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**Consolidated Financial Results
for the 3rd Quarter of FY2017
(Supplementary Material)**

 **Hitachi Transport System, Ltd.**

< Contact Information >

Public Relations Department, Corporate Strategy Office,
Hitachi Transport System, Ltd.

TEL: +81-3-6263-2803 FAX: +81-3-6263-2752

E-Mail: koho@hitachitransport.com

1. Financial Results by Group

[Unit : 100 Million yen]

			FY2017						Full year (Plan) (Revised on Oct. 26)		
			3Q (Oct-Dec 2017)			9 months (Apr-Dec 2017)					
			Result	Year on year		Result	Year on year				
				% change	change		% change	change			
Revenues	Organic*1	Domestic Logistics	890	102%	19	2,606	102%	40	-		
		Global Logistics	Overseas	480	116%	66	1,360	117%	195	-	
			Forwarding and Others	144	118%	22	400	112%	43	-	
		Total	623	116%	88	1,760	116%	238	-		
		Other Services*2	57	102%	1	165	101%	1	-		
	Subtotal	1,570	107%	107	4,531	107%	279	5,935			
	VANTEC Group	Domestic Logistics	181	98%	-5	532	100%	-1	-		
		Global Logistics	Overseas	99	114%	12	282	115%	38	-	
			Forwarding and Others	0	96%	-0	1	86%	-0	-	
		Total	100	113%	12	283	115%	38	-		
	Subtotal	280	103%	7	816	105%	37	1,070			
	Consolidated Adjustment			-28	-	-1	-88	-	-12	-105	
	Total	Domestic Logistics	1,064	101%	13	3,119	101%	39	4,236		
Global Logistics		Overseas	565	116%	78	1,600	116%	224	-		
		Forwarding and Others	137	119%	22	380	112%	40	-		
Total		702	116%	99	1,980	115%	264	2,460			
Other Services*2		55	101%	1	160	100%	1	204			
			1,822	107%	113	5,259	106%	303	6,900		
Adjusted Operating Income	Organic*1	Domestic Logistics	51.3	94%	-3.2	142.5	93%	-10.0	-		
		Global Logistics	Overseas	14.1	115%	1.8	38.9	110%	3.4	-	
			Forwarding and Others	2.4	140%	0.7	8.4	152%	4.3	2.2	
		Total	16.6	118%	2.5	45.3	114%	5.5	-		
		Other Services*2	3.7	72%	-1.4	11.9	83%	-2.4	-		
	Subtotal	71.5	97%	-2.1	199.7	97%	-6.9	266.5			
	VANTEC Group	Domestic Logistics	8.6	79%	-2.3	26.2	23.3	110%	98%	2.4	-0.4
		Global Logistics	Overseas	1.1	53%	-0.9	3.9	3.9	60%	-	-2.6
			Forwarding and Others	0.0	-	0.0	0.0	0.0	-	-	0.0
		Total	1.1	53%	-0.9	3.9	3.9	60%	-	-2.6	
	Subtotal	9.6	75%	-3.3	27.2	27.2	90%	-3.0	39.5		
	Amortization of Customer-related intangible assets of VANTEC Group etc			-2.6	-	1.6	-7.9	-	1.5	-11.0	
	Total	Domestic Logistics	57.7	94%	-4.0	170.4	159.4	101%	95%	2.2	-8.8
Global Logistics		Overseas	14.7	106%	0.9	41.4	41.4	102%	-	0.7	
		Forwarding and Others	2.4	140%	0.7	6.3	6.3	152%	-	2.2	
Total		17.1	110%	1.6	47.7	47.7	106%	-	2.8		
Other Services*2		3.7	72%	-1.4	11.9	11.9	83%	-	-2.4		
			78.5	95%	-3.8	219.0	219.0	96%	-8.4	295.0	
Earnings before interest and taxes (EBIT)			95.1	78%	-26.7	252.0	252.0	93%	-18.7	321.0	
Net income attributable to stockholders of the parent company			61.3	77%	-18.0	154.7	154.7	92%	-13.2	200.0	

*Company-wide expenses is partly changed the method of allocation from FY2017. 【】: Figures and ratios are calculated based on the previous method.

*Including upfront investments (-1,100 million yen) for next generation/advanced technologies and working method transformation.

《》: Figures and ratios are excluded the upfront investment.

*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. Detail of Variations for Revenues

[Unit : 100 Million yen]

FY2017									
3Q (Oct-Dec 2017)					9 months (Apr-Dec 2017)				
New orders	Existing businesses, etc.	Exchange fluctuation	Collaborative Innovation Project	Total	New orders	Existing businesses, etc.	Exchange fluctuation	Collaborative Innovation Project	Total
9	29	42	34	113	66	73	100	64	303

3. Overseas Business

[Unit : 100 Million yen]

		FY2017											
		3Q (Oct-Dec 2017)						9 months (Apr-Dec 2017)					
		Revenues	Year on year		Adjusted Operating Income	Year on year		Revenues	Year on year		Adjusted Operating Income	Year on year	
% change	change		% change	change		% change	change		% change	change			
Overseas	North America	112	109%	9	0.1	9%	-1.2	324	114%	39	2.1	30%	-5.0
	Europe *1	190	123%	35	9.5	144%	2.9	535	120%	91	25.5	120%	4.3
	Asia (excluding China)	110	118%	16	3.2	68%	-1.6	311	115%	40	10.7	78%	-3.0
	China	157	111%	15	2.5	73%	-1.0	444	115%	58	6.6	100%	0.0
	Oceania and Others	10	118%	2	1.2	192%	0.6	28	121%	5	2.3	129%	0.5
	Elimination of intra-company transactions, etc. *2	-13	-	0	-1.9	-	1.0	-42	-	-8	-5.9	-	3.8
Total		565	116%	78	14.7	106%	0.9	1,600	116%	224	41.4	102%	0.7

*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."

4. Major Operating Expenses*

[Unit : 100 Million yen]

	FY2016	FY2017	
	9 months (Apr-Dec 2016)	9 months (Apr-Dec 2017)	Year on year
Subcontract Expenses	2,447.1	2,673.1	226.0
Personnel Expenses	1,204.6	1,248.7	44.1
Rent Expenses	375.9	379.8	3.9
Depreciation Expenses	139.9	142.0	2.0

*Include Selling, general and administrative expenses

5. The trend of New order / New startup

[Unit : Project]

		FY2016	FY2017	
		9 months (Apr-Dec 2016)	9 months (Apr-Dec 2017)	Year on year
New startups	Domestic	13	6	-7
	Global	3	6	3
	Total	16	12	-4
New orders	Domestic	6	20	14
	Global	4	7	3
	Total	10	27	17

*Figures indicate 10 million yen/month of larger projects.