# Summary of Consolidated Financial Results [IFRS] for the First Quarter Ended June 30, 2017

July 28, 2017

Listed Company: Hitachi Transport System, Ltd. Stock Exchange: First Section of Tokyo

Code Number: 9086 URL: http://www.hitachi-transportsystem.com/en/

Representative: Yasuo Nakatani, President and Chief Executive Officer

Person in charge: Isao Takaoka, General Manager of Public Relations Department, Corporate Strategy Office

Date of the release of quarterly report (Schedule): August 10, 2017

Date of the Start of Dividend Payment (Schedule): —
Creates supplementary materials for quarterly summaries: Yes

Briefing held on quarterly settlement of accounts: Yes (for analysts and institutional investors)

(Figures are rounded off to the nearest million yen)

## 1. Consolidated Financial Highlights for the First Quarter Ended June 30, 2017 (April 1, 2017 to June 30, 2017)

(1) Consolidated Financial Results (Cumulative)

(% indicates the percentage change over year)

	Revenu	ies	Adjuste operatir income	ng *1	EBIT *	2	Income before income taxes		. Net income		Net incor attributable stockholders parent com	e to s of the
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Million yen	%
June 30, 2017	168,851	5.2	6,564	(2.4)	7,932	21.9	7,707	22.9	5,181	37.9	4,784	45.5
June 30, 2016	160,500	(5.4)	6,723	9.2	6,508	7.6	6,269	7.1	3,757	15.4	3,287	14.0

	Basic earnings per share attributable to stockholders of the parent company
	Yen
June 30, 2017	42.89
June 30, 2016	29.47

<sup>\*1. [</sup>Adjusted operating income] = [Revenues] - [Cost of sales] - [Selling, general and administrative expenses]

#### (2) Consolidated Financial Position

	Total assets	Total equity	Total equity attributable to stockholders of the parent company	Total equity attributable to stockholders of the parent company ratio
	Million yen	Million yen	Million yen	%
June 30, 2017	542,924	<u>195,030</u>	<u>191,552</u>	<u>35.3</u>
March 31, 2017	549,924	<u>190,919</u>	<u>187,482</u>	<u>34.1</u>

#### 2. Dividends

2. Dividondo							
		Dividend per share					
	1st Quarter	2nd Quarter	3rd Quarter	Year-End	Total		
	Yen	Yen	Yen	Yen	Yen		
March 31, 2017	_	17.00	_	17.00	34.00		
March 31, 2018	_						
March 31, 2018 (Forecasts)		18.00	_	18.00	36.00		

(Note) Revision of the latest dividends forecasts: None

#### 3. Consolidated Financial Forecasts for the Fiscal Year Ending March 31, 2018 (April 1, 2017 to March 31, 2018)

(% indicates the percentage change over year)

	Revenues		Adjusto operati incom	ng	EBIT		Income before income taxes		Net income		Net incor attributable stockholders parent com	e to of the	Basic earnings per share attributable to stockholders of the parent company
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Million yen	· %	Million yen	%	Yen
Half year	330,000	1.6	13,400	(7.6)	14,400	(3.3)	13,800	(3.9)	9,400	(2.4)	8,800	(0.6)	78.89
Full year	680,000	2.2	29,500	0.1	32,100	1.7	30,900	1.7	21,100	5.9	20,000	6.9	179.29

(Note) Revision of the latest consolidated financial forecasts: None

<sup>\*2.</sup> EBIT (Earnings Before Interest and Taxes) = [Income before income taxes] - [Interest income] + [Interest expenses]

#### \* Notes

- (1) Changes in significant subsidiaries during the term (Change in specified subsidiaries causing changes in scope of consolidation):
- (2) Changes in accounting policies and accounting estimates
  - (a) Changes in accounting policies required by IFRS: None
  - (b) Changes other than (a) above: None
  - (c) Changes in accounting estimates: None
- (3) Number of Shares Issued (Common Stock)
  - (a) Number of shares at the end of the term (Including treasury stock)

As of June 30, 2017: 111,776,714 shares,

As of March 31, 2017: 111,776,714 shares

(b) Number of treasury stock at the end of the term

As of June 30, 2017: 226,808 shares, As of March 31, 2017: 226,728 shares

(c) Average number of shares during the term

Year ended June 30, 2017: 111,549,943 shares,

Year ended June 30, 2016: 111,550,338 shares

(Note) Quarterly financial results are outside the scope of quarterly review.

(Note) Explanation on the appropriate use of financial forecasts and other important items

- The financial forecasts shown on this report are estimated based on information available as of the issuing date of this report, and therefore the actual results for the future terms may differ from these forecasted figures due to various unknown factors. For the assumptions for forecasts and cautions regarding the use of the forecasts, please refer to "1. Qualitative Information on Quarterly Financial Results for the Period under Review, (3) Explanation of Future Forecast Information including Consolidated Financial Forecasts" on Page 3.
- The Company plans to post supplementary materials on quarterly financial results on the Company's website promptly after the announcement of the quarterly financial results.

## **Table of Contents**

1. Qualitative Information on Quarterly Financial Results for the Period under Review	2
(1) Explanation of Operating Results	2
(2) Explanation of Financial Position.	3
(3) Explanation of Future Forecast Information including Consolidated Financial Forecasts	3
2. Summary of Condensed Quarterly Consolidated Financial Statements and Major Notes	4
(1) Condensed Quarterly Consolidated Statement of Financial Position	4
(2) Condensed Quarterly Consolidated Statement of Profit or Loss and Comprehensive Income	6
(3) Condensed Quarterly Consolidated Statement of Changes in Equity	8
(4) Condensed Quarterly Consolidated Statement of Cash Flows	9
(5) Summary of Notes to the Quarterly Consolidated Financial Statements	10
(Notes on Going Concern Assumptions)	10
(Segment Information)	10

#### 1. Qualitative Information on Quarterly Financial Results for the Period under Review

#### (1) Explanation of Operating Results

For the first quarter ended June 30, 2017, consolidated financial results of the Hitachi Transport System Group (the "Group") are as follows.

(Million yen)

	Three Months Ended June 30, 2016	Three Months Ended June 30, 2017	Y on Y change
Revenues	160,500	168,851	105%
Adjusted operating income	6,723	6,564	98%
EBIT	6,508	7,932	122%
Net income attributable to stockholders of the parent company	3,287	4,784	146%

Revenues increased by 5% year-on-year to ¥168,851 million. Adjusted operating income decreased by 2% year-on-year to ¥6,564 million, and EBIT and net income attributable to stockholders of the parent company increased by 22% and 46% year-on-year to ¥7,932 million and ¥4,784 million, respectively.

Results by business segment during the period under review are as follows.

[Domestic logistics business]

(Million yen)

	Three Months Ended June 30, 2016	Three Months Ended June 30, 2017	Y on Y change
Revenues	99,796	101,624	102%
Segment profit (Adjusted operating income)	5,020	4,793	95%

Revenues of domestic logistics business increased by 2% year-on-year to ¥101,624 million due to full-scale operations of new projects launched in the previous fiscal year (retail products and foods, etc.) and the effects of collaborative innovation with business partners.

Segment profit decreased by 5% year-on-year to ¥4,793 million due to upfront investments for the next generation/advanced technologies and working method transformation despite a revenues increase and the effects of productivity improvements.

【Global logistics business】

(Million yen)

	Three Months Ended June 30, 2016	Three Months Ended June 30, 2017	Y on Y change
Revenues	56,110	62,292	111%
Segment profit (Adjusted operating income)	1,552	1,399	90%

Revenues of global logistics business increased by 11% year-on-year to ¥62,292 million due to the recovery in handling volume in forwarding business especially in overseas and full-scale operations of new projects launched in the previous fiscal year (automobile and apparel-related).

Segment profit decreased by 10% year-on-year to ¥1,399 million due to an increased share of company-wide expenses after the review of its allocation.

[Other services (logistics related businesses)]

(Million yen)

J	Three Months Ended June 30, 2016	Three Months Ended June 30, 2017	Y on Y change
Revenues	4,594	4,935	107%
Segment profit (Adjusted operating income)	151	372	246%

Revenues of other services increased by 7% year-on-year to ¥4,935 million.

Segment profit increased by 146% year-on-year to ¥372 million due to solid growth of information system development business.

#### (2) Explanation of Financial Position

#### 1) Assets, Liabilities and Net Assets

Total assets as of June 30, 2017 amounted to ¥542,924 million, a decrease of ¥7,000 million compared with the end of the previous fiscal year. Current assets decreased by ¥7,163 million due to decreases of ¥5,632 million in cash and cash equivalents and ¥2,446 million in trade receivables. Non-current assets increased by ¥163 million due to an increase of ¥1,059 million in other financial assets, despite decreases of ¥448 million in intangible assets and ¥308 million in deferred tax assets.

Total liabilities as of June 30, 2017 amounted to  $\underline{\$347,894}$  million, a decrease of  $\underline{\$11,111}$  million compared with the end of the previous fiscal year. Current liabilities decreased by  $\underline{\$10,394}$  million due to decreases of \$7,331 million in other current liabilities and \$3,423 million in income tax payable. Non-current liabilities decreased by  $\underline{\$717}$  million mainly due to a decrease of \$571 million in long-term debt.

Total equity as of June 30, 2017 amounted to  $\underline{\$195,030}$  million, an increase of  $\underline{\$4,111}$  million compared with the end of the previous fiscal year. Total equity attributable to stockholders of the parent company ratio increased from  $\underline{34.1\%}$  at the end of the previous fiscal year to  $\underline{35.3\%}$ .

#### 2) Cash flows

Cash and cash equivalents (herein called "cash") as of June 30, 2017 was \\$51,851 million, a decrease of \\$5,632 million from March 31, 2017.

Cash flows from each activity for the three months ended June 30, 2017 and their significant components are as follows:

Net cash used in operating activities was ¥256 million, an increase of ¥694 million compared with the three months ended June 30, 2016. This is mainly due to an increase in cash from net income of ¥5,181 million, depreciation and amortization of ¥4,704 million, decrease in trade receivables of ¥3,485 million, and income taxes of ¥2,526 million, partly offset by a decrease in cash from income taxes paid of ¥6,979 million, decrease in other assets and other liabilities of ¥6,974 million, and decrease in trade payables of ¥2,845 million.

Net cash used in investing activities was \(\frac{\pmathbf{2}}{2}\),606 million, an increase of \(\frac{\pmathbf{4}}{64}\),200 million compared with the three months ended June 30, 2016. This is mainly due to a decrease in cash from purchase of property, plant and equipment and intangible assets of \(\frac{\pmathbf{2}}{2}\),844 million.

Net cash used in financing activities was \(\frac{\pmathbf{x}}{3,375}\) million, a decrease of \(\frac{\pmathbf{x}}{70,110}\) million compared with the three months ended June 30, 2016. This is mainly due to a decrease in cash from dividends paid of \(\frac{\pmathbf{x}}{1,896}\) million and repayments of lease obligations of \(\frac{\pmathbf{x}}{1,118}\) million.

#### (3) Explanation of Future Forecast Information including Consolidated Financial Forecasts

In the global economy, there is an increasing concern over a shift from the current policy to promote free trade to protectionism/block economies, and Japanese companies are also showing signs of future strategy shift.

In the Japanese economy, the business environment, especially for logistics industry, is becoming severe as changes in consumption behavior represented by expanding EC market in addition to continuing concerns over labor shortage led to increasing needs for high-frequency, high-mix, small-lot delivery and the resulting cost increase to secure labor force to handle such delivery.

Under these circumstances, the Group aims to achieve sustainable growth and improve the Group's corporate value by ensuring the implementation of the basic strategies of Mid-term Management Plan: "Drive thorough enhancement of 3PL business and increase market share," "Enhance forwarding business" and "Enhance Heavy Machinery and Plant Logistics."

No revision is made to the consolidated financial forecasts for the fiscal year ending March 31, 2018 (April 1, 2017 through March 31, 2018), released on April 27, 2017, which also included the interim forecast.

## 2. Summary of Condensed Quarterly Consolidated Financial Statements and Major Notes

## (1) Condensed Quarterly Consolidated Statement of Financial Position

		(Million yen)
	As of March 31, 2017	As of June 30, 2017
(Assets)		
Current assets		
Cash and cash equivalents	57,483	51,851
Trade receivables	125,600	123,154
Inventories	1,466	1,550
Other financial assets	7,086	7,159
Other current assets	13,227	13,985
Total current assets	204,862	197,699
Non-current assets		
Investments accounted for using the equity method	71,518	71,247
Property, plant and equipment	177,520	177,444
Goodwill	28,067	28,309
Intangible assets	34,766	34,318
Deferred tax assets	8,193	7,885
Other financial assets	16,858	17,917
Other non-current assets	8,140	8,105
Total non-current assets	345,062	345,225
Total assets	549,924	542,924

	T	(Million yen)
	As of March 31, 2017	As of June 30, 2017
(Liabilities)		
Current liabilities		
Trade payables	51,786	49,552
Short-term debt	8,557	9,128
Current portion of long-term debt	5,644	5,537
Income tax payable	7,253	3,830
Other financial liabilities	<u>46,523</u>	48,653
Other current liabilities	31,347	24,016
Total current liabilities	<u>151,110</u>	<u>140,716</u>
Non-current liabilities		
Long-term debt	149,914	149,343
Retirement and severance benefits	31,187	31,584
Deferred tax liabilities	11,481	11,412
Other financial liabilities	<u>12,741</u>	12,535
Other non-current liabilities	2,572	2,304
Total non-current liabilities	207,895	207,178
Total liabilities	359,005	347,894
(Equity)		
Equity attributable to stockholders of the parent company		
Common stock	16,803	16,803
Retained earnings	<u>171,633</u>	<u>173,530</u>
Accumulated other comprehensive income	(774)	<u>1,400</u>
Treasury stock, at cost	(180)	(181)
Total equity attributable to stockholders of the parent company	<u>187,482</u>	191,552
Non-controlling interests	<u>3,437</u>	<u>3,478</u>
Total equity	190,919	<u>195,030</u>
Total liabilities and equity	549,924	542,924

## (2) Condensed Quarterly Consolidated Statement of Profit or Loss and Comprehensive Income Condensed Quarterly Consolidated Statement of Profit or Loss

	Three Months Ended June 30, 2016 (April 1, 2016 to June 30, 2016)	Three Months Ended June 30, 2017 (April 1, 2017 to June 30, 2017)
Revenues	160,500	168,851
Cost of sales	(142,636)	(149,950)
Gross profit	17,864	18,901
Selling, general and administrative expenses	(11,141)	(12,337)
Adjusted operating income	6,723	6,564
Other income	339	177
Other expenses	(365)	(147)
Operating income	6,697	6,594
Financial income	68	68
Financial expenses	(562)	(238)
Share of profits of investments accounted for using the equity method	305	1,508
Earnings before interest and tax	6,508	7,932
Interest income	178	218
Interest expenses	(417)	(443)
Income before income taxes	6,269	7,707
Income taxes	(2,512)	(2,526)
Net income	3,757	5,181
Attributable to:		
Stockholders of the parent company	3,287	4,784
Non-controlling interests	470	397

	Three Months Ended June 30, 2016 (April 1, 2016 to June 30, 2016)	Three Months Ended June 30, 2017 (April 1, 2017 to June 30, 2017)
Earnings per share attributable to stockholders of the parent company		
Basic	¥29.47	¥42.89
Diluted	_	_

## Condensed Quarterly Consolidated Statement of Comprehensive Income

	1	(Million yen)
	Three Months Ended	Three Months Ended
	June 30, 2016	June 30, 2017
	(April 1, 2016 to June 30, 2016)	(April 1, 2017 to June 30, 2017)
Net income	3,757	5,181
Other comprehensive income (OCI)		
Items not to be reclassified into net income		
Net changes in financial assets measured at fair value through OCI	(270)	183
Share of OCI of investments accounted for using the equity method	6	(6)
Total items not to be reclassified into net income	(264)	177
Items that can be reclassified into net income		
Foreign currency translation adjustments	(6,961)	2,087
Net changes in cash flow hedges	(11)	_
Share of OCI of investments accounted for using the equity method	(49)	(19)
Total items that can be reclassified into net income	(7,021)	2,068
Other comprehensive income	(7,285)	2,245
Comprehensive income	(3,528)	7,426
Attributable to:		
Stockholders of the parent company	(2,710)	6,473
Non-controlling interests	(818)	953

## (3) Condensed Quarterly Consolidated Statement of Changes in Equity

(Million yen)

Three Months Ended June 30, 2016 (April 1, 2016 to June 30, 2016)								
	Common stock	Retained earnings	Accumulated other comprehensive income	Treasury stock,	Total equity attributable to stockholders of the parent company	Non-controlling interests	Total equity	
Balance at beginning of period	16,803	157,362	<u>1,558</u>	(180)	175,543	3,009	178,552	
Changes in equity								
Net income	_	3,287	_	_	3,287	470	3,757	
Other comprehensive income	_	_	(5,997)	_	(5,997)	(1,288)	(7,285)	
Dividends	_	(1,673)	_	_	(1,673)	(43)	(1,716)	
Acquisition and sales of treasury stock	_	_	-	(0)	(0)	_	(0)	
Changes in liabilities for written put options over non- controlling interests	_	<u>2,680</u>	(923)	_	<u>1,757</u>	<u>519</u>	<u>2,276</u>	
Total changes in equity	_	4,294	(6,920)	(0)	(2,626)	(342)	(2,968)	
Balance at end of period	16,803	161,656	(5,362)	(180)	172,917	2,667	175,584	

Three Months Ended June 30, 2017 (April 1, 2017 to June 30, 2017)							
	Common stock	Retained earnings	Accumulated other comprehensive income	Treasury stock,	Total equity attributable to stockholders of the parent company	Non-controlling interests	Total equity
Balance at beginning of period	16,803	171,633	(774)	(180)	187,482	3,437	190,919
Changes in equity							
Net income	_	4,784	_	_	4,784	397	5,181
Other comprehensive income	_	_	1,689	_	1,689	556	2,245
Transactions with non- controlling interests	_	9	_	_	9	(122)	(113)
Dividends	_	(1,896)	_	_	(1,896)	(50)	(1,946)
Transfer to retained earnings	_	1	(1)	_	_	_	_
Acquisition and sales of treasury stock	_	_	_	(1)	(1)	_	(1)
<u>Changes in liabilities for</u> written put options over non- controlling interests	_	( <u>1,001</u> )	<u>486</u>	_	( <u>515</u> )	( <u>740</u> )	( <u>1,255</u> )
Total changes in equity	_	1,897	2,174	(1)	4,070	<u>41</u>	<u>4,111</u>
Balance at end of period	16,803	173,530	<u>1,400</u>	(181)	191,552	<u>3,478</u>	195,030

	T	(Million yen)
	Three Months Ended	Three Months Ended June 30, 2017
	June 30, 2016 (April 1, 2016 to June 30, 2016)	(April 1, 2017 to June 30, 2017)
Cash flows from operating activities	( F )	( )
Net income	3,757	5,181
100 1100 1100	3,707	5,151
Adjustments to reconcile net income to net cash		
provided by operating activities	4.7.60	4.504
Depreciation and amortization	4,768	4,704
Share of profits of investments accounted for using the equity method	(305)	(1,508)
Income taxes	2,512	2,526
Increase in retirement and severance benefits	28	367
Interest and dividend income	(238)	(280)
Interest expenses	417	443
Gain on sale of property, plant and equipment	(231)	(39)
Decrease in trade receivables	1,738	3,485
Increase in inventories	(84)	(64)
Decrease in trade payables	(2,160)	(2,845)
Decrease in other assets and liabilities	(4,864)	(6,974)
Other	449	54
Subtotal	5,787	5,050
Interest and dividend received	356	2,015
Interest paid	(409)	(342)
Income taxes paid	(6,684)	(6,979)
Net cash provided by (used in) operating activities	(950)	(256)
Cash flows from investing activities	, ,	,
Purchase of property, plant and equipment and intangible assets	(4,713)	(2,844)
Proceeds from sale of property, plant and	9.45	120
equipment, and intangible assets	845	120
Proceeds from withdrawal of deposits	3,500	_
Acquisition of investments accounted for using the equity method	(66,843)	_
Other	405	118
Net cash used in investing activities	(66,806)	(2,606)
Cash flows from financing activities		
Increase in short-term debt, net	100,030	219
Repayments on long-term debt	(30,366)	(421)
Repayments of lease obligations	(1,146)	(1,118)
Dividends paid to stockholders of the parent	(1,673)	(1,896)
company Dividends paid to holders of non-controlling	(43)	(67)
interests		` ,
Other	(67)	(92)
Net cash provided by (used in) financing activities	66,735	(3,375)
Effect of exchange rate changes on cash and cash equivalents	(1,561)	605
Net decrease in cash and cash equivalents	(2,582)	(5,632)
Cash and cash equivalents at beginning of period	45,146	57,483
Cash and cash equivalents at end of period	42,564	51,851
	l	

(5) Summary of Notes to the Quarterly Consolidated Financial Statements (Notes on Going Concern Assumptions)

None

(Segment information)

Three Months Ended June 30, 2016 (April 1, 2016 to June 30, 2016)

	Reporting segment					Adjustments	Amount recorded in
	Domestic logistics	Global logistics	Subtotal	Other services <sup>1</sup>	Total	and eliminations <sup>2</sup>	consolidated financial statements
Revenues							
Revenues from outside customers	99,796	56,110	155,906	4,594	160,500	_	160,500
Revenues from intersegment transactions or transfers	-	-	-	2,239	2,239	(2,239)	_
Total	99,796	56,110	155,906	6,833	162,739	(2,239)	160,500
Segment profit	5,020	1,552	6,572	151	6,723	_	6,723
Other income							339
Other expenses							(365)
Financial income							68
Financial expenses							(562)
Share of profits of investments accounted for using the equity method							305
Interest income							178
Interest expenses							(417)
Income before income taxes							6,269

Note: 1. "Other services" includes information system development, service, sale and maintenance of motor vehicles, and travel agency service, which are excluded in the reporting segments.

<sup>2.</sup> Company-wide expenses which do not belong to any business segment such as corporate general administration expenses incurred in the parent company are allocated to each business segment in accordance with a rational basis.

							(Million yen,
	R	eporting segmen	nt		services <sup>1</sup> Total	Adjustments	Amount recorded in
	Domestic logistics	Global logistics	Subtotal	Other services <sup>1</sup>		and eliminations <sup>2</sup>	consolidated financial statements
Revenues							
Revenues from outside customers	101,624	62,292	163,916	4,935	168,851	_	168,851
Revenues from intersegment transactions or transfers	_	_	_	2,518	2,518	(2,518)	_
Total	101,624	62,292	163,916	7,453	171,369	(2,518)	168,851
Segment profit	4,793	1,399	6,192	372	6,564	_	6,564
Other income							177
Other expenses							(147)
Financial income							68
Financial expenses							(238)
Share of profits of investments accounted for using the equity method							1,508
Interest income							218
Interest expenses							(443)
Income before income taxes							7,707

Note: 1. "Other services" includes information system development, service, sale and maintenance of motor vehicles, and travel agency service, which are excluded in the reporting segments.

<sup>2.</sup> Company-wide expenses which do not belong to any business segment such as corporate general administration expenses incurred in the parent company are allocated to each business segment in accordance with a rational basis.