



TATSUMI

**Financial Report for  
the Fiscal Year  
Ended  
March 31, 2008**

**Supplementary  
Materials**

May 16, 2008

MITSUI-SOKO CO., LTD.



# Supplementary Materials of the Financial Report for FY 2008

## (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 March 31, 2008) (2 less than the end of the previous 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, Belgium, Poland, Finland, U.A.E., Singapore, Malaysia, Thailand, Indonesia, the Philippines, Vietnam, Hong Kong, China, Taiwan and Korea

### 【Consolidated basis】

No. of subsidiaries:	26 domestic and 27 overseas
No. of employees:	3,063 for logistics operations, 12 for real estate operations, 62 for work common to the entire group; Total of 3,137 (+11 more than the end of the previous year) 1,857 employed domestically (+60 more than the previous year; +47 added at newly consolidated company), 1,280 employed overseas (49 less than the previous year ; +1 added at newly consolidated company) Total of 3,137 (+11 more than the previous year; +48 added at newly consolidated company)
Assets:	¥89,603 million in logistics operations, ¥25,885 million in real estate operations (78:22), ¥23,969 million in work common to the entire group; Total of ¥139,458 million (Breakdown: ¥109,045 million in domestic assets, ¥11,007 million in overseas assets)





## Supplementary Materials

### (3) Consolidated Performance

(Millions of yen)

	FY 2004 (2003.4-2004.3)	FY 2005 (2004.4-2005.3)	FY2006 (2005.4-2006.3)	FY2007 (2006.4-2007.3)	FY2008 (2007.4-2008.3)
Net revenue	90,007	93,638	98,842	102,035	104,370
Operating income	4,518	5,115	5,635	6,503	6,659
Ordinary income	3,935	4,595	5,243	5,961	5,873
Net income	2,282	1,902	3,233	3,288	1,787
Operating profit margin	5.02%	5.46%	5.70%	6.37%	6.38%
Cash flows from operating activities	6,902	8,840	7,303	7,640	8,179
Cash flows from investing activities	(4,595)	(4,775)	(10,801)	(18,503)	(13,599)
Cash flows from financing activities	(8,154)	(3,471)	2,939	13,148	4,324
Interest-bearing debt	31,929	29,189	33,259	50,398	57,438
Shareholders' equity	51,668	52,871	60,280	57,914	53,577
Total assets	110,062	109,277	124,632	138,278	139,458
ROA	4.25%	4.83%	4.69%	4.96%	5.02%
ROE	4.41%	3.60%	5.36%	5.68%	3.34%
Shareholders' equity ratio	46.94%	48.38%	48.37%	41.88%	38.42%

ROA = (Operating income + interest & dividend income) / Total assets    ROE = Net income / Shareholders' equity



## Supplementary Materials for FY2008

### (4) Business Volume in the Logistics Sector

Consolidated basis		Year ended March 31, 2007				Year ended March 31, 2008			
		Parent Co (Kyushu spin-off)	Domestic subsidiaries	Overseas subsidiaries	Consolidated Total	Parent Co (Kyushu spin-off)	Domestic subsidiaries	Overseas subsidiaries	Consolidated Total
Storage in warehouse	Average storage balance (in thousands of tons)	493	46	411	950	471	50	376	897
	Rate of goods turnover	40.7%	25.9%	67.0%	51.4%	42.5%	32.4%	70.6%	52.3%
	Storage area (in thousands of square meters)	631	45	281	957	622	66	236	924
Handling in warehouse	Incoming (in thousands of tons)	2,411	144	3,346	5,901	2,399	193	2,496	5,088
	Outgoing (in thousands of tons)	2,389	143	3,384	5,916	2,402	197	2,654	5,253
Work at container terminal	Volume handled (in thousands of tons)	22,961	2,025	—	24,986	22,593	2,393	—	24,986
Domestic transport	Volume transported (in thousands of tons)	14,267	1,291	—	15,558	14,189	1,494	—	15,683
International transport	Volume transported (in thousands of tons)	1,580	—	355	1,935	1,410	—	182	1,592
Distribution&processing	Sales proceeds (in millions of yen )	1,069	—	139	1,208	996	—	141	1,137

Consolidated basis		Year Ended March 31,2007	Details of increase/decrease					Year Ended March 31, 2008
			Parent Co (Kyushu spin-off)	Domestic subsidiaries	Overseas subsidiaries	Total increase/ decrease	Ratio of increase/ decrease	
Storage in warehouse	Average storage balance (in thousands of tons)	950	(22)	+4	(35)	(53)	(5.7%)	897
	Rate of goods turnover	51.4%	+1.9%	+6.5%	+3.7%	+0.8%	+1.6%	52.3%
	Storage area (in thousands of square meters )	957	(10)	+21	(44)	(33)	(3.5%)	924
Handling in warehouse	Incoming (in thousands of tons )	5,901	(12)	+48	(849)	(813)	(13.8%)	5,088
	Outgoing (in thousands of tons )	5,916	+13	+54	(730)	(663)	(11.2%)	5,253
Work at container terminal	Volume handled (in thousands of tons )	24,986	(368)	+368	—	±0	±0%	24,986
Domestic transport	Volume transported (in thousands of tons )	15,558	(78)	+203	—	+124	+0.8%	15,683
International transport	Volume transported (in thousands of tons )	1,935	(170)	—	(173)	(343)	(17.7%)	1,592
Distribution & processing	Sales proceeds (in millions of yen )	1,208	(73)	—	+2	(71)	(5.9%)	1,137



# Supplementary Materials

## (1) Comparative Consolidated Balance Sheet

(Millions of yen)

	FY2007	FY2008	Change	Main factors for change	
Current assets	Cash & deposits	9,189	7,989	(1,200)	
	Notes & accounts receivable	16,871	16,075	(796)	
	Deferred income taxes	767	1,231	464	
	Other current assets	3,222	3,190	(32)	
	Allowance for doubtful accounts	(69)	(84)	(15)	
Non-current assets	Buildings & structures, net	45,935	43,892	(2,043)	
	Machinery & delivery equipment, net	2,758	2,580	(178)	
	Land	22,101	27,843	5,742	Up due to acquisition of new land in Ibaraki, Osaka and increased number of consolidated subsidiaries
	Construction in progress	3,506	8,504	4,998	Up due to reconstruction of the existing logistic facility in Atsugi and MSC Fukagawa No.2 and construction of the new logistics facility in Tatsumi
	Other PP&E, net	2,428	2,223	(205)	
	Intangibles, net	4,933	5,198	265	
	Investment securities	22,892	16,673	(6,219)	Down due to decrease in the market value
	Long-term loans	279	272	(7)	
	Deferred income taxes	658	772	114	
	Prepaid pension cost	461	700	239	
Current liabilities	Other investments	2,347	2,405	58	
	Allowance for doubtful accounts	(5)	(11)	(6)	
	Notes & accounts payable	8,823	8,908	85	
	Short-term borrowings & current portion of long-term	7,014	11,353	4,339	
	Accrued income taxes	1,182	1,271	89	
Non-current liabilities	Accrued bonus	1,499	1,506	7	
	Other current liabilities	6,962	7,416	454	
	Bonds	13,000	13,000	0	
	Long-term borrowings	30,384	33,085	2,701	
	Deferred income taxes	4,404	2,597	(1,807)	Down due to decrease in the market value of securities
Minority interests	Accrued pension and severance costs	3,294	2,920	(374)	
	Other noncurrent liabilities	2,257	2,271	14	
Common stock	1,541	1,549	8		
Capital reserve	11,100	11,100	0		
Retained earnings	5,563	5,563	0		
Net unrealized gains on available-for-sale securities	36,280	36,989	709		
Foreign currency translation adjustments	8,517	4,746	(3,771)	Down due to decrease in the market value	
Treasury stock, at cost	(639)	(762)	(123)		
Total liabilities and net assets	(2,908)	(4,059)	(1,151)	Up due to purchase of treasury stocks	
	138,278	139,458	1,180		

FY2008 = year ended March 31, 2008



## Supplementary Materials

### (2) Comparative Consolidated Income Statement

(Millions of yen)

		FY2007	FY2008	Change	Main factors for change
Net revenue	Storage service	12,995	13,650	655	Up 354 on nonconsolidated bases
	Warehouse handling services	10,256	10,128	(128)	
	Port terminal services	22,171	21,707	(464)	Down 534 on nonconsolidated bases
	Transportation services	33,121	35,527	2,406	Up due to increased number of consolidated subsidiaries
	Real estate	7,952	8,201	249	
	Other	15,538	15,156	(382)	Down 663 on nonconsolidated bases
	<b>Total</b>	<b>102,035</b>	<b>104,370</b>	<b>2,335</b>	
Cost of sales	Direct operation expenses	46,954	47,898	944	
	Lease and rental	6,949	6,979	30	
	Depreciation expenses	4,710	4,831	121	
	Salaries & benefits	13,408	14,040	632	Up due to increased number of consolidated companies
	Other	17,232	17,319	87	
	<b>Total</b>	<b>89,255</b>	<b>91,071</b>	<b>1,816</b>	
<b>Gross Profit</b>		<b>12,780</b>	<b>13,299</b>	<b>519</b>	
SG&A	Depreciation expenses	631	582	(49)	
	Remuneration salaries & benefits	2,806	2,930	124	
	Other	2,838	3,126	288	
	<b>Total</b>	<b>6,276</b>	<b>6,640</b>	<b>364</b>	
<b>Operating income</b>		<b>6,503</b>	<b>6,659</b>	<b>156</b>	
Nonoperating income	Interest and dividends	351	346	(5)	
	Equity in earnings of nonconsolidated subsidiaries and affiliates	60	58	(2)	
	Other	355	340	(15)	
Nonoperating expenses	Interest expense	626	853	227	
	Other	684	677	(7)	
<b>Ordinary income</b>		<b>5,961</b>	<b>5,873</b>	<b>(88)</b>	
Extraordinary gains	Gain on sales of investment securities	496	158	(338)	
	Other	430	211	(219)	
	<b>Total</b>	<b>927</b>	<b>370</b>	<b>(557)</b>	
Extraordinary losses	Loss on disposal of assets	648	256	(392)	
	Loss on liquidation of receivable	287	103	(184)	
	Loss on sales of assets	136	11	(125)	
	Unrealized loss on investment securities	10	494	484	
	Other	64	1,500	1,436	
	<b>Total</b>	<b>1,148</b>	<b>2,366</b>	<b>1,218</b>	
<b>Income before income taxes</b>		<b>5,741</b>	<b>3,877</b>	<b>(1,864)</b>	
<b>Income taxes - current</b>		<b>2,054</b>	<b>2,207</b>	<b>153</b>	
<b>Income taxes - deferred</b>		<b>302</b>	<b>(183)</b>	<b>(485)</b>	
<b>Minority interests</b>		<b>95</b>	<b>66</b>	<b>(29)</b>	
<b>Net income</b>		<b>3,288</b>	<b>1,787</b>	<b>(1,501)</b>	

FY2008 = year ended March 31, 2008



## Supplementary Materials

### (3) Comparative Consolidated Cash Flows

(Millions of yen)

	FY2007	FY2008	Change	Main factors for change	
Operating activities	Income before income taxes	5,741	3,877	(1,864)	
	Depreciation expense	5,342	5,414	72	
	Change in allowance for doubtful accounts	5	20	15	
	Change in accrued bonus	28	(11)	(39)	
	Change in accrued pension and severance costs	(781)	(465)	316	
	Equity in earnings of nonconsolidated subsidiaries and affiliates	(60)	(58)	2	
	Gain on sales of PP&E and investment securities	(800)	(375)	425	
	Loss on disposal of PP&E and intangible.net	188	105	(83)	
	Unrealized loss on investment securities	10	494	484	
	Unrealized loss on golf club franchises	3	3	0	
	Change in trade receivables	(263)	877	1,140	
	Change in trade payables	(427)	50	477	
	Other, net	496	271	(225)	
	Income taxes paid	(1,842)	(2,023)	(181)	
Cash flows from operating activities	7,640	8,179	539		
Investing activities	Payments for purchases of investment securities	(823)	(1,110)	(287)	
	Proceeds from sales of investment securities	913	670	(243)	
	Payments for purchases of fixed assets	(18,941)	(12,507)	6,434	Reconstruction of the existing logistic facility in Atsugi and MSC Fukagawa No.2 and construction of the new logistics facility in Tatsumi; acquisition of new land in Ibaraki, Osaka.
	Proceeds from sales of fixed assets	590	310	(280)	
	Payments for loans extended	(185)	(139)	46	
	Proceeds from loans collected	150	144	(6)	
	Other, net	(206)	(967)	(761)	
	Cash flows from investing activities	(18,503)	(13,599)	4,904	
Financing activities	Proceeds from short-term borrowings	5,552	6,465	913	
	Payments for short-term borrowings	(7,514)	(4,341)	3,173	
	Proceeds from long-term borrowings	24,500	10,660	(13,840)	
	Payments for long-term borrowings	(5,371)	(6,258)	(887)	
	Dividends paid	(1,114)	(1,079)	35	
	Other, net	(2,903)	(1,123)	1,780	
	Cash flows from financing activities	13,148	4,324	(8,824)	
Translation adjustments on cash and cash equivalents	110	(24)	(134)		
Net increase in cash and cash equivalents	2,395	(1,120)	(3,515)		
Cash and cash equivalents at the beginning of the term	6,380	8,801	2,421		
Increase in cash and cash equivalents due to increased number of consolidated subsidiaries	25	0	(25)		
Cash and cash equivalents at the end of the term	8,801	7,680	(1,121)		





## Supplementary Materials

### (4) Comparative Nonconsolidated Balance Sheet

(Millions of yen)

		FY 2007	FY 2008	Change	main factors for change
Current assets	Cash & deposits	5,422	4,035	(1,387)	
	Notes & accounts receivable	10,385	9,866	(519)	
	Deferred income taxes	490	922	432	
	Other current assets	2,605	2,307	(298)	
	Allowance for doubtful accounts	(11)	(5)	6	
Fixed assets	Buildings & structures, net	42,469	40,195	(2,274)	
	Land	19,395	22,938	3,543	Up due to acquisition of new land in Ibaraki, Osaka etc
	Other PP&E, net	3,929	3,347	(582)	
	Construction in progress	3,449	8,503	5,054	Up due to reconstruction of the existing facility in Atsugi and MSC Fukagawa No.2 and construction of the new logistics facility in Tasumi.
	Intangible, net	4,640	4,929	289	
	Investment securities	26,880	22,467	(4,413)	Down due to decrease in market value
	Long-term loans	902	912	10	
	Prepaid pension cost	461	700	239	Excess of allowance in pension assets by change in retirement benefit plan
	Other investment	2,029	2,044	15	
	Allowance for doubtful accounts	(825)	(829)	(4)	
Allowance for losses on investment	-	(1,406)	(1,406)		
Current liabilities	Notes & accounts payable	6,029	5,911	(118)	
	Short-term borrowings	6,642	9,731	3,089	
	Accrued income taxes	789	836	47	
	Accrued bonus	870	870	0	
	Other current liabilities	5,429	6,162	733	
Noncurrent liabilities	Bonds	13,000	13,000	0	
	Long-term borrowings	28,923	31,591	2,668	
	Deferred income taxes	4,265	1,980	(2,285)	Down due to decrease in the market value of securities
	Accrued pension and severance costs	1,012	469	(543)	
Other noncurrent liabilities	2,298	2,504	206		
Common stock	11,100	11,100	0		
Capital surplus	5,563	5,563	0		
Retained earnings	30,999	30,769	(230)		
Treasury stock at cost, net	(2,908)	(4,059)	(1,151)	Up due to purchase of the treasury stocks	
Net unrealized gain on available-for-sale securities	8,212	4,514	(3,698)	Down due to decrease the market value	
<b>Total liabilities and net assets</b>		<b>122,229</b>	<b>120,948</b>	<b>(1,281)</b>	

FY2008 = year ended March 31, 2008



## Supplementary Materials

### (5) Comparative Nonconsolidated Income Statement

(Millions of yen)

		FY2007	FY2008	Change	Main factors for change
Net revenue	Storage services	9,926	10,280	354	Increase in handling volume at Nishiharu warehouse
	Warehouse handling services	5,161	5,338	177	
	Port terminal services	16,658	16,124	(534)	
	Transportation services	25,480	25,511	31	
	Real Estate	8,117	8,381	264	Lacunch of MSC Fukagawa logiscite facility
	Other	12,296	11,633	(663)	Decrease by change of accounting rule
	Total	77,640	77,270	(370)	
Cost of sales	Direct operation expense	40,680	40,318	(362)	
	Lease and rental	4,967	4,904	(63)	
	Depreciation expense	3,952	3,962	10	
	Taxes	1,285	1,313	28	
	Salaries and benefits	4,540	4,476	(64)	
	Other	13,011	12,440	(571)	
	Total	68,438	67,417	(1,021)	
Gross profit		9,202	9,852	650	
SG&A	Depreciation expense	674	624	(50)	
	Remuneration salaries & benefits	1,832	1,868	36	
	Other	1,968	2,099	131	
	Total	4,476	4,593	117	
Operating income		4,725	5,259	534	
Nonoperating income	Interest and dividends	351	1,120	769	
	Other	133	139	6	
Nonoperating expense	Interest expense	559	781	222	
	Other	586	512	(74)	
Ordinary income		4,065	5,224	1,159	
Extraordinary gains	Gain on sales of investment securities	496	157	(339)	Sale of securites ot improve asset efficiency
	Gain on sales of assets	430	205	(225)	Sale of real estate to improve asset efficiency
	Other	-	6	6	
	Total	927	370	(557)	
Extraordinary losses	Loss on disposal of assets	648	251	(397)	
	Loss on sales of assets	136	11	(125)	
	Unrealized loss on investment securiteis	235	492	257	
	Allowance for loss on investment	200	1,606	1,406	
	Other	36	1,035	999	
Total	1,258	3,397	2,139		
Income before income taxes		3,735	2,198	(1,537)	
Income taxes - current		1,333	1,528	195	
Income taxes - deferred		168	(178)	(346)	
Net income		2,233	848	(1,385)	

FY2008 = year ended March 31, 2008



## Supplementary Materials

### (6) List of Cargo Volume in Warehouse ( Nonconsolidated )

#### 1.Storage balance

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

#### 2.Change in monthly balance (April 1, 2007-March 31, 2008)

	30-Apr	31-May	30-Jun	31-Jul	31-Aug	30-Sep
Tons (1,000 tons)	473	481	480	490	492	473
Amount (Millions of yen)	182,723	173,548	171,227	170,120	175,157	166,157

	31-Oct	30-Nov	31-Dec	31-Jan	28-Feb	31-Mar
Tons (1,000 tons)	459	452	454	455	462	476
Amount (Millions of yen)	170,929	159,535	158,543	178,975	193,119	160,360

#### 3.Warehouse volume

		FY2004	FY2005	FY2006	FY2007	FY2008
Tons (1,000 tons)	1st half	1,166	1,175	1,163	1,231	1,223
	2nd half	1,143	1,195	1,077	1,180	1,776
	total for year	2,309	2,370	2,240	2,411	2,399
Amount (Millions of yen)	1st half	289,945	282,741	281,525	383,460	357,352
	2nd half	283,775	287,417	341,201	429,035	372,898
	total for year	573,720	570,158	622,726	812,495	730,250

#### 4.Turnover rate

		FY2004	FY2005	FY2006	FY2007	FY2008
Tons (1,000 tons)	1st half	42.1%	44.6%	41.6%	41.8%	42.4%
	2nd half	44.0%	43.5%	39.5%	39.6%	42.6%
	total for year	43.1%	44.0%	40.6%	40.7%	42.5%
Amount	1st half	36.2%	37.0%	34.5%	39.2%	34.8%
	2nd half	37.5%	36.5%	36.7%	38.6%	36.7%
	total for year	36.8%	36.7%	35.6%	38.9%	35.7%

#### 5.Monthly turnover rate ( April 1, 2007-March 31, 2008)

	30-Apr	31-May	30-Jun	31-Jul	31-Aug	30-Sep
Tons (1,000 tons)	43.7%	43.7%	42.3%	43.4%	41.9%	39.6%
Amount	32.0%	33.2%	34.1%	32.1%	45.3%	31.9%

	31-Oct	30-Nov	31-Dec	31-Jan	28-Feb	31-Mar
Tons (1,000 tons)	42.1%	44.5%	44.1%	40.5%	41.0%	43.3%
Amount	43.5%	35.3%	34.4%	32.8%	32.3%	42.0%

#### 5.Warehouse floor space (Storage area)

	Mar.31 2004	Mar.31 2005	Mar.31 2006	Mar.31 2007	Mar.31 2008
Area (1,000 sq. meters)	610	628	629	631	622

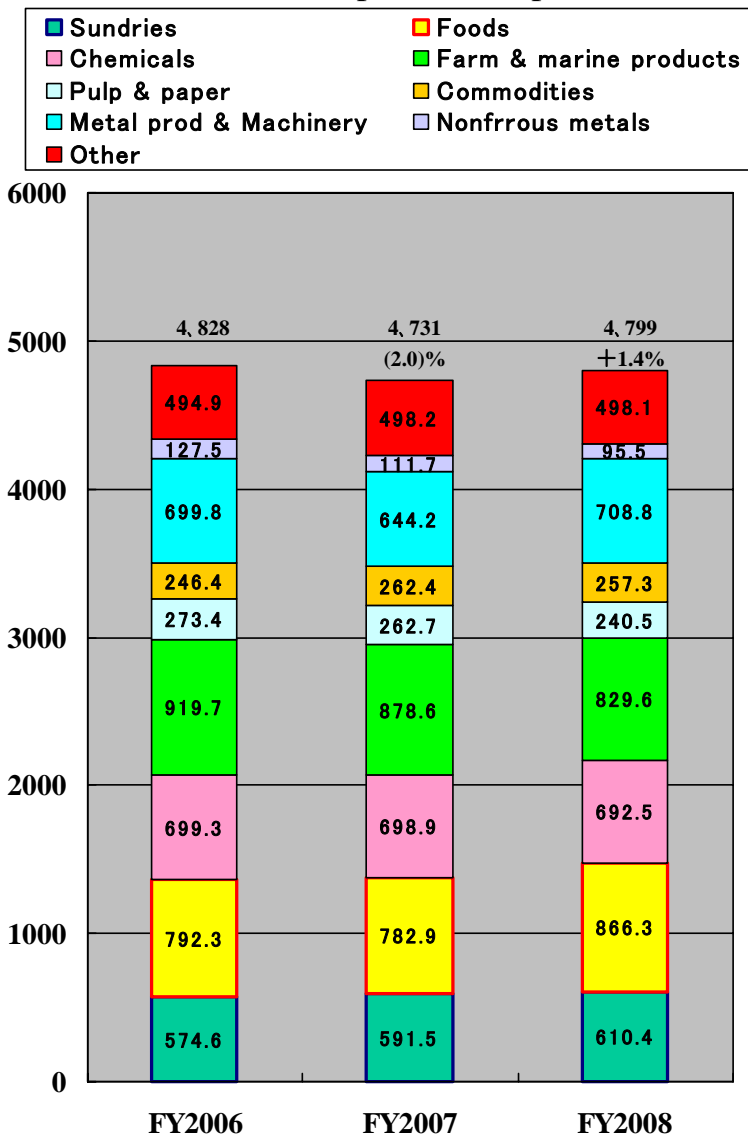
FY2008 = year ended March 31, 2008



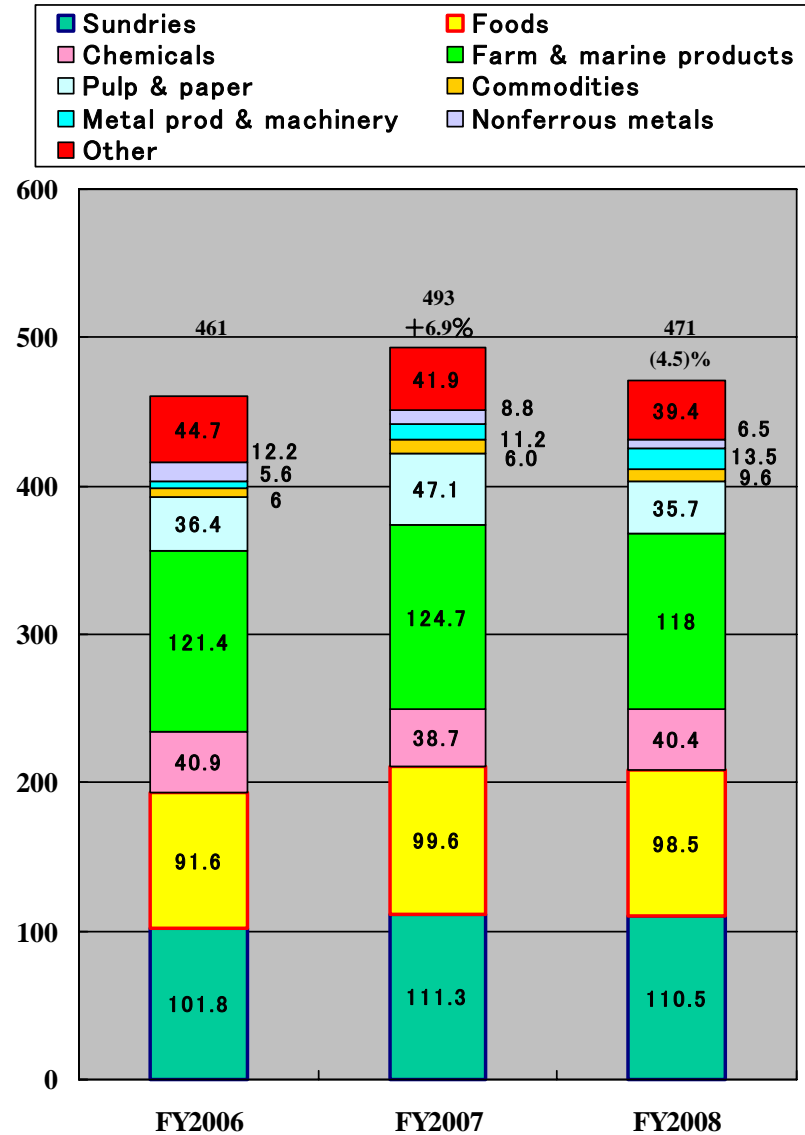
# Supplementary Materials

## (7) Handling Volume (Storage Balance · Tons)

21 main companies in Japan (1,000 Tons)



Mitsui-Soko (1,000 Tons)



FY2008 = year ended March 31, 2008



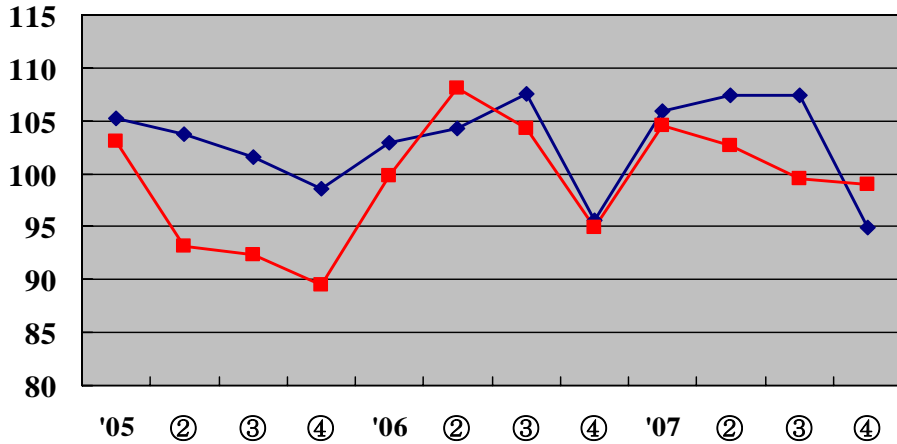
# Supplementary Materials

## (8) Quarterly Business Volume

**Warehouse Division**

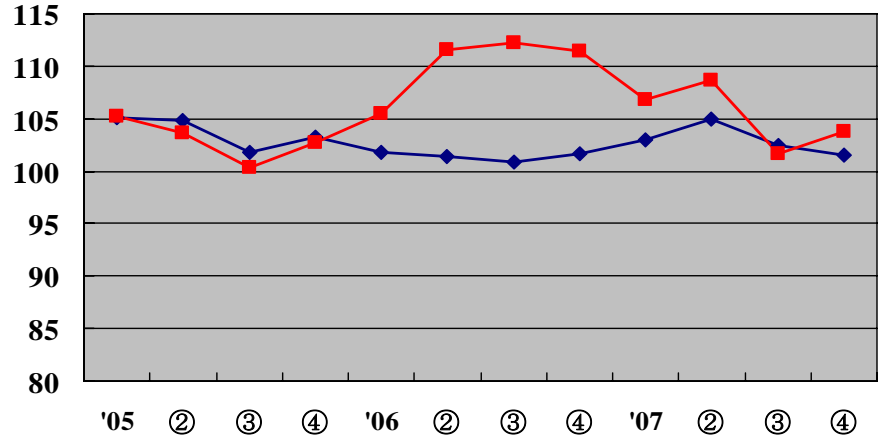
Receiving Cargo Volume

◆ 21main companies in Japan:FY2004=100  
 ■ Mitsui-Soko:FY2004=100



Storage Volume

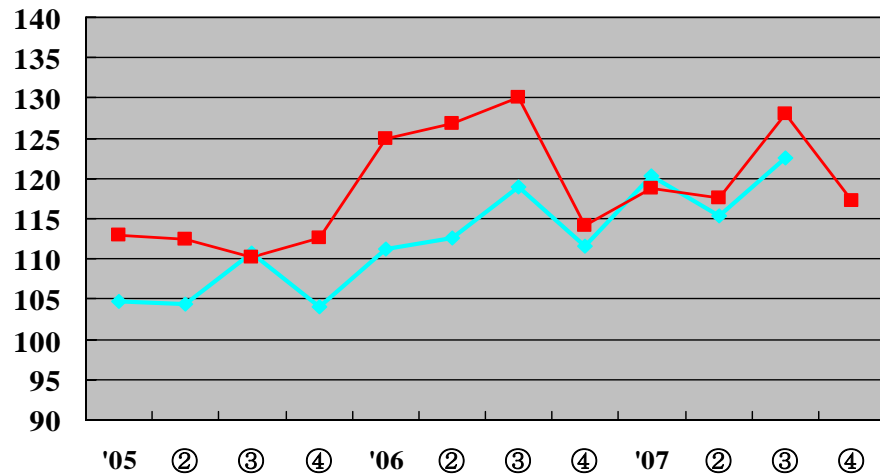
◆ 21main companies in Japan=FY2004=100  
 ■ Mitsui-Soko:FY2004=100



**Port Terminal Division**

Container Handling Volume

◆ 5main port terminal in Japan:FY2004=100  
 ■ Container Mitsui-Soko:FY2004=100



\*Statistics for 21 main companies are based on figures up to Feb. 08.