

1. Details of Revenues (Non-consolidated)

○ Railway container

(Number of containers)

	FY2018	FY2017	Difference	Difference (%)
Number of containers	1,713,114	1,935,480	(222,366)	(11.5)
Unit price (Yen per container)	44,808	42,977	1,831	4.3

○ Marine & harbor for export originating from Japan: breakdown by destination

(million yen)

	FY2018	FY2017	Difference	Difference (%)
North America	15,884	15,168	715	4.7
Europe	9,460	7,781	1,678	21.6
Asia / Oceania	35,555	33,329	2,226	6.7
Other	4,680	4,467	212	4.8
Total	65,581	60,747	4,833	8.0

○ Air transportation for export originating from Japan: breakdown by destination

(million yen)

	FY2018	FY2017	Difference	Difference (%)
North America	33,053	26,315	6,738	25.6
Europe	33,944	23,882	10,062	42.1
Asia / Oceania	49,702	44,941	4,761	10.6
Other	8,287	5,704	2,582	45.3
Total	124,988	100,843	24,144	23.9

○ Revenue related to security transportation

(million yen)

	FY2018	FY2017	Difference	Difference (%)
Revenue related to security transportation	71,664	71,840	(176)	(0.2)

*Revenue related to security transportation is recorded respectively in "Chartered truck services" and "Incidental operations and others."

○ Revenue related to warehousing

(million yen)

	FY2018	FY2017	Difference	Difference (%)
Revenue related to warehousing	121,148	117,111	4,037	3.4

○ Breakdown for Heavy haulage & construction

(million yen)

	FY2018	FY2017	Difference	Difference (%)
Work in Japan	60,656	56,349	4,307	7.6
Work overseas	4,009	4,354	(344)	(7.9)
Total	64,666	60,703	3,962	6.5

2. Details of Operating Expenses (Non-consolidated)

○ Personnel expenses

(million yen)

		FY2018	FY2017	Difference	Difference (%)
Drivers / Workers	Nationwide employees	5,472	6,109	(637)	(10.4)
	Other employees	112,303	113,219	(916)	(0.8)
	Subtotal	117,775	119,329	(1,553)	(1.3)
Office personnel	Nationwide employees	108,857	110,272	(1,415)	(1.3)
	Other employees	26,569	25,185	1,383	5.5
	Subtotal	135,426	135,458	(31)	(0.0)
Total		253,202	254,787	(1,584)	(0.6)

○ Railway forwarding costs

(million yen)

	FY2018	FY2017	Difference	Difference (%)
Railway forwarding costs	39,760	44,155	(4,394)	(10.0)
(Reference) Railway utilization transportation revenue	79,266	85,867	(6,600)	(7.7)

○ Marine forwarding costs

(million yen)

	FY2018	FY2017	Difference	Difference (%)
Marine forwarding costs	32,264	28,100	4,163	14.8
(Reference) Marine transportation revenue	78,129	71,959	6,170	8.6

○ Air forwarding costs

(million yen)

	FY2018	FY2017	Difference	Difference (%)
Air forwarding costs	76,597	56,103	20,493	36.5
(Reference) Air transportation revenue	194,672	166,825	27,847	16.7

○ Breakdown of vehicle chartering and subcontracting costs

(million yen)

	FY2018	FY2017	Difference	Difference (%)
Vehicle chartering costs	207,287	196,334	10,952	5.6
Subcontracting costs	259,344	245,936	13,408	5.5
Worker dispatching costs	11,615	10,341	1,273	12.3
Total	478,247	452,613	25,633	5.7

○ Depreciation and amortization

(million yen)

	FY2018	FY2017	Difference	Difference (%)
Vehicles	3,868	2,817	1,050	37.3
Buildings/structures	13,668	13,378	290	2.2
Software	3,721	3,485	236	6.8
Other	6,103	5,688	414	7.3
Total	27,361	25,370	1,991	7.9

○ Breakdown of facility usage charges

(million yen)

	FY2018	FY2017	Difference	Difference (%)
Vehicles	4,233	4,222	10	0.3
Buildings/land	52,954	52,170	784	1.5
Other work-related	13,180	12,351	828	6.7
Other operation-related	4,157	3,788	368	9.7
Total	74,524	72,532	1,992	2.7

○ Breakdown of other expenses

(million yen)

	FY2018	FY2017	Difference	Difference (%)
Other work expenses	69,286	65,050	4,235	6.5
[Fuel cost]	[9,955]	[9,045]	[909]	[10.1]
Other operating expenses	49,441	46,580	2,860	6.1
[Fuel cost]	[379]	[392]	[(13)]	[(3.5)]
[Travel expenses etc.]	[6,033]	[5,964]	[69]	[1.2]
[Research expenses]	[153]	[285]	[(131)]	[(46.1)]
Taxes	11,728	11,455	273	2.4
Bad debts written off	0	127	(127)	(100.0)
Total	130,456	123,214	7,241	5.9

(Reference) Balance of interest-bearing liabilities

○ Consolidated

(million yen)

	March 31, 2019	March 31, 2018
Bonds payable	125,000	125,000
Loans payable	275,309	272,226
Deposits from employees	306	28,726
Commercial papers	10,000	-
Lease obligations	4,470	4,231
Total	415,086	430,185

(Reference) Breakdown of fuel costs

○ Consolidated

		(million yen, kilo liter, yen/kiloliter)				(Impact on unit price)
		FY2018	FY2017	Difference	Difference (%)	
Light oil	Amount	14,277	12,944	1,332	10.3	1,842
	Usage	137,169	142,777	(5,608)	(3.9)	
	Unit price	104.09	90.66	13.43	14.8	
Gasoline	Amount	999	987	12	1.2	94
	Usage	7,281	7,939	(659)	(8.3)	
	Unit price	137.30	124.38	12.92	10.4	
Heavy oil for vessels	Amount	3,895	3,358	537	16.0	798
	Usage	69,932	75,819	(5,887)	(7.8)	
	Unit price	55.71	44.29	11.42	25.8	
Other	Amount	731	698	32	4.7	
Total		19,904	17,988	1,915	10.6	2,735

Total

* Above figures do not include figures from overseas consolidated subsidiaries.

○ Non-consolidated

		(million yen, kilo liter, yen/kiloliter)				(Impact on unit price)
		FY2018	FY2017	Difference	Difference (%)	
Light oil	Amount	6,959	6,348	610	9.6	880
	Usage	66,449	69,391	(2,942)	(4.2)	
	Unit price	104.74	91.49	13.25	14.5	
Gasoline	Amount	617	617	(0)	(0.0)	59
	Usage	4,486	4,968	(481)	(9.7)	
	Unit price	137.74	124.38	13.36	10.7	
Heavy oil for vessels	Amount	2,426	2,140	285	13.3	508
	Usage	44,679	49,854	(5,175)	(10.4)	
	Unit price	54.31	42.94	11.37	26.5	
Other	Amount	330	330	0	0.0	
Total		10,334	9,438	896	9.5	1,448

Total

* Above figures are recorded under "Other work expenses" and "Other operating expenses" in "Other" on the previous page.