

October 30, 2012

**Consolidated Financial Result
for 2nd Quarter of FY2012
(Supplementary Material)**



(1) Revenues and Income

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

	Total for 2nd Quarter (Cumulative)		Total for FY	
	FY2011	FY2012	FY2011	FY2012 (Plan)
Revenues	274,353 (153%)	271,498 (99%)	553,934 (150%)	570,000 (103%)
Operating Income	11,698 (144%)	10,101 (86%)	23,131 (145%)	25,800 (112%)
Ordinary Income	11,259 (139%)	9,888 (88%)	22,916 (144%)	25,300 (110%)
Net Income	5,447 (152%)	5,042 (93%)	12,563 (185%)	14,200 (113%)

(2) Revenues by Segment

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

	Total for 2nd Quarter (Cumulative)		Total for FY	
	FY2011	FY2012	FY2011	FY2012 (Plan)
Domestic Logistics	190,958 (153%)	189,831 (99%)	386,448 (150%)	390,000 (101%)
Global Logistics	74,277 (161%)	72,375 (97%)	148,610 (159%)	160,000 (108%)
Others	9,118 (102%)	9,292 (102%)	18,876 (101%)	20,000 (106%)
Total	274,353 (153%)	271,498 (99%)	553,934 (150%)	570,000 (103%)

(3) Operating Income by Segment

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

	Total for 2nd Quarter (Cumulative)		Total for FY	
	FY2011	FY2012	FY2011	FY2012 (Plan)
Domestic Logistics	14,232 (130%)	14,064 (99%)	29,146 (134%)	31,000 (106%)
Global Logistics	1,694 (191%)	712 (42%)	2,763 (187%)	3,700 (134%)
Others	1,161 (94%)	1,145 (99%)	2,246 (82%)	2,900 (129%)
(Elimination)	△5,389	△5,820	△11,024	△11,800
Total	11,698 (144%)	10,101 (86%)	23,131 (145%)	25,800 (112%)

(4) Revenues of 3PL Business

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

	Total for 2nd Quarter (Cumulative)		Total for FY	
	FY2011	FY2012	FY2011	FY2012 (Plan)
Domestic (Japan)	169,013 (162%)	167,705 (99%)	341,067 (158%)	344,000 (101%)
Global (Other Countries)	62,082 (178%)	59,438 (96%)	122,790 (172%)	132,000 (108%)
Total	231,095 (166%)	227,143 (98%)	463,857 (162%)	476,000 (103%)

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

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

	Total for 2nd Quarter (Cumulative)		Total for FY	
	FY2011	FY2012	FY2010	FY2011
Outsourcing Expense	135,348 (161%)	132,414 (98%)	175,585 (113%)	271,952 (155%)
Labor Expense	67,300 (140%)	69,518 (103%)	98,372 (110%)	136,521 (139%)
Rental Expense	18,861 (156%)	19,408 (103%)	24,634 (102%)	37,735 (153%)
Depreciation Expense	6,025 (134%)	7,012 (116%)	9,672 (103%)	14,003 (145%)

(6) Number of Employees (End of the Term)

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

	Total for 2nd Quarter (Cumulative)		Total for FY	
	FY2011	FY2012	FY2011	FY2012 (Plan)
Hitachi Transport System	2,058	1,995	2,024	2,007
Subsidiaries	18,748	19,760	19,080	21,346
Consolidated	20,806 (+7,491)	21,755 (+949)	21,104 (+6,404)	23,353 (+2,249)
Equity Method Affiliate	2,273	2,421	2,384	2,423
Part Timer, Contracted Employee	20,143	21,060	21,006	21,903
Senior Employee*	622	723	593	839
Total	43,844 (+14,311)	45,959 (+2,115)	45,087 (+12,271)	48,518 (+3,431)

*: Employees, which reemployed after reaching mandatory retirement age.

(7) Capital Expenditure

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

	Total for 2nd Quarter (Cumulative)		Total for FY	
	FY2011	FY2012	FY2011	FY2012 (Plan)
Purchased Assets*1	5,623 (148%)	8,297 (148%)	14,664 (199%)	17,200 (117%)
Depreciation Expense	6,025 (134%)	7,012 (116%)	14,003 (145%)	14,200 (101%)
Leased Assets*2	6,866 (58%)	12,251 (178%)	13,966 (49%)	26,700 (191%)

*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]

	Total for 2nd Quarter (Cumulative)		Total for FY	
	FY2011	FY2012	FY2011	FY2012 (Plan)
Domestic (Japan)	376	422	394	428
Overseas (Others)	108	124	122	134
Total	484	546	516	562

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