

**Supplementary Data for FY2016.3 2nd Quarter**  
(April 1, 2015 through September 30, 2015)  
**Consolidated**

**I. Result of Performance**

(Millions of Yen)

	FY2016.3 2Q	FY2015.3 2Q	Increase (Decrease)	
			Amount	%
Operating revenue	269,951	265,230	4,720	1.8%
Operating income	11,301	7,918	3,383	42.7%
Ordinary income	12,322	8,937	3,384	37.9%
Net income	7,786	5,470	2,316	42.3%

	FY2016.3 July-Sep.	FY2015.3 July-Sep.	Increase (Decrease)	
			Amount	%
Operating revenue	138,824	135,821	3,003	2.2%
Operating income	5,823	4,925	898	18.2%
Ordinary income	6,131	5,303	828	15.6%
Net income	3,948	2,915	1,032	35.4%

**II. Performance by Segment**

(1) Operating revenue by segment

(Millions of Yen)

	FY2016.3 2Q		FY2015.3 2Q		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	202,102	74.9%	194,567	73.4%	7,535	3.9%
Vehicle sales	45,751	16.9%	46,422	17.5%	▲ 670	▲ 1.4%
Merchandise Services	14,313	5.3%	16,755	6.3%	▲ 2,441	▲ 14.6%
Real-estate leasing	747	0.3%	702	0.3%	44	6.3%
Others	7,035	2.6%	6,781	2.5%	254	3.7%
Total	269,951	100.0%	265,230	100.0%	4,720	1.8%

	FY2016.3 July-Sep.		FY2015.3 July-Sep.		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	103,628	74.7%	98,248	72.3%	5,379	5.5%
Vehicle sales	24,025	17.3%	25,184	18.5%	▲ 1,159	▲ 4.6%
Merchandise Services	7,122	5.1%	8,617	6.4%	▲ 1,495	▲ 17.3%
Real-estate leasing	375	0.3%	350	0.3%	25	7.2%
Others	3,671	2.6%	3,419	2.5%	252	7.4%
Total	138,824	100.0%	135,821	100.0%	3,003	2.2%

## (2) Operating income by division

(Millions of Yen)

	FY2016.3 2Q		FY2015.3 2Q		%y/y	
	¥ million	Per income	¥ million	Per income	¥ million	Per income
Transportation	7,590	67.1%	4,406	55.6%	3,183	72.2%
Vehicle sales	2,835	25.1%	2,744	34.7%	91	3.3%
Merchandise Services	357	3.2%	249	3.2%	108	43.6%
Real-estate leasing	641	5.7%	606	7.7%	35	5.8%
Others	351	3.1%	383	4.8%	▲ 32	▲ 8.4%
Total	11,777	104.2%	8,390	106.0%	3,386	40.4%
Elimination	▲ 475	▲ 4.2%	▲ 471	▲ 6.0%	▲ 3	—
Consolidated	11,301	100.0%	7,918	100.0%	3,383	42.7%

	FY2016.3 July-Sep.		FY2015.3 July-Sep.		%y/y	
	¥ million	Per income	¥ million	Per income	¥ million	Per income
Transportation	3,641	62.5%	2,900	59.0%	740	25.5%
Vehicle sales	1,565	26.9%	1,534	31.1%	31	2.0%
Merchandise Services	205	3.5%	160	3.3%	44	27.5%
Real-estate leasing	322	5.5%	301	6.1%	21	7.0%
Others	241	4.2%	152	3.1%	88	58.0%
Total	5,975	102.6%	5,049	102.5%	926	18.3%
Elimination	▲ 151	▲ 2.6%	▲ 124	▲ 2.5%	▲ 27	—
Consolidated	5,823	100.0%	4,925	100.0%	898	18.2%

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

	FY2016.3 2Q
Operating volume	99.4%
Freight rate	102.2%

#### IV. Major expenses

(Millions of Yen)

	FY2016.3 2Q	FY2015.3 2Q	Increase	
			¥ Million	% y/y
Personnel	94,002	90,511	3,490	3.9%
Fuel	7,548	9,820	▲ 2,271	▲ 23.1%
Depreciation	7,575	7,133	442	6.2%
Chartered truck fee, Committed fee, subcontract fee	76,004	74,314	1,689	2.3%
Tool road fee	3,831	3,617	213	5.9%
Others	69,687	71,915	▲ 2,227	▲ 3.1%
Total	258,649	257,311	1,337	0.5%

#### Major expense by segment

2016.3 2Q	Transportation	Vehicle sales	Merchandise services	Real-estate leasing	Others	Estimation	Total
Personnel	84,134	6,095	700	-	3,559	▲ 488	94,002
Fuel	7,377	115	3	-	51	-	7,548
Depreciation	6,687	858	17	15	154	▲ 158	7,575
Chartered truck fee, Committed fee, subcontract fee	76,004	-	-	-	-	-	76,004
Tool road fee	3,831	-	-	-	-	-	3,831
Others	17,241	40,864	23,542	89	7,072	▲ 19,122	69,687
Total	195,276	47,933	24,264	105	10,838	▲ 19,769	258,649

### Major expense by Transportation business

	FY2016.3 2Q	FY2015.3 2Q	%y/y	
	¥ million	¥ million	¥ million	Per income
Personnel	84,134	80,758	3,375	4.2%
Fuel	7,377	9,599	▲ 2,222	▲ 23.1%
Depreciation	6,687	6,288	398	6.3%
Chartered truck fee, Commition fee, subcontract fee	76,004	74,314	1,689	2.3%
Tool road fee	3,831	3,617	213	5.9%
Others	17,241	16,256	985	6.1%
Total	195,276	190,835	4,440	2.3%

### V. Performance Forecasts

(Millions of Yen)

	FY2016.3(Forecasts)	FY2015.3	Increase (Decrease)	
Operating revenue	561,000	542,452	18,547	3.4%
Operating income	25,200	21,386	3,813	17.8%
Ordinary income	26,800	23,507	3,292	14.0%
Net income	16,700	14,456	2,243	15.5%

### VI. Performance forecasts by segment

#### (1) Operating revenue

(Millions of Yen)

	FY2016.3(Forecasts)		FY2015.3		Increase (Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Transportation	424,000	75.6%	398,972	73.5%	25,027	6.3%
Vehicle sales	92,000	16.4%	95,351	17.6%	▲ 3,351	▲ 3.5%
Marchandise services	30,000	5.3%	32,698	6.0%	▲ 2,698	▲ 8.3%
Real-estate leasing	1,500	0.3%	1,400	0.3%	99	7.1%
Others	13,500	2.4%	14,029	2.6%	▲ 529	▲ 3.8%
Total	561,000	100.0%	542,452	100.0%	18,547	3.4%

## (2) Operating income

(Millions of Yen)

	FY2016.3(Forecasts)		FY2015.3		Increase (Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Transportation	18,400	73.0%	14,698	68.7%	3,701	25.2%
Vehicle sales	5,000	19.8%	4,890	22.9%	109	2.2%
Merchandise services	800	3.2%	754	3.5%	45	6.0%
Real-estate leasing	1,300	5.2%	1,199	5.6%	100	8.4%
Others	800	5.2%	546	2.6%	253	46.5%
Total	26,300	104.4%	22,089	103.3%	4,210	19.1%
Elimination	▲ 1,100	▲ 4.4%	▲ 703	▲ 3.3%	▲ 396	—
Consolidated	25,200	100.0%	21,386	100.0%	3,813	17.8%

## VII. Capital investment

(Millions of Yen)

	FY2014.3		FY2015.3		FY2016.3	
	2Q	—	2Q	Annual (Forecasts)	2Q	Annual (Forecasts)
Land	339	786	21	83	215	400
Building	2,665	4,866	7,314	9,106	5,639	13,900
Vehicle	3,598	6,771	3,648	6,977	4,379	7,200
Others	999	2,689	1,566	2,929	1,305	4,500
Total	7,601	15,112	12,549	19,095	11,538	26,000

## VIII. Capital investment by segment

(Millions of Yen)

Capital investment	Transportation	Vehicle sales	Merchandise Services	Real-estate leasing	Others	Elimination	Total
FY2016.3 (Forecasts)	23,500	1,600	5	400	495	—	26,000
FY2015.3 2Q	10,644	684	4	174	179	▲ 148	11,538
FY2014.3 2Q	11,806	646	7	—	453	▲ 363	12,549

## IX. Number of Personnel and Vehicles

<b>Personnel</b>	Transportation	Vehicle sales	Merchandise Services	Real-estate leasing	Others	Seino Holdings	Total
FY2016.3 2Q	24,499	1,803	209	-	813	51	27,375
FY2015.3 2Q	23,329	1,809	198	-	866	57	26,259
FY2014.3 2Q	23,260	1,822	200	-	875	48	26,205

<b>Vehicles</b>	Transportation	Vehicle sales	Merchandise Services	Real-estate leasing	Others	Seino Holdings	Total
FY2015.3 2Q	24,074	-	-	-	-	-	24,074
FY2014.3 2Q	23,111	-	-	-	-	-	23,111
FY2013.3 2Q	23,078	-	-	-	-	-	23,078

## X. Cash flow

(Millions of Yen)

	FY2016.3 2Q	FY2015.3 2Q	Increase (Decrease)
Operating activities	6,577	3,976	2,601
Investing activities	▲ 29,737	▲ 8,630	▲ 21,106
Net cash used in financing activities	10,096	▲ 2,299	12,396
Cash and cash equivalents at beginning of year	66,777	55,556	11,220
Cash and cash equivalents at end of year	53,711	48,600	5,111

## XI. Number of Vehicle sales

	FY2016.3 2Q	FY2015.3 2Q	Increase (Decrease)
Automobile	9,184	10,493	▲ 1,309
Truck	1,469	1,159	310

## XII. Performance forecasts by segment

(Millions of Yen)

		FY2016.3				FY2015.3			
		Operating revenue	per revenue	Operating income	per income	Operating revenue	per revenue	Operating income	per income
Transportation	2Q	202,102	74.9%	7,590	67.1%	194,567	####	4,406	55.6%
	Annual (E)	424,000	75.6%	18,400	73.0%	398,972	####	14,698	68.7%
Vehicle sales	2Q	45,751	16.9%	2,835	25.1%	46,422	####	2,744	34.7%
	Annual (E)	92,000	16.4%	5,000	19.8%	95,351	####	4,890	22.9%
Merchandise Services	2Q	14,313	5.3%	357	3.2%	16,755	6.3%	249	3.2%
	Annual (E)	30,000	5.3%	800	3.2%	32,698	6.0%	754	3.5%
Real-estate leasing	2Q	747	0.3%	641	5.7%	702	0.3%	606	7.7%
	Annual (E)	1,500	0.3%	1,300	5.2%	1,400	0.3%	1,199	5.6%
Others	2Q	7,035	2.6%	351	3.1%	6,781	2.5%	383	4.8%
	Annual (E)	13,500	2.4%	800	3.2%	14,029	2.6%	546	2.6%
Total	2Q	269,951	100.0%	11,777	104.2%	265,230	100.0%	8,390	106.0%
	Annual (E)	561,000	100.0%	26,300	104.4%	542,452	100.0%	22,089	103.3%
Elimination	2Q	-	-	▲ 475	▲ 4.2%	-	-	▲ 471	▲ 6.0%
	Annual (E)	-	-	▲ 1,100	▲ 4.4%	-	-	▲ 703	▲ 3.3%
Consolidated	2Q	269,951	100.0%	11,301	100.0%	265,230	100.0%	7,918	100.0%
	Annual (E)	561,000	100.0%	25,200	100.0%	542,452	100.0%	21,386	100.0%

**Supplementary Data for FY 2016.3 2nd Quarter**  
**(April 1, 2015 through September 30, 2015)**  
**Seino Transportation Co., Ltd.**  
**(Non Consolidated)**

**I. Result of Performance**

(Millions of Yen)

	FY2016.3 2Q	FY2015.3 2Q	Increase (Decrease)	
Operating revenue	126,824	125,097	1,727	1.4%
Operating income	4,358	2,637	1,720	65.2%
Ordinary income	4,678	2,973	1,705	57.4%
Net income	2,890	2,032	858	42.2%

	FY2016.3 July-Sep.	FY2015.3 July-Sep.	Increase (Decrease)	
Operating revenue	63,067	62,744	323	0.5%
Operating income	1,659	1,644	15	1.0%
Ordinary income	1,808	1,849	▲ 40	▲ 2.2%
Net income	1,096	993	102	10.4%

**II. Operating volume**

	%y/y		%y/y
FY2012.3 2Q	▲ 3.4%	FY2012.3 July-Sep.	▲ 3.9%
FY2013.3 2Q	▲ 0.1%	FY2013.3 July-Sep.	▲ 1.3%
FY2014.3 2Q	4.0%	FY2014.3 July-Sep.	4.6%
FY2015.3 2Q	▲ 5.4%	FY2015.3 July-Sep.	▲ 5.3%
FY2016.3 2Q	▲ 1.0%	FY2016.3 July-Sep.	▲ 1.3%

※1. y/y replaced 4 truck terminals from previous fiscal year



### III. Operating revenue by segment

(Millions of Yen)

		FY2016.3 2Q		FY2015.3 2Q		Increase (Decrease)	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	90,928	71.7%	89,698	71.7%	1,230	1.4%
	Mini	17,678	13.9%	17,642	14.1%	36	0.2%
	Home delivery	3,322	2.6%	3,473	2.8%	▲ 150	▲ 4.3%
	Moving	367	0.3%	447	0.3%	▲ 79	▲ 17.8%
	Charter	8,362	6.6%	7,953	6.4%	409	5.1%
	Subtotal	120,660	95.1%	119,215	95.3%	1,445	1.2%
Air and Sea		1,119	0.9%	1,061	0.8%	57	5.4%
Others		5,045	4.0%	4,821	3.9%	224	4.6%
Total		126,824	100.0%	125,097	100.0%	1,727	1.4%

		FY2016.3 July-Sep.		FY2015.3 July-Sep.		Increase (Decrease)	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	45,148	71.6%	45,023	71.8%	124	0.3%
	Mini	8,707	13.8%	8,750	13.9%	▲ 42	▲ 0.5%
	Home delivery	1,650	2.6%	1,724	2.7%	▲ 73	▲ 4.3%
	Moving	126	0.2%	163	0.3%	▲ 36	▲ 22.3%
	Charter	4,280	6.8%	4,113	6.6%	166	4.1%
	Subtotal	59,913	95.0%	59,775	95.3%	138	0.2%
Air and Sea		566	0.9%	528	0.8%	38	7.3%
Others		2,587	4.1%	2,441	3.9%	146	6.0%
Total		63,067	100.0%	62,744	100.0%	323	0.5%

#### IV. Major expenses

(Millions of Yen)

	FY2016.3 2Q		FY2015.3 2Q		Increase (Decrease)	
	¥Million	Per revenue	¥Million	Per revenue	¥Million	%y/y
Personnel	44,183	34.8%	43,357	34.7%	826	1.9%
Fuel	2,821	2.2%	3,840	3.1%	▲ 1,018	▲ 26.5%
Depreciation	4,188	3.3%	4,082	3.3%	105	2.6%
Chartered truck fee	42,184	33.3%	42,089	33.6%	94	0.2%
Argent fee	10,636	8.4%	10,561	8.4%	75	0.7%
Commission fee	8,703	6.9%	8,608	6.9%	94	1.1%
Tool road fee	1,542	1.2%	1,497	1.2%	44	3.0%
Online	628	0.5%	701	0.6%	▲ 73	▲ 10.5%
Air and sea freight	843	0.7%	790	0.6%	52	6.6%
Others	6,735	5.3%	6,930	5.5%	▲ 194	▲ 2.8%
Total	122,466	96.6%	122,460	97.9%	6	0.0%

	FY2016.3 July-Sep.		FY2015.3 July-Sep.		Increase (Decrease)	
	¥Million	Per revenue	¥Million	Per revenue	¥Million	%y/y
Personnel	22,312	35.4%	21,476	34.2%	835	3.9%
Fuel	1,386	2.2%	1,929	3.1%	▲ 543	▲ 28.2%
Depreciation	2,112	3.3%	2,076	3.3%	36	1.8%
Chartered truck fee	20,985	33.3%	21,056	33.6%	▲ 71	▲ 0.3%
Argent fee	5,300	8.4%	5,279	8.4%	20	0.4%
Commission fee	4,306	6.8%	4,267	6.8%	38	0.9%
Tool road fee	766	1.2%	748	1.2%	17	2.4%
Online	312	0.5%	359	0.6%	▲ 46	▲ 13.0%
Air and sea freight	421	0.7%	392	0.6%	29	7.5%
Others	3,504	5.6%	3,513	5.6%	▲ 9	▲ 0.3%
Total	61,408	97.4%	61,100	97.4%	307	0.5%

	Fuel cost %y/y	Fuel Use %y/y
FY2008.3 2Q	0.7%	▲ 3.8%
FY2009.3 2Q	32.7%	▲ 2.7%
FY2010.3 2Q	▲ 37.6%	▲ 1.9%
FY2011.3 2Q	17.7%	1.9%
FY2012.3 2Q	13.7%	▲ 8.7%
FY2013.3 2Q	▲ 1.6%	▲ 1.8%
FY2014.3 2Q	6.8%	0.8%
FY2015.3 2Q	7.1%	▲ 6.2%
FY2006.3 2Q	▲ 24.9%	▲ 2.9%

**V. Performance forecasts**  
**(Seino Transportation Co., Ltd.)**

(Millions of Yen)

		FY2016.3	FY2015.3	Increase	%y/y
Operating revenue	2Q	126,824	125,097	1,727	1.4%
	Annual(E)	264,400	256,971	7,429	2.9%
Operating income	2Q	4,358	2,637	1,720	65.2%
	Annual(E)	10,500	8,402	2,098	25.0%
Ordinary income	2Q	4,678	2,973	1,705	57.4%
	Annual(E)	11,100	9,091	2,009	22.1%
Net income	2Q	2,890	2,032	858	42.2%
	Annual(E)	6,800	5,841	959	16.4%

**VI. Performance forecasts by segment**

(Millions of Yen)

			FY2016.3		FY2015.3		Increase (Decrease)	
			¥Million	Per revenue	¥Million	Per revenue	¥Million	% y/y
L a n d	Commercial Cargo	2Q	90,928	71.7%	89,698	#####	1,230	1.4%
		FY(E)	189,300	71.6%	184,081	#####	5,219	2.8%
	B to B	2Q	17,678	13.9%	17,642	#####	36	0.2%
		FY(E)	36,850	13.9%	35,662	13.9%	1,188	3.3%
	B/C to C	2Q	3,322	2.6%	3,473	#####	▲ 150	▲ 4.3%
		FY(E)	7,050	2.7%	7,016	2.7%	34	0.5%
	Moving	2Q	367	0.3%	447	#####	▲ 79	▲ 17.8%
		FY(E)	1,200	0.4%	1,171	0.5%	29	2.5%
	Charter	2Q	8,362	6.6%	7,953	#####	409	5.1%
		FY(E)	17,400	6.6%	16,750	6.5%	650	3.9%
	Subtotal	2Q	120,660	95.1%	119,215	95.3%	1,445	1.2%
		FY(E)	251,800	95.2%	244,681	95.2%	7,119	2.9%
	Air and Sea	2Q	1,119	0.9%	1,061	0.8%	57	5.4%
		FY(E)	2,100	0.8%	2,175	0.9%	▲ 75	▲ 3.4%
Others	2Q	5,045	4.0%	4,821	#####	224	4.6%	
	FY(E)	10,500	4.0%	10,114	3.9%	386	3.8%	
Total	2Q	126,824	100.0%	125,097	100.0%	1,727	1.4%	
	FY(E)	264,400	100.0%	256,971	100.0%	7,429	2.9%	

## VII. Home delivery (B/C to C) and MINI bin (B to B)

	FY2015.3 2Q				FY2014.3 2Q			
	Millions of parce	% y/y	¥Million	% y/y	Millions of parce	% y/y	¥Million	% y/y
Home delivery (B/C to C)	9,923	▲ 7.5%	3,322 (@334)	▲ 4.3%	10,727	▲ 20.3%	3,473 (@323)	▲ 15.3%
MINI bin (B to B)	48,423	▲ 0.8%	17,678 (@365)	0.2%	48,817	▲ 2.1%	17,642 (@361)	▲ 0.4%
Total	58,347	▲ 2.0%	21,001 (@359)	▲ 0.5%	59,544	▲ 5.9%	21,116 (@354)	▲ 3.2%

( ) price per package

## VIII. Capital investment

(Millions of Yen)

	FY2013.3		FY2014.3		FY2015.3		FY2016.3	
	2Q	Annual	2Q	Annual	2Q	Annual	2Q	Annual(E)
Land	13	24	-	511	2	3	49	71
Building	197	347	1,282	2,614	6,416	7,361	5,051	12,000
Vihicle	1,604	3,613	2,044	3,996	1,944	3,743	2,764	4,000
Others	698	1,572	520	1,629	1,275	2,253	425	2,500
Total	2,515	5,558	3,846	8,750	9,637	13,360	8,289	18,571

## IX. Number of Employees

Employees		Increase (Decrease)	Employees' average age	Average years of continuous employment
FY2015.3 2Q	FY2016.3 2Q			
12,547	12,914	367	42.8	15.2

※ ( ) Numbers replaced 4 truck terminals from previous fiscal year

## X. Number of Employees

	Route trucking driver	% y/y	Collect and delivery driver	% y/y	Others	% y/y	Total	Increase (Decrease)
FY2006.3 2Q	2,469	▲ 121	6,612	123	4,152	45	13,233	47
FY2007.3 2Q	2,382	▲ 87	6,666	54	4,141	▲ 11	13,189	▲ 44
FY2008.3 2Q	2,362	▲ 20	6,685	19	4,121	▲ 20	13,168	▲ 21
FY2009.3 2Q	2,389	27	6,899	214	4,257	136	13,545	377
FY2010.3 2Q	2,388	▲ 1	6,490	▲ 409	4,185	▲ 72	13,063	▲ 482
FY2011.3 2Q	2,380	▲ 8	6,516	26	4,234	49	13,130	67
FY2012.3 2Q	2,185	▲ 195	6,369	▲ 147	4,057	▲ 177	12,611	▲ 519
FY2013.3 2Q	2,164	▲ 21	6,373	4	4,007	▲ 50	12,544	▲ 67
FY2014.3 2Q	※1 2,103	-	6,361	-	3,984	-	12,448	-
	2,158	▲ 6	6,525	152	4,062	55	12,745	201
FY2015.3 2Q	※1 -	42	-	55	-	2	-	99
	2,145	▲ 13	6,416	▲ 109	3,986	▲ 76	12,547	▲ 198
FY2016.3 2Q	2,157	12	6,469	53	3,987	1	12,613	66

※include part time employees

※1. Numbers replaced 4 truck terminals from previous fiscal year