

Supplementary data for FY2025 3Q
(April 1, 2024 through December 31, 2024)
SEINO HOLDINGS Co., Ltd.

I. Result of Performance

(Millions of Yen)

	FY2025.3 3Q	FY2024.3 3Q	Increase (▲Decrease)	
Operating revenue	541,684	486,767	54,916	11.3%
Operating profit	24,713	20,559	4,154	20.2%
Ordinary profit	24,978	21,916	3,061	14.0%
Profit attributable to owners of parent	14,192	13,161	1,031	7.8%

	FY2025.3 Oct - Dec.	FY2024.3 Oct - Dec.	Increase (▲Decrease)	
Operating revenue	210,079	171,256	38,823	22.7%
Operating profit	11,638	9,241	2,397	25.9%
Ordinary profit	11,818	9,701	2,117	21.8%
Profit attributable to owners of parent	7,758	5,719	2,039	35.7%

II. Performance by Segment

(i) Operating revenue by segment

(Millions of Yen)

	FY2025.3 3Q		FY2024.3 3Q		Increase (▲Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ Million	%y/y
Transportation	403,172	74.4%	356,807	73.3%	46,364	13.0%
Vehicle sales	88,000	16.3%	81,817	16.8%	6,183	7.6%
Merchandise sales	29,089	5.4%	27,342	5.6%	1,746	6.4%
Real-estate leasing	1,742	0.3%	1,673	0.4%	69	4.1%
Others	19,678	3.6%	19,126	3.9%	552	2.9%
Total	541,684	100.0%	486,767	100.0%	54,916	11.3%

	FY2025.3 Oct - Dec.		FY2024.3 Oct - Dec.		Increase (▲Decrease)	
	¥ million	Per revenue	¥ million	Per revenue	¥ Million	%y/y
Transportation	162,329	77.3%	124,662	72.8%	37,666	30.2%
Vehicle sales	29,267	13.9%	29,268	17.1%	▲ 0	▲ 0.0%
Merchandise sales	10,908	5.2%	10,092	5.9%	816	8.1%
Real-estate leasing	585	0.3%	561	0.3%	24	4.3%
Others	6,989	3.3%	6,671	3.9%	317	4.8%
Total	210,079	100.0%	171,256	100.0%	38,823	22.7%

(ii) Operating profit by division

(Millions of Yen)

	FY2025.3 3Q		FY2024.3 3Q		Increase (▲Decrease)	
	¥ million	Per profit	¥ million	Per profit	¥ Million	%y/y
Transportation	16,796	68.0%	13,535	65.8%	3,261	24.1%
Vehicle sales	6,441	26.1%	4,990	24.3%	1,450	29.1%
Merchandise sales	951	3.8%	852	4.1%	99	11.7%
Real-estate leasing	1,278	5.2%	1,228	6.0%	50	4.1%
Others	1,433	5.8%	1,244	6.1%	189	15.2%
Total	26,902	108.9%	21,851	106.3%	5,051	23.1%
Elimination	▲ 2,188	▲ 8.9%	▲ 1,292	▲ 6.3%	▲ 896	-
Consolidated	24,713	100.0%	20,559	100.0%	4,154	20.2%

	FY2025.3 Oct - Dec.		FY2024.3 Oct - Dec.		Increase (▲Decrease)	
	¥ million	Per profit	¥ million	Per profit	¥ Million	%y/y
Transportation	9,489	81.6%	6,861	74.3%	2,628	38.3%
Vehicle sales	2,002	17.2%	1,637	17.7%	365	22.3%
Merchandise sales	395	3.4%	393	4.3%	2	0.6%
Real-estate leasing	432	3.7%	411	4.4%	21	5.1%
Others	516	4.4%	442	4.8%	74	16.9%
Total	12,837	110.3%	9,745	105.5%	3,091	31.7%
Elimination	▲ 1,198	▲ 10.3%	▲ 504	▲ 5.5%	▲ 693	-
Consolidated	11,638	100.0%	9,241	100.0%	2,397	25.9%

III. Operating volume and freight rate(Transportation services)

	FY2025.3 3Q
Operating volume	99.2%
Freight rate	103.5%

IV. Major expenses

(Millions of Yen)

	FY2025.3 3Q	FY2024.3 3Q	Increase (▲Decrease)	
			¥Million	%y/y
Personnel	171,204	163,852	7,352	4.5%
Fuel	13,748	13,867	▲ 118	▲ 0.9%
Depreciation	17,389	15,949	1,440	9.0%
Chartered truck fee, Commition fee, subcontract fee	161,040	135,289	25,751	19.0%
Tool road fee	5,647	5,827	▲ 180	▲ 3.1%
Others	147,938	131,421	16,517	12.6%
Total	516,970	466,207	50,762	10.9%

	FY2025.3 Oct - Dec.	FY2024.3 Oct - Dec.	Increase(▲Decrease)	
			¥Million	%y/y
Personnel	62,709	56,304	6,404	11.4%
Fuel	4,757	4,582	175	3.8%
Depreciation	6,476	5,509	967	17.6%
Chartered truck fee, Commition fee, subcontract fee	66,291	46,705	19,586	41.9%
Tool road fee	1,914	1,938	▲ 24	▲ 1.3%
Others	56,291	46,976	9,315	19.8%
Total	198,441	162,015	36,425	22.5%

Major expense by segment

(Millions of Yen)

	Transportaion	Vehicle sales	Marchandise sales	Real-estate leasing	Others	Estimation	Total
Personnel	150,366	10,473	1,061	-	9,220	82	171,204
Fuel	13,496	110	4	-	128	8	13,748
Depreciation	15,423	1,635	51	169	468	▲ 358	17,389
Chartered truck fee, Commition fee, subcontract fee	161,040	-	-	-	-	-	161,040
Tool road fee	5,647	-	-	-	-	-	5,647
Others	42,109	77,083	38,440	294	15,229	▲ 25,219	147,938
Total	388,084	89,302	39,558	464	25,047	▲ 25,487	516,970

Major expense by Transportation business

(Millions of Yen)

	FY2025.3 3Q		FY2024.3 3Q		Increase (▲Decrease)	
	¥Million	Per revenue	¥Million	Per revenue	¥Million	%y/y
Personnel	150,366	37.3%	143,115	40.1%	7,250	5.1%
Fuel	13,496	3.3%	13,623	3.8%	▲ 126	▲ 0.9%
Depreciation	15,423	3.8%	13,942	3.9%	1,480	10.6%
Chartered truck fee, Committed fee, subcontract fee	161,040	39.9%	135,289	37.9%	25,751	19.0%
Tool road fee	5,647	1.4%	5,827	1.6%	▲ 180	▲ 3.1%
Others	42,109	10.4%	33,089	9.3%	9,020	27.3%
Total	388,084	96.3%	344,888	96.6%	43,196	12.5%

	FY2025.3 Oct - Dec.		FY2024.3 Oct - Dec.		Increase (▲Decrease)	
	¥Million	Per revenue	¥Million	Per revenue	¥Million	%y/y
Personnel	55,543	34.2%	48,966	39.3%	6,577	13.4%
Fuel	4,673	2.9%	4,498	3.6%	174	3.9%
Depreciation	5,728	3.5%	4,818	3.9%	909	18.9%
Chartered truck fee, Committed fee, subcontract fee	66,291	40.8%	46,705	37.5%	19,586	41.9%
Tool road fee	1,914	1.2%	1,938	1.6%	▲ 24	▲ 1.3%
Others	19,257	11.9%	11,421	9.2%	7,836	68.6%
Total	153,409	94.5%	118,349	94.9%	35,060	29.6%

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%

Supplementary data for FY2025 3Q
(April 1, 2024 through December 31, 2024)
Seino Transportation Co., Ltd.(Non Consolidated)

I. Result of Performance

(Millions of Yen)

	FY2025.3 3Q	FY2024.3 3Q	Increase (▲Decrease)	
Operating revenue	237,785	231,760	6,025	2.6%
Operating profit	9,156	9,275	▲ 119	▲ 1.3%
Ordinary profit	9,661	9,684	▲ 23	▲ 0.2%
Net profit	4,725	5,472	▲ 746	▲ 13.6%

	FY2025.3 Oct - Dec.	FY2024.3 Oct - Dec.	Increase (▲Decrease)	
Operating revenue	84,466	81,848	2,618	3.2%
Operating profit	4,735	4,891	▲ 156	▲ 3.2%
Ordinary profit	4,930	5,015	▲ 85	▲ 1.7%
Net profit	3,123	2,855	267	9.4%

II. Operating volume

	April - December	October - December
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%
FY2025.3 3Q	0.5%	2.9%

III. Operating revenue by segment

		FY2025.3 3Q		FY2024.3 3Q		Increase (▲Decrease)	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	168,856	71.0%	164,909	71.2%	3,947	2.4%
	Mini	24,905	10.5%	25,069	10.8%	▲ 164	▲ 0.7%
	Home delivery	1,441	0.6%	1,596	0.7%	▲ 155	▲ 9.8%
	Moving	283	0.1%	273	0.1%	9	3.5%
	Charter	21,040	8.9%	19,713	8.5%	1,326	6.7%
	Subtotal	216,526	91.1%	211,562	91.3%	4,963	2.3%
Air and Sea		2,377	1.0%	2,158	0.9%	218	10.1%
Others		18,882	7.9%	18,039	7.8%	842	4.7%
Total		237,785	100.0%	231,760	100.0%	6,025	2.6%

		FY2025.3 Oct - Dec		FY2024.3 Oct - Dec		Increase (▲Decrease)	
		¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
L a n d	Commercial cargo	60,376	71.5%	58,413	71.4%	1,962	3.4%
	Mini	8,516	10.1%	8,615	10.5%	▲ 99	▲ 1.2%
	Home delivery	516	0.6%	592	0.7%	▲ 76	▲ 12.9%
	Moving	60	0.1%	66	0.1%	▲ 6	▲ 9.3%
	Charter	7,504	8.8%	6,998	8.5%	505	7.2%
	Subtotal	76,973	91.1%	74,686	91.2%	2,286	3.1%
Air and Sea		841	1.0%	790	1.0%	51	6.5%
Others		6,651	7.9%	6,371	7.8%	280	4.4%
Total		84,466	100.0%	81,848	100.0%	2,618	3.2%

IV. Major expenses

	FY2025.3 3Q		FY2024.3 3Q		Increase (▲Decrease)	
	¥Million	Per revenue	¥Million	Per revenue	¥Million	%y/y
Personnel	87,428	36.8%	87,402	37.7%	25	0.0%
Fuel	7,515	3.2%	7,697	3.3%	▲ 182	▲ 2.4%
Depreciation	10,781	4.5%	10,145	4.4%	636	6.3%
Chartered truck fee	70,808	29.8%	66,725	28.8%	4,083	6.1%
Argent fee	16,259	6.8%	16,151	7.0%	108	0.7%
Commission fee	12,594	5.3%	12,073	5.2%	521	4.3%
Tool road fee	3,400	1.4%	3,524	1.5%	▲ 124	▲ 3.5%
Online	1,356	0.6%	1,187	0.5%	169	14.3%
Air and sea freight	2,165	0.9%	1,973	0.9%	192	9.7%
Others	16,318	6.9%	15,604	6.7%	713	4.6%
Total	228,629	96.1%	222,484	96.0%	6,144	2.8%

	FY2025.3 Oct - Dec		FY2024.3 Oct - Dec		Increase (▲Decrease)	
	¥Million	Per revenue	¥Million	Per revenue	¥Million	%y/y
Personnel	30,040	35.6%	29,912	36.5%	128	0.4%
Fuel	2,542	3.0%	2,554	3.1%	▲ 12	▲ 0.5%
Depreciation	3,664	4.3%	3,471	4.2%	193	5.6%
Chartered truck fee	25,264	29.9%	23,225	28.4%	2,039	8.8%
Argent fee	5,652	6.7%	5,634	6.9%	17	0.3%
Commission fee	4,555	5.4%	4,340	5.3%	215	5.0%
Tool road fee	1,141	1.4%	1,172	1.4%	▲ 31	▲ 2.7%
Online	387	0.5%	391	0.5%	▲ 3	▲ 0.9%
Air and sea freight	773	0.9%	719	0.9%	53	7.4%
Others	5,709	6.8%	5,535	6.8%	174	3.2%
Total	79,731	94.4%	76,956	94.0%	2,774	3.6%

	Fuel Unit Price %y/y	Fuel Use %y/y
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%	-
FY2025.3 3Q	0.9%	▲ 2.8%