

Supplemental Information about
Performance for the Fiscal Year
Ended March 2016

May 17, 2016

SENKO Co., Ltd.

Consolidated Operating Results for the Year Ended March 2016

(Millions of Yen , %)

	Fiscal year ended March 31, 2015		Fiscal year ended March 31, 2016		Difference	
		Margin		Margin		%
Operating revenue	398,447		434,000		35,552	8.9
Operating income	13,649	3.4	17,497	4.0	3,847	28.2
Ordinary income	13,234	3.3	17,178	4.0	3,943	29.8
Net income	7,073	1.8	8,542	2.0	1,468	20.8

Operating revenue by Segment

(Billions of Yen , %)

	Fiscal year ended March 31, 2015		Fiscal year ended March 31, 2016		Difference	
		Composition		Composition		%
Distribution	2,736	68.7	3,004	69.2	268	9.8
Trading & Commerce	1,207	30.3	1,295	29.8	88	7.3
Others	41	1.0	41	1.0	0	0.3
Total	3,984	100.0	4,340	100.0	356	8.9

The breakdown of the Distribution

(Billions of Yen , %)

	Fiscal year ended March 31, 2015		Fiscal year ended March 31, 2016		Difference	
		Composition		Composition		%
Retail Product Logistics	1,355	49.6	1,607	53.5	251	18.5
Housing Logistics	625	22.8	621	20.7	-4	-0.7
Chemical Logistics	493	18.0	495	16.5	3	0.5
Others	263	9.6	281	9.3	18	7.0
Distribution Total	2,736	100.0	3,004	100.0	268	9.8

*Along with that, which is a partial modification of the classification from the 2016 fiscal year ended March 31, we have to change the value for the year ended March 31, 2015.

Revenues by Major Business

(Billions of Yen , %)

	Fiscal year ended March 31, 2015		Fiscal year ended March 31, 2016		Difference	
		Composition		Composition		%
Track transport	1,568	39.4	1,838	42.3	270	17.2
Railway forwarding	48	1.2	49	1.1	1	1.5
Marine transport	64	1.6	68	1.6	4	5.0
Warehousing	445	11.2	466	10.7	21	4.7
Retail distribution	245	6.1	242	5.6	-3	-1.2
In-factory works	146	3.7	143	3.3	-3	-1.6
Others	220	5.5	198	4.6	-22	-9.7
Distribution Total	2,736	68.7	3,004	69.2	268	9.8
Petroleum sales	201	5.0	181	4.2	-20	-10.4
Merchandise sales	1,006	25.2	1,114	25.7	108	10.8
Trading & Commerce	1,207	30.3	1,295	29.8	88	7.3
Others	41	1.0	41	1.0	0	0.3
Total	3,984	100.0	4,340	100.0	356	8.9

Forecast of Consolidated Operating Results for the Year Ending March 2017

(Millions of Yen , %)

	Fiscal year ended March 31, 2016		Fiscal year ended March 31, 2017		Difference	
		Margin		Margin		%
Operating revenue	434,000		460,000		26,000	6.0
Operating income	17,497	4.0	18,100	3.9	603	3.4
Ordinary income	17,178	4.0	17,700	3.8	522	3.0
Net income	8,542	2.0	9,400	2.0	858	10.0

Operating revenue by Segment

(Billions of Yen , %)

	Fiscal year ended March 31, 2016		Fiscal year ended March 31, 2017		Difference	
		Composition		Composition		%
Distribution	3,004	69.2	3,234	70.3	229	7.6
Trading & Commerce	1,295	29.8	1,323	28.8	29	2.2
Others	41	1.0	43	0.9	2	4.4
Total	4,340	100.0	4,600	100.0	260	6.0

The breakdown of the Distribution

(Billions of Yen , %)

	Fiscal year ended March 31, 2016		Fiscal year ended March 31, 2017		Difference	
		Composition		Composition		%
Retail Product Logistics	1,607	53.5	1,811	56.0	204	12.7
Housing Logistics	621	20.7	628	19.4	7	1.2
Chemical Logistics	495	16.5	509	15.8	13	2.7
Others	281	9.3	286	8.8	5	1.5
Distribution Total	3,004	100.0	3,234	100.0	229	7.6

Revenues by Major Business

(Billions of Yen , %)

	Fiscal year ended March 31, 2016		Fiscal year ended March 31, 2017		Difference	
		Composition		Composition		%
Track transport	1,838	42.3	2,013	43.8	175	9.5
Railway forwarding	49	1.1	52	1.1	3	7.3
Marine transport	68	1.6	74	1.6	6	9.7
Warehousing	466	10.7	495	10.8	29	6.2
Retail distribution	242	5.6	250	5.5	8	3.5
In-factory works	143	3.3	154	3.3	11	7.1
Others	198	4.6	195	4.2	-3	-1.7
Distribution Total	3,004	69.2	3,233	70.3	229	7.6
Petroleum sales	181	4.2	172	3.8	-9	-4.4
Merchandise sales	1,114	25.7	1,152	25.0	38	3.3
Trading & Commerce	1,295	29.8	1,324	28.8	29	2.2
Others	41	1.0	43	0.9	2	4.4
Total	4,340	100.0	4,600	100.0	260	6.0

Forecast of Capital Investments for the Year Ending March 2017

(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	14,182	17,500	17,240
Non-consolidated	9,430	14,411	13,810

* Including guarantee deposits and investments in capital

Composition of Estimated Capital Investments

(Millions of Yen)

	Composition				Total amounts of capital investments
	Vehicles	Handling equipment and other	Facilities	Nonproductive facilities (EDP and other)	
連 結	3,087	3,457	10,179	517	17,240
単 体	639	2,688	10,179	304	13,810

(2) Major Estimated Capital Investments

名称(仮称)	所在地	延床面積 (㎡)	稼働予定
【国内】			
* Narita Fashion Logistics Center II	Tomisato City, Chiba Pref.	41,000	May, 2016
Kazo PD Center	Kazo City, Saitama Pref.	48,164	Nov, 2016
Shin Komaki PD Center	Oguchi Town, Aichi Pref.	30,914	Apr, 2017
Shin Yokkaichi Distribution Center	Yokkaichi City, Mie Pref.	8,868	May, 2017
Hiroshima PD Center	Hiroshima City, Hiroshima Pref.	25,813	Oct, 2017
【海外】			
Kentucky Distribution Center 2nd Term	Kentucky, U.S.A.	11,550	Jun, 2016
* Yangon Distribution Center	Yangon, Myanmar	2,525	Jul, 2016
* Shanghai Distribution Center	Shanghai, China	14,000	Oct, 2017
Busan New Port No. 2 Distribution Center	Changwon, South Korea	24,625	Oct, 2017

* rented

(3) 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	8,856	9,925	10,094
Non-consolidated	5,942	6,223	6,438

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	458
Number of Vehicles	4,745
Number of Vessels	11
Number of Vessels under the control	18
Total Warehouse Space	2,938 thousand square meters
Number of Employees	12,934

(As of March 31, 2016)