar. 31, 2019)

**17,661**



# About “KWE”

## Net Sales and Operating Income (Consolidated)



## Air Freight Exports ('19/3)

**600,000** tons



## Sea Freight Exports ('17¥9/3)

**700,000** TEUs



# Air Freight

**Air freight transportation has been KWE's core business since its establishment, and the Group intends to promote the expansion of this business.**

## **Preferred Carrier Program**

KWE has contracted strategic partnerships with more than 10 airlines, making it possible to respond to all customer needs in terms of lead time, capacity, and rates.

## **Specialists by Commodity**

Transporting commodities such as automobiles, healthcare equipment, aircraft materials, and semiconductors requires specialized handling processes and detailed product knowledge. KWE employs and stations staff around the world who are experienced in handling such commodities to provide distinguished services, ensuring that all supply chain needs are met.



## **Case Study**

### **Semiconductor Materials Transport**

Transporting semiconductor materials requires the highest level of shipment handling technologies, including controls to regulate vibration, dust, humidity, and temperature. At the same time, it is an extremely fast-paced field, which is why KWE specialists across the world's major regions carry abundant experience in commodity-specific transportation and handling. By leveraging this experience with open and transparent communication maintained with damage prevention measures and information visibility, KWE can deliver the highest quality of freight handling and transportation with confidence.

# Sea Freight

**Our wealth of experience and proven track record in international LCL and FCL ocean transportation allows us to provide our premier services on a global level.**

## **Preferred Carrier Program**

As with our air cargo business, we also have strategic, established partnerships with several international steamship lines, providing stability in an industry undergoing substantial reorganization.

## **Vast Handling Experience**

In recent years, we have expanded our abilities to handle sea freight-specific commodities, gaining invaluable experience and product knowledge on goods such as paper, coils, and raw materials. This integral work has bolstered KWE's ability to provide high quality sea freight transportation services.



## **Case Study**

### **Large Equipment Transportation: Press Machine**

A press machine that weighs several tons—even after dismantling—is extremely difficult to handle and requires advanced technologies. With KWE's wealth of experience in handling large-scale equipment, our specialists can provide integrated transportation services from dismantling to local installation. In consideration to worker safety and the environment, we are equipped to handle dismantling, export documentation, cargo receipt, and international maritime transportation with a supply chain design and operational process that not only prevents damage and loss, but also satisfies the strict export packaging and receiving conditions of our customers and partners. Despite challenges and irregularities, our process-based operational philosophy allows us to flexibly respond to emergencies through open communication and vigilance.

## KWE's Global Logistics Sites

(as of Mar. 31, 2019)

# 421 Warehouses

Total area (2,821,934m<sup>2</sup>)

### Vertically Developed Global Logistics Services

KWE provides high-quality logistics services in major cities around the world. We also develop and operate optimal solutions that deal with a wide range of items including advanced electronic products, automobile-related goods, retail fashion, aerospace commodities, and healthcare-related products.



U.S.A. (Chicago)



Canada (Toronto)



Netherlands (Amsterdam)



U.K. (London)



Singapore



Vietnam (Hanoi)



China (Shanghai)



Taiwan (Taoyuan)



Japan (Narita)

### Case Study

#### The Busan Hub

Busan Port, which boasts one of the world's largest container handling volumes, is gaining its position as a key logistics center in the rapidly growing Asian region and beyond. Leveraging the advantages of Busan, KWE has provided services such as inventory management and material assembly processing for electronics and automobile-related products like car parts boxes, motorcycles, electronic blackboards, and bearings. These goods are only a fraction of those that KWE is capable of handling with the operational strengths of Busan Port.



# Our Global Network

◆ KWE    ◆ APLL    ◆ KWE & APLL

- ◆ Japan
- ◆ Canada
- ◆ U.S.A.
- ◆ Brazil
- ◆ Mexico
- ◆ U.K.
- ◆ Belgium
- ◆ Netherlands

- ◆ Czech Republic
- ◆ France
- ◆ Germany
- ◆ Ireland
- ◆ Italy
- ◆ Russia
- ◆ Sweden
- ◆ Switzerland

- ◆ UAE
- ◆ Saudi Arabia
- ◆ Bahrain
- ◆ South Africa
- ◆ Australia
- ◆ China
- ◆ Korea
- ◆ Taiwan

- ◆ Bangladesh
- ◆ Cambodia
- ◆ India
- ◆ Indonesia
- ◆ Laos
- ◆ Malaysia
- ◆ Myanmar
- ◆ Philippines

- ◆ Singapore
- ◆ Thailand
- ◆ Vietnam
- ◆ Egypt
- ◆ Turkey
- ◆ Chile
- ◆ Costa Rica
- ◆ Guatemala

- ◆ Honduras
- ◆ Peru
- ◆ Panama
- ◆ Pakistan
- ◆ Sri Lanka
- ◆ Oman



In May 2015, APL Logistics Ltd. (APLL) and its group companies joined the KWE Group. APLL provides global logistics and supply chain optimization services for a diverse range of customer industries (Automotive, Consumer, Industrials, Retail) using its IT capabilities to maximize supply chain visibility and efficiency. APLL doesn't simply provide logistics services; it provides solutions to maximize our customers' corporate value.

## International Logistics Services

Air and sea freight forwarding services, PO management, buyer's consolidation and customs clearance are included in this category.

## Intermodal and Trucking Logistics

Rail and road transportation services are included in this category. As the market leader of intermodal services between the U.S. and Mexico, APLL manages seamless movements between truck and rail services. Rail freight service for finished vehicles is also offered in India.

## Contract Logistics Services

In addition to contract logistics services, APLL can also develop and provide high value-added logistics services such as multi-country consolidation, handling commodities to and from several different locations simultaneously.



### APLL Services Overview

Business Segments	International Logistics Services		Intermodal and Trucking	Contract Logistics Services
What services do we offer?	International Freight Management	PO Management	Rail/ Road Intermodal Service	Warehouse Management & Distribution
	Buyer's Consolidation	Customs Brokerage	Cross-border & Domestic Trucking	Value-added Services

# International Management & Security Standard Certifications

The KWE Group continually strives to improve its brand image by providing quality services to customers and optimizing its employee work environment through the acquisition, implementation, and adherence to various standard certifications.

## ISO (International Organization for Standards) Certifications (as of Mar. 2019)

### 1 ISO9001

【TC-1】U.S.A./ Canada

【TC-2】France / Germany / U.K. / Ireland / Italy / Benelux / Russia  
U.A.E. / South Africa

【TC-3】Japan (3 companies) / Hong Kong / Philippines / Singapore / Malaysia  
Thailand (2 companies) / Korea / Taiwan / India / Indonesia (2 companies) /  
China (3 companies) / Vietnam

### 2 ISO14001

【TC-2】France / Russia / South Africa

【TC-3】Japan (2 sites) / Hong Kong (4 sites) / Philippines (2 sites) / Malaysia (2 sites)  
Taiwan (2 sites) / India (17 sites)

### 3 ISO13485

【TC-3】Japan (Baraki No. 4 Terminal) / Singapore

### 4 OHSAS18001

【TC-3】Hong Kong / Philippines / Taiwan / India



# International Management & Security Standard Certifications



The KWE Group continually strives to improve its brand image by providing quality services to customers and optimizing its employee work environment through the acquisition, implementation, and adherence to various standard certifications.

## TAPA (Transported Asset Protection Association) Certification (as of Mar. 2019)

- 【TC-1】Los Angeles / San Francisco / Atlanta
- 【TC-2】London / Dublin
- 【TC-3】Narita / Hong Kong (4 sites) / Manila / Singapore / Kuala Lumpur  
Penang / Incheon / Taoyuan / Shanghai (2 sites) / Shenzhen

## GDP (Good Distribution Practice) Certification (as of Mar. 2019)

- 【TC-2】Germany / U.K. / Ireland / Italy / Benelux / India

## AEO (Authorized Economic Operator) Certification (as of Mar. 2019)

- 【TC-1】U.S.A. (C-TPAT)
- 【TC-2】France / Germany / U.K. / Ireland / Italy / Benelux / Switzerland
- 【TC-3】Japan / Singapore (STP) / Thailand / Korea / Indonesia / Taiwan / Shenzhen /  
China (3 companies)

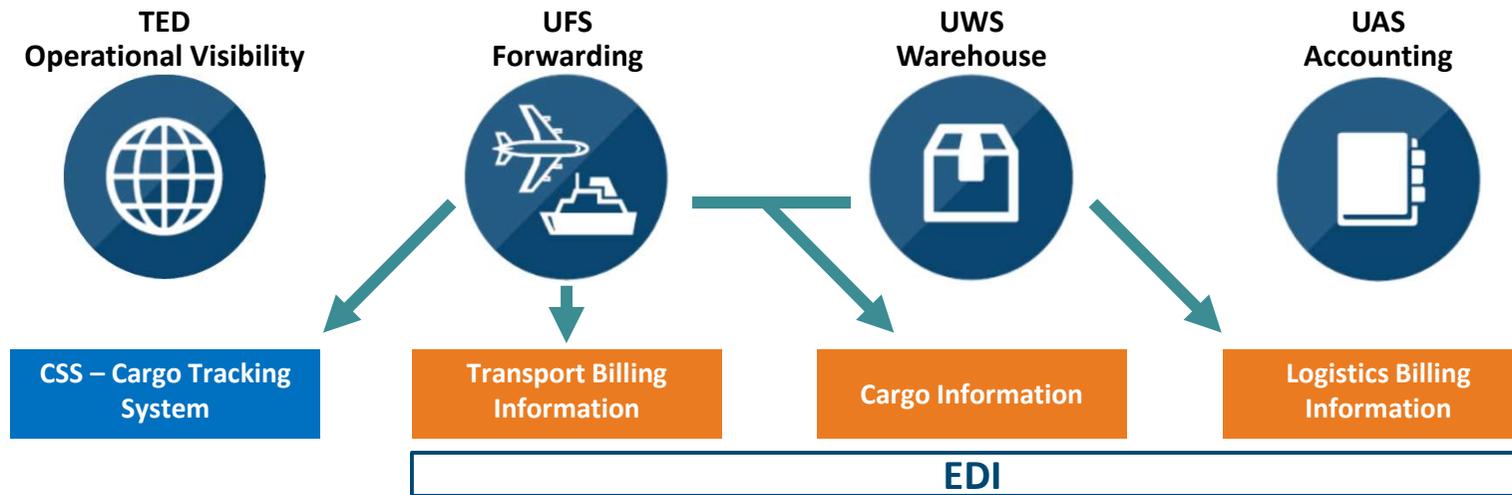


# KWE Global System



KWE's globally unified mission-critical systems (UFS, UWS, UAS) contribute real-time logistics service data worldwide to improve the operational efficiency of customers' supply chains.

## KWE Core Business Systems



## EDI Transactions

 **500**

More than 500 reports are submitted to customers every month.

 **600**

Over 600 types of data can be EDI-linked at customer request.

 **2.5 million**

Over 2.5 million EDI transmissions are sent and received every month

# Our Corporate Social Responsibility

The KWE Group's corporate activities are deployed on a global scale with all relevant stakeholders involved in this relationship: customers, shareholders, investors, partner companies, suppliers, local communities, governing administrations, and our employees. We aim to build a strong relationship with our stakeholders based on trust and continually promote responsible behavior.

## Environmental Initiatives and Efforts

To contribute to the development of a global community through logistics services, KWE Group sets forth the following policy in addition to our corporate philosophy in order to conserve the earth's valuable natural resources and to preserve the environment:

### KWE Group's Environmental Policy

- 1 We promote global pollution prevention and conduct continuous improvement activities.
- 2 We comply with environmental protection laws, regulations, and requirements of each country that we operate in.
- 3 From the aspect of environmental matters related to business activities, we define the following items as the key objectives on environmental management:
  - Control greenhouse gas emissions (electricity consumption, exhaust gas emissions from vehicles and equipment).
  - Reduce waste and promote recycling efforts.
- 4 We prevent environmental pollution in cooperation and collaboration with clients, affiliated companies, and subcontractors.
- 5 We make both KWE employees and the public aware of our environmental protection policy through internal and external communications.



# Our Corporate Social Responsibility



## Welcoming Diversity

The KWE Group enforces a work environment with zero tolerance for discrimination, fostering a business culture where each person can work and perform their duties fairly and to the best of their ability regardless of ethnicity, nationality, gender, creed, or disability. Additionally, the KWE Group's personnel exchange program allows local employees in countries around the world to challenge themselves by seeking opportunities within the Group in different countries. By compiling and assessing data on outstanding local human resources in each company, it is possible to transfer appropriately skilled personnel to assignments beyond the frameworks of each of the local companies.

## Social Contribution Activities

**KWE is engaged in social contribution activities such as environmental protection, welfare, and cultural support**

### Initiatives of Philippine Branches

Every year in the Philippines, local KWE branches hold a Christmas party for socio-economically disadvantaged children in collaboration with the Children's Joy Foundation. At the party, children from the foundation can socialize with KWE employees' children and receive gifts such as toys, sweets, and learning materials prepared by employees. It is a heartwarming event that everyone looks forward to every year.



# Corporate history



~1999

- ▶ **1948**  
The Operation Bureau of Kinki Nippon Railway Co., Ltd. begins handling international freight and travel service.
- ▶ **1955**  
Trade name changed to Kinki Nippon Tourist Co., Ltd.
- ▶ **1969**  
Established local subsidiaries in Hong Kong and the United States.
- ▶ **1970**  
Separated from Kinki Nippon Tourist Co., Ltd. to become independent as Kintetsu World Express, Inc.
- ▶ **1989**  
The company name was changed to Kintetsu World Express, Inc.

***kintetsu world express***

2000~

- ▶ **2000**  
KWE is listed on Nasdaq Japan Market, a section of Osaka Securities Exchange. (Delisted on Sep. 2004.)
- ▶ **2002**  
Listed on the Second Section of Tokyo Stock Exchange.
- ▶ **2003**  
Stock listing upgraded to the First Section of Tokyo Stock Exchange.
- ▶ **2011**  
KWE headquarters is moved from Marunouchi to Shinagawa.
- ▶ **2014**  
Partially transferred ordinary shares of Panasonic Trading Service Japan Co., Ltd. to Kintetsu World Express; the former's company name was changed to Kintetsu Panasonic Trading Service Co., Ltd.
- ▶ **2015**  
Acquired APL Logistics, a logistics company with strengths in logistics services and various high-value-added services.
- ▶ **2020**  
50th anniversary

# 会社概要



<b>Name of Corporation:</b>	<b>Kintetsu World Express, Inc. (KWE)</b>
<b>Head Office:</b>	<b>24th Fl, Shinagawa Intercity Tower A, 2-15-1 Konan, Minato-ku Tokyo 108-6024 Japan</b>
<b>Paid-in capital:</b>	<b>¥7,216 million</b>
<b>Start of Business:</b>	<b>1948</b>
<b>Established:</b>	<b>1970</b>
<b>Representative:</b>	<b>Nobutoshi Torii, Representative Director President</b>
<b>Types of Business:</b>	<b>1. Customs agent 2. Transportation agent 3. Warehousing 4. Domestic and foreign air and ocean freight forwarding business, trucking company agent 5. Any business related to all of the above</b>
<b>Stock market:</b>	<b>listed on the Tokyo Stock Exchange (First Section)</b>

# About Kintetsu Group



**Kintetsu World Express, Inc. is one of group member companies of Kintetsu Group Holdings Co., Ltd.,**

Founded in 1910, Kintetsu Group Holdings Co., Ltd. is one of the biggest railway companies in Japan.

**Group Business Sectors**

Transportation	Real Estate	Retail and Distribution	Resorts & Lodging	Other Businesses
<ul style="list-style-type: none"><li>• Passenger Railway</li><li>• Mass Transit</li><li>• <b>Logistics (KWE)</b></li><li>• Shipping</li></ul>	<ul style="list-style-type: none"><li>• Lot Sales</li><li>• Property Leasing</li><li>• Property Renovations</li></ul>	<ul style="list-style-type: none"><li>• Department Retail</li><li>• General Retail</li><li>• Railway Commercial Retail</li><li>• Rest Area Commercial Retail</li></ul>	<ul style="list-style-type: none"><li>• Traveling Services</li><li>• Entertainment &amp; Leisure</li></ul>	<ul style="list-style-type: none"><li>• Culture Industry</li><li>• Cable Television</li></ul>

**143** companies (as of March 31, 2019)



**Kintetsu World Express, Inc.**

24th Fl, Shinagawa Intercity Tower A, 2-15-1 Konan,  
Minato-ku Tokyo 108-6024 Japan

Tel: 03-6863-6440 Fax: 03-5462-8501 <http://www.kwe.co.jp>

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