

Supplementary data for FY2024 1Q
(April 1, 2023 through June 30, 2023)
SEINO HOLDINGS Co., Ltd.

I. Result of Performance

(Millions of Yen)

	FY2024.3 1Q	FY2023.3 1Q	Increase (▲Decrease)	
			▲	%
Operating revenue	159,242	152,529	6,713	4.4%
Operating profit	6,160	7,264	▲ 1,104	▲ 15.2%
Ordinary profit	7,051	8,727	▲ 1,676	▲ 19.2%
Net profit	4,429	5,448	▲ 1,018	▲ 18.7%

II. Performance by Segment

(i) Operating revenue by segment

(Millions of Yen)

	FY2024.3 1Q		FY2023.3 1Q		Increase (▲Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	% y/y
Transportation	117,864	74.0%	116,372	76.3%	1,492	1.3%
Vehicle sales	27,028	17.0%	21,768	14.3%	5,259	24.2%
Merchandise sales	7,960	5.0%	7,773	5.1%	186	2.4%
Real-estate leasing	552	0.3%	539	0.4%	12	2.3%
Others	5,837	3.7%	6,075	3.9%	▲ 237	▲ 3.9%
Total	159,242	100.0%	152,529	100.0%	6,713	4.4%

(ii) Operating profit by division

(Millions of Yen)

	FY2024.3 1Q		FY2023.3 1Q		Increase (▲Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	% y/y
Transportation	3,757	61.0%	5,413	74.5%	▲ 1,656	▲ 30.6%
Vehicle sales	1,859	30.2%	1,426	19.6%	433	30.4%
Merchandise sales	176	2.8%	160	2.2%	15	9.9%
Real-estate leasing	405	6.6%	393	5.4%	11	3.0%
Others	312	5.1%	263	3.7%	48	18.5%
Total	6,511	105.7%	7,657	105.4%	▲ 1,146	▲ 15.0%
Elimination	▲ 351	▲ 5.7%	▲ 392	▲ 5.4%	41	-
Consolidated	6,160	100.0%	7,264	100.0%	▲ 1,104	▲ 15.2%

III. Operating volume and freight rate(Transportation services)

	FY2024.3 1Q
Operating volume	94.8%
Freight rate	100.4%

IV. Major expenses

(Millions of Yen)

	FY2024.3 1Q	FY2023.3 1Q	Increase (▲Decrease)	
			¥ million	%y/y
Personnel	54,475	54,302	173	0.3%
Fuel	4,400	4,570	▲ 169	▲ 3.7%
Depreciation	5,103	5,260	▲ 156	▲ 3.0%
Chartered truck fee, Committed fee, subcontract fee	45,154	42,793	2,361	5.5%
Tool road fee	2,037	1,967	69	3.5%
Others	41,910	36,370	5,540	15.2%
Total	153,082	145,264	7,818	5.4%

Major expense by segment

(Millions of Yen)

	Transportation	Vehicle sales	Merchandise sales	Real-estate leasing	Others	Estimation	Total
Personnel	48,111	3,045	348	-	2,956	13	54,475
Fuel	4,326	30	1	-	39	2	4,400
Depreciation	4,485	507	12	55	145	▲ 102	5,103
Chartered truck fee, Committed fee, subcontract fee	45,154	-	-	-	-	-	45,154
Tool road fee	2,037	-	-	-	-	-	2,037
Others	10,547	24,340	11,022	91	4,376	▲ 8,468	41,910
Total	114,664	27,924	11,384	147	7,518	▲ 8,555	153,082

Major expense by Transportation business

(Millions of Yen)

	FY2024.3 1Q		FY2023.3 1Q		Increase (▲Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	%y/y
Personnel	48,111	40.8%	47,882	41.1%	229	0.5%
Fuel	4,326	3.7%	4,460	3.8%	▲ 134	▲ 3.0%
Depreciation	4,485	3.8%	4,652	4.0%	▲ 166	▲ 3.6%
Chartered truck fee, Committed fee, subcontract fee	45,154	38.3%	42,793	36.8%	2,361	5.5%
Tool road fee	2,037	1.7%	1,967	1.7%	69	3.5%
Others	10,547	8.9%	9,707	8.3%	840	8.7%
Total	114,664	97.3%	111,464	95.8%	3,199	2.9%

V. Performance forecasts

(Millions of Yen)

		FY2024.3(E)	FY2023.3	Increase (▲decrease)	%y/y
Operating revenue	semi	316,160	306,366	9,793	3.2%
	FY	641,440	631,507	9,932	1.6%
Operating profit	semi	11,950	14,483	▲ 2,533	▲ 17.5%
	FY	27,320	28,501	▲ 1,181	▲ 4.1%
Ordinary profit	semi	13,500	16,751	▲ 3,251	▲ 19.4%
	FY	31,000	32,688	▲ 1,688	▲ 5.2%
Net profit	semi	7,800	9,915	▲ 2,115	▲ 21.3%
	FY	17,800	19,013	▲ 1,213	▲ 6.4%

VI. Performance forecasts by segment

(i) Operating revenue

(Millions of Yen)

		FY2024.3(E)		FY2023.3		Increase (▲decrease)	%y/y
Transportation	semi	235,650	74.5%	233,081	76.1%	2,568	1.1%
	FY	479,400	74.7%	474,701	75.2%	4,698	1.0%
Vehicle sales	semi	50,020	15.8%	43,874	14.3%	6,145	14.0%
	FY	98,370	15.3%	94,209	14.9%	4,160	4.4%
Merchandise sales	semi	16,430	5.2%	16,012	5.2%	417	2.6%
	FY	34,330	5.4%	33,517	5.3%	812	2.4%
Real-estate leasing	semi	1,110	0.4%	1,090	0.4%	19	1.8%
	FY	2,220	0.4%	2,191	0.3%	28	1.3%
Others	semi	12,950	4.1%	12,308	4.0%	641	5.2%
	FY	27,120	4.2%	26,886	4.3%	233	0.9%
Total	semi	316,160	100.0%	306,366	100.0%	9,793	3.2%
	FY	641,440	100.0%	631,507	100.0%	9,932	1.6%

(ii) Operating profit

(Millions of Yen)

		FY2024.3(E)		FY2023.3		Increase (▲decrease)	%y/y
Transportation	semi	7,830	65.5%	10,563	72.9%	▲ 2,733	▲ 25.9%
	FY	20,280	74.2%	21,869	76.7%	▲ 1,589	▲ 7.3%
Vehicle sales	semi	3,000	25.1%	2,836	19.6%	163	5.8%
	FY	4,900	18.0%	4,709	16.5%	190	4.0%
Merchandise sales	semi	330	2.7%	374	2.6%	▲ 44	▲ 11.9%
	FY	820	3.0%	800	2.8%	19	2.5%
Real-estate leasing	semi	800	6.7%	796	5.5%	3	0.4%
	FY	1,630	6.0%	1,614	5.7%	15	0.9%
Others	semi	820	6.9%	725	5.0%	94	13.0%
	FY	1,320	4.8%	1,174	4.1%	145	12.4%
Elimination	semi	▲ 830	▲ 6.9%	▲ 813	▲ 5.6%	▲ 16	—
	FY	▲ 1,630	▲ 6.0%	▲ 1,666	▲ 5.8%	36	—
Total	semi	11,950	100.0%	14,483	100.0%	▲ 2,533	▲ 17.5%
	FY	27,320	100.0%	28,501	100.0%	▲ 1,181	▲ 4.1%

Supplementary data for FY2024 1Q
(April 1, 2023 through June 30, 2023)
Seino Transportation Co., Ltd.(Non Consolidated)

Starting from this fiscal year, the financial figures represent the post-merger results of Companies Seino Transportation Co., Ltd. , Kanto Seino Transportation Co., Ltd. , Nohi Seino Transportation Co., Ltd. , and Tokai Seino Transportation Co., Ltd. . Please note that the figures for the FY2023 1Q term are pre-merger values, and year-on-year changes and growth rates are not provided.

I. Result of Performance

(Millions of Yen)

	FY2024.3 1Q	FY2023.3 1Q	Increase (▲Decrease)	
Operating revenue	76,492	66,633	-	-
Operating profit	2,614	2,464	-	-
Ordinary profit	2,749	2,545	-	-
Net profit	1,612	1,587	-	-

	FY2024.3 1Q	FY2023.3 1Q	Increase (▲Decrease)	
Operating revenue	76,492	77,764	▲ 1,272	▲ 1.6%
Operating profit	2,614	3,373	▲ 759	▲ 22.5%
Ordinary profit	2,749	3,504	▲ 755	▲ 21.6%
Net profit	1,612	2,212	▲ 600	▲ 27.1%

※The figures listed in this table represent the consolidated values after the merger.

II. Operating volume

	FY2024.3 1Q
FY2020.3 1Q	▲ 0.4%
FY2021.3 1Q	▲ 13.4%
FY2022.3 1Q	7.5%
FY2023.3 1Q	1.8%
FY2024.3 1Q	▲ 5.2%

III. Operating revenue by segment

		FY2024.3 1Q		FY2023.3 1Q		Increase (▲Decrease)	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	53,612	70.1%	47,762	71.7%	-	-
	Mini	9,418	12.3%	8,722	13.1%	-	-
	Home delivery	553	0.7%	585	0.8%	-	-
	Moving	131	0.2%	130	0.2%	-	-
	Charter	6,267	8.2%	4,395	6.6%	-	-
	Subtotal	69,983	91.5%	61,597	92.4%	-	-
Air and Sea		676	0.9%	833	1.3%	-	-
Others		5,831	7.6%	4,202	6.3%	-	-
Total		76,492	100.0%	66,633	100.0%	-	-

IV. Major expenses

	FY2024.3 1Q		FY2023.3 1Q		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Personnel	29,762	38.9%	23,645	35.5%	-	-
Fuel	2,448	3.2%	1,633	2.4%	-	-
Depreciation	3,304	4.3%	2,991	4.5%	-	-
Chartered truck fee	22,001	28.8%	21,286	31.9%	-	-
Argent fee	5,371	7.0%	5,653	8.5%	-	-
Commission fee	3,981	5.2%	3,788	5.7%	-	-
Tool road fee	1,272	1.7%	783	1.2%	-	-
Online	408	0.5%	298	0.4%	-	-
Air and sea freight	624	0.8%	780	1.2%	-	-
Others	4,702	6.2%	3,308	5.0%	-	-
Total	73,877	96.6%	64,168	96.3%	-	-

	Fuel Unit Price %y/y	Fuel Use %y/y
FY2020.3 1Q	0.2%	▲ 5.4%
FY2021.3 1Q	▲ 27.7%	▲ 3.7%
FY2022.3 1Q	36.2%	1.3%
FY2023.3 1Q	17.2%	1.3%
FY2024.3 1Q	▲ 1.6%	-