

Supplemental Information about  
Performance for the 2nd Quarter  
Ended September 30, 2015

November 4, 2015

SENKO Co., Ltd.

## Consolidated Operating Results for the 2nd Quarter Ended September 30, 2015

( Millions of Yen , % )

	Six months ended September 30, 2014		Six months ended September 30, 2015		Difference	
		Margin		Margin		%
Operating revenues	183,798		215,232		31,433	17.1
Operating income	5,376	2.9	8,266	3.8	2,889	53.7
Ordinary income	5,131	2.8	7,906	3.7	2,774	54.1
Net income	3,069	1.7	4,324	2.0	1,255	40.9

### Operating Revenues by Products Handled

( Billions of Yen , % )

	Six months ended September 30, 2014		Six months ended September 30, 2015		Difference	
		Composition		Composition		%
Retail Product Logistics	56.5	30.8	81.1	37.7	24.6	43.4
Housing Logistics	30.7	16.7	30.5	14.2	(0.2)	(0.6)
Chemical Logistics	24.2	13.2	24.1	11.2	(0.1)	(0.4)
Others	12.6	6.8	14.2	6.6	1.6	13.1
Distribution Total	124.0	67.5	149.9	69.7	25.9	20.9
Trading & Commerce	57.6	31.3	63.2	29.4	5.6	9.8
Others	2.2	1.2	2.1	0.9	(0.1)	(4.4)
Total	183.8	100.0	215.2	100.0	31.4	17.1

\* The Year Ending March 2016 , has changed some of the classification of the business segments in the logistics business. Numerical value of the table is due to the classification after the change.

### Revenues by Major Business

( Billions of Yen , % )

	Six months ended September 30, 2014		Six months ended September 30, 2015		Difference	
		Composition		Composition		%
Track transport	66.8	36.3	91.6	42.6	24.8	37.1
Railway forwarding	2.3	1.3	2.4	1.1	0.1	1.2
Marine transport	3.4	1.8	3.3	1.5	(0.1)	(2.1)
Warehousing	21.6	11.8	22.9	10.6	1.3	5.7
Retail distribution	11.9	6.5	12.2	5.7	0.3	2.0
In-factory works	7.5	4.1	7.1	3.3	(0.4)	(5.1)
Others	10.5	5.7	10.4	4.9	(0.1)	0.5
Distribution	124.0	67.5	149.9	69.7	25.9	20.9
Petroleum sales	10.4	5.6	9.5	4.4	(0.9)	(8.5)
Merchandise sales	47.2	25.7	53.7	25.0	6.5	13.8
Trading & Commerce	57.6	31.3	63.2	29.4	5.6	9.8
Others	2.2	1.2	2.1	0.9	(0.1)	(4.4)
Total	183.8	100.0	215.2	100.0	31.4	17.1

## Forecast of Consolidated Operating Results for the Year Ending March 2016

( Millions of Yen , % )

	Fiscal year ended March 31, 2015		Fiscal year ended March 31, 2016		Difference	
		Margin		Margin		%
Operating revenues	398,447		435,000		36,553	9.2
Operating income	13,649	3.4	17,300	4.0	3,651	26.7
Ordinary income	13,234	3.3	16,800	3.9	3,566	26.9
Net income	7,073	1.8	9,100	2.1	2,027	28.6

### Operating Revenues by Products Handled (Forecast)

( Billions of Yen , % )

	Fiscal year ended March 31, 2015		Fiscal year ended March 31, 2016		Difference	
		Composition		Composition		%
Retail Product Logistics	135.5	34.0	162.4	37.3	26.8	19.8
Housing Logistics	62.5	15.7	62.0	14.2	(0.5)	(0.7)
Chemical Logistics	49.3	12.4	49.5	11.4	0.2	0.4
Others	26.3	6.6	28.1	6.5	1.9	7.0
Distribution Total	273.6	68.7	302.0	69.4	28.4	10.4
Trading & Commerce	120.7	30.3	128.8	29.6	8.1	6.7
Others	4.1	1.0	4.2	1.0	0.1	1.5
Total	398.4	100.0	435.0	100.0	36.6	9.2

\* The Year Ending March 2016 , has changed some of the classification of the business segments in the logistics business. Numerical value of the table is due to the classification after the change.

### Revenues by Major Business (Forecast)

( Billions of Yen , % )

	Fiscal year ended March 31, 2015		Fiscal year ended March 31, 2016		Difference	
		Composition		Composition		%
Track transport	156.8	39.4	184.5	42.4	27.7	17.6
Railway forwarding	4.8	1.2	4.8	1.1	0.0	1.1
Marine transport	6.4	1.6	7.0	1.6	0.6	9.0
Warehousing	44.5	11.2	46.4	10.7	1.9	4.2
Retail distribution	24.5	6.1	24.2	5.6	(0.3)	(1.0)
In-factory works	14.6	3.7	14.0	3.2	(0.6)	(3.8)
Others	22.0	5.5	21.1	4.8	(0.9)	(4.6)
Distribution	273.6	68.7	302.0	69.4	28.4	10.4
Petroleum sales	20.1	5.1	18.4	4.2	(1.7)	(8.7)
Merchandise sales	100.6	25.2	110.4	25.4	9.8	9.8
Trading & Commerce	120.7	30.3	128.8	29.6	8.1	6.7
Others	4.1	1.0	4.2	1.0	0.1	1.5
Total	398.4	100.0	435.0	100.0	36.6	9.2

## Forecast of Capital Investments for the Year Ending March 2016

### (1) Capital Investments (Millions of Yen)

	Fiscal year ended March 31, 2014	Fiscal year ended March 31, 2015	Fiscal year ended March 31, 2016
Consolidated	24,000	14,182	13,830
Non-consolidated	22,815	9,430	11,251

\* 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	13,830	2,240	1,450	9,725	415
Non-consolidated	11,251	578	1,219	9,211	243

### (3) Major Estimated Capital Investments

Name	Site	( m <sup>2</sup> )	Completion
[Japan]			
Sayama PD Center	Sayama City, Saitama Pref.	21,500	Apr. 2015
* Ichikawa-Shiohama Warehouse	Ichikawa City, Chiba Pref.	12,700	Apr. 2015
* Narita Fashion Logistics Center I	Tomisato City, Chiba Pref.	36,000	May. 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.	34,200	Oct. 2015
* Kadoma Distribution Center	Kadoma City, Osaka Pref.	12,200	Mar. 2016
* Narita Fashion Logistics Center II	Tomisato City, Chiba Pref.	40,600	May. 2016
Kazo PD Center	Kazo City, Saitama Pref.	40,900	Oct. 2016
Yokkaichi new PD Center	Yokkaichi City, Mie Pref.	10,000	Mar. 2017
Komaki No.3 PD Center	Oguchi Town, Aichi Pref.	30,900	Apr. 2017
[Overseas]			
Laem Chabang Distribution Center	Chonburi, Thailand	21,000	Sep. 2015
Kentucky Logistics Center (Expansion)	Kentucky, U.S.A.	11,500	May. 2016
Silkroad Logistics Center	Horgos, Kazakhstan	6,600	Spring 2016

\* rented

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

	Fiscal year ended March 31, 2014	Fiscal year ended March 31, 2015	Fiscal year ended March 31, 2016
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	24,011 million yen
Number of Shares Outstanding	144,834,771 shares
Fiscal Year End	March 31
Number of Branches and Offices	454
Number of Vehicles	4,593
Number of Vessels	7
Number of Vessels Owned	11
Total Warehouse Space	2,859,485 square meters
Number of Employees	12,921

(As of September 30, 2015)