

Questions and Answers (Digest)

**The Financial Results Meeting
for the first six months of the fiscal year ending March 31, 2015
held on October 31, 2014**

Q1

Please update us on your outlook regarding TA-Q-BIN delivery volumes and unit pricing for next fiscal year (fiscal year ending March 31, 2016).

A1

- We anticipate a TA-Q-BIN unit price this fiscal year (fiscal year ending March 31, 2015) of 594 yen (+3.5% YoY).
- We are currently still in the process of negotiating prices with some of our clients, and as such we anticipate slight incremental unit price increases in absolute terms next fiscal year (fiscal year ending March 31, 2016). However, a rate of increase on par with that achieved this fiscal year seems unlikely.
- Although growth in TA-Q-BIN delivery volumes next fiscal year (fiscal year ending March 31, 2016) will hinge on economic trends, we are likely to see increases emerging from solutions proposed for generating high level of added value through organic integration our delivery and non-delivery business operations.

Q2

You explained that the promotion of cost cutting initiatives have enabled the company to secure earnings growth in the second quarter (three months from July to September) compared with previous year results. Meanwhile, the industry overall is seeing cost increases stemming from a tight labor market and rising fuel expenses. Given that, could you give us your views on the likely cost-related macro-environment ahead, and also touch on measures you will take to control costs?

- The Company's cost environment presents ongoing risks particularly with respect to difficulties in securing truck drivers and increases in unit prices for hiring vehicles.

On the other hand, conditions are not as stringent as we had expected at the beginning of the period, particularly given that freight movements across the entire industry is below expectations.

- We will continue implementing robust measures to improve productivity in line with operating volumes, particularly with respect to upgrading our line haul structure and our pickup and delivery mechanisms.

Q3

You asserted that the Company will purchase and retire treasury shares, as just announced, in order to achieve the target ROE set forth in the “DAN-TOTSU Management Plan 2019.” As such, do you plan to pursue any additional initiatives to that end?

Also, what are your thoughts on the matter of financial leverage with respect to achieving the target ROE?

- To achieve the target ROE, as set forth in our Long-Term Management Plan “DAN-TOTSU Management Plan 2019,” and in our Medium-Term Management Plan “DAN-TOTSU Management Plan STEP,” we are further strengthening our capital policy measures and intend to build a balance sheet that provides effective financial leverage.
- At this point in time, we are not able to provide information on specific details of our capital policy measures or potential timing of implementation. However, the matter is consistently on our agenda for management discussion.