

**Financial Report for
the Fiscal Year ended
March 31, 2015**



Value Beyond Logistics

Mitsui-Soko Group

May 12, 2015



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*The FY2015 amounts shown in Detailed Forecast for FY2016 are replaced with new amounts considering the effect from moving to a holding company system in FY2015.



Summary of the Financial Report for FY2015

(1) Performance Overview

Unit : Millions of yen

Consolidated Total	FY2014 (Apr.2013- Mar.2014)	FY2015 (Apr.2014- Mar.2015)	Amount of Change	Percentage of Change
Net revenue	161,535	170,486	+ 8,950	+ 5.5%
Operating income	5,494	6,112	+ 617	+ 11.2%
Ordinary income	3,806	4,308	+ 502	+ 13.2%
Net income	4,491	1,212	(3,279)	(73.0)%

Cash flows from operating activities	13,639	8,047	(5,591)	(41.0)%
Cash flows from investing activities	(5,339)	(14,809)	(9,469)	—
Cash flows from financing activities	(24,012)	12,835	+ 36,848	—

Shareholders' equity	62,618	68,245	+ 5,626	+ 9.0%
Total assets	220,728	245,213	+ 24,485	+ 11.1%
Shareholders' equity ratio	+ 28.4%	+ 27.8%	(0.6)%	—



Summary of the Financial Report for FY2015

(2) Net Revenue (Comparison with FY2014 by segments)

Unit : Millions of yen

Consolidated Total	FY2014 (Apr.2013- Mar.2014)	FY2015 (Apr.2014- Mar.2015)	Amount of Change	Percentage of Change	Main Factors
Warehouse	47,176	48,396	+ 1,220	+ 2.6%	Increase of storage fee received
Port terminal	15,372	14,415	(956)	(6.2)%	Decrease of transaction with shipping companies
Global flow	26,645	32,335	+ 5,689	+ 21.4%	Increase of handling volume of all regions
Global express	23,117	29,430	+ 6,312	+ 27.3%	Increase of handling volume by air affected due to congestion at west coast port in the U.S.
Logistics systems	34,457	33,610	(847)	(2.5)%	The last-minute demand before the rise of consumption tax rate occurred in FY2014
BPO	6,604	6,921	+ 317	+ 4.8%	Increase of call center business
Real estate	11,050	10,477	(572)	(5.2)%	
Elimination and /or corporate	(2,887)	(5,100)	(2,212)	—	
Net Revenue	161,535	170,486	+ 8,950	+ 5.5%	



Summary of the Financial Report for FY2015

(3) Operating Income (Comparison with FY2014 by segments)

Unit : Millions of yen

Consolidated Total	FY2014 (Apr.2013- Mar.2014)	FY2015 (Apr.2014- Mar.2015)	Amount of Change	Percentage of Change	Main Factors
Warehouse	2,131	2,348	+216	+10.2%	Increase of storage fee received
Port terminal	893	541	(351)	(39.4)%	Decrease of transaction with shipping companies
Global flow	554	743	+188	+34.0%	Increase of handling volume of all regions
Global express	2,061	3,488	+1,426	+69.2%	Increase of handling volume by air affected due to congestion at west coast port in the U.S.
Logistics systems	944	397	(547)	(58.0)%	Detioration of transportation efficiency by increased handling of small appliances
BPO	66	13	(52)	(79.4)%	Incurrence of preceding costs for new business preparation
Real estate	6,397	5,872	(524)	(8.2)%	
Joint company expenses	(7,555)	(7,293)	+262	—	
Operating Income	5,494	6,112	+617	+11.2%	



Summary of the Financial Report for FY2015

(4) Ordinary Income and Net Income

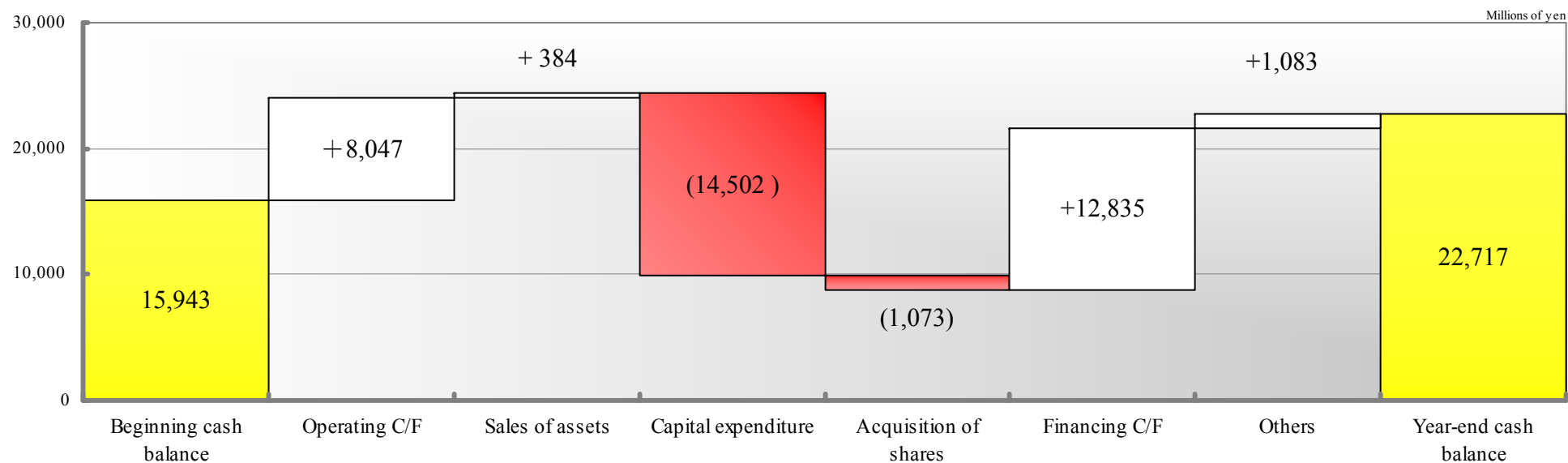
Unit : Millions of yen

Consolidated Total	FY2014 (Apr.2013- Mar.2014)	FY2015 (Apr.2014- Mar.2015)	Amount of Change
Operating income	5,494	6,112	+ 618
Non-operating income (expenses)	(1,688)	(1,804)	(116)
Financial balance	(812)	(712)	+ 100
Ordinary income	3,806	4,308	+ 502
Extraordinary gains	5,146	239	(4,907)
Gain on sales of properties	5,113	—	(5,113)
Extraordinary losses	875	172	(703)
Net income	4,491	1,212	(3,279)



Summary of the Financial Report for FY2015

(5) Cash Flows



Unit : Millions of yen

Consolidated Total	FY2014	FY2015	Amount of Change	Percentage of Change
Cash flows from operating activities	13,639	8,047	(5,591)	(41.0)%
Depreciation expenses	7,259	7,074	(184)	(2.5)%
Amortization of goodwill	1,811	1,813	+2	+0.1%
Cash flows from investing activities	(5,339)	(14,809)	(9,469)	—
Capital expenditure	(9,468)	(14,502)	(5,034)	—
Acquisition of shares	(1,440)	(1,073)	+367	—
Sales of assets	5,297	384	(4,913)	(92.8)%
Cash flows from financing activities	(24,012)	12,835	+36,848	—
Interest-bearing debt	110,073	125,081	+15,007	+13.6%
Year-end cash balance	15,943	22,717	+6,774	+42.5%



Summary of the Financial Report for FY2015

(6) Balance Sheet

Unit : Millions of yen

Consolidated Total	FY2014 (Apr.2013- Mar.2014)	FY2015 (Apr.2014- Mar.2015)	Amount of Change
Assets	220,728	245,213	+ 24,485
Current assets	45,671	58,146	+ 12,474
Cash & deposits	16,502	23,796	+ 7,293
Notes & accounts receivable	22,091	25,282	+ 3,190
Non-current assets	175,057	187,067	+ 12,010
Property, Plant and equipment	119,502	127,973	+ 8,470
Liabilities	154,791	172,232	+ 17,441
Interest-bearing debt	110,073	125,081	+ 15,007
Bonds	50,000	64,000	+ 14,000
Equity	65,936	72,980	+ 7,044
Shareholders' equity ratio	28.4%	27.8%	(0.6)%



Detailed Forecast for FY2016

(1) Performance Overview

Unit : Millions of yen

Consolidated Total	FY2015 (Apr.2014- Mar.2015)	FY2016 (Apr.2015- Mar.2016)	Amount of Change	Percentage of Change
Net revenue	170,486	210,000	+ 39,514	+ 23.2%
Operating income	6,112	6,000	(112)	(1.8)%
Ordinary income	4,308	3,400	(908)	(21.1)%
Net income	1,212	1,000	(212)	(17.5)%

Cash flows from operating activities	8,047	16,000	+ 7,953	+ 98.8%
Cash flows from investing activities	(14,809)	(56,000)	(41,191)	—
Cash flows from financing activities	12,835	29,000	+ 16,165	—

Shareholders' equity	68,245	67,500	(745)	(1.1)%
Total assets	245,213	290,000	+ 44,787	+ 18.3%
Shareholders' equity ratio	27.8%	23.3%	(4.5)%	—



Detailed Forecast for FY2016

(2) Net Revenue (Comparison with FY2016 Forecast by segments)

Unit : Millions of yen

Consolidated Total	FY2015 (Apr.2014- Mar.2015)	FY2016 (Apr.2015- Mar.2016)	Amount of Change	Percentage of Change	Expected Factors
Warehouse	49,514	61,000	+11,485	+23.2%	Increase of handling in healthcare filed
Port terminal	14,815	15,000	+184	+1.2%	Increase of transaction with shipping companies and expansion of agent business
Global flow	32,591	44,500	+11,908	+36.5%	Contribution of M&A and increase of handling due to starting operation at new warehouses
Global express	29,430	25,000	(4,430)	(15.1)%	Emergency air transportation due to congestion at west coast port in the U.S. occurred in FY2014
Logistics systems	33,610	34,000	+389	+1.2%	
BPO	6,879	8,000	+1,120	+16.3%	Increase of handling volume
SCS	—	25,000	+25,000	—	
Real estate	10,477	9,500	(977)	(9.3)%	
Elimination and /or corporate	(6,832)	(12,000)	(5,167)	—	
Net Revenue	170,486	210,000	+39,514	+23.2%	

*SCS: Supply Chain Solution business



Detailed Forecast for FY2016

(3) Operating Income (Comparison with FY2016 Forecast by segments)

Unit : Millions of yen

Consolidated Total	FY2015 (Apr.2014- Mar.2015)	FY2016 (Apr.2015- Mar.2016)	Amount of Change	Percentage of Change	Expected Factors
Warehouse	950	1,600	+ 649	+ 68.3%	Increase of handling in healthcare filed
Port terminal	457	500	+ 42	+ 9.2%	Increase of transaction with shipping companies and expansion of agent business
Global flow	657	1,500	+ 842	+ 128.2%	Contribution of M&A and increase of handling due to starting operation at new warehouses
Global express	3,339	2,400	(939)	(28.1)%	Emergency air transportation due to congestion at west coast port in the U.S. occurred in FY2014
Logistics systems	364	1,500	+ 1,135	+ 311.8%	Enhancement of productivity owing to transportation efficiency improvement
BPO	(425)	200	+ 625	—	Increase of handling volume
SCS	—	500	+ 500	—	
Real estate	5,872	4,500	(1,372)	(23.4)%	
Joint company expenses	(5,103)	(6,700)	(1,596)	—	
Operating Income	6,112	6,000	(112)	(1.8)%	

*SCS: Supply Chain Solution business



Detailed Forecast for FY2016

(4) Ordinary Income and Net Income

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Unit : Millions of yen

Consolidated Total	FY2015 (Apr.2014- Mar.2015)	FY2016 (Apr.2015- Mar.2016)	Amount of Change
Operating income	6,112	6,000	(112)
Non-operating income (expenses)	(1,804)	(2,600)	(796)
Financial balance	(712)	(1,000)	(288)
Ordinary income	4,308	3,400	(908)
Extraordinary gains	239	800	+561
Extraordinary losses	172	600	+428
Net income	1,212	1,000	(212)



Detailed Forecast for FY2016

(5) Financial Forecast

Unit : Millions of yen

Consolidated Total	FY2015	FY2016	Amount of Change	Percentage of Change
Cash flows from operating activities	8,047	16,000	+ 7,953	+ 98.8%
Depreciation expenses & Amortization of goodwill	8,887	11,500	+ 2,613	+ 29.4%
Cash flows from investing activities	(14,809)	(56,000)	(41,191)	—
Cash flows from financing activities	12,835	29,000	+ 16,165	+ 125.9%
Interest-bearing debt	125,081	155,000	+ 29,919	+ 23.9%
Year-end cash balance	22,717	11,000	(11,717)	(51.6)%



The Medium-term Management Plan “MOVE2013” ending in FY2016

- Concentrated Investment in Growing Fields in Asia-Pacific Region
- Development and Growth of Platform Services
- Optimizing Asset Portfolio

Capital expenditure already performed

Bangkok
(Feb. 2014)

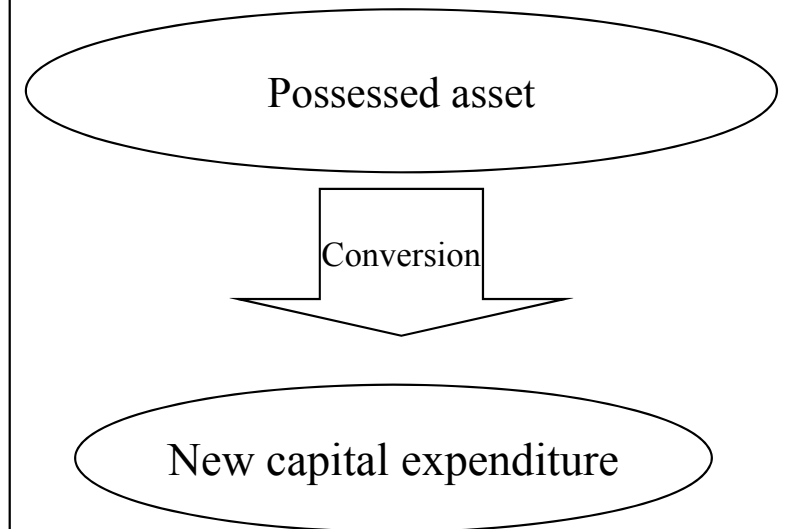
Busan
(Jul. 2014)

Shanghai
(Dec. 2014)

Jakarta
(Apr. 2015)

Nishi Kobe II
(May 2015)

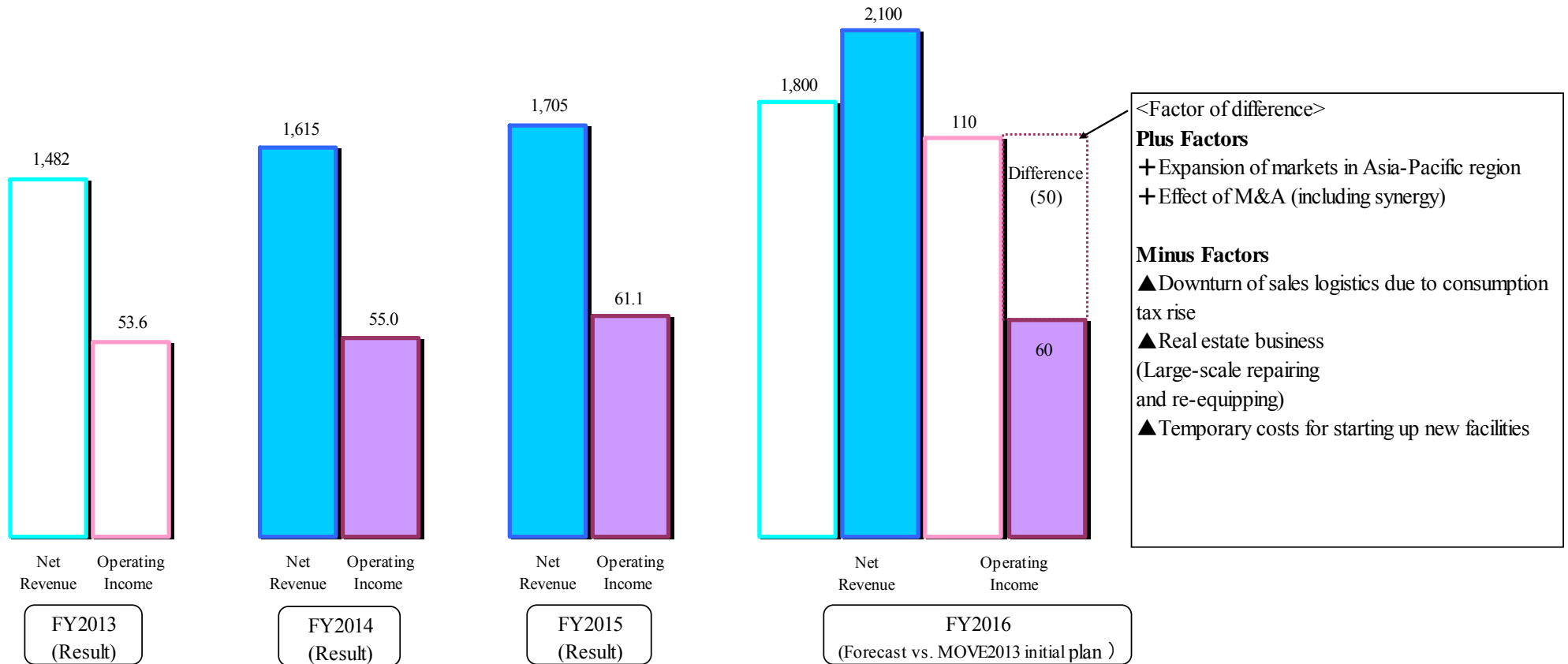
Mitsui-Soko Supply Chain Solution
〔Japan/Thailand/ Malaysia〕
(Apr.2015)





Performance Overview (Unit: Billion of yen)

	FY2014	FY2015	FY2016 (Forecast)	
			Initial Plan	
Net Revenue	1,615	1,705	2,100	1,800
Operating Income	55.0	61.1	60.0	110



Formulation of new mid-term management plan for further growth acceleration