

Supplementary data for FY2020 1Q
(April 1, 2019 through June 30, 2019)
SEINO HOLDINGS Co., Ltd.

I. Result of Performance

(Millions of Yen)

	FY2020.3 1Q	FY2019.3 1Q 1Q	Increase (▲Decrease)	
Operating revenue	153,439	150,755	2,683	1.8%
Operating income	7,090	7,743	▲ 653	▲ 8.4%
Ordinary income	7,702	8,497	▲ 795	▲ 9.4%
Net income	4,558	5,955	▲ 1,396	▲ 23.5%

II. Performance by Segment

(i) Operating revenue by segment

(Millions of Yen)

	FY2020.3 1Q		FY2019.3 1Q		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	114,826	74.8%	113,188	75.1%	1,637	1.4%
Vehicle sales	25,096	16.4%	24,532	16.2%	563	2.3%
Merchandise sales	7,878	5.1%	8,122	5.4%	▲ 244	▲ 3.0%
Real-estate leasing	419	0.3%	411	0.3%	8	2.0%
Others	5,218	3.4%	4,500	3.0%	718	16.0%
Total	153,439	100.0%	150,755	100.0%	2,683	1.8%

(ii) Operating income by division

(Millions of Yen)

	FY2020.3 1Q		FY2019.3 1Q		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	5,425	76.5%	6,064	78.3%	▲ 639	▲ 10.5%
Vehicle sales	1,283	18.1%	1,275	16.5%	8	0.6%
Merchandise sales	147	2.1%	124	1.6%	22	17.9%
Real-estate leasing	340	4.8%	330	4.3%	9	3.0%
Others	298	4.2%	341	4.4%	▲ 42	▲ 12.6%
Total	7,494	105.7%	8,136	105.1%	▲ 642	▲ 7.9%
Elimination	▲ 404	▲ 5.7%	▲ 392	▲ 5.1%	▲ 11	—
Consolidated	7,090	100.0%	7,743	100.0%	▲ 653	▲ 8.4%

III. Operating volume and freight rate(Transportation services)

	FY2020.3 1Q
Operating volum	96.0%
Freight rate	104.1%

IV. Major expenses

(Millions of Yen)

	FY2020.3 1Q	FY2019.3 1Q	Increase (▲Decrease)	
			¥ Million	%y/y
Personnel	52,794	51,357	1,436	2.8%
Fuel	4,050	4,228	▲ 177	▲ 4.2%
Depreciation	4,683	4,332	351	8.1%
Chartered truck fee, Committed fee, subcontract fee	43,402	42,636	765	1.8%
Tool road fee	1,979	2,015	▲ 36	▲ 1.8%
Others	39,438	38,440	997	2.6%
Total	146,348	143,011	3,336	2.3%

Major expense by segment

(Millions of Yen)

	Transportation	Vehicle sales	Merchandise sales	Real-estate leasing	Others	Estimation	Total
Personnel	47,015	3,159	371	-	2,330	▲ 81	52,794
Fuel	3,954	55	1	-	39	-	4,050
Depreciation	4,191	424	12	19	131	▲ 95	4,683
Chartered truck fee, Committed fee,	43,402	-	-	-	-	-	43,402
Tool road fee	1,979	-	-	-	-	-	1,979
Others	9,377	23,124	12,139	59	10,928	▲ 16,192	39,438
Total	109,921	26,763	12,524	79	13,429	▲ 16,369	146,348

Major expense by Transportation business

(Millions of Yen)

	FY2020.3 1Q	FY2019.3 1Q	Increase (▲Decrease)	
			¥ Million	%y/y
Personnel	47,015	45,908	1,106	2.4%
Fuel	3,954	4,131	▲ 177	▲ 4.3%
Depreciation	4,191	3,884	306	7.9%
Chartered truck fee, Committed fee, subcontract fee	43,402	42,636	765	1.8%
Tool road fee	1,979	2,015	▲ 36	▲ 1.8%
Others	9,377	9,045	331	3.7%
Total	109,921	107,623	2,297	2.1%

V. Performance forecasts

(Millions of Yen)

		FY2020.3(E)		FY2019.3		Increase (▲decrease)	%y/y
Operating revenue	semi	308,000		302,282		5,717	1.9%
	FY	630,000		618,436		11,563	1.9%
Operating income	semi	15,300		14,765		534	3.6%
	FY	32,600		31,209		1,390	4.5%
Ordinary income	semi	16,300		15,860		439	2.8%
	FY	34,600		33,629		970	2.9%
Net income	semi	21,000		10,487		10,512	100.2%
	FY	31,000		21,216		9,783	46.1%

VI. Performance forecasts by segment

(i) Operating revenue

(Millions of Yen)

		FY2020.3(E)		FY2019.3		Increase (▲decrease)	%y/y
Transportation	semi	231,000	75.0%	225,752	74.7%	5,247	2.3%
	FY	473,000	75.1%	462,459	74.8%	10,540	2.3%
Vehicle sales	semi	50,500	16.4%	50,210	16.6%	289	0.6%
	FY	102,000	16.2%	102,233	16.5%	▲ 233	▲ 0.2%
Merchandise sales	semi	16,200	5.2%	16,555	5.5%	▲ 355	▲ 2.1%
	FY	33,500	5.3%	33,518	5.4%	▲ 18	▲ 0.1%
Real-estate leasing	semi	850	0.3%	825	0.3%	24	2.9%
	FY	1,700	0.3%	1,651	0.3%	48	3.0%
Others	semi	9,450	3.1%	8,937	2.9%	512	5.7%
	FY	19,800	3.1%	18,574	3.0%	1,225	6.6%
Total	semi	308,000	100.0%	302,282	100.0%	5,717	1.9%
	FY	630,000	100.0%	618,436	100.0%	11,563	1.9%

(ii) Operating income

(Millions of Yen)

		FY2020.3(E)		FY2020.3 1Q		Increase (▲decrease)	%y/y
Transportation	semi	11,700	76.5%	11,178	75.7%	521	4.7%
	FY	25,700	78.8%	24,475	78.4%	1,224	5.0%
Vehicle sales	semi	2,700	17.6%	2,642	17.9%	57	2.2%
	FY	5,000	15.3%	4,850	15.5%	149	3.1%
Merchandise sales	semi	350	2.3%	326	2.2%	23	7.3%
	FY	850	2.6%	829	2.7%	20	2.5%
Real-estate leasing	semi	700	4.6%	665	4.5%	34	5.2%
	FY	1,400	4.3%	1,334	4.3%	65	4.9%
Others	semi	450	2.9%	572	3.9%	▲ 122	▲ 21.4%
	FY	800	2.5%	901	2.9%	▲ 101	▲ 11.3%
Elimination	semi	▲ 600	▲ 3.9%	▲ 619	▲ 4.2%	19	—
	FY	▲ 1,150	▲ 3.5%	▲ 1,182	▲ 3.8%	32	—
Total	semi	15,300	100.0%	14,765	100.0%	534	3.6%
	FY	32,600	100.0%	31,209	100.0%	1,390	4.5%

Supplementary data for FY2020 1Q
(April 1, 2019 through June 30, 2019)
Seino Transportation Co., Ltd.(Non Consolidate

I. Result of Performance

(Millions of Yen)

	FY2019.3 1Q	FY2018.3 1Q	Increase (▲Decrease)	
Operating revenue	69,968	69,684	284	0.4%
Operating income	2,729	3,422	▲ 692	▲ 20.2%
Ordinary income	2,877	3,589	▲ 712	▲ 19.8%
Net income	1,706	2,594	▲ 887	▲ 34.2%

II. Operating volume

	FY2019.3 1Q
FY2015.3 1Q	▲ 0.1%
FY2016.3 1Q	▲ 0.2%
FY2017.3 1Q	1.8%
FY2018.3 1Q	▲ 2.1%
FY2019.3 1Q	▲ 0.4%

III. Operating revenue by segment

		FY2019.3 1Q		FY2018.3 1Q		%y/y	
		¥Million	Per revenue	¥Million	Per revenue	¥Million	% y/y
L a n d	Commercial cargo	50,393	72.0%	50,811	72.9%	▲ 417	▲ 0.8%
	Mini	9,223	13.2%	9,323	13.4%	▲ 99	▲ 1.1%
	Home delivery	1,291	1.9%	1,320	1.9%	▲ 29	▲ 2.2%
	Moving	330	0.5%	215	0.3%	114	53.1%
	Charter	4,843	6.9%	4,563	6.5%	280	6.2%
	Subtotal	66,082	94.5%	66,233	95.0%	▲ 151	▲ 0.2%
	Air and Sea	648	0.9%	619	0.9%	28	4.7%
	Others	3,238	4.6%	2,831	4.1%	406	14.4%
	Total	69,968	100.0%	69,684	100.0%	284	0.4%

IV. Major expenses

	FY2019.3 1Q		FY2018.3 1Q		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	%y/y
Personnel	23,982	34.3%	23,447	33.6%	534	2.3%
Fuel	1,436	2.1%	1,511	2.2%	▲ 75	▲ 5.0%
Depreciation	2,468	3.5%	2,391	3.4%	76	3.2%
Chartered truck fee	23,895	34.2%	23,653	33.9%	241	1.0%
Argent fee	5,685	8.1%	5,860	8.4%	▲ 174	▲ 3.0%
Commission fee	4,732	6.8%	4,495	6.5%	236	5.3%
Tool road fee	770	1.1%	792	1.1%	▲ 22	▲ 2.8%
Online	311	0.4%	316	0.5%	▲ 5	▲ 1.6%
Air and sea freight	508	0.7%	493	0.7%	15	3.1%
Others	3,448	4.9%	3,298	4.8%	150	4.6%
Total	67,239	96.1%	66,262	95.1%	977	1.5%

	Fuel Unit Price %y/y	Fuel Use %y/y
FY2015.3 1Q	▲ 22.2%	▲ 4.0%
FY2016.3 1Q	▲ 20.1%	▲ 0.4%
FY2017.3 1Q	14.8%	▲ 0.4%
FY2018.3 1Q	18.5%	▲ 1.9%
FY2019.3 1Q	0.2%	▲ 5.4%