

# At a Glance

Capitalizing on our global network and abundant experiences, the HTS 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 —

Number of Companies<sup>\*1</sup>/Locations<sup>\*2</sup>

### Locations

**103** companies **761** sites

<Domestic: 28 companies 325 sites/Overseas: 75 companies 436 sites>




Total Personnel<sup>\*3</sup>

### Human Resources

**45,328**

<Domestic: 28,950 employees/Overseas: 16,378 employees>



Area of Logistics Center<sup>\*2</sup>

### Warehouses

**7.41** Mm<sup>2</sup>

<Domestic: 5.09 Mm<sup>2</sup>/Overseas: 2.32 Mm<sup>2</sup>>




Number of Vehicles (Including Leased Vehicles)

### Vehicles

**Total: 16,792**

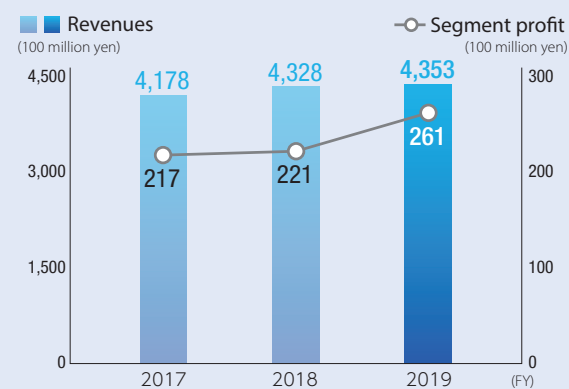
Truck<sup>\*4</sup>: 3,923      Forklift: 5,841  
Trailer: 5,452      Other<sup>\*5</sup>: 1,576



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

## FY2019 Business Overview by Segment

### Domestic logistics business (FY2019)



**Revenues**  $\nearrow$  (Y o Y) **+1%**

Revenues of domestic logistics business increased by 1% year-on-year to ¥435,311 million due to contribution of new projects despite a decrease in handling volume in automobile-related business.

**Segment profit**  $\nearrow$  (Y o Y) **+18%**

Segment profit increased by 18% year-on-year to ¥26,063 million due to an increase in revenues and improved productivity, and the adoption of IFRS 16 "Leases."

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

As a domestic 3PL (third party logistics)<sup>\*1</sup> market leader<sup>\*2</sup>, 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.

<sup>\*1</sup> A service that comprehensively undertakes logistics operation at various stages of customers' supply chains from material procurement and production to sales, distribution, and after-sales service.  
<sup>\*2</sup> Source: "3PL White Paper 2019" in September 2019 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

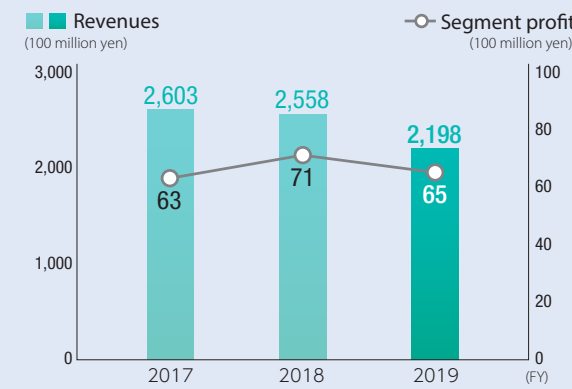
#### Value

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



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

### Global logistics business (FY2019)



**Revenues**  $\searrow$  (Y o Y) **-14%**

Revenues of global logistics business decreased by 14% year-on-year to ¥219,761 million due to a decrease in the handling volume in Freight Forwarding business (including an effect of exclusion of Nisshin Transportation Co., Ltd. from the scope of consolidation) and foreign exchange rates.

**Segment profit**  $\searrow$  (Y o Y) **-9%**

Segment profit decreased by 9% year-on-year to ¥6,502 million due to a decrease in revenues, incorporation of risks in Freight Forwarding business, and the impact of the COVID-19.

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