

Supplemental Information about  
Performance for the 2nd Quarter  
Ended September 30, 2011

October 28, 2011

SENKO CO., LTD.

## Consolidated Operating Results for the 2nd Quarter Ended September 30, 2011

(Unit: Millions of Yen)

	2010 Apr-Sep (six months)		2011 Apr-Sep (six months)		Difference	
		Profit ratio (%)		Profit ratio (%)	Change	% Change
Operating revenues	118,551		126,837		8,286	7.0
Operating income	2,759	2.3	3,801	3.0	1,041	37.7
Ordinary income	2,820	2.4	3,655	2.9	835	29.6
Net (Interim) income	1,322	1.1	1,645	1.3	323	24.5

### Operating Revenues by Products Handled

(Unit: Billions of Yen)

Products		2010 Apr-Sep (six months)		2011 Apr-Sep (six months)			
		Revenues	Composition(%)	Revenues	Composition(%)	Difference	
						Change	% Change
Logistics Businesses	Retail Product Logistics	34.0	28.7	36.7	28.9	2.7	8.1
	Housing Logistics	26.8	22.6	29.2	23.0	2.4	9.0
	Chemicals Logistics	22.8	19.2	23.0	18.1	0.2	0.8
	Others	20.4	17.2	21.6	17.0	1.2	5.9
	Total	103.9	87.7	110.5	87.1	6.6	6.3
Commerce & Trade		13.1	11.1	14.9	11.8	1.8	13.4
Others		1.5	1.2	1.5	1.1	(0.0)	(2.2)
<b>Total</b>		<b>118.6</b>	<b>100.0</b>	<b>126.8</b>	<b>100.0</b>	<b>8.3</b>	<b>7.0</b>

### ■ Operating Revenues by Major Business Segment

(Unit: Millions of Yen)

		2010 Apr-Sep (six months)		2011 Apr-Sep (six months)			
		Revenues	Composition (%)	Revenues	Composition (%)	Change	% Change
Logistics	Trucking	56,381	47.6	59,398	46.8	3,017	5.4
	Railroad Forwarding	2,398	2.0	2,266	1.8	(132)	(5.5)
	Marine Transport	3,283	2.8	3,593	2.8	310	9.4
	International Logistics	2,496	2.1	2,471	1.9	(25)	(1.0)
	Warehousing	15,379	13.0	17,364	13.7	1,985	12.9
	Integrated Retail Logistics	11,393	9.6	12,314	9.7	921	8.1
	In-factory Processing	7,063	6.0	7,564	6.0	501	7.1
Commerce & Trade	Petroleum Sales	6,263	5.3	6,704	5.3	441	7.0
	Merchandise Sales	6,881	5.8	8,205	6.5	1,324	19.2

## Forecast of Consolidated Operating Results for the Year Ending March 31, 2011

(Unit: Millions of Yen)

	March 2011		March 2012		Difference	
		Profit ratio(%)		Profit ratio(%)	Change	% Change
Operating revenues	241,046		270,000		28,954	12.0
Operating income	6,099	2.5	8,150	3.0	2,050	33.6
Ordinary income	6,375	2.6	8,000	3.0	1,625	25.5
Net income	2,261	0.9	3,750	1.4	1,489	65.8

### (1) Operating Revenues by Products Handled (Forecast)

(Unit: Billions of Yen)

Products		March 2011		March 2012		Difference	
		Revenues	Composition (%)	Revenues	Composition (%)	Change	% Change
Logistics Businesses	Retail Product Logistics	68.4	28.4	74.9	27.7	6.5	9.5
	Housing Logistics	55.1	22.8	58.5	21.7	3.4	6.1
	Chemicals Logistics	45.9	19.0	46.3	17.1	0.4	0.8
	Others	42.2	17.5	44.1	16.3	1.9	4.5
	Total	211.5	87.7	223.7	82.8	12.1	5.7
Commerce & Trade		26.7	11.1	43.2	16.0	16.5	62.0
Others		2.9	1.2	3.1	1.2	0.3	9.4
<b>Total</b>		<b>241.1</b>	<b>100.0</b>	<b>270.0</b>	<b>100.0</b>	<b>29.0</b>	<b>12.0</b>

### ■ Operating Revenues by Major Business Segment (Forecast)

(Unit: Billions of Yen)

		March 2011		March 2012		Difference	
		Revenues	Composition (%)	Revenues	Composition (%)	Change	% Change
Logistics	Trucking	115.2	47.8	120.3	44.5	5.1	4.4
	Railroad Forwarding	4.8	2.0	4.8	1.8	(0.1)	(1.0)
	Marine Transport	6.6	2.7	7.3	2.7	0.7	10.6
	International Logistics	4.8	2.0	4.8	1.8	0	0.5
	Warehousing	31.5	13.1	35.2	13.0	3.6	11.6
	Integrated Retail Logistics	23.0	9.6	24.9	9.2	1.9	8.3
	In-factory Processiing	14.5	6.0	15.3	5.7	0.9	5.9
Commerce & Trade	Petroleum Sales	12.5	5.2	13.0	4.8	0.5	3.9
	Merchandise Sales	14.2	5.9	30.2	11.2	16.0	113.4

[Reference]

## Forecast of Capital Investments for the Year Ending March 31, 2012

### (1) Capital Investments

(Unit: Millions of Yen)

	March 2010	March 2011	March 2012
Consolidated	4,962	10,255	14,552
Non-consolidated	4,185	8,966	13,878

※Including guarantee deposits and investments in capital

### (2) Composition of Estimated Capital Investments

(Unit: Millions of Yen)

	Total amounts of capital investments	Composition			
		Vehicles	Handling equipment and other	Facilities	Nonproductive facilities (EDP and other)
Consolidated	14,552	925	1,787	11,167	674
Non-consolidated	13,878	463	1,710	11,167	537

### (3) Major Estimated Capital Investments

Name	Site	(m <sup>2</sup> )	Completion
【Domestic】			
Noda No.1 PD Center	Noda City, Chiba Pref.	79,835	August 2011
Noda No.2 PD Center	Noda City, Chiba Pref.	29,805	November 2011
Hyuga PD Center	Hyuga City, Miyazaki Pref.	24,979	December 2011
Kitahiroshima PD Center	Kitahiroshima City, Hokkaido	25,275	January 2012
【Overseas】			
America Kentucky Warehouse	Kentucky, United States	6,380	July 2011
Kazakhstan Horgos Distribution Center	Horgos, Kazakhstan	6,000	March 2012

### (4) Depreciation and Amortization Expenses

(Unit: Millions of Yen)

	March 2010	March 2011	March 2012
Consolidated	4,968	5,590	6,080
Non-consolidated	4,146	4,653	5,136

Corporate Data
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(As of September 30, 2011)

Name	SENKO Co., Ltd.
Stock Listing	First Section of Tokyo Stock Exchange, and First Section of Osaka Securities Exchange
Security Code	9069
Head Office	1-30, Oyodonaka 1-chome, Kita-ku, Osaka
Established	July 20, 1946
Capital Stock	20,521 million yen
Number of Shares Outstanding	128,989,476 shares
Fiscal Year End	March 31 (Extra dividend : Yes)

[Group Data]

Number of Branches and Offices	318
Number of Vehicles	3,127
Number of Vessels	19
Number of Vessels Owned	10
Total Warehouse Space	2,186,310
Number of Employees	8,308

[Supplemental Information/ Non-Consolidated Data]

Number of Branches and Offices	216
Number of Vehicles	1,352
Total Warehouse Space	1,844,355
Number of Employees	3,307 (including 190 of part time workers)