

**Supplementary data for FY2025 1Q**  
**(April 1, 2024 through June 30, 2024)**  
**SEINO HOLDINGS Co., Ltd.**

**I. Result of Performance**

(Millions of Yen)

	FY2025.3 1Q	FY2024.3 1Q	Increase (▲Decrease)	
			¥ million	% y/y
Operating revenue	164,632	159,242	5,389	3.4%
Operating profit	6,546	6,160	385	6.3%
Ordinary profit	6,948	7,051	▲ 102	▲ 1.4%
Net profit	3,195	4,429	▲ 1,233	▲ 27.9%

**II. Performance by Segment**

(i) Operating revenue by segment

(Millions of Yen)

	FY2025.3 1Q		FY2024.3 1Q		Increase (▲Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	% y/y
Transportation	120,122	73.0%	117,864	74.0%	2,257	1.9%
Vehicle sales	28,882	17.5%	27,028	17.0%	1,854	6.9%
Merchandise sales	8,770	5.3%	7,960	5.0%	810	10.2%
Real-estate leasing	576	0.4%	552	0.3%	24	4.4%
Others	6,280	3.8%	5,837	3.7%	442	7.6%
Total	164,632	100.0%	159,242	100.0%	5,389	3.4%

(ii) Operating profit by division

(Millions of Yen)

	FY2025.3 1Q		FY2024.3 1Q		Increase (▲Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	% y/y
Transportation	3,580	54.7%	3,757	61.0%	▲ 176	▲ 4.7%
Vehicle sales	2,408	36.8%	1,859	30.2%	548	29.5%
Merchandise sales	244	3.7%	176	2.8%	67	38.3%
Real-estate leasing	421	6.4%	405	6.6%	16	4.1%
Others	460	7.0%	312	5.1%	147	47.3%
Total	7,115	108.6%	6,511	105.7%	604	9.3%
Elimination	▲ 569	▲ 8.6%	▲ 351	▲ 5.7%	▲ 218	-
Consolidated	6,546	100.0%	6,160	100.0%	385	6.3%

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

	FY2025.3 1Q
Operating volume	100.4%
Freight rate	102.2%

#### IV. Major expenses

(Millions of Yen)

	FY2025.3 1Q	FY2024.3 1Q	Increase (▲Decrease)	
			¥ million	%y/y
Personnel	54,277	54,475	▲ 198	▲ 0.4%
Fuel	4,502	4,400	101	2.3%
Depreciation	5,361	5,103	257	5.1%
Chartered truck fee, Committed fee, subcontract fee	46,980	45,154	1,826	4.0%
Tool road fee	1,895	2,037	▲ 142	▲ 7.0%
Others	45,069	41,910	3,158	7.5%
Total	158,085	153,082	5,003	3.3%

#### Major expense by segment

(Millions of Yen)

	Transportation	Vehicle sales	Merchandise sales	Real-estate leasing	Others	Estimation	Total
Personnel	47,629	3,208	356	-	3,078	4	54,277
Fuel	4,416	34	1	-	40	8	4,502
Depreciation	4,719	529	15	55	153	▲ 113	5,361
Chartered truck fee, Committed fee, subcontract fee	46,980	-	-	-	-	-	46,980
Tool road fee	1,895	-	-	-	-	-	1,895
Others	11,482	25,843	11,925	98	5,167	▲ 9,448	45,069
Total	117,123	29,616	12,299	154	8,440	9,549	158,085

#### Major expense by Transportation business

(Millions of Yen)

	FY2025.3 1Q		FY2024.3 1Q		Increase (▲Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	%y/y
Personnel	47,629	39.7%	48,111	40.8%	▲ 482	▲ 1.0%
Fuel	4,416	3.7%	4,326	3.7%	90	2.1%
Depreciation	4,719	3.9%	4,485	3.8%	234	5.2%
Chartered truck fee, Committed fee, subcontract fee	46,980	39.0%	45,154	38.3%	1,826	4.0%
Tool road fee	1,895	1.6%	2,037	1.7%	▲ 142	▲ 7.0%
Others	11,482	9.6%	10,547	8.9%	934	8.9%
Total	117,123	97.5%	114,664	97.3%	2,459	2.1%

## 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%

**Supplementary data for FY2025 1Q**  
**(April 1, 2024 through June 30, 2024)**  
**Seino Transportation Co., Ltd.(Non Consolidated)**

**I. Result of Performance**

(Millions of Yen)

	FY2025.3 1Q	FY2024.3 1Q	Increase (▲Decrease)	
Operating revenue	77,336	76,492	844	1.1%
Operating profit	2,309	2,614	▲ 304	▲ 11.6%
Ordinary profit	2,463	2,749	▲ 285	▲ 10.4%
Net profit	737	1,612	▲ 874	▲ 54.3%

**II. Operating volume**

	FY2025.3 1Q
FY2021.3 1Q	▲ 13.4%
FY2022.3 1Q	7.5%
FY2023.3 1Q	1.8%
FY2024.3 1Q	▲ 5.2%
FY2025.3 1Q	1.1%

### III. Operating revenue by segment

		FY2025.3 1Q		FY2024.3 1Q		Increase (▲Decrease)	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	54,887	71.0%	54,587	71.4%	300	0.5%
	Mini	8,414	10.9%	8,443	11.0%	▲ 29	▲ 0.3%
	Home delivery	514	0.6%	553	0.7%	▲ 38	▲ 6.9%
	Moving	141	0.2%	131	0.2%	9	7.0%
	Charter	6,628	8.6%	6,267	8.2%	361	5.8%
	Subtotal	70,586	91.3%	69,983	91.5%	602	0.9%
Air and Sea		699	0.9%	676	0.9%	22	3.4%
Others		6,050	7.8%	5,831	7.6%	219	3.8%
Total		77,336	100.0%	76,492	100.0%	844	1.1%

### IV. Major expenses

	FY2025.3 1Q		FY2024.3 1Q		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Personnel	28,952	37.4%	29,762	38.9%	▲ 809	▲ 2.7%
Fuel	2,517	3.3%	2,448	3.2%	68	2.8%
Depreciation	3,505	4.5%	3,304	4.3%	200	6.1%
Chartered truck fee	22,950	29.7%	22,001	28.8%	949	4.3%
Argent fee	5,381	7.0%	5,371	7.0%	10	0.2%
Commission fee	4,072	5.3%	3,981	5.2%	91	2.3%
Tool road fee	1,161	1.5%	1,183	1.5%	▲ 21	▲ 1.8%
Online	510	0.7%	408	0.5%	101	24.9%
Air and sea freight	637	0.8%	624	0.8%	12	2.1%
Others	5,336	6.9%	4,791	6.3%	545	11.4%
Total	75,026	97.0%	73,877	96.6%	1,148	1.6%

	Fuel Unit Price %y/y	Fuel Use %y/y
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%	-
FY2025.3 1Q	4.7%	▲ 1.0%