

3PL Business (Overseas)

Since the expansion into Singapore in 1976, the HTS Group has been expanding internationally, with a global network of 435 sites in 28 countries and regions (excluding Japan) as of March 31, 2022.

Under the policy to become a leading 3PL company in Asia set in the Mid-term Management Plan “LOGISTEED2024” and then to become a global leader by FY2030, we will support our customers’ supply chain strategies with a wide range of services.

FY2021 Result

■ Results (overseas)

Revenues:

¥268.7 billion
(YoY + ¥82.5 billion)

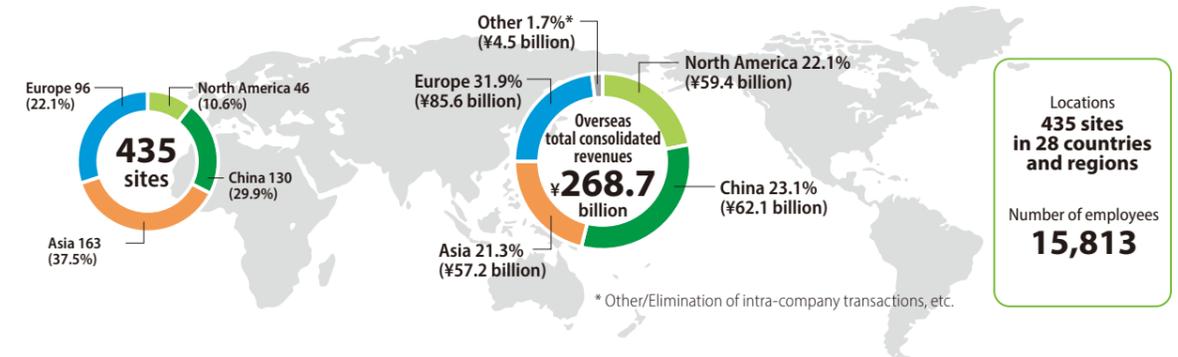
Operating income:

¥12.34 billion
(YoY + ¥2.74 billion)

■ New Orders/New Startups

New Orders: 7 projects New Startups: 9 projects

Revenues by overseas region and no. of overseas sites (FY2021)



Locations
435 sites
in 28 countries
and regions

Number of employees
15,813

Examples of LOGISTEED2024 Priority Measures

Europe Expand service area of intermodal business

Mars Logistics Group in Turkey continues to act with an understanding of doing business that respects the nature by investing in environmentally friendly intermodal (multimodal) and railway transportation.

In 2021, it invested approximately 10 million Euros to purchase 90 railway wagons and opened the Halkali (Turkey) – Kolin (Czech Republic) railway line and also significantly increased the number of trips on direct intermodal lines for Germany and Czech Republic. As intermodal and railway transportation are sustainable and reliable service fit for high amount of mass transportation, Mars Logistics offers environmentally friendly solutions by expanding these services.



Message from local leadership

After starting the Turkey-Italy-Luxembourg line in 2012, we continued our environmentally friendly intermodal transportation investments with Turkey-Germany and Turkey-Czech direct intermodal lines. We opened a new page in our environmental solutions with these large investments in our wagons in 2021, and we will continue our Green Logistics investments under LOGISTEED2024 by continuing our feasibility studies for new lines.

Garip Sahillioğlu

CEO
Mars Lojistik Grup Anonim
Sirketi



North America Further expand the Shared Milkrun business

Carter Logistics, engaging mainly in auto parts logistics and transportation in the U.S., is recognized by its customers as a top service provider for cross-docking production parts and transportation of service and production parts.

The Shared Milkrun, the core service of the company, is a business model that embodies priority measures of “LOGISTEED2024” by achieving maximization of trailer cubes, increased delivery efficiency to customers, and reduction of the carbon footprint simultaneously. We expect an increase in demand for such business models amid soaring supply chain costs and we will meet customer needs through the growth of the company’s Shared Milkrun business.



Message from local leadership

The Supply Chain marketplace in North America is characterized by a shortage of truck drivers and equipment, resulting in inflated operation costs. We have built a good relationship with our core customers over the years, and we are confident that with these partnerships we will maintain business growth and achieve the Mid-term Management Plan by continuing to offer high-quality, valuable services at an optimal cost.

Jessica P. Warnke

President & CEO
Carter Logistics, LLC



China Evolve into the next-generation logistics through accelerated automation/labor-saving

In China, the environment surrounding the logistics business is drastically changing, giving rise to issues such as labor shortages and supply chain disruptions.

In China, where the development of automation/labor-saving equipment is advanced, our subsidiary has aggressively implemented such equipment and aims to quickly realize the next-generation logistics sites that address social issues and are not dependent on human labor. It has already installed new technologies mainly in such processes as delivery and processing for distribution and made achievements.

In addition, it is focusing on improving the sustainability of logistics and making supply chain more resilient by providing high value-added services such as visualizing potential issues through DX.



Message from the officer in charge

As the Group operates large 3PL and freight forwarding businesses in China, experiencing the impact of COVID-19 on our business activities made us realize once again the importance of resilient, sustainable logistics services. Going forward, to contribute to our customers and society, we will increase investment in and enhance automation, labor-saving and DX, demonstrate “Gemba” power, one of our strengths, more than ever, and strengthen business platform by improving safety, quality, productivity, and work environment while focusing on reducing environmental load.

Koji Kawakita

Chief Executive for China
(President, Hitachi Transport
System (China), Ltd.)



Asia Expand investment mainly in India, Thailand, Indonesia, and Malaysia

The HTS Group plans to increase investment in Asian region where steady economic growth is expected. In India, one of the key countries, we purchased approximately 90,000 m² of land in Mumbai and started construction of a warehouse in April 2022. In India, we will also construct warehouses in Chennai, Delhi, and Bangalore to establish a system to provide one-stop service including global and domestic logistics.

Our plan also includes a construction of a warehouse and installation of automation equipment in Thailand, site expansion in Indonesia, expansion of a warehouse for chilled/frozen products, and increase in the number of vehicles to meet expanding demand for cold chain solutions in Malaysia.



Message from the officer in charge

To realize the vision to “become a leading 3PL company in Asia,” we will steadily and promptly carry out specific initiatives under the growth strategy and backcasting approach. In addition, to prepare for the post-COVID-19 era, we will pursue value creation with partners in various sectors and industries to offer optimal solutions to customers’ global supply chain becoming sophisticated and complicated, mainly in Asia which is evolving from the production area for the world to the biggest consumer market.

Ryuichi Honda

Executive Officer
Chief Executive for Asia
President, Hitachi Transport System
(Asia) Pte. Ltd.
Chairman of the board, Hitachi Transport
System Vantec (Thailand), Ltd.
Chairman of the board, Eternity Grand
Logistics Public Co., Ltd.

