



June 2, 2020

To whom it may concern

TOKAI Holdings Corporation  
Katsuhiko Tokita, President & CEO  
(Code No. 3167 Tokyo Stock Exchange First Section)

## **Basic Agreement on Strategic Business Alliance with Ekitan**

TOKAI Communications Corporation (Headquarters: Aoi-ku, Shizuoka-shi, Shizuoka Prefecture; President and Representative Director: Yasuhiro Fukuda), a wholly owned subsidiary of our Company engaged in the Group's information and communications business, and Ekitan & Co., Ltd. (Headquarters: Chiyoda-ku, Tokyo; Representative Director and President: Taro Nakamura) today announced that they have entered into a basic agreement on the strategic business alliance for business development centered on the Mobility as a Service (MaaS)\* domain, as shown in the attachment.

In the future, both companies will seek to expand and enhance their businesses by mutually leveraging the best use of the respective areas of expertise, aimed at further earnings growth, sustainable growth and increased corporate value for both companies.

- \* Mobility as a Service (MaaS) utilizes ICT to cloud transportation and seamlessly connects all modes of transportation (mobility) as a single service, excluding private cars.

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June 1, 2020

To whom it may concern

TOKAI Communications Corporation

## **Strategic Business Alliance between TOKAI Communications and Ekitan**

TOKAI Communications Corporation (Headquarters: Aoi-ku, Shizuoka-shi, Shizuoka Prefecture; President and Representative Director: Yasuhiro Fukuda; “TOKAI COM” hereinafter) and Ekitan & Co., Ltd. (Headquarters: Chiyoda-ku, Tokyo; Representative Director and President: Taro Nakamura; “Ekitan” hereinafter) today announced that they have entered into a basic agreement on the strategic business alliance for business development centered on the Mobility as a Service (MaaS)<sup>\*1</sup> domain as follows.

### **1. Background and purpose of the business alliance**

TOKAI COM is a one-stop service company providing network, data center, and system development, and offering a wide range of services in the information and communication field for both individuals and corporations.

Ekitan supports the lives of users by offering information content services that provide real-time information on public transportation transfers, time and operation information, and other relevant lifestyle information.

In recent years, the environment surrounding the information and communication field has drastically changed and the speed of technological innovation has been remarkable. Customer needs have further diversified and compounded, such as business model reforms brought about by digitalization and productivity and operational efficiency improvements against the backdrop of Work Style (labor) Reform.

Under the circumstances, both companies have promoted a joint study on the development and commercialization of a new transfer engine service in the MaaS domain by combining the business base of TOKAI COM and the planning and development capability of the information content service of Ekitan. In addition to the scope of the joint study to date, the two companies have reached a basic agreement on a strategic business alliance in order to expand and enhance their business domains by making the most of each other's areas of expertise, and to aim for further earnings growth, sustainable growth and increased corporate value for both companies.

### **2. About the business alliance**

Based on the "ABCIR+S"<sup>\*2</sup> strategy promoted by the TOKAI Group, TOKAI COM and Ekitan will promote the development and commercialization of a new MaaS-compatible transfer engine ("MaaS engine" hereinafter) that are ongoing founded on a robust partnership between them, as well as the commercialization of business solutions that support efficient corporate activities such as Work Style Reform. Based on the spirit of collaborative pioneering of new business domains, including joint development of new solutions for the new era of 5G communication networks and post-COVID-19, the following initiatives will be taken. Details will be determined through discussions between the two companies.

[System integration business]

1. Joint development of the MaaS engine and its commercialization as a service (in progress)
2. Joint sales and implementation of the MaaS engine to transport and MaaS operators, and development of peripheral system solutions
3. Development and joint sales of solution services related to tourism-model MaaS for local governments

in Shizuoka Prefecture and other parts of Japan

4. Development of a database for mobility demand forecasting using advanced AI analysis on D-sapiens and solution services for the "New Norm" required in the post-COVID era, in addition to MaaS, by combining a data management platform ("D-sapiens") established by the TOKAI Group with various mobility-related data held and accumulated by Ekitan
5. Functionality expansion of business solution services such as Ekitan BIZ, and joint development and sales of new services in adjoining areas

[Data center and cloud business]

6. Construction of a data center for the MaaS engine and service platform using the latest cloud environment

[Communications business]

7. With an eye on the coming 5G era, application development in the peripheral of telework markets where growths are expected, and planning and development of new products such as business communication network infrastructure sets and packages, as well as the joint sales thereof

\*1 Mobility as a Service (MaaS) utilizes ICT to cloud transportation and seamlessly connects all modes of transportation (mobility) as a single service, excluding private cars.

\*2 ABCIR+S is a unique term created by connecting the initials of A (AI), B (Big Data), C (Cloud), I (IoT), R (Robotics), and S (Smartphone), and is the TOKAI Group's strategy for technological innovation.

**[Inquiries about this press release]**

Planning and Management Department, Administration Head Quarters, TOKAI Communications Corporation

URL: <https://www.tokai-com.co.jp/>

<Reference>

Corporate Profile of TOKAI Communications Corporation

Trade name	TOKAI Communications Corporation
Location	Tokai Building, 2-6-8, Tokiwa-cho, Aoi-ku, Shizuoka-shi, Shizuoka
Title and name of Representative	Yasuhiro Fukuda, President and Representative Director
Establishment	March 18, 1977
Capital	1,221 million yen
Business	Telecommunications, data center, system integration, etc.
URL	<a href="https://www.tokai-com.co.jp/">https://www.tokai-com.co.jp/</a>

Corporate Profile of Ekitan & Co., Ltd.

Trade name	Ekitan & Co., Ltd.
Location	JPR Kojimachi Bldg., 5-4 Kojimachi, Chiyoda-ku, Tokyo
Title and name of Representative	Taro Nakamura, Representative Director and President
Establishment	January 15, 2003
Capital	291 million yen
Business	Transfer information/timetables/map-based navigation services
URL	<a href="http://ekitan.co.jp/">http://ekitan.co.jp/</a>