

Notice of Revision of Earnings Forecasts for
the Fiscal Year ending March 31, 2021

Today we made the following revisions to our consolidated earnings forecasts for the fiscal year ending March 31, 2021, announced on August 6, 2020.

1. Revision of Consolidated Earnings Forecasts for the Fiscal Year Ending March 31, 2021
(April 1, 2020 - March 31, 2021)

(Millions of yen)

	Net sales	Operating income	Ordinary income	Net income attributable to owners of the parent	Net income per share
Previous forecasts (A) (Announced on August 6, 2020)	516,000	19,000	19,000	10,000	¥139.10
Revised forecasts (B)	524,000	24,000	24,000	14,000	¥194.73
Differences (B) - (A)	8,000	5,000	5,000	4,000	—
Change (%)	1.6	26.3	26.3	40.0	—
(Ref.) Year ended March 31, 2020	544,533	19,714	17,432	4,724	¥65.68
(Ref.) YoY change (%)	(3.8)	21.7	37.7	196.3	—

(Note) Please refer to page 15 of “Presentation Material for the Financial Results for the First Six Months of the Fiscal Year Ending March 31, 2021” disclosed on November 11, 2020 for the earnings forecast by segment.

2. Reason of the Revision

During the six months ended September 30, 2020, the Group handled less air and sea freight due to the global spread of COVID-19; in particular, air freight saw a significant decrease in cargo space attributed to the reduction of passenger flights. However, operating income exceeded expectations due to increased freight costs, the resulting rise in sales prices, and appropriate management of indirect costs and SGA expenses.

For the next six months, while it is expected that the situation where it will be difficult to reasonably forecast the trend of handling volume and freight cost, etc. will continue based on such factors as a recent resurgence of COVID-19, it is also assumed that the business environment will remain the same as the first six months to a certain extent.

In light of such circumstances, we carefully examined again the consolidated earnings forecasts for the year ending March 31, 2021 and revised as shown above.

(Note) Cautionary Statement concerning Earnings Forecasts

The forecasts above are based on information currently available. Actual performance may differ from the above forecasts due to various factors.