

Supplemental Documents

2. Summary

The information presented in this document provides data trends for each category. However, the data used is pre-close data and may differ from figures presented in our financial reports.

Please be aware that this document has been produced to provide a better understanding of current business conditions.

Supplemental Documents 2-1. Financial Results for Q2, Fiscal Year Ending December 31, 2021 (Summary)

Appendix 2-1. Financial Results for Q2, Fiscal Year Ending December 31, 2021 (Summary)

Change in Fiscal Year End

As a result of the change in fiscal year-end, we will disclose our consolidated statements of income on a financial reporting basis (summary) and on a supplementary converted 12-month basis.

■ Financial Reporting (Summary)

Domestic Business: FY2020 Apr-Mar (12 months), FYE December 2021 Apr-Dec (9 months), FY2022 Jan-Dec (12 months)

Overseas Business: FY2020 Jan-Dec (12 months), FYE December 2021 Apr-Dec (9 months), FY2022 Jan-Dec (12 months)

*The period from January through March, 2021, for overseas subsidiaries will be included as retained earnings in the consolidated statement of changes in shareholders' equity.

	2020				2021				2022				
	Jan-Mar	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	Apr-Jun	Jul-Sep	Oct-Dec	
Domestic Business		FY2020				FYE December 2021				FY2022			
Overseas Business					*								

■ Financial Results for Q2, FYE December 2021

*Results for Q2, FY2020 and Q2, FYE December 2021 are as follows.

Domestic Business: FY2020 Apr-Sep (6 months), FYE December 2021 Apr-Sep (6 months)

Overseas Business: FY2020 Jan-Jun (6 months), FYE December 2021 Apr-Sep (6 months)

Appendix 2-1. Financial Results for Q2, Fiscal Year Ending December 31, 2021 (Summary)

Summary

A Financial Highlights for Q2, FYE December 2021

Overview (Consolidated)

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

Item	FYE December 2021 Q2, Results	FY2020 Q2, Results	Difference YoY	Difference YoY (%)	1H Forecast (Previously announced)	Difference	Progress (%)
Revenues	11,042	9,644	—	—	10,900	142	101.3
Operating income	363	208	—	—	360	3	100.8
Ordinary income	406	240	—	—	380	26	107.0
Profit attributable to owners of parent	306	230	—	—	250	56	122.5

2. Key Consolidated Business Indicators (YoY Results)

Item	FYE December 2021 Q2, Results	FY2020 Q2, Results	Item	Forecast (Reference)	FY2020 Results
Operating income margin	3.3%	2.2%	ROA	2.8%	3.6%
Ordinary income margin	3.7%	2.5%	ROE	7.5%	10.0%

(Note) Profit is our full-year forecast, while equity and total assets are calculated using the average of year-end balances in the prior consolidated fiscal year and balances as of the end of the current consolidated period.

Appendix 2-1. Financial Results for Q2, Fiscal Year Ending December 31, 2021 (Summary)

Summary

B Japan and Overseas Results (not including adjustments)

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

Segment	Item	FYE December 2021 Q2, Results	FY2020 Q2, Results	Difference YoY	Difference YoY (%)
Japan Total	Revenues	8,715	8,280	—	—
	Segment Income	277	210	—	—
Overseas Total	Revenues	3,165	1,980	—	—
	Segment Income	149	64	—	—

Overseas sales ratio

28.7%

Appendix 2-1. Financial Results for Q2, Fiscal Year Ending December 31, 2021 (Summary)

C Results by Reportable Segment

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

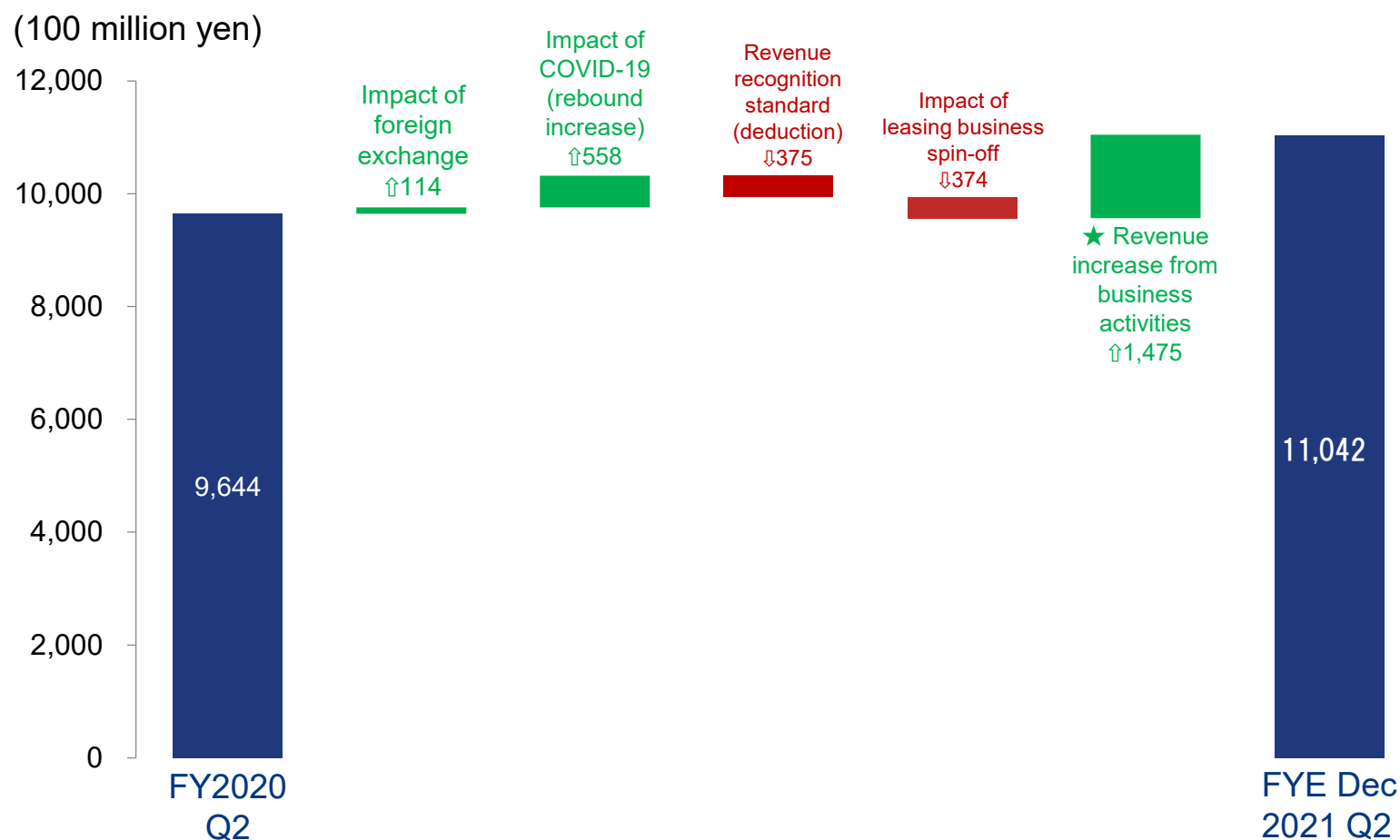
Segment	Item	FYE December 2021 Q2, Results	FY2020 Q2, Results	Difference YoY	Difference YoY (%)	1H Forecast (Previously announced)	Difference	Progress (%)
Japan	Revenues	6,506	5,610	—	—	6,411	95	101.5
	Segment Income	205	138	—	—	221	(15)	92.9
The Americas	Revenues	552	373	—	—	557	(4)	99.2
	Segment Income	34	(0)	—	—	32	2	107.6
Europe	Revenues	793	522	—	—	696	97	114.0
	Segment Income	32	4	—	—	28	4	114.6
East Asia	Revenues	1,004	592	—	—	895	109	112.3
	Segment Income	22	28	—	—	30	(7)	76.5
South Asia & Oceania	Revenues	815	492	—	—	748	67	109.0
	Segment Income	59	31	—	—	56	3	107.1
Security Transportation	Revenues	342	343	—	—	343	(0)	99.8
	Segment Income	1	(9)	—	—	6	(4)	21.2
Heavy Haulage & Construction	Revenues	238	250	—	—	254	(15)	93.8
	Segment Income	30	28	—	—	28	2	109.8
Logistics Support	Revenues	1,628	2,076	—	—	1,650	(21)	98.7
	Segment Income	40	53	—	—	36	4	112.0

Appendix 2-1. Financial Results for Q2, Fiscal Year Ending December 31, 2021 (Summary)

Summary

D Breakdown of Revenues and Operating Income

1. Revenues

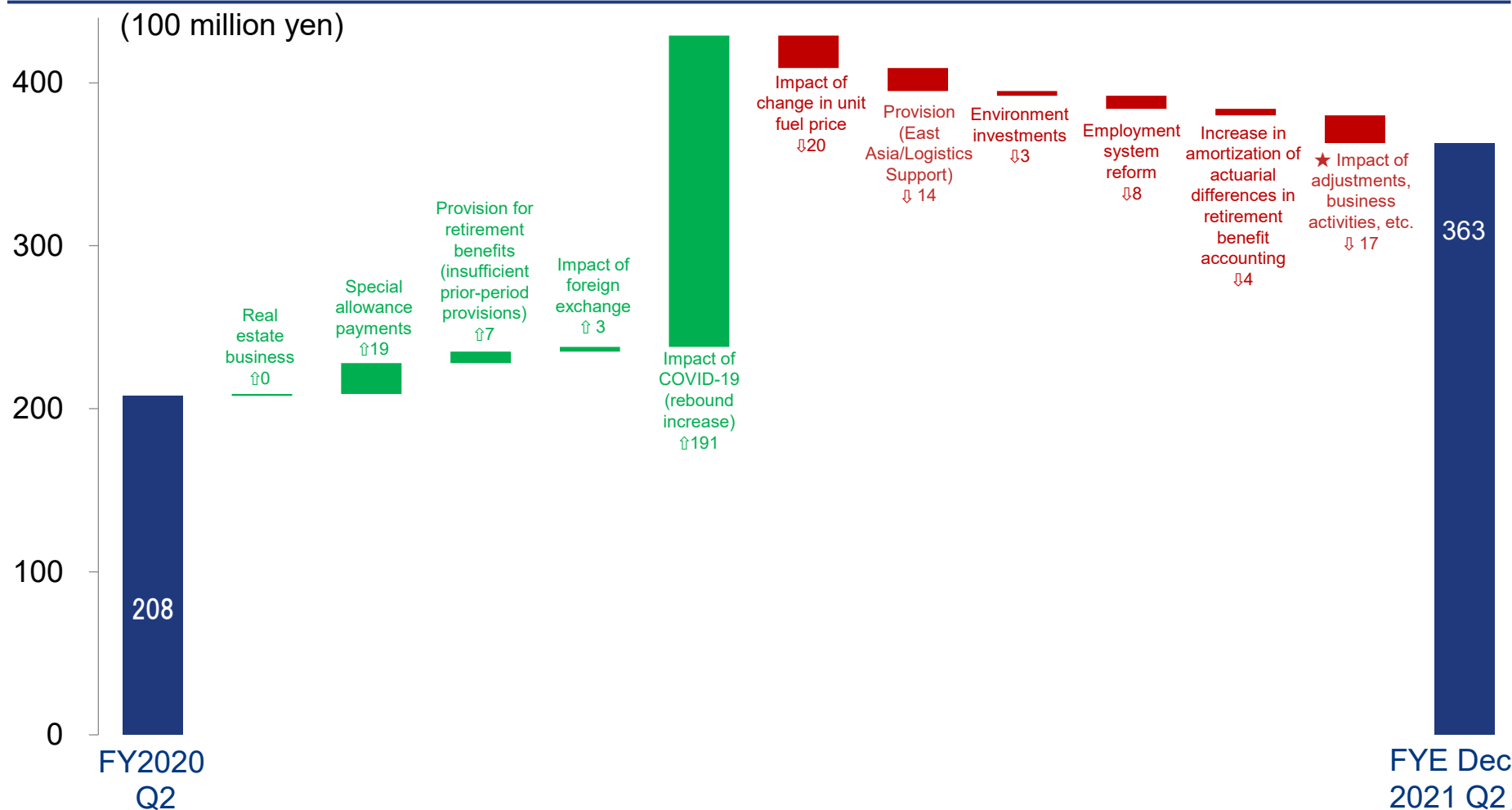


Appendix 2-1. Financial Results for Q2, Fiscal Year Ending December 31, 2021 (Summary)

Summary

D Breakdown of Revenues and Operating Income

2. Operating income



Supplemental Documents 2-2. Financial Results for Fiscal Year Ending December 31, 2021 (Summary)

Appendix 2-2. Summary

Summary

Overview (Consolidated)

A Forecast for the FYE December 2021

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

Item	Full-Year Forecast (Japan and overseas: Apr-Dec 2021) *Financial reporting basis	Previous Forecast (Announced August 13, 2021)	Difference	FY2020 Results	Difference
Revenues	16,800	16,500	300	20,791	—
Operating income	570	560	10	781	—
Operating income margin	3.4	3.4	—	3.8	—
Ordinary income	590	580	10	812	—
Profit attributable to owners of parent	450	390	60	561	—
Overseas sales	4,812	4,255	557	4,537	—

Appendix 2-2. Summary

Summary

B Japan and Overseas Results Forecast (not including adjustments)

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

Segment	Item	Full-Year Forecast	FY2020 Results	Difference YoY	Difference YoY (%)
Japan Total	Revenues	13,189	17,757	—	—
	Segment Income	453	699	—	—
Overseas Total	Revenues	4,812	4,537	—	—
	Segment Income	224	222	—	—

Overseas sales ratio
(Ratio of overseas revenues to consolidated revenues)

28.6 % (Interim Target: 23.1%)

Appendix 2-2. Summary

Summary

C Forecasts by Reportable Segment

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

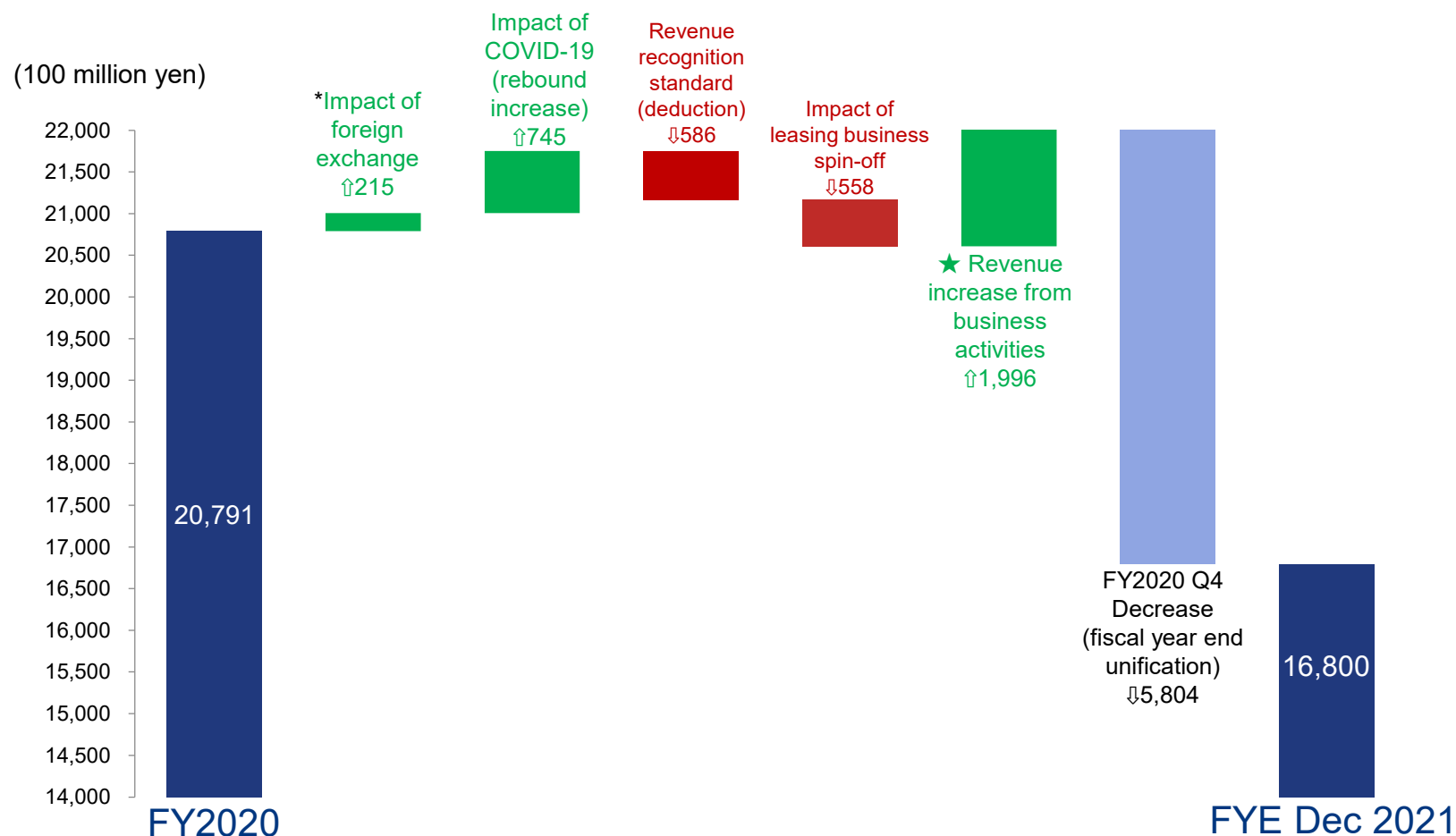
Segment	Item	Full-Year Forecast	FYE December 2021 1H Results	FYE December 2021 2H Forecast	FY2020 Results	Difference YoY	Difference YoY (%)
Japan	Revenues	9,720	6,506	3,213	12,128	—	—
	Segment Income	347	205	141	519	—	—
The Americas	Revenues	866	552	313	781	—	—
	Segment Income	55	34	20	4	—	—
Europe	Revenues	1,134	793	340	1,171	—	—
	Segment Income	44	32	11	34	—	—
East Asia	Revenues	1,582	1,004	577	1,436	—	—
	Segment Income	39	22	16	84	—	—
South Asia & Oceania	Revenues	1,230	815	414	1,147	—	—
	Segment Income	86	59	26	98	—	—
Security Transportation	Revenues	515	342	172	692	—	—
	Segment Income	4	1	2	(9)	—	—
Heavy Haulage & Construction	Revenues	350	238	111	458	—	—
	Segment Income	43	30	12	52	—	—
Logistics Support	Revenues	2,604	1,628	975	4,478	—	—
	Segment Income	59	40	18	136	—	—

Appendix 2-2. Summary

Summary

D Breakdown of Revenues and Operating Income

1) Revenues



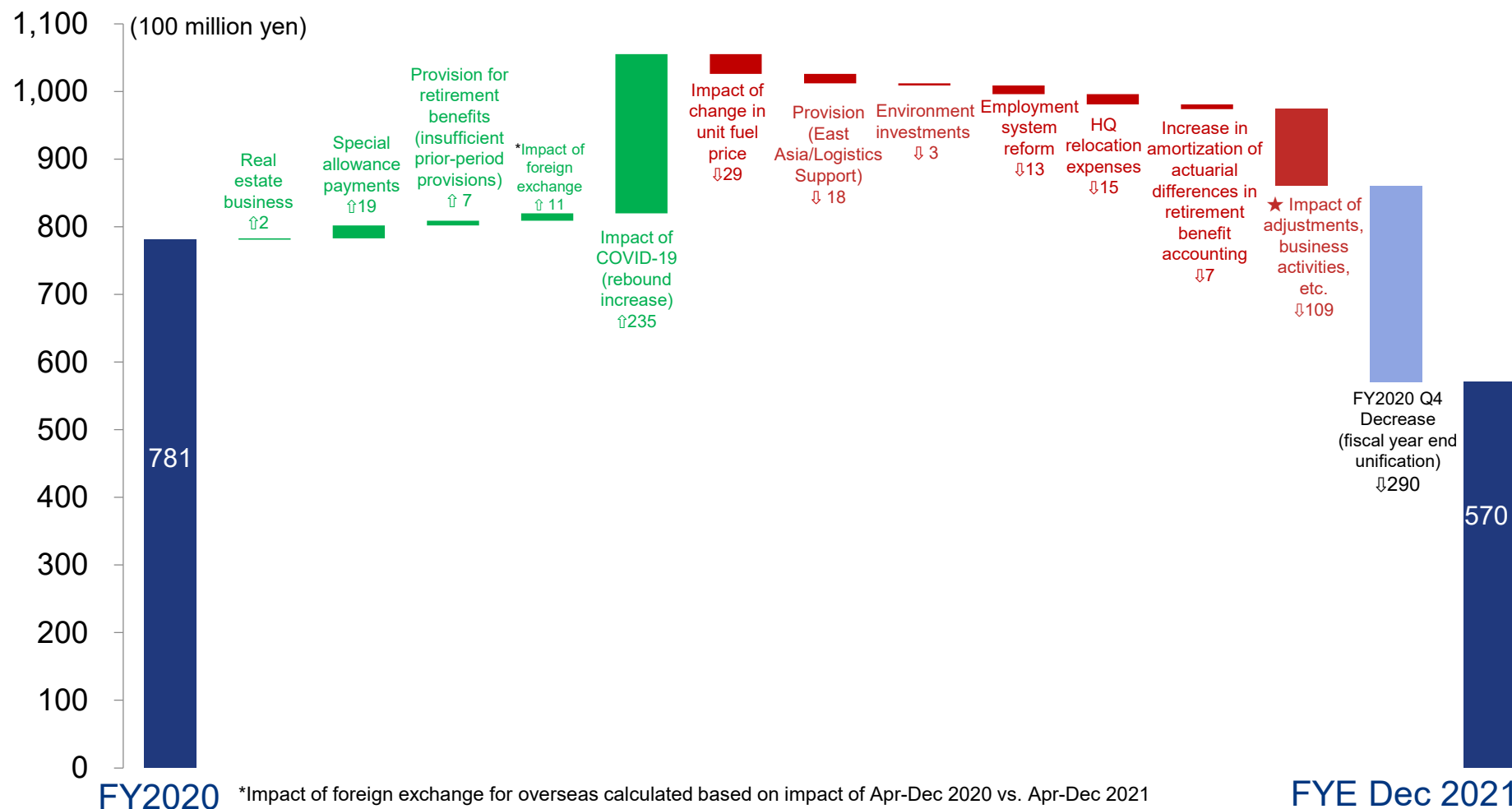
*Impact of foreign exchange for overseas calculated based on impact of Apr-Dec 2020 vs. Apr-Dec 2021

Appendix 2-2. Summary

Summary

D Breakdown of Revenues and Operating Income

2) Operating income





No information contained in this document is intended to solicit purchase or sale of the Company's shares.

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