

May 9 2012

**Consolidated Financial
Result for FY2011
(Supplementary Material)**



(1) Revenues and Income

[Unit: Million Yen; % in parentheses denote comparisons with previous FY]

	FY2009 (Actual)	FY2010 (Actual)	FY2011 (Actual)	FY2012 (Estimation)
Revenues	331,917 (94%)	368,798 (111%)	553,934 (150%)	570,000 (103%)
Operating Income	12,724 (90%)	15,940 (125%)	23,131 (145%)	25,800 (112%)
Ordinary Income	12,670 (88%)	15,918 (126%)	22,916 (144%)	25,300 (110%)
Net Income	5,815 (83%)	6,806 (117%)	12,563 (185%)	14,200 (113%)

(2) Revenues by Segment

[Unit: Million Yen; % in parentheses denote comparisons with previous FY]

	FY2009 (Actual)	FY2010 (Actual)	FY2011 (Actual)	FY2012 (Estimation)
Domestic Logistics	244,460 (100%)	256,886 (105%)	386,448 (150%)	390,000 (101%)
Global Logistics	71,095 (78%)	93,264 (131%)	148,610 (159%)	160,000 (108%)
Other Service	16,362 (90%)	18,648 (114%)	18,876 (101%)	20,000 (106%)
Total	331,917 (94%)	368,798 (111%)	553,934 (150%)	570,000 (103%)

(3) Operating Income by Segment

[Unit: Million Yen; % in parentheses denote comparisons with previous FY]

	FY2009 (Actual)	FY2010 (Actual)	FY2011 (Actual)	FY2012 (Estimation)
Domestic Logistics	19,133 (99%)	21,815 (114%)	29,146 (134%)	31,000 (106%)
Global Logistics	1,286 (127%)	1,477 (115%)	2,763 (187%)	3,700 (134%)
Other Service	1,501 (88%)	2,751 (183%)	2,246 (82%)	2,900 (129%)
(Elimination)	△9,196	△10,103	△11,024	△11,800
Total	12,724 (90%)	15,940 (125%)	23,131 (145%)	25,800 (112%)

(4) Revenues of 3PL Business

[Unit: Million Yen; % in parentheses denote comparisons with previous FY]

	FY2009 (Actual)	FY2010 (Actual)	FY2011 (Actual)	FY2012 (Estimation)
Domestic (Japan)	201,892 (102%)	215,491 (107%)	341,067 (158%)	344,000 (101%)
Global (Other Countries)	50,339 (84%)	71,420 (142%)	122,790 (172%)	132,000 (108%)
Total	252,231 (98%)	286,911 (114%)	463,857 (162%)	476,000 (103%)

(5) Major Operating Expense (Including Sales Administrative Expense)

[Unit: Million Yen; % in parentheses denote comparisons with previous FY]

	FY2008 (Actual)	FY2009 (Actual)	FY2010 (Actual)	FY2011 (Actual)
Outsourcing Expense	172,649 (98%)	155,635 (90%)	175,585 (113%)	271,952 (155%)
Labor Expense	85,004 (109%)	89,700 (106%)	98,372 (110%)	136,521 (139%)
Rental Expense	23,492 (107%)	24,119 (103%)	24,634 (102%)	37,735 (153%)
Depreciation Expense	9,195 (111%)	9,403 (102%)	9,672 (103%)	14,003 (145%)

(6) Number of Employees (End of FY)

[Unit: Person; Figures in parentheses denote comparisons with previous FY]

	FY2009 (Actual)	FY2010 (Actual)	FY2011 (Actual)	FY2012 (Estimation)
Hitachi Transport System	2,099	2,062	2,024	2,076
Subsidiaries	10,184	12,638	19,080	21,204
Consolidated	12,283 (+1,867)	14,700 (+2,417)	21,104 (+6,404)	23,280 (+2,176)
Equity Method Affiliate	2,193	1,737	2,384	2,418
Part Timer, Contracted Employee	12,951	15,857	21,006	21,352
Senior employee*	407	522	593	580
Total	27,834 (+337)	32,816 (+4,982)	45,087 (+12,271)	47,630 (+2,543)

*: Employees which reemployed after reaching mandatory retirement age.

(7) Capital Expenditure

[Unit: Million Yen; % in parentheses denote comparisons with previous FY]

	FY2009 (Actual)	FY2010 (Actual)	FY2011 (Actual)	FY2012 (Estimation)
Purchased Assets*1	5,302 (28%)	7,358 (139%)	14,664 (199%)	15,400 (105%)
Depreciation Expense*2	9,403 (102%)	9,672 (103%)	14,003 (145%)	14,200 (101%)
Leased Assets	10,707 (100%)	28,426 (265%)	13,966 (49%)	25,300 (181%)

*1: Based on fixed assets recorded in the balance sheet

*2: Allocated over the period of the lease (For reference)

Warehouse Area (Reference)

[Unit: 10,000 m²]

	End of FY2009 (Actual)	End of FY2010 (Actual)	End of FY2011 (Actual)	End of FY2012 (Estimation)
Domestic (Japan)	260	301	394	419
Overseas (Others)	63	70	122	140
Total	323	371	516	559

* These figures include the customer-owned warehouse spaces operated by Hitachi Transport System (3rd parties).