

October 29, 2013

**Consolidated Financial Results
for the 2nd Quarter of FY2013
(Supplementary Material)**



(1) Service Revenues and Income

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

	Total for the 2nd Quarter (Cumulative)		Total for FY	
	FY2012	FY2013	FY2012	FY2013 (Plan)
Service Revenues	271,498 (99%)	293,933 (108%)	547,517 (99%)	600,000 (110%)
Operating Income	10,101 (86%)	7,968 (79%)	19,535 (84%)	24,000 (123%)
Ordinary Income	9,888 (88%)	7,306 (74%)	19,568 (85%)	23,000 (118%)
Net Income	5,042 (93%)	2,952 (59%)	11,156 (89%)	11,500 (103%)

(2) Service Revenues by Segment

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

	Total for the 2nd Quarter (Cumulative)		Total for FY	
	FY2012	FY2013	FY2012	FY2013 (Plan)
Domestic Logistics	189,831 (99%)	190,089 (100%)	375,560 (97%)	380,000 (101%)
Global Logistics	72,375 (97%)	93,749 (130%)	152,485 (103%)	200,000 (131%)
Other Services	9,292 (102%)	10,095 (109%)	19,472 (103%)	20,000 (103%)
Total	271,498 (99%)	293,933 (108%)	547,517 (99%)	600,000 (110%)

(3) Operating Income by Segment

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

	Total for the 2nd Quarter (Cumulative)		Total for FY	
	FY2012	FY2013	FY2012	FY2013 (Plan)
Domestic Logistics	14,064 (99%)	12,983 (92%)	27,452 (94%)	305,500 (111%)
Global Logistics	712 (42%)	387 (54%)	1,123 (41%)	3,800 (338%)
Other Services	1,145 (99%)	1,257 (110%)	2,619 (117%)	2,700 (103%)
(Eliminations)	△5,820	△6,659	△11,659	△13,000
Total	10,101 (86%)	7,968 (79%)	19,535 (84%)	24,000 (123%)

(4) Service Revenues of 3PL Business

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

	Total for the 2nd Quarter (Cumulative)		Total for FY	
	FY2012	FY2013	FY2012	FY2013 (Plan)
Domestic (Japan)	167,705 (99%)	171,808 (102%)	332,213 (97%)	344,000 (104%)
Global (Other Countries)	59,438 (96%)	70,801 (119%)	125,525 (102%)	155,000 (123%)
Total	227,143 (98%)	242,609 (107%)	457,738 (99%)	499,000 (109%)

(5) Major Operating Expenses (Including Selling, General and Administrative Expenses)

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

	Total for the 2nd Quarter (Cumulative)		Total for FY	
	FY2012	FY2013	FY2011	FY2012
Subcontract Expenses	132,414 (98%)	144,556 (109%)	271,952 (155%)	262,914 (97%)
Personnel Expenses	69,518 (103%)	74,979 (108%)	136,521 (139%)	140,882 (103%)
Rent Expenses	19,408 (103%)	21,329 (110%)	37,735 (153%)	39,907 (106%)
Depreciation Expenses	7,012 (116%)	7,720 (110%)	14,003 (145%)	14,958 (107%)

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

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

	Total for the 2nd Quarter (Cumulative)		Total for FY	
	FY2012	FY2013	FY2012	FY2013 (Plan)
Hitachi Transport System	1,995	2,009	1,959	2,000
Subsidiaries	19,760	22,374	20,834	22,833
Consolidated	21,755 (+949)	24,383 (+2,628)	22,793 (+1,689)	24,833 (+2,040)
Equity Method Affiliate	2,421	1,973	2,175	1,979
Part Timers, Temporary Employees	21,060	20,866	20,886	20,572
Senior Employees*	723	801	670	799
Total	45,959 (+2,115)	48,023 (+2,064)	46,524 (+1,437)	48,183 (+1,659)

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

(7) Capital Expenditures

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

	Total for the 2nd Quarter (Cumulative)		Total for FY	
	FY2012	FY2013	FY2012	FY2013 (Plan)
Purchased Assets*1	8,297 (148%)	10,283 (124%)	15,187 (104%)	22,657 (149%)
Depreciation Expenses	7,012 (116%)	7,720 (110%)	14,958 (107%)	15,800 (106%)
Leased Assets*2	12,251 (178%)	12,915 (105%)	15,989 (114%)	33,477 (209%)

*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 the 2nd Quarter (Cumulative)		Total for FY	
	FY2012	FY2013	FY2012	FY2013 (Plan)
Domestic (Japan)	422	436	426	440
Overseas (Other Countries)	124	158	138	160
Total	546	594	564	600

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