

**Marubeni Ventures Announces Investment in Willbox,
a digital international logistics platform.****~ Support for DX promotion projects in international logistics ~**

Marubeni Ventures, Inc. ("MVI") is pleased to announce its investment in Willbox, Inc. (Head office: Yokohama, Japan; CEO: Issei Kami; hereinafter "Willbox"), operator of the digital international logistics platform "Giho" in Japan, as lead investor in the Pre-Series A round.

Established in 2019, Willbox operates the digital international logistics platform "Giho", greatly improving international logistics, where processes are complex due to the involvement of many stakeholders and lead times are long. With this fund raising, Willbox aims to redefine "Made in Japan" by updating the knowledge that domestic companies involved in international logistics have cultivated over the years through DX (Digital Transformation), and improving the international competitiveness of logistics.

International logistics, which Willbox aims to improve through DX, involves various processes such as packaging, land transportation, customs clearance, and shipping, and since many logistics companies are involved, there are issues such as prolonged lead times and confusing fee structures. With "Giho", Willbox matches these stakeholders in an optimal way and provides shippers with "Fast, Cheap and Clear" logistics services.

Giho's unique feature is that it uses a proprietary database of logistics providers and algorithms to create a quotation in as little as 10 seconds, combining the most suitable providers based on parameters like cargo dimensions, contents, shipping and receiving locations, and schedule entered by the shipper. Willbox will continue to add new functions to Giho to help shippers streamline their international logistics operations and contribute to the development of the industry as a whole.

Giho has been in beta since July 2020, and has already achieved results in reducing transport costs and improving customer experience in comparing quotes and placing orders. Willbox plans to use this capital raise to further improve the system and develop new features, as well as to strengthen its customer support and expand its team.

MVI was established as a Corporate Venture Capital firm (CVC) of Marubeni Corporation in June 2019 in order to support and accelerate the resolution of social and customer issues, and to deliver new value to society via collaboration with selected start-ups (URL: <https://www.marubeniventures.com/en/>). Through this investment, MVI will support Willbox's further expansion and development.

Willbox

Headquarters : Yokohama, Kanagawa-ken, Japan

URL : <https://willbox.jp/>

Founder & CEO : Issei Kami

Shareholders: ANOBAKA, Marubeni Ventures, SMBC Venture Capital, Mitsubishi UFJ Capital, etc.