

**Supplementary Data**  
**For the Fiscal Year Ended March 31, 2017**  
**SEINO HOLDINGS Co., Ltd.**

**1. Result of Performance**

(Millions of Yen)

	FY2017.3	FY2016.3	Increase / Decrease	
Operating revenue	567,539	555,457	12,081	2.2%
Operating income	27,116	26,186	930	3.6%
Ordinary income	28,909	28,275	633	2.2%
Net income	18,206	18,864	▲ 657	▲ 3.5%
Net income per share	¥92.09	¥94.87		

	FY2017.3 4q (Jan. through Mar.)	FY2016.3 4q (Jan. through Mar.)	Increase / Decrease	
Operating revenue	144,480	140,448	4,031	2.9%
Operating income	6,407	5,940	466	7.9%
Ordinary income	6,761	6,436	324	5.0%
Net income	4,203	5,195	▲ 991	▲ 19.1%

**2. performance by segment**

(i) Operating revenue by segment

(Millions of Yen)

	FY2017.3		FY2016.3		Increase / Decrease	
	¥ million	per revenue	¥ million	per revenue	¥ million	per revenue
Transportation	422,869	74.5%	416,112	74.9%	6,756	1.6%
Automobile sales	100,237	17.6%	94,440	17.0%	5,796	6.1%
Marchandise sales	27,749	4.9%	28,029	5.0%	▲ 279	▲ 1.0%
Real-estate leasing	1,542	0.3%	1,471	0.3%	71	4.8%
Others	15,140	2.7%	15,402	2.8%	▲ 262	▲ 1.7%
Total	567,539	100.0%	555,457	100.0%	12,081	2.2%

	FY2017.3 4q (Jan. through Mar.)		FY2016.3 4q (Jan. through Mar.)		Increase / Decrease	
	¥ million	per revenue	¥ million	per revenue	¥ million	per revenue
Transportation	106,234	73.5%	104,276	74.1%	1,957	1.9%
Automobile sales	26,408	18.3%	25,501	18.2%	907	3.6%
Marchandise sales	7,244	5.0%	6,431	4.6%	813	12.6%
Real-estate leasing	399	0.3%	369	0.3%	29	7.9%
Others	4,193	2.9%	3,869	2.8%	324	8.4%
Total	144,480	100.0%	140,448	100.0%	4,031	2.9%

## (ii) Operating income by segment

(Millions of Yen)

	FY2017.3		FY2016.3		Increase / Decrease	
	¥ million	per revenue	¥ million	per revenue	¥ million	per revenue
Transportation	20,020	73.8%	19,112	73.0%	907	4.7%
Automobile sales	5,055	18.7%	4,925	18.8%	129	2.6%
Marchandise sales	766	2.8%	772	3.0%	▲ 6	▲ 0.8%
Real-estate leasing	1,278	4.7%	1,227	4.7%	51	4.2%
Others	727	2.7%	1,107	4.2%	▲ 379	▲ 34.3%
total	27,847	102.7%	27,146	103.7%	701	2.6%
Elimination	▲ 731	▲ 2.7%	▲ 960	▲ 3.7%	228	—
Consolidated	27,116	100.0%	26,186	100.0%	930	3.6%

	FY2017.3 4q (Jan. through Mar.)		FY2016.3 4q (Jan. through Mar.)		Increase / Decrease	
	¥ million	per revenue	¥ million	per revenue	¥ million	per revenue
Transportation	5,162	80.6%	4,480	75.4%	682	15.2%
Automobile sales	847	13.2%	994	16.7%	▲ 146	▲ 14.8%
Marchandise sales	157	2.5%	163	2.7%	▲ 5	▲ 3.6%
Real-estate leasing	320	5.0%	282	4.8%	37	13.4%
Others	72	1.1%	412	7.0%	▲ 340	▲ 82.5%
total	6,560	102.4%	6,333	106.6%	226	3.6%
Elimination	▲ 153	▲ 2.4%	▲ 392	▲ 6.6%	239	—
Consolidated	6,407	100.0%	5,940	100.0%	466	7.9%

### 3. Major expenses

(Millions of Yen)

	FY2017.3		FY2016.3		Increase / Decrease	
	¥million	per revenue	¥million	per revenue	¥million	per revenue
Personnel	196,441	34.6%	192,954	34.7%	3,486	1.8%
Fuel	13,640	2.4%	14,359	2.6%	▲ 718	▲ 5.0%
Depreciation	16,976	3.0%	16,039	2.9%	937	5.8%
Sub-contracting fee, and Commision	157,327	27.7%	154,518	27.9%	2,809	1.8%
Toll fare	7,949	1.4%	7,887	1.4%	61	0.8%
Others	148,086	26.1%	143,512	25.8%	4,574	3.2%
Total	540,422	95.2%	529,271	95.3%	11,151	2.1%

### Major expenses by segment

(Millions of Yen)

	Transport	Auto sales	Marchandise sales	Real-estate leasing	Others	Adjustments	Total
Personnel	175,286	13,379	1,406	-	7,386	▲ 1,018	196,441
Fuel	13,361	203	5	-	70	-	13,640
Depreciation	14,992	1,861	42	54	362	▲ 335	16,976
Sub-contract Commition	157,327	-	-	-	-	-	157,327
Toll fare	7,949	-	-	-	-	-	7,949
Others	35,907	88,402	45,149	210	16,685	▲ 38,268	148,086
Total	404,824	103,846	46,603	264	24,505	▲ 39,622	540,422

\* Adjustment includes Seino HD's non-consolidated expenses and elimination among segments.

### 4. Performance forecasts

(Millions of Yen)

		FY2018.3 (Forecasts)	FY2017.3	Increase / decrease	% y/y
Operating revenue	Semi	281,000	275,921	5,078	1.8%
	FY	582,000	567,539	14,460	2.5%
Operating income	Semi	12,300	12,526	▲ 226	▲ 1.8%
	FY	27,500	27,116	383	1.4%
Ordinary income	Semi	13,200	13,417	▲ 217	▲ 1.6%
	FY	29,200	28,909	290	1.0%
Net income	Semi	8,100	8,498	▲ 398	▲ 4.7%
	FY	17,700	18,206	▲ 506	▲ 2.8%

## 5. Performance forecasts by segments

### (i) Operating revenue (Millions of Yen)

		FY2018.3(E)	FY2017.3	Increase decrease	%y/y
Transportation	semi	211,000	206,041	4,958	2.4%
	FY	439,400	422,869	16,530	3.9%
Automobilesales	semi	47,500	49,211	▲ 1,711	▲ 3.5%
	FY	95,000	100,237	▲ 5,237	▲ 5.2%
Marchandisesales	semi	13,900	12,965	934	7.2%
	FY	29,000	27,749	1,250	4.5%
Real-estatelesing	semi	800	753	46	6.2%
	FY	1,600	1,542	57	3.7%
Others	semi	7,800	6,950	849	12.2%
	FY	17,000	15,140	1,859	12.3%
Total	semi	281,000	275,921	5,078	1.8%
	FY	582,000	567,539	14,460	2.5%

### (ii) Operations income (Millions of Yen)

		FY2018.3(E)	FY2017.3	Increase decrease	%y/y
Transportation	semi	8,500	8,449	50	0.6%
	FY	20,000	20,020	▲ 20	▲ 0.1%
Automobile sales	semi	2,700	3,040	▲ 340	▲ 11.2%
	FY	5,000	5,055	▲ 55	▲ 1.1%
Marchandise sales	semi	400	331	68	20.8%
	FY	1,000	766	233	30.5%
Real-estate lesing	semi	650	637	12	2.0%
	FY	1,300	1,278	21	1.7%
Others	semi	400	407	▲ 7	▲ 1.8%
	FY	900	727	172	23.7%
Elimination	semi	▲ 350	▲ 339	▲ 10	—
	FY	▲ 700	▲ 731	31	—
Total	semi	12,300	12,526	▲ 226	▲ 1.8%
	FY	27,500	27,116	383	1.4%

**6. Capital investment**

(Millions of Yen)

	FY2015.3		FY2016.3		FY2017.3		FY2018.3(E)
	Semi	FY	Semi	FY	Semi	FY	FY(E)
Land	21	83	215	467	1,764	2,154	300
Building	7,314	9,106	5,639	11,840	1,366	3,577	5,800
Vehicle	3,648	6,977	4,379	7,205	4,383	7,198	8,000
Others	1,566	2,929	1,305	4,925	1,451	3,700	3,900
Total	12,549	19,095	11,538	24,437	8,964	16,629	18,000

**7. Capital investment by segment**

(Millions of Yen)

	Transprt	Auto sales	Marchandise sales	Real-estate leasing	Others	Elimination	Total
FY2018.3(E)	15,300	1,800	-	500	400	-	18,000
FY2017.3	14,304	1,953	16	256	448	▲ 350	16,629
FY2016.3	22,603	1,543	66	360	400	▲ 537	24,437

**8. Depreciation**

(Millions of Yen)

	Transprt	Auto sales	Marchandise sales	Real-estate leasing	Others	Elimination	Total
FY2018.3(E)	16,000	1,900	50	60	360	▲ 370	18,000
FY2017.3	14,992	1,861	42	54	362	▲ 335	16,976
FY2016.3	14,121	1,829	38	37	335	▲ 323	16,039

**9. Number of employee and Vehicles**

Employee	Transprt	Auto sales	Marchandise sales	Real-estate leasing	Others	Total
FY2017.3	24,777	1,854	204	—	792	27,627
FY2016.3	24,449	1,816	208	—	803	27,276
FY2015.3	23,285	1,777	202	—	804	26,068

  

Vehicles	Transprt	Auto sales	Marchandise sales	Real-estate leasing	Others	Total
FY2017.3	24,214	—	—	—	—	24,214
FY2016.3	24,117	—	—	—	—	24,117
FY2015.3	23,109	—	—	—	—	23,109

**10. Number of new car sales**

	FY2017.3	FY2016.3	Increase / Decrease
Passenger vehicle	19,852	18,767	1,085
Truck	2,862	2,810	52

  

	FY2017.3 4q (Jan -Mar)	FY2016.3 4q (Jan -Mar)	Increase / Decrease
Passenger vehicle	5,149	5,219	▲ 70
Truck	719	682	37