

Supplemental Information about
Performance for the 2nd Quarter
Ended September 30, 2012

November 01, 12

SENKO CO., LTD.

Consolidated Operating Results for the 2nd Quarter Ended September 30, 2012

(Unit : Millions of Yen)

	2011 Apr-Sep (six months)		2012 Apr-Sep (six months)		Difference	
		Profit ratio (%)		Profit ratio (%)	Change	% Change
Operating revenues	126,837		144,412		17,575	13.9
Operating income	3,801	3.0	4,658	3.2	857	22.6
Ordinary income	3,655	2.9	4,711	3.3	1,055	28.9
Net (Interim) income	1,645	1.3	2,674	1.9	1,028	62.5

Operating Revenues by Products Handled

(Unit : Billions of Yen)

Products		2011 Apr-Sep (six months)		2012 Apr-Sep (six months)		Difference	
		Revenues	Composition (%)	Revenues	Composition (%)	Change	% Change
	Retail Product Logistics	36.59	28.8	39.20	27.1	2.61	7.1
	Housing Logistics	29.20	23.0	29.55	20.5	0.34	1.2
	Chemical Logistics	22.97	18.1	21.89	15.2	(1.09)	(4.7)
	Others	21.70	17.1	21.88	15.2	0.18	0.8
	Integrated Retail Logistics Total	110.47	87.1	112.52	77.9	2.05	1.9
	Trade and Commerce	14.91	11.8	30.37	21.0	15.46	103.7
	Others	1.46	1.1	1.53	1.1	0.07	4.6
	Total	126.84	100.0	144.41	100.0	17.58	13.9

Revenues by Major Business

(Unit : Millions of Yen)

		2011 Apr-Sep (six months)		2012 Apr-Sep (six months)		Difference	
		Revenues	Composition (%)	Revenues	Composition (%)	Change	% Change
Integrated Retail Logistics							
	Track transport	59,398	46.8	59,528	41.2	130	0.2
	Railway forwarding	2,266	1.8	2,233	1.5	(33)	(1.5)
	Marine transport	3,593	2.8	3,516	2.4	(77)	(2.1)
	International transport	2,471	1.9	2,585	1.8	114	4.6
	Warehousing	17,364	13.7	19,040	13.2	1,676	9.7
	Retail distribution	12,314	9.7	12,696	8.8	382	3.1
	In-factory works	7,564	6.0	7,027	4.9	(537)	(7.1)
Others							
	Petroleum sales	6,704	5.3	7,990	5.5	1,286	19.2
	Merchandise sales	8,205	6.5	22,379	15.5	14,174	172.7

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		295,000		24,639	9.1
Operating income	8,274	3.1	10,000	3.4	1,726	20.9
Ordinary income	8,333	3.1	10,000	3.4	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	75.0	27.7	79.5	27.0	4.6	6.1
	Housing Logistics	58.5	21.6	58.9	20.0	0.4	0.6
	Chemical Logistics	45.9	17.0	44.1	14.9	-1.9	-4.0
	Others	43.1	16.0	44.6	15.1	1.5	3.5
	Integrated Retail Logistics Total	222.5	82.3	227.1	77.0	4.6	2.1
	Trade and Commerce	44.8	16.6	64.6	21.9	19.8	44.2
	Others	3.1	1.1	3.3	1.1	0.2	6.7
	Total	270.4	100.0	295.0	100.0	24.6	9.1

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	119.1	40.4	(0.1)	(0.1)
	Railway forwarding	4.7	1.7	4.7	1.6	0.1	1.4
	Marine transport	7.1	2.6	7.1	2.4	0.0	0.2
	International transport	4.9	1.8	5.0	1.7	0.0	0.8
	Warehousing	35.7	13.2	38.8	13.2	3.1	8.7
	Retail distribution	25.0	9.2	26.4	9.0	1.4	5.8
	In-factory works	14.5	5.4	14.3	4.9	(0.2)	(1.1)
Others							
	Petroleum sales	14.1	5.2	15.9	5.4	1.8	12.7
	Merchandise sales	30.7	11.4	48.8	16.5	18.0	58.6

[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	8,204
Non-consolidated	8,966	13,969	7,005

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	8,204	1,048	1,229	5,013	915
Non-consolidated	7,005	568	1,137	4,593	708

(3) Major Estimated Capital Investments

Name	Site	(m ²)	Completion
[Domestic]			
Expansion of Sapporo PD Center	Sapporo City, Hokkaido	20,800	April, 2013
Daimon Warehouse	Moriyama City, Shiga Pref.	7,700	May, 2013
Ichikawa-shiohama Warehouse	Ichikawa City, Chiba Pref.	57,000	September, 2013
Komaki No.2 PD Center	Komaki City, Aichi Pref.	28,000	October, 2013
Nagoya Housing Material Center	Nagoya City, Aichi Pref.	10,000	October, 2013
Kitaosaka PD Center	Ibaraki City, Osaka Pref.	48,000	February, 2014
Expansion of Kitakanto Logistics Center	Ota City, gunma Pref.	32,400	March, 2014
[Overseas]			
Suzhou Logistics Center	Suzhou City, China	36,000	October, 2012
Silkroad Logistics Center	Horgos, Kazakhstan	7,000	January, 2013

(4) Depreciation and Amortization Expenses

(Unit: Millions of Yen)

	March 2011	March 2012	March 2013
Consolidated	5,590	6,160	6,673
Non-consolidated	4,653	5,192	5,612

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	3,252
Number of Vessels	20
Number of Vessels Owned	11
Total Warehouse Space	2,190,516 square meters
Number of Employees	8,578

(Supplemental Information/ Non-consolidated Data)

Number of Branches and Offices	212
Number of Vehicles	1,350
Total Warehouse Space	1,895,283 square meters
Number of Employees	3,226

(As of September 30, 2012)