



November 8, 2018

To whom it may concern

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

**Business Alliance with TOELL CO., Ltd.
- For better delivery operation efficiency and service quality of bottled water
delivery in the Kanto area -**

We are pleased to announce that our wholly owned subsidiary TOKAI CORPORATION (headquarters: Shizuoka City, Shizuoka Prefecture, President and Representative Director: Katsuo Oguri, hereinafter “TOKAI”) concluded a business alliance agreement with TOELL CO., Ltd. (headquarters: Yokohama City, Kanagawa Prefecture, President and Representative Director: Koji Yokota, hereinafter “TOELL”) on November 1 for the delivery operations of TOKAI’s bottled water.

TOKAI’s bottled water delivery (Aqua) business, which started in 2007, has been offering natural water rich in mineral components drawn up in Asagiri Kogen Plateau (Fujinomiya City, Shizuoka Prefecture) at the foot of Mount Fuji. Currently, Aqua is being drunk by 150,000 customers in Japan, ranked 7th among home water delivery vendors nationwide in terms of the number of customers*¹, and used by 70,000 customers in Shizuoka Prefecture, which are the largest share (50%*²) in the prefecture.

TOELL is a company that primarily operates LPG and home water delivery businesses in the Kanto area. In the home water delivery business, TOELL is serving 250,000 customers through the delivery network they built by themselves.

Through this business alliance, we aim to streamline the delivery operations, reduce costs, and strengthen customer contacts by using TOELL’s delivery system to deliver TOKAI’s Aqua products in the Kanto area for better service quality and further development and growth of the Aqua business.

■ About TOELL CO., Ltd.

Headquarters: Kohoku Ward, Yokohama City, Kanagawa Prefecture

Representative: Koji Yokota, President and Representative Director

Establishment date: May 22, 1963

Listed market: Tokyo Stock Exchange First Section, Securities code 3361

Business: Production, wholesale and retail of liquefied petroleum gas, sales of propane gas and general high-pressure gas, power retailing business, internet connection service and other communication-related business, warehousing, home service business, import, wholesale, and sales of Hawaiian pure water, export, production, wholesale, and sales of pure water, internet sales of food and daily necessities, contract work for call center operations, etc.

URL: <https://www.toell.co.jp/>

*1 Yano Research Institute Ltd., “Mineral Water Market 2018”

*2 Based on our research

[Inquiries concerning the Aqua business]

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