

Performance Highlights

Performance Highlights for the Fiscal Year Ended March 31, 2018

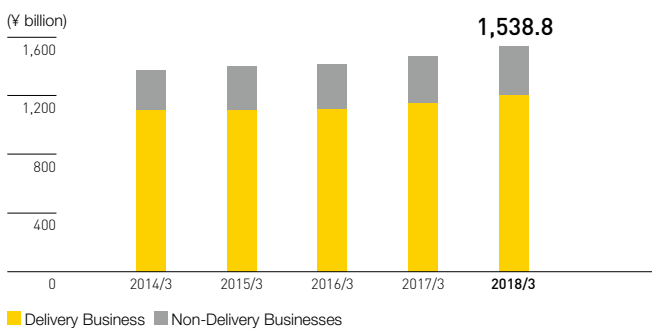
Operating revenues rose 4.9% year on year, to ¥1,538.8 billion. In addition to an increase in the *TA-Q-BIN* unit price, this rise was due to our efforts to enhance existing services in non-delivery businesses, which leveraged the strengths of each Group company, and the active promotion of solution-based sales. These positive factors helped offset the decrease in *TA-Q-BIN* delivery volume that followed the promotion of “Structural Reform in the Delivery Business.”

Operating profit was up 2.3%, to ¥35.6 billion, as growth in

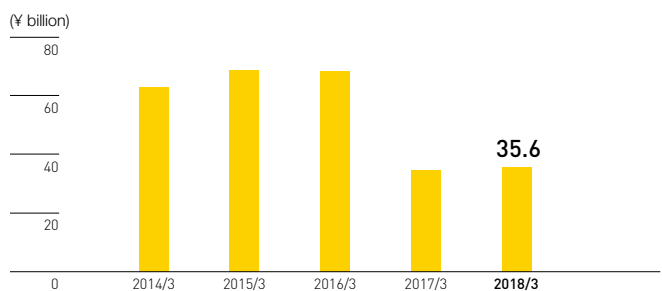
operating revenues outpaced increases in operating expenses. This growth helped outweigh such factors as an increase in labor costs, including those for outsourcing our workforce, which occurred in conjunction with a rise in *TA-Q-BIN* delivery volume in the first half of the fiscal year and efforts to reduce employee workloads.

As a result, profit attributable to owners of parent increased 1.0%, to ¥18.2 billion, while ROE edged down 0.1 of a percentage point, to 3.3%.

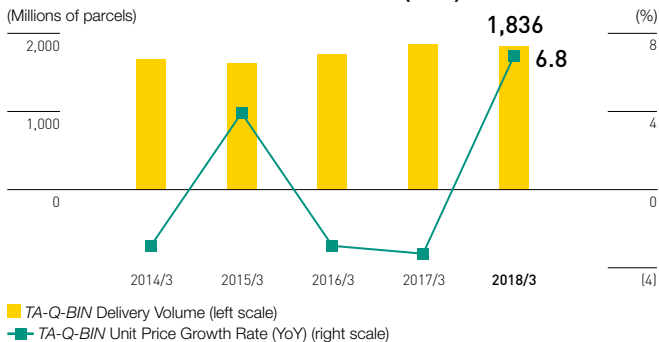
Operating Revenues



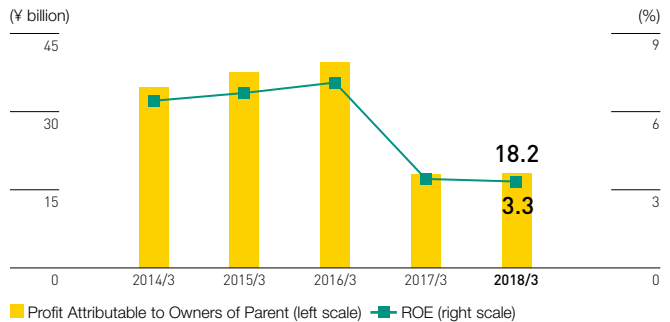
Operating Profit



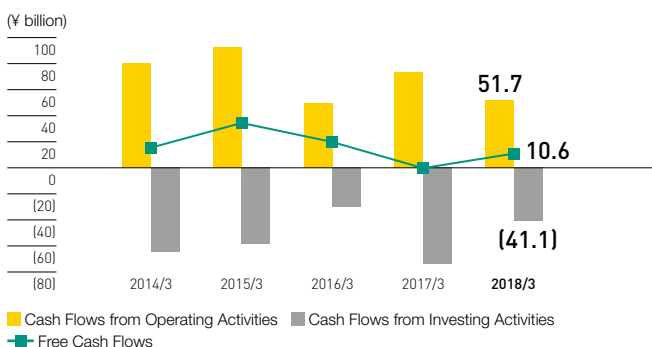
TA-Q-BIN Delivery Volume / TA-Q-BIN Unit Price Growth Rate (YoY)



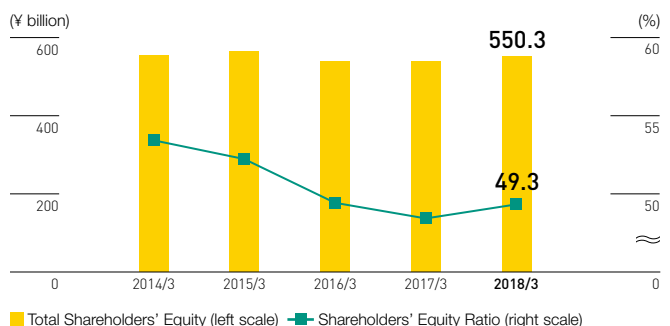
Profit Attributable to Owners of Parent / ROE



Operating and Investing Cash Flows / Free Cash Flows*



Total Shareholders' Equity / Shareholders' Equity Ratio



* Free Cash Flows = Cash Flows from Operating Activities + Cash Flows from Investing Activities