

Consolidated Financial Results
for the Third Quarter Ended December 31, 2012 [Japan GAAP]

February 6, 2013

The Sumitomo Warehouse Co., Ltd.

Securities code:	9303
Stock exchange listings:	Tokyo and Osaka
URL:	http://www.sumitomo-soko.co.jp/
Representative :	Shoichi Abbe, President
Inquiries:	Satoru Yonemitsu, General Manager, Finance & Accounting Department
Tel:	+81 6 6581 1183
Quarterly statement filing date (as planned):	February 12, 2013
Dividend payable date (as planned):	—
Supplemental material of quarterly results	None
Convening briefing of quarterly results	None

1. Consolidated financial results for the third quarter ended December 31, 2012 (April 1, 2012- December 31, 2012)

Figures are rounded down to the nearest million yen, except per share figures.

(1) Consolidated operating results

(%: change from the previous year)

	Operating revenue		Operating income		Ordinary income		Net income	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended December 31, 2012	115,331	13.4	7,954	5.0	8,946	5.4	5,294	(0.3)
Nine months ended December 31, 2011	101,681	3.2	7,574	1.2	8,489	0.6	5,311	31.8

Notes: Comprehensive income:

Nine months ended December 31, 2012: 10,822 million yen; -%
 Nine months ended December 31, 2011: 555 million yen; (-74.8)%

	Net income per share	Diluted net income per share
	Yen	Yen
Nine months ended December 31, 2012	29.69	29.69
Nine months ended December 31, 2011	29.79	29.79

(2) Consolidated financial positions

	Total assets	Net assets	Capital adequacy ratio
	Millions of yen	Millions of yen	%
As of December 31, 2012	246,392	129,004	49.8
As of March 31, 2012	245,092	120,287	46.6

Notes: Owner's equity

As of December 31, 2012: 122,652 million yen
 As of March 31, 2012: 114,181 million yen

2. Dividends

	Dividend per share				
	First quarter	Second quarter	Third quarter	Fiscal year end	Total
	Yen	Yen	Yen	Yen	Yen
Year ended March 31, 2012	—	5.00	—	6.00	11.00
Year ending March 31, 2013	—	5.50	—		
Year ending March 31, 2013 (Forecast)				5.50	11.00

Notes: Correction of dividend forecast from the most recent dividend forecast: None

3. Consolidated forecasts for the year ending March 31, 2013 (April 1, 2012-March 31, 2013)

(%: change from the previous year)

	Operating revenue		Operating income		Ordinary income		Net income		Net income per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	155,000	10.9	10,300	7.1	11,200	6.9	6,600	1.4	37.01

Note: Correction of financial forecast from the most recent financial forecast: None

4. Other

(1) Material changes in subsidiaries during this period (Changes in scope of consolidations resulting from change in subsidiaries)
: None

(2) Applying of specific accounting of the consolidated quarterly financial statements: Yes

(3) Changes in accounting policies, accounting estimates and retrospective restatement

1) Changes in accounting policies based on revisions of accounting standard: Yes

2) Changes in accounting policies other than ones based on revisions of accounting standard: None

3) Changes in accounting estimates: Yes

4) Retrospective restatement: None

(4) Number of issued and outstanding shares (common stock)

Number of issued and outstanding shares at the end of fiscal year (including treasury stock) :

As of December 31, 2012 : 195,936,231 shares

As of March 31, 2012 : 195,936,231 shares

Number of treasury stock at the end of fiscal year:

As of December 31, 2012 : 17,618,641 shares

As of March 31, 2012 : 17,614,980 shares

Average number of shares :

Third quarter ended December 31, 2012 : 178,319,711 shares

Third quarter ended December 31, 2011 : 178,325,176 shares

* Status of quarterly reviewing processes

This quarterly financial results are exempt from quarterly reviewing processes based on the Financial Instruments and Exchange Act, and reviewing processes of quarterly financial statements based on the Financial Instruments and Exchange Act has not been completed at the time of disclosure of this quarterly financial results.

* Explanation for the proper use of forecasts and other special instructions

The forecasts are based on information currently available and certain assumptions judged to be reasonable. The Company's actual results may differ materially from the forecasts as a result of numerous factors outside of Company's control.

Consolidated Financial Results

(1) Consolidated quarterly balance sheets

(Millions of yen)

	As of March 31, 2012	As of December 31, 2012
Assets		
Current assets		
Cash and deposits	32,254	21,415
Notes and accounts receivable-trade	17,920	17,829
Short-term investment securities	4	—
Real estate for sale	94	80
Work in process	41	110
Deferred tax assets	943	568
Other	4,185	3,808
Allowance for doubtful accounts	(146)	(115)
Total current assets	55,297	43,698
Noncurrent assets		
Property, plant and equipment		
Buildings and structures, net	61,267	60,265
Machinery, equipment and vehicles, net	2,801	2,750
Vessels, net	4,691	8,917
Tools, furniture and fixtures, net	895	900
Land	46,231	46,205
Construction in progress	456	1,008
Other, net	202	279
Total property, plant and equipment	116,546	120,327
Intangible assets		
Goodwill	3,687	3,361
Leasehold right	4,319	4,797
Software	1,460	1,227
Other	495	1,094
Total intangible assets	9,962	10,480
Investments and other assets		
Investment securities	54,073	62,503
Long-term loans receivable	621	388
Deferred tax assets	2,298	2,280
Other	6,658	6,830
Allowance for doubtful accounts	(366)	(360)
Total investments and other assets	63,285	71,642
Total noncurrent assets	189,795	202,450
Total assets	245,092	246,149

(Millions of yen)

	As of March 31, 2012	As of December 31, 2012
Liabilities		
Current liabilities		
Notes and accounts payable-trade	11,376	10,961
Current portion of bonds	—	100
Short-term loans payable	29,388	21,956
Income taxes payable	2,154	1,107
Provision for bonuses	1,441	829
Other	5,103	5,456
Total current liabilities	49,464	40,410
Noncurrent liabilities		
Bonds payable	500	400
Long-term loans payable	46,952	45,905
Deferred tax liabilities	11,439	14,290
Provision for retirement benefits	3,024	2,837
Provision for directors' retirement benefits	108	116
Long-term deposits received	12,286	12,133
Other	1,030	1,049
Total noncurrent liabilities	75,341	76,733
Total liabilities	124,805	117,144
Net assets		
Shareholders' equity		
Capital stock	21,822	21,822
Capital surplus	19,175	19,175
Retained earnings	70,539	73,783
Treasury stock	(9,154)	(9,156)
Total shareholders' equity	102,383	105,625
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	13,997	19,159
Foreign currency translation adjustment	(2,199)	(2,133)
Total accumulated other comprehensive income	11,798	17,026
Subscription rights to shares	89	98
Minority interests	6,016	6,253
Total net assets	120,287	129,004
Total liabilities and net assets	245,092	246,149

(2) Consolidated quarterly statements of income and consolidated quarterly statements of comprehensive income
(Consolidated quarterly statements of income)

(Millions of yen)

	Nine months ended December 31, 2011	Nine months ended December 31, 2012
Operating revenue		
Warehouse income	16,245	16,901
Harbor transportation income	29,294	27,418
International transportation income	19,722	19,219
Land transportation income	20,880	20,751
Shipping income	—	16,082
Rent income of warehouse and logistics facilities	3,695	3,818
Rent income of real estate	6,911	6,993
Other	4,931	4,145
Total operating revenue	101,681	115,331
Operating cost		
Cost of sales	59,842	70,133
Personal expenses	12,592	12,743
Rent expenses	5,635	6,918
Taxes and dues	1,478	1,381
Depreciation	4,021	4,507
Other	5,057	5,279
Total operating cost	88,628	100,964
Operating gross profit	13,053	14,366
Selling, general and administrative expenses		
Salaries and allowances and welfare expenses	3,112	3,533
Provision for bonuses	140	131
Retirement benefit expenses	170	175
Amortization of goodwill	92	278
Other	1,962	2,292
Total selling, general and administrative expenses	5,479	6,412
Operating income	7,574	7,954
Non-operating income		
Interest and dividends income	1,294	1,318
Equity in earnings of affiliates	257	68
Other	137	262
Total non-operating income	1,689	1,649
Non-operating expenses		
Interest expenses	563	547
Other	211	110
Total non-operating expenses	774	657
Ordinary income	8,489	8,946

(Millions of yen)

	Nine months ended December 31, 2011	Nine months ended December 31, 2012
Extraordinary income		
Gain on sales of noncurrent assets	32	20
Total extraordinary income	32	20
Extraordinary loss		
Loss on retirement of noncurrent assets	256	134
Impairment loss	—	65
Loss on valuation of investment securities	191	87
Loss on valuation of golf club membership	—	9
Provision of allowance for doubtful accounts	148	—
Loss on disaster	65	—
Total extraordinary losses	662	296
Income before income taxes and minority interests	7,860	8,671
Income taxes-current	2,485	2,718
Income taxes-deferred	(179)	376
Total income taxes	2,305	3,095
Income before minority interests	5,554	5,576
Minority interests in income	243	281
Net income	5,311	5,294

(Consolidated quarterly statements of comprehensive income)

(Millions of yen)

	Nine months ended December 31, 2011	Nine months ended December 31, 2012
Income before minority interests	5,554	5,576
Other comprehensive income		
Valuation difference on available-for-sale securities	(4,501)	5,164
Foreign currency translation adjustment	(467)	82
Share of other comprehensive income of associates accounted for using equity method	(30)	(1)
Total other comprehensive income	(4,999)	5,245
Comprehensive income	555	10,822
Comprehensive income attributable to		
Comprehensive income attributable to owners of the parent	384	10,523
Comprehensive income attributable to minority interests	171	299

(3) Consolidated quarterly statements of cash flows

(Millions of yen)

	Nine months ended December 31, 2011	Nine months ended December 31, 2012
Net cash provided by (used in) operating activities		
Income before income taxes and minority interests	7,860	8,671
Depreciation and amortization	4,561	5,106
Impairment loss	—	65
Loss on disaster	65	—
Amortization of goodwill	92	278
Increase (decrease) in provision	(467)	(827)
Loss on valuation of golf club memberships	—	9
Interest and dividends income	(1,294)	(1,318)
Interest expenses	563	547
Equity in (earnings) losses of affiliates	(257)	(68)
Loss (gain) on sales of noncurrent assets	(32)	(20)
Loss on retirement of noncurrent assets	256	134
Loss (gain) on valuation of investment securities	191	87
Decrease (increase) in notes and accounts receivable-trade	(654)	168
Increase (decrease) in notes and accounts payable-trade	181	(420)
Other, net	671	1,726
Subtotal	11,737	14,139
Interest and dividends income received	1,321	1,328
Interest expenses paid	(666)	(664)
Payments for loss on disaster	(338)	—
Income taxes paid	(3,069)	(4,109)
Net cash provided by (used in) operating activities	8,984	10,694
Net cash provided by (used in) investing activities		
Payments into time deposits	(19,597)	(11,244)
Proceeds from withdrawal of time deposits	19,988	14,442
Purchase of property, plant and equipment	(3,928)	(8,405)
Proceeds from sales of property, plant and equipment	67	42
Purchase of intangible assets	(271)	(967)
Purchase of investment securities	(29)	(446)
Purchase of investments in subsidiaries		
resulting in change in scope of consolidation	(4,396)	—
Purchase of investments in subsidiaries	(239)	—
Payments of loans receivable	(96)	(66)
Collection of loans receivable	67	316
Other, net	219	(786)
Net cash provided by (used in) investing activities	(8,216)	(7,114)

(Millions of yen)

	Nine months ended December 31, 2011	Nine months ended December 31, 2012
Net cash provided by (used in) financing activities		
Increase in short-term loans payable	7,160	7,231
Decrease in short-term loans payable	(6,965)	(6,685)
Proceeds from long-term loans payable	310	12,420
Repayment of long-term loans payable	(961)	(21,444)
Proceeds from stock issuance to minority shareholders	1,500	—
Cash dividends paid	(1,733)	(1,995)
Other, net	(86)	(125)
Net cash provided by (used in) financing activities	(776)	(10,599)
Effect of exchange rate change on cash and cash equivalents	(257)	(630)
Net increase (decrease) in cash and cash equivalents	(265)	(7,649)
Cash and cash equivalents at beginning of period	15,249	22,703
Increase (decrease) in cash and cash equivalents resulting from change of scope of consolidation	30	—
Cash and cash equivalents at end of period	15,014	15,054

(4) Segment information

1. Information related to operating revenue and income (loss) by reportable segment

Nine months ended December 31, 2011

(Millions of yen)

	Reportable segment			Adjustment (Note 1)	Amount in consolidated quarterly statements of income (Note 2)
	Logistics	Real estate	Total		
Operating revenue					
Operating revenue to outside customers	94,711	6,970	101,681	—	101,681
Intersegment transfers	6	298	305	(305)	—
Total	94,718	7,268	101,987	(305)	101,681
Segment income	6,295	4,068	10,382	(2,807)	7,574

Notes: 1. Adjustment in segment income of ¥ -2,807 million includes company-wide expenses of ¥ -2,835 million, which are not allocated to the respective reportable segments. Company-wide expenses consist mainly of the expenses not assignable to neither of the reportable segments for administrative departments of the Company and some of its consolidated subsidiaries.

2. Segment income is adjusted to coincide with operating income as recorded on the consolidated quarterly statements of income.

Nine months ended December 31, 2012

(Millions of yen)

	Reportable segment				Adjustment (Note 1)	Amount in consolidated quarterly statements of income (Note 2)
	Logistics	Shipping	Real estate	Total		
Operating revenue						
Operating revenue to outside customers	92,175	16,082	7,073	115,331	—	115,331
Intersegment transfers	347	135	278	761	(761)	—
Total	92,522	16,218	7,351	116,093	(761)	115,331
Segment income	6,273	317	4,115	10,705	(2,750)	7,954

Notes: 1. Adjustment in segment income of ¥ -2,750 million includes company-wide expenses of ¥ -2,980 million, which are not allocated to the respective reportable segments. Company-wide expenses consist mainly of the expenses not assignable to neither of the reportable segments for administrative departments of the Company and some of its consolidated subsidiaries.

2. Segment income is adjusted to coincide with operating income as recorded on the consolidated quarterly statements of income.

2. Alteration of reportable segments etc.

The Company has presented a reportable segment “Shipping” from the last 4Q financial period. This is because the Company turned Westwood Shipping Lines, Inc. into its consolidated subsidiary and commenced shipping business from the period.