

May 14, 2021



# **Summary of Financial Results for the Period Ended March 31, 2021**

# Key Points of Financial Results Announced



## **(1) Financial results for the FY ended March 31, 2021**

- Increase in revenue for 18 consecutive FY and in ordinary profit for 12 consecutive FY (up ¥2.4 billion in revenue and ¥1.49 billion in ordinary profit)
- Decreased ¥5.6 billion in revenue and increased ¥0.93 billion in ordinary profit in the comparisons released
- The year-end dividend forecast has been revised from 13 yen to 15 yen, an increase of 2 yen (annual 28 yen).

## **(2) Forecast of operating results for the FY ending March 31, 2022**

- Operating revenue of ¥625 billion, ordinary profit of ¥25.0 billion planned for the full year.  
(Up ¥52.6 billion in revenue and ¥2.77 billion in ordinary profit)
- The dividend will be 15 yen at the end of the second quarter and 15 yen at year end, a 30 yen annual dividend.

# **Section 1**

## **Financial Results for the FY Ended March 31, 2021**

# 1. Summary of Operating Results for the FY Ended March 31, 2021



	FY 3/2020		FY 3/2021		YoY Change		Change			
	(Previous FY)	Margin	(Current FY)	Margin	Change	%	April-June	July-September	October-December	January-March
Operating revenue	570,030	—	572,405	—	2,375	0.4	-3,790	-4,831	5,484	5,512
Operating profit	20,656	3.6	21,520	3.8	863	4.2	-763	62	923	641
Ordinary profit	20,744	3.6	22,230	3.9	1,486	7.2	-787	399	818	1,056
Net profit attributable to parent company shareholders	12,081	2.1	14,240	2.5	2,159	17.9	-615	-89	1,429	1,434

## 2. Summary of Operating Results for the FY Ended March 31, 2021 [Operating Revenue]



Year-on-year increase in revenue of **¥2.4 billion**, **0.4%** increase

● ACQUISITION OF NEW CUSTOMERS	+	¥25.7 billion
● REVISION OF FREIGHT CHARGES	+	¥3.4 billion
● NEW CONSOLIDATION EFFECTS	+	¥4.5 billion
● M&A	+	¥10.1 billion
● CARGO VOLUME FROM EXISTING CUSTOMERS	-	¥41.2 billion
( IMPACT OF COVID-19	-	¥20.5 billion)

### 3. Summary of Operating Results for the FY Ended March 31, 2021 [Profit]

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**Year-on-year increase in ordinary profit of ¥1.49 billion, 7.2% increase**

• Acquisition of new customers	+	¥3.48 billion		
• Revision of freight charges	+	¥3.36 billion		
• Cost improvement, productivity improvement	+	¥3.01 billion		
• Decrease in expenses	+	¥1.59 billion	➡	+ ¥13.11 billion
• Impact of fuel prices	+	¥1.12 billion		
• New consolidation effects	+	¥0.16 billion		
• M&A	+	¥0.24 billion		
• Change in other costs	+	¥0.16 billion		
• Cargo volume from existing customers	-	¥9 billion		
(Impact of COVID-19 - ¥4.55 billion)			➡	- ¥12.25 billion
• Rise in truck hiring expenses (including labor)	-	¥1.93 billion		
• Effect of increase in basic salaries	-	¥1.32 billion		
• Operating profit			➡	+ ¥0.86 billion
• Non-operating revenues and expenses			➡	+ ¥0.63 billion
• Ordinary profit			➡	+ ¥1.49 billion

## 4. Impact of COVID-19



(Billion yen)

		FY 3/2021				
		April-June	July-September	October-December	January-March	Cumulative total
Logistics	Operating revenue	-7.0	-4.5	-3.0	-2.2	-16.7
	Operating profit	-1.82	-1.12	-0.72	-0.51	-4.17
Trading & Commerce	Operating revenue	0.1	0.1	0.5	-3.3	-2.6
	Operating profit	0.04	-0.02	-0.13	-0.09	-0.10
Others	Operating revenue	-0.7	-0.3	-0.1	0.0	-1.1
	Operating profit	-0.34	-0.08	-0.02	0.00	-0.44
Total	Operating revenue	-7.6	-4.7	-2.6	-5.6	-20.5
	Operating profit	-2.12	-1.22	-0.61	-0.60	-4.55

\*Extraordinary losses due to COVID-19

-0.49

## 5. Summary of Operating Revenue in Each Business Area for the FY Ended March 31, 2021

(Billion yen, %)

			FY 3/2020 (Previous FY)	FY 3/2021 (Current FY)	YoY Change		YoY Change Breakdown					
					Change	%	Acquisition of new customers	Price revision	M&A	M&A	Changes in cargo volume, etc.	Impact of COVID-19
		Food logistics	80.4	77.3	-3.1	-3.9	2.1	0.5	—	—	-5.7	-3.2
		Chain store logistics	74.3	79.9	5.6	7.5	5.8	0.6	0.5	—	-1.3	-0.3
		Fashion logistics	48.7	48.6	-0.1	-0.3	4.9	0.4	—	—	-5.4	-4.3
		Others	20.6	23.8	3.1	15.2	2.7	0.2	0.6	3.1	-3.4	-2.8
	Retail product logistics		224.1	229.5	5.4	2.4	15.4	1.6	1.2	3.1	-15.9	-10.5
	Housing logistics		63.3	58.3	-5.0	-7.9	1.7	0.6	—	—	-7.2	-3.8
	Chemicals logistics		76.7	73.5	-3.3	-4.3	3.4	0.8	0.7	0.5	-8.8	-2.4
	Others		28.6	26.1	-2.5	-8.9	1.6	0.1	1.8	—	-6.1	—
	Logistics		392.7	387.4	-5.4	-1.4	22.1	3.1	3.7	3.6	-37.9	-16.7
	Trading & Commerce		161.3	161.8	0.5	0.3	2.2	0.2	0.1	0.5	-2.6	-2.6
Others		16.0	23.2	7.2	45.3	1.3	—	0.6	6.0	-0.7	-1.1	
Total		570.0	572.4	2.4	0.4	25.7	3.4	4.5	10.1	-41.2	-20.5	

\*Customers and operations of newly consolidated companies were re-evaluated to revise classifications.

\*Global logistics revenue included in the above

Global logistics	36.0	40.6	4.6	12.7
Composition (%)	0.63	0.71		



## 6. Summary of Operating Results by Segment for the FY Ended March 31, 2021 - (1)



### (1) Logistics

	FY 3/2020 (Previous FY)	FY 3/2021 (Current FY)	(Millions of yen, %, PT)		(Reference)			
			YoY Change		YoY Change (Amount)			
			Change	%	April-June	July-September	October-December	January-March
Operating revenue	392,728	387,350	-5,377	-1.4%	-4,797	-3,333	365	2,388
Operating profit	17,847	19,401	1,554	8.7%	-539	290	1,083	720
Operating profit ratio	4.5%	5.0%	0.5%					

Revenue decreased due to the spread of Covid-19 causing a significant reduction in the volume of housing, chemicals, as well as cold chain logistics, despite an increase in cargo volume for chain stores such as discount stores and drug stores.

However, profits increased as a result of efforts made for sales expansion, reductions in expenses, cost improvements, productivity improvements, and by making UACJ Logistics Corporation and Senko Nagase Logistics Co., Ltd. subsidiaries.

## 7. Summary of Operating Results by Segment for the FY Ended March 31, 2021 - (2)



### (2) Trading & Commerce

(Millions of yen, %, PT)

	FY 3/2020 (Previous FY)	FY 3/2021 (Current FY)	YoY Change	
			Change	%
Operating revenue	161,314	161,820	505	0.3%
Operating profit	2,119	3,035	915	43.2%
Operating profit ratio	1.3%	1.9%	0.6%	

(Reference)

YoY Change (Amount)			
April-June	July-September	October-December	January-March
1,508	-1,877	3,575	-2,701
346	119	364	86

Revenue and profits increased due to greater sales of daily necessities following the increase in need for home deliveries and promoting revisions of sales prices of household paper items.

## 8. Summary of Operating Results by Segment for the FY Ended March 31, 2021 - (3)



### (3) Others

	FY 3/2020 (Previous FY)	FY 3/2021 (Current FY)	(Millions of yen, %, PT)		(Reference)			
			YoY Change		YoY Change (Amount)			
			Change	%	April-June	July-September	October-December	January-March
Operating revenue	15,987	23,235	7,247	45.3%	-502	382	1,540	5,827
Operating profit	1,419	-61	-1,481	-	-638	-294	-525	-24
Operating profit ratio	8.9%	-0.3%	-					

Revenue increased with efforts, such as making Procare Co., Ltd. and Terauchi Co., Ltd. subsidiaries.

However, profits decreased following the significant reduction in the number of people using hotels, gyms, day-care services and restaurants due to the significant impact of Covid-19.

# 9. Summary of Operating Results for the FY Ended March 31, 2021 [Comparison with Plan]



(Millions of yen, %)

	FY 3/2021		FY 3/2021		Comparison with plan	
	Plan	Margin	Actual	Margin	Change	%
Operating revenue	578,000	—	572,405	—	-5594	-1.0
Operating profit	21,000	3.6	21,520	3.8	520	2.5
Ordinary profit	21,300	3.7	22,230	3.9	930	4.4
Profit attributable to owners of parent	13,000	2.2	14,240	2.5	1,240	9.5

## 10. Causes of Changes in Operating Revenue, Operating Profit [Comparison with Plan]



(Billion yen)

	FY 3/2021 Plan		FY 3/2021 Actual		Comparison with plan Change	
	Operating revenue	Operating profit	Operating revenue	Operating profit	Operating revenue	Operating profit
Acquisition of new customers	28.3	3.61	25.7	3.48	-2.7	-0.13
Revision of freight charges	3.5	3.45	3.4	3.36	-0.1	-0.09
Cost improvement, productivity improvement	-	2.66		3.01	-	0.35
Decrease in expenses	-	1.59		1.59	-	
Impact of fuel prices	-	0.98		1.12	-	0.14
New consolidation effects	4.4	0.07	4.5	0.16	0.1	0.09
M&A	10.4	0.25	10.1	0.24	-0.3	-0.01
Cargo volume from existing customers	-38.6	-8.95	-41.2	-9.00	-2.6	-0.05
(Impact of COVID-19)	(-22.1)	(-5.02)	(-20.5)	(-4.55)	(1.6)	(0.47)
Rise in truck hiring expenses (including labor)	-	-2.10	-	-1.93	-	0.16
Effect of increase in basic salaries	-	-1.31	-	-1.32	-	
Change in other costs	-	0.10	-	0.16	-	0.06
Total	8.0	0.35	2.4	0.86	-5.6	0.52

## 11. Summary of Forecast of Operating Results by Segment [Comparison with Plan]



(Millions of yen, %, PT)

		FY 3/2021 (Plan)	FY 3/2021 (Actual)	Comparison with plan	
				Change	%
Logistics	Operating revenue	390,410	387,350	-3060	-0.8
	Operating profit	18,770	19,401	631	3.4
	Operating profit ratio	4.8	5.0	0.2	
Trading & Commerce	Operating revenue	164,060	161,820	-2240	-1.4
	Operating profit	3,010	3,035	25	0.8
	Operating profit ratio	1.8	1.9	0.1	
Others	Operating revenue	23,530	23,235	-295	-1.3
	Operating profit	210	-61	-271	-
	Operating profit ratio	0.9	-0.3	-	

## 12. Consolidated Balance Sheet for the FY Ended March 31, 2021

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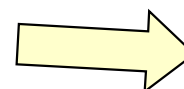
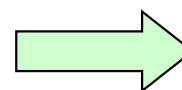
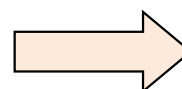
(Billion yen)

Assets Section			Liabilities, Net Assets Section		
Current FY	Change	Remarks	Current FY	Change	Remarks
<b>Total current assets</b>			<b>Total current liabilities</b>		
163.89	39.68		133.72	22.08	
Cash and bank deposits	24.05		Notes and operating accounts payable	3.40	
Notes and operating accounts receivable	8.33		Electronically recorded monetary claims	2.03	
Goods and products	4.62		Corporate bonds scheduled to be redeemed within one year	7.07	
Others	2.68		Convertible bonds scheduled to be redeemed within one year	10.01	
			Short-term loans	-7.22	
			Others	6.78	
<b>Total fixed assets</b>			<b>Total long-term liabilities</b>		
271.37	39.98		155.79	45.30	
Tangible fixed assets*			Corporate bonds	12.95	
Buildings and structures	16.06	*Main capital investment	Convertible bond-type bonds with stock acquisition rights	12.09	
Land	19.96	●Runtec Moji Branch	Long-term loans	19.05	
Others	2.56	●Gifu Hashima PD Center	Others	1.21	
Intangible fixed assets	4.02		<b>Total liabilities</b>	<b>289.51</b>	
Investments and other assets			<b>Total net assets</b>	<b>145.75</b>	
Long-term loans receivable	-2.94		Capital	26.56	*Equity ratio
Assets related to retirement benefits	3.38		Additional paid-in capital	29.81	(At the end of previous FY) 35.1%
Guarantee deposits	-1.47		Retained earnings	81.20	(At the end of current FY) 31.0%
Others	-1.57		Treasury stock	-4.64	
			Non-controlling shareholders' equity, etc.	12.82	
<b>Total deferred assets</b>			<b>Total liabilities and net assets</b>		
0.0	-0.71		435.26	78.95	
<b>Total assets</b>					
435.26	78.95				
			<b>Interest-bearing debt</b>		<b>*Net D/E ratio</b>
			166.19	53.95	(At the end of previous FY) 0.67 times
					(At the end of current FY) 0.84 times

# 13. Consolidated Cash Flow Statement for the FY Ended March 31, 2021



	(Billion yen)	
	Previous FY	Current FY
Cash flows from operating activities	31.10	31.86
Cash flows from investing activities	-18.03	-46.31
Cash flows from financing activities	-9.16	36.76
Cash and cash equivalents, at end of FY	27.14	50.37



## Main details of the current FY

Net income before income taxes and others	22.60
Depreciation and amortization	17.42
Gain on bargain purchase	-4.48
Impairment loss	3.05
Income taxes paid	-6.82
Etc.	

Acquisition of tangible fixed assets	-33.62
Acquisition of subsidiary shares	-11.39
Etc.	

Increase in loans	7.39
Repayments of lease obligations	-4.47
Issuing of corporate bonds	42.11
Acquisition of treasury stock	-4.31
Dividend payment	-3.97
Etc.	



## **Section 2**

# **Forecast of Full Year Operating Results for the FY Ending March 31, 2022**

# 1. Forecast of Operating Results for the FY Ending March 31, 2022 [Full Year]



(Millions of yen, %)

	FY 3/2021		FY 3/2022		YoY Change	
	Actual	Margin	Plan	Margin	Change	%
Operating revenue	572,405	—	625,000	—	52,595	9.2
Operating profit	21,520	3.8	24,600	3.9	3,080	14.3
Ordinary profit	22,230	3.9	25,000	4.0	2,770	12.5
Profit attributable to owners of parent	14,240	2.5	14,500	2.3	260	1.8

## 2. Forecast of Operating Results for the FY Ending March 31, 2022 [First Half : Second Half]

(Millions of yen, %)

	FY 3/2022				YoY Change			
	First half		Second half		First half		Second half	
	Plan	Margin	Plan	Margin	Change	%	Change	%
Operating revenue	304,000	—	321,000	—	30,551	11.2	22,044	7.4
Operating profit	11,100	3.7	13,500	4.2	1,459	15.1	1,621	13.6
Ordinary profit	11,100	3.7	13,900	4.3	1,333	13.6	1,437	11.5
Net profit attributable to parent company shareholders	6,500	2.1	8,000	2.5	774	13.5	-514	-6.0

### 3. Forecast of Operating Results for the FY Ending March 31, 2022 [Causes of Changes in Operating Revenue]



Year-on-year increase in revenue of **¥52.6 billion**, **9.2%** increase

● ACQUISITION OF NEW CUSTOMERS	+	¥29.4 billion
● M&A	+	¥51.8 billion
● REVISION OF FREIGHT CHARGES	+	¥0.6 billion
● CARGO VOLUME FROM EXISTING CUSTOMERS	+	¥6.4 billion
<div> <div> Change in the impact of COVID-19 +¥12.2 billion  Change in normal volume -¥5.8 billion </div> <div> Impact of the previous FY ¥20.5 billion  Forecast of the impact of this FY -¥8.2 billion </div> </div>		
● IMPACT OF APPLYING THE ACCOUNTING STANDARD FOR REVENUE RECOGNITION	-	¥35.7 billion

#### 4. Forecast of Operating Results for the FY Ending March 31, 2022 [Causes of Changes in Profit]

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**Year-on-year increase in ordinary profit of ¥2.77 billion, 12.5% increase**

• Acquisition of new customers	+	¥3.59 billion		
• Cost improvement, productivity improvement	+	¥2.18 billion		
• M&A	+	¥0.82 billion		
• Revision of freight charges	+	¥0.61 billion		
• Impact of fuel prices	-	¥1.08 billion		
• Increase in expenses	-	¥0.88 billion		
• Effect of increase in basic salaries	-	¥0.61 billion		
• Change in other costs	-	¥0.60 billion		
• Cargo volume from existing customers	-	¥0.51 billion		
<div> <div> Change in the impact of COVID-19 +¥1.14 billion  Change in normal volume -¥1.66 billion </div> <div> Impact of the previous FY ¥4.55 billion  Cost increase -¥1.67 billion  Forecast of the impact of this FY -¥1.74 billion </div> </div>				
• Rise in truck hiring expenses (including labor)	-	¥0.42 billion		
• Operating profit			➡	<b>+ ¥3.08 billion</b>
• Changes in non-operating income			➡	<b>- ¥0.31 billion</b>
• Ordinary profit			➡	<b>+ ¥2.77 billion</b>

## 5. Forecast of the Impact of COVID-19



(Billion yen)

		FY 3/2022		
		First half	Second half	Annual
Logistics	Operating revenue	-4.2	-3.0	-7.2
	Operating profit	-0.92	-0.56	-1.48
Trading & Commerce	Operating revenue	-0.6	-0.1	-0.7
	Operating profit	-0.14	-0.03	-0.17
Others	Operating revenue	-0.2	-0.2	-0.4
	Operating profit	-0.04	-0.05	-0.09
Total	Operating revenue	-4.9	-3.3	-8.2
	Operating profit	-1.10	-0.64	-1.74

## 6. Forecast of Operating Revenue in Each Business Area for the FY Ending March 31, 2022 [Full Year]

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(Billion yen, %)

			FY 3/2021 (Actual)	FY 3/2022 (Plan)	YoY Change		YoY ChangeBreakdown					
					Change	%	Acquisition of new customers	Price revision	M&A	Application of the accounting standard for revenue recognition	Changes in cargo volume, etc.	Impact o COVID-19
		Food logistics	77.3	80.6	3.3	4.3	1.9	—	0.7	—	0.7	2.6
		Chain store logistics	79.9	90.7	10.8	13.5	6.1	0.2	3.9	—	0.5	0.3
		Fashion logistics	48.6	51.3	2.7	5.6	2.9	0.1	—	—	-0.2	1.5
		Others	23.8	32.5	8.8	36.9	2.1	0.1	6.8	-0.7	0.6	1.3
	Retail product logistics		229.5	255.2	25.6	11.2	13.0	0.4	11.4	-0.7	1.6	5.7
	Housing logistics		58.3	60.4	2.1	3.6	2.2	—	—	—	-0.2	0.7
	Chemicals logistics		73.5	80.2	6.8	9.2	3.5	0.2	3.5	—	-0.4	2.0
	Others		26.1	27.7	1.6	6.0	2.9	—	—	—	-1.4	1.2
	Logistics		387.4	423.4	36.1	9.3	21.6	0.6	14.9	-0.7	-0.3	9.6
Trading & Commerce			161.8	160.2	-1.7	-1.0	3.8	—	20.4	-33.8	7.9	2.0
Others			23.2	41.4	18.2	78.2	3.9	—	16.6	-1.1	-1.2	0.7
Total			572.4	625.0	52.6	9.2	29.4	0.6	51.8	-35.7	6.4	12.2

\*Customers and operations of newly consolidated companies were re-evaluated to revise classifications.

\*Global logistics revenue included in the above

Global logistics	40.6	52.6	12.1	29.7
Composition (%)	0.71	0.84		

## 7. Summary of Operating Results by Segment for the FY Ending March 31, 2022 - (1)



### (1) Logistics

(Millions of yen, %, PT)

	FY 3/2021 (Actual)	FY 3/2022 (Plan)	YoY Change	
			Change	%
Operating revenue	387,350	423,440	36,090	9.3
Operating profit	19,401	21,900	2,499	12.9
Operating profit ratio	5.0	5.2	0.2	

#### ▼Main factors of change

(Billion yen)

	Operating revenue	Operating profit
Acquisition of new customers	21.6	2.76
M&A	14.9	0.25
Cargo volume from existing customers	-0.3	-0.45
(Impact of COVID-19)	(9.6)	(1.03)
Others	-0.1	-0.06
Total	36.1	2.50



## 8. Summary of Operating Results by Segment for the FY Ending March 31, 2022 - (2)



### (2) Trading & Commerce

(Millions of yen, %, PT)

	FY 3/2021 (Actual)	FY 3/2022 (Plan)	YoY Change	
			Change	%
Operating revenue	161,820	160,160	-1,660	-1.0
Operating profit	3,035	3,050	15	0.5
Operating profit ratio	1.9	1.9	-	

#### ▼ Main factors of change

(Billion yen)

	Operating revenue	Operating profit
M&A	20.4	0.36
Impact of applying the accounting standard for revenue recognition	-33.8	
Changes in existing customers	7.9	-0.39
(Impact of COVID-19)	(2.0)	(-0.23)
Acquisition of new customers, etc.	3.8	0.04
Total	-1.7	0.01

## 9. Summary of Operating Results by Segment for the FY Ending March 31, 2022 - (3)



### (3) Others

(Millions of yen, %, PT)

	FY 3/2021 (Actual)	FY 3/2022 (Plan)	YoY Change	
			Change	%
Operating revenue	23,235	41,400	18,165	78.2
Operating profit	-61	580	641	-
Operating profit ratio	-0.3	1.4	1.7	

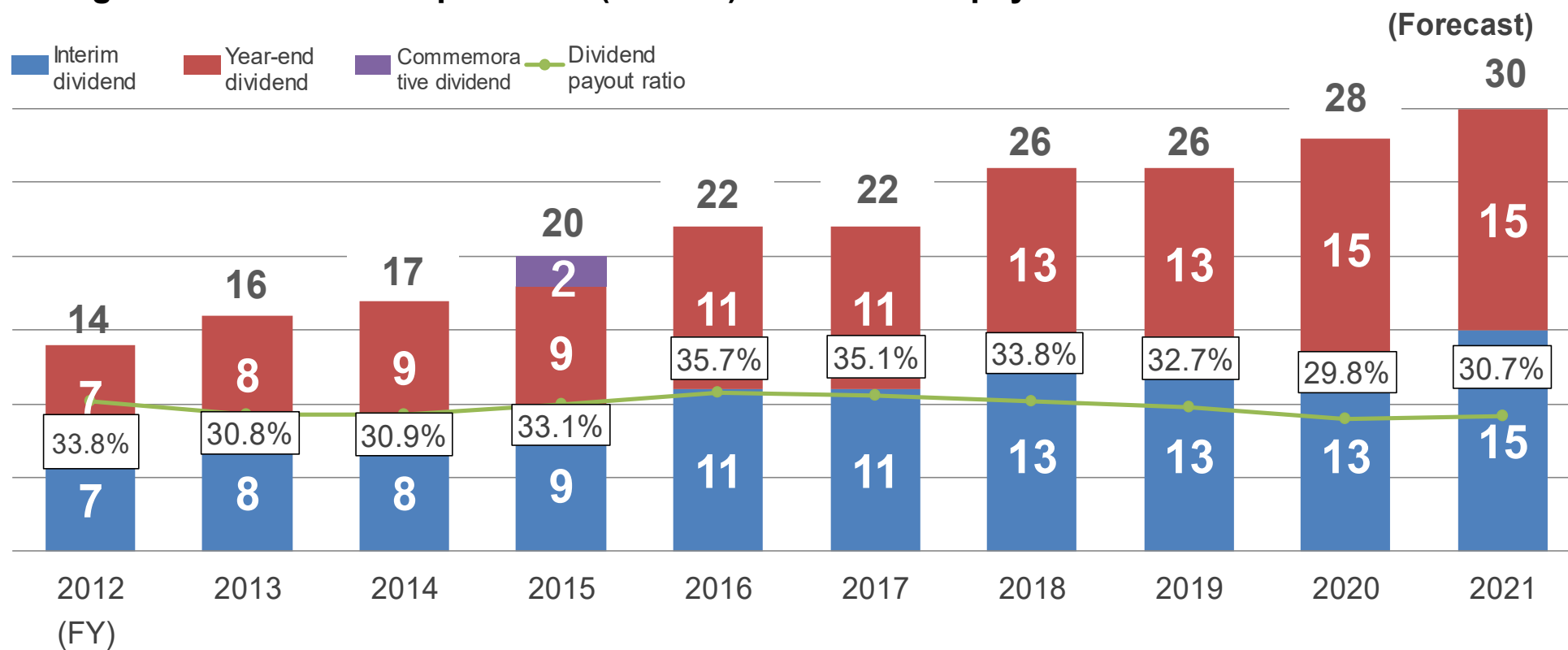
#### ▼Main factors of change

(Billion yen)

	Operating revenue	Operating profit
M&A	16.5	0.21
Changes in existing customers	-1.2	0.32
(Impact of COVID-19)	(0.7)	(0.34)
Acquisition of new customers, etc.	2.9	0.11
Total	18.2	0.64

## 10. Dividends

### Changes in cash dividend per share (¥/share) and dividend payout



## 11. Capital Investment Plan for the FY Ending March 31, 2022



### (1) Capital investment plan

(Millions of yen)

	FY 3/2018 (Actual)	FY 3/2019 (Actual)	FY 3/2020 (Actual)	FY 3/2021 (Actual)	FY 3/2022 (Plan)	Total
Consolidated	37,625	21,227	18,205	33,322	29,723	140,102

\*Includes capital investment deposits

### ■ Breakdown of capital investment amount (plan)

(Millions of yen)

	FY 3/2022 General capital investment amount (plan)				
	Vehicles	Cargo-handling equipment and other production facilities	Large-scale facilities	Non-production facilities (EDP-related, etc.)	Total
Consolidated	6,329	3,060	18,953	1,382	29,723

### (2) Depreciation and amortization

(Millions of yen)

	FY 3/2018 (Actual)	FY 3/2019 (Actual)	FY 3/2020 (Actual)	FY 3/2021 (Actual)	FY 3/2022 (Plan)
Consolidated	12,439	14,334	15,565	17,419	19,472

# **Section 3**

## **Main Business Activities for the FY Ending March 31, 2022**

# 1. Logistics (1) Logistic Centers Operating This FY

**SENKO**

FY2021

## Kurihashi PD Center

Location	Kazo City, Saitama
Start-up	February 2021
Total floor area	29,484㎡ (Leased warehouse)



## Gifu Hashima PD Center

Location	Hashima City, Gifu
Start-up	May 2021
Total floor area	30,513㎡



## Inzai No. 2 LC

Location	Inzai City, Chiba
Start-up	November 2021
Total floor area	24,792㎡ (Leased warehouse)



## Sennan PD Center

Location	Sennan City, Osaka
Start-up	March 2022
Total floor area	32,689㎡ (In-house development)



# 1. Logistics (2) Future Plan for Opening Logistic Centers



After FY2022

Plan as of April 2021

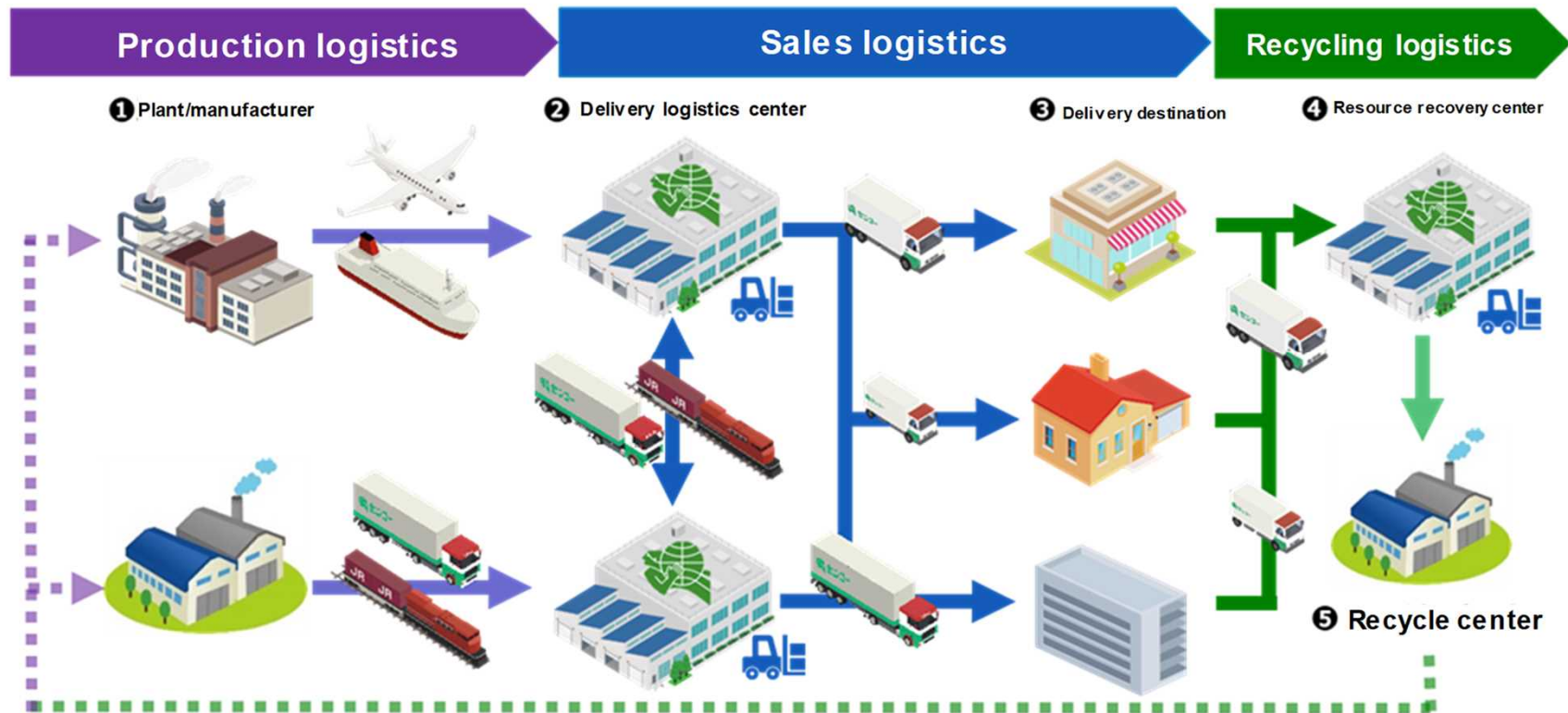
Site name	Location	Scheduled start-up date	Total floor area	Remarks
(1) Wangan Yatomi PD Center	Yatomi City, Aichi	April 2022	44,739 m <sup>2</sup>	
(2) New Iwatsuki Logistics Center	Saitama City, Saitama	April 2022	27,041 m <sup>2</sup>	In-house development
(3) Keiyo PD Center	Ichihara City, Chiba	October 2022	29,509 m <sup>2</sup>	
(4) Urawa Daimon Logistics Center	Saitama City, Saitama	April 2023	75,649 m <sup>2</sup>	In-house development
(5) New Komaki No. 2 PD Center	Komaki City, Aichi	October 2024	59,049 m <sup>2</sup>	
Total			235,987 m <sup>2</sup>	

- (1) Expansion of logistics for drug stores**
- (2) Expansion of logistics for discount stores**
- (3) Expansion of logistics for sports apparel**
- (4) Expansion of EC logistics**
- (5) Expansion of cold chain logistics, etc.**



# 1. Logistics (4) Key Points for Business Expansion (Housing and Chemical Logistics) **SENKO**

## ■Expansion of battery logistics



## 1. Logistics (5) M&A 1)

**SENKO**

	Company name	Consolidation date
Logistics	UACJ Logistics Corporation	January 2021
	Senko Nagase Logistics Co.,	January 2021
	Air Road Pty Ltd.	April 2021

## 1. Logistics (5) M&A 2)

**SENKO**

**SENKO NAGASE**



### Overview of Senko Nagase Logistics Co., Ltd.

Headquarters location	: 2-4-45 Higashi Tsukaguchi-cho, Amagasaki City, Hyogo
Representative	: Hirofumi Onishi, President & CEO
Capital	: 401 million yen
Established	: April 1, 1982
Business details	: Warehousing business, freight transportation business, etc.
Number of establishments	: 3
Number of employees	: 28 (As of October 1, 2020)



# 1. Logistics (5) M&A 3)

**SENKO**



## <Overview of Air Road Pty Ltd.>

1. Headquarters location New South Wales (NSW), Australia
2. Representative Malcolm Thorpe
3. Capital \$2,349 thousand AUD (approximately ¥200 million yen)
4. Founded July 1, 1989
5. Business details Freight vehicle transportation business, warehousing business
6. Number of establishments 5 (Sydney, Melbourne, Brisbane, Perth, Adelaide)
7. Number of employees 375 (As of December 29, 2020)



## 2. Trading & Commerce (1)

**SENKO**

### ► Sales of household paper items (AST Corporation)

- (1) Expansion of PB product sales for major  
GMS, drug stores
- (2) Synergy creation with AZFIT Co., Ltd.



### ► Expansion of overseas business (Smile Corporation)

- (1) Sales of stationery, miscellaneous goods for the  
domestic market in China  
(Major general merchandise stores)
- (2) Sales of Japanese nursing care products for China





## 2. Trading & Commerce (2) M&A

**SENKO**

**Azfit**  
アズフィット

Consolidated from April 2021



Commercial products



Wholesale business



Product development/converter (processing) business

### <Overview of AZFIT Co., Ltd.>

Headquarters location:	4-9-2 Nihonbashihoncho, Chuo-ku, Tokyo
Representative:	Masato Nakaya, President & CEO
Capital: :	100 million yen
Established:	December 2, 1967
Business details:	Wholesale, planning and sales of household paper items, daily necessities and office supplies
Number of establishments: :	6
Number of employees:	133 (As of February 28, 2020)

### 3. Others (1) Life Support Business M&A 1)

**SENKO**

	Company name	Consolidation date
Others	Procare Co., Ltd.	October 2020
	Terauchi Co., Ltd.	January 2021

### 3. Others (2) Life Support Business M&A 2)

**SENKO**



#### <Overview of Terauchi Co., Ltd.>

Headquarters location:	1-9-13 Minami Kyuhojimachi, Chuo-ku, Osaka City
Representative:	Yoshihiro Suenaga, President & CEO
Capital: :	51 million yen
Founded:	February 7, 1947
Established:	February 3, 1960
Business details:	General wholesale/retail of membership-based ornaments, fashion accessories, etc., retail of household goods
Number of establishments:	5 buildings (general wholesale/retail business) 25 stores (retail business) <ul style="list-style-type: none"><li>- "Croissant" (15 stores)</li><li>- "Jaca Jaca" (2 stores)</li><li>- "LA VIE DE CROISSANT" (8 stores)</li></ul>
Number of employees:	599 (As of August 31, 2020)



### 3. Others (3) Life Support Business



#### ■Opening of New Stores Planned for FY2021

Plan as of April 2021

		Number of stores at the end of March 2021	Number of stores planned for FY2021	Number of stores at the end of March 2022 (plan)
KEIHANNA helper station		9		9
BLUE EARTH JAPAN		19	3	22
Venus		77	5	82
Life-Eat		26	1	27
Procare Co., Ltd.	Daycare centers	29	1	30
	Children's clubs	23		23
Terauchi Co., Ltd.	Membership-based wholesale/retail business	5		5
	General retail business	25		25

### 3. Others (4) Business Support Business



© Currently, Holdings is promoting in-house development of "Sennan PD Center", "New Iwatsuki Logistics Center" and "Urawa Daimon Logistics Center".

#### <Aim of In-house Development>

- Provision of high-quality logistics facilities with low rental prices to Group companies
- Maintenance of asset value through regular building maintenance
- Development of real estate leasing business (external sales)

## 4. ESG Initiatives (1)

**SENKO**

**WE SUPPORT**



### **UN Global Compact**

SENKO Group Holdings was registered as a participating company in the "UN Global Compact" initiative launched by the United Nations on October 16, 2020.

## **ESG Indexes that have selected SENKO**

CONSTITUENT MSCI Japan  
Empowering Women Index (WIN)

CONSTITUENT MSCI Japan  
ESG Select Leaders Index



## 4. ESG Initiatives (2)



### ◎ Initiatives for Environmental Issues, Health and Productivity Management

#### ◆Award for Excellent Business Entities Working on Modal Shift

In "Execution" and "Effective Utilization" Divisions

#### ◆MLIT Minister's Award for Companies Contributing to Environmental Conservation in the Transport Industry

In recognition of efforts, such as working with customers to roll out one of the first hanger-rack body type electric trucks in Japan

#### ◆“Outstanding Health and Productivity Management Organization 2021 (White 500)”

Certified for four consecutive years, with seven new Group companies



## Company Position (As of March 31, 2021)



Number of Group companies (Including 14 non-consolidated companies)	Logistics	104
	Trading & Commerce	16
	Life Support Business	10
	Business Support Business	11
	<b>Total</b>	<b>142</b>
Number of Group vehicles	(Trailer heads only)	6,229
	(Including trailers)	7,538
Number of owned ships	(Company ships)	38
Number of controlled ships	(Including company ships)	69
Total storage area	(Including combined warehouses, etc.)	3.92 million m <sup>2</sup>
Number of Group employees	(Excluding part-time workers)	19,755

# Moving Global

物流を超える、世界を動かす、ビジネスを変える。