## CONSOLIDATED STATEMENTS OF INCOME

For the years ended March 31, 2016 and 2017

|   | Millions | Thousands of<br>U.S. dollars<br>(Note 1) |                   |  |
|---|----------|--|-------------------|--|
|   | 2016     | 2017                                     | 2017              |  |
| Revenue from operations   | ¥529,812 | ¥523,032                                 | \$4,697,610       |  |
| Operating expenses:   | 1327,012 | 1020,002                                 | <b>41,071,010</b> |  |
| Operating expenses and cost of sales of transportation Notes 7 (1)(2) | 391,682  | 386,003                                  | 3,466,887         |  |
| Selling, general and administrative expenses Notes 7 (1)(3)           | 85,195   | 87,082                                   | 782,125           |  |
| Total operating expenses  | 476,877  | 473,085                                  | 4,249,012         |  |
| Operating income  | 52,935   | 49,947                                   | 448,598           |  |
| Non-operating income:   | 02,700   | .,,,,,,,,                                | 110,070           |  |
| Interest income   | 21       | П  | 99                |  |
| Dividends income  | 1,399    | 1,552                                    | 13,942            |  |
| Equity in earnings of affiliates                                      | 1,087    | 1,224                                    | 10,997            |  |
| Settlement received   |          | 812                                      | 7,289             |  |
| Miscellaneous income  | 1,968    | 2,410                                    | 21,643            |  |
| Total non-operating income  | 4,475    | 6,009                                    | 53,970            |  |
| Non-operating expenses:   |          | ,  | ,                 |  |
| Interest expenses   | 7,898    | 7,016                                    | 63,016            |  |
| Miscellaneous expenses  | 3,817    | 2,301                                    | 20,668            |  |
| Total non-operating expenses  | 11,715   | 9,317                                    | 83,684            |  |
| Ordinary income   | 45,695   | 46,639                                   | 418,884           |  |
| Extraordinary income:   |          |  |                   |  |
| Gain on sale of property and equipment Note 7 (4)                     | 155      | 142                                      | 1,272             |  |
| Construction costs allotted to and received from others               | 1,425    | 1,340                                    | 12,035            |  |
| Gain on sales of investment securities                                | 1,373    | 190                                      | 1,708             |  |
| Other   | 506      | 12                                       | 108               |  |
| Total extraordinary income  | 3,459    | 1,684                                    | 15,123            |  |
| Extraordinary losses:   |          |  |                   |  |
| Loss on sale of property and equipment Note 7 (5)                     | 88       | 38                                       | 337               |  |
| Loss on deduction of property and equipment                           | 1,390    | 1,219                                    | 10,949            |  |
| Loss on disposal of property and equipment                            | 2,545    | 1,806                                    | 16,223            |  |
| Loss on impairment of fixed assets Note 7 (6)                         | 2,450    | 5,380                                    | 48,323            |  |
| Other   | 105      | 168                                      | 1,505             |  |
| Total extraordinary losses  | 6,578    | 8,611                                    | 77,337            |  |
| Income before income taxes  | 42,576   | 39,712                                   | 356,670           |  |
| Income taxes:   |          |  |                   |  |
| Current income taxes  | 12,967   | 12,231                                   | 109,850           |  |
| Deferred income taxes   | 1,525    | 1,046                                    | 9,392             |  |
| Total income taxes  | 14,492   | 13,277                                   | 119,242           |  |
| Net income  | 28,084   | 26,435                                   | 237,428           |  |
| Net income attributable to non-controlling interests                  | 586      | 367                                      | 3,301             |  |
| Net income attributable to owners of the parent                       | ¥ 27,498 | ¥ 26,068                                 | \$ 234,127        |  |

See accompanying Notes to Consolidated Financial Statements.