

April 30, 2013

Yusen Logistics Co., Ltd.

Supplementary Material for the Fiscal Year 2012

(April 1, 2012 ~ March 31, 2013)

Contents



| | Page |
|--|------|
| 1. Summary of Consolidated Results (Profit and Loss) | 3 |
| 2. Net Sales and Operating Income by Geographical Segment | 4 |
| 3. Consolidated Balance Sheets | 5 |
| 4. Consolidated Statements of Cash Flows | 6 |
| 5. Consolidated Business Results | 7 |
| 6. Consolidated Forecasts for FY13 | 8 |
| 7. Consolidated Forecasts for FY13 by Geographical Segment | 9 |

1. Summary of Consolidated Results (Profit and Loss)



(Million yen)

| | FY11 | FY12 | Comparison | YoY ratio |
|---|---------|---------|------------|-----------|
| Net Sales | 309,004 | 339,049 | 30,045 | 9.7% |
| Gross Profit | 51,708 | 52,315 | 607 | 1.2% |
| Gross Profit Ratio (%) | 16.7% | 15.4% | - | - |
| Operating Income | 6,272 | 1,659 | (4,613) | (73.6%) |
| Operating Income Ratio (%) | 2.0% | 0.5% | - | - |
| Ordinary Income | 7,485 | 2,744 | (4,741) | (63.3%) |
| Extraordinary Income | 536 | 1,555 | 1,019 | 190% |
| Extraordinary Loss | 1,348 | 225 | (1,123) | (83.3%) |
| Income before Income Taxes | 6,673 | 4,074 | (2,599) | (38.9%) |
| Income Taxes | 2,962 | 1,605 | (1,357) | (45.8%) |
| Minority Interests in Net Income of Consolidated Subsidiaries | 1,185 | 1,350 | 165 | 14.0% |
| Net Income | 2,526 | 1,119 | (1,407) | (55.7%) |

| Exchange rate | FY11 | FY12 |
|---------------|------------|------------|
| USD | JPY 79.06 | JPY 82.33 |
| EURO | JPY 110.20 | JPY 106.48 |

*** The effect of exchange rate fluctuations**

Net Sales : +4.1 billion yen

Operating Income : +0.02 billion yen

*** Extraordinary Income: Negative Goodwill from integration**

2. Net Sales and Operating Income by Geographical Segment

(Million yen)

| Net Sales | FY11 | | FY12 | | Comparison | YoY ratio |
|---------------------------------|---------|--|---------|--|------------|-----------|
| Japan | 83,761 | | 74,853 | | (8,908) | (10.6%) |
| Americas | 70,056 | | 77,269 | | 7,213 | 10.3% |
| Europe | 76,822 | | 76,157 | | (665) | (0.9%) |
| East Asia | 39,884 | | 54,988 | | 15,104 | 37.9% |
| South Asia & Oceania | 42,440 | | 60,483 | | 18,043 | 42.5% |
| Adjustment | (3,959) | | (4,701) | | - | - |
| YTD consolidated total | 309,004 | | 339,049 | | 30,045 | 9.7% |

| Operating income | FY11 | | FY12 | | Comparison | YoY ratio |
|---------------------------------|-------------------------|------------------------|-------------------------|------------------------|------------|-----------|
| | Operating Income (Loss) | Operating Income Ratio | Operating Income (Loss) | Operating Income Ratio | | |
| Japan | 1,675 | 2.0% | 103 | 0.1% | (1,572) | (93.8%) |
| Americas | (577) | - | (6) | - | 571 | - |
| Europe | 924 | 1.2% | (247) | - | (1,171) | - |
| East Asia | 2,114 | 5.3% | (1,149) | - | (3,263) | - |
| South Asia & Oceania | 2,331 | 5.5% | 3,269 | 5.4% | 938 | 40.2% |
| Adjustment | (195) | - | (311) | - | - | - |
| YTD consolidated total | 6,272 | 2.0% | 1,659 | 0.5% | (4,613) | (73.6%) |

3. Consolidated Balance Sheets



(Million yen)

| | As of March 31, 2012 | As of March 31, 2013 | Comparison | YoY ratio |
|---|-------------------------|-------------------------|------------------|-------------------|
| Current Assets | 93,907 | 104,700 | 10,793 | 11.5% |
| Fixed Assets | 57,208 | 69,123 | 11,915 | 20.8% |
| Total Assets | 151,115 | 173,823 | 22,708 | 15.0% |
| Current Liabilities [Short-term dept] | 52,580 [1,213] | 62,113 [3,339] | 9,533 [2,126] | 18.1% [175.4%] |
| Long-Term Liabilities [Long-term debt] | 18,977 [12,160] | 18,415 [12,895] | (562) [735] | (3.0%) [6.0%] |
| Total Liabilities | 71,557 | 80,528 | 8,971 | 12.5% |
| Total Equity | 79,558 | 93,295 | 13,737 | 17.3% |
| Total Liabilities and Equity | 151,115 | 173,823 | 22,708 | 15.0% |

Exchange rate (as of Mar. 31, 2013) USD 1.00 = JPY94.05

EURO 1.00 = JPY120.73

Shareholders' Equity Ratio : As of Mar. 31, 2012 = 38.2%, As of Mar. 2013 = 36.7%

4. Consolidated Statements of Cash Flows

(Million yen)

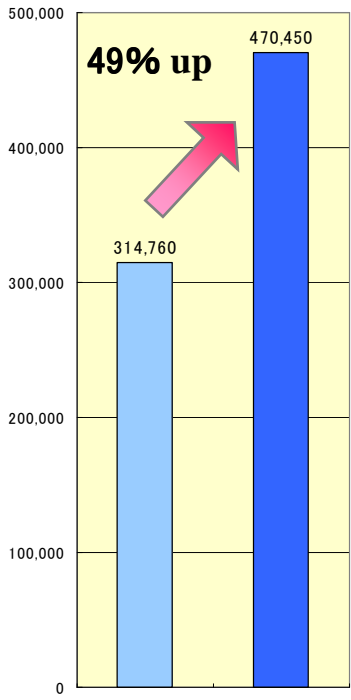
| | FY11 | FY12 | Comparison | YoY ratio |
|---|----------|---------|------------|-----------|
| Net cash provided by (used in) operating activities | 2,719 | 8,910 | 6,191 | 227.7% |
| Net cash provided by (used in) investing activities | (13,901) | (9,694) | 4,207 | - |
| Net cash provided by (used in) financing activities | 2,149 | (1,049) | (3,198) | - |
| Cash and cash equivalents, end of year | 23,646 | 24,467 | 821 | 3.5% |

5. Consolidated Business Results

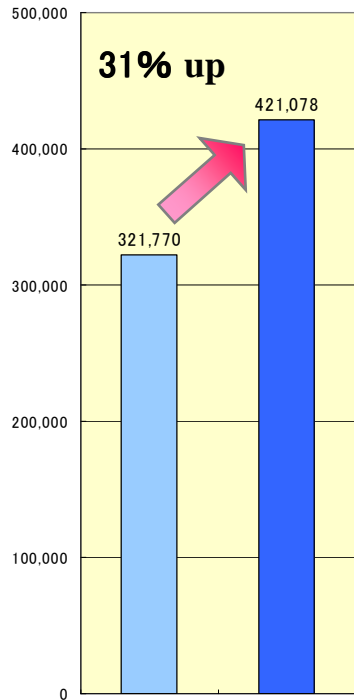


| | FY11 | FY12 | Comparison | Y o Y ratio |
|-------------------------------------|---------|---------|------------|-------------|
| Ocean Export Volume (TEU) | 314,760 | 470,450 | 155,690 | 49% |
| Ocean Import Handling Results (No.) | 321,770 | 421,078 | 99,308 | 31% |
| Air Export Volume (tons) | 324,525 | 303,734 | (20,791) | (6%) |
| Air Import Handling Results (No.) | 930,634 | 938,324 | 7,690 | 1% |

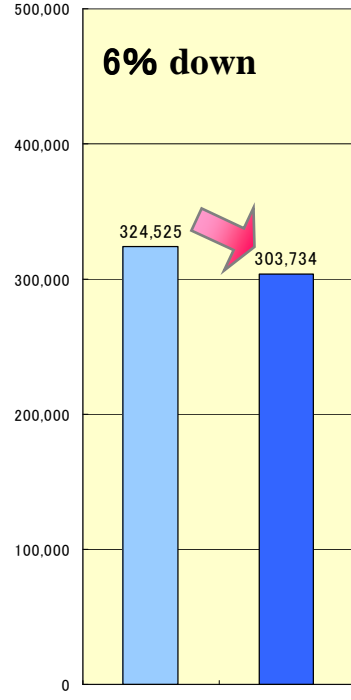
(TEU) Ocean Exports



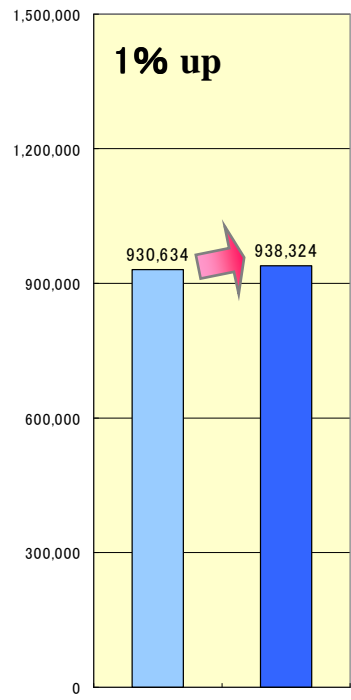
(No) Ocean Imports



(tons) Air Exports



(No) Air Imports



■ FY11 ■ FY12

6. Consolidated Forecasts for FY13



(Million yen)

| | FY12 Results | Forecasts for FY13 |
|----------------------------------|---------------------|---------------------------|
| Net Sales | 339,049 | 400,000 |
| Operating Income | 1,659 | 4,500 |
| Operating Income Ratio | 0.5% | 1.1% |
| Ordinary Income | 2,744 | 4,800 |
| Net Income | 1,119 | 1,500 |
| Foreign Exchange Rate Assumption | USD | JPY 82.33 |
| | EURO | JPY 106.48 |
| | | JPY 90.00 |
| | | JPY 120.00 |

7. Consolidated Forecasts for FY13 by Geographical Segment

(Million yen)

| Net Sales | FY12(Results) | FY13(Forecasts) | Comparison | YoY ratio |
|----------------------|---------------|-----------------|------------|-----------|
| Japan | 74,853 | 76,700 | 1,847 | 2.5% |
| Americas | 77,269 | 91,900 | 14,631 | 18.9% |
| Europe | 76,157 | 85,700 | 9,543 | 12.5% |
| East Asia | 54,988 | 71,000 | 16,012 | 29.1% |
| South Asia & Oceania | 60,483 | 80,200 | 19,717 | 32.6% |
| Adjustment | (4,701) | (5,500) | (799) | - |
| Consolidated Total | 339,049 | 400,000 | 60,951 | 18.0% |

| Operating Income (Loss) | FY12(Results) | FY13(Forecasts) | Comparison | YoY ratio |
|-------------------------|---------------|-----------------|------------|-----------|
| Japan | 103 | 500 | 397 | 385.4% |
| Americas | (6) | 300 | 306 | - |
| Europe | (247) | 200 | 447 | - |
| East Asia | (1,149) | 0 | 1,149 | - |
| South Asia & Oceania | 3,269 | 3,800 | 531 | 16.2% |
| Adjustment | (311) | (300) | - | - |
| Consolidated Total | 1,659 | 4,500 | 2,841 | 171.3% |

| | | | | |
|-----------------|-------|-------|-------|-------|
| Ordinary Income | 2,744 | 4,800 | 2,056 | 74.9% |
| Net Income | 1,119 | 1,500 | 381 | 34.1% |

The purpose of information disclosed by Yusen Logistics Co., Ltd. (the “Company”) (including information posted on its website) is to give readers reference information that helps them understand the Company and make investments. Such information is not designed to solicit share purchases, share sales or other transactions. The Company requests readers to make final decisions about investment based on their own judgment.



YUSEN LOGISTICS CO., LTD.

Investor Relations Department

TEL: 03-6703-8298

FAX: 03-3578-3552

E-mail: yljpirid@jp.yusen-logistics.com