

**Supplementary Data**  
**For the Fiscal Year Ended March 31, 2022**  
**SEINO HOLDINGS Co., Ltd.**

**I. Result of Performance**

(Millions of Yen)

	FY2022.3	FY2021.3	Increase (▲Decrease)	
Operating revenue	607,657	592,046	15,611	2.6%
Operating income	27,545	24,560	2,985	12.2%
Ordinary income	30,269	27,751	2,517	9.1%
Net income	17,255	16,660	594	3.6%
Net income per share	¥94.59	¥89.31		

	FY2022.3 Jan. through Mar.		FY2021.3 Jan. through Mar.		Increase (▲Decrease)	
Operating revenue	154,032		153,321		711	0.5%
Operating income	5,132		6,714		▲ 1,581	▲ 23.6%
Ordinary income	5,467		7,124		▲ 1,656	▲ 23.3%
Net income	1,949		3,824		▲ 1,874	▲ 49.0%

**II. Performance by Segment**

(i) Operating revenue by segment

(Millions of Yen)

	FY2022.3		FY2021.3		% y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	453,253	74.6%	441,090	74.5%	12,162	2.8%
Vehicle sales	98,220	16.2%	98,333	16.6%	▲ 113	▲ 0.1%
Merchandise sales	30,753	5.1%	31,034	5.3%	▲ 280	▲ 0.9%
Real-estate leasing	2,013	0.3%	1,864	0.3%	148	8.0%
Others	23,417	3.8%	19,722	3.3%	3,695	18.7%
Total	607,657	100.0%	592,046	100.0%	15,611	2.6%

	FY2022.3 Jan. through Mar.		FY2021.3 Jan. through Mar.		% y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	113,424	73.7%	111,917	73.0%	1,507	1.3%
Vehicle sales	25,601	16.6%	26,892	17.6%	▲ 1,291	▲ 4.8%
Merchandise sales	8,009	5.2%	8,014	5.2%	▲ 5	▲ 0.1%
Real-estate leasing	513	0.3%	470	0.3%	42	9.0%
Others	6,483	4.2%	6,025	3.9%	458	7.6%
Total	154,032	100.0%	153,321	100.0%	711	0.5%

## (ii) Operating income by division

(Millions of Yen)

	FY2022.3		FY2021.3		% y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	21,107	76.6%	18,375	74.8%	2,732	14.9%
Vehicle sales	4,491	16.3%	4,780	19.4%	▲ 289	▲ 6.1%
Merchandise sales	789	2.9%	732	3.0%	57	7.8%
Real-estate leasing	1,508	5.5%	1,494	6.1%	14	1.0%
Others	1,194	4.3%	485	2.0%	708	145.8%
Total	29,091	105.6%	25,868	105.3%	3,222	12.5%
Elimination	▲ 1,545	▲ 5.6%	▲ 1,308	▲ 5.3%	▲ 237	-
Consolidated	27,545	100.0%	24,560	100.0%	2,985	12.2%

	FY2022.3 Jan. through Mar.		FY2021.3 Jan. through Mar.		% y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	3,934	76.7%	5,270	78.5%	▲ 1,335	▲ 25.3%
Vehicle sales	676	13.2%	1,178	17.5%	▲ 501	▲ 42.6%
Merchandise sales	176	3.4%	145	2.2%	30	21.3%
Real-estate leasing	369	7.2%	374	5.6%	▲ 4	▲ 1.3%
Others	356	6.9%	160	2.4%	195	121.6%
Total	5,513	107.4%	7,128	106.2%	▲ 1,615	▲ 22.7%
Elimination	▲ 380	▲ 7.4%	▲ 414	▲ 6.2%	34	-
Consolidated	5,132	100.0%	6,714	100.0%	▲ 1,581	▲ 23.6%

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

	FY2022.3
Operating volume	103.3%
Freight rate	99.0%

#### IV. Major expenses

(Millions of Yen)

	FY2022.3	FY2021.3	Increase (▲Decrease)	
			¥Million	% y/y
Personnel	217,524	211,310	6,213	2.9%
Fuel	17,186	13,043	4,143	31.8%
Depreciation	21,489	20,352	1,137	5.6%
Chartered truck fee, Committed fee, subcontract fee	161,251	164,231	▲ 2,979	▲ 1.8%
Tool road fee	7,791	7,555	236	3.1%
Others	154,867	150,992	3,875	2.6%
Total	580,111	567,485	12,626	2.2%

	FY2022.3 Jan. through Mar.	FY2021.3 Jan. through Mar.	Increase(▲Decrease)	
			¥Million	% y/y
Personnel	55,290	54,148	1,141	2.1%
Fuel	4,604	3,602	1,001	27.8%
Depreciation	5,699	5,411	288	5.3%
Chartered truck fee, Committed fee, subcontract fee	40,377	40,872	▲ 494	▲ 1.2%
Tool road fee	1,913	1,877	36	1.9%
Others	41,014	40,694	319	0.8%
Total	148,900	146,607	2,292	1.6%

#### Major expense by segment

(Millions of Yen)

	Transportation	Vehicle sales	Merchandise sales	Real-estate leasing	Others	Estimation	Total
Personnel	191,587	13,515	1,467	-	10,913	39	217,524
Fuel	16,776	235	6	-	150	18	17,186
Depreciation	18,978	2,037	62	181	662	▲ 432	21,489
Chartered truck fee, Committed fee, subcontract fee	161,251	-	-	-	-	-	161,251
Tool road fee	7,791	-	-	-	-	-	7,791
Others	37,738	88,858	41,955	322	19,897	▲ 33,904	154,867
Total	434,123	104,647	43,491	504	31,624	▲ 34,279	580,111

#### Major expense by Transportation business

(Millions of Yen)

	FY2022.3	FY2021.3	Increase (▲Decrease)	
			¥Million	% y/y
Personnel	191,587	186,306	5,281	2.8%
Fuel	16,776	12,724	4,051	31.8%
Depreciation	18,978	17,972	1,005	5.6%
Chartered truck fee, Committed fee, subcontract fee	161,251	164,231	▲ 2,979	▲ 1.8%
Tool road fee	7,791	7,555	236	3.1%
Others	37,738	35,777	1,960	5.5%
Total	434,123	424,567	9,556	2.3%

## V. Performance forecasts

(Millions of Yen)

		FY2023.3(E)		FY2022.3		Increase (▲decrease)	%y/y
Operating revenue	semi	303,800		294,954		8,845	3.0%
	FY	620,300		607,657		12,642	2.1%
Operating income	semi	14,890		12,646		2,243	17.7%
	FY	31,430		27,545		3,884	14.1%
Ordinary income	semi	16,440		14,158		2,281	16.1%
	FY	34,430		30,269		4,160	13.7%
Net income	semi	10,200		8,670		1,529	17.6%
	FY	21,700		17,255		4,444	25.8%

## VI. Performance forecasts by segment

### (i) Operating revenue

(Millions of Yen)

		FY2023.3(E)		FY2022.3		Increase (▲decrease)	%y/y
Transportation	semi	229,800	75.7%	219,636	74.5%	10,163	4.6%
	FY	469,600	75.7%	453,253	74.6%	16,346	3.6%
Vehicle sales	semi	45,000	14.8%	49,010	16.6%	▲ 4,010	▲ 8.2%
	FY	91,000	14.7%	98,220	16.2%	▲ 7,220	▲ 7.4%
Merchandise sales	semi	16,500	5.4%	14,368	4.9%	2,131	14.8%
	FY	34,000	5.5%	30,753	5.1%	3,246	10.6%
Real-estate leasing	semi	1,050	0.3%	976	0.3%	73	7.6%
	FY	2,100	0.3%	2,013	0.3%	86	4.3%
Others	semi	11,450	3.8%	10,962	3.7%	487	4.4%
	FY	23,600	3.8%	23,417	3.8%	182	0.8%
Total	semi	303,800	100.0%	294,954	100.0%	8,845	3.0%
	FY	620,300	100.0%	607,657	100.0%	12,642	2.1%

### (ii) Operating income

(Millions of Yen)

		FY2023.3(E)		FY2022.3		Increase (▲decrease)	%y/y
Transportation	semi	11,280	75.7%	9,109	72.0%	2,170	23.8%
	FY	24,250	77.1%	21,107	76.6%	3,142	14.9%
Vehicle sales	semi	2,400	16.1%	2,671	21.1%	▲ 271	▲ 10.2%
	FY	4,500	14.3%	4,491	16.3%	8	0.2%
Merchandise sales	semi	360	2.4%	384	3.1%	▲ 24	▲ 6.4%
	FY	810	2.6%	789	2.9%	20	2.6%
Real-estate leasing	semi	860	5.8%	757	6.0%	102	13.6%
	FY	1,720	5.5%	1,508	5.5%	211	14.0%
Others	semi	740	5.0%	508	4.0%	231	45.6%
	FY	1,660	5.3%	1,194	4.3%	465	39.0%
Elimination	semi	▲ 750	▲ 5.0%	▲ 785	▲ 6.2%	35	—
	FY	▲ 1,510	▲ 4.8%	▲ 1,545	▲ 5.6%	35	—
Total	semi	14,890	100.0%	12,646	100.0%	2,243	17.7%
	FY	31,430	100.0%	27,545	100.0%	3,884	14.1%

**VII. Capital investment by segment**

(Millions of Yen)

Capital investmen	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Elimination	Total
FY2023.3(E)	21,100	3,000	100	200	600	-	25,000
FY2022.3	25,627	3,262	46	930	599	▲ 649	29,817
FY2021.3	34,741	3,308	69	1,748	641	▲ 654	39,853

(Millions of Yen)

<b>Depreciation</b>	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Elimination	Total
FY2023.3(E)	20,200	2,000	50	200	650	▲ 400	22,700
FY2022.3	18,978	2,037	62	181	662	▲ 432	21,489
FY2021.3	17,972	1,939	64	99	701	▲ 425	20,352

**VIII. Number of employee and Vehicles**

<b>Employee</b>	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Total
FY2022.3	26,686	1,864	214	-	985	29,749
FY2021.3	26,333	1,876	211	-	991	29,411
FY2020.3	26,238	1,896	199	-	973	29,306

<b>Vehicles</b>	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Total
FY2022.3	25,514	-	-	-	-	25,514
FY2021.3	24,997	-	-	-	-	24,997
FY2020.3	24,917	-	-	-	-	24,917

**IX. Number of new car sales**

	FY2022.3	FY2021.3	Increase / Decrease
Passenger vehicle	16,573	18,122	▲ 1,549
Truck	4,018	3,497	521

**For the Fiscal Year Ended March 31, 2022**

**Seino Transportation Co., Ltd.**

**(Non Consolidated)**

**I. Result of Performance**

(Millions of Yen)

	FY2022.3	FY2021.3	Increase (▲Decrease)	
Operating revenue	264,055	268,900	▲ 4,845	▲ 1.8%
Operating income	11,142	10,744	397	3.7%
Ordinary income	11,632	11,951	▲ 319	▲ 2.7%
Net income	6,945	7,298	▲ 353	▲ 4.8%

	FY2022.3 Oct through Dec	FY2021.3 Oct through Dec	Increase (▲Decrease)	
Operating revenue	64,921	68,377	▲ 3,456	▲ 5.1%
Operating income	2,043	3,276	▲ 1,233	▲ 37.6%
Ordinary income	2,218	3,414	▲ 1,195	▲ 35.0%
Net income	1,071	2,165	▲ 1,094	▲ 50.5%

**II. Operating volume**

	April - December	October - December
FY2018.3	1.5%	1.0%
FY2019.3	▲ 2.3%	▲ 2.6%
FY2020.3	▲ 3.1%	▲ 4.9%
FY2021.3	▲ 8.0%	▲ 2.7%
FY2022.3	3.8%	1.8%

### III. Operating revenue by segment

		FY2022.3		FY2021.3		%y/y	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	188,353	71.3%	194,439	72.3%	▲ 6,085	▲ 3.1%
	Mini	35,109	13.3%	35,184	13.1%	▲ 75	▲ 0.2%
	Home delivery	2,533	1.0%	3,601	1.4%	▲ 1,067	▲ 29.6%
	Moving	654	0.3%	631	0.2%	23	3.7%
	Charter	18,276	6.9%	18,577	6.9%	▲ 300	▲ 1.6%
	Subtotal	244,928	92.8%	252,433	93.9%	▲ 7,504	▲ 3.0%
Air snd Sea		3,032	1.1%	2,894	1.1%	137	4.8%
Others		16,094	6.1%	13,572	5.0%	2,521	18.6%
Total		264,055	100.0%	268,900	100.0%	▲ 4,845	▲ 1.8%

		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	46,007	70.9%	49,311	72.1%	▲ 3,303	▲ 6.7%
	Mini	8,724	13.4%	8,951	13.1%	▲ 227	▲ 2.5%
	Home delivery	557	0.9%	740	1.1%	▲ 183	▲ 24.7%
	Moving	275	0.4%	327	0.5%	▲ 52	▲ 15.9%
	Charter	4,554	7.0%	4,738	6.9%	▲ 183	▲ 3.9%
	Subtotal	60,120	92.6%	64,069	93.7%	▲ 3,949	▲ 6.2%
Air snd Sea		683	1.1%	879	1.3%	▲ 196	▲ 22.4%
Others		4,117	6.3%	3,427	5.0%	690	20.1%
Total		64,921	100.0%	68,377	100.0%	▲ 3,456	▲ 5.1%

#### IV. Major expenses

	FY2022.3		FY2021.3		Increase (▲Decrease)	
	¥ Million		¥ Million		¥ Million	% y/y
Personnel	94,267	35.7%	92,527	34.4%	1,740	1.9%
Fuel	6,048	2.3%	4,564	1.7%	1,483	32.5%
Depreciation	11,518	4.4%	10,679	4.0%	838	7.9%
Chartered truck fee	84,011	31.8%	92,562	34.4%	▲ 8,551	▲ 9.2%
Argent fee	22,456	8.5%	21,845	8.1%	611	2.8%
Commission fee	14,996	5.7%	17,504	6.5%	▲ 2,508	▲ 14.3%
Tool road fee	3,019	1.1%	2,906	1.1%	112	3.9%
Online	1,183	0.4%	1,184	0.4%	▲ 0	▲ 0.0%
Air and sea freight	2,639	1.0%	2,364	0.9%	275	11.6%
Others	12,770	4.8%	12,015	4.5%	754	6.3%
Total	252,913	95.8%	258,156	96.0%	▲ 5,243	▲ 2.0%

	FY2022.3 Oct - Dec		FY2021.3 Oct - Dec		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Personnel	23,656	36.4%	23,278	34.0%	378	1.6%
Fuel	1,577	2.4%	1,251	1.8%	326	26.1%
Depreciation	3,009	4.6%	2,767	4.0%	241	8.7%
Chartered truck fee	20,318	31.3%	23,120	33.8%	▲ 2,802	▲ 12.1%
Argent fee	5,603	8.6%	5,553	8.1%	49	0.9%
Commission fee	3,636	5.6%	4,296	6.3%	▲ 659	▲ 15.3%
Tool road fee	743	1.1%	722	1.1%	20	2.8%
Online	302	0.5%	313	0.5%	▲ 10	▲ 3.3%
Air and sea freight	613	0.9%	720	1.1%	▲ 106	▲ 14.8%
Others	3,415	5.3%	3,076	4.5%	338	11.0%
Total	62,877	96.9%	65,100	95.2%	▲ 2,223	▲ 3.4%

	Fuel Unit Price % y/y	Fuel Use % y/y
FY2018.3	13.5%	▲ 0.7%
FY2019.3	13.9%	▲ 3.8%
FY2020.3	▲ 4.1%	▲ 3.3%
FY2021.3	▲ 15.8%	▲ 3.8%
FY2022.3	31.3%	1.3%