

**Supplementary Data**  
**For the Fiscal Year Ended March 31, 2024**  
**SEINO HOLDINGS Co., Ltd.**

**I. Result of Performance**

(Millions of Yen)

	FY2024.3	FY2023.3	Increase (▲Decrease)	
Operating revenue	642,811	631,507	11,304	1.8%
Operating profit	23,403	28,501	▲ 5,098	▲ 17.9%
Ordinary profit	24,496	32,688	▲ 8,192	▲ 25.1%
Profit attributable to owners of parent	14,561	19,013	▲ 4,451	▲ 23.4%
Net profit per share	¥83.72	¥104.87		

	FY2024.3 Jan. through Mar.	FY2023.3 Jan. through Mar.	Increase (▲Decrease)	
Operating revenue	156,044	158,693	▲ 2,648	▲ 1.7%
Operating profit	2,843	3,993	▲ 1,149	▲ 28.8%
Ordinary profit	2,579	4,363	▲ 1,783	▲ 40.9%
Net profit	1,400	1,929	▲ 529	▲ 27.4%

**II. Performance by Segment**

(i) Operating revenue by segment

(Millions of Yen)

	FY2024.3		FY2023.3		Increase (▲Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ Million	% y/y
Transportation	470,237	73.2%	474,701	75.2%	▲ 4,464	▲ 0.9%
Vehicle sales	108,663	16.9%	94,209	14.9%	14,454	15.3%
Merchandise sales	35,747	5.6%	33,517	5.3%	2,229	6.7%
Real-estate leasing	2,246	0.3%	2,191	0.3%	54	2.5%
Others	25,917	4.0%	26,886	4.3%	▲ 969	▲ 3.6%
Total	642,811	100.0%	631,507	100.0%	11,304	1.8%

	FY2024.3 Jan. through Mar.		FY2023.3 Jan. through Mar.		Increase (▲Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ Million	% y/y
Transportation	113,430	72.7%	114,861	72.4%	▲ 1,431	▲ 1.2%
Vehicle sales	26,846	17.2%	27,813	17.5%	▲ 967	▲ 3.5%
Merchandise sales	8,404	5.4%	8,403	5.3%	1	0.0%
Real-estate leasing	572	0.4%	549	0.3%	23	4.3%
Others	6,791	4.3%	7,065	4.5%	▲ 274	▲ 3.9%
Total	156,044	100.0%	158,693	100.0%	▲ 2,648	▲ 1.7%

## (ii) Operating profit by division

(Millions of Yen)

	FY2024.3		FY2023.3		Increase (▲Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ Million	% y/y
Transportation	15,273	65.3%	21,869	76.7%	▲ 6,595	▲ 30.2%
Vehicle sales	5,808	24.8%	4,709	16.5%	1,099	23.3%
Merchandise sales	948	4.0%	800	2.8%	148	18.5%
Real-estate leasing	1,648	7.0%	1,614	5.7%	33	2.1%
Others	1,394	6.0%	1,174	4.1%	220	18.8%
Total	25,073	107.1%	30,167	105.8%	▲ 5,093	▲ 16.9%
Elimination	▲ 1,670	▲ 7.1%	▲ 1,666	▲ 5.8%	▲ 4	-
Consolidated	23,403	100.0%	28,501	100.0%	▲ 5,098	▲ 17.9%

	FY2024.3 Jan. through Mar.		FY2023.3 Jan. through Mar.		Increase (▲Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ Million	% y/y
Transportation	1,738	61.1%	2,968	74.3%	▲ 1,230	▲ 41.4%
Vehicle sales	817	28.7%	771	19.3%	46	6.0%
Merchandise sales	96	3.4%	167	4.2%	▲ 71	▲ 42.7%
Real-estate leasing	419	14.8%	406	10.2%	13	3.4%
Others	150	5.3%	111	2.8%	38	34.9%
Total	3,222	113.3%	4,425	110.8%	▲ 1,203	▲ 27.2%
Elimination	▲ 378	▲ 13.3%	▲ 432	▲ 10.8%	53	-
Consolidated	2,843	100.0%	3,993	100.0%	▲ 1,149	▲ 28.8%

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

	FY2024.3
Operating volume	96.5%
Freight rate	101.5%

#### IV. Major expenses

(Millions of Yen)

	FY2024.3	FY2023.3	Increase (▲/Decrease)	
			¥ Million	% y/y
Personnel	219,055	220,078	▲ 1,022	▲ 0.5%
Fuel	18,240	18,053	187	1.0%
Depreciation	21,690	21,554	135	0.6%
Chartered truck fee, Committed fee, subcontract fee	178,376	176,495	1,881	1.1%
Tool road fee	7,655	7,818	▲ 163	▲ 2.1%
Others	174,389	159,005	15,383	9.7%
Total	619,408	603,006	16,402	2.7%

	FY2024.3 Jan. through Mar.	FY2023.3 Jan. through Mar.	Increase(▲/Decrease)	
			¥ Million	% y/y
Personnel	55,202	55,595	▲ 393	▲ 0.7%
Fuel	4,373	4,345	28	0.6%
Depreciation	5,740	5,518	222	4.0%
Chartered truck fee, Committed fee, subcontract fee	43,087	42,552	534	1.3%
Tool road fee	1,827	1,906	▲ 79	▲ 4.2%
Others	42,968	44,780	▲ 1,812	▲ 4.0%
Total	153,200	154,699	▲ 1,499	▲ 1.0%

#### Major expense by segment

(Millions of Yen)

	Transportation	Vehicle sales	Merchandise sales	Real-estate leasing	Others	Estimation	Total
Personnel	190,336	14,245	1,408	-	12,912	151	219,055
Fuel	17,919	137	6	-	165	11	18,240
Depreciation	18,916	2,224	59	225	648	▲ 383	21,690
Chartered truck fee, Committed fee, subcontract fee	178,376	-	-	-	-	-	178,376
Tool road fee	7,655	-	-	-	-	-	7,655
Others	43,995	95,227	48,520	372	20,873	▲ 34,598	174,389
Total	457,200	111,834	49,994	597	34,599	▲ 34,819	619,408

**Major expense by Transportation business**

(Millions of Yen)

	FY2024.3		FY2023.3		Increase (▲Decrease)	
	¥ Million	% y/y	¥ Million	% y/y	¥ Million	% y/y
Personnel	190,336	40.5%	192,468	40.5%	▲ 2,131	▲ 1.1%
Fuel	17,919	3.8%	17,657	3.7%	262	1.5%
Depreciation	18,916	4.0%	18,977	4.0%	▲ 60	▲ 0.3%
Chartered truck fee, Committed fee, subcontract fee	178,376	37.9%	176,495	37.2%	1,881	1.1%
Tool road fee	7,655	1.6%	7,818	1.6%	▲ 163	▲ 2.1%
Others	43,995	9.4%	41,882	8.8%	2,112	5.0%
Total	457,200	97.2%	455,300	95.9%	1,900	0.4%

	FY2024.3 Jan. through Mar.		FY2023.3 Jan. through Mar.		Increase (▲Decrease)	
	¥ Million	% y/y	¥ Million	% y/y	¥ Million	% y/y
Personnel	47,221	41.6%	47,888	41.7%	▲ 666	▲ 1.4%
Fuel	4,296	3.8%	4,269	3.7%	26	0.6%
Depreciation	4,974	4.4%	4,847	4.2%	126	2.6%
Chartered truck fee, Committed fee, subcontract fee	43,087	38.0%	42,552	37.0%	534	1.3%
Tool road fee	1,827	1.6%	1,906	1.7%	▲ 79	▲ 4.2%
Others	10,905	9.6%	11,244	9.8%	▲ 338	▲ 3.0%
Total	112,312	99.0%	112,708	98.1%	▲ 396	▲ 0.4%

**V. Performance forecasts**

(Millions of Yen)

		FY2025.3(E)	FY2024.3	Increase (▲decrease)	% y/y
Operating revenue	semi	317,000	315,510	1,489	0.5%
	FY	658,700	642,811	15,888	2.5%
Operating profit	semi	12,000	11,318	681	6.0%
	FY	30,900	23,403	7,496	32.0%
Ordinary profit	semi	12,900	12,215	684	5.6%
	FY	32,400	24,496	7,903	32.3%
Net profit	semi	7,500	7,441	58	0.8%
	FY	19,400	14,561	4,838	33.2%

## VI. Performance forecasts by segment

### (i) Operating revenue

(Millions of Yen)

		FY2025.3(E)		FY2024.3		Increase (▲decrease)	%y/y
Transportation	semi	234,000	73.8%	232,144	73.6%	1,855	0.8%
	FY	485,900	73.8%	470,237	73.2%	15,662	3.3%
Vehicle sales	semi	51,000	16.1%	52,548	16.7%	▲ 1,548	▲ 2.9%
	FY	106,000	16.1%	108,663	16.9%	▲ 2,663	▲ 2.5%
Merchandise sales	semi	17,300	5.5%	17,250	5.5%	49	0.3%
	FY	36,100	5.5%	35,747	5.6%	352	1.0%
Real-estate leasing	semi	1,130	0.3%	1,112	0.3%	17	1.6%
	FY	2,250	0.3%	2,246	0.3%	3	0.2%
Others	semi	13,570	4.3%	12,454	3.9%	1,115	9.0%
	FY	28,450	4.3%	25,917	4.0%	2,532	9.8%
Total	semi	317,000	100.0%	315,510	100.0%	1,489	0.5%
	FY	658,700	100.0%	642,811	100.0%	15,888	2.5%

### (ii) Operating profit

(Millions of Yen)

		FY2025.3(E)		FY2024.3		Increase (▲decrease)	%y/y
Transportation	semi	7,800	65.0%	6,673	59.0%	1,126	16.9%
	FY	22,900	74.1%	15,273	65.3%	7,626	49.9%
Vehicle sales	semi	2,900	24.2%	3,353	29.6%	▲ 453	▲ 13.5%
	FY	5,500	17.8%	5,808	24.8%	▲ 308	▲ 5.3%
Merchandise sales	semi	400	3.3%	458	4.1%	▲ 58	▲ 12.8%
	FY	1,000	3.2%	948	4.0%	51	5.5%
Real-estate leasing	semi	820	6.8%	817	7.2%	2	0.3%
	FY	1,650	5.4%	1,648	7.0%	1	0.1%
Others	semi	900	7.5%	802	7.1%	97	12.2%
	FY	1,600	5.2%	1,394	6.0%	205	14.7%
Elimination	semi	▲ 820	▲ 6.8%	▲ 787	▲ 7.0%	▲ 32	—
	FY	▲ 1,750	▲ 5.7%	▲ 1,670	▲ 7.1%	▲ 79	—
Total	semi	12,000	100.0%	11,318	100.0%	681	6.0%
	FY	30,900	100.0%	23,403	100.0%	7,496	32.0%

**VII. Capital investment by segment**

(Millions of Yen)

Capital investmen	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Elimination	Total
FY2025.3(E)	31,600	2,300	100	-	500	-	34,500
FY2024.3	21,707	3,286	91	74	761	▲ 477	25,442
FY2023.3	19,941	3,018	41	157	665	▲ 331	23,492

(Millions of Yen)

<b>Depreciation</b>	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Elimination	Total
FY2025.3(E)	21,000	2,200	50	220	630	▲ 400	23,700
FY2024.3	18,916	2,224	60	225	648	▲ 383	21,690
FY2023.3	18,977	2,096	60	228	625	▲ 432	21,554

**VIII. Number of employee and Vehicles**

<b>Employee</b>	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Total
FY2024.3	25,904	1,842	185	-	923	28,854
FY2023.3	26,692	1,816	189	-	939	29,636
FY2022.3	26,686	1,864	214	-	985	29,749

<b>Vehicles</b>	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Total
FY2024.3	25,667	-	-	-	-	25,667
FY2023.3	25,815	-	-	-	-	25,815
FY2022.3	25,514	-	-	-	-	25,514

**IX. Number of new car sales**

	FY2024.3	FY2023.3	Increase / Decrease
Passenger vehicle	17,865	16,120	1,745
Truck	2,733	2,505	228

**For the Fiscal Year Ended March 31, 2024**

**Seino Transportation Co., Ltd.**

**(Non Consolidated)**

**I. Result of Performance**

(Millions of Yen)

	FY2024.3	FY2023.3	Increase (▲Decrease)	
Operating revenue	306,238	267,366	-	-
Operating profit	10,383	10,553	-	-
Ordinary profit	10,976	11,336	-	-
Net profit	5,240	6,504	-	-

	FY2024.3 Jan. through Mar.	FY2023.3 Jan. through Mar.	Increase (▲Decrease)	
Operating revenue	74,478	64,493	-	-
Operating profit	1,107	1,864	-	-
Ordinary profit	1,292	2,168	-	-
Net profit	▲ 231	1,239	-	-

	FY2024.3	FY2023.3	Increase (▲Decrease)	
Operating revenue	306,238	312,352	▲ 6,113	▲ 2.0%
Operating profit	10,383	14,230	▲ 3,847	▲ 27.0%
Ordinary profit	10,976	15,165	▲ 4,188	▲ 27.6%
Net profit	5,240	10,274	▲ 5,034	▲ 49.0%

	FY2024.3 Jan. through Mar.	FY2023.3 Jan. through Mar.	Increase (▲Decrease)	
Operating revenue	74,478	75,368	▲ 889	▲ 1.2%
Operating profit	1,107	2,448	▲ 1,341	▲ 54.8%
Ordinary profit	1,292	2,779	▲ 1,487	▲ 53.5%
Net profit	▲ 231	1,557	▲ 1,789	-

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

## II. Operating volume

	April - March	January - March
FY2020.3	▲ 3.1%	▲ 4.9%
FY2021.3	▲ 8.0%	▲ 2.7%
FY2022.3	3.8%	1.8%
FY2023.3	0.1%	▲ 2.5%
FY2024.3	▲ 3.8%	▲ 1.8%

## III. Operating revenue by segment

		FY2024.3		FY2023.3		Increase (▲ Decrease)	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	213,541	69.7%	190,652	71.3%	-	-
	Mini	37,020	12.1%	34,200	12.8%	-	-
	Home delivery	2,072	0.7%	2,188	0.8%	-	-
	Moving	522	0.2%	554	0.2%	-	-
	Charter	26,276	8.6%	18,579	7.0%	-	-
	Subtotal	279,432	91.3%	246,174	92.1%	-	-
	Air and Sea	2,789	0.9%	3,242	1.2%	-	-
	Others	24,015	7.8%	17,948	6.7%	-	-
	Total	306,238	100.0%	267,366	100.0%	-	-

		FY2024.3 Jan - Mar		FY2023.3 Jan - Mar		Increase (▲ Decrease)	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	51,516	69.2%	45,617	70.7%	-	-
	Mini	9,066	12.2%	8,401	13.0%	-	-
	Home delivery	475	0.6%	498	0.8%	-	-
	Moving	248	0.3%	270	0.4%	-	-
	Charter	6,563	8.8%	4,708	7.3%	-	-
	Subtotal	67,870	91.1%	59,496	92.2%	-	-
	Air and Sea	631	0.9%	702	1.1%	-	-
	Others	5,975	8.0%	4,294	6.7%	-	-
	Total	74,478	100.0%	64,493	100.0%	-	-

#### IV. Major expenses

	FY2024.3		FY2023.3		Increase (▲Decrease)	
	¥ Million		¥ Million		¥ Million	% y/y
Personnel	116,307	38.0%	93,691	35.1%	-	-
Fuel	10,121	3.3%	6,460	2.4%	-	-
Depreciation	13,714	4.5%	11,909	4.5%	-	-
Chartered truck fee	87,999	28.7%	85,070	31.8%	-	-
Argent fee	21,328	7.0%	22,451	8.4%	-	-
Commission fee	16,663	5.4%	15,768	5.9%	-	-
Tool road fee	4,632	1.5%	3,084	1.2%	-	-
Online	1,579	0.5%	1,170	0.4%	-	-
Air and sea freight	2,541	0.8%	3,017	1.1%	-	-
Others	20,966	6.9%	14,187	5.3%	-	-
Total	295,855	96.6%	256,812	96.1%	-	-

	FY2024.3 Jan - Mar		FY2023.3 Jan - Mar		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Personnel	28,904	38.8%	23,093	35.8%	-	-
Fuel	2,423	3.3%	1,565	2.4%	-	-
Depreciation	3,569	4.8%	2,979	4.6%	-	-
Chartered truck fee	21,274	28.6%	20,379	31.6%	-	-
Argent fee	5,177	7.0%	5,484	8.5%	-	-
Commission fee	4,590	6.2%	3,576	5.5%	-	-
Tool road fee	1,107	1.5%	753	1.2%	-	-
Online	392	0.5%	295	0.5%	-	-
Air and sea freight	568	0.8%	644	1.0%	-	-
Others	5,362	7.2%	3,857	6.0%	-	-
Total	73,370	98.5%	62,629	97.1%	-	-

	Fuel Unit Price % y/y	Fuel Use % y/y
FY2020.3	▲ 4.1%	▲ 3.3%
FY2021.3	▲ 15.8%	▲ 3.8%
FY2022.3	31.3%	1.3%
FY2023.3	6.1%	0.5%
FY2024.3	3.7%	-