

Financial Data

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.

(As of March 31, 2023)	J-GAAP				IFRS						
(FY)	2013	2014	2014	2015	2016	2017	2018	2019*7	2020	2021	2022
	Millions of yen		Millions of yen								
For the year:											
Revenues (Service Revenues)*1	¥624,504	¥677,108	¥678,573	¥680,354	¥665,377	¥700,391	¥708,831	¥672,286	¥652,380	¥743,612	¥ 814,310
Domestic logistics	388,765	397,844	397,954	405,080	411,796	417,835	432,793	435,311	421,190	417,162	423,972
Global logistics	215,193	258,354	258,231	253,144	231,727	260,285	255,828	219,761	216,258	313,494	375,894
Other services (logistics related businesses)	20,546	20,910	22,388	22,130	21,854	22,271	20,210	17,214	14,932	12,956	14,444
Operating income*5	20,992	21,198	21,465	28,320	29,466	29,803	31,192	33,483	36,711	38,696	45,840
Domestic logistics	28,523	26,082	14,071	20,333	21,830	21,740	22,099	26,063	25,176	23,678	23,009
Global logistics	2,910	5,897	4,848	5,652	5,693	6,280	7,108	6,502	10,340	13,642	21,092
Other services (logistics related businesses)	2,743	2,883	2,546	2,335	1,943	1,783	1,985	918	1,195	1,376	1,739
Elimination or company-wide expenses*2	(13,184)	(13,664)	—	—	—	—	—	—	—	—	—
EBIT (Earnings before interest and taxes)*5	—	—	—	27,785	31,555	33,093	36,180	39,607	44,429	29,417	45,292
Net income attributable to stockholders of the parent company (Net income)*1	5,433	10,932	13,250	14,011	18,703	20,916	22,786	21,614	22,873	13,513	25,516
At year-end:											
Total assets	¥427,733	¥450,048	¥459,386	¥464,399	¥549,924	¥564,903	¥612,535	¥879,144	¥787,936	¥791,878	¥ 912,109
Total equity (Net assets)*1	181,401	188,935	176,726	178,552	190,919	208,291	228,949	239,257	162,107	178,213	120,044
Equity attributable to stockholders of the parent company (Stockholders' equity) ...	168,683	176,714	173,720	175,543	187,482	204,328	222,346	232,861	155,158	170,170	110,704
Consolidated Cash Flows:											
Cash flows from operating activities	¥25,689	¥31,578	¥32,266	¥38,820	¥26,372	¥27,924	¥37,812	¥78,204	¥55,309	¥65,135	122,063
Cash flows from investing activities	(24,595)	(19,860)	(19,886)	(10,373)	(69,004)	(6,178)	(13,892)	(1,162)	69,779	(24,877)	(117,310)
Cash flows from financing activities	(2,038)	(11,648)	(12,065)	(16,712)	55,592	(16,445)	21,104	(45,707)	(161,056)	(52,511)	(17,266)
Cash and cash equivalents at end of year	33,614	34,542	34,544	45,146	57,483	63,497	108,412	139,021	104,815	94,907	83,792
Capital expenditures:											
Capital expenditures*3	¥27,948	¥26,528	¥26,528	¥33,755	¥21,961	¥17,355	¥27,559	¥32,242	¥68,100	¥49,299	¥74,074
Purchased assets*4	21,622	13,601	13,601	22,340	15,670	13,010	17,760	18,250	24,080	22,380	32,770
Depreciation and amortization	16,579	18,403	18,715	19,125	18,741	19,030	19,059	52,815	52,159	50,828	56,686
Financial ratios:											
Operating margin (%)*5	3.4	3.1	3.2	4.2	4.4	4.3	4.4	5.0	5.6	5.2	5.6
EBIT margin (%)*5	—	—	—	4.1	4.7	4.7	5.1	5.9	6.8	4.0	5.6
Other data:											
Number of employees (excluding senior employees, part-time or temporary employees)	24,425	24,728	24,728	24,744	25,274	25,074	24,139	23,837	22,682	22,918	24,012
Total floor space of warehouse (Ten-thousand square meters)*6	637	691	691	709	719	731	734	741	753	755	793
Domestic	461	500	500	496	497	499	513	509	527	537	544
Overseas	176	191	191	213	222	231	221	232	226	219	249

*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 alternation 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 Group started to use "Adjusted operating income" and "EBIT (Earnings before interest and taxes)" as a major indicator from FY2016 and also presented "Adjusted operating income" and "EBIT (Earnings before interest and taxes)" for FY2015. *6 Excluding AIT Group and HTB-BCD Travel Group *7 Effective April 1, 2019, the Group adopted IFRS 16 Leases.