

Supplementary Data
For the Fiscal Year Ended March 31, 2023
SEINO HOLDINGS Co., Ltd.

I. Result of Performance

(Millions of Yen)

	FY2023.3	FY2022.3	Increase (▲Decrease)	
Operating revenue	631,507	607,657	23,849	3.9%
Operating profit	28,501	27,545	955	3.5%
Ordinary profit	32,688	30,269	2,419	8.0%
Profit attributable to owners of parent	19,013	17,255	1,757	10.2%
Net profit per share	¥104.87	¥94.59		

	FY2023.3 Jan. through Mar.	FY2022.3 Jan. through Mar.	Increase (▲Decrease)	
Operating revenue	158,693	154,032	4,660	3.0%
Operating profit	3,993	5,132	▲ 1,139	▲ 22.2%
Ordinary profit	4,363	5,467	▲ 1,104	▲ 20.2%
Net profit	1,929	1,949	▲ 20	▲ 1.0%

II. Performance by Segment

(i) Operating revenue by segment

(Millions of Yen)

	FY2023.3		FY2022.3		Increase (▲Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ Million	% y/y
Transportation	474,701	75.2%	453,253	74.6%	21,448	4.7%
Vehicle sales	94,209	14.9%	98,220	16.2%	▲ 4,010	▲ 4.1%
Merchandise sales	33,517	5.3%	30,753	5.1%	2,764	9.0%
Real-estate leasing	2,191	0.3%	2,013	0.3%	178	8.9%
Others	26,886	4.3%	23,417	3.8%	3,469	14.8%
Total	631,507	100.0%	607,657	100.0%	23,849	3.9%

	FY2023.3 Jan. through Mar.		FY2022.3 Jan. through Mar.		Increase (▲Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ Million	% y/y
Transportation	114,861	72.4%	113,424	73.7%	1,436	1.3%
Vehicle sales	27,813	17.5%	25,601	16.6%	2,212	8.6%
Merchandise sales	8,403	5.3%	8,009	5.2%	393	4.9%
Real-estate leasing	549	0.3%	513	0.3%	35	7.0%
Others	7,065	4.5%	6,483	4.2%	581	9.0%
Total	158,693	100.0%	154,032	100.0%	4,660	3.0%

(ii) Operating profit by division

(Millions of Yen)

	FY2023.3		FY2022.3		Increase (▲/Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ Million	% y/y
Transportation	21,869	76.7%	21,107	76.6%	761	3.6%
Vehicle sales	4,709	16.5%	4,491	16.3%	218	4.9%
Merchandise sales	800	2.8%	789	2.9%	10	1.4%
Real-estate leasing	1,614	5.7%	1,508	5.5%	106	7.0%
Others	1,174	4.1%	1,194	4.3%	▲ 20	▲ 1.7%
Total	30,167	105.8%	29,091	105.6%	1,076	3.7%
Elimination	▲ 1,666	▲ 5.8%	▲ 1,545	▲ 5.6%	▲ 120	-
Consolidated	28,501	100.0%	27,545	100.0%	955	3.5%

	FY2023.3 Jan. through Mar.		FY2022.3 Jan. through Mar.		Increase (▲/Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ Million	% y/y
Transportation	2,968	74.3%	3,934	76.7%	▲ 965	▲ 24.5%
Vehicle sales	771	19.3%	676	13.2%	94	14.0%
Merchandise sales	167	4.2%	176	3.4%	▲ 8	▲ 4.7%
Real-estate leasing	406	10.2%	369	7.2%	36	10.0%
Others	111	2.8%	356	6.9%	▲ 245	▲ 68.8%
Total	4,425	110.8%	5,513	107.4%	▲ 1,087	▲ 19.7%
Elimination	▲ 432	▲ 10.8%	▲ 380	▲ 7.4%	▲ 51	-
Consolidated	3,993	100.0%	5,132	100.0%	▲ 1,139	▲ 22.2%

III. Operating volume and freight rate(Transportation services)

	FY2023.3
Operating volume	100.0%
Freight rate	99.1%

IV. Major expenses

(Millions of Yen)

	FY2023.3	FY2022.3	Increase (▲Decrease)	
			¥ Million	% y/y
Personnel	220,078	217,524	2,554	1.2%
Fuel	18,053	17,186	866	5.0%
Depreciation	21,554	21,489	64	0.3%
Chartered truck fee, Committed fee, subcontract fee	176,495	161,251	15,243	9.5%
Tool road fee	7,818	7,791	27	0.4%
Others	159,005	154,867	4,137	2.7%
Total	603,006	580,111	22,894	3.9%

	FY2023.3 Jan. through Mar.	FY2022.3 Jan. through Mar.	Increase(▲Decrease)	
			¥ Million	% y/y
Personnel	55,595	55,290	305	0.6%
Fuel	4,345	4,604	▲ 259	▲ 5.6%
Depreciation	5,518	5,699	▲ 180	▲ 3.2%
Chartered truck fee, Committed fee, subcontract fee	42,552	40,377	2,174	5.4%
Tool road fee	1,906	1,913	▲ 6	▲ 0.4%
Others	44,780	41,014	3,766	9.2%
Total	154,699	148,900	5,799	3.9%

Major expense by segment

(Millions of Yen)

	Transportation	Vehicle sales	Merchandise sales	Real-estate leasing	Others	Estimation	Total
Personnel	192,468	13,763	1,413	-	12,180	251	220,078
Fuel	17,657	197	6	-	171	20	18,053
Depreciation	18,977	2,096	60	228	625	▲ 432	21,554
Chartered truck fee, Committed fee, subcontract fee	176,495	-	-	-	-	-	176,495
Tool road fee	7,818	-	-	-	-	-	7,818
Others	41,882	79,707	45,546	348	21,399	▲ 29,879	159,005
Total	455,300	95,765	47,027	576	34,376	▲ 30,040	603,006

Major expense by Transportation business

(Millions of Yen)

	FY2023.3		FY2022.3		Increase (▲Decrease)	
	¥ Million	% y/y	¥ Million	% y/y	¥ Million	% y/y
Personnel	192,468	40.5%	191,587	42.3%	880	0.5%
Fuel	17,657	3.7%	16,776	3.7%	881	5.3%
Depreciation	18,977	4.0%	18,978	4.2%	▲ 0	▲ 0.0%
Chartered truck fee, Committed fee, subcontract fee	176,495	37.2%	161,251	35.6%	15,243	9.5%
Tool road fee	7,818	1.6%	7,791	1.7%	27	0.4%
Others	41,882	8.8%	37,738	8.3%	4,144	11.0%
Total	455,300	95.9%	434,123	95.8%	21,176	4.9%

	FY2023.3 Jan. through Mar.		FY2022.3 Jan. through Mar.		Increase (▲Decrease)	
	¥ Million	% y/y	¥ Million	% y/y	¥ Million	% y/y
Personnel	47,888	41.7%	48,217	42.5%	▲ 329	▲ 0.7%
Fuel	4,269	3.7%	4,494	4.0%	▲ 225	▲ 5.0%
Depreciation	4,847	4.2%	5,008	4.4%	▲ 160	▲ 3.2%
Chartered truck fee, Committed fee, subcontract fee	42,552	37.0%	40,377	35.6%	2,174	5.4%
Tool road fee	1,906	1.7%	1,913	1.7%	▲ 6	▲ 0.4%
Others	11,244	9.8%	10,023	8.8%	1,220	12.2%
Total	112,708	98.1%	110,036	97.0%	2,672	2.4%

V. Performance forecasts

(Millions of Yen)

		FY2024.3(E)	FY2023.3	Increase (▲decrease)	% y/y
Operating revenue	semi	326,540	306,366	20,173	6.6%
	FY	663,920	631,507	32,412	5.1%
Operating profit	semi	15,900	14,483	1,416	9.8%
	FY	32,100	28,501	3,598	12.6%
Ordinary profit	semi	17,800	16,751	1,048	6.3%
	FY	35,500	32,688	2,811	8.6%
Net profit	semi	10,700	9,915	784	7.9%
	FY	21,400	19,013	2,386	12.6%

VI. Performance forecasts by segment

(i) Operating revenue

(Millions of Yen)

		FY2024.3(E)		FY2023.3		Increase (▲decrease)	%y/y
Transprtation	semi	246,030	75.4%	233,081	76.1%	12,948	5.6%
	FY	501,880	75.6%	474,701	75.2%	27,178	5.7%
Vehicle sales	semi	50,020	15.3%	43,874	14.3%	6,145	14.0%
	FY	98,370	14.8%	94,209	14.9%	4,160	4.4%
Marchandise sales	semi	16,430	5.0%	16,012	5.2%	417	2.6%
	FY	34,330	5.2%	33,517	5.3%	812	2.4%
Real-estate lesing	semi	1,110	0.3%	1,090	0.4%	19	1.8%
	FY	2,220	0.3%	2,191	0.3%	28	1.3%
Others	semi	12,950	4.0%	12,308	4.0%	641	5.2%
	FY	27,120	4.1%	26,886	4.3%	233	0.9%
Total	semi	326,540	100.0%	306,366	100.0%	20,173	6.6%
	FY	663,920	100.0%	631,507	100.0%	32,412	5.1%

(ii) Operations profit

(Millions of Yen)

		FY2024.3(E)		FY2023.3		Increase (▲decrease)	%y/y
Transprtation	semi	11,780	74.1%	10,563	72.9%	1,216	11.5%
	FY	25,060	78.1%	21,869	76.7%	3,190	14.6%
Vehicle sales	semi	3,000	18.9%	2,836	19.6%	163	5.8%
	FY	4,900	15.3%	4,709	16.5%	190	4.0%
Marchandise sales	semi	330	2.1%	374	2.6%	▲ 44	▲ 11.9%
	FY	820	2.5%	800	2.8%	19	2.5%
Real-estate lesing	semi	800	5.0%	796	5.5%	3	0.4%
	FY	1,630	5.1%	1,614	5.7%	15	0.9%
Others	semi	820	5.1%	725	5.0%	94	13.0%
	FY	1,320	4.1%	1,174	4.1%	145	12.4%
Elimination	semi	▲ 830	▲ 5.2%	▲ 813	▲ 5.6%	▲ 16	—
	FY	▲ 1,630	▲ 5.1%	▲ 1,666	▲ 5.8%	36	—
Total	semi	15,900	100.0%	14,483	100.0%	1,416	9.8%
	FY	32,100	100.0%	28,501	100.0%	3,598	12.6%

VII. Capital investment by segment

(Millions of Yen)

Capital investmen	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Elimination	Total
FY2024.3(E)	22,500	1,800	100	-	600	-	25,000
FY2023.3	19,941	3,018	41	157	665	▲ 331	23,492
FY2022.3	25,627	3,262	46	930	599	▲ 649	29,817

(Millions of Yen)

Depreciation	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Elimination	Total
FY2024.3(E)	20,100	2,100	60	200	640	▲ 400	22,700
FY2023.3	18,977	2,096	60	228	625	▲ 432	21,554
FY2022.3	18,978	2,037	62	181	662	▲ 432	21,489

VIII. Number of employee and Vehicles

Employee	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Total
FY2023.3	26,692	1,816	189	-	939	29,636
FY2022.3	26,686	1,864	214	-	985	29,749
FY2021.3	26,333	1,876	211	-	991	29,411

Vehicles	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Total
FY2023.3	25,815	-	-	-	-	25,815
FY2022.3	25,514	-	-	-	-	25,514
FY2021.3	24,997	-	-	-	-	24,997

IX. Number of new car sales

	FY2023.3	FY2022.3	Increase / Decrease
Passenger vehicle	16,120	16,573	▲ 453
Truck	2,505	4,018	▲ 1,513

For the Fiscal Year Ended March 31, 2023

Seino Transportation Co., Ltd.

(Non Consolidated)

I. Result of Performance

(Millions of Yen)

	FY2023.3	FY2022.3	Increase (▲Decrease)	
Operating revenue	267,366	264,055	3,310	1.3%
Operating profit	10,553	11,142	▲ 588	▲ 5.3%
Ordinary profit	11,336	11,632	▲ 295	▲ 2.5%
Net profit	6,504	6,945	▲ 441	▲ 6.4%

	FY2023.3 Jan. through Mar.	FY2022.3 Jan. through Mar.	Increase (▲Decrease)	
Operating revenue	64,493	64,921	▲ 427	▲ 0.7%
Operating profit	1,864	2,043	▲ 179	▲ 8.8%
Ordinary profit	2,168	2,218	▲ 49	▲ 2.2%
Net profit	1,239	1,071	168	15.8%

II. Operating volume

	April - March	January - March
FY2019.3	▲ 2.3%	▲ 2.6%
FY2020.3	▲ 3.1%	▲ 4.9%
FY2021.3	▲ 8.0%	▲ 2.7%
FY2022.3	3.8%	1.8%
FY2023.3	0.1%	▲ 2.5%

III. Operating revenue by segment

		FY2023.3		FY2022.3		Increase (▲Decrease)	
		¥Million	Per revenue	¥Million	Per revenue	¥Million	% y/y
L a n d	Commercial cargo	190,652	71.3%	188,353	71.3%	2,298	1.2%
	Mini	34,200	12.8%	35,109	13.3%	▲ 908	▲ 2.6%
	Home delivery	2,188	0.8%	2,533	1.0%	▲ 345	▲ 13.6%
	Moving	554	0.2%	654	0.3%	▲ 100	▲ 15.4%
	Charter	18,579	7.0%	18,276	6.9%	302	1.7%
	Subtotal	246,174	92.1%	244,928	92.8%	1,246	0.5%
Air snd Sea		3,242	1.2%	3,032	1.1%	210	6.9%
Others		17,948	6.7%	16,094	6.1%	1,854	11.5%
Total		267,366	100.0%	264,055	100.0%	3,310	1.3%

		FY2023.3 Oct - Dec		FY2022.3 Oct - Dec		Increase (▲Decrease)	
		¥Million	Per revenue	¥Million	Per revenue	¥Million	% y/y
L a n d	Commercial cargo	45,617	70.7%	46,007	70.9%	▲ 390	▲ 0.8%
	Mini	8,401	13.0%	8,724	13.4%	▲ 323	▲ 3.7%
	Home delivery	498	0.8%	557	0.9%	▲ 58	▲ 10.5%
	Moving	270	0.4%	275	0.4%	▲ 5	▲ 1.9%
	Charter	4,708	7.3%	4,554	7.0%	154	3.4%
	Subtotal	59,496	92.2%	60,120	92.6%	▲ 623	▲ 1.0%
Air snd Sea		702	1.1%	683	1.1%	19	2.9%
Others		4,294	6.7%	4,117	6.3%	176	4.3%
Total		64,493	100.0%	64,921	100.0%	▲ 427	▲ 0.7%

IV. Major expenses

	FY2023.3		FY2022.3		Increase (▲Decrease)	
	¥ Million		¥ Million		¥ Million	% y/y
Personnel	93,691	35.1%	94,267	35.7%	▲ 575	▲ 0.6%
Fuel	6,460	2.4%	6,048	2.3%	411	6.8%
Depreciation	11,909	4.5%	11,518	4.4%	391	3.4%
Chartered truck fee	85,070	31.8%	84,011	31.8%	1,059	1.3%
Argent fee	22,451	8.4%	22,456	8.5%	▲ 4	▲ 0.0%
Commission fee	15,768	5.9%	14,996	5.7%	772	5.1%
Tool road fee	3,084	1.2%	3,019	1.1%	64	2.1%
Online	1,170	0.4%	1,183	0.4%	▲ 13	▲ 1.2%
Air and sea freight	3,017	1.1%	2,639	1.0%	377	14.3%
Others	14,187	5.3%	12,770	4.8%	1,417	11.1%
Total	256,812	96.1%	252,913	95.8%	3,899	1.5%

	FY2023.3 Jan - Mar		FY2022.3 Jan - Mar		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Personnel	23,093	35.8%	23,656	36.4%	▲ 563	▲ 2.4%
Fuel	1,565	2.4%	1,577	2.4%	▲ 12	▲ 0.8%
Depreciation	2,979	4.6%	3,009	4.6%	▲ 29	▲ 1.0%
Chartered truck fee	20,379	31.6%	20,318	31.3%	61	0.3%
Argent fee	5,484	8.5%	5,603	8.6%	▲ 118	▲ 2.1%
Commission fee	3,576	5.5%	3,636	5.6%	▲ 60	▲ 1.7%
Tool road fee	753	1.2%	743	1.1%	10	1.4%
Online	295	0.5%	302	0.5%	▲ 7	▲ 2.5%
Air and sea freight	644	1.0%	613	0.9%	30	5.0%
Others	3,857	6.0%	3,415	5.3%	442	13.0%
Total	62,629	97.1%	62,877	96.9%	▲ 247	▲ 0.4%

	Fuel Unit Price % y/y	Fuel Use % y/y
FY2019.3	13.9%	▲ 3.8%
FY2020.3	▲ 4.1%	▲ 3.3%
FY2021.3	▲ 15.8%	▲ 3.8%
FY2022.3	31.3%	1.3%
FY2023.3	6.1%	0.5%