

May 9, 2014

**Consolidated Financial Results
for FY2013
(Supplementary Material)**



(1) Service Revenues and Income

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

	FY2011 (Actual)	FY2012 (Actual)	FY2013 (Actual)	FY2014 (Estimation)
Service Revenues	553,934 (150%)	547,517 (99%)	624,504 (114%)	655,000 (105%)
Operating Income	23,131 (145%)	19,535 (84%)	20,992 (107%)	25,000 (119%)
Ordinary Income	22,916 (144%)	19,568 (85%)	19,961 (102%)	24,400 (122%)
Net Income	12,563 (185%)	11,156 (89%)	5,433 (49%)	13,300 (245%)

(2) Service Revenues by Segment

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

	FY2011 (Actual)	FY2012 (Actual)	FY2013 (Actual)	FY2014 (Estimation)
Domestic Logistics	386,448 (150%)	375,560 (97%)	388,765 (104%)	394,000 (101%)
Global Logistics	148,610 (159%)	152,485 (103%)	215,193 (141%)	240,000 (112%)
Other Services	18,876 (101%)	19,472 (103%)	20,546 (106%)	21,000 (102%)
Total	553,934 (150%)	547,517 (99%)	624,504 (114%)	655,000 (105%)

(3) Operating Income by Segment

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

	FY2011 (Actual)	FY2012 (Actual)	FY2013 (Actual)	FY2014 (Estimation)
Domestic Logistics	29,146 (134%)	27,452 (94%)	28,523 (104%)	29,800 (104%)
Global Logistics	2,763 (187%)	1,123 (41%)	2,910 (259%)	6,000 (206%)
Other Services	2,246 (82%)	2,619 (117%)	2,743 (105%)	2,800 (102%)
(Eliminations)	11,024	11,659	13,184	13,600
Total	23,131 (145%)	19,535 (84%)	20,992 (107%)	25,000 (119%)

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

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

	FY2010 (Actual)	FY2011 (Actual)	FY2012 (Actual)	FY2013 (Actual)
Subcontract Expenses	175,585 (113%)	271,952 (155%)	262,914 (97%)	312,856 (119%)
Personnel Expenses	98,372 (110%)	136,521 (139%)	140,882 (103%)	153,627 (109%)
Rent Expenses	24,634 (102%)	37,735 (153%)	39,907 (106%)	42,765 (107%)
Depreciation Expenses	9,672 (103%)	14,003 (145%)	14,958 (107%)	16,579 (111%)

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

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

		FY2011 (Actual)	FY2012 (Actual)	FY2013 (Actual)	FY2014 (Estimation)
	Hitachi Transport System	2,024	1,959	1,975	1,964
	Subsidiaries	19,080	20,834	22,450	24,038
Consolidated		21,104 (+ 6,404)	22,793 (+ 1,689)	24,425 (+ 1,632)	26,002 (+ 1,577)
Equity Method Affiliate		2,384	2,175	1,458	1,505
Part Timers, Temporary Employees		21,006	20,886	22,227	23,947
Senior Employees*		593	670	733	749
Total		45,087 (+ 12,271)	46,524 (+ 1,437)	48,843 (+ 2,319)	52,203 (+ 3,360)

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

(6) Capital Expenditures

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

		FY2011 (Actual)	FY2012 (Actual)	FY2013 (Actual)	FY2014 (Estimation)
Purchased Assets*1		14,664 (199%)	15,187 (104%)	21,622 (142%)	18,300 (85%)
Depreciation Expenses		14,003 (145%)	14,958 (107%)	16,579 (111%)	19,300 (116%)
Leased Assets*2		13,966 (49%)	15,989 (114%)	31,087 (194%)	44,600 (143%)

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

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

(Reference) Service Revenues of 3PL Business

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

		FY2010 (Actual)	FY2011 (Actual)	FY2012 (Actual)	FY2013 (Actual)
	Domestic (Japan)	215,491 (107%)	341,067 (158%)	332,213 (97%)	349,077 (105%)
	Global (Other Countries)	71,420 (142%)	122,790 (172%)	125,525 (102%)	145,325 (116%)
Total		286,911 (114%)	463,857 (162%)	457,738 (99%)	494,402 (108%)

(Reference) Warehouse Area

[Unit: 10,000 m²]

		FY2010 (Actual)	FY2011 (Actual)	FY2012 (Actual)	FY2013 (Actual)
	Domestic (Japan)	301	394	426	461
	Overseas (Other Countries)	70	122	138	176
Total		371	516	564	637

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