

At a Glance

Capitalizing on our global network and abundant experiences, the Group meets customers' various logistics needs with our one-stop services of Smart Logistics consisting of 3PL business, Heavy Machinery and Plant Logistics business, and Freight Forwarding business, and aims to become the most preferred global supply chain solutions provider.

Resources — Bases for Value Creation — (As of March 31, 2022)

Number of Companies*1/Locations*2

Locations

95 companies **763** sites

<Domestic: 26 companies 328 sites/Overseas: 69 companies 435 sites>



Total Personnel*3

Human Resources

45,681

<Domestic: 29,868 employees/Overseas: 15,813 employees>



Area of Logistics Center*2

Warehouses

7.55 Mm²

<Domestic: 5.37 Mm²/Overseas: 2.19 Mm²>



Number of Vehicles (Including Leased Vehicles)

Vehicles

Total: **17,825**

Truck *4: 3,813
Trailer: 6,224

Forklift: 6,181
Other*5: 1,607



*1 Number of companies includes associates accounted for using the equity method.
*2 Number of locations and area of logistics centers exclude those of AIT Group and HTB-BCD Travel Group.
*3 Number of employees excludes associates accounted for using the equity method.
*4 Including tractors and vans
*5 Including buses and passenger cars, etc.

FY2021 Performance Overview

Revenues

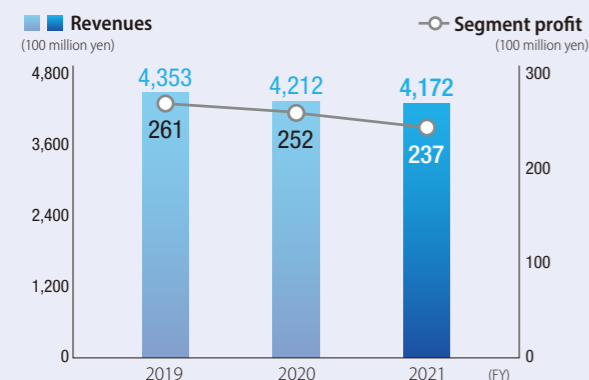
¥ **743.6** billion YoY +14%

Adjusted Operating Income

¥ **38.7** billion YoY +5%

FY2021 Business Overview by Segment

Domestic logistics business (FY2021)



Revenues

↘ YoY -1%

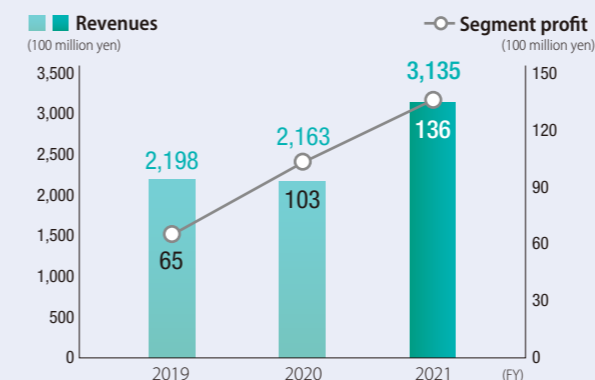
Revenues of domestic logistics business decreased by 1% year-on-year to ¥417,162 million.

Segment profit

↘ YoY -6%

Segment profit decreased by 6% year-on-year to ¥23,678 million due to the fire at a logistics center in Maishima Sales Office of our group company, Hitachi Transport System West Japan Co., Ltd., despite the improvement in productivity.

Global logistics business (FY2021)



Revenues

↗ YoY +45%

Revenues of global logistics business increased by 45% year-on-year to ¥313,494 million due to an increase in handling volume mainly in the freight forwarding business and automobile-related business.

Segment profit

↗ YoY +32%

Segment profit increased by 32% year-on-year to ¥13,642 million due to an increase in revenues and improved profitability in the freight forwarding business.

As a domestic 3PL market leader*, we provide comprehensive logistics services excellent in safety, quality, and productivity by taking advantage of our extensive network in Japan and overseas as well as abundant experience and expertise as a pioneer.

*Source: "3PL White Paper 2021" in September 2021 issue of monthly magazine LOGI-BIZ

Services — Businesses & Solutions —

3PL business

Segment: Domestic logistics/
Global logistics

Value

We provide the optimal logistics services in supply chain. In automobile parts logistics, we meet the logistics-related needs of the automobile industry.



Heavy Machinery and Plant Logistics business

Segment: Domestic
logistics/Global logistics

Value

We provide transportation, installation, and setting-up services, etc. for heavy machinery and precision instruments.



Freight Forwarding business

Segment: Global logistics

Value

We propose an optimal transportation plan from various transportation modes including aircraft, ship, rail, etc.



Other services (logistics related businesses) • Information system development business • Sale and maintenance of automobiles business