

**Supplementary Data for the 3rd Quarter of the Fiscal Year
Ended March 31, 2021(April 1, 2020 through December 31, 2020)
Consolidated**

I. Result of Performance

(Millions of Yen)

	FY2021.3 3Q	FY2020.3 3Q	Increase (▲Decrease)	
Operating revenue	438,725	472,878	▲ 34,153	▲ 7.2%
Operating income	17,846	24,562	▲ 6,715	▲ 27.3%
Ordinary income	20,627	25,741	▲ 5,114	▲ 19.9%
Net income	12,836	26,437	▲ 13,601	▲ 51.4%

	FY2021.3 Oct through Dec	FY2020.3 Oct through Dec	Increase (▲Decrease)	
Operating revenue	158,840	158,339	500	0.3%
Operating income	8,761	8,249	511	6.2%
Ordinary income	9,491	8,683	807	9.3%
Net income	6,347	5,173	1,174	22.7%

II. Performance by Segment

(i) Operating revenue by segment

(Millions of Yen)

	FY2021.3 3Q		FY2020.3 3Q		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	329,173	75.0%	353,679	74.8%	▲ 24,506	▲ 6.9%
Vehicle sales	71,441	16.3%	77,116	16.3%	▲ 5,674	▲ 7.4%
Merchandise sales	23,019	5.3%	24,975	5.3%	▲ 1,955	▲ 7.8%
Real-estate leasing	1,393	0.3%	1,272	0.3%	121	9.6%
Others	13,696	3.1%	15,834	3.3%	▲ 2,137	▲ 13.5%
Total	438,725	100.0%	472,878	100.0%	▲ 34,153	▲ 7.2%

	FY2021.3 Oct. through Dec.		FY2020.3 Oct. through Dec.		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	117,120	73.7%	121,087	76.5%	▲ 3,966	▲ 3.3%
Vehicle sales	27,624	17.4%	22,835	14.4%	4,788	21.0%
Merchandise sales	8,350	5.3%	8,753	5.5%	▲ 403	▲ 4.6%
Real-estate leasing	467	0.3%	433	0.3%	34	8.0%
Others	5,277	3.3%	5,230	3.3%	47	0.9%
Total	158,840	100.0%	158,339	100.0%	500	0.3%

(ii) Operating income by division

(Millions of Yen)

	FY2021.3 3Q		FY2020.3 3Q		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	13,105	73.4%	19,252	78.4%	▲ 6,147	▲ 31.9%
Vehicle sales	3,602	20.2%	3,863	15.8%	▲ 261	▲ 6.8%
Merchandise sales	587	3.3%	694	2.8%	▲ 107	▲ 15.5%
Real-estate leasing	1,120	6.3%	1,027	4.2%	93	9.1%
Others	324	1.8%	620	2.5%	▲ 295	▲ 47.6%
Total	18,740	105.0%	25,459	103.7%	▲ 6,719	▲ 26.4%
Elimination	▲ 893	▲ 5.0%	▲ 897	▲ 3.7%	3	—
Consolidated	17,846	100.0%	24,562	100.0%	▲ 6,715	▲ 27.3%

	FY2021.3 Oct. through Dec.		FY2020.3 Oct. through Dec.		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	6,835	78.0%	6,907	83.7%	▲ 71	▲ 1.0%
Vehicle sales	1,517	17.3%	835	10.1%	681	81.6%
Merchandise sales	223	2.6%	273	3.3%	▲ 50	▲ 18.4%
Real-estate leasing	375	4.3%	349	4.3%	26	7.5%
Others	143	1.6%	166	2.0%	▲ 22	▲ 13.7%
Total	9,095	103.8%	8,532	103.4%	562	6.6%
Elimination	▲ 334	▲ 3.8%	▲ 283	▲ 3.4%	▲ 50	—
Consolidated	8,761	100.0%	8,249	100.0%	511	6.2%

III. Operating volume and freight rate(Transportation services)

	FY2021.3 3Q
Operating volume	91.1%
Freight rate	101.8%

IV. Major expenses

(Millions of Yen)

	FY2021.3 3Q	FY2020.3 3Q	Increase (▲Decrease)	
			¥ Million	%y/y
Personnel	157,161	159,827	▲ 2,666	▲ 1.7%
Fuel	9,441	12,157	▲ 2,716	▲ 22.3%
Depreciation	14,940	14,770	170	1.2%
Chartered truck fee, Commition fee, subcontract fee	123,358	132,914	▲ 9,555	▲ 7.2%
Tool road fee	5,677	6,008	▲ 331	▲ 5.5%
Others	110,298	122,636	▲ 12,338	▲ 10.1%
Total	420,878	448,315	▲ 27,437	▲ 6.1%

	FY2021.3 Oct. through Dec.	FY2020.3 Oct. through Dec.	Increase(▲Decrease)	
			¥ Million	%y/y
Personnel	55,099	54,406	693	1.3%
Fuel	3,389	4,114	▲ 725	▲ 17.6%
Depreciation	5,160	5,138	21	0.4%
Chartered truck fee, Commition fee, subcontract fee	42,992	45,385	▲ 2,392	▲ 5.3%
Tool road fee	1,948	2,047	▲ 98	▲ 4.8%
Others	41,488	38,997	2,490	6.4%
Total	150,078	150,090	▲ 11	▲ 0.0%

Major expense by segment

(Millions of Yen)

	Transportaion	Vehicle sales	Marchandise sales	Real-estate leasing	Others	Estimation	Total
Personnel	139,074	9,802	1,077	-	7,376	▲ 169	157,161
Fuel	9,208	133	4	-	81	13	9,441
Depreciation	13,218	1,416	46	70	507	▲ 319	14,940
Chartered truck fee, Commition fee, subcontract fee	123,358	-	-	-	-	-	123,358
Tool road fee	5,677	-	-	-	-	-	5,677
Others	26,812	64,450	31,946	202	12,081	▲ 25,195	110,298
Total	317,350	75,803	33,074	273	20,046	▲ 25,670	420,878

Major expense by Transportation business

(Millions of Yen)

	FY2021.3 3Q	FY2020.3 3Q	Increase (▲Decrease)	
			¥ Million	%y/y
Personnel	139,074	141,752	▲ 2,677	▲ 1.9%
Fuel	9,208	11,873	▲ 2,665	▲ 22.4%
Depreciation	13,218	13,144	74	0.6%
Chartered truck fee, Commition fee, subcontract fee	123,358	132,914	▲ 9,555	▲ 7.2%
Tool road fee	5,677	6,008	▲ 331	▲ 5.5%
Others	26,812	30,583	▲ 3,770	▲ 12.3%
Total	317,350	336,276	▲ 18,926	▲ 5.6%

V. Performance forecasts

(Millions of Yen)

		FY2021.3(E)		FY2020.3		Increase (▲decrease)	%y/y
Operating revenue	semi	279,884		314,538		▲ 34,653	▲ 11.0%
	FY	591,000		625,626		▲ 34,626	▲ 5.5%
Operating income	semi	9,085		16,312		▲ 7,227	▲ 44.3%
	FY	24,000		29,697		▲ 5,697	▲ 19.2%
Ordinary income	semi	11,135		17,058		▲ 5,922	▲ 34.7%
	FY	27,000		31,505		▲ 4,505	▲ 14.3%
Net income	semi	6,488		21,264		▲ 14,775	▲ 69.5%
	FY	16,000		25,848		▲ 9,848	▲ 38.1%

VI. Performance forecasts by segment

(i) Operating revenue

(Millions of Yen)

		FY2021.3(E)		FY2020.3		Increase (▲decrease)	%y/y
Transportation	semi	212,052	75.8%	232,592	73.9%	▲ 20,540	▲ 8.8%
	FY	440,600	74.6%	466,473	74.6%	▲ 25,873	▲ 5.5%
Vehicle sales	semi	43,817	15.7%	54,280	17.2%	▲ 10,463	▲ 19.3%
	FY	99,000	16.7%	103,164	16.5%	▲ 4,164	▲ 4.0%
Merchandise sales	semi	14,669	5.2%	16,221	5.2%	▲ 1,552	▲ 9.6%
	FY	30,500	5.2%	32,867	5.2%	▲ 2,367	▲ 7.2%
Real-estate leasing	semi	926	0.3%	838	0.3%	87	10.4%
	FY	1,800	0.3%	1,732	0.3%	67	3.9%
Others	semi	8,419	3.0%	10,604	3.4%	▲ 2,185	▲ 20.6%
	FY	19,100	3.2%	21,389	3.4%	▲ 2,289	▲ 10.7%
Total	semi	279,884	100.0%	314,538	100.0%	▲ 34,653	▲ 11.0%
	FY	591,000	100.0%	625,626	100.0%	▲ 34,626	▲ 5.5%

(ii) Operating income

(Millions of Yen)

		FY2021.3(E)		FY2020.3		Increase (▲decrease)	%y/y
Transportation	semi	6,269	69.0%	12,345	75.7%	▲ 6,075	▲ 49.2%
	FY	18,200	75.8%	23,339	78.6%	▲ 5,139	▲ 22.0%
Vehicle sales	semi	2,085	23.0%	3,027	18.6%	▲ 942	▲ 31.1%
	FY	4,400	18.3%	4,611	15.5%	▲ 211	▲ 4.6%
Merchandise sales	semi	363	4.0%	421	2.6%	▲ 57	▲ 13.7%
	FY	650	2.7%	870	2.9%	▲ 220	▲ 25.3%
Real-estate leasing	semi	745	8.2%	677	4.1%	67	9.9%
	FY	1,500	6.3%	1,382	4.7%	117	8.5%
Others	semi	181	2.0%	454	2.8%	▲ 272	▲ 60.1%
	FY	400	1.7%	688	2.3%	▲ 288	▲ 41.9%
Elimination	semi	▲ 559	▲ 6.2%	▲ 613	▲ 3.8%	54	—
	FY	▲ 1,150	▲ 4.8%	▲ 1,194	▲ 4.0%	44	—
Total	semi	9,085	100.0%	16,312	100.0%	▲ 7,227	▲ 44.3%
	FY	24,000	100.0%	29,697	100.0%	▲ 5,697	▲ 19.2%

**Supplementary Data for the 3rd Quarter of the Fiscal Year
Ended March 31, 2021(April 1, 2020 through December 31, 2020)
(Non Consolidated)**

I. Result of Performance

(Millions of Yen)

	FY2021.3 3Q	FY2020.3 3Q	Increase (▲Decrease)	
Operating revenue	200,523	215,078	▲ 14,555	▲ 6.8%
Operating income	7,467	10,197	▲ 2,730	▲ 26.8%
Ordinary income	8,537	10,689	▲ 2,151	▲ 20.1%
Net income	5,132	17,340	▲ 12,207	▲ 70.4%

	FY2021.3 Oct through Dec	FY2020.3 Oct through Dec	Increase (▲Decrease)	
Operating revenue	71,636	74,117	▲ 2,481	▲ 3.3%
Operating income	3,513	3,962	▲ 448	▲ 11.3%
Ordinary income	3,824	4,101	▲ 276	▲ 6.7%
Net income	2,436	2,293	143	6.3%

II. Operating volume

	April - December	October - December
FY2017.3	▲ 0.0%	0.9%
FY2018.3	1.6%	0.0%
FY2019.3	▲ 2.3%	▲ 3.0%
FY2020.3	▲ 2.5%	▲ 5.1%
FY2021.3	▲ 9.7%	▲ 4.5%

III. Operating revenue by segment

		FY2021.3 3Q		FY2020.3 3Q		% y/y	
		¥Million	Per revenue	¥Million	Per revenue	¥Million	% y/y
L a n d	Commercial cargo	145,127	72.4%	154,876	72.0%	▲ 9,749	▲ 6.3%
	Mini	26,232	13.1%	28,025	13.0%	▲ 1,793	▲ 6.4%
	Home delivery	2,860	1.4%	3,996	1.9%	▲ 1,135	▲ 28.4%
	Moving	303	0.1%	573	0.3%	▲ 270	▲ 47.1%
	Charter	13,839	6.9%	15,255	7.1%	▲ 1,416	▲ 9.3%
	Subtotal	188,364	93.9%	202,728	94.3%	▲ 14,364	▲ 7.1%
Air snd Sea		2,014	1.0%	2,031	0.9%	▲ 17	▲ 0.8%
Others		10,145	5.1%	10,318	4.8%	▲ 173	▲ 1.7%
Total		200,523	100.0%	215,078	100.0%	▲ 14,555	▲ 6.8%

		FY2021.3 3Q Oct.-Dec.		FY2020.3 3Q Oct.-Dec.		Increase (▲Decrease)	
		¥Million	Per revenue	¥Million	Per revenue	¥Million	% y/y
L a n d	Commercial cargo	51,935	72.5%	53,369	72.0%	▲ 1,433	▲ 2.7%
	Mini	9,344	13.0%	9,619	13.0%	▲ 275	▲ 2.9%
	Home delivery	933	1.3%	1,401	1.9%	▲ 467	▲ 33.4%
	Moving	69	0.1%	120	0.2%	▲ 50	▲ 42.1%
	Charter	4,982	7.0%	5,266	7.1%	▲ 284	▲ 5.4%
	Subtotal	67,265	93.9%	69,778	94.1%	▲ 2,512	▲ 3.6%
Air snd Sea		788	1.1%	697	0.9%	90	13.0%
Others		3,582	5.0%	3,642	4.9%	▲ 60	▲ 1.7%
Total		71,636	100.0%	74,117	100.0%	▲ 2,481	▲ 3.3%

IV. Major expenses

	FY2021.3 3Q		FY2020.3 3Q		Increase (▲Decrease)	
	¥Million	Per revenue	¥Million	Per revenue	¥Million	%y/y
Personnel	69,249	34.5%	72,185	33.6%	▲ 2,936	▲ 4.1%
Fuel	3,313	1.7%	4,307	2.0%	▲ 993	▲ 23.1%
Depreciation	7,911	3.9%	7,630	3.5%	281	3.7%
Chartered truck fee	69,441	34.6%	73,661	34.2%	▲ 4,219	▲ 5.7%
Argent fee	16,292	8.1%	17,266	8.0%	▲ 974	▲ 5.6%
Commission fee	13,208	6.6%	14,290	6.6%	▲ 1,081	▲ 7.6%
Tool road fee	2,184	1.1%	2,324	1.1%	▲ 140	▲ 6.0%
Online	871	0.4%	975	0.5%	▲ 104	▲ 10.7%
Air and sea freight	1,644	0.8%	1,599	0.7%	44	2.8%
Others	8,939	4.5%	10,640	4.9%	▲ 1,701	▲ 16.0%
Total	193,055	96.3%	204,880	95.3%	▲ 11,825	▲ 5.8%

	FY2021.3 3Q Oct.-Dec.		FY2020.3 3Q Oct.-Dec.		Increase (▲Decrease)	
	¥Million	Per revenue	¥Million	Per revenue	¥Million	%y/y
Personnel	24,630	34.4%	24,600	33.2%	29	0.1%
Fuel	1,193	1.7%	1,454	2.0%	▲ 260	▲ 17.9%
Depreciation	2,673	3.7%	2,621	3.5%	51	2.0%
Chartered truck fee	24,300	33.9%	25,360	34.2%	▲ 1,059	▲ 4.2%
Argent fee	5,819	8.1%	5,877	7.9%	▲ 57	▲ 1.0%
Commission fee	4,759	6.6%	4,895	6.6%	▲ 135	▲ 2.8%
Tool road fee	750	1.0%	790	1.1%	▲ 40	▲ 5.2%
Online	309	0.4%	337	0.5%	▲ 28	▲ 8.5%
Air and sea freight	652	0.9%	549	0.7%	102	18.7%
Others	3,032	4.2%	3,667	4.9%	▲ 634	▲ 17.3%
Total	68,122	95.1%	70,155	94.7%	▲ 2,032	▲ 2.9%

	Fuel Unit Price %y/y	Fuel Use %y/y
FY2017.3 3Q	▲ 13.1%	0.0%
FY2018.3 3Q	14.1%	▲ 0.2%
FY2019.3 3Q	18.6%	▲ 3.3%
FY2020.3 3Q	▲ 4.7%	▲ 3.6%
FY2021.3 3Q	▲ 19.8%	▲ 4.5%