

Supplemental Information about  
Performance for the Fiscal Year  
Ended March 2012

May 11, 2012

SENKO CO., LTD.

## Consolidated Operating Results for the Year Ended March 2012

(Unit : Millions of Yen)

	March 2011		March 2012		Difference	
		Profit ratio ( % )		Profit ratio ( % )	Change	% Change
Operating revenues	241,046		270,361		29,315	12.2
Operating income	6,099	2.5	8,274	3.1	2,174	35.6
Ordinary income	6,375	2.6	8,333	3.1	1,957	30.7
Net income	2,261	0.9	3,478	1.3	1,217	53.8

### Operating Revenues by Products Handled

(Unit : Millions of Yen)

Products		March 2011		March 2012		Difference	
		Revenues	Composition (%)	Revenues	Composition (%)	Change	% Change
	Retail Product Logistics	68,382	28.4	74,777	27.7	6,395	9.4
	Housing Logistics	55,053	22.8	58,475	21.6	3,422	6.2
	Chemical Logistics	45,872	19.0	45,966	17.0	94	0.2
	Others	42,201	17.5	43,277	16.0	1,076	2.5
	Integrated Retail Logistics Total	211,508	87.7	222,494	82.3	10,986	5.2
	Trade and Commerce	26,687	11.1	44,811	16.6	18,124	67.9
	Others	2,850	1.2	3,056	1.1	206	7.2
	<b>Total</b>	<b>241,046</b>	<b>100.0</b>	<b>270,361</b>	<b>100.0</b>	<b>29,315</b>	<b>12.2</b>

### Revenues by Major Business

(Unit : Millions of Yen)

		March 2011		March 2012		Difference	
		Revenues	Composition (%)	Revenues	Composition (%)	Change	% Change
Integrated Retail Logistics							
	Track transport	115,162	47.8	119,265	44.1	4,103	3.6
	Railway forwarding	4,806	2.0	4,649	1.7	(157)	(3.3)
	Marine transport	6,578	2.7	7,058	2.6	480	7.3
	International transport	4,819	2.0	4,944	1.8	125	2.6
	Warehousing	31,513	13.1	35,706	13.2	4,193	13.3
	Retail distribution	23,022	9.6	24,977	9.2	1,955	8.5
	In-factory works	14,459	6.0	14,470	5.4	11	0.1
Others							
	Petroleum sales	12,529	5.2	14,079	5.2	1,550	12.4
	Merchandise sales	14,158	5.9	30,732	11.4	16,574	117.1

## Forecast of Consolidated Operating Results for the Year Ending March 2013

(Unit: Millions of Yen)

	March 2012		March 2013		Difference	
		Profit ratio( % )		Profit ratio( % )	Change	% Change
Operating revenues	270,361		300,000		29,639	11.0
Operating income	8,274	3.1	10,200	3.4	1,926	23.3
Ordinary income	8,333	3.1	10,000	3.3	1,667	20.0
Net income	3,478	1.3	5,000	1.7	1,522	43.7

### Operating Revenues by Products Handled (Forecast)

(Unit: Billions of Yen)

Products		March 2012		March 2013		Difference	
		Revenues	Composition ( % )	Revenues	Composition ( % )	Change	% Change
	Retail Product Logistics	74.8	27.7	79.7	26.6	4.9	6.6
	Housing Logistics	58.5	21.6	59.4	19.8	0.9	1.6
	Chemical Logistics	46.0	17.0	46.3	15.4	0.3	0.7
	Others	43.3	16.0	44.5	14.8	1.2	2.8
	Integrated Retail Logistics Total	222.5	82.3	229.9	76.6	7.4	3.3
	Trade and Commerce	44.8	16.6	65.9	22.0	21.1	47.1
	Others	3.1	1.1	3.3	1.1	0.2	7.7
	<b>Total</b>	<b>270.4</b>	<b>100.0</b>	<b>300.0</b>	<b>100.0</b>	<b>29.6</b>	<b>11.0</b>

### Revenues by Major Business (Forecast)

(Unit: Billions of Yen)

		March 2012		March 2013		Difference	
		Revenues	Composition ( % )	Revenues	Composition ( % )	Change	% Change
Integrated Retail Logistics							
	Track transport	119.3	44.1	121.9	40.6	2.6	2.2
	Railway forwarding	4.7	1.7	5.2	1.7	0.6	12.5
	Marine transport	7.1	2.6	7.4	2.5	0.3	4.8
	International transport	4.9	1.8	4.9	1.6	0.0	(0.3)
	Warehousing	35.7	13.2	39.3	13.1	3.6	10.1
	Retail distribution	25.0	9.2	26.6	8.9	1.7	6.6
	In-factory works	14.5	5.4	14.2	4.7	(0.2)	(1.6)
Others							
	Petroleum sales	14.1	5.2	14.6	4.9	0.6	4.0
	Merchandise sales	30.7	11.4	51.3	17.1	20.6	66.9

# Non-consolidated Operating Results for the Year Ended March 2012

(Unit: Millions of Yen)

	March 2011		March 2012		Difference	
		Profit ratio( % )		Profit ratio( % )	Change	% Change
Operating revenues	174,299		182,586		8,286	4.8
Operating income	4,794	2.8	5,598	3.1	803	16.8
Ordinary income	4,937	2.8	5,724	3.1	787	16.0
Net income	952	0.5	2,172	1.2	1,219	128.0

## Operating Revenues by Products Handled

(Unit: Millions of Yen)

Products		March 2011		March 2012		Difference	
		Revenues	Composition(%)	Revenues	Composition(%)	Change	% Change
	Retail Product Logistics	49,680	28.5	54,306	29.7	4,626	9.3
	Housing Logistics	45,821	26.3	47,139	25.8	1,318	2.9
	Chemical Logistics	42,081	24.1	41,974	23.0	(107)	(0.3)
	Others	35,744	20.5	37,171	20.4	1,427	4.0
Integrated Retail Logistics Total		173,326	99.4	180,590	98.9	7,264	4.2
Trade and Commerce		973	0.6	1,995	1.1	1,022	105.0
<b>Total</b>		<b>174,299</b>	<b>100.0</b>	<b>182,586</b>	<b>100.0</b>	<b>8,286</b>	<b>4.8</b>

## Revenues by Major Business

(Unit: Millions of Yen)

		March 2011		March 2012		Difference	
		Revenues	Composition (%)	Revenues	Composition (%)	Change	% Change
Integrated Retail Logistics							
	Track transport	91,578	52.5	93,724	51.3	2,146	2.3
	Railway forwarding	4,942	2.8	4,762	2.6	(180)	(3.6)
	Marine transport	6,619	3.8	7,113	3.9	494	7.5
	International transport	4,821	2.8	4,964	2.7	143	3.0
	Warehousing	31,865	18.3	34,306	18.8	2,441	7.7
	Retail distribution	18,279	10.5	20,747	11.4	2,468	13.5
	In-factory works	11,508	6.6	11,307	6.2	(201)	(1.7)

[Reference]

## Forecast of Capital Investments for the Year Ending March 2013

### (1) Capital Investments

(Unit: Millions of Yen)

	March 2011	March 2012	March 2013
Consolidated	10,255	14,967	10,098
Non-consolidated	8,966	13,969	9,271

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	10,098	919	1,474	6,466	1,240
Non-consolidated	9,271	477	1,255	6,466	1074

### (3) Major Estimated Capital Investments

Name	Site	(m <sup>2</sup> )	Completion
[Domestic]			
Expansion of Sapporo PD Center	Sapporo City, Hokkaido	20,793	April, 2013
Daimon Warehouse	Moriyama City, Shiga Pref.	7,742	April, 2013
Sendai Warehouse	Tagajo City, Miyagi Pref.	26,446	June, 2013
Komaki No.2 PD Center	Komaki City, Aichi Pref.	28,099	October, 2013
[Overseas]			
Silkroad Logistics Center	Horgos, Kazakhstan	6,539	July, 2012

### (4) Depreciation and Amortization Expenses

(Unit: Millions of Yen)

	March 2011	March 2012	March 2013
Consolidated	5,590	6,160	6,634
Non-consolidated	4,653	5,192	5,652

Corporate Data	
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Name	SENKO Co., Ltd.
Stock Listing	First Section of Tokyo Stock Exchange and 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

[Group Data]

Number of Branches and Offices	330
Number of Vehicles	3,218
Number of Vessels	21
Number of Vessels Owned	11
Total Warehouse Space	2,247,279 square meters
Number of Employees	8,640

(Supplemental Information/ Non-consolidated Data)

Number of Branches and Offices	214
Number of Vehicles	1,343
Total Warehouse Space	1,902,542 square meters
Number of Employees	3,251

(As of March 31, 2012)