



Financial Results

FY Ended March 2022

(April 1, 2021 – March 31, 2022)

May 12, 2022

Kintetsu World Express, Inc.



A member of the KWE Group

kintetsu world express

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Financial Summary



Weight (1,000 tons) Shipments (thousands) Volume (1,000 TEUs) Amount (¥ million)

	FY ended March 2021	FY ended March 2022	Differences (YoY)	YoY change (%)
Air freight exports (Weight)	556	740	183	33.0
Air freight imports (Shipments)	1,161	1,349	187	16.1
Sea freight exports (Volume)	640	718	78	12.3
Sea freight imports (Shipments)	264	285	21	8.0
Net sales	609,110	980,441	371,331	61.0
Operating gross profit	104,777	140,658	35,881	34.2
Operating gross profit margin	17.2%	14.3%	-	-
Operating income	34,177	62,475	28,298	82.8
Ordinary income	34,529	64,733	30,204	87.5
Net income attributable to owners of the parent	21,644	43,417	21,773	100.6

Conversion Rate	FY ended March 2021	FY ended March 2022
US-Dollar	¥106.06	¥112.38
Euro	¥123.70	¥130.56
HK-Dollar	¥13.68	¥14.44
Chinese yuan	¥15.67	¥17.51

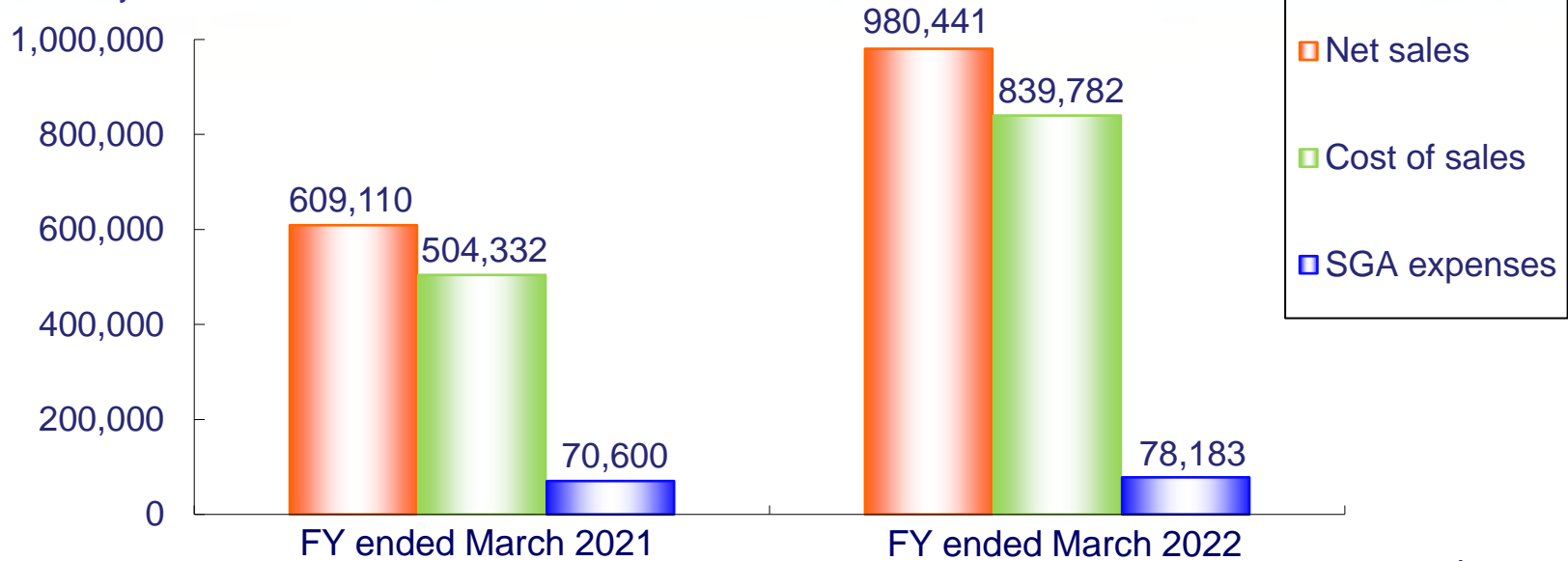
Indicators	FY ended March 2021	FY ended March 2022
EPS	¥301.06	¥603.90
BPS	¥1,926.30	¥2,757.51
ROE	17.0%	25.8%

FOREX impacts (consolidated)
 Net sales: + ¥28,270 million
 Operating income: + ¥1,937 million

Year over Year Comparisons of Net Sales, Cost of Sales, and SGA Expenses



(Millions of yen)



(Millions of yen)

	FY ended March 2021	Ratio to net sales	FY ended March 2022	Ratio to net sales
Net sales	609,110	100.0%	980,441	100.0%
Cost of sales	504,332	82.8%	839,782	85.7%
Operating gross profit	104,777	17.2%	140,658	14.3%
SGA expenses	70,600	11.6%	78,183	8.0%
Operating income	34,177	5.6%	62,475	6.4%

Balance Sheets (1)



(Millions of yen)

	March 2021	March 2022	Differences
Assets			
Current assets	237,402	344,934	107,531
Non-current assets	181,294	192,896	11,602
Property, plant and equipment	68,548	74,187	5,638
Intangible assets	90,045	92,656	2,611
Total investments and other assets	22,700	26,053	3,352
Deferred assets	130	168	38
Total assets	418,827	537,999	119,172
Liabilities			
Current liabilities	137,261	190,716	53,455
Non-current liabilities	132,826	136,225	3,399
Total liabilities	270,087	326,942	56,854
Net assets			
Total net assets	148,739	211,057	62,317
Total liabilities and net assets	418,827	537,999	119,172

■ Interest-bearing debt (borrowings/bonds) (Millions of yen)

FY ended March 2021	FY ended March 2022	Differences
131,104	135,807	+4,702

■ Capital investments (Millions of yen)

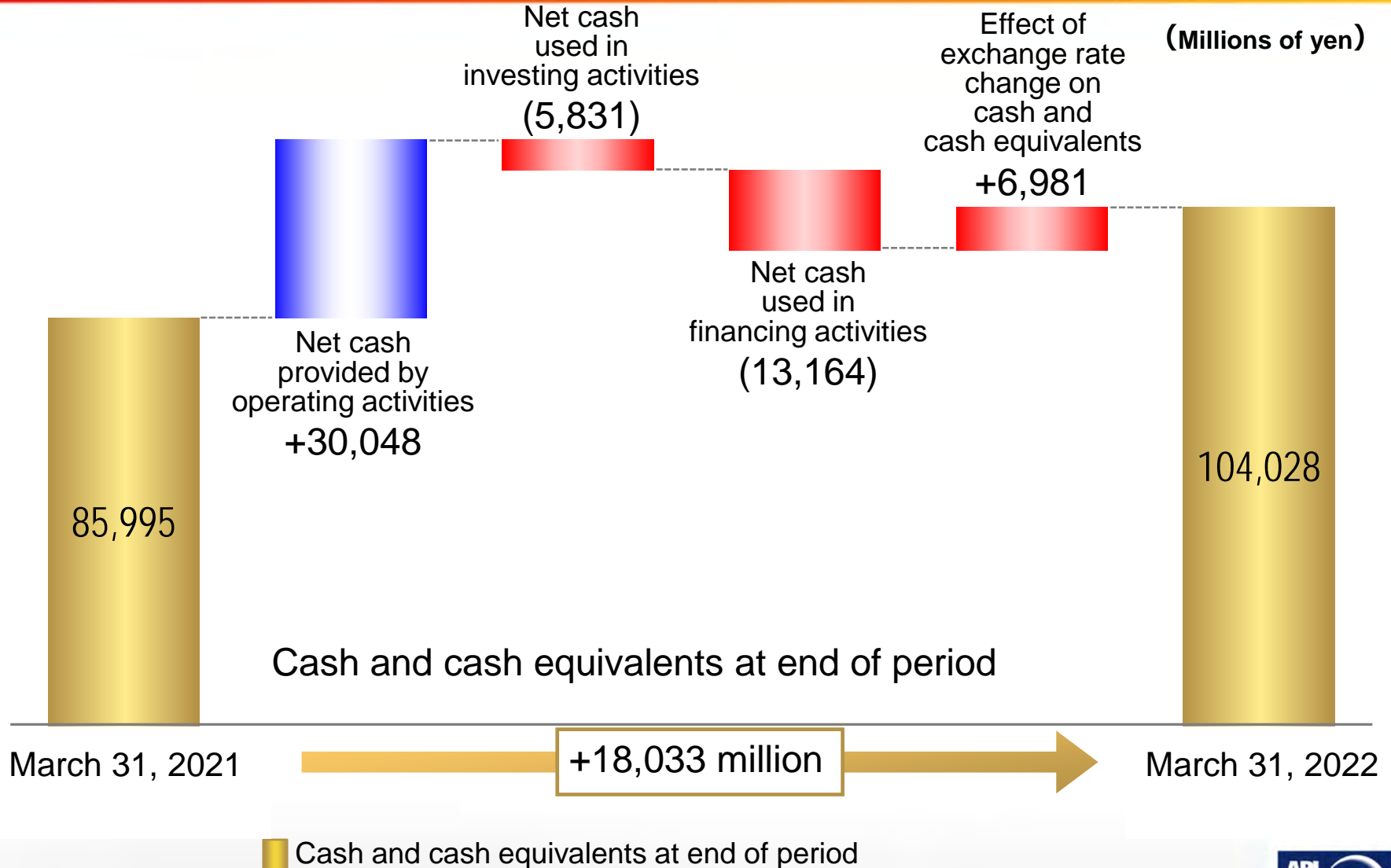
FY ended March 2021	FY ended March 2022	Differences
4,794	5,540	+746

- ◆ Main capital investments (FY ended March 2022)
logistics facilities, office, vehicles, IT/software

■ Depreciation (Millions of yen)

FY ended March 2021	FY ended March 2022	Differences
17,520	17,947	+427

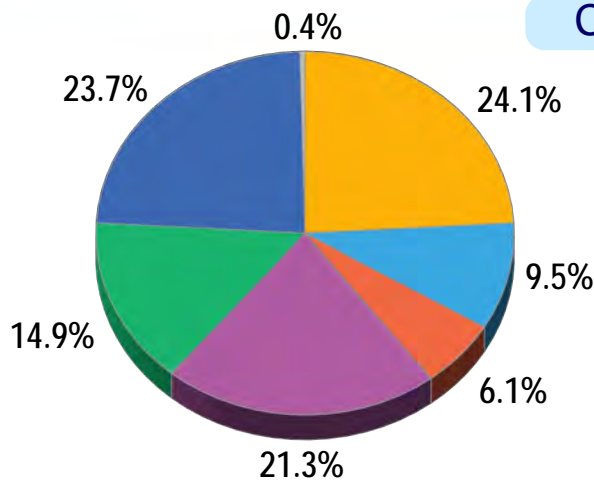
Cash Flow Statements



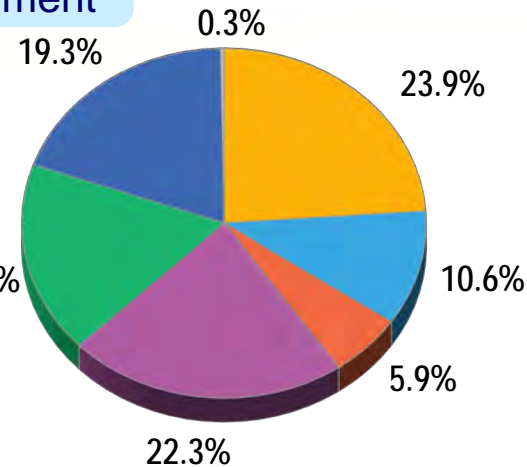
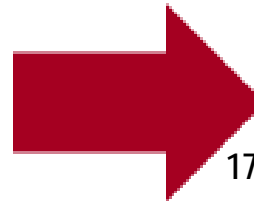
Net Sales by Segment



Composition by segment



FY ended March 2021



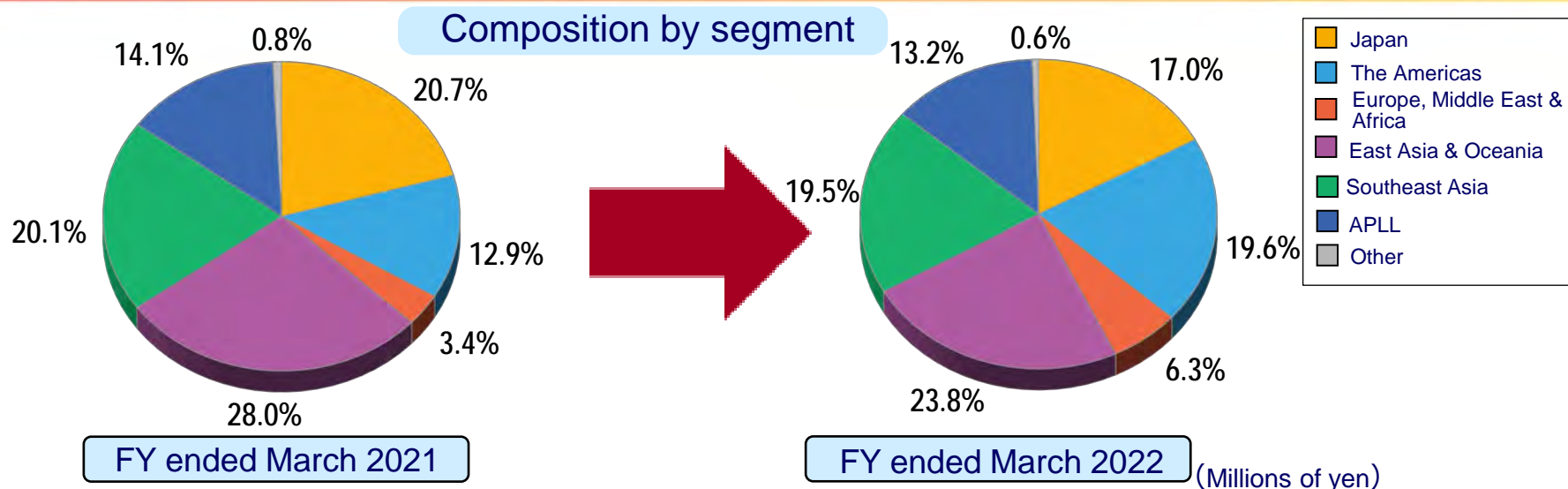
FY ended March 2022

(Millions of yen)

Net Sales by Segment	FY ended March 2021	FY ended March 2022	YoY change	
			Amount	%
Japan	150,680	244,073	93,392	62.0
The Americas	59,323	107,880	48,557	81.9
Europe, Middle East & Africa	38,097	60,479	22,381	58.7
East Asia & Oceania	132,972	227,326	94,354	71.0
Southeast Asia	93,449	179,989	86,540	92.6
APLL	148,108	196,379	48,270	32.6
Other	2,738	3,626	887	32.4
Adjustment	(16,259)	(39,312)	—	—
Total	609,110	980,441	371,331	61.0



Operating Income by Segment



Operating Income by Segment	FY ended March 2021	FY ended March 2022	YoY change	
			Amount	%
Japan	8,229	11,556	3,337	40.6
The Americas	5,136	13,332	8,196	159.6
Europe, Middle East & Africa	1,335	4,297	2,962	221.9
East Asia & Oceania	11,134	16,216	5,081	45.6
Southeast Asia	8,013	13,277	5,263	65.7
APLL	5,621	8,982	3,361	59.8
Amortization of goodwill	(5,640)	(5,589)	51	—
Other	317	389	72	22.8
Adjustment	30	2	(27)	—
Total	34,177	62,475	28,298	82.8

(Millions of yen)

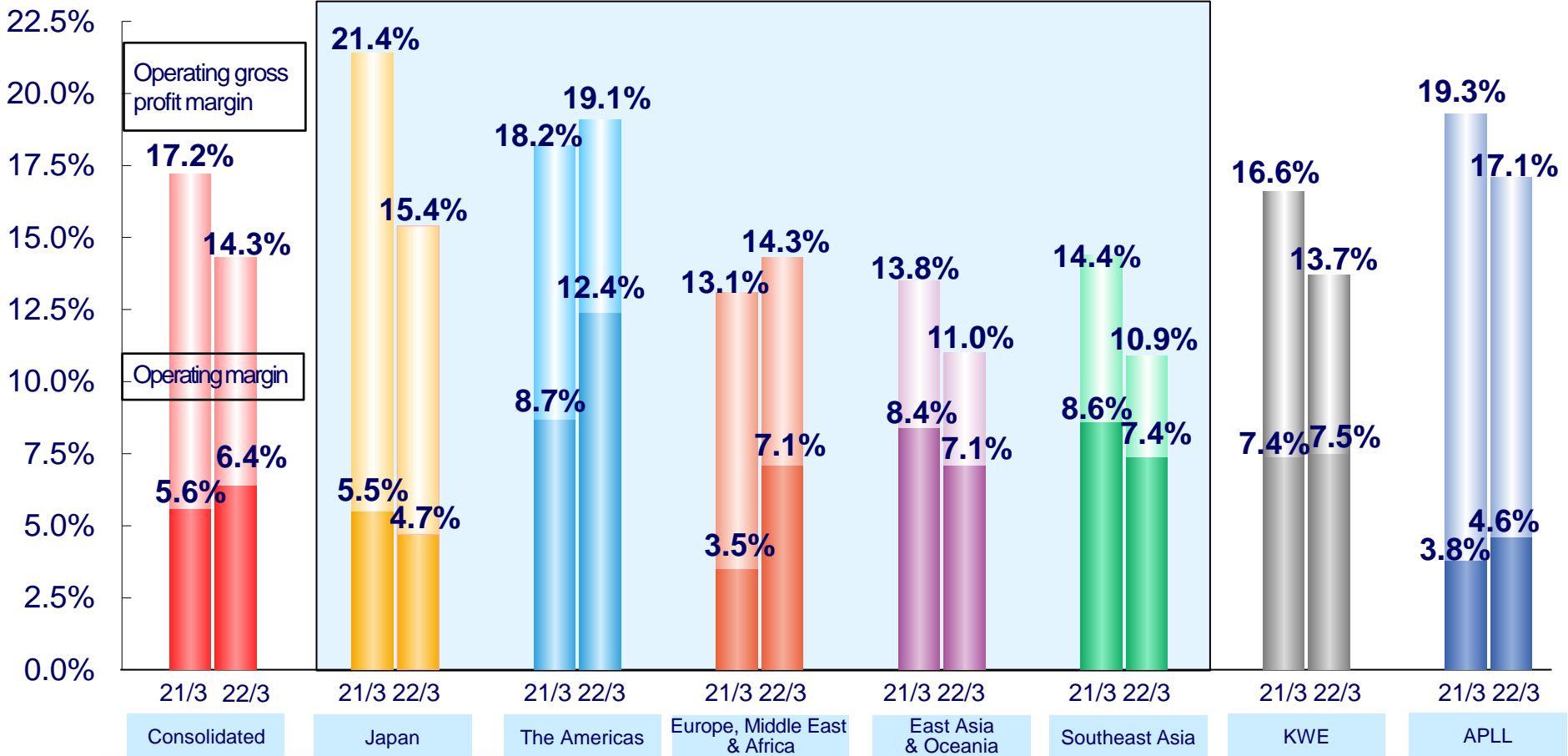
*Pie charts are prepared based on the amount before amortization of goodwill in APLL.



Operating Gross Profit Margins/ Operating Margins by Segment



FY ended March 2021 and 2022



* APLL's operating margin is calculated based on the amount before amortization of goodwill.



Review of Operations



Japan

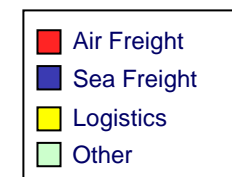
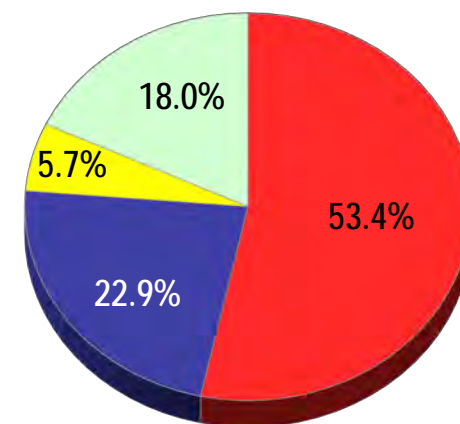
(Lower cells in parentheses show the performance of KWE Japan)

(Millions of yen)

	FY ended March 2021	FY ended March 2022	YoY change	
			Amount	%
Net sales	150,680 (120,326)	244,073 (211,293)	93,392 (90,967)	62.0 (75.6)
Operating income	8,229 (5,808)	11,566 (8,363)	3,337 (2,554)	40.6 (44.0)

Freight volume	FY ended March 2021	FY ended March 2022	YoY change (%)
Air freight exports (tons)	131,999	182,902	38.6
Air freight imports (shipments)	329,841	380,024	15.2
Sea freight exports (TEUs)	150,122	164,074	9.3
Sea freight imports (shipments)	105,804	107,544	1.6

Net Sales by Business



- Net sales and operating income increased with high growth in volume and continued high freight rates from capacity shortage
- Subsidiaries improved their performance due to the recovery in demand

Review of Operations



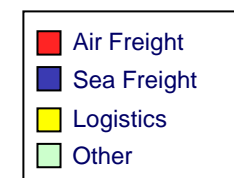
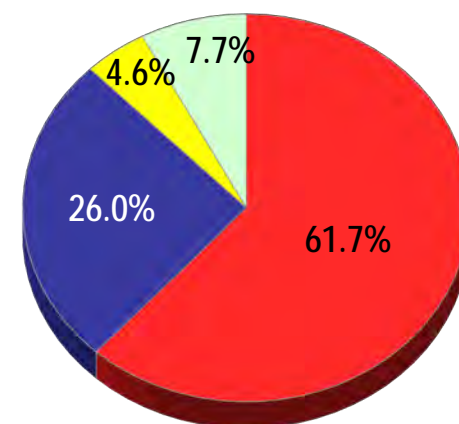
The Americas

(Millions of yen)

	FY ended March 2021	FY ended March 2022	YoY change	
			Amount	%
Net sales	59,323	107,880	48,557	81.9
Operating income	5,136	13,332	8,196	159.6

Freight volume	FY ended March 2021	FY ended March 2022	YoY change (%)
Air freight exports (tons)	102,550	145,306	41.7
Air freight imports (shipments)	100,156	129,731	29.5
Sea freight exports (TEUs)	35,342	33,578	(5.0)
Sea freight imports (shipments)	34,804	46,487	33.6

Net Sales by Business



- Operating income increased with an increase in net sales due to volume increase in air freight exports, continued high freight rates, and increased import as well as improvement in operating gross profit margin
- FOREX impact Net sales: +¥4,225 million Operating income: +¥369 million

Review of Operations



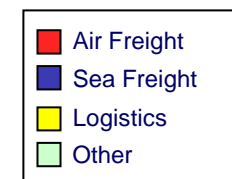
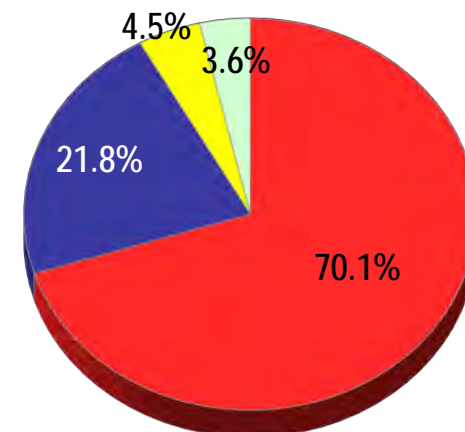
Europe, Middle East & Africa

(Millions of yen)

	FY ended March 2021	FY ended March 2022	YoY change	
			Amount	%
Net sales	38,097	60,479	22,381	58.7
Operating income	1,335	4,297	2,962	221.9

Freight volume	FY ended March 2021	FY ended March 2022	YoY change (%)
Air freight exports (tons)	47,039	68,173	44.9
Air freight imports (shipments)	74,095	96,046	29.6
Sea freight exports (TEUs)	18,380	22,134	20.4
Sea freight imports (shipments)	16,074	19,557	21.7

Net Sales by Business



- Profit growth due to a volume increase in major European countries and an improvement in operating gross profit margin
- FOREX impact Net sales: +¥2,719 million Operating income: +¥85 million



Review of Operations



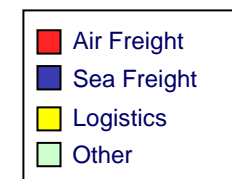
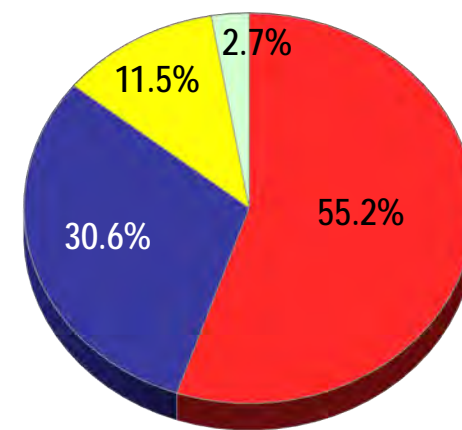
East Asia & Oceania

(Millions of yen)

	FY ended March 2021	FY ended March 2022	YoY change	
			Amount	%
Net sales	132,972	227,326	94,354	71.0
Operating income	11,134	16,216	5,081	45.6

Freight volume	FY ended March 2021	FY ended March 2022	YoY change (%)
Air freight exports (tons)	167,225	201,527	20.5
Air freight imports (shipments)	482,428	533,589	10.6
Sea freight exports (TEUs)	233,163	270,138	15.9
Sea freight imports (shipments)	60,192	60,195	0.0

Net Sales by Business



- Sales and profit increased due to volume recovery and freight rates remaining high
- FOREX impact Net sales: +¥13,050 million Operating income: +¥959 million

Review of Operations



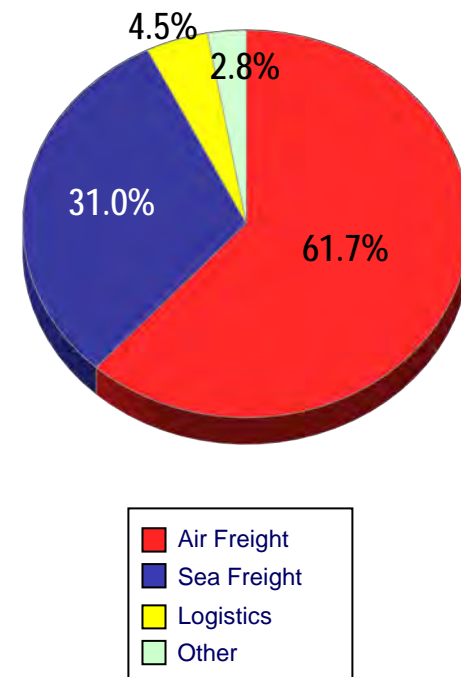
Southeast Asia

(Millions of yen)

	FY ended March 2021	FY ended March 2022	YoY change	
			Amount	%
Net sales	93,449	179,989	86,540	92.6
Operating income	8,013	13,277	5,263	65.7

Freight volume	FY ended March 2021	FY ended March 2022	YoY change (%)
Air freight exports (tons)	108,062	142,727	32.1
Air freight imports (shipments)	175,251	209,665	19.6
Sea freight exports (TEUs)	156,130	173,302	11.0
Sea freight imports (shipments)	47,885	52,151	8.9

Net Sales by Business



- Net sales and operating income increased with volume recovery and freight rates remaining high due to capacity shortage
- FOREX impact Net sales: +¥3,979 million Operating income: +¥346 million



Review of Operations



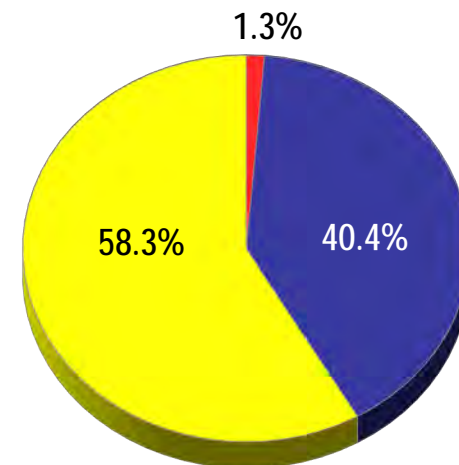
APLL

(Millions of yen)

	FY ended March 2021	FY ended March 2022	YoY change	
			Amount	%
Net sales	148,108	196,379	48,270	32.6
Operating income	(19)	3,393	3,412	—

- As for logistics service for automotive, the handling volume increased year-on-year despite the impact of intermittent production cut caused by the semiconductor shortage. Consumer products remained flat year-on-year, and retail-related and other industrial products showed an increase in the handling volume in sea freight and related logistics services
- Operating income of +¥8,982 million before amortization of goodwill, etc. (+59.8% YoY)
- FOREX impact Net sales: +¥4,131 million Operating income: +¥156 million

Net Sales by Business



**“Medium-Term Management Plan”
(FY Ended March 2020 – FY Ended March 2022)
Review**

Medium-Term Management Plan (2019-2021) Review -1



Strengthening Business Platform

Group Governance

- Established corporate departments to provide global support (Administration/Business Planning, Finance & Accounting, IT, HR, Sales/Operation)
- Enhanced “Middle Governance” structure by delegating authority to each regional headquarters
- Appointed a general counsel to strengthen the Group’s legal and risk management
- Identified material topics related to sustainability and started initiatives

Developing Global Human Resources

- Developed “KWE Global HR Guidelines”
- Provided succession training for global human resources

Next Generation IT Systems

- Verified enhanced functions of global core system (UFS+)
- Established IT platform to centrally manage global systems, enhanced IT security

Financial Stability

- Reduced interest-bearing debt (Net interest-bearing debt*: ¥80.6 billion as of March 31, 2019/ ¥27.7 billion as of March 31, 2022)
- Improved equity ratio (31.3% as of March 31, 2019/ 36.9% as of March 31, 2022)

*Borrowings + Bonds – Cash and deposits



Sales Strategy

Key Customers Development/Industry Verticals

- Enhanced sales structure by establishing Regional Sales & Marketing (RSM) division in Regional Headquarters including Japan to expand customer base including Corporate Account (CA)
- Opened a new office specializing in project cargo in Romania
- Acquired a Canadian logistics company specializing perishable cargo
- Developed U.S. major retail customers through collaboration with APLL

Further Volume Growth in Asia

- Key countries:
 - Indonesia: Volume increased mainly in automotive-related products
 - Vietnam: Volume increased mainly in automotive-related products, electronics-related items, retail, etc.
- Established subsidiaries in Sri Lanka and Bangladesh* (*Bangladesh subsidiary is currently preparing to start operation)

Operations Strategies

Stable Capacity, Freight Cost Control – Economy of Scale

- Air: Used corporate/regional deals flexibly to charter flights mainly for high-demand Trans-Pacific routes to deal with capacity shortage amid COVID-19
- Sea: Centralized procurement in Hong Kong (Group Procurement Center). Solid ties with major shipping lines

Improvements in operational efficiency

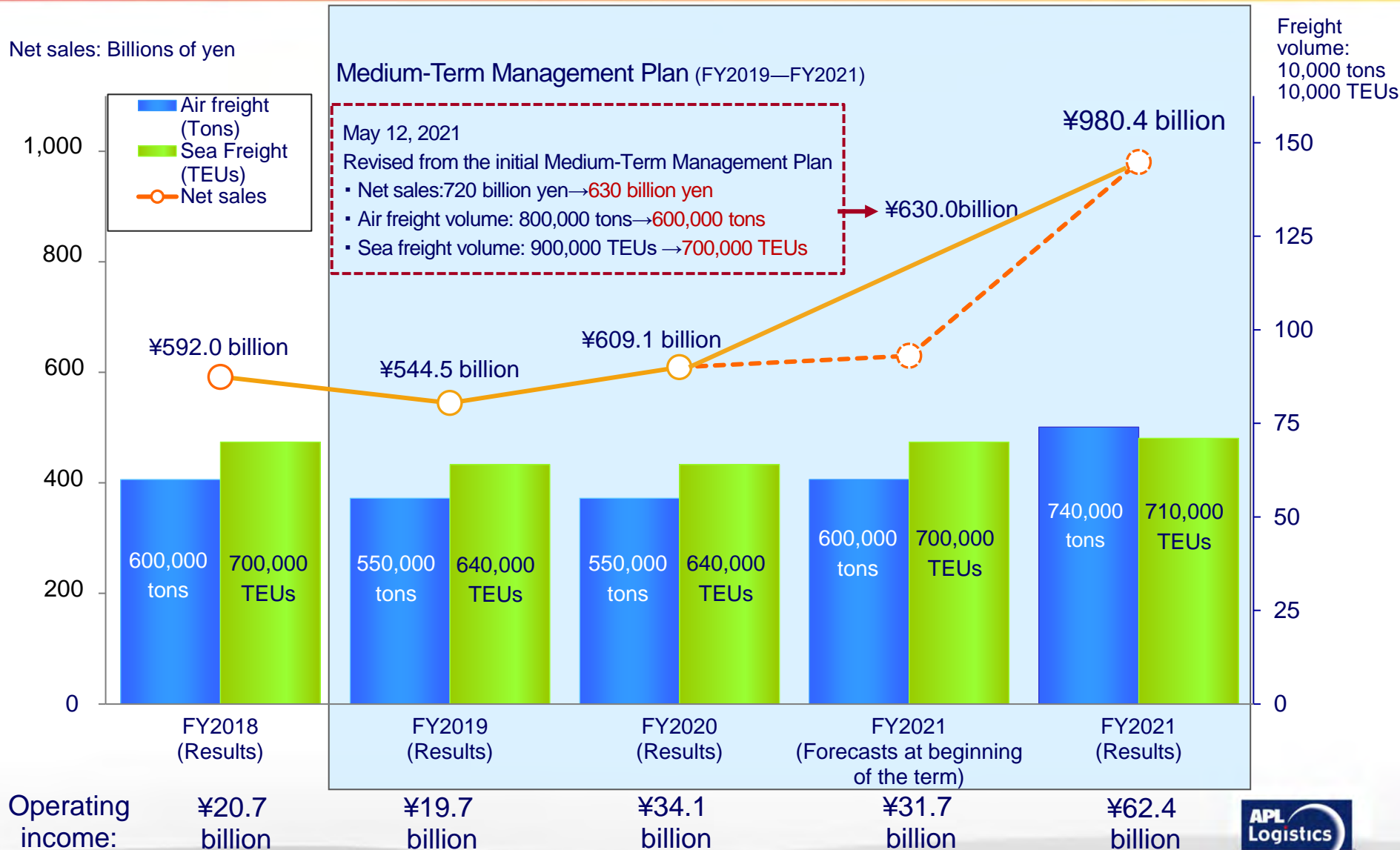
- Secured space and improved consolidation efficiency with multi-origin gateway operation from Asia

APLL

Business Promotion in Major Industry Verticals (Automotive, Retail, Consumer and Industrial)

- Automotive: Increased railroad trains to enhance vehicle logistics in India
- Retail: Developed a new function for further visibility in Supply Chain Management
- Consumer & Industrial: Enhanced sales capabilities to promote priority service in sea freight forwarding

Medium-Term Management Plan (2019-2021) Review -4 (Earnings results)



Earnings Forecasts for FY Ending March 2023

***Changes in reportable segments**

As a result of a segmentation change to transfer Oceania between segments effective April 1, 2022, “East Asia & Oceania” and “Southeast Asia” were changed to “East Asia” and “Southeast Asia & Oceania,” respectively, and the results for the year ended March 31, 2022, were reclassified.

Earnings Forecasts for FY Ending March 2023-1 (Summary)



(Millions of yen)

Item	FY ended March 2022 (Results)	FY ending March 2023 (Forecasts)	YoY change	
			%	Amount
Net sales	980,441	944,500	(3.7)	(35,941)
Operating gross profit	140,658	129,200	(8.1)	(11,458)
Operating gross profit margin	14.3%	13.7%	—	—
Operating income	62,475	50,500	(19.2)	(11,975)
Ordinary income	64,733	49,000	(24.3)	(15,733)
Net income attributable to owners of the parent	43,417	32,000	(26.3)	(11,417)

Earnings Forecasts for FY Ending March 2023-2

(Net sales/Operating Income)



(Millions of yen)

Segment	Net sales				Operating income			
	FY ended March 2022	Forecasts for FY Ending March 2023	YoY Change %	YoY change Amount	FY ended March 2022	Forecasts for FY Ending March 2023	YoY Change %	YoY change Amount
Japan	244,073	237,900	(2.5)	(6,173)	11,566	9,200	(20.5)	(2,366)
The Americas	107,880	96,900	(10.2)	(10,980)	13,332	11,200	(16.0)	(2,132)
Europe, Middle East & Africa	60,479	56,400	(6.7)	(4,079)	4,297	3,300	(23.2)	(997)
East Asia	224,756	223,300	(0.6)	(1,456)	15,877	11,700	(26.3)	(4,177)
Southeast Asia & Oceania	182,558	165,700	(9.2)	(16,858)	13,615	11,300	(17.0)	(2,315)
APLL	196,379	199,800	1.7	3,420	3,393	3,600	6.1	206
Other	3,626	2,400	(33.8)	(1,226)	389	200	(48.6)	(189)
Adjustment	(39,312)	(37,900)	—	1,412	2	0	—	(2)
Total	980,441	944,500	(3.7)	(35,941)	62,475	50,500	(19.2)	(11,975)

(Millions of yen)

Net Sales by business	FY ended March 2022	Forecasts for FY Ending March 2023	YoY Change %	YoY change Amount
Air Freight	461,988	441,000	(4.5)	(20,988)
Sea Freight	301,535	291,000	(3.5)	(10,535)
Logistics	170,488	167,500	(1.8)	(2,988)
Other	46,430	45,000	(3.1)	(1,430)
Total	980,441	944,500	(3.7)	(35,941)

* APLL's operating income is calculated based on the amount after amortization of goodwill, etc. APLL's operating income before amortization of goodwill is ¥9,400 million.

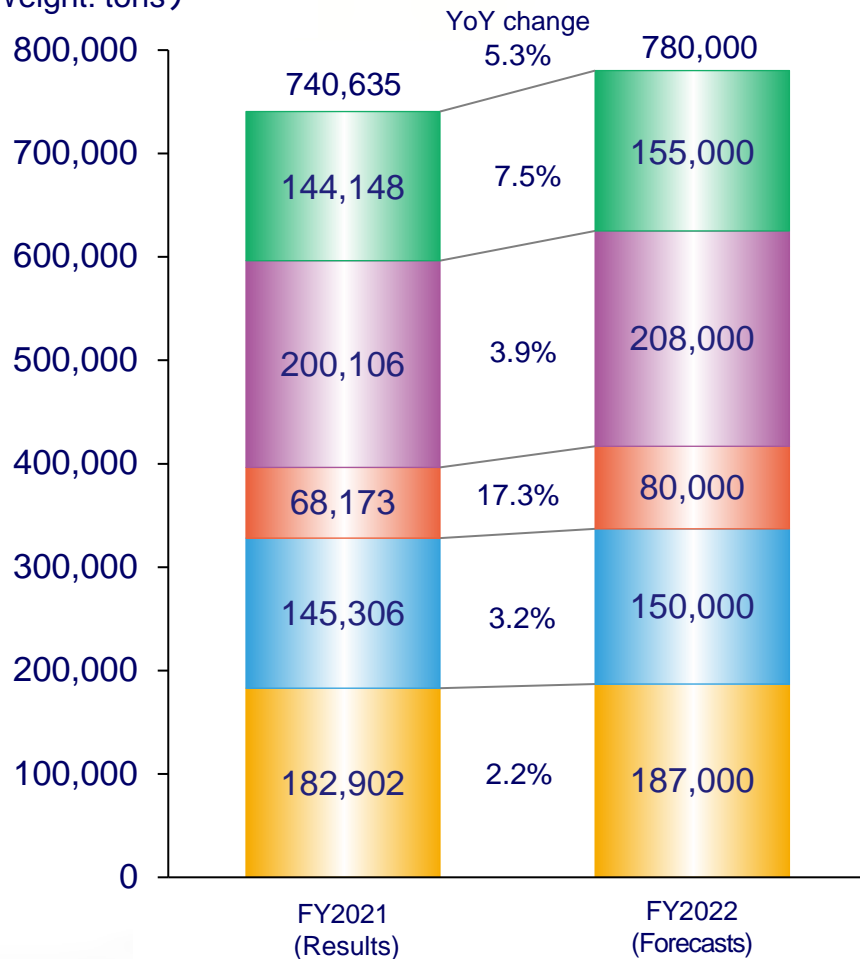


Earnings Forecasts for FY Ending March 2023-3 (Air/Sea Freight Volume)



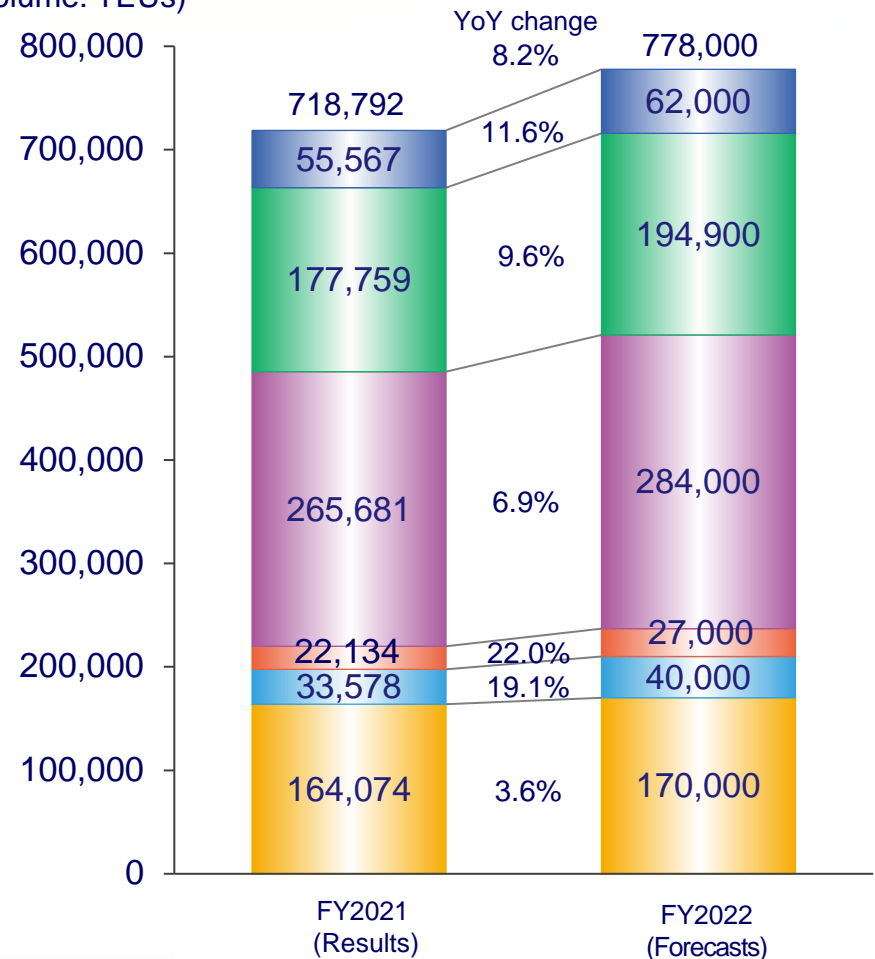
Air Freight Exports

(Weight: tons)



Sea Freight Exports

(Volume: TEUs)



■ Japan
 ■ The Americas
 ■ Europe, Middle East & Africa
 ■ East Asia
 ■ Southeast Asia & Oceania
 ■ APLL



Demand

- Transport demand is expected to remain steady in electronic products such as semiconductor-related products, and automotive/machinery/healthcare-related products, driven by the recovery of global economy from the COVID-19 and technological innovation

Tight space/capacity both in air and sea freight

- Sea freight: It is expected to be a while before the end of the container logistics disruption due to container shortage, labor shortage, and West Coast labor negotiation
- Air freight: Recovery of international passenger flights is still uncertain while continued strong demand and shift from sea freight is expected

Air/Sea freight rates trend

- Freight rates will remain higher side due to capacity shortage for a while

<Medium-Term Management Plan of KWE Group>

- As the global economic climate is rife with extremely unstable factors including COVID-19 variants, disruptions in manufacturing supply chains, the actualization of geopolitical risks including the U.S.-China feud and Russia-Ukraine crisis, and rise in resource prices and global inflation, we will disclose full-year forecasts for the year ending March 31, 2023 only at this point.

Moving Forward to Long-Term Vision “Global Top 10 Solution Partner” —A Global Brand Born in Japan—

▪ Enhance our business platform

- As part of our efforts to enhance business platform aimed at the Group’s sustainable growth and corporate value growth, we will continue to implement various measures based on group governance enhancement and HR/IT/Finance & Accounting strategies
- To promote business activities contributing to the realization of sustainable society, we will continue promoting sustainability activities based on targets and action plans with respect to material topics

▪ Sales/operations strategy: Basic policy - Further growth in global volume

<Forwarding business>

- Sales strategy/Priority Measures: Volume increase in Asia-Europe/U.S. lane
Maintain/increase corporate accounts and enhance industry verticals through strong collaboration with Corporate and Regional Sales and Marketing Department
- Operation strategy/Priority measures: Sufficient and stable capacity by further enhancing global procurement

<Logistics business> (APLL)

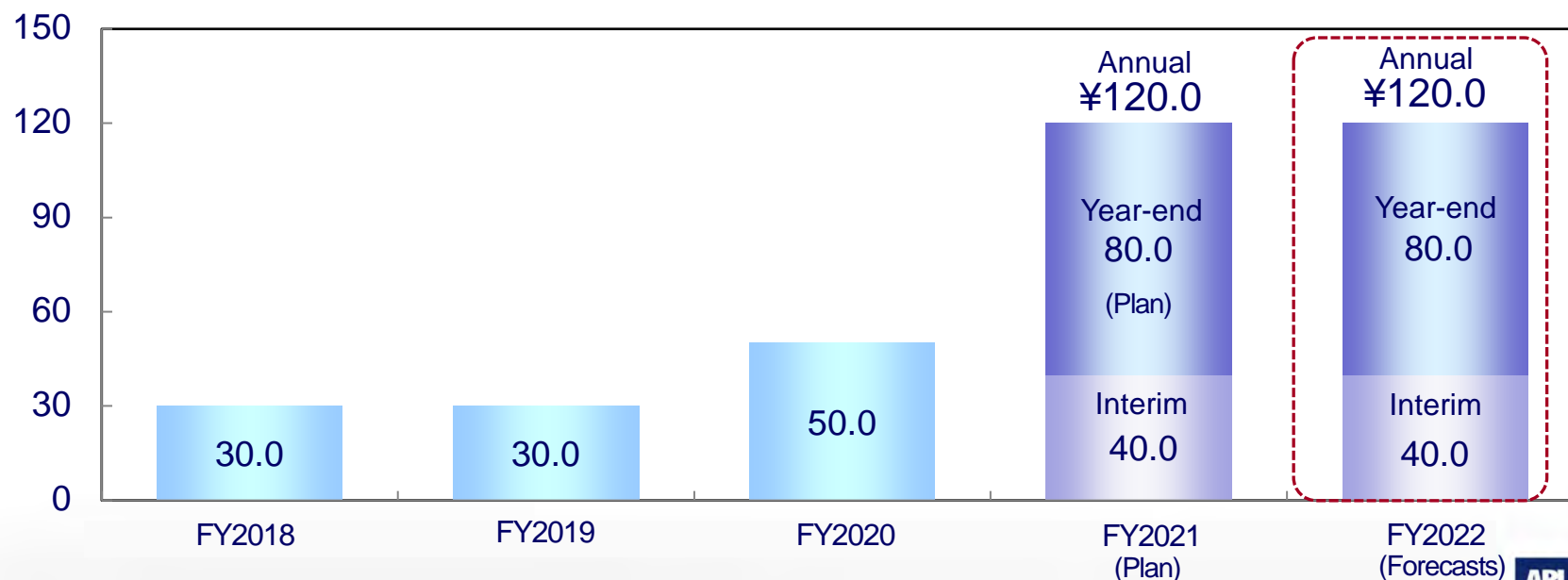
- Promote various measures to solidify the position as a partner of the major U.S. customers with global brand power as a premium order management provider

(Dividend policy)

With adequate profit return to shareholders positioned as an important policy, the Company's basic policy is to maintain stable dividends in comprehensive consideration of relevant factors, such as performance of each year, while strengthening its financial standing and preparing for the future business development.

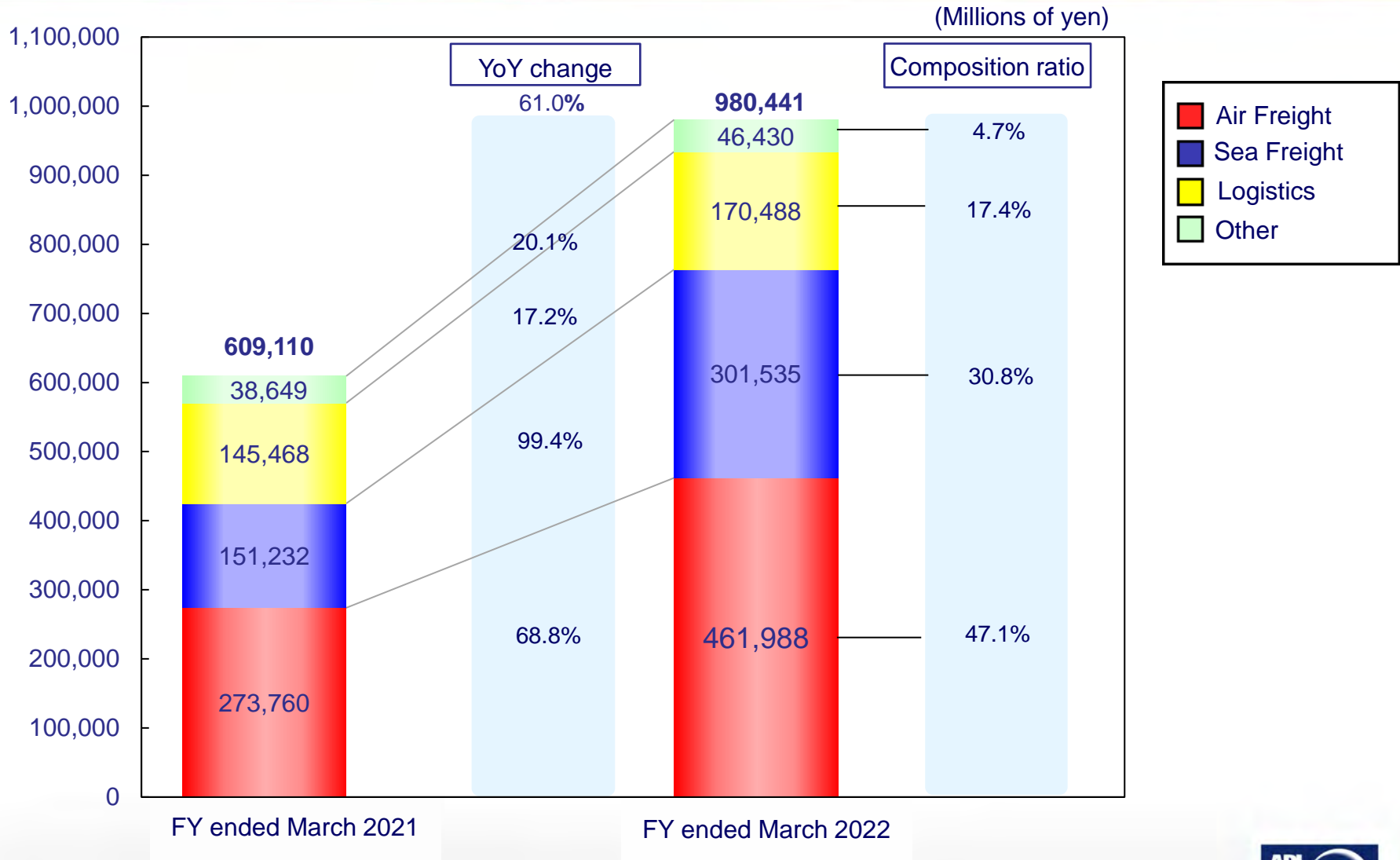
Annual dividend per share

Annual dividend per share (yen)



Supplemental Materials

Net Sales by Business

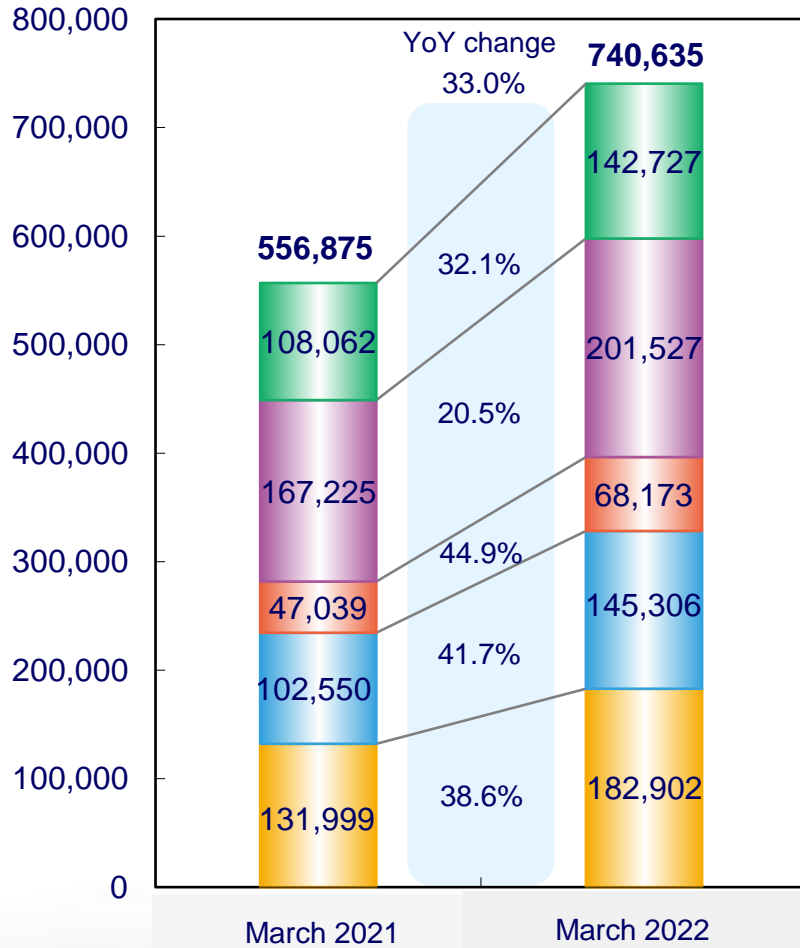


Freight Volume by Segment (Air Freight)



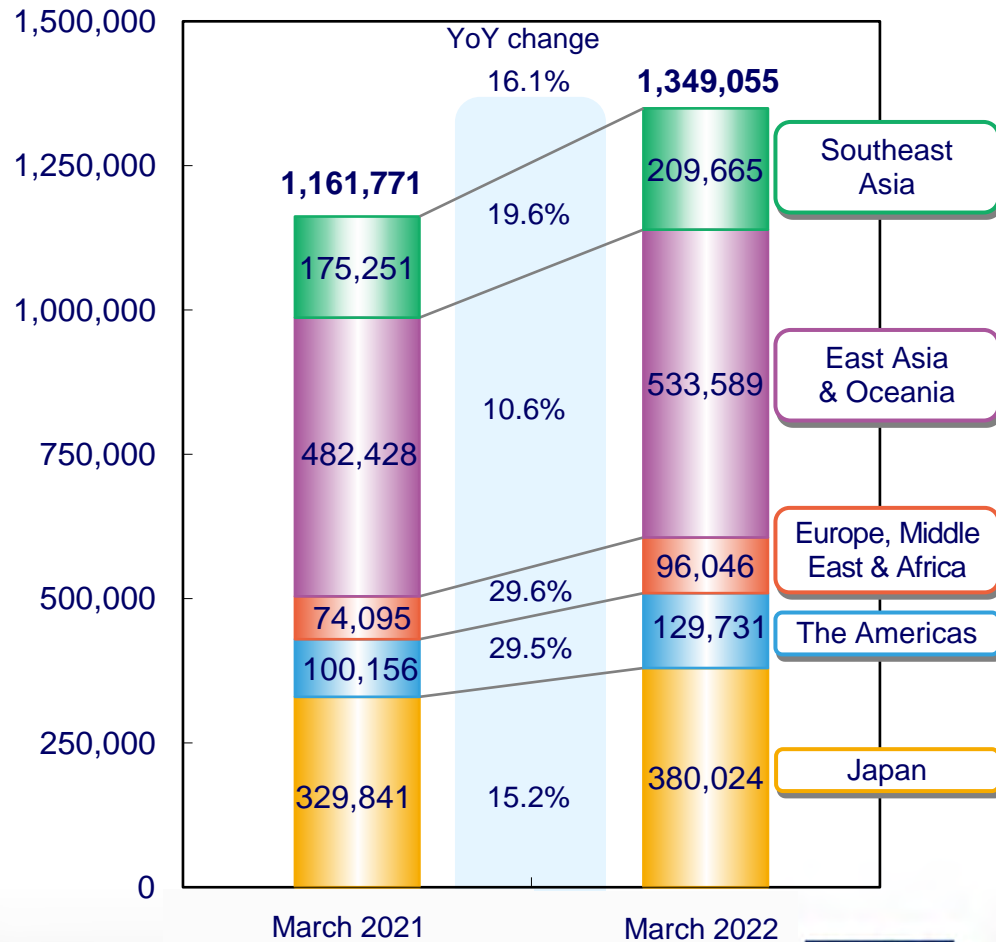
Air Freight Exports

(Weight: tons)



Air Freight Imports

(Shipments)



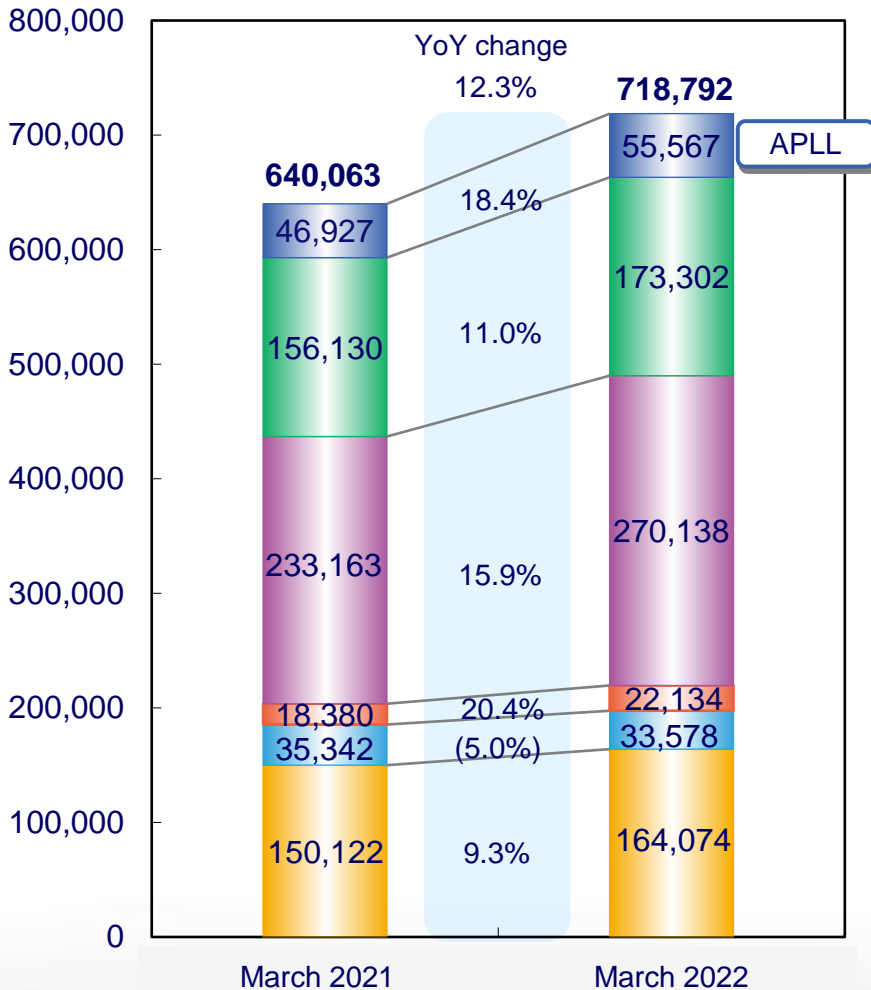
A member of the KWE Group

Freight Volume by Segment (Sea Freight)



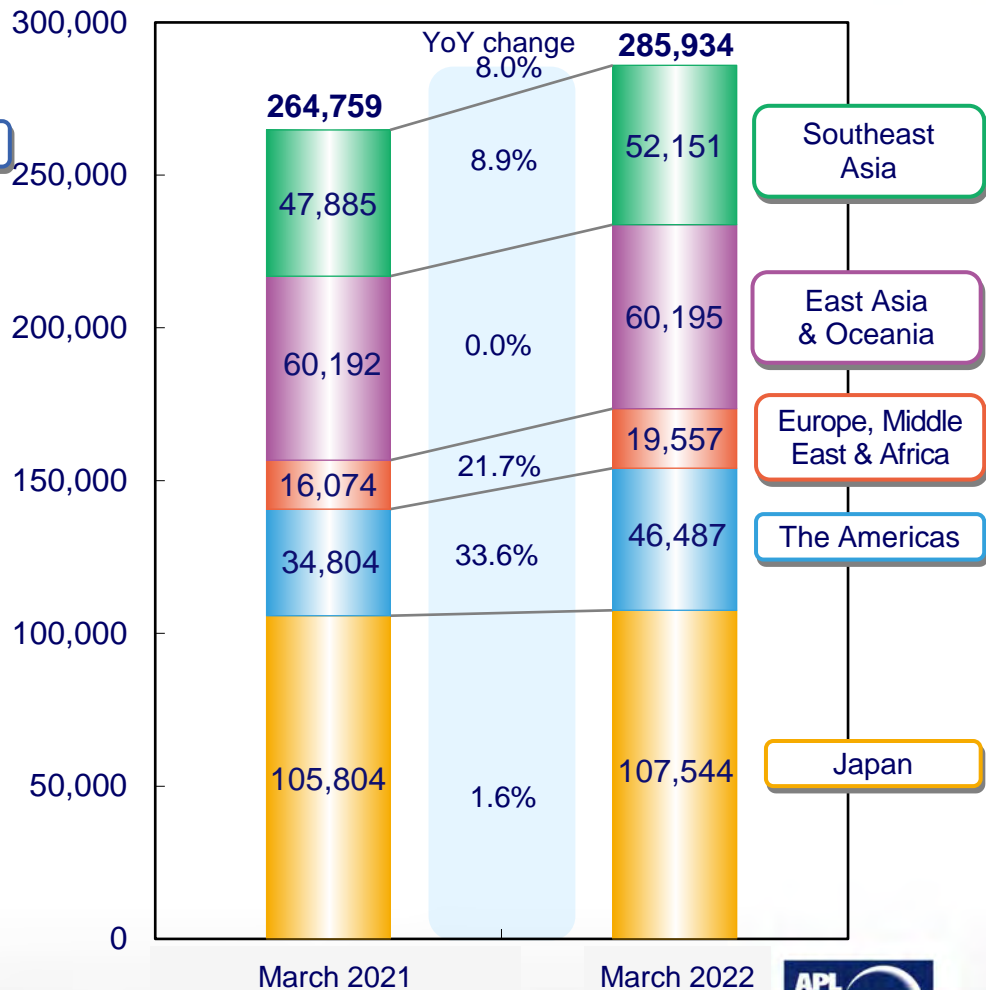
Sea Freight Exports

(Volume: TEUs)

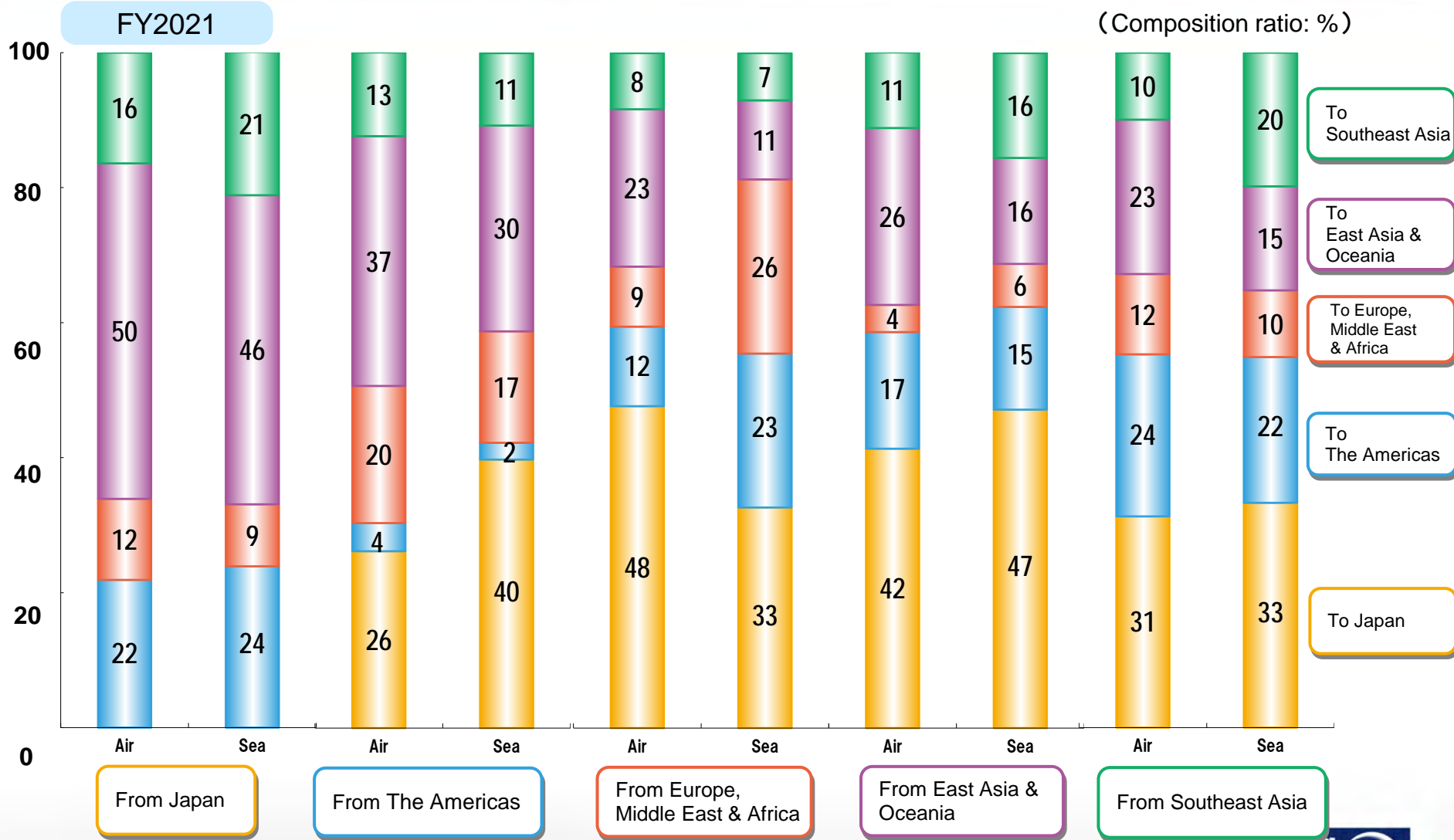


(Shipments)

Sea Freight Imports



Air/Sea Freight Export Volume by Destination



*The figures shown above excludes freight volume of APPL.



Trend of Freight Volume by Segment (Air Freight)

(Volume: Tons)

FY2019														
From	1Q (Apr.-Jun.)	Y o Y	2Q (Jul.-Sep.)	Y o Y	1H of the year	Y o Y	3Q (Oct.-Dec.)	Y o Y	4Q (Jan.-Mar.)	Y o Y	2H of the year	Y o Y	Total	Y o Y
Japan	34,225	80.2%	34,667	87.0%	68,892	83.5%	34,521	83.3%	33,324	90.5%	67,846	86.7%	136,737	85.1%
The Americas	26,031	90.7%	26,050	93.4%	52,081	92.1%	28,895	103.6%	25,430	94.5%	54,325	99.1%	106,407	95.5%
Europe, Middle East & Africa	15,869	98.3%	15,895	95.5%	31,764	96.9%	16,179	86.6%	14,134	86.7%	30,313	86.7%	62,077	91.6%
East Asia & Oceania	33,178	89.7%	36,352	96.2%	69,530	93.0%	41,206	99.7%	38,592	112.3%	79,798	105.4%	149,328	99.2%
Southeast Asia	26,414	90.5%	24,704	92.3%	51,118	91.4%	27,979	99.0%	23,168	88.2%	51,147	93.8%	102,266	92.6%
Total	135,717	88.3%	137,668	92.5%	273,385	90.4%	148,780	94.4%	134,649	95.7%	283,428	95.0%	556,814	92.7%

FY2020														
From	1Q (Apr.-Jun.)	Y o Y	2Q (Jul.-Sep.)	Y o Y	1H of the year	Y o Y	3Q (Oct.-Dec.)	Y o Y	4Q (Jan.-Mar.)	Y o Y	2H of the year	Y o Y	Total	Y o Y
Japan	26,264	76.7%	28,850	83.2%	55,114	80.0%	34,286	99.3%	42,600	127.8%	76,885	113.3%	131,999	96.5%
The Americas	22,885	87.9%	22,767	87.4%	45,652	87.7%	24,707	85.5%	32,191	126.6%	56,898	104.7%	102,550	96.4%
Europe, Middle East & Africa	9,469	59.7%	9,869	62.1%	19,338	60.9%	13,316	82.3%	14,385	101.8%	27,701	91.4%	47,039	75.8%
East Asia & Oceania	34,619	104.3%	35,141	96.7%	69,760	100.3%	47,239	114.6%	50,226	130.1%	97,465	122.1%	167,225	112.0%
Southeast Asia	20,315	76.9%	23,375	94.6%	43,690	85.5%	30,746	109.9%	33,626	145.1%	64,371	125.9%	108,062	105.7%
Total	113,551	83.7%	120,003	87.2%	233,554	85.4%	150,293	101.0%	173,028	128.5%	323,321	114.1%	556,875	100.0%

FY2021														
From	1Q (Apr.-Jun.)	Y o Y	2Q (Jul.-Sep.)	Y o Y	1H of the year	Y o Y	3Q (Oct.-Dec.)	Y o Y	4Q (Jan.-Mar.)	Y o Y	2H of the year	Y o Y	Total	Y o Y
Japan	45,281	172.4%	44,541	154.4%	89,822	163.0%	46,845	136.6%	46,234	108.5%	93,080	121.1%	182,902	138.6%
The Americas	35,286	154.2%	33,253	146.1%	68,539	150.1%	36,898	149.3%	39,869	123.8%	76,766	134.9%	145,306	141.7%
Europe, Middle East & Africa	15,474	163.4%	16,134	163.5%	31,608	163.5%	19,003	142.7%	17,562	122.1%	36,566	132.0%	68,173	144.9%
East Asia & Oceania	50,550	146.0%	50,349	143.3%	100,899	144.6%	53,722	113.7%	46,907	93.4%	100,628	103.2%	201,527	120.5%
Southeast Asia	33,185	163.4%	35,234	150.7%	68,419	156.6%	39,751	129.3%	34,557	102.8%	74,307	115.4%	142,727	132.1%
Total	179,776	158.3%	179,512	149.6%	359,288	153.8%	196,218	130.6%	185,128	107.0%	381,347	117.9%	740,635	133.0%

Trend of Freight Volume by Segment (Sea Freight)

(Volume: TEUs)

FY2019														
From	1Q (Apr.-Jun.)	Y o Y	2Q (Jul.-Sep.)	Y o Y	1H of the year	Y o Y	3Q (Oct.-Dec.)	Y o Y	4Q (Jan.-Mar.)	Y o Y	2H of the year	Y o Y	Total	Y o Y
Japan	34,095	88.7%	33,501	89.3%	67,595	89.0%	35,630	89.2%	32,870	97.8%	68,500	93.2%	136,095	91.1%
The Americas	12,751	97.2%	11,743	92.8%	24,495	95.1%	10,035	90.2%	11,131	93.6%	21,166	91.9%	45,661	93.6%
Europe, Middle East & Africa	4,624	99.3%	4,504	94.3%	9,128	96.8%	4,404	91.0%	4,672	104.5%	9,075	97.5%	18,203	97.1%
East Asia & Oceania	56,088	100.1%	60,528	102.2%	116,617	101.2%	57,451	97.7%	46,412	86.6%	103,863	92.4%	220,479	96.8%
Southeast Asia	38,042	94.9%	42,557	101.9%	80,599	98.5%	43,585	99.6%	38,334	93.2%	81,919	96.5%	162,518	97.5%
APLL*	16,852	73.1%	14,538	76.1%	31,390	74.5%	16,709	75.3%	13,410	55.2%	30,119	64.7%	61,509	69.4%
Total	162,452	92.6%	167,371	95.6%	329,823	94.1%	167,813	92.9%	146,828	86.9%	314,641	90.0%	644,464	92.1%

FY2020														
From	1Q (Apr.-Jun.)	Y o Y	2Q (Jul.-Sep.)	Y o Y	1H of the year	Y o Y	3Q (Oct.-Dec.)	Y o Y	4Q (Jan.-Mar.)	Y o Y	2H of the year	Y o Y	Total	Y o Y
Japan	32,160	94.3%	34,590	103.3%	66,750	98.7%	43,908	123.2%	39,464	120.1%	83,372	121.7%	150,122	110.3%
The Americas	10,692	83.9%	8,463	72.1%	19,155	78.2%	8,069	80.4%	8,118	72.9%	16,187	76.5%	35,342	77.4%
Europe, Middle East & Africa	3,774	81.6%	4,692	104.2%	8,466	92.7%	4,802	109.0%	5,112	109.4%	9,914	109.2%	18,380	101.0%
East Asia & Oceania	52,624	93.8%	58,689	97.0%	111,313	95.5%	61,991	107.9%	59,859	129.0%	121,850	117.3%	233,163	105.8%
Southeast Asia	30,327	79.7%	37,001	86.9%	67,328	83.5%	43,807	100.5%	44,994	117.4%	88,802	108.4%	156,130	96.1%
APLL*	10,621	63.0%	8,168	56.2%	18,788	59.9%	13,282	79.5%	14,857	110.8%	28,139	93.4%	46,927	76.3%
Total	140,197	86.3%	151,602	90.6%	291,799	88.5%	175,860	104.8%	172,404	117.4%	348,264	110.7%	640,063	99.3%

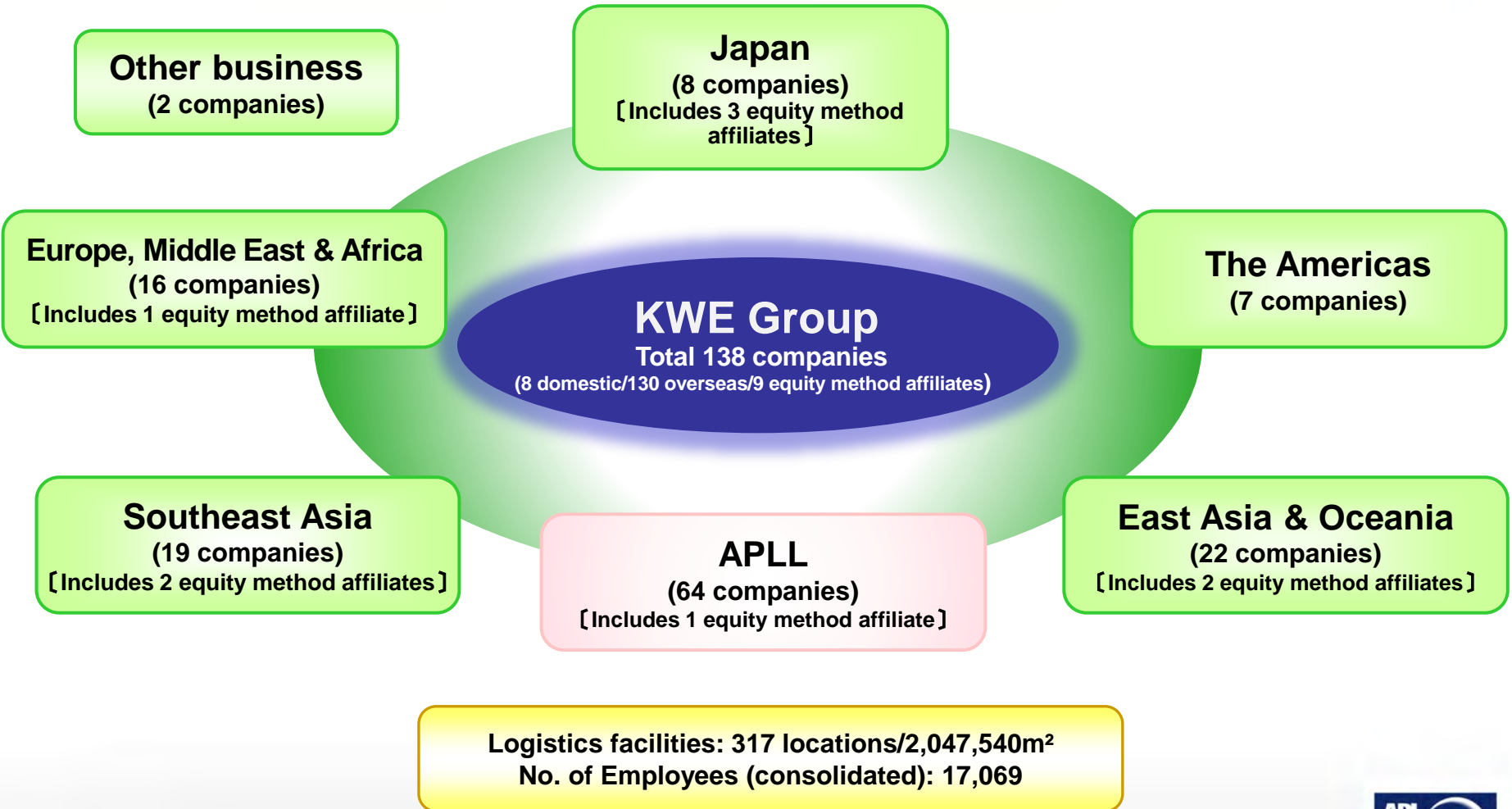
FY2021														
From	1Q (Apr.-Jun.)	Y o Y	2Q (Jul.-Sep.)	Y o Y	1H of the year	Y o Y	3Q (Oct.-Dec.)	Y o Y	4Q (Jan.-Mar.)	Y o Y	2H of the year	Y o Y	Total	Y o Y
Japan	42,606	132.5%	40,503	117.1%	83,109	124.5%	42,057	95.8%	38,908	98.6%	80,965	97.1%	164,074	109.3%
The Americas	9,001	84.2%	8,100	95.7%	17,101	89.3%	8,132	100.8%	8,345	102.8%	16,477	101.8%	33,578	95.0%
Europe, Middle East & Africa	5,739	152.1%	5,219	111.2%	10,958	129.4%	5,738	119.5%	5,437	106.4%	11,176	112.7%	22,134	120.4%
East Asia & Oceania	65,395	124.3%	72,025	122.7%	137,420	123.5%	68,671	110.8%	64,047	107.0%	132,718	108.9%	270,138	115.9%
Southeast Asia	41,272	136.1%	41,142	111.2%	82,414	122.4%	45,376	103.6%	45,512	101.1%	90,887	102.3%	173,302	111.0%
APLL*	14,237	134.1%	13,130	160.8%	27,367	145.7%	14,734	110.9%	13,466	90.6%	28,200	100.2%	55,567	118.4%
Total	178,250	127.1%	180,119	118.8%	358,370	122.8%	184,708	105.0%	175,715	101.9%	360,423	103.5%	718,792	112.3%

*For APLL whose year-end is December, the above results are for 1Q (Jan. to Mar.), 2Q (Apr. to Jun.), 3Q (Jul. to Sept.), and 4Q (Oct. to Dec.).

Our Global Network



46 countries, 298 cities, 688 locations (as of March 31, 2022)





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