

July 29, 2019

**Consolidated Financial Results  
for the 1st Quarter of FY2019  
(Supplementary Material)**

 **Hitachi Transport System, Ltd.**

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# 1. Financial Results by Group

[Unit: 100 million yen]

			FY2018	FY2019				
			1Q (Result)	1Q (Result)	Year on year % change change		Full year (Plan)	
Revenues	Organic* <sup>1</sup>	Domestic Logistics	880	915	104%	36	-	
		Global Logistics	Overseas	445	433	98%	-11	-
			Allocated to domestic companies* <sup>2</sup>	133	84	63%	-49	-
			Total	577	517	90%	-60	-
		Other Services* <sup>3</sup>	50	44	88%	-6	-	
	total	1,507	1,477	98%	-30	-		
	VANTEC Group	Domestic Logistics	179	162	91%	-17	-	
		Global Logistics	Overseas	93	83	89%	-10	-
			Allocated to domestic companies* <sup>2</sup>	0	0	-	0	-
			Total	93	83	89%	-10	-
	total	271	245	90%	-26	-		
	Consolidated Adjustment			-30	-24	-	6	-
	Total	Domestic Logistics	1,051	1,073	102%	21	4,419	
		Global Logistics	Overseas	523	507	[98%] 97%	-15	-
			Allocated to domestic companies* <sup>2</sup>	125	76	[86%] 61%	-49	-
Total			648	584	[97%] 90%	-64	2,384	
Other Services* <sup>3</sup>		48	41	85%	-7	197		
total	1,748	1,697	97%	-50	7,000			
Adjusted Operating Income	Organic* <sup>1</sup>	Domestic Logistics	48.0	54.1	113%	6.1	-	
		Global Logistics	Overseas	15.8	16.7	106%	1.0	-
			Allocated to domestic companies* <sup>2</sup>	-0.0	0.4	-	0.4	-
			Total	15.7	17.1	109%	1.4	-
		Other Services* <sup>3</sup>	2.5	4.3	173%	1.8	-	
	total	66.2	75.4	114%	9.3	-		
	VANTEC Group	Domestic Logistics	7.7	5.0	65%	-2.7	-	
		Global Logistics	Overseas	2.9	1.6	55%	-1.3	-
			Allocated to domestic companies* <sup>2</sup>	0.0	0.0	-	0.0	-
			Total	2.9	1.6	55%	-1.3	-
	total	10.6	6.6	62%	-4.0	-		
	Amortization of Customer-related intangible assets of VANTEC Group etc.			-2.6	-2.6	-	-0.0	-
	Total	Domestic Logistics	53.6	57.1	106%	3.4	223.0	
		Global Logistics	Overseas	18.2	17.7	[99%] 98%	-0.4	-
			Allocated to domestic companies* <sup>2</sup>	-0.0	0.4	-	[+1.2] 0.4	-
Total			18.1	18.1	[106%] 100%	-0.0	75.0	
Other Services* <sup>3</sup>		2.5	4.3	173%	1.8	17.0		
total	74.2	79.4	107%	5.2	315.0			
Earnings Before Interest and Taxes (EBIT)			80.7	95.0	118%	14.2	352.0	
Net income attributable to stockholders of the parent company			50.5	47.7	94%	-2.8	220.0	

✓ [ ]: Ratios are excluded Impact of Deconsolidation of Nisshin Transportation Gr. (Partly year-on-year changed)

\*1.Hitachi Transport System Group, excluding VANTEC Group.

\*2.Forwarding and others.

\*3."Other Services" includes information system development, service, sale and maintenance of motor vehicles, and travel agency service.

## 2. Detail of Variations for Revenues and Adjusted Operating Income [Unit: 100 million yen]

Revenues						
1Q						
Environmental /volume changes	Effect of exchange fluctuation	Impact of exclusion of Nisshin from the scope of consolidation	Implement a portfolio strategy	New orders	New collaborative innovation	Total
-45	-13	-44	-9	45	16	<b>-50</b>

  

Adjusted Operating Income									
1Q									
Impact of adopting IFRS 16, etc.	New orders	New collaborative innovation	Productivity improvement	Environmental /volume changes	Effect of exchange fluctuation	Impact of exclusion of Nisshin from the scope of consolidation	Implement a portfolio strategy	Strategic investments	Total
8	4.0	2.1	5.4	-6.4	-0.9	-1.1	-0.4	-5.5	<b>5.2</b>

## 3. Overseas Business [Unit: 100 million yen]

	Revenues				Adjusted Operating Income			
	FY2018	FY2019			FY2018	FY2019		
	1Q	1Q	Year on year		1Q	1Q	Year on year	
	(Result)	(Result)	% change	change	(Result)	(Result)	% change	change
North America	112	<b>110</b>	99%	-1	3.2	<b>2.3</b>	71%	-0.9
Europe <sup>*1</sup>	181	<b>167</b>	93%	-13	9.7	<b>11.3</b>	116%	1.6
Asia (excluding China)	113	<b>101</b>	90%	-11	4.9	<b>3.6</b>	74%	-1.3
China	123	<b>127</b>	103%	4	2.4	<b>1.0</b>	41%	-1.4
Oceania and Others	10	<b>11</b>	109%	1	0.6	<b>0.4</b>	67%	-0.2
Elimination of intra-company transactions, etc. <sup>*2</sup>	-14	<b>-9</b>	-	6	-2.6	<b>-0.8</b>	-	1.8
Total	523	<b>507</b>	97%	-15	18.2	<b>17.7</b>	98%	-0.4

\*1.Turkey is treated as an European country.

\*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]

	FY2018	FY2019		
	1Q	1Q	Year on year	
			% change	change
Subcontract Expenses	872.2	<b>832.6</b>	95%	-39.7
Personnel Expenses	418.1	<b>409.0</b>	98%	-9.1
Rent Expenses	132.7	<b>56.6</b>	43%	-76.1
Depreciation Expenses	47.3	<b>128.8</b>	272%	81.5

\*Include Selling, general and administrative expenses.

•By adopting IFRS 16 "Leases", some expenses that were treated as Lease Expenses (Rent Expenses) last year are divided into Depreciation and Interest expenses (Outside Operating Expenses) from this fiscal year.

## 5. Trend of New order / New startup [Unit: project]

		FY2018	FY2019	
		1Q	1Q	Year on year
New orders	Domestic	3	<b>4</b>	1
	Global	4	<b>3</b>	-1
	Total	7	<b>7</b>	0
New startups	Domestic	5	<b>5</b>	0
	Global	2	<b>2</b>	0
	Total	7	<b>7</b>	0

•Figures indicate the number of large projects of 10 million yen / month.