

Acquisition of management rights of an Indonesian Tire Retail Chain

Marubeni Corporation (hereinafter, "Marubeni") is pleased to announce the acquisition of management rights of PT. Trans Oto Internasional (hereinafter, "TOI"), a company that operates a tire retail business in Indonesia through Marubeni subsidiary B-Quik Co., Ltd. (hereinafter, "BQ"), the leading tire retail chain in Thailand. Marubeni is also pleased to announce a change in the corporate name of TOI to PT. BQuik Otomotif Indonesia (hereinafter, "BQI") in April 2020.

Marubeni has actively participated in tire retail businesses that directly connect to consumers, having acquired BQ in 2006 and Radial Llantas SA de CV in Mexico in 2016. BQ is the leading independent tire retail chain in Thailand, boasting a total of 166 stores in the country. BQ, as a top market share company in the sales of replacement tires in Thailand, and since Marubeni joined with BQ in the acceleration of Thailand's motorization by leveraging its high-quality products and services, BQ has continued to grow by a rate of about 10 stores per year. Furthermore, BQ expanded its business into Cambodia in 2014 and currently operates two stores in the country.

In 2014, Marubeni also invested in TOI, a tire retail chain that provides replacements for consumables including tires, and maintenance services. Through this acquisition of management rights, Marubeni and BQ aim to further expand the tire retail business in Indonesia by utilizing the retail business knowledge that BQ has obtained in Thailand.

Indonesia has the world's fourth largest population at approximately 270 million, and it is expected that middle-income earners will grow in the future. In this next potential market, Marubeni will contribute to the realization of a safe and secure mobility society by providing multiple product brands and maintenance services to satisfy consumer needs.

【BQI Corporate Profile】

Corporate Name	: PT. BQuik Otomotif Indonesia
Location	: Jakarta, Indonesia
Incorporated	: 2013
Paid-in Capital	: IDR 69,520 million
Representative	: Vincent Lennert Goettsch (Managing Director) , Naoto Ohashi (Vice President)
Number of Branches	: 7
Main Business	: Sales and maintenance services for automobile parts such as tires, batteries and oil

Marubeni

【BQ Corporate Profile】

Corporate Name : B-Quik Co.,Ltd.

Location : Bangkok, Thailand

Incorporated : 1995

Paid-in Capital : THB 40 million

CEO : Henk Johan Kiks

Number of Branches : 166

Main Business : Sales and maintenance services for automobile parts such as tires, batteries and oil

<BQ's Bangkok store>

