

**Supplementary data for FY2015 1Q  
(April 1, 2014 through June 30, 2014)  
Consolidated**

**I. Result of Performance**

(Millions of Yen)

	FY2015.3 1Q	FY2014.3 1Q	Increase / Decrease	
Operating revenue	129,409	126,804	2,604	2.1%
Operating income	2,992	3,467	▲ 474	▲ 13.7%
Ordinary income	3,634	4,869	▲ 1,235	▲ 25.4%
Net income	2,554	3,020	▲ 465	▲ 15.4%

**II. Performance by segment**

(i) Operating revenue by segment

	FY2015.3 1Q		FY2014.3 1Q		Increase / Decrease	
	¥ million	%	¥ million	%	¥ million	%
Transportation	96,318	74.4%	94,559	74.6%	1,759	1.9%
Vehicle sales	21,238	16.4%	21,436	16.9%	▲ 198	▲ 0.9%
Merchandise Services	8,138	6.3%	7,379	5.8%	758	10.3%
Real-estate Leasing	352	0.3%	349	0.3%	2	0.8%
Others	3,361	2.6%	3,078	2.4%	283	9.2%
Total	129,409	100.0%	126,804	100.0%	2,604	2.1%

(ii) Operating income by segment

	FY2015.3 1Q		FY2014.3 1Q		Increase / Decrease	
	¥ million	%	¥ million	%	¥ million	%
Transportation	1,505	50.3%	2,014	58.1%	▲ 508	▲ 25.2%
Vehicle sales	1,209	40.4%	1,061	30.6%	148	13.9%
Merchandise Services	88	3.0%	169	4.9%	▲ 81	▲ 47.9%
Real-estate Leasing	305	10.2%	302	8.7%	2	0.8%
Others	231	7.7%	30	0.9%	200	662.8%
Total	3,340	111.6%	3,578	103.2%	▲ 237	▲ 6.7%
Elimination	▲ 347	▲ 11.6%	▲ 111	▲ 3.2%	▲ 236	—
Consolidated	2,992	100.0%	3,467	100.0%	▲ 474	▲ 13.7%

### III. Major expenses

(Millions of Yen)

	FY2015.3 1Q		FY2014.3 1Q		Increase / Decrease	
	¥ million	per revenue	¥ million	per revenue	¥ million	%y/y
Personnel	45,797	35.4%	45,217	35.7%	579	1.3%
Fuel	4,902	3.8%	4,727	3.7%	175	3.7%
Depreciation	3,479	2.7%	3,325	2.6%	153	4.6%
Others	72,237	55.8%	70,065	55.3%	2,171	3.1%
Total	126,416	97.7%	123,336	97.3%	3,079	2.5%

### IV. Cash flows

(Millions of Yen)

	FY2015.3 1Q	FY2014.3 1Q	Increase (Decrease)
Cash flows from operating activities	7,349	11,016	▲ 3,667
Cash flow operating investing activities	▲ 3,184	▲ 2,876	▲ 307
Cash flows from financing activities	▲ 2,270	▲ 2,289	19
Cash and cash equivalents at beginning of year	55,556	54,054	1,502
Cash and cash equivalents at end of year	57,448	59,914	▲ 2,466

### V. Performance forecasts

(Millions of Yen)

		FY2015.3 (Forecast)				FY2014.3			
		Operating revenue	%	Operating income	%	Operating revenue	%	Operating income	%
Transportation	Semi	193,500	74.6%	4,730	59.5%	190,480	73.5%	4,506	56.9%
	FY	400,500	73.6%	13,300	65.5%	393,320	72.4%	12,778	63.3%
Vehicle sales	Semi	41,500	16.0%	2,040	25.7%	45,758	17.7%	2,454	31.0%
	FY	92,400	17.0%	4,500	22.2%	100,568	18.5%	5,351	26.5%
Merchandise Services	Semi	16,500	6.4%	430	5.4%	15,465	6.0%	327	4.1%
	FY	34,400	6.3%	800	3.9%	33,305	6.1%	730	3.6%
Real-estate leasing	Semi	700	0.3%	600	7.5%	705	0.3%	600	7.6%
	FY	1,450	0.3%	1,300	6.4%	1,421	0.3%	1,221	6.1%
Others	Semi	7,000	2.7%	310	3.9%	6,622	2.5%	202	2.6%
	FY	15,250	2.8%	800	4.0%	14,791	2.7%	544	2.7%
Total	Semi	259,200	100.0%	8,110	102.0%	259,032	100.0%	8,091	102.2%
	FY	544,000	100.0%	20,700	102.0%	543,407	100.0%	20,627	102.2%
Elimination	Semi	—	—	▲ 160	▲ 2.0%	—	—	▲ 175	▲ 2.2%
	FY	—	—	▲ 400	▲ 2.0%	—	—	▲ 438	▲ 2.2%
Total	Semi	259,200	100.0%	7,950	100.0%	259,032	100.0%	7,915	100.0%
	FY	544,000	100.0%	20,300	100.0%	543,407	100.0%	20,189	100.0%

**Supplementary data for FY2015 1Q**  
**(April 1, 2014 through June 30, 2014)**  
**Seino Transportation Co., Ltd.**

**I. Result of performance**

(Millions of Yen)

	FY2015.3 1Q	FY2014.3 1Q	Increase / Decrease	
Operating revenue	62,353	62,896	▲ 543	▲ 0.9%
Operating income	993	1,270	▲ 276	▲ 21.8%
Ordinary income	1,123	1,415	▲ 291	▲ 20.6%
Net income	1,039	774	264	34.2%

**II. Operating volume**

	Volume (%/y)
FY 2011.3 1Q	9.9%
FY 2012.3 1Q	▲ 2.8%
FY 2013.3 1Q	1.1%
FY 2014.3 1Q	3.5%
FY 2015.3 1Q	※1 ▲ 2.7%
	▲ 5.4%

※1. y/y replaced 4 truck terminals from previous fiscal year

**III. Operating revenue by segment**

		FY2015.3 1Q		FY2014.3 1Q		Increase /Decrease	
		¥ Million	per revenue	¥ Million	per revenue	¥ Million	%y/y
L a n d	Commercial cargo	44,674	71.6%	44,828	71.3%	▲ 153	▲ 0.3%
	Mini	8,892	14.3%	8,964	14.3%	▲ 72	▲ 0.8%
	Home delivery	1,749	2.8%	2,097	3.3%	▲ 348	▲ 16.6%
	Moving	284	0.5%	338	0.5%	▲ 54	▲ 16.1%
	Charter	3,840	6.1%	3,813	6.1%	26	0.7%
	Total	59,439	95.3%	60,042	95.5%	▲ 602	▲ 1.0%
	Air and Sea	533	0.9%	541	0.8%	▲ 8	▲ 1.5%
	Others	2,380	3.8%	2,312	3.7%	67	2.9%
	Total	62,353	100.0%	62,896	100.0%	▲ 543	▲ 0.9%

#### IV. Major expense

	FY2015.3 1Q		FY2014.3 1Q		Increase / Decrease	
	¥ Million	%	¥ Million	%	¥ Million	%y/y
Personnel	21,881	35.1%	21,755	34.6%	125	0.6%
Fuel	1,910	3.1%	1,880	3.0%	29	1.6%
Depreciaton	2,006	3.2%	1,989	3.2%	16	0.8%
Churtered truck fee	21,033	33.7%	21,233	33.8%	▲ 200	▲ 0.9%
Argent fee	5,281	8.5%	5,316	8.4%	▲ 34	▲ 0.6%
Commision fee	4,341	7.0%	4,463	7.1%	▲ 122	▲ 2.7%
Tool road fee	749	1.2%	736	1.2%	12	1.7%
Online	342	0.5%	412	0.6%	▲ 70	▲ 17.1%
Air and sea freigh	398	0.6%	436	0.7%	▲ 38	▲ 8.8%
Others	3,416	5.5%	3,400	5.4%	15	0.5%
Total	61,359	98.4%	61,626	98.0%	▲ 266	▲ 0.4%

#### V. Performance forecasts

(Millions of Yen)

		FY2015.3 (Forecast)	FY2014.3	Increase / Decrease	
				¥ Million	%y/y
Operatin revenue	Semi	123,600	125,959	▲ 2,359	▲ 1.9%
	FY	257,400	260,904	▲ 3,504	▲ 1.3%
Operating income	Semi	1,900	2,511	▲ 611	▲ 24.3%
	FY	6,400	7,430	▲ 1,030	▲ 13.9%
Ordinary income	Semi	2,200	2,826	▲ 626	▲ 22.2%
	FY	7,000	8,107	▲ 1,107	▲ 13.7%
Net income	Semi	1,100	1,549	▲ 449	▲ 29.0%
	FY	3,900	4,337	▲ 437	▲ 10.1%