



Financial Results for the First Nine Months of the Fiscal Year Ending March 31, 2011 [J-GAAP] (Consolidated)

February 7, 2011

Company Name: Kintetsu World Express, Inc. (KWE)
 Stock exchange listed on: Tokyo Stock Exchange (First Section)
 Company code: 9375 URL: <http://www.kwe.co.jp>
 Representative: President and Chief Executive Officer Satoshi Ishizaki
 Inquiries: Director, General Manager of Accounting Dept. Kazuya Mori TEL: +81-3-3201-2627
 The date of filing the quarterly financial statements: February 10, 2011
 The date of the dividend payment start (planned): –
 Preparation of quarterly earnings presentation material: No
 Holding of quarterly earnings announcement: No

(Figures are rounded down to the nearest million yen.)

1. Consolidated earnings results for the first nine months of the fiscal year ending March 2011 (April 1, 2010 – December 31, 2010)

(1) Consolidated business results

(Percentages are changes from the same period of the previous year.)

	Net sales		Operating income		Ordinary income		Net income	
	(Millions of yen)	(%)	(Millions of yen)	(%)	(Millions of yen)	(%)	(Millions of yen)	(%)
First nine months ended								
December 31, 2010	200,684	33.1	8,369	56.8	8,979	58.2	6,525	103.4
December 31, 2009	150,734	△32.0	5,338	△33.8	5,676	△34.4	3,208	△36.6

	Net income per share	Diluted net income per share
	(Yen)	(Yen)
First nine months ended		
December 31, 2010	181.26	—
December 31, 2009	89.13	—

(2) Consolidated financial position

	Total assets	Net assets	Shareholders' equity ratio	Net assets per share
	(Millions of yen)	(Millions of yen)	(%)	(Yen)
As of December 31, 2010	121,415	70,492	56.6	1,907.48
As of March 31, 2010	116,640	68,038	56.3	1,822.95

(Reference) Shareholders' equity As of December 31, 2010: 68,668 million yen As of March 31, 2010: 65,625 million yen

2. Dividends

Annual dividends					
	Q1	Q2	Q3	Q4	Full fiscal year
	(Yen)	(Yen)	(Yen)	(Yen)	(Yen)
Fiscal year ended March 31, 2010	—	7.00	—	17.00	24.00
Fiscal year ending March 31, 2011	—	12.00	—		
Fiscal year ending March 31, 2011 (Forecasts)				18.00	30.00

(Note) Changes in forecasts of dividends for the fiscal year ending March 2011 as of December 31, 2010: Yes

3. Consolidated earnings forecasts for the fiscal year ending March 2011 (April 1, 2010 – March 31, 2011)

(Percentages are changes from the same period of the previous year.)

	Net sales		Operating income		Ordinary income		Net income		Net income per share
	(Millions of yen)	(%)	(Millions of yen)	(%)	(Millions of yen)	(%)	(Millions of yen)	(%)	(Yen)
Full fiscal year	260,000	22.7	10,800	44.9	11,300	40.7	7,600	66.3	211.11

(Note) Changes in consolidated earnings forecasts for the fiscal year ending March 2011 as of December 31, 2010: No

4. Other (For detail, please refer to 2. Other Information on page 6.)

(1) Changes in significant subsidiaries during the period: No

(Note) This refers to changes in specified subsidiaries resulting from change in scope of consolidation during the period.

(2) Application of the simplified accounting method and/or the special accounting method: Yes

(Note) This refers to simplified accounting method and accounting method peculiar to quarterly consolidated financial statement preparation.

(3) Changes in accounting principles and procedures or format

(a) Changes accompanying revisions to items such as accounting standards: Yes

(b) Other changes: No

(Note) This refers to changes in accounting principles and procedures or format of quarterly consolidated financial statements listed in "Changes to important items forming the basis for preparation of quarterly consolidated financial statements."

(4) Number of issued shares (common shares)

(a) Number of issued shares
(including treasury stock)

As of December 31, 2010:	36,000,000 shares	As of March 31, 2010:	36,000,000 shares
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(b) Number of treasury stock

As of December 31, 2010:	599 shares	As of March 31, 2010:	555 shares
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(c) Average number of shares during
the period

First nine months ended December 31, 2010:	35,999,416 shares	First nine months ended December 31, 2009:	35,999,456 shares
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* Implementation status of quarterly review procedures

The quarterly review procedures stipulated in the Financial Instruments and Exchange Act are not applicable to this Financial Results report, and the procedures have not been completed when this Financial Results report was disclosed.

* Explanation of the proper use of earnings forecasts and other special notes

The statements about future described on this report such as earnings forecasts have been made based on information currently available and some conditions that we judge rational. Actual earnings may differ greatly from the above forecasts for various reasons. For the assumptions for earnings forecasts and cautions regarding the use of the earnings forecasts, please refer to 1. Qualitative Information Concerning Consolidated Earnings Results for the First Nine Months of the Fiscal Year Ending March 2011 – (3) Qualitative Information Concerning Consolidated Earnings Forecasts on page 5.

1. Qualitative Information Concerning Consolidated Earnings Results for the First Nine Months of the Fiscal Year Ending March 2011

(1) Qualitative Information Concerning Consolidated Business Results

During the first nine months of the current fiscal year (April 1, 2010 – December 31, 2010), emerging market countries, particularly those in Asia, continued to enjoy economic expansion, while the U.S. and European markets remained on a gradual recovery track amid lingering concerns about a potential new slowdown.

Japanese economy saw a gradual turnaround over the first half of the period, supported by policy measures that bolstered domestic demand and Asia-bound exports. However, the impact of these factors started declining in the latter half, undermining economic growth.

During the first nine months of the current fiscal year, the KWE Group's airfreight forwarding business saw a clear recovery in volume overseas. In Japan, however, volume declined from August. The overall Group saw airfreight exports expand 40.9%^{*1}, and airfreight imports increased 13.9%^{*2} year on year. In the ocean freight forwarding, exports grew 15.2%^{*3} and imports rose 19.3%^{*2}. Moreover, freight costs continued to rise in all regions, reflecting hikes for air and ocean freight rate.

Starting with the first quarter of the current fiscal year, "Accounting Standard for Disclosures about Segments of an Enterprise and Related Information" was applied, and revisions were made to traditional segments. Figures for the first nine months of the previous fiscal year, those used for year-on-year comparisons, reflect the changes in the new segments.

Operating results by each segment are as follows:

Japan

During the first nine months of the fiscal year, airfreight exports rose 20.3%^{*1} year on year. Shipments of products such as semiconductor production machinery and electronic components, particularly those for LCD-related materials for Asia, remained strong during the first half of the period, although inventory adjustments prompted a partial shift to ocean freight from August. Airfreight imports declined 3.1%^{*2}, as rising volume in flat-screen TV-related products driven by the government's "eco-point" system for home appliances, was unable to offset sharp declines in telecommunication equipment. In the ocean freight forwarding, exports increased 17.1%^{*3}, supported by strong volume for chemicals and equipment transportation. Ocean freight imports increased 21.8%^{*2} as a result of an increase in volumes of products such as electronics-related items and general merchandise. As a result, net sales for Japan, including net sales generated by domestic subsidiaries, increased 23.5% year on year to 85,630 million yen, and operating income increased 61.7% to 2,138 million yen.

The Americas

Airfreight exports rose 32.3%^{*1} year on year, supported by sharp growth in shipments of electronics products, particularly semiconductors and LCDs. Airfreight imports advanced 29.5%^{*2} due to expansion in digital home appliance products, printers and other materials. In the ocean freight forwarding, exports and imports increased 14.5%^{*3} and 18.6%^{*2}, respectively. As a result, overall net sales for the Americas increased 30.8% year on year to 24,223 million yen, and operating income increased 231.5% to 1,535 million yen.

Europe, Middle East & Africa

Airfreight exports expanded 41.9%^{*1} year on year, reflecting steady shipments by existing customers, volume growth in

medical-related products, and contributions from spot freight shipments to the Middle East. Airfreight imports rose 26.8%^{*2} on higher volume for components for flat-screen TVs to Central and Eastern Europe and automotive products. In the ocean freight forwarding, exports gained 9.2%^{*3} while imports grew 26.9%^{*2}. As a result, overall net sales in Europe, Middle East & Africa increased 24.6% year on year to 17,299 million yen, and operating income recorded 461 million yen (operating loss of 153 million yen in the same period of the previous year).

East Asia & Oceania

Airfreight exports increased 65.2%^{*1} year on year due to volume growth for electronic products such as digital home appliance products and printers. Airfreight imports gained 19.3%^{*2}, owing to an ongoing recovery in overall shipping demand despite partial production adjustments in the latter half. In the ocean freight forwarding, exports and imports increased 23.5%^{*3} and 11.7%^{*2}, respectively. As a result, total net sales for East Asia & Oceania increased 49.7% year on year to 58,512 million yen and operating income increased 13.8% to 3,050 million yen.

Southeast Asia

Airfreight exports increased 58.8%^{*1} year on year as a result of a steady recovery in volumes of electronics products, and contributions from spot freight shipments. Airfreight imports also saw an increase of 19.7%^{*2} due to sustained brisk shipments, particularly for electronic products. In the ocean freight forwarding, exports declined 7.7%^{*3}, as some major shippers handled less volume, while imports continued to recover, growing 24.6%^{*2}. As a result, total net sales for Southeast Asia increased 50.5% year on year to 18,514 million yen and operating income increased 60.2% to 1,030 million yen.

The whole KWE Group worked to promote sales and continued to implement rationalization measures such as major reductions in fixed and variable costs. As a result, for the first nine months of the fiscal year under review, consolidated net sales increased 33.1% year on year to 200,684 million yen. Operating income increased 56.8% to 8,369 million yen, ordinary income increased 58.2% to 8,979 million yen, and net income increased 103.4% to 6,525 million yen.

*1 based on weight

*2 based on number of shipments

*3 based on TEUs (Twenty-foot Equivalent Units)

(2) Qualitative Information Concerning Consolidated Financial Position

At the end of the third quarter of the fiscal year under review, total assets increased 4,774 million yen from the end of the previous fiscal year to 121,415 million yen, mainly due to an increase in cash and time deposits, and trade accounts receivables.

Total liabilities were 50,923 million yen, up 2,321 million yen from the end of the previous fiscal year, mainly due to the increases in trade accounts payables. Net assets increased 2,453 million yen from the end of the previous fiscal year to 70,492 million yen. This was mainly because retained earnings increased while foreign currency translation adjustment decreased.

(3) Qualitative Information Concerning Consolidated Earnings Forecasts

The current business environment is likely to remain unpredictable in light of concerns over a potential new slowdown in Europe and the U.S., ongoing yen strength, uncertain prospects for shipping demand, and the possibility of rises in air and ocean freight costs.

In this climate, the Group intends to push ahead with its management strategies—"Create a Strong Asia" and "Sell a Strong Asia"—outlined in the Medium-Term Management Plan: "Ready for the Next!" for the period from the fiscal year ending March 2011 through the fiscal year ending March 2013, which was unveiled in May 2010. The Group is currently working as a team to achieve its targets for the fiscal year ending March 2011, which coincides with the first year of the management plan.

No change has been made to our forecasts of annual consolidated earnings previously announced on November 9, 2010. These include net sales of 260,000 million yen, operating income of 10,800 million yen, ordinary income of 11,300 million yen, and net income of 7,600 million yen.

The aforementioned forecasts were based on the currently available information. Actual earnings may vary according to various factors.

2. Other Information

(1) Overview of Changes in Significant Subsidiaries

There are no applicable matters.

(2) Overview of the Simplified Accounting Method and/or the Special Accounting Method

The simplified accounting method is partially applied for transactions that have negligible impact on financial results.

(3) Overview of Changes in Accounting Principles and Procedures or Format

1. Application of accounting standard for asset retirement obligations

The Accounting Standard for Asset Retirement Obligations (Accounting Standards Board of Japan Statement No. 18, issued on March 31, 2008) and the Guidance on Accounting Standard for Asset Retirement Obligations (ASBJ Guidance No. 21, issued on March 31, 2008) are being applied from the first quarter of the current fiscal year. This change had no impact on operating income, ordinary income and income before income taxes and minority interests.

2. Application of Accounting Standard and Practical Solution on Unification of Accounting Policies Applied to Associates Accounted for Using the Equity Method

The Accounting Standard for Equity Method of Accounting for Investments (ASBJ Statement No. 16, issued on March 10, 2008), and the Practical Solution on Unification of Accounting Policies Applied to Associates Accounted for Using the Equity Method (Practical Issues Task Force No. 24, issued on March 10, 2008) are being applied from the first quarter of the current fiscal year, with consolidated results adjusted as necessary. This change had no impact on operating income, ordinary income and income before income taxes and minority interests.

3. Application of accounting standards for business combinations

The Accounting Standard for Business Combinations (ASBJ Statement No. 21, issued on December 26, 2008), the Accounting Standard for Consolidated Financial Statements (ASBJ Statement No. 22, issued on December 26, 2008), the Partial amendments to Accounting Standard for Research and Development Costs (ASBJ Statement No. 23, issued on December 26, 2008), the Revised Accounting Standard for Business Divestitures (ASBJ Statement No. 7, issued on December 26, 2008), the Revised Accounting Standard for Equity Method of Accounting for Investments (ASBJ Statement No. 16, issued on December 26, 2008), and the Revised Guidance on Accounting Standard for Business Combinations and Accounting Standard for Business Divestitures (ASBJ Guidance No. 10, issued on December 26, 2008) are being applied from the first quarter of the current fiscal year.

3. Quarterly Consolidated Financial Statements

(1) Quarterly Consolidated Balance Sheets

(Millions of yen)

	Third quarter of FY3/11 (As of December 31, 2010)	FY3/10 Summary (As of March 31, 2010)
Assets		
Current assets		
Cash and time deposits	30,146	25,933
Notes and accounts receivable – trade	43,766	41,133
Other	5,330	3,236
Allowance for doubtful accounts	△241	△260
Total current assets	79,002	70,043
Fixed assets		
Property and equipment		
Buildings and structures, net	19,250	19,478
Land	10,708	10,799
Other, net	3,367	4,354
Total property and equipment	33,326	34,631
Intangible fixed assets		
Goodwill	369	126
Other	1,545	1,944
Total intangible fixed assets	1,915	2,071
Investments and other assets	7,171	9,894
Total fixed assets	42,413	46,597
Total assets	121,415	116,640
Liabilities		
Current liabilities		
Notes and accounts payable – trade	21,035	19,528
Short-term debt	10,993	11,955
Income taxes payable	1,095	990
Reserve for bonuses	1,774	1,589
Reserve for directors' bonuses	89	168
Other	7,528	7,800
Total current liabilities	42,517	42,032
Long-term liabilities		
Long-term debt	4,923	3,349
Reserve for retirement benefits	2,655	2,200
Other	827	1,020
Total long-term liabilities	8,405	6,569
Total liabilities	50,923	48,602

(Millions of yen)

	Third quarter of FY3/11 (As of December 31, 2010)	FY3/10 Summary (As of March 31, 2010)
Net assets		
Shareholders' equity		
Common stock	7,216	7,216
Capital surplus	4,867	4,867
Retained earnings	62,977	57,496
Treasury stock	△1	△1
Total shareholders' equity	75,059	69,578
Valuation and translation adjustments		
Valuation difference on available-for-sale securities	26	173
Foreign currency translation adjustment	△6,417	△4,127
Total valuation and translation adjustments	△6,391	△3,953
Minority interests	1,824	2,413
Total net assets	70,492	68,038
Total liabilities and net assets	121,415	116,640

(2) Quarterly Consolidated Statements of Income

(Millions of yen)

	First nine months of FY3/10 (April 1, 2009 – December 31, 2009)	First nine months of FY3/11 (April 1, 2010 – December 31, 2010)
Net sales	150,734	200,684
Cost of sales	124,180	170,557
Gross profit	26,553	30,127
Selling, general, and administrative expenses	21,215	21,758
Operating income	5,338	8,369
Non-operating income		
Interest income	122	106
Dividend income	48	33
Amortization of negative goodwill	26	26
Foreign exchange gains	292	495
Equity in earnings of affiliates	—	18
Miscellaneous income	229	164
Total non-operating income	719	844
Non-operating expenses		
Interest expenses	234	204
Equity in losses of affiliates	111	—
Miscellaneous expenses	34	30
Total non-operating expenses	381	235
Ordinary income	5,676	8,979
Extraordinary income		
Gain on sales of fixed assets	9	—
Gain on sales of investment securities	—	741
Gain on negative goodwill	—	188
Total extraordinary income	9	929
Extraordinary losses		
Loss on disposal of fixed assets	19	—
Loss on sales of fixed assets	—	26
Loss on valuation of investment securities	86	—
Loss on valuation of golf club memberships	1	6
Restructuring loss	34	—
Loss on office closing	204	—
Total extraordinary losses	347	32
Income before income taxes and minority interests	5,338	9,875
Income taxes, etc.	1,832	3,062
Income before minority interests	—	6,813
Minority interests	297	288
Net income	3,208	6,525

(3) Quarterly Consolidated Statement of Cash Flow

(Millions of yen)

	First nine months of FY3/10 (April 1, 2009 – December 31, 2009)	First nine months of FY3/11 (April 1, 2010 – December 31, 2010)
Cash flows from operating activities		
Income before income taxes and minority interests	5,338	9,875
Depreciation and amortization	2,331	2,286
Amortization of goodwill	36	43
Amortization of negative goodwill	△26	△26
Gain on negative goodwill	—	△188
Increase (decrease △) in reserve for bonuses	△33	261
Increase (decrease △) in reserve for directors' bonuses	△107	△70
Increase (decrease △) in reserve for retirement benefits	892	474
Increase (decrease △) in allowance for doubtful accounts	17	△18
Interest and dividend income	△170	△139
Interest expenses	234	204
Investment loss (gain △) by equity method	111	△18
(Gain △) loss on sales of fixed assets	△9	26
Loss on disposal of fixed assets	19	—
(Gain △) Loss on sales and valuation of investment securities	86	△741
Loss on valuation of golf club memberships	1	6
Decrease (increase △) in notes and accounts receivable	△999	△5,150
Increase (decrease △) in notes and accounts payable	320	3,201
Other, net	557	449
Subtotal	8,601	10,476
Interest and dividends received	223	138
Interest paid	△296	△240
Payments for loss on violation of the antitrust laws	△1,494	—
Income taxes paid	△2,810	△3,030
Net cash provided by operating activities	4,224	7,343
Cash flows from investing activities		
Payments for time deposits	△440	△459
Proceeds from withdrawal of time deposits	104	519
Payments for purchase of property and equipment	△2,720	△1,185
Proceeds from sale of property and equipment	50	65
Payments for purchase of investment securities	△28	△38
Proceeds from sale and redemption of investment securities	28	3,250
Payments for Purchase of subsidiary shares	—	△978
Purchase of investments in subsidiaries resulting in change in scope of consolidation	△114	—
(Increase △) decrease in short-term loans receivable	—	△2,000
Payments for loans receivable	△18	△2
Collection of loans receivable	41	16
Payments for lease and guarantee deposits	△274	△280
Proceeds from collection of lease and guarantee deposits	327	166
Other, net	△209	77
Net cash used in investing activities	△3,254	△849

(Millions of yen)

	First nine months of FY3/10 (April 1, 2009 – December 31, 2009)	First nine months of FY3/11 (April 1, 2010 – December 31, 2010)
Cash flows from financing activities		
Net increase (decrease Δ) in short-term debt	$\Delta 1,024$	758
Payments of finance lease obligations	$\Delta 113$	$\Delta 149$
Proceeds from long-term debt	353	1,877
Payments of long-term debt	$\Delta 793$	$\Delta 1,850$
Payments for acquisition of treasury stock	$\Delta 0$	$\Delta 0$
Payment of cash dividends	$\Delta 755$	$\Delta 1,043$
Payment of cash dividends to minority shareholders	$\Delta 228$	$\Delta 317$
Net cash provided by (used in Δ) financing activities	$\Delta 2,562$	$\Delta 725$
Effect of exchange rate changes on cash and cash equivalents	324	$\Delta 1,425$
Net increase (decrease Δ) in cash and cash equivalents	$\Delta 1,267$	4,342
Cash and cash equivalents at beginning of period	25,904	25,045
Cash and cash equivalents at end of period	24,636	29,387

(4) Notes Concerning Going Concern Assumption

There are no applicable matters.

(5) Segment Information

[Segment information by business]

First nine months of the fiscal year ended March 2010 (April 1, 2009 – December 31, 2009)

Since the freight forwarding business constitutes over 90% of the total net sales and operating income, we have not included segment information by business type in this report.

[Segment information by geographic areas]

First nine months of the fiscal year ended March 2010 (April 1, 2009 – December 31, 2009)

(Millions of yen)

	Japan	The Americas	Europe & Africa	East Asia & Oceania	Southeast Asia & Middle East	Total	Elimination or unallocated	Consolidated
Net sales								
(1) Net sales to outside customers	68,719	17,945	13,286	38,525	12,258	150,734	—	150,734
(2) Inter-segment sales/transfers	637	2,156	410	595	234	4,034	△4,034	—
Total net sales	69,357	20,101	13,696	39,120	12,492	154,768	△4,034	150,734
Operating income (loss △)	1,322	895	△162	2,680	652	5,388	△49	5,338

Notes: 1. The geographic segmentation is classified based on the relationship of business activities and geographic proximity.

2. Major countries or regions except Japan in each category are as follows:

- (1) The Americas: United States, Canada, and South American countries
- (2) Europe & Africa: United Kingdom, Germany, France, Italy, Netherlands, Belgium, Switzerland, Ireland, other European countries, Russia, and African countries
- (3) East Asia & Oceania: Hong Kong, China, South Korea, Taiwan, Philippines, and Australia
- (4) Southeast Asia & Middle East: Singapore, Malaysia, Thailand, India, Indonesia, Vietnam, and Middle Eastern countries

First nine months of the fiscal year ended March 2010 (April 1, 2009 – December 31, 2009)

(Millions of yen)

	The Americas	Europe & Africa	East Asia & Oceania	Southeast Asia & Middle East	Total
I Overseas net sales	17,948	13,291	38,527	12,259	82,026
II Consolidated net sales	—	—	—	—	150,734
III Overseas net sales to consolidated net sales (%)	11.9	8.8	25.6	8.1	54.4

Notes: 1. The geographic segmentation is classified based on the relationship of business activities and geographic proximity.

2. Major countries or regions except Japan in each category are as follows:

- (1) The Americas: United States, Canada, and South American countries
- (2) Europe & Africa: United Kingdom, Germany, France, Italy, Netherlands, Belgium, Switzerland, Ireland, other European countries, Russia, and African countries
- (3) East Asia & Oceania: Hong Kong, China, South Korea, Taiwan, Philippines, and Australia
- (4) Southeast Asia & Middle East: Singapore, Malaysia, Thailand, India, Indonesia, Vietnam, and Middle Eastern countries

3. “Overseas net sales” are the total of sales by the Company and its consolidated subsidiaries in the countries and regions other than Japan.

[Segment information]

First nine months of the fiscal year ending March 2011 (April 1, 2010 – December 31, 2010)

1. Summary of reportable segments

Reportable segments are parts of the business for which it is possible to obtain separate financial information and that the Board of Directors regularly examines in order to evaluate decisions on allocation of management resources and earnings.

KWE has established Corporate Strategy Headquarters at the head office that sets comprehensive strategy and manages business for operations both within Japan and overseas. In addition, under the direction of the Corporate Strategy Headquarters, KWE manages operations within Japan and a headquarters for each region is responsible for operations in that particular area. Consolidated subsidiaries both within Japan and overseas are independent business units and conduct business operations in their particular area under the guidance of either KWE or the headquarters for the region.

Therefore, KWE is composed of segments for each of the following areas: Japan; the Americas; Europe, Middle East & Africa; East Asia & Oceania; Southeast Asia. Each reportable segment mainly handles freight transportation.

2. Amount of sales and income/loss for each reportable segment

First nine months of the fiscal year ending March 2011 (April 1, 2010 – December 31, 2010)

(Millions of yen)

	Reported segment						Other Note 1	Total	Adjustment Note 2	Carrying amount on quarterly consolidated statements of income Note 3
	Japan	The Americas	Europe, Middle East & Africa	East Asia & Oceania	Southeast Asia	Total				
Net sales										
Net sales to outside customers	84,806	22,944	16,588	57,877	18,260	200,477	207	200,684	—	200,684
Inter-segment sales/transfers	824	1,278	710	634	254	3,702	1,324	5,027	△5,027	—
Total net sales	85,630	24,223	17,299	58,512	18,514	204,180	1,531	205,712	△5,027	200,684
Segment income	2,138	1,535	461	3,050	1,030	8,215	191	8,407	△37	8,369

Notes: 1. Other refers to business not included in reportable segments and mainly consists of supplementary logistics within the Group.

2. The △37 million yen adjustment in segment income is an elimination of income generated from business between segments.

3. Segment income has been adjusted for the operating income appearing in the quarterly consolidated statements of income.

4. Major countries or regions except Japan in each category are as follows:

- (1) The Americas: United States, Canada, and South American countries
- (2) Europe, Middle East & Africa: United Kingdom, Germany, France, Italy, Netherlands, Belgium, Switzerland, Ireland, other European countries, Russia, African countries, and Middle Eastern countries
- (3) East Asia & Oceania: Hong Kong, China, South Korea, Taiwan, Philippines, and Australia
- (4) Southeast Asia: Singapore, Malaysia, Thailand, India, Indonesia, and Vietnam

(Additional information)

Starting with the first quarter of the current fiscal year, “Accounting Standard for Disclosures about Segments of an Enterprise and Related information” (ASBJ Statement No. 17, issued on March 27, 2009) and “Guidance on Accounting Standard for Disclosures about Segments of an Enterprise and Related Information” (ASBJ Guidance No. 20, issued on March 21, 2008) were applied.

(Reference)

The following is the segment information by geographic area for the first six months of the previous fiscal year that has been revised to reflect the segments adopted for the first quarter of the current fiscal year.

(Reference) First nine months of the fiscal year ended March 2010 (April 1, 2009 – December 31, 2009)

(Millions of yen)

	Reported segment						Other	Total	Adjustment	Carrying amount on quarterly consolidated statements of income
	Japan	The Americas	Europe, Middle East & Africa	East Asia & Oceania	Southeast Asia	Total				
Net sales										
Net sales to outside customers	68,719	17,700	13,471	38,525	12,073	150,489	244	150,734	—	150,734
Inter-segment sales/transfers	637	824	413	567	231	2,675	1,604	4,279	△4,279	—
Total net sales	69,357	18,524	13,885	39,092	12,304	153,164	1,848	155,013	△4,279	150,734
Segment income (loss △)	1,322	463	△ 153	2,680	643	4,955	432	5,388	△49	5,338

(6) Significant Changes in Shareholders' Equity

There are no applicable matters.