

1. Details of Revenues (Non-consolidated)

○ Railway container

(Number of containers)

	FY2021	FY2020	Difference	Difference (%)
Number of containers	1,074,179	1,519,636	—	—
Unit price (Yen per container)	47,895	48,079	—	—

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

(million yen)

	FY2021	FY2020	Difference	Difference (%)
North America	21,712	11,813	—	—
Europe	16,523	9,121	—	—
Asia / Oceania	31,201	32,147	—	—
Other	4,450	3,189	—	—
Total	73,888	56,271	—	—

*A change in revenue recognition standards not considered

○ Air transportation for export originating from Japan: breakdown

(million yen)

	FY2021	FY2020	Difference	Difference (%)
North America	61,395	39,991	—	—
Europe	31,861	26,521	—	—
Asia / Oceania	48,932	50,660	—	—
Other	6,366	5,409	—	—
Total	148,556	122,582	—	—

*A change in revenue recognition standards not considered

○ Breakdown for Heavy haulage & construction

(million yen)

	FY2021	FY2020	Difference	Difference (%)
Work in Japan	45,060	60,572	—	—
Work overseas	1,332	1,942	—	—
Total	46,393	62,515	—	—

2. Details of Operating Expenses (Non-consolidated)

○ Railway forwarding costs

(million yen)

	FY2021	FY2020	Difference	Difference (%)
Railway forwarding costs	27,727	38,704	—	—
(Reference) Railway utilization transportation revenue	53,293	75,432	—	—

○ Marine forwarding costs

(million yen)

	FY2021	FY2020	Difference	Difference (%)
Marine forwarding costs	45,948	32,211	—	—
(Reference) Marine transportation revenue	88,535	72,313	—	—

○ Air forwarding costs

(million yen)

	FY2021	FY2020	Difference	Difference (%)
Air forwarding costs	104,488	75,710	—	—
(Reference) Air transportation revenue	200,645	187,969	—	—

○ Breakdown of vehicle chartering and subcontracting costs

(million yen)

	FY2021	FY2020	Difference	Difference (%)
Vehicle chartering costs	141,995	188,567	—	—
Subcontracting costs	197,338	237,208	—	—
Worker dispatching costs	9,542	12,993	—	—
Total	348,876	438,769	—	—

○ Depreciation and amortization

(million yen)

	FY2021	FY2020	Difference	Difference (%)
Vehicles	4,521	5,661	—	—
Buildings/structures	10,680	14,031	—	—
Software	4,244	4,636	—	—
Other	5,363	6,450	—	—
Total	24,809	30,780	—	—

○ Breakdown of facility usage charges

(million yen)

	FY2021	FY2020	Difference	Difference (%)
Vehicles	3,054	3,946	—	—
Buildings/land	50,860	62,138	—	—
Other work-related	9,539	13,154	—	—
Other operation-related	5,715	6,510	—	—
Total	69,169	85,749	—	—

○ Others

	(million yen)			
	FY2021	FY2020	Difference	Difference (%)
Other work expenses	50,409	63,948	—	—
[Merchandise]	[264]	[1,635]	—	—
[Fuel cost]	[7,340]	[7,630]	—	—
Other operating expenses	39,023	50,328	—	—
[Administrative outsourcing expenses]	[14,446]	[19,621]	—	—
[Advertising expenses]	[2,100]	[2,901]	—	—
[Repair expenses]	[4,501]	[6,076]	—	—
[Fuel cost]	[216]	[252]	—	—
[Travel expenses]	[3,083]	[3,939]	—	—
[Research expenses]	[185]	[172]	—	—
Taxes	10,797	12,090	—	—
Bad debts written off	56	138	—	—
Total	100,286	126,505	—	—

(Reference) Balance of interest-bearing liabilities

○ Consolidated

	(million yen)	
	December 31, 2021	March 31, 2021
Bonds payable	140,000	150,000
Loans payable	156,846	231,534
Deposits from employees	272	268
Commercial papers	—	61,000
Lease obligations	83,472	40,284
Total	380,591	483,087

(Reference) Number of Employees

○ Non-consolidated

	December 31, 2021	March 31, 2021		
			Difference	Difference (%)
Comprehensive employees	10,989	10,852	137	1.3
Other employees	24,264	23,914	350	1.5
Total	35,253	34,766	487	1.4

The Company has changed its fiscal year end from March 31 to December 31 from fiscal year 2021. Accordingly, the figures for fiscal year 2021 are for the nine-month period from April 1, 2021 to December 31, 2021. As a result, the amount and percentage of difference from the previous fiscal year are not shown.

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