#### **Consolidated Balance Sheets (Unaudited)**

31 March 2017 and 2018

31 March 2017 and 2018	M:II:	£	Thousands of U.S. dollars
	Millions o	2018	(Note 1) 2018
ASSETS	2017	2018	2016
Current assets:			
Cash and cash equivalents	¥ 21,944	¥ 30,855	\$ 291,085
Short-term investments	759	734	6,925
Trade notes and accounts receivable	57,828	57,808	545,358
Inventories	70,284	70,647	666,481
Deferred tax assets	4,241	4,010	37,830
Others	18,325	18,282	172,472
Less allowance for doubtful accounts	(323)	(290)	(2,736)
Total current assets	173,058	182,046	1,717,415
Property and equipment:	261.051	262 622	2 421 056
Land	361,851	362,632	3,421,056
Buildings and structures	683,926	691,180	6,520,566
Machinery, equipment and vehicles	314,249	323,094	3,048,057
Other properties	62,283	68,962	650,585
Construction in progress	33,583	41,167	388,368
T 14.11 2.2	1,455,892	1,487,035	14,028,632
Less accumulated depreciation Property and equipment, net	(676,977) 778,915	(697,732) 789,303	(6,582,377) 7,446,255
Property and equipment, net	//6,913	789,303	7,440,233
Investments and other assets:			
Investment securities	73,181	80,477	759,217
Investments in unconsolidated subsidiaries and affiliates	33,157	35,656	336,377
Deferred tax assets	11,913	9,907	93,462
Intangible assets	9,157	8,804	83,057
Other assets	16,386	16,696	157,509
Allowance for doubtful accounts	(1,884)	(1,828)	(17,245)
Total investments and other assets	141,910	149,712	1,412,377
Total assets	¥ 1,093,883	¥ 1,121,061	\$ 10,576,047

#### **Consolidated Balance Sheets (Unaudited)**

31 March 2017 and 2018

31 March 2017 and 2018			Thousands of U.S. dollars
	Millions		(Note 1)
	2017	2018	2018
LIABILITIES AND NET ASSETS			
Current liabilities:			
Short-term borrowings	¥ 20,790	¥ 22,500	\$ 212,264
Current portion of long-term debt	79,673	55,867	527,047
Trade notes and accounts payable	71,411	69,163	652,481
Accrued expenses	15,424	15,669	147,821
Income taxes payable	9,158	9,138	86,208
Provisions	2,257	2,137	20,160
Other current liabilities	80,247	85,213	803,896
Total current liabilities	278,960	259,687	2,449,877
Non-current liabilities:			
Long-term debt	344,138	348,003	3,283,047
Accrued retirement benefits for directors and corporate auditors	1,699	1,324	12,491
Deferred tax liabilities	4,196	4,230	39,906
Deferred tax liabilities for land revaluation	56,672	56,752	535,396
Provisions	13,135	12,880	121,509
Employee retirement benefit liability	34,315	30,719	289,802
Other non-current liabilities	17,955	17,910	168,962
Total non-current liabilities	472,110	471,818	4,451,113
Total liabilities	751,070	731,505	6,900,990
Contingent liabilities (Note 3)			
Net assets:			
Shareholders' equity:			
Common stock: authorised - 360,000 thousand shares			
issued - 183,955 thousand shares at 31 March 2017			
and 190,467 thousand shares at 31 March 2018	88,864	95,149	897,632
Capital surplus	23,156	29,270	276,132
Retained earnings	93,165	117,154	1,105,226
Treasury stock - at cost: 125 thousand shares at 31 March 2017			
and 27 thousand shares at 31 March 2018	(271)	(30)	(283)
Total shareholders' equity	204,914	241,543	2,278,707
Accumulated other comprehensive income (loss):		_	
Net unrealised gains on available-for-sale securities	23,908	28,922	272,849
Deferred gains and losses on hedges	(197)	120	1,132
Land revaluation increment	88,835	88,698	836,774
Foreign currency translation adjustments	(13)	(17)	(160)
Retirement benefit adjustments	(1,127)	1,074	10,132
Total accumulated other comprehensive income (loss)	111,406	118,797	1,120,727
Non-controlling interests	26,493	29,216	275,623
Total net assets	342,813	389,556	3,675,057
Total liabilities and net assets	¥ 1,093,883	¥ 1,121,061	\$ 10,576,047

<sup>\*</sup>The Company has conducted a share consolidation at the ratio of 5 shares to 1 share effective October 1, 2017. Accordingly, Common stock and Treasury stock have been calculated on the assumption that the share consolidation was conducted at the beginning of FY 2017.

#### **Consolidated Statements of Income (Unaudited)**

For the Years Ended 31 March 2017 and 2018

Operating revenues (Note 4)         Millions of year.         (Note 1)           Operating revenues (Note 4)         y 599,570         y 604,804         \$ 5,705,608           Operating expenses         Transportation, other services and cost of sales         503,422         505,776         4,771,472           Selling, general and administrative expenses         51,967         52,051         491,047           Total operating gexpenses         519,67         52,051         491,047           Operating income         44,181         46,977         443,179           Other income (expenses)         1,448         1,614         15,226           Interest and dividend income         1,418		Millions of	Svon	Thousands of U.S. dollars (Note 1)
Operating expenses           Transportation, other services and cost of sales         503,422         505,776         4,771,472           Selling, general and administrative expenses         51,967         52,051         491,047           Total operating expenses         555,389         557,827         5,262,519           Operating income         44,181         46,977         443,179           Other income (expenses):           Interest and dividend income         1,448         1,614         15,226           Interest expense         (4,151)         (3,728)         (35,170)           Equity in net earnings of affiliates         2,822         2,926         27,604           Impairment loss on fixed assets         (4,174)         (3,907)         (36,858)           Gain on sale or disposition of property and equipment, net         (1,187)         197         1,858           Gain on sale or disposition of property and equipment         (703)         (890)         (8,396)           Loss on reduction of property and equipment         (703)         (890)         (8,396)           Provision for loss on liquidation         (4,986)         (915)         36,396           Others, net         2,247         2,167         20,443           Other income (ex				
Operating expenses           Transportation, other services and cost of sales         503,422         505,776         4,771,472           Selling, general and administrative expenses         51,967         52,051         491,047           Total operating expenses         555,389         557,827         5,262,519           Operating income         44,181         46,977         443,179           Other income (expenses):           Interest and dividend income         1,448         1,614         15,226           Interest expense         (4,151)         (3,728)         (35,170)           Equity in net earnings of affiliates         2,822         2,926         27,604           Impairment loss on fixed assets         (4,174)         (3,907)         (36,858)           Gain on sale or disposition of property and equipment, net         (1,187)         197         1,858           Gain on sale or disposition of property and equipment         (703)         (890)         (8,396)           Loss on reduction of property and equipment         (703)         (890)         (8,396)           Provision for loss on liquidation         (4,986)         (915)         36,396           Others, net         2,247         2,167         20,443           Other income (ex				
Transportation, other services and cost of sales   503,422   505,776   4,771,472   Selling, general and administrative expenses   51,967   52,051   491,047     Total operating expenses   555,389   557,827   5,262,519     Operating income   44,181   46,977   443,179     Other income (expenses):  Interest and dividend income   1,448   1,614   15,226   Interest sand dividend income   1,448   1,614   15,226   Interest on fixed assets   2,822   2,926   27,604   Impairment loss on fixed assets   4,174   3,977   1,858   Gain on sale or disposition of property and equipment, net   1,187   197   1,858   Gain on contributions for construction   945   976   9,208   Loss on reduction of property and equipment   7033   8909   8,396   Provision for loss on liquidation   4,986   915   8,632   Others, net   2,747   2,167   20,443   Other income (expenses), net   7,239   1,550   14,717   Profit before income taxes   36,942   31,347   428,462    Income taxes   13,128   15,407   145,349   Deferred   1,978   1,377   12,991   Total income taxes   11,150   14,030   132,358    Profit attributable to:   25,792   31,387   296,104    Profit attributable to:   23,433   28,692   270,679   Non-controlling interest   2,359   2,695   2,525   Total profit   2,25792   31,387   296,104    Profit attributable to:   2,359   2,695   2,525   Total profit   2,25792   3,387   2,260   Total profit   2,25792   3,387   2,260   Total profit   2,25792   3,257   2,257   Total profit   2,25792   3,257   2,257   Total profit   2,25792   3,257   2,257	Operating revenues (Note 4)	¥ 599,570	¥ 604,804	\$ 5,705,698
Selling, general and administrative expenses   51,967   52,051   491,047   Total operating expenses   555,389   557,827   5,262,519	Operating expenses			
Total operating expenses         555,389         557,827         5,262,519           Operating income         44,181         46,977         443,179           Other income (expenses):         Interest and dividend income         1,448         1,614         15,226           Interest and dividend income         1,448         1,614         15,226           Interest sayense         (4,151)         (3,728)         (35,170)           Equity in net earnings of affiliates         2,822         2,926         27,604           Impairment loss on fixed assets         (4,174)         (3,907)         (36,853)           Gain on sole of disposition of property and equipment, net         (1,187)         197         1,858           Gain on contributions for construction         945         976         9,208           Loss on reduction of property and equipment         (703)         8900         (8,365)           Chross on liquidation         (4,986)         (915)         (8,652)           Others, net         2,747         2,167         20,443           Other income (expenses), net         7,239         1,560         145,349           Everity Edit         13,128         15,407         145,349           Deferred         1,978         1,377 <t< td=""><td>Transportation, other services and cost of sales</td><td>503,422</td><td>505,776</td><td>4,771,472</td></t<>	Transportation, other services and cost of sales	503,422	505,776	4,771,472
Operating income         44,181         46,977         443,179           Other income (expenses):         Interest and dividend income         1,448         1,614         15,226           Interest expense         (4,151)         (3,728)         (35,170)           Equity in net earnings of affiliates         2,822         2,926         27,604           Impairment loss on fixed assets         (4,174)         (3,907)         (36,858)           Gain on sale or disposition of property and equipment, net         (1,187)         197         1,858           Gain on contributions for construction         945         976         9,208           Loss on reduction of property and equipment         (703)         (890)         (8,396)           Provision for loss on liquidation         (4,986)         (915)         (8,632)           Others, net         2,747         2,167         20,443           Other income (expenses), net         (7,239)         (1,560)         (14,717)           Profit before income taxes           Current         13,128         15,407         145,349           Deferred         (1,978)         (1,377)         (12,991)           Total income taxes         111,150         14,030         132,358	C C	51,967	52,051	491,047
Other income (expenses):           Interest and dividend income         1,448         1,614         15,226           Interest expense         (4,151)         (3,728)         (35,170)           Equity in net earnings of affiliates         2,822         2,926         27,604           Impairment loss on fixed assets         (4,174)         (3,907)         (36,858)           Gain on sale or disposition of property and equipment, net         (1,187)         197         1,858           Gain on contributions for construction         945         976         9,208           Loss on reduction of property and equipment         (703)         (890)         (8,396)           Provision for loss on liquidation         (4,986)         (915)         (8,632)           Others, net         (7,239)         (1,560)         (14,717)           Profit before income (expenses), net         (7,239)         (1,560)         (14,717)           Profit before income taxes         36,942         45,417         428,462           Income taxes:           Current         13,128         15,407         145,349           Deferred         (1,978)         (1,377)         (12,991)           Total income taxes         25,792         31,387         296,104<	Total operating expenses	555,389	557,827	5,262,519
Interest and dividend income         1,448         1,614         15,226           Interest expense         (4,151)         (3,728)         (35,170)           Equity in net earnings of affiliates         2,822         2,926         27,604           Impairment loss on fixed assets         (4,174)         (3,907)         (36,858)           Gain on sale or disposition of property and equipment, net         (1,187)         197         1,858           Gain on contributions for construction         945         976         9,208           Loss on reduction of property and equipment         (703)         (890)         (8,395)           Provision for loss on liquidation         (4,986)         (915)         (8,632)           Others, net         2,747         2,167         20,443           Other income (expenses), net         (7,239)         (1,560)         (14,717)           Profit before income taxes         13,128         15,407         145,349           Deferred         (1,978)         (1,377)         (12,991)           Total income taxes         11,150         14,030         132,358           Profit attributable to:         25,792         31,387         296,104           Prostrate attributable to:         2,359         2,695         25,425<	Operating income	44,181	46,977	443,179
Interest expense   (4,151)   (3,728)   (35,170)   Equity in net earnings of affiliates   2,822   2,926   27,604   Impairment loss on fixed assets   (4,174)   (3,907)   (36,858)   (36,170)   (36,858)   (3,170)   (3,187)   (3,	Other income (expenses):			
Equity in net earnings of affiliates         2,822         2,926         27,604           Impairment loss on fixed assets         (4,174)         (3,907)         (36,858)           Gain on sale or disposition of property and equipment, net         (1,187)         197         1,858           Gain on contributions for construction         945         976         9,208           Loss on reduction of property and equipment         (703)         (890)         (8,396)           Provision for loss on liquidation         (4,986)         (915)         (8,632)           Other, net         (2,747)         2,167         20,443           Other income (expenses), net         (7,239)         (1,560)         (14,717)           Profit before income taxes         36,942         45,417         428,462           Income taxes:         11,150         14,030         132,358           Profit         25,792         31,387         296,104           Profit attributable to:           Owners of the parent         23,433         28,692         270,679           Non-controlling interests         2,359         2,695         25,425           Total profit         \$2,5792         \$31,387         \$296,104           Per share:         8         <	Interest and dividend income	1,448	1,614	15,226
Impairment loss on fixed assets         (4,174)         (3,907)         (36,858)           Gain on sale or disposition of property and equipment, net         (1,187)         197         1,858           Gain on contributions for construction         945         976         9,208           Loss on reduction of property and equipment         (703)         (890)         (8,396)           Provision for loss on liquidation         (4,986)         (915)         (8,632)           Others, net         2,747         2,167         20,443           Other income (expenses), net         (7,239)         (1,560)         (14,717)           Profit before income taxes         36,942         45,417         428,462           Income taxes           Current         13,128         15,407         145,349           Deferred         (1,978)         (1,377)         (12,991)           Total income taxes         11,150         14,030         132,358           Profit attributable to:         25,792         31,387         296,104           Profit attributable to:         23,433         28,692         270,679           Non-controlling interests         2,359         2,695         25,425           Total profit         25,792         31,387	1	(4,151)	(3,728)	(35,170)
Gain on sale or disposition of property and equipment, net         (1,187)         197         1,858           Gain on contributions for construction         945         976         9,208           Loss on reduction of property and equipment         (703)         (890)         (8,396)           Provision for loss on liquidation         (4,986)         (915)         (8,632)           Others, net         2,747         2,167         20,443           Other income (expenses), net         (7,239)         (1,560)         (14,717)           Profit before income taxes         36,942         45,417         428,462           Income taxes           Current         13,128         15,407         145,349           Deferred         (1,978)         (1,377)         (12,991)           Total income taxes         11,150         14,030         132,358           Profit attributable to:           Owners of the parent         23,433         28,692         270,679           Non-controlling interests         2,359         2,695         25,425           Total profit         \$25,792         \$31,387         \$296,104           Per share:           Net income:         -         \$2,425         \$25,792		2,822	2,926	27,604
Gain on contributions for construction         945         976         9,208           Loss on reduction of property and equipment         (703)         (890)         (8,396)           Provision for loss on liquidation         (4,986)         (915)         (8,632)           Others, net         2,747         2,167         20,443           Other income (expenses), net         (7,239)         (1,560)         (14,717)           Profit before income taxes           Current         13,128         15,407         145,349           Deferred         (1,978)         (1,377)         (12,991)           Total income taxes         111,150         14,030         132,358           Profit attributable to:           Owners of the parent         23,433         28,692         270,679           Non-controlling interests         2,359         2,695         25,425           Total profit         ¥ 25,792         ¥ 31,387         \$ 296,104           Per share:           Net income:         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         - </td <td></td> <td>(4,174)</td> <td>(3,907)</td> <td>(36,858)</td>		(4,174)	(3,907)	(36,858)
Loss on reduction of property and equipment         (703)         (890)         (8,396)           Provision for loss on liquidation         (4,986)         (915)         (8,632)           Others, net         2,747         2,167         20,443           Other income (expenses), net         (7,239)         (1,560)         (14,717)           Profit before income taxes         36,942         45,417         428,462           Income taxes           Current         13,128         15,407         145,349           Deferred         (1,978)         (1,377)         (12,991)           Total income taxes         11,150         14,030         132,358           Profit attributable to:         25,792         31,387         296,104           Profit attributable to:         23,433         28,692         270,679           Non-controlling interests         2,359         2,695         25,425           Total profit         ¥ 25,792         ¥ 31,387         \$ 296,104           Per share:           Net income:         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -	Gain on sale or disposition of property and equipment, net	(1,187)	197	1,858
Provision for loss on liquidation         (4,986)         (915)         (8,632)           Others, net         2,747         2,167         20,443           Other income (expenses), net         (7,239)         (1,560)         (14,717)           Profit before income taxes         36,942         45,417         428,462           Income taxes:           Current         13,128         15,407         145,349           Deferred         (1,978)         (1,377)         (12,991)           Total income taxes         11,150         14,030         132,358           Profit         25,792         31,387         296,104           Profit attributable to:           Owners of the parent         23,433         28,692         270,679           Non-controlling interests         2,359         2,695         25,425           Total profit         \$ 25,792         \$ 31,387         \$ 296,104           Per share:           Net income:         \$ 2,405         \$ 1,46           - Basic         \$ 1,27,46         \$ 1,50,41         \$ 1,46           - Diluted         111,31         136,31         1,28		945	976	· ·
Others, net         2,747         2,167         20,443           Other income (expenses), net         (7,239)         (1,560)         (14,717)           Profit before income taxes         36,942         45,417         428,462           Income taxes:           Current         13,128         15,407         145,349           Deferred         (1,978)         (1,377)         (12,991)           Total income taxes         11,150         14,030         132,358           Profit         25,792         31,387         296,104           Profit attributable to:           Owners of the parent         23,433         28,692         270,679           Non-controlling interests         2,359         2,695         25,425           Total profit         ¥ 25,792         ¥ 31,387         \$ 296,104           Per share:           Net income:         -           - Basic         ¥ 127.46         ¥ 155.04         \$ 1.46           - Diluted         111.31         136.31         1.28	Loss on reduction of property and equipment	(703)	(890)	(8,396)
Other income (expenses), net         (7,239)         (1,560)         (14,717)           Profit before income taxes         36,942         45,417         428,462           Income taxes:           Current         13,128         15,407         145,349           Deferred         (1,978)         (1,377)         (12,991)           Total income taxes         11,150         14,030         132,358           Profit attributable to:           Owners of the parent         23,433         28,692         270,679           Non-controlling interests         2,359         2,695         25,425           Total profit         ¥ 25,792         ¥ 31,387         \$ 296,104           Per share:           Net income:         -	Provision for loss on liquidation	(4,986)	(915)	(8,632)
Profit before income taxes         36,942         45,417         428,462           Income taxes:         Urrent         13,128         15,407         145,349           Deferred         (1,978)         (1,377)         (12,991)           Total income taxes         11,150         14,030         132,358           Profit         25,792         31,387         296,104           Profit attributable to:           Owners of the parent         23,433         28,692         270,679           Non-controlling interests         2,359         2,695         25,425           Total profit         ¥ 25,792         ¥ 31,387         \$ 296,104           Per share:           Net income:         -	•	2,747		
Income taxes:           Current         13,128         15,407         145,349           Deferred         (1,978)         (1,377)         (12,991)           Total income taxes         11,150         14,030         132,358           Profit         25,792         31,387         296,104           Profit attributable to:           Owners of the parent         23,433         28,692         270,679           Non-controlling interests         2,359         2,695         25,425           Total profit         ¥ 25,792         ¥ 31,387         \$ 296,104           Per share:           Net income:         - Basic         ¥ 127,46         ¥ 155,04         \$ 1.46           - Diluted         111,31         136,31         1.28	Other income (expenses), net	(7,239)	(1,560)	(14,717)
Current         13,128         15,407         145,349           Deferred         (1,978)         (1,377)         (12,991)           Total income taxes         11,150         14,030         132,358           Profit         25,792         31,387         296,104           Profit attributable to:           Owners of the parent         23,433         28,692         270,679           Non-controlling interests         2,359         2,695         25,425           Total profit         ¥ 25,792         ¥ 31,387         \$ 296,104           Per share:           Net income:         - Basic         ¥ 127.46         ¥ 155.04         \$ 1.46           - Diluted         111.31         136.31         1.28	Profit before income taxes	36,942	45,417	428,462
Deferred         (1,978)         (1,377)         (12,991)           Total income taxes         11,150         14,030         132,358           Profit         25,792         31,387         296,104           Profit attributable to:           Owners of the parent         23,433         28,692         270,679           Non-controlling interests         2,359         2,695         25,425           Total profit         ¥ 25,792         ¥ 31,387         \$ 296,104           Per share:           Net income:         - Basic         ¥ 127.46         ¥ 155.04         \$ 1.46           - Diluted         111.31         136.31         1.28	Income taxes:			
Profit         25,792         31,387         296,104           Profit attributable to:         Strain of the parent of the pare	Current	13,128	15,407	145,349
Profit       25,792       31,387       296,104         Profit attributable to:	Deferred	(1,978)	(1,377)	(12,991)
Profit attributable to:         Owners of the parent       23,433       28,692       270,679         Non-controlling interests       2,359       2,695       25,425         Total profit       ¥ 25,792       ¥ 31,387       \$ 296,104         Per share:         Net income:       - Basic       ¥ 127.46       ¥ 155.04       \$ 1.46         - Diluted       111.31       136.31       1.28	Total income taxes	11,150	14,030	132,358
Owners of the parent       23,433       28,692       270,679         Non-controlling interests       2,359       2,695       25,425         Total profit       ¥ 25,792       ¥ 31,387       \$ 296,104         Per share:         Net income:       - Basic       ¥ 127.46       ¥ 155.04       \$ 1.46         - Diluted       111.31       136.31       1.28	Profit	25,792	31,387	296,104
Non-controlling interests         2,359         2,695         25,425           Total profit         ¥ 25,792         ¥ 31,387         \$ 296,104           Per share:           Net income:         - Basic         ¥ 127.46         ¥ 155.04         \$ 1.46           - Diluted         111.31         136.31         1.28	Profit attributable to:			
Per share:         Yet income:           - Basic         Yet 127.46         Yet 155.04         \$ 1.46           - Diluted         111.31         136.31         1.28	Owners of the parent	23,433	28,692	270,679
Per share:       Net income:       - Basic     ¥ 127.46     ¥ 155.04     \$ 1.46       - Diluted     111.31     136.31     1.28		2,359	2,695	25,425
Net income:       - Basic       ¥ 127.46       ¥ 155.04       \$ 1.46         - Diluted       111.31       136.31       1.28	Total profit	¥ 25,792	¥ 31,387	\$ 296,104
- Basic ¥ 127.46 ¥ 155.04 \$ 1.46 - Diluted 111.31 136.31 1.28	Per share:			
- Diluted 111.31 136.31 1.28	Net income:			
	- Basic	¥ 127.46	¥ 155.04	\$ 1.46
Cash dividends 5.00 27.50 0.26	- Diluted	111.31	136.31	1.28
	Cash dividends	5.00	27.50	0.26

<sup>\*</sup>The Company has conducted a share consolidation at the ratio of 5 shares to 1 share effective October 1, 2017. Accordingly, "Per share: Net income: - Basic" and "Per share: Net income: - Diluted" have been calculated on the assumption that the share consolidation was conducted at the beginning of FY 2017.

The amount of the year-end dividends per share for FY 2018 reflects the impact of the share consolidation.

### **Consolidated Statements of Comprehensive Income (Unaudited)**

For the Years Ended 31 March 2017 and 2018

Millions of yen  2017  2018  ¥ 25,792  ¥ 31,387   3,515  5,094  430  338  14  (175)  (4)  (4)  2,583  2,322  153  36  6,691  7,611  ¥ 32,483  ¥ 38,998		Thousands of U.S. dollars
Millions of	yen	(Note 1)
2017	2018	2018
¥ 25,792	¥ 31,387	\$ 296,104
3,515	5,094	48,057
430	338	3,189
14	(175)	(1,651)
(4)	(4)	(38)
2,583	2,322	21,905
153	36	340
6,691	7,611	71,802
¥ 32,483	¥ 38,998	\$ 367,906
¥ 29,913	¥ 36,048	\$ 340,076
2,570	2,950	27,830
¥ 32,483	¥ 38,998	\$ 367,906
	2017  ¥ 25,792  3,515 430 14 (4) 2,583  153 6,691  ¥ 32,483   ¥ 29,913 2,570	2017 2018  \[ \begin{array}{cccccccccccccccccccccccccccccccccccc

## Consolidated Statements of Changes in Net Assets (Unaudited) For the Years Ended 31 March 2017 and 2018

				Shareholders' equity					Accumulated other of	comprehensive incom	ne			
	Number of shares of common stock issued Thousands	Common stock	Capital surplus	Retained earnings	Treasury stock	Total shareholders' equity	Net unrealised gains on available-for-sale securities	Deferred gains and losses on hedges Millions of yen	Land revaluation increment	Foreign currency translation adjustments	Retirement benefit adjusutments	Total accumulated other comprehensive income	Non-controlling interests	Total net assets
Balance as of 1 April 2016	183,955	¥ 88,864	¥ 23,042	¥ 80,615	¥ (170)	¥ 192,351	¥ 20,355	¥ (615)	¥ 82,538	¥ (9)	¥ (3,628)	¥ 98,641	¥ 22,556	¥ 313,548
Profit attributable to owners of the parent	_	_	_	23,433	_	23,433	_	_	_	_	_	_	_	23,433
Issuance of new shares	_	_	_	_	_	_	_	_	_	_	_	_	_	_
Cash dividends	_	_	_	(4,597)	_	(4,597)	_	_	_	_	_	_	_	(4,597)
Reversal for land revaluation increment	_		_	(6,285)	-	(6,285)	_	_	_	_	_	_	_	(6,285)
Transfer from retained earnings to capital surplus	_	_	1	(1)		_	-	_		_	_	_	_	_
Issuance of treasury stock upon conversion of convertible bonds and other, net of fractional shares acquired	-	-	(2)	_	(101)	(103)	_	_	-	_	_	-	-	(103)
Change in ownership interest of parent related to transactions with non-controlling interests	_	_	115	_	-	115	-	-	_	-	_	-	_	115
Net changes in items other than shareholders' equity for the year		_	_	_	_	_	3,553	418	6,297	(4)	2,501	12,765	3,937	16,702
Balance as of 31 March 2017	183,955	88,864	23,156	93,165	(271)	204,914	23,908	(197)	88,835	(13)	(1,127)	111,406	26,493	342,813
Profit attributable to owners of the parent	_	_	_	28,692	_	28,692	_	_	_	_	_	_	_	28,692
Issuance of new shares	6,512	6,285	6,285	_	_	12,570	_	_	_	_	_	_	_	12,570
Cash dividends	_	_	_	(4,596)	_	(4,596)	_	_	_	_	_	_	_	(4,596)
Reversal for land revaluation increment	_	_	_	(36)	_	(36)	_	_	_	_	_	_	_	(36)
Transfer from retained earnings to capital surplus	_	_	71	(71)	_	_	_	_	_	_	_	_	_	_
Issuance of treasury stock upon conversion of convertible bonds and other, net of fractional shares acquired Change in ownership interest of parent related to transactions with	-	-	(71)	-	241	170	-	-	-	-	_	_	-	170
non-controlling interests	_	_	(171)	_	_	(171)	_	_	_	_	_	_	_	(171)
Net changes in items other than shareholders' equity for the year							5,014	317	(137)	(4)		7,391	2,723	10,114
Balance as of 31 March 2018	190,467	¥ 95,149	¥ 29,270	¥ 117,154	¥ (30)	¥ 241,543	¥ 28,922	¥ 120	¥ 88,698	¥ (17)	¥ 1,074	¥ 118,797	¥ 29,216	¥ 389,556

<sup>\*</sup>The Company has conducted a share consolidation at the ratio of 5 shares to 1 share effective October 1, 2017.

Accordingly, "Number of shares of common stock issued" has been calculated on the assumption

that the share consolidation was conducted at the beginning of FY 2017.

			Shareholders' equity					Accumulated other	comprehensive incom	e			
	Common stock	Capital surplus	Retained earnings	Treasury stock	Total shareholders' equity	Net unrealised gains on available-for-sale securities	Deferred gains and losses on hedges	Land revaluation increment	Foreign currency translation adjustments	Retirement benefit adjusutments	Total accumulated other comprehensive income	Non-controlling interests	Total net assets
						Thousa	ands of U.S. dollars (	Note 1)					
Balance as of 1 April 2017	\$ 838,340	\$ 218,453	\$ 878,915	\$ (2,557)	\$ 1,933,151	\$ 225,547	\$ (1,858)	\$ 838,066	\$ (123)	\$ (10,632)	\$ 1,051,000	\$ 249,934	\$ 3,234,085
Profit attributable to owners of the parent	_	-	270,679		270,679	_	_	_	_	_	-	_	270,679
Issuance of new shares	59,292	59,292	_	-	118,584	_	_	_	_	_	-	_	118,584
Cash dividends	_	_	(43,358)	_	(43,358)	_	_	_	_	_	_	_	(43,358)
Reversal for land revaluation increment	_	_	(340)	_	(340)	_	_	_	_	_	_	_	(340)
Transfer from retained earnings to capital surplus	_	670	(670)	_	_	_	_	_	_	_	_	_	_
Issuance of treasury stock upon conversion of convertible bonds and other, net of fractional shares acquired Change in ownership interest of parent related to transactions with	_	(670)	_	2,274	1,604	_	_	_	-	-	_	_	1,604
non-controlling interests	_	(1,613)	_	_	(1,613)	_	_	_	_	_	_	_	(1,613)
Net changes in items other than shareholders' equity for the year	_	-	_	_		47,302	2,990	(1,292)	(37)	20,764	69,727	25,689	95,416
Balance as of 31 March 2018	\$ 897,632	\$ 276,132	\$ 1,105,226	\$ (283)	\$ 2,278,707	\$ 272,849	\$ 1,132	\$ 836,774	\$ (160)	\$ 10,132	\$ 1,120,727	\$ 275,623	\$ 3,675,057

#### **Consolidated Statements of Cash Flows (Unaudited)**

For the Years Ended 31 March 2017 and 2018

For the Tears Ended 31 March 2017 and 2018	Millions of	f ven	Thousands of U.S. dollars (Note 1)
	2017	2018	2018
Cash flows from operating activities:			
Profit before income taxes	¥ 36,942	¥ 45,417	\$ 428,462
Adjustments for:			
Depreciation and amortisation	38,748	38,906	367,038
Impairment loss on fixed assets	4,174	3,907	36,858
Loss on sale or disposition of property and equipment, net	1,371	(210)	(1,981)
Gain on contributions for construction	(945)	(976)	(9,208)
(Decrease) increase in employee retirement benefit liability	664	(139)	(1,311)
Decrease (increase) in trade notes and accounts receivable	(2,494)	358	3,377
Decrease (increase) in inventories	(8,018)	1,925	18,160
Decrease in trade notes and accounts payable	(345)	(2,838)	(26,774)
Others, net	3,724	(3,703)	(34,933)
Subtotal	73,821	82,647	779,688
Interest and dividends received	2,010	2,186	20,623
Interest paid	(4,225)	(3,777)	(35,632)
Income taxes paid	(10,886)	(15,124)	(142,679)
Net cash provided by operating activities	60,720	65,932	622,000
Cash flows from investing activities:			
Purchases of property and equipment	(46,820)	(50,315)	(474,670)
Proceeds from sales of property and equipment	2,389	2,609	24,613
Proceeds for contributions for construction	6,124	7,059	66,594
Purchases of investments securities	(1,922)	(232)	(2,189)
Proceeds from sales or redemptions of investment securities	1,016	841	7,934
Collections of loans receivable	723	366	3,453
Others, net	(179)	(614)	(5,792)
Net cash used in investing activities	(38,669)	(40,286)	(380,057)
Cash flows from financing activities:			
Increase in long-term debt	53,365	65,386	616,849
Repayment of long-term debt	(61,796)	(79,366)	(748,736)
Net (decrease) increase in short-term borrowings	(5,345)	2,120	20,000
Dividends paid to shareholders	(4,592)	(4,593)	(43,330)
Dividends paid to minority shareholders	(189)	(218)	(2,057)
Others, net	1,531	(61)	(575)
Net cash used in financing activities	(17,026)	(16,732)	(157,849)
Effect of exchange rate changes on cash and cash equivalents	(3)	(3)	(28)
Net increase in cash and cash equivalents	5,022	8,911	84,066
Cash and cash equivalents at beginning of year	16,922	21,944	207,019
Cash and cash equivalents at end of year	¥ 21,944	¥ 30,855	\$ 291,085
•	-		·

#### 1. Basis of consolidated financial statements

The accompanying consolidated financial statements of Nagoya Railroad Co., Ltd. (the "Company") and its consolidated subsidiaries (together with the Company, the "Group") have been prepared in accordance with the provisions set forth in the Japanese Financial Instruments and Exchange Act and its related accounting regulations and in accordance with accounting principles generally accepted in Japan ("Japanese GAAP"), which are different in certain respects as to the application and disclosure requirements from International Financial Reporting Standards.

The accompanying consolidated financial statements have been restructured and translated into English from the consolidated financial statements of the Company prepared in accordance with the accounting standard for financial reporting under Japanese GAAP and filed with the appropriate Local Finance Bureau of the Ministry of Finance as required by the Japanese Financial Instruments and Exchange Act. In preparing these consolidated financial statements, certain reclassifications have been made to the consolidated financial statements issued domestically in order to present them in a form that is more familiar to readers outside Japan. Certain supplementary information included in the statutory Japanese language consolidated financial statements, but not required for fair presentation, is not presented in the accompanying consolidated financial statements. In addition, certain comparative figures have been reclassified to conform to the current year's presentation.

The consolidated financial statements are stated in Japanese yen, the currency of the country in which the Company is incorporated and operates. The translations of Japanese yen amounts into U.S. dollar amounts are included solely for the convenience of readers outside Japan, using the approximate exchange rate prevailing at 31 March 2018, which was ¥106 to U.S. \$1.00. Such translations should not be construed as a representation that the Japanese yen amounts have been, could have been or could in the future be converted into U.S. dollars at this or any other rate of exchange.

#### 2. Summary of significant accounting policies

The accompanying consolidated financial statements include the accounts of the Company and its significant subsidiaries. Investments in significant unconsolidated subsidiaries and affiliated companies are accounted for using the equity method. Investments in unconsolidated subsidiaries and affiliated companies not accounted for using the equity method are stated at cost. If the equity method of accounting had been applied to investments in these companies, the effect on the accompanying consolidated financial statements would have been immaterial.

#### 3. Contingent liabilities

At 31 March 2017 and 2018, contingent liabilities were as follows:

Million	as of yen	U.S. dollars
31 March 2017	31 March 2018	31 March 2018
¥605	¥593	\$5,594
10,000	_	_
¥10,605	¥593	\$5,594
	31 March 2017 ¥605 10,000	¥605 ¥593 10,000 —

#### 4. Segment information

#### (1) General information about reportable segments

The reportable segments of the Company are those units for which separate financial statements can be obtained among the constituent units of the Company and which are regularly examined by the Board of Directors to determine the allocation of management resources and to assess business performance.

The Group is engaged in diversified business activities involving traffic, transport, real estate, leisure, distribution, equipment maintenance and others. On the basis of the above activities, the Company's reportable segments are "Traffic", "Transport", "Real Estate", "Leisure and Services", and "Distribution".

The business descriptions of the reportable segments are as follows:

- -Traffic: business related to railroads, buses and taxies
- -Transport: business related to trucking and maritime transportation
- -Real Estate: Real Estate development and Real Estate leasing
- -Leisure and Services: business related to hotels, restaurants, tourist facilities and travel
- -Distribution: department store operations and distributions of other merchandise sales

# (2) Basis of measurement for reportable segment operating revenues, profit or loss, assets and other material items

The accounting procedures applied to the reportable segments are basically the same as those described in Note 2, "Summary of significant accounting policies." Reportable segment income figures are on an operating income basis. Intersegment sales and transfers are based on prevailing market prices.

#### (3) Information about reportable segment operating revenues, profit or loss, assets and other material items

Information about reportable segments as of and for the year ended 31 March 2017 was as follows:

				R	eporta	ble segmen	ts									Con	solidated
		Traffic	Т	ransport	Rea	al Estate		sure and ervices	Dis	stribution	Oth	ers (*1)	Total	A	Adjustments		nancial tements
									Mil	lions of yen							
For the year 2017:																	
Operating revenues:																	
External customers	¥	162,873	¥	129,416	¥	74,251	¥	53,465	¥	124,826	¥	54,739	¥ 599,5	70	¥ –	¥	599,570
Intersegment sales/transfer		2,310		449		7,032		1,647		9,572		18,792	39,8	02	(39,802)		_
Total	¥	165,183	¥	129,865	¥	81,283	¥	55,112	¥	134,398	¥	73,531	¥ 639,3	72	¥ (39,802)	¥	599,770
Segment income (*2)		22,723		5,690		8,997		1,766		928		4,031	44,1	35	46		44,181
Segment assets (*3)		479,513		108,906		281,611		36,466		45,222		77,966	1,029,6	84	64,199		1,093,883
Other material items:																	
Depreciation and amortisation (*4)		18,117		5,985		5,906		1,366		1,632		6,244	39,2	50	(502)		38,748
Amortisation of goodwill		_		32		127		_		13		_	1	72	_		172
Impairment loss on fixed assets		182		990		1,035		235		1,711		21	4,1	74	_		4,174
Increase in property and equipment and intangible assets		18,825		7,458		12,744		1,763		780		6,551	48,1	21	-		48,121

<sup>\*1) &</sup>quot;Others" is a business segment that is not considered a reportable segment. It includes the business of equipment maintenance, air transportation, building maintenance, insurance agency and others.

<sup>\*2)</sup> Segment income adjustment amounting to ¥46 million was treated as intersegment elimination.

<sup>\*3)</sup> Segment assets adjustment amounting to \(\frac{4}{6}\)4,199 million consisted of unallocated general corporate assets amounting to \(\frac{4}{9}\)3,126 million, net of intersegment elimination of \(\frac{4}{2}\)8,927 million. Such general corporate assets consisted mainly of cash, deposits and investment securities.

<sup>\*4)</sup> Depreciation and amortisation adjustment amounting to ¥502 million was treated as intersegment elimination.

<sup>5)</sup> Segment income was reconciled to operating income in the accompanying consolidated statements of income.

#### Information about reportable segments as of and for the year ended 31 March 2018 was as follows:

				R	eporta	ble segmen	ts										Cor	nsolidated
		Traffic	Т	ransport	Rea	al Estate		sure and ervices	Di	stribution	Oth	ners (*1)		Total	Ac	ljustments		inancial atements
									Mi	llions of yen								
For the year 2018:																		
Operating revenues:																		
External customers	¥	164,771	¥	131,767	¥	78,360	¥	52,751	¥	123,385	¥	53,770	¥	604,804	¥	_	¥	604,804
Intersegment sales/transfer		2,275		424		7,745		1,484		11,068		19,749		42,745		(42,745)		_
Total	¥	167,046	¥	132,191	¥	86,105	¥	54,235	¥	134,453	¥	73,519	¥	647,549	¥	(42,745)	¥	604,804
Segment income (*2)		23,942		5,690		10,493		1,509		1,267		3,668		46,569		408		46,977
Segment assets (*3)		482,436		113,343		282,571		32,681		46,791		81,058		1,038,880		82,181		1,121,061
Other material items:																		
Depreciation and amortisation (*4)		18,500		5,920		6,071		1,250		1,447		6,190		39,378		(472)		38,906
Amortisation of goodwill		_		_		173		_		_		_		173		_		173
Impairment loss on fixed assets		12		73		3,584		208		6		24		3,907		_		3,907
Increase in property and equipment and intangible assets		18,830		8,768		12,874		1,056		1,169		9,540		52,237		_		52,237

		R	eport	able segmer	its							Consolidated
	Traffic	Transport	R	eal Estate		eisure and Services	Distribution	O	thers (*1)	Total	Adjustments	financial statements
						Tho	ousands of U.S. de	ollars				
For the year 2018:												
Operating revenues:												
External customers	\$ 1,554,444	\$ 1,243,085	\$	739,245	\$	497,651	\$ 1,164,009	\$	507,264	\$ 5,705,698	\$ -	\$ 5,705,698
Intersegment sales/transfer	21,462	4,000		73,066		14,000	104,416		186,311	403,255	(403,255)	_
Total	\$ 1,575,906	\$ 1,247,085	\$	812,311	\$	511,651	\$ 1,268,425	\$	693,575	\$ 6,108,953	\$ (403,255)	\$ 5,705,698
Segment income (*2)	225,868	53,679		98,991		14,236	11,953		34,604	439,331	3,848	443,179
Segment assets (*3)	4,551,283	1,069,274		2,665,764		308,311	441,425		764,698	9,800,755	775,292	10,576,047
Other material items:												
Depreciation and amortisation (*4)	174,528	55,849		57,274		11,792	13,651		58,396	371,490	(4,452)	367,038
Amortisation of goodwill	_	_		1,632		_	_		_	1,632	=	1,632
Impairment loss on fixed assets	113	689		33,811		1,962	57		226	36,858	_	36,858
Increase in property and equipment and intangible assets	177,642	82,717		121,453		9,962	11,028		89,999	492,801	_	492,801

<sup>\*1) &</sup>quot;Others" is a business segment that is not considered a reportable segment. It includes the business of equipment maintenance, air transportation, building maintenance, insurance agency and others.

<sup>\*2)</sup> Segment income adjustment amounting to ¥408 million (\$3,848 thousand) was treated as intersegment elimination.

<sup>\*3)</sup> Segment assets adjustment amounting to \(\xi\$82,181\) million (\(\xi\$775,292\) thousand) consisted of unallocated general corporate assets amounting to \(\xi\$111,753\) million (\(\xi\$1,054,274\) thousand), net of intersegment elimination of \(\xi\$29,572\) million (\(\xi\$278,981\) thousand). Such general corporate assets consisted mainly of cash, deposits and investment securities.

<sup>\*4)</sup> Depreciation and amortisation adjustment amounting to ¥472million (\$4,452 thousand) was treated as intersegment elimination.

<sup>5)</sup> Segment income was reconciled to operating income in the accompanying consolidated statements of income.