

Press Release



March 11, 2016
transcosmos inc.

transcosmos Completes a Capital and Business Partnership with E-Commerce One-Stop Service Corporation Emporio Compras which Supports Stores Opening on Latin America's No.1 E-Commerce Marketplace

transcosmos to Deliver High Quality Products and Services for Corporate Clients in 7 Countries in Latin America Including Argentina, Chile, and Colombia

transcosmos inc. (Headquarters: Tokyo, Japan; President and COO: Masataka Okuda; TSE First Section: 9715; hereafter, transcosmos) has signed an agreement for a capital and business partnership with E-Commerce one-stop service corporation Emporio Compras Inc. (Headquarters: Argentina; Representatives: Co-founder & Directors: Andres Lawson, Jorge Lopez, and Gabriel Topola; hereafter, Emporio Compras).

Emporio Compras, established in Argentina in May 2013, provides e-commerce fulfillment services for brands selling across E-Commerce marketplace Mercado Libre, the online sales channel with the largest sales and distribution volume in Latin America, amongst other E-Commerce shopping malls and E-Commerce websites. Emporio's turnkey solution includes the development and design of branded E-Commerce websites, fulfillment, customer service, business intelligence, online marketing, and payment via a one-stop service.

Emporio Compras includes Mercado Libre (NASDAQ: MELI) –the leading e-commerce marketplace in the region- and Grupo Logístico Andreani –the biggest logistics courier in Argentina- as strategic shareholders and business partners. The firm operates in Argentina, Chile, Colombia, Uruguay and is planning to launch operations in Peru, Brasil and Mexico in the near future.

Through this business partnership, transcosmos will unite its operations know-how in “global E-Commerce one-stop service” which it gathered over its trajectory with Emporio Compras' service functions to deliver its corporate clients' a high-quality value proposition in Latin America via Mercado Libre. In addition, transcosmos and Emporio Compras will cooperate in a wide range of undertakings including support for corporate clients expanding into the Latin American region and the Latin American companies expanding into Asia in E-Commerce business. Through this partnership, transcosmos has expanded its sales routes to include 40 countries in the world, adding Latin America in addition to Asia, North America, and Europe.

- Emporio Compras Company Overview

Company name	Emporio Compras Inc.	
Representatives	Co-founder & Director	Andres Lawson Jorge Lopez Gabriel Topola

Location	Buenos Aires, Argentine
Established	May 2013
URL	http://www.emporiocompras.com



EmporioCompras has partnered with top global brands to implement their e-commerce strategy across Latin America achieving successful business case with brands like Disney, Epson, Lenovo, Electrolux, Bosch, Hyundai, Reckitt Benckiser, Garmin, Etex Group, amongst other. Emporio Compras is one of Mercado Libre's partners, empowering more than 70 top global brands selling as "Official Stores" in the e-commerce platform.

Latin America has a total population of approximately 600 million, five times that of Japan; with an exponential growth of the digital environment. The region's E-Commerce market is expected to grow from approximately 7.9 trillion yen in 2016 to 10.2 trillion yen in 2019, at an annual growth rate of approximately 14%. Mercado Libre is the largest E-Commerce marketplace in Latin America, and its total sales amount is approximately 820 billion yen annually and it counts with more than 144 million registered users. In 2007, the company was listed in NASDAQ in the United States and has expanded into 16 countries: Brazil, Mexico, Argentina, Colombia, Chile, Peru, Costa Rica, Ecuador, Uruguay, Venezuela, Dominican Republic, Panama, Bolivia, Paraguay, Guatemala and Portugal. Mercado Libre, which started as a C2C business has, in recent years developed its B2C service model in full-scale as well and, as a result, the B2C market in Latin America is expected to become even more active.

Mr. Andres Lawson, Co-founder & Director of Emporio Compras, has commented the following:

"We are very excited in confirming this strategic partnership with Transcosmos which will enrich our operational capabilities and complement our vision of enabling brands to achieve their full potential in the e-commerce industry. In addition, this equity investment comes at a time when brands from Asia and the rest of the world are looking for new geographical expansion opportunities and the Latin America e-commerce market holds a big opportunity since it is just starting to bloom, accounting for only 3% of total retail sales in comparison with other more developed countries where this figure is close to 12-17%." Mr. Lawson further stated, "we are excited about the upcoming commercial synergies between Transcosmos and Emporio in our collective vision of partnering with our clients and providing value added services in the e-commerce sales channel with clear objectives such as growing sales, increasing profit margins and delivering an outstanding buying experience for the end customer."

* transcosmos is a registered trade name or trademark of transcosmos inc. in Japan and other countries.

* Other company names and product or service names mentioned are registered trade names or trademarks of various other companies.

About transcosmos inc.

transcosmos launched operations in 1966. Since then we have combined superior "human resources" with up-to-date "technological" capabilities to enhance the competitive strength of our clients by providing them with superior and valuable services. transcosmos currently offers Cost Reduction Services (Contact Center, HR/Financial/Sales Back Office, Order Management/SCM, System Development/Management etc.) and Sales Expansion Services (Big Data Analysis, Internet Advertising, Website Construction/Management, Smartphone/SNS Utilization, Telemarketing etc.). transcosmos continues to pursue operational excellence by providing these services through our 159 locations in 29 countries with a focus in Asia. Furthermore, following the expansion of E-Commerce market on the global scale, transcosmos provides a comprehensive, one-stop global E-Commerce service to deliver our clients' excellent products and services to consumers in 40 countries. transcosmos aims to be the "Global BPO Partner" of our clients to provide them with high quality BPO services on a global scale.

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