

**Supplementary Data for the 3rd Quarter of the Fiscal Year
Ended March 31, 2020(April 1, 2019 through December 31, 2019)
Consolidated**

I. Result of Performance

(Millions of Yen)

	FY2020.3 3Q	FY2019.3 3Q	Increase (▲Decrease)	
Operating revenue	474,016	465,544	8,471	1.8%
Operating income	24,361	26,096	▲ 1,734	▲ 6.6%
Ordinary income	25,541	28,100	▲ 2,558	▲ 9.1%
Net income	26,304	18,452	7,852	42.6%

	FY2020.3 Oct through Dec		FY2019.3 Oct through Dec		Increase (▲Decrease)	
Operating revenue	158,674		163,262		▲ 4,587	▲ 2.8%
Operating income	8,203		11,330		▲ 3,126	▲ 27.6%
Ordinary income	8,637		12,239		▲ 3,602	▲ 29.4%
Net income	5,142		7,964		▲ 2,822	▲ 35.4%

II. Performance by Segment

(i) Operating revenue by segment

(Millions of Yen)

	FY2020.3 3Q		FY2019.3 3Q		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	353,679	74.6%	349,677	75.1%	4,001	1.1%
Vehicle sales	78,254	16.5%	75,725	16.3%	2,529	3.3%
Merchandise sales	24,975	5.3%	25,491	5.5%	▲ 516	▲ 2.0%
Real-estate leasing	1,272	0.3%	1,236	0.2%	35	2.9%
Others	15,834	3.3%	13,413	2.9%	2,420	18.0%
Total	474,016	100.0%	465,544	100.0%	8,471	1.8%

	FY2020.3 Oct. through Dec.		FY2019.3 Oct. through Dec.		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	121,087	76.3%	123,925	75.9%	▲ 2,837	▲ 2.3%
Vehicle sales	23,170	14.6%	25,514	15.6%	▲ 2,343	▲ 9.2%
Merchandise sales	8,753	5.5%	8,935	5.5%	▲ 182	▲ 2.0%
Real-estate leasing	433	0.3%	410	0.3%	22	5.5%
Others	5,230	3.3%	4,476	2.7%	753	16.8%
Total	158,674	100.0%	163,262	100.0%	▲ 4,587	▲ 2.8%

(ii) Operating income by division

(Millions of Yen)

	FY2020.3 3Q		FY2019.3 3Q		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	19,252	79.0%	20,791	79.7%	▲ 1,538	▲ 7.4%
Vehicle sales	3,663	15.0%	3,799	14.6%	▲ 136	▲ 3.6%
Merchandise sales	694	2.9%	635	2.4%	59	9.4%
Real-estate leasing	1,027	4.2%	999	3.8%	27	2.8%
Others	620	2.6%	750	2.9%	▲ 130	▲ 17.3%
Total	25,258	103.7%	26,976	103.4%	▲ 1,717	▲ 6.4%
Elimination	▲ 897	▲ 3.7%	▲ 880	▲ 3.4%	▲ 16	—
Consolidated	24,361	100.0%	26,096	100.0%	▲ 1,734	▲ 6.6%

	FY2020.3 Oct. through		FY2019.3 Oct. through		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	6,907	84.2%	9,613	84.8%	▲ 2,705	▲ 28.1%
Vehicle sales	789	9.6%	1,157	10.2%	▲ 367	▲ 31.8%
Merchandise sales	273	3.4%	309	2.7%	▲ 35	▲ 11.4%
Real-estate leasing	349	4.3%	333	3.0%	15	4.6%
Others	166	2.0%	177	1.6%	▲ 11	▲ 6.4%
Total	8,486	103.5%	11,591	102.3%	▲ 3,104	▲ 26.8%
Elimination	▲ 283	▲ 3.5%	▲ 261	▲ 2.3%	▲ 22	—
Consolidated	8,203	100.0%	11,330	100.0%	▲ 3,126	▲ 27.6%

III. Operating volume and freight rate(Transportation services)

	FY2020.3 3Q
Operating volum	96.2%
Freight rate	104.4%

IV. Major expenses

(Millions of Yen)

	FY2020.3 3Q	FY2019.3 3Q	Increase (▲/Decrease)	
			¥ Million	%y/y
Personnel	159,827	156,461	3,366	2.2%
Fuel	12,157	13,077	▲ 919	▲ 7.0%
Depreciation	14,770	13,868	901	6.5%
Chartered truck fee, Committed fee, subcontract fee	132,914	131,203	1,711	1.3%
Tool road fee	6,008	6,060	▲ 52	▲ 0.9%
Others	123,975	118,777	5,198	4.4%
Total	449,655	439,448	10,206	2.3%

	FY2020.3 Oct. through Dec.	FY2019.3 Oct. through Dec.	Increase (▲/Decrease)	
			¥ Million	%y/y
Personnel	54,406	53,670	736	1.4%
Fuel	4,114	4,467	▲ 352	▲ 7.9%
Depreciation	5,138	4,912	225	4.6%
Chartered truck fee, Committed fee, subcontract fee	45,385	45,962	▲ 576	▲ 1.3%
Tool road fee	2,047	2,066	▲ 18	▲ 0.9%
Others	39,378	40,853	▲ 1,474	▲ 3.6%
Total	150,471	151,932	▲ 1,460	▲ 1.0%

Major expense by segment

(Millions of Yen)

	Transportation	Vehicle sales	Merchandise sales	Real-estate leasing	Others	Estimation	Total
Personnel	141,752	9,834	1,119	-	7,304	▲ 182	159,827
Fuel	11,873	158	4	-	121	-	12,157
Depreciation	13,144	1,322	42	59	507	▲ 305	14,770
Chartered truck fee, Committed fee,	132,914	-	-	-	-	-	132,914
Tool road fee	6,008	-	-	-	-	-	6,008
Others	30,583	71,651	37,600	185	20,566	▲ 36,611	123,975
Total	336,276	82,966	38,767	244	28,499	▲ 37,100	449,655

Major expense by Transportation business

(Millions of Yen)

	FY2020.3 3Q	FY2019.3 3Q	Increase (▲/Decrease)	
			¥ Million	%y/y
Personnel	141,752	139,607	2,144	1.5%
Fuel	11,873	12,781	▲ 907	▲ 7.1%
Depreciation	13,144	12,401	742	6.0%
Chartered truck fee, Committed fee, subcontract fee	132,914	131,203	1,711	1.3%
Tool road fee	6,008	6,060	▲ 52	▲ 0.9%
Others	30,583	28,512	2,070	7.3%
Total	336,276	330,567	5,709	1.7%

V. Performance forecasts

(Millions of Yen)

		FY2020.3(E)		FY2019.3		Increase (▲decrease)	%y/y
Operating revenue	semi	315,342		302,282		13,059	4.3%
	FY	626,000		618,436		7,563	1.2%
Operating income	semi	16,158		14,765		1,392	9.4%
	FY	29,600		31,209		▲ 1,609	▲ 5.2%
Ordinary income	semi	16,903		15,860		1,043	6.6%
	FY	31,000		33,629		▲ 2,629	▲ 7.8%
Net income	semi	21,161		10,487		10,674	101.8%
	FY	25,200		21,216		3,983	18.8%

VI. Performance forecasts by segment

(i) Operating revenue

(Millions of Yen)

		FY2020.3(E)		FY2019.3		Increase (▲decrease)	%y/y
Transportation	semi	232,592	73.8%	225,752	74.7%	6,839	3.0%
	FY	465,000	74.3%	462,459	74.8%	2,540	0.5%
Vehicle sales	semi	55,084	17.5%	50,210	16.6%	4,873	9.7%
	FY	105,000	16.8%	102,233	16.5%	2,766	2.7%
Merchandise sales	semi	16,221	5.1%	16,555	5.5%	▲ 333	▲ 2.0%
	FY	33,500	5.3%	33,518	5.4%	▲ 18	▲ 0.1%
Real-estate leasing	semi	838	0.3%	825	0.3%	13	1.6%
	FY	1,700	0.3%	1,651	0.3%	48	3.0%
Others	semi	10,604	3.3%	8,937	2.9%	1,667	18.7%
	FY	20,800	3.3%	18,574	3.0%	2,225	12.0%
Total	semi	315,342	100.0%	302,282	100.0%	13,059	4.3%
	FY	626,000	100.0%	618,436	100.0%	7,563	1.2%

(ii) Operating income

(Millions of Yen)

		FY2020.3(E)		FY2019.3		Increase (▲decrease)	%y/y
Transportation	semi	12,345	76.4%	11,178	75.7%	1,167	10.4%
	FY	23,100	78.0%	24,475	78.4%	▲ 1,375	▲ 5.6%
Vehicle sales	semi	2,873	17.8%	2,642	17.9%	231	8.7%
	FY	4,600	15.6%	4,850	15.5%	▲ 250	▲ 5.2%
Merchandise sales	semi	421	2.6%	326	2.2%	94	29.1%
	FY	850	2.9%	829	2.7%	20	2.5%
Real-estate leasing	semi	677	4.2%	665	4.5%	12	1.9%
	FY	1,400	4.7%	1,334	4.3%	65	4.9%
Others	semi	454	2.8%	572	3.9%	▲ 118	▲ 20.7%
	FY	800	2.7%	901	2.9%	▲ 101	▲ 11.3%
Elimination	semi	▲ 613	▲ 3.8%	▲ 619	▲ 4.2%	5	—
	FY	▲ 1,150	▲ 3.9%	▲ 1,182	▲ 3.8%	32	—
Total	semi	16,158	100.0%	14,765	100.0%	1,392	9.4%
	FY	29,600	100.0%	31,209	100.0%	▲ 1,609	▲ 5.2%

**Supplementary Data for the 3rd Quarter of the Fiscal Year
Ended March 31, 2020(April 1, 2019 through December 31, 2019)
(Non Consolidated)**

I. Result of Performance

(Millions of Yen)

	FY2020.3 3Q	FY2019.3 3Q	Increase (▲Decrease)	
Operating revenue	215,078	213,528	1,550	0.7%
Operating income	10,197	11,504	▲ 1,307	▲ 11.4%
Ordinary income	10,689	12,115	▲ 1,426	▲ 11.8%
Net income	17,340	7,690	9,650	125.5%

	FY2020.3 Oct through Dec	FY2019.3 Oct through Dec	Increase (▲Decrease)	
Operating revenue	74,117	75,988	▲ 1,870	▲ 2.5%
Operating income	3,962	5,564	▲ 1,602	▲ 28.8%
Ordinary income	4,101	5,730	▲ 1,629	▲ 28.4%
Net income	2,293	3,334	▲ 1,041	▲ 31.2%

II. Operating volume

	April - December	October - December
FY2016.3	▲ 0.3%	▲ 0.3%
FY2017.3	▲ 0.0%	0.9%
FY2018.3	1.6%	0.0%
FY2019.3	▲ 2.3%	▲ 3.0%
FY2020.3	▲ 2.5%	▲ 5.1%

III. Operating revenue by segment

		FY2020.3 3Q		FY2019.3 3Q		%y/y	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	154,876	72.0%	154,576	72.4%	300	0.2%
	Mini	28,025	13.0%	28,008	13.1%	16	0.1%
	Home delivery	3,996	1.9%	4,301	2.0%	▲ 305	▲ 7.1%
	Moving	573	0.3%	439	0.2%	134	30.7%
	Charter	15,255	7.1%	14,866	7.0%	389	2.6%
	Subtotal	202,728	94.3%	202,192	94.7%	536	0.3%
Air snd Sea		2,031	0.9%	2,010	0.9%	20	1.0%
Others		10,318	4.8%	9,325	4.4%	992	10.6%
Total		215,078	100.0%	213,528	100.0%	1,550	0.7%

		FY2020.3 3Q Oct.-Dec.		FY2019.3 3Q Oct.-Dec.		Increase (▲Decrease)	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	53,369	72.0%	54,846	72.2%	▲ 1,477	▲ 2.7%
	Mini	9,619	13.0%	9,824	12.9%	▲ 204	▲ 2.1%
	Home delivery	1,401	1.9%	1,671	2.2%	▲ 270	▲ 16.2%
	Moving	120	0.2%	111	0.2%	8	8.0%
	Charter	5,266	7.1%	5,326	7.0%	▲ 59	▲ 1.1%
	Subtotal	69,778	94.1%	71,780	94.5%	▲ 2,002	▲ 2.8%
Air snd Sea		697	0.9%	716	0.9%	▲ 19	▲ 2.7%
Others		3,642	4.9%	3,491	4.6%	151	4.3%
Total		74,117	100.0%	75,988	100.0%	▲ 1,870	▲ 2.5%

IV. Major expenses

	FY2020.3 3Q		FY2019.3 3Q		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	%y/y
Personnel	72,185	33.6%	71,207	33.3%	978	1.4%
Fuel	4,307	2.0%	4,675	2.2%	▲ 367	▲ 7.9%
Depreciation	7,630	3.5%	7,418	3.5%	211	2.9%
Chartered truck fee	73,661	34.2%	71,994	33.7%	1,667	2.3%
Argent fee	17,266	8.0%	17,695	8.3%	▲ 429	▲ 2.4%
Commission fee	14,290	6.6%	13,766	6.4%	523	3.8%
Tool road fee	2,324	1.1%	2,349	1.1%	▲ 25	▲ 1.1%
Online	975	0.5%	978	0.5%	▲ 3	▲ 0.3%
Air and sea freight	1,599	0.7%	1,562	0.7%	36	2.4%
Others	10,640	4.9%	10,374	4.9%	265	2.6%
Total	204,880	95.3%	202,023	94.6%	2,857	1.4%

	FY2020.3 3Q Oct.-Dec.		FY2019.3 3Q Oct.-Dec.		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	%y/y
Personnel	24,600	33.2%	24,264	31.9%	336	1.4%
Fuel	1,454	2.0%	1,610	2.1%	▲ 155	▲ 9.7%
Depreciation	2,621	3.5%	2,537	3.3%	83	3.3%
Chartered truck fee	25,360	34.2%	25,287	33.3%	72	0.3%
Argent fee	5,877	7.9%	6,222	8.2%	▲ 345	▲ 5.5%
Commission fee	4,895	6.6%	5,046	6.7%	▲ 150	▲ 3.0%
Tool road fee	790	1.1%	806	1.1%	▲ 15	▲ 2.0%
Online	337	0.5%	355	0.5%	▲ 17	▲ 4.9%
Air and sea freight	549	0.7%	557	0.7%	▲ 7	▲ 1.3%
Others	3,667	4.9%	3,735	4.9%	▲ 68	▲ 1.8%
Total	70,155	94.7%	70,423	92.7%	▲ 267	▲ 0.4%

	Fuel Unit Price %y/y	Fuel Use %y/y
FY2015.3 3Q	▲ 24.6%	▲ 2.4%
FY2016.3 3Q	▲ 13.1%	0.0%
FY2017.3 3Q	14.1%	▲ 0.2%
FY2019.3 3Q	18.6%	▲ 3.3%
FY2020.3 3Q	▲ 4.7%	▲ 3.6%