



July 28, 2016

Consolidated Financial Results for the 1st Quarter of FY2016 (Supplementary Material)

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	inancial Res			FY2015		FY2		0 Million yer
				1Q	1Q	Year on year		Full year
				(Result)	(Result)	% change	change	(Plan)
		Domestic Log	gistics	813	833	103%	21	-
			Overseas	492	384	78%	-108	-
	Organic ^{*1}	Global Logistics	Forwarding and Others	41	116	283%	75	-
		LOgistics	Total	533	500	94%	-33	-
		Other Services ^{*2}		52	47	90%	-5	-
		Subtotal		1,398	1,380	99%	-18	5,930
		Domestic Logistics		182	172	94%	-10	-
			Overseas	64	75	116%	10	-
sənı	VANTEC Group	Global Logistics	Forwarding and Others	99	1	1%	-98	-
Revenues	Group	Logistics	Total	163	75	46%	-88	-
Re		Subtotal		346	248	72%	-98	1,070
	Consolidated A	djustment		-46	-23	-	24	-150
		Domestic Log	gistics	991	998	101%	7	4,090
	Total		Overseas	532	451	85%	-81	-
	(Figures on	Global	Forwarding and Others	123	111	90%	-12	-
	"Summary of Financial Results")	Logistics	Total	655	561	86%	-94	2,550
		Other Services ^{*2}		51	46	91%	-5	210
		Total		1,697	1,605	95%	-92	6,850
		Domestic Logistics		42.1	47.4	113%	5.4	-
			Overseas	10.2	13.0	128%	2.8	-
	Organic ^{*1}	Global Logistics	Forwarding and Others	0.1	1.0	1225%	0.9	-
		Logistics	Total	10.2	14.0	136%	3.7	-
		Other Services ^{*2}		3.0	1.5	51%	-1.5	-
	Subtotal			55.3	62.9	114%	7.6	250.0
ome	VANTEC Group	Domestic Log	gistics	7.4	4.9	67%	-2.4	-
Inc		- 01.1.1	Overseas	3.6	2.0	57%	-1.6	-
ting		Global Logistics	Forwarding and Others	-0.1	0.0	-	0.1	-
era		oup Logistics	Total	3.6	2.0	57%	-1.5	-
0 b		Subtotal		10.9	7.0	64%	-3.9	40.0
Adjusted Operating Income	Amortization of Customer-related intangible assets of VANTEC Group etc			-4.6	-2.6	_	2.0	-10.0
	VANILO GIU	Domestic Logistics		47.3	50.2	106%	2.9	195.0
	Total (Figures on "Summary of Financial Results")	Global Logistics	Overseas	12.4	14.5	118%	2.2	-
			Forwarding and Others	-1.1	1.0	_	2.1	
			Total	11.3	15.5	137%	4.2	62.0
				3.0	1.5	51%	-1.5	23.0
		Total		61.6	67.2	109%	5.7	280.0
Earnings before interest and tax (EBIT)			60.5	65.1	108%	4.6	310.0	
Net income attributable to stockholders of the parent company			ders of the parent company	28.8	32.9	114%	4.0	185.0

*1.Hitachi Transport System Group, excluding VANTEC Group.*2. "Other Services" includes information system development, service, sale and maintenance of motor vehicles, and travel agency service.

2. Breakdown of Increas	[Unit:100 Million yen]			
	New order	Increase and Decrease, etc	Effects in foreign exchange rates	Total
1Q of FY2016	49	-77	-64	-92

3. Overseas Business

[Unit:100 Million yen]

\geq		FY2	2015	FY2016 1Q					
		1Q							
			Adjusted		Year on year		Adjusted	Year on year	
		Revenues	Operating Income	Revenues	% change	change	Operating Income	% change	change
	North America	93	2.8	86	93%	-7	2.9	106%	0.2
	Europe ^{*1}	157	5.5	153	98%	-4	9.3	168%	3.8
as	Asia (excluding China)	116	6.2	91	78%	-26	4.7	76%	-1.5
Overseas	China	183	2.4	122	67%	-60	1.0	41%	-1.4
Ó	Oceania and Others	8	0.8	7	83%	-1	0.5	66%	-0.3
	Elimination of intra-company transactions, etc. ^{*2}	-25	-5.2	-8	1	16	-3.9	1	1.4
	Total	532	12.4	451	85%	-81	14.5	118%	2.2

*1.Turkey is treated as Europe.

*2.Amortization of Customer-related intangible assets of VANTEC Group is included in "Elimination of intra-company transactions, etc".

•Figures indicate revenues and adjusted operating income of overseas subsidiaries.

•Until 2Q of FY2015, the subsidiary of CDS Group in North America which was integrated into North America Group was included in China. From 3Q of FY2015, it is included in North America.

4. Major Operating Expenses

4. Major Operating Expenses [Unit:100 Million yen]					
	FY2015	FY2016			
	1Q	1Q	Year on year		
Subcontract Expenses	869.9	803.8	-66.1		
Personnel Expenses	408.7	397.1	-11.6		
Rent Expenses	120.0	123.1	3.2		
Depreciation Expenses	47.5	47.7	0.2		

5. The trend of Major Order / Startup

FY2015 **FY2016** 1Q**1Q** Year on year 3 Domestic 1 4 3 -2 Startup 1 Global 5 4 1 Total 2 $^{-1}$ Domestic 1 3 -2 Orders 1 Global 5 2 -3 Total

•Until FY2015, the figures of the trend of Major Order/Start up were counted the projects with existing customers that results in increase and decrease in revenues such as relocation. From FY2016, the figures are counted projects that contribute to net increase such as new customers and new locations.

•Figures indicate 10 million yen/month or larger projects.

[Unit:Project]