

**Supplementary Materials for Settlement of Accounts Meeting  
for 3Q Ended December 31, 2004**

**Contents**

Consolidated  
Results

1. Performance
2. Segment Information by Industry
3. Increases and Decreases in Operating Revenues
4. Delivery Volume  
*Takkyubin*  
*Kuroneko Mail*
5. Increases and Decreases in Operating Costs
6. Employee Breakdown
7. Principal Increases and Decreases in Consolidated Balance Sheets  
Increases and decreases in assets  
Increases and decreases in liabilities, minority, interests and shareholders' equity  
Interest-bearing debt
8. Capital Expenditure and Depreciation
9. Domestic Network

Forecasts

1. Performance Forecasts
2. Forecasts for Operating Revenue by Segment
3. Forecasts for Delivery Volume  
*Takkyubin*  
*Kuroneko Mail*
4. Forecasts for Increases and Decreases in Operating Costs
5. Forecasts for Employee Breakdown
6. Forecasts for Capital Expenditure and Depreciation

**1. Performance**

(Millions of Yen)

	<u>Nine month ended Dec. 31, 2004</u>		<u>Nine month ended Dec. 31, 2003</u>		Increase(Decrease)	
	From April 1, 2004 To December 31, 2004		From April 1, 2003 To December 31, 2003			
	Amount	(%)	Amount	(%)	Amount	(%)
Operating revenues	824,956	100.0	779,834	100.0	45,121	5.8
Operating costs	771,331	93.5	727,215	93.3	44,115	6.1
Operating income	53,625	6.5	52,619	6.7	1,006	1.9
non-operating profits	2,428	0.3	2,309	0.3	119	5.2
non-operating loss	886	0.1	1,037	0.1	(151)	(14.6)
Ordinary income	55,167	6.7	53,890	6.9	1,277	2.4
extraordinary profit	14,390	1.8	101	0.0	14,288	14036.7
extraordinary loss	6,312	0.8	3,973	0.5	2,338	58.9
Income before Income Taxes and Minority Interests	63,245	7.7	50,018	6.4	13,226	26.4
Income Taxes	28,953	3.5	22,370	2.9	6,582	29.4
Minority Interests	(41)	(0.0)	0	0.0	(41)	(7213.1)
Net income (loss)	34,333	4.2	27,647	3.5	6,685	24.2

**Scope of consolidation and equity method**

Consolidated subsidiaries: 43 subsidiaries

Unconsolidated subsidiaries: - (equity method is applied to all subsidiaries)

20% to 50% owned companies: - (equity method is applied to all companies)

**Changes in scope of consolidation and equity method**

Consolidation: New: 4 Excluded: -

Equity method: New: - Excluded: 2

2. Segment Information by Industry

(Millions of Yen)

	Nine month ended Dec. 31, 2004		Nine month ended Dec. 31, 2003		Increase(Decrease)	
	From April 1, 2004 To December 31, 2004		From April 1, 2003 To December 31, 2003			
	Amount	(%)	Amount	(%)	Amount	(%)
<b>Delivery</b>						
Net sales:						
Unaffiliated customers	672,259		648,559		23,700	3.7
Intersegment	22,604		16,105		6,499	40.4
Total	694,864	100.0	664,664	100.0	30,200	4.5
Operating cost and expenses	651,617	93.8	620,725	93.4	30,892	5.0
Operating profit	43,246	6.2	43,939	6.6	(692)	(1.6)
<b>BIZ-logistics</b>						
Net sales:						
Unaffiliated customers	84,527		68,401		16,125	23.6
Intersegment	7,895		4,623		3,272	70.8
Total	92,422	100.0	73,024	100.0	19,398	26.6
Operating cost and expenses	89,035	96.3	70,783	96.9	18,251	25.8
Operating profit	3,387	3.7	2,241	3.1	1,146	51.1
<b>Home Convenience</b>						
Net sales:						
Unaffiliated customers	30,927		30,589		337	1.1
Intersegment	11,001		8,391		2,610	31.1
Total	41,929	100.0	38,981	100.0	2,948	7.6
Operating cost and expenses	42,441	101.2	39,147	100.4	3,294	8.4
Operating profit	(512)	(1.2)	(166)	(0.4)	(346)	-
<b>E-Business</b>						
Net sales:						
Unaffiliated customers	17,614		15,136		2,478	16.4
Intersegment	10,988		10,405		582	5.6
Total	28,603	100.0	25,542	100.0	3,061	12.0
Operating cost and expenses	26,496	92.6	23,248	91.0	3,247	14.0
Operating profit	2,106	7.4	2,293	9.0	(186)	(8.1)
<b>Financial</b>						
Net sales:						
Unaffiliated customers	19,626		17,147		2,479	14.5
Intersegment	5,173		5,847		(674)	(11.5)
Total	24,800	100.0	22,995	100.0	1,805	7.8
Operating cost and expenses	19,782	79.8	18,021	78.4	1,761	9.8
Operating profit	5,017	20.2	4,974	21.6	43	0.9
<b>Corporate and Eliminations</b>						
Net sales:						
Unaffiliated customers	-		-		-	-
Intersegment	(57,663)		(45,372)		(12,290)	-
Total	(57,663)	-	(45,372)	-	(12,290)	-
Operating cost and expenses	(58,042)	-	(44,709)	-	(13,332)	-
Operating profit	378	-	(663)	-	1,041	-
<b>Total</b>						
Net sales:						
Unaffiliated customers	824,956		779,834		45,121	5.8
Intersegment	-		-		-	-
Total	824,956	100.0	779,834	100.0	45,121	5.8
Operating cost and expenses	771,331	93.5	727,215	93.3	44,115	6.1
Operating profit	53,625	6.5	52,619	6.7	1,006	1.9

3 . Increases and decreases in operating revenues

(Millions of Yen)

	Nine month ended Dec. 31, 2004		Nine month ended Dec. 31, 2003		Increase(Decrease)	
	From April 1, 2004 To December 31, 2004		From April 1, 2003 To December 31, 2003			
	Amount	(%)	Amount	(%)	Amount	(%)
<b>Delivery</b>						
Takkyubin	558,628	67.7	545,936	70.0	12,692	2.3
Moving	3,339	0.4	4,125	0.5	(785)	(19.0)
Kuroneko Mail	76,439	9.3	61,261	7.9	15,178	24.8
Yamato bin	11,031	1.3	13,822	1.8	(2,791)	(20.2)
[logistics]	[6,016]	[0.7]	[8,568]	[1.1]	[(2,551)]	[(29.8)]
Rail -freight Forwarding	2,333	0.3	2,101	0.3	232	11.1
Domestic Air Freight	29,043	3.5	25,620	3.3	3,422	13.4
Others	43,827	5.3	33,598	4.3	10,228	30.4
Intersegment eliminations	(52,383)	(6.3)	(37,906)	(4.9)	(14,476)	38.2
Total	672,259	81.5	648,559	83.2	23,700	3.7
<b>BIZ-Logistics</b>						
Marine Forwarding	13,931	1.7	13,202	1.7	728	5.5
Air-Freight Forwarding	50,058	6.1	41,749	5.4	8,308	19.9
Logistics	13,519	1.6	12,073	1.6	1,445	12.0
Packing Operations	6,800	0.8	5,446	0.7	1,354	24.9
Others	20,489	2.5	7,359	0.9	13,129	178.4
Intersegment eliminations	(20,272)	(2.5)	(11,431)	(1.5)	(8,841)	77.3
Total	84,527	10.2	68,401	8.8	16,125	23.6
<b>Home Convenience</b>						
Moving	23,072	2.8	23,758	3.0	(686)	(2.9)
Merchandise Sales	16,379	2.0	14,125	1.8	2,253	16.0
[Book Service]	[4,647]	[0.6]	[4,594]	[0.6]	(53)	[1.2]
Others	3,113	0.4	2,228	0.3	885	39.7
Intersegment eliminations	(11,638)	(1.4)	(9,522)	(1.2)	(2,115)	22.2
Total	30,927	3.8	30,589	3.9	337	1.1
<b>E-Business</b>						
Information Service	26,397	3.2	24,157	3.1	2,240	9.3
Information Equipment Sales	3,556	0.4	6,526	0.8	(2,969)	(45.5)
Others	1,039	0.1	-	-	1,039	-
Intersegment eliminations	(13,379)	(1.6)	(15,547)	(2.0)	2,168	(13.9)
Total	17,614	2.1	15,136	1.9	2,478	16.4
<b>Financial</b>						
Collect Service	17,216	2.1	15,927	2.1	1,289	8.1
Leasing Operations	7,531	0.9	6,398	0.8	1,132	17.7
Others	209	0.0	827	0.1	(617)	(74.6)
Intersegment eliminations	(5,331)	(0.6)	(6,005)	(0.8)	674	(11.2)
Total	19,626	2.4	17,147	2.2	2,479	14.5
<b>Total</b>	<b>824,956</b>	<b>100.0</b>	<b>779,834</b>	<b>100.0</b>	<b>45,121</b>	<b>5.8</b>

**4. Delivery Volume**
**Takkyubin**

(Thousands)

	Nine month ended Dec. 31, 2004		Nine month ended Dec. 31, 2003		Increase(Decrease)	
	From April 1, 2004 To December 31, 2004		From April 1, 2003 To December 31, 2003			
	Amount	(%)	Amount	(%)	Amount	(%)
Takkyubin Total	836,271	100.0	796,638	100.0	39,633	5.0
Cool Takkyubin	111,602	13.3	106,239	13.3	5,362	5.0
Collect Service	50,921	6.1	47,578	6.0	3,343	7.0
Takkyubin Time Service	12,862	1.5	12,691	1.6	172	1.4
Golf Takkyubin	4,123	0.5	4,186	0.5	(62)	(1.5)
Ski Takkyubin	158	0.0	208	0.0	(50)	(24.1)
Airport Takkyubin	883	0.1	659	0.1	224	34.0
Takkyubin uni-price (Yen)	668		685		(17)	

**Kuroneko Mail**

(Thousands)

	Nine month ended Dec. 31, 2004		Nine month ended Dec. 31, 2003		Increase(Decrease)	
	From April 1, 2004 To December 31, 2004		From April 1, 2003 To December 31, 2003			
					Amount	(%)
Kuroneko Mail Total	1,039,096		709,878		329,218	46.4
Kuroneko Mail uni-price (Yen)	74		86		(12)	

### 5. Increases and decreases in operating costs

(Millions of Yen)

	<u>Nine month ended Dec. 31, 2004</u>		<u>Nine month ended Dec. 31, 2003</u>		Increase(Decrease)	
	From April 1, 2004 To December 31, 2004		From April 1, 2003 To December 31, 2003			
	Amount	(%)	Amount	(%)	Amount	(%)
Operating Revenues	824,956	100.0	779,834	100.0	45,121	5.8
Total Operating Costs	771,331	93.5	727,215	93.3	44,115	6.1
Personnel expenses	408,309	49.5	397,628	51.0	10,680	2.7
[employee salary]	[276,513]	[33.5]	[260,535]	[33.4]	[15,978]	[6.1]
[Provision for retirement benefits]	[10,371]	[1.3]	[14,920]	[1.9]	[(4,548)]	[(30.5)]
Subcontracting expenses	270,599	32.8	233,017	29.9	37,582	16.1
[Commission expenses]	[85,396]	[10.4]	[73,395]	[9.4]	[12,000]	[16.4]
[Vehicle hiring expenses]	[87,678]	[10.6]	[84,265]	[10.8]	[3,412]	[4.0]
Vehicle expenses	20,818	2.5	17,286	2.2	3,532	20.4
Other expenses	176,787	21.4	161,077	20.7	15,710	9.8
Elimination of internal procurement costs	(105,184)	(12.8)	(81,794)	(10.5)	(23,389)	28.6

### 6. Employee Breakdown

	<u>Nine month ended Dec. 31, 2004</u>		<u>Nine month ended Dec. 31, 2003</u>		Increase(Decrease)	
	Amount	(%)	Amount	(%)	Amount	(%)
Total employees	145,155	100.0	132,149	100.0	13,006	9.8
Full-time employees	74,814	51.5	69,803	52.8	5,011	7.2
Part-time employees	70,341	48.5	62,346	47.2	7,995	12.8

(%)

	<u>Nine month ended Dec. 31, 2004</u>		<u>Nine month ended Dec. 31, 2003</u>		Increase(Decrease)	
	From April 1, 2004 To December 31, 2004		From April 1, 2003 To December 31, 2003			
Ratio of personnel expenses over operating revenues	44.0		46.2		(2.2)	
Ratio of personnel expenses over net revenues	62.1		63.4		(1.3)	

## 7. Principal Increases and Decreases in Consolidated Balance Sheets

### Increases and decreases in assets

(Millions of Yen)

	The Third Quarter Ended Dec. 31, 2004	Year Ended March 31,2003	Increase (Decrease)	Cause of increase or decrease
<b>Current Assets</b>	306,295	251,260	55,034	
<b>Fixed Assets</b>	401,428	401,531	(102)	
Property, plant and equipment	329,030	326,995	2,035	<u>Vehicles:</u> 5,782 additional and replacemet <u>Buildings and structures:</u> asset-impairment loss (1,776) <u>Lands:</u> Nishi-Osaka 2,208 asset-impairment loss (2,820)
<b>Total</b>	<b>707,734</b>	<b>652,792</b>	<b>54,942</b>	

### Increases and decreases in liabilities, minority, interests and shareholders'equ (Millions of Yen)

	The Third Quarter Ended Dec. 31, 2004	Year Ended March 31,2003	Increase (Decrease)	Cause of increase or decrease
<b>Current Liabilities</b>	209,695	176,458	33,236	
Reserve for bonuses	9,371	25,268	(15,897)	Deposits 25,268 Reversals (9,371)
<b>Long-Term Liabilities</b>	28,475	32,454	(3,979)	
Liability for employees' retirement benefits	10,842	18,245	(7,402)	Deposits 10,475 Reversals (3,421) Transfer to new employee retirement benefit system (14,382)
<b>Shareholders'Equity</b>	469,441	443,715	25,726	
Earned surplus	232,636	206,876	25,759	Net income 34,333 Dividend (8,671)
<b>Total</b>	<b>707,734</b>	<b>652,792</b>	<b>54,942</b>	

### Interest-bearing debt

(Millions of Yen)

	The Third Quarter Ended Dec. 31, 2004	Year Ended March 31,2003	Increase(Decrease)	
			Amount	(%)
<b>Interest-bearing debt</b>	15,461	30,570	(15,109)	(49.4)

## 8. Capital Expenditure and Depreciation

Construction basis

(Millions of Yen)

	<u>Nine month ended Dec. 31, 2004</u>		<u>Nine month ended Dec. 31, 2003</u>		Increase(Decrease)	
	From April 1, 2004 To December 31, 2004		From April 1, 2003 To December 31, 2003			
	Amount	(%)	Amount	(%)	Amount	(%)
<b>Capital expenditure</b>	35,959	100.0	39,506	100.0	(3,547)	(9.0)
Vehicles	17,931	49.9	17,354	43.9	577	3.3
Land	2,208	6.1	2,918	7.4	(709)	(24.3)
Buildings	6,765	18.8	4,226	10.7	2,539	60.1
Equipment	3,657	10.2	6,167	15.6	(2,509)	(40.7)
Others	5,395	15.0	8,840	22.4	(3,444)	(39.0)

(Millions of Yen)

	<u>Nine month ended Dec. 31, 2004</u>		<u>Nine month ended Dec. 31, 2003</u>		Increase(Decrease)
	From April 1, 2004 To December 31, 2004		From April 1, 2003 To December 31, 2003		
<b>Depreciation</b>	26,812		25,446		1,365

## 9. Domestic Network

	<u>the Third Quarter ended</u> <u>Dec. 31, 2004</u>	<u>Year Ended March 31, 2003</u>	Increase(Decrease)
	Vehicles	43,609	
Delivery channels	8,443	8,267	176
Base terminals	71	71	0
<i>Takkyubin</i> centers	5,951	5,892	59
<i>Kuroneko Mail</i> centers	1,582	1,476	106
Moving centers	449	454	(5)
Logistics centers	183	187	(4)
Others	207	187	20
Sub-agents	303,183	306,986	(3,803)

### 1. Performance Forecasts

( Millions of Yen )

	Forecasts of the Year ended March 31, 2005		Year ended March 31, 2004		Increase(Decrease)	
	Amount	( % )	Amount	( % )	Amount	( % )
Operating revenues	1,060,000	100.0	1,011,343	100.0	48,656	4.8
Operating income	51,000	4.8	46,658	4.6	4,341	9.3
Ordinary income	52,000	4.9	48,547	4.8	3,452	7.1
Net income	33,000	3.1	49,783	4.9	(16,783)	(33.7)

### 2 . Forecasts for Operating Revenues by Segment

( Millions of Yen )

	Forecasts of the Year ended March 31, 2005		Year ended March 31, 2004		Increase(Decrease)	
	Amount	( % )	Amount	( % )	Amount	( % )
<b>Delivery</b>						
<i>Takkyubin</i>	707,000	66.7	690,087	68.2	16,912	2.5
Moving	8,000	0.8	8,670	0.8	(670)	(7.7)
<i>Kuroneko Mail</i>	103,000	9.7	83,668	8.3	19,331	23.1
Logistics	8,100	0.8	11,105	1.1	(3,005)	(27.1)
Domestic Air Freight	38,000	3.6	34,145	3.4	3,854	11.3
Total	<b>864,000</b>	<b>81.5</b>	<b>834,494</b>	<b>82.5</b>	<b>29,505</b>	<b>3.5</b>
<b>BIZ-Logistics</b>						
Total	<b>105,500</b>	<b>9.9</b>	<b>90,235</b>	<b>8.9</b>	<b>15,264</b>	<b>16.9</b>
<b>Home Convenience</b>						
Moving	33,000	3.1	34,918	3.4	(1,918)	(5.5)
Total	<b>43,000</b>	<b>4.1</b>	<b>42,611</b>	<b>4.2</b>	<b>388</b>	<b>0.9</b>
<b>E-Business</b>						
Total	<b>22,500</b>	<b>2.1</b>	<b>21,081</b>	<b>2.1</b>	<b>1,418</b>	<b>6.7</b>
<b>Financial</b>						
Total	<b>25,000</b>	<b>2.4</b>	<b>22,920</b>	<b>2.3</b>	<b>2,079</b>	<b>9.1</b>
<b>Total</b>	<b>1,060,000</b>	<b>100.0</b>	<b>1,011,343</b>	<b>100.0</b>	<b>48,656</b>	<b>4.8</b>

### 3 . Forecasts for Delivery Volume

#### Takkyubin

( Thousands of Parcels )

	Forecasts of the Year ended March 31, 2005		Year ended March 31, 2004		Increase(Decrease)	
	Amount	( % )	Amount	( % )	Amount	( % )
<i>Takkyubin Total</i>	1,060,000	100.0	1,011,150	100.0	48,850	4.8
<i>Cool Takkyubin</i>	130,000	12.3	122,649	12.1	7,351	6.0
<i>Collect Service</i>	67,000	6.3	63,490	6.3	3,510	5.5
<i>Takkyubin Time Service</i>	17,330	1.6	16,947	1.7	383	2.3
<i>Golf Takkyubin</i>	4,800	0.5	4,908	0.5	(108)	(2.2)
<i>Ski Takkyubin</i>	880	0.1	882	0.1	(2)	(0.3)
<i>Airport Takkyubin</i>	1,160	0.1	902	0.1	258	28.6
<i>Takkyubin uni-price</i>	667		682		(15)	

#### Kuroneko Mail

( Thousands of Parcels )

	Forecasts of the Year ended March 31, 2005		Year ended March 31, 2004	Increase(Decrease)	
	Amount	( % )	Amount	Amount	( % )
<i>Kuroneko Mail Total</i>	1,400,000		994,368	405,632	40.8
<i>Kuroneko Mail uni-price</i>	74		84	(10)	

### 4 . Forecasts for Increases and Decreases in Operating Costs

( Millions of Yen )

	Forecasts of the Year ended March 31, 2005		Year ended March 31, 2004		Increase(Decrease)	
	Amount	( % )	Amount	( % )	Amount	( % )
Operating Revenues	1,060,000	100.0	1,011,343	100.0	48,656	4.8
Total Operating Costs	1,009,000	95.2	964,685	95.4	44,314	4.6
Personnel expenses	544,300	51.4	526,882	52.1	17,417	3.3
[employee salary]	[369,800]	[34.9]	[350,034]	[34.6]	[19,765]	[5.6]
[Provision for retirement benefits]	[14,100]	[1.3]	[18,424]	[1.8]	[(4,324)]	[(23.5)]
Subcontracting expenses	350,000	33.0	311,348	30.8	38,651	12.4
[Commission expenses]	[112,000]	[10.6]	[98,112]	[9.7]	[13,887]	[14.2]
[Vehicle hiring expenses]	[115,000]	[10.8]	[111,599]	[11.0]	[3,400]	[3.0]
Vehicle expenses	27,000	2.5	23,345	2.3	3,654	15.7
Other expenses	234,300	22.1	217,142	21.5	17,157	7.9
Elimination of internal procurement costs	(146,600)	(13.8)	(114,034)	(11.3)	(32,565)	28.6

### 5. Forecasts for Employee Breakdown

	Forecasts of the Year ended March 31, 2005		Year ended March 31, 2004		Increase(Decrease)	
	Amount	( % )	Amount	( % )	Amount	( % )
<b>Total employees</b>	142,900	100.0	131,974	100.0	10,926	8.3
Full-time employees	74,300	52.0	69,398	52.6	4,902	7.1
Part-time employees	68,600	48.0	62,576	47.4	6,024	9.6

( % )

	Forecasts of the Year ended March 31, 2005	Year ended March 31, 2004	Increase (Decrease)
Ratio of personnel expenses over operating revenues	45.1	46.9	(1.8)
Ratio of personnel expenses over net revenues	63.5	64.9	(1.4)

### 6. Forecasts for Capital Expenditure and Depreciation

Construction basis

( Millions of Yen )

	Forecasts of the Year ended March 31, 2005		Year ended March 31, 2004		Increase(Decrease)	
	Amount	( % )	Amount	( % )	Amount	( % )
<b>Capital expenditure</b>	<b>44,000</b>	<b>100.0</b>	<b>45,898</b>	<b>100.0</b>	<b>(1,898)</b>	<b>(4.1)</b>
Vehicles	18,800	42.7	20,610	44.9	(1,810)	(8.8)
Land	3,300	7.5	3,648	7.9	(348)	(9.5)
Buildings	10,200	23.2	5,050	11.0	5,149	101.9
Machinery and equipment	5,600	12.7	7,385	16.1	(1,785)	(24.2)
Others	6,100	13.9	9,204	20.1	(3,104)	(33.7)

( Millions of Yen )

	Forecasts of the Year ended March 31, 2005	Year ended March 31, 2004	Increase (Decrease)	( % )
<b>Depreciation</b>	37,200	35,662	1,537	4.3