

**Supplementary data for FY2017 1Q**  
**(April 1, 2016 through June 30, 2016)**  
**SEINO HOLDINGS Co., Ltd.**

**I. Result of Performance**

(Millions of Yen)

	FY2017.3 1Q	FY2016.3 1Q	Increase / Decrease	
Operating revenue	137,003	131,126	5,876	4.5%
Operating income	6,098	5,478	620	11.3%
Ordinary income	6,790	6,191	598	9.7%
Net income	4,155	3,838	317	8.3%

**II. Performance by segment**

(i) Operating revenue by segment

	FY2017.3 1Q		FY2016.3 1Q		Increase / Decrease	
	¥ million	%	¥ million	%	¥ million	%
Transportation	102,691	75.0%	98,474	75.1%	4,216	4.3%
Vehicle sales	24,130	17.6%	21,726	16.6%	2,404	11.1%
Merchandise Services	6,214	4.5%	7,191	5.5%	▲ 977	▲ 13.6%
Real-estate Leasing	375	0.3%	371	0.3%	3	1.0%
Others	3,592	2.6%	3,363	2.5%	228	6.8%
Total	137,003	100.0%	131,126	100.0%	5,876	4.5%

(ii) Operating income by segment

	FY2017.3 1Q		FY2016.3 1Q		Increase / Decrease	
	¥ million	%	¥ million	%	¥ million	%
Transportation	4,239	69.5%	3,948	72.0%	290	7.4%
Vehicle sales	1,372	22.5%	1,270	23.2%	102	8.1%
Merchandise Services	126	2.1%	152	2.9%	▲ 26	▲ 17.3%
Real-estate Leasing	317	5.2%	319	5.8%	▲ 2	▲ 0.7%
Others	240	3.9%	110	2.0%	130	118.1%
Total	6,296	103.2%	5,801	105.9%	494	8.5%
Elimination	▲ 197	▲ 3.2%	▲ 323	▲ 5.9%	125	—
Consolidated	6,098	100.0%	5,478	100.0%	620	11.3%

### III. Major expenses

(Millions of Yen)

	FY2017.3 1Q		FY2016.3 1Q		Increase / Decrease	
	¥ million	per revenue	¥ million	per revenue	¥ million	%/y
Personnel	48,284	35.2%	45,808	35.0%	2,475	5.4%
Fuel	3,174	2.3%	3,712	2.8%	▲ 538	▲ 14.5%
Depreciation	3,996	2.9%	3,554	2.7%	442	12.4%
Churtered truck , Argent, and Commision fee	38,295	27.9%	37,239	28.4%	1,055	2.8%
Tool road fee	2,002	1.5%	1,852	1.4%	150	8.1%
Others	35,150	25.7%	33,480	25.5%	1,670	5.0%
Total	130,905	95.5%	125,648	95.8%	5,256	4.2%

### IV. Cash flows

(Millions of Yen)

	FY2017.3 1Q	FY2016.3 1Q	Increase (Decrease)
Cash flows from operating activities	14,386	7,194	7,191
Cash flow operating investing activities	▲ 2,145	▲ 24,573	22,427
Cash flows from financing activities	▲ 3,463	10,070	▲ 13,533
Cash and cash equivalents at beginning of year	63,838	66,777	▲ 2,939
Cash and cash equivalents at end of year	72,598	59,466	13,131

### V. Performance forecasts

(Millions of Yen)

		FY2017.3 (Forecast)				FY2016.3			
		Operating revenue	%	Operating income	%	Operating revenue	%	Operating income	%
Transportaion	Semi	210,000	75.5%	7,900	68.7%	202,102	74.9%	7,590	67.1%
	FY	426,500	75.3%	19,500	73.6%	416,112	74.9%	19,112	73.0%
Vehicle sales	Semi	46,000	16.5%	2,600	22.6%	45,751	16.9%	2,835	25.1%
	FY	94,500	16.7%	5,000	18.9%	94,440	17.0%	4,925	18.8%
Merchandise Services	Semi	13,900	5.0%	350	3.0%	14,313	5.3%	357	3.2%
	FY	28,500	5.0%	800	3.0%	28,029	5.0%	772	3.0%
Real-estate leasing	Semi	750	0.3%	600	5.2%	747	0.3%	641	5.7%
	FY	1,500	0.3%	1,200	4.5%	1,471	0.3%	1,227	4.7%
Others	Semi	7,350	2.7%	350	3.1%	7,035	2.6%	351	3.1%
	FY	15,000	2.7%	700	2.6%	15,402	2.8%	1,107	4.2%
Total	Semi	278,000	100.0%	11,800	102.6%	269,951	100.0%	11,777	104.2%
	FY	566,000	100.0%	27,200	102.6%	555,457	100.0%	27,146	103.7%
Elimination	Semi	—	—	▲ 300	▲ 2.6%	—	—	▲ 475	▲ 4.2%
	FY	—	—	▲ 700	▲ 2.6%	—	—	▲ 960	▲ 3.7%
Total	Semi	278,000	100.0%	11,500	100.0%	269,951	100.0%	11,301	100.0%
	FY	566,000	100.0%	26,500	100.0%	555,457	100.0%	26,186	100.0%