

Supplementary Data for FY2014 3Q
(April 1, 2013 through December 31, 2013)
Consolidated

I .Result of Performance

(Millions of Yen)

	FY2014.3 3Q	FY2013.3 3Q	Increase (decrease)	
Operating revenue	401,417	386,589	14,827	3.8%
Operating income	14,939	11,425	3,513	30.8%
Ordinary income	18,868	15,427	3,440	22.3%
Net income	11,817	9,873	1,943	19.7%

	FY2014.3 (Oct. through Dec.)	FY2013.3 (Oct. through Dec.)	Increase (decrease)	
Operating revenue	142,384	134,917	7,467	5.5%
Operating income	7,023	6,192	831	13.4%
Ordinary income	8,354	7,462	892	12.0%
Net income	5,204	4,661	543	11.7%

II .Performance by segment

(i)Operating revenue by segment

(Millions of Yen)

	FY2014.3 3Q		FY2013.3 3Q		Increase (decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	%y/y
Transportation services	294,613	73.4%	280,653	72.6%	13,959	5.0%
Vehicle sales	70,762	17.6%	70,524	18.2%	238	0.3%
Merchandise sales	24,865	6.2%	24,216	6.3%	649	2.7%
Real-estate Leasing services	1,059	0.3%	1,074	0.3%	▲ 14	▲ 1.3%
Others	10,115	2.5%	10,120	2.6%	▲ 4	▲ 0.0%
Total	401,417	100.0%	386,589	100.0%	14,827	3.8%

	FY2014.3 (Oct. through Dec.)		FY2013.3 (Oct. through Dec.)		Increase (decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	%y/y
Transportation services	104,132	73.1%	99,495	73.7%	4,637	4.7%
Vehicle sales	25,004	17.6%	22,422	16.6%	2,581	11.5%
Merchandise sales	9,399	6.6%	8,738	6.5%	661	7.6%
Real-estate Leasing services	354	0.2%	359	0.3%	▲ 4	▲ 1.4%
Others	3,493	2.5%	3,901	2.9%	▲ 407	▲ 10.5%
Total	142,384	100.0%	134,917	100.0%	7,467	5.5%

(ii) Operating income by segment

(Millions of Yen)

	FY2014.3 3Q		FY2013.3 3Q		Increase (decrease)	
	¥ million	Per income	¥ million	Per income	¥ million	%y/y
Transportation services	9,714	65.0%	5,959	52.1%	3,754	63.0%
Vehicle sales	3,732	25.0%	3,937	34.5%	▲ 204	▲ 5.2%
Merchandise sales	572	3.9%	581	5.1%	▲ 8	▲ 1.5%
Real-estate Leasing services	912	6.1%	917	8.0%	▲ 5	▲ 0.6%
Others	302	2.0%	364	3.2%	▲ 62	▲ 17.0%
Total	15,234	102.0%	11,760	102.9%	3,473	29.5%
Elimination	▲ 294	▲ 2.0%	▲ 334	▲ 2.9%	40	—
Consolidated	14,939	100.0%	11,425	100.0%	3,513	30.8%

	FY2014.3 (Oct. through Dec.)		FY2013.3 (Oct. through Dec.)		Increase (decrease)	
	¥ million	Per income	¥ million	Per income	¥ million	%y/y
Transportation services	5,207	74.2%	4,144	66.9%	1,062	25.6%
Vehicle sales	1,278	18.2%	1,392	22.5%	▲ 113	▲ 8.2%
Merchandise sales	244	3.5%	266	4.3%	▲ 22	▲ 8.5%
Real-estate Leasing services	311	4.4%	304	4.9%	7	2.3%
Others	100	1.4%	184	3.0%	▲ 83	▲ 45.4%
Total	7,143	101.7%	6,293	101.6%	849	13.5%
Elimination	▲ 119	▲ 1.7%	▲ 100	▲ 1.6%	▲ 18	—
Consolidated	7,023	100.0%	6,192	100.0%	831	13.4%

III. Major expenses

(Millions of Yen)

	FY2014.3 3Q		FY2013.3 3Q		Increase (decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	%y/y
Personnel	137,426	34.2%	133,944	34.6%	3,482	2.6%
Fuel	14,752	3.7%	13,695	3.5%	1,056	7.7%
Depreciation	10,507	2.6%	10,733	2.8%	▲ 226	▲ 2.1%
Others	223,791	55.8%	216,790	56.1%	7,000	3.2%
Total	386,477	96.3%	375,164	97.0%	11,313	3.0%

	FY2014.3 (Oct. through Dec.)		FY2013.3 (Oct. through Dec.)		Increase (decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	%y/y
Personnel	46,994	33.0%	45,858	34.0%	1,136	2.5%
Fuel	5,158	3.6%	4,707	3.5%	451	9.6%
Depreciation	3,679	2.6%	3,661	2.7%	18	0.5%
Others	79,528	55.9%	74,497	55.2%	5,030	6.8%
Total	135,361	95.1%	128,724	95.4%	6,636	5.2%

IV. Cash flow

(Millions of Yen)

	FY2014.3 3Q	FY2013.3 3Q	Changes
Cash flows from operating activities	16,718	14,112	2,605
Cash flows from investing activities	▲ 28,477	▲ 23,278	▲ 5,199
Cash flows from financing activities	7,581	▲ 2,526	10,108
Cash and cash equivalents at beginning of year	54,054	57,595	▲ 3,540
Cash and cash equivalents at end of year	49,884	45,906	3,978

V. Number of Vehicle sales (New cars)

	FY2014.3 (Apr. through Dec.)	FY2013.3 (Apr. through Dec.)	Changes
Automobile	16,428	16,980	▲ 552
Truck	1,830	1,629	201

	FY2014.3 (Oct. through Dec.)	FY2013.3 (Oct. through Dec.)	Changes
Automobile	5,530	4,737	793
Truck	745	538	207

VI. Performance Forecasts

(Millions of Yen)

		FY2014.3 Results and Forecasts				FY2013.3 Results			
		Operating revenue	Per revenue	Operating income	Per income	Operating revenue	Per revenue	Operating income	Per income
Transportation services	Interim	190,480	73.5%	4,506	56.9%	181,158	72.0%	1,814	34.7%
	FY	387,000	73.4%	11,400	63.0%	371,545	72.0%	6,917	48.2%
Automobile sales	Interim	45,758	17.7%	2,454	31.0%	48,101	19.1%	2,545	48.6%
	FY	90,000	17.1%	4,500	24.9%	96,148	18.6%	5,442	37.9%
Merchandise sales	Interim	15,465	6.0%	327	4.1%	15,477	6.1%	314	6.0%
	FY	33,000	6.3%	800	4.4%	32,456	6.3%	736	5.1%
Real-estate Leasing	Interim	705	0.3%	600	7.6%	714	0.3%	613	11.7%
	FY	1,400	0.3%	1,200	6.6%	1,438	0.3%	1,214	8.5%
Others	Interim	6,622	2.5%	202	2.6%	6,219	2.5%	180	3.5%
	FY	15,600	2.9%	600	3.3%	14,595	2.8%	494	3.5%
Total	Interim	259,032	100.0%	8,091	102.2%	251,672	100.0%	5,467	104.5%
	FY	527,000	100.0%	18,500	102.2%	516,184	100.0%	14,805	103.2%
Elimination	Interim	—	—	▲ 175	▲ 2.2%	—	—	▲ 234	▲ 4.5%
	FY	—	—	▲ 400	▲ 2.2%	—	—	▲ 459	▲ 3.2%
Consolidated	Interim	259,032	100.0%	7,915	100.0%	251,672	100.0%	5,232	100.0%
	FY	527,000	100.0%	18,100	100.0%	516,184	100.0%	14,346	100.0%

Supplementary Data for FY 2014 3 Quarter
(April 1, 2013 through December 31, 2013)
Seino Transportation Co., Ltd.

I. Result of Performance

(Millions of Yen)

	FY2014.3 3Q	FY2013.3 3Q	Changes	
Operating revenue	194,878	185,681	9,197	5.0%
Operating income	5,473	3,992	1,481	37.1%
Ordinary income	5,959	4,609	1,350	29.3%
Net income	3,366	2,342	1,023	43.7%

	Oct 1, 2013 - Dec 31, 2013	Oct 1, 2012 - Dec 31, 2012	Changes	
Operating revenue	68,918	66,389	2,529	3.8%
Operating income	2,962	2,605	357	13.7%
Ordinary income	3,133	2,774	358	12.9%
Net income	1,816	1,606	210	13.1%

II. Operating Volume (%y/y)

	April 1 -Dec 31	Oct 1 -Dec 31
FY2010.3	▲ 7.8%	1.0%
FY2011.3	7.5%	4.5%
FY2012.3	▲ 4.1%	▲ 5.3%
FY2013.3	0.8%	2.4%
FY2014.3	3.6%	2.7%

III. Operating revenue by segment

(Millions of Yen)

		FY2014.3 3Q		FY2013.3 3Q		Changes	
		¥ millions	Per revenue	¥ millions	Per revenue	¥ millions	%y/y
L a n d	Commercial Cargo	139,095	71.4%	131,904	71.0%	7,191	5.5%
	Mini	26,987	13.8%	26,048	14.0%	939	3.6%
	Home delivery	6,399	3.3%	5,710	3.1%	688	12.1%
	Moving	756	0.4%	901	0.5%	▲ 145	▲ 16.2%
	Charter	12,508	6.4%	11,989	6.5%	519	4.3%
	Subtotal	185,747	95.3%	176,555	95.1%	9,192	5.2%
Air and Sea		1,637	0.8%	1,610	0.9%	26	1.7%
Others		7,493	3.9%	7,515	4.0%	▲ 22	▲ 0.3%
Total		194,878	100.0%	185,681	100.0%	9,197	5.0%

		Oct 1, 2013 -Dec 31, 2013		Oct 1, 2012 -Dec 31, 2012		Changes	
		¥ millions	Per revenue	¥ millions	Per revenue	¥ millions	%y/y
L a n d	Commercial Cargo	49,309	71.5%	47,214	71.1%	2,094	4.4%
	Mini	9,282	13.5%	9,113	13.7%	168	1.9%
	Home delivery	2,297	3.3%	2,266	3.4%	30	1.4%
	Moving	162	0.2%	238	0.4%	▲ 75	▲ 31.9%
	Charter	4,513	6.6%	4,195	6.3%	317	7.6%
	Subtotal	65,564	95.1%	63,027	94.9%	2,536	4.0%
Air and Sea		554	0.8%	541	0.8%	13	2.4%
Others		2,800	4.1%	2,820	4.3%	▲ 20	▲ 0.7%
Total		68,918	100.0%	66,389	100.0%	2,529	3.8%

IV. Major expenses

(Millions of Yen)

	FY2014.3 3Q		FY2013.3 3Q		Changes	
	¥ millions	Per revenue	¥ millions	Per revenue	¥ millions	%y/y
Personnel	66,411	34.1%	64,052	34.5%	2,359	3.7%
Fuel	5,858	3.0%	5,404	2.9%	454	8.4%
Depreciation	6,096	3.1%	6,200	3.3%	▲ 104	▲ 1.7%
Chartered truck fee	65,316	33.5%	61,960	33.4%	3,356	5.4%
Agent fee	16,392	8.4%	15,488	8.3%	903	5.8%
Commission fee	13,788	7.1%	12,803	6.9%	985	7.7%
Tool road fee	2,214	1.1%	2,171	1.2%	42	1.9%
Online	1,277	0.7%	1,409	0.8%	▲ 131	▲ 9.4%
Air and Sea freight	1,254	0.7%	1,323	0.7%	▲ 68	▲ 5.2%
Ohters	10,795	5.5%	10,875	5.9%	▲ 80	▲ 0.7%
Total	189,404	97.2%	181,688	97.9%	7,716	4.2%

	Oct 1, 2013 -Dec 31, 2013		Oct 1, 2012 -Dec 31, 2012		Changes	
	¥ millions	Per revenue	¥ millions	Per revenue	¥ millions	%y/y
Personnel	22,814	33.1%	22,226	33.5%	587	2.6%
Fuel	2,037	3.0%	1,850	2.8%	186	10.1%
Depreciation	2,084	3.0%	2,068	3.1%	16	0.8%
Chartered truck fee	22,850	33.2%	21,828	32.9%	1,022	4.7%
Agent fee	5,771	8.4%	5,518	8.3%	252	4.6%
Commission fee	4,906	7.1%	4,722	7.1%	183	3.9%
Tool road fee	757	1.1%	745	1.1%	11	1.6%
Online	428	0.6%	471	0.7%	▲ 42	▲ 9.0%
Air and Sea freight	413	0.6%	458	0.7%	▲ 45	▲ 9.9%
Ohters	3,892	5.6%	3,894	5.9%	▲ 1	▲ 0.0%
Total	65,956	95.7%	63,784	96.1%	2,171	3.4%

	Fuel cost %y/y	Amount of use %y/y
FY2010.3 3Q	▲ 31.7%	▲ 1.3%
FY2011.3 3Q	13.9%	2.0%
FY2012.3 3Q	12.1%	▲ 8.6%
FY2013.3 3Q	▲ 0.2%	▲ 1.2%
FY2014.3 3Q	8.5%	0.1%

V. Performance forecasts

(Millions of Yen)

		FY2014.3	FY2013.3	Change	
		Results and Forecasts	Results	¥ millions	%y/y
Operating revenue	Interim	125,959	119,291	6,668	5.6%
	FY	258,000	246,103	11,897	4.8%
Operating income	Interim	2,511	1,387	1,123	81.0%
	FY	6,000	4,623	1,377	29.8%
Ordinary income	Interim	2,826	1,834	991	54.1%
	FY	6,600	5,395	1,205	22.3%
Net income	Interim	1,549	736	812	110.4%
	FY	3,400	2,530	870	34.4%