

**Supplementary Data for the 3rd Quarter of the Fiscal Year  
Ended March 31, 2018(April 1, 2017 through December 31, 2017)  
Consolidated**

**I. Result of Performance**

(Millions of Yen)

	FY2018.3 3Q	FY2017.3 3Q	Increase (Decrease)	
Operating revenue	447,069	423,058	24,010	5.7%
Operating income	22,550	20,709	1,840	8.9%
Ordinary income	23,282	22,147	1,135	5.1%
Net income	15,536	14,002	1,533	11.0%

	FY2018.3 Oct through Dec	FY2017.3 Oct through Dec	Increase (Decrease)	
Operating revenue	156,863	147,137	9,726	6.6%
Operating income	9,782	8,182	1,599	19.5%
Ordinary income	10,349	8,730	1,619	18.6%
Net income	6,659	5,503	1,155	21.0%

**II. Performance by Segment**

(1) Operating revenue by segment

(Millions of Yen)

	FY2018.3 3Q		FY2017.3 3Q		%y/y	
	¥million	Per revenue	¥million	Per revenue	¥million	Per revenue
Transportation	333,275	74.5%	316,635	74.8%	16,639	5.3%
Vehicle sales	76,601	17.2%	73,828	17.5%	2,772	3.8%
Merchandise sales	23,821	5.3%	20,504	4.8%	3,316	16.2%
Real-estate leasing	1,196	0.3%	1,143	0.3%	53	4.6%
Others	12,175	2.7%	10,946	2.6%	1,228	11.2%
Total	447,069	100.0%	423,058	100.0%	24,010	5.7%

	FY2018.3 Oct. through Dec.		FY2017.3 Oct. through Dec.		%y/y	
	¥million	Per revenue	¥million	Per revenue	¥million	Per revenue
Transportation	118,186	75.3%	110,594	75.2%	7,592	6.9%
Vehicle sales	25,195	16.1%	24,617	16.7%	578	2.3%
Merchandise sales	8,790	5.6%	7,539	5.1%	1,250	16.6%
Real-estate leasing	399	0.3%	390	0.3%	9	2.4%
Others	4,291	2.7%	3,995	2.7%	296	7.4%
Total	156,863	100.0%	147,137	100.0%	9,726	6.6%

## (2) Operating income by division

(Millions of Yen)

	FY2018.3 3Q		FY2017.3 3Q		%y/y	
	¥ million	Per income	¥ million	Per income	¥ million	Per income
Transportation	16,931	75.1%	14,857	71.8%	2,073	14.0%
Vehicle sales	4,053	18.0%	4,207	20.3%	▲ 154	▲ 3.7%
Merchandise sales	593	2.6%	608	2.9%	▲ 15	▲ 2.5%
Real-estate leasing	943	4.2%	958	4.6%	▲ 14	▲ 1.5%
Others	793	3.5%	655	3.2%	138	21.1%
Total	23,315	103.4%	21,287	102.8%	2,028	9.5%
Elimination	▲ 765	▲ 3.4%	▲ 578	▲ 2.8%	▲ 187	—
Consolidated	22,550	100.0%	20,709	100.0%	1,840	8.9%

	FY2018.3 Oct. through Dec.		FY2017.3 Oct. through Dec.		%y/y	
	¥ million	Per income	¥ million	Per income	¥ million	Per income
Transportation	8,166	83.5%	6,407	78.3%	1,759	27.5%
Vehicle sales	985	10.1%	1,167	14.3%	▲ 182	▲ 15.6%
Merchandise sales	294	3.0%	277	3.4%	17	6.2%
Real-estate leasing	330	3.4%	320	3.9%	9	3.0%
Others	305	3.1%	248	3.0%	56	22.9%
Total	10,082	103.1%	8,421	102.9%	1,660	19.7%
Elimination	▲ 299	▲ 3.1%	▲ 238	▲ 2.9%	▲ 60	—
Consolidated	9,782	100.0%	8,182	100.0%	1,599	19.5%

## III. Operating volume and freight rate(Transportation services)

	FY2018.3 3Q
Operating volume	101.8%
Freight rate	102.4%

#### IV. Major expenses

(Millions of Yen)

	FY2018.3 3Q	FY2017.3 3Q	Increase (▲Decrease)	
			¥Million	%y/y
Personnel	151,545	146,476	5,068	3.5%
Fuel	11,351	9,958	1,392	14.0%
Depreciation	12,986	12,492	494	4.0%
Chartered truck fee, Commition fee, subcontract fee	125,820	117,901	7,919	6.7%
Tool road fee	6,060	6,021	39	0.7%
Others	116,755	109,499	7,256	6.6%
Total	424,519	402,349	22,169	5.5%

	FY2018.3 July-Sep.	FY2017.3 July-Sep.	Increase	
			¥Million	%y/y
Personnel	52,224	49,927	2,296	4.6%
Fuel	4,088	3,508	579	16.5%
Depreciation	4,574	4,299	274	6.4%
Chartered truck fee, Commition fee, subcontract fee	44,074	40,961	3,112	7.6%
Tool road fee	2,062	2,031	30	1.5%
Others	40,057	38,224	1,833	4.8%
Total	147,081	138,954	8,127	5.8%

#### Major expense by segment

2018.3 3Q	Transportaion	Vehicle sales	Merchandise sales	Real-estate leasing	Others	Estimation	Total
Personnel	135,335	9,736	1,085	-	6,007	▲ 619	151,545
Fuel	11,097	159	4	-	89	-	11,351
Depreciation	11,458	1,403	28	40	313	▲ 258	12,986
Chartered truck fee, Commition fee, subcontract fee	125,820	-	-	-	-	-	125,820
Toll road fee	6,060	-	-	-	-	-	6,060
Others	28,114	69,023	37,491	212	15,269	▲ 33,356	116,755
Total	317,887	80,323	38,609	253	21,679	▲ 34,234	424,519

#### Major expense by Transportation business

	FY2018.3	FY2017.3	Increase (▲Decrease)	
			¥Million	%y/y
Personnel	135,335	131,106	4,228	3.2%
Fuel	11,097	9,757	1,340	13.7%
Depreciation	11,458	11,094	363	3.3%
Chartered truck fee, Commition fee, subcontract fee	125,820	117,901	7,919	6.7%
Tool road fee	6,060	6,021	39	0.7%
Others	28,114	27,301	813	3.0%
Total	317,887	303,183	14,704	4.8%

**V. Performance forecasts**

(Millions of Yen)

		FY2018.3(E)	FY2017.3	Increase decrease	%y/y
Operating revenue	semi	290,205	275,921	14,284	5.2%
	FY	587,000	567,539	19,460	3.4%
Operating income	semi	12,767	12,526	241	1.9%
	FY	28,000	27,116	883	3.3%
Ordinary income	semi	12,932	13,417	▲ 484	▲ 3.6%
	FY	28,800	28,909	▲ 109	▲ 0.4%
Net income	semi	8,876	8,498	378	4.5%
	FY	18,500	18,206	293	1.6%

**VI. Performance forecasts by segment****(i) Operating revenue**

(Millions of Yen)

		FY2018.3(E)	FY2017.3	Increase decrease	%y/y
Transportation	semi	215,088	206,041	9,047	4.4%
	FY	443,400	422,869	20,530	4.9%
Automobile sales	semi	51,405	49,211	2,194	4.5%
	FY	96,000	100,237	▲ 4,237	▲ 4.2%
Marchandise sales	semi	15,031	12,965	2,066	15.9%
	FY	29,000	27,749	1,250	4.5%
Real-estate leasing	semi	797	753	43	5.8%
	FY	1,600	1,542	57	3.7%
Others	semi	7,883	6,950	932	13.4%
	FY	17,000	15,140	1,859	12.3%
Total	semi	290,205	275,921	14,284	5.2%
	FY	587,000	567,539	19,460	3.4%

**(ii) Operations profit**

(Millions of Yen)

		FY2018.3(E)	FY2017.3	Increase decrease	%y/y
Transportation	semi	8,764	8,449	314	3.7%
	FY	20,700	20,020	679	3.4%
Automobile sales	semi	3,068	3,040	28	0.9%
	FY	5,000	5,055	▲ 55	▲ 1.1%
Marchandise sales	semi	298	331	▲ 32	▲ 9.8%
	FY	900	766	133	17.5%
Real-estate leasing	semi	613	637	▲ 24	▲ 3.8%
	FY	1,300	1,278	21	1.7%
Others	semi	488	407	81	20.0%
	FY	900	727	172	23.7%
Elimination	semi	▲ 465	▲ 339	▲ 126	—
	FY	▲ 800	▲ 731	▲ 68	—
Total	semi	12,767	12,526	241	1.9%
	FY	28,000	27,116	883	3.3%