

August 10, 2023



SENKO Group Holdings Co., Ltd.

**Financial Summary for
the First Quarter of
the Fiscal Year Ending March 31, 2024**

1. Summary of Operating Results for the First Quarter of the FY Ending March 31, 2024



	FY 3/2023 1Q		FY 3/2024 1Q		YoY Change		First-Half Plan announced in May	Progress against the First-Half Plan
	(Previous FY)	Margin	(Current FY)	Margin	Change	%		
Operating revenue	165,345	—	188,340	—	22,994	13.9	385,000	49%
Operating profit	6,973	4.2	7,659	4.1	685	9.8	13,200	58%
Ordinary profit	7,430	4.5	8,053	4.3	623	8.4	13,000	62%
Profit attributable to owners of parent	4,363	2.6	4,571	2.4	208	4.8	7,600	60%

2. Summary of Operating Results by Segment (1)

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(Billion yen, %)

			FY 3/2023 1Q (Previous FY)	FY 3/2024 1Q (Current FY)	YoY Change		First-Half Plan announced in May	Progress against the First-Half Plan
					Change	%		
Operating revenue	Logistics		115.96	120.22	4.26	3.7	249.89	48%
	Non-Logistics	Trading & Commerce	38.67	41.29	2.62	6.8	79.80	52%
		Life Support	8.48	11.89	3.41	40.3	23.47	51%
		Business Support	2.24	3.17	0.92	41.2	6.23	51%
		Manufacturing	-	11.70	11.70	-	25.44	46%
	Total		49.39	68.05	18.66	37.8	134.94	50%
	Adjustment Amount			0.08	0.08	-	0.17	-
	Total		165.35	188.34	22.99	13.9	385.00	49%
Operating profit	Logistics		6.34	6.18	- 0.15	- 2.4	11.96	52%
	Non-Logistics	Trading & Commerce	0.47	0.65	0.18	37.7	1.02	63%
		Life Support	0.27	0.45	0.18	68.6	0.15	299%
		Business Support	0.14	0.39	0.25	184.5	0.67	58%
		Manufacturing	-	0.17	0.17	-	0.31	55%
	Total		0.87	1.65	0.78	89.6	2.15	77%
	Adjustment Amount		- 0.24	- 0.18	0.06	-	-0.91	-
	Total		6.97	7.66	0.69	9.8	13.20	58%

3. Summary of Operating Results by Segment (2) Logistics

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(Billion yen, %, PT)

		FY 3/2023 1Q (Previous FY)	FY 3/2024 1Q (Current FY)	YoY Change	
				Change	%
Operating revenue	Domestic logistics	81.31	82.50	1.20	1.5
	Cold chain logistics	15.60	16.03	0.43	2.8
	International logistics	11.94	12.00	0.06	0.5
	Maritime transport	7.11	9.68	2.57	36.2
	Total	115.96	120.22	4.26	3.7
Operating profit		6.34	6.18	-0.15	-2.4
Operating profit ratio		5.5	5.1	-0.4	

▼ Main factors of change

(Billion yen)

	YoY Change	
	Operating revenue	Operating profit
Acquisition of new customers	7.74	0.75
M&A	5.26	0.38
Revision of freight charges	0.90	0.90
Cost improvement, productivity improvement		0.26
Changes in cargo volume from existing customers	-9.65	-1.41
Effect of increase in basic salaries		-0.43
Effect of personnel system reform (from Oct. 2022)		-0.25
Rise in truck hiring expenses (including labor)		-0.19
Impact of power cost		-0.11
Other changes		-0.05
Total	4.26	-0.15

4. Summary of Operating Results by Segment (3) Trading & Commerce

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(Billion yen, %, PT)

		FY 3/2023 1Q (Previous FY)	FY 3/2024 1Q (Current FY)	YoY Change	
				Change	%
Operating revenue	Trading & commerce & sales	10.91	10.17	-0.74	-6.8
	Household paper wholesale	22.90	26.55	3.65	15.9
	International trade	4.86	4.57	-0.29	-5.9
	Total	38.67	41.29	2.62	6.8
Operating profit		0.47	0.65	0.18	37.7
Operating profit ratio		1.2	1.6	0.4	

▼ Main factors of change

(Billion yen)

	YoY Change	
	Operating revenue	Operating profit
Revision of prices	3.05	3.05
Impact of purchase price and forex fluctuations		-2.56
Acquisition of new customers	0.38	
Changes in trading volume from existing customers	-0.81	-0.10
Changes in other costs		-0.21
Total	2.62	0.18

5. Summary of Operating Results by Segment (4)

Life Support

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(Billion yen, %, PT)

	FY 3/2023 1Q (Previous FY)	FY 3/2024 1Q (Current FY)	YoY Change	
			Change	%
Operating revenue	8.48	11.89	3.41	40.3
Operating profit	0.27	0.45	0.18	68.6
Operating profit ratio	3.1	3.8	0.7	

▼ Main factors of change

(Billion yen)

	YoY Change	
	Operating revenue	Operating profit
M&A	2.73	-0.01
Acquisition of new customers	0.37	0.01
Changes in sales	0.07	0.10
Revision of prices	0.25	0.25
Impact of purchase price		-0.14
Power cost		-0.01
Changes in other costs		-0.02
Total	3.41	0.18

6. Summary of Operating Results by Segment (5) Business Support

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(Billion yen, %, PT)

	FY 3/2023 1Q (Previous FY)	FY 3/2024 1Q (Current FY)	YoY Change	
			Change	%
Operating revenue	2.24	3.17	0.92	41.2
Operating profit	0.14	0.39	0.25	184.5
Operating profit ratio	6.1	12.2	6.1	

▼ Main factors of change

(Billion yen)

	YoY Change	
	Operating revenue	Operating profit
Acquisition of new customers	0.54	0.10
M&A	0.47	
Hotel business	0.13	0.12
Revision of prices	0.03	0.03
Effect of increase in basic salaries		-0.01
Changes in sales, etc.	-0.25	0.01
Total	0.92	0.25

7. Summary of Operating Results by Segment (6) Manufacturing

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(Billion yen, %, PT)

	FY 3/2023 1Q (Previous FY)	FY 3/2024 1Q (Current FY)	YoY Change	
			Change	%
Operating revenue	- (11.42)	11.70	11.70 (0.28)	- (2.5)
Operating profit	- (0.09)	0.17	0.17 (0.08)	- (88.9)
Operating profit ratio	- (0.8)	1.4	- (0.6)	

*(): Reference values based on the same accounting standards

▼ Main factors of change

(Billion yen)

	YoY Change	
	Operating revenue	Operating profit
Revision of prices	0.79	0.79
Impact of purchase price		-0.60
Changes in sales volume	-0.31	-0.10
Other changes	-0.20	-0.01
Total	0.28	0.08

8. Summary of Operating Revenue in Each Business Area [Comparison with Previous Year]

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(Billion yen, %)

			FY 3/2023 1Q (Previous FY)	FY 3/2024 1Q (Current FY)	YoY Change		YoY Change Breakdown			
						%	Acquisition of new customers	Price revision	M&A	Changes in cargo volume, sales, etc.
		Food logistics	21.7	22.3	0.6	2.9	0.8	0.2	—	-0.4
		Chain store logistics	21.6	24.2	2.6	12.2	2.0	0.2	2.1	-1.6
		Fashion logistics	12.6	12.5	-0.1	-0.4	1.1	0.1	—	-1.3
		Others	11.8	16.2	4.4	37.0	1.6		3.2	-0.4
		Retail product logistics	67.6	75.2	7.6	11.2	5.5	0.5	5.3	-3.7
		Housing logistics	15.1	14.7	-0.4	-2.5	0.4	0.2	—	-0.9
		Chemicals logistics	22.7	20.8	-1.8	-8.1	1.1	0.2	—	-3.2
		Others, etc.	10.6	9.4	-1.1	-10.6	0.7		—	-1.9
Logistics			116.0	120.2	4.3	3.7	7.7	0.9	5.3	-9.7
Trading & Commerce			38.7	41.3	2.6	6.8	0.4	3.1		-0.8
Life Support			8.5	11.9	3.4	40.3	0.4	0.3	2.7	0.1
Business Support			2.2	3.2	0.9	41.2	0.5		0.5	-0.1
Manufacturing				11.7	11.7	—	—	—	11.7	—
Adjustment Amount				0.1	0.1	—	—	—	—	0.1
Total			165.3	188.3	23.0	13.9	9.0	4.2	20.2	-10.4

*Global logistics revenue included in the above

	Logistics	14.1	13.8	-0.4	-2.7
	Trading & Commerce	7.7	7.4	-0.3	-3.3
	Manufacturing		2.7	2.7	—
Global logistics		21.8	23.9	2.0	9.4
Composition (%)		13.2%	12.7%		

*Classifications have been revised after reviewing operations of customers as well as newly consolidated companies

9. Summary of Factors for Change Compared with Previous Year

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▼Main factors of change

(Billion yen)

	YoY Change							
	Logistics		Non-Logistics		Adjustment Amount		Total	
	Operating revenue	Operating profit	Operating revenue	Operating profit	Operating revenue	Operating profit	Operating revenue	Operating profit
Acquisition of new customers	7.74	0.75	1.29	0.11			9.03	0.86
M&A	5.26	0.38	14.90	0.08			20.16	0.46
Revision of freight charges and prices	0.90	0.90	3.33	3.33			4.23	4.23
Cost improvement, productivity improvement		0.26						0.26
Cargo volume from existing customers	-9.65	-1.41	-0.85	0.12	0.08		-10.42	-1.29
Impact of purchase price and forex fluctuations				-2.70				-2.70
Effect of increase in basic salaries and personnel system reform		-0.68		-0.02				-0.70
Rise in truck hiring expenses (including labor)		-0.19						-0.19
Impact of power cost		-0.11		-0.01				-0.12
Impact of fuel prices		0.05						0.05
Change in other costs		-0.10		-0.13		0.06		-0.17
Total	4.26	-0.15	18.66	0.78	0.08	0.06	22.99	0.69

+5.81

-5.12

*For revision of freight charges, the impact amount for all segments is totaled, and the impact of purchase price and forex fluctuations is set.

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