



Company Information

Company Information

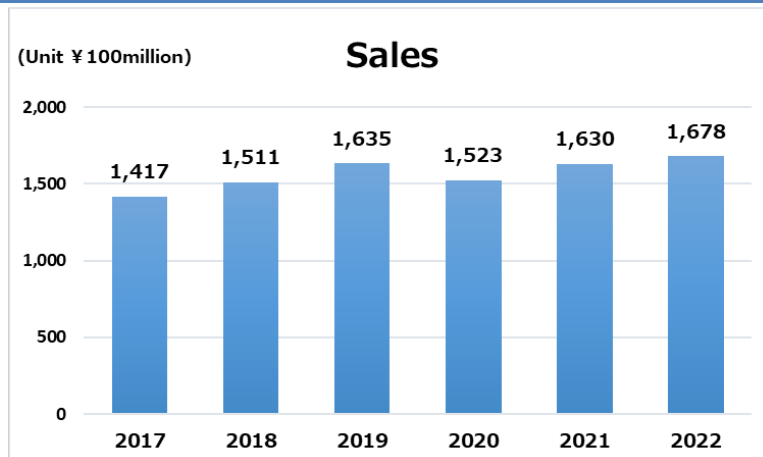
Data for the term ending in March 2023

Company Name	TRANCOM CO., LTD. (Tokyo Stock Exchange, Prime section and Nagoya Stock Exchange, Premier section.)
Location	1-19-30 Aoi, Higashi-ku, Nagoya, Aichi Prefecture, Japan
Establishment	March 10th, 1955
Capital	¥1,080.04 Million
Representatives	Yasuhiro Jinno, President
Business Lines	Logistics center construction and management business & delivery business Shipping matching business Production contracting & temporary staffing business
No. of Employees	6,055

Group Companies

Japan	TRANCOM DS CO., LTD. / TRANCOM SC CO., LTD. TRANCOM TS CO., LTD. TRANCOM ITS CO., LTD./TRANCOM MTS CO., LTD. TRANCOM EX EAST JAPAN CO., LTD. TRANCOM EX CENTRAL JAPAN CO., LTD. TRANCOM EX WEST JAPAN CO., LTD.
Overseas	TRANCOM BANGKOK CO.,LTD. TRANCOM TRANSPORT (THAILAND) CO.,LTD. TRANCOM GLOBAL HOLDINGS CO.,LTD. TRANCOM CHINA LOGISTICS LTD. Trancom Guangdong Logistics Ltd. Sergent Services Pte Ltd., Starlink Resources Pte. Ltd. / H&S Co Pte. Ltd. TRANCOM (MALAYSIA) SDN.BHD

Results



Group Corporate Philosophy

The company we aim to be

We hope to be the ones counted on

We aim to be an entity that meets the expectations of not only our customers and business partners, but also society, employees and their families.
We aim to be a company that meets expectations by thinking about things from the perspective of others and taking on challenges.

Group Spirit

Group Principle for Behavior

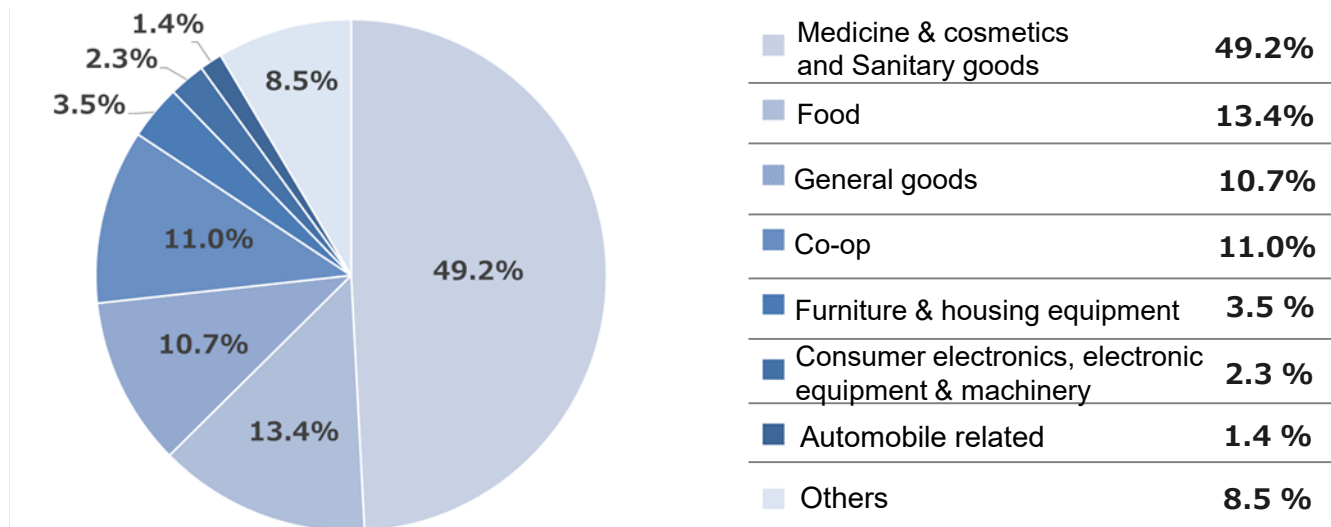
Honesty, Creativity, Facing Challenges, Unity and Gratitude. Accomplishing our mission and role with sincerity

Business Situation

Main Customers

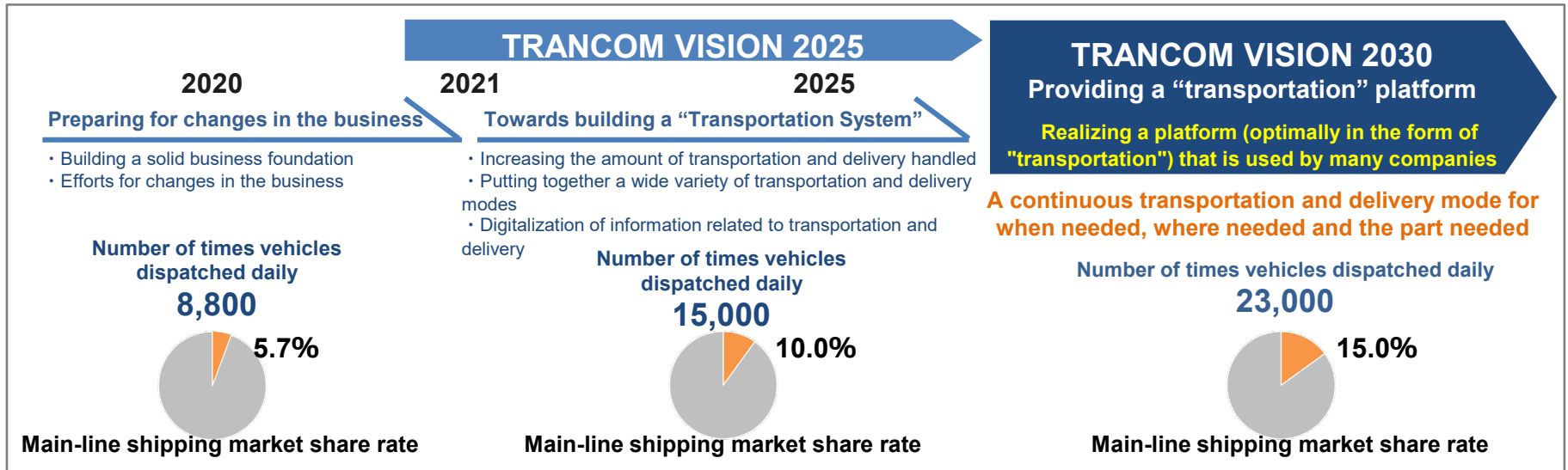
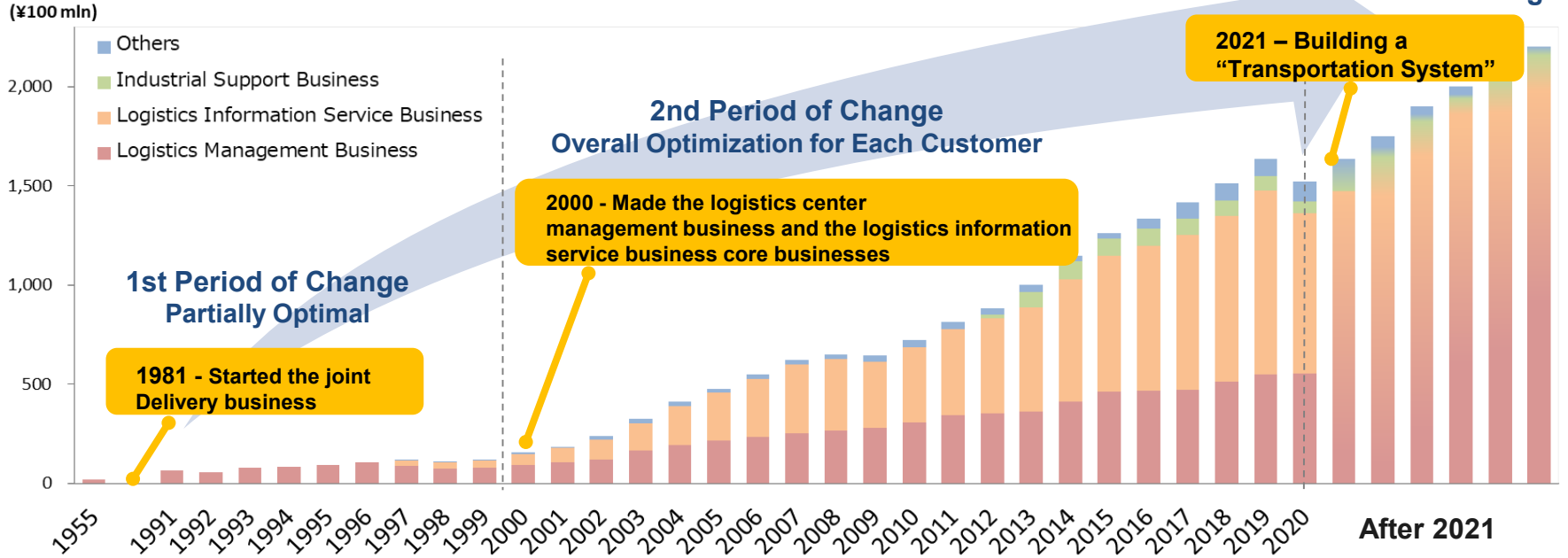
Manufacturing Industry		Wholesale Business		Retail Business	
Unicharm Products	Sanitary goods	Suzuken	Pharmaceuticals	Tokai Co-op	Food and daily necessities
Toyota Motor	Automobiles	Tokai CGC	Food & drink	IC Cargo (Cainz)	Home improvement retailer
Kobayashi Pharmaceutical	Daily necessities	Mitsui Foods	Food	Home Logistics	Furniture & interior
Hakujuji	Sanitary goods	Token	Food	Yasuikagu	Furniture & interior
Shiseido	Daily necessities	Sangetsu	Interior material		
Koike-ya	Confectionery				
Marutomo	Seasonings				
Nestle Japan	Food & drink				
Daikin Industries	Air conditioners				

Percentage of Sales by Industry



Business transformation & Future vision

Change in Sales Since the Company was founded



TRANCOM Location Network (Japan)

174 Locations in Japan

[Main Locations]

Hasuda Logistics Center	
Hasuda City, Saitama Prefecture	
Construction	Steel structure, 3 stories
Site	51,662 m ²
Floor space	79,408 m ²



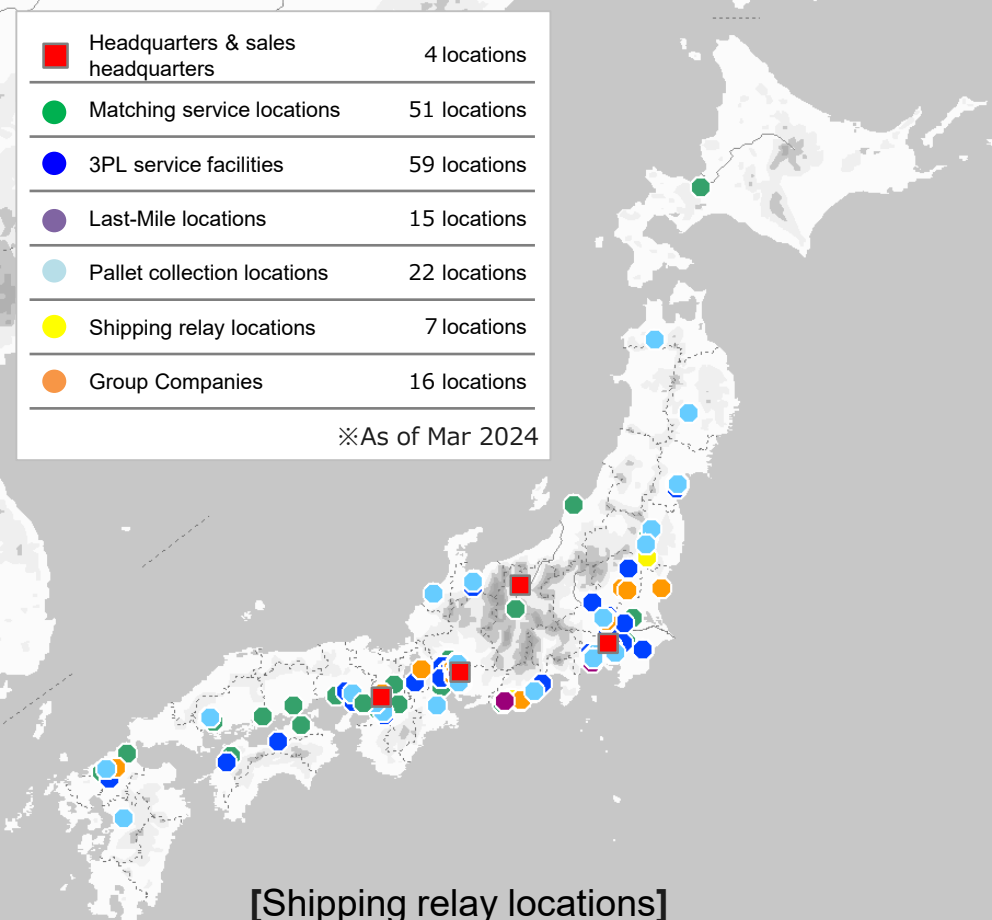
Tokai Logistics Center	
Tokai City, Aichi Prefecture	
Construction	Steel structure, 3 stories
Site	16,500 m ²
Floor space	22,400 m ²



Nishiyodogawa Office	
Osaka City, Osaka Prefecture	
Construction	Multi-warehouse
Floor space	51,500 m ²
Rented space	10,500 m ²



Hisayama Office	
Kasuya-gun, Fukuoka Prefecture	
Construction	Multi-warehouse
Floor space	39,950 m ²
Rented space	7,700 m ²

[Shipping relay locations]



TRANCOM Location Network (Overseas)

15 Locations Overseas (Partner 7 Locations)

Expanding locations overseas, mainly in Asia, and providing the same high quality overseas as we do in Japan.

China

Building a transportation network within major cities and between cities in China

TRANCOM CHINA LOGISTICS LTD.

Business Details Cargo shipping business

Establish January 2006



Thailand

Imports, center operation and delivery support throughout Thailand

TRANCOM BANGKOK CO.,LTD.

Business Details Logistics & production contracting business

Establish September 2008



TRANCOM TRANSPORT (THAILAND) CO.,LTD.

Business Details Cargo shipping business

Establish May 2016

Singapore

Sergent Services Pte Ltd

Business Details Building cleaning business

Establish May 1998

Starlink Resources Pte. Ltd.

Business Details Cargo forwarding, packing & warehousing business

Establish Sep 2014

H&S Co Pte. Ltd

Business Details Cargo shipping & forwarding, packing for transfer business

Establish May 2016

Malaysia

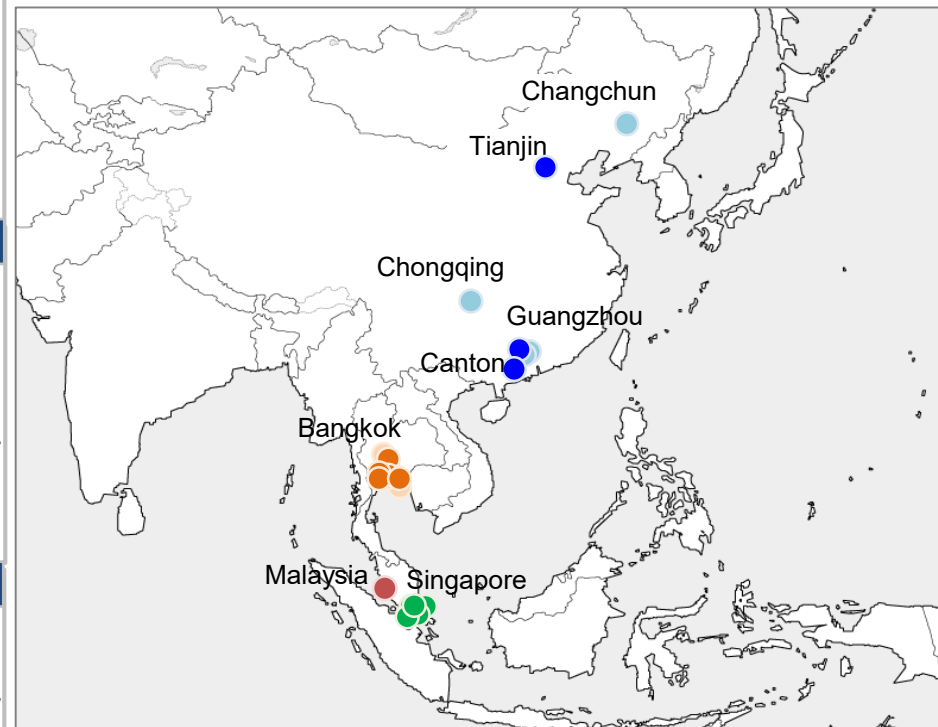
TRANCOM (MALAYSIA) SDN.BHD.

Business Details Logistics management business

Establish Sep 2023

	Own	Partner
China	● 3 locations	● 4 locations
Thailand	● 6 locations	● 3 locations
Singapore	● 5 locations	● 0 locations
Malaysia	● 1 locations	● 0 locations

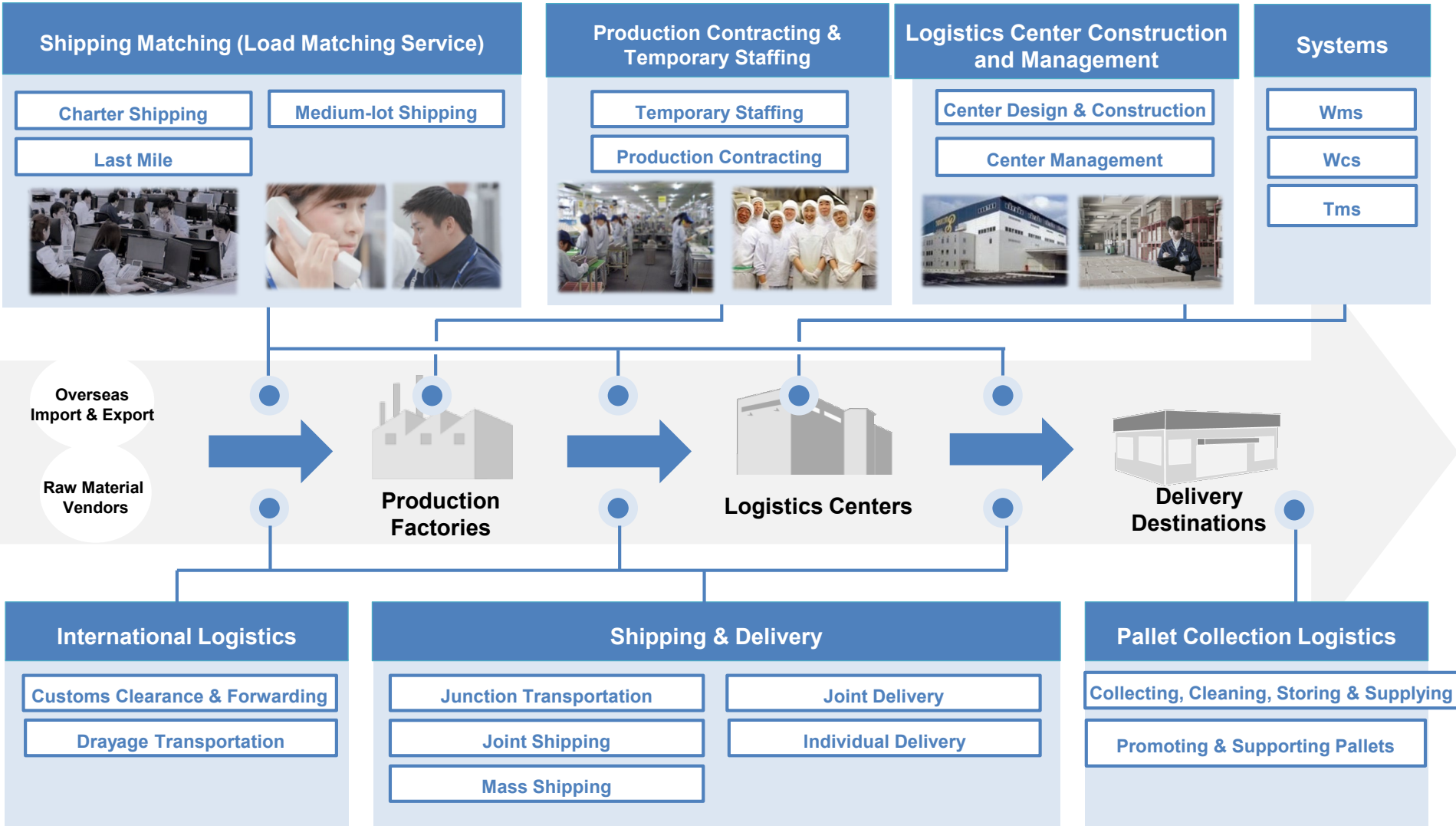
※As of Mer 2024



Service Menu Introduction

The Service Menu of TRANCOM

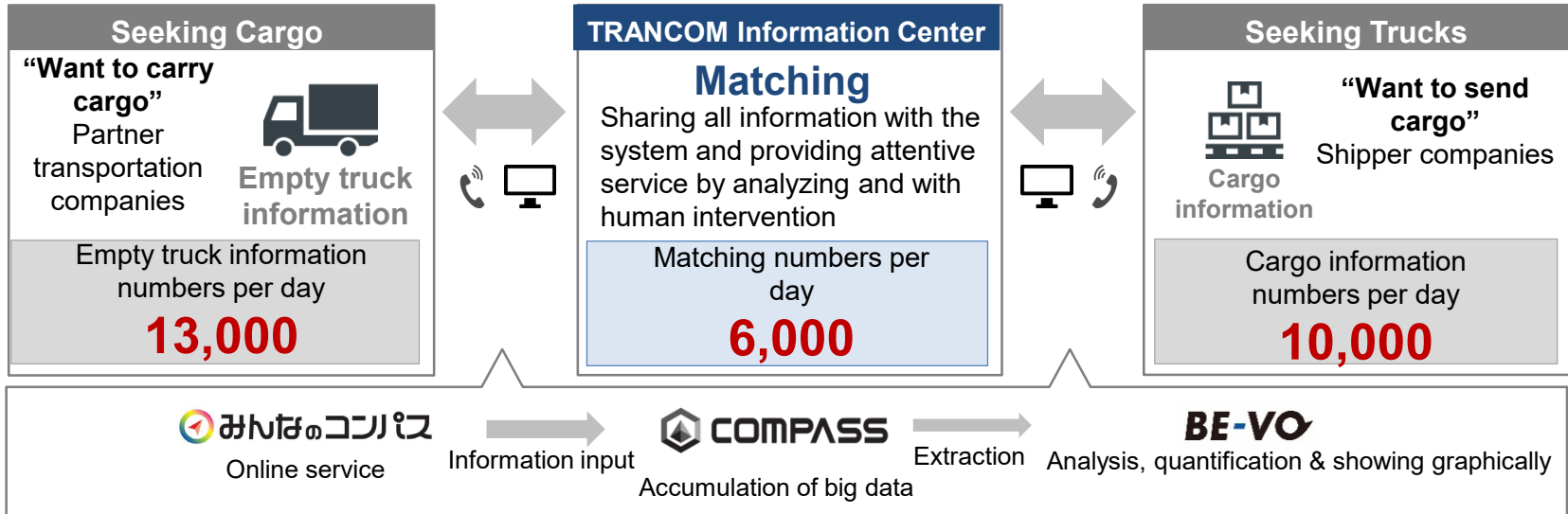
Solving problems in the supply chain of customers



Shipping Matching

Flexible support from regular shipping to spot shipping for handling surges

Load Matching Service

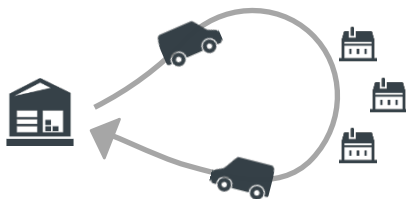


[Distance level] **Short distance ~ Medium distance** ~ **Long distance**

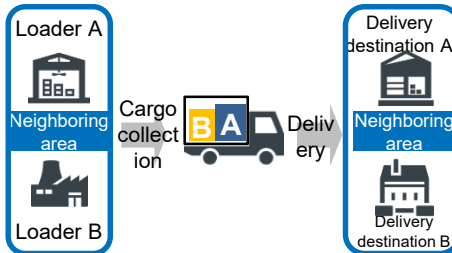
[Volume of cargo level] **Less than 2 PL** | **2 PL ~ 10 PL** | **10PL ~**

Last Mile | Medium-lot | Charter

Short-distance individual delivery service using light vehicles



Service that consolidates from several companies cargo that is less than one vehicle load



Service to provide chartered vehicles to shipper companies



Medium-Lot Matching

Providing the optimal transportation mode according to the amount shipped.

Consolidated transportation that makes cost reduction possible by setting prices according to the volume of cargo.

Issues Until Now

- Shipping by regular delivery route vehicles
- Cargo collection restrictions on the volume of cargo for one shipment
 - Unable to handle long objects and irregular shapes
 - Cargo left in the warehouse during busy times

Shipping by charter vehicles

- Charter system fare even with a low load factor
- * The unit price cannot be set according to the volume of cargo

[Volume of cargo level] **2 PL**

2 PL ~ 10 PL

10 PL ~

Small-lot (regular delivery route companies)

Medium-lot (TRANCOM)

Charter (TRANCOM)

The benefits of medium-lot shipping

- Improvement of shipping quality
- Cost reduction
- Eliminate worries about cargo left in the warehouse
- Invoices & tags not necessary
- Long products also possible
- Handles in units of m² or m³ /kg
- Possible to specify AM delivery (8:00 a.m. to 12:00 p.m.)

By direct collect and direct delivery, Transportation quality close to Charter system



Shipping (Junction, Joint & Mass Shipping)

Increasing the choices of “how to transport”,
and dealing with changes in the external environment (regulations limiting overtime work and the shortage of truck drivers)

Junction Transportation

Formed an open platform in which each shipper and logistics company can participate.
Avoiding the risk of being unable to do long-distance shipping by setting up junctions equipped with facilities for drivers to take a break or rest.
Also supporting larger vehicles such as full trailers.

Fukuroi field office of Trancom Transport Service



Access	Close to the “Fukuroi IC” of the Tokyo-Nagoya Expressway
Facility Information	<ul style="list-style-type: none"> 46 large truck parking spots Supports full trailers Equipped with driver resting rooms and showers

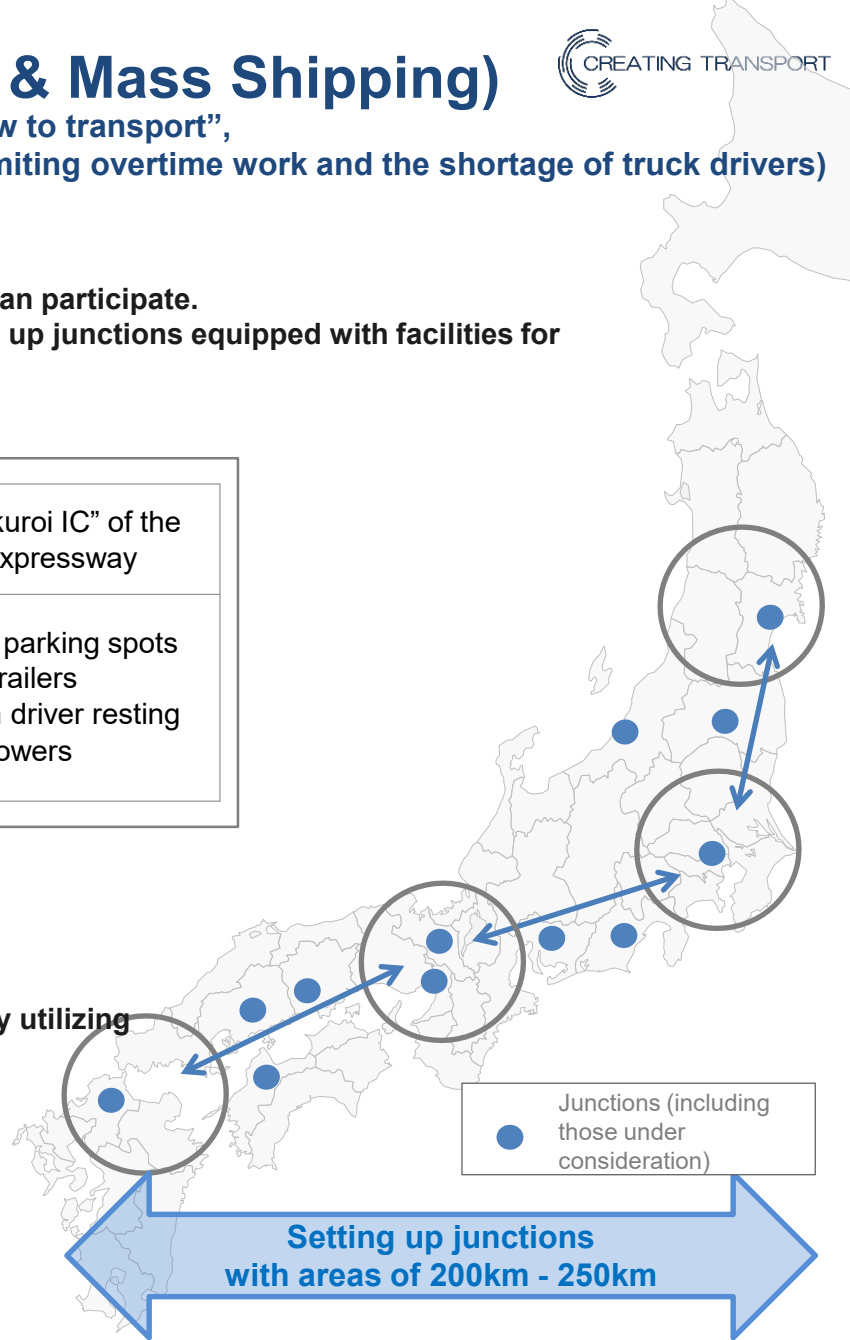
Joint Shipping & Mass Shipping

Started joint main-line shipping using articulated trucks (25m full trailers).
Promoting overall efficiency by collaborating across industries.
In the future, we will promote labor saving and efficiency improvements by utilizing new technology for convoy traveling and automatic driving.



25m full trailer specifications

Vehicle length (mm)	24,950
Length of the trailer bed (mm)	9,725+10,845
Loading capacity (in theory)	127.8m ³ (212% compared to large trucks)

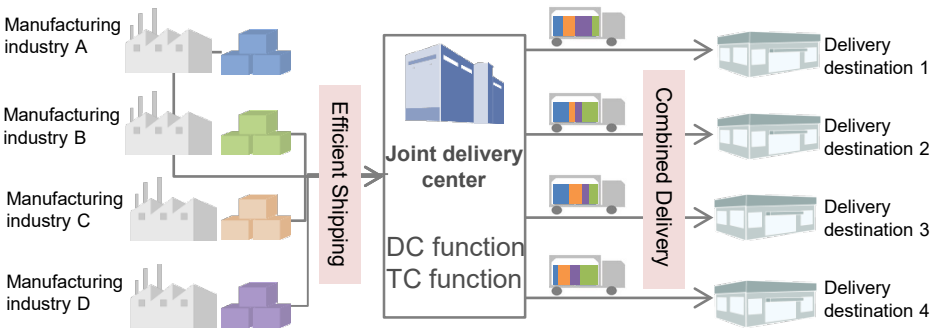


Delivery (Joint Delivery & Individual Delivery)

Flexible response to customer needs (small lot & BtoC)

Joint Delivery

We deliver products from multiple customers at one time by category and area.
The load of vehicle dispatching work and small-lot handling work is reduced, and it is possible to set an appropriate delivery cost in proportion to the volume of cargo.

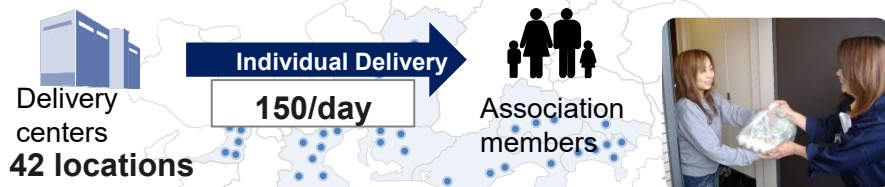


Individual Delivery

TRANCOM DS, which specializes in individual delivery, operates in a limited area.
Particular about quality, we provide "trust" and "safety" services to end users.

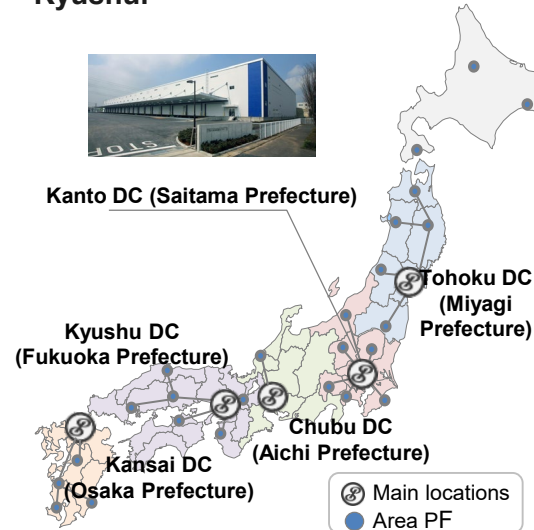
Co-op Delivery

Providing high quality service as a professional in the areas of safety and customer service.



Joint Delivery Network

Covers major markets such as Tohoku, Kanto, Chubu, Kansai and Kyushu.



Quality Improvement

Compared to regular delivery route companies, there is a small amount of item sorting, and delivery is supported by a fixed driver with a high level of product knowledge.

Delivery Cost Reduction

The load factor is improved by loading with other manufacturing industries, and the total number of vehicles is reduced.

Contributing to the Environment

Contributes to CO₂ reduction by controlling the number of vehicles through joint cooperation.

Home Delivery Business

Expanding into new business with the strengths of our know-how and human resources cultivated from the home delivery business of co-ops.



(Home delivery-type trunk room)
(A joint business with Air Trunk)

Pallet Collection Logistics

Solving problems in pallet operation by utilizing a network of locations nationwide

Pallet Collection Service

Problems in pallet operation

Loss

Uneven distribution of inventory

Purchasing additional pallets due to collection delays

Solving problems by improving collection frequency and controlling uneven distribution of inventory



Factories



Logistics Centers

Large & Medium-lot



Delivery destinations

Inventory Control

TRANCOM Depots
(24 locations nationwide)

Cleaning pallets

Small-lot

- An ability to collect that realizes frequent collection

Utilizing our ability to collect, we also support small and frequent collections.

Large-lot <Long Distance>

Medium-lot <Medium & Long Distance>

Small-lot <Short Distance>

◎ Allocation 5,200/day

◎ Allocation 800/day

◎ Allocation 2,800/day

Service to Promote & Support Pallets

Optimal Pallet Proposals

Proposing the optimal pallet size in order to minimize a decrease in the truck load factor due to “loose items

→ palletization”

Pallet Management System

By using our system, the man-hours for pallet management have been reduced.



International Logistics

Carrying out integrated shipping from local pick-up overseas to customs clearance and domestic delivery, and achieving optimization by selecting the optimal frame for each process

International intermodal transportation

Forwarding
(Maritime & air)

Customs Clearance
(Supporting all ports)

Drayage
(Inside the port and outside the port)

Warehouses
(Devanning & sorting)

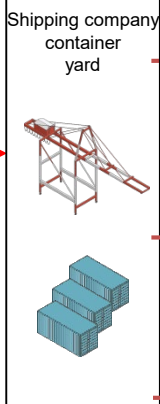
Trucks
(Consolidated & charter)

Benefits

- (1) Reduction of man-hours by centralized management
- (2) Supporting spot storage work and devanning
- (3) Stable supply of vehicles centered on the load matching service
- (4) Cost reduction by utilizing FCL & LCL

Forwarding (International Information)

Marine transport
Import custom clearance
NVOCC business
(Our company's BL)
FCL
LCL
Member of the international association
WCA

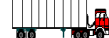


Port shipping service (drayage, truck charters and medium-lot consolidation)

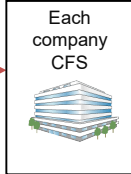
In-port drayage shipping



Short drayage shipping



CY drayage shipping



LCL cargo
*Container consolidated cargo

Devanning work, sorting, storage and store delivery from containers

FCL cargo
*Container charter cargo



Charter shipping
(Arranged by the charter center)

Medium-lot shipping (next day collection of cargo & AM delivery)
(Arranged by the medium-lot center)

Direct drayage shipping from CY

Importers



Also possible to arrange shipping at local ports, mainly in Tokyo, Kawasaki, Yokohama, Nagoya, Osaka and Kobe

Ports of Osaka & Kobe
170/day
Own head chassis arrangement

Port of Nagoya
30/day

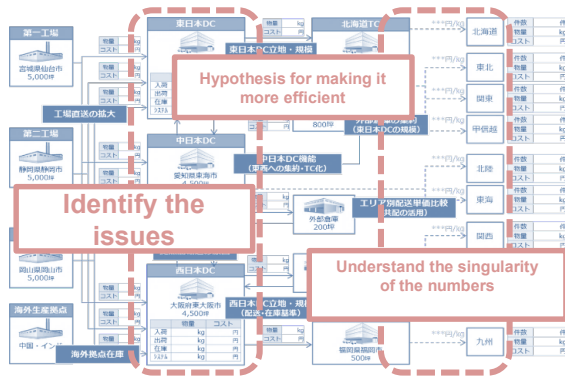
Ports in Tokyo, Kawasaki & Yokohama
100/day
Own head chassis arrangement

Logistics Center Construction and Management

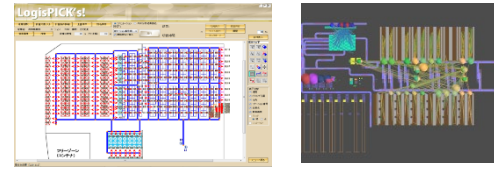
Visualizing the current logistics, identifying issues and formulating hypotheses for more efficiency.
 In management, continuing to improve and boost quality.

Logistics Center Design & Construction

Visualization of issues and verification using the analysis tools



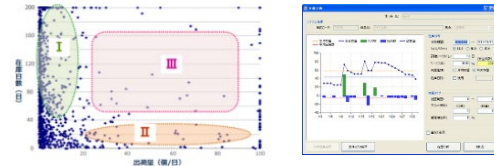
In-warehouse Work Analysis



Delivery Simulation



Inventory Analysis



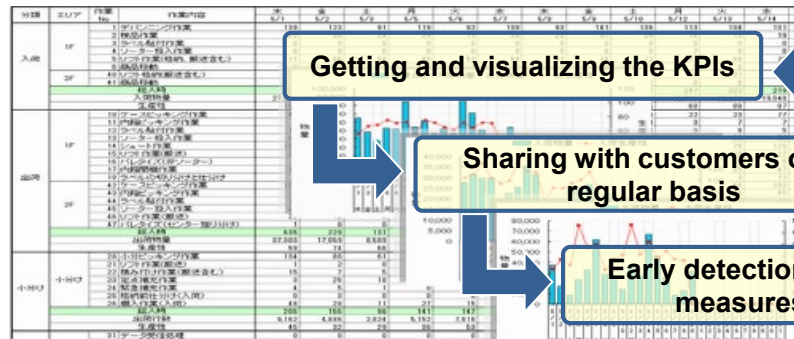
Location Network Analysis



Logistics Center Management

Logistics KPI Management

In consultation with the shipper, we set the logistics KPI for factors that increase or decrease the logistics unit price.
 Based on the analysis results, both sides will investigate the causes, consider and implement measures, and continue efforts to reduce costs.



Visualizing the effects of improvement activities and continuing to improve costs and quality.

Temporary Staffing & Production Contracting CREATING TRANSPORT

Sharing Objectives and Goals with Customers and Providing Custom-made Solutions

Temporary Staffing Business

General Staffing Service (Registration Type & Regular Employment Type)

Via temporary staffing, we support such problems as handling things at busy times, the transferring of employees and dealing with the launch of a new business.

- Manufacturing-related staffing:** Assembly, processing, inspection and operators.
- Logistics-related staffing:** Forklift, sorting and packing.
- Technical-related staffing:** Design, R&D and system engineers.
- Office work-related staffing:** General office work, accounting, general affairs and reception.
- Service-related staffing:** Call centers and sales



Human Resource Introduction & Employment Placement Dispatching

We support through introducing the most suitable human resources by considering the form of employment, and the necessary skills and qualifications, thus reinforcing the human resources necessary for the customer's business growth, and reducing hiring risk.

Production Contracting Business

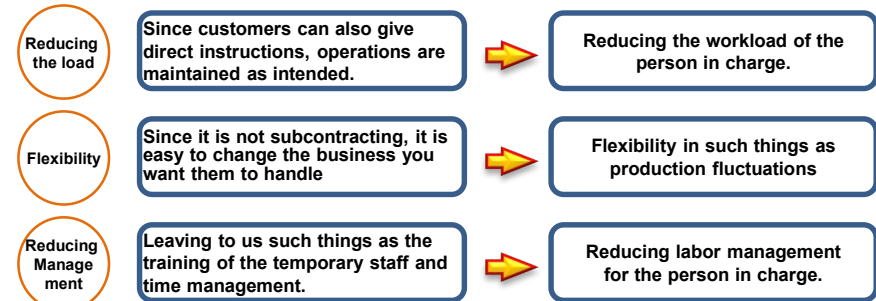
This is an era in which manufacturing sites are required that can flexibly and intermittently respond to changes in market needs and the working environment. We also absorb and expand into the production contracting business the know-how we have cultivated in our logistics business. From receiving materials to production and shipping management, it is possible to build a rational and optimal one-stop operation. We improve work efficiency and productivity, and support the manufacturing business of our customers.



Unit Staffing

In the form of value-added staffing, we realize the establishing & improving of productivity, and the ensuring of stable quality & safety.

Focused on lines or areas, we assign leaders from our company. While working together, we are responsible for practical operations, such as labor management, training, 5S and trouble shooting.



Building a strong organization through improvement activities

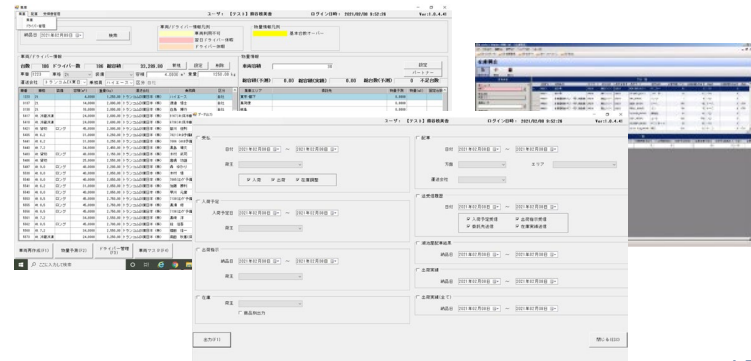
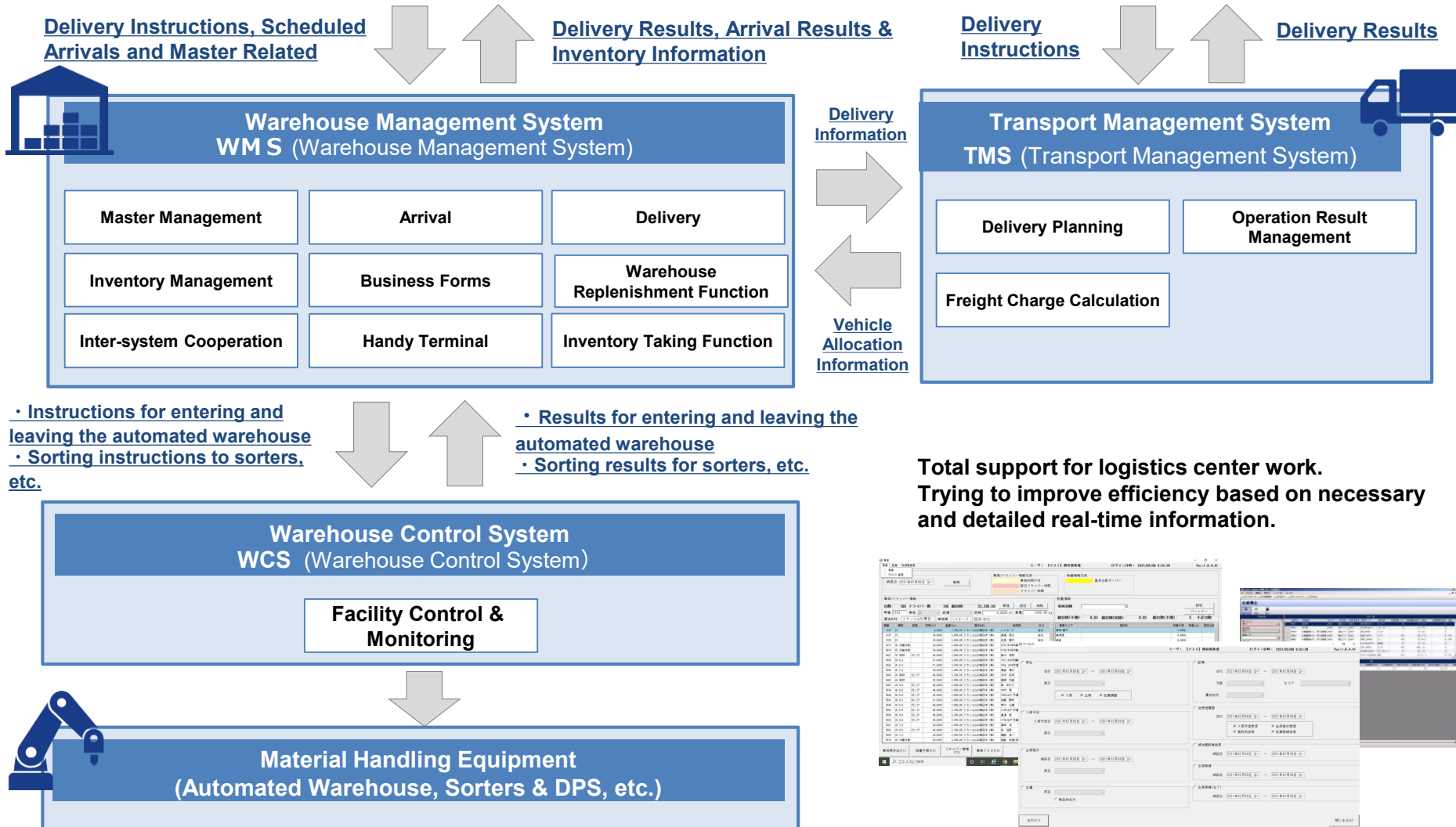
By pursuing and sharing improvements continuously, we are working to improve safety, quality and productivity, and reduce costs.



Systems

Flexible support for various kinds of system development and coordination

The Basic Systems of Customers



CSR Information

Supporting the Environment

Initiatives to improve the vehicle utilization rate and reduce the number of vehicles

1. Reduce CO2 emissions by providing efficient shipping services

In our load matching service business (*1), reducing CO₂ emissions by increasing the utilization rate of truck transportation in Japan.

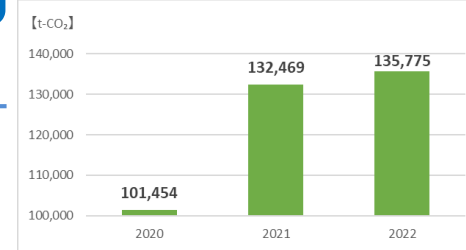
(*1) A service that ships cargo by utilizing empty trucks all over Japan

Number of trucks dispatched
In FY2022

1,510,233

Annual CO₂ emissions
▲135,775t CO₂ reduction

CO₂ emissions reduction



2. Initiatives to reduce the number of operating vehicles by joint shipping and to solve the problem of a shortage in long-distance truck drivers

Together with Home Logistics and Unicharm Products, in the joint shipping business that utilizes swap body containers (*2), we are working to reduce the number of vehicles through round-trip shipping, and to reduce the burden on drivers via cargo handling classification.

We have been highly praised for our efforts, and received the “Minister of Land, Infrastructure and Transport Award” at the FY2020 excellent business awards of the Green Logistics Partnership Conference (*3).

(*2) A vehicle where the part of the cargo bed loaded on the truck can be detached

(*3) With regards to the construction of sustainable logistics systems, awards given by the Ministry of Land, Infrastructure, Transport and Tourism, and the Ministry of Economy, Trade and Industry, etc., to businesses that have made outstanding achievements such as reducing the environmental burden in the logistics field and improving logistics productivity

Results of the joint shipping business

Reducing the environmental burden

Number of trucks
▲50% reduction

Improvement in the working environment

Loading and unloading work by drivers

▲12,450 hours / year reduction

Drivers who can go home
every day +10 people

CO₂ emissions reduction

Annual CO₂ emissions
▲880.4t CO₂ reduction



Safety & Quality

Basic Policy: A workplace where one can work safely, securely and in good health

1. On-site safety activities

- Logistics center basic behavior (in-house & warehouse rules)
- Forklift basic behavior
- Driver basic behavior and safety awareness

2. Obtained certification as a “place of business with excellent safety”

What is a place of business with excellent safety?

Evaluating on a business location basis the efforts of trucking companies to take measures for traffic safety, etc., and certifying business establishments that have cleared certain standards.



トランコムグループ統一基準書



NEXT to you

「はこぶ」を創造する

Creating “Transportation”



はこぶ
transport

かたち
platform

ともに。
partnership

There are many types of “form” in the world.
We grow by changing the form.
By creating something that perfectly suits people.
That is our “form” .
We will turn various kinds of “transportation”
into “forms” that are just right.

TRANCOM