

February 7, 2020

Briefing Material for Business Results

Summary of
Financial Results for the Third
Quarter Ending March 31, 2020



1. Operating Results for the Third Quarter Ending March 31, 2020

(Million of yen, %)

	FY 3/19		FY 3/20		YoY Change	
	3 Q	Margin	3 Q	Margin	Amount	%
Operating revenue	400,565	—	427,741	—	27,175	6.8
Operating profit	15,794	3.9	17,177	4.0	1,383	8.8
Ordinary profit	16,065	4.0	17,233	4.0	1,167	7.3
Profit attributable to owners of parent	9,552	2.4	10,879	2.5	1,327	13.9

2. Results for the Third Quarter Ending March 31, 2020 : Operating Revenue

SENKO

YoY change Up ¥27.2 billion (+6.8%)

● Revenue growth	+	¥17.8 bn.
● Price revision	+	¥3.8 bn.
● Effect of consolidation	+	¥7.3 bn.
● Decreased impact of natural disasters	+	¥0.4 bn.

● Changes in existing cargo volume	(¥2.2 bn.)
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└─┐	• LOGISTICS	(10.3 bn.)	
└─┐	• TRADING & COMMERCE	+	8.0 bn.
└─┐	• OTHERS	+	0.1 bn.

3. Operating Revenue by Segment for the Third Quarter Ending March 31, 2020 **SENKO**

(Billion of yen, %)

		FY3/19 3Q	FY3/20 3Q	YoY Change		YoY Change Breakdown			
				Amount	%	Revenue growth	Price revision	M & A	Existing cargo volume and
	Retail Product Logistics	158.7	168.9	10.2	6.4	10.5	1.9	3.4	(5.6)
	Housing Logistics	46.8	48.3	1.4	3.1	1.2	0.5		(0.3)
	Chemicals Logistics	55.1	57.8	2.7	4.9	3.5	0.9	0.5	(2.2)
	Others	23.1	22.9	(0.2)	(0.9)	1.5	0.1		(1.8)
Logistics Total		283.7	297.9	14.1	5.0	16.7	3.4	3.9	(9.9)
Trading & Commerce		108.1	118.0	9.9	9.1	0.5	0.4	1.0	8.0
Others		8.8	11.9	3.2	36.0	0.6		2.5	0.1
Total		400.6	427.7	27.2	6.8	17.8	3.8	7.3	(1.8)

* International sales included in the above

Global logistics	21.6	26.6	5.1	23.4
Composition (%)	5.4	6.2		

*Natural disaster impact 4 included in the Existing cargo volume includes

* International sales including non-consolidated overseas subsidiaries

Global logistics	27.1	28.9	1.9	6.9
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4. Results for the Third Quarter Ending March 31, 2020 : Profits

YoY change Ordinary Profit UP ¥1.17 billion (+7.3%)

● Revenue growth	+ ¥2.53 bn.		
● Revision of freight charges	+ ¥3.81 bn.		
● Cost reduction and productivity improvement	+ ¥0.33 bn.	⇒	+ ¥6.99 bn.
● Effect of consolidation	+ ¥0.13 bn.		
● Decreased impact of natural disasters	+ ¥0.19 bn.		
● Changes in existing cargo volume	(¥1.96 bn.)		
● Rising in outsourcing expenses including wage	(¥2.89 bn.)	⇒	(¥5.61 bn.)
● Effect of salary increase	(¥0.59 bn.)		
● Changes in other items	(¥0.17 bn.)		
● Operating profit		⇒	+ ¥1.38 bn.
● Changes in non-operating income		⇒	(¥0.21 bn.)
● Ordinary profit		⇒	+ ¥1.17 bn.

5. Results by Segment for the Third Quarter Ending March 31, 2020

(Million of Yen, %)

Operating revenue	FY3/19 3Q	FY3/20 3Q	YoY Change	
			Amount	%
Logistics	283,706	297,850	14,143	5.0
Trading & Commerce	108,094	117,974	9,879	9.1
Others	8,764	11,916	3,152	36.0
Consolidated F/S	400,565	427,741	27,175	6.8

(Million of Yen, %)

Operating profit	FY3/19		FY3/20		YoY Change	
	3Q	Margin	3Q	Margin	Amount	%
Logistics	13,159	4.6	14,867	5.0	1,708	13.0
Trading & Commerce	1,807	1.7	1,583	1.3	(224)	(12.4)
Others	1,132	12.9	1,247	10.5	115	10.2
Adjustment	(305)	—	(521)	—	(215)	—
Consolidated F/S	15,794	3.9	17,177	4.0	1,383	8.8

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