

**Supplementary data for FY2018 2Q
(April 1, 2017 through September 30, 2017)
Seino Holdings Co., Ltd.**

I. Result of Performance

(Millions of Yen)

	FY2018.3 2Q	FY2017.3 2Q	Increase (Decrease)	
Operating revenue	290,205	275,921	14,284	5.2%
Operating profit	12,767	12,526	241	1.9%
Ordinary profit	12,932	13,417	▲ 484	▲ 3.6%
Net profit	8,876	8,498	378	4.5%

	FY2018.3 July-Sep.	FY2017.3 July-Sep.	Increase (Decrease)	
Operating revenue	146,048	138,918	7,129	5.1%
Operating profit	6,530	6,428	102	1.6%
Ordinary profit	5,982	6,627	▲ 644	▲ 9.7%
Net profit	4,431	4,342	88	2.0%

II. Performance by Segment

(1) Operating revenue by segment

(Millions of Yen)

	FY2018.3 2Q		FY2017.3 2Q		% y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	215,088	74.1%	206,041	74.7%	9,047	4.4%
Vehicle sales	51,405	17.7%	49,211	17.8%	2,194	4.5%
Merchandise Services	15,031	5.2%	12,965	4.7%	2,066	15.9%
Real-estate leasing	797	0.3%	753	0.3%	43	5.8%
Others	7,883	2.7%	6,950	2.5%	932	13.4%
Total	290,205	100.0%	275,921	100.0%	14,284	5.2%

	FY2018.3 July-Sep.		FY2017.3 July-Sep.		% y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	108,234	74.1%	103,350	74.4%	4,884	4.7%
Vehicle sales	25,464	17.4%	25,080	18.0%	383	1.5%
Merchandise Services	7,742	5.3%	6,750	4.9%	991	14.7%
Real-estate leasing	398	0.3%	378	0.3%	19	5.2%
Others	4,208	2.9%	3,357	2.4%	850	25.3%
Total	146,048	100.0%	138,918	100.0%	7,129	5.1%

(2) Operating profit by division

(Millions of Yen)

	FY2018.3 2Q		FY2017.3 2Q		%y/y	
	¥ million	Per profit	¥ million	Per profit	¥ million	Per profit
Transportation	8,764	68.7%	8,449	67.5%	314	3.7%
Vehicle sales	3,068	24.0%	3,040	24.3%	28	0.9%
Merchandise Services	298	2.3%	331	2.6%	▲ 32	▲ 9.8%
Real-estate leasing	613	4.8%	637	5.1%	▲ 24	▲ 3.8%
Others	488	3.8%	407	3.2%	81	20.0%
Total	13,233	103.6%	12,865	102.7%	367	2.9%
Elimination	▲ 465	▲ 3.6%	▲ 339	▲ 2.7%	▲ 126	—
Consolidated	12,767	100.0%	12,526	100.0%	241	1.9%

	FY2018.3 July-Sep.		FY2017.3 July-Sep.		%y/y	
	¥ million	Per profit	¥ million	Per profit	¥ million	Per profit
Transportation	4,511	69.1%	4,210	65.5%	301	7.2%
Vehicle sales	1,469	22.5%	1,667	25.9%	▲ 198	▲ 11.9%
Merchandise Services	166	2.6%	204	3.2%	▲ 37	▲ 18.5%
Real-estate leasing	310	4.7%	319	5.0%	▲ 9	▲ 3.0%
Others	320	4.9%	166	2.6%	153	92.3%
Total	6,778	103.8%	6,569	102.2%	209	3.2%
Elimination	▲ 248	▲ 3.8%	▲ 141	▲ 2.2%	▲ 106	—
Consolidated	6,530	100.0%	6,428	100.0%	102	1.6%

III. Operating volume and freight rate(Transportation services)

	FY2018.3 2Q
Operating volume	101.9%
Freight rate	101.6%

IV. Major expenses

(Millions of Yen)

	FY2018.3 2Q	FY2017.3 2Q	Increase	
			¥ Million	%y/y
Personnel	99,320	96,549	2,771	2.9%
Fuel	7,263	6,449	814	12.6%
Depreciation	8,411	8,192	219	2.7%
Chartered truck fee, Committed fee, subcontract fee	81,745	76,939	4,806	6.2%
Tool road fee	3,998	3,990	8	0.2%
Others	76,697	71,274	5,423	7.6%
Total	277,437	263,395	14,042	5.3%

	FY2018.3 July-Sep.	FY2017.3 July-Sep.	Increase	
			¥ Million	%y/y
Personnel	49,670	48,264	1,405	2.9%
Fuel	3,639	3,275	364	11.1%
Depreciation	4,339	4,195	144	3.4%
Chartered truck fee, Committed fee, subcontract fee	41,323	38,643	2,679	6.9%
Tool road fee	2,005	1,987	18	0.9%
Others	38,538	36,123	2,415	6.7%
Total	139,517	132,490	7,027	5.3%

Major expense by segment

FY2018.3 2Q	Transportation	Vehicle sales	Merchandise services	Real-estate leasing	Others	Estimation	Total
Personnel	88,757	6,371	728	-	3,903	▲ 439	99,320
Fuel	7,101	103	2	-	54	-	7,263
Depreciation	7,418	923	20	26	191	▲ 168	8,411
Chartered truck fee, Committed fee, subcontract fee	81,745	-	-	-	-	-	81,745
Tool road fee	3,998	-	-	-	-	-	3,998
Others	18,268	46,347	23,492	157	10,707	▲ 22,276	76,697
Total	207,291	53,745	24,244	184	14,856	▲ 22,884	277,437

Major expense by Transportation business

(Millions of Yen)

	FY2018.3 2Q	FY2017 3 2Q	Increase / Decrease	
Personnel	88,757	86,433	2,323	2.7%
Fuel	7,101	6,311	790	12.5%
Depreciation	7,418	7,270	148	2.0%
Chartered truck fee, Committed fee, subcontract fee	81,745	76,939	4,806	6.2%
Tool road fee	3,998	3,990	8	0.2%
Others	18,268	17,521	747	4.3%
Total	207,291	198,466	8,825	4.4%

IV. Performance forecasts

(Millions of Yen)

		FY2018.3 (Forecasts)	FY2017.3	Increase / decrease	%y/y
Operating revenue	Semi	290,205	275,921	14,284	5.2%
	FY	587,000	567,539	19,460	3.4%
Operating profit	Semi	12,767	12,526	241	1.9%
	FY	28,000	27,116	883	3.3%
Ordinary profit	Semi	12,932	13,417	▲ 484	▲ 3.6%
	FY	28,800	28,909	▲ 109	▲ 0.4%
Net profit	Semi	8,876	8,498	378	4.5%
	FY	18,500	18,206	293	1.6%

VI. Performance forecasts by segment

(i) Operating revenue

(Millions of Yen)

		FY2018.3(E)	FY2017.3	Increase decrease	%y/y
Transprtation	semi	215,088	206,041	9,047	4.4%
	FY	443,400	422,869	20,530	4.9%
Automobile sales	semi	51,405	49,211	2,194	4.5%
	FY	96,000	100,237	▲ 4,237	▲ 4.2%
Marchandise sales	semi	15,031	12,965	2,066	15.9%
	FY	29,000	27,749	1,250	4.5%
Real-estate lesing	semi	797	753	43	5.8%
	FY	1,600	1,542	57	3.7%
Others	semi	7,883	6,950	932	13.4%
	FY	17,000	15,140	1,859	12.3%
Total	semi	290,205	275,921	14,284	5.2%
	FY	587,000	567,539	19,460	3.4%

(ii) Operationg profit

(Millions of Yen)

		FY2018.3(E)	FY2017.3	Increase decrease	%y/y
Transprtation	semi	8,764	8,449	314	3.7%
	FY	20,700	20,020	679	3.4%
Automobile sales	semi	3,068	3,040	28	0.9%
	FY	5,000	5,055	▲ 55	▲ 1.1%
Marchandise sales	semi	298	331	▲ 32	▲ 9.8%
	FY	900	766	133	17.5%
Real-estate lesing	semi	613	637	▲ 24	▲ 3.8%
	FY	1,300	1,278	21	1.7%
Others	semi	488	407	81	20.0%
	FY	900	727	172	23.7%
Elimination	semi	▲ 465	▲ 339	▲ 126	—
	FY	▲ 800	▲ 731	▲ 68	—
Total	semi	12,767	12,526	241	1.9%
	FY	28,000	27,116	883	3.3%

VII. Capital investment

(Millions of Yen)

	FY2016.3		FY2017.3		FY2018.3	
	2Q	Annual	2Q	Annual	2Q	Annual (Forecasts)
Land	215	467	1,764	2,154	318	400
Building	5,639	11,840	1,366	3,577	4,067	7,000
Vehicle	4,379	7,205	4,383	7,198	4,593	8,400
Others	1,305	4,925	1,451	3,700	2,891	4,700
Total	11,538	24,437	8,964	16,629	11,869	20,500

VIII. Capital investment by segment

(Millions of Yen)

Capital investment	Transportation	Vehicle sales	Merchandise Services	Real-estate leasing	Others	Elimination	Total
FY2018.3 (Forecasts)	17,560	1,850	40	500	550	-	20,500
FY2017.3 2Q	10,463	972	30	223	407	▲ 228	11,869
FY2016.3 2Q	7,801	945	8	237	152	▲ 179	8,964

IX. Number of Personnel and Vehicles

Personnel	Transportation	Vehicle sales	Merchandise Services	Real-estate leasing	Others	Total
FY2018.3 2Q	24,997	1,877	209	-	870	27,953
FY2017.3 2Q	24,880	1,851	209	-	808	27,748
FY2016.3 2Q	24,550	1,803	209	-	813	27,375

Vehicles	Transportation	Vehicle sales	Merchandise Services	Real-estate leasing	Others	Total
FY2018.3 2Q	24,333	-	-	-	-	24,333
FY2017.3 2Q	24,214	-	-	-	-	24,214
FY2016.3 2Q	24,074	-	-	-	-	24,074

XI. Number of Vehicle sales

	FY2018.3 2Q	FY2017.3 2Q	Increase (Decrease)
Automobile	10401	10,033	368
Truck	1917	1,770	147