

In 1909, MSC was established. Today, the Company provides a diverse range of logistics services.
November 9, 2009
MITSUI-SOKO CO., LTD.

## Supplementary Materials of the Financial Report for the Six Months Ended September 30, 2009

## (1)Company profile

| Company Name: | MITSUI-SOKO CO., LTD. |
| :---: | :---: |
| Representative: | Kazuo Tamura, President |
| Head Office: | 22-23, Kaigan 3-chome, Minato-ku, Tokyo, Japan |
| Branch Offices: | Kanto (Tokyo and Yokohama), Chubu (Nagoya and Yokkaichi), Kansai (Osaka and Kobe), Kyushu (Fukuoka and Kitakyushu) |
| Established: | October 11, 1909 |
| Capital: | $¥ 11.1$ billion |
| Number of Shares Issued: | 139,415,000 |
| Number of Employees: | 770 (As of September 30, 2009) (20 more than the same period last year) |
| Businesses: | Warehousing, Port terminal operation, Overland transport, Transport handling, Combined transports (land, sea and air) and related handling work, Customs clearance, Agent for the registration of international ships, Leasing of real estate, etc. |
| Overseas: | U.S.A., Netherlands, Germany, Czech Republic, Belgium, Poland, Finland, U.A.E., Singapore, Malaysia, Thailand, Indonesia, Philippines, Vietnam, Hong Kong, China, Taiwan and Korea |
| 【Consolidated basis】 |  |
| No. of subsidiaries: | 26 domestic and 26 overseas |
| No. of employees: | 3,054 for logistics operations, 11 for real estate operations, 83 for work common to the entire group; Total of 3,148 (112 less than the same period last year) |
|  | 1,950 employed domestically (1 more than the same period last year) |
|  | 1,198 employed overseas (113 less than the same period last year) |
|  | Total of 3,148 (112 less than the same period last year) |
| Assets: | $¥ 89,896$ million in logistics operations, $¥ 48,342$ million in real estate operations ( $65: 35$ ), $¥ 35,197$ million in work common to the entire group; Total of $¥ 173,436$ million (Breakdown: $¥ 133,686$ million in domestic assets, $¥ 8,372$ million in overseas assets) |

# Supplementary Materials of the Financial Report for the Six Months Ended September 30, 2009 

## (2)Outline of Consolidated Subsidiaries

| MITSUI-SOKO |  |
| :---: | :---: |
| Logistics operations <br> (Warehousing, Port terminal operation, Domestic transport, Handling of international transport, Other incidental operations) | Real estate operations (Real estate leasing) |

Performance of services

## (Consolidated domestic subsidiaries)

MITSUI-SOKO BUISINESS PARTNERS CO., LTD.
SANSO K.K.
TOKO MARURAKU TRANSPORTATION CO., LTD. SANSO KOUUN CO., LTD,
MITSUNORI CORPORATION
KOBE SUNSO KOUN CO., LTD.
MITSUI SOKO KYUSHU CO., LTD.
MITSUI-SOKO FACILITIES CO., LTD.
M • S LOGISTICS CO., LTD.
SANKO TRUCKING CO., LTD.
SANYU SERVICE CO., LTD.
SEIYU KOUN CO., LTD.
SUN CAPITAL AND ACCOUNTING CO., LTD

HOKKAIMITSUI WAREHOUSE CO., LTD.
IM EXPRESS CO., LTD.
MSC LOGISTICS EAST, INC. MEIKYO SERVICE CO., LTD.
SANSHIN CO., LTD
SUN TRANSPORT CO., LTD.
HAKATA SANSO-BUTSURYU CO., LTD. LOGISTICS SYSTEMS AND SOLUTIONS CO., LTD. SANEI K.K.
MITSUI WAREHOUSE TERMINAL SERVICE CO., LTD. MK SERVICES CO., LTD.
MITSUI-SOKO AIR FREIGHT CO. , LTD.
TOKYO SANSHIN SERVICE K.K.
(Equity-method affiliates)

MORIKICHI TSUUN CO., LTD.
ITABASHI-SHOUJI CO., LTD.
Syarikat Rtnz Sdn. Bhd.
AW Rostamani Logisitcs L.L.C.
Shanghai Hua He International Logistics Co. , Ltd.
Joint Venture Sunrise Logistics Co., Ltd.\#

(Unconsolidated subsidiaries)
SANKO FOODS CO., LTD. etc.


Company marked by blue \# denotes newly established.

Companies marked by green* denote under liquidation

## Supplementary Materials of the Financial Report for the Six Months Ended September 30, 2009

(3)Business Volume in the Logistics Sector [1]

|  |  |  |  | st Half ended | Sept. 30, 20 |  |  | 1st Half ended | Sept. 30, |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Consolidated basis | Parent Co <br> (Kyushyu <br> spin-off) | Domestic subsidiaries | Overseas subsidiaries | Consolidated Total | Parent Co <br> (Kyushyu <br> spin-off) | Domestic subsidiaries | Overseas subsidiaries | Consolidated Total |
|  | Average stor | balance (in thousands of tons) | 475 | 48 | 406 | 929 | 482 | 50 | 420 | 952 |
|  | Rate of good | turnover | 34.7\% | 32.1\% | 56.7\% | 44.2\% | 30.5\% | 36.2\% | 29.4\% | 30.3\% |
|  | Storage area | (in thousands of square meters) | 663 | 64 | 284 | 1,011 | 675 | 66 | 298 | 1,039 |
| Handling in | Incoming (in | housands of tons) | 991 | 91 | 1,389 | 2,471 | 872 | 108 | 676 | 1,656 |
| warehouse | Outgoing (in | housands of tons) | 989 | 95 | 1,355 | 2,439 | 897 | 113 | 856 | 1,866 |
| Work at con | ainer terminal | Volume handled (in thousands of tons) | 9,512 | 1,647 | - | 11,159 | 8,180 | 1,497 | - | 9,677 |
| Domestic tra | sport | Volume transported (in thousands of tons) | 6,935 | 676 | - | 7,611 | 5,341 | 478 | - | 5,819 |
| International | ransport | Volume transported (in thousands of tons) | 630 | - | 70 | 700 | 456 | - | 60 | 516 |
| Distribution\& | processing | Sales proceeds (in millions of yen) | 491 | - | 72 | 563 | 481 | - | 54 | 535 |


| Consolidated basis |  |  | $\begin{array}{\|c\|} \hline \text { 1st Half } \\ \text { ended Sept. } \\ 2008 \end{array}$ | Details of increase/decrease |  |  |  |  | $\begin{array}{\|c} \text { 1st Half } \\ \text { ended Sept. } \\ 2009 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Parent Co <br> (Kyushu <br> spin-off) | Domestic subsidiaries | Overseas subsidiaries | Total increase/ decrease | Ratio of increase/ decrease |  |
| Storage in warehouse | Average storage balance (in thousands of tons) |  |  | 929 | 7 | 2 | 14 | 23 | 2.5\% | 952 |
|  | Rate of goods turnover |  | 44.2\% | -4.2\% | 4.1\% | -27.3\% | -13.9\% | -31.4\% | 30.3\% |
|  | Storage area (in thousands of square meters ) |  | 1,011 | 12 | 2 | 14 | 28 | 2.8\% | 1,039 |
| Handling in warehouse | Incoming (in thousands of tons ) |  | 2,471 | (119) | 17 | (713) | (815) | -33.0\% | 1,656 |
|  | Outgoing (in thousands of tons) |  | 2,439 | (92) | 18 | (499) | (573) | -23.5\% | 1,866 |
| Work at container terminal |  | Volume handled (in thousands of tons) | 11,159 | $(1,332)$ | (150) | - | $(1,482)$ | -13.3\% | 9,677 |
| Domestic transport |  | Volume transported (in thousands of tons ) | 7,611 | $(1,594)$ | (198) | - | $(1,792)$ | -23.5\% | 5,819 |
| International transport |  | Volume transported (in thousands of tons ) | 700 | (174) | - | (10) | (184) | -26.3\% | 516 |
| Distribution \& processing |  | Sales proceeds (in millions of yen) | 563 | (10) | - | (18) | (28) | -5.0\% | 535 |

Supplementary Materials
(1)Comparative Consolidated Balance Sheet
(Millions of yen)

|  |  | Mar. 31, 2009 | Sept. 30, 2009 | Change | Main factors for change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Current assets | Cash \& deposits | 14,371 | 23,209 | 8,838 | Temporary buildup due to front-loading of new borrowings |
|  | Notes \& accounts receivable | 12,403 | 11,384 | $(1,019)$ |  |
|  | Deferred income taxes | 783 | 807 | 24 |  |
|  | Other current assets | 3,615 | 2,856 | (759) |  |
|  | Allowance for doubtful accounts | (45) | (40) | 5 |  |
| Fixed assets | Buildings \& structures, net | 55,809 | 54,399 | $(1,410)$ |  |
|  | Machinery \& delivery equipment, net | 3,372 | 3,229 | (143) |  |
|  | Land | 46,882 | 46,965 | 83 |  |
|  | Other PP\&E, net | 2,106 | 1,876 | (230) |  |
|  | Construction in progress | 4,790 | 6,420 | 1,630 |  |
|  | Intangibles, net | 5,077 | 4,987 | (90) |  |
|  | Investment securities | 12,377 | 12,886 | 509 |  |
|  | Long-term loans | 321 | 375 | 54 |  |
|  | Deferred income taxes | 582 | 550 | (32) |  |
|  | Prepaid pension costs | 817 | 831 | 14 |  |
|  | Other investments | 2,747 | 2,718 | (29) |  |
|  | Allowance for doubtful accounts | (15) | (22) | (7) |  |
| Current <br> liabilities | Notes \& accounts pay able | 6,106 | 5,838 | (268) |  |
|  | Short-term borrowings\&current portion of long-term debt and bonds | 16,420 | 14,699 | $(1,721)$ |  |
|  | Accrued income taxes | 450 | 1,190 | 740 |  |
|  | Accrued bonus | 1,479 | 1,492 | 13 |  |
|  | Other current liabilities | 6,114 | 6,277 | 163 |  |
| Long-term liabilities | Bonds | 18,000 | 24,000 | 6,000 | Up due to bond issue |
|  | Long-term borrowings | 57,724 | 59,118 | 1,394 |  |
|  | Deferred income taxes | 1,274 | 1,465 | 191 |  |
|  | Accrued pension and severance costs | 2,494 | 2,532 | 38 |  |
|  | Other long-term liabilities | 4,118 | 4,118 | 0 |  |
| Common stock |  | 11,100 | 11,100 | 0 |  |
| Capital surplus |  | 5,563 | 5,563 | 0 |  |
| Retained earnings |  | 37,590 | 37,818 | 228 |  |
| Treasury stock, at cost |  | $(4,061)$ | $(4,062)$ | (1) |  |
| Unrealized gains on available-for-sale securities |  | 2,337 | 2,675 | 338 |  |
| Foreign currency translation adjustments |  | $(1,999)$ | $(1,713)$ | 286 |  |
| Minority interests |  | 1,284 | 1,320 | 36 |  |
| Total liabilities, minority interests and shareholders' equity |  | 165,999 | 173,436 | 7,437 |  |

Supplementary Materials
(2)Comparative Consolidated Income Statement
(Millions of yen)

|  |  | Six months ended Sept. 2008 |  |  | Six months ended Sept. 2009 |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1st Quarter | 2nd Quarter | 1st Half | 1st Quarter | 2nd Quarter | 1st Half | 1st Quarter | 2nd Quarter | 1st Half |
| Net revenue | Storage service | 3,519 | 3,662 | 7,181 | 3,484 | 3,336 | 6,821 | (35) | (326) | (360) |
|  | Warehouse handling services | 2,411 | 2,398 | 4,810 | 1,844 | 1,909 | 3,754 | (567) | (489) | $(1,056)$ |
|  | Port terminal services | 5,460 | 5,366 | 10,827 | 3,972 | 4,255 | 8,227 | $(1,488)$ | $(1,111)$ | $(2,600)$ |
|  | Transportation services | 8,412 | 8,620 | 17,032 | 5,844 | 6,133 | 11,977 | $(2,568)$ | $(2,487)$ | $(5,055)$ |
|  | Real estate | 2,124 | 2,402 | 4,526 | 2,977 | 2,973 | 5,951 | 853 | 571 | 1,425 |
|  | Other | 3,849 | 3,842 | 7,691 | 3,239 | 3,262 | 6,502 | (610) | (580) | $(1,189)$ |
|  | Total | 25,776 | 26,293 | 52,070 | 21,363 | 21,870 | 43,234 | $(4,413)$ | $(4,423)$ | $(8,836)$ |
| Cost of sales | Direct operation expenses | 11,558 | 11,674 | 23,233 | 8,066 | 8,458 | 16,525 | $(3,492)$ | $(3,216)$ | $(6,708)$ |
|  | Lease and rental | 1,832 | 1,940 | 3,772 | 1,780 | 1,724 | 3,504 | (52) | (216) | (268) |
|  | Depreciation expenses | 1,101 | 1,183 | 2,285 | 1,321 | 1,342 | 2,663 | 220 | 159 | 378 |
|  | Salaries \& benefits | 3,574 | 3,495 | 7,069 | 3,377 | 3,289 | 6,666 | (197) | (206) | (403) |
|  | Other | 4,325 | 4,685 | 9,011 | 3,764 | 3,850 | 7,614 | (561) | (835) | $(1,397)$ |
|  | Total | 22,391 | 22,980 | 45,371 | 18,309 | 18,666 | 36,975 | $(4,082)$ | $(4,314)$ | $(8,396)$ |
| Gross Profit |  | 3,385 | 3,313 | 6,698 | 3,053 | 3,204 | 6,258 | (332) | (109) | (440) |
| SG\&A | Depreciation expenses | 150 | 148 | 298 | 148 | 144 | 292 | (2) | (4) | (6) |
|  | Remuneration salaries \& benefits | 772 | 749 | 1,522 | 818 | 785 | 1,603 | 46 | 36 | 81 |
|  | Other | 802 | 804 | 1,607 | 714 | 693 | 1,408 | (88) | (111) | (199) |
|  | Total | 1,724 | 1,702 | 3,427 | 1,681 | 1,623 | 3,304 | (43) | (79) | (123) |
| Operating income |  | 1,660 | 1,611 | 3,271 | 1,372 | 1,581 | 2,953 | (288) | (30) | (318) |
| Nonoperating income | Interest and dividends | 175 | 22 | 198 | 106 | 14 | 121 | (69) | (8) | (77) |
|  | Equity in earnings of associated companies | 16 | 14 | 31 | 19 | 20 | 40 | 3 | 6 | 9 |
|  | Other | 60 | 97 | 152 | 105 | 162 | 267 | 45 | 65 | 115 |
|  | Total | 254 | 135 | 383 | 231 | 198 | 430 | (23) | 63 | 47 |
| Nonoperating expenses | Interest expense | 230 | 286 | 517 | 379 | 388 | 768 | 149 | 102 | 251 |
|  | Other | 97 | 270 | 361 | 218 | 220 | 439 | 121 | (50) | 78 |
|  | Total | 328 | 556 | 879 | 598 | 609 | 1,207 | 270 | 53 | 328 |
| Ordinary income |  | 1,585 | 1,189 | 2,774 | 1,006 | 1,170 | 2,176 | (579) | (19) | (598) |
| Extraordinary gains | Gain on sales of investment securities | 0 | 211 | 211 | 0 | 213 | 213 | 0 | 2 | 2 |
|  | Total | 0 | 211 | 211 | 0 | 213 | 213 | 0 | 2 | 2 |
| Extraordinary loss | Loss on resturcturing of subsidiaries and affilates business | - | - | - | - | 199 | 199 | 0 | 199 | 199 |
|  | Unrealized loss on investment securities | 358 | 103 | 461 | 16 | 49 | 65 | (342) | (54) | (396) |
|  | Loss on disposal of fixed assets | 23 | 32 | 56 | 16 | 49 | 66 | (7) | 17 | 10 |
|  | Loss on sales of fixed assets | 0 | 169 | 169 | 20 | 0 | 20 | 20 | (169) | (149) |
|  | Other | 0 | 0 | 0 | 0 | 54 | 54 | 0 | 54 | 54 |
|  | Total | 381 | 305 | 687 | 52 | 352 | 405 | (329) | 47 | (282) |
| Income before income taxes |  | 1,203 | 1,095 | 2,299 | 953 | 1,030 | 1,984 | (250) | (65) | (315) |
| Income taxes |  | 647 | 514 | 1,161 | 579 | 573 | 1,153 | (68) | 59 | (8) |
| Minority interest in net income |  | 6 | (33) | (27) | (1) | 5 | 4 | (7) | 38 | 31 |
| Net income |  | 550 | 614 | 1,165 | 374 | 451 | 826 | (176) | (163) | (339) |

Supplementary Materials

## (3)Comparative Consolidated Cash Flows

(Millions of yen)

|  |  | 1st Half ended <br> Sept. 2008 | 1st Half ended Sept. 2009 | Change | Main factors for change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operating activities | Income before income taxes | 2,299 | 1,984 | (315) |  |
|  | Depreciation expense | 2,583 | 2,956 | 373 |  |
|  | Increase(decrease) in allowance for doubtful accounts | 14 | 1 | (13) |  |
|  | Increase(decrease) in accrued bonus | 51 | 10 | (41) |  |
|  | Increase(decrease) in accrued pension and severance costs | 63 | 35 | (28) |  |
|  | Equity in (earnings)losses of nonconsolidated subsidiaries and affiliates | (31) | (40) | (9) |  |
|  | (Gain) loss on sales of PP\&E and investment securities | (54) | (201) | (147) |  |
|  | Loss on disposal of PP\&E | 19 | 7 | (12) |  |
|  | Loss on disposal of intangible assets | 21 | 0 | (21) |  |
|  | Unrealized loss (gain) on investment securities | 461 | 65 | (396) |  |
|  | (Increase)decrease in trade receivables | 93 | 1,217 | 1,124 |  |
|  | Increase(decrease) in trade payables | (291) | (389) | (98) |  |
|  | Other, net | 433 | 1,114 | 681 |  |
|  | Income taxes paid | $(1,258)$ | (414) | 844 |  |
|  | Net cash provided by operating activities | 4,407 | 6,348 | 1,941 |  |
| Investing activities | Purchases of investment securities | (369) | (100) | 269 |  |
|  | Proceeds fromsales of investment securities | 309 | 336 | 27 |  |
|  | Purchases of fixed assets | $(25,933)$ | $(2,996)$ | 22,937 |  |
|  | Proceeds from sales of fixed assets | 344 | 81 | (263) |  |
|  | Payments for loans extended | (125) | (111) | 14 |  |
|  | Proceeds from loans collected | 64 | 58 | (6) |  |
|  | Other, net | 9 | (21) | (30) |  |
|  | Net cash used in investing activities | $(25,701)$ | $(2,752)$ | 22,949 |  |
| Financing activities | Proceeds from short-term borrowings | 27,808 | 3,664 | $(24,144)$ |  |
|  | Repayments for short-termborrowings | $(9,807)$ | $(3,547)$ | 6,260 |  |
|  | Proceeds fromlong-termborrowings | 6,630 | 9,000 | 2,370 |  |
|  | Repayments for long-term borrowings | $(3,882)$ | $(4,458)$ | (576) |  |
|  | Corporate bond issued | 10,000 | 6,000 | $(4,000)$ |  |
|  | Corporate bond redeemed | - | $(5,000)$ | $(5,000)$ |  |
|  | Dividends paid | (531) | (597) | (66) |  |
|  | Other, net | 105 | 24 | (81) |  |
|  | Net cash provided by financing activities | 30,322 | 5,083 | $(25,239)$ |  |
| Translation adjustments on cash and cash equivalents |  | (60) | 126 | 186 |  |
| Net increase(decrease) in cash and cash equivalents |  | 8,968 | 8,805 | (163) |  |
| Cash and cash equivalents at the beginning of term |  | 7,680 | 14,154 | 6,474 |  |
| Cash and cash equivalents at the end of term |  | 16,648 | 22,960 | 6,312 |  |

(Millions of yen)

|  |  | Mar. 31, 2009 | Sept. 31, 2009 | Change | main factors for change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Current assets | Cash \& deposits | 10,242 | 19,066 | 8,824 | Temprary buildup due to front-loading of new borrowings |
|  | Notes \& accounts receivable | 7,960 | 7,559 | (401) |  |
|  | Deferred income taxes | 576 | 596 | 20 |  |
|  | Other current assets | 2,931 | 2,114 | (817) |  |
|  | Allowance for doubtful accounts | (5) | (5) | 0 |  |
| Fixed assets | Buildings \& structures, net | 52,503 | 51,116 | $(1,387)$ |  |
|  | Land | 42,224 | 42,271 | 47 |  |
|  | Oher PP\&E, net | 4,104 | 3,745 | (359) |  |
|  | Construction in progress | 4,790 | 6,420 | 1,630 | Up due to construct of Ibaraki Records Center in Osaka |
|  | Intangible, net | 4,892 | 4,771 | (121) |  |
|  | Investment securities | 17,466 | 17,860 | 394 |  |
|  | Long-term loans | 980 | 1,048 | 68 |  |
|  | Prepaid pension cost | 817 | 831 | 14 |  |
|  | Other investment | 2,438 | 2,420 | (18) |  |
|  | Allowance for doubthul accounts | (835) | (842) | (7) |  |
| Current liabilities | Notes \& accounts payable | 4,411 | 4,310 | (101) |  |
|  | Short-term borrowings \& current portion of long-termborrowing | 15,130 | 13,281 | $(1,849)$ |  |
|  | Accrued income taxes | 146 | 955 | 809 |  |
|  | Accrued bonus | 868 | 880 | 12 |  |
|  | Other current liabilities | 4,670 | 4,823 | 153 |  |
| Long-term liabilities | Bonds | 18,000 | 24,000 | 6,000 | Up due to bond issue |
|  | Long-term borrowings | 56,458 | 57,959 | 1,501 |  |
|  | Deferred income taxes | 589 | 771 | 182 |  |
|  | Accrued pension and severance costs | 146 | 258 | 112 |  |
|  | Other long-term liabilities | 4,436 | 4,412 | (24) |  |
| Common stock |  | 11,100 | 11,100 | 0 |  |
| Capital surplus |  | 5,563 | 5,563 | 0 |  |
| Retained earnings |  | 31,353 | 32,158 | 805 |  |
| Treasury stock at cost, net |  | $(4,061)$ | $(4,062)$ | (1) |  |
| Unrealized gain on available-for-sale securities |  | 2,276 | 2,562 | 286 |  |
| Total liabilities and net assets |  | 151,094 | 158,980 | 7,886 |  |

(Millions of yen)

|  |  | Six months ended <br> Sept. 30, 2008 |  |  | Six months ended <br> Sept. 30, 2009 |  |  | Change |  |  | Main factors for the change in six months |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1st Quarter | 2nd Quarter | 1st Half | 1st Quarter | 2nd Quarter | 1st Half | 1st Quarter | 2nd Quarter | 1st Half |  |
| Net revenue | Storage services | 2,660 | 2,703 | 5,363 | 2,651 | 2,542 | 5,193 | (9) | (161) | (170) |  |
|  | Warehouse handling services | 1,242 | 1,139 | 2,382 | 996 | 976 | 1,973 | (246) | (163) | (409) |  |
|  | Port terminal services | 4,107 | 3,993 | 8,101 | 3,007 | 3,194 | 6,201 | $(1,100)$ | (799) | $(1,900)$ |  |
|  | Transportation services | 6,102 | 6,296 | 12,398 | 4,349 | 4,499 | 8,849 | $(1,753)$ | $(1,797)$ | $(3,549)$ |  |
|  | Real estate | 2,169 | 2,448 | 4,617 | 3,023 | 3,019 | 6,043 | 854 | 571 | 1,426 | Full year opearation of MSC Fukagawa Building NO. 2 and office buildings in Tokyo |
|  | Other | 2,842 | 2,878 | 5,720 | 2,470 | 2,508 | 4,978 | (372) | (370) | (742) |  |
|  | Total | 19,124 | 19,459 | 38,584 | 16,499 | 16,471 | 33,241 | $(2,625)$ | $(2,988)$ | $(5,343)$ |  |
| Cost of sales | Direct operation expense | 9,824 | 9,860 | 19,684 | 7,304 | 7,566 | 14,871 | $(2,520)$ | $(2,294)$ | $(4,813)$ |  |
|  | Lease and rental | 1,246 | 1,272 | 2,519 | 1,188 | 1,149 | 2,337 | (58) | (123) | (182) |  |
|  | Depreciation expense | 894 | 953 | 1,848 | 1,117 | 1,127 | 2,244 | 223 | 174 | 396 |  |
|  | Taxes | 349 | 335 | 684 | 376 | 370 | 747 | 27 | 35 | 63 |  |
|  | Salaries | 1,171 | 1,158 | 2,330 | 1,207 | 1,152 | 2,361 | 36 | (6) | 31 |  |
|  | Other | 3,039 | 3,278 | 6,319 | 2,635 | 2,679 | 5,316 | (404) | (599) | $(1,003)$ |  |
|  | Total | 16,528 | 16,859 | 33,388 | 13,831 | 14,048 | 27,880 | $(2,697)$ | $(2,811)$ | $(5,508)$ |  |
| Gross profit |  | 2,596 | 2,600 | 5,196 | 2,668 | 2,692 | 5,360 | 72 | 92 | 164 |  |
| SG\&A | Depreciation expense | 160 | 158 | 318 | 158 | 153 | 312 | (2) | (5) | (6) |  |
|  | Remuneration \& salaries | 487 | 477 | 965 | 553 | 530 | 1,084 | 66 | 53 | 119 |  |
|  | Other | 566 | 600 | 1,168 | 534 | 539 | 1,076 | (32) | (61) | (92) |  |
|  | Total | 1,215 | 1,239 | 2,455 | 1,249 | 1,226 | 2,475 | 34 | (13) | 20 |  |
| Operating income |  | 1,380 | 1,360 | 2,741 | 1,418 | 1,466 | 2,885 | 38 | 106 | 144 |  |
| Nonoperating income | Interest and dividends | 537 | 14 | 551 | 435 | 10 | 445 | (102) | (4) | (106) |  |
|  | Other | 29 | 40 | 70 | 51 | 56 | 108 | 22 | 16 | 38 |  |
|  | Total | 567 | 55 | 622 | 487 | 67 | 555 | (80) | 12 | (67) |  |
| Nonoperating expense | Interest expense | 213 | 268 | 482 | 362 | 376 | 739 | 149 | 108 | 257 |  |
|  | Other | 59 | 314 | 374 | 198 | 176 | 375 | 139 | (138) | 1 |  |
|  | Total | 273 | 584 | 857 | 561 | 553 | 1,115 | 288 | (31) | 258 |  |
| Ordinary income |  | 1,674 | 831 | 2,506 | 1,345 | 979 | 2,324 | (329) | 148 | (182) |  |
| Extraordinary gains | Gain on sales of investment securities | 0 | 211 | 211 | 0 | 211 | 211 | 0 | 0 | 0 | Sale of securities to improve asset efficiency |
|  | Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  |
|  | Total | 0 | 211 | 211 | 0 | 211 | 211 | 0 | 0 | 0 |  |
| Extraordinary loss | Unrealized loss on investment securities | 358 | 103 | 461 | 16 | 48 | 65 | (342) | (55) | (396) |  |
|  | Provision for allowance for loss on investments | 0 | 100 | 100 | 0 | 0 | 0 | 0 | (100) | (100) |  |
|  | Loss on disposal of assets | 22 | 32 | 55 | 16 | 49 | 65 | (6) | 17 | 10 |  |
|  | Loss on sales of assets | 0 | 80 | 80 | 20 | 0 | 20 | 20 | (80) | (60) |  |
|  | Other | 0 | 0 | 0 | 0 | 30 | 30 | 0 | 30 | 30 |  |
|  | Total | 381 | 316 | 698 | 52 | 129 | 181 | (329) | (187) | (517) |  |
| Income before income taxes |  | 1,292 | 726 | 2,019 | 1,292 | 1,062 | 2,355 | 0 | 336 | 336 |  |
| Income taxes - current |  | 288 | 686 | 975 | 276 | 709 | 986 | (12) | 23 | 11 |  |
| Income taxes - deferred |  | 145 | (367) | (222) | 199 | (234) | (34) | 54 | 133 | 188 |  |
| Net income |  | 858 | 408 | 1,266 | 815 | 586 | 1,402 | (43) | 178 | 136 |  |

## Supplementary Materials

(6)List of Cargo Volume in Warehouse (Nonconsolidated)
1.Storage balance

FY2010: year ending March 31, 2010

|  | Mar.31,2004 | Mar.31,2005 | Mar.31,2006 | Mar.31,2007 | Mar.31,2008 | Mar.31,2009 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Tons (1,000 tons) | 440 | 470 | 457 | 480 | 476 | 491 |
| Amount (Millions of yen) | 127,955 | 133,912 | 161,165 | 177,370 | 160,360 | 172,672 |


|  | Sep.30, 2004 | Sep.30, 2005 | Sep.30, 2006 | Sep.30, 2007 | Sep.30, 2008 | Sep.30, 2009 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Tons (1,000 tons) | 438 | 458 | 502 | 473 | 477 | 466 |
| Amount (Millions of yen) | 126,830 | 134,810 | 166,214 | 166,157 | 182,727 | 190,972 |

2.Change in monthly balance (April 1, 2009-September 30, 2009)

|  | 30-Apr | 31-May | 30-Jun | 31-Jul | 31-Aug | 30-Sep |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Tons (1,000 tons) | 486 | 494 | 485 | 485 | 474 | 466 |
| Amount (Millions of yen) | 184,743 | 181,532 | 179,866 | 186,079 | 196,373 | 190,972 |

3.Warehouse volume

|  |  | FY2006 | FY2007 | FY2008 | FY2009 | FY2010 |
| :--- | :---: | ---: | ---: | ---: | ---: | ---: |
| Tons (1,000 tons) | 1st half | 1,163 | 1,231 | 1,223 | 991 | 872 |
|  | 2nd half | 1,077 | 1,180 | 1,176 | 846 | - |
|  | total for year | 2,240 | 2,411 | 2,399 | 1,837 | - |
| Amount <br> (Millions of yen) | 1st half | 281,525 | 383,460 | 357,352 | 388,654 | 299,425 |
|  | 2nd half | 341,201 | 429,035 | 372,893 | 293,831 | - |
|  | total for year | 622,726 | 812,495 | 730,250 | 632,485 | - |

4.Turnover rate

| Tons |  | FY2006 | FY2007 | FY2008 | FY2009 | FY2010 |
| :--- | :---: | ---: | ---: | ---: | ---: | :---: |
|  | 1st half | $41.6 \%$ | $41.8 \%$ | $42.5 \%$ | $34.8 \%$ | $30.5 \%$ |
|  | 2nd half | $39.5 \%$ | $39.6 \%$ | $42.6 \%$ | $29.1 \%$ | - |
|  | total for year | $40.6 \%$ | $40.7 \%$ | $42.5 \%$ | $31.9 \%$ | - |

5.Monthly turnover rate ( April 1, 2009 - September 30, 2009)

|  | 30-Apr | 31-May | 30-Jun | 31-Jul | 31-Aug | 30-Sep |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Tons | $31.3 \%$ | $27.8 \%$ | $30.3 \%$ | $32.7 \%$ | $31.4 \%$ | $29.4 \%$ |
| Amount | $29.9 \%$ | $22.4 \%$ | $25.1 \%$ | $27.5 \%$ | $30.3 \%$ | $21.8 \%$ |

5.Warehouse floor space (Storage area)

|  | Mar.31,2005 | Mar.31,2006 | Mar.30,2007 | Mar.30,2008 | Sep.30,2009 | Sep.,2009 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Area (1,000 sq. meters) | 628 | 629 | 631 | 622 | 671 | 675 |

## Supplementary Materials

(7)Handling Volume (Storage Balance $\boldsymbol{}$ Tons) $^{\text {T }}$


## Supplementary Materials

(8)Quarterly Business Volume




