

**Supplementary Data**  
**For the Fiscal Year Ended March 31, 2020**  
**SEINO HOLDINGS Co., Ltd.**

**I. Result of Performance**

(Millions of Yen)

	FY2020.3	FY2019.3	Increase (▲Decrease)	
Operating revenue	627,126	618,436	8,689	1.4%
Operating income	29,439	31,209	▲ 1,769	▲ 5.7%
Ordinary income	31,247	33,629	▲ 2,381	▲ 7.1%
Net income	25,677	21,216	4,460	21.0%
Net income per share	¥127.56	¥104.85		

	FY2020.3 Jan. through Mar.		FY2019.3 Jan. through Mar.		Increase (▲Decrease)	
Operating revenue	153,109		152,891		217	0.1%
Operating income	5,077		5,113		▲ 35	▲ 0.7%
Ordinary income	5,706		5,529		176	3.2%
Net income	▲ 627		2,764		▲ 3,392	—

**II. Performance by Segment**

(i) Operating revenue by segment

(Millions of Yen)

	FY2020.3		FY2019.3		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	466,473	74.4%	462,459	74.8%	4,013	0.9%
Vehicle sales	104,664	16.7%	102,233	16.5%	2,430	2.4%
Merchandise sales	32,867	5.2%	33,518	5.4%	▲ 650	▲ 1.9%
Real-estate leasing	1,732	0.3%	1,651	0.3%	81	4.9%
Others	21,389	3.4%	18,574	3.0%	2,814	15.2%
Total	627,126	100.0%	618,436	100.0%	8,689	1.4%

	FY2020.3 Jan. through Mar.		FY2019.3 Jan. through Mar.		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	112,793	73.7%	112,781	73.8%	12	0.0%
Vehicle sales	26,409	17.2%	26,508	17.3%	▲ 98	▲ 0.4%
Merchandise sales	7,892	5.2%	8,026	5.2%	▲ 134	▲ 1.7%
Real-estate leasing	459	0.3%	414	0.3%	45	10.9%
Others	5,554	3.6%	5,160	3.4%	394	7.6%
Total	153,109	100.0%	152,891	100.0%	217	0.1%

## (ii) Operating income by division

(Millions of Yen)

	FY2020.3		FY2019.3		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	23,339	79.3%	24,475	78.4%	▲ 1,135	▲ 4.6%
Vehicle sales	4,353	14.8%	4,850	15.5%	▲ 497	▲ 10.3%
Merchandise sales	870	3.0%	829	2.7%	41	5.0%
Real-estate leasing	1,382	4.7%	1,334	4.3%	47	3.6%
Others	688	2.3%	901	2.9%	▲ 213	▲ 23.7%
Total	30,634	104.1%	32,391	103.8%	▲ 1,757	▲ 5.4%
Elimination	▲ 1,194	▲ 4.1%	▲ 1,182	▲ 3.8%	▲ 12	—
Consolidated	29,439	100.0%	31,209	100.0%	▲ 1,769	▲ 5.7%

	FY2020.3 Jan. through		FY2019.3 Jan. through		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	4,086	80.5%	3,683	72.0%	402	10.9%
Vehicle sales	690	13.6%	1,050	20.5%	▲ 360	▲ 34.3%
Merchandise sales	175	3.5%	193	3.8%	▲ 18	▲ 9.3%
Real-estate leasing	355	7.0%	335	6.6%	20	6.0%
Others	67	1.3%	151	3.0%	▲ 83	▲ 55.2%
Total	5,375	105.9%	5,414	105.9%	▲ 39	▲ 0.7%
Elimination	▲ 297	▲ 5.9%	▲ 301	▲ 5.9%	3	—
Consolidated	5,077	100.0%	5,113	100.0%	▲ 35	▲ 0.7%

**III. Operating volume and freight rate(Transportation services)**

	FY2020.3
Operating volum	96.3%
Freight rate	104.1%

#### IV. Major expenses

(Millions of Yen)

	FY2020.3	FY2019.3	Increase (▲/Decrease)	
			¥ Million	% y/y
Personnel	213,903	210,245	3,658	1.7%
Fuel	15,940	17,014	▲ 1,074	▲ 6.3%
Depreciation	20,197	19,000	1,196	6.3%
Chartered truck fee, Committed fee, subcontract fee	175,401	173,172	2,229	1.3%
Tool road fee	7,946	8,001	▲ 55	▲ 0.7%
Others	164,296	159,791	4,504	2.8%
Total	597,686	587,227	10,459	1.8%

	FY2020.3 Jan. through Mar.	FY2019.3 Jan. through Mar.	Increase (▲/Decrease)	
			¥ Million	% y/y
Personnel	54,075	53,783	292	0.5%
Fuel	3,782	3,937	▲ 154	▲ 3.9%
Depreciation	5,427	5,132	295	5.7%
Chartered truck fee, Committed fee, subcontract fee	42,487	41,969	517	1.2%
Tool road fee	1,937	1,940	▲ 3	▲ 0.2%
Others	40,320	41,014	▲ 693	▲ 1.7%
Total	148,031	147,778	253	0.2%

#### Major expense by segment

(Millions of Yen)

	Transportation	Vehicle sales	Merchandise sales	Real-estate leasing	Others	Estimation	Total
Personnel	189,243	13,539	1,503	-	9,870	▲ 253	213,903
Fuel	15,580	208	6	-	145	-	15,940
Depreciation	17,890	1,873	59	83	698	▲ 406	20,197
Chartered truck fee, Committed fee,	175,401	-	-	-	-	-	175,401
Tool road fee	7,946	-	-	-	-	-	7,946
Others	39,528	95,177	49,218	266	26,237	▲ 46,133	164,296
Total	445,591	110,798	50,787	349	36,951	▲ 46,792	597,686

#### Major expense by Transportation business

(Millions of Yen)

	FY2020.3	FY2019.3	Increase (▲/Decrease)	
			¥ Million	% y/y
Personnel	189,243	187,110	2,133	1.1%
Fuel	15,580	16,628	▲ 1,047	▲ 6.3%
Depreciation	17,890	16,950	940	5.5%
Chartered truck fee, Committed fee, subcontract fee	175,401	173,172	2,229	1.3%
Tool road fee	7,946	8,001	▲ 55	▲ 0.7%
Others	39,528	38,422	1,106	2.9%
Total	445,591	440,285	5,306	1.2%

## V. Performance forecasts

(Millions of Yen)

		FY2021.3(E)	FY2020.3	Increase (▲decrease)	%y/y
Operating revenue	semi	269,300	315,342	▲ 46,042	▲ 14.6%
	FY	562,000	627,126	▲ 65,126	▲ 10.4%
Operating income	semi	3,000	16,158	▲ 13,158	▲ 81.4%
	FY	13,300	29,439	▲ 16,139	▲ 54.8%
Ordinary income	semi	3,400	16,903	▲ 13,503	▲ 79.9%
	FY	14,500	31,247	▲ 16,747	▲ 53.6%
Net income	semi	1,000	21,161	▲ 20,161	▲ 95.3%
	FY	7,400	25,677	▲ 18,277	▲ 71.2%

## VI. Performance forecasts by segment

### (i) Operating revenue

(Millions of Yen)

		FY2021.3(E)		FY2020.3		Increase (▲decrease)	%y/y
Transportation	semi	202,500	75.2%	232,592	73.8%	▲ 30,092	▲ 12.9%
	FY	427,000	76.0%	466,473	74.4%	▲ 39,473	▲ 8.5%
Vehicle sales	semi	42,200	15.7%	55,084	17.5%	▲ 12,884	▲ 23.4%
	FY	83,000	14.8%	104,664	16.7%	▲ 21,664	▲ 20.7%
Merchandise sales	semi	15,200	5.6%	16,221	5.1%	▲ 1,021	▲ 6.3%
	FY	31,000	5.5%	32,867	5.2%	▲ 1,867	▲ 5.7%
Real-estate leasing	semi	900	0.3%	838	0.3%	61	7.3%
	FY	1,800	0.3%	1,732	0.3%	67	3.9%
Others	semi	8,500	3.2%	10,604	3.3%	▲ 2,104	▲ 19.8%
	FY	19,200	3.4%	21,389	3.4%	▲ 2,189	▲ 10.2%
Total	semi	269,300	100.0%	315,342	100.0%	▲ 46,042	▲ 14.6%
	FY	562,000	100.0%	627,126	100.0%	▲ 65,126	▲ 10.4%

### (ii) Operating income

(Millions of Yen)

		FY2021.3(E)		FY2020.3		Increase (▲decrease)	%y/y
Transportation	semi	1,300	43.3%	12,345	76.4%	▲ 11,045	▲ 89.5%
	FY	9,900	74.4%	23,339	79.3%	▲ 13,439	▲ 57.6%
Vehicle sales	semi	1,100	36.7%	2,873	17.8%	▲ 1,773	▲ 61.7%
	FY	2,100	15.8%	4,353	14.8%	▲ 2,253	▲ 51.8%
Merchandise sales	semi	300	10.0%	421	2.6%	▲ 121	▲ 28.8%
	FY	550	4.1%	870	3.0%	▲ 320	▲ 36.8%
Real-estate leasing	semi	700	23.3%	677	4.2%	22	3.3%
	FY	1,400	10.5%	1,382	4.7%	17	1.3%
Others	semi	200	6.7%	454	2.8%	▲ 254	▲ 56.0%
	FY	500	3.8%	688	2.3%	▲ 188	▲ 27.4%
Elimination	semi	▲ 600	▲ 20.0%	▲ 613	▲ 3.8%	13	—
	FY	▲ 1,150	▲ 8.6%	▲ 1,194	▲ 4.1%	44	—
Total	semi	3,000	100.0%	16,158	100.0%	▲ 13,158	▲ 81.4%
	FY	13,300	100.0%	29,439	100.0%	▲ 16,139	▲ 54.8%

**VII. Capital investment by segment**

(Millions of Yen)

Capital investmen	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Elimination	Total
FY2021.3(E)	33,370	1,700	100	1,730	600	-	37,500
FY2020.3	26,138	3,759	129	3,496	1,090	▲ 608	34,007
FY2019.3	30,778	3,915	115	19	555	▲ 525	34,858

(Millions of Yen)

<b>Depreciation</b>	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Elimination	Total
FY2021.3(E)	18,840	1,900	60	100	700	▲ 400	21,200
FY2020.3	17,890	1,873	59	83	698	▲ 406	20,197
FY2019.3	16,950	1,761	49	83	529	▲ 373	19,000

**VIII. Number of employee and Vehicles**

<b>Employee</b>	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Total
FY2020.3	26,238	1,896	199	-	973	29,306
FY2019.3	25,542	1,887	201	-	909	28,539
FY2018.3	25,071	1,851	205	-	879	28,006

<b>Vehicles</b>	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Total
FY2020.3	24,917	-	-	-	-	24,917
FY2019.3	24,878	-	-	-	-	24,878
FY2018.3	24,384	-	-	-	-	24,384

**IX. Number of new car sales**

	FY2020.3	FY2019.3	Increase / Decrease
Passenger vehicle	19,239	19,021	218
Truck	4,164	4,394	▲ 230

For the Fiscal Year Ended March 31, 2020

Seino Transportation Co., Ltd.  
(Non Consolidated)

I. Result of Performance

(Millions of Yen)

	FY2020.3	FY2019.3	Increase (▲Decrease)	
Operating revenue	284,251	282,917	1,334	0.5%
Operating income	13,275	14,032	▲ 756	▲ 5.4%
Ordinary income	14,288	14,775	▲ 486	▲ 3.3%
Net income	16,587	9,319	7,267	78.0%

	FY2020.3 4Q (Jan. through Mar.)	FY2019.3 4Q (Jan. through Mar.)	Increase (▲Decrease)	
Operating revenue	69,172	69,388	▲ 215	▲ 0.3%
Operating income	3,078	2,527	550	21.8%
Ordinary income	3,599	2,660	939	35.3%
Net income	▲ 753	1,629	▲ 2,382	—

II. Operating volume

	April - March	January - March
FY2016.3	▲ 0.3%	▲ 0.4%
FY2017.3	0.3%	1.3%
FY2018.3	1.5%	1.0%
FY2019.3	▲ 2.3%	▲ 2.6%
FY2020.3	▲ 3.1%	▲ 4.9%

### III. Operating revenue by segment

		FY2020.3		FY2019.3		%y/y	
		¥Million	Per revenue	¥Million	Per revenue	¥Million	% y/y
L a n d	Commercial cargo	204,615	72.0%	204,496	72.3%	118	0.1%
	Mini	37,134	13.1%	37,102	13.1%	31	0.1%
	Home delivery	5,003	1.8%	5,636	2.0%	▲ 633	▲ 11.2%
	Moving	936	0.3%	837	0.3%	98	11.8%
	Charter	20,219	7.0%	19,799	7.0%	419	2.1%
	Subtotal	267,908	94.2%	267,873	94.7%	35	0.0%
Air snd Sea		2,726	1.0%	2,683	0.9%	43	1.6%
Others		13,616	4.8%	12,360	4.4%	1,255	10.2%
Total		284,251	100.0%	282,917	100.0%	1,334	0.5%

		FY2020.3 4Q Jan.-Mar.		FY2019.3 4Q Jan.-Mar.		Increase (▲Decrease)	
		¥Million	Per revenue	¥Million	Per revenue	¥Million	% y/y
L a n d	Commercial cargo	49,738	71.9%	49,919	72.0%	▲ 181	▲ 0.4%
	Mini	9,108	13.2%	9,094	13.1%	14	0.2%
	Home delivery	1,006	1.4%	1,334	1.9%	▲ 328	▲ 24.6%
	Moving	362	0.5%	398	0.6%	▲ 35	▲ 9.0%
	Charter	4,963	7.2%	4,933	7.1%	29	0.6%
	Subtotal	65,179	94.2%	65,680	94.7%	▲ 501	▲ 0.8%
Air snd Sea		694	1.0%	672	0.9%	22	3.3%
Others		3,298	4.8%	3,035	4.4%	263	8.7%
Total		69,172	100.0%	69,388	100.0%	▲ 215	▲ 0.3%

#### IV. Major expenses

	FY2020.3		FY2019.3		Increase (▲Decrease)	
	¥Million	Per revenue	¥Million	Per revenue	¥Million	%y/y
Personnel	95,459	33.6%	95,522	33.8%	▲ 63	▲ 0.1%
Fuel	5,638	2.0%	6,052	2.1%	▲ 414	▲ 6.8%
Depreciation	10,318	3.6%	9,982	3.5%	335	3.4%
Chartered truck fee	97,596	34.3%	95,503	33.8%	2,093	2.2%
Argent fee	22,797	8.0%	23,364	8.3%	▲ 567	▲ 2.4%
Commission fee	18,644	6.6%	18,255	6.5%	388	2.1%
Tool road fee	3,070	1.1%	3,092	1.1%	▲ 21	▲ 0.7%
Online	1,299	0.5%	1,295	0.4%	4	0.4%
Air and sea freight	2,141	0.8%	2,079	0.7%	62	3.0%
Others	14,008	4.9%	13,735	4.8%	272	2.0%
Total	270,975	95.3%	268,884	95.0%	2,090	0.8%

	FY2020.3 4Q Jan.-Mar.		FY2019.3 4Q Jan.-Mar.		Increase (▲Decrease)	
	¥Million	Per revenue	¥Million	Per revenue	¥Million	%y/y
Personnel	23,273	33.6%	24,314	35.0%	▲ 1,041	▲ 4.3%
Fuel	1,331	1.9%	1,377	2.0%	▲ 46	▲ 3.3%
Depreciation	2,688	3.9%	2,564	3.7%	124	4.8%
Chartered truck fee	23,934	34.6%	23,508	33.9%	426	1.8%
Argent fee	5,530	8.0%	5,669	8.2%	▲ 138	▲ 2.4%
Commission fee	4,354	6.3%	4,489	6.5%	▲ 135	▲ 3.0%
Tool road fee	746	1.1%	742	1.1%	3	0.5%
Online	324	0.5%	316	0.5%	7	2.5%
Air and sea freight	541	0.8%	516	0.7%	25	4.9%
Others	3,368	4.9%	3,360	4.8%	7	0.2%
Total	66,094	95.6%	66,860	96.4%	▲ 766	▲ 1.1%

	Fuel Unit Price %y/y	Fuel Use %y/y
FY2016.3	▲ 23.5%	▲ 1.7%
FY2017.3	▲ 6.4%	▲ 0.0%
FY2018.3	13.5%	▲ 0.7%
FY2019.3	13.9%	▲ 3.8%
FY2020.3	▲ 4.1%	▲ 3.3%