

# 財務データ Financial data

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

(年度 Fiscal Year)  
2016 2017 2018 2019 2020

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)

		2016	2017	2018	2019	2020
売上収益	Revenues	6,654	7,004	7,088	6,723	6,524
国内物流	Domestic logistics	4,118	4,178	4,328	4,353	4,212
国際物流	Global logistics	2,317	2,603	2,558	2,198	2,163
その他 (物流周辺事業等)* <sup>1</sup>	Other services (logistics related businesses)* <sup>1</sup>	219	223	202	172	149
調整後営業利益	Adjusted operating income	295	298	312	335	367
国内物流	Domestic logistics	218	217	221	261	252
国際物流	Global logistics	57	63	71	65	103
その他 (物流周辺事業等)* <sup>1</sup>	Other services (logistics related businesses)* <sup>1</sup>	19	18	20	9	12
EBIT* <sup>2</sup>	EBIT* <sup>2</sup>	316	331	362	396	444
親会社株主に帰属する当期利益	Net income attributable to stockholders of the parent company	187	209	228	216	229

\*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: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)

		2016	2017	2018	2019	2020
資産合計 (総資産)	Total assets	5,499	5,649	6,125	8,791	7,879
資本合計	Total equity	1,909	2,083	2,289	2,393	1,621
親会社株主持分	Total equity attributable to stockholders of the parent company	1,875	2,043	2,223	2,329	1,552

連結キャッシュ・フローの状況 Consolidated Cash Flows (億円 100 million yen)

		2016	2017	2018	2019	2020
営業活動によるキャッシュ・フロー	Cash flows from operating activities	264	279	378	782	553
投資活動によるキャッシュ・フロー	Cash flows from investing activities	△ 690	△ 62	△ 139	△ 12	698
フリー・キャッシュ・フロー	Free cash flows	△ 426	217	239	770	1,251
財務活動によるキャッシュ・フロー	Cash flows from financial activities	556	△ 164	211	△ 457	△ 1,611
現金及び現金同等物期末残高	Cash and cash equivalents at end of year	575	635	1,084	1,390	1,048

1株当たり情報 Per Share Data

		2016	2017	2018	2019	2020
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)	167.66	187.50	204.27	193.76	240.02
1株当たり親会社株主持分 (円)	Total equity attributable to stockholders of the parent company (Yen)	1,680.70	1,831.72	1,993.25	2,087.52	1,854.01
年間配当金 (円)	Annual dividend (Yen)	34.00	36.00	40.00	43.00	50.00
配当性向 (%)	Payout ratio (%)	20.3	19.2	19.6	22.2	20.8
PER (株価収益率)* <sup>1</sup> (倍)	PER (Price Earnings Ratio)* <sup>1</sup> (Ratio)	13.8	15.9	16.1	12.1	15.5
PBR (株価純資産倍率)* <sup>2</sup> (倍)	PBR (Price Book-value Ratio)* <sup>2</sup> (Ratio)	1.38	1.63	1.65	1.13	2.01

\*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 (%)

		2016	2017	2018	2019	2020
売上収益調整後営業利益率	Adjusted operating margin	4.4	4.3	4.4	5.0	5.6
EBIT率	EBIT margin	4.7	4.7	5.1	5.9	6.8
ROE (親会社株主持分当期利益率)* <sup>1</sup>	ROE (Return On Equity)* <sup>1</sup>	10.3	10.7	10.7	9.5	11.8
ROA (総資産利益率)* <sup>2</sup>	ROA (Return On Assets)* <sup>2</sup>	3.7	3.8	3.9	2.4	2.7
ROIC (投下資本利益率)* <sup>3</sup>	ROIC (Return On Invested Capital)* <sup>3</sup>	6.0	5.8	5.7	5.4	4.4
親会社株主持分比率	Total equity attributable to stockholders of the parent company ratio	34.1	36.2	36.3	26.5	19.7
D/ELシオ* <sup>4</sup>	Debt Equity ratio* <sup>4</sup>	86	79	89	192	274

\*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、2016~2018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 FY2016-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/ELシオ = 有利子負債 ÷ 資本合計 × 100 Debt Equity ratio = Interest-bearing debt / Total assets × 100

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

(年度 Fiscal Year)

2016 2017 2018 2019 2020

設備投資額 Capital Expenditures

(億円 100 million yen)

		2016	2017	2018	2019	2020
設備投資 <sup>*1</sup>	Capital expenditures <sup>*1</sup>	219.6	173.6	275.6	322.4	681.0
自家投資 <sup>*2</sup>	Purchase assets <sup>*2</sup>	156.7	130.1	177.6	182.5	240.8
減価償却費	Depreciation and amortization	187.4	190.2	190.6	528.2	521.6

\*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)

		2016	2017	2018	2019	2020
新規受注 (計)	New orders (Total)	14	32	24	26	28
国内	Domestic	10	24	15	20	16
国際	Global	4	8	9	6	12
新規立上 (計)	New startups (Total)	21	18	28	30	28
国内	Domestic	18	11	19	23	17
国際	Global	3	7	9	7	11

\*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

		2016	2017	2018	2019	2020
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 (%)	15.75	17.37	18.96	15.44	12.59
個人・その他 (%) <sup>*2</sup>	Individuals and others (%) <sup>*2</sup>	6.01	5.78	5.47	5.38	29.89
外国人 (%)	Foreign shareholders (%)	17.72	16.31	15.07	18.71	14.67
その他の法人 (%)	Other corporations (%)	60.52	60.54	60.50	60.47	42.85

\*1:%は構成比率 % is component ratio

\*2:個人・その他に自己株式を含む。"Individual and others" includes treasury stock.

(名 Person)

		2016	2017	2018	2019	2020
株主総数	Number of shareholders	5,739	6,125	5,645	5,694	5,348
金融機関・証券会社	Financial institutions, securities and companies	76	79	67	71	74
個人・その他 <sup>*</sup>	Individuals and others <sup>*</sup>	5,184	5,590	5,126	5,187	4,854
外国人	Foreign shareholders	294	270	279	277	260
その他の法人	Other corporations	185	186	173	159	160

\*個人・その他に自己株式を含む。"Individual and others" includes treasury stock.

株価の推移 Stock Price Performance

(円 Yen)

		2016	2017	2018	2019	2020
期末株価	Stock price at the end of March	2,313	2,990	3,285	2,349	3,720
最高株価	High stock price	2,458	3,060	3,430	3,545	3,830
最低株価	Low stock price	1,577	2,222	2,668	1,977	2,191

その他情報 Other data

(名 Person)

		2016	2017	2018	2019	2020
連結人員 <sup>*1</sup>	Number of consolidated employees <sup>*1</sup>	25,274	25,074	24,139	23,837	22,682

\*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)

		2016	2017	2018	2019	2020
倉庫面積 <sup>*1</sup>	Total floor space of warehouse <sup>*1</sup>	719	731	734	741	753
国内	Domestic	497	499	513	509	527
海外	Overseas	222	231	221	231	226

\*1:AITグループを除く Excluding AIT Group

連結損益計算書 Consolidated Statement of Profit or Loss

(年度 Fiscal Year)

2016 2017 2018 2019 2020

(百万円 Million yen)

売上収益	Revenues	665,377	700,391	708,831	672,286	652,380
売上原価	Cost of sales	△ 590,126	△ 620,011	△ 626,458	△ 588,078	△ 566,582
売上総利益	Gross profit	75,251	80,380	82,373	84,208	85,798
販売費及び一般管理費	Selling, general and administrative expenses	△ 45,785	△ 50,577	△ 51,181	△ 50,725	△ 49,087
調整後営業利益	Adjusted operating income	29,466	29,803	31,192	33,483	36,711
その他の収益	Other income	3,118	3,461	3,850	10,579	10,787
その他の費用	Other expenses	△ 4,377	△ 3,998	△ 4,689	△ 9,706	△ 6,448
営業利益	Operating income	28,207	29,266	30,353	34,356	41,050
金融収益	Financial income	103	88	450	88	413
金融費用	Financial expenses	△ 496	△ 1,818	△ 1,042	△ 1,701	△ 44
持分法による投資利益	Share of profits of investments accounted for using the equity method	3,741	5,557	6,419	6,864	3,010
EBIT	Earnings before interest and taxes	31,555	33,093	36,180	39,607	44,429
受取利息	Interest income	762	1,031	1,075	1,186	1,197
支払利息	Interest expenses	△ 1,932	△ 1,862	△ 2,009	△ 6,964	△ 6,492
税引前当期利益	Income before income taxes	30,385	32,262	35,246	33,829	39,134
法人所得税費用	Income taxes	△ 10,466	△ 10,154	△ 11,233	△ 11,344	△ 15,180
当期利益	Net income	19,919	22,108	24,013	22,485	23,954
当期利益の帰属	Attributable to:					
親会社株主持分	Stockholders of the parent company	18,703	20,916	22,786	21,614	22,873
非支配持分	Non-controlling interests	1,216	1,192	1,227	871	1,081

## 連結財政状態計算書 Consolidated Statement of Financial Position

(年度 Fiscal Year)

2016 2017 2018 2019 2020

(百万円 Million yen)

		2016	2017	2018	2019	2020
(資産の部)	(Assets)					
流動資産	Current assets					
現金及び現金同等物	Cash and cash equivalents	57,483	63,497	108,412	139,021	104,815
売上債権及び契約資産	Trade receivables and contract assets	125,600	135,987	132,544	115,419	123,681
棚卸資産	Inventories	1,466	1,711	1,145	1,066	1,083
その他の金融資産	Other financial assets	7,086	7,868	4,597	5,102	4,378
その他の流動資産	Other current assets	13,227	11,089	11,965	6,801	13,393
流動資産合計	Total current assets	204,862	220,152	258,663	267,409	247,350
非流動資産	Non-current assets					
持分法で会計処理されている投資	Investments accounted for using the equity method	71,518	75,349	84,009	89,271	6,372
有形固定資産	Property, plant and equipment	177,520	175,015	182,400	148,232	159,981
使用権資産	Right-of-use assets	-	-	-	288,441	288,030
のれん	Goodwill	28,067	27,869	26,212	24,112	25,228
無形資産	Intangible assets	34,766	31,833	28,556	24,397	23,824
繰延税金資産	Deferred tax assets	8,193	8,466	8,083	10,123	11,732
その他の金融資産	Other financial assets	16,858	18,320	18,241	21,274	18,459
その他の非流動資産	Other non-current assets	8,140	7,899	6,371	5,885	6,960
非流動資産合計	Total non-current assets	345,062	344,751	353,872	611,735	540,586
資産の部合計	Total assets	549,924	564,903	612,535	879,144	787,936
(負債の部)	(Liabilities)					
流動負債	Current liabilities					
買入債務	Trade payables	51,786	55,078	54,253	45,410	51,733
短期借入金	Short-term debt	8,557	10,747	5,850	3,546	2,152
償還期長期債務	Current portion of long-term debt	5,644	15,307	5,662	10,416	10,320
リース負債	Lease liabilities	-	-	-	33,209	30,600
未払法人所得税	Income tax payable	7,253	6,782	3,362	8,232	6,089
その他の金融負債	Other financial liabilities	46,523	29,049	24,886	37,886	24,202
その他の流動負債	Other current liabilities	31,347	30,829	28,481	29,062	31,559
流動負債合計	Total current liabilities	151,110	147,792	122,494	167,761	156,655
非流動負債	Non-current liabilities					
長期債務	Long-term debt	149,914	138,244	191,198	150,502	140,303
リース負債	Lease liabilities	-	-	-	261,031	261,220
退職給付に係る負債	Retirement and severance benefits	31,187	32,077	32,083	34,825	37,071
繰延税金負債	Deferred tax liabilities	11,481	10,897	10,712	10,123	7,467
その他の金融負債	Other financial liabilities	12,741	23,721	22,958	12,299	20,075
その他の非流動負債	Other non-current liabilities	2,572	3,881	4,141	3,346	3,038
非流動負債合計	Total non-current liabilities	207,895	208,820	261,092	472,126	469,174
負債の部合計	Total liabilities	359,005	356,612	383,586	639,887	625,829
(資本の部)	(Equity)					
親会社株主持分	Equity attributable to stockholders of the parent company					
資本金	Common stock	16,803	16,803	16,803	16,803	16,803
利益剰余金	Retained earnings	171,633	186,373	206,245	220,829	236,311
その他の包括利益累計額	Accumulated other comprehensive income	△ 774	1,333	△ 520	△ 4,587	1,861
自己株式	Treasury stock, at cost	△ 180	△ 181	△ 182	△ 184	△ 99,817
親会社株主持分合計	Total equity attributable to stockholders of the parent company	187,482	204,328	222,346	232,861	155,158
非支配持分	Non-controlling interests	3,437	3,963	6,603	6,396	6,949
資本の部合計	Total equity	190,919	208,291	228,949	239,257	162,107
負債・資本の部合計	Total liabilities and equity	549,924	564,903	612,535	879,144	787,936

## 連結キャッシュ・フロー計算書 Consolidated Statement of Cash Flows

2016 2017 2018 2019 2020

(百万円 Million yen)

		2016	2017	2018	2019	2020
営業活動によるキャッシュ・フロー	Cash flows from operating activities					
当期利益	Net income	19,919	22,108	24,013	22,485	23,954
当期利益から営業活動による キャッシュ・フローへの調整	Adjustments to reconcile net income to net cash provided by operating activities					
減価償却費及び無形資産償却費	Depreciation and amortization	18,741	19,030	19,059	52,815	52,159
減損損失	Impairment losses	2,190	1,254	2,045	4,169	1,339
減損損失の戻入れ	Reversals of impairment losses	△ 461	-	-	-	-
法人所得税費用	Income taxes	10,466	10,154	11,233	11,344	15,180
持分法による投資利益	Share of profits of investments accounted for using the equity method	△ 3,741	△ 5,557	△ 6,419	△ 6,864	△ 3,010
関連会社株式売却益	Gain on sale of investments in associates	-	-	-	-	△ 4,945
事業再編等利益	Gain on business reorganization	-	-	△ 3,134	△ 1,244	-
固定資産売却損益	Gain on sale of property, plant and equipment	△ 2,151	△ 2,780	△ 44	△ 8,371	△ 2,769
受取利息及び受取配当金	Interest and dividends income	△ 849	△ 1,117	△ 1,482	△ 1,267	△ 1,270
支払利息	Interest expenses	1,932	1,862	2,009	6,964	6,492
売上債権及び契約資産の増減	Change in trade receivables and contract assets	△ 7,942	△ 9,667	449	16,692	△ 4,366
棚卸資産の増減	Change in inventories	△ 356	△ 227	389	60	77
買入債務の増減	Change in trade payables	3,620	2,738	816	△ 8,303	3,084
退職給付に係る負債の増減	Change in retirement and severance benefits	△ 43	863	225	2,741	1,976
その他の資産及びその他の負債の増減	Change in other assets and liabilities	△ 1,840	△ 2,596	△ 1,286	△ 3,256	△ 5,203
その他	Other	1,377	956	17	1,145	996
小計	Subtotal	40,862	37,021	47,890	89,110	83,694
利息及び配当金の受取	Interest and dividends received	1,081	2,917	3,937	3,896	4,145
利息の支払	Interest paid	△ 1,890	△ 1,748	△ 1,912	△ 6,880	△ 6,399
法人所得税の支払	Income taxes paid	△ 13,681	△ 10,266	△ 12,103	△ 7,922	△ 26,131
営業活動によるキャッシュ・フロー	Net cash provided by operating activities	26,372	27,924	37,812	78,204	55,309
投資活動によるキャッシュ・フロー	Cash flows from investing activities					
有形固定資産及び無形資産の取得	Purchase of property, plant and equipment and intangible assets	△ 12,517	△ 12,197	△ 14,948	△ 12,709	△ 19,792
有形固定資産及び無形資産の売却	Proceeds from sale of property, plant and equipment and intangible assets	6,248	5,485	1,491	13,105	3,814
関連会社株式の売却による収入	Proceeds from sale of investments in associates	-	-	-	-	87,183
子会社株式の取得	Acquisition of subsidiary's shares	-	-	-	△ 666	△ 1,476
預け金の払戻	Proceeds from withdrawal of deposits	3,500	-	-	-	-
持分法で会計処理されている投資の取得	Acquisition of investments accounted for using the equity method	△ 66,843	-	-	-	-
短期貸付金の回収	Collection of short-term loans receivable	-	-	3,900	-	-
子会社への支配喪失による減少	Decrease by a loss of control of a subsidiary	-	-	△ 4,466	△ 384	-
その他	Other	608	534	131	△ 508	50
投資活動によるキャッシュ・フロー	Net cash used in investing activities	△ 69,004	△ 6,178	△ 13,892	△ 1,162	69,779
財務活動によるキャッシュ・フロー	Cash flows from financing activities					
短期借入金の増減	Change in short-term debt, net	△ 3,002	1,834	△ 4,775	△ 2,075	△ 1,575
長期借入債務による調達	Proceeds from long-term debt	124,511	-	49,749	-	-
長期借入債務の返済	Repayments of long-term debt	△ 55,325	△ 1,502	△ 11,490	△ 739	△ 10,409
リース債務の返済	Repayments of lease obligations	△ 4,672	△ 4,849	△ 4,964	△ 37,103	△ 36,648
非支配持分への子会社持分売却	Proceeds from sale of shares of consolidated subsidiaries to non-controlling interests	-	-	2,528	-	114
非支配持分からの子会社持分取得	Purchase of shares of consolidated subsidiaries from non-controlling interests	△ 2,137	△ 7,484	△ 4,963	△ 199	△ 7,541
配当金の支払	Dividends paid to stockholders of the parent company	△ 3,569	△ 3,904	△ 4,127	△ 4,686	△ 4,299
非支配持分株主への配当金の支払	Dividends paid to non-controlling interests	△ 88	△ 108	△ 151	△ 180	△ 121
自己株式の取得による支出	Acquisition of treasury stock	0	0	0	△ 2	△ 99,633
その他	Other	△ 126	△ 432	△ 703	△ 723	△ 944
財務活動によるキャッシュ・フロー	Net cash provided by (used in) financing activities	55,592	△ 16,445	21,104	△ 45,707	△ 161,056
現金及び現金同等物に係る換算差額	Effect of exchange rate changes on cash and cash equivalents	△ 623	713	△ 109	△ 726	1,762
現金及び現金同等物の増減	Change in cash and cash equivalents	12,337	6,014	44,915	30,609	△ 34,206
現金及び現金同等物の期首残高	Cash and cash equivalents at beginning of year	45,146	57,483	63,497	108,412	139,021
現金及び現金同等物の期末残高	Cash and cash equivalents at end of year	57,483	63,497	108,412	139,021	104,815