

Supplementary Data
For the Fiscal Year Ended March 31, 2019
SEINO HOLDINGS Co., Ltd.

I. Result of Performance (Millions of Yen)

	FY2019.3	FY2018.3	Increase (▲Decrease)	
Operating revenue	618,436	596,130	22,306	3.7%
Operating income	31,209	27,879	3,330	11.9%
Ordinary income	33,629	29,120	4,509	15.5%
Net income	21,216	20,046	1,170	5.8%
Net income per share	¥104.85	¥101.88		

	FY2019.3	FY2018.3	Increase (▲Decrease)	
	Jan. through Mar.	Jan. through Mar.		
Operating revenue	152,891	149,060	3,831	2.6%
Operating income	5,113	5,328	▲ 215	▲ 4.0%
Ordinary income	5,529	5,837	▲ 308	▲ 5.3%
Net income	2,764	4,510	▲ 1,745	▲ 38.7%

II. Performance by Segment

(i) Operating revenue by segment (Millions of Yen)

	FY2019.3		FY2018.3		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	462,459	74.8%	443,167	74.3%	19,291	4.4%
Vehicle sales	102,233	16.5%	103,342	17.3%	▲ 1,108	▲ 1.1%
Merchandise sales	33,518	5.4%	31,575	5.3%	1,942	6.2%
Real-estate leasing	1,651	0.3%	1,598	0.3%	52	3.3%
Others	18,574	3.0%	16,445	2.8%	2,128	12.9%
Total	618,436	100.0%	596,130	100.0%	22,306	3.7%

	FY2019.3		FY2018.3		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	112,781	73.8%	109,892	73.7%	2,888	2.6%
Vehicle sales	26,508	17.3%	26,741	17.9%	▲ 232	▲ 0.9%
Merchandise sales	8,026	5.2%	7,753	5.2%	272	3.5%
Real-estate leasing	414	0.3%	401	0.3%	12	3.2%
Others	5,160	3.4%	4,270	2.9%	889	20.8%
Total	152,891	100.0%	149,060	100.0%	3,831	2.6%

(ii) Operating income by division

(Millions of Yen)

	FY2019.3		FY2018.3		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	24,475	78.4%	20,965	75.2%	3,509	16.7%
Vehicle sales	4,850	15.5%	4,922	17.7%	▲ 71	▲ 1.5%
Merchandise sales	829	2.7%	809	2.9%	19	2.4%
Real-estate leasing	1,334	4.3%	1,239	4.4%	95	7.7%
Others	901	2.9%	920	3.3%	▲ 18	▲ 2.0%
Total	32,391	103.8%	28,857	103.5%	3,533	12.2%
Elimination	▲ 1,182	▲ 3.8%	▲ 978	▲ 3.5%	▲ 203	—
Consolidated	31,209	100.0%	27,879	100.0%	3,330	11.9%

	FY2019.3 Jan. through		FY2018.3 Jan. through		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	3,683	72.0%	4,034	75.7%	▲ 350	▲ 8.7%
Vehicle sales	1,050	20.5%	868	16.3%	182	21.0%
Merchandise sales	193	3.8%	216	4.1%	▲ 22	▲ 10.4%
Real-estate leasing	335	6.6%	295	5.5%	39	13.5%
Others	151	3.0%	127	2.4%	23	18.8%
Total	5,414	105.9%	5,541	104.0%	▲ 127	▲ 2.3%
Elimination	▲ 301	▲ 5.9%	▲ 213	▲ 4.0%	▲ 88	—
Consolidated	5,113	100.0%	5,328	100.0%	▲ 215	▲ 4.0%

III. Operating volume and freight rate(Transportation services)

	FY2019.3
Operating volum	97.4%
Freight rate	106.9%

IV. Major expenses

(Millions of Yen)

	FY2019.3	FY2018.3	Increase (▲Decrease)	
			¥Million	%y/y
Personnel	210,245	203,532	6,713	3.3%
Fuel	17,014	15,417	1,597	10.4%
Depreciation	19,000	17,775	1,225	6.9%
Chartered truck fee, Commitment fee, subcontract fee	173,172	166,777	6,395	3.8%
Tool road fee	8,001	8,016	▲ 14	▲ 0.2%
Others	159,791	156,732	3,059	2.0%
Total	587,227	568,251	18,976	3.3%

	FY2019.3 Jan. through Mar.	FY2018.3 Jan. through Mar.	Increase(▲Decrease)	
			¥Million	%y/y
Personnel	53,783	51,987	1,796	3.5%
Fuel	3,937	4,066	▲ 128	▲ 3.2%
Depreciation	5,132	4,788	343	7.2%
Chartered truck fee, Commitment fee, subcontract fee	41,969	40,956	1,013	2.5%
Tool road fee	1,940	1,955	▲ 14	▲ 0.7%
Others	41,014	39,977	1,037	2.6%
Total	147,778	143,731	4,046	2.8%

Major expense by segment

(Millions of Yen)

	Transportation	Vehicle sales	Merchandise sales	Real-estate leasing	Others	Estimation	Total
Personnel	187,110	13,361	1,426	-	8,800	▲ 453	210,245
Fuel	16,628	232	6	-	147	-	17,014
Depreciation	16,950	1,761	49	83	529	▲ 373	19,000
Chartered truck fee, Commitment fee,	173,172	-	-	-	-	-	173,172
Tool road fee	8,001	-	-	-	-	-	8,001
Others	38,422	93,274	52,696	232	24,066	▲ 48,901	159,791
Total	440,285	108,629	54,179	316	33,543	▲ 49,727	587,227

Major expense by Transportation business

(Millions of Yen)

	FY2019.3	FY2018.3	Increase (▲Decrease)	
			¥Million	%y/y
Personnel	187,110	181,297	5,812	3.2%
Fuel	16,628	15,075	1,552	10.3%
Depreciation	16,950	15,653	1,296	8.3%
Chartered truck fee, Commitment fee, subcontract fee	173,172	166,777	6,395	3.8%
Tool road fee	8,001	8,016	▲ 14	▲ 0.2%
Others	38,422	37,427	994	2.7%
Total	440,285	424,248	16,037	3.8%

V. Performance forecasts

(Millions of Yen)

		FY2020.3(E)	FY2019.3	Increase (▲decrease)	%y/y
Operating revenue	semi	308,000	302,282	5,717	1.9%
	FY	630,000	618,436	11,563	1.9%
Operating income	semi	15,300	14,765	534	3.6%
	FY	32,600	31,209	1,390	4.5%
Ordinary income	semi	16,300	15,860	439	2.8%
	FY	34,600	33,629	970	2.9%
Net income	semi	21,000	10,487	10,512	100.2%
	FY	31,000	21,216	9,783	46.1%

VI. Performance forecasts by segment

(i) Operating revenue

(Millions of Yen)

		FY2020.3(E)		FY2019.3		Increase (▲decrease)	%y/y
Transportation	semi	231,000	75.0%	225,752	74.7%	5,247	2.3%
	FY	473,000	75.1%	462,459	74.8%	10,540	2.3%
Vehicle sales	semi	50,500	16.4%	50,210	16.6%	289	0.6%
	FY	102,000	16.2%	102,233	16.5%	▲ 233	▲ 0.2%
Merchandise sales	semi	16,200	5.2%	16,555	5.5%	▲ 355	▲ 2.1%
	FY	33,500	5.3%	33,518	5.4%	▲ 18	▲ 0.1%
Real-estate leasing	semi	850	0.3%	825	0.3%	24	2.9%
	FY	1,700	0.3%	1,651	0.3%	48	3.0%
Others	semi	9,450	3.1%	8,937	2.9%	512	5.7%
	FY	19,800	3.1%	18,574	3.0%	1,225	6.6%
Total	semi	308,000	100.0%	302,282	100.0%	5,717	1.9%
	FY	630,000	100.0%	618,436	100.0%	11,563	1.9%

(ii) Operating income

(Millions of Yen)

		FY2020.3(E)		FY2019.3		Increase (▲decrease)	%y/y
Transportation	semi	11,700	76.5%	11,178	75.7%	521	4.7%
	FY	25,700	78.8%	24,475	78.4%	1,224	5.0%
Vehicle sales	semi	2,700	17.6%	2,642	17.9%	57	2.2%
	FY	5,000	15.3%	4,850	15.5%	149	3.1%
Merchandise sales	semi	350	2.3%	326	2.2%	23	7.3%
	FY	850	2.6%	829	2.7%	20	2.5%
Real-estate leasing	semi	700	4.6%	665	4.5%	34	5.2%
	FY	1,400	4.3%	1,334	4.3%	65	4.9%
Others	semi	450	2.9%	572	3.9%	▲ 122	▲ 21.4%
	FY	800	2.5%	901	2.9%	▲ 101	▲ 11.3%
Elimination	semi	▲ 600	▲ 3.9%	▲ 619	▲ 4.2%	19	—
	FY	▲ 1,150	▲ 3.5%	▲ 1,182	▲ 3.8%	32	—
Total	semi	15,300	100.0%	14,765	100.0%	534	3.6%
	FY	32,600	100.0%	31,209	100.0%	1,390	4.5%

VII. Capital investment by segment

(Millions of Yen)

Capital investmen	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Elimination	Total
FY2020.3(E)	22,750	3,500	50	100	600	-	27,000
FY2019.3	30,778	3,915	115	19	555	▲ 525	34,858
FY2018.3	18,766	1,815	90	458	588	▲ 373	21,345

(Millions of Yen)

Depreciation	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Elimination	Total
FY2020.3(E)	18,630	2,000	60	90	600	▲ 380	21,000
FY2019.3	16,950	1,761	49	83	529	▲ 373	19,000
FY2018.3	15,653	1,918	38	62	445	▲ 343	17,775

VIII. Number of employee and Vehicles

Employee	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Total
FY2019.3	25,542	1,887	201	-	909	28,539
FY2018.3	25,071	1,851	205	-	879	28,006
FY2017.3	24,777	1,854	204	-	792	27,627

Vehicles	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Total
FY2019.3	24,878	-	-	-	-	24,878
FY2018.3	24,384	-	-	-	-	24,384
FY2017.3	24,214	-	-	-	-	24,214

IX. Number of new car sales

	FY2019.3	FY2018.3	Increase / Decrease
Passenger vehicle	19,021	19,725	▲ 704
Truck	4,394	4,035	359

For the Fiscal Year Ended March 31, 2019
Seino Transportation Co., Ltd.
(Non Consolidated)

I. Result of Performance

(Millions of Yen)

	FY2019.3	FY2018.3	Increase (▲Decrease)	
Operating revenue	282,917	271,720	11,196	4.1%
Operating income	14,032	11,615	2,417	20.8%
Ordinary income	14,775	12,350	2,425	19.6%
Net income	9,319	8,704	615	7.1%

	FY2019.3 4Q (Jan. through Mar.)	FY2018.3 4Q (Jan. through Mar.)	Increase (▲Decrease)	
Operating revenue	69,388	67,540	1,848	2.7%
Operating income	2,527	2,427	100	4.1%
Ordinary income	2,660	2,700	▲ 40	▲ 1.5%
Net income	1,629	1,999	▲ 370	▲ 18.5%

II. Operating volume

	April - March	January - March
FY2015.3	▲ 6.6%	▲ 10.0%
FY2016.3	▲ 0.3%	▲ 0.4%
FY2017.3	0.3%	1.3%
FY2018.3	1.5%	1.0%
FY2019.3	▲ 2.3%	▲ 2.6%

III. Operating revenue by segment

		FY2019.3		FY2018.3		%y/y	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	204,496	72.3%	195,818	72.1%	8,677	4.4%
	Mini	37,102	13.1%	35,820	13.2%	1,281	3.6%
	Home delivery	5,636	2.0%	6,154	2.3%	▲ 517	▲ 8.4%
	Moving	837	0.3%	865	0.3%	▲ 27	▲ 3.2%
	Charter	19,799	7.0%	18,828	6.9%	971	5.2%
	Subtotal	267,873	94.7%	257,487	94.8%	10,385	4.0%
Air snd Sea		2,683	0.9%	2,512	0.9%	170	6.8%
Others		12,360	4.4%	11,720	4.3%	640	5.5%
Total		282,917	100.0%	271,720	100.0%	11,196	4.1%

		FY2019.3 4Q Jan.-Mar.		FY2018.3 4Q Jan.-Mar.		Increase (▲Decrease)	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	49,919	72.0%	48,608	72.1%	1,310	2.7%
	Mini	9,094	13.1%	8,860	13.2%	233	2.6%
	Home delivery	1,334	1.9%	1,454	2.3%	▲ 119	▲ 8.2%
	Moving	398	0.6%	388	0.3%	9	2.6%
	Charter	4,933	7.1%	4,709	6.9%	223	4.8%
	Subtotal	65,680	94.7%	64,021	94.8%	1,659	2.6%
Air snd Sea		672	0.9%	626	0.9%	46	7.4%
Others		3,035	4.4%	2,892	4.3%	143	5.0%
Total		69,388	100.0%	67,540	100.0%	1,848	2.7%

IV. Major expenses

	FY2019.3		FY2018.3		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	%y/y
Personnel	95,522	33.8%	93,026	34.2%	2,496	2.7%
Fuel	6,052	2.1%	5,549	2.0%	503	9.1%
Depreciation	9,982	3.5%	9,270	3.4%	712	7.7%
Chartered truck fee	95,503	33.8%	91,093	33.5%	4,410	4.8%
Argent fee	23,364	8.3%	23,016	8.5%	348	1.5%
Commission fee	18,255	6.5%	18,351	6.8%	▲ 95	▲ 0.5%
Tool road fee	3,092	1.1%	3,125	1.2%	▲ 33	▲ 1.1%
Online	1,295	0.4%	1,261	0.5%	34	2.7%
Air and sea freight	2,079	0.7%	1,931	0.7%	147	7.7%
Others	13,735	4.8%	13,480	4.9%	255	1.9%
Total	268,884	95.0%	260,104	95.7%	8,779	3.4%

	FY2019.3 4Q Jan.-Mar.		FY2018.3 4Q Jan.-Mar.		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	%y/y
Personnel	24,314	35.0%	23,685	35.1%	629	2.7%
Fuel	1,377	2.0%	1,447	2.1%	▲ 70	▲ 4.9%
Depreciation	2,564	3.7%	2,420	3.6%	144	6.0%
Chartered truck fee	23,508	33.9%	22,559	33.4%	949	4.2%
Argent fee	5,669	8.2%	5,688	8.4%	▲ 19	▲ 0.3%
Commission fee	4,489	6.5%	4,449	6.6%	39	0.9%
Tool road fee	742	1.1%	756	1.1%	▲ 13	▲ 1.8%
Online	316	0.5%	299	0.5%	17	5.8%
Air and sea freight	516	0.7%	474	0.7%	42	9.0%
Others	3,360	4.8%	3,332	4.9%	27	0.8%
Total	66,860	96.4%	65,113	96.4%	1,747	2.7%

	Fuel Unit Price %y/y	Fuel Use %y/y
FY2015.3	▲ 4.0%	▲ 7.1%
FY2016.3	▲ 23.5%	▲ 1.7%
FY2017.3	▲ 6.4%	▲ 0.0%
FY2018.3	13.5%	▲ 0.7%
FY2019.3	13.9%	▲ 3.8%