

**Supplementary data for FY2019 1Q
(April 1, 2018 through June 30, 2018)
SEINO HOLDINGS Co., Ltd.**

1. Result of Performance

(Millions of Yen)

	FY2019.3 1Q	FY2018.3 1Q	Increase / Decrease	
Operating revenue	150,755	144,157	6,597	4.6%
Operating profit	7,743	6,237	1,506	24.1%
Ordinary profit	8,497	6,950	1,547	22.3%
Net profit	5,955	4,445	1,510	34.0%

2. Performance by segment

(i) Operating revenue by segment

	FY2019.3 1Q		FY2018.3 1Q		Increase / Decrease	
	¥ million	%	¥ million	%	¥ million	%
Transportation	113,188	75.1%	106,853	74.1%	6,334	5.9%
Vehicle sales	24,532	16.2%	25,941	18.0%	▲ 1,408	▲ 5.4%
Merchandise Services	8,122	5.4%	7,288	5.1%	834	11.4%
Real-estate Leasing	411	0.3%	399	0.3%	12	3.0%
Others	4,500	3.0%	3,674	2.5%	825	22.5%
Total	150,755	100.0%	144,157	100.0%	6,597	4.6%

(ii) Operating profit by segment

	FY2019.3 1Q		FY2018.3 1Q		Increase / Decrease	
	¥ million	%	¥ million	%	¥ million	%
Transportation	6,064	78.3%	4,252	68.2%	1,811	42.6%
Vehicle sales	1,275	16.5%	1,598	25.6%	▲ 323	▲ 20.2%
Merchandise Services	124	1.6%	131	2.1%	▲ 6	▲ 5.2%
Real-estate Leasing	330	4.3%	303	4.9%	27	9.0%
Others	341	4.4%	168	2.7%	172	102.7%
Total	8,136	105.1%	6,454	103.5%	1,682	26.1%
Elimination	▲ 392	▲ 5.1%	▲ 217	▲ 3.5%	▲ 175	—
Consolidated	7,743	100.0%	6,237	100.0%	1,506	24.1%

3. Operating volume and freight rate(Transportation services)

	FY2018.3 1Q
Operating volume	98.1%
Freight rate	107.9%

4. Major expenses

(Millions of Yen)

	FY2019.3 1Q	FY2018.3 1Q	Increase / Decrease	
Personnel	51,357	49,650	1,707	3.4%
Fuel	4,228	3,623	604	16.7%
Depreciation	4,332	4,072	260	6.4%
Chartered truck , Argent, and Commission fee	42,636	40,422	2,214	5.5%
Tool road fee	2,015	1,992	22	1.2%
Others	38,440	38,158	282	0.7%
Total	143,011	137,920	5,091	3.7%

Major expenses by segment

(Millions of Yen)

	Transport	Auto sales	Merchandise sales	Real-estate leasing	Others	Adjustments	Total
Personnel	45,908	3,123	356	-	2,086	▲ 116	51,357
Fuel	4,131	60	1	-	34	-	4,228
Depreciation	3,884	387	11	20	116	▲ 88	4,332
Chartered truck , Argent, and Commission	42,636	-	-	-	-	-	42,636
Toll fare	2,015	-	-	-	-	-	2,015
Others	9,045	23,474	12,763	60	7,743	▲ 14,646	38,440
Total	107,623	27,045	13,132	81	9,980	▲ 14,851	143,011

* Adjustment includes Seino HD's non-consolidated expenses and elimination among segments.

5. Performance forecasts

(Millions of Yen)

		FY2019.3 (Forecasts)	FY2018.3	Increase / decrease	%y/y
Operating revenue	Semi	295,400	290,205	5,194	1.8%
	FY	602,000	596,130	5,869	1.0%
Operating profit	Semi	12,600	12,767	▲ 167	▲ 1.3%
	FY	28,400	27,879	520	1.9%
Ordinary profit	Semi	13,700	12,932	767	5.9%
	FY	30,800	29,120	1,679	5.8%
Net profit	Semi	8,900	8,876	23	0.3%
	FY	19,600	20,046	▲ 446	▲ 2.2%

6. Performance forecasts by segments

(i) Operating revenue

(Millions of Yen)

		FY2019.3(E)	FY2018.3	Increase decrease	%y/y
Transportation	semi	221,000	215,088	5,911	2.7%
	FY	454,000	443,167	10,832	2.4%
Automobile sales	semi	50,000	51,405	▲ 1,405	▲ 2.7%
	FY	99,000	103,342	▲ 4,342	▲ 4.2%
Merchandise sales	semi	15,800	15,031	768	5.1%
	FY	32,200	31,575	624	2.0%
Real-estate leasing	semi	800	797	2	0.3%
	FY	1,600	1,598	1	0.1%
Others	semi	7,800	7,883	▲ 83	▲ 1.1%
	FY	15,200	16,445	▲ 1,245	▲ 7.6%
Total	semi	295,400	290,205	5,194	1.8%
	FY	602,000	596,130	5,869	1.0%

(ii) Operating profit

(Millions of Yen)

		FY2019.3(E)	FY2018.3	Increase decrease	%y/y
Transportation	semi	9,100	8,764	335	3.8%
	FY	21,500	20,965	534	2.5%
Automobile sales	semi	2,500	3,068	▲ 568	▲ 18.5%
	FY	4,800	4,922	▲ 122	▲ 2.5%
Merchandise sales	semi	350	298	51	17.2%
	FY	850	809	40	5.0%
Real-estate leasing	semi	650	613	36	6.0%
	FY	1,300	1,239	60	4.9%
Others	semi	550	488	61	12.6%
	FY	1,000	920	79	8.6%
Elimination	semi	▲ 550	▲ 465	▲ 84	—
	FY	▲ 1,050	▲ 978	▲ 71	—
Total	semi	12,600	12,767	▲ 167	▲ 1.3%
	FY	28,400	27,879	520	1.9%

Supplementary data for FY2019 1Q
(April 1, 2018 through June 30, 2018)
Seino Transportation Co., Ltd.

1. Result of performance

(Millions of Yen)

	FY2019.3 1Q	FY2018.3 1Q	Increase / Decrease	
Operating revenue	69,684	65,879	3,805	5.8%
Operating profit	3,422	2,311	1,110	48.0%
Ordinary profit	3,589	2,481	1,108	44.7%
Net profit	2,594	1,551	1,043	67.2%

2. Operating volume

	Volume (%y/y)
FY 2015.3 1Q	▲ 5.4%
FY 2016.3 1Q	▲ 0.1%
FY 2017.3 1Q	▲ 0.2%
FY 2018.3 1Q	1.8%
FY 2019.3 1Q	▲ 2.1%

3. Operating revenue by segment

		FY2019.3 1Q		FY2018.3 1Q		Increase /Decrease	
		¥ Million	per revenue	¥ Million	per revenue	¥ Million	%y/y
L a n d	Commercial cargo	50,811	72.9%	47,621	72.3%	3,189	6.7%
	Mini	9,323	13.4%	8,881	13.5%	442	5.0%
	Home delivery	1,320	1.9%	1,419	2.2%	▲ 99	▲ 7.0%
	Moving	215	0.3%	262	0.4%	▲ 46	▲ 17.8%
	Charter	4,563	6.5%	4,361	6.6%	201	4.6%
Total		66,233	95.0%	62,546	95.0%	3,687	5.9%
Air and Sea		619	0.9%	597	0.9%	21	3.6%
Others		2,831	4.1%	2,735	4.1%	96	3.5%
Total		69,684	100.0%	65,879	100.0%	3,805	5.8%

4. Major expense

	FY2019.3 1Q		FY2018.3 1Q		Increase / Decrease	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	%y/y
Personnel	23,447	33.6%	22,777	34.6%	670	2.9%
Fuel	1,511	2.2%	1,313	2.0%	198	15.1%
Depreciation	2,391	3.4%	2,214	3.4%	177	8.0%
Chartered truck fee	23,653	33.9%	22,258	33.8%	1,395	6.3%
Argent fee	5,860	8.4%	5,618	8.5%	242	4.3%
Commission fee	4,495	6.5%	4,499	6.8%	▲ 3	▲ 0.1%
Toll fare	792	1.1%	786	1.2%	5	0.7%
Online	316	0.5%	314	0.5%	2	0.8%
Air and Sea	493	0.7%	467	0.7%	26	5.6%
Others	3,298	4.8%	3,318	5.0%	▲ 20	▲ 0.6%
Total	66,262	95.1%	63,567	96.5%	2,694	4.2%

	Fuel unit price %y/y	Oil usase %y/y
FY 2015.3 1Q	7.3% ¹	▲ 5.0%
FY 2016.3 1Q	▲ 22.2%	▲ 4.0%
FY 2017.3 1Q	▲ 20.1%	▲ 0.4%
FY 2018.3 1Q	14.8%	▲ 0.4%
FY 2019.3 1Q	18.5%	▲ 1.9%