



NEW BUSINESS MARKET AROUND WAREHOUSING AND REAL ESTATE

January 17, 2023

E-Sohko※ group

Kotaro Hayazaki

※'Sohko' means warehouse in Japanese

AGENDA

- ① **Introduction**
- ② **What is Logistics Real Estate Business**
- ③ **Human Resources as a key to this business**
- ④ **Digital Transformation and Future Outlook**
- ⑤ **Conclusion**

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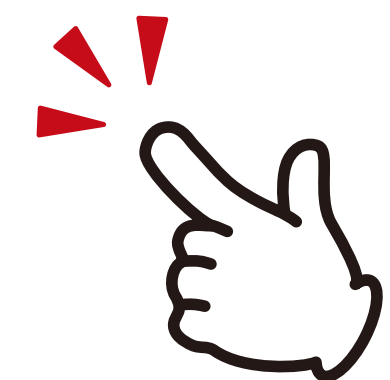
イ - ソ - コ ヲ ツ ト コ ム, 【e-sohko.com Co., Ltd.】

CEO

Kotaro Hayazaki

- **I was born in 1981, 41 years old**
- **I joined the E-Sohko-Group at 26 and established the E-Sohko.com Co., Ltd. at 29.**
- **3 different companies as CEO, as well as more than 20 companies as board member.**

**Make your warehouse
more fun!**





【Our slogan】

**Develop human, society and future
through Logistics Real Estate Business**

Branding of Warehouse Renovation



新しい倉庫のカタチ
倉庫リノベーションPORTAL SITE

Career Support

- 株式会社 LIS
- ・学生向け人材教育
 - ・インターンシップ紹介
 - ・新卒採用支援



株式会社 LIS

港区の貨物駅

株式会社 LIS

Logistics

Linkage + Legit = 連携をもって質の高い
サービスを選択
をもとにした運送業

Real estate

イーソーコ株式会社

- ・物流施設のマスターリース
- ・物流施設の管理、テナントリーシング
- ・物流改善コンサルティング

Human Resources/IT

- ・LPM(Logistics Property Management)
- ・シェアオフィス事業
- ・IT事業(イーソーコ.com保守、管理)



Architecture

株式会社イーソーコ総合研究所

- ・倉庫リノベーションにおける
企画、設計、施工、コーディネート業務
- ・CM(コンストラクション・マネジメント)業務



物流の未来を開拓する

東運ウェアハウス株式会社

Warehouse

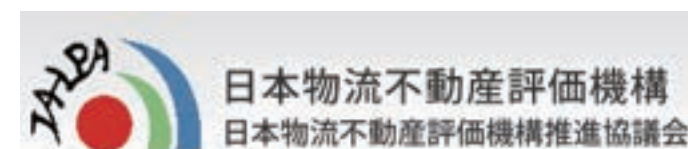
- ・トランクルーム事業

物流不動産BIZ

物流ユーティリティープレイヤー

Education

- ・人財育成業務
- ・物流不動産ビジネス
インキュベーター業務
- ・物販事業



物流不動産に関連した企業の専門家による
ノウハウや知財の共同事業

JAL-PA 日本物流不動産評価機構

- ・物流不動産に特化した、調査・評価、診断、関連する
事業者の勉強会、研究会等の相互交流、セミナー開催

Association

物流不動産協同組合

- ・物流不動産ビジネス組合員による業界創り



物流不動産の企画・設計・開発

Finance

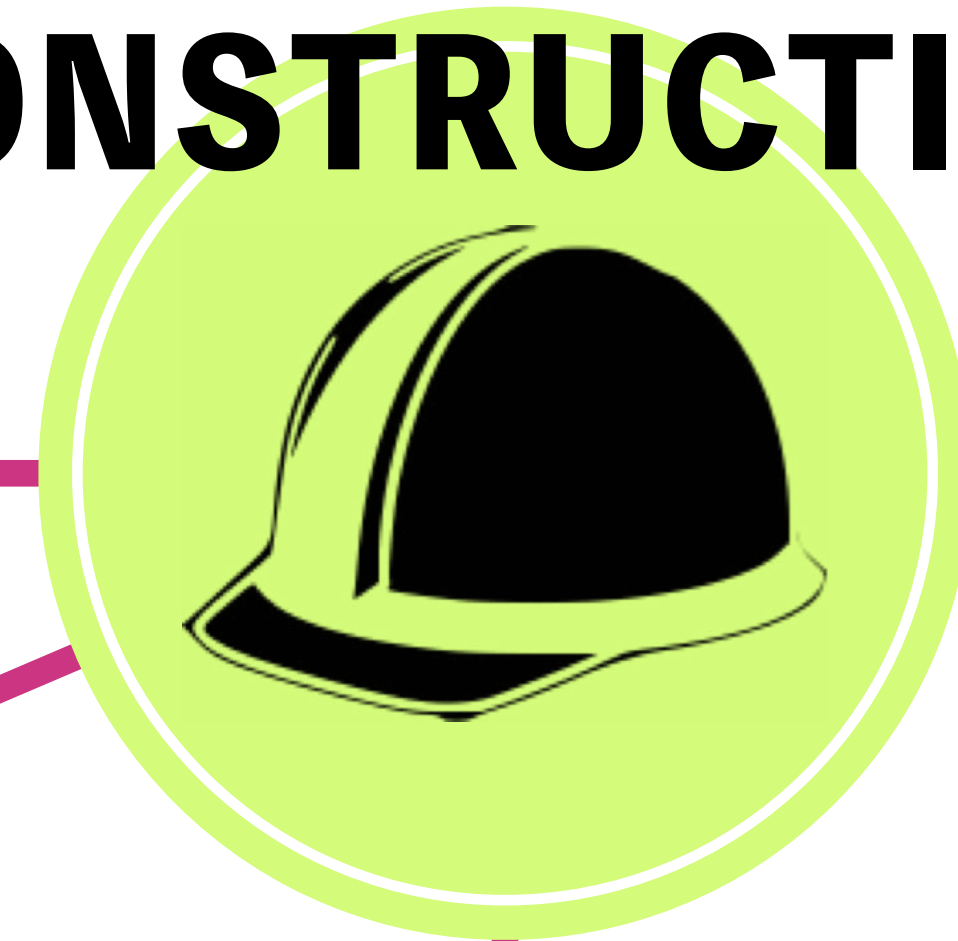
- ・物流不動産に特化した開発、分譲などを提案。
土地の仕入れから設計、建設、資金調達まで
トータルサポート

Our business market is much broader than financial and Real Estate Investment market.

REAL ESTATE



CONSTRUCTION



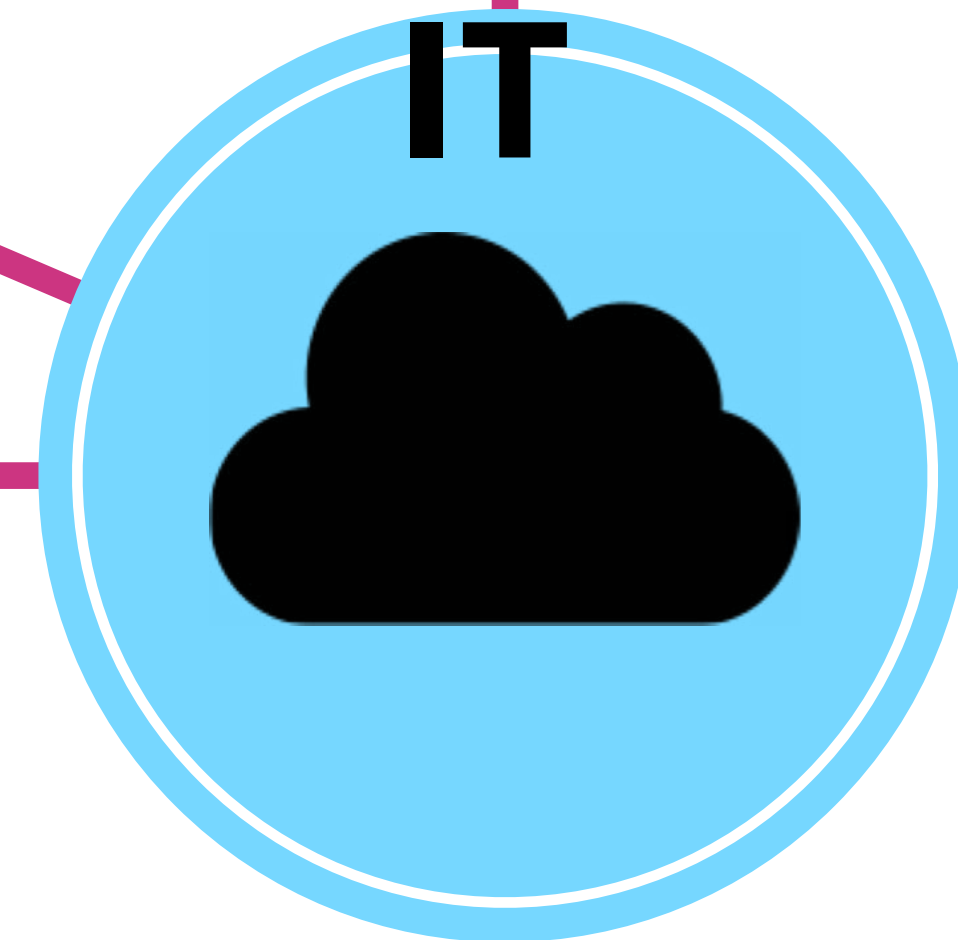
WAREHOUSING



FINANCE



IT



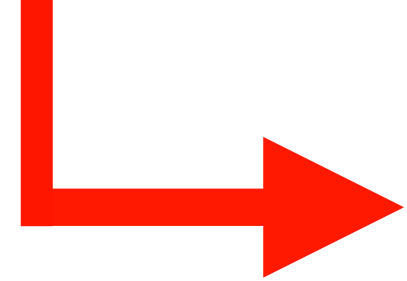
シン・物流

New

Logistics

This Japanese words mean

Something new in addition to traditonal logistics



Logistics Real Estate Business

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【 Founder of Logistics Real Estate Business 】

Chairman of the Board of E-Sohko Group

Iwakazu Otani

- **He developed this new business model based on his own business experience.**
- **He published a couple of books on Logistics Real Estate Business.**

Otani's books



Opportunity lies in crisis!! 

The differences in how you see the space

Emphasis on storage efficiency

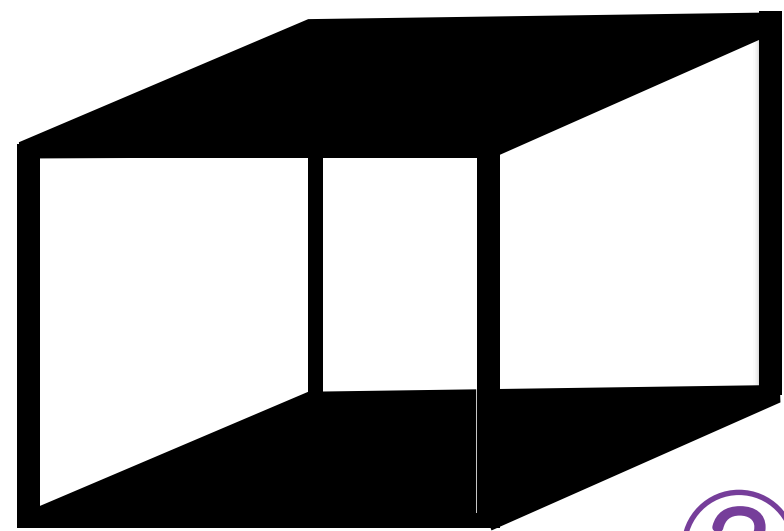


Emphasis on rental area



Cubic meter

m³



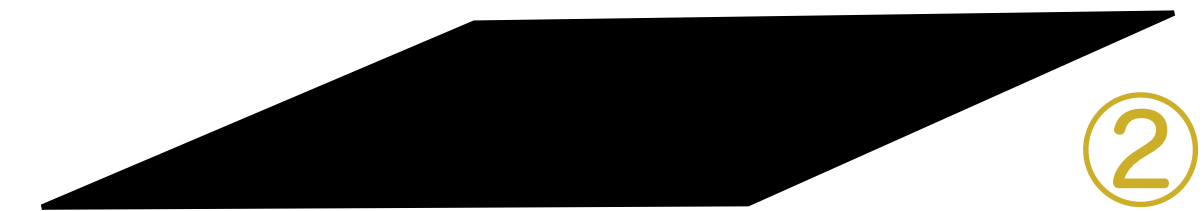
①

②

③

Square meter

m²



①

②

LOGISTICS



REAL ESTATE

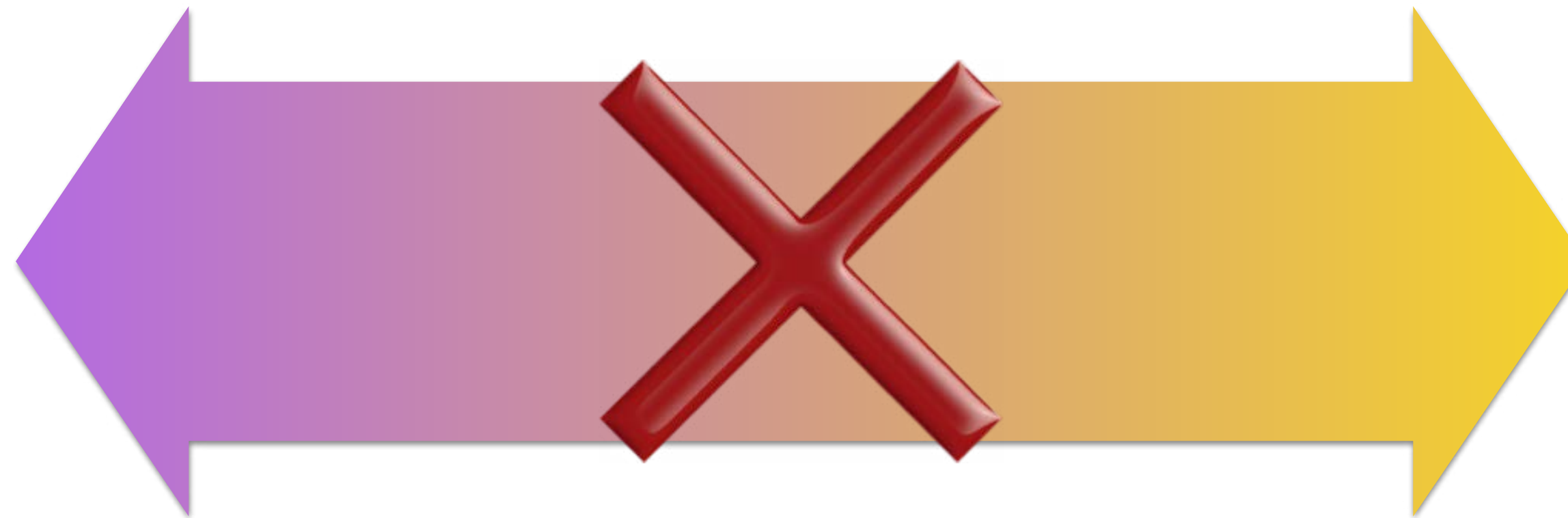


Cultural Differences between the two industries

Conservative



**You evaluate
the good points**



Proactive



**You evaluate
the lack of bad
points**

Differences in the Timing of payment reception between the two industries



Request payment afterwards

- Warehouse-related
- Logistics processing
- Transportation cargo



Request fee beforehand

- Construction-related
- Real estate brokerage
- Building management

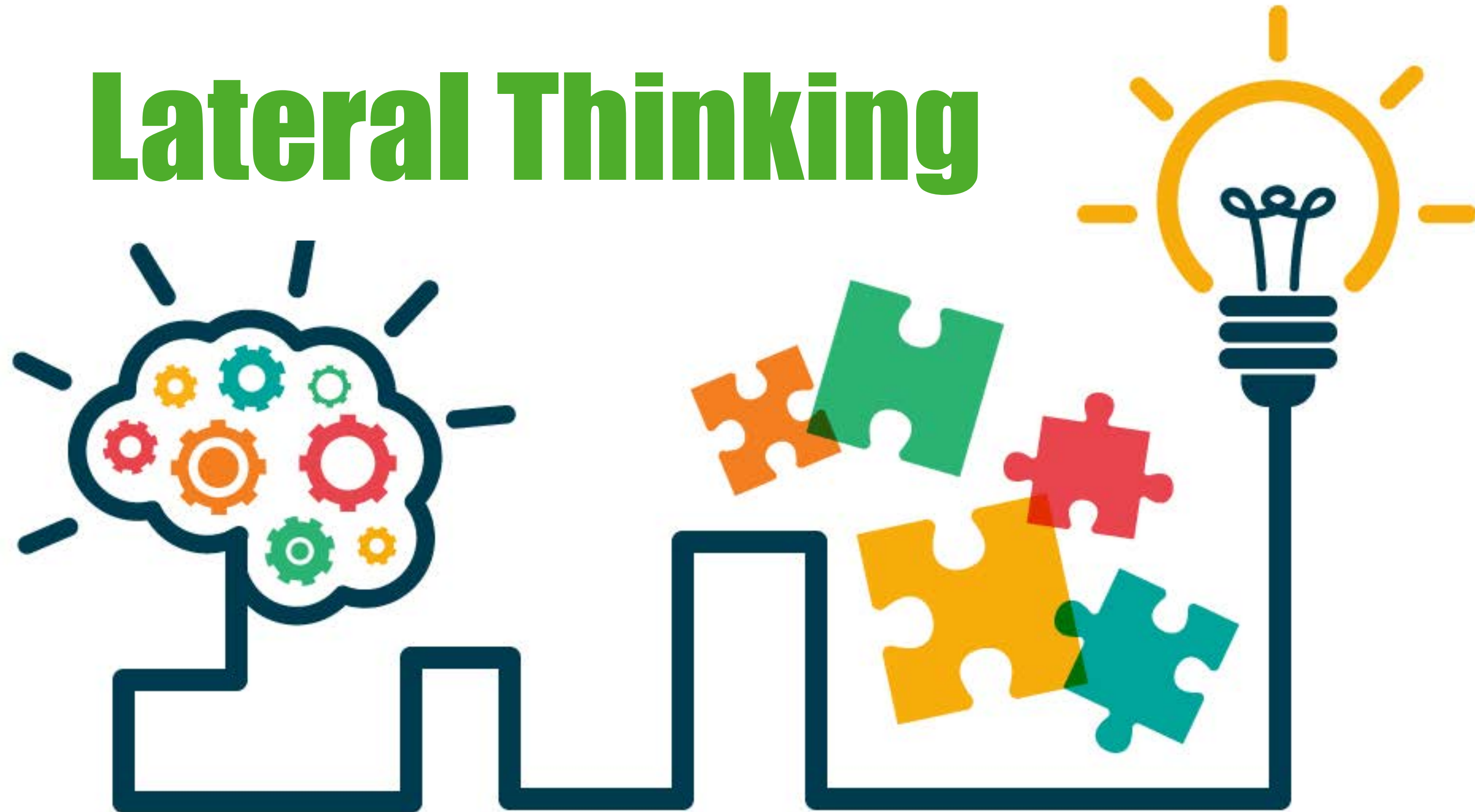
BLUE OCEAN

Blue Ocean means an untapped market with no competition

**Logistics companies and Real estate companies are a lot.
But the players who can do both is few.**

**Logistics Real Estate Business needs players
who can think beyond the boundaries.**

Lateral Thinking



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Why Logistics Real Estate Business has grown even under Covid-situation

【Consumer】



**Demand for delivery
has grown**

【Producer】



**Supply-chain challenges
driven by Covid and the War**

【Wholesaler & Retailer】



**Re-acknowledging
importance
in keeping stocks**

Utility players in Logistics Real Estate Business



Truck driver



Real estate business



**Joined company
in 2018**



Observer of rental space



Warehousing

Utility players in Logistics Real Estate Business



Building management



Receptionist of rental space



**Joined company
in 2019**



Public relations



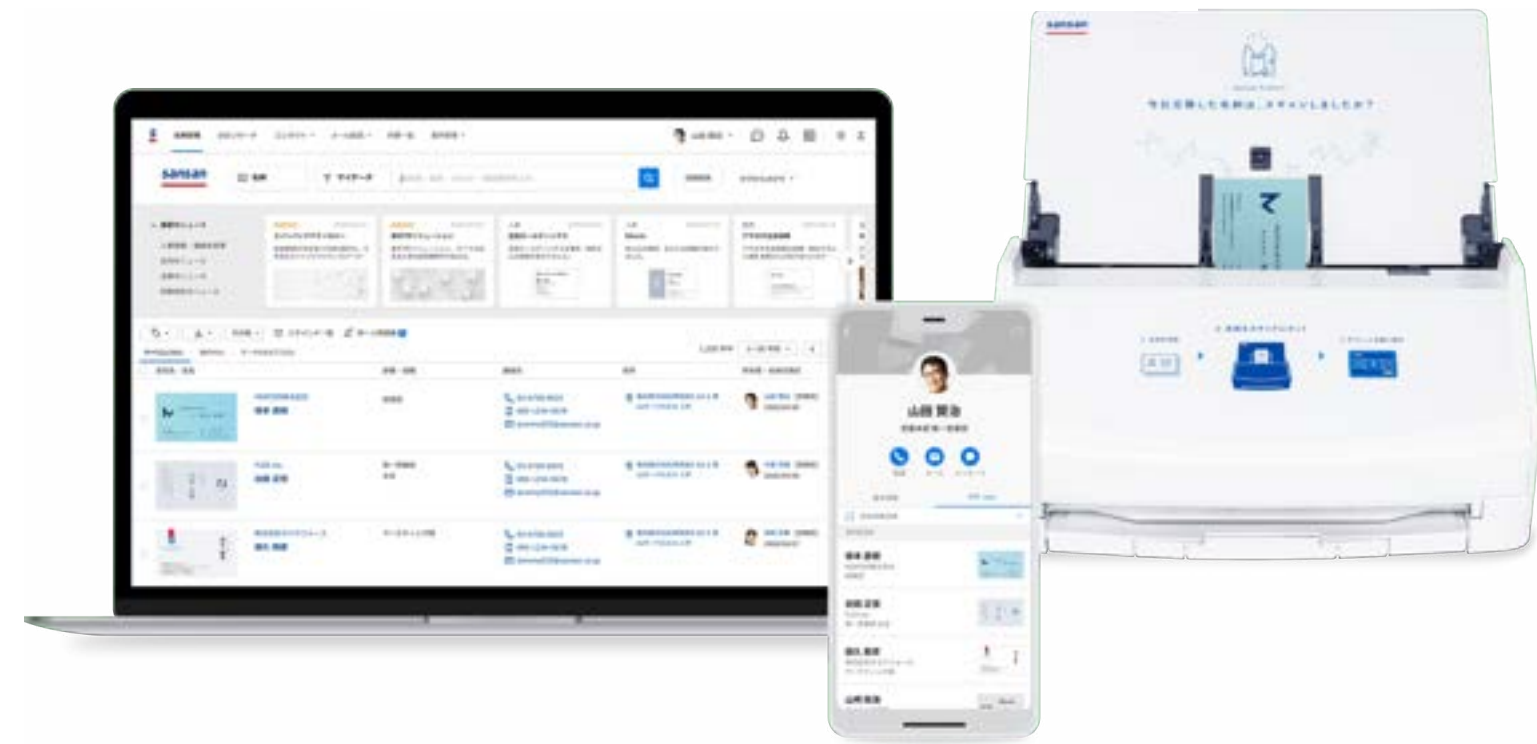
Forklift driver

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Utility players use these IT tools

 Sansan



クラウド営業支援ツール
 ネットSFA next



 Teachme Biz



 docomap GO

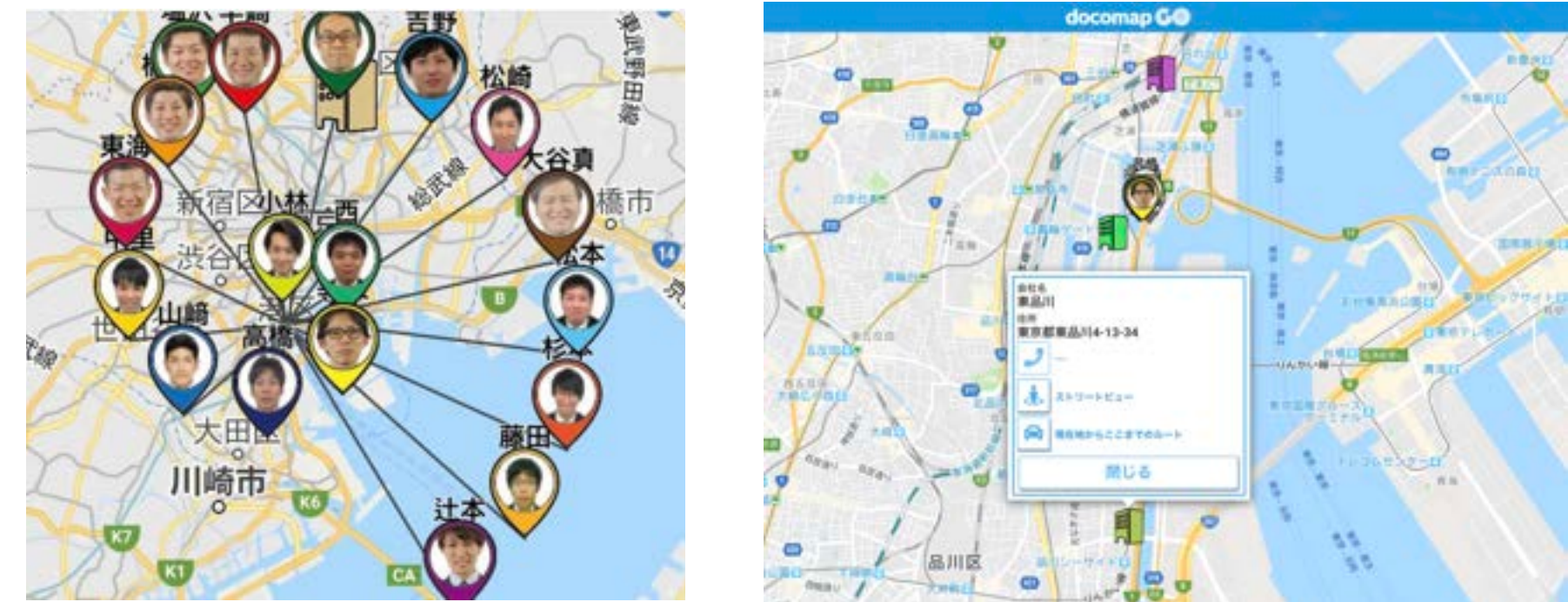
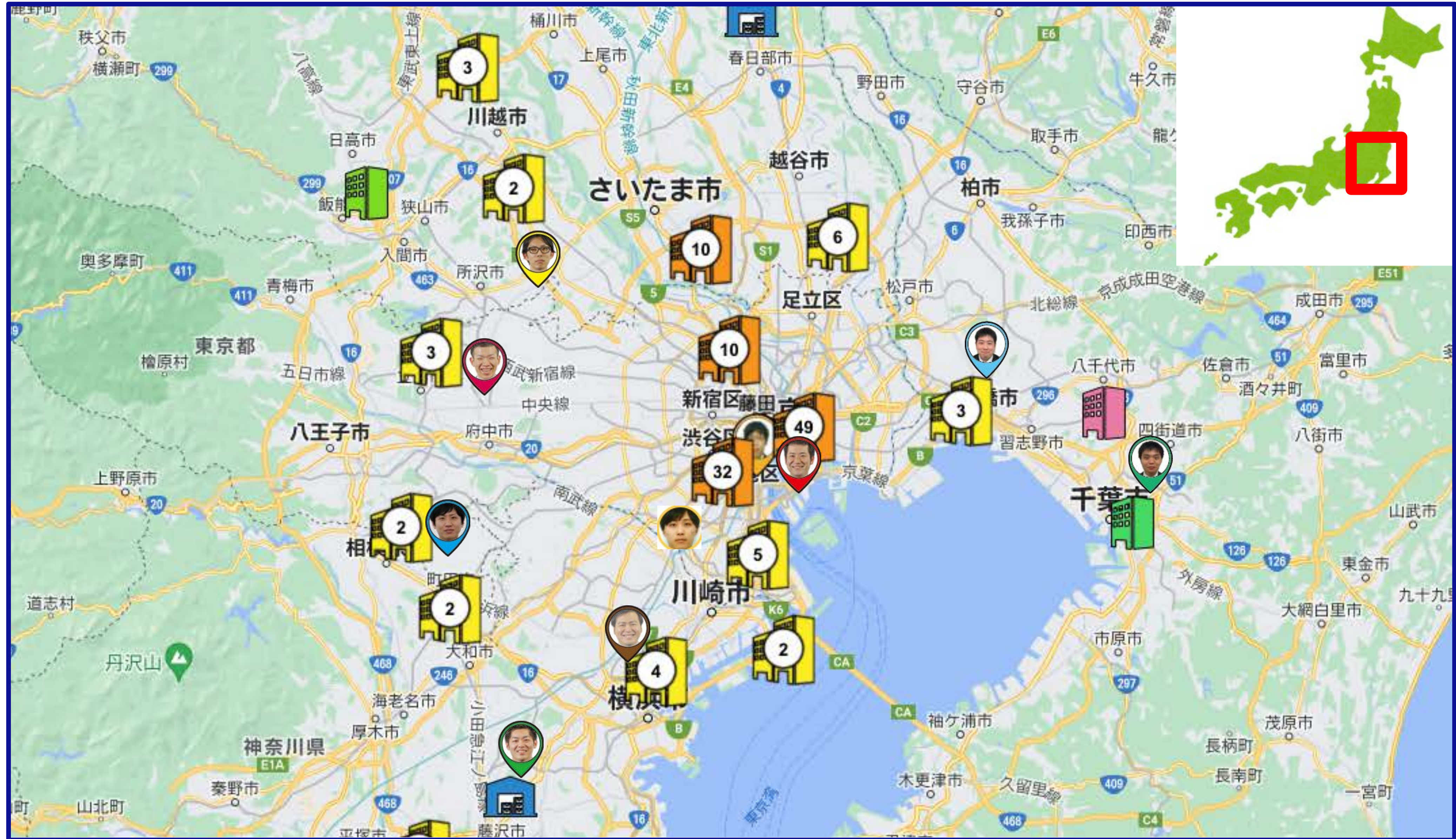


Image of using docomap G



Vietnam e-sohko

[トップ/物件一覧](#)
TOP/Warehouse List

[はじめての方へ](#)
New to Vietnam.e-sohko.com

[地図・ピンポイント倉庫調査](#)
Map/Survey Request

[グローバルロジスティックサービス](#)
Global Logistic Service

[物流不動産とは?](#)
About ButsuryuFudosan?



ベトナムイソーコ.comは、大型倉庫・小型倉庫・長期・短期に関わらずベトナムの倉庫をお探しの方が、カンタンにご活用いただける倉庫情報サイトです。

Property No.	Application/ type	area/ zone	area	rent	About mutual link / 40F container	
N3		Binh Duong A Urban Development Area	1000㎡~2000㎡	Negotiable	Low floor ○	詳細
N4		Binh Duong A Industrial Park	1500㎡~3744㎡	Negotiable	Low floor ◎	詳細
N5		Binh Duong A River Port	500㎡~1800㎡	Negotiable	Low floor ○	詳細
		Binh Duong A Industrial Park	5000㎡~5000㎡	Negotiable	Raised floor ○	詳細
		Binh Duong A Industrial Park	2450㎡~2450㎡	Negotiable	Raised floor ◎	

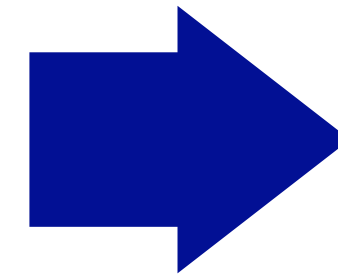
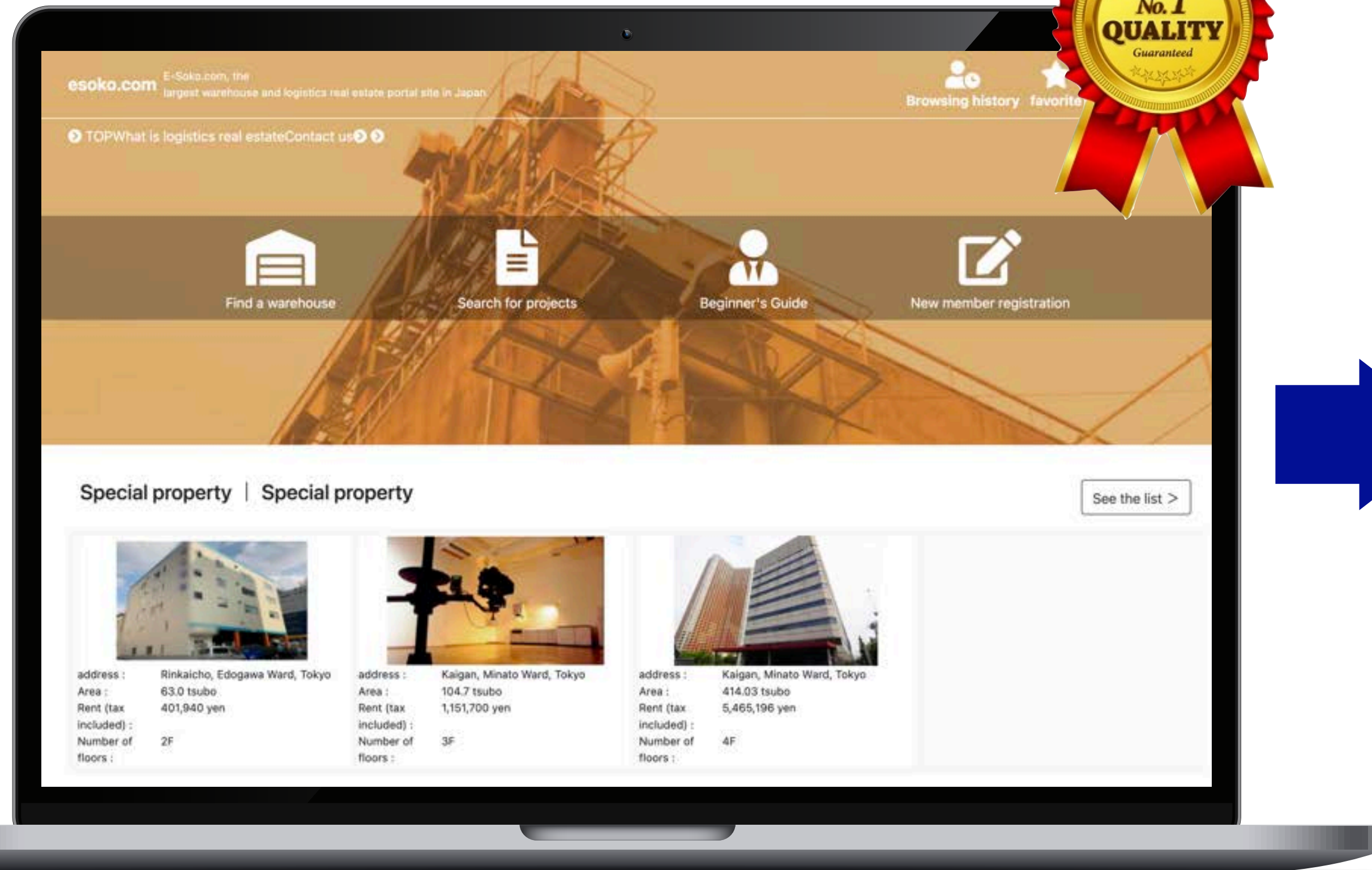
お役立ち情報

- ▶ [Embassy of Japan in Vietnam](#)
- ▶ [Ministry of Foreign Affairs \(Vietnam\)](#)
- ▶ [vietnam weather](#)
- ▶ [About mutual link / 40F container](#)

▶ 周辺物件数


Ho Chi Minh City	2 cases
Binh Duong Province Area A	8 cases
Binh Duong Province Area B	13 cases

Japan's largest warehouse distribution facility search site e-sohko.com



Office nf098634-01

Large multi-purpose building renovation in the bay area can be consulted!
Creative offices, studios, stores, gyms, schools, etc.



location	Kaigan, Minato Ward, Tokyo
area	414.03 tsubo (1368.69m ²)
Rent (tax included)	5,465,196 yen (13,200 yen/tsubo)
Management fee (tax included)	Negotiable
Common service fee (tax included)	Negotiable

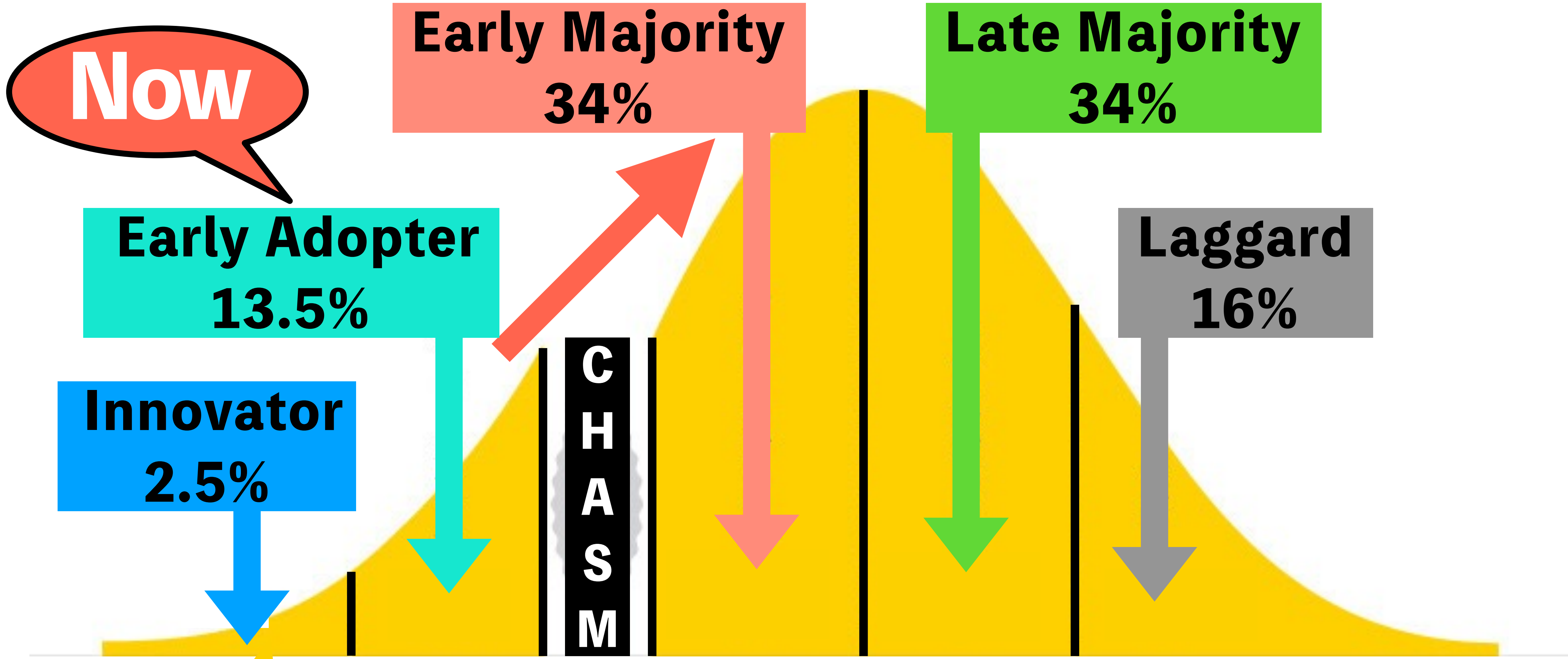
Overall information

Available date	same day
Contractable form	Rent (Main) Rent
Property type	Office
Number of floors (ground)	8th Floor
Number of floors (basement)	
Contract period	3 years

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Diffusion curve of Logistics Real Estate Business



※DIFFUSION of INNOVATIONS Everett M.Rogers 1962

**Logistics Real Estate Business
is full of potential.
Now is your chance to enter!**