

**Supplementary data for FY2024 3Q**  
**(April 1, 2023 through December 31, 2023)**  
**SEINO HOLDINGS Co., Ltd.**

**I. Result of Performance**

(Millions of Yen)

	FY2024.3 3Q	FY2023.3 3Q	Increase (▲Decrease)	
Operating revenue	486,767	472,814	13,952	3.0%
Operating profit	20,559	24,508	▲ 3,948	▲ 16.1%
Ordinary profit	21,916	28,325	▲ 6,408	▲ 22.6%
Profit attributable to owners of parent	13,161	17,083	▲ 3,922	▲ 23.0%

	FY2024.3 Oct - Dec.	FY2023.3 Oct - Dec.	Increase (▲Decrease)	
Operating revenue	171,256	166,447	4,809	2.9%
Operating profit	9,241	10,024	▲ 783	▲ 7.8%
Ordinary profit	9,701	11,574	▲ 1,873	▲ 16.2%
Profit attributable to owners of parent	5,719	7,168	▲ 1,448	▲ 20.2%

**II. Performance by Segment**

(i) Operating revenue by segment

(Millions of Yen)

	FY2024.3 3Q		FY2023.3 3Q		Increase (▲Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ Million	%y/y
Transportation	356,807	73.3%	359,840	76.1%	▲ 3,033	▲ 0.8%
Vehicle sales	81,817	16.8%	66,395	14.0%	15,422	23.2%
Merchandise sales	27,342	5.6%	25,114	5.3%	2,228	8.9%
Real-estate leasing	1,673	0.4%	1,642	0.4%	31	1.9%
Others	19,126	3.9%	19,821	4.2%	▲ 695	▲ 3.5%
Total	486,767	100.0%	472,814	100.0%	13,952	3.0%

	FY2024.3 Oct - Dec.		FY2023.3 Oct - Dec.		Increase (▲Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ Million	%y/y
Transportation	124,662	72.8%	126,759	76.2%	▲ 2,096	▲ 1.7%
Vehicle sales	29,268	17.1%	22,521	13.5%	6,747	30.0%
Merchandise sales	10,092	5.9%	9,101	5.5%	990	10.9%
Real-estate leasing	561	0.3%	552	0.3%	9	1.6%
Others	6,671	3.9%	7,513	4.5%	▲ 841	▲ 11.2%
Total	171,256	100.0%	166,447	100.0%	4,809	2.9%

## (ii) Operating profit by division

(Millions of Yen)

	FY2024.3 3Q		FY2023.3 3Q		Increase (▲Decrease)	
	¥ million	Per profit	¥ million	Per profit	¥ Million	%y/y
Transportation	13,535	65.8%	18,900	77.1%	▲ 5,365	▲ 28.4%
Vehicle sales	4,990	24.3%	3,937	16.1%	1,053	26.7%
Merchandise sales	852	4.1%	632	2.6%	219	34.8%
Real-estate leasing	1,228	6.0%	1,208	4.9%	19	1.6%
Others	1,244	6.1%	1,062	4.3%	181	17.1%
Total	21,851	106.3%	25,742	105.0%	▲ 3,890	▲ 15.1%
Elimination	▲ 1,292	▲ 6.3%	▲ 1,233	▲ 5.0%	▲ 58	-
Consolidated	20,559	100.0%	24,508	100.0%	▲ 3,948	▲ 16.1%

	FY2024.3 Oct - Dec.		FY2023.3 Oct - Dec.		Increase (▲Decrease)	
	¥ million	Per profit	¥ million	Per profit	¥ Million	%y/y
Transportation	6,861	74.3%	8,337	83.2%	▲ 1,475	▲ 17.7%
Vehicle sales	1,637	17.7%	1,101	11.0%	535	48.6%
Merchandise sales	393	4.3%	257	2.6%	135	52.8%
Real-estate leasing	411	4.4%	412	4.1%	▲ 1	▲ 0.3%
Others	442	4.8%	336	3.3%	105	31.3%
Total	9,745	105.5%	10,445	104.2%	▲ 699	▲ 6.7%
Elimination	▲ 504	▲ 5.5%	▲ 420	▲ 4.2%	▲ 84	-
Consolidated	9,241	100.0%	10,024	100.0%	▲ 783	▲ 7.8%

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

	FY2024.3 3Q
Operating volume	95.9%
Freight rate	100.7%

#### IV. Major expenses

(Millions of Yen)

	FY2024.3 3Q	FY2023.3 3Q	Increase (▲Decrease)	
			¥Million	%y/y
Personnel	163,852	164,482	▲ 629	▲ 0.4%
Fuel	13,867	13,707	159	1.2%
Depreciation	15,949	16,036	▲ 86	▲ 0.5%
Chartered truck fee, Commmition fee, subcontract fee	135,289	133,942	1,346	1.0%
Tool road fee	5,827	5,911	▲ 84	▲ 1.4%
Others	131,421	114,225	17,195	15.1%
Total	466,207	448,306	17,901	4.0%

	FY2024.3 Oct - Dec.	FY2023.3 Oct - Dec.	Increase(▲Decrease)	
			¥Million	%y/y
Personnel	56,304	56,349	▲ 45	▲ 0.1%
Fuel	4,582	4,565	16	0.4%
Depreciation	5,509	5,444	64	1.2%
Chartered truck fee, Commmition fee, subcontract fee	46,705	47,420	▲ 715	▲ 1.5%
Tool road fee	1,938	1,970	▲ 31	▲ 1.6%
Others	46,976	40,672	6,303	15.5%
Total	162,015	156,422	5,593	3.6%

#### Major expense by segment

(Millions of Yen)

	Transportaion	Vehicle sales	Marchandise sales	Real-estate leasing	Others	Estimation	Total
Personnel	143,115	10,099	1,036	-	9,476	124	163,852
Fuel	13,623	104	4	-	125	8	13,867
Depreciation	13,942	1,633	41	168	462	▲ 297	15,949
Chartered truck fee, Commmition fee, subcontract fee	135,289	-	-	-	-	-	135,289
Tool road fee	5,827	-	-	-	-	-	5,827
Others	33,089	73,099	36,918	276	15,001	▲ 26,963	131,421
Total	344,888	84,936	38,001	445	25,065	▲ 27,129	466,207

**Major expense by Transportation business**

(Millions of Yen)

	FY2024.3 3Q		FY2023.3 3Q		Increase (▲Decrease)	
	¥Million	Per revenue	¥Million	Per revenue	¥Million	%y/y
Personnel	143,115	40.1%	144,580	40.2%	▲ 1,464	▲ 1.0%
Fuel	13,623	3.8%	13,387	3.7%	235	1.8%
Depreciation	13,942	3.9%	14,129	3.9%	▲ 187	▲ 1.3%
Chartered truck fee, Committed fee, subcontract fee	135,289	37.9%	133,942	37.2%	1,346	1.0%
Tool road fee	5,827	1.6%	5,911	1.6%	▲ 84	▲ 1.4%
Others	33,089	9.3%	30,638	8.5%	2,451	8.0%
Total	344,888	96.6%	342,591	95.2%	2,296	0.7%

	FY2024.3 Oct - Dec.		FY2023.3 Oct - Dec.		Increase (▲Decrease)	
	¥Million	Per revenue	¥Million	Per revenue	¥Million	%y/y
Personnel	48,966	39.3%	49,563	39.1%	▲ 596	▲ 1.2%
Fuel	4,498	3.6%	4,467	3.5%	31	0.7%
Depreciation	4,818	3.9%	4,768	3.8%	50	1.1%
Chartered truck fee, Committed fee, subcontract fee	46,705	37.4%	47,420	37.4%	▲ 715	▲ 1.5%
Tool road fee	1,938	1.6%	1,970	1.6%	▲ 31	▲ 1.6%
Others	11,421	9.1%	10,907	8.6%	514	4.7%
Total	118,349	94.9%	119,096	94.0%	▲ 747	▲ 0.6%

## V. Performance forecasts

(Millions of Yen)

		FY2024.3(E)		FY2023.3		Increase (▲decrease)	%y/y
Operating revenue	semi	315,510		306,366		9,143	3.0%
	FY	638,110		631,507		6,602	1.0%
Operating profit	semi	11,318		14,483		▲ 3,164	▲ 21.9%
	FY	24,918		28,501		▲ 3,583	▲ 12.6%
Ordinary profit	semi	12,215		16,751		▲ 4,535	▲ 27.1%
	FY	26,845		32,688		▲ 5,842	▲ 17.9%
Profit attributable to owners of parent	semi	7,441		9,915		▲ 2,473	▲ 24.9%
	FY	16,100		19,013		▲ 2,912	▲ 15.3%

## VI. Performance forecasts by segment

### (i) Operating revenue

(Millions of Yen)

		FY2024.3(E)		FY2023.3		Increase (▲decrease)	%y/y
Transportation	semi	232,144	73.6%	233,081	76.1%	▲ 936	▲ 0.4%
	FY	473,214	74.2%	474,701	75.2%	▲ 1,487	▲ 0.3%
Vehicle sales	semi	52,548	16.7%	43,874	14.3%	8,674	19.8%
	FY	100,898	15.8%	94,209	14.9%	6,689	7.1%
Merchandise sales	semi	17,250	5.5%	16,012	5.2%	1,237	7.7%
	FY	35,150	5.5%	33,517	5.3%	1,632	4.9%
Real-estate leasing	semi	1,112	0.3%	1,090	0.4%	22	2.0%
	FY	2,222	0.3%	2,191	0.3%	30	1.4%
Others	semi	12,454	3.9%	12,308	4.0%	146	1.2%
	FY	26,624	4.2%	26,886	4.3%	▲ 262	▲ 1.0%
Total	semi	315,510	100.0%	306,366	100.0%	9,143	3.0%
	FY	638,110	100.0%	631,507	100.0%	6,602	1.0%

### (ii) Operating profit

(Millions of Yen)

		FY2024.3(E)		FY2023.3		Increase (▲decrease)	%y/y
Transportation	semi	6,673	59.0%	10,563	72.9%	▲ 3,889	▲ 36.8%
	FY	17,353	69.6%	21,869	76.7%	▲ 4,515	▲ 20.6%
Vehicle sales	semi	3,353	29.6%	2,836	19.6%	517	18.3%
	FY	5,253	21.1%	4,709	16.5%	544	11.6%
Merchandise sales	semi	458	4.1%	374	2.6%	83	22.4%
	FY	948	3.8%	800	2.8%	148	18.5%
Real-estate leasing	semi	817	7.2%	796	5.5%	20	2.6%
	FY	1,647	6.6%	1,614	5.7%	32	2.0%
Others	semi	802	7.1%	725	5.0%	76	10.5%
	FY	1,302	5.2%	1,174	4.1%	128	10.9%
Elimination	semi	▲ 787	▲ 7.0%	▲ 813	▲ 5.6%	25	—
	FY	▲ 1,587	▲ 6.3%	▲ 1,666	▲ 5.8%	78	—
Total	semi	11,318	100.0%	14,483	100.0%	▲ 3,164	▲ 21.9%
	FY	24,918	100.0%	28,501	100.0%	▲ 3,583	▲ 12.6%

**Supplementary data for FY2024 3Q**  
**(April 1, 2023 through December 31, 2023)**  
**Seino Transportation Co., Ltd.(Non Consolidated)**

**I. Result of Performance**

(Millions of Yen)

	FY2024.3 3Q	FY2023.3 3Q	Increase (▲Decrease)	
Operating revenue	231,760	202,872	-	-
Operating profit	9,275	8,689	-	-
Ordinary profit	9,684	9,167	-	-
Net profit	5,472	5,264	-	-

	FY2024.3 Oct - Dec.	FY2023.3 Oct - Dec.	Increase (▲Decrease)	
Operating revenue	81,848	70,780	-	-
Operating profit	4,891	4,086	-	-
Ordinary profit	5,015	4,263	-	-
Net profit	2,855	2,426	-	-

	FY2024.3 3Q	※FY2023.3 3Q	Increase (▲Decrease)	
Operating revenue	231,760	236,984	▲ 5,223	▲ 2.2%
Operating profit	9,275	11,781	▲ 2,506	▲ 21.3%
Ordinary profit	9,684	12,386	▲ 2,701	▲ 21.8%
Net profit	5,472	8,717	▲ 3,244	▲ 37.2%

	FY2024.3 Oct - Dec.	※FY2023.3 Oct - Dec.	Increase (▲Decrease)	
Operating revenue	81,848	82,764	▲ 915	▲ 1.1%
Operating profit	4,891	5,383	▲ 492	▲ 9.1%
Ordinary profit	5,015	5,613	▲ 598	▲ 10.7%
Net profit	2,855	4,694	▲ 1,838	▲ 39.2%

※The figures listed in this table represent the consolidated values after the merger.

## II. Operating volume

	April - December	October - December
FY2020.3 3Q	▲ 2.5%	▲ 5.1%
FY2021.3 3Q	▲ 9.7%	▲ 4.5%
FY2022.3 3Q	4.4%	1.4%
FY2023.3 3Q	0.9%	2.3%
FY2024.3 3Q	▲ 4.4%	▲ 3.5%

## III. Operating revenue by segment

		FY2024.3 3Q		FY2023.3 3Q		Increase (▲Decrease)	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	162,024	69.9%	145,035	71.5%	-	-
	Mini	27,953	12.1%	25,798	12.7%	-	-
	Home delivery	1,596	0.7%	1,689	0.8%	-	-
	Moving	273	0.1%	283	0.1%	-	-
	Charter	19,713	8.5%	13,870	6.9%	-	-
	Subtotal	211,562	91.3%	186,678	92.0%	-	-
Air and Sea		2,158	0.9%	2,539	1.3%	-	-
Others		18,039	7.8%	13,654	6.7%	-	-
Total		231,760	100.0%	202,872	100.0%	-	-

		FY2024.3 Oct - Dec		FY2023.3 Oct - Dec		Increase (▲Decrease)	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	57,426	70.2%	50,674	71.6%	-	-
	Mini	9,602	11.7%	8,754	12.3%	-	-
	Home delivery	592	0.7%	615	0.9%	-	-
	Moving	66	0.1%	79	0.1%	-	-
	Charter	6,998	8.5%	4,807	6.8%	-	-
	Subtotal	74,686	91.2%	64,932	91.7%	-	-
Air and Sea		790	1.0%	811	1.2%	-	-
Others		6,371	7.8%	5,037	7.1%	-	-
Total		81,848	100.0%	70,780	100.0%	-	-

#### IV. Major expenses

	FY2024.3 3Q		FY2023.3 3Q		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Personnel	87,402	37.7%	70,598	34.8%	-	-
Fuel	7,697	3.3%	4,894	2.4%	-	-
Depreciation	10,145	4.4%	8,929	4.4%	-	-
Chartered truck fee	66,725	28.8%	64,691	31.9%	-	-
Argent fee	16,151	7.0%	16,967	8.4%	-	-
Commission fee	12,073	5.2%	12,192	6.0%	-	-
Tool road fee	3,524	1.5%	2,330	1.1%	-	-
Online	1,187	0.5%	874	0.4%	-	-
Air and sea freight	1,973	0.9%	2,373	1.2%	-	-
Others	15,604	6.7%	10,329	5.1%	-	-
Total	222,484	96.0%	194,182	95.7%	-	-

	FY2024.3 Oct - Dec		FY2023.3 Oct - Dec		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Personnel	29,912	36.5%	23,938	33.8%	-	-
Fuel	2,554	3.1%	1,631	2.3%	-	-
Depreciation	3,471	4.2%	2,957	4.2%	-	-
Chartered truck fee	23,225	28.4%	22,298	31.5%	-	-
Argent fee	5,634	6.9%	5,812	8.2%	-	-
Commission fee	4,340	5.3%	4,593	6.5%	-	-
Tool road fee	1,172	1.4%	771	1.1%	-	-
Online	391	0.5%	291	0.4%	-	-
Air and sea freight	719	0.9%	753	1.0%	-	-
Others	5,535	6.8%	3,645	5.2%	-	-
Total	76,956	94.0%	66,693	94.2%	-	-

	Fuel Unit Price % y/y	Fuel Use % y/y
FY2020.3 3Q	▲ 4.7%	▲ 3.6%
FY2021.3 3Q	▲ 19.8%	▲ 4.5%
FY2022.3 3Q	33.1%	1.6%
FY2023.3 3Q	9.2%	0.7%
FY2024.3 3Q	3.4%	-