

1. Details of Revenues (Non-consolidated)

○ Railway container

(Number of containers)

	FY2019	FY2018	Difference	Difference (%)
Number of containers	1,732,351	1,713,114	19,237	1.1
Unit price (Yen per container)	46,406	44,808	1,598	3.6

○ Marine & harbor transportation for export originating from Japan: breakdown by destination

(million yen)

	FY2019	FY2018	Difference	Difference (%)
North America	16,197	15,884	313	2.0
Europe	9,593	9,460	132	1.4
Asia / Oceania	33,058	35,555	(2,497)	(7.0)
Other	3,971	4,680	(709)	(15.1)
Total	62,820	65,581	(2,760)	(4.2)

○ Air transportation for export originating from Japan: breakdown by destination

(million yen)

	FY2019	FY2018	Difference	Difference (%)
North America	22,659	33,053	(10,394)	(31.4)
Europe	17,348	33,944	(16,595)	(48.9)
Asia / Oceania	40,849	49,702	(8,852)	(17.8)
Other	3,388	8,287	(4,899)	(59.1)
Total	84,246	124,988	(40,742)	(32.6)

○ Breakdown for Heavy haulage & construction

(million yen)

	FY2019	FY2018	Difference	Difference (%)
Work in Japan	65,919	60,656	5,262	8.7
Work overseas	2,969	4,009	(1,039)	(25.9)
Total	68,889	64,666	4,222	6.5

2. Details of Operating Expenses (Non-consolidated)

○ Railway forwarding costs

(million yen)

	FY2019	FY2018	Difference	Difference (%)
Railway forwarding costs	42,903	39,760	3,142	7.9
(Reference) Railway utilization transportation revenue	83,072	79,266	3,805	4.8

○ Marine forwarding costs

(million yen)

	FY2019	FY2018	Difference	Difference (%)
Marine forwarding costs	32,761	32,264	496	1.5
(Reference) Marine transportation revenue	76,772	78,129	(1,357)	(1.7)

○ Air forwarding costs

(million yen)

	FY2019	FY2018	Defference	Defference(%)
Air forwarding costs	45,359	76,597	(31,237)	(40.8)
(Reference) Air transportation revenue	151,294	194,672	(43,377)	(22.3)

○ Vehicle chartering and subcontracting costs

(million yen)

	FY2019	FY2018	Defference	Defference(%)
Vehicle chartering costs	205,508	207,287	(1,778)	(0.9)
Subcontracting costs	253,403	259,344	(5,941)	(2.3)
Worker dispatching costs	12,332	11,615	717	6.2
Total	471,244	478,247	(7,003)	(1.5)

○ Depreciation and amortization

(million yen)

	FY2019	FY2018	Defference	Defference(%)
Vehicles	4,842	3,868	973	25.2
Buildings/structures	13,735	13,668	67	0.5
Software	4,094	3,721	372	10.0
Other	5,837	6,103	(265)	(4.4)
Total	28,509	27,361	1,147	4.2

○ Facility usage charges

(million yen)

	FY2019	FY2018	Defference	Defference(%)
Vehicles	4,152	4,233	(80)	(1.9)
Buildings/land	56,178	52,954	3,224	6.1
Other work-related	13,623	13,180	443	3.4
Other operation-related	5,322	4,157	1,165	28.0
Total	79,277	74,524	4,752	6.4

○ Others

(million yen)

	FY2019	FY2018	Defference	Defference(%)
Other work expenses	68,970	69,286	(316)	(0.5)
[Merchandise]	[2,123]	[1,154]	[969]	[83.9]
[Fuel cost]	[9,185]	[9,955]	[(770)]	[(7.7)]
Other operating expenses	52,532	49,441	3,090	6.3
[Administrative outsourcing expenses]	[17,095]	[14,492]	[2,603]	[18.0]
[Advertising expenses]	[3,556]	[3,461]	[94]	[2.7]
[Repair expenses]	[5,913]	[5,861]	[52]	[0.9]
[Fuel cost]	[331]	[379]	[(47)]	[(12.6)]
[Travel expenses etc.]	[5,945]	[6,033]	[(88)]	[(1.5)]
[Research expenses]	[194]	[153]	[41]	[(26.7)]
Taxes	11,986	11,728	257	2.2
Bad debts written off	—	—	—	—
Total	133,488	130,456	3,032	2.3

(Reference) Balance of interest-bearing liabilities

○ Consolidated

(million yen)

	March 31, 2020	March 31, 2019
Bonds payable	110,000	125,000
Loans payable	286,143	275,309
Deposits from employees	314	306
Commercial papers	37,000	10,000
Lease obligations	17,870	4,470
Total	451,328	405,086

(Reference) Number of Employees

○ Non-consolidated

	March 31, 2020	March 31, 2019	Difference	
			Difference	(%)
Comprehensive employees	10,890	10,735	155	1.4
Other employees	23,559	21,545	2,014	9.3
Total	34,449	32,280	2,169	6.7

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