The financial report of the second quarter of the fiscal year ended 31st, March 2022 (FY2022)



Value beyond Logistics Mitsui-Soko group

November, 12th 2021



Explanatory materials

- Financial Report of the Second Quarter of FY2022
- Forecast for FY2022
- Progress of the Medium-term management plan 2017



(Unit: Millions of JPY)

| | Consolidated total amount | The first haif of FY2021 (Apr.1, 2020~ Sep.30, 2020) | The first half of FY2022 (Apr.1, 2021~ Sep.30, 2021) | Changes | Changes(%) |
|--------|--|---|---|----------|---------------------|
| | Sales | 118,949 | 140,044 | + 21,094 | + 17.7% |
| P | Operating Profit | 8,072 | 11,636 | + 3,564 | + 44.2% |
| L | Ordinary Profit | 8,155 | 11,723 | + 3,568 | + 43.8% |
| | Profit attributed to owners of parent | 5,040 | 6,734 | + 1,694 | + 33.6% |
| | Cash flows from operating activities | 8,368 | 8,460 | + 91 | + 1.1% |
| C F | Cash flows from investing activities | (4,128) | (4,911) | (783) | |
| Ŀ | Cash flows from financing activities | (5,836) | (638) | + 5,197 | 2 - 1 84 |
| | Consolidated total amount | Balance at Mar.31, 2021 | Balance at Sep.30, 2021 | Changes | Changes(%) |
| | Shareholders' equity | 62,697 | 68,886 | + 6,188 | + 9.9% |
| В | Total assets | 238,371 | 248,751 | + 10,380 | + 4.4% |
| S | Shareholders' equity ratio | 26.3% | 27.7% | + 1.4 | 3 |



(2) Sales

- Sales increased by 21.1 billion yen compared to the same period of FY2021, due to the following factors.
- Impact of COVID-19 brought about the increase in shift to air transport due to a shortage of ocean containers and in air transport for component procurement to maintain customers' production caused by a shortage of semiconductor.
- Recovery in imports and exports brought about not only the increase in handling volumes of containers in forwarding business and port transport business but also the increase in handling volumes of overseas logistics mainly in China and North America.
- Starting operation of a new warehouse and a new logistics center brought about the expansion of handling volumes in healthcare logistics and solution business on which we are focusing, and so on.



(1) Impact of COVID-19 +10.6

- 1 : Shift to air transport due to a shortage of ocean containers and steep rise : +6.6 in air freight rates
- 1 : Increase in air transport to maintain production caused by a shortage of \div +4.0 semiconductor
- 2 Trend of cargo movements +16.9
- **\hat{1}**: Recovery of handling volumes of containers in port transport business : +0.7
- 1: Increase in handling volumes of overseas logistics mainly in China and : +4.1 North America
- î : Increase in handling volumes in home appliance-related logistics
 : +1.6
 (including demand caused by the Olympics and Paralympics)
- 1: Increase in handling volumes in healthcare logistics by starting operation: +1.4 of the new warehouse
- 1: Increase in handling volumes in solution business by starting operation : +0.7 of the new logistics center
- 1: Others : +0.3

③ Others (6.4)

Effect of having excluded Prime Cargo Group from the scope of
 (6.4)
 consolidation



(3) Operating profit

• Operating profit increased by 3.5 billion yen compared to the same period of FY2021, due mainly to the increase in sales.



| (Unit: Millions | of JPY) |
|-----------------|---------|
|-----------------|---------|

| Segment | The first half of FY2021 (Apr.1, 2020~ Sep.30, 2020) | The first half of FY2022 (Apr.1, 2021~ Sep.30, 2021) | Changes | Changes(%) |
|------------------------|---|---|---------|------------|
| Logistics business | 6,718 | 10,526 | + 3,808 | + 56.7% |
| Real estate business | 2,797 | 2,758 | (39) | (1.4%) |
| Eliminate/Corporate | (1,444) | (1,649) | (204) | - |
| Total operating profit | 8,072 | 11,636 | + 3,564 | + 44.2% |

| • | | |
|--|---|-------|
| (1) Impact of COVID-19 $+1.8$ | | |
| | : | +0.9 |
| | : | +0.9 |
| \bigcirc Trend of cargo movements +2.0 | | |
| 1 : Recovery of handling volumes in ocean and air freight forwarding business | : | + 0.4 |
| ↑ : Recovery of handling volumes of containers in port transport business | : | + 0.4 |
| | : | + 0.4 |
| Increase in handling volumes in home appliance-related logistics (including demand caused by the Olympics and Paralympics) | : | + 0.7 |
| | : | + 0.2 |
| J: Initial costs of the new warehouse in healthcare logistics | : | (0.1) |
| Increase in handling volumes in solution business by starting operation of the new logistics center | : | + 0.1 |
| ↓ : Rise in the diesel price | : | (0.1) |
| - | | |
| (3) Others (0.3) | | |
| 1 : Decrease in goodwill amortization | | + 0.2 |
| System costs to digitalize our business processes | | (0.2) |
| I : Effect of having excluded Prime Cargo Group from the scope of consolidation | : | (0.3) |



- Though interest expenses decreased due to reduction of interest-bearing debt, dividend income decreased due to sales of stockholdings in FY2021. As a result, Financial profit/loss and Non-operating profit (loss) were at about the same level as the same period of FY2021.
- Ordinary profit increased by 3.5 billion yen from the same period of FY2021 to 11.7 billion yen due to the increase in operating profit.
- Profit attributed to owners of parent increased by 1.6 billion yen from the same period of FY2021 to 6.7 billion yen due to the increase in ordinary profit.
- As a result of the first half, operating profit, ordinary profit and profit attributed to owners of parent reached the highest-ever profit respectively.

The first half of The first half of Consolidated FY2021 FY2022 Changes Reason for changes (Apr.1 2020~ (Apr.1 2021~ total amount Sep.30 2020) Sep.30 2021) Operating profit 8,072 11,636 +3,564Non-operating Decrease in financial profit/loss : (3) 83 86 +3: +6 Others profit (loss) Financial Decrease in interest expenses : +77 (179)(183)(3)Decrease in dividend income : (89) profit/loss Increase in operating profit : +3.566 8,155 11,723 +3.568Ordinary profit Improvement of non-operating profit (loss) : +3Extraordinary gains Extraordinary losses Profit attributed to 5.040 6,734 +1.694 Increase in ordinary profit owners of parent

(Unit: Millions of JPY)



- Though our profit significantly increased, cash flow from operating activities slightly increased due to the increase in accounts receivable compared to the same period of FY2021.
- We paid for a part of construction cost related to a new warehouse Kanto P&M Center (Building B), dedicated for healthcare logistics on which we are focusing, so cash flow from investing activities was an outflow of 4.9 billion yen, a 0.7 billion increase from the same period of FY2021.
- Interest-bearing debt temporarily increased due mainly to the payment of corporate income tax and the increase in short-term loans payable corresponding to the increase in accounts receivable.

| Consolidated total amount | The first half of FY2021 (Apr.1, 2020~ Sep.30, 2020) | The first half of FY2022 (Apr.1, 2021~ Sep.30, 2021) | Changes | Changes(%) |
|--|---|---|---------|------------|
| Cash flows from operating activities | 8,368 | 8,460 | + 91 | + 1.1% |
| Depreciation and amortization of goodwill | 4,873 | 4,543 | (330) | (6.8%) |
| Cash flows from investing activities | (4,128) | (4,911) | (783) | |
| Capital investment and acquisition of shares | (4,229) | (5,203) | (974) | |
| Cash flows from financing activities | (5,836) | (638) | + 5,197 | <u></u> |

| Consolidated total amount | Balance at Mar.31, 2021 | Balance at Sep.30, 2021 | Changes | Changes(%) |
|------------------------------|----------------------------|----------------------------|---------|------------|
| Cash and cash equivalents | 23,225 | 26,139 | + 2,914 | + 12.5% |
| Bonds and borrowings | 107,879 | 108,735 | + 855 | + 0.8% |
| Net-debt | 84,654 | 82,596 | (2,058) | (2.4%) |
| Shareholders' equity | 62,697 | 68,886 | +6,188 | + 9.9% |
| Total assets | 238,371 | 248,751 | +10,380 | + 4.4% |
| Shareholders' equity ratio | 26.3% | 27.7% | + 1.4 | |
| Net D/E ratio | 1.4 | 1.2 | (0.2) | |

(Unit: Millions of JPY)



Explanatory materials

Financial Report of the Second Quarter of FY2022

Forecast for FY2022

Progress of the Medium-term Management Plan 2017



| | | _ | | | (Unit | t: Millions of JPY) |
|--------|--|-------------------|---|----------|---------------|---|
| | Consolidated total amount | Previous forecast | FY2022 (Apr.1, 2021~ Mar. 31, 2022) | Changes | Changes(%) | (ref.) FY2021 (Apr.1, 2020~ Mar. 31, 2021) |
| | Sales | 257,000 | 275,000 | + 18,000 | + 7.0% | 253,559 |
| Р | Operating Profit | 16,000 | 20,500 | + 4,500 | + 28.1% | 17,661 |
| L | Ordinary Profit | 15,300 | 20,100 | + 4,800 | + 31.4% | 17,240 |
| | Profit attributed to owners of parent | 9 ,200 | 11,700 | + 2,500 | + 27.2% | 11,5 <mark>4</mark> 9 |
| с | Cash flows from operating activities | 15,000 | 22,000 | + 7,000 | + 46.7% | 21,257 |
| C F | Cash flows from investing activities | (9,500) | (8,000) | + 1,500 | | 803 |
| | Cash flows from financing activities | (6,000) | (13,000) | (7,000) | <u></u> | (21,683) |
| | Consolidated total amount | Previous forecast | Balance at March 31, 2022 | Changes | Changes(%) | (ref.) Balance at Mar.31, 2021 |
| | Shareholders' equity | 70,400 | 72,900 | + 2,500 | + 3.6% | 62,697 |
| B S | Total assets | 244,000 | 247,000 | + 3,000 | + 1.2% | 238,371 |
| a | Shareholders' equity ratio | 28.9% | 29.5% | + 0.6 | 10 11 | 26.3% |



- In the first half, operating profit increased by 2.0 billion yen to 11.6 billion yen compared to 9.6 billion yen announced on the previous forecast due to occurrence of air transport to procure materials for customers' production adjustments and maintenance caused by a shortage of semiconductor and so on.
- In the second half, operating income forecast was revised upwards by 2.5 billion yen to 8.9 billion yen compared to 6.4 billion yen announced on the previous forecast, on the back of taking into consideration the present condition of ocean containers piled up in North America and having reviewed the assumption of convergence timing from Dec. 2021 to Mar. 2022 about the shift to air transport from marine transport caused by a shortage of ocean containers.



(Unit: Billions of JPY)

(1) Upward turn of FY2022 First half results +2.0

- $\hat{\mathbf{r}}$: Occurrence of air transport to procure components for production : + 0.9 adjustments and maintenance due to a shortage of semiconductor
- 1 : Increase in handling volumes in air transportation more than: + 0.7expected due to shift to air transport caused by a shortage of
ocean containers: + 0.7
- [↑]: Others (including the increase in intra-handling volumes in : + 0.4 China and North America)

(2) Revision of FY2022 Second half forecast +2.5

- 1: Review of the convergence timing from Dec.21 to Mar.22 about: + 1.7the shift to air transport caused by a shortage of ocean containers
- 1: Increase in handling volumes in forwarding business and port: + 0.3transport business due to recovery in imports and exports
- 1 : Others (including the increase in logistics for home appliance chains : + 0.5 and intra-handling volumes in China)



| (Sales) | | | (Ui | nit: Millions of JPY) |
|----------------------|---|---|----------|-----------------------|
| Segment | FY2021 (Apr.1, 2020~ Mar. 31, 2021) | FY2022 (Apr.1, 2021~ Mar. 31, 2022) | Changes | Changes(%) |
| Logistics business | 244,645 | 266,000 | + 21,354 | + 8.7% |
| Real estate business | 9,621 | 9,500 | (121) | (1.3%) |
| Eliminate/Corporate | (706) | (500) | + 206 | |
| Total sales | 253,559 | 275,000 | + 21,440 | + 8.5% |

(Operating profit)

| Segment | FY2021 (Apr.1, 2020~ Mar. 31, 2021) | FY2022 (Apr.1, 2021~ Mar. 31, 2022) | Changes | Changes(%) |
|------------------------|---|---|---------|------------|
| Logistics business | 14,984 | 18,500 | + 3,515 | + 23.5% |
| Real estate business | 5,833 | 5,700 | (133) | (2.3%) |
| Eliminate/Corporate | (3,156) | (3,700) | (543) | <u>-</u> 3 |
| Total operating profit | 17,661 | 20,500 | + 2,838 | + 16.1% |



(Unit: Millions of JPY)

- No extraordinary gain or losses are assumed.
- As for operating profit, ordinary profit and profit attributed to owners of parent, the highest-ever profit respectively is expected to be updated for a second consecutive term.

| | | | 5 Marc 1993 | n. mininons or or i / |
|--|---|---|-------------|-----------------------|
| Consolidated total amount | FY2021 (Apr.1, 2020~ Mar. 31, 2021) | FY2022 (Apr.1, 2021~ Mar. 31, 2022) | Changes | Changes(%) |
| Operating profit | 17,661 | 20,500 | +2,838 | +16.1% |
| Non-operating profit (loss) | (420) | (400) | +20 | |
| Financial profit/loss | (407) | (550) | (142) | |
| Ordidary profit | 17,240 | 20,100 | +2,859 | +16.6% |
| Extraordinary gains | 5,683 | | (5,683) | ت <u>ــــــــ</u> ت |
| Extraordinary losses | 3,883 | - | (3,883) | 2 <u></u> 2 |
| Profit attributed to owners of parent | 11,549 | 11,700 | +150 | +1.3% |



- Cash flows from operating activities is expected to slightly increase to 22.0 billion yen compared to the previous fiscal year.
- Cash flow from investing activities is expected to be an outflow of 8.0 billion yen, a 8.8 billion increase from the previous fiscal year, since we paid for a part of construction cost related to a new warehouse Kanto P&M Center (Building B), dedicated for healthcare logistics for FY2022 compared to FY2021 when stockholdings had been sold.
- Free cash flow will be allocated for dividend payment and repayment of interest-bearing debt. The balance of interest- bearing debt and shareholders' equity as of Mar. 31, 2022 are expected to be 97.0 billion yen and 72.9 billion yen, respectively.

| (Unit: Millions of JPY | | | | | |
|--|---|---|----------|-----------------|--|
| Consolidated total amount | FY2021 (Apr.1, 2020~ Mar. 31, 2021) | FY2022 (Apr.1, 2021~ Mar. 31, 2022) | Changes | Changes(%) | |
| Cash flows from operating activities | 21,257 | 22,000 | + 742 | + 3.5% | |
| Depreciation and amortization of goodwill | 9,836 | 9,200 | (636) | (6.5%) | |
| Cash flows from investing activities | 803 | (8,000) | (8,803) | 24 | |
| Cash flows from financing activities | (21,683) | (13,000) | + 8,683 | (i , i) | |
| Consolidated total amount | Balance at Mar. 31 2021 | Balance at Mar. 31 2022 | Changes | Changes(%) | |
| Cash and cash equivalents | 23,225 | 24,000 | + 774 | + 3.3% | |
| Bonds and borrowings | 107,879 | 97,000 | (10,879) | (10.1%) | |
| Net-debt | 84,654 | 73,000 | (11,654) | (13.8%) | |
| Shareholders' equity | 62,697 | 72,900 | + 10,202 | + 16.3% | |
| Total assets | 238,371 | 247,000 | + 8,628 | + 3.6% | |
| Shareholders' equity ratio | 26.3% | 29.5% | + 3.2 | 12 | |
| Net D/E ratio | 1.4 | 1.0 | (0.4) | 32 <u></u> 23 | |

(Unit: Millions of IPV)



Contents

Explanatory materials

Financial Report of the Second Quarter of FY2022

Forecast for FY2022

Progress of the Medium-term Management Plan 2017





| | Reference FY2017 | The 1st year FY2018 | The 2nd year FY2019 | The 3rd year FY2020 | The 4th year FY2021 | The final year FY2022 |
|----------------------------------|---------------------|------------------------|------------------------|------------------------|------------------------|--------------------------|
| Balance of interest-bearing debt | 168.8 | 157.6 | 142.5 | 127.1 | 107.9 | 97.0 |
| Net D/E ratio | 3.6x | 3.0x | 2.5x | 2.1x | 1.4x | 1.0x |
| ROE | - | 10.7% | 11.4% | 13.2% | 20.5% | 17.3% |

- -



✓ Review of the Medium-term management plan 2017 aiming to improve fundamental profitability.





✓ Action for sustainable growth

Business environment surrounding the Company

- Labor shortage and rising costs due to the workforce reduction
- Entry from different industries into logistics fields due to commoditization of logistics through automatic operations
- Growing needs for reviewing the supply chain due to the COVID-19 shock
- Growing awareness toward sustainability

Three important measures during the period of sustainable growth

(1) Construction of "Overwhelming Field Capabilities "

Provide high quality services by combining the human power with the power of technology

② Establishment of end-to-end "Integrated Solution Service"

Undertake a review of functions among our businesses and reinforcement of its network in order to accelerate service proposals throughout the Group

③ "ESG Management"

Support sustainable growth, while solving the problem of society and customers through logistics besides in-house initiatives



(3) Our DX Strategy

✓ MITSUI-SOKO Group DX Strategy was formulated, which is set to invest approximately 10 billion yen over three years up to the fiscal year ending March 2025

Aiming to become a digitalized logistics company by digitalizing and visualizing information in the SCM with offensive and defensive digital transformation (DX)





Co-creation in DX Strategy

<u>Strengthening cooperation with each kind of platform holder through external co-creation and promoting</u> <u>reform of the corporate culture through internal co-creation</u>





✓ External co-creation in DX Strategy (Trade information)

Support the realization of our customers' DX in cooperation with TradeWaltz® ×

- % TradeWaltz® : Platform service to realize the digitization of trade documents by using blockchain technology
- Establishment of a system to help our customers promote DX and optimize their logistics by making unified management of the SCM information about logistics, finance and commercial distribution possible through cooperation with TradeWaltz
- \bullet Business alliance with TradeWaltz Inc. operating TradeWaltz $\ensuremath{\mathbb{R}}$





External co-creation in DX Strategy (E-commerce logistics)

Provide package service with a series of support from Electronic Commerce(EC) site construction to logistics and sales promotion through a business alliance with GMO System Consulting and SCINABLE

- Provide total support of EC operation for customers by a business alliance with both GMO System Consulting, Inc., which has strengths in building EC site, and Scinable Co.,Ltd, which has strengths in marketing
- In addition to designing logistics from purchase to delivery, drafting supply chain planning strategy, and providing packaging design solution, support for analyzing and improving the current logistics business





(3) Our DX Strategy

✔ Offensive DX tactics (ESG)

Launch of "Mitsui-Soko SustainaLink" to help our customers realize the Supply-chain Sustainability

<Mitsui-Soko Group's material issues>

Issue of Highest Importance

Create new value as a company that supports logistics, an indispensable form of social infrastructure

Provision of sustainable, resilient logistics services through co-creation

> Realization of safe, diverse, and rewarding work environments

Contribution to low-carbon, recycling-oriented society by actively reducing environmental impacts

Provided Value and Contribution to SDGs

Achieve a sustainable society while improving both the value of client companies and the quality of life (QOL of people)

| Economy | Improvements in the economic productivity of society and client companies | | | | | | | | |
|---------|--|--|--|--|--|--|--|--|--|
| | 8 Million and 17 Million and 17 Million and 18 Million and 19 Mill | | | | | | | | |





< Example of specific initiatives >



Enhancement of logistics service menu toward realization of sustainability for our customers



Launch of SustainaLink special site(Japanese) URL: https://www.mitsui-soko.com/sustainalink/

- Visualization of CO2 emissions in logistics
- ✓ Logistics design with a view to CO2 reduction
- ✓ Resolution of human risks caused by labor shortages and others
- \checkmark Construction of logistics that is resistant to disasters



- ✓ Our integrated report VALUE REPORT 2020 in English won a prize at the world's largest annual report competition.
 - Won Bronze in "International ARC Award 2021" organized by MerComm, Inc. in the U.S.
 - Continuously provide our efforts toward the improvement of corporate value and sustainable growth



VALUE REPORT 2021 in Japanese is disclosed on our website. The English version is scheduled to be published at the end of November. URL: https://msh.mitsui-soko.com/en/ir/library/05



- \checkmark The interim dividend for FY2022 increased by 5 yen to 35 yen per share.
- Determined to increase the dividend due to expanding an earnings base. (increased annual dividend by 10 yen from the conventional annual dividend forecast of 60 yen per share)
- Will continue the stable payment of a minimum annual dividend of 70 yen per share while considering the level of profitability and financial standing.

| | Actual | | | | | | | | | | | Forecast | |
|---------------------------|---------|----------|---------|----------|---------|----------|---------|----------|---------|----------|------------------|----------|--|
| | FY2017 | | FY2018 | | FY2019 | | FY2020 | | FY2021 | | FY2022(Forecast) | | |
| | Interim | Year-end | Interim | Year-end | |
| Dividend per share (JPY)※ | 25.00 | - | - | - | - | 12.50 | 12.50 | 25.00 | 25.00 | 30.00 | 35.00 | 35.00 | |

X The numbers are reflected the reverse stock solit on Oct.1st, 2018. (5 shares to 1 share)