

Added ~~cost~~ value

by Przemysław Myszka

In Munich, during the recent transport logistics exhibition, we had the pleasure of getting to know Shinichi Kakiyama, the European head of the Japanese NX Group. We talked about the company's performance and what impacts it, its development plans, and NX's take on greening the logistics business.

■ *How have NX Europe and the entire Group been performing lately?*

Compared to 2023, turnover increased by 15% last year, among others, thanks to integrating cargo-partner, a Vienna-based full-range info-logistics provider, and the recovery of our digital business. That said, profits went down by 18% year-on-year for several reasons. Global freight rates decreased while costs rose. COVID-19 still impacted our bottom line, especially in the Japanese market.

The first quarter of 2025 closed according to our expectations. The end-year outlook is, however, overshadowed by the unpredictable impact of Trump tariffs (and certainly Europe cannot count on getting off



the tiger's back completely unharmed). Then again, air freight from Asia to the US has been gaining traction in spite of the whole back-and-forth tariff hurling. There is also the ongoing war of aggression against Ukraine. Here, NX Europe is ready to help the country rebuild once the guns fall silent.

■ *What is your primary focus now?*

NX Europe is concentrating on a few key growth-driving industries, most notably on healthcare and semiconductors, as these aren't so easily influenced by global turmoils. Especially in the latter area, we have the ambition to be the world's top logistics company. Concerning the former, NX's focus lies on pharmaceuticals and medical devices. In the autumn of 2024, Simon Hegele from Karlsruhe became part of the NX Group. As such, we grew with a company that has over 50 locations worldwide and a turnover that rose from €200 to €300 million in five years, including in healthcare and pharma. Additionally, this June, we opened a new facility in Brussels that's specifically designed to handle temperature-demanding goods. NX is keen to grow further, both organically and through welcoming others to the Group.

■ *What is on NX's green agenda?*

The role of logistics is to offer services that reduce the footprint of our clients. This way we can protect the environment while securing a bright future for the generations that will come after us. Whether customers will pay extra for a service that cuts CO₂ emissions – that really depends on the industry. The pharmaceutical sector, for instance, doesn't raise any objections. For other industries, however, it might take more time to see it as added value – not only added cost. Regarding NX itself, we're already running a fleet of electric vehicles powered by renewables (in the financial year of 2023, our photovoltaic systems produced 6.89 million kilowatt hours). Overall, the NX Group eco-friendly park counts almost 13,000 vehicles. In Venice, we're operating hydrogen delivery motorboats. In Japan, we've introduced fuel cell light trucks for urban deliveries. All of our facilities are already furnished with LED lighting. In 2023, NX Group's scope 1 & 2 emissions were lower by over 12% vs 2019. We also recycle (with Chemical Recycle Japan planning to use plastics from logistics to produce renewable chemicals, as well as fuel oil in the future) and reduce material usage (e.g., by better package design). ■

