

Supplemental Information about
Performance for the 2nd Quarter
Ended September 30, 2014

November 7, 2014

SENKO Co., Ltd.

Consolidated Operating Results for the 2nd Quarter Ended September 30, 2014

(Millions of Yen , %)

	Six months ended September 30, 2013		Six months ended September 30, 2014		Difference	
		Margin		Margin		%
Operating revenues	151,189		183,798		32,608	21.6
Operating income	5,465	3.6	5,376	2.9	(89)	(1.6)
Ordinary income	5,063	3.4	5,131	2.8	68	1.4
Net income	3,374	2.2	3,069	1.7	(306)	(9.0)

Operating Revenues by Products Handled

(Billions of Yen , %)

	Six months ended September 30, 2013		Six months ended September 30, 2014		Difference	
		Composition		Composition		%
Retail Product Logistics	49.1	32.5	56.3	30.6	7.1	14.5
Housing Logistics	31.8	21.0	30.7	16.7	(1.1)	(3.5)
Chemical Logistics	23.0	15.2	24.2	13.2	1.2	5.4
Others	13.0	8.6	12.8	7.0	(0.1)	(1.2)
Distribution Total	116.9	77.3	124.0	67.5	7.1	6.1
Trading & Commerce	32.8	21.7	57.6	31.3	24.8	75.6
Others	1.5	1.0	2.2	1.2	0.7	47.9
Total	151.2	100.0	183.8	100.0	32.6	21.6

Revenues by Major Business

(Billions of Yen , %)

	Six months ended September 30, 2013		Six months ended September 30, 2014		Difference	
		Composition		Composition		%
Track transport	62.8	41.6	66.8	36.3	4.0	6.3
Railway forwarding	2.3	1.5	2.3	1.3	0.0	2.5
Marine transport	3.5	2.3	3.4	1.8	(0.1)	(4.7)
Warehousing	19.4	12.8	21.6	11.8	2.2	11.3
Retail distribution	12.8	8.5	11.9	6.5	(0.9)	(7.2)
In-factory works	7.1	4.7	7.5	4.1	0.4	5.3
Petroleum sales	9.2	6.1	10.4	5.7	1.2	12.9
Merchandise sales	23.6	15.6	47.2	25.7	23.6	100.1

* In the year ended March 31, 2015, and changed some of the recognition of sectors, its influence is as follows.

"Retail distribution" (14) → "Track transport" 8 , "Warehousing" 6

Forecast of Consolidated Operating Results for the Year Ending March 2015

(Millions of Yen , %)

	Fiscal year ended March 31, 2014		Fiscal year ended March 31, 2015		Difference	
		Margin		Margin		%
Operating revenues	333,883		400,000		66,117	19.8
Operating income	12,122	3.6	14,300	3.6	2,178	18.0
Ordinary income	11,305	3.4	13,500	3.4	2,195	19.4
Net income	6,503	2.0	7,600	1.9	1,097	16.9

Operating Revenues by Products Handled (Forecast)

(Billions of Yen , %)

	Fiscal year ended March 31, 2014		Fiscal year ended March 31, 2015		Difference	
		Composition		Composition		%
Retail Product Logistics	100.7	30.2	134.0	33.5	33.2	33.0
Housing Logistics	65.3	19.5	63.2	15.8	(2.1)	(3.3)
Chemical Logistics	47.8	14.3	50.0	12.5	2.2	4.7
Others	25.9	7.8	26.5	6.6	0.6	2.3
Distribution Total	239.7	71.8	273.7	68.4	33.9	14.2
Trading & Commerce	90.7	27.2	121.9	30.5	31.2	34.4
Others	3.5	1.0	4.4	1.1	1.0	27.7
Total	333.9	100.0	400.0	100.0	66.1	19.8

Revenues by Major Business (Forecast)

(Billions of Yen , %)

	Fiscal year ended March 31, 2014		Fiscal year ended March 31, 2015		Difference	
		Composition		Composition		%
Track transport	128.6	38.5	154.4	38.6	25.8	20.0
Railway forwarding	4.8	1.4	5.0	1.2	0.2	3.3
Marine transport	7.3	2.2	6.9	1.7	(0.4)	(5.2)
Warehousing	40.2	12.0	47.4	11.8	7.2	17.8
Retail distribution	25.8	7.7	24.0	6.0	(1.8)	(7.2)
In-factory works	14.5	4.3	14.9	3.7	0.4	2.5
Petroleum sales	18.9	5.7	20.9	5.2	2.0	10.4
Merchandise sales	71.8	21.5	101.1	25.3	29.3	40.7

* In the year ended March 31, 2015, and changed some of the recognition of sectors, its influence is as follows.

"Retail distribution" (27) → "Track transport" 16 , "Warehousing" 11

Forecast of Capital Investments for the Year Ending March 2015

(1) Capital Investments (Millions of Yen)

	Fiscal year ended March 31, 2013	Fiscal year ended March 31, 2014	Fiscal year ended March 31, 2015
Consolidated	4,404	24,000	13,163
Non-consolidated	3,314	22,815	11,057

* Including guarantee deposits and investments in capital

(2) Composition of Estimated Capital Investments (Millions of Yen)

	Total amounts of capital investments	Composition			
		Vehicles	Handling equipment and other	Facilities	Nonproductive facilities (EDP and other)
Consolidated	13,163	1,012	1,541	10,252	358
Non-consolidated	11,057	421	1,217	9,152	267

(3) Major Estimated Capital Investments

Name	Site	(m ²)	Completion
[Japan]			
* Tawaramoto Distribution Center	Shiki County, Nara Pref.	3,500	May. 2014
Moriyama PD Center No. 3 Warehouse	Moriyama City, Shiga Pref.	15,500	Jun. 2014
Kita-Kanto PD Center	Ota City, Gunma Pref.	32,000	Jul. 2014
Nagoya No.2 PD Center	Nagoya City, Aichi Pref.	13,000	Oct. 2014
Sayama PD Center	Sayama City, Saitama Pref.	21,500	Apr. 2015
* Tomisato Fashion Logistics Center I	Tomisato City, Chiba Pref.	36,000	Apr. 2015
Daimon Distribution Center, Dangerous goods No.2 Warehouse	Moriyama City, Shiga Pref.	1,000	Sep. 2015
Sendai Port PD Center	Sendai City, Miyagi Pref.	34,400	Oct. 2015
* Tomisato Fashion Logistics Center II	Tomisato City, Chiba Pref.	40,600	May. 2016
[Overseas]			
Laem Chabang Distribution Center	Chonburi, Thailand	21,400	Apr. 2015
Silkroad Logistics Center	Horgos, Kazakhstan	6,600	Spring, 2015

* rented

(4) Depreciation and Amortization Expenses (Millions of Yen)

	Fiscal year ended March 31, 2013	Fiscal year ended March 31, 2014	Fiscal year ended March 31, 2015
Consolidated	6,738	7,606	8,334
Non-consolidated	5,646	5,854	5,962

Corporate Data

Name	SENKO Co., Ltd.
Stock Listing	First Section of Tokyo Stock Exchange
Security Code	9069
Head Office	1-30, Oyodonaka 1-chome, Kita-ku, Osaka
Established	July 20, 1946
Capital Stock	20,768 million yen
Number of Shares Outstanding	130,245,819 shares
Fiscal Year End	March 31
Number of Branches and Offices	405
Number of Vehicles	3,543
Number of Vessels	11
Number of Vessels Owned	6
Total Warehouse Space	2,613,586 square meters
Number of Employees	10,187

(As of September 30, 2014)