

**Supplementary data for FY2023 2Q**  
**(April 1, 2022 through September 30, 2022)**  
**SEINO HOLDINGS Co., Ltd.**

**I. Result of Performance**

(Millions of Yen)

	FY2023.3 2Q	FY2022.3 2Q	Increase (▲Decrease)	
			Amount	%
Operating revenue	306,366	294,954	11,412	3.9%
Operating profit	14,483	12,646	1,836	14.5%
Ordinary profit	16,751	14,158	2,593	18.3%
Profit attributable to owners of parent	9,915	8,670	1,245	14.4%

	FY2023.3 July-Sep.	FY2022.3 July-Sep.	Increase (▲Decrease)	
			Amount	%
Operating revenue	153,837	146,450	7,387	5.0%
Operating profit	7,218	5,689	1,528	26.9%
Ordinary profit	8,023	6,234	1,788	28.7%
Profit attributable to owners of parent	4,467	3,688	778	21.1%

**II. Performance by Segment**

(i) Operating revenue by segment

(Millions of Yen)

	FY2023.3 2Q		FY2022.3 2Q		Increase (▲Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ Million	%y/y
Transportation	233,081	76.1%	219,636	74.5%	13,444	6.1%
Vehicle sales	43,874	14.3%	49,010	16.6%	▲ 5,136	▲ 10.5%
Merchandise sales	16,012	5.2%	14,368	4.9%	1,644	11.4%
Real-estate leasing	1,090	0.4%	976	0.3%	114	11.7%
Others	12,308	4.0%	10,962	3.7%	1,345	12.3%
Total	306,366	100.0%	294,954	100.0%	11,412	3.9%

	FY2023.3 July-Sep.		FY2022.3 July-Sep.		Increase (▲Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ Million	%y/y
Transportation	116,709	75.9%	108,879	74.4%	7,829	7.2%
Vehicle sales	22,105	14.4%	24,257	16.6%	▲ 2,152	▲ 8.9%
Merchandise sales	8,239	5.3%	7,348	5.0%	890	12.1%
Real-estate leasing	550	0.4%	495	0.3%	55	11.2%
Others	6,233	4.0%	5,468	3.7%	764	14.0%
Total	153,837	100.0%	146,450	100.0%	7,387	5.0%

## (ii) Operating profit by division

(Millions of Yen)

	FY2023.3 2Q		FY2022.3 2Q		Increase (▲Decrease)	
	¥ million	Per profit	¥ million	Per profit	¥ Million	% y/y
Transportation	10,563	72.9%	9,109	72.0%	1,454	16.0%
Vehicle sales	2,836	19.6%	2,671	21.1%	164	6.2%
Merchandise sales	374	2.6%	384	3.1%	▲ 9	▲ 2.6%
Real-estate leasing	796	5.5%	757	6.0%	39	5.2%
Others	725	5.0%	508	4.0%	217	42.8%
Total	15,296	105.6%	13,431	106.2%	1,865	13.9%
Elimination	▲ 813	▲ 5.6%	▲ 785	▲ 6.2%	▲ 28	—
Consolidated	14,483	100.0%	12,646	100.0%	1,836	14.5%

	FY2023.3 July-Sep.		FY2022.3 July-Sep.		Increase (▲Decrease)	
	¥ million	Per profit	¥ million	Per profit	¥ Million	% y/y
Transportation	5,150	71.3%	3,886	68.3%	1,263	32.5%
Vehicle sales	1,409	19.5%	1,299	22.9%	109	8.5%
Merchandise sales	214	3.0%	196	3.4%	17	9.2%
Real-estate leasing	403	5.6%	383	6.7%	20	5.3%
Others	462	6.4%	293	5.2%	168	57.5%
Total	7,639	105.8%	6,059	106.5%	1,579	26.1%
Elimination	▲ 421	▲ 5.8%	▲ 369	▲ 6.5%	▲ 51	—
Consolidated	7,218	100.0%	5,689	100.0%	1,528	26.9%

**III. Operating volume and freight rate(Transportation services)**

	FY2023.3 2Q
Operating volume	100.6%
Freight rate	98.9%

#### IV. Major expenses

(Millions of Yen)

	FY2023.3 2Q	FY2022.3 2Q	Increase (▲Decrease)	
			¥ Million	% y/y
Personnel	108,132	106,835	1,297	1.2%
Fuel	9,141	8,016	1,125	14.0%
Depreciation	10,591	10,304	287	2.8%
Chartered truck fee, Committed fee, subcontract fee	86,522	78,047	8,474	10.9%
Tool road fee	3,941	3,864	77	2.0%
Others	73,552	75,241	▲ 1,688	▲ 2.2%
Total	291,883	282,308	9,575	3.4%

	FY2023.3 July-Sep.	FY2022.3 July-Sep.	Increase(▲Decrease)	
			¥ Million	% y/y
Personnel	53,830	53,409	420	0.8%
Fuel	4,571	4,125	445	10.8%
Depreciation	5,331	5,228	102	2.0%
Chartered truck fee, Committed fee, subcontract fee	43,729	38,680	5,048	13.1%
Tool road fee	1,974	1,932	41	2.2%
Others	37,182	37,383	▲ 201	▲ 0.5%
Total	146,619	140,760	5,859	4.2%

#### Major expense by segment

(Millions of Yen)

	Transportation	Vehicle sales	Merchandise sales	Real-estate leasing	Others	Estimation	Total
Personnel	95,017	6,428	713	-	5,858	115	108,132
Fuel	8,920	117	3	-	90	10	9,141
Depreciation	9,361	1,018	30	112	291	▲ 222	10,591
Chartered truck fee, Committed fee, subcontract fee	86,522	-	-	-	-	-	86,522
Tool road fee	3,941	-	-	-	-	-	3,941
Others	19,731	37,774	21,923	180	9,223	▲ 15,281	73,552
Total	223,495	45,337	22,670	293	15,464	▲ 15,378	291,883

**Major expense by Transportation business**

(Millions of Yen)

	FY2023.3 2Q		FY2022.3 2Q		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	%y/y
Personnel	95,017	40.8%	94,511	43.0%	505	0.5%
Fuel	8,920	3.8%	7,820	3.6%	1,099	14.1%
Depreciation	9,361	4.0%	9,134	4.2%	226	2.5%
Chartered truck fee, Committed fee, subcontract fee	86,522	37.1%	78,047	35.5%	8,474	10.9%
Tool road fee	3,941	1.7%	3,864	1.8%	77	2.0%
Others	19,731	8.5%	18,098	8.2%	1,632	9.0%
<b>Total</b>	<b>223,495</b>	<b>95.9%</b>	<b>211,477</b>	<b>96.3%</b>	<b>12,017</b>	<b>5.7%</b>

	FY2023.3 July-Sep.		FY2022.3 July-Sep.		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	%y/y
Personnel	47,134	40.4%	47,085	43.2%	49	0.1%
Fuel	4,459	3.8%	4,024	3.7%	435	10.8%
Depreciation	4,709	4.0%	4,641	4.3%	67	1.5%
Chartered truck fee, Committed fee, subcontract fee	43,729	37.5%	38,680	35.5%	5,048	13.1%
Tool road fee	1,974	1.7%	1,932	1.8%	41	2.2%
Others	10,023	8.6%	9,077	8.3%	946	10.4%
<b>Total</b>	<b>112,030</b>	<b>96.0%</b>	<b>105,440</b>	<b>96.8%</b>	<b>6,590</b>	<b>6.3%</b>

**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) Operating 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%

**VII. Capital investment by segment**

(Millions of Yen)

Capital investmen	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Elimination	Total
FY2023.3 (E)	20,000	3,100	100	200	600	-	24,000
FY2023.3 2Q	10,470	1,691	11	157	271	▲ 191	12,409
FY2022.3 2Q	10,732	1,193	10	555	116	▲ 375	12,232

**VIII. Number of employee and Vehicles**

Employee	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Total
FY2023.3 2Q	26,901	1,874	202	-	961	29,938
FY2022.3 2Q	26,725	1,887	217	-	1,000	29,829
FY2020.3 2Q	26,457	1,907	210	-	1,029	29,603

Vehicles	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Total
FY2023.3 2Q	25,776	-	-	-	-	25,776
FY2022.3 2Q	25,361	-	-	-	-	25,361
FY2020.3 2Q	24,940	-	-	-	-	24,940

**IX. Number of new car sales**

	FY2023.3 2Q	FY2022.3 2Q	Increase / Decrease
Passenger vehicle	7,174	8,494	▲ 1,320
Truck	1,368	2,100	▲ 732

**Supplementary data for FY2022 2Q**  
**(April 1, 2022 through September 30, 2022)**  
**Seino Transportation Co., Ltd.(Non Consolidated)**

**I. Result of Performance**

(Millions of Yen)

	FY2023.3 2Q	FY2022.3 2Q	Increase (▲Decrease)	
Operating revenue	132,092	129,187	2,904	2.2%
Operating profit	4,602	4,765	▲ 162	▲ 3.4%
Ordinary profit	4,904	4,978	▲ 74	▲ 1.5%
Net profit	2,838	3,068	▲ 229	▲ 7.5%

	FY2023.3 July-Sep.	FY2022.3 July-Sep.	Increase (▲Decrease)	
Operating revenue	65,458	63,415	2,042	3.2%
Operating profit	2,138	1,655	482	29.2%
Ordinary profit	2,359	1,777	581	32.7%
Net profit	1,250	1,076	174	16.2%

**II. Operating volume**

	April - September	July-September
FY2018.3 2Q	▲ 1.9%	▲ 1.7%
FY2019.3 2Q	▲ 1.1%	▲ 1.7%
FY2020.3 2Q	▲ 12.4%	▲ 11.4%
FY2022.3 2Q	6.1%	4.8%
FY2023.3 2Q	0.3%	▲ 1.1%

### III. Operating revenue by segment

		FY2023.3 2Q		FY2022.3 2Q		%y/y	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	94,361	71.4%	91,644	70.9%	2,716	3.0%
	Mini	17,043	12.9%	17,257	13.4%	▲ 213	▲ 1.2%
	Home delivery	1,074	0.8%	1,277	1.0%	▲ 203	▲ 15.9%
	Moving	204	0.2%	269	0.2%	▲ 64	▲ 24.1%
	Charter	9,062	6.9%	9,070	7.0%	▲ 8	▲ 0.1%
Subtotal		121,746	92.2%	119,519	92.5%	2,226	1.9%
Air and Sea		1,728	1.3%	1,718	1.3%	10	0.6%
Others		8,617	6.5%	7,950	6.2%	667	8.4%
Total		132,092	100.0%	129,187	100.0%	2,904	2.2%

		FY2023.3 July-Sep.		FY2022.3 July-Sep.		Increase (▲Decrease)	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	46,599	71.2%	44,893	70.8%	1,705	3.8%
	Mini	8,320	12.7%	8,380	13.2%	▲ 59	▲ 0.7%
	Home delivery	488	0.8%	576	0.9%	▲ 88	▲ 15.3%
	Moving	73	0.1%	95	0.1%	▲ 21	▲ 22.2%
	Charter	4,666	7.1%	4,602	7.3%	64	1.4%
Subtotal		60,149	91.9%	58,548	92.3%	1,600	2.7%
Air and Sea		894	1.4%	863	1.4%	31	3.7%
Others		4,414	6.7%	4,004	6.3%	410	10.3%
Total		65,458	100.0%	63,415	100.0%	2,042	3.2%



#### IV. Major expenses

	FY2023.3 2Q		FY2022.3 2Q		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Personnel	46,660	35.3%	46,605	36.1%	54	0.1%
Fuel	3,263	2.5%	2,844	2.2%	419	14.7%
Depreciation	5,972	4.5%	5,594	4.3%	378	6.8%
Chartered truck fee	42,392	32.1%	41,431	32.1%	960	2.3%
Argent fee	11,154	8.4%	10,938	8.5%	216	2.0%
Commission fee	7,598	5.8%	7,397	5.7%	201	2.7%
Tool road fee	1,559	1.2%	1,495	1.2%	63	4.3%
Online	583	0.4%	570	0.4%	12	2.2%
Air and sea freight	1,619	1.2%	1,458	1.1%	161	11.1%
Others	6,684	5.1%	6,085	4.7%	598	9.8%
Total	127,489	96.5%	124,422	96.3%	3,066	2.5%

	FY2023.3 July-Sep.		FY2022.3 July-Sep.		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Personnel	23,014	35.2%	23,249	36.7%	▲ 234	▲ 1.0%
Fuel	1,630	2.5%	1,466	2.3%	164	11.2%
Depreciation	2,980	4.6%	2,813	4.4%	167	6.0%
Chartered truck fee	21,105	32.2%	20,345	32.1%	760	3.7%
Argent fee	5,501	8.4%	5,361	8.5%	140	2.6%
Commission fee	3,810	5.8%	3,650	5.8%	160	4.4%
Tool road fee	776	1.2%	743	1.2%	33	4.5%
Online	285	0.4%	284	0.4%	0	0.3%
Air and sea freight	839	1.3%	724	1.1%	115	15.9%
Others	3,375	5.2%	3,123	4.9%	252	8.1%
Total	63,320	96.7%	61,760	97.4%	1,560	2.5%

	Fuel Unit Price % y/y	Fuel Use % y/y
FY2018.3 2Q	21.2%	▲ 3.0%
FY2019.3 2Q	▲ 3.8%	▲ 3.8%
FY2020.3 2Q	▲ 22.0%	▲ 5.2%
FY2022.3 2Q	32.3%	2.0%
FY2023.3 2Q	13.0%	1.8%