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February 7, 2024

Consolidated Financial Results for the Nine Months Ended December 31, 2023 (Under Japanese GAAP)

Company name: MITSUI-SOKO HOLDINGS Co., Ltd.

Listing: Tokyo Stock Exchange

Securities code: 9302

URL: https://www.mitsui-soko.com/en/

Representative: Hirobumi Koga, Representative Director, President & CEO

Inquiries: Takeshi Matsuki, General Manager of Finance and Accounting Division

Telephone: +81-3-6400-8006

Scheduled date to file quarterly securities report: February 8, 2024

Scheduled date to commence dividend payments:

Preparation of supplementary material on quarterly financial results: Yes

Holding of quarterly financial results briefing:

Yes (for securities analysts and

institutional investors)

(Yen amounts are rounded down to millions, unless otherwise noted.)

1. Consolidated financial results for the nine months ended December 31, 2023 (from April 1, 2023 to December 31, 2023)

(1) Consolidated operating results (cumulative)

(Percentages indicate year-on-year changes.)

	Operating re	venue	Operating profit Ordinary profit		Profit attributable to owners of parent			
Nine months ended	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
December 31, 2023	197,464	(15.7)	16,895	(20.8)	17,436	(21.2)	9,975	(24.4)
December 31, 2022	234,317	8.1	21,338	17.6	22,115	21.3	13,191	27.9

Note: Comprehensive income For the nine months ended December 31, 2023: \[\frac{\pmathbf{1}}{41,765} \] million [(13.5)%] For the nine months ended December 31, 2022: \[\frac{\pmathbf{1}}{417,073} \] million [25.4%]

	Basic earnings per share	Diluted earnings per share
Nine months ended	Yen	Yen
December 31, 2023	400.65	-
December 31, 2022	530.57	_

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
As of	Millions of yen	Millions of yen	%
December 31, 2023	257,872	111,870	39.4
March 31, 2023	258,679	104,078	36.1

Reference: Equity capital

As of December 31, 2023: ¥101,568 million As of March 31, 2023: ¥93,285 million

2. Cash dividends

		Annual dividends per share						
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total			
	Yen	Yen	Yen	Yen	Yen			
Fiscal year ended March 31, 2023	_	72.00	_	117.00	189.00			
Fiscal year ending March 31, 2024	_	67.00	-					
Fiscal year ending March 31, 2024 (Forecast)				75.00	142.00			

Note: Revisions to the forecast of cash dividends most recently announced: None

3. Consolidated earnings forecasts for the fiscal year ending March 31, 2024 (April 1, 2023 to March 31, 2024)

(Percentages indicate year-on-year changes.)

	Operating re	venue	Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Fiscal year ending March 31, 2024	273,000	(9.3)	21,500	(17.2)	20,700	(22.0)	11,800	(24.4)	473.86

Note: Revisions to the earnings forecasts most recently announced: None

* Notes

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in the change in scope of consolidation): None

Newly included: – Excluded: –

- (2) Adoption of accounting treatment specific to the preparation of quarterly consolidated financial statements: None
- (3) Changes in accounting policies, changes in accounting estimates, and restatement
 - (i) Changes in accounting policies due to revisions to accounting standards and other regulations: None
 - (ii) Changes in accounting policies due to other reasons: None
 - (iii) Changes in accounting estimates: None
 - (iv) Restatement: None
- (4) Number of issued shares (common shares)
 - (i) Total number of issued shares at the end of the period (including treasury shares)

As of December 31, 2023	24,957,602 shares
As of March 31, 2023	24,921,802 shares

(ii) Number of treasury shares at the end of the period

As of December 31, 2023	46,980 shares
As of March 31, 2023	46,808 shares

(iii) Average number of shares outstanding during the period (cumulative from the beginning of the fiscal year)

Nine months ended December 31, 2023	24,898,785 shares
Nine months ended December 31, 2022	24,862,167 shares

- * Quarterly financial results reports are exempt from quarterly review conducted by certified public accountants or an audit corporation.
- * Proper use of earnings forecasts, and other special matters

Figures for the forecasts, outlooks, and targets described in this report that are not historical facts are calculated based on the currently available information and uncertain factors that may have an effect on future performance. The actual results may differ from the forecasts. Regarding earnings forecasts, please refer to "(3) Explanation of earnings forecasts and other forward-looking statements," under "1. Qualitative information on quarterly financial results," on page 4 of the attached materials.

Attached Materials

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1. Qualitative information on quarterly financial results

(1) Explanation of operating results

The overview of the financial results for the nine months ended December 31, 2023 is as follows.

(Millions of yen)

Consolidated total amount	Nine months ended December 31, 2022	Nine months ended December 31, 2023	Year-on-year comparison	Changes
Operating revenue	234,317	197,464	(36,852)	(15.7)%
Operating profit	21,338	16,895	(4,442)	(20.8)%
Ordinary profit	22,115	17,436	(4,678)	(21.2)%
Profit attributable to owners of parent	13,191	9,975	(3,215)	(24.4)%

- Revenues and earnings declined year on year, mainly due to the impact of lower unit prices for ocean and air freight.
- As personnel expenses and other costs rose, MITSUI-SOKO HOLDINGS Co., Ltd. (the "Company") worked to streamline operations related to transportation and cargo handling.

Operating results by segment are as follows.

(a) Logistics Business

(Millions of yen)

Logistics Business	Nine months ended December 31, 2022	Nine months ended December 31, 2023	Year-on-year comparison	Changes
Operating revenue	227,785	190,952	(36,833)	(16.2)%
Operating profit	19,622	15,902	(3,719)	(19.0)%

Business environment: The business environment surrounding the Company is as follows.

- As an inventory adjustment phase by companies has persisted into the third quarter of this fiscal year, international transportation cargo movements remained sluggish.
- The disruption in the shipping market and supply constraints on cargo space due to reduced air
 passenger flights in the COVID-19 pandemic have been resolved, and as a result unit prices for
 ocean and air freight declined compared to the previous fiscal year. On the other hand, unit prices
 for ocean freight currently stop falling due to the Red Sea situation and restrictions on passage
 through the Panama Canal, remaining unchanged year on year along with air freight.

Operating situation: The situation regarding the operating activities of the Company is as follows.

- Revenues and earnings in the forwarding business declined due to the effects of lower unit prices for ocean and air freight.
- In logistics for consumer electronics manufacturers, international transportation from overseas manufacturing sites to Japan remained sluggish.
- In logistics for consumer electronics mass retailers, storage, transportation and delivery operations, as well as home delivery and installation operations, of large-sized home appliances in Japan performed well, with an increase in the number of items handled.
- The Company worked to improve truck loading efficiency in the domestic transportation and delivery of home appliances and daily necessities, as well as to streamline operations at logistics centers, to reduce costs while responding to rising personnel and fuel expenses.

(b) Real Estate Business

(Millions of yen)

Real Estate Business	Nine months ended December 31, 2022	Nine months ended December 31, 2023	Year-on-year comparison	Changes
Operating revenue	7,140	7,124	(15)	(0.2)%
Operating profit	4,393	4,375	(17)	(0.4)%

Business environment: The business environment surrounding the Company is as follows.

 The average vacancy rates for existing office properties in the Tokyo business district remained mostly unchanged. Average rents continued to trend slightly lower year on year, but are currently remaining unchanged.

Operating situation: The situation regarding the operating activities of the Company is as follows.

• There were no significant changes in the vacancy rate and rent levels for office properties owned by the Company, and both operating revenue and operating profit were nearly unchanged.

(2) Explanation of financial position

(i) Status of changes in financial position

Consolidated total amount	As of March 31, 2023	As of December 31, 2023	Comparison from March 31, 2023	Changes
Equity capital	93,285	101,568	8,282	8.9%
Total assets	258,679	257,872	(806)	(0.3)%
Equity ratio	36.1%	39.4%	+3.3 pt	9.2%
Interest-bearing debt	92,621	87,739	(4,882)	(5.3)%
D/E ratio	0.99	0.86	(0.13)	(13.0)%

- The increase in equity capital was due to the recording of profit attributable to owners of parent and an increase in foreign currency translation adjustment due to the weak yen.
- The decrease in total assets was due mainly to a decrease in trade receivables.
- The decrease in interest-bearing debt was due to the repayments of borrowings.
- The Company will continue its operations policy that aims for a D/E ratio of approximately 1.0.

(ii) Status of cash flows

(Millions of yen)

Consolidated total amount	Nine months ended December 31, 2022	Nine months ended December 31, 2023	Year-on-year comparison
Cash and cash equivalents at beginning of period	22,822	33,417	_
Net cash provided by (used in) operating activities	26,088	18,303	(7,785)
Net cash provided by (used in) investing activities	(3,993)	(5,804)	(1,810)
Net cash provided by (used in) financing activities	(13,771)	(12,499)	1,272
Cash and cash equivalents at end of period	31,393	34,306	=

The status of cash flows for the nine months ended December 31, 2023 is as follows.

- The main items in cash flows from operating activities are profit before income taxes, cash reserves due to recording of depreciation, and collection of trade receivables.
- The main items in cash flows from investing activities are software investment based on DX strategy, investment to maintain and update existing logistics facilities, and investments in partner companies working to commercialize trunk route transportation services using autonomous trucks.
- The main items in cash flows from financing activities are repayments of borrowings and payments of dividends.

(iii) Changes in cash flow-related indicators

	•	Nine months ended December 31, 2022	•	Nine months ended December 31, 2023
Equity ratio (%)	30.8	34.5	36.1	39.4
Equity ratio based on market value (%)	24.1	34.4	37.7	45.5
Interest-bearing debt to cash flow ratio	4.3	2.7	2.9	3.6
Interest coverage ratio	27.1	43.6	37.1	34.5

Notes: Equity ratio: Equity capital/Total assets

Equity ratio based on market value: Market capitalization/Total assets

Interest-bearing debt to cash flow ratio: Interest-bearing debt/Cash flow

Interest coverage ratio: Cash flow/Interest payments

- 1. Each of the above indicators is calculated based on consolidated financial figures.
- 2. Market capitalization is calculated as follows: Final stock price at the end of the period x Total number of issued shares at the end of the period (excluding treasury shares).
- 3. The figure used for cash flow is "Net cash provided by (used in) operating activities" on the consolidated statement of cash flows. Interest-bearing debt includes all liabilities recorded on the consolidated balance sheet on which interest is paid. Furthermore, regarding the interest payments, the figure for "Interest paid" on the consolidated statement of cash flows is used.
- 4. Interest-bearing debt to cash flow ratio is calculated at 4/3 times for the period under review, since cash flow is converted to an annual amount.

(3) Explanation of earnings forecasts and other forward-looking statements

The consolidated earnings for the nine months ended December 31, 2023 have mostly been in line with the forecast figures announced on August 2, 2023. Therefore, the full-year consolidated earnings forecasts have been left unchanged.

2. Quarterly consolidated financial statements and significant notes thereto

(1) Quarterly consolidated balance sheet

		(Millions of yen)
	As of March 31, 2023	As of December 31, 2023
Assets		
Current assets		
Cash and deposits	34,480	35,293
Notes and operation accounts receivable trade, and contract assets	32,291	30,248
Inventories	1,999	1,747
Other	7,796	9,921
Allowance for doubtful accounts	(52)	(65)
Total current assets	76,515	77,145
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	71,462	68,687
Land	56,724	57,537
Other, net	10,544	10,632
Total property, plant and equipment	138,730	136,858
Intangible assets		
Goodwill	1,670	1,595
Other	8,851	10,412
Total intangible assets	10,521	12,007
Investments and other assets		
Investment securities	11,068	13,277
Other	22,451	19,011
Allowance for doubtful accounts	(609)	(428)
Total investments and other assets	32,911	31,860
Total non-current assets	182,163	180,726
Total assets	258,679	257,872

		(willions of yell
	As of March 31, 2023	As of December 31, 2023
Liabilities		
Current liabilities		
Trade notes and accounts payable	16,893	16,327
Short-term borrowings	706	715
Current portion of long-term borrowings	8,461	8,306
Income taxes payable	2,696	1,305
Provision for bonuses	3,884	2,078
Other	21,585	22,272
Total current liabilities	54,227	51,006
Non-current liabilities		
Bonds payable	25,000	25,000
Long-term borrowings	50,900	47,081
Retirement benefit liability	6,467	6,503
Other	18,005	16,410
Total non-current liabilities	100,373	94,995
Total liabilities	154,601	146,001
Net assets	·	· · · · · · · · · · · · · · · · · · ·
Shareholders' equity		
Share capital	11,156	11,219
Capital surplus	5,603	5,666
Retained earnings	64,244	69,640
Treasury shares	(103)	(104)
Total shareholders' equity	80,900	86,422
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	4,295	5,517
Deferred gains or losses on hedges	(0)	(0)
Foreign currency translation adjustment	6,560	8,219
Remeasurements of defined benefit plans	1,528	1,409
Total accumulated other comprehensive income	12,385	15,145
Non-controlling interests	10,792	10,302
Total net assets	104,078	111,870
Total liabilities and net assets	258,679	257,872
-	,,-	- 1,01-

(2) Quarterly consolidated statement of income and quarterly consolidated statement of comprehensive income

Quarterly consolidated statement of income [For the first nine months]

	Nine months ended December 31, 2022	Nine months ended December 31, 2023
Operating revenue		
Warehousing fee income	28,589	28,339
Stevedoring income	25,501	24,859
Port terminal fee income	13,503	12,842
Transportation income	124,460	91,496
Real estate income	6,531	6,512
Other	35,731	33,415
Total operating revenue	234,317	197,464
Operating costs		
Direct operation expenses	118,415	86,282
Rent expenses	15,216	16,026
Depreciation	6,001	5,981
Salaries and allowances	28,490	28,788
Other	31,168	28,861
Total operating costs	199,291	165,940
Operating gross profit	35,025	31,524
Selling, general and administrative expenses		,
Depreciation	1,080	1,250
Remuneration, salaries and allowances	6,405	6,614
Amortization of goodwill	265	111
Other	5,936	6,652
Total selling, general and administrative expenses	13,687	14,629
Operating profit	21,338	16,895
Non-operating income	21,330	10,075
Interest income	190	367
Dividend income	348	379
Foreign exchange gains	395	354
Share of profit of entities accounted for using equity	393	
method	340	69
Other	531	413
Total non-operating income	1,807	1,584
Non-operating expenses	1,007	1,364
Interest expenses	667	595
Commission expenses	55	67
Loss on retirement of non-current assets	41	77
Other	265	302
_	1,030	1,043
Total non-operating expenses		
Ordinary profit	22,115	17,436
Extraordinary income	10.6	
Gain on return of assets from retirement benefits trust	496	-
Gain on reversal of asset retirement obligations		139
Total extraordinary income	496	139
Profit before income taxes	22,611	17,576
Income taxes	6,893	5,751
Profit	15,718	11,825
Profit attributable to non-controlling interests	2,526	1,849
Profit attributable to owners of parent	13,191	9,975

Quarterly consolidated statement of comprehensive income [For the first nine months]

	Nine months ended December 31, 2022	Nine months ended December 31, 2023
Profit	15,718	11,825
Other comprehensive income		
Valuation difference on available-for-sale securities	574	1,222
Deferred gains or losses on hedges	(3)	(0)
Foreign currency translation adjustment	1,327	1,849
Remeasurements of defined benefit plans, net of tax	(498)	(118)
Share of other comprehensive income of entities accounted for using equity method	(43)	(12)
Total other comprehensive income	1,355	2,940
Comprehensive income	17,073	14,765
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	14,299	12,735
Comprehensive income attributable to non-controlling interests	2,773	2,029

(3) Quarterly consolidated statement of cash flows

		(Millions of yen
	Nine months ended December 31, 2022	Nine months ended December 31, 2023
Cash flows from operating activities		
Profit before income taxes	22,611	17,576
Depreciation	7,082	7,231
Amortization of goodwill	265	111
Gain on return of assets from retirement benefits trust	(496)	_
Gain on reversal of asset retirement obligations	_	(139)
Increase (decrease) in allowance for doubtful accounts	(23)	(177)
Increase (decrease) in provision for bonuses	(1,828)	(1,828)
Increase (decrease) in retirement benefit liability	(17)	12
Interest and dividend income	(539)	(747)
Interest expenses	667	595
Share of loss (profit) of entities accounted for using equity method	(340)	(69)
Loss (gain) on sale of property, plant and equipment	(54)	(26)
Loss on retirement of non-current assets	41	77
Loss (gain) on sale of investment securities	_	(18)
Decrease (increase) in trade receivables and contract assets	6,303	2,330
Increase (decrease) in trade payables	(3,500)	(710)
Other, net	2,948	803
Subtotal	33,120	25,022
Interest and dividends received	810	950
Interest and dividends received	(598)	(530)
Income taxes paid	(7,245)	(7,140)
Net cash provided by (used in) operating activities	26,088	18,303
Cash flows from investing activities	20,088	18,505
Purchase of property, plant and equipment	(2,073)	(3,820)
Proceeds from sale of property, plant and equipment	81	488
Purchase of intangible assets	(2,009)	(2,741)
Proceeds from sale of intangible assets	2	142
Purchase of investment securities	(18)	(520)
Proceeds from sale of investment securities	(10)	69
Proceeds from liquidation of subsidiaries and associates	_	492
Loan advances	(14)	(18)
Proceeds from collection of loans receivable	37	18
Payments into time deposits	(0)	(525)
Proceeds from withdrawal of time deposits	1	612
Net cash provided by (used in) investing activities	(3,993)	(5,804)
Cash flows from financing activities	(3,773)	(3,001)
Proceeds from short-term borrowings	73,857	31,700
Repayments of short-term borrowings	(75,172)	(31,700)
Proceeds from long-term borrowings	(73,172)	(31,700)
Repayments of long-term borrowings	(5,990)	(4,087)
Dividends paid	(4,125)	(4,579)
Dividends paid to non-controlling interests	(2,111)	(2,763)
Other, net	(231)	(1,069)
Net cash provided by (used in) financing activities	(13,771)	(12,499)
Effect of exchange rate change on cash and cash	248	889
Not in process (decreases) in each and each against lents	0.571	900
Net increase (decrease) in cash and cash equivalents	8,571	889
Cash and cash equivalents at beginning of period	22,822	33,417
Cash and cash equivalents at end of period	31,393	34,306

(4) Notes to quarterly consolidated financial statements Notes on premise of going concern

Not applicable.

Notes when there are significant changes in amounts of shareholders' equity

Not applicable.

Segment information, etc.

[Segment information]

- I Nine months ended December 31, 2022 (from April 1, 2022 to December 31, 2022)
 - 1. Information on amounts of operating revenue and profit (loss) by reportable segment

(Millions of yen)

	Reportabl	e segment			Amount recorded in the
	Logistics Business	Real Estate Business	Total	Total Adjustment (Note 1)	
Operating revenue					
(1) Operating revenue from external customers	227,785	6,531	234,317	=	234,317
(2) Intersegment revenue or transfers	_	608	608	(608)	_
Total	227,785	7,140	234,925	(608)	234,317
Segment operating profit	19,622	4,393	24,015	(2,677)	21,338

Notes: 1. Segment profit adjustment of \(\){(2,677)} million is expenses associated with the administrative department of the Company.

- 2. Segment operating profit is adjusted to operating profit in the quarterly consolidated statement of income.
 - 2. Information about impairment losses of non-current assets or goodwill for each reportable segment

Not applicable.

- II Nine months ended December 31, 2023 (from April 1, 2023 to December 31, 2023)
 - 1. Information on amounts of operating revenue and profit (loss) by reportable segment

(Millions of yen)

	Reportabl	e segment			Amount
	Logistics Business	Real Estate Business	Total	Adjustment (Note 1)	recorded in the quarterly consolidated statement of income (Note 2)
Operating revenue					
(1) Operating revenue from external customers	190,952	6,512	197,464	_	197,464
(2) Intersegment revenue or transfers	_	612	612	(612)	_
Total	190,952	7,124	198,076	(612)	197,464
Segment operating profit	15,902	4,375	20,277	(3,382)	16,895

Notes: 1. Segment profit adjustment of \(\){4(3,382)} million is expenses associated with the administrative department of the Company.

- 2. Segment operating profit is adjusted to operating profit in the quarterly consolidated statement of income.
 - 2. Information about impairment losses of non-current assets or goodwill for each reportable segment

Not applicable.

3. Supplemental information

Reference materials on the financial results for the nine months ended December 31, 2023

1. Overview of operating results (Consolidated)

(Millions of yen)

1. Overview of operating results (Consolidated)							(1711)	mons of yen,
	Nine-month period (from April 1 to December 31)				1			.)
			Cha	Changes Results for the Foreca		Forecasts for	Cha	nges
	Fiscal year ended March 31, 2023	Fiscal year ending March 31, 2024	Monetary amount	Percentage (%)	fiscal year	the fiscal year ending March 31, 2024	Monetary amount	Percentage (%)
Operating revenue	234,317	197,464	(36,852)	(15.7)	300,836	273,000	(27,836)	(9.3)
Operating profit	21,338	16,895	(4,442)	(20.8)	25,961	21,500	(4,461)	(17.2)
Ordinary profit	22,115	17,436	(4,678)	(21.2)	26,533	20,700	(5,833)	(22.0)
Profit attributable to owners of parent	13,191	9,975	(3,215)	(24.4)	15,617	11,800	(3,817)	(24.4)

2. Financial position (Consolidated)

(Millions of yen)

2: I manetal position (consolidated)						
	As of	As of	Cha	nges		
	March 31, 2023	December 31, 2023	Monetary amount and others	Percentage (%)		
Equity capital	93,285	101,568	8,282	8.9		
Total assets	258,679	257,872	(806)	(0.3)		
Equity ratio	36.1%	39.4%	+3.3 pt	9.2		
D/E ratio	0.99	0.86	(0.13)	(13.0)		

3. Status of depreciation (Consolidated)

(Millions of yen)

	1	Nine months ended December 31, 2023	('hangec	Fiscal year ended March 31, 2023
Depreciation	7,082	7,231	149	9,498

4. Balance of interest-bearing debt (Consolidated) (Millions of yen)

	As of March 31, 2023	As of December 31, 2023	Changes
Bonds payable	25,000	25,000	_
Borrowings	60,068	56,103	(3,964)
Lease liabilities	7,552	6,635	(917)
Total	92,621	87,739	(4,882)

5. Segment information (Consolidated)

	Results for the same period of the previous fiscal year	Results for the nine months ended December 31, 2023	Forecasts for the fiscal year ending March 31, 2024	Results for the fiscal year ended March 31, 2023
Logistics Business	227,785	190,952	264,000	292,022
Real Estate Business	7,140	7,124	9,600	9,629
Total	234,925	198,076	273,600	301,651
Adjustment	(608)	(612)	(600)	(815)
Amount recorded in the consolidated statement of income	234,317	197,464	273,000	300,836

<Operating profit>
(Millions of yen)

Operating profit		_	(willions of yell)
	Results for the same period of the previous fiscal year	Results for the nine months ended December 31, 2023	Forecasts for the fiscal year ending March 31, 2024	Results for the fiscal year ended March 31, 2023
Logistics Business	19,622	15,902	21,100	23,923
Real Estate Business	4,393	4,375	5,700	5,908
Total	24,015	20,277	26,800	29,832
Adjustment	(2,677)	(3,382)	(5,300)	(3,870)
Amount recorded in the consolidated statement of income	21,338	16,895	21,500	25,961

[•] A breakdown of performance in the Logistics Business by business category is presented in the Fact Sheet on the Company's IR website.

The Company's IR website URL: https://www.mitsui-soko.com/en/ir/library/information (in English)