

1. Details of Revenues (Non-consolidated)

○ Railway container

(Number of containers)

	FY2020	FY2019	Difference	Difference (%)
Number of containers	1,519,636	1,732,351	(212,715)	(12.3)
Unit price (Yen per container)	48,079	46,406	1,673	3.6

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

(million yen)

	FY2020	FY2019	Difference	Difference (%)
North America	11,813	16,197	(4,383)	(27.1)
Europe	9,121	9,593	(472)	(4.9)
Asia / Oceania	32,147	33,058	(911)	(2.8)
Other	3,189	3,971	(782)	(19.7)
Total	56,271	62,820	(6,549)	(10.4)

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

(million yen)

	FY2020	FY2019	Difference	Difference (%)
North America	39,991	22,659	17,331	76.5
Europe	26,521	17,348	9,172	52.9
Asia / Oceania	50,660	40,849	9,810	24.0
Other	5,409	3,388	2,021	59.7
Total	122,582	84,246	38,336	45.5

○ Breakdown for Heavy haulage & construction

(million yen)

	FY2020	FY2019	Difference	Difference (%)
Work in Japan	60,572	65,919	(5,346)	(8.1)
Work overseas	1,942	2,969	(1,027)	(34.6)
Total	62,515	68,889	(6,373)	(9.3)

2. Details of Operating Expenses (Non-consolidated)

○ Railway forwarding costs

(million yen)

	FY2020	FY2019	Difference	Difference (%)
Railway forwarding costs	38,704	42,903	(4,199)	(9.8)
(Reference) Railway utilization transportation revenue	75,432	83,072	(7,639)	(9.2)

○ Marine forwarding costs

(million yen)

	FY2020	FY2019	Difference	Difference (%)
Marine forwarding costs	32,211	32,761	(550)	(1.7)
(Reference) Marine transportation revenue	72,313	76,772	(4,459)	(5.8)

○ Air forwarding costs

(million yen)

	FY2020	FY2019	Difference	Difference (%)
Air forwarding costs	75,710	45,359	30,350	66.9
(Reference) Air transportation revenue	187,969	151,294	36,674	24.2

○ Breakdown of vehicle chartering and subcontracting costs

(million yen)

	FY2020	FY2019	Difference	Difference (%)
Vehicle chartering costs	188,567	205,508	(16,941)	(8.2)
Subcontracting costs	237,208	253,403	(16,194)	(6.4)
Worker dispatching costs	12,993	12,332	661	5.4
Total	438,769	471,244	(32,474)	(6.9)

○ Depreciation and amortization

(million yen)

	FY2020	FY2019	Difference	Difference (%)
Vehicles	5,661	4,842	819	16.9
Buildings/structures	14,031	13,735	296	2.2
Software	4,636	4,094	542	13.2
Other	6,450	5,837	613	10.5
Total	30,780	28,509	2,270	8.0

○ Breakdown of facility usage charges

(million yen)

	FY2020	FY2019	Difference	Difference (%)
Vehicles	3,946	4,152	(205)	(5.0)
Buildings/land	62,138	56,178	5,960	10.6
Other work-related	13,154	13,623	(469)	(3.4)
Other operation-related	6,510	5,322	1,187	22.3
Total	85,749	79,277	6,472	8.2

○ Others

(million yen)

	FY2020	FY2019	Difference	Difference (%)
Other work expenses	63,948	68,970	(5,021)	(7.3)
[Merchandise]	[1,635]	[2,123]	[(488)]	[(23.0)]
[Fuel cost]	[7,630]	[9,185]	[(1,554)]	[(16.9)]
Other operating expenses	50,328	52,532	(2,203)	(4.2)
[Administrative outsourcing expenses]	[19,621]	[17,095]	[2,525]	[14.8]
[Advertising expenses]	[2,901]	[3,556]	[(655)]	[(18.4)]
[Repair expenses]	[6,076]	[5,913]	[162]	[2.7]
[Fuel cost]	[252]	[331]	[(79)]	[(23.9)]
[Travel expenses]	[3,939]	[5,945]	[(2,005)]	[(33.7)]
[Research expenses]	[172]	[194]	[(21)]	[(11.2)]
Taxes	12,090	11,986	104	0.9
Bad debts written off	138	—	138	—
Total	126,505	133,488	(6,982)	(5.2)

(Reference) Balance of interest-bearing liabilities

○ Consolidated

(million yen)

	March 31,2021	March 31,2020
Bonds payable	150,000	110,000
Loans payable	231,534	286,143
Deposits from employees	268	314
Commercial papers	61,000	37,000
Lease obligations	40,284	17,870
Total	483,087	451,328

(Reference) Number of Employees

○ Non-consolidated

	March 31,2021	March 31,2020	Difference	(%)
Comprehensive employees	10,852	10,890	(38)	(0.3)
Other employees	23,914	23,559	355	1.5
Total	34,766	34,449	317	0.9

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