

## **Announcement of the Implementation of the Group Business Restructuring**

This is to announce that in order to secure the company's future growth and profitability, the Board meeting held today resolved to change the Group's business structure from its previous liquor-centered business to a "logistics" based sales platform company providing comprehensive services from order reception, delivery and settlement of a wide range of products. Details are described below.

### **1. Background of Group Business Restructuring**

Our group provides a liquor-centered delivery service that prioritizes customer convenience, based on our desire to respond to "any" requests of customers. Currently, the company operates in the Tokyo metropolitan area, Osaka, and Kyushu, focusing on its flagship brand "Anything Liquor Store Kakuyasu" delivering liquor and other products to restaurants and households from over 250 delivery stations. Our Group's strength lies in its own logistics system, which makes it possible to meet customers' requests in a detailed manner, and we intend to enhance this strength in the future.

On the other hand, to continuously achieve growth and profitability in the future, it is essential to expand business beyond liquor-centered sales. We believe it is necessary to expand products lineup based on our strength in logistics and transform our company into a sales platform with integrated service from order reception to delivery and settlement. Therefore, this restructuring will consist of a series of initiatives aimed at "becoming an integrated sales platform that offers service from order reception to delivery and settlement based on logistics system."

### **2. Details of the Sales Platform Business to be Realized Through the Restructuring**

#### **(1) Redefining the Roles of Group Companies**

Based on the background described in 1 above, the Group aims to realize its sales platform business by assigning specific roles to each company. The Company is responsible for the Group's overall management, and advancing the strategy, and Kakuyasu Co.,Ltd. (hereinafter referred to as "Kakuyasu.") sells liquor beverages, while Meiwa Bussan Co.,Ltd ("Meiwa") sells products other than liquor, and Daiwa Express Co.,Ltd("Daiwa") basically plays the role of a logistics function.

## (2) The Multi-functionality of Logistics

In addition to the current self-owned delivery system, we will strengthen our delivery functions by utilizing third-party delivery function (Motor Truck Transportation Business), where products and service sold by other companies are delivered by our group. Daiwa Express, acquired in August 2024, will play a central role in our group's logistics system. As stated in today's "Announcement of Company Split (Simplified Absorption-type Split) With the Advent of Group Business Restructuring", the first step toward multi-functional logistics is the transfer of the "in-Group delivery from the Hewajima Logistics Center (approximately 15,800m<sup>2</sup> located in Ota-ku, Tokyo) to small delivery stations" from Kakuyasu to Daiwa. With the third-party delivery function, we will be able to deliver a wide range of products while adapting to customer demand and delivery frequency.

## (3) Expansion of Product Lineup

To expand our product lineup beyond liquor, which has been an ongoing initiative, we will first designate Meiwa as the primary entity responsible expanding the lineup for the Group's existing restaurant and general customers. The Group as a whole will actively engage in mergers and acquisitions to broaden our product offerings and strengthen our capability to handle new goods, on the premise of providing services as a sales platform company to all customers, including restaurants, corporate customers and general consumers.

## 3. Future Outlook

Although there will be some one-off costs associated with the Group's business restructuring, these are not expected to have enough impact to change the currently announced figures for the full-year forecast. On the other hand, the profitability of the Group's business restructuring initiatives will affect the forecast figures and operating results from the next financial year onwards, so we will endeavor to announce the forecast figures as soon as possible.

### [Inquiry]

Investor Relations, Kakuyasu Group Co.,Ltd.

Tel: +81-3-5959-3088

E-Mail: [ir@kakuyasu-group.co.jp](mailto:ir@kakuyasu-group.co.jp)