

**Supplementary Data**  
**For the Fiscal Year Ended March 31, 2016**  
**SEINO HOLDINGS Co., Ltd.**

**1. Result of Performance**

(Millions of Yen)

	FY2016.3	FY2015.3	Increase / Decrease	
Operating revenue	555,457	542,452	13,004	2.4%
Operating income	26,186	21,386	4,800	22.4%
Ordinary income	28,275	23,507	4,767	20.3%
Net income	18,864	14,456	4,407	30.5%
Net income per share	¥94.87	¥72.67		

	FY2016.3 4q (Jan through Mar)	FY2015.3 4q (Jan through Mar)	Increase / Decrease	
Operating revenue	140,448	136,335	4,113	3.0%
Operating income	5,940	5,583	356	6.4%
Ordinary income	6,436	6,060	376	6.2%
Net income	5,195	3,920	1,275	32.5%

**2. performance by segment**

(i) Operating revenue by segment

(Millions of Yen)

	FY2016.3		FY2015.3		Increase / Decrease	
	¥ million	per revenue	¥ million	per revenue	¥ million	per revenue
Transportation	416,112	74.9%	398,972	73.5%	17,140	4.3%
Automobile sales	94,440	17.0%	95,351	17.6%	▲ 910	▲ 1.0%
Merchandise sales	28,029	5.0%	32,698	6.0%	▲ 4,669	▲ 14.3%
Real-estate leasing	1,471	0.3%	1,400	0.3%	71	5.1%
Others	15,402	2.8%	14,029	2.6%	1,373	9.8%
Total	555,457	100.0%	542,452	100.0%	13,004	2.4%

	FY2016.3 4q(Jan. through Mar.)		FY2015.3 4q(Jan. through Mar.)		Increase / Decrease	
	¥ million	per revenue	¥ million	per revenue	¥ million	per revenue
Transportation	104,276	74.1%	98,918	72.5%	5,357	5.4%
Automobile sales	25,501	18.2%	25,997	19.1%	▲ 495	▲ 1.9%
Merchandise sales	6,431	4.6%	7,162	5.2%	▲ 730	▲ 10.2%
Real-estate leasing	369	0.3%	349	0.3%	20	5.9%
Others	3,869	2.8%	3,908	2.9%	▲ 38	▲ 1.0%
Total	140,448	100.0%	136,335	100.0%	4,113	3.0%

## (ii) Operating income by segment

(Millions of Yen)

	FY2016.3		FY2015.3		Increase / Decrease	
	¥ million	per revenue	¥ million	per revenue	¥ million	per revenue
Transportation	19,112	73.0%	14,698	68.7%	4,414	30.0%
Automobile sales	4,925	18.8%	4,890	22.9%	35	0.7%
Marchandise sales	772	3.0%	754	3.5%	17	2.3%
Real-estate leasing	1,227	4.7%	1,199	5.6%	28	2.4%
Others	1,107	4.2%	546	2.6%	561	102.7%
total	27,146	103.7%	22,089	103.3%	5,056	22.9%
Elimination	▲ 960	▲ 3.7%	▲ 703	▲ 3.3%	▲ 256	—
Consolidated	26,186	100.0%	21,386	100.0%	4,800	22.4%

	FY2016.3 4q (Jan. through Mar.)		FY2015.3 4q (Jan. through Mar.)		Increase / Decrease	
	¥ million	per revenue	¥ million	per revenue	¥ million	per revenue
Transportation	4,480	75.4%	4,258	76.3%	221	5.2%
Automobile sales	994	16.7%	848	15.2%	145	17.2%
Marchandise sales	163	2.7%	208	3.7%	▲ 45	▲ 21.7%
Real-estate leasing	282	4.8%	294	5.3%	▲ 12	▲ 4.2%
Others	412	7.0%	72	1.3%	340	469.0%
total	6,333	106.6%	5,683	101.8%	649	11.4%
Elimination	▲ 392	▲ 6.6%	▲ 99	▲ 1.8%	▲ 293	—
Consolidated	5,940	100.0%	5,583	100.0%	356	6.4%

### 3. Major expenses

(Millions of Yen)

	FY2016.3		FY2015.3		Increase / Decrease	
	¥million	per revenue	¥million	per revenue	¥million	per revenue
Personnel	192,954	34.7%	184,548	34.0%	8,405	4.6%
Fuel	14,359	2.6%	18,060	3.3%	▲ 3,700	▲ 20.5%
Depreciation	16,039	2.9%	14,841	2.7%	1,197	8.1%
Sub-contracting fee, and Commision	154,518	27.9%	151,012	27.9%	3,506	2.3%
Toll fare	7,887	1.4%	7,330	1.4%	557	7.6%
Others	143,512	25.8%	145,273	26.8%	▲ 1,761	▲ 1.2%
Total	529,271	95.3%	521,066	96.1%	8,204	1.6%

### Major expenses by segment

(Millions of Yen)

	Transport	Auto sales	Marchandis e	Real-estate leasing	Others	Adjustments	Total
Personnel	172,241	13,075	1,407	-	7,278	▲ 1,049	192,954
Fuel	14,041	216	5	-	95	-	14,359
Depreciation	14,121	1,829	38	37	335	▲ 323	16,039
Sub-contract Commition	154,518	-	-	-	-	-	154,518
Toll fare	7,887	-	-	-	-	-	7,887
Others	35,919	82,828	46,143	206	30,902	▲ 52,758	143,512
Total	398,730	97,950	47,865	244	38,612	▲ 54,131	529,271

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

### 4. Performance forecasts

(Millions of Yen)

		FY2017.3 (Forecasts)	FY2016.3	Increase / decrease	%y/y
Operating revenue	Semi	278,000	269,951	8,049	3.0%
	FY	566,000	555,457	10,543	1.9%
Operating income	Semi	11,500	11,301	199	1.8%
	FY	26,500	26,186	314	1.2%
Ordinary income	Semi	12,500	12,322	178	1.4%
	FY	28,500	28,275	225	0.8%
Net income	Semi	7,400	7,786	▲ 386	▲ 5.0%
	FY	17,200	18,864	▲ 1,664	▲ 8.8%

## 5. Performance forecasts by segments

### (i) Operating revenue

(Millions of Yen)

		FY2017.3(E)	FY2016.3	Increase decrease	%y/y
Transportation	semi	210,000	202,102	7,898	3.9%
	FY	426,500	416,112	10,388	2.5%
Automobile sales	semi	46,000	45,751	249	0.5%
	FY	94,500	94,440	60	0.1%
Merchandise sales	semi	13,900	14,313	▲ 413	▲ 2.9%
	FY	28,500	28,029	471	1.7%
Real-estate leasing	semi	750	747	3	0.4%
	FY	1,500	1,471	29	2.0%
Others	semi	7,350	7,035	315	4.5%
	FY	15,000	15,402	▲ 402	▲ 2.6%
Total	semi	278,000	269,951	8,049	3.0%
	FY	566,000	555,457	10,543	1.9%

### (ii) Operating income

(Millions of Yen)

		FY2017.3(E)	FY2016.3	Increase decrease	%y/y
Transportation	semi	7,900	7,590	310	4.1%
	FY	19,500	19,112	388	2.0%
Automobile sales	semi	2,600	2,835	▲ 235	▲ 8.3%
	FY	5,000	4,925	75	1.5%
Merchandise sales	semi	350	357	▲ 7	▲ 2.0%
	FY	800	772	28	3.6%
Real-estate leasing	semi	600	641	▲ 41	▲ 6.4%
	FY	1,200	1,227	▲ 27	▲ 2.2%
Others	semi	350	351	▲ 1	▲ 0.3%
	FY	700	1,107	▲ 407	▲ 36.8%
Elimination	semi	▲ 300	▲ 475	175	—
	FY	▲ 700	▲ 960	260	—
Total	semi	11,500	11,301	199	1.8%
	FY	26,500	26,186	314	1.2%

## 6. Capital investment (Millions of Yen)

	FY2014.3		FY2015.3		FY2016.3		FY2017.3(E)
	Semi	FY	Semi	FY	Semi	FY	FY(E)
Land	339	786	21	83	215	467	2,000
Building	2,665	4,866	7,314	9,106	5,639	11,840	2,500
Vehicle	3,598	6,771	3,648	6,977	4,379	7,205	7,000
Others	999	2,689	1,566	2,929	1,305	4,925	4,500
Total	7,601	15,112	12,549	19,095	11,538	24,437	16,000

## 7. Capital investment by segment (Millions of Yen)

	Transprt	Auto sales	Marchandise sales	Real-estate leasing	Others	Elimination	Total
FY2017.3(E)	14,200	1,200	-	300	300	-	16,000
FY2016.3	22,603	1,543	66	360	400	▲ 537	24,437
FY2015.3	17,243	1,567	9	189	594	▲ 509	19,095

## 8. Depreciation (Millions of Yen)

	Transprt	Auto sales	Marchandise sales	Real-estate leasing	Others	Elimination	Total
FY2017€	15,800	1,700	50	50	300	▲ 300	17,600
FY2016.3	14,121	1,829	38	37	335	▲ 323	16,039
FY2015.3	13,062	1,710	44	32	295	▲ 304	14,841

## 9. Number of employee and Vehicles

Employee	Transprt	Auto sales	Marchandise sales	Real-estate leasing	Others	Total
2016.3	24,449	1,785	207	—	835	27,276
2015.3	23,285	1,777	202	—	804	26,068
2014.3	23,290	1,800	203	—	871	26,164
Vehicles	Transprt	Auto sales	Marchandise sales	Real-estate leasing	Others	Total
2016.3	24,117	—	—	—	—	24,117
2015.3	23,109	—	—	—	—	23,109
2014.3	23,083	—	—	—	—	23,083

## 10. Number of new car sales

	FY2016.3	FY2015.3	Increase / Decrease
Passenger vehicle	18,767	20,366	▲ 1,599
Truck	2,810	2,677	133
	FY2016.3 4q (Jan -Mar)	FY2015.3 4q (Jan -Mar)	Increase / Decrease
Passenger vehicle	5,219	5,717	▲ 498
Truck	682	761	▲ 79

**Supplementary Data**  
**For the Fiscal Year Ended March 31, 2016**  
**Seino Transportation Co., Ltd.**

**I . Result of Performance**

(Millions of Yen)

	FY2016.3	FY2015.3	Increase / Decrease	
Operating revenue	259,849	256,971	2,878	1.1%
Operating income	10,917	8,402	2,515	29.9%
Ordinary income	11,566	9,091	2,475	27.2%
Net income	7,412	5,841	1,570	26.9%

	FY2016.3 4q (Jan-Mar)	FY2015.3 4q (Jan-Mar)	Increase / Decrease	
Operating revenue	65,023	64,210	812	1.3%
Operating income	2,519	2,497	22	0.9%
Ordinary income	2,702	2,676	25	1.0%
Net income	1,920	1,711	208	12.2%

**II . Operating volume**

	%y/y		%y/y
FY2011.3	6.0%	FY2011.3 4q (Jan.-Mar.)	million 1.6%
FY2012.3	▲ 3.7%	FY2012.3 4q (Jan.-Mar.)	▲ 2.5%
FY2013.3	0.6%	FY2013.3 4q (Jan.-Mar.)	0.1%
FY2014.3	4.1%	FY2014.3 4q (Jan.-Mar.)	5.9%
FY2015.3	▲ 6.4%	FY2015.3 4q (Jan.-Mar.)	▲ 7.5%
FY2016.3	▲ 0.6	FY2016.3 4q (Jan.-Mar.)	0.1%

### III. Operating revenue by segment

(Millions of Yen)

		FY 2016.3		FY 2015.3		Increase / decrease	
		¥ million	Per revenue	¥ million	Per revenue	¥ million	%y/y
L a n d	Commercial cargo	185,951	71.6%	184,081	71.6%	1,870	1.0%
	Mini	35,679	13.7%	35,662	13.9%	17	0.0%
	Home delivery	6,890	2.7%	7,016	2.7%	▲ 125	▲ 1.8%
	Moving	1,072	0.4%	1,171	0.5%	▲ 99	▲ 8.5%
	Charter	17,446	6.7%	16,750	6.5%	696	4.2%
Sub total		247,040	95.1%	244,681	95.2%	2,359	1.0%
Air and sea		2,290	0.9%	2,175	0.9%	115	5.3%
Others		10,518	4.0%	10,114	3.9%	403	4.0%
Total		259,849	100.0%	256,971	100.0%	2,878	1.1%

		FY 2016.3 4q (Jan-Mar)		FY 2015.3 4q (Jan-Mar)		Increase / decrease	
		¥ million	Per revenue	¥ million	Per revenue	¥ million	%y/y
L a n d	Commercial cargo	46,382	71.3%	45,940	71.6%	442	1.0%
	Mini	8,927	13.7%	8,889	13.8%	38	0.4%
	Home delivery	1,586	2.4%	1,588	2.5%	▲ 2	▲ 0.2%
	Moving	563	0.9%	584	0.9%	▲ 20	▲ 3.5%
	Charter	4,434	6.8%	4,252	6.6%	181	4.3%
Sub total		61,895	95.1%	61,255	95.4%	639	1.0%
Air and sea		580	0.9%	552	0.9%	28	5.1%
Others		2,547	4.0%	2,403	3.7%	144	6.0%
Total		65,023	100.0%	64,210	100.0%	812	1.3%

#### IV. Major expenses

(Million Yen)

	FY 2016.3		FY 2015.3		Increase / Decrease	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	%y/y
Personnel	89,735	34.5%	88,361	34.4%	1,374	1.6%
Fuel	5,281	2.0%	6,980	2.7%	▲ 1,699	▲ 24.3%
Depreciation	8,471	3.3%	8,319	3.2%	151	1.8%
Chartered truck fee	85,847	33.0%	85,689	33.4%	157	0.2%
Argent fee	21,755	8.4%	21,567	8.4%	188	0.9%
Commission fee	17,737	6.8%	17,650	6.9%	87	0.5%
Toll fare	3,107	1.2%	3,027	1.2%	80	2.6%
Online	1,211	0.5%	1,386	0.5%	▲ 174	▲ 12.6%
Air and Sea	1,692	0.7%	1,613	0.6%	79	4.9%
Others	14,090	5.4%	13,972	5.4%	117	0.8%
Total	248,932	95.8%	248,568	96.7%	363	0.1%

	FY 2016.3 4q (Jan-Mar)		FY 2015.3 4q (Jan-Mar)		Increase / Decrease	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	%y/y
Personnel	22,841	35.1%	22,523	35.1%	317	1.4%
Fuel	1,126	1.7%	1,372	2.1%	▲ 245	▲ 17.9%
Depreciation	2,167	3.3%	2,129	3.3%	37	1.8%
Chartered truck fee	21,391	32.9%	21,246	33.1%	144	0.7%
Argent fee	5,469	8.4%	5,394	8.4%	75	1.4%
Commission fee	4,300	6.6%	4,295	6.7%	5	0.1%
Toll fare	768	1.2%	750	1.2%	18	2.4%
Online	289	0.5%	323	0.5%	▲ 34	▲ 10.7%
Air and Sea	414	0.6%	401	0.6%	13	3.3%
Others	3,733	5.8%	3,275	5.1%	457	14.0%
Total	62,503	96.1%	61,713	96.1%	790	1.3%



	Fuel unit price %/y/y	Oil usase %/y/y
FY2008.3	8.6%	▲ 3.3%
FY2009.3	7.8%	▲ 3.7%
FY2010.3	▲ 23.3%	▲ 0.2%
FY2011.3	13.6%	0.9%
FY2012.3	10.1%	▲ 7.7%
FY2013.3	0.9%	▲ 2.1%
FY2014.3	7.5%	0.6%
FY2015.3	▲ 4.0%	▲ 7.1%
FY 2016.3	▲ 23.5%	▲ 1.7%

## V. Performance Forecasts

(Millions of Yen)

		FY2017.3 (E)	FY 2016.3	Increase	% y/y
Operatingrevenue	semi	129,700	126,824	2,876	2.3%
	FY	265,700	259,849	5,851	2.3%
Operatingincome	semi	4,700	4,358	342	7.8%
	FY	11,500	10,917	583	5.3%
Ordinary income	semi	5,000	4,678	322	6.9%
	FY	12,100	11,566	534	4.6%
Net income	semi	3,100	2,890	210	7.3%
	FY	7,500	7,412	88	1.2%

## VI. Operating revenue by segment

(Million of Yen)

			FY2017.3 (E)		FY 2016.3		increase / decrease		
			¥ million	Per revenue	¥ million	Per revenue	¥ million	%y/y	
L a n d	Commercial	Semi	93,100	71.8%	90,928	71.7%	2,172	2.4%	
		FY	190,100	71.5%	185,951	71.6%	4,149	2.2%	
	Mini	Semi	18,100	14.0%	17,678	13.9%	422	2.4%	
		FY	36,700	13.8%	35,679	13.7%	1,021	2.9%	
	Home	Semi	3,300	2.5%	3,322	2.6%	▲ 22	▲ 0.7%	
		FY	6,900	2.6%	6,890	2.7%	10	0.1%	
	Moving	Semi	400	0.3%	367	0.3%	33	9.0%	
		FY	1,200	0.5%	1,072	0.4%	128	11.9%	
	Charter	Semi	8,400	6.5%	8,362	6.6%	38	0.5%	
		FY	17,600	6.6%	17,446	6.7%	154	0.9%	
	Sub total		Semi	123,300	95.1%	120,660	95.1%	2,640	2.2%
			FY	252,500	95.0%	247,040	95.1%	5,460	2.2%
Air and sea		Semi	1,050	0.8%	1,119	0.9%	▲ 69	▲ 6.2%	
		FY	2,100	0.8%	2,290	0.9%	▲ 190	▲ 8.3%	
Others		Semi	5,350	4.1%	5,045	4.0%	305	6.0%	
		FY	11,100	4.2%	10,518	4.0%	582	5.5%	
Total		Semi	129,700	100.0%	126,824	100.0%	2,876	2.3%	
		FY	265,700	100.0%	259,849	100.0%	5,851	2.3%	

## VII. Home delivery services (B/C to C)

	FY 2016.3				FY 2015.3			
	Number of parcel	% y/y	Sales ¥ million	% y/y	Number of parcel	% y/y	Sales ¥ million	% y/y
Home deliver	20,319	▲ 4.9%	6,890 (@339)	▲ 1.8%	21,369	▲ 19.1%	7,016 (@328)	▲ 14.5%
Mini	97,658	▲ 0.7%	35,679 (@365)	0.0%	98,372	▲ 2.5%	35,662 (@362)	▲ 0.6%
Total	117,978	▲ 1.5%	42,570 (@360)	▲ 0.3%	119,741	▲ 5.9%	42,678 (@356)	▲ 3.2%

## VII. Capital investment

(Million of Yen)

	FY 2013		FY 2014.3		FY 2015.3		FY 2016.3		FY2017.3(E)
	Semi	FY	Semi	FY	Semi	FY	Semi	FY	FY(E)
Land	13	24	0	511	2	3	49	113	1,400
Building	197	347	1,282	2,614	6,416	7,361	5,051	11,251	850
Vehicle	1,604	3,613	2,044	3,996	1,944	3,743	2,764	3,934	3,600
Others	698	1,572	520	1,629	1,275	2,253	425	2,370	2,950
Total	2,515	5,558	3,846	8,750	9,637	13,360	8,289	17,668	8,800

## X. Number of employee

Employees		Increase /decrease	Age	Average years of continuous employment
FY 2015.3	FY 2016.3			
12,140	12,155	15	43.1	15.3 yrs

## X. Number of employees

	Route trucking driver	Increase (decrease)	Collect and delivery Driver	Increase (decrease)	Others	Increase (decrease)	Total	Increase (decrease)
FY 2006	2,408	▲ 142	6,506	90	4,142	28	13,056	▲ 24
FY 2007	2,349	▲ 59	6,631	125	4,118	▲ 24	13,098	42
FY 2008	2,362	13	6,781	150	4,165	47	13,308	210
FY 2009	2,422	60	6,656	▲ 125	4,238	73	13,316	8
FY 2010	2,348	▲ 74	6,449	▲ 207	4,180	▲ 58	12,977	▲ 339
FY 2011	2,375	27	6,532	83	4,227	47	13,134	157
FY 2012	2,174	▲ 201	6,328	▲ 204	4,076	▲ 151	12,578	▲ 556
FY 2013	2,161	▲ 13	6,241	▲ 87	4,246	170	12,648	70
FY 2014	2,168	7	6,276	35	4,369	123	12,813	165
FY 2015	2,143	▲ 25	6,115	▲ 161	4,286	▲ 83	12,544	▲ 269
FY 2016	2,150	7	6,123	8	4,272	▲ 14	12,545	1