

Supplementary data for FY2018 1Q
(April 1, 2017 through June 30, 2017)
SEINO HOLDINGS Co., Ltd.

I. Result of Performance

(Millions of Yen)

	FY2018.3 1Q	FY2017.3 1Q	Increase / Decrease	
Operating revenue	144,157	137,003	7,154	5.2%
Operating profit	6,237	6,098	139	2.3%
Ordinary profit	6,950	6,790	160	2.4%
Net profit	4,445	4,155	289	7.0%

II. Performance by segment

(i) Operating revenue by segment

	FY2018.3 1Q		FY2017.3 1Q		Increase / Decrease	
	¥ million	%	¥ million	%	¥ million	%
Transportation	106,853	74.1%	102,691	75.0%	4,162	4.1%
Vehicle sales	25,941	18.0%	24,130	17.6%	1,810	7.5%
Merchandise Services	7,288	5.1%	6,214	4.5%	1,074	17.3%
Real-estate Leasing	399	0.3%	375	0.3%	24	6.5%
Others	3,674	2.5%	3,592	2.6%	82	2.3%
Total	144,157	100.0%	137,003	100.0%	7,154	5.2%

(ii) Operating profit by segment

	FY2018.3 1Q		FY2017.3 1Q		Increase / Decrease	
	¥ million	%	¥ million	%	¥ million	%
Transportation	4,252	68.2%	4,239	69.5%	13	0.3%
Vehicle sales	1,598	25.6%	1,372	22.5%	226	16.5%
Merchandise Services	131	2.1%	126	2.1%	5	4.3%
Real-estate Leasing	303	4.9%	317	5.2%	▲ 14	▲ 4.5%
Others	168	2.7%	240	3.9%	▲ 72	▲ 30.1%
Total	6,454	103.5%	6,296	103.2%	158	2.5%
Elimination	▲ 217	▲ 3.5%	▲ 197	▲ 3.2%	▲ 19	—
Consolidated	6,237	100.0%	6,098	100.0%	139	2.3%

III. Major expenses

(Millions of Yen)

	FY2018.3 1Q	FY2017.3 1Q	Increase / Decrease	
Personnel	49,650	48,284	1,365	2.8%
Fuel	3,623	3,174	449	14.2%
Depreciation	4,072	3,996	75	1.9%
Chartered truck , Argent, and Commision fee	40,422	38,295	2,127	5.6%
Tool road fee	1,992	2,002	▲ 9	▲ 0.5%
Others	38,158	35,150	3,007	8.6%
Total	137,920	130,905	7,015	5.4%

Major expenses by segment

(Millions of Yen)

	Transport	Auto sales	Merchandise sales	Real-estate leasing	Others	Adjustments	Total
Personnel	44,511	3,164	371	-	1,845	▲ 243	49,650
Fuel	3,546	54	1	-	21	-	3,623
Depreciation	3,597	447	9	13	84	▲ 80	4,072
Chartered truck , Argent, and Commision	40,422	-	-	-	-	-	40,422
Toll fare	1,992	-	-	-	-	-	1,992
Others	8,989	23,460	11,417	82	4,125	▲ 9,917	38,158
Total	103,060	27,127	11,800	96	6,077	▲ 10,241	137,920

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

IV. Performance forecasts

(Millions of Yen)

		FY2018.3 (Forecasts)	FY2017.3	Increase / decrease	%y/y
Operating revenue	Semi	281,000	275,921	5,078	1.8%
	FY	582,000	567,539	14,460	2.5%
Operating profit	Semi	12,300	12,526	▲ 226	▲ 1.8%
	FY	27,500	27,116	383	1.4%
Ordinary profit	Semi	13,200	13,417	▲ 217	▲ 1.6%
	FY	29,200	28,909	290	1.0%
Net profit	Semi	8,100	8,498	▲ 398	▲ 4.7%
	FY	17,700	18,206	▲ 506	▲ 2.8%

V. Performance forecasts by segments

(i) Operating revenue

(Millions of Yen)

		FY2018.3(E)	FY2017.3	Increase decrease	%y/y
Transportation	semi	211,000	206,041	4,958	2.4%
	FY	439,400	422,869	16,530	3.9%
Automobile sales	semi	47,500	49,211	▲ 1,711	▲ 3.5%
	FY	95,000	100,237	▲ 5,237	▲ 5.2%
Merchandise sales	semi	13,900	12,965	934	7.2%
	FY	29,000	27,749	1,250	4.5%
Real-estate leasing	semi	800	753	46	6.2%
	FY	1,600	1,542	57	3.7%
Others	semi	7,800	6,950	849	12.2%
	FY	17,000	15,140	1,859	12.3%
Total	semi	281,000	275,921	5,078	1.8%
	FY	582,000	567,539	14,460	2.5%

(ii) Operating profit

(Millions of Yen)

		FY2018.3(E)	FY2017.3	Increase decrease	%y/y
Transportation	semi	8,500	8,449	50	0.6%
	FY	20,000	20,020	▲ 20	▲ 0.1%
Automobile sales	semi	2,700	3,040	▲ 340	▲ 11.2%
	FY	5,000	5,055	▲ 55	▲ 1.1%
Merchandise sales	semi	400	331	68	20.8%
	FY	1,000	766	233	30.5%
Real-estate leasing	semi	650	637	12	2.0%
	FY	1,300	1,278	21	1.7%
Others	semi	400	407	▲ 7	▲ 1.8%
	FY	900	727	172	23.7%
Elimination	semi	▲ 350	▲ 339	▲ 10	—
	FY	▲ 700	▲ 731	31	—
Total	semi	12,300	12,526	▲ 226	▲ 1.8%
	FY	27,500	27,116	383	1.4%