

# Reference Materials

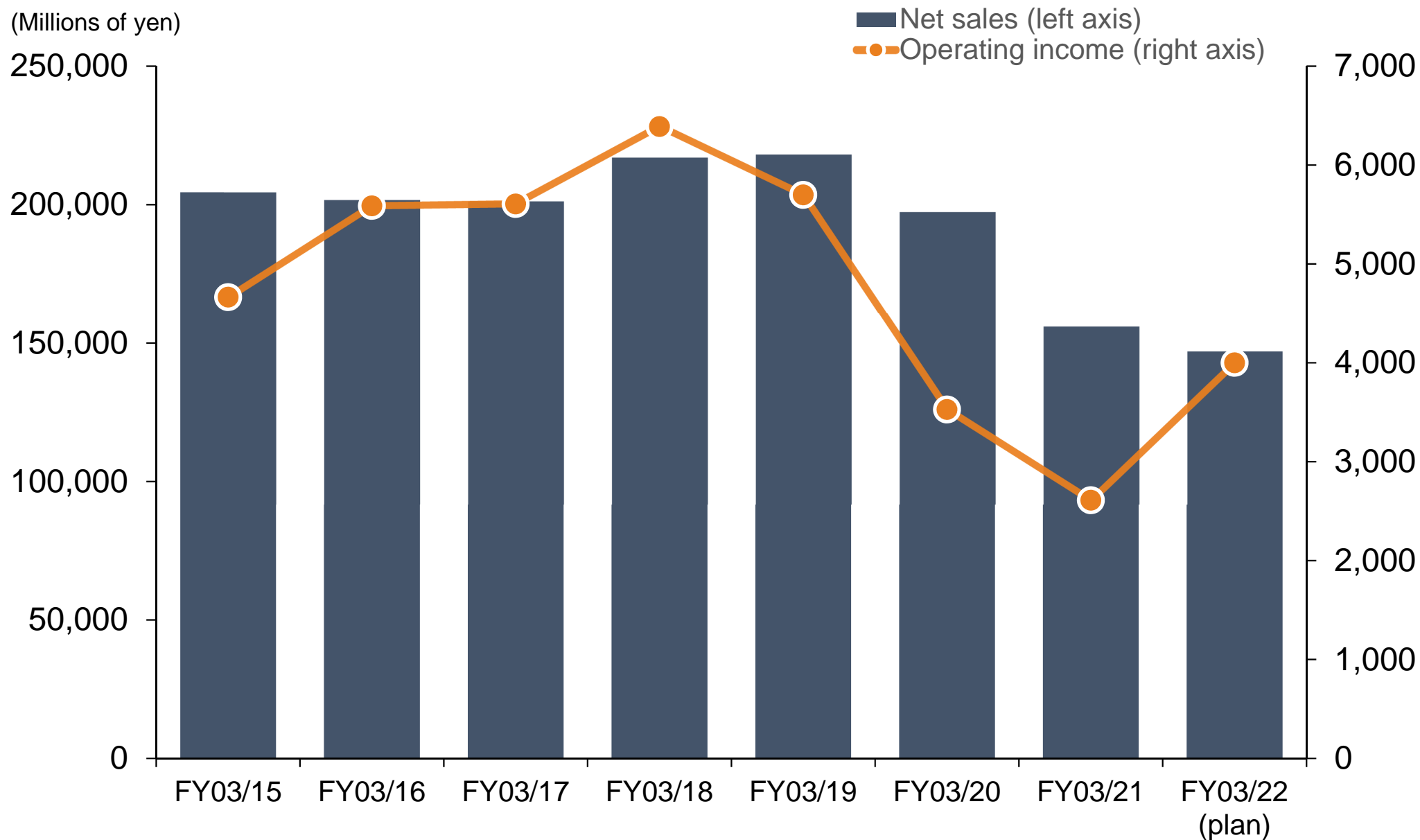
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# I. Financial Data

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# Consolidated Results



# Logistics Business: Sales Breakdown by Region

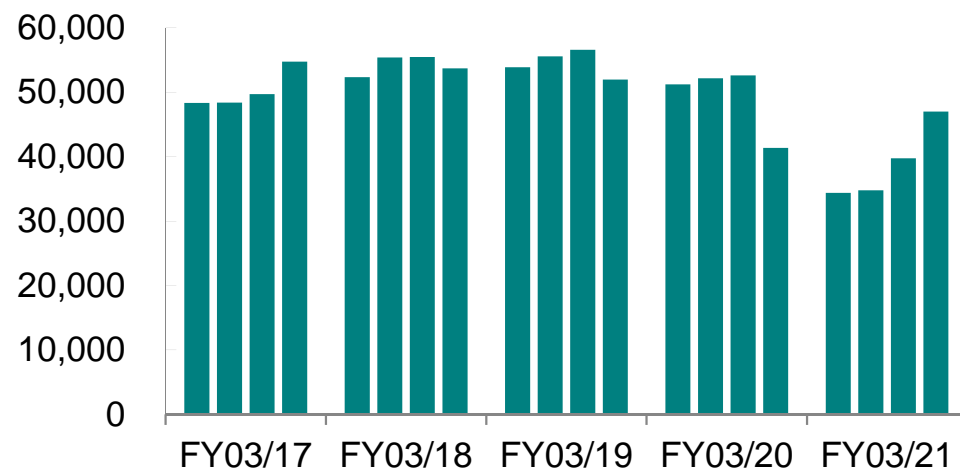
Logistics Categories	Logistics Breakdown			
	Air	Ocean	Warehousing and others	Total
Japan (non-consolidated)	21%	42%	37%	100%
Asia	34%	40%	26%	100%
China	26%	33%	41%	100%
Americas	39%	28%	33%	100%
Europe	26%	25%	49%	100%

Note: Figures are internal estimates for FY03/21.

# Consolidated Quarterly Results

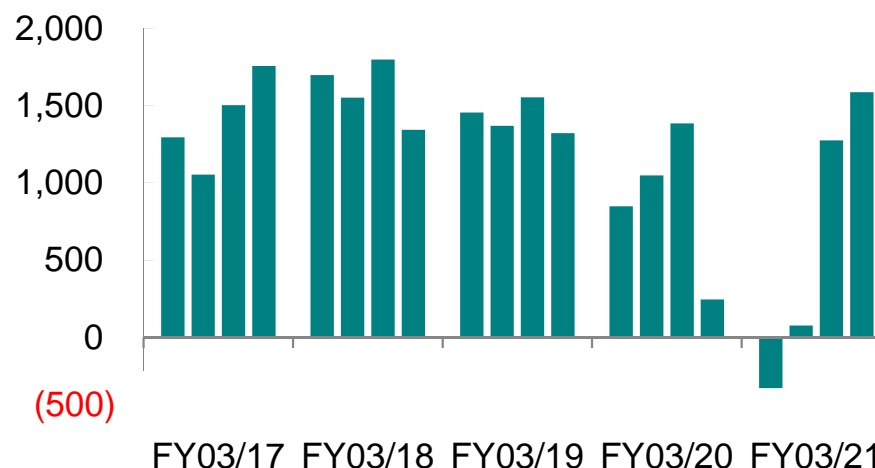
## Net sales

(Millions of yen)



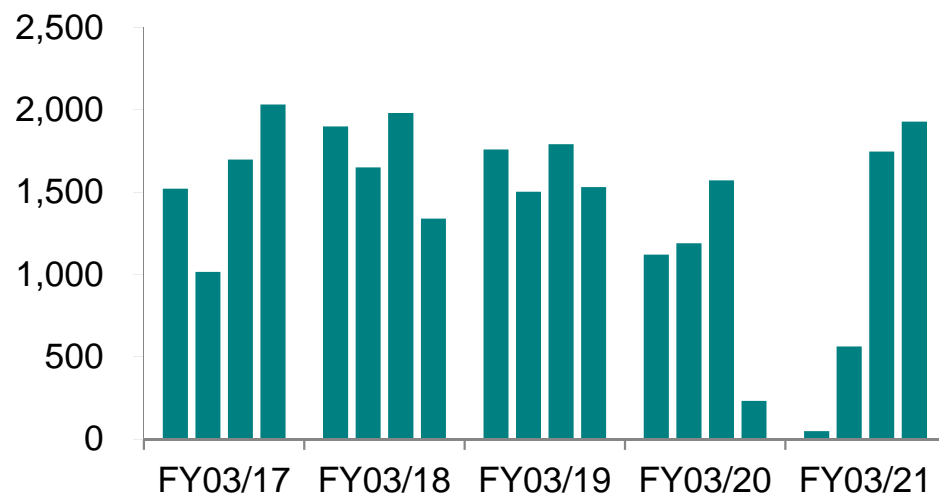
## Operating income

(Millions of yen)



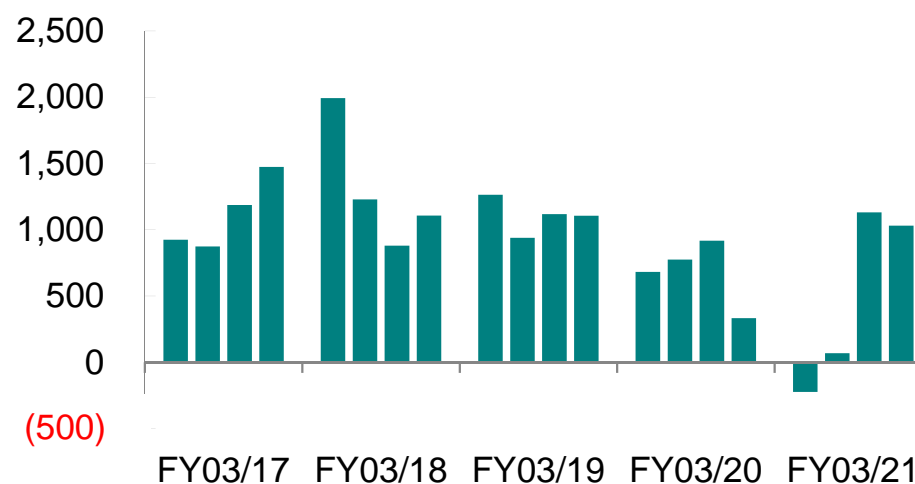
## Ordinary income

(Millions of yen)



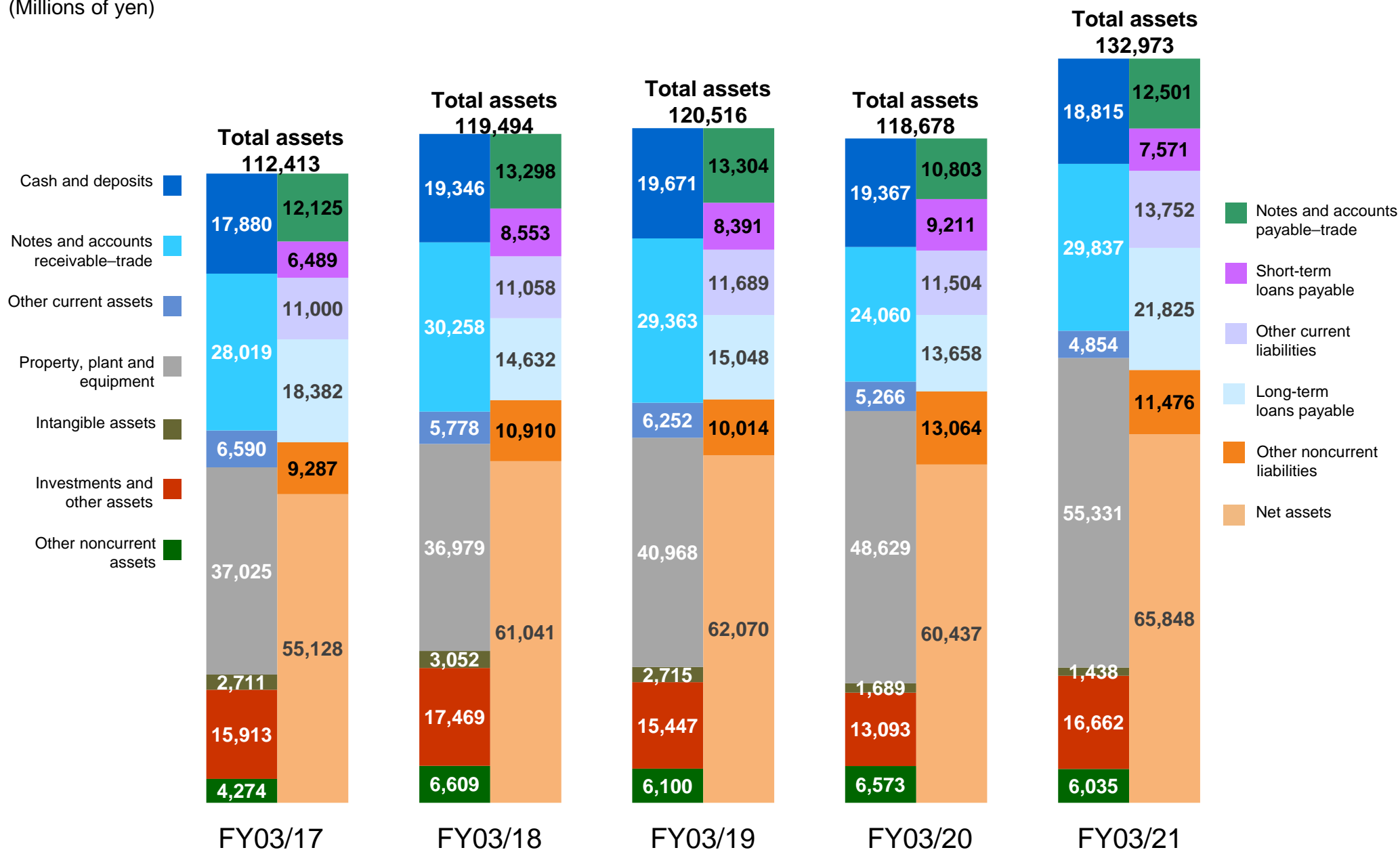
## Profit attributable to owners of parent

(Millions of yen)



# Consolidated Balance Sheet: Five-Year Comparison

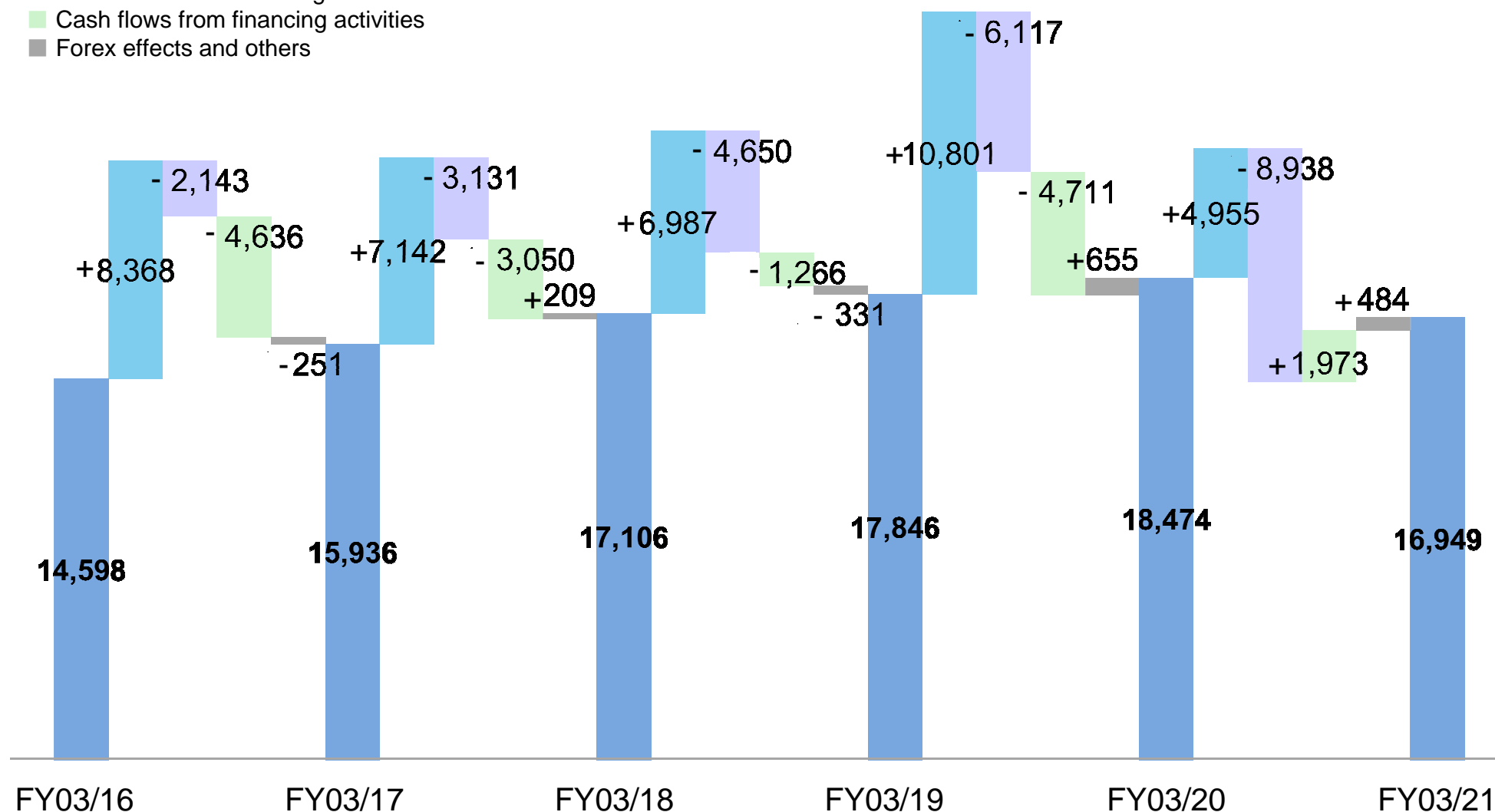
(Millions of yen)



# Consolidated Cash Flows: Five-Year Comparison

(Millions of yen)

- Balance of fiscal year-end cash and cash equivalents
- Cash flows from operating activities
- Cash flows from investing activities
- Cash flows from financing activities
- Forex effects and others



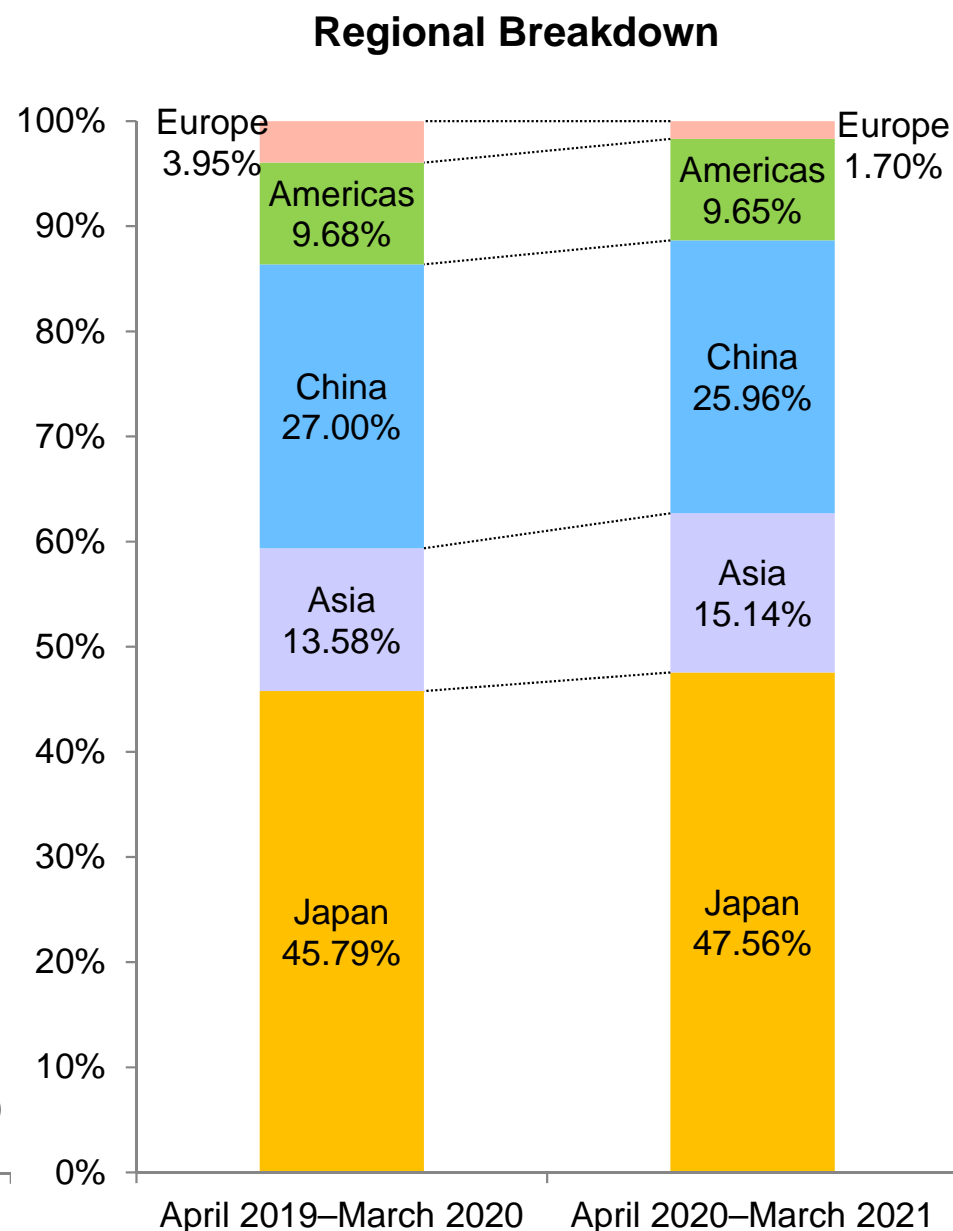
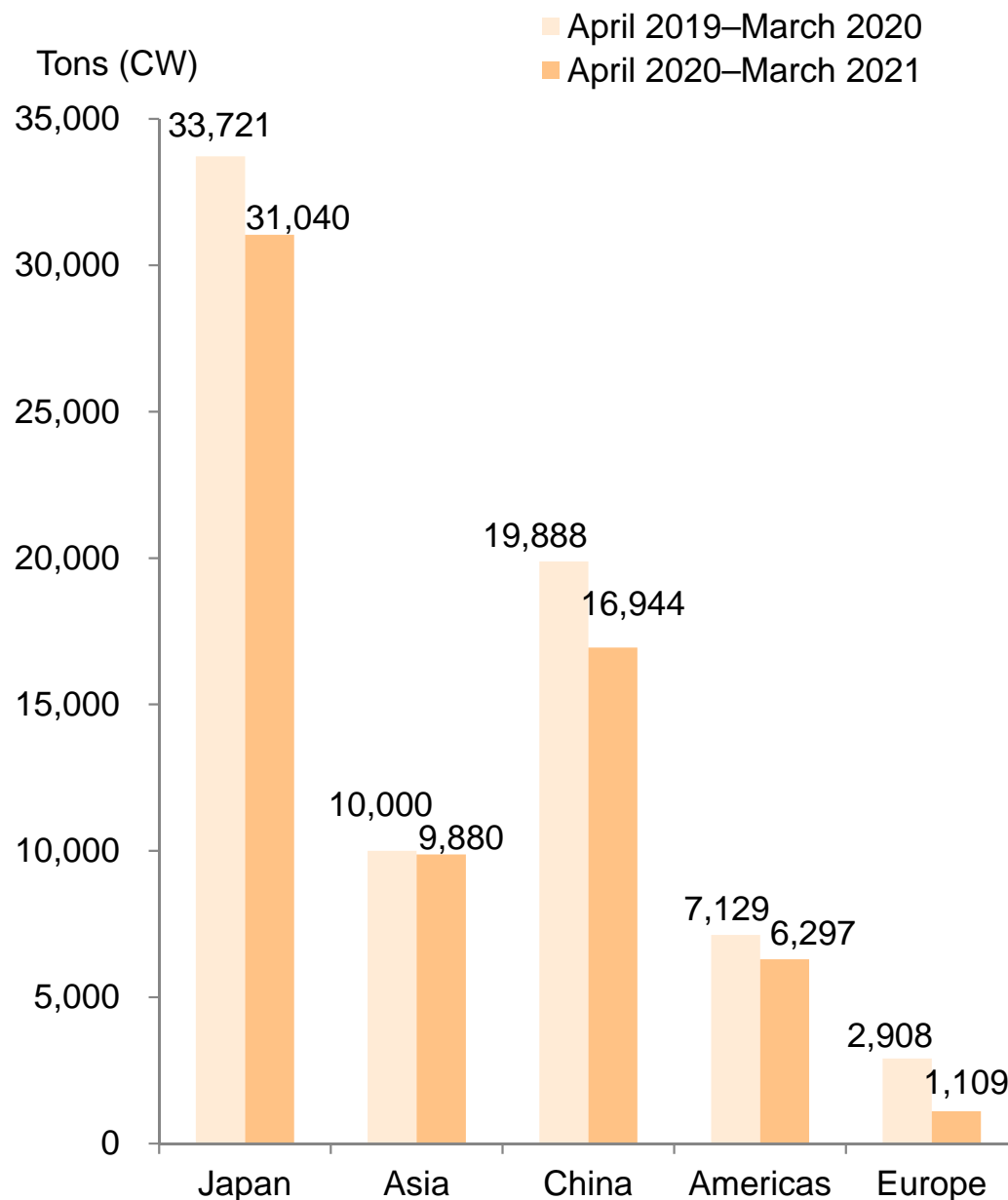
Note: Figures are internal estimates for the purpose of explaining results in a simplified manner.

## II. Cargo Volume

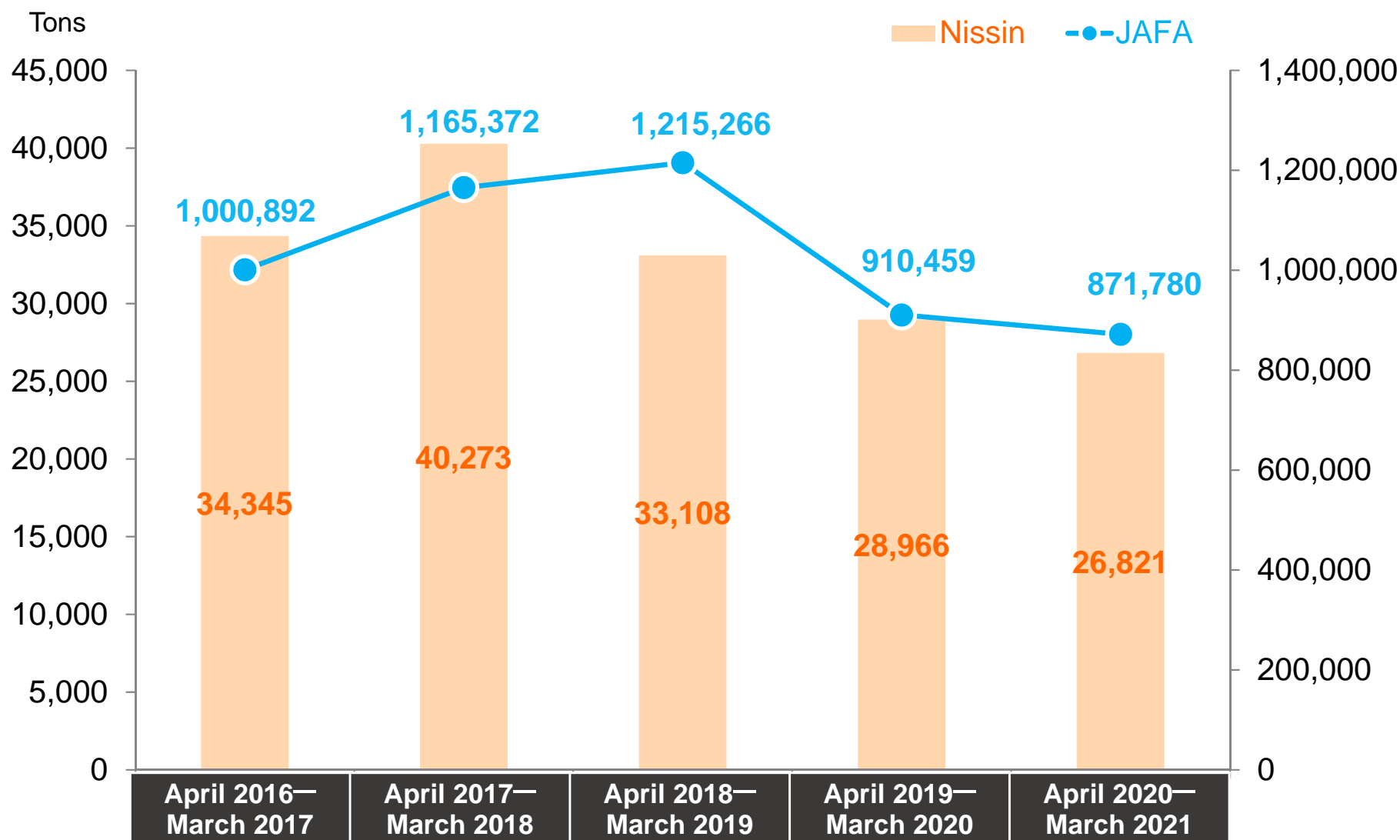
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# Air Cargo: Export Handling Volume by Region



# Consolidated Air Cargo from Japan: Export Handling Volume (Five-Year Comparison)



Our share in the cargo from Japan market (export)\*

3.43%

3.46%

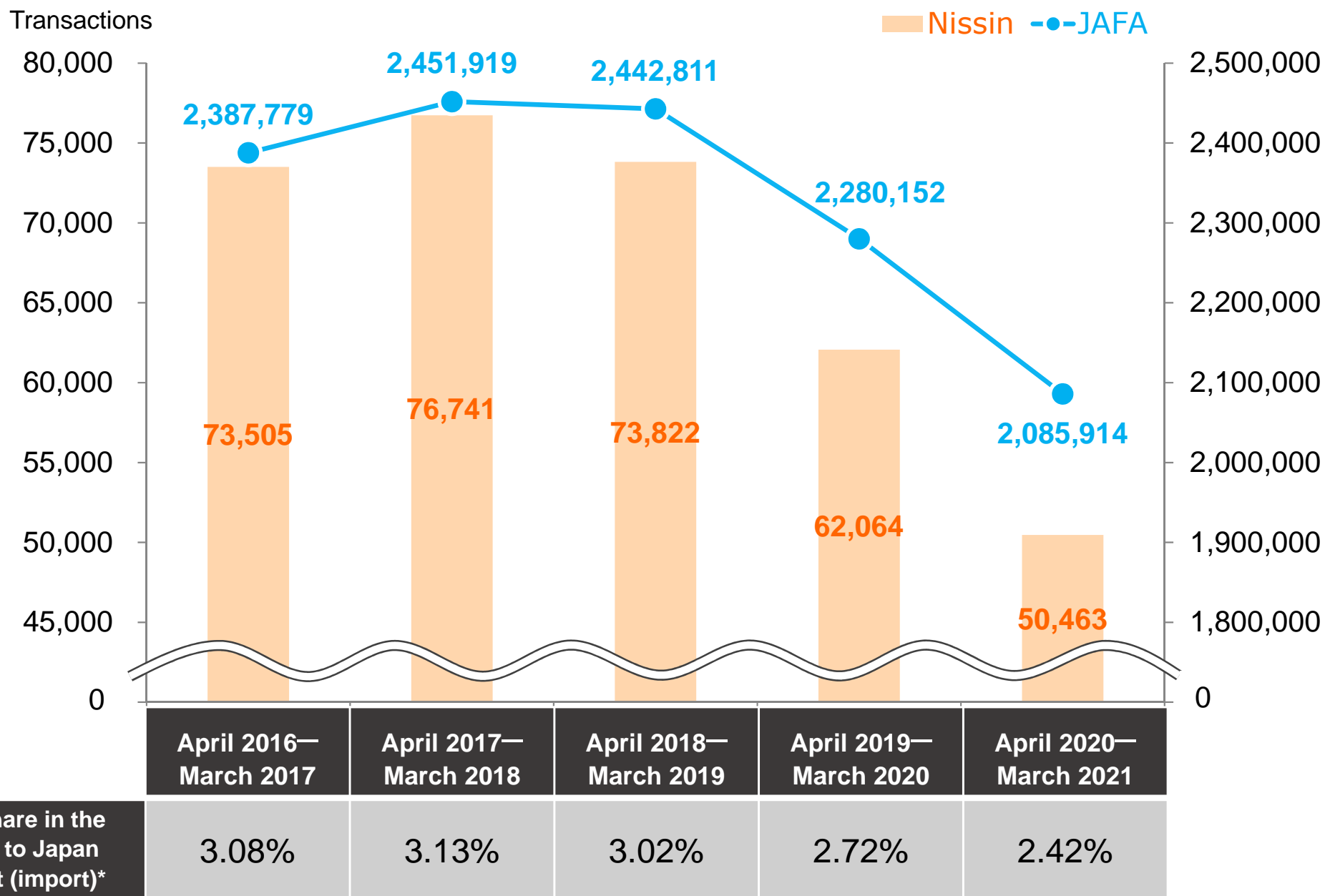
2.72%

3.18%

3.08%

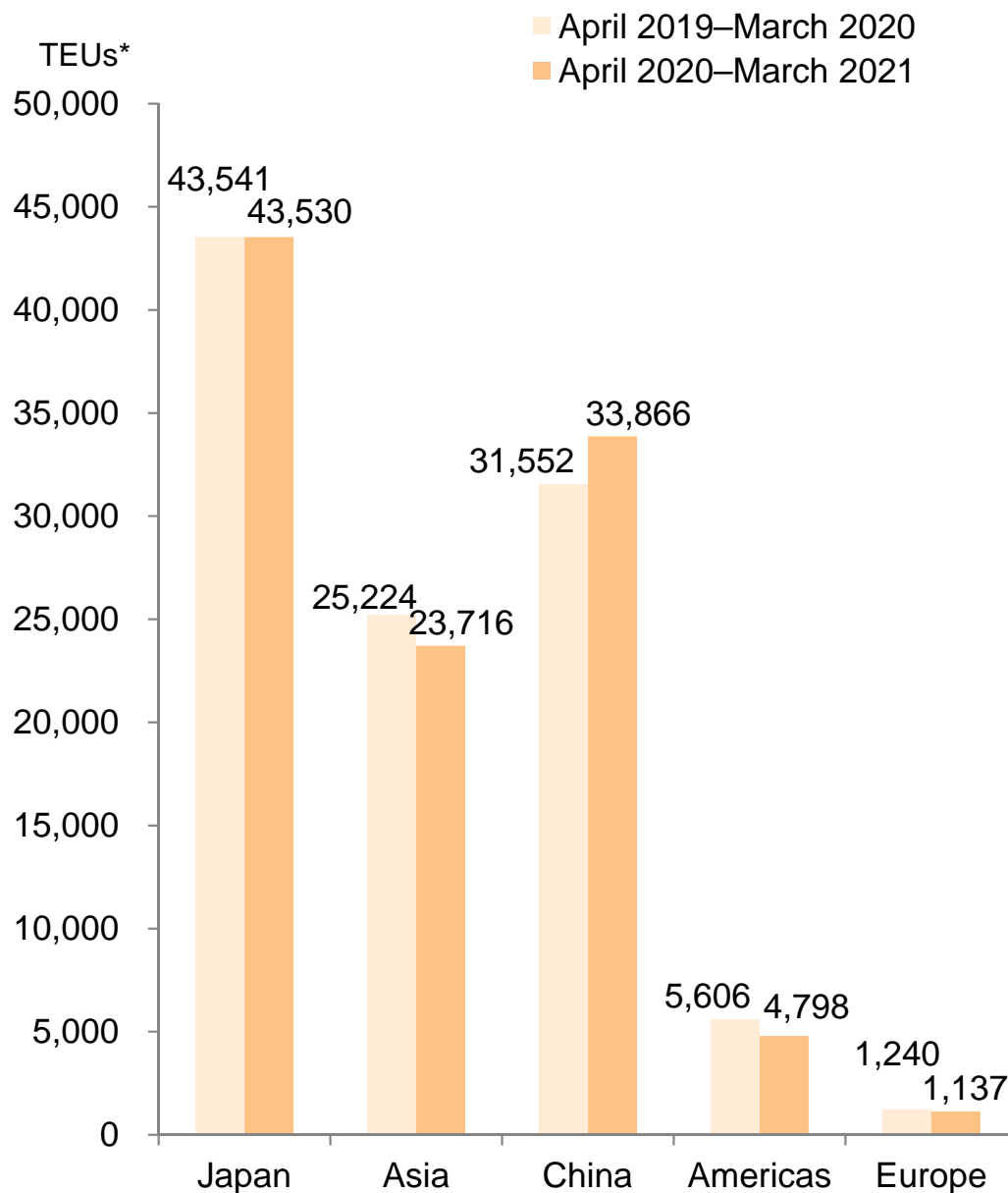
\*Market share figures are company estimates.

# Consolidated Air Cargo to Japan: Import Handling Volume (Five-Year Comparison)

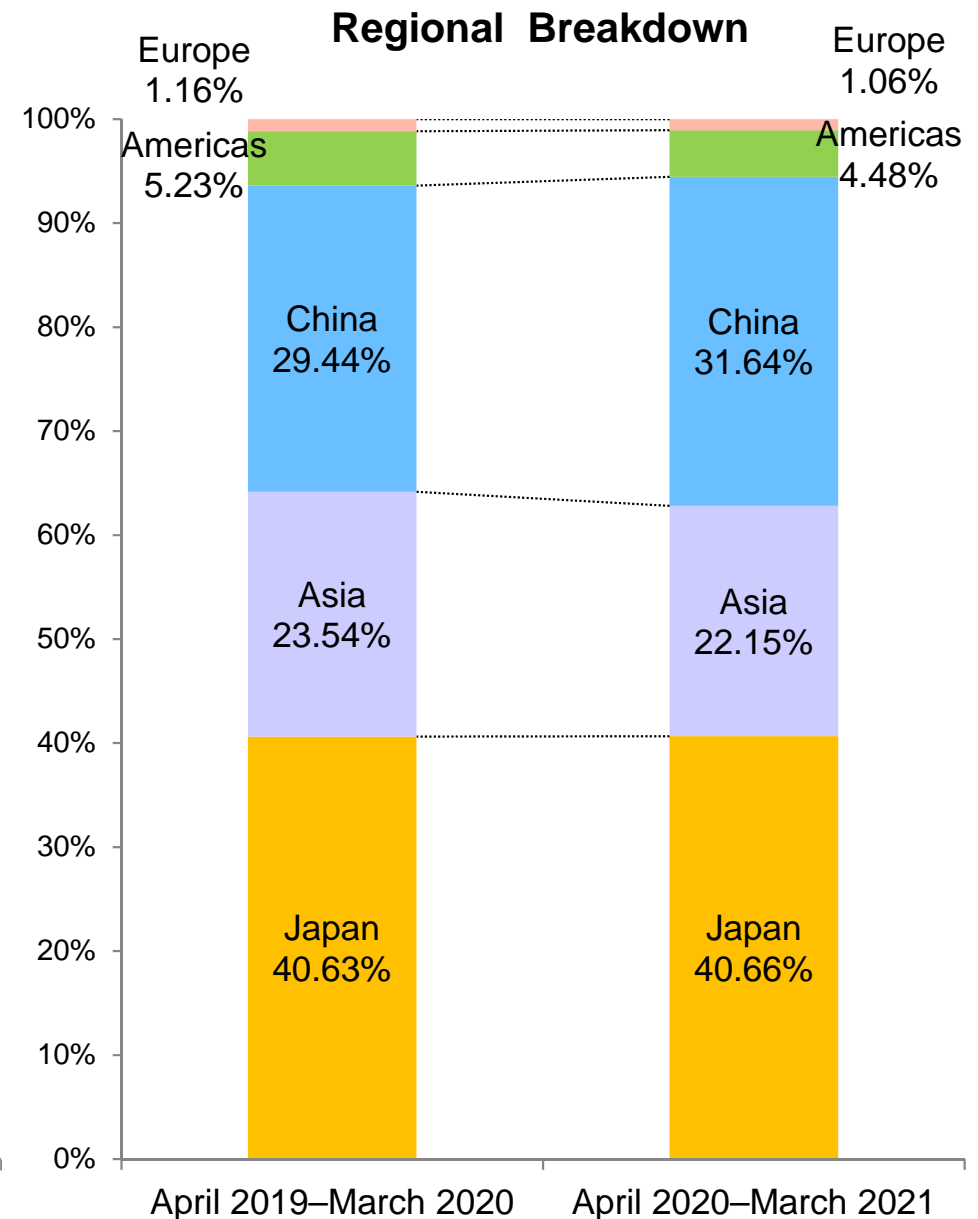


\*Market share figures are company estimates.

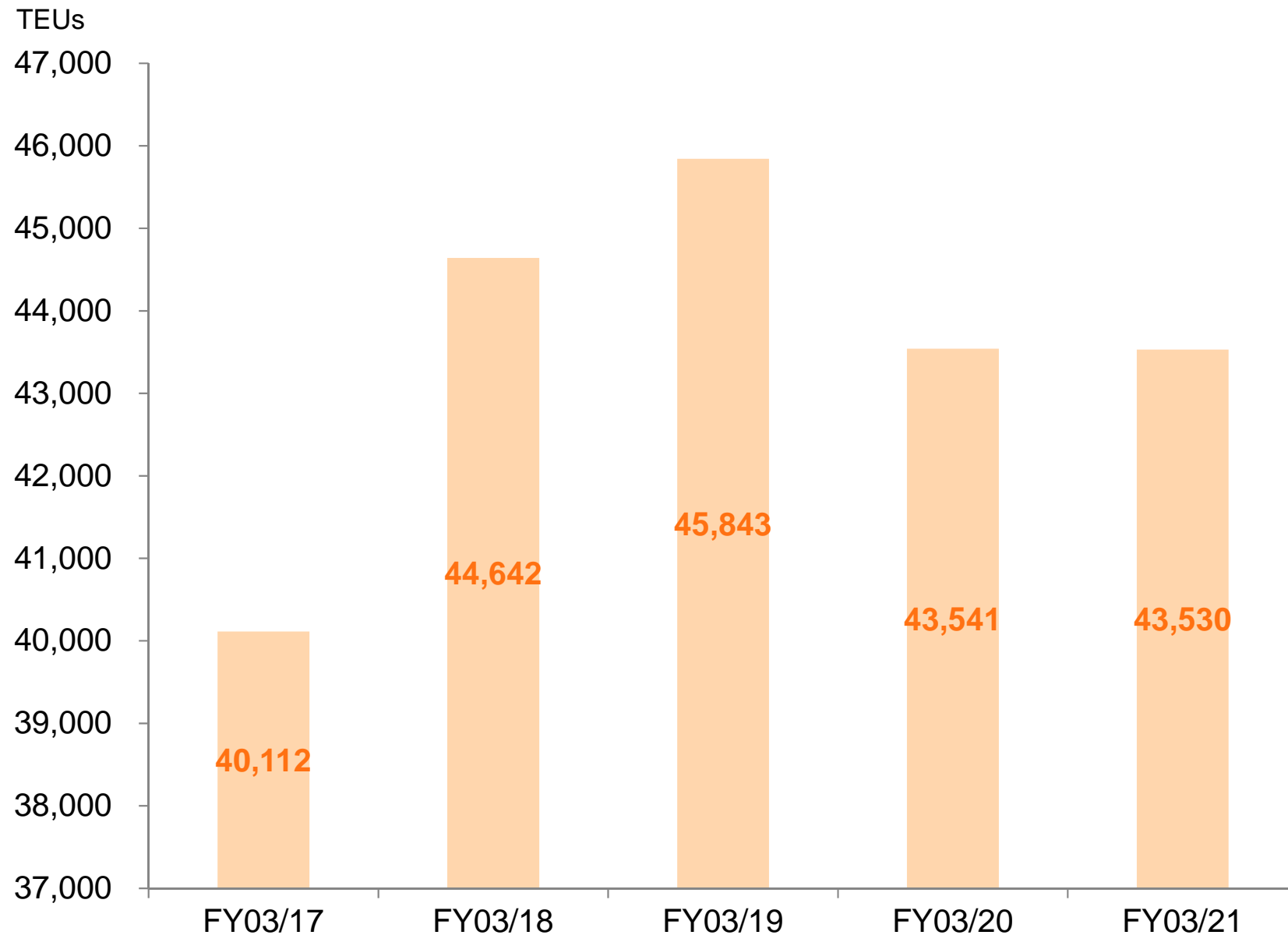
# NVOCC (FCL) Cargo: Export Handling Volume by Region



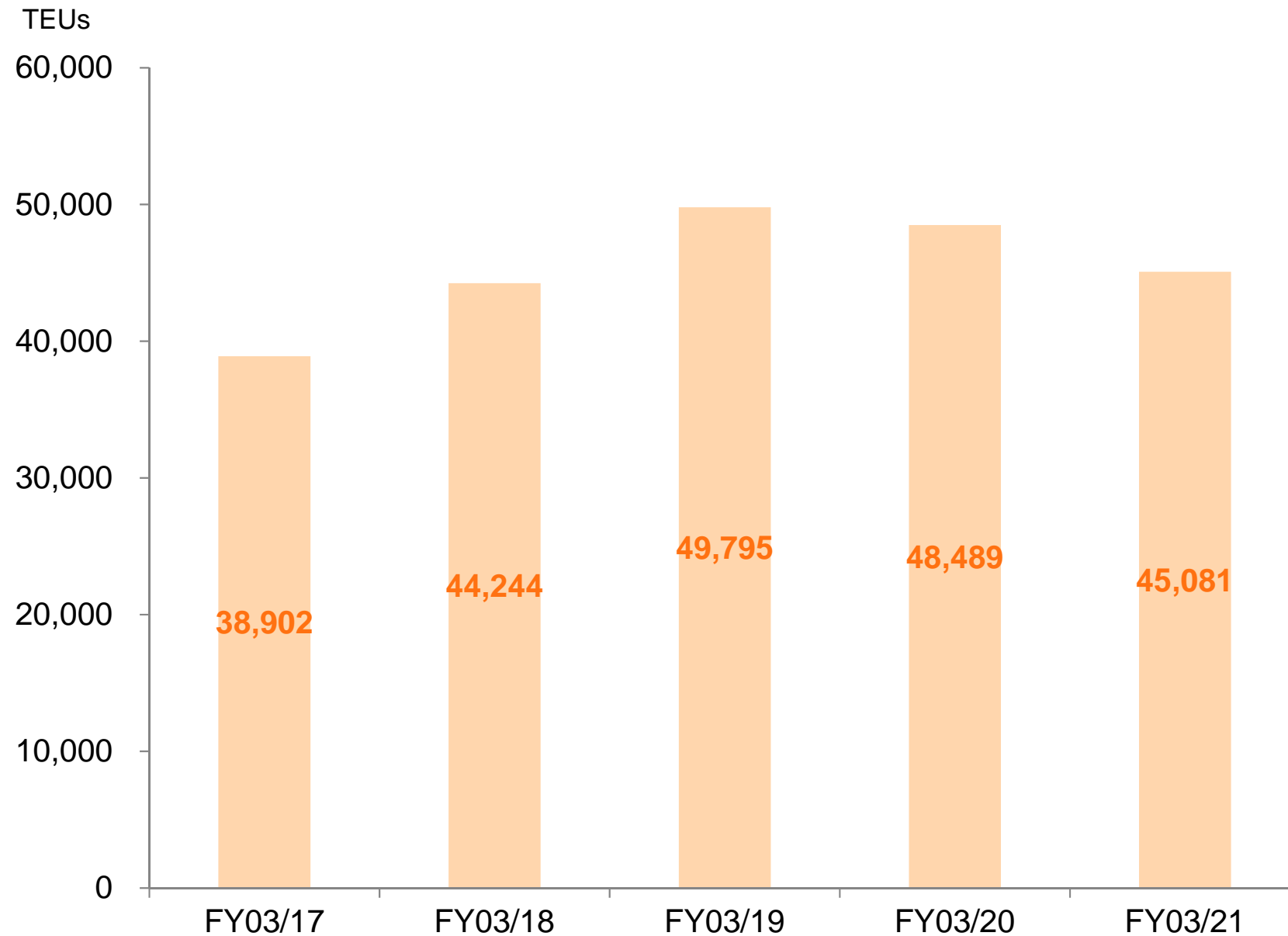
\*TEU: Twenty-foot equivalent unit



# NVOCC (FCL) Cargo from Japan: Export Handling Volume (Five-Year Comparison)



# NVOCC (FCL) Cargo to Japan: Import Handling Volume (Five-Year Comparison)



# Air and Ocean Cargo Volumes

## Air Export Volume (Tons)

	Japan	Asia	China	Americas	Europe
1H FY03/20	16,915	4,665	10,441	4,311	1,389
2H FY03/20	16,806	5,335	9,447	2,818	1,519
1H FY03/21	11,935	4,140	8,440	3,433	367
2H FY03/21	19,105	5,740	8,504	2,864	742

## Air Import Volume (Transactions)

	Japan	Asia	China	Americas	Europe
1H FY03/20	31,144	21,396	17,654	6,268	3,999
2H FY03/20	29,157	20,842	17,934	6,547	3,599
1H FY03/21	23,575	14,007	16,154	3,564	2,137
2H FY03/21	26,450	19,642	18,221	5,611	3,529

## Ocean Export Volume (TEUs)

	Japan	Asia	China	Americas	Europe
1H FY03/20	21,697	13,475	16,317	2,662	572
2H FY03/20	21,844	11,749	15,235	2,944	668
1H FY03/21	20,057	9,781	16,911	2,394	509
2H FY03/21	23,473	13,935	16,955	2,404	628

## Ocean Import Volume (TEUs)

	Japan	Asia	China	Americas	Europe
1H FY03/20	24,627	10,989	5,807	9,983	2,680
2H FY03/20	23,862	9,092	6,102	9,244	2,113
1H FY03/21	22,143	6,666	6,067	7,935	2,244
2H FY03/21	22,938	8,710	7,032	9,854	3,132

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