

Supplementary data for FY2023 1Q
(April 1, 2022 through June 30, 2022)
SEINO HOLDINGS Co., Ltd.

I. Result of Performance

(Millions of Yen)

	FY2023.3 1Q	FY2022.3 1Q	Increase (▲Decrease)	
Operating revenue	152,529	148,504	4,024	2.7%
Operating income	7,264	6,956	308	4.4%
Ordinary income	8,727	7,923	804	10.1%
Net income	5,448	4,981	466	9.4%

II. Performance by Segment

(i) Operating revenue by segment

(Millions of Yen)

	FY2023.3 1Q		FY2022.3 1Q		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	116,372	76.3%	110,756	74.6%	5,615	5.1%
Vehicle sales	21,768	14.3%	24,752	16.7%	▲ 2,984	▲ 12.1%
Merchandise sales	7,773	5.1%	7,019	4.7%	753	10.7%
Real-estate leasing	539	0.4%	480	0.3%	58	12.2%
Others	6,075	3.9%	5,494	3.7%	580	10.6%
Total	152,529	100.0%	148,504	100.0%	4,024	2.7%

(ii) Operating income by division

(Millions of Yen)

	FY2023.3 1Q		FY2022.3 1Q		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	5,413	74.5%	5,222	75.1%	190	3.7%
Vehicle sales	1,426	19.6%	1,371	19.7%	54	4.0%
Merchandise sales	160	2.2%	188	2.7%	▲ 27	▲ 14.8%
Real-estate leasing	393	5.4%	374	5.4%	18	5.1%
Others	263	3.7%	214	3.1%	48	22.7%
Total	7,657	105.4%	7,372	106.0%	285	3.9%
Elimination	▲ 392	▲ 5.4%	▲ 415	▲ 6.0%	23	-
Consolidated	7,264	100.0%	6,956	100.0%	308	4.4%

III. Operating volume and freight rate(Transportation services)

	FY2023.3 1Q
Operating volume	102.6%
Freight rate	99.5%

IV. Major expenses

(Millions of Yen)

	FY2023.3 1Q	FY2022.3 1Q	Increase (▲Decrease)	
			¥ Million	% y/y
Personnel	54,302	53,425	876	1.6%
Fuel	4,570	3,890	679	17.5%
Depreciation	5,260	5,075	185	3.6%
Chartered truck fee, Committed fee, subcontract fee	42,793	39,367	3,426	8.7%
Tool road fee	1,967	1,931	35	1.8%
Others	36,370	37,857	▲ 1,486	▲ 3.9%
Total	145,264	141,547	3,716	2.6%

Major expense by segment

(Millions of Yen)

	Transportation	Vehicle sales	Merchandise sales	Real-estate leasing	Others	Estimation	Total
Personnel	47,882	3,103	364	-	2,919	32	54,302
Fuel	4,460	58	1	-	44	5	4,570
Depreciation	4,652	505	15	55	142	▲ 110	5,260
Chartered truck fee, Committed fee, subcontract fee	42,793	-	-	-	-	-	42,793
Tool road fee	1,967	-	-	-	-	-	1,967
Others	9,707	19,461	10,780	91	4,594	▲ 8,265	36,370
Total	111,464	23,128	11,161	146	7,701	▲ 8,338	145,264

Major expense by Transportation business

(Millions of Yen)

	FY2023.3 1Q	FY2022.3 1Q	Increase (▲Decrease)	
			¥ Million	% y/y
Personnel	47,882	47,425	456	1.0%
Fuel	4,460	3,796	663	17.5%
Depreciation	4,652	4,493	158	3.5%
Chartered truck fee, Committed fee, subcontract fee	42,793	39,367	3,426	8.7%
Tool road fee	1,967	1,931	35	1.8%
Others	9,707	9,021	686	7.6%
Total	111,464	106,036	5,427	5.1%

V. Performance forecasts

(Millions of Yen)

		FY2023.3(E)	FY2022.3	Increase (▲decrease)	% y/y
Operating revenue	semi	303,800	294,954	8,845	3.0%
	FY	620,300	607,657	12,642	2.1%
Operating income	semi	14,890	12,646	2,243	17.7%
	FY	31,430	27,545	3,884	14.1%
Ordinary income	semi	16,440	14,158	2,281	16.1%
	FY	34,430	30,269	4,160	13.7%
Net income	semi	10,200	8,670	1,529	17.6%
	FY	21,700	17,255	4,444	25.8%

VI. Performance forecasts by segment

(i) Operating revenue

(Millions of Yen)

		FY2023.3(E)		FY2022.3		Increase (▲decrease)	% y/y
Transportation	semi	229,800	75.7%	219,636	74.5%	10,163	4.6%
	FY	469,600	75.7%	453,253	74.6%	16,346	3.6%
Vehicle sales	semi	45,000	14.8%	49,010	16.6%	▲ 4,010	▲ 8.2%
	FY	91,000	14.7%	98,220	16.2%	▲ 7,220	▲ 7.4%
Merchandise sales	semi	16,500	5.4%	14,368	4.9%	2,131	14.8%
	FY	34,000	5.5%	30,753	5.1%	3,246	10.6%
Real-estate leasing	semi	1,050	0.3%	976	0.3%	73	7.6%
	FY	2,100	0.3%	2,013	0.3%	86	4.3%
Others	semi	11,450	3.8%	10,962	3.7%	487	4.4%
	FY	23,600	3.8%	23,417	3.8%	182	0.8%
Total	semi	303,800	100.0%	294,954	100.0%	8,845	3.0%
	FY	620,300	100.0%	607,657	100.0%	12,642	2.1%

(ii) Operations income

(Millions of Yen)

		FY2023.3(E)		FY2022.3		Increase (▲decrease)	% y/y
Transportation	semi	11,280	75.7%	9,109	72.0%	2,170	23.8%
	FY	24,250	77.1%	21,107	76.6%	3,142	14.9%
Vehicle sales	semi	2,400	16.1%	2,671	21.1%	▲ 271	▲ 10.2%
	FY	4,500	14.3%	4,491	16.3%	8	0.2%
Merchandise sales	semi	360	2.4%	384	3.1%	▲ 24	▲ 6.4%
	FY	810	2.6%	789	2.9%	20	2.6%
Real-estate leasing	semi	860	5.8%	757	6.0%	102	13.6%
	FY	1,720	5.5%	1,508	5.5%	211	14.0%
Others	semi	740	5.0%	508	4.0%	231	45.6%
	FY	1,660	5.3%	1,194	4.3%	465	39.0%
Elimination	semi	▲ 750	▲ 5.0%	▲ 785	▲ 6.2%	35	—
	FY	▲ 1,510	▲ 4.8%	▲ 1,545	▲ 5.6%	35	—
Total	semi	14,890	100.0%	12,646	100.0%	2,243	17.7%
	FY	31,430	100.0%	27,545	100.0%	3,884	14.1%

Supplementary data for FY2023 1Q
(April 1, 2022 through June 30, 2022)

Seino Transportation Co., Ltd.(Non Consolidated)

I. Result of Performance

(Millions of Yen)

	FY2023.3 1Q	FY2022.3 1Q	Increase (▲Decrease)	
Operating revenue	66,633	65,771	861	1.3%
Operating income	2,464	3,109	▲ 645	▲ 20.7%
Ordinary income	2,545	3,200	▲ 655	▲ 20.5%
Net income	1,587	1,991	▲ 404	▲ 20.3%

II. Operating volume

	FY2023.3 1Q
FY2019.3 1Q	▲ 2.1%
FY2020.3 1Q	▲ 0.4%
FY2021.3 1Q	▲ 13.4%
FY2022.3 1Q	7.5%
FY2023.3 1Q	1.8%

III. Operating revenue by segment

		FY2023.3 1Q		FY2022.3 1Q		%y/y	
		¥Million	Per revenue	¥Million	Per revenue	¥Million	% y/y
L a n d	Commercial cargo	47,762	71.7%	46,751	71.1%	1,011	2.2%
	Mini	8,722	13.1%	8,877	13.5%	▲ 154	▲ 1.7%
	Home delivery	585	0.8%	700	1.1%	▲ 114	▲ 16.4%
	Moving	130	0.2%	173	0.2%	▲ 43	▲ 25.2%
	Charter	4,395	6.6%	4,468	6.8%	▲ 72	▲ 1.6%
	Subtotal	61,597	92.4%	60,970	92.7%	626	1.0%
	Air and Sea	833	1.3%	855	1.3%	▲ 21	▲ 2.5%
	Others	4,202	6.3%	3,945	6.0%	256	6.5%
	Total	66,633	100.0%	65,771	100.0%	861	1.3%

IV. Major expenses

	FY2023.3 1Q		FY2022.3 1Q		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Personnel	23,645	35.5%	23,356	35.5%	289	1.2%
Fuel	1,633	2.4%	1,378	2.1%	255	18.5%
Depreciation	2,991	4.5%	2,780	4.2%	210	7.6%
Chartered truck fee	21,286	31.9%	21,086	32.1%	199	0.9%
Argent fee	5,653	8.5%	5,577	8.5%	75	1.4%
Commission fee	3,788	5.7%	3,747	5.7%	41	1.1%
Tool road fee	783	1.2%	752	1.2%	30	4.1%
Online	298	0.4%	286	0.4%	11	4.0%
Air and sea freight	780	1.2%	733	1.1%	46	6.3%
Others	3,308	5.0%	2,961	4.5%	346	11.7%
Total	64,168	96.3%	62,662	95.3%	1,506	2.4%

	Fuel Unit Price %y/y	Fuel Use %y/y
FY2019.3 1Q	18.5%	▲ 1.9%
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%