

**Supplementary data for FY2022 3Q**  
**(April 1, 2021 through December 31, 2021)**  
**SEINO HOLDINGS Co., Ltd.**

**I. Result of Performance**

(Millions of Yen)

	FY2022.3 3Q	FY2021.3 3Q	Increase (▲Decrease)	
Operating revenue	453,625	438,725	14,900	3.4%
Operating income	22,413	17,846	4,566	25.6%
Ordinary income	24,801	20,627	4,174	20.2%
Net income	15,305	12,836	2,469	19.2%

	FY2022.3 Oct through Dec	FY2021.3 Oct through Dec	Increase (▲Decrease)	
Operating revenue	158,670	158,840	▲ 169	▲ 0.1%
Operating income	9,767	8,761	1,005	11.5%
Ordinary income	10,643	9,491	1,152	12.1%
Net income	6,635	6,347	287	4.5%

**II. Performance by Segment**

(i) Operating revenue by segment

(Millions of Yen)

	FY2022.3 3Q		FY2021.3 3Q		% y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	339,828	74.9%	329,173	75.0%	10,655	3.2%
Vehicle sales	72,618	16.0%	71,441	16.3%	1,177	1.6%
Merchandise sales	22,744	5.0%	23,019	5.3%	▲ 275	▲ 1.2%
Real-estate leasing	1,500	0.3%	1,393	0.3%	106	7.6%
Others	16,933	3.8%	13,696	3.1%	3,236	23.6%
Total	453,625	100.0%	438,725	100.0%	14,900	3.4%

	FY2022.3 Oct through Dec		FY2021.3 Oct through Dec		% y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	120,192	75.7%	117,120	73.7%	3,071	2.6%
Vehicle sales	23,608	14.9%	27,624	17.4%	▲ 4,015	▲ 14.5%
Merchandise sales	8,375	5.3%	8,350	5.3%	25	0.3%
Real-estate leasing	523	0.3%	467	0.3%	56	12.0%
Others	5,970	3.8%	5,277	3.3%	693	13.1%
Total	158,670	100.0%	158,840	100.0%	▲ 169	▲ 0.1%

## (ii) Operating income by division

(Millions of Yen)

	FY2022.3 3Q		FY2021.3 3Q		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	17,173	76.6%	13,105	73.4%	4,068	31.0%
Vehicle sales	3,814	17.0%	3,602	20.2%	211	5.9%
Merchandise sales	613	2.7%	587	3.3%	26	4.4%
Real-estate leasing	1,139	5.1%	1,120	6.3%	19	1.7%
Others	837	3.8%	324	1.8%	512	157.8%
Total	23,577	105.2%	18,740	105.0%	4,837	25.8%
Elimination	▲ 1,164	▲ 5.2%	▲ 893	▲ 5.0%	▲ 271	-
Consolidated	22,413	100.0%	17,846	100.0%	4,566	25.6%

	FY2022.3 Oct through Dec		FY2021.3 Oct through Dec		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	8,063	82.6%	6,835	78.0%	1,228	18.0%
Vehicle sales	1,142	11.7%	1,517	17.3%	▲ 374	▲ 24.7%
Merchandise sales	228	2.3%	223	2.6%	4	2.2%
Real-estate leasing	382	3.9%	375	4.3%	6	1.8%
Others	329	3.4%	143	1.6%	185	129.0%
Total	10,146	103.9%	9,095	103.8%	1,050	11.5%
Elimination	▲ 379	▲ 3.9%	▲ 334	▲ 3.8%	▲ 44	-
Consolidated	9,767	100.0%	8,761	100.0%	1,005	11.5%

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

	FY2022.3 3Q
Operating volume	103.9%
Freight rate	98.9%

#### IV. Major expenses

(Millions of Yen)

	FY2022.3 3Q	FY2021.3 3Q	Increase (▲Decrease)	
			¥Million	% y/y
Personnel	162,233	157,161	5,072	3.2%
Fuel	12,582	9,441	3,141	33.3%
Depreciation	15,790	14,940	849	5.7%
Chartered truck fee, Committed fee, subcontract fee	120,873	123,358	▲ 2,484	▲ 2.0%
Tool road fee	5,877	5,677	200	3.5%
Others	113,853	110,298	3,555	3.2%
Total	431,211	420,878	10,333	2.5%

	FY2022.3 Oct through Dec	FY2021.3 Oct through Dec	Increase(▲Decrease)	
			¥Million	% y/y
Personnel	55,398	55,099	298	0.5%
Fuel	4,565	3,389	1,175	34.7%
Depreciation	5,486	5,160	326	6.3%
Chartered truck fee, Committed fee, subcontract fee	42,826	42,992	▲ 165	▲ 0.4%
Tool road fee	2,013	1,948	64	3.3%
Others	38,612	41,488	▲ 2,875	▲ 6.9%
Total	148,903	150,078	▲ 1,175	▲ 0.8%

#### Major expense by segment

(Millions of Yen)

	Transportation	Vehicle sales	Merchandise sales	Real-estate leasing	Others	Estimation	Total
Personnel	143,369	9,709	1,099	-	8,012	43	162,233
Fuel	12,281	173	4	-	110	12	12,582
Depreciation	13,969	1,477	46	127	484	▲ 315	15,790
Chartered truck fee, Committed fee, subcontract fee	120,873	-	-	-	-	-	120,873
Tool road fee	5,877	-	-	-	-	-	5,877
Others	27,714	66,307	30,850	233	14,041	▲ 25,293	113,853
Total	324,086	77,668	32,000	360	22,648	▲ 25,553	431,211

#### Major expense by Transportation business

(Millions of Yen)

	FY2022.3 3Q	FY2021.3 3Q	Increase (▲Decrease)	
			¥Million	% y/y
Personnel	143,369	139,074	4,295	3.1%
Fuel	12,281	9,208	3,072	33.4%
Depreciation	13,969	13,218	750	5.7%
Chartered truck fee, Committed fee, subcontract fee	120,873	123,358	▲ 2,484	▲ 2.0%
Tool road fee	5,877	5,677	200	3.5%
Others	27,714	26,812	901	3.4%
Total	324,086	317,350	6,736	2.1%

## V. Performance forecasts

(Millions of Yen)

		FY2022.3(E)		FY2021.3		Increase (▲decrease)	%y/y
Operating revenue	semi	294,954		279,884		15,070	5.4%
	FY	607,000		592,046		14,954	2.5%
Operating income	semi	12,646		9,085		3,561	39.2%
	FY	29,500		24,560		4,939	20.1%
Ordinary income	semi	14,158		11,135		3,022	27.1%
	FY	32,100		27,751		4,348	15.7%
Net income	semi	8,670		6,488		2,181	33.6%
	FY	20,500		16,660		3,839	23.0%

## VI. Performance forecasts by segment

### (i) Operating revenue

(Millions of Yen)

		FY2022.3(E)		FY2021.3		Increase (▲decrease)	%y/y
Transportation	semi	219,636	74.5%	212,052	75.8%	7,583	3.6%
	FY	456,036	75.1%	441,090	74.5%	14,945	3.4%
Vehicle sales	semi	49,010	16.6%	43,817	15.7%	5,193	11.9%
	FY	97,000	16.0%	98,333	16.6%	▲ 1,333	▲ 1.4%
Merchandise sales	semi	14,368	4.9%	14,669	5.2%	▲ 300	▲ 2.1%
	FY	29,368	4.9%	31,034	5.3%	▲ 1,665	▲ 5.4%
Real-estate leasing	semi	976	0.3%	926	0.3%	50	5.4%
	FY	1,976	0.3%	1,864	0.3%	111	6.0%
Others	semi	10,962	3.7%	8,419	3.0%	2,543	30.2%
	FY	22,618	3.7%	19,722	3.3%	2,896	14.7%
Total	semi	294,954	100.0%	279,884	100.0%	15,070	5.4%
	FY	607,000	100.0%	592,046	100.0%	14,954	2.5%

### (ii) Operations income

(Millions of Yen)

		FY2022.3(E)		FY2021.3		Increase (▲decrease)	%y/y
Transportation	semi	9,109	72.0%	6,269	69.0%	2,840	45.3%
	FY	22,859	77.5%	18,375	74.8%	4,484	24.4%
Vehicle sales	semi	2,671	21.1%	2,085	23.0%	586	28.1%
	FY	4,800	16.3%	4,780	19.4%	19	0.4%
Merchandise sales	semi	384	3.1%	363	4.0%	21	5.8%
	FY	784	2.6%	732	3.0%	52	7.2%
Real-estate leasing	semi	757	6.0%	745	8.2%	12	1.6%
	FY	1,557	5.3%	1,494	6.1%	62	4.2%
Others	semi	508	4.0%	181	2.0%	327	180.7%
	FY	1,008	3.4%	485	2.0%	522	107.6%
Elimination	semi	▲ 785	▲ 6.2%	▲ 559	▲ 6.2%	▲ 226	—
	FY	▲ 1,510	▲ 5.1%	▲ 1,308	▲ 5.3%	▲ 202	—
Total	semi	12,646	100.0%	9,085	100.0%	3,561	39.2%
	FY	29,500	100.0%	24,560	100.0%	4,939	20.1%

**Supplementary data for FY2022 3Q**  
**(April 1, 2021 through December 31, 2021)**  
**Seino Transportation Co., Ltd.(Non Consolidated)**

**I. Result of Performance**

(Millions of Yen)

	FY2022.3 3Q	FY2021.3 3Q	Increase (▲Decrease)	
Operating revenue	199,134	200,523	▲ 1,389	▲ 0.7%
Operating income	9,098	7,467	1,631	21.8%
Ordinary income	9,413	8,537	876	10.3%
Net income	5,874	5,132	741	14.4%

	FY2022.3 Oct through Dec	FY2021.3 Oct through Dec	Increase (▲Decrease)	
Operating revenue	69,946	71,636	▲ 1,689	▲ 2.4%
Operating income	4,333	3,513	820	23.3%
Ordinary income	4,435	3,824	610	16.0%
Net income	2,806	2,436	369	15.2%

**II. Operating volume**

	April - December	October - December
FY2018.3 3Q	1.6%	0.0%
FY2019.3 3Q	▲ 2.3%	▲ 3.0%
FY2020.3 3Q	▲ 2.5%	▲ 5.1%
FY2021.3 3Q	▲ 9.7%	▲ 4.5%
FY2022.3 3Q	4.4%	1.4%

### III. Operating revenue by segment

		FY2022.3 3Q		FY2021.3 3Q		%y/y	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	142,346	71.5%	145,127	72.4%	▲ 2,781	▲ 1.9%
	Mini	26,384	13.2%	26,232	13.1%	152	0.6%
	Home delivery	1,976	1.0%	2,860	1.4%	▲ 884	▲ 30.9%
	Moving	379	0.2%	303	0.1%	75	24.9%
	Charter	13,722	6.9%	13,839	6.9%	▲ 116	▲ 0.8%
Subtotal		184,808	92.8%	188,364	93.9%	▲ 3,555	▲ 1.9%
Air snd Sea		2,349	1.2%	2,014	1.0%	334	16.6%
Others		11,976	6.0%	10,145	5.1%	1,831	18.1%
Total		199,134	100.0%	200,523	100.0%	▲ 1,389	▲ 0.7%

		FY2022.3 Oct - Dec		FY2021.3 Oct - Dec		Increase (▲Decrease)	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	50,701	72.5%	51,935	72.5%	▲ 1,234	▲ 2.4%
	Mini	9,126	13.0%	9,344	13.0%	▲ 217	▲ 2.3%
	Home delivery	699	1.0%	933	1.3%	▲ 234	▲ 25.1%
	Moving	110	0.2%	69	0.1%	40	57.4%
	Charter	4,651	6.6%	4,982	7.0%	▲ 330	▲ 6.6%
Subtotal		65,289	93.3%	67,265	93.9%	▲ 1,976	▲ 2.9%
Air snd Sea		631	0.9%	788	1.1%	▲ 156	▲ 19.9%
Others		4,026	5.8%	3,582	5.0%	444	12.4%
Total		69,946	100.0%	71,636	100.0%	▲ 1,689	▲ 2.4%

#### IV. Major expenses

	FY2022.3 3Q		FY2021.3 3Q		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Personnel	70,610	35.5%	69,249	34.5%	1,361	2.0%
Fuel	4,470	2.2%	3,313	1.7%	1,156	34.9%
Depreciation	8,508	4.3%	7,911	3.9%	597	7.5%
Chartered truck fee	63,693	32.0%	69,441	34.6%	▲ 5,748	▲ 8.3%
Argent fee	16,853	8.5%	16,292	8.1%	561	3.4%
Commission fee	11,359	5.7%	13,208	6.6%	▲ 1,848	▲ 14.0%
Tool road fee	2,276	1.1%	2,184	1.1%	92	4.2%
Online	880	0.4%	871	0.4%	9	1.1%
Air and sea freight	2,026	1.0%	1,644	0.8%	381	23.2%
Others	9,355	4.7%	8,939	4.5%	416	4.7%
Total	190,035	95.4%	193,055	96.3%	▲ 3,020	▲ 1.6%

	FY2022.3 Oct - Dec		FY2021.3 Oct - Dec		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Personnel	24,004	34.3%	24,630	34.4%	▲ 625	▲ 2.5%
Fuel	1,626	2.3%	1,193	1.7%	432	36.3%
Depreciation	2,914	4.2%	2,673	3.7%	241	9.0%
Chartered truck fee	22,261	31.8%	24,300	33.9%	▲ 2,039	▲ 8.4%
Argent fee	5,914	8.5%	5,819	8.1%	95	1.6%
Commission fee	3,962	5.7%	4,759	6.6%	▲ 797	▲ 16.8%
Tool road fee	780	1.1%	750	1.0%	30	4.1%
Online	309	0.4%	309	0.4%	0	0.2%
Air and sea freight	567	0.8%	652	0.9%	▲ 84	▲ 13.0%
Others	3,269	4.7%	3,032	4.2%	237	7.8%
Total	65,613	93.8%	68,122	95.1%	▲ 2,509	▲ 3.7%

	Fuel Unit Price % y/y	Fuel Use % y/y
FY2018.3 3Q	14.1%	▲ 0.2%
FY2019.3 3Q	18.6%	▲ 3.3%
FY2020.3 3Q	▲ 4.7%	▲ 3.6%
FY2021.3 3Q	▲ 19.8%	▲ 4.5%
FY2022.3 3Q	33.1%	1.6%