

At a Glance

Capitalizing on our global network and abundant experiences, the Group meets customers' various logistics needs with our one-stop services of Smart Logistics consisting of 3PL business, Heavy Machinery and Plant Logistics business, and Freight Forwarding business, and aims to become the most preferred global supply chain solutions provider.

Resources – Bases for Value Creation – (As of March 31, 2021)

Number of Companies*¹/Locations*²

Locations

98 companies **752** sites

<Domestic: 26 companies 330 sites/Overseas: 72 companies 422 sites>



Total Personnel *³

Human Resources

43,729

<Domestic: 28,671 employees/Overseas: 15,058 employees>



Area of Logistics Center*²

Warehouses

7.53 Mm²

<Domestic: 5.27 Mm²/Overseas: 2.26 Mm²>




Number of Vehicles (Including Leased Vehicles)

Vehicles

Total: 16,924

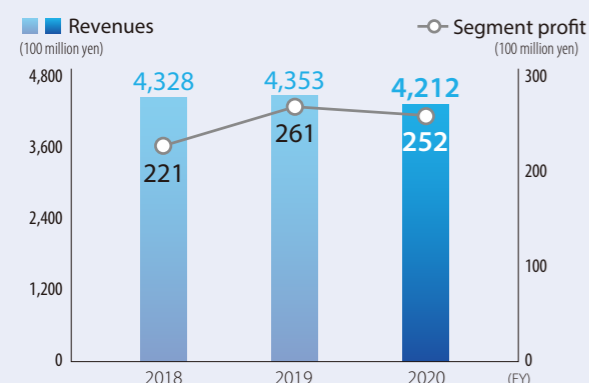
Truck* ⁴ :	3,671	Forklift:	5,981
Trailer:	5,679	Other* ⁵ :	1,593



*1 Number of companies includes associates accounted for using the equity method.
 *2 Number of locations and floor space of logistics centers exclude those of AIT Group and HTB-BCD Travel Group.
 *3 Number of employees excludes associates accounted for using the equity method.
 *4 Including tractors and vans
 *5 Including buses and passenger cars, etc.

FY2020 Business Overview by Segment

Domestic logistics business (FY2020)



● **Revenues** \downarrow (Y o Y) -3%

Revenues of domestic logistics business decreased by 3% year-on-year to ¥421,190 million due to a continued decline in volume caused by the spread of COVID-19 despite an increase in revenues as a result of contributions from newly launched projects and consolidation of PALENET CO., LTD. and Hitachi Transport System East Japan Distribution Services Co., Ltd.

● **Segment profit** \downarrow (Y o Y) -3%

Segment profit decreased by 3% year-on-year to ¥25,176 million due to a decrease in revenues despite improved productivity and a reduction in total costs.

* Effective April 1, 2019, the Group adopted IFRS 16 Leases.

As a domestic 3PL market leader*, we provide comprehensive logistics services excellent in safety, quality, and productivity by taking advantage of our extensive network in Japan and overseas as well as abundant experience and know-how as a pioneer.

* Source: "3PL White Paper 2020" in September 2020 issue of monthly magazine LOGI-BIZ

Services – Businesses & Solutions –

3PL business Segment: Domestic logistics/Global logistics

Value

We provide the optimal logistics services in supply chain. In automobile parts logistics, we meet the logistics-related needs of the automobile industry.



Heavy Machinery and Plant Logistics business Segment: Domestic logistics/Global logistics

Value

We provide transportation, installation, and setting-up services, etc. for heavy machinery and precision instruments.



Freight Forwarding business Segment: Global logistics

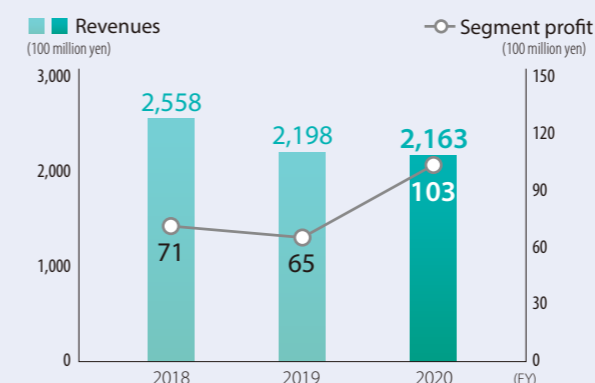
Value

We propose an optimal transportation plan from various transportation modes including aircraft, ship, rail, etc.



Other services (logistics related businesses) • Information system development business • Sale and maintenance of automobiles business

Global logistics business (FY2020)



● **Revenues** \downarrow (Y o Y) -2%

Revenues of global logistics business decreased by 2% year-on-year to ¥216,258 million as revenues did not return to the level of the previous fiscal year after being affected by the spread of COVID-19 and fluctuations of foreign exchange rates, although showing a recovery trend in each region.

● **Segment profit** \uparrow (Y o Y) +59%

Segment profit increased by 59% year-on-year to ¥10,340 million due to an increase in profitability of domestic and Chinese freight forwarding business between Japan and other countries and the effects of improved productivity and total cost reduction in each region despite a decrease in revenues.

* Effective April 1, 2019, the Group adopted IFRS 16 Leases.