

**Supplementary Data for the 3rd Quarter of the Fiscal Year Ended March 31, 2017
(April 1, 2016 through December 31, 2016)
Consolidated**

I. Result of Performance

(Millions of Yen)

	FY2017.3 3Q	FY2016.3 3Q	Increase (Decrease)	
Operating revenue	423,058	415,008	8,050	1.9%
Operating income	20,709	20,245	463	2.3%
Ordinary income	22,147	21,838	308	1.4%
Net income	14,002	13,668	334	2.4%

	FY2017.3 Oct through Dec	FY2016.3 Oct through Dec	Increase (Decrease)	
Operating revenue	147,137	145,057	2,079	1.4%
Operating income	8,182	8,943	▲ 760	▲ 8.5%
Ordinary income	8,730	9,515	▲ 785	▲ 8.3%
Net income	5,503	5,881	▲ 377	▲ 6.4%

II. Performance by Segment

(1) Operating revenue by segment

(Millions of Yen)

	FY2017.3 3Q		FY2016.3 3Q		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	316,635	74.8%	311,836	75.1%	4,799	1.5%
Vehicle sales	73,828	17.5%	68,939	16.6%	4,889	7.1%
Merchandise sales	20,504	4.8%	21,597	5.2%	▲ 1,093	▲ 5.1%
Real-estate leasing	1,143	0.3%	1,101	0.3%	41	3.8%
Others	10,946	2.6%	11,533	2.8%	▲ 587	▲ 5.1%
Total	423,058	100.0%	415,008	100.0%	8,050	1.9%

	FY2017.3 Oct. through Dec.		FY2016.3 Oct. through Dec.		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	110,594	75.2%	109,733	75.7%	860	0.8%
Vehicle sales	24,617	16.7%	23,187	16.0%	1,430	6.2%
Merchandise sales	7,539	5.1%	7,283	5.0%	255	3.5%
Real-estate leasing	390	0.3%	354	0.2%	35	10.0%
Others	3,995	2.7%	4,497	3.1%	▲ 502	▲ 11.2%
Total	147,137	100.0%	145,057	100.0%	2,079	1.4%

Note:

- "FY2017.3" refers to the year ended March 31, 2017.

- "FY2017.3 3Q" refers to the period from April to December 2016.

(2) Operating income by division

(Millions of Yen)

	FY2017.3 3Q		FY2016.3 3Q		%y/y	
	¥ million	Per income	¥ million	Per income	¥ million	Per income
Transportation	14,857	71.8%	14,632	72.3%	224	1.5%
Vehicle sales	4,207	20.3%	3,931	19.4%	276	7.0%
Merchandise sales	608	2.9%	609	3.0%	▲ 0	▲ 0.1%
Real-estate leasing	958	4.6%	944	4.7%	13	1.4%
Others	655	3.2%	694	3.4%	▲ 38	▲ 5.6%
Total	21,287	102.8%	20,812	102.8%	474	2.3%
Elimination	▲ 578	▲ 2.8%	▲ 567	▲ 2.8%	▲ 10	—
Consolidated	20,709	100.0%	20,245	100.0%	463	2.3%

	FY2017.3 Oct. through Dec.		FY2016.3 Oct. through Dec.		%y/y	
	¥ million	Per income	¥ million	Per income	¥ million	Per income
Transportation	6,407	78.3%	7,042	78.7%	▲ 634	▲ 9.0%
Vehicle sales	1,167	14.3%	1,095	12.3%	71	6.5%
Merchandise sales	277	3.4%	251	2.8%	26	10.4%
Real-estate leasing	320	3.9%	303	3.4%	17	5.8%
Others	248	3.0%	342	3.8%	▲ 94	▲ 27.6%
Total	8,421	102.9%	9,035	101.0%	▲ 613	▲ 6.8%
Elimination	▲ 238	▲ 2.9%	▲ 91	1.0%	▲ 147	—
Consolidated	8,182	100.0%	8,943	100.0%	▲ 760	▲ 8.5%

III. Operating volume and freight rate(Transportation services)

	FY2017.3 3Q
Operating volume	100.1%
Freight rate	100.0%

IV. Major expenses

(Millions of Yen)

	FY2017.3 3Q	FY2016.3 3Q	Increase (▲Decrease)	
			¥Million	%y/y
Personnel	146,476	143,313	3,162	2.2%
Fuel	9,958	11,199	▲ 1,240	▲ 11.1%
Depreciation	12,492	11,703	788	6.7%
Chartered truck fee, Committed fee, subcontract fee	117,901	116,291	1,609	1.4%
Tool road fee	6,021	5,892	128	2.2%
Others	109,499	106,362	3,136	2.9%
Total	402,349	394,763	7,586	1.9%

Major expense by segment

2017.3 3Q	Transportation	Vehicle sales	Merchandise sales	Real-estate leasing	Others	Estimation	Total
Personnel	131,106	9,625	1,055	-	5,445	▲ 756	146,476
Fuel	9,757	149	4	-	48	-	9,958
Depreciation	11,094	1,313	31	39	265	▲ 252	12,492
Chartered truck fee, Committed fee, subcontract fee	117,901	-	-	-	-	-	117,901
Toll road fee	6,021	-	-	-	-	-	6,021
Others	27,301	65,540	33,524	146	11,695	▲ 28,708	109,499
Total	303,183	76,628	34,614	185	17,454	▲ 29,717	402,349

Major expense by Transportation business

	FY2017.3	FY2016.3	Increase (▲Decrease)	
			¥Million	%y/y
Personnel	131,106	128,243	2,863	2.2%
Fuel	9,757	10,947	▲ 1,189	▲ 10.9%
Depreciation	11,094	10,344	750	7.3%
Chartered truck fee, Committed fee, subcontract fee	117,901	116,291	1,609	1.4%
Tool road fee	6,021	5,892	128	2.2%
Others	27,301	26,743	557	2.1%
Total	303,183	298,462	4,720	1.6%

V. Cash flow

(Millions of Yen)

	FY2017.3 3Q	FY2016.3 3Q	Increase (Decrease)
Operating activities	20,721	16,375	4,345
Investing activities	▲ 10,265	▲ 33,075	22,809
Net cash used in financing activities	▲ 8,255	8,079	▲ 16,335
Cash and cash equivalents at beginning of year	63,838	66,777	▲ 2,939
Cash and cash equivalents at end of year	65,977	58,147	7,830

VI. Number of Vehicle sales (New cars)

	FY2017.3 3Q	FY2016.3 3Q	Increase (Decrease)
Automobile	14,703	13,548	1,155
Truck	2,564	2,128	436

	FY2017.3 (Oct. through Dec.)	FY2016.3 (Oct. through Dec.)	Increase (Decrease)
Automobile	4,670	4,364	306
Truck	794	659	135

VII. 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%	8,447	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 sales	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%	12,865	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	-	-	▲ 339	▲ 2.7%	-	-	▲ 475	4.2%
	Annual (E)	-	-	▲ 700	▲ 2.6%	-	-	▲ 960	3.7%
Consolidated	2Q	275,921	100.0%	12,526	100.0%	269,951	100.0%	11,301	100.0%
	Annual (E)	561,000	100.0%	26,500	100.0%	555,457	100.0%	26,186	100.0%