

Supplementary data for FY2021 2Q
(April 1, 2020 through September 30, 2020)
SEINO HOLDINGS Co., Ltd.

I. Result of Performance

(Millions of Yen)

	FY2021.3 2Q	FY2020.3 2Q	Increase (▲Decrease)	
			▲	%
Operating revenue	279,884	314,538	▲ 34,653	▲ 11.0%
Operating income	9,085	16,312	▲ 7,227	▲ 44.3%
Ordinary income	11,135	17,058	▲ 5,922	▲ 34.7%
Net income	6,488	21,264	▲ 14,775	▲ 69.5%

	FY2021.3 July-Sep.	FY2020.3 July-Sep.	Increase (▲Decrease)	
			▲	%
Operating revenue	141,801	161,474	▲ 19,673	▲ 12.2%
Operating income	6,437	9,154	▲ 2,716	▲ 29.7%
Ordinary income	6,981	9,287	▲ 2,305	▲ 24.8%
Net income	4,058	16,660	▲ 12,601	▲ 75.6%

II. Performance by Segment

(i) Operating revenue by segment

(Millions of Yen)

	FY2021.3 2Q		FY2020.3 2Q		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	212,052	75.8%	232,592	73.9%	▲ 20,540	▲ 8.8%
Vehicle sales	43,817	15.7%	54,280	17.2%	▲ 10,463	▲ 19.3%
Merchandise sales	14,669	5.2%	16,221	5.2%	▲ 1,552	▲ 9.6%
Real-estate leasing	926	0.3%	838	0.3%	87	10.4%
Others	8,419	3.0%	10,604	3.4%	▲ 2,185	▲ 20.6%
Total	279,884	100.0%	314,538	100.0%	▲ 34,653	▲ 11.0%

	FY2021.3 July-Sep.		FY2020.3 July-Sep.		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	106,075	74.8%	117,766	72.9%	▲ 11,691	▲ 9.9%
Vehicle sales	23,282	16.4%	29,559	18.3%	▲ 6,277	▲ 21.2%
Merchandise sales	7,752	5.5%	8,343	5.2%	▲ 591	▲ 7.1%
Real-estate leasing	463	0.3%	419	0.3%	44	10.7%
Others	4,226	3.0%	5,385	3.3%	▲ 1,159	▲ 21.5%
Total	141,801	100.0%	161,474	100.0%	▲ 19,673	▲ 12.2%

(ii) Operating income by division

(Millions of Yen)

	FY2021.3 2Q		FY2020.3 2Q		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	6,269	69.0%	12,345	75.7%	▲ 6,075	▲ 49.2%
Vehicle sales	2,085	23.0%	3,027	18.6%	▲ 942	▲ 31.1%
Merchandise sales	363	4.0%	421	2.6%	▲ 57	▲ 13.7%
Real-estate leasing	745	8.2%	677	4.1%	67	9.9%
Others	181	2.0%	454	2.8%	▲ 272	▲ 60.1%
Total	9,644	106.2%	16,926	103.8%	▲ 7,282	▲ 43.0%
Elimination	▲ 559	▲ 6.2%	▲ 613	▲ 3.8%	54	—
Consolidated	9,085	100.0%	16,312	100.0%	▲ 7,227	▲ 44.3%

	FY2021.3 July-Sep.		FY2020.3 July-Sep.		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	4,683	72.8%	6,920	75.6%	▲ 2,236	▲ 32.3%
Vehicle sales	1,302	20.2%	1,675	18.3%	▲ 373	▲ 22.3%
Merchandise sales	188	2.9%	273	3.0%	▲ 85	▲ 31.0%
Real-estate leasing	372	5.8%	337	3.7%	34	10.3%
Others	123	1.9%	155	1.7%	▲ 32	▲ 21.0%
Total	6,670	103.6%	9,363	102.3%	▲ 2,692	▲ 28.8%
Elimination	▲ 233	▲ 3.6%	▲ 209	▲ 2.3%	▲ 23	—
Consolidated	6,437	100.0%	9,154	100.0%	▲ 2,716	▲ 29.7%

III. Operating volume and freight rate(Transportation services)

	FY2021.3 2Q
Operating volum	88.6%
Freight rate	102.8%

IV. Major expenses

(Millions of Yen)

	FY2021.3 2Q	FY2020.3 2Q	Increase (▲/Decrease)	
			¥ Million	%y/y
Personnel	102,061	105,421	▲ 3,359	▲ 3.2%
Fuel	6,051	8,043	▲ 1,991	▲ 24.8%
Depreciation	9,780	9,631	148	1.5%
Chartered truck fee, Committed fee, subcontract fee	80,366	87,529	▲ 7,162	▲ 8.2%
Tool road fee	3,728	3,960	▲ 232	▲ 5.9%
Others	68,809	83,639	▲ 14,829	▲ 17.7%
Total	270,799	298,225	▲ 27,426	▲ 9.2%

	FY2021.3 July-Sep.	FY2020.3 July-Sep.	Increase (▲/Decrease)	
			¥ Million	%y/y
Personnel	50,216	52,626	▲ 2,409	▲ 4.6%
Fuel	3,199	3,992	▲ 793	▲ 19.9%
Depreciation	4,972	4,948	24	0.5%
Chartered truck fee, Committed fee, subcontract fee	39,576	44,126	▲ 4,550	▲ 10.3%
Tool road fee	1,839	1,981	▲ 142	▲ 7.2%
Others	35,559	44,644	▲ 9,085	▲ 20.3%
Total	135,363	152,320	▲ 16,957	▲ 11.1%

Major expense by segment

(Millions of Yen)

	Transportation	Vehicle sales	Merchandise sales	Real-estate leasing	Others	Estimation	Total
Personnel	90,244	6,397	711	-	4,849	▲ 139	102,061
Fuel	5,911	84	2	-	52	-	6,051
Depreciation	8,675	913	30	46	325	▲ 211	9,780
Chartered truck fee, Committed fee,	80,366	-	-	-	-	-	80,366
Tool road fee	3,728	-	-	-	-	-	3,728
Others	17,660	40,014	20,266	134	7,285	▲ 16,551	68,809
Total	206,586	47,410	21,011	181	12,512	▲ 16,901	270,799

Major expense by Transportation business

(Millions of Yen)

	FY2021.3 2Q	FY2020.3 2Q	Increase (▲/Decrease)	
			¥ Million	%y/y
Personnel	90,244	93,439	▲ 3,195	▲ 3.4%
Fuel	5,911	7,860	▲ 1,949	▲ 24.8%
Depreciation	8,675	8,570	104	1.2%
Chartered truck fee, Committed fee, subcontract fee	80,366	87,529	▲ 7,162	▲ 8.2%
Tool road fee	3,728	3,960	▲ 232	▲ 5.9%
Others	17,660	20,047	▲ 2,387	▲ 11.9%
Total	206,586	221,408	▲ 14,822	▲ 6.7%

V. Performance forecasts

(Millions of Yen)

		FY2021.3(E)		FY2020.3		Increase (▲decrease)	%y/y
Operating revenue	semi	279,884		314,538		▲ 34,653	▲ 11.0%
	FY	583,000		625,626		▲ 42,626	▲ 6.8%
Operating income	semi	9,085		16,312		▲ 7,227	▲ 44.3%
	FY	20,600		29,697		▲ 9,097	▲ 30.6%
Ordinary income	semi	11,135		17,058		▲ 5,922	▲ 34.7%
	FY	23,500		31,505		▲ 8,005	▲ 25.4%
Net income	semi	6,488		21,264		▲ 14,775	▲ 69.5%
	FY	13,500		25,848		▲ 12,348	▲ 47.8%

VI. Performance forecasts by segment

(i) Operating revenue

(Millions of Yen)

		FY2021.3(E)		FY2020.3		Increase (▲decrease)	%y/y
Transportation	semi	212,052	75.8%	232,592	73.9%	▲ 20,540	▲ 8.8%
	FY	436,600	74.9%	466,473	74.6%	▲ 29,873	▲ 6.4%
Vehicle sales	semi	43,817	15.7%	54,280	17.2%	▲ 10,463	▲ 19.3%
	FY	95,000	16.3%	103,164	16.5%	▲ 8,164	▲ 7.9%
Merchandise sales	semi	14,669	5.2%	16,221	5.2%	▲ 1,552	▲ 9.6%
	FY	30,500	5.2%	32,867	5.2%	▲ 2,367	▲ 7.2%
Real-estate leasing	semi	926	0.3%	838	0.3%	87	10.4%
	FY	1,800	0.3%	1,732	0.3%	67	3.9%
Others	semi	8,419	3.0%	10,604	3.4%	▲ 2,185	▲ 20.6%
	FY	19,100	3.3%	21,389	3.4%	▲ 2,289	▲ 10.7%
Total	semi	279,884	100.0%	314,538	100.0%	▲ 34,653	▲ 11.0%
	FY	583,000	100.0%	625,626	100.0%	▲ 42,626	▲ 6.8%

(ii) Operating income

(Millions of Yen)

		FY2021.3(E)		FY2020.3		Increase (▲decrease)	%y/y
Transportation	semi	6,269	69.0%	12,345	75.7%	▲ 6,075	▲ 49.2%
	FY	14,900	72.3%	23,339	78.6%	▲ 8,439	▲ 36.2%
Vehicle sales	semi	2,085	23.0%	3,027	18.6%	▲ 942	▲ 31.1%
	FY	4,300	20.9%	4,611	15.5%	▲ 311	▲ 6.7%
Merchandise sales	semi	363	4.0%	421	2.6%	▲ 57	▲ 13.7%
	FY	650	3.2%	870	2.9%	▲ 220	▲ 25.3%
Real-estate leasing	semi	745	8.2%	677	4.1%	67	9.9%
	FY	1,500	7.3%	1,382	4.7%	117	8.5%
Others	semi	181	2.0%	454	2.8%	▲ 272	▲ 60.1%
	FY	400	1.9%	688	2.3%	▲ 288	▲ 41.9%
Elimination	semi	▲ 559	▲ 6.2%	▲ 613	▲ 3.8%	54	—
	FY	▲ 1,150	▲ 5.6%	▲ 1,194	▲ 4.0%	44	—
Total	semi	9,085	100.0%	16,312	100.0%	▲ 7,227	▲ 44.3%
	FY	20,600	100.0%	29,697	100.0%	▲ 9,097	▲ 30.6%

VII. Capital investment by segment

(Millions of Yen)

Capital investmen	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Elimination	Total
FY2021.3(E)	32,230	2,440	100	1,730	500	-	37,000
FY2021.3 2Q	17,127	1,287	28	789	163	▲ 587	18,807
FY2020.3 2Q	12,526	1,407	56	304	418	▲ 364	14,348

VIII. Number of employee and Vehicles

Employee	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Total
FY2021.3 2Q	26,457	1,907	210	-	1,029	29,603
FY2020.3 2Q	26,012	1,916	206	-	972	29,106
FY2015.3 2Q	25,360	1,909	202	-	908	28,379

Vehicles	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Total
FY2021.3 2Q	24,940	-	-	-	-	24,940
FY2020.3 2Q	24,920	-	-	-	-	24,920
FY2015.3 2Q	24,727	-	-	-	-	24,727

IX. Number of new car sales

	FY2021.3 2Q	FY2020.3 2Q	Increase / Decrease
Passenger vehicle	7,948	10,475	▲ 2,527
Truck	1,697	2,258	▲ 561

Supplementary data for FY2021 2Q
(April 1, 2020 through September 30, 2020)
Seino Transportation Co., Ltd.(Non Consolidated)

I. Result of Performance

(Millions of Yen)

	FY2021.3 2Q	FY2020.3 2Q	Increase (▲Decrease)	
Operating revenue	128,887	140,960	▲ 12,073	▲ 8.6%
Operating income	3,954	6,235	▲ 2,281	▲ 36.6%
Ordinary income	4,712	6,587	▲ 1,875	▲ 28.5%
Net income	2,696	15,047	▲ 12,351	▲ 82.1%

	FY2021.3 July-Sep.	FY2020.3 July-Sep.	Increase (▲Decrease)	
Operating revenue	64,537	70,991	▲ 6,454	▲ 9.1%
Operating income	3,017	3,506	▲ 488	▲ 13.9%
Ordinary income	3,381	3,710	▲ 329	▲ 8.9%
Net income	1,933	13,340	▲ 11,406	▲ 85.5%

II. Operating volume

	April - September	July-September
FY2017.3 2Q	▲ 0.5%	▲ 0.8%
FY2018.3 2Q	2.4%	3.1%
FY2019.3 2Q	▲ 1.9%	▲ 1.7%
FY2020.3 2Q	▲ 1.1%	▲ 1.7%
FY2021.3 2Q	▲ 12.4%	▲ 11.4%

III. Operating revenue by segment

		FY2021.3 2Q		FY2020.3 2Q		%y/y	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	93,192	72.3%	101,507	72.0%	▲ 8,315	▲ 8.2%
	Mini	16,887	13.1%	18,405	13.1%	▲ 1,517	▲ 8.2%
	Home delivery	1,927	1.5%	2,595	1.8%	▲ 667	▲ 25.7%
	Moving	233	0.2%	452	0.3%	▲ 219	▲ 48.4%
	Charter	8,857	6.9%	9,989	7.1%	▲ 1,132	▲ 11.3%
	Subtotal	121,098	94.0%	132,950	94.3%	▲ 11,852	▲ 8.9%
Air snd Sea		1,226	1.0%	1,334	1.0%	▲ 107	▲ 8.1%
Others		6,562	5.1%	6,675	4.7%	▲ 113	▲ 1.7%
Total		128,887	100.0%	140,960	100.0%	▲ 12,073	▲ 8.6%

		FY2021.3 July-Sep.		FY2020.3 July-Sep.		Increase (▲Decrease)	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	46,563	72.1%	51,114	72.0%	▲ 4,550	▲ 8.9%
	Mini	8,511	13.2%	9,181	12.9%	▲ 669	▲ 7.3%
	Home delivery	823	1.3%	1,304	1.8%	▲ 480	▲ 36.9%
	Moving	101	0.2%	122	0.2%	▲ 20	▲ 17.1%
	Charter	4,568	7.1%	5,145	7.3%	▲ 576	▲ 11.2%
	Subtotal	60,569	93.9%	66,868	94.2%	▲ 6,298	▲ 9.4%
Air snd Sea		654	1.0%	686	1.0%	▲ 31	▲ 4.6%
Others		3,313	5.1%	3,437	4.8%	▲ 123	▲ 3.6%
Total		64,537	100.0%	70,991	100.0%	▲ 6,454	▲ 9.1%

IV. Major expenses

	FY2021.3 2Q		FY2020.3 2Q		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	%y/y
Personnel	44,618	34.6%	47,585	33.8%	▲ 2,966	▲ 6.2%
Fuel	2,119	1.6%	2,853	2.0%	▲ 733	▲ 25.7%
Depreciation	5,238	4.1%	5,008	3.6%	229	4.6%
Chartered truck fee	45,141	35.0%	48,301	34.3%	▲ 3,160	▲ 6.5%
Argent fee	10,472	8.1%	11,389	8.1%	▲ 916	▲ 8.0%
Commission fee	8,448	6.6%	9,394	6.7%	▲ 945	▲ 10.1%
Tool road fee	1,434	1.1%	1,533	1.1%	▲ 99	▲ 6.5%
Online	561	0.4%	637	0.5%	▲ 75	▲ 11.8%
Air and sea freight	991	0.8%	1,049	0.7%	▲ 58	▲ 5.5%
Others	5,906	4.6%	6,972	4.9%	▲ 1,066	▲ 15.3%
Total	124,933	96.9%	134,725	95.6%	▲ 9,792	▲ 7.3%

	FY2021.3 July-Sep.		FY2020.3 July-Sep.		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	%y/y
Personnel	21,657	33.6%	23,603	33.3%	▲ 1,946	▲ 8.2%
Fuel	1,106	1.7%	1,416	2.0%	▲ 310	▲ 21.9%
Depreciation	2,633	4.1%	2,540	3.6%	93	3.7%
Chartered truck fee	22,434	34.8%	24,405	34.4%	▲ 1,971	▲ 8.1%
Argent fee	5,220	8.1%	5,703	8.0%	▲ 482	▲ 8.5%
Commission fee	4,141	6.4%	4,662	6.6%	▲ 521	▲ 11.2%
Tool road fee	704	1.1%	762	1.1%	▲ 58	▲ 7.6%
Online	279	0.4%	325	0.5%	▲ 46	▲ 14.3%
Air and sea freight	534	0.8%	541	0.8%	▲ 6	▲ 1.2%
Others	2,807	4.4%	3,524	5.0%	▲ 716	▲ 20.3%
Total	61,520	95.3%	67,485	95.1%	▲ 5,965	▲ 8.8%

	Fuel Unit Price %y/y	Fuel Use %y/y
FY2017.3 2Q	▲ 17.2%	▲ 0.0%
FY2018.3 2Q	13.3%	▲ 0.5%
FY2019.3 2Q	21.2%	▲ 3.0%
FY2020.3 2Q	▲ 3.8%	▲ 3.8%
FY2021.3 2Q	▲ 22.0%	▲ 5.2%