

Supplemental Information about  
Performance for the Fiscal Year  
Ended March 2013

May 07, 13

SENKO CO., LTD.

## Consolidated Operating Results for the Year Ended March 2012

(Unit : Millions of Yen)

	March 2012		March 2013		Difference	
		Profit ratio ( % )		Profit ratio ( % )	Change	% Change
Operating revenues	270,361		293,534		23,173	8.6
Operating income	8,274	3.1	9,908	3.4	1,634	19.8
Ordinary income	8,333	3.1	10,100	3.4	1,767	21.2
Net income	3,478	1.3	5,202	1.8	1,724	49.6

### Operating Revenues by Products Handled

(Unit : Billions of Yen)

Products		March 2012		March 2013		Difference	
		Revenues	Composition (%)	Revenues	Composition (%)	Change	% Change
	Retail Product Logistics	75.0	27.7	78.9	26.9	3.9	5.3
	Housing Logistics	58.5	21.6	61.4	20.9	2.9	4.9
	Chemical Logistics	45.9	17.0	43.8	14.9	(2.1)	(4.6)
	Others	43.1	16.0	44.1	15.0	1.0	2.3
	Integrated Retail Logistics Total	222.5	82.3	228.2	77.7	5.7	2.6
	Trade and Commerce	44.8	16.6	62.1	21.2	17.3	38.6
	Others	3.1	1.1	3.2	1.1	0.1	3.6
	<b>Total</b>	<b>270.4</b>	<b>100.0</b>	<b>293.5</b>	<b>100.0</b>	<b>23.1</b>	<b>8.6</b>

### Revenues by Major Business

(Unit : Billions of Yen)

Revenue by Major Business				(Unit: Billions of Yen)			
		March 2012		March 2013		Difference	
		Revenues	Composition (%)	Revenues	Composition (%)	Change	% Change
Integrated Retail Logistics							
	Track transport	119.3	44.1	121.6	41.4	2.3	2.0
	Railway forwarding	4.6	1.7	4.6	1.6	0.0	(0.7)
	Marine transport	7.1	2.6	7.2	2.4	0.1	1.4
	Warehousing	35.7	13.2	38.3	13.0	2.6	7.2
	Retail distribution	25.0	9.2	25.7	8.8	0.7	2.9
	In-factory works	14.5	5.4	14.2	4.8	(0.3)	(1.8)
Others							
	Petroleum sales	14.1	5.2	16.4	5.6	2.3	16.2
	Merchandise sales	30.7	11.4	45.8	15.6	15.1	48.9

## Forecast of Consolidated Operating Results for the Year Ending March 2014

(Unit: Millions of Yen)

	March 2013		March 2014		Difference	
		Profit ratio( % )		Profit ratio( % )	Change	% Change
Operating revenues	293,534		310,000		16,466	5.6
Operating income	9,908	3.4	11,000	3.5	1,092	11.0
Ordinary income	10,100	3.4	11,000	3.5	900	8.9
Net income	5,202	1.8	6,000	1.9	798	15.3

### Operating Revenues by Products Handled (Forecast)

(Unit: Billions of Yen)

Products		March 2013		March 2014		Difference	
		Revenues	Composition ( % )	Revenues	Composition ( % )	Change	% Change
	Retail Product Logistics	96.2	32.7	98.9	31.9	2.7	2.8
	Housing Logistics	59.6	20.3	62.6	20.2	3.0	5.0
	Chemical Logistics	47.8	16.3	48.3	15.6	0.5	0.9
	Others	24.6	8.4	25.3	8.2	0.7	2.7
	<b>Integrated Retail Logistics Total</b>	<b>228.2</b>	<b>77.7</b>	<b>235.1</b>	<b>75.9</b>	<b>6.9</b>	<b>3.0</b>
	Trade and Commerce	62.1	21.2	71.7	23.1	9.6	15.5
	Others	3.2	1.1	3.2	1.0	0.0	1.5
	<b>Total</b>	<b>293.5</b>	<b>100.0</b>	<b>310.0</b>	<b>100.0</b>	<b>16.5</b>	<b>5.6</b>

Starting with the Fiscal Year that ending on March 31, 2014, Senko changed a part of classification about its business segments in Distribution. Each amount of sales in the years ended March 31,2013 and ending March 31,2014, is the result of operations based on the new classification.

### Revenues by Major Business (Forecast)

(Unit: Billions of Yen)

		March 2013		March 2014		Difference	
		Revenues	Composition ( % )	Revenues	Composition ( % )	Change	% Change
<b>Integrated Retail Logistics</b>							
	Track transport	121.6	41.4	126.1	40.7	4.5	3.7
	Railway forwarding	4.6	1.6	4.7	1.5	0.1	2.4
	Marine transport	7.2	2.4	7.3	2.4	0.1	1.8
	Warehousing	38.3	13.0	39.9	12.9	1.6	4.3
	Retail distribution	25.7	8.8	25.4	8.2	(0.3)	(1.0)
	In-factory works	14.2	4.8	13.9	4.5	(0.3)	(2.5)
<b>Others</b>							
	Petroleum sales	16.4	5.6	16.9	5.4	0.5	3.2
	Merchandise sales	45.8	15.6	54.9	17.7	9.1	19.9

[Reference]

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

### (1) Capital Investments

(Unit: Millions of Yen)

	March 2012	March 2013	March 2014
Consolidated	14,967	4,404	11,294
Non-consolidated	13,969	3,314	10,267

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	11,294	1,118	1,994	7,590	593
Non-consolidated	10,267	468	1,765	7,590	445

### (3) Major Estimated Capital Investments

Name	Site	(m <sup>2</sup> )	Completion
[Domestic]			
Sapporo PD Center No. 2 Warehouse	Sapporo City, Hokkaido	21,900	April, 2013
Daimon Distribution Center No. 2 Warehouse and Dangerous Goods No.1 Warehouse	Moriyama City, Shiga Pref.	7,700	April, 2013
Tokyo Bay Fashion Arena	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
Nagoya No.2 PD Center	Nagoya City, Aichi Pref.	14,000	April, 2014
Moriyama PD Center No. 3 Warehouse	Moriyama City, Shiga Pref.	15,500	June, 2014
Expansion of Kitakanto Logistics Center	Ota City, gunma Pref.	32,400	August, 2014
[Overseas]			
Qingdao Logistics Center	Qingdao, Shandong, China	8,000	August, 2013
Silkroad Logistics Center	Horgos, Kazakhstan	20,000	September, 2013
Busan New Port Logistics Center	Busan, South Korea	18,700	January, 2014

### (4) Depreciation and Amortization Expenses

(Unit: Millions of Yen)

	March 2012	March 2013	March 2014
Consolidated	6,160	6,738	7,020
Non-consolidated	5,192	5,646	5,771

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	340
Number of Vehicles	3,240
Number of Vessels	19
Number of Vessels Owned	11
Total Warehouse Space	2,211,494 square meters
Number of Employees	8,889

(Supplemental Information/ Non-consolidated Data)

Number of Branches and Offices	212
Number of Vehicles	1,320
Total Warehouse Space	1,920,901 square meters
Number of Employees	3,144

(As of March 31, 2013)