

Supplementary Data
For the Fiscal Year Ended March 31, 2021
SEINO HOLDINGS Co., Ltd.

I. Result of Performance

(Millions of Yen)

	FY2021.3	FY2020.3	Increase (▲Decrease)	
			▲	%
Operating revenue	592,046	625,626	▲ 33,580	▲ 5.4%
Operating income	24,560	29,697	▲ 5,136	▲ 17.3%
Ordinary income	27,751	31,505	▲ 3,753	▲ 11.9%
Net income	16,660	25,848	▲ 9,187	▲ 35.5%
Net income per share	¥127.56	¥104.85		

	FY2021.3 Jan. through Mar.		FY2020.3 Jan. through Mar.		Increase (▲Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	%
Operating revenue	153,321		152,748		572	0.4%
Operating income	6,714		5,135		1,578	30.7%
Ordinary income	7,124		5,763		1,361	23.6%
Net income	3,824		▲ 589		4,414	—

II. Performance by Segment

(i) Operating revenue by segment

(Millions of Yen)

	FY2021.3		FY2020.3		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	441,090	74.5%	466,473	74.6%	▲ 25,382	▲ 5.4%
Vehicle sales	98,333	16.6%	103,164	16.5%	▲ 4,830	▲ 4.7%
Merchandise sales	31,034	5.3%	32,867	5.2%	▲ 1,832	▲ 5.6%
Real-estate leasing	1,864	0.3%	1,732	0.3%	132	7.7%
Others	19,722	3.3%	21,389	3.4%	▲ 1,667	▲ 7.8%
Total	592,046	100.0%	625,626	100.0%	▲ 33,580	▲ 5.4%

	FY2021.3 Jan. through Mar.		FY2020.3 Jan. through Mar.		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	111,917	73.0%	112,793	73.8%	▲ 875	▲ 0.8%
Vehicle sales	26,892	17.6%	26,048	17.1%	844	3.2%
Merchandise sales	8,014	5.2%	7,892	5.2%	122	1.6%
Real-estate leasing	470	0.3%	459	0.3%	11	2.4%
Others	6,025	3.9%	5,554	3.6%	470	8.5%
Total	153,321	100.0%	152,748	100.0%	572	0.4%

(ii) Operating income by division

(Millions of Yen)

	FY2021.3		FY2020.3		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	18,375	74.8%	23,339	78.6%	▲ 4,964	▲ 21.3%
Vehicle sales	4,780	19.4%	4,611	15.5%	169	3.7%
Merchandise sales	732	3.0%	870	2.9%	▲ 138	▲ 15.9%
Real-estate leasing	1,494	6.1%	1,382	4.7%	112	8.1%
Others	485	2.0%	688	2.3%	▲ 202	▲ 29.4%
Total	25,868	105.3%	30,892	104.0%	▲ 5,023	▲ 16.3%
Elimination	▲ 1,308	▲ 5.3%	▲ 1,194	▲ 4.0%	▲ 113	—
Consolidated	24,560	100.0%	29,697	100.0%	▲ 5,136	▲ 17.3%

	FY2021.3 Jan. through Mar.		FY2020.3 Jan. through Mar.		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	5,270	78.5%	4,086	79.6%	1,183	29.0%
Vehicle sales	1,178	17.5%	747	14.6%	430	57.6%
Merchandise sales	145	2.2%	175	3.4%	▲ 30	▲ 17.3%
Real-estate leasing	374	5.6%	355	6.9%	18	5.3%
Others	160	2.4%	67	1.3%	93	137.7%
Total	7,128	106.2%	5,432	105.8%	1,696	31.2%
Elimination	▲ 414	▲ 6.2%	▲ 297	▲ 5.8%	▲ 117	—
Consolidated	6,714	100.0%	5,135	100.0%	1,578	30.7%

III. Operating volume and freight rate(Transportation services)

	FY2021.3
Operating volume	92.8%
Freight rate	101.3%

IV. Major expenses

(Millions of Yen)

	FY2021.3	FY2020.3	Increase (▲/Decrease)	
			¥ Million	%y/y
Personnel	211,310	213,903	▲ 2,593	▲ 1.2%
Fuel	13,043	15,940	▲ 2,896	▲ 18.2%
Depreciation	20,352	20,197	154	0.8%
Chartered truck fee, Commition fee, subcontract fee	164,231	175,401	▲ 11,170	▲ 6.4%
Tool road fee	7,555	7,946	▲ 391	▲ 4.9%
Others	150,992	162,538	▲ 11,546	▲ 7.1%
Total	567,485	595,929	▲ 28,443	▲ 4.8%

	FY2021.3 Jan. through Mar.	FY2020.3 Jan. through Mar.	Increase(▲/Decrease)	
			¥ Million	%y/y
Personnel	54,148	54,075	72	0.1%
Fuel	3,602	3,782	▲ 179	▲ 4.8%
Depreciation	5,411	5,427	▲ 16	▲ 0.3%
Chartered truck fee, Commition fee, subcontract fee	40,872	42,487	▲ 1,614	▲ 3.8%
Tool road fee	1,877	1,937	▲ 59	▲ 3.1%
Others	40,694	39,902	792	2.0%
Total	146,607	147,613	▲ 1,006	▲ 0.7%

Major expense by segment

(Millions of Yen)

	Transportaion	Vehicle sales	Marchandise sales	Real-estate leasing	Others	Estimation	Total
Personnel	186,306	13,521	1,456	-	10,222	▲ 196	211,310
Fuel	12,724	183	5	-	111	19	13,043
Depreciation	17,972	1,939	64	99	701	▲ 425	20,352
Chartered truck fee, Commition fee, subcontract fee	164,231	-	-	-	-	-	164,231
Tool road fee	7,555	-	-	-	-	-	7,555
Others	35,777	87,934	43,422	270	17,118	▲ 33,531	150,992
Total	424,567	103,578	44,948	370	28,154	▲ 34,133	567,485

Major expense by Transportation business

(Millions of Yen)

	FY2021.3	FY2020.3	Increase (▲/Decrease)	
			¥ Million	%y/y
Personnel	186,306	189,243	▲ 2,937	▲ 1.6%
Fuel	12,724	15,580	▲ 2,856	▲ 18.3%
Depreciation	17,972	17,890	82	0.5%
Chartered truck fee, Commition fee, subcontract fee	164,231	175,401	▲ 11,170	▲ 6.4%
Tool road fee	7,555	7,946	▲ 391	▲ 4.9%
Others	35,777	39,528	▲ 3,751	▲ 9.5%
Total	424,567	445,591	▲ 21,024	▲ 4.7%

V. Performance forecasts

(Millions of Yen)

		FY2022.3(E)		FY2021.3		Increase (▲decrease)	%y/y
Operating revenue	semi	298,000		279,884		-	-
	FY	611,000		592,046		-	-
Operating income	semi	13,400		9,085		-	-
	FY	30,600		24,560		-	-
Ordinary income	semi	14,600		11,135		-	-
	FY	33,200		27,751		-	-
Net income	semi	8,800		6,488		-	-
	FY	21,200		16,660		-	-

VI. Performance forecasts by segment

(i) Operating revenue

(Millions of Yen)

		FY2022.3(E)		FY2021.3		Increase (▲decrease)	%y/y
Transportation	semi	224,060	75.2%	212,052	75.8%	-	-
	FY	460,460	75.3%	441,090	74.5%	-	-
Vehicle sales	semi	51,000	17.1%	43,817	15.7%	-	-
	FY	100,000	16.4%	98,333	16.6%	-	-
Merchandise sales	semi	13,000	4.4%	14,669	5.2%	-	-
	FY	28,000	4.6%	31,034	5.3%	-	-
Real-estate leasing	semi	940	0.3%	926	0.3%	-	-
	FY	1,940	0.3%	1,864	0.3%	-	-
Others	semi	9,000	3.0%	8,419	3.0%	-	-
	FY	20,600	3.4%	19,722	3.3%	-	-
Total	semi	298,000	100.0%	279,884	100.0%	-	-
	FY	611,000	100.0%	592,046	100.0%	-	-

(ii) Operating income

(Millions of Yen)

		FY2022.3(E)		FY2021.3		Increase (▲decrease)	%y/y
Transportation	semi	10,000	74.6%	6,269	69.0%	-	-
	FY	23,750	77.6%	18,375	74.8%	-	-
Vehicle sales	semi	2,600	19.4%	2,085	23.0%	-	-
	FY	5,000	16.3%	4,780	19.4%	-	-
Merchandise sales	semi	400	3.0%	363	4.0%	-	-
	FY	800	2.6%	732	3.0%	-	-
Real-estate leasing	semi	750	5.6%	745	8.2%	-	-
	FY	1,550	5.1%	1,494	6.1%	-	-
Others	semi	300	2.3%	181	2.0%	-	-
	FY	800	2.6%	485	2.0%	-	-
Elimination	semi	▲ 650	▲ 4.9%	▲ 559	▲ 6.2%	-	-
	FY	▲ 1,300	▲ 4.2%	▲ 1,308	▲ 5.3%	-	-
Total	semi	13,400	100.0%	9,085	100.0%	-	-
	FY	30,600	100.0%	24,560	100.0%	-	-

VII. Capital investment by segment

(Millions of Yen)

Capital investmen	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Elimination	Total
FY2022.3(E)	26,600	2,000	100	600	700	-	30,000
FY2021.3	34,741	3,308	69	1,748	641	▲ 654	39,853
FY2020.3	26,138	3,759	129	3,496	1,090	▲ 608	34,007

(Millions of Yen)

Depreciation	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Elimination	Total
FY2022.3(E)	19,140	1,900	60	200	700	▲ 400	21,600
FY2021.3	17,972	1,939	64	99	701	▲ 425	20,352
FY2020.3	17,890	1,873	59	83	698	▲ 406	20,197

VIII. Number of employee and Vehicles

Employee	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Total
FY2021.3	26,333	1,876	211	-	991	29,411
FY2020.3	26,238	1,896	199	-	973	29,306
FY2019.3	25,542	1,887	201	-	909	28,539

Vehicles	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Total
FY2021.3	24,997	-	-	-	-	24,997
FY2020.3	24,917	-	-	-	-	24,917
FY2019.3	24,878	-	-	-	-	24,878

IX. Number of new car sales

	FY2021.3	FY2020.3	Increase / Decrease
Passenger vehicle	18,122	19,239	▲ 1,117
Truck	3,497	4,164	▲ 667

For the Fiscal Year Ended March 31, 2021
Seino Transportation Co., Ltd.
(Non Consolidated)

I. Result of Performance

(Millions of Yen)

	FY2021.3	FY2020.3	Increase (▲Decrease)	
Operating revenue	268,900	284,251	▲ 15,350	▲ 5.4%
Operating income	10,744	13,275	▲ 2,531	▲ 19.1%
Ordinary income	11,951	14,288	▲ 2,336	▲ 16.4%
Net income	7,298	16,587	▲ 9,288	▲ 56.0%

	FY2021.3 4Q (Jan. through Mar.)	FY2020.3 4Q (Jan. through Mar.)	Increase (▲Decrease)	
Operating revenue	68,377	69,172	▲ 795	▲ 1.1%
Operating income	3,276	3,078	198	6.5%
Ordinary income	3,414	3,599	▲ 184	▲ 5.1%
Net income	2,165	▲ 753	2,919	-

II. Operating volume

	April - March	January - March
FY2017.3	0.3%	1.3%
FY2018.3	1.5%	1.0%
FY2019.3	▲ 2.3%	▲ 2.6%
FY2020.3	▲ 3.1%	▲ 4.9%
FY2021.3	▲ 8.0%	▲ 2.7%

III. Operating revenue by segment

		FY2021.3		FY2020.3		%y/y	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	194,439	72.3%	204,615	72.0%	▲ 10,176	▲ 5.0%
	Mini	35,184	13.1%	37,134	13.1%	▲ 1,950	▲ 5.3%
	Home delivery	3,601	1.4%	5,003	1.8%	▲ 1,401	▲ 28.0%
	Moving	631	0.2%	936	0.3%	▲ 305	▲ 32.6%
	Charter	18,577	6.9%	20,219	7.0%	▲ 1,641	▲ 8.1%
	Subtotal	252,433	93.9%	267,908	94.2%	▲ 15,474	▲ 5.8%
Air snd Sea		2,894	1.1%	2,726	1.0%	167	6.2%
Others		13,572	5.0%	13,616	4.8%	▲ 43	▲ 0.3%
Total		268,900	100.0%	284,251	100.0%	▲ 15,350	▲ 5.4%

		FY2021.3 4Q Jan.-Mar.		FY2020.3 4Q Jan.-Mar.		Increase (▲Decrease)	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	49,311	72.1%	49,738	71.9%	▲ 427	▲ 0.9%
	Mini	8,951	13.1%	9,108	13.2%	▲ 156	▲ 1.7%
	Home delivery	740	1.1%	1,006	1.4%	▲ 265	▲ 26.4%
	Moving	327	0.5%	362	0.5%	▲ 35	▲ 9.7%
	Charter	4,738	6.9%	4,963	7.2%	▲ 224	▲ 4.5%
	Subtotal	64,069	93.7%	65,179	94.2%	▲ 1,109	▲ 1.7%
Air snd Sea		879	1.3%	694	1.0%	185	26.6%
Others		3,427	5.0%	3,298	4.8%	129	3.9%
Total		68,377	100.0%	69,172	100.0%	▲ 795	▲ 1.1%

IV. Major expenses

	FY2021.3		FY2020.3		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Personnel	92,527	34.4%	95,459	33.6%	▲ 2,932	▲ 3.1%
Fuel	4,564	1.7%	5,638	2.0%	▲ 1,074	▲ 19.0%
Depreciation	10,679	4.0%	10,318	3.6%	360	3.5%
Chartered truck fee	92,562	34.4%	97,596	34.3%	▲ 5,033	▲ 5.2%
Argent fee	21,845	8.1%	22,797	8.0%	▲ 951	▲ 4.2%
Commission fee	17,504	6.5%	18,644	6.6%	▲ 1,139	▲ 6.1%
Tool road fee	2,906	1.1%	3,070	1.1%	▲ 163	▲ 5.3%
Online	1,184	0.4%	1,299	0.5%	▲ 115	▲ 8.9%
Air and sea freight	2,364	0.9%	2,141	0.8%	223	10.4%
Others	12,015	4.5%	14,008	4.9%	▲ 1,992	▲ 14.2%
Total	258,156	96.0%	270,975	95.3%	▲ 12,819	▲ 4.7%

	FY2021.3 4Q Jan.-Mar.		FY2020.3 4Q Jan.-Mar.		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Personnel	23,278	34.0%	23,273	33.6%	4	0.0%
Fuel	1,251	1.8%	1,331	1.9%	▲ 80	▲ 6.0%
Depreciation	2,767	4.0%	2,688	3.9%	78	2.9%
Chartered truck fee	23,120	33.8%	23,934	34.6%	▲ 814	▲ 3.4%
Argent fee	5,553	8.1%	5,530	8.0%	22	0.4%
Commission fee	4,296	6.3%	4,354	6.3%	▲ 57	▲ 1.3%
Tool road fee	722	1.1%	746	1.1%	▲ 23	▲ 3.2%
Online	313	0.5%	324	0.5%	▲ 11	▲ 3.5%
Air and sea freight	720	1.1%	541	0.8%	178	33.0%
Others	3,076	4.5%	3,368	4.9%	▲ 291	▲ 8.7%
Total	65,100	95.2%	66,094	95.6%	▲ 994	▲ 1.5%

	Fuel Unit Price %y/y	Fuel Use %y/y
FY2017.3	▲ 6.4%	▲ 0.0%
FY2018.3	13.5%	▲ 0.7%
FY2019.3	13.9%	▲ 3.8%
FY2020.3	▲ 4.1%	▲ 3.3%
FY2021.3	▲ 15.8%	▲ 3.8%