

Supplementary data for FY2022 1Q
(April 1, 2021 through June 30, 2021)
SEINO HOLDINGS Co., Ltd.

I. Result of Performance

(Millions of Yen)

	FY2022.3 1Q	FY2021.3 1Q	Increase (▲Decrease)	
			Amount	%
Operating revenue	148,504	138,083	10,421	7.5%
Operating income	6,956	2,647	4,308	162.7%
Ordinary income	7,923	4,154	3,769	90.7%
Net income	4,981	2,429	2,552	105.1%

II. Performance by Segment

(i) Operating revenue by segment

(Millions of Yen)

	FY2022.3 1Q		FY2021.3 1Q		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	110,756	74.6%	105,977	76.8%	4,779	4.5%
Vehicle sales	24,752	16.7%	20,534	14.9%	4,218	20.5%
Merchandise sales	7,019	4.7%	6,917	5.0%	102	1.5%
Real-estate leasing	480	0.3%	462	0.3%	18	4.0%
Others	5,494	3.7%	4,192	3.0%	1,301	31.0%
Total	148,504	100.0%	138,083	100.0%	10,421	7.5%

(ii) Operating income by division

(Millions of Yen)

	FY2022.3 1Q		FY2021.3 1Q		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	5,222	75.1%	1,585	59.9%	3,636	229.4%
Vehicle sales	1,371	19.7%	782	29.6%	589	75.3%
Merchandise sales	188	2.7%	174	6.6%	13	8.0%
Real-estate leasing	374	5.4%	372	14.0%	1	0.5%
Others	214	3.1%	57	2.2%	156	270.6%
Total	7,372	106.0%	2,973	112.3%	4,398	147.9%
Elimination	▲ 415	▲ 6.0%	▲ 325	▲ 12.3%	▲ 89	—
Consolidated	6,956	100.0%	2,647	100.0%	4,308	162.7%

III. Operating volume and freight rate(Transportation services)

	FY2022.3 1Q
Operating volume	107.0%
Freight rate	98.2%

IV. Major expenses

(Millions of Yen)

	FY2022.3 1Q	FY2021.3 1Q	Increase (▲Decrease)	
			¥ Million	% y/y
Personnel	53,425	51,845	1,580	3.0%
Fuel	3,890	2,852	1,038	36.4%
Depreciation	5,075	4,808	267	5.6%
Chartered truck fee, Commition fee, subcontract fee	39,367	40,790	▲ 1,422	▲ 3.5%
Tool road fee	1,931	1,889	42	2.2%
Others	37,857	33,250	4,607	13.9%
Total	141,547	135,435	6,112	4.5%

Major expense by segment

(Millions of Yen)

	Transportaion	Vehicle sales	Merchandise sales	Real-estate leasing	Others	Estimation	Total
Personnel	47,425	3,125	371	-	2,487	15	53,425
Fuel	3,796	56	1	-	31	4	3,890
Depreciation	4,493	472	15	36	161	▲ 103	5,075
Chartered truck fee, Commition fee, subcontract fee	39,367	-	-	-	-	-	39,367
Tool road fee	1,931	-	-	-	-	-	1,931
Others	9,021	22,674	10,590	70	4,836	▲ 9,336	37,857
Total	106,036	26,329	10,978	106	7,517	▲ 9,421	141,547

Major expense by Transportation business

(Millions of Yen)

	FY2022.3 1Q	FY2021.3 1Q	Increase (▲Decrease)	
			¥ Million	% y/y
Personnel	47,425	46,063	1,362	3.0%
Fuel	3,796	2,791	1,005	36.0%
Depreciation	4,493	4,265	227	5.3%
Chartered truck fee, Commition fee, subcontract fee	39,367	40,790	▲ 1,422	▲ 3.5%
Tool road fee	1,931	1,889	42	2.2%
Others	9,021	8,980	41	0.5%
Total	106,036	104,781	1,255	1.2%

V. Performance forecasts

(Millions of Yen)

		FY2022.3(E)		FY2021.3		Increase (▲decrease)	% y/y
Operating revenue	semi	298,000		279,884		18,115	6.5%
	FY	611,000		592,046		18,953	3.2%
Operating income	semi	13,400		9,085		4,314	47.5%
	FY	30,600		24,560		6,039	24.6%
Ordinary income	semi	14,600		11,135		3,464	31.1%
	FY	33,200		27,751		5,448	19.6%
Net income	semi	8,800		6,488		2,311	35.6%
	FY	21,200		16,660		4,539	27.2%

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%	12,007	5.7%
	FY	460,460	75.3%	441,090	74.5%	19,369	4.4%
Vehicle sales	semi	51,000	17.1%	43,817	15.7%	7,182	16.4%
	FY	100,000	16.4%	98,333	16.6%	1,666	1.7%
Merchandise sales	semi	13,000	4.4%	14,669	5.2%	▲ 1,669	▲ 11.4%
	FY	28,000	4.6%	31,034	5.3%	▲ 3,034	▲ 9.8%
Real-estate leasing	semi	940	0.3%	926	0.3%	13	1.5%
	FY	1,940	0.3%	1,864	0.3%	75	4.0%
Others	semi	9,000	3.0%	8,419	3.0%	580	6.9%
	FY	20,600	3.4%	19,722	3.3%	877	4.5%
Total	semi	298,000	100.0%	279,884	100.0%	18,115	6.5%
	FY	611,000	100.0%	592,046	100.0%	18,953	3.2%

(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%	3,730	59.5%
	FY	23,750	77.6%	18,375	74.8%	5,374	29.2%
Vehicle sales	semi	2,600	19.4%	2,085	23.0%	514	24.7%
	FY	5,000	16.3%	4,780	19.4%	219	4.6%
Merchandise sales	semi	400	3.0%	363	4.0%	36	10.0%
	FY	800	2.6%	732	3.0%	67	9.2%
Real-estate leasing	semi	750	5.6%	745	8.2%	4	0.7%
	FY	1,550	5.1%	1,494	6.1%	55	3.7%
Others	semi	300	2.3%	181	2.0%	118	65.6%
	FY	800	2.6%	485	2.0%	314	64.7%
Elimination	semi	▲ 650	▲ 4.9%	▲ 559	▲ 6.2%	▲ 90	—
	FY	▲ 1,300	▲ 4.2%	▲ 1,308	▲ 5.3%	8	—
Total	semi	13,400	100.0%	9,085	100.0%	4,314	47.5%
	FY	30,600	100.0%	24,560	100.0%	6,039	24.6%

Supplementary data for FY2022 1Q
(April 1, 2021 through June 30, 2021)

Seino Transportation Co., Ltd.(Non Consolidated)

I. Result of Performance

(Millions of Yen)

	FY2021.3 1Q	FY2020.3 1Q	Increase (▲Decrease)	
			▲	%
Operating revenue	65,771	64,349	1,422	2.2%
Operating income	3,109	936	2,173	232.0%
Ordinary income	3,200	1,331	1,869	140.4%
Net income	1,991	762	1,229	161.3%

II. Operating volume

	FY2021.3 1Q
FY2017.3 1Q	1.8%
FY2018.3 1Q	▲ 2.1%
FY2019.3 1Q	▲ 0.4%
FY2020.3 1Q	▲ 13.4%
FY2021.3 1Q	7.5%

III. Operating revenue by segment

		FY2021.3 1Q		FY2020.3 1Q		%y/y	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	46,751	71.1%	46,628	72.5%	122	0.3%
	Mini	8,877	13.5%	8,375	13.0%	501	6.0%
	Home delivery	700	1.1%	1,103	1.7%	▲ 403	▲ 36.5%
	Moving	173	0.2%	131	0.2%	42	31.9%
	Charter	4,468	6.8%	4,288	6.7%	179	4.2%
	Subtotal	60,970	92.7%	60,528	94.1%	441	0.7%
	Air and Sea	855	1.3%	571	0.9%	283	49.6%
	Others	3,945	6.0%	3,248	5.0%	697	21.5%
	Total	65,771	100.0%	64,349	100.0%	1,422	2.2%

IV. Major expenses

	FY2021.3 1Q		FY2020.3 1Q		Increase (▲Decrease)	
	¥Million	Per revenue	¥Million	Per revenue	¥Million	%y/y
Personnel	23,356	35.5%	22,961	35.7%	395	1.7%
Fuel	1,378	2.1%	1,013	1.6%	364	36.0%
Depreciation	2,780	4.2%	2,604	4.0%	176	6.8%
Chartered truck fee	21,086	32.1%	22,706	35.3%	▲ 1,620	▲ 7.1%
Argent fee	5,577	8.5%	5,251	8.2%	325	6.2%
Commission fee	3,747	5.7%	4,307	6.7%	▲ 560	▲ 13.0%
Tool road fee	752	1.2%	729	1.1%	23	3.2%
Online	286	0.4%	282	0.4%	4	1.5%
Air and sea freight	733	1.1%	456	0.7%	276	60.6%
Others	2,961	4.5%	3,098	4.8%	▲ 136	▲ 4.4%
Total	62,662	95.3%	63,413	98.5%	▲ 750	▲ 1.2%

	Fuel Unit Price %y/y	Fuel Use %y/y
FY2017.3 1Q	14.8%	▲ 0.4%
FY2018.3 1Q	18.5%	▲ 1.9%
FY2019.3 1Q	0.2%	▲ 5.4%
FY2020.3 1Q	▲ 27.7%	▲ 3.7%
FY2021.3 1Q	36.2%	1.3%