

Highlights

— Financial Highlights: The Track Record of 10 Years —

We will create values to meet all of our stakeholders' expectations through steady implementation of growth strategy and continuous self-transformation.

(FY)	← J-GAAP				IFRS →						
	2010	2011	2012	2013	2014	2014	2015	2016	2017	2018	2019 ^{*7}
					Millions of yen						
For the year:											
Revenues (Service Revenues) ^{*1}	¥368,798	¥553,934	¥547,517	¥624,504	¥677,108	¥678,573	¥680,354	¥665,377	¥700,391	¥708,831	¥672,286
Domestic logistics	256,886	386,448	375,560	388,765	397,844	397,954	405,080	411,796	417,835	432,793	435,311
Global logistics	93,264	148,610	152,485	215,193	258,354	258,231	253,144	231,727	260,285	255,828	219,761
Other services (logistics related businesses)	18,648	18,876	19,472	20,546	20,910	22,388	22,130	21,854	22,271	20,210	17,214
Operating income ^{*5}	15,940	23,131	19,535	20,992	21,198	21,465	28,320	29,466	29,803	31,192	33,483
Domestic logistics	21,815	29,146	27,452	28,523	26,082	14,071	20,333	21,830	21,740	22,099	26,063
Global logistics	1,477	2,763	1,123	2,910	5,897	4,848	5,652	5,693	6,280	7,108	6,502
Other services (logistics related businesses)	2,751	2,246	2,619	2,743	2,883	2,546	2,335	1,943	1,783	1,985	918
Elimination or company-wide expenses ^{*2}	(10,103)	(11,024)	(11,659)	(13,184)	(13,664)	—	—	—	—	—	—
Net income attributable to stockholders of the parent company (Net income) ^{*1}	6,806	12,563	11,156	5,433	10,932	13,250	14,011	18,703	20,916	22,786	21,614
At year-end:											
Total assets	¥246,558	¥365,013	¥374,206	¥427,733	¥450,048	¥459,386	¥464,399	¥549,924	¥564,903	¥612,535	¥879,144
Total equity (Net assets) ^{*1}	151,066	164,640	174,904	181,401	188,935	176,726	178,552	190,919	208,291	228,949	239,257
Equity attributable to stockholders of the parent company (Stockholders' equity)	147,887	156,622	169,327	168,683	176,714	173,720	175,543	187,482	204,328	222,346	232,861
Consolidated Cash Flows:											
Cash flows from operating activities	¥16,352	¥26,020	¥24,689	¥25,689	¥31,578	¥32,266	¥38,820	¥26,372	¥27,924	¥37,812	¥78,204
Cash flows from investing activities	(11,884)	(58,948)	(16,759)	(24,595)	(19,860)	(19,886)	(10,373)	(69,004)	(6,178)	(13,892)	(1,162)
Cash flows from financing activities	(6,522)	37,215	(7,522)	(2,038)	(11,648)	(12,065)	(16,712)	55,592	(16,445)	21,104	(45,707)
Cash and cash equivalents at end of year	26,910	31,081	33,052	33,614	34,542	34,544	45,146	57,483	63,497	108,412	139,021
Per share data (Yen):											
Net income attributable to stockholders of the parent company (Net income) ^{*1}	¥61.01	¥112.62	¥100.01	¥48.70	¥98.00	¥118.78	¥125.60	¥167.66	¥187.50	¥204.27	¥193.76
Equity attributable to stockholders of the parent company (Net assets) ^{*1}	1,325.72	1,404.03	1,517.93	1,512.16	1,584.16	1,557.32	1,573.67	1,680.70	1,831.72	1,993.25	2,087.52
Cash dividends	22.00	24.00	25.00	26.00	28.00	28.00	30.00	34.00	36.00	40.00	43.00
Share price at year-end	1,166	1,505	1,500	1,676	1,817	1,817	1,882	2,313	2,990	3,285	2,349
Capital expenditures:											
Capital expenditures ^{*3}	¥13,264	¥16,857	¥17,854	¥27,948	¥26,528	¥26,528	¥33,755	¥21,961	¥17,355	¥27,559	¥32,242
Purchased assets ^{*4}	7,358	14,664	15,187	21,622	13,601	13,601	22,340	15,670	13,010	17,760	18,250
Depreciation and amortization	9,672	14,003	14,958	16,579	18,403	18,715	19,125	18,741	19,030	19,059	52,815
Financial ratios:											
Operating margin (%) ^{*5}	4.3	4.2	3.6	3.4	3.1	3.2	4.2	4.4	4.3	4.4	5.0
ROE (%)	4.6	8.3	6.8	3.2	6.3	8.0	8.0	10.3	10.7	10.7	9.5
Other data:											
Number of employees (excluding senior employees, part-time or temporary employees)	14,700	21,104	22,793	24,425	24,728	24,728	24,744	25,274	25,074	24,139	23,837
Total floor space of warehouse (Ten-thousand square meters) ^{*6}	371	516	564	637	691	691	709	719	731	734	741
Domestic	301	394	426	461	500	500	496	497	499	513	509
Overseas	70	122	138	176	191	191	213	222	231	221	232

*1 Terms in parentheses are used for J-GAAP. *2 From the FY2015 (IFRS), the Group altered to allocate company-wide expenses to each business segment. The segment information of the FY2014 (IFRS) had also reflected the alteration above. *3 Based on tangible and intangible assets accepted. *4 Based on non-current assets recorded.

*5 In order to present business conditions more appropriately, the HTS Group started to use "Adjusted operating income" as a major indicator from FY2016 and also presented "Adjusted operating income" for FY2015. *6 Excluding SAGAWA EXPRESS Group and AIT Group. *7 Effective April 1, 2019, the Group adopted IFRS 16 Leases.