

**Supplementary data for FY2024 2Q**  
**(April 1, 2023 through September 30, 2023)**  
**SEINO HOLDINGS Co., Ltd.**

**I. Result of Performance**

(Millions of Yen)

	FY2024.3 2Q	FY2023.3 2Q	Increase (▲Decrease)	
			▲	%
Operating revenue	315,510	306,366	9,143	3.0%
Operating profit	11,318	14,483	▲ 3,164	▲ 21.9%
Ordinary profit	12,215	16,751	▲ 4,535	▲ 27.1%
Profit attributable to owners of parent	7,441	9,915	▲ 2,473	▲ 24.9%

	FY2024.3 July-Sep.	FY2023.3 July-Sep.	Increase (▲Decrease)	
			▲	%
Operating revenue	156,267	153,837	2,429	1.6%
Operating profit	5,158	7,218	▲ 2,060	▲ 28.5%
Ordinary profit	5,164	8,023	▲ 2,858	▲ 35.6%
Net profit	3,012	4,467	▲ 1,454	▲ 32.6%

**II. Performance by Segment**

(i) Operating revenue by segment

(Millions of Yen)

	FY2024.3 2Q		FY2023.3 2Q		Increase (▲Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ Million	%y/y
Transportation	232,144	73.6%	233,081	76.1%	▲ 936	▲ 0.4%
Vehicle sales	52,548	16.7%	43,874	14.3%	8,674	19.8%
Merchandise sales	17,250	5.5%	16,012	5.2%	1,237	7.7%
Real-estate leasing	1,112	0.3%	1,090	0.4%	22	2.0%
Others	12,454	3.9%	12,308	4.0%	146	1.2%
Total	315,510	100.0%	306,366	100.0%	9,143	3.0%

	FY2024.3 July-Sep.		FY2023.3 July-Sep.		Increase (▲Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ Million	%y/y
Transportation	114,280	73.1%	116,709	75.9%	▲ 2,428	▲ 2.1%
Vehicle sales	25,520	16.3%	22,105	14.4%	3,414	15.4%
Merchandise sales	9,290	6.0%	8,239	5.3%	1,050	12.8%
Real-estate leasing	559	0.4%	550	0.4%	9	1.7%
Others	6,617	4.2%	6,233	4.0%	383	6.2%
Total	156,267	100.0%	153,837	100.0%	2,429	1.6%

## (ii) Operating profit by division

(Millions of Yen)

	FY2024.3 2Q		FY2023.3 2Q		Increase (▲/Decrease)	
	¥ million	Per profit	¥ million	Per profit	¥ Million	% y/y
Transportation	6,673	59.0%	10,563	72.9%	▲ 3,889	▲ 36.8%
Vehicle sales	3,353	29.6%	2,836	19.6%	517	18.3%
Merchandise sales	458	4.1%	374	2.6%	83	22.4%
Real-estate leasing	817	7.2%	796	5.5%	20	2.6%
Others	802	7.1%	725	5.0%	76	10.5%
Total	12,106	107.0%	15,296	105.6%	▲ 3,190	▲ 20.9%
Elimination	▲ 787	▲ 7.0%	▲ 813	▲ 5.6%	25	-
Consolidated	11,318	100.0%	14,483	100.0%	▲ 3,164	▲ 21.9%

	FY2024.3 July-Sep.		FY2023.3 July-Sep.		Increase (▲/Decrease)	
	¥ million	Per profit	¥ million	Per profit	¥ Million	% y/y
Transportation	2,916	56.5%	5,150	71.3%	▲ 2,233	▲ 43.4%
Vehicle sales	1,494	29.0%	1,409	19.5%	84	6.0%
Merchandise sales	281	5.5%	214	3.0%	67	31.7%
Real-estate leasing	412	8.0%	403	5.6%	9	2.3%
Others	489	9.5%	462	6.4%	27	6.0%
Total	5,594	108.5%	7,639	105.8%	▲ 2,044	▲ 26.8%
Elimination	▲ 436	▲ 8.5%	▲ 421	▲ 5.8%	▲ 15	-
Consolidated	5,158	100.0%	7,218	100.0%	▲ 2,060	▲ 28.5%

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

	FY2024.3 2Q
Operating volume	95.4%
Freight rate	100.6%

#### IV. Major expenses

(Millions of Yen)

	FY2024.3 2Q	FY2023.3 2Q	Increase (▲Decrease)	
			¥ Million	% y/y
Personnel	107,548	108,132	▲ 584	▲ 0.5%
Fuel	9,284	9,141	142	1.6%
Depreciation	10,440	10,591	▲ 151	▲ 1.4%
Chartered truck fee, Commition fee, subcontract fee	88,584	86,522	2,061	2.4%
Tool road fee	3,888	3,941	▲ 52	▲ 1.3%
Others	84,444	73,552	10,892	14.8%
Total	304,192	291,883	12,308	4.2%

	FY2024.3 July-Sep.	FY2023.3 July-Sep.	Increase(▲Decrease)	
			¥ Million	% y/y
Personnel	53,072	53,830	▲ 758	▲ 1.4%
Fuel	4,884	4,571	312	6.8%
Depreciation	5,337	5,331	5	0.1%
Chartered truck fee, Commition fee, subcontract fee	43,429	43,729	▲ 299	▲ 0.7%
Tool road fee	1,851	1,974	▲ 122	▲ 6.2%
Others	42,534	37,182	5,352	14.4%
Total	151,109	146,619	4,489	3.1%

#### Major expense by segment

(Millions of Yen)

	Transportaion	Vehicle sales	Marchandise sales	Real-estate leasing	Others	Estimation	Total
Personnel	94,149	6,534	688	-	6,087	89	107,548
Fuel	9,124	68	3	-	82	5	9,284
Depreciation	9,123	1,075	25	112	301	▲ 197	10,440
Chartered truck fee, Commition fee, subcontract fee	88,584	-	-	-	-	-	88,584
Tool road fee	3,888	-	-	-	-	-	3,888
Others	21,667	47,518	23,685	182	9,336	▲ 17,945	84,444
Total	226,539	55,196	24,402	294	15,807	▲ 18,047	304,192

**Major expense by Transportation business**

(Millions of Yen)

	FY2024.3 2Q		FY2023.3 2Q		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	%y/y
Personnel	94,149	40.6%	95,017	40.8%	▲ 867	▲ 0.9%
Fuel	9,124	3.9%	8,920	3.8%	204	2.3%
Depreciation	9,123	3.9%	9,361	4.0%	▲ 237	▲ 2.5%
Chartered truck fee, Committed fee, subcontract fee	88,584	38.2%	86,522	37.1%	2,061	2.4%
Tool road fee	3,888	1.7%	3,941	1.7%	▲ 52	▲ 1.3%
Others	21,667	9.3%	19,731	8.5%	1,936	9.8%
Total	226,539	97.6%	223,495	95.9%	3,044	1.4%

	FY2024.3 July-Sep.		FY2023.3 July-Sep.		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	%y/y
Personnel	46,037	40.3%	47,134	40.4%	▲ 1,097	▲ 2.3%
Fuel	4,798	4.2%	4,459	3.8%	338	7.6%
Depreciation	4,638	4.1%	4,709	4.0%	▲ 70	▲ 1.5%
Chartered truck fee, Committed fee, subcontract fee	43,429	38.0%	43,729	37.5%	▲ 299	▲ 0.7%
Tool road fee	1,851	1.6%	1,974	1.7%	▲ 122	▲ 6.2%
Others	11,119	9.7%	10,023	8.6%	1,096	10.9%
Total	111,875	97.9%	112,030	96.0%	▲ 155	▲ 0.1%

**V. Performance forecasts**

(Millions of Yen)

		FY2024.3(E)	FY2023.3	Increase (▲decrease)	%y/y
Operating revenue	semi	315,510	306,366	9,143	3.0%
	FY	638,110	631,507	6,602	1.0%
Operating profit	semi	11,318	14,483	▲ 3,164	▲ 21.9%
	FY	24,918	28,501	▲ 3,583	▲ 12.6%
Ordinary profit	semi	12,215	16,751	▲ 4,535	▲ 27.1%
	FY	26,845	32,688	▲ 5,842	▲ 17.9%
Profit attributable to owners of parent	semi	7,441	9,915	▲ 2,473	▲ 24.9%
	FY	16,100	19,013	▲ 2,912	▲ 15.3%

## VI. Performance forecasts by segment

### (i) Operating revenue

(Millions of Yen)

		FY2024.3(E)		FY2023.3		Increase (▲decrease)	%y/y
Transportation	semi	232,144	73.6%	233,081	76.1%	▲ 936	▲ 0.4%
	FY	473,214	74.2%	474,701	75.2%	▲ 1,487	▲ 0.3%
Vehicle sales	semi	52,548	16.7%	43,874	14.3%	8,674	19.8%
	FY	100,898	15.8%	94,209	14.9%	6,689	7.1%
Merchandise sales	semi	17,250	5.5%	16,012	5.2%	1,237	7.7%
	FY	35,150	5.5%	33,517	5.3%	1,632	4.9%
Real-estate leasing	semi	1,112	0.3%	1,090	0.4%	22	2.0%
	FY	2,222	0.3%	2,191	0.3%	30	1.4%
Others	semi	12,454	3.9%	12,308	4.0%	146	1.2%
	FY	26,624	4.2%	26,886	4.3%	▲ 262	▲ 1.0%
Total	semi	315,510	100.0%	306,366	100.0%	9,143	3.0%
	FY	638,110	100.0%	631,507	100.0%	6,602	1.0%

### (ii) Operating profit

(Millions of Yen)

		FY2024.3(E)		FY2023.3		Increase (▲decrease)	%y/y
Transportation	semi	6,673	59.0%	10,563	72.9%	▲ 3,889	▲ 36.8%
	FY	17,353	69.6%	21,869	76.7%	▲ 4,515	▲ 20.6%
Vehicle sales	semi	3,353	29.6%	2,836	19.6%	517	18.3%
	FY	5,253	21.1%	4,709	16.5%	544	11.6%
Merchandise sales	semi	458	4.1%	374	2.6%	83	22.4%
	FY	948	3.8%	800	2.8%	148	18.5%
Real-estate leasing	semi	817	7.2%	796	5.5%	20	2.6%
	FY	1,647	6.6%	1,614	5.7%	32	2.0%
Others	semi	802	7.1%	725	5.0%	76	10.5%
	FY	1,302	5.2%	1,174	4.1%	128	10.9%
Elimination	semi	▲ 787	▲ 7.0%	▲ 813	▲ 5.6%	25	—
	FY	▲ 1,587	▲ 6.3%	▲ 1,666	▲ 5.8%	78	—
Total	semi	11,318	100.0%	14,483	100.0%	▲ 3,164	▲ 21.9%
	FY	24,918	100.0%	28,501	100.0%	▲ 3,583	▲ 12.6%

**VII. Capital investment by segment**

(Millions of Yen)

Capital investmen	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Elimination	Total
FY2024.3 (E)	23,300	2,000	100	-	600	-	26,000
FY2024.3 2Q	9,540	1,151	35	-	196	▲ 266	10,657
FY2023.3 2Q	10,470	1,691	11	157	271	▲ 191	12,409

**VIII. Number of employee and Vehicles**

Employee	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Total
FY2024.3 2Q	26,489	1,869	189	-	943	29,490
FY2023.3 2Q	26,901	1,874	202	-	961	29,938
FY2022.3 2Q	26,725	1,887	217	-	1,000	29,829

Vehicles	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Total
FY2024.3 2Q	25,691	-	-	-	-	25,691
FY2023.3 2Q	25,776	-	-	-	-	25,776
FY2022.3 2Q	25,361	-	-	-	-	25,361

**IX. Number of new car sales**

	FY2024.3 2Q	FY2023.3 2Q	Increase / Decrease
Passenger vehicle	9,271	7,174	2,097
Truck	1,531	1,368	163

**Supplementary data for FY2024 2Q**  
**(April 1, 2023 through September 30, 2023)**  
**Seino Transportation Co., Ltd.(Non Consolidated)**

**I. Result of Performance**

(Millions of Yen)

	FY2024.3 2Q	FY2023.3 2Q	Increase (▲Decrease)	
Operating revenue	149,912	132,092	-	-
Operating profit	4,383	4,602	-	-
Ordinary profit	4,668	4,904	-	-
Net profit	2,616	2,838	-	-

	FY2024.3 July-Sep.	FY2023.3 July-Sep.	Increase (▲Decrease)	
Operating revenue	73,419	65,458	-	-
Operating profit	1,769	2,138	-	-
Ordinary profit	1,919	2,359	-	-
Net profit	1,004	1,250	-	-

	FY2024.3 2Q	※FY2023.3 2Q	Increase (▲Decrease)	
Operating revenue	149,912	154,219	▲ 4,307	▲ 2.8%
Operating profit	4,383	6,397	▲ 2,013	▲ 31.5%
Ordinary profit	4,668	6,772	▲ 2,103	▲ 31.1%
Net profit	2,616	4,022	▲ 1,406	▲ 35.0%

	FY2024.3 July-Sep.	※FY2023.3 July-Sep.	Increase (▲Decrease)	
Operating revenue	73,419	76,455	▲ 3,035	▲ 4.0%
Operating profit	1,769	3,024	▲ 1,254	▲ 41.5%
Ordinary profit	1,919	3,267	▲ 1,347	▲ 41.2%
Net profit	1,004	1,810	▲ 805	▲ 44.5%

※The figures listed in this table represent the consolidated values after the merger.

## II. Operating volume

	April - September	July-September
FY2020.3 2Q	▲ 1.1%	▲ 1.7%
FY2021.3 2Q	▲ 12.4%	▲ 11.4%
FY2022.3 2Q	6.1%	4.8%
FY2023.3 2Q	0.3%	▲ 1.1%
FY2024.3 2Q	▲ 4.9%	▲ 4.7%

## III. Operating revenue by segment

		FY2024.3 2Q		FY2023.3 2Q		Increase (▲ Decrease)	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	104,598	69.8%	94,361	71.4%	-	-
	Mini	18,351	12.2%	17,043	12.9%	-	-
	Home delivery	1,004	0.7%	1,074	0.8%	-	-
	Moving	206	0.1%	204	0.2%	-	-
	Charter	12,714	8.5%	9,062	6.9%	-	-
	Subtotal	136,875	91.3%	121,746	92.2%	-	-
Air snd Sea		1,368	0.9%	1,728	1.3%	-	-
Others		11,668	7.8%	8,617	6.5%	-	-
Total		149,912	100.0%	132,092	100.0%	-	-

		FY2024.3 July-Sep.		FY2023.3 July-Sep.		Increase (▲ Decrease)	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	50,985	69.4%	46,599	71.2%	-	-
	Mini	8,932	12.2%	8,320	12.7%	-	-
	Home delivery	450	0.6%	488	0.8%	-	-
	Moving	74	0.1%	73	0.1%	-	-
	Charter	6,447	8.8%	4,666	7.1%	-	-
	Subtotal	66,891	91.1%	60,149	91.9%	-	-
Air snd Sea		691	0.9%	894	1.4%	-	-
Others		5,837	8.0%	4,414	6.7%	-	-
Total		73,419	100.0%	65,458	100.0%	-	-



#### IV. Major expenses

	FY2024.3 2Q		FY2023.3 2Q		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Personnel	57,490	38.3%	46,660	35.3%	-	-
Fuel	5,143	3.4%	3,263	2.5%	-	-
Depreciation	6,673	4.5%	5,972	4.5%	-	-
Chartered truck fee	43,499	29.0%	42,392	32.1%	-	-
Argent fee	10,516	7.0%	11,154	8.4%	-	-
Commission fee	7,733	5.2%	7,598	5.8%	-	-
Tool road fee	2,352	1.6%	1,559	1.2%	-	-
Online	795	0.5%	583	0.4%	-	-
Air and sea freight	1,253	0.8%	1,619	1.2%	-	-
Others	10,069	6.7%	6,684	5.1%	-	-
Total	145,528	97.1%	127,489	96.5%	-	-

	FY2024.3 July-Sep.		FY2023.3 July-Sep.		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Personnel	27,728	37.8%	23,014	35.2%	-	-
Fuel	2,694	3.7%	1,630	2.5%	-	-
Depreciation	3,369	4.6%	2,980	4.6%	-	-
Chartered truck fee	21,498	29.3%	21,105	32.2%	-	-
Argent fee	5,144	7.0%	5,501	8.4%	-	-
Commission fee	3,752	5.1%	3,810	5.8%	-	-
Tool road fee	1,080	1.5%	776	1.2%	-	-
Online	387	0.5%	285	0.4%	-	-
Air and sea freight	629	0.9%	839	1.3%	-	-
Others	5,366	7.3%	3,375	5.2%	-	-
Total	71,650	97.6%	63,320	96.7%	-	-

	Fuel Unit Price % y/y	Fuel Use % y/y
FY2020.3 2Q	▲ 3.8%	▲ 3.8%
FY2021.3 2Q	▲ 22.0%	▲ 5.2%
FY2022.3 2Q	32.3%	2.0%
FY2023.3 2Q	13.0%	1.8%
FY2024.3 2Q	3.7%	-