

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.

Some figures have been revised since certain accounting treatments for M&A, etc. were not in compliance with IFRS. For details, please see: http://www.hitachi-transportssystem.com/en/ir/topics/pdf/20190214_Amendment.pdf

(FY)	J-GAAP						IFRS					
	2009	2010	2011	2012	2013	2014	2014	2015	2016	2017	2018	2018
(As of March 31, 2019)												
Millions of yen												
For the year:												
Revenues (Service Revenues) ²	¥331,917	¥368,798	¥553,934	¥547,517	¥624,504	¥677,108	¥678,573	¥680,354	¥665,377	¥700,391	¥708,831	\$6,386,440
Domestic logistics	244,460	256,886	386,448	375,560	388,765	397,844	397,954	405,080	411,796	417,835	432,793	3,899,387
Global logistics	71,095	93,264	148,610	152,485	215,193	258,354	258,231	253,144	231,727	260,285	255,828	2,304,964
Other services (logistics related businesses)	16,362	18,648	18,876	19,472	20,546	20,910	22,388	22,130	21,854	22,271	20,210	182,088
Operating income ⁶	12,724	15,940	23,131	19,535	20,992	21,198	21,465	28,320	29,466	29,803	31,192	281,034
Domestic logistics	19,133	21,815	29,146	27,452	28,523	26,082	14,071	20,333	21,830	21,740	22,099	199,108
Global logistics	1,286	1,477	2,763	1,123	2,910	5,897	4,848	5,652	5,693	6,280	7,108	64,042
Other services (logistics related businesses)	1,501	2,751	2,246	2,619	2,743	2,883	2,546	2,335	1,943	1,783	1,985	17,884
Elimination or company-wide expenses ³	(9,196)	(10,103)	(11,024)	(11,659)	(13,184)	(13,664)	—	—	—	—	—	—
Net income attributable to stockholders of the parent company (Net income) ²	5,815	6,806	12,563	11,156	5,433	10,932	13,250	14,011	18,703	20,916	22,786	205,298
At year-end:												
Total assets	¥231,188	¥246,558	¥365,013	¥374,206	¥427,733	¥450,048	¥459,386	¥464,399	¥549,924	¥564,903	¥612,535	\$5,518,831
Total equity (Net assets) ²	148,471	151,066	164,640	174,904	181,401	188,935	176,726	178,552	190,919	208,291	228,949	2,062,789
Equity attributable to stockholders of the parent company (Stockholders' equity)	145,303	147,887	156,622	169,327	168,683	176,714	173,720	175,543	187,482	204,328	222,346	2,003,298
Per share data (Yen and U.S. dollars¹):												
Net income attributable to stockholders of the parent company (Net income) ²	¥52.13	¥61.01	¥112.62	¥100.01	¥48.70	¥98.00	¥118.78	¥125.60	¥167.66	¥187.50	¥204.27	\$1.84
Equity attributable to stockholders of the parent company (Net assets) ²	1,302.56	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	17.96
Cash dividends	20.00	22.00	24.00	25.00	26.00	28.00	28.00	30.00	34.00	36.00	40.00	0.36
Share price at year-end	1,317	1,166	1,505	1,500	1,676	1,817	1,817	1,882	2,313	2,990	3,285	29.60
Capital expenditures												
Capital expenditures ⁴	¥6,908	¥13,264	¥16,857	¥17,854	¥27,948	¥26,528	¥26,528	¥33,755	¥21,961	¥17,355	¥27,559	\$248,302
Purchased assets ⁵	5,302	7,358	14,664	15,187	21,622	13,601	13,601	22,340	15,670	13,010	17,760	160,014
Depreciation and amortization	9,403	9,672	14,003	14,958	16,579	18,403	18,715	19,125	18,741	19,030	19,059	171,718
Financial ratios												
Operating margin (%) ⁶	3.8	4.3	4.2	3.6	3.4	3.1	3.2	4.2	4.4	4.3	4.4	4.4
ROE (%)	4.1	4.6	8.3	6.8	3.2	6.3	8.0	8.0	10.3	10.7	10.7	10.7
Other data:												
Number of employees (excluding senior employees, part-time or temporary employees)	12,283	14,700	21,104	22,793	24,425	24,728	24,728	24,744	25,274	25,074	24,139	24,139
Total floor space of warehouse (Ten-thousand square meters) ⁷	323	371	516	564	637	691	691	709	719	731	734	734
Domestic	260	301	394	426	461	500	500	496	497	499	513	513
Overseas	63	70	122	138	176	191	191	213	222	231	221	221

*1 U.S. dollar amounts have been translated from yen, for convenience only, at the rate of ¥110.99=U.S.\$1, the prevailing exchange rate as of March 31, 2019. *2 Terms in parentheses are used for J-GAAP. *3 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.

*4 Based on tangible and intangible assets accepted. *5 Based on non-current assets recorded. *6 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. *7 Excluding SAGAWA EXPRESS Group and AIT Group.

