

May 9 2013

**Consolidated Financial  
Result for FY2012  
(Supplementary Material)**



**(1) Revenues and Income**

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

	FY2010 (Actual)	FY2011 (Actual)	FY2012 (Actual)	FY2013 (Estimation)
Revenues	368,798 (111%)	553,934 (150%)	547,517 ( 99%)	600,000 (110%)
Operating Income	15,940 (125%)	23,131 (145%)	19,535 ( 84%)	26,500 (136%)
Ordinary Income	15,918 (126%)	22,916 (144%)	19,568 ( 85%)	26,000 (133%)
Net Income	6,806 (117%)	12,563 (185%)	11,156 ( 89%)	14,700 (132%)

**(2) Revenues by Segment**

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

	FY2010 (Actual)	FY2011 (Actual)	FY2012 (Actual)	FY2013 (Estimation)
Domestic Logistics	256,886 (105%)	386,448 (150%)	375,560 ( 97%)	400,000 (107%)
Global Logistics	93,264 (131%)	148,610 (159%)	152,485 (103%)	180,000 (118%)
Others	18,648 (114%)	18,876 (101%)	19,472 (103%)	20,000 (103%)
Total	368,798 (111%)	553,934 (150%)	547,517 ( 99%)	600,000 (110%)

**(3) Operating Income by Segment**

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

	FY2010 (Actual)	FY2011 (Actual)	FY2012 (Actual)	FY2013 (Estimation)
Domestic Logistics	21,815 (114%)	29,146 (134%)	27,452 ( 94%)	31,200 (114%)
Global Logistics	1,477 (115%)	2,763 (187%)	1,123 ( 41%)	5,000 (445%)
Others	2,751 (183%)	2,246 ( 82%)	2,619 (117%)	2,700 (103%)
(Elimination)	△10,103	△11,024	△11,659	△12,400
Total	15,940 (125%)	23,131 (145%)	19,535 ( 84%)	26,500 (136%)

**(4) Revenues of 3PL Business**

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

	FY2010 (Actual)	FY2011 (Actual)	FY2012 (Actual)	FY2013 (Estimation)
Domestic (Japan)	215,491 (107%)	341,067 (158%)	332,213 ( 97%)	354,000 (107%)
Global (Other Countries)	71,420 (142%)	122,790 (172%)	125,525 (102%)	148,000 (118%)
Total	286,911 (114%)	463,857 (162%)	457,738 ( 99%)	502,000 (110%)

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

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

	FY2009 (Actual)	FY2010 (Actual)	FY2011 (Actual)	FY2012 (Actual)
Outsourcing Expense	155,635 ( 90%)	175,585 (113%)	271,952 (155%)	262,914 ( 97%)
Labor Expense	89,700 (106%)	98,372 (110%)	136,521 (139%)	140,882 (103%)
Rental Expense	24,119 (103%)	24,634 (102%)	37,735 (153%)	39,907 (106%)
Depreciation Expense	9,403 (102%)	9,672 (103%)	14,003 (145%)	14,958 (107%)

**(6) Number of Employees (End of FY)**

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

	FY2010 (Actual)	FY2011 (Actual)	FY2012 (Actual)	FY2013 (Estimation)
Hitachi Transport System	2,062	2,024	1,959	2,041
Subsidiaries	12,638	19,080	20,834	23,039
Consolidated	14,700 (+2,417)	21,104 (+6,404)	22,793 (+1,689)	25,080 (+2,287)
Equity Method Affiliate	1,737	2,384	2,175	2,201
Part Timer, Contracted Employee	15,857	21,006	20,886	20,749
Senior employee*	522	593	670	805
Total	32,816 (+4,982)	45,087 (+12,271)	46,524 (+1,437)	48,835 (+2,311)

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

**(7) Capital Expenditure**

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

	FY2010 (Actual)	FY2011 (Actual)	FY2012 (Actual)	FY2013 (Estimation)
Purchased Assets*1	7,358 (139%)	14,664 (199%)	15,187 (104%)	21,300 (140%)
Depreciation Expense*2	9,672 (103%)	14,003 (145%)	14,958 (107%)	15,500 (104%)
Leased Assets	28,426 (265%)	13,966 ( 49%)	15,989 (114%)	28,800 (180%)

\*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 m<sup>2</sup>]

	End of FY2010 (Actual)	End of FY2011 (Actual)	End of FY2012 (Actual)	End of FY2013 (Estimation)
Domestic (Japan)	301	394	426	440
Overseas (Others)	70	122	138	160
Total	371	516	564	600

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