

## 連結財務データ (IFRS) Consolidated Financial Data (IFRS)

2015 2016 2017 2018 2019 (年度 Fiscal Year)

連結経営成績 (セグメント別業績) Consolidated financial Results (By Business Segment)		(億円 100 million yen)				
売上収益	Revenues	6,804	6,654	7,004	7,088	6,723
国内物流	Domestic logistics	4,051	4,118	4,178	4,328	4,353
国際物流	Global logistics	2,531	2,317	2,603	2,558	2,198
その他 (物流周辺事業等)*1	Other services (logistics related businesses)*1	221	219	223	202	172
調整後営業利益*2	Adjusted operating income*1	283	295	298	312	335
国内物流	Domestic logistics	203	218	217	221	261
国際物流	Global logistics	57	57	63	71	65
その他 (物流周辺事業等)*1	Other services (logistics related businesses)*1	23	19	18	20	9
EBIT*3	EBIT*3	278	316	331	362	396
親会社株主に帰属する当期利益	Net income attributable to stockholders of the parent company	140	187	209	228	216

\*1:情報システム開発事業、自動車販売・整備事業、旅行代理店事業を含む。

Included information system development, service, sale and maintenance of motor vehicles, and travel agency service.

\*2:2016年度より、「調整後営業利益」を主要指標とし、これに伴い2015年度の実績もあわせて記載しています。(2014年度のセグメント別調整後営業利益は非開示)

The company started to use "Adjusted Operating income" as the indicator from FY2016 and also presented it for FY2015.

("Adjusted operating income" of segment information for the FY2014 is non-disclosed.)

\*3:EBIT = 税引前当期利益 - 受取利息 + 支払利息 EBIT = Income before income taxes - Interest income + Interest expenses

## 連結財政状態 Consolidated Financial Position

(億円 100 million yen)

資産合計 (総資産)	Total assets	4,644	5,499	5,649	6,125	8,791
資本合計	Total equity	1,786	1,909	2,083	2,289	2,393
親会社株主持分	Total equity attributable to stockholders of the parent company	1,755	1,875	2,043	2,223	2,329

## 連結キャッシュ・フローの状況 Consolidated Cash Flows

(億円 100 million yen)

営業活動によるキャッシュ・フロー	Cash flows from operating activities	388	264	279	378	782
投資活動によるキャッシュ・フロー	Cash flows from investing activities	△ 104	△ 690	△ 62	△ 139	△ 12
フリー・キャッシュ・フロー	Free cash flows	284	△ 426	217	239	770
財務活動によるキャッシュ・フロー	Cash flows from financial activities	△ 167	556	△ 164	211	△ 457
現金及び現金同等物期末残高	Cash and cash equivalents at end of year	451	575	635	1,084	1,390

## 1株当たり情報 Per Share Data

基本的1株あたり親会社株主に帰属する当期利益 (円)	Basic earnings per share attributable to stockholders of the parent company (Yen)	125.60	167.66	187.50	204.27	193.76
親会社株主持分 (円)	Total equity attributable to stockholders of the parent company (Yen)	1,573.67	1,680.70	1,831.72	1,993.25	2,087.52
年間配当金 (円)	Annual dividend (Yen)	30.00	34.00	36.00	40.00	43.00
配当性向 (%)	Payout ratio (%)	23.9	20.3	19.2	19.6	22.2
PER (株価収益率)*1 (倍)	PER (Price Earnings Ratio)*1 (Ratio)	15.0	13.8	15.9	16.1	12.1
PBR (株価純資産倍率)*2 (倍)	PBR (Price Book-value Ratio)*2 (Ratio)	1.20	1.38	1.63	1.65	1.13

\*1:PER = 期末株価 ÷ 1株当たり当期利益 × 100 PER = Stock price at the end of March / Net income per share attributable to stockholders of the parent company × 100

\*2:PBR = 期末株価 ÷ 1株当たり親会社株主持分 × 100 PBR = Stock price at the end of March / Equity per share attributable to stockholders of the parent company × 100

## 財務指標 Financial Indicators

(%)

売上収益調整後営業利益率	Adjusted operating margin	4.2	4.4	4.3	4.4	5.0
EBIT率	EBIT margin	4.1	4.7	4.7	5.1	5.9
ROE (親会社株主持分当期利益率)	ROE (Return On Equity)*1	8.0	10.3	10.7	10.7	9.5
ROA (総資産利益率)*2	ROA (Return On Assets)*2	3.0	3.7	3.8	3.9	2.4
ROIC (投下資本利益率)*3	ROIC (Return On Invested Capital)*3	5.1	6.0	5.8	5.7	5.4
親会社株主持分比率	Total equity attributable to stockholders of the parent company ratio	37.8	34.1	36.2	36.3	26.5
D/エリシオ*4	Debt Equity ratio*4	55	86	79	89	192

\*1:ROE = 親会社株主に帰属する当期利益 ÷ 親会社株主持分 [当年度期首と当年度末の平均] × 100 ROE = Net income attributable to stockholders of the parent company / Total equity attributable to stockholders of the parent company [Average between the end of current fiscal year and the end of previous fiscal year] × 100

\*2:ROA = 親会社株主に帰属する当期利益 ÷ 資産合計 [当年度期首と当年度末の平均] × 100 ROA = Net income attributable to stockholders of the parent company / Total assets [Average between the end of current fiscal year and the end of previous fiscal year] × 100

\*3:ROIC = (NOPAT (税引後調整後営業利益) + 持分法による投資利益) ÷ (親会社株主持分 + 割賦未払金を含まない有利子負債) [当年度期首と当年度末の平均]

但し、2015~2018年度は、IFRS第16号「リース」適用影響前及び分子を親会社株主に帰属する当期利益として算出した比率)

ROIC = (NOPAT (Net Operating Profit After Tax) + Share of profits of investments accounted for using the equity method) / (Equity attributable to stockholders of the parent company + Interest-bearing debt excluding installment accounts payable)

[Average between the end of current fiscal year and the end of previous fiscal year] × 100

(Ratios of FY2015-FY2018 are value calculated before the impact of applying IFRS 16 "Lease" and by Net income attributable to stockholders of the parent company)

\*4:D/エリシオ = 有利子負債 ÷ 資本合計 × 100 Debt Equity ratio = Interest-bearing debt / Total assets × 100

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(年度 Fiscal Year)  
2015 2016 2017 2018 2019

設備投資額 Capital Expenditures (億円 100 million yen)

		2015	2016	2017	2018	2019
設備投資 <sup>*1</sup>	Capital expenditures <sup>*1</sup>	337.6	219.6	173.6	275.6	322.4
自家投資 <sup>*2</sup>	Purchase assets <sup>*</sup>	223.4	156.7	130.1	177.6	182.5
減価償却費	Depreciation and amortization	191.3	187.4	190.2	190.6	528.2

\*1:有形・無形資産受入ベース Based on tangible and intangible assets accepted

\*2:固定資産計上ベース Based on non-current assets recorded

受注・立上件数 Trend of New Order / New Startup

(件 Project)

		2015	2016	2017	2018	2019
新規受注 (計)	New orders (Total)	22	14	32	24	26
国内	Domestic	14	10	24	15	20
国際	Global	8	4	8	9	6
新規立上 (計)	New startups (Total)	24	21	18	28	30
国内	Domestic	12	18	11	19	23
国際	Global	12	3	7	9	7

・上記は、1,000万円/月以上の大口案件を表示。 Figures indicate the number of large projects of 10 million yen/month.

株式情報 Stock Information

		2015	2016	2017	2018	2019
発行済株式 (万株)	Number of shares outstanding (Ten-thousand shares)	11,178	11,178	11,178	11,178	11,178
金融機関・証券会社 (%)	Financial institutions, securities and companies (%)	15.95	15.75	17.37	18.96	15.44
個人・その他 (%)	Individuals and others (%)	6.33	6.01	5.78	5.47	5.38
外国人 (%)	Foreign shareholders (%)	17.18	17.72	16.31	15.07	18.71
その他の法人 (%)	Other corporations (%)	60.53	60.52	60.54	60.50	60.47

・%は構成比率 % is component ratio

(名 Person)

		2015	2016	2017	2018	2019
株主総数	Number of shareholders	6,072	5,739	6,125	5,645	5,694
金融機関・証券会社	Financial institutions, securities and companies	77	76	79	67	71
個人・その他	Individuals and others	5,539	5,184	5,590	5,126	5,187
外国人	Foreign shareholders	268	294	270	279	277
その他の法人	Other corporations	188	185	186	173	159

株価の推移 Stock Price Performance

(円 Yen)

		2015	2016	2017	2018	2019
期末株価	Stock price at the end of March	1,882	2,313	2,990	3,285	2,349
最高株価	High stock price	2,380	2,458	3,060	3,430	3,545
最低株価	Low stock price	1,616	1,577	2,222	2,668	1,977

その他情報 Other data

(名 Person)

		2015	2016	2017	2018	2019
連結人員 <sup>*1</sup>	Number of consolidated employees <sup>*1</sup>	24,744	25,274	25,074	24,139	23,837

\*1:社員のみ(シニア社員・パート・派遣社員等を除く) Only full-time employees (excluding senior employees, part-time or temporary employees)

(万㎡ Ten-thousand square meters)

		2015	2016	2017	2018	2019
倉庫面積 <sup>*1</sup>	Total floor space of warehouse <sup>*1</sup>	709	719	731	734	741
国内	Domestic	496	497	499	513	509
海外	Overseas	213	222	231	221	231

\*1:佐川急便グループ、AITグループを除く Excluding SAGAWA EXPRESS Group and AIT Group