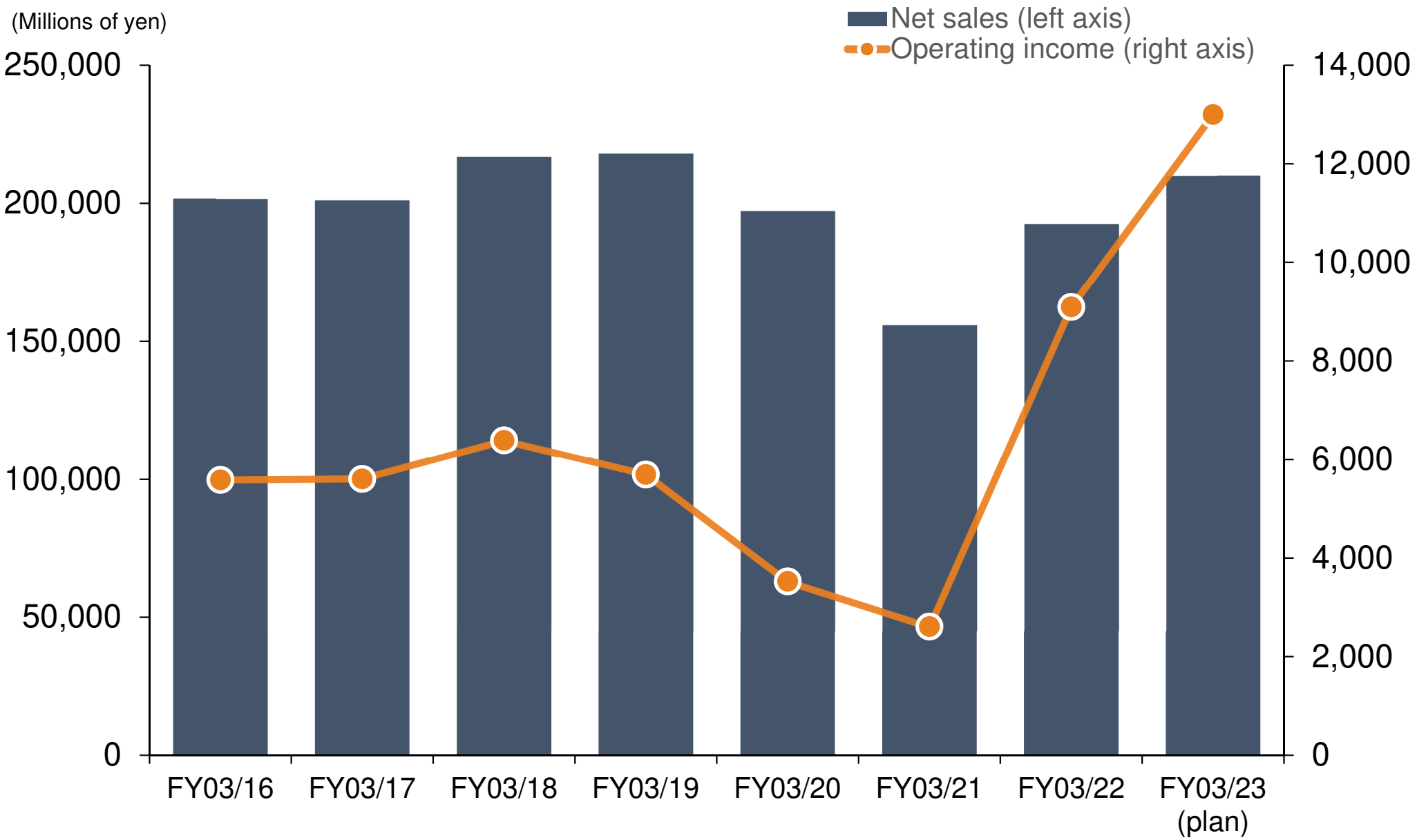
Reference Materials

I. Financial Data

Consolidated Results



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Logistics Business: Sales Breakdown by Region

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Logistics Categories

	Air	Ocean	Warehousing and others	Total
Japan (non-consolidated)	19%	41%	40%	100%
Asia	33%	37%	30%	100%
China	40%	29%	31%	100%
Americas	30%	31%	39%	100%
Europe	21%	34%	45%	100%

Note: Figures are internal estimates as of September 2022.

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Consolidated Quarterly Results

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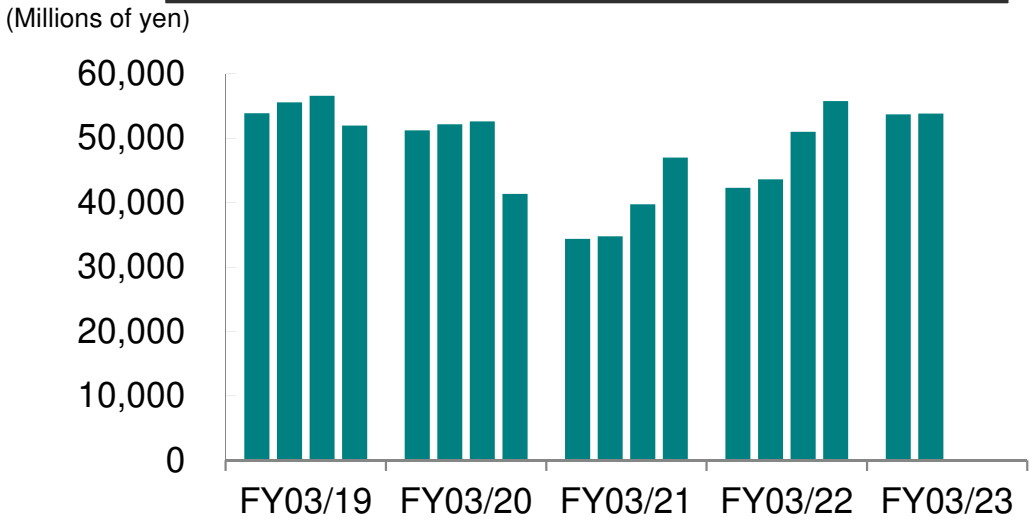
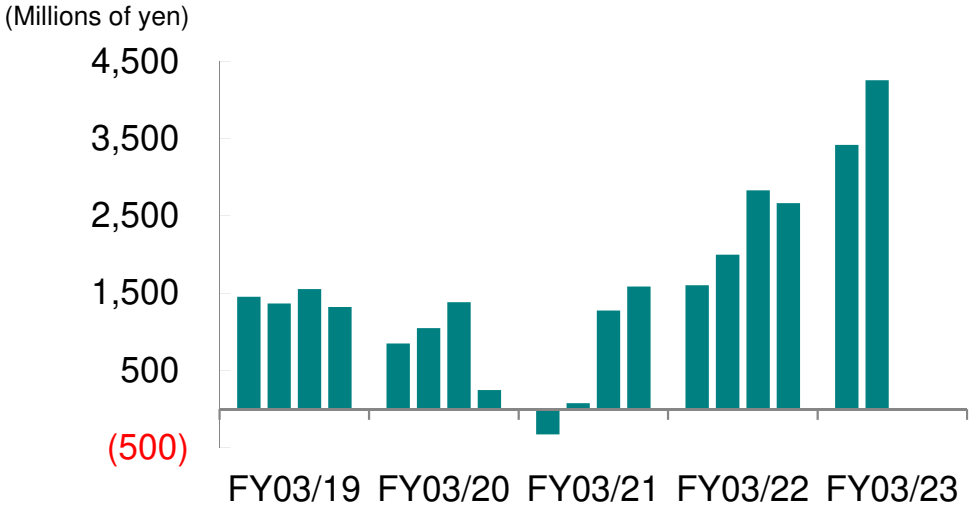
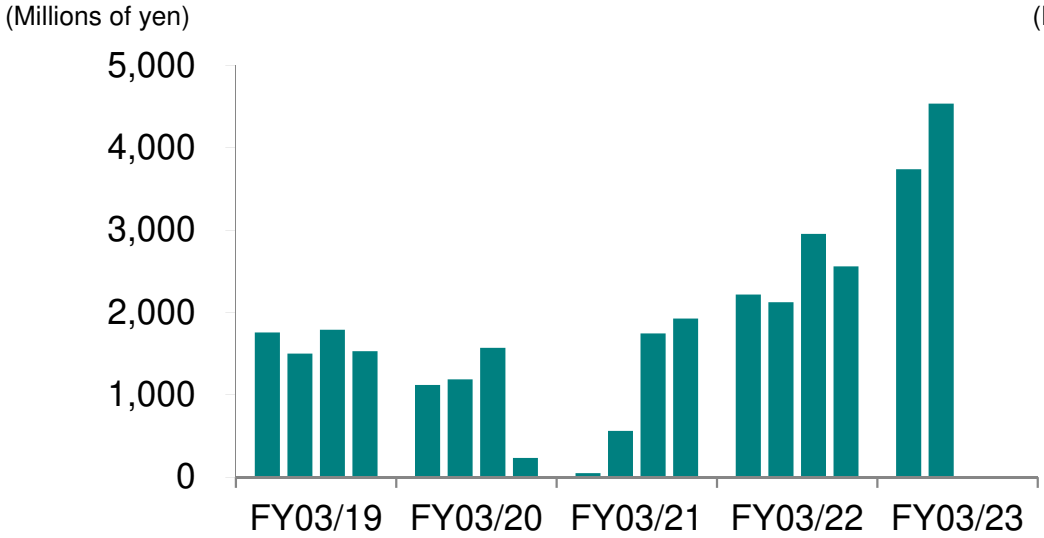
Net sales



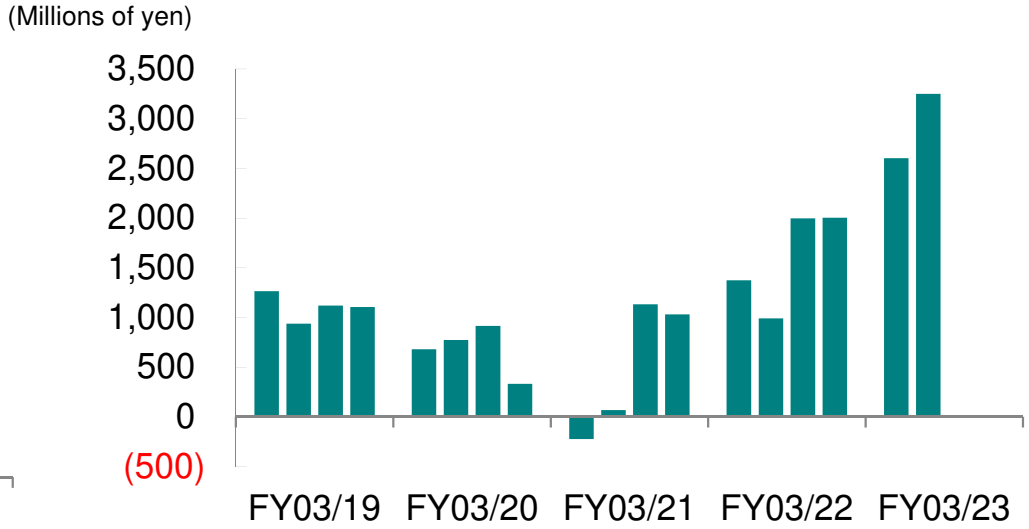
Operating income



Ordinary income



Profit attributable to owners of parent



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Consolidated Balance Sheet: Five-Year Comparison

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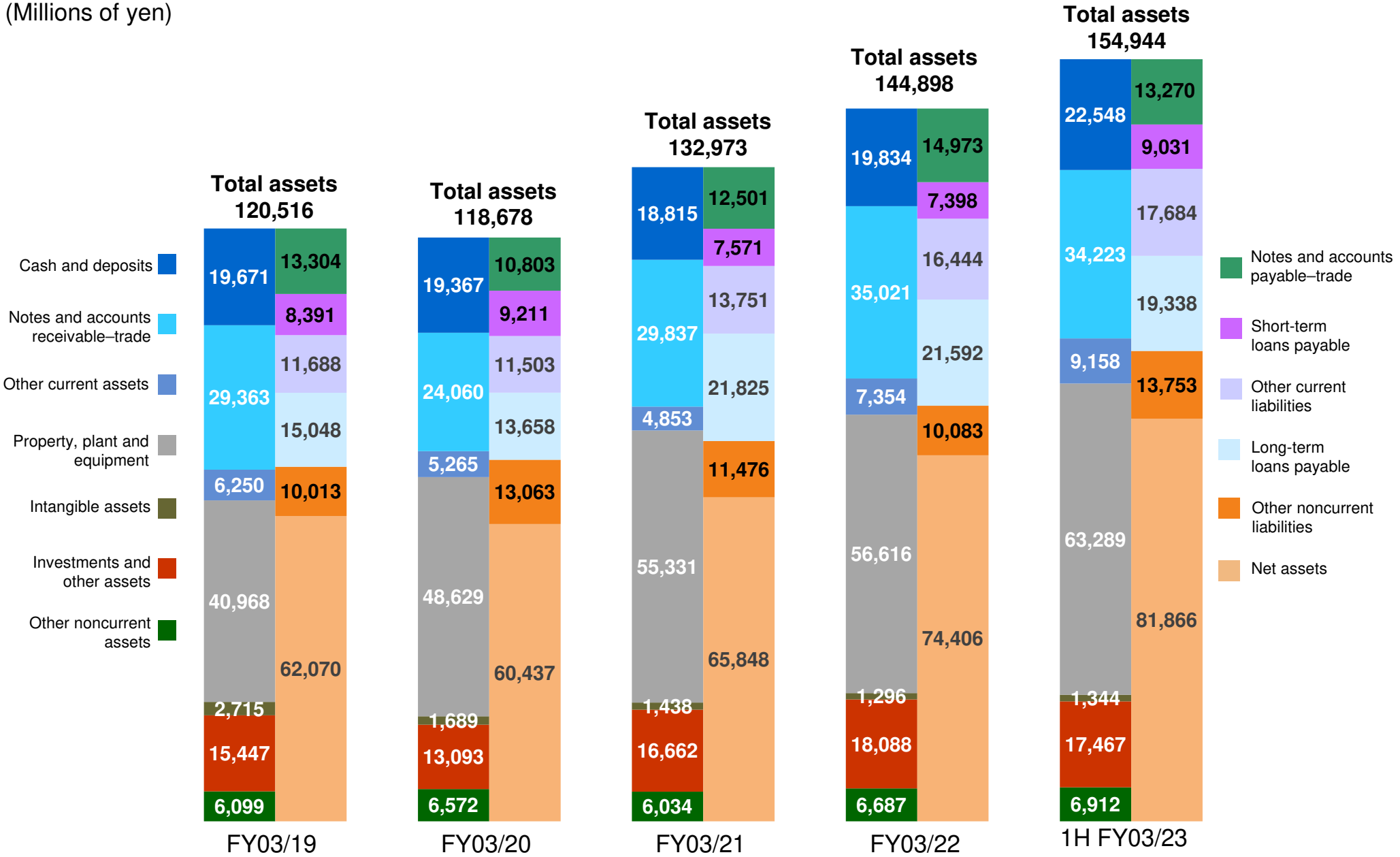
(Millions of yen)



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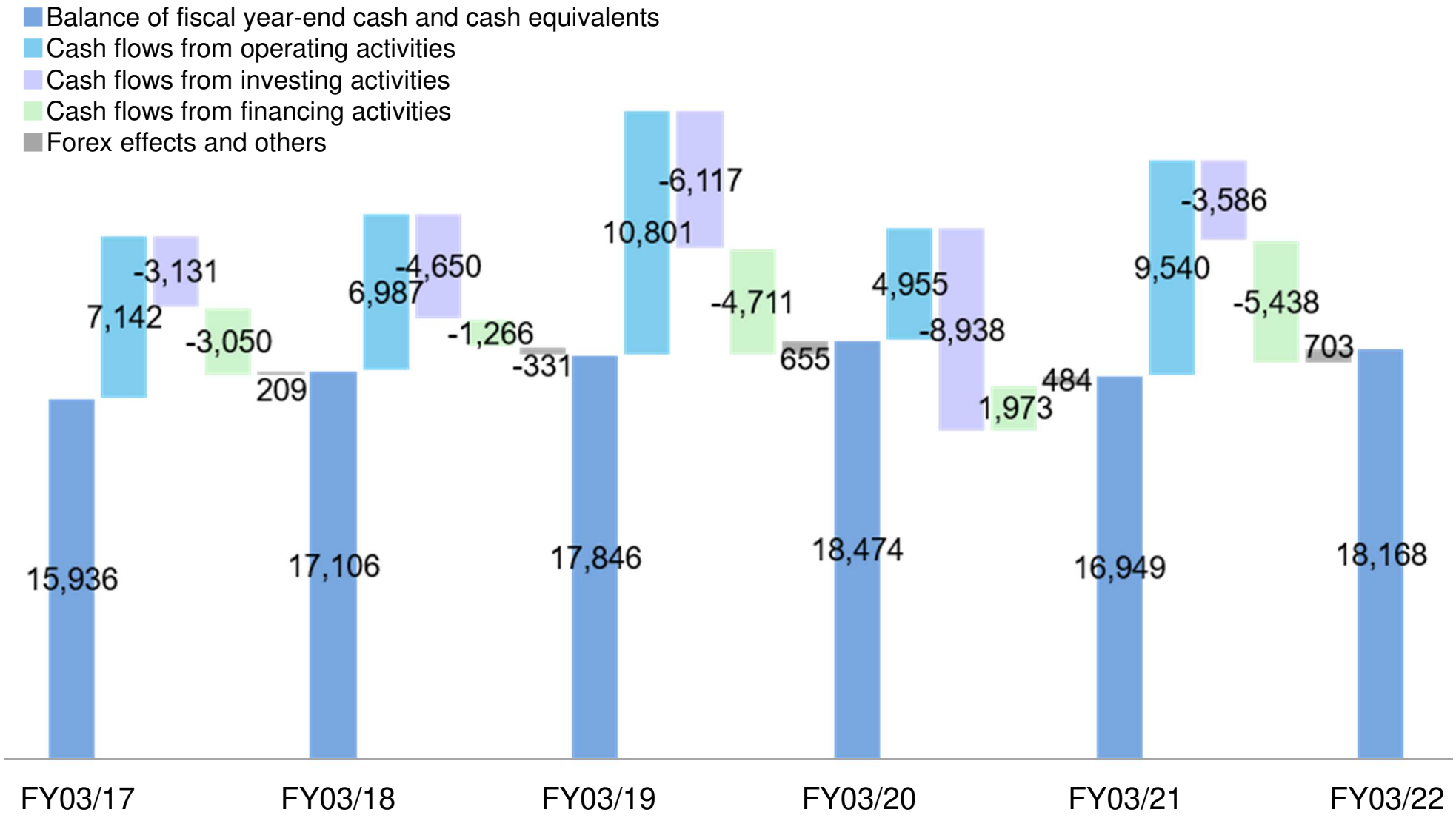
Consolidated Cash Flows: Five-Year Comparison

(Millions of yen)



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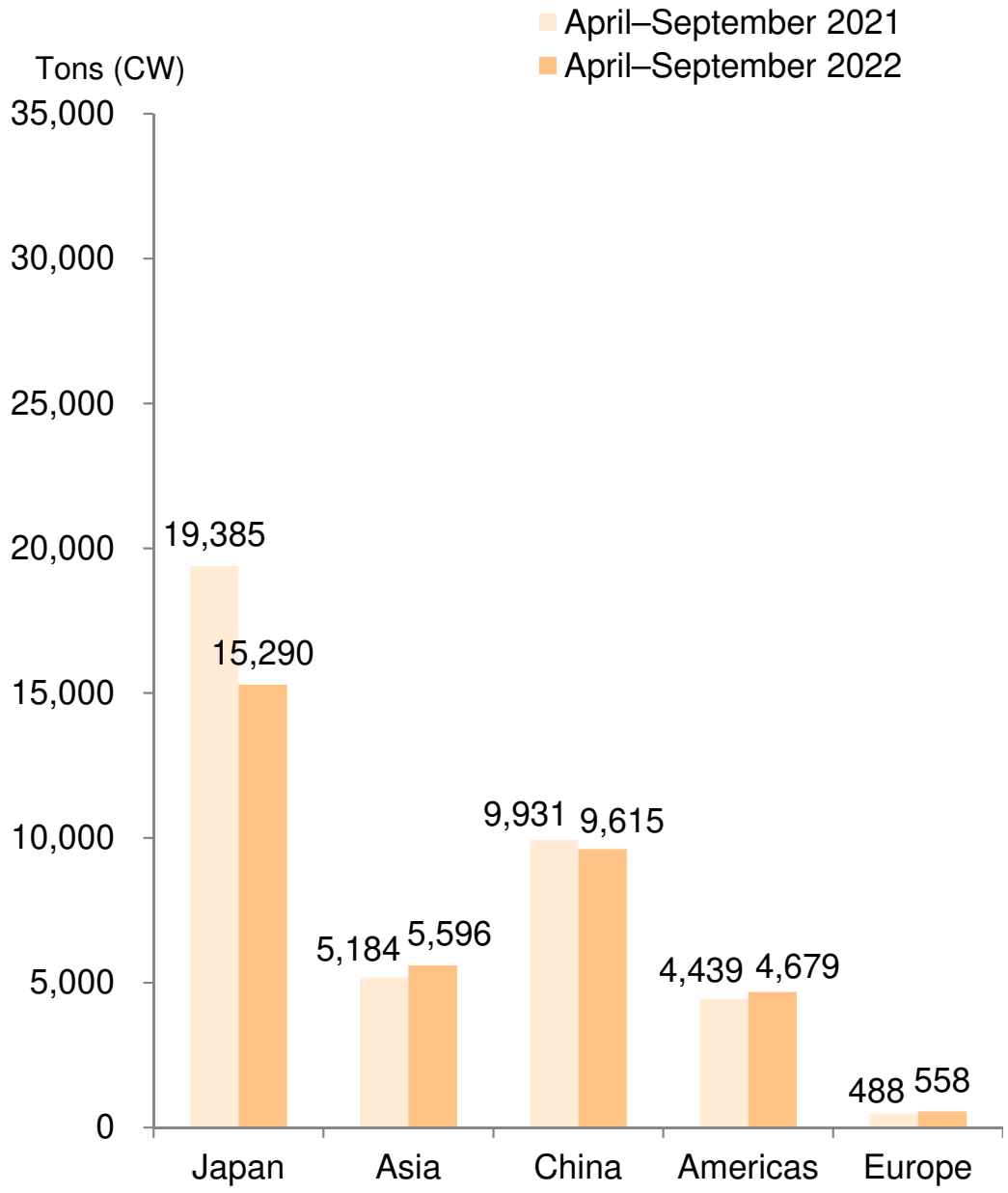
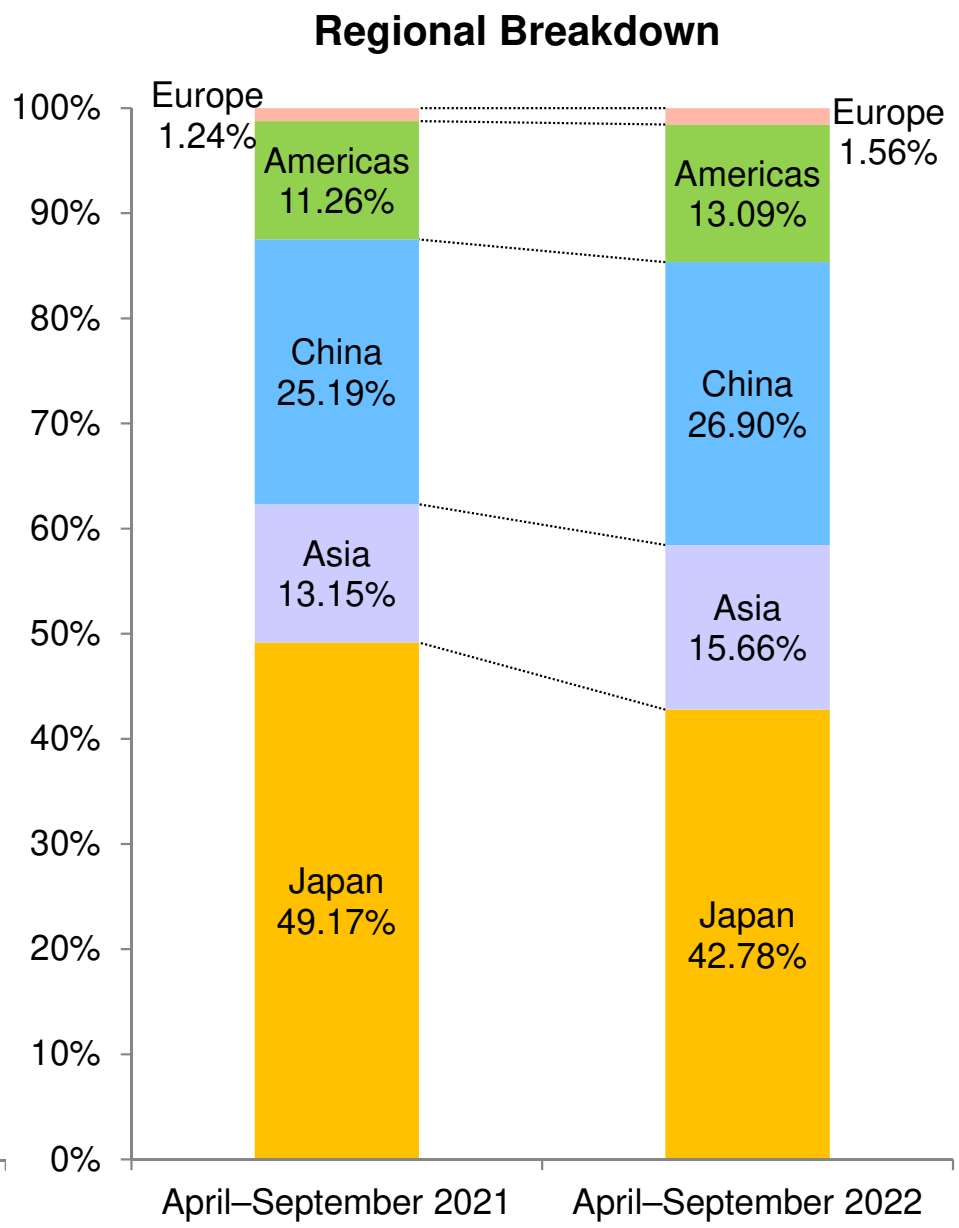
II. Cargo Volume

Air Cargo: Export Handling Volume by Region





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

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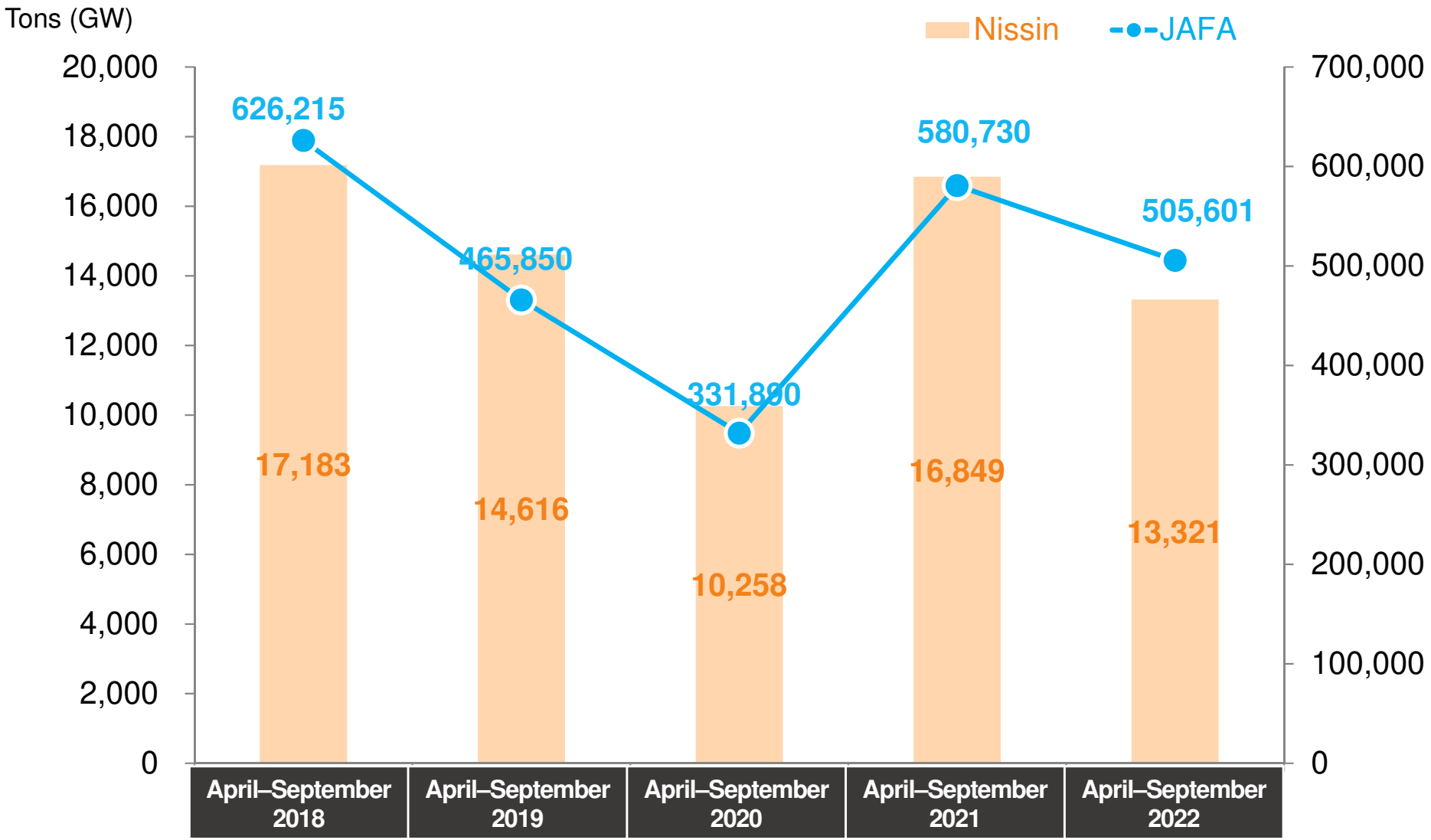

	April–September 2018	April–September 2019	April–September 2020	April–September 2021	April–September 2022
Our share in the cargo from Japan market (export)*	2.74%	3.14%	3.09%	2.90%	2.63%

*Market share figures are company estimates.

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

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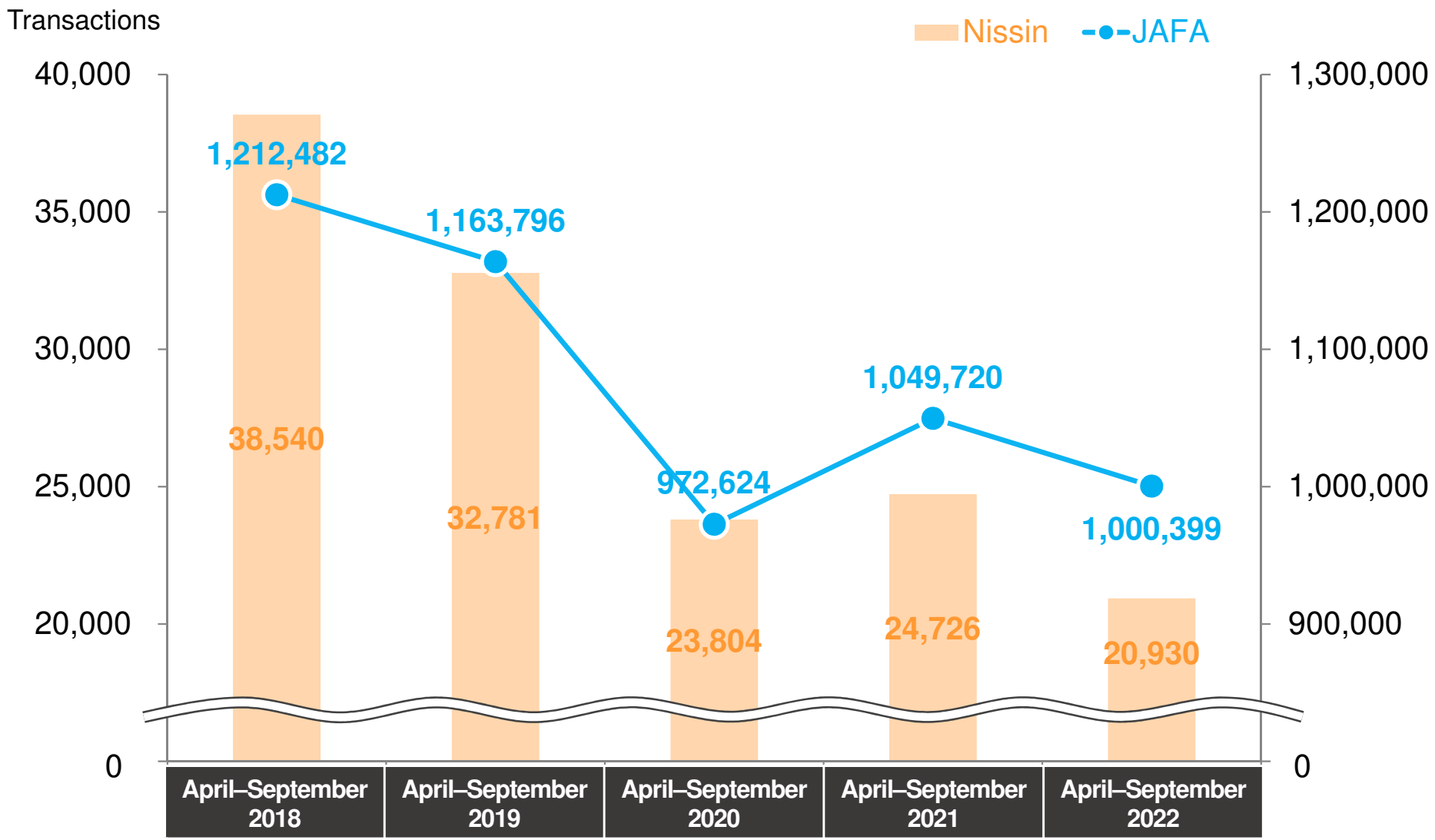

	April–September 2018	April–September 2019	April–September 2020	April–September 2021	April–September 2022
Our share in the cargo to Japan market (import)*	3.18%	2.82%	2.45%	2.36%	2.09%

*Market share figures are company estimates.

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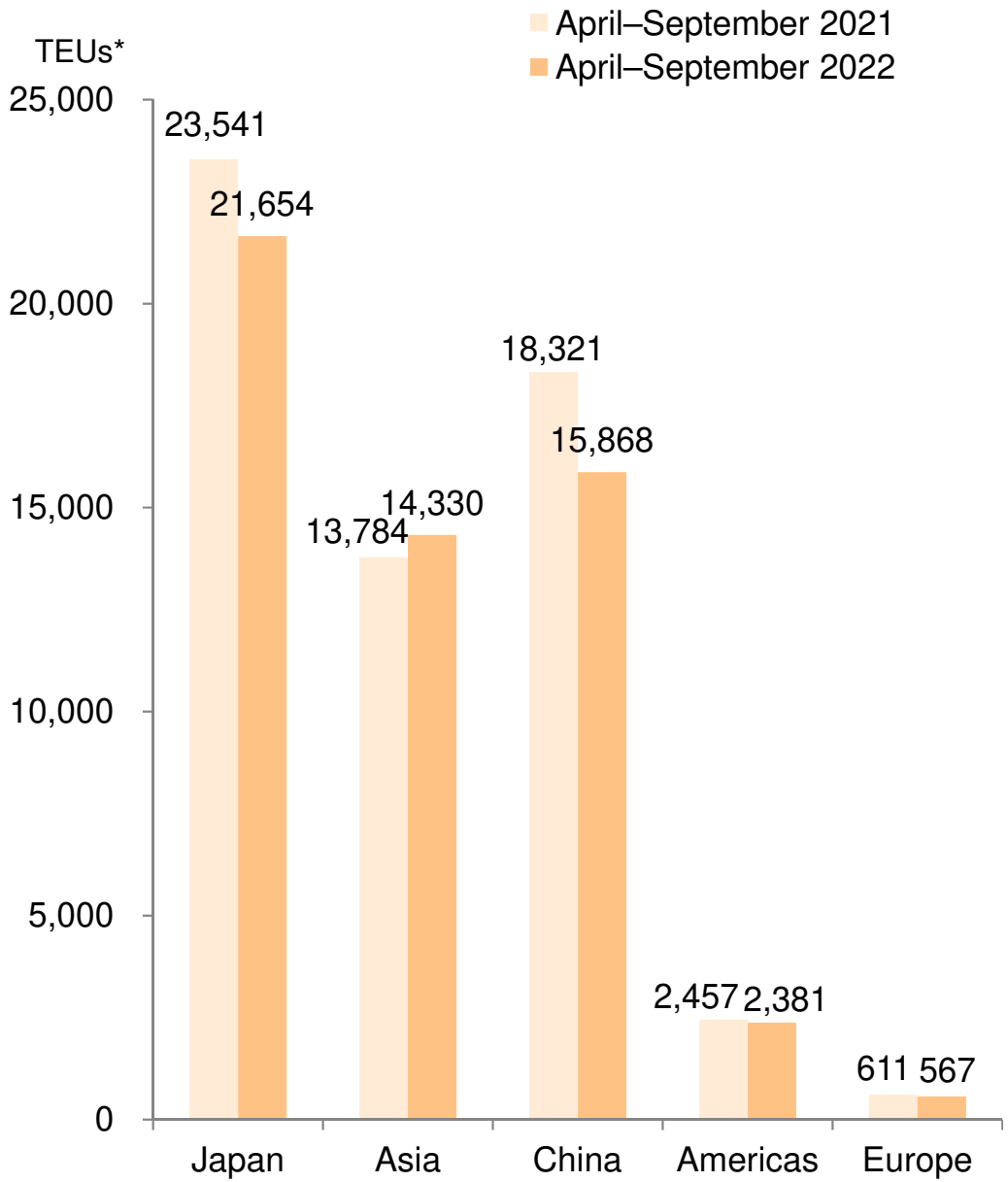
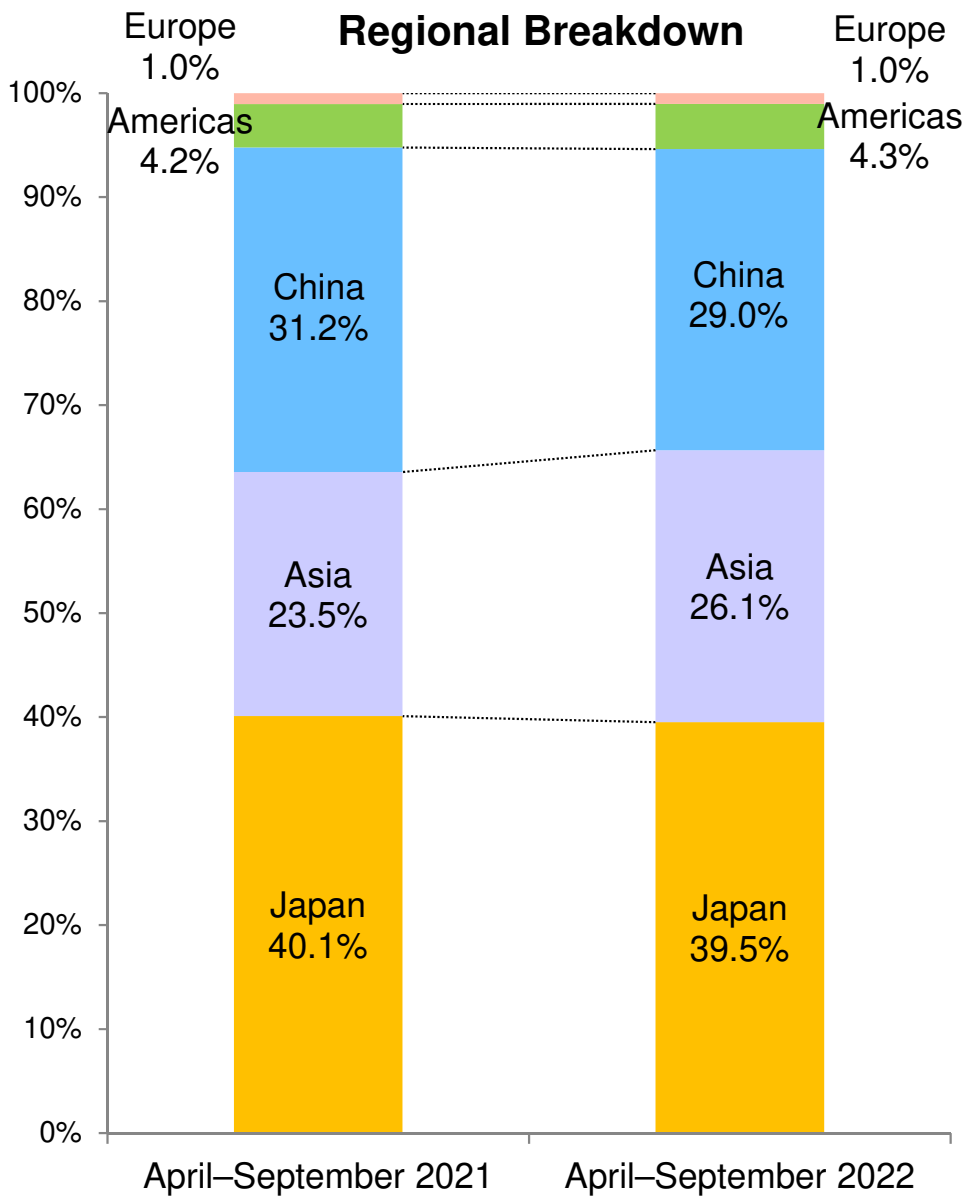
NVOCC (FCL) Cargo: Export Handling Volume by Region





*TEU: Twenty-foot equivalent unit

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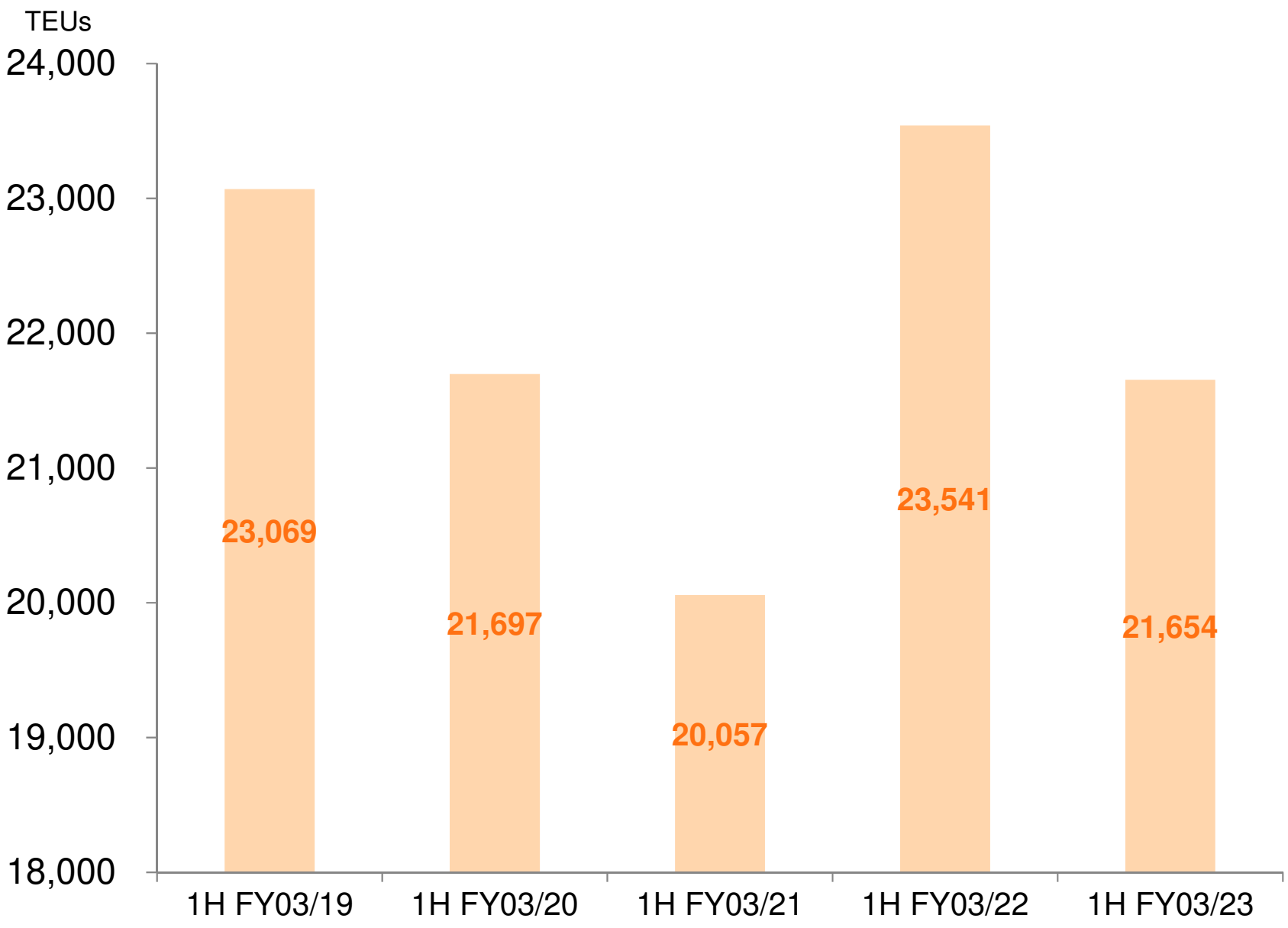
NVOCC (FCL) Cargo from Japan: Export Handling Volume (Five-Year Comparison)



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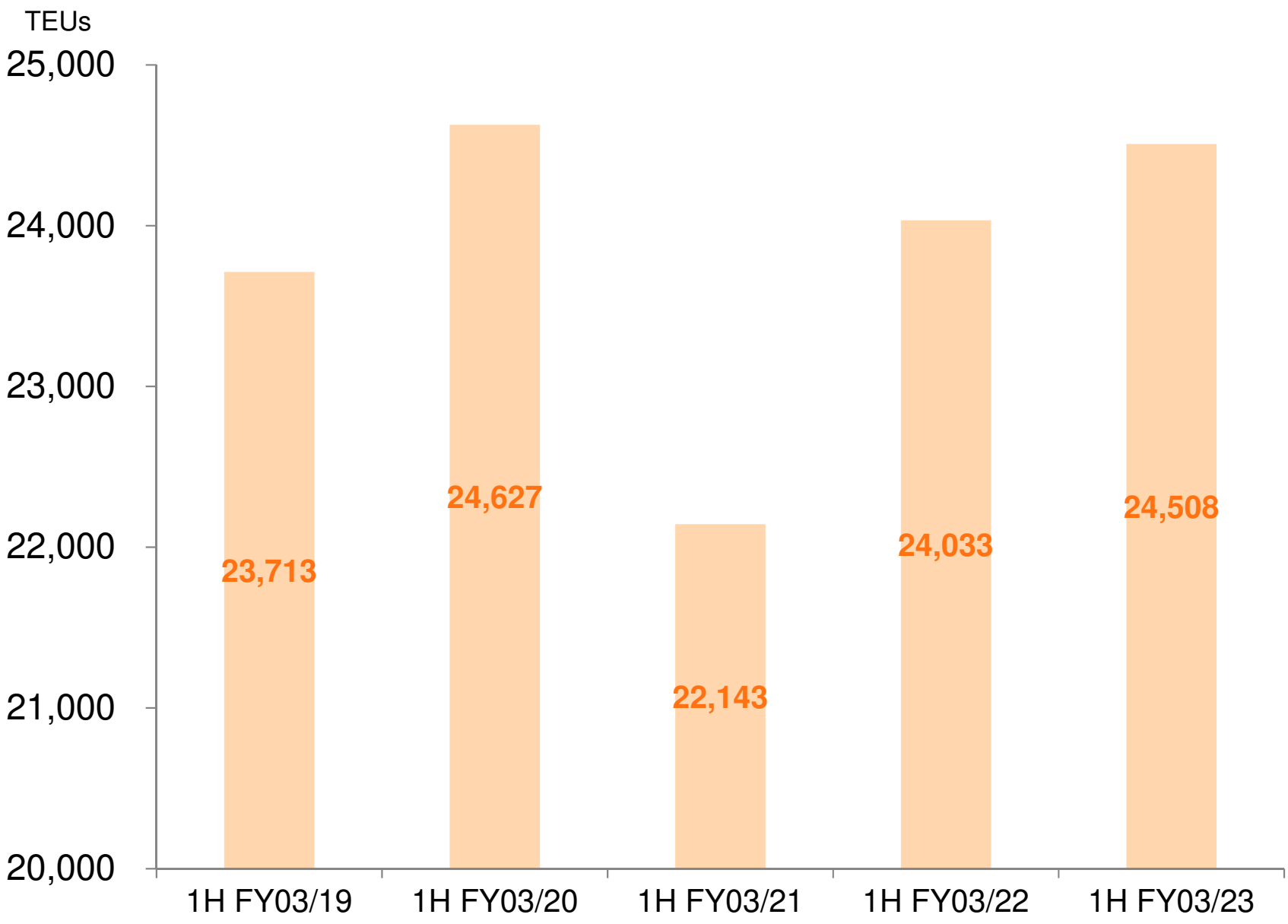
NVOCC (FCL) Cargo to Japan: Import Handling Volume (Five-Year Comparison)



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Air and Ocean Cargo Volumes

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Air Export Volume (Tons)

	Japan	Asia	China	Americas	Europe
1H FY03/21	11,935	4,140	8,440	3,433	367
2H FY03/21	19,105	5,740	8,504	2,864	742
1H FY03/22	19,385	5,184	9,931	4,439	488
2H FY03/22	19,298	5,459	10,749	5,986	813
1H FY03/23	15,290	5,596	9,615	4,679	558

Air Import Volume (Transactions)

	Japan	Asia	China	Americas	Europe
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
1H FY03/22	24,621	18,396	17,269	6,046	3,552
2H FY03/22	23,552	17,414	15,436	5,968	3,271
1H FY03/23	20,930	17,156	16,485	5,544	2,703

Ocean Export Volume (TEUs)

	Japan	Asia	China	Americas	Europe
1H FY03/21	20,057	9,781	16,911	2,394	509
2H FY03/21	23,473	13,935	16,955	2,404	628
1H FY03/22	23,541	13,784	18,321	2,457	611
2H FY03/22	23,225	14,321	16,127	2,305	621
1H FY03/23	21,654	14,330	15,868	2,381	567

Ocean Import Volume (TEUs)

	Japan	Asia	China	Americas	Europe
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
1H FY03/22	24,033	8,439	10,852	8,104	3,157
2H FY03/22	23,471	9,569	8,966	7,756	3,860
1H FY03/23	24,508	9,942	7,908	8,930	3,287

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