

Supplementary data for FY2021 1Q
(April 1, 2020 through June 30, 2020)
SEINO HOLDINGS Co., Ltd.

I. Result of Performance

(Millions of Yen)

	FY2021.3 1Q	FY2020.3 1Q 1Q	Increase (▲Decrease)	
			▲	%
Operating revenue	138,083	153,063	▲ 14,980	▲ 9.8%
Operating income	2,647	7,158	▲ 4,510	▲ 63.0%
Ordinary income	4,154	7,770	▲ 3,616	▲ 46.5%
Net income	2,429	4,603	▲ 2,174	▲ 47.2%

II. Performance by Segment

(i) Operating revenue by segment

(Millions of Yen)

	FY2021.3 1Q		FY2020.3 1Q		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	105,977	76.8%	114,826	75.0%	▲ 8,848	▲ 7.7%
Vehicle sales	20,534	14.9%	24,720	16.2%	▲ 4,186	▲ 16.9%
Merchandise sales	6,917	5.0%	7,878	5.1%	▲ 960	▲ 12.2%
Real-estate leasing	462	0.3%	419	0.3%	42	10.1%
Others	4,192	3.0%	5,218	3.4%	▲ 1,026	▲ 19.7%
Total	138,083	100.0%	153,063	100.0%	▲ 14,980	▲ 9.8%

(ii) Operating income by division

(Millions of Yen)

	FY2021.3 1Q		FY2020.3 1Q		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	1,585	59.9%	5,425	75.8%	▲ 3,839	▲ 70.8%
Vehicle sales	782	29.6%	1,352	18.9%	▲ 569	▲ 42.1%
Merchandise sales	174	6.6%	147	2.0%	27	18.6%
Real-estate leasing	372	14.0%	340	4.7%	32	9.5%
Others	57	2.2%	298	4.2%	▲ 240	▲ 80.6%
Total	2,973	112.3%	7,562	105.6%	▲ 4,589	▲ 60.7%
Elimination	▲ 325	▲ 12.3%	▲ 404	▲ 5.6%	78	—
Consolidated	2,647	100.0%	7,158	100.0%	▲ 4,510	▲ 63.0%

III. Operating volume and freight rate(Transportation services)

	FY2021.3 1Q
Operating volume	88.7%
Freight rate	103.5%

IV. Major expenses

(Millions of Yen)

	FY2021.3 1Q	FY2020.3 1Q	Increase (▲Decrease)	
			¥ Million	%y/y
Personnel	51,845	52,794	▲ 949	▲ 1.8%
Fuel	2,852	4,050	▲ 1,198	▲ 29.6%
Depreciation	4,808	4,683	124	2.7%
Chartered truck fee, Committed fee, subcontract fee	40,790	43,402	▲ 2,612	▲ 6.0%
Tool road fee	1,889	1,979	▲ 89	▲ 4.5%
Others	33,250	38,994	▲ 5,744	▲ 14.7%
Total	135,435	145,905	▲ 10,469	▲ 7.2%

Major expense by segment

(Millions of Yen)

	Transportation	Vehicle sales	Merchandise sales	Real-estate leasing	Others	Estimation	Total
Personnel	46,063	3,112	349	-	2,396	▲ 76	51,845
Fuel	2,791	37	1	-	21	-	2,852
Depreciation	4,265	443	15	23	163	▲ 102	4,808
Chartered truck fee, Committed fee,	40,790	-	-	-	-	-	40,790
Tool road fee	1,889	-	-	-	-	-	1,889
Others	8,980	19,105	9,588	66	3,726	▲ 8,216	33,250
Total	104,781	22,699	9,954	89	6,307	▲ 8,395	135,435

Major expense by Transportation business

(Millions of Yen)

	FY2021.3 1Q	FY2020.3 1Q	Increase (▲Decrease)	
			¥ Million	%y/y
Personnel	46,063	47,015	▲ 951	▲ 2.0%
Fuel	2,791	3,954	▲ 1,162	▲ 29.4%
Depreciation	4,265	4,191	74	1.8%
Chartered truck fee, Committed fee, subcontract fee	40,790	43,402	▲ 2,612	▲ 6.0%
Tool road fee	1,889	1,979	▲ 89	▲ 4.5%
Others	8,980	9,377	▲ 397	▲ 4.2%
Total	104,781	109,921	▲ 5,140	▲ 4.7%

V. Performance forecasts

(Millions of Yen)

		FY2021.3(E)		FY2020.3		Increase (▲decrease)	%y/y
Operating revenue	semi	282,800		314,538		▲ 31,738	▲ 10.1%
	FY	577,700		625,626		▲ 47,926	▲ 7.7%
Operating income	semi	5,200		16,312		▲ 11,112	▲ 68.1%
	FY	15,900		29,697		▲ 13,797	▲ 46.5%
Ordinary income	semi	6,600		17,058		▲ 10,458	▲ 61.3%
	FY	18,100		31,505		▲ 13,405	▲ 42.5%
Net income	semi	3,200		21,264		▲ 18,064	▲ 85.0%
	FY	9,700		25,848		▲ 16,148	▲ 62.5%

VI. Performance forecasts by segment

(i) Operating revenue

(Millions of Yen)

		FY2021.3(E)		FY2020.3		Increase (▲decrease)	%y/y
Transportation	semi	216,000	76.4%	232,592	73.9%	▲ 16,592	▲ 7.1%
	FY	440,500	76.3%	466,473	74.6%	▲ 25,973	▲ 5.6%
Vehicle sales	semi	42,200	14.9%	54,280	17.2%	▲ 12,080	▲ 22.3%
	FY	85,200	14.7%	103,164	16.5%	▲ 17,964	▲ 17.4%
Merchandise sales	semi	15,200	5.4%	16,221	5.2%	▲ 1,021	▲ 6.3%
	FY	31,000	5.4%	32,867	5.2%	▲ 1,867	▲ 5.7%
Real-estate leasing	semi	900	0.3%	838	0.3%	61	7.3%
	FY	1,800	0.3%	1,732	0.3%	67	3.9%
Others	semi	8,500	3.0%	10,604	3.4%	▲ 2,104	▲ 19.8%
	FY	19,200	3.3%	21,389	3.4%	▲ 2,189	▲ 10.2%
Total	semi	282,800	100.0%	314,538	100.0%	▲ 31,738	▲ 10.1%
	FY	577,700	100.0%	625,626	100.0%	▲ 47,926	▲ 7.7%

(ii) Operating income

(Millions of Yen)

		FY2021.3(E)		FY2021.3 1Q		Increase (▲decrease)	%y/y
Transportation	semi	3,000	57.7%	12,345	75.7%	▲ 9,345	▲ 75.7%
	FY	11,600	73.0%	23,339	78.6%	▲ 11,739	▲ 50.3%
Vehicle sales	semi	1,600	30.8%	3,027	18.6%	▲ 1,427	▲ 47.2%
	FY	3,000	18.9%	4,611	15.5%	▲ 1,611	▲ 34.9%
Merchandise sales	semi	300	5.8%	421	2.6%	▲ 121	▲ 28.8%
	FY	550	3.4%	870	2.9%	▲ 320	▲ 36.8%
Real-estate leasing	semi	700	13.4%	677	4.1%	22	3.3%
	FY	1,400	8.8%	1,382	4.7%	17	1.3%
Others	semi	200	3.8%	454	2.8%	▲ 254	▲ 56.0%
	FY	500	3.1%	688	2.3%	▲ 188	▲ 27.4%
Elimination	semi	▲ 600	▲ 11.5%	▲ 613	▲ 3.8%	13	—
	FY	▲ 1,150	▲ 7.2%	▲ 1,194	▲ 4.0%	44	—
Total	semi	5,200	100.0%	16,312	100.0%	▲ 11,112	▲ 68.1%
	FY	15,900	100.0%	29,697	100.0%	▲ 13,797	▲ 46.5%

Supplementary data for FY2021 1Q
(April 1, 2020 through June 30, 2020)
Seino Transportation Co., Ltd.(Non Consolidate

I. Result of Performance

(Millions of Yen)

	FY2020.3 1Q	FY2019.3 1Q	Increase (▲Decrease)	
			▲	%
Operating revenue	64,349	69,968	▲ 5,619	▲ 8.0%
Operating income	936	2,729	▲ 1,792	▲ 65.7%
Ordinary income	1,331	2,877	▲ 1,546	▲ 53.7%
Net income	762	1,706	▲ 944	▲ 55.3%

II. Operating volume

	FY2020.3 1Q
FY2016.3 1Q	▲ 0.2%
FY2017.3 1Q	1.8%
FY2018.3 1Q	▲ 2.1%
FY2019.3 1Q	▲ 0.4%
FY2020.3 1Q	▲ 13.4%

III. Operating revenue by segment

		FY2020.3 1Q		FY2019.3 1Q		%y/y	
		¥Million	Per revenue	¥Million	Per revenue	¥Million	% y/y
L a n d	Commercial cargo	46,628	72.5%	50,393	72.0%	▲ 3,764	▲ 7.5%
	Mini	8,375	13.0%	9,223	13.2%	▲ 847	▲ 9.2%
	Home delivery	1,103	1.7%	1,291	1.9%	▲ 187	▲ 14.5%
	Moving	131	0.2%	330	0.5%	▲ 198	▲ 60.1%
	Charter	4,288	6.7%	4,843	6.9%	▲ 555	▲ 11.5%
	Subtotal	60,528	94.1%	66,082	94.5%	▲ 5,553	▲ 8.4%
	Air and Sea	571	0.9%	648	0.9%	▲ 76	▲ 11.8%
	Others	3,248	5.0%	3,238	4.6%	10	0.3%
	Total	64,349	100.0%	69,968	100.0%	▲ 5,619	▲ 8.0%

IV. Major expenses

	FY2020.3 1Q		FY2019.3 1Q		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	%y/y
Personnel	22,961	35.7%	23,982	34.3%	▲ 1,020	▲ 4.3%
Fuel	1,013	1.6%	1,436	2.1%	▲ 422	▲ 29.4%
Depreciation	2,604	4.0%	2,468	3.5%	135	5.5%
Chartered truck fee	22,706	35.3%	23,895	34.2%	▲ 1,188	▲ 5.0%
Argent fee	5,251	8.2%	5,685	8.1%	▲ 434	▲ 7.6%
Commission fee	4,307	6.7%	4,732	6.8%	▲ 424	▲ 9.0%
Tool road fee	729	1.1%	770	1.1%	▲ 41	▲ 5.3%
Online	282	0.4%	311	0.4%	▲ 28	▲ 9.3%
Air and sea freight	456	0.7%	508	0.7%	▲ 51	▲ 10.2%
Others	3,098	4.8%	3,448	4.9%	▲ 350	▲ 10.2%
Total	63,413	98.5%	67,239	96.1%	▲ 3,826	▲ 5.7%

	Fuel Unit Price %y/y	Fuel Use %y/y
FY2016.3 1Q	▲ 20.1%	▲ 0.4%
FY2017.3 1Q	14.8%	▲ 0.4%
FY2018.3 1Q	18.5%	▲ 1.9%
FY2019.3 1Q	0.2%	▲ 5.4%
FY2020.3 1Q	▲ 27.7%	▲ 3.7%