

Financial Summary for the Third Quarter of the Fiscal Year Ending March 31, 2022



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1. Summary of Operating Results for the Third Quarter of the FY Ending March 31, 2022 - (1)



(Million yen,	%)	(Reference
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	FY 3/2021 FY 3/2022 3Q 3Q		YoY Change		Change				
	(Previous FY)	Margin	(Current FY)	Margin	Change	%	April-June	July- September	October- December
Operating revenue	424,603	_	465,449	_	40,846	9.6	14,771	12,541	13,533
Operating profit	17,400	4.1	20,356	4.4	2,956	17.0	1,863	200	893
Ordinary profit	17,663	4.2	21,040	4.5	3,376	19.1	2,183	13	1,180
Profit attributable to shareholders of the parent company	11,605	2.7	12,656	2.7	1,051	9.1	1,081	147	-177

2. Summary of Operating Results for the Third Quarter of the FY Ending March 31, 2022 - (2)



(Million yen, %)

(Million yen, %)								
	FY 3/2022 Announcement for the FY		FY 3/202 3Q	Progress against the				
	Plan	Margin	Actual	Margin	Full-Year Plan			
Operating revenue	625,000	_	465,449	_	74.5%			
Operating profit	25,200	4.0	20,356	4.4	80.8%			
Ordinary profit	25,600	4.1	21,040	4.5	82.2%			
Profit attributable to shareholders of the parent company	14,800	2.4	12,656	2.7	85.5%			

3. Summary of Operating Results for the Third Quarter of the FY Ending March 31, 2022 [Operating Revenue]



Year-on-year increase in revenue of ¥40.8 billion, 9.6% increase

ACQUISITION OF NEW CUSTOMERS	+	¥22.3 BILLION
• M&A	+	¥46.3 BILLION
 REVISION OF FREIGHT CHARGES 	+	¥0.7 BILLION
CARGO VOLUME FROM EXISTING CUSTOMERS	+	¥4.9 BILLION
IMPACT OF APPLYING THEACCOUNTING STANDARD FOR REVENUE RECOGNITION	-	¥33.3 BILLION

4. Summary of Operating Results for the Third Quarter of the FY Ending March 31, 2022 [Profit]



Year-on-year change in ordinary profit of ¥3.38 billion, 19.1% increase

 Acquisition of new customers 	+	¥ 2.51 billion		
 Cost improvement, productivity improvement 	+	¥ 1.99 billion		
 Revision of freight charges 	+	¥ 0.65 billion	\Rightarrow	+ ¥6.77 billion
• M&A	+	¥ 0.51 billion		
Cargo volume from existing customers	+	¥ 1.11 billion		
Impact of fuel prices	-	¥ 1.74 billion		
Increase in expenses	-	¥ 0.54 billion		
 Effect of increase in basic salaries 	-	¥ 0.47 billion	\Diamond	Wa a 4
 Rise in truck hiring expenses (including labor) 	-	¥ 0.34 billion		- ¥3.81 billion
Change in other costs	-	¥ 0.72 billion		
Operating profit			\Rightarrow	+ ¥2.96 billion
Non-operating revenues and expenses			\$	+ ¥0.42 billion
Ordinary profit			\$	+ ¥3.38 billion 5

5. Summary of Operating Revenue in Each Business Area for the Third Quarter of the FY Ending March 31, 2022



(Billion yen, %)

		FY 3/2021 FY 3/2022		YoY Change			YoY ChangeBreakdown				
	FY 3/2021 3Q (Previous FY)		3Q	Change	%	Acquisition of new customers	Revision of charges	M&A	Impact of applying the revenue recognition accounting standard	Changes in cargo volume, etc.	
		Food logistics	59.6	62.9	3.3	5.6	2.0		0.6	_	0.7
		Chain store logistics	60.6	63.2	2.6	4.3	3.6	0.1	_	_	-1.2
	Fashion logistics	35.9	37.1	1.2	3.4	2.0		_	_	-0.8	
		Other logistics	15.2	28.2	12.9	85.0	1.6	0.1	12.9	-3.0	1.3
	Retail p	product logistics	171.2	191.3	20.1	11.7	9.2	0.2	13.5	-3.0	0.1
	Housin	g logistics	44.2	46.5	2.3	5.2	2.1	0.2	_	_	
	Chemic	cals logistics	53.8	63.5	9.7	18.0	2.5	0.2	3.6	0.3	3.1
	Others		20.8	22.6	1.8	8.8	1.5		0.3	_	
Logis	stics		290.1	324.0	33.9	11.7	15.4	0.7	17.4	-2.7	3.2
Tradi	ing & Cor	nmerce	121.2	114.1	-7.1	-5.8	4.9	_	14.9	-29.8	2.9
Other	rs		13.3	27.3	14.0	104.8	2.0	_	14.0	-0.7	-1.2
Total			424.6	465.4	40.8	9.6	22.3	0.7	46.3	-33.3	4.9

*Global logistics revenue included in the above

	Logistics	18.2	32.2	14.0	76.9
	Trading & Commerce	20.5	24.2	3.7	18.1
Globa	al logistics	38.6	56.3	17.7	45.8
Composition (%)		9.1%	12.1%		

^{*}Classifications have been revised after reviewing operations of customers as well as newly consolidated companies.

6. Summary of Operating Results by Segment for the Third Quarter of the FY Ending March 31, 2022 - (1)



(1) Logistics

(Million yen, %, PT)							
	FY 3/2021 3Q	FY 3/2022 3Q	YoY C	hange			
	(Previous FY)	(Current FY)	Change	%			
Operating revenue	290,084	324,007	33,922	11.7			
Operating profit	15,702	18,660	2,958	18.8			
Operating profit ratio	5.4	5.8	0.4	-			

(Reference)

Change					
April-June	October-December				
10,959	9,512	13,451			
2,087	236	635			

▼Main factors of change

(Billion yen)

	Operating revenue	Operating profit
Acquisition of new customers	15.4	2.07
M&A	17.4	0.48
Cargo volume from existing customers	3.2	1.32
Cost improvement, productivity improvement		1.78
Impact of fuel price difference		-1.74
Others	-2.1	-0.95
Total	33.9	2.96

Although there was an impact from the rise of fuel prices, while observing a recovery in cargo volume that had declined significantly in the same period of the previous year due to the impact of COVID-19 pandemic, both sales and profits increased mainly due to the effort to expand sales, improve cost efficiency and improve productivity, as well as M&As that contributed to earnings.

7. Summary of Operating Results by Segment for the Third Quarter of the FY Ending March 31, 2022 - (2)



(2) Trading & Commerce

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	FY 3/2021 FY 3/2022 3Q 3Q	YoY C	hange	
	(Previous FY)	(Current FY)	Change	%
Operating revenue	121,180	114,129	-7,051	-5.8
Operating profit	2,412	2,301	-110	-4.6
Operating profit ratio	2.0	2.0		-

(Reference)

(Million yen, %, PT)

Change				
April-June	July-September	October-December		
-1,081	-1,443	-4,528		
-38	-51	-22		

▼Main factors of change

(Billion yen)

	Operating revenue	Operating profit
M&A	14.9	0.24
Impact of applying the revenue recognition accounting standard	-29.8	
Changes in existing customers	2.9	-0.52
Acquisition of new customers, etc.	4.9	0.17
Total	-7.1	-0.11

Despite the efforts to make the household paper wholesale distributor AZFIT Co.,Ltd. a consolidated subsidiary in April, as well as to expand sales and improve cost efficiency, both sales and profits decreased mainly due to the impact of adoption of Accounting Standard for Revenue Recognition and increased purchase unit prices in fuel sales.

8. Summary of Operating Results by Segment for the Third Quarter of the FY Ending March 31, 2022 - (3)



(3) Others

				(Mil	lion yen, %, PT)
		FY 3/2021 3Q	FY 3/2022 3Q	YoY C	hange
		(Previous FY)	(Current FY)	Change	%
	Operating revenue	13,337	27,312	13,975	104.8
	Operating profit	-209	167	377	-
	Operating profit ratio	-1.6	0.6	2.2	-

(Reference)

Change				
April-June	July-September	October-December		
4,893	4,471	4,611		
-68	-12	456		

▼Main factors of change

(Billion yen)

	Operating revenue	Operating profit
M&A	14.0	-0.21
Impact of COVID-19	0.8	0.61
Others	-0.8	-0.02
Total	14.0	0.38

In addition to making the membership-based general wholesale and retail business operator TERAUCHI CO., LTD. a consolidated subsidiary in January 2021, as well as the efforts to expand sales and improve cost efficiency, the increase in both sales and profits was achieved during the October-December period mainly due to the recovery of consumer spending.

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