

Supplementary data for FY2023 3Q
(April 1, 2022 through December 31, 2022)
SEINO HOLDINGS Co., Ltd.

I. Result of Performance

(Millions of Yen)

	FY2023.3 3Q	FY2022.3 3Q	Increase (▲ Decrease)	
Operating revenue	472,814	453,625	19,189	4.2%
Operating profit	24,508	22,413	2,094	9.3%
Ordinary profit	28,325	24,801	3,523	14.2%
Profit attributable to owners of parent	17,083	15,305	1,777	11.6%

	FY2023.3 Oct - Dec.	FY2022.3 Oct - Dec.	Increase (▲ Decrease)	
Operating revenue	166,447	158,670	7,777	4.9%
Operating profit	10,024	9,767	257	2.6%
Ordinary profit	11,574	10,643	930	8.7%
Profit attributable to owners of parent	7,168	6,635	532	8.0%

II. Performance by Segment

(i) Operating revenue by segment

(Millions of Yen)

	FY2023.3 3Q		FY2022.3 3Q		Increase (▲ Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ Million	% y/y
Transportation	359,840	76.1%	339,828	74.9%	20,011	5.9%
Vehicle sales	66,395	14.0%	72,618	16.0%	▲ 6,223	▲ 8.6%
Merchandise sales	25,114	5.3%	22,744	5.0%	2,370	10.4%
Real-estate leasing	1,642	0.4%	1,500	0.3%	142	9.5%
Others	19,821	4.2%	16,933	3.8%	2,887	17.1%
Total	472,814	100.0%	453,625	100.0%	19,189	4.2%

	FY2023.3 Oct - Dec.		FY2022.3 Oct - Dec.		Increase (▲ Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ Million	% y/y
Transportation	126,759	76.2%	120,192	75.7%	6,567	5.5%
Vehicle sales	22,521	13.5%	23,608	14.9%	▲ 1,086	▲ 4.6%
Merchandise sales	9,101	5.5%	8,375	5.3%	726	8.7%
Real-estate leasing	552	0.3%	523	0.3%	28	5.4%
Others	7,513	4.5%	5,970	3.8%	1,542	25.8%
Total	166,447	100.0%	158,670	100.0%	7,777	4.9%

(ii) Operating profit by division

(Millions of Yen)

	FY2023.3 3Q		FY2022.3 3Q		Increase (▲Decrease)	
	¥ million	Per profit	¥ million	Per profit	¥ Million	% y/y
Transportation	18,900	77.1%	17,173	76.6%	1,727	10.1%
Vehicle sales	3,937	16.1%	3,814	17.0%	123	3.2%
Merchandise sales	632	2.6%	613	2.7%	19	3.1%
Real-estate leasing	1,208	4.9%	1,139	5.1%	69	6.1%
Others	1,062	4.3%	837	3.8%	224	26.9%
Total	25,742	105.0%	23,577	105.2%	2,164	9.2%
Elimination	▲ 1,233	▲ 5.0%	▲ 1,164	▲ 5.2%	▲ 69	-
Consolidated	24,508	100.0%	22,413	100.0%	2,094	9.3%

	FY2023.3 Oct - Dec.		FY2022.3 Oct - Dec.		Increase (▲Decrease)	
	¥ million	Per profit	¥ million	Per profit	¥ Million	% y/y
Transportation	8,337	83.2%	8,063	82.6%	273	3.4%
Vehicle sales	1,101	11.0%	1,142	11.7%	▲ 40	▲ 3.6%
Merchandise sales	257	2.6%	228	2.3%	29	12.7%
Real-estate leasing	412	4.1%	382	3.9%	29	7.8%
Others	336	3.3%	329	3.4%	7	2.3%
Total	10,445	104.2%	10,146	103.9%	298	2.9%
Elimination	▲ 420	▲ 4.2%	▲ 379	▲ 3.9%	▲ 41	-
Consolidated	10,024	100.0%	9,767	100.0%	257	2.6%

III. Operating volume and freight rate(Transportation services)

	FY2023.3 3Q
Operating volume	100.9%
Freight rate	99.0%

IV. Major expenses

(Millions of Yen)

	FY2023.3 3Q	FY2022.3 3Q	Increase (▲ Decrease)	
			¥ Million	% y/y
Personnel	164,482	162,233	2,248	1.4%
Fuel	13,707	12,582	1,125	8.9%
Depreciation	16,036	15,790	245	1.6%
Chartered truck fee, Committed fee, subcontract fee	133,942	120,873	13,068	10.8%
Tool road fee	5,911	5,877	34	0.6%
Others	114,225	113,853	371	0.3%
Total	448,306	431,211	17,094	4.0%

	FY2023.3 Oct - Dec.	FY2022.3 Oct - Dec.	Increase(▲ Decrease)	
			¥ Million	% y/y
Personnel	56,349	55,398	950	1.7%
Fuel	4,565	4,565	0	0.0%
Depreciation	5,444	5,486	▲ 41	▲ 0.8%
Chartered truck fee, Committed fee, subcontract fee	47,420	42,826	4,593	10.7%
Tool road fee	1,970	2,013	▲ 43	▲ 2.2%
Others	40,672	38,612	2,060	5.3%
Total	156,422	148,903	7,519	5.0%

Major expense by segment

(Millions of Yen)

	Transportation	Vehicle sales	Merchandise sales	Real-estate leasing	Others	Estimation	Total
Personnel	144,580	9,701	1,056	-	8,957	186	164,482
Fuel	13,387	168	4	-	131	14	13,707
Depreciation	14,129	1,568	45	170	448	▲ 327	16,036
Chartered truck fee, Committed fee, subcontract fee	133,942	-	-	-	-	-	133,942
Tool road fee	5,911	-	-	-	-	-	5,911
Others	30,638	56,162	34,203	263	15,245	▲ 22,287	114,225
Total	342,591	67,602	35,310	433	24,782	▲ 22,414	448,306

Major expense by Transportation business

(Millions of Yen)

	FY2023.3 3Q		FY2022.3 3Q		Increase (▲Decrease)	
	¥Million	Per revenue	¥Million	Per revenue	¥Million	% y/y
Personnel	144,580	40.2%	143,369	42.2%	1,210	0.8%
Fuel	13,387	3.7%	12,281	3.6%	1,106	9.0%
Depreciation	14,129	3.9%	13,969	4.1%	160	1.1%
Chartered truck fee, Committed fee, subcontract fee	133,942	37.2%	120,873	35.6%	13,068	10.8%
Tool road fee	5,911	1.6%	5,877	1.7%	34	0.6%
Others	30,638	8.5%	27,714	8.2%	2,924	10.6%
Total	342,591	95.2%	324,086	95.4%	18,504	5.7%

	FY2023.3 Oct - Dec.		FY2022.3 Oct - Dec.		Increase (▲Decrease)	
	¥Million	Per revenue	¥Million	Per revenue	¥Million	% y/y
Personnel	49,563	39.1%	48,858	40.7%	704	1.4%
Fuel	4,467	3.5%	4,460	3.7%	6	0.2%
Depreciation	4,768	3.8%	4,834	4.0%	▲ 66	▲ 1.4%
Chartered truck fee, Committed fee, subcontract fee	47,420	37.4%	42,826	35.6%	4,593	10.7%
Tool road fee	1,970	1.6%	2,013	1.7%	▲ 43	▲ 2.2%
Others	10,907	8.6%	9,615	8.0%	1,291	13.4%
Total	119,096	94.0%	112,609	93.7%	6,486	5.8%

V. Performance forecasts

(Millions of Yen)

		FY2023.3(E)		FY2022.3		Increase (▲decrease)	%y/y
Operating revenue	semi	306,366		294,954		11,412	3.9%
	FY	620,300		607,657		12,642	2.1%
Operating profit	semi	14,483		12,646		1,836	14.5%
	FY	31,430		27,545		3,884	14.1%
Ordinary profit	semi	16,751		14,158		2,593	18.3%
	FY	34,430		30,269		4,160	13.7%
Profit attributable to owners of parent	semi	9,915		8,670		1,245	14.4%
	FY	21,700		17,255		4,444	25.8%

VI. Performance forecasts by segment

(i) Operating revenue

(Millions of Yen)

		FY2023.3(E)		FY2022.3		Increase (▲decrease)	%y/y
Transportation	semi	233,081	76.1%	219,636	74.5%	13,444	6.1%
	FY	469,600	75.7%	453,253	74.6%	16,346	3.6%
Vehicle sales	semi	43,874	14.3%	49,010	16.6%	▲ 5,136	▲ 10.5%
	FY	91,000	14.7%	98,220	16.2%	▲ 7,220	▲ 7.4%
Merchandise sales	semi	16,012	5.2%	14,368	4.9%	1,644	11.4%
	FY	34,000	5.5%	30,753	5.1%	3,246	10.6%
Real-estate leasing	semi	1,090	0.4%	976	0.3%	114	11.7%
	FY	2,100	0.3%	2,013	0.3%	86	4.3%
Others	semi	12,308	4.0%	10,962	3.7%	1,345	12.3%
	FY	23,600	3.8%	23,417	3.8%	182	0.8%
Total	semi	306,366	100.0%	294,954	100.0%	11,412	3.9%
	FY	620,300	100.0%	607,657	100.0%	12,642	2.1%

(ii) Operations profit

(Millions of Yen)

		FY2023.3(E)		FY2022.3		Increase (▲decrease)	%y/y
Transportation	semi	10,563	72.9%	9,109	72.0%	1,454	16.0%
	FY	24,250	77.1%	21,107	76.6%	3,142	14.9%
Vehicle sales	semi	2,836	19.6%	2,671	21.1%	164	6.2%
	FY	4,500	14.3%	4,491	16.3%	8	0.2%
Merchandise sales	semi	374	2.6%	384	3.1%	▲ 9	▲ 2.6%
	FY	810	2.6%	789	2.9%	20	2.6%
Real-estate leasing	semi	796	5.5%	757	6.0%	39	5.2%
	FY	1,720	5.5%	1,508	5.5%	211	14.0%
Others	semi	725	5.0%	508	4.0%	217	42.8%
	FY	1,660	5.3%	1,194	4.3%	465	39.0%
Elimination	semi	▲ 813	▲ 5.6%	▲ 785	▲ 6.2%	▲ 28	—
	FY	▲ 1,510	▲ 4.8%	▲ 1,545	▲ 5.6%	35	—
Total	semi	14,483	100.0%	12,646	100.0%	1,836	14.5%
	FY	31,430	100.0%	27,545	100.0%	3,884	14.1%

Supplementary data for FY2023 3Q
(April 1, 2022 through December 31, 2022)
Seino Transportation Co., Ltd.(Non Consolidated)

I. Result of Performance

(Millions of Yen)

	FY2023.3 3Q	FY2022.3 3Q	Increase (▲Decrease)	
Operating revenue	202,872	199,134	3,738	1.9%
Operating profit	8,689	9,098	▲ 409	▲ 4.5%
Ordinary profit	9,167	9,413	▲ 246	▲ 2.6%
Net profit	5,264	5,874	▲ 610	▲ 10.4%

	FY2023.3 Oct through Dec	FY2022.3 Oct through Dec	Increase (▲Decrease)	
Operating revenue	70,780	69,946	833	1.2%
Operating profit	4,086	4,333	▲ 246	▲ 5.7%
Ordinary profit	4,263	4,435	▲ 171	▲ 3.9%
Net profit	2,426	2,806	▲ 380	▲ 13.5%

II. Operating volume

	April - December	October - December
FY2019.3 3Q	▲ 2.3%	▲ 3.0%
FY2020.3 3Q	▲ 2.5%	▲ 5.1%
FY2021.3 3Q	▲ 9.7%	▲ 4.5%
FY2022.3 3Q	4.4%	1.4%
FY2023.3 3Q	0.9%	2.3%

III. Operating revenue by segment

		FY2023.3 3Q		FY2022.3 3Q		Increase (▲Decrease)	
		¥Million	Per revenue	¥Million	Per revenue	¥Million	% y/y
L a n d	Commercial cargo	145,035	71.5%	142,346	71.5%	2,689	1.9%
	Mini	25,798	12.7%	26,384	13.2%	▲ 585	▲ 2.2%
	Home delivery	1,689	0.8%	1,976	1.0%	▲ 286	▲ 14.5%
	Moving	283	0.1%	379	0.2%	▲ 95	▲ 25.2%
	Charter	13,870	6.9%	13,722	6.9%	147	1.1%
	Subtotal	186,678	92.0%	184,808	92.8%	1,869	1.0%
Air snd Sea		2,539	1.3%	2,349	1.2%	190	8.1%
Others		13,654	6.7%	11,976	6.0%	1,677	14.0%
Total		202,872	100.0%	199,134	100.0%	3,738	1.9%

		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	50,674	71.6%	50,701	72.5%	▲ 27	▲ 0.1%
	Mini	8,754	12.3%	9,126	13.0%	▲ 372	▲ 4.1%
	Home delivery	615	0.9%	699	1.0%	▲ 83	▲ 11.9%
	Moving	79	0.1%	110	0.2%	▲ 30	▲ 27.7%
	Charter	4,807	6.8%	4,651	6.6%	156	3.4%
	Subtotal	64,932	91.7%	65,289	93.3%	▲ 357	▲ 0.5%
Air snd Sea		811	1.2%	631	0.9%	180	28.5%
Others		5,037	7.1%	4,026	5.8%	1,010	25.1%
Total		70,780	100.0%	69,946	100.0%	833	1.2%

IV. Major expenses

	FY2023.3 3Q		FY2022.3 3Q		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Personnel	70,598	34.8%	70,610	35.5%	▲ 12	▲ 0.0%
Fuel	4,894	2.4%	4,470	2.2%	424	9.5%
Depreciation	8,929	4.4%	8,508	4.3%	421	5.0%
Chartered truck fee	64,691	31.9%	63,693	32.0%	997	1.6%
Argent fee	16,967	8.4%	16,853	8.5%	114	0.7%
Commission fee	12,192	6.0%	11,359	5.7%	832	7.3%
Tool road fee	2,330	1.1%	2,276	1.1%	54	2.4%
Online	874	0.4%	880	0.4%	▲ 6	▲ 0.7%
Air and sea freight	2,373	1.2%	2,026	1.0%	347	17.1%
Others	10,329	5.1%	9,355	4.7%	974	10.4%
Total	194,182	95.7%	190,035	95.4%	4,147	2.2%

	FY2023.3 Oct - Dec		FY2022.3 Oct - Dec		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Personnel	23,938	33.8%	24,004	34.3%	▲ 66	▲ 0.3%
Fuel	1,631	2.3%	1,626	2.3%	4	0.3%
Depreciation	2,957	4.2%	2,914	4.2%	43	1.5%
Chartered truck fee	22,298	31.5%	22,261	31.8%	37	0.2%
Argent fee	5,812	8.2%	5,914	8.5%	▲ 102	▲ 1.7%
Commission fee	4,593	6.5%	3,962	5.7%	630	15.9%
Tool road fee	771	1.1%	780	1.1%	▲ 9	▲ 1.2%
Online	291	0.4%	309	0.4%	▲ 18	▲ 5.9%
Air and sea freight	753	1.0%	567	0.8%	185	32.6%
Others	3,645	5.2%	3,269	4.7%	375	11.5%
Total	66,693	94.2%	65,613	93.8%	1,080	1.6%

	Fuel Unit Price % y/y	Fuel Use % y/y
FY2019.3 3Q	18.6%	▲ 3.3%
FY2020.3 3Q	▲ 4.7%	▲ 3.6%
FY2021.3 3Q	▲ 19.8%	▲ 4.5%
FY2022.3 3Q	33.1%	1.6%
FY2023.3 3Q	9.2%	0.7%