

**Supplementary Data for the 3rd Quarter of the Fiscal Year
Ended March 31, 2019(April 1, 2018 through December 31, 2018)
Consolidated**

I. Result of Performance (Millions of Yen)

| | FY2019.3 3Q | FY2018.3 3Q | Increase (▲Decrease) | |
|-------------------|-------------|-------------|-------------------------|-------|
| | | | | |
| Operating revenue | 465,544 | 447,069 | 18,475 | 4.1% |
| Operating income | 26,096 | 22,550 | 3,545 | 15.7% |
| Ordinary income | 28,100 | 23,282 | 4,817 | 20.7% |
| Net income | 18,452 | 15,536 | 2,915 | 18.8% |

| | FY2019.3 Oct through Dec | | FY2018.3 Oct through Dec | | Increase (▲Decrease) | |
|-------------------|-----------------------------|--|-----------------------------|--|-------------------------|-------|
| | | | | | | |
| Operating revenue | 163,262 | | 156,863 | | 6,398 | 4.1% |
| Operating income | 11,330 | | 9,782 | | 1,547 | 15.8% |
| Ordinary income | 12,239 | | 10,349 | | 1,889 | 18.3% |
| Net income | 7,964 | | 6,659 | | 1,305 | 19.6% |

II. Performance by Segment

(i) Operating revenue by segment (Millions of Yen)

| | FY2019.3 3Q | | FY2018.3 3Q | | %y/y | |
|---------------------|-------------|-------------|-------------|-------------|-----------|-------------|
| | ¥ million | Per revenue | ¥ million | Per revenue | ¥ million | Per revenue |
| Transportation | 349,677 | 75.1% | 333,275 | 74.5% | 16,402 | 4.9% |
| Vehicle sales | 75,725 | 16.3% | 76,601 | 17.2% | ▲ 876 | ▲ 1.1% |
| Merchandise sales | 25,491 | 5.5% | 23,821 | 5.3% | 1,670 | 7.0% |
| Real-estate leasing | 1,236 | 0.2% | 1,196 | 0.3% | 39 | 3.3% |
| Others | 13,413 | 2.9% | 12,175 | 2.7% | 1,238 | 10.2% |
| Total | 465,544 | 100.0% | 447,069 | 100.0% | 18,475 | 4.1% |

| | FY2019.3 Oct. through Dec. | | FY2018.3 Oct. through Dec. | | %y/y | |
|---------------------|-------------------------------|-------------|-------------------------------|-------------|-----------|-------------|
| | ¥ million | Per revenue | ¥ million | Per revenue | ¥ million | Per revenue |
| Transportation | 123,925 | 75.9% | 118,186 | 75.3% | 5,738 | 4.9% |
| Vehicle sales | 25,514 | 15.6% | 25,195 | 16.1% | 318 | 1.3% |
| Merchandise sales | 8,935 | 5.5% | 8,790 | 5.6% | 145 | 1.7% |
| Real-estate leasing | 410 | 0.3% | 399 | 0.3% | 11 | 2.8% |
| Others | 4,476 | 2.7% | 4,291 | 2.7% | 184 | 4.3% |
| Total | 163,262 | 100.0% | 156,863 | 100.0% | 6,398 | 4.1% |

(ii) Operating income by division

(Millions of Yen)

| | FY2019.3 3Q | | FY2018.3 3Q | | %y/y | |
|---------------------|-------------|-------------|-------------|-------------|-----------|-------------|
| | ¥ million | Per revenue | ¥ million | Per revenue | ¥ million | Per revenue |
| Transportation | 20,791 | 79.7% | 16,931 | 75.1% | 3,860 | 22.8% |
| Vehicle sales | 3,799 | 14.6% | 4,053 | 18.0% | ▲ 253 | ▲ 6.3% |
| Merchandise sales | 635 | 2.4% | 593 | 2.6% | 41 | 7.1% |
| Real-estate leasing | 999 | 3.8% | 943 | 4.2% | 55 | 5.9% |
| Others | 750 | 2.9% | 793 | 3.5% | ▲ 42 | ▲ 5.4% |
| Total | 26,976 | 103.4% | 23,315 | 103.4% | 3,661 | 15.7% |
| Elimination | ▲ 880 | ▲ 3.4% | ▲ 765 | ▲ 3.4% | ▲ 115 | — |
| Consolidated | 26,096 | 100.0% | 22,550 | 100.0% | 3,545 | 15.7% |

| | FY2019.3 Oct. through | | FY2018.3 Oct. through | | %y/y | |
|---------------------|--------------------------|-------------|--------------------------|-------------|-----------|-------------|
| | ¥ million | Per revenue | ¥ million | Per revenue | ¥ million | Per revenue |
| Transportation | 9,613 | 84.8% | 8,166 | 83.5% | 1,446 | 17.7% |
| Vehicle sales | 1,157 | 10.2% | 985 | 10.1% | 172 | 17.5% |
| Merchandise sales | 309 | 2.7% | 294 | 3.0% | 14 | 4.9% |
| Real-estate leasing | 333 | 3.0% | 330 | 3.4% | 3 | 1.1% |
| Others | 177 | 1.6% | 305 | 3.1% | ▲ 127 | ▲ 41.7% |
| Total | 11,591 | 102.3% | 10,082 | 103.1% | 1,509 | 15.0% |
| Elimination | ▲ 261 | ▲ 2.3% | ▲ 299 | ▲ 3.1% | 38 | — |
| Consolidated | 11,330 | 100.0% | 9,782 | 100.0% | 1,547 | 15.8% |

III. Operating volume and freight rate(Transportation services)

| | FY2019.3 3Q |
|-----------------|-------------|
| Operating volum | 97.7% |
| Freight rate | 107.1% |

IV. Major expenses

(Millions of Yen)

| | FY2019.3 3Q | FY2018.3 3Q | Increase (▲/Decrease) | |
|---|-------------|-------------|-----------------------|-------|
| | | | ¥ Million | %y/y |
| Personnel | 156,461 | 151,545 | 4,916 | 3.2% |
| Fuel | 13,077 | 11,351 | 1,726 | 15.2% |
| Depreciation | 13,868 | 12,986 | 882 | 6.8% |
| Chartered truck fee, Committed fee, subcontract fee | 131,203 | 125,820 | 5,382 | 4.3% |
| Tool road fee | 6,060 | 6,060 | 0 | 0.0% |
| Others | 118,777 | 116,755 | 2,021 | 1.7% |
| Total | 439,448 | 424,519 | 14,929 | 3.5% |

| | FY2019.3 July-Sep. | FY2018.3 July-Sep. | Increase (▲/Decrease) | |
|---|--------------------|--------------------|-----------------------|------|
| | | | ¥ Million | %y/y |
| Personnel | 53,670 | 52,224 | 1,446 | 2.8% |
| Fuel | 4,467 | 4,088 | 379 | 9.3% |
| Depreciation | 4,912 | 4,574 | 338 | 7.4% |
| Chartered truck fee, Committed fee, subcontract fee | 45,962 | 44,074 | 1,887 | 4.3% |
| Tool road fee | 2,066 | 2,062 | 3 | 0.2% |
| Others | 40,853 | 40,057 | 795 | 2.0% |
| Total | 151,932 | 147,081 | 4,850 | 3.3% |

Major expense by segment

(Millions of Yen)

| | Transportation | Vehicle sales | Merchandise sales | Real-estate leasing | Others | Estimation | Total |
|--|----------------|---------------|-------------------|---------------------|--------|------------|---------|
| Personnel | 139,607 | 9,665 | 1,065 | - | 6,434 | ▲ 312 | 156,461 |
| Fuel | 12,781 | 177 | 4 | - | 114 | - | 13,077 |
| Depreciation | 12,401 | 1,265 | 36 | 62 | 383 | ▲ 280 | 13,868 |
| Chartered truck fee, Committed fee, | 131,203 | - | - | - | - | - | 131,203 |
| Tool road fee | 6,060 | - | - | - | - | - | 6,060 |
| Others | 28,512 | 69,850 | 40,357 | 174 | 17,703 | ▲ 37,821 | 118,777 |
| Total | 330,567 | 80,958 | 41,464 | 237 | 24,634 | ▲ 38,413 | 439,448 |

Major expense by Transportation business

(Millions of Yen)

| | FY2019.3 | FY2018.3 | Increase (▲/Decrease) | |
|---|----------|----------|-----------------------|-------|
| | | | ¥ Million | %y/y |
| Personnel | 139,607 | 135,335 | 4,272 | 3.2% |
| Fuel | 12,781 | 11,097 | 1,683 | 15.2% |
| Depreciation | 12,401 | 11,458 | 942 | 8.2% |
| Chartered truck fee, Committed fee, subcontract fee | 131,203 | 125,820 | 5,382 | 4.3% |
| Tool road fee | 6,060 | 6,060 | 0 | 0.0% |
| Others | 28,512 | 28,114 | 398 | 1.4% |
| Total | 330,567 | 317,887 | 12,679 | 4.0% |

V. Performance forecasts

(Millions of Yen)

| | | FY2019.3(E) | | FY2018.3 | | Increase (▲decrease) | %y/y |
|-------------------|------|-------------|--|----------|--|-------------------------|-------|
| Operating revenue | semi | 302,282 | | 290,205 | | 12,076 | 4.2% |
| | FY | 616,000 | | 596,130 | | 19,869 | 3.3% |
| Operating income | semi | 14,765 | | 12,767 | | 1,997 | 15.6% |
| | FY | 31,500 | | 27,879 | | 3,620 | 13.0% |
| Ordinary income | semi | 15,860 | | 12,932 | | 2,927 | 22.6% |
| | FY | 33,800 | | 29,120 | | 4,679 | 16.1% |
| Net income | semi | 10,487 | | 8,876 | | 1,610 | 18.1% |
| | FY | 21,000 | | 20,046 | | 953 | 4.8% |

VI. Performance forecasts by segment

(i) Operating revenue

(Millions of Yen)

| | | FY2019.3(E) | | FY2018.3 | | Increase (▲decrease) | %y/y |
|---------------------|------|-------------|--------|----------|--------|-------------------------|--------|
| Transportation | semi | 225,752 | 74.7% | 215,088 | 74.1% | 10,664 | 5.0% |
| | FY | 464,000 | 75.3% | 443,167 | 74.3% | 20,832 | 4.7% |
| Vehicle sales | semi | 50,210 | 16.6% | 51,405 | 17.7% | ▲ 1,194 | ▲ 2.3% |
| | FY | 99,000 | 16.1% | 103,342 | 17.3% | ▲ 4,342 | ▲ 4.2% |
| Merchandise sales | semi | 16,555 | 5.5% | 15,031 | 5.2% | 1,524 | 10.1% |
| | FY | 34,400 | 5.6% | 31,575 | 5.3% | 2,824 | 8.9% |
| Real-estate leasing | semi | 825 | 0.3% | 797 | 0.3% | 28 | 3.6% |
| | FY | 1,600 | 0.3% | 1,598 | 0.3% | 1 | 0.1% |
| Others | semi | 8,937 | 2.9% | 7,883 | 2.7% | 1,054 | 13.4% |
| | FY | 17,000 | 2.7% | 16,445 | 2.8% | 554 | 3.4% |
| Total | semi | 302,282 | 100.0% | 290,205 | 100.0% | 12,076 | 4.2% |
| | FY | 616,000 | 100.0% | 596,130 | 100.0% | 19,869 | 3.3% |

(ii) Operating income

(Millions of Yen)

| | | FY2019.3(E) | | FY2018.3 | | Increase (▲decrease) | %y/y |
|---------------------|------|-------------|--------|----------|--------|-------------------------|---------|
| Transportation | semi | 11,178 | 75.7% | 8,764 | 68.7% | 2,413 | 27.5% |
| | FY | 24,600 | 78.1% | 20,965 | 75.2% | 3,634 | 17.3% |
| Vehicle sales | semi | 2,642 | 17.9% | 3,068 | 24.0% | ▲ 425 | ▲ 13.9% |
| | FY | 4,800 | 15.2% | 4,922 | 17.7% | ▲ 122 | ▲ 2.5% |
| Merchandise sales | semi | 326 | 2.2% | 298 | 2.3% | 27 | 9.2% |
| | FY | 850 | 2.7% | 809 | 2.9% | 40 | 5.0% |
| Real-estate leasing | semi | 665 | 4.5% | 613 | 4.8% | 52 | 8.5% |
| | FY | 1,300 | 4.1% | 1,239 | 4.4% | 60 | 4.9% |
| Others | semi | 572 | 3.9% | 488 | 3.8% | 84 | 17.2% |
| | FY | 1,000 | 3.2% | 920 | 3.3% | 79 | 8.6% |
| Elimination | semi | ▲ 619 | ▲ 4.2% | ▲ 465 | ▲ 3.6% | ▲ 154 | - |
| | FY | ▲ 1,050 | ▲ 3.3% | ▲ 978 | ▲ 3.5% | ▲ 71 | - |
| Total | semi | 14,765 | 100.0% | 12,767 | 100.0% | 1,997 | 15.6% |
| | FY | 31,500 | 100.0% | 27,879 | 100.0% | 3,620 | 13.0% |

**Supplementary Data for the 3rd Quarter of the Fiscal Year
Ended March 31, 2019(April 1, 2018 through December 31, 2018)
(Non Consolidated)**

I. Result of Performance

(Millions of Yen)

| | FY2019.3 3Q | FY2018.3 3Q | Increase (▲Decrease) | |
|-------------------|-------------|-------------|-------------------------|-------|
| Operating revenue | 213,528 | 204,180 | 9,348 | 4.6% |
| Operating income | 11,504 | 9,188 | 2,316 | 25.2% |
| Ordinary income | 12,115 | 9,649 | 2,465 | 25.6% |
| Net income | 7,690 | 6,704 | 985 | 14.7% |

| | FY2019.3 Oct through Dec | FY2018.3 Oct through Dec | Increase (▲Decrease) | |
|-------------------|-----------------------------|-----------------------------|-------------------------|-------|
| Operating revenue | 75,988 | 72,337 | 3,650 | 5.0% |
| Operating income | 5,564 | 4,517 | 1,047 | 23.2% |
| Ordinary income | 5,730 | 4,646 | 1,084 | 23.3% |
| Net income | 3,334 | 2,942 | 392 | 13.3% |

II. Operating volume

| | April - December | October - December |
|----------|------------------|--------------------|
| FY2015.3 | ▲ 5.4% | ▲ 4.9% |
| FY2016.3 | ▲ 0.3% | ▲ 0.3% |
| FY2017.3 | ▲ 0.0% | 0.9% |
| FY2018.3 | 1.6% | 0.0% |
| FY2019.3 | ▲ 2.3% | ▲ 3.0% |

III. Operating revenue by segment

| | | FY2019.3 3Q | | FY2018.3 3Q | | %y/y | |
|------------------|------------------|-------------|-------------|-------------|-------------|-----------|--------|
| | | ¥ Million | Per revenue | ¥ Million | Per revenue | ¥ Million | % y/y |
| L a n d | Commercial cargo | 154,576 | 72.4% | 147,209 | 72.1% | 7,366 | 5.0% |
| | Mini | 28,008 | 13.1% | 26,960 | 13.2% | 1,048 | 3.9% |
| | Home delivery | 4,301 | 2.0% | 4,699 | 2.3% | ▲ 398 | ▲ 8.5% |
| | Moving | 439 | 0.2% | 476 | 0.3% | ▲ 37 | ▲ 7.9% |
| | Charter | 14,866 | 7.0% | 14,118 | 6.9% | 748 | 5.3% |
| | Subtotal | 202,192 | 94.7% | 193,465 | 94.8% | 8,726 | 4.5% |
| Air snd Sea | | 2,010 | 0.9% | 1,885 | 0.9% | 124 | 6.6% |
| Others | | 9,325 | 4.4% | 8,828 | 4.3% | 496 | 5.6% |
| Total | | 213,528 | 100.0% | 204,180 | 100.0% | 9,348 | 4.6% |

| | | FY2019.3 3Q Oct.-Dec. | | FY2018.3 3Q Oct.-Dec. | | Increase (▲Decrease) | |
|------------------|------------------|-----------------------|-------------|-----------------------|-------------|----------------------|--------|
| | | ¥ Million | Per revenue | ¥ Million | Per revenue | ¥ Million | % y/y |
| L a n d | Commercial cargo | 54,846 | 72.2% | 52,045 | 72.0% | 2,801 | 5.4% |
| | Mini | 9,824 | 12.9% | 9,369 | 13.0% | 454 | 4.8% |
| | Home delivery | 1,671 | 2.2% | 1,820 | 2.5% | ▲ 148 | ▲ 8.2% |
| | Moving | 111 | 0.2% | 86 | 0.1% | 25 | 29.5% |
| | Charter | 5,326 | 7.0% | 5,072 | 7.0% | 253 | 5.0% |
| | Subtotal | 71,780 | 94.5% | 68,394 | 94.6% | 3,386 | 5.0% |
| Air snd Sea | | 716 | 0.9% | 664 | 0.9% | 51 | 7.8% |
| Others | | 3,491 | 4.6% | 3,278 | 4.5% | 212 | 6.5% |
| Total | | 75,988 | 100.0% | 72,337 | 100.0% | 3,650 | 5.0% |

IV. Major expenses

| | FY2019.3 3Q | | FY2018.3 3Q | | Increase (▲Decrease) | |
|---------------------|-------------|-------------|-------------|-------------|----------------------|--------|
| | ¥ Million | Per revenue | ¥ Million | Per revenue | ¥ Million | %y/y |
| Personnel | 71,207 | 33.3% | 69,340 | 33.9% | 1,867 | 2.7% |
| Fuel | 4,675 | 2.2% | 4,101 | 2.0% | 573 | 14.0% |
| Depreciation | 7,418 | 3.5% | 6,850 | 3.3% | 568 | 8.3% |
| Chartered truck fee | 71,994 | 33.7% | 68,533 | 33.6% | 3,460 | 5.0% |
| Argent fee | 17,695 | 8.3% | 17,327 | 8.5% | 368 | 2.1% |
| Commission fee | 13,766 | 6.4% | 13,901 | 6.8% | ▲ 135 | ▲ 1.0% |
| Tool road fee | 2,349 | 1.1% | 2,369 | 1.2% | ▲ 19 | ▲ 0.8% |
| Online | 978 | 0.5% | 961 | 0.5% | 16 | 1.7% |
| Air and sea freight | 1,562 | 0.7% | 1,457 | 0.7% | 105 | 7.2% |
| Others | 10,374 | 4.9% | 10,147 | 5.0% | 227 | 2.2% |
| Total | 202,023 | 94.6% | 194,991 | 95.5% | 7,032 | 3.6% |

| | FY2019.3 3Q Oct.-Dep. | | FY2018.3 3Q Oct.-Dec. | | Increase (▲Decrease) | |
|---------------------|-----------------------|-------------|-----------------------|-------------|----------------------|------|
| | ¥ Million | Per revenue | ¥ Million | Per revenue | ¥ Million | %y/y |
| Personnel | 24,264 | 31.9% | 23,870 | 33.0% | 393 | 1.6% |
| Fuel | 1,610 | 2.1% | 1,466 | 2.0% | 143 | 9.8% |
| Depreciation | 2,537 | 3.3% | 2,355 | 3.3% | 182 | 7.7% |
| Chartered truck fee | 25,287 | 33.3% | 23,941 | 33.1% | 1,346 | 5.6% |
| Argent fee | 6,222 | 8.2% | 6,082 | 8.4% | 140 | 2.3% |
| Commission fee | 5,046 | 6.7% | 4,936 | 6.8% | 109 | 2.2% |
| Tool road fee | 806 | 1.1% | 802 | 1.1% | 4 | 0.6% |
| Online | 355 | 0.5% | 335 | 0.5% | 19 | 5.8% |
| Air and sea freight | 557 | 0.7% | 514 | 0.7% | 42 | 8.2% |
| Others | 3,735 | 4.9% | 3,513 | 4.9% | 221 | 6.3% |
| Total | 70,423 | 92.7% | 67,819 | 93.8% | 2,603 | 3.8% |

| | Fuel Unit Price %y/y | Fuel Use %y/y |
|-------------|-------------------------|------------------|
| FY2015.3 3Q | 2.4% | ▲ 6.9% |
| FY2016.3 3Q | ▲ 24.6% | ▲ 2.4% |
| FY2017.3 3Q | ▲ 13.1% | 0.0% |
| FY2018.3 3Q | 14.1% | ▲ 0.2% |
| FY2019.3 3Q | 18.6% | ▲ 3.3% |