

# Results Meeting for the Fiscal Year Ended March 2015

President and CEO

Kenji Watanabe

May 8, 2015

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# 1. Business Overview

## A. Overview of FY2014

### 1) Overview (Consolidated)

(100 million yen) (rounded down to 100 million yen)

	Actual for of FY2014 (a)	Actual for FY2013 (b)	Difference YoY (c) = (a) - (b)	Difference YoY (%) (d) = (c) / (b) × 100	Forecast for full fiscal year (announced on January 30) (e)	Difference (compared with forecast) (f) = (a) - (e)	Difference (compared to forecast) (%) (g) = (f) / (e) × 100
Revenues	19,249	17,524	1,724	9.8	18,700	549	2.9
Operating Income	508	408	99	24.3	450	58	12.9
Ordinary Income	595	501	94	18.8	530	65	12.4
Net Income	263	263	0	0.1	300	(36)	(12.1)

### 2) Business Indices

(Figures in parentheses are the previous year's results.)

- Operating Income Margin 2.6% (2.3%)
- Ordinary Income Margin 3.1% (2.9%)
- ROE 5.1% (5.2%)
- ROA 1.9% (2.0%)

# 1. Business Overview

## B. Financial position

(100 million yen)

	FY2014	FY2013	Difference
Total Assets	14,536	13,774	761
Equity	5,319	4,958	360

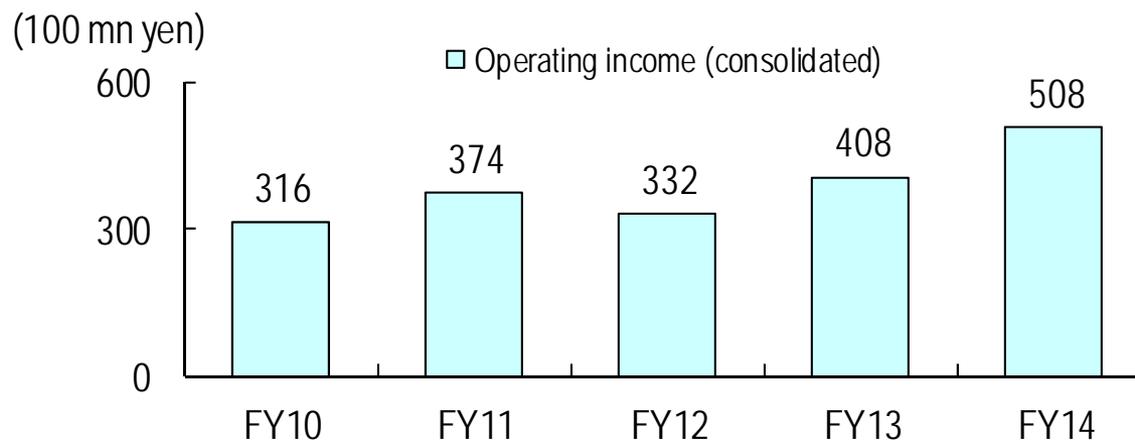
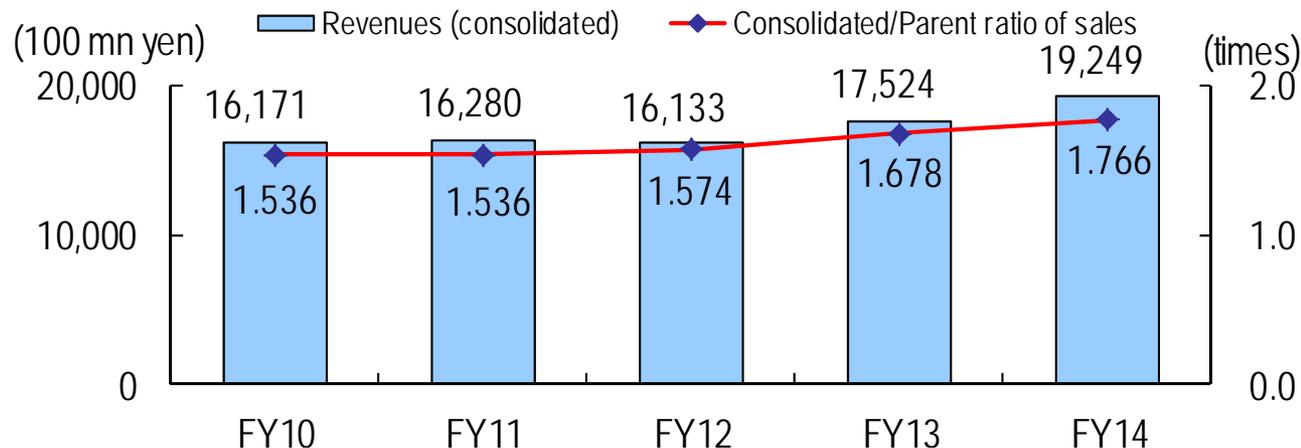
## C. Cash flow results

(100 million yen)

	Actual for FY2014 (a)	Actual for FY2013 (b)	Difference YoY (c) = (a) - (b)
Cash flows from operating activities (A)	745	578	166
Cash flows from investment activities (B)	(223)	(581)	357
Free cash flows (A + B)	521	(2)	524
Cash flows from financing activities (C)	(336)	58	(394)
Effect of exchange rate changes on cash and cash equivalents (D)	43	66	(22)
Net increase (decrease) in cash and cash equivalents (A + B + C + D)	228	122	106
Cash and cash equivalents at beginning of year	1,259	1,136	122
Increase (decrease) in cash and cash equivalents due to change in scope of consolidation	1	-	1
Cash and cash equivalents at end of year	1,489	1,259	230

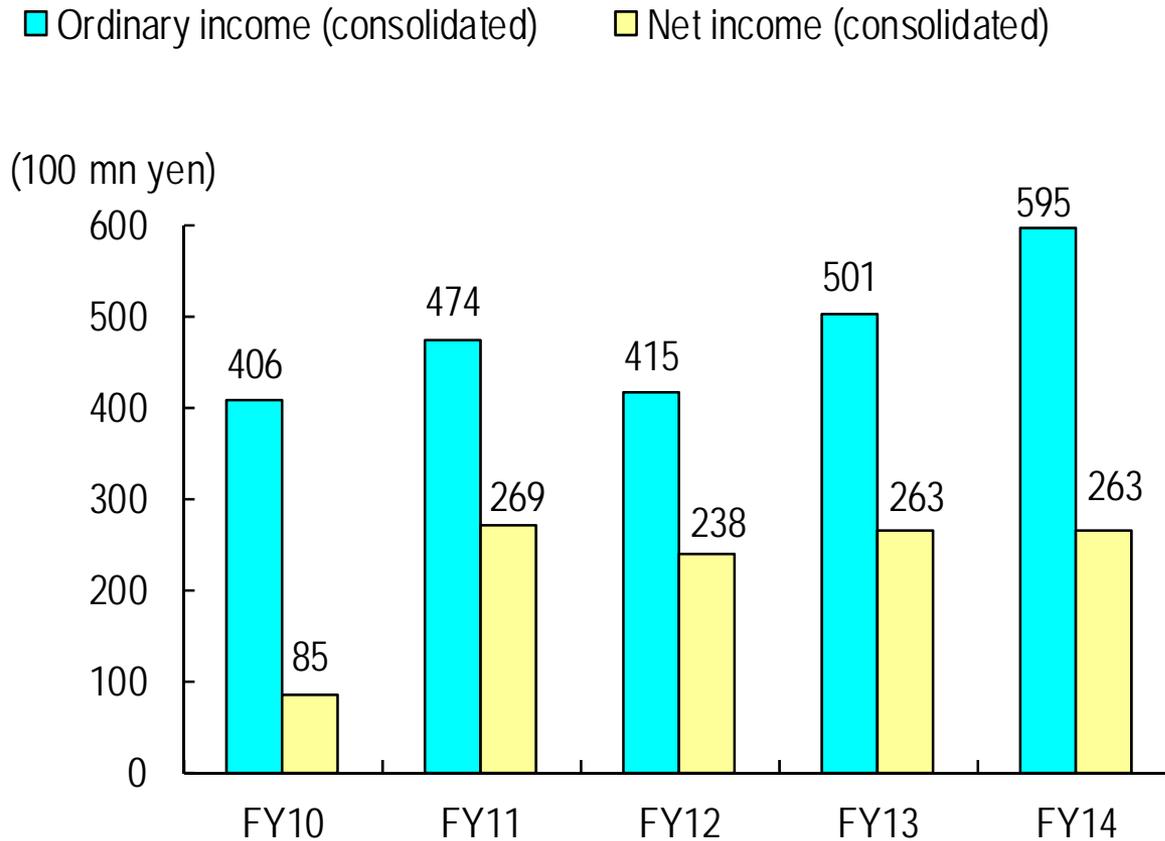
# 1. Business Overview

## D. Trend of revenues and operating income for the past 5 years



# 1. Business Overview

## E. Trend of ordinary income and net income for the past 5 years



# 1. Business Overview

## F. Overview by reportable segment

### 1) Combined Business

(100 million yen)

		Actual	Comparison with FY2013			Comparison with forecast for full year (announced on January 30)		
			FY2014	FY2013	Difference	Difference (%)	Forecast	Progress (%)
F Y	Revenues	7,423	7,217	206	2.9	7,438	99.8	(14)
	Segment Income	182	151	30	20.0	179	101.3	2
4 Q	Revenues	1,875	1,853	21	1.2	4Q Operating Income Margin [4Q of FY2013]		
	Segment Income	68	54	14	26.1	3.6 [2.9]		
	Overview	<ul style="list-style-type: none"> <li>Railway and truck transportation transactions decreased due to the impact of the rebound following the last-minute surge in demand ahead of a consumption tax increase in the previous year.</li> <li>Warehousing saw a surge in food-related business, while logistics services including mail order business remained strong.</li> <li>Both number of transactions and revenue in the March moving season outperformed the previous year's actual results.</li> </ul>						

### 2) Security Transportation

(100 million yen)

		Actual	Comparison with FY2013			Comparison with forecast for full year (announced on January 30)		
			FY2014	FY2013	Difference	Difference (%)	Forecast	Progress (%)
F Y	Revenues	554	546	7	1.4	556	99.6	(1)
	Segment Income	8	11	(3)	(26.4)	12	71.1	(3)
4 Q	Revenues	138	136	1	1.4	4Q Operating Income Margin [4Q of FY2013]		
	Segment Income	2	2	0	21.9	1.8 [1.5]		
	Overview	<ul style="list-style-type: none"> <li>New business, including routine transportation services for financial institutions that started last April, showed favorable progress.</li> </ul>						

# 1. Business Overview

## F. Overview by reportable segment

### 3) Heavy Haulage & Construction

(100 million yen)

		Actual	Comparison with FY2013			Comparison with forecast for full year (announced on January 30)		
		FY2014	FY2013	Difference	Difference (%)	Forecast	Progress (%)	Difference
F Y	Revenues	468	366	102	27.9	412	113.8	56
	Segment Income	21	19	2	12.7	21	102.7	0
4 Q	Revenues	111	89	21	24.0	4Q Operating Income Margin [4Q of FY2013]		
	Segment Income	4	4	(0)	(9.6)	3.8 [5.2]		
	Overview	<ul style="list-style-type: none"> <li>In Japan, wind power plant-related transactions and heavy-electric-related transactions marked growth.</li> <li>Overseas large-scale plant constructions increased revenue, but profit decreased due to its lower profitability compared with the heavy-electric-related business in the previous year.</li> </ul>						

# 1. Business Overview

## F. Overview by reportable segment

### 4) Air Freight Forwarding

(100 million yen)

		Actual	Comparison with FY2013			Comparison with forecast for full year (announced on January 30)		
			FY2014	FY2013	Difference	Difference (%)	Forecast	Progress (%)
F Y	Revenues	2,107	1,817	290	16.0	1,862	113.2	245
	Segment Income	101	56	45	81.3	60	167.9	41
4 Q	Revenues	685	462	222	48.1	4Q Operating Income Margin [4Q of FY2013]		
	Segment Income	55	10	44	404.1	8.0 [2.4]		
	Overview	<ul style="list-style-type: none"> <li>Charter flight service was implemented because of the protracted labor dispute at ports and harbors in the U.S. West Coast, which boosted cargo exports significantly</li> <li>Cargo imports and domestic cargo transactions showed steady performances, despite the impact of the rebound decline following the last-minute surge in demand ahead of a consumption tax increase.</li> </ul>						

### 5) Marine & Harbor Transportation

(100 million yen)

		Actual	Comparison with FY2013			Comparison with forecast for full year (announced on January 30)		
			FY2014	FY2013	Difference	Difference (%)	Forecast	Progress (%)
F Y	Revenues	1,188	1,317	(128)	(9.8)	1,200	99.0	(11)
	Segment Income	49	51	(2)	(4.0)	45	108.7	3
4 Q	Revenues	292	314	(21)	(6.9)	4Q Operating Income Margin [4Q of FY2013]		
	Segment Income	9	5	4	90.6	3.3 [1.6]		
	Overview	<ul style="list-style-type: none"> <li>Equipment transportation-related exports contributed to the segment's revenue growth, while transactions of general commercial cargoes showed some signs of recovery.</li> <li>Income decreased in coastal shipping service due to the rebound following a shift from truck to coastal vessel driven by the last-minute surge in demand ahead of a consumption tax increase.</li> <li>Profit increased thanks to a rise in the transaction of the overseas moving services during the peak season.</li> </ul>						

# 1. Business Overview

## F. Overview by reportable segment

### 6) The Americas

(100 million yen)

		Actual	Comparison with FY2013			Comparison with forecast for full year (announced on January 30)		
		FY2014	FY2013	Difference	Difference (%)	Forecast	Progress (%)	Difference
F Y	Revenues	791	690	100	14.6	743	106.5	48
	Segment Income	34	28	5	19.7	30	111.3	3
4 Q	Revenues	219	178	40	22.5	4Q Operating Income Margin [4Q of FY2013]		
	Segment Income	6	7	(1)	(17.6)	3.0 [4.4]		
	Overview	<ul style="list-style-type: none"> <li>Marine import forwarding transactions and air export forwarding transactions remained robust in Mexico.</li> <li>Profit decreased due to a drop in business volume of air transfer services from the US to Mexico and increase of unit vehicle chartering and subcontracting costs in the US.</li> </ul>						

### 7) Europe

(100 million yen)

		Actual	Comparison with FY2013			Comparison with forecast for full year (announced on January 30)		
		FY2014	FY2013	Difference	Difference (%)	Forecast	Progress (%)	Difference
F Y	Revenues	836	727	108	14.9	834	100.3	2
	Segment Income	23	7	16	232.5	10	221.7	13
4 Q	Revenues	236	210	26	12.4	4Q Operating Income Margin [4Q of FY2013]		
	Segment Income	5	1	4	354.3	2.4 [0.6]		
	Overview	<ul style="list-style-type: none"> <li>Increase in air export forwarding transactions continued from 3Q mainly in Germany and Spain.</li> <li>Air freight imports and exports transactions at Franco Vago S.p.A. remained robust.</li> </ul>						

# 1. Business Overview

## F. Overview by reportable segment

### 8) East Asia

(100 million yen)

		Actual	Comparison with FY2013			Comparison with forecast for full year (announced on January 30)		
		FY2014	FY2013	Difference	Difference (%)	Forecast	Progress (%)	Difference
F Y	Revenues	1,013	921	91	9.9	1,003	101.0	10
	Segment Income	19	12	6	54.5	14	133.2	4
4 Q	Revenues	279	273	6	2.5	4Q Operating Income Margin [4Q of FY2013]		
	Segment Income	4	2	1	68.2	1.5 [0.9]		
	Overview	<ul style="list-style-type: none"> <li>Income decreased and profit increased on local currency basis.</li> <li>Air and marine forwarding transactions in China and milk-run services in South China remained robust.</li> <li>In Taiwan, warehousing and delivery business showed a solid performance, but income decreased as a reaction to the spot cargo transactions in the previous year.</li> </ul>						

### 9) South Asia & Oceania

(100 million yen)

		Actual	Comparison with FY2013			Comparison with forecast for full year (announced on January 30)		
		FY2014	FY2013	Difference	Difference (%)	Forecast	Progress (%)	Difference
F Y	Revenues	646	513	132	25.8	580	111.4	66
	Segment Income	9	14	(5)	(35.1)	15	58.9	(6)
4 Q	Revenues	191	137	54	39.6	4Q Operating Income Margin [4Q of FY2013]		
	Segment Income	(1)	4	(5)	(128.2)	-0.7 [3.3]		
	Overview	<ul style="list-style-type: none"> <li>Air freight imports and exports transactions grew across the region, and warehousing and delivery business and other intra-region business remained strong.</li> <li>Profit decreased due to increase in various costs along with initial expenses associated with business expansion.</li> </ul>						

# 1. Business Overview

## F. Overview by reportable segment

### 10) Goods Sales

(100 million yen)

		Actual	Comparison with FY2013			Comparison with forecast for full year (announced on January 30)		
		FY2014	FY2013	Difference	Difference (%)	Forecast	Progress (%)	Difference
F Y	Revenues	4,201	4,128	73	1.8	4,225	99.4	(23)
	Segment Income	64	48	15	32.3	54	117.2	9
4 Q	Revenues	988	1,134	(145)	(12.8)	4Q Operating Income Margin [4Q of FY2013]		
	Segment Income	18	14	3	25.2	1.8 [1.3]		
	Overview	<ul style="list-style-type: none"> <li>Income decreased due to a drop in unit sales price of oil.</li> <li>Profit increased thanks to ongoing strong performance of logistics support business transactions including export package handling.</li> </ul>						

### 11) Other

(100 million yen)

		Actual	Comparison with FY2013			Comparison with forecast for full year (announced on January 30)		
		FY2014	FY2013	Difference	Difference (%)	Forecast	Progress (%)	Difference
F Y	Revenues	1,436	614	821	133.7	1,394	103.0	42
	Segment Income	26	20	6	30.9	23	110.6	2
4 Q	Revenues	452	306	146	47.6	4Q Operating Income Margin [4Q of FY2013]		
	Segment Income	8	10	(2)	(24.2)	1.8 [3.5]		
	Overview	<ul style="list-style-type: none"> <li>Nittsu NEC Logistics, Ltd., which became a consolidated subsidiary in 3Q, contributed to increase in revenue.</li> <li>Profit decreased due to the impact of the rebound decline following the last-minute surge in demand ahead of a consumption tax increase.</li> </ul>						

## 2. Changes due to the External Environment

### Change factors

Change factors	Consolidated (full year)	Reference
Impact of change in unit fuel price	Fuel cost: ¥(1.08) billion (cost decrease)	Average
		FY2014 (FY2013)
		Light oil: ¥110.55/ℓ (¥114.92)
		Gasoline: ¥144.40/ℓ (¥147.21)
Impact of foreign exchange	Revenues: + ¥21.95 billion	Average exchange rate for the year (*)
		FY2014 (FY2013)
		USD: ¥105.85 (¥ 97.65)
		EUR: ¥140.42 (¥129.68)
		HKD: ¥ 13.65 (¥ 12.59)
	Operating income: + ¥0.43 billion	RMB: ¥ 17.19 (¥ 15.91)
		Average exchange rate for
		4Q of FY2014 [4Q of FY2013]
		USD: ¥114.54 (¥100.46)
		EUR: ¥143.07 (¥136.69)
HKD: ¥ 14.77 (¥ 12.96)		
RMB: ¥ 18.62 (¥ 16.52)		

(\*) The average exchange rates for FY2014 and FY2013 are the reference rates. For the preparation of financial reports, average quarterly rates are applied to the quarterly results of businesses on a local currency basis.

# 3. Progress of Business Plan

## Nippon Express Group Corporate Strategy 2015 - Innovation and Moving Forward -

### Nippon Express Group Corporate Philosophy and Vision

#### Nippon Express Group Corporate Strategy 2015

— Innovation and Moving Forward —

April 1, 2013 to March 31, 2016 (three years)

Proportion of sales from overseas-related business  
FY2015 40%

Operating income margin for domestic combined business  
FY2015 3%

**Growth potential** Further Expanding Our Global Logistics Business

**Profitability** Strengthening Management Practices for Our Domestic Businesses

**Growth potential** Expanding Business by Utilizing the Diversity of Group Companies

**Social** Contributing to Society through Our Businesses in Accordance with CSR Management

Numerical Targets (Targets to be achieved in FY2015)

Revenues	¥1,800 billion
Operating Income	¥54 billion
Net Income	¥34 billion
Return on Assets (ROA)	2.5%
Proportion of Sales from Overseas-Related Business	40%
Operating Income Margin for Domestic Combined Business	3%
CO2 emissions	Reduce by an average of 1.0% or more per year*

\*Using FY2009 as the benchmark base unit for the Nippon Express Group

### 3. Progress of Business Plan

#### Nippon Express Group Corporate Strategy 2015 - Innovation and Moving Forward - Progress of basic strategy

Basic Strategy	Item	Progress	
Further Expanding Our Global Logistics Business	40% of sales from overseas-related business in FY2015	Actual for FY2014 (Actual for 1H of FY2014 (Actual for FY2013	34.7% 33.5%) 32.5%)
	3% of operating income margin for domestic combined business in FY2015	Actual for FY2014 (Actual for 1H of FY2014 (Actual for FY2013	2.5% 1.8%) 2.1%)
Strengthening Management Practices for Our Domestic Businesses	<p>[Organizational change as of May 1, 2015]</p> <p>1. New establishment of the "Kanto Region"</p> <ul style="list-style-type: none"> <li>•The Air Cargo Business Division and the Marine Transport Business Division have been abolished. Operations of these divisions will be transferred to the Air Freight Business Branch and the Marine Transport Business Branch respectively. The newly established Kanto Region comprises these two branches and the Land Transportation Division.</li> <li>•The formation of one-stop structure covering land, air and marine transportation will be completed by implementing organizational change in the Kanto Region following that of the Kyushu, Kansai and Chubu Regions.</li> </ul> <p>2. Revision of the Structure of Headquarters</p> <ul style="list-style-type: none"> <li>•The structure of Headquarters will be revised, with a view to strengthen new business development, new product development and marketing capabilities as the key income sources for the future.</li> <li>•Aiming to reinforce global business operations, global business-related divisions will be enhanced.</li> </ul>		

# 4. Performance Outlook of the Fiscal Year Ending March 2016

## A. Consolidated forecast

(100 million yen)

	FY2015 Forecast			Actual for FY2014			Difference (%) [Ratio of difference]		
	1H	2H	Full FY	1H	2H	Full FY	1H	2H	Full FY
Revenues	9,730	10,270	20,000	9,192	10,057	19,249	537 [5.9]	212 [2.1]	750 [3.9]
Operating Income	230	310	540	202	306	508	27 [13.9]	3 [1.3]	31 [6.3]
Ordinary Income	280	350	630	250	345	595	29 [12.0]	4 [1.3]	34 [5.8]
Net Income	165	175	340	160	103	263	4 [2.8]	71 [69.5]	76 [28.9]

# 4. Performance Outlook of the Fiscal Year Ending March 2016

## B. Overview by reportable segment

### 1) Combined Business

(100 million yen)

Full year	Forecast	Comparison with FY2014 results			Overview			
	FY2015	FY2014	Difference	Difference (%)				
Revenues	7,432	7,423	8	0.1	<ul style="list-style-type: none"> <li>Promote sales activities that suit characteristics of local economies and markets in rural areas.</li> <li>Enhance profitability by improving operational efficiency.</li> </ul>			
Segment Income	219	182	37	20.5				
Income Margin	3.0	2.5						
1H and 2H	1H				2H (Reference)			
	FY2015	FY2014	Difference	Difference (%)	FY2015	FY2014	Difference	Difference (%)
Revenues	3,660	3,655	4	0.1	3,772	3,767	4	0.1
Segment Income	92	64	27	42.9	126	117	9	8.1
Income Margin	2.5	1.8			3.4	3.1		

### 2) Security Transportation

(100 million yen)

Full year	Forecast	Comparison with FY2014 results			Overview			
	FY2015	FY2014	Difference	Difference (%)				
Revenues	556	554	1	0.4	<ul style="list-style-type: none"> <li>Improve profit structure by reviewing unprofitable operations and collection of appropriate rates.</li> </ul>			
Segment Income	13	8	4	54.5				
Income Margin	2.4	1.6						
1H and 2H	1H				2H (Reference)			
	FY2015	FY2014	Difference	Difference (%)	FY2015	FY2014	Difference	Difference (%)
Revenues	278	276	1	0.6	278	277	0	0.1
Segment Income	5	3	1	47.1	7	4	2	60.4
Income Margin	2.1	1.4			2.8	1.7		

# 4. Performance Outlook of the Fiscal Year Ending March 2016

## B. Overview by reportable segment

### 3) Heavy Haulage & Construction

(100 million yen)

Full year	Forecast	Comparison with FY2014 results			Overview			
	FY2015	FY2014	Difference	Difference (%)				
Revenues	489	468	20	4.3	<ul style="list-style-type: none"> <li>In Japan, wind power plant-related transactions and heavy-electric-related transactions are expected to increase.</li> <li>Overseas large-scale plant constructions are expected to continue.</li> </ul>			
Segment Income	22	21	1	4.8				
Income Margin	4.6	4.6						
1H and 2H	1H				2H (Reference)			
	FY2015	FY2014	Difference	Difference (%)	FY2015	FY2014	Difference	Difference (%)
Revenues	257	246	10	4.4	232	222	9	4.2
Segment Income	11	11	0	3.1	11	10	0	6.6
Income Margin	4.5	4.6			4.7	4.6		

# 4. Performance Outlook of the Fiscal Year Ending March 2016

## B. Overview by reportable segment

### 4) Air Freight Forwarding

(100 million yen)

Full year	Forecast	Comparison with FY2014 results			Overview			
	FY2015	FY2014	Difference	Difference (%)				
Revenues	1,957	2,107	(150)	(7.1)	<ul style="list-style-type: none"> <li>• Effects of a rebound reduction from special demand in the previous year.</li> <li>• Enhancement of BILT-2 to expand the logistics business per industry.</li> </ul>			
Segment Income	75	101	(26)	(26.2)				
Income Margin	3.8	4.8						
1H and 2H	1H				2H (Reference)			
	FY2015	FY2014	Difference	Difference (%)	FY2015	FY2014	Difference	Difference (%)
Revenues	939	918	20	2.2	1,018	1,188	(170)	(14.4)
Segment Income	27	25	1	6.8	47	76	(28)	(37.3)
Income Margin	2.9	2.8			4.7	6.4		

### 5) Marine & Harbor Transportation

(100 million yen)

Full year	Forecast	Comparison with FY2014 results			Overview			
	FY2015	FY2014	Difference	Difference (%)				
Revenues	1,228	1,188	39	3.3	<ul style="list-style-type: none"> <li>• Automobile-related equipment transportation, mainly for the US, is expected to continue.</li> <li>• Strong demand for overseas moving services is expected to continue in the first half of FY2015.</li> </ul>			
Segment Income	57	49	8	17.7				
Income Margin	4.7	4.1						
1H and 2H	1H				2H (Reference)			
	FY2015	FY2014	Difference	Difference (%)	FY2015	FY2014	Difference	Difference (%)
Revenues	611	596	14	2.4	617	591	25	4.3
Segment Income	32	29	3	10.3	25	19	5	28.4
Income Margin	5.3	4.9			4.1	3.4		

# 4. Performance Outlook of the Fiscal Year Ending March 2016

## B. Overview by reportable segment

### 6) The Americas

(100 million yen)

Full year	Forecast	Comparison with FY2014 results			Overview			
	FY2015	FY2014	Difference	Difference (%)				
Revenues	982	791	190	24.1	<ul style="list-style-type: none"> <li>Automobile-related transactions are expected to increase, supported by favorable economic conditions in the US.</li> </ul>			
Segment Income	41	34	7	21.6				
Income Margin	4.2	4.3						
1H and 2H	1H				2H (Reference)			
	FY2015	FY2014	Difference	Difference (%)	FY2015	FY2014	Difference	Difference (%)
Revenues	494	374	119	31.9	488	417	70	17.0
Segment Income	22	17	4	28.7	19	16	2	14.2
Income Margin	4.5	4.6			3.9	4.0		

### 7) Europe

(100 million yen)

Full year	Forecast	Comparison with FY2014 results			Overview			
	FY2015	FY2014	Difference	Difference (%)				
Revenues	850	836	13	1.7	<ul style="list-style-type: none"> <li>Increase of automobile-related air forwarding transactions amid a gradual economic recovery in Europe</li> <li>Expectations of expansion of warehousing and delivery business in the Netherlands</li> </ul>			
Segment Income	24	23	0	0.2				
Income Margin	2.8	2.9						
1H and 2H	1H				2H (Reference)			
	FY2015	FY2014	Difference	Difference (%)	FY2015	FY2014	Difference	Difference (%)
Revenues	404	395	8	2.1	446	440	5	1.3
Segment Income	8	10	(1)	(18.3)	15	13	1	14.5
Income Margin	2.1	2.6			3.5	3.1		

# 4. Performance Outlook of the Fiscal Year Ending March 2016

## B. Overview by reportable segment

### 8) East Asia

(100 million yen)

Full year	Forecast	Comparison with FY2014 results			Overview			
	FY2015	FY2014	Difference	Difference (%)				
Revenues	1,188	1,013	174	17.3	<ul style="list-style-type: none"> <li>Despite concerns over a slowdown in the Chinese economy, air export forwarding shipped from China is expected to perform strongly.</li> </ul>			
Segment Income	22	19	3	19.7				
Income Margin	1.9	1.9						
1H and 2H	1H				2H (Reference)			
	FY2015	FY2014	Difference	Difference (%)	FY2015	FY2014	Difference	Difference (%)
Revenues	578	480	97	20.2	610	532	77	14.6
Segment Income	9	7	2	32.2	13	11	1	12.0
Income Margin	1.7	1.5			2.2	2.2		

### 9) South Asia & Oceania

(100 million yen)

Full year	Forecast	Comparison with FY2014 results			Overview			
	FY2015	FY2014	Difference	Difference (%)				
Revenues	788	646	141	22.0	<ul style="list-style-type: none"> <li>Steady performances of air export forwarding transactions and warehousing and delivery business transactions</li> <li>Focusing on investments as well as reduction in various costs.</li> </ul>			
Segment Income	11	9	2	27.9				
Income Margin	1.5	1.4						
1H and 2H	1H				2H (Reference)			
	FY2015	FY2014	Difference	Difference (%)	FY2015	FY2014	Difference	Difference (%)
Revenues	368	291	76	26.1	420	354	65	18.5
Segment Income	5	6	(1)	(15.1)	6	2	3	146.2
Income Margin	1.6	2.3			1.5	0.7		

# 4. Performance Outlook of the Fiscal Year Ending March 2016

## B. Overview by reportable segment

### 10) Goods Sales

(100 million yen)

Full year	Forecast	Comparison with FY2014 results			Overview			
	FY2015	FY2014	Difference	Difference (%)				
Revenues	4,115	4,201	(86)	(2.1)	<ul style="list-style-type: none"> <li>Income is expected to fall due to a drop in unit sales price of oil.</li> <li>Profit is expected to increase driven by ongoing strong performance of logistics support business.</li> </ul>			
Segment Income	65	64	1	1.7				
Income Margin	1.6	1.5						
1H and 2H	1H				2H (Reference)			
	FY2015	FY2014	Difference	Difference (%)	FY2015	FY2014	Difference	Difference (%)
Revenues	1,968	2,084	(116)	(5.6)	2,147	2,117	29	1.4
Segment Income	31	27	3	12.2	34	36	(2)	(6.3)
Income Margin	1.6	1.3			1.6	1.7		

### 11) Other

(100 million yen)

Full year	Forecast	Comparison with FY2014 results			Overview			
	FY2015	FY2014	Difference	Difference (%)				
Revenues	1,760	1,436	323	22.6	<ul style="list-style-type: none"> <li>The first half of FY2015 is expected to see continuous effects of Nittsu NEC Logistics, Ltd., which became a consolidated subsidiary.</li> </ul>			
Segment Income	33	26	7	26.7				
Income Margin	1.9	1.8						
1H and 2H	1H				2H (Reference)			
	FY2015	FY2014	Difference	Difference (%)	FY2015	FY2014	Difference	Difference (%)
Revenues	848	538	309	57.5	912	897	14	1.6
Segment Income	9	7	2	30.8	23	19	4	25.2
Income Margin	1.1	1.4			2.6	2.1		

## 4. Performance Outlook of the Fiscal Year Ending March 2016

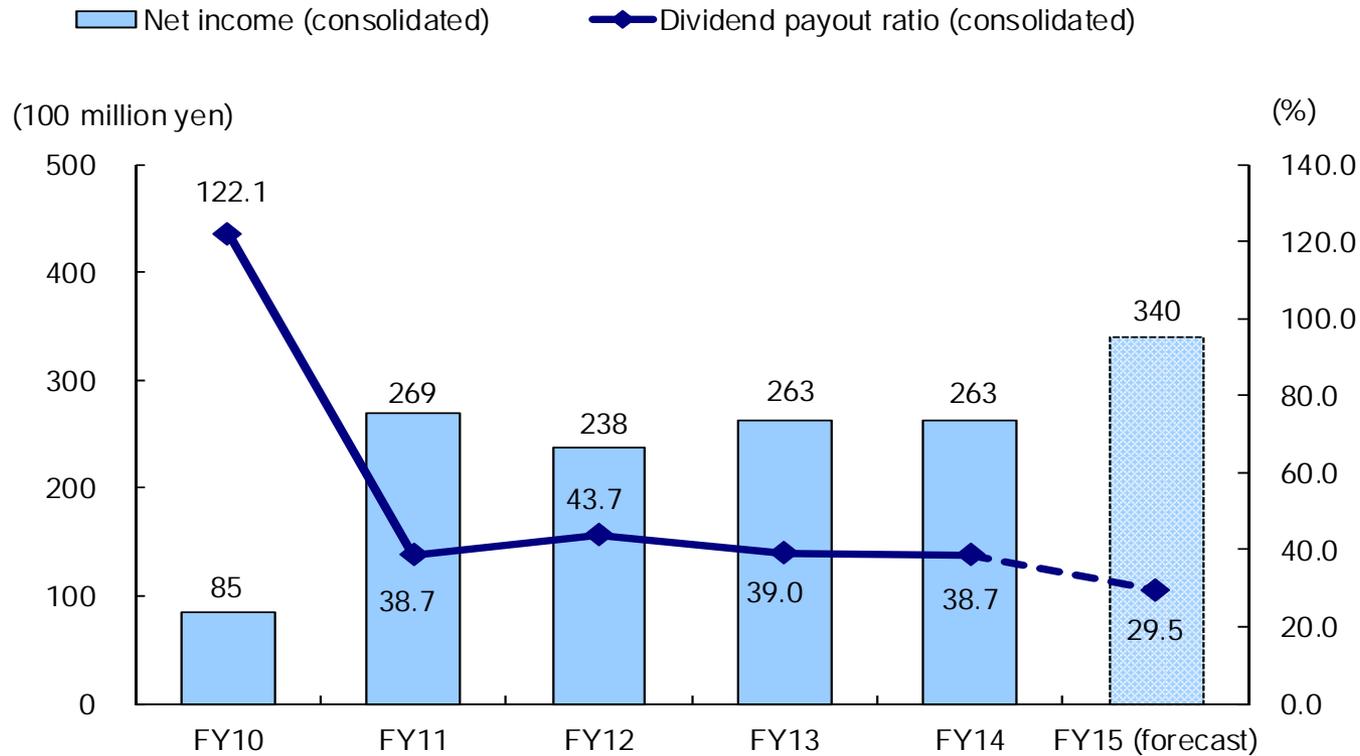
### C. Assumptions of external factors

Change factors	Impact on consolidated results	Assumptions
Impact of change in unit fuel price	Fuel cost: ¥(4.91) billion (cost decrease)	FY2015 (Yearly average in FY2014) Light oil: ¥ 88.70/ℓ (¥110.55) Gasoline: ¥127.07/ℓ (¥144.40) Heavy oil: ¥ 49.53/ℓ (¥ 66.47) Assumes the same amount of fuel will be used as that of the previous year.
Impact of foreign exchange	Revenues: + ¥23.6 billion Operating income: + ¥0.77 billion	FY2015 (Yearly average in FY2014(*)) USD: ¥119.40 (¥105.85) EUR: ¥130.90 (¥140.42) HKD: ¥ 15.40 (¥ 13.65) RMB: ¥ 19.20 (¥ 17.19)

(\* ) The average exchange rates for FY2014 used in the assumptions are the reference rates. For the preparation of financial reports, average quarterly rates are applied to the quarterly results of local businesses.

# 5. Dividend

## Changes in dividend payout ratio and forecast





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