

**Supplementary Data for the 2nd Quarter of the Fiscal Year Ended March 31, 2017
(April 1, 2016 through September 30, 2016)
Consolidated**

I. Result of Performance

(Millions of Yen)

	FY2017.3 2Q	FY2016.3 2Q	Increase (Decrease)	
Operating revenue	275,921	269,951	5,970	2.2%
Operating income	12,526	11,301	1,224	10.8%
Ordinary income	13,417	12,322	1,094	8.9%
Net income	8,498	7,786	712	9.1%

	FY2017.3 July-Sep.	FY2016.3 July-Sep.	Increase (Decrease)	
Operating revenue	138,918	138,824	93	0.1%
Operating income	6,428	5,823	604	10.4%
Ordinary income	6,627	6,131	495	8.1%
Net income	4,342	3,948	394	10.0%

II. Performance by Segment

(1) Operating revenue by segment

(Millions of Yen)

	FY2017.3 2Q		FY2016.3 2Q		% y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	206,041	74.7%	202,102	74.9%	3,938	1.9%
Vehicle sales	49,211	17.8%	45,751	16.9%	3,459	7.6%
Merchandise Services	12,965	4.7%	14,313	5.3%	▲ 1,348	▲ 9.4%
Real-estate leasing	753	0.3%	747	0.3%	6	0.9%
Others	6,950	2.5%	7,035	2.6%	▲ 84	▲ 1.2%
Total	275,921	100.0%	269,951	100.0%	5,970	2.2%

	FY2017.3 July-Sep.		FY2016.3 July-Sep.		% y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	103,350	74.4%	103,628	74.7%	▲ 278	▲ 0.3%
Vehicle sales	25,080	18.0%	24,025	17.3%	1,055	4.4%
Merchandise Services	6,750	4.9%	7,122	5.1%	▲ 371	▲ 5.2%
Real-estate leasing	378	0.3%	375	0.3%	2	0.7%
Others	3,357	2.4%	3,671	2.6%	▲ 313	▲ 8.5%
Total	138,918	100.0%	138,824	100.0%	93	0.1%

(2) Operating income by division

(Millions of Yen)

	FY2017.3 2Q		FY2016.3 2Q		%y/y	
	¥ million	Per income	¥ million	Per income	¥ million	Per income
Transportation	8,449	67.5%	7,590	67.1%	859	0.0%
Vehicle sales	3,040	24.3%	2,835	25.1%	204	7.2%
Merchandise Services	331	2.6%	357	3.2%	▲ 26	▲ 7.4%
Real-estate leasing	637	5.1%	641	5.7%	▲ 4	▲ 0.7%
Others	407	3.2%	351	3.1%	55	15.8%
Total	12,865	102.7%	11,777	104.2%	1,088	9.2%
Elimination	▲ 339	▲ 2.7%	▲ 475	▲ 4.2%	136	—
Consolidated	12,526	100.0%	11,301	100.0%	1,224	10.8%

	FY2017.3 July-Sep.		FY2016.3 July-Sep.		%y/y	
	¥ million	Per income	¥ million	Per income	¥ million	Per income
Transportation	4,210	65.5%	3,641	62.5%	568	15.6%
Vehicle sales	1,667	25.9%	1,565	26.9%	102	6.5%
Merchandise Services	204	3.2%	205	3.5%	▲ 0	▲ 0.1%
Real-estate leasing	319	5.0%	322	5.5%	▲ 2	▲ 0.7%
Others	166	2.6%	241	4.2%	▲ 74	▲ 30.9%
Total	6,569	102.2%	5,975	102.6%	593	9.9%
Elimination	▲ 141	▲ 2.2%	▲ 151	▲ 2.6%	10	—
Consolidated	6,428	100.0%	5,823	100.0%	604	10.4%

III. Operating volume and freight rate(Transportation services)

	FY2017.3 2Q
Operating volume	99.8%
Freight rate	100.1%

IV. Major expenses

(Millions of Yen)

	FY2017.3 2Q	FY2016.3 2Q	Increase	
			¥ Million	%y/y
Personnel	96,549	94,002	2,547	2.7%
Fuel	6,449	7,548	▲ 1,098	▲ 14.6%
Depreciation	8,192	7,575	616	8.1%
Chartered truck fee, Committed fee, subcontract fee	76,939	76,004	935	1.2%
Tool road fee	3,990	3,831	158	4.1%
Others	71,274	69,687	1,586	2.3%
Total	263,395	258,649	4,745	1.8%

Major expense by segment

2017.3 2Q	Transportation	Vehicle sales	Merchandise services	Real-estate leasing	Others	Estimation	Total
Personnel	86,433	6,339	698	-	3,559	▲ 481	96,549
Fuel	6,311	99	2	-	35	-	6,449
Depreciation	7,270	869	20	25	172	▲ 165	8,192
Chartered truck fee, Committed fee, subcontract fee	76,939	-	-	-	-	-	76,939
Tool road fee	3,990	-	-	-	-	-	3,990
Others	17,521	44,020	20,952	90	7,593	▲ 18,904	71,274
Total	198,466	51,329	21,674	116	10,838	▲ 19,551	263,395

Major expense by Transportation business

	FY2017.3 2Q	FY2016.3 2Q	%y/y	
	¥million	¥million	¥million	Per income
Personnel	86,433	84,134	2,299	2.7%
Fuel	6,311	7,377	▲ 1,065	▲ 14.6%
Depreciation	7,270	6,687	582	8.7%
Chartered truck fee, Committed fee, subcontract fee	76,939	76,004	935	1.2%
Tool road fee	3,990	3,831	158	4.1%
Others	17,521	17,241	279	1.6%
Total	198,466	195,276	3,189	1.6%

V. Performance Forecasts

(Millions of Yen)

	FY2017.3(Forecasts)	FY2016.3	Increase (Decrease)	
Operating revenue	561,000	555,457	5,542	1.0%
Operating income	26,500	26,186	313	1.2%
Ordinary income	28,500	28,275	224	0.8%
Net income	17,200	18,864	▲ 1,664	▲ 8.8%

VI. Performance forecasts by segment

(1) Operating revenue

(Millions of Yen)

	FY2017.3(Forecasts)		FY2016.3		Increase (Decrease)	
	¥Million	Per revenue	¥Million	Per revenue	¥Million	%y/y
Transportation	420,000	74.9%	416,112	74.9%	3,887	0.9%
Vehicle sales	97,200	17.3%	94,440	17.0%	2,759	2.9%
Marchandise services	27,600	4.9%	28,029	5.0%	▲ 429	▲ 1.5%
Real-estate leasing	1,500	0.3%	1,471	0.3%	28	1.9%
Others	14,700	2.6%	15,402	2.8%	▲ 702	▲ 4.6%
Total	561,000	100.0%	555,457	100.0%	5,542	1.0%

(2) Operating income

(Millions of Yen)

	FY2017.3(Forecasts)		FY2016.3		Increase (Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	%y/y
Transportation	19,500	73.6%	19,112	73.0%	387	2.0%
Vehicle sales	5,000	18.9%	4,925	18.8%	74	1.5%
Merchandise services	800	3.0%	772	3.0%	27	3.6%
Real-estate leasing	1,200	4.5%	1,227	4.7%	▲ 27	▲ 2.2%
Others	700	2.6%	1,107	4.2%	▲ 407	▲ 36.8%
Total	27,200	102.6%	27,146	103.7%	53	0.2%
Elimination	▲ 700	▲ 2.6%	▲ 960	▲ 3.7%	260	—
Consolidated	26,500	100.0%	26,186	100.0%	313	1.2%

VII. Capital investment

(Millions of Yen)

	FY2015.3		FY2016.3		FY2017.3	
	2Q	—	2Q	Annual (Forecasts)	2Q	Annual (Forecasts)
Land	21	83	215	467	1,764	2,100
Building	7,314	9,106	5,639	11,840	1,366	2,700
Vehicle	3,648	6,977	4,379	7,205	4,383	8,000
Others	1,566	2,929	1,305	4,925	1,451	3,400
Total	12,549	19,095	11,538	24,437	8,964	16,200

VIII. Capital investment by segment

(Millions of Yen)

Capital investment	Transportation	Vehicle sales	Merchandise Services	Real-estate leasing	Others	Elimination	Total
FY2017.3 (Forecasts)	13,850	1,800	10	240	300	—	16,200
FY2016.3 2Q	7,801	945	8	237	152	▲ 179	8,964
FY2015.3 2Q	10,644	684	4	174	179	▲ 148	11,538

IX. Number of Personnel and Vehicles

Personnel	Transportation	Vehicle sales	Merchandise Services	Real-estate leasing	Others	Total
FY2017.3 2Q	24,880	1,851	209	-	808	27,748
FY2016.3 2Q	24,550	1,803	209	-	813	27,375
FY2015.3 2Q	23,386	1,809	198	-	866	26,259

Vehicles	Transportation	Vehicle sales	Merchandise Services	Real-estate leasing	Others	Total
FY2017.3 2Q	24,214	-	-	-	-	24,214
FY2016.3 2Q	24,074	-	-	-	-	24,074
FY2015.3 2Q	23,111	-	-	-	-	23,111

X. Cash flow

(Millions of Yen)

	FY2017.3 2Q	FY2016.3 2Q	Increase (Decrease)
Operating activities	14,205	6,577	7,627
Investing activities	3,375	▲ 29,737	33,113
Net cash used in financing activities	▲ 5,391	10,096	▲ 15,487
Cash and cash equivalents at beginning of year	63,838	66,777	▲ 2,939
Cash and cash equivalents at end of year	75,974	53,711	22,262

XI. Number of Vehicle sales

	FY2017.3 2Q	FY2016.3 2Q	Increase (Decrease)
Automobile	10,033	9,184	849
Truck	1,770	1,469	301

XII. Performance forecasts by segment

(Millions of Yen)

		FY2017.3				FY2016.3			
		Operating revenue	per revenue	Operating income	per income	Operating revenue	per revenue	Operating income	per income
Transportation	2Q	206,041	74.7%	8,449	67.5%	202,102	74.9%	7,590	67.1%
	Annual (E)	420,000	74.9%	19,500	73.6%	416,112	74.9%	19,112	73.0%
Vehicle sales	2Q	49,211	17.8%	3,040	24.3%	45,751	16.9%	2,835	25.1%
	Annual (E)	97,200	17.3%	5,000	18.9%	94,440	17.0%	4,925	18.8%
Merchandise Services	2Q	12,965	4.7%	331	2.6%	14,313	5.3%	357	3.2%
	Annual (E)	27,600	4.9%	800	3.0%	28,029	5.0%	772	3.0%
Real-estate leasing	2Q	753	0.3%	637	5.1%	747	0.3%	641	5.7%
	Annual (E)	1,500	0.3%	1,200	4.5%	1,471	0.3%	1,227	4.7%
Others	2Q	6,950	2.5%	407	3.2%	7,035	2.6%	351	3.1%
	Annual (E)	14,700	2.6%	700	2.6%	15,402	2.8%	1,107	4.2%
Total	2Q	275,921	100.0%	12,867	102.7%	269,951	100.0%	11,777	104.2%
	Annual (E)	561,000	100.0%	27,200	102.6%	555,457	100.0%	27,146	103.7%
Elimination	2Q	-	-	▲ 475	▲ 2.7%	-	-	▲ 475	▲ 4.2%
	Annual (E)	-	-	▲ 1,100	▲ 2.6%	-	-	▲ 960	▲ 3.7%
Consolidated	2Q	275,921	100.0%	11,301	100.0%	269,951	100.0%	11,301	100.0%
	Annual (E)	561,000	100.0%	25,200	100.0%	555,457	100.0%	26,186	100.0%