

Supplementary data for FY2025 2Q
(April 1, 2024 through September 30, 2024)
SEINO HOLDINGS Co., Ltd.

I. Result of Performance

(Millions of Yen)

	FY2025.3 2Q	FY2024.3 2Q	Increase (▲Decrease)	
			▲	%
Operating revenue	331,604	315,510	16,093	5.1%
Operating profit	13,075	11,318	1,756	15.5%
Ordinary profit	13,159	12,215	943	7.7%
Profit attributable to owners of parent	6,434	7,441	▲ 1,007	▲ 13.5%

	FY2025.3 July-Sep.	FY2024.3 July-Sep.	Increase (▲Decrease)	
			▲	%
Operating revenue	166,972	156,267	10,704	6.8%
Operating profit	6,529	5,158	1,370	26.6%
Ordinary profit	6,210	5,164	1,046	20.3%
Net profit	3,238	3,012	226	7.5%

II. Performance by Segment

(i) Operating revenue by segment

(Millions of Yen)

	FY2025.3 2Q		FY2024.3 2Q		Increase (▲Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ Million	%y/y
Transportation	240,843	72.6%	232,144	73.6%	8,698	3.7%
Vehicle sales	58,732	17.7%	52,548	16.7%	6,184	11.8%
Merchandise sales	18,180	5.5%	17,250	5.5%	930	5.4%
Real-estate leasing	1,157	0.4%	1,112	0.3%	45	4.1%
Others	12,689	3.8%	12,454	3.9%	235	1.9%
Total	331,604	100.0%	315,510	100.0%	16,093	5.1%

	FY2025.3 July-Sep.		FY2024.3 July-Sep.		Increase (▲Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ Million	%y/y
Transportation	120,720	72.3%	114,280	73.1%	6,440	5.6%
Vehicle sales	29,850	17.9%	25,520	16.3%	4,330	17.0%
Merchandise sales	9,410	5.6%	9,290	6.0%	120	1.3%
Real-estate leasing	581	0.4%	559	0.4%	21	3.8%
Others	6,409	3.8%	6,617	4.2%	▲ 207	▲ 3.1%
Total	166,972	100.0%	156,267	100.0%	10,704	6.8%

(ii) Operating profit by division

(Millions of Yen)

	FY2025.3 2Q		FY2024.3 2Q		Increase (▲Decrease)	
	¥ million	Per profit	¥ million	Per profit	¥ Million	% y/y
Transportation	7,306	55.9%	6,673	59.0%	632	9.5%
Vehicle sales	4,438	33.9%	3,353	29.6%	1,084	32.4%
Merchandise sales	556	4.3%	458	4.1%	97	21.3%
Real-estate leasing	846	6.5%	817	7.2%	29	3.6%
Others	917	7.0%	802	7.1%	114	14.3%
Total	14,065	107.6%	12,106	107.0%	1,959	16.2%
Elimination	▲ 990	▲ 7.6%	▲ 787	▲ 7.0%	▲ 202	-
Consolidated	13,075	100.0%	11,318	100.0%	1,756	15.5%

	FY2025.3 July-Sep.		FY2024.3 July-Sep.		Increase (▲Decrease)	
	¥ million	Per profit	¥ million	Per profit	¥ Million	% y/y
Transportation	3,726	57.1%	2,916	56.5%	809	27.8%
Vehicle sales	2,030	31.1%	1,494	29.0%	535	35.9%
Merchandise sales	311	4.8%	281	5.5%	30	10.6%
Real-estate leasing	424	6.5%	412	8.0%	12	3.0%
Others	457	7.0%	489	9.5%	▲ 32	▲ 6.7%
Total	6,950	106.5%	5,594	108.5%	1,355	24.2%
Elimination	▲ 420	▲ 6.5%	▲ 436	▲ 8.5%	15	-
Consolidated	6,529	100.0%	5,158	100.0%	1,370	26.6%

III. Operating volume and freight rate(Transportation services)

	FY2025.3 2Q
Operating volume	100.4%
Freight rate	103.0%

IV. Major expenses

(Millions of Yen)

	FY2025.3 2Q	FY2024.3 2Q	Increase (▲Decrease)	
			¥ Million	% y/y
Personnel	108,495	107,548	947	0.9%
Fuel	8,991	9,284	▲ 293	▲ 3.2%
Depreciation	10,913	10,440	472	4.5%
Chartered truck fee, Committed fee, subcontract fee	94,749	88,584	6,164	7.0%
Tool road fee	3,733	3,888	▲ 155	▲ 4.0%
Others	91,646	84,444	7,201	8.5%
Total	318,528	304,192	14,336	4.7%

	FY2025.3 July-Sep.	FY2024.3 July-Sep.	Increase(▲Decrease)	
			¥ Million	% y/y
Personnel	54,218	53,072	1,145	2.2%
Fuel	4,489	4,884	▲ 395	▲ 8.1%
Depreciation	5,551	5,337	214	4.0%
Chartered truck fee, Committed fee, subcontract fee	47,768	43,429	4,338	10.0%
Tool road fee	1,838	1,851	▲ 13	▲ 0.7%
Others	46,577	42,534	4,042	9.5%
Total	160,442	151,109	9,333	6.2%

Major expense by segment

(Millions of Yen)

	Transportation	Vehicle sales	Merchandise sales	Real-estate leasing	Others	Estimation	Total
Personnel	94,823	6,832	702	-	6,090	46	108,495
Fuel	8,823	73	3	-	85	5	8,991
Depreciation	9,694	1,049	33	55	312	▲ 232	10,913
Chartered truck fee, Committed fee, subcontract fee	94,749	-	-	-	-	-	94,749
Tool road fee	3,733	-	-	-	-	-	3,733
Others	22,851	51,982	24,315	255	9,770	▲ 17,528	91,646
Total	234,675	59,938	25,054	310	16,258	▲ 17,708	318,528

Major expense by Transportation business

(Millions of Yen)

	FY2025.3 2Q		FY2024.3 2Q		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Personnel	94,823	39.4%	94,149	40.6%	673	0.7%
Fuel	8,823	3.7%	9,124	3.9%	▲ 301	▲ 3.3%
Depreciation	9,694	4.0%	9,123	3.9%	571	6.3%
Chartered truck fee, Committed fee, subcontract fee	94,749	39.3%	88,584	38.2%	6,164	7.0%
Tool road fee	3,733	1.6%	3,888	1.7%	▲ 155	▲ 4.0%
Others	22,851	9.5%	21,667	9.3%	1,183	5.5%
Total	234,675	97.4%	226,539	97.6%	8,136	3.6%

	FY2025.3 July-Sep.		FY2024.3 July-Sep.		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Personnel	47,193	39.1%	46,037	40.3%	1,156	2.5%
Fuel	4,406	3.6%	4,798	4.2%	▲ 392	▲ 8.2%
Depreciation	4,975	4.1%	4,638	4.1%	336	7.3%
Chartered truck fee, Committed fee, subcontract fee	47,768	39.6%	43,429	38.0%	4,338	10.0%
Tool road fee	1,838	1.5%	1,851	1.6%	▲ 13	▲ 0.7%
Others	11,369	9.4%	11,119	9.7%	249	2.2%
Total	117,551	97.4%	111,875	97.9%	5,676	5.1%

V. Performance forecasts

(Millions of Yen)

		FY2025.3(E)	FY2024.3	Increase (▲decrease)	% y/y
Operating revenue	semi	331,604	315,510	16,093	5.1%
	FY	731,304	642,811	88,492	13.8%
Operating profit	semi	13,075	11,318	1,756	15.5%
	FY	33,175	23,403	9,771	41.8%
Ordinary profit	semi	13,159	12,215	943	7.7%
	FY	33,939	24,496	9,442	38.5%
Profit attributable to owners of parent	semi	6,434	7,441	▲ 1,007	▲ 13.5%
	FY	19,707	14,561	5,145	35.3%

VI. Performance forecasts by segment

(i) Operating revenue

(Millions of Yen)

		FY2025.3(E)		FY2024.3		Increase (▲decrease)	%y/y
Transportation	semi	240,843	72.6%	232,144	73.6%	8,698	3.7%
	FY	550,743	75.3%	470,237	73.2%	80,505	17.1%
Vehicle sales	semi	58,732	17.7%	52,548	16.7%	6,184	11.8%
	FY	113,732	15.5%	108,663	16.9%	5,069	4.7%
Merchandise sales	semi	18,180	5.5%	17,250	5.5%	930	5.4%
	FY	36,980	5.1%	35,747	5.6%	1,233	3.5%
Real-estate leasing	semi	1,157	0.4%	1,112	0.3%	45	4.1%
	FY	2,277	0.3%	2,246	0.3%	31	1.4%
Others	semi	12,689	3.8%	12,454	3.9%	235	1.9%
	FY	27,569	3.8%	25,917	4.0%	1,652	6.4%
Total	semi	331,604	100.0%	315,510	100.0%	16,093	5.1%
	FY	731,304	100.0%	642,811	100.0%	88,492	13.8%

(ii) Operating profit

(Millions of Yen)

		FY2025.3(E)		FY2024.3		Increase (▲decrease)	%y/y
Transportation	semi	7,306	55.9%	6,673	59.0%	632	9.5%
	FY	24,882	75.0%	15,273	65.3%	9,608	62.9%
Vehicle sales	semi	4,438	33.9%	3,353	29.6%	1,084	32.4%
	FY	6,538	19.7%	5,808	24.8%	730	12.6%
Merchandise sales	semi	556	4.3%	458	4.1%	97	21.3%
	FY	1,156	3.5%	948	4.0%	207	21.9%
Real-estate leasing	semi	846	6.5%	817	7.2%	29	3.6%
	FY	1,676	5.0%	1,648	7.0%	28	1.7%
Others	semi	917	7.0%	802	7.1%	114	14.3%
	FY	1,617	4.9%	1,394	6.0%	222	16.0%
Elimination	semi	▲ 990	▲ 7.6%	▲ 787	▲ 7.0%	▲ 202	—
	FY	▲ 2,696	▲ 8.1%	▲ 1,670	▲ 7.1%	▲ 1,025	—
Total	semi	13,075	100.0%	11,318	100.0%	1,756	15.5%
	FY	33,175	100.0%	23,403	100.0%	9,771	41.8%

VII. Capital investment by segment

(Millions of Yen)

Capital investmen	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Elimination	Total
FY2025.3 (E)	34,100	2,700	100	200	400	-	37,500
FY2025.3 2Q	19,169	1,720	27	94	223	▲ 369	20,866
FY2024.3 2Q	9,540	1,151	35	-	196	▲ 266	10,657

VIII. Number of employee and Vehicles

Employee	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Total
FY2025.3 2Q	25,909	1,860	187	-	953	28,909
FY2024.3 2Q	26,489	1,869	189	-	943	29,490
FY2022.3 2Q	26,901	1,874	202	-	961	29,938

Vehicles	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Total
FY2025.3 2Q	25,806	-	-	-	-	25,806
FY2024.3 2Q	25,691	-	-	-	-	25,691
FY2022.3 2Q	25,776	-	-	-	-	25,776

IX. Number of new car sales

	FY2025.3 2Q	FY2024.3 2Q	Increase / Decrease
Passenger vehicle	8,659	9,271	▲ 612
Truck	1,752	1,531	221

Supplementary data for FY2025 2Q
(April 1, 2024 through September 30, 2024)
Seino Transportation Co., Ltd.(Non Consolidated)

I. Result of Performance

(Millions of Yen)

	FY2025.3 2Q	FY2024.3 2Q	Increase (▲Decrease)	
Operating revenue	153,319	149,912	3,406	2.3%
Operating profit	4,420	4,383	36	0.8%
Ordinary profit	4,730	4,668	61	1.3%
Net profit	1,602	2,616	▲ 1,014	▲ 38.8%

	FY2025.3 July-Sep.	FY2024.3 July-Sep.	Increase (▲Decrease)	
Operating revenue	75,982	73,419	2,562	3.5%
Operating profit	2,111	1,769	341	19.3%
Ordinary profit	2,266	1,919	347	18.1%
Net profit	865	1,004	▲ 139	▲ 13.9%

II. Operating volume

	April - September	July-September
FY2021.3 2Q	▲ 12.4%	▲ 11.4%
FY2022.3 2Q	6.1%	4.8%
FY2023.3 2Q	0.3%	▲ 1.1%
FY2024.3 2Q	▲ 4.9%	▲ 4.7%
FY2025.3 2Q	2.3%	3.5%

III. Operating revenue by segment

		FY2025.3 2Q		FY2024.3 2Q		Increase (▲ Decrease)	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	108,480	70.8%	106,495	71.0%	1,984	1.9%
	Mini	16,388	10.7%	16,453	11.0%	▲ 64	▲ 0.4%
	Home delivery	924	0.6%	1,004	0.7%	▲ 79	▲ 7.9%
	Moving	222	0.1%	206	0.1%	15	7.6%
	Charter	13,535	8.8%	12,714	8.5%	821	6.5%
	Subtotal	139,552	91.0%	136,875	91.3%	2,676	2.0%
Air snd Sea		1,535	1.0%	1,368	0.9%	167	12.2%
Others		12,231	8.0%	11,668	7.8%	562	4.8%
Total		153,319	100.0%	149,912	100.0%	3,406	2.3%

		FY2025.3 July-Sep.		FY2024.3 July-Sep.		Increase (▲ Decrease)	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	53,592	70.5%	51,908	70.7%	1,684	3.2%
	Mini	7,974	10.5%	8,010	10.9%	▲ 35	▲ 0.4%
	Home delivery	410	0.6%	450	0.6%	▲ 40	▲ 9.0%
	Moving	81	0.1%	74	0.1%	6	8.7%
	Charter	6,907	9.1%	6,447	8.8%	460	7.1%
	Subtotal	68,965	90.8%	66,891	91.1%	2,074	3.1%
Air snd Sea		836	1.1%	691	0.9%	144	20.9%
Others		6,180	8.1%	5,837	8.0%	343	5.9%
Total		75,982	100.0%	73,419	100.0%	2,562	3.5%

IV. Major expenses

	FY2025.3 2Q		FY2024.3 2Q		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Personnel	57,387	37.4%	57,490	38.3%	▲ 102	▲ 0.2%
Fuel	4,973	3.2%	5,143	3.4%	▲ 170	▲ 3.3%
Depreciation	7,117	4.6%	6,673	4.5%	443	6.6%
Chartered truck fee	45,543	29.7%	43,499	29.0%	2,043	4.7%
Argent fee	10,607	6.9%	10,516	7.0%	90	0.9%
Commission fee	8,039	5.2%	7,733	5.2%	306	4.0%
Tool road fee	2,259	1.5%	2,352	1.6%	▲ 92	▲ 3.9%
Online	968	0.6%	795	0.5%	173	21.7%
Air and sea freight	1,392	0.9%	1,253	0.8%	138	11.1%
Others	10,608	6.9%	10,069	6.7%	539	5.4%
Total	148,898	97.1%	145,528	97.1%	3,370	2.3%

	FY2025.3 July-Sep.		FY2024.3 July-Sep.		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Personnel	28,434	37.4%	27,728	37.8%	706	2.5%
Fuel	2,455	3.2%	2,694	3.7%	▲ 238	▲ 8.9%
Depreciation	3,611	4.8%	3,369	4.6%	242	7.2%
Chartered truck fee	22,593	29.7%	21,498	29.3%	1,094	5.1%
Argent fee	5,225	6.9%	5,144	7.0%	80	1.6%
Commission fee	3,966	5.2%	3,752	5.1%	214	5.7%
Tool road fee	1,097	1.4%	1,080	1.5%	17	1.7%
Online	458	0.6%	387	0.5%	71	18.4%
Air and sea freight	755	1.0%	629	0.9%	125	20.0%
Others	5,272	6.9%	5,366	7.3%	▲ 94	▲ 1.8%
Total	73,871	97.2%	71,650	97.6%	2,221	3.1%

	Fuel Unit Price % y/y	Fuel Use % y/y
FY2021.3 2Q	▲ 22.0%	▲ 5.2%
FY2022.3 2Q	32.3%	2.0%
FY2023.3 2Q	13.0%	1.8%
FY2024.3 2Q	3.7%	-
FY2025.3 2Q	0.2%	▲ 3.3%