

News Release

June 24, 2019

Nishimoto Co., Ltd.
(Tokyo Stock Exchange First Section: Stock code 9260)

<h2>Notice on Conclusion of Business Alliance Agreement with Cold Water Shrimp Trading Company Schooner Co., Ltd. for Overseas Sales</h2>

We hereby announce that Wismettac Foods, Inc. (Head office: Chuo-ku, Tokyo, President: Hiroshi Tsujikawa), a subsidiary of Nishimoto Co., Ltd. (“Nishimoto”) entered into a business alliance agreement with Schooner Co., Ltd. (“Schooner”—Head office: Chuo-ku, Tokyo, President: Nobuyuki Higuchi) today.

1. Background and purpose of business alliance

Schooner, founded in 1978, is a pioneering firm that became the world’s first company to import cold water shrimp to be used for sashimi into Japan from Greenland. It has a long business history and top-level market share* (*as identified by Nishimoto) in the raw-food shrimp category in Japan, particularly cold water shrimp. In recent years, Schooner has worked to distribute products processed by contract service plant operators outside Japan for use as raw food.

At a time when the market for Japanese food is expanding further, mainly in Europe, the U.S. and Asia, the Nishimoto Group distributes Asian ingredients and food products with a focus on Japanese food to different parts of the world. In particular, fishery product items for sushi-related goods are among its key product categories. The Nishimoto Group will enhance its fishery product lineup and distribute Schooner products in different Japanese food markets around the world through the above-mentioned overseas distribution business alliance agreement with the firm.

2. Future outlook

The Nishimoto Group aims to post approximately 500 million yen in sales of Schooner products in the foreseeable future.

The Group expects the above-mentioned alliance to have only a marginal effect on its consolidated financial results for the fiscal year ending December 31, 2019.

3. Profile of Schooner Co., Ltd.

- (1) Corporate name: Schooner Co., Ltd.
- (2) Head Office: 2-18-1 Kachidoki, Chuo-ku, Tokyo
- (3) President: Nobuyuki Higuchi
- (4) Founded: September 1978
- (5) Capital: 300,000,000 yen
- (6) Principal business activities: Import and distribution of Schooner-brand frozen cold

water shrimp and import-export and distribution of frozen fishery products and frozen agricultural products



(Product example)

4. Profile of Wismettac Foods, Inc.

(1) Corporate name: Wismettac Foods, Inc.

(2) Head Office: Onward Park Building, 3-10-5 Nihonbashi, Chuo-ku, Tokyo

(3) President: Hiroshi Tsujikawa

(4) Founded: May 1912

(5) Capital: 80,000,000 yen

(6) Principal business activities: Development and overseas distribution of Asian foods (Asian food global business)

Domestic and overseas distribution of agricultural and fishery products (agricultural and fishery trading company business)

Domestic and overseas distribution of other products (amenity and retail business)

Contact information for inquiries

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