

SENKO Group Holdings Co., Ltd.

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

1. Summary of Operating Results for the First Quarter of the Fiscal Year Ending March 31, 2022



(Millions of yen, %)

	Fiscal Year Ended Fisc		Fiscal Year En	First Quarter of the Fiscal Year Ending March 31, 2022		je
	(Previous FY)	Margin	(Current FY)	Margin	Change	%
Operating revenue	133,330	_	148,102	_	14,771	11.1
Operating profit	4,231	3.2	6,095	4.1	1,863	44.0
Ordinary profit	4,197	3.1	6,381	4.3	2,183	52.0
Profit attributable to parent company shareholders	2,526	1.9	3,608	2.4	1,081	42.8

2. Summary of Operating Results for the First Quarter of the Fiscal Year Ending March 31, 2022 [Operating Revenue]



Year-on-year increase in revenue of ¥14.8 billion, 11.1% increase

 ACQUISITION OF NEW CUSTOMERS 	+	¥7.1BILLION
M&A	+	¥15.7BILLION
 REVISION OF FREIGHT CHARGES 	+	¥0.3BILLION
CARGO VOLUME FROM EXISTING CUSTOMERS	+	¥3.3BILLION
IMPACT OF APPLYING THE ACCOUNTING	-	¥11.7BILLION

3. Summary of Operating Results for the First Quarter of the Fiscal Year Ending March 31, 2022 [Profits]



Year-on-year increase in ordinary profit of ¥2.18 billion, 52.0% increase

 Acquisition of new customers 	+	¥0.86 billion	
• M&A	+	¥0.03 billion	
 Cost improvement, productivity improvement 	+	¥0.79 billion	+¥2.93 billion
 Revision of freight charges 	+	¥0.25 billion	
 Cargo volume from existing customers 	+	¥1.0 billion	
Impact of fuel prices	_	¥0.5 billion	
Increase in expenses	-	¥0.2 billion	⇒ -¥1.06 billion
 Effect of increase in basic salaries 	-	¥0.15 billion	- = 1.00 DIIIIOII
 Rise in truck hiring expenses (including labor) 	-	¥0.07 billion	
 Change in other costs 	-	¥0.14 billion	
Operating profit			→ +¥1.86 billion
 Non-operating revenues and expenses 			→ +¥0.32 billion
Ordinary profit			

4. Summary of Operating Revenue in Each Business Area for the First Quarter of the Fiscal Year Ending March 31, 2022



(Billion yen, %)

	First Quarter of	First Quarter of	YoY Change YoY ChangeBreakdown							
		the Fiscal Year Ended March 31, 2021 (Previous FY)	the Fiscal Year Ending March 31, 2022 (Current FY)	Change	w %	Acquisition of new customers	Price revision	M&A	Impact of applying the accounting standard for revenue recognition	Changes in cargo volume, etc.
	Food logistics	18.6	19.7	1.2	6.2	0.4		0.1	_	0.6
	Chain store logistics	19.4	20.5	1.1	5.5	0.9	0.1	_	_	0.1
	Fashion logistics	11.0	12.2	1.2	10.8	0.7		_	_	0.5
	Others	4.8	8.4	3.5	72.9	0.5		3.3	-0.6	0.3
Retail product logistics		53.9	60.8	6.9	12.9	2.6	0.1	3.4	-0.6	1.5
н	ousing logistics	14.0	14.4	0.4	3.1	0.6	0.1	_	1	-0.3
Ch	emicals logistics	17.9	20.0	2.1	11.9	8.0	0.1	1.0	0.2	0.2
	Others		7.3	1.4	24.7	0.4			l	1.0
Lo	Logistics		102.6	11.0	12.0	4.4	0.3	4.4	-0.4	2.4
Trading & Commerce		38.2	37.1	-1.1	-2.8	2.1	_	6.9	-11.0	1.0
Others		3.6	8.5	4.9	137.2	0.7	_	4.5	-0.2	_
	Total	133.3	148.1	14.8	11.1	7.1	0.3	15.7	-11.7	3.3

*Global logistics revenue included in the above

	Logistics	6.1	8.3	2.2	35.6
	Trading & Commerce	6.5	7.5	1.1	16.7
	Global logistics	12.6	15.8	3.2	25.9
Com	position (%)	9.5%	10.7%		

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

5. Summary of Operating Results by Segment for the First Quarter of the Fiscal Year SENKO



(1) Logistics

(Millions	of ven	, %, PT)
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	First Quarter of the Fiscal Year Ended March 31, 2021	First Quarter of the Fiscal Year Ending March 31, 2022	YoY Change	
	(Previous FY)	(Current FY)	Change	%
Operating revenue	91,593	102,553	10,959	12.0
Operating profit	3,751	5,839	2,087	55.6
Operating profit ratio	4.1	5.7	1.6	

▼ Main factors of change	(Billion yen)
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	Operating revenue	Operating profit
Acquisition of new customers	4.4	0.69
M&A	4.4	0.16
Cargo volume from existing customers	2.4	0.94
Cost improvement, productivity improvement		0.72
Impact of fuel price difference		-0.50
Others	-0.2	0.08
Total	11.0	2.09

Amid a recovery in cargo volume that had declined significantly in the same period due to the spread of the COVID-19 pandemic, both sales and profits increased mainly due to the efforts to expand sales, improve cost efficiency and improve productivity, as well as the M&As implemented in the previous fiscal year that contributed to earnings.

6. Summary of Operating Results by Segment for the First Quarter of the Fiscal Year SENKO



(Billion yen)

Operating profit

0.03

-0.14

0.07

-0.04

(2) Trading & Commerce

(Millions	of yen,	%, PT)

<u>2T)</u>	▼ Main factors of change					
		Operating revenue				
	M&A	6.9				
	Impact of applying the accounting standard for revenue recognition	-11.0				
.8	Changes in existing customers	1.0				
.7	Acquisition of new customers, etc.	2.0				
	Total	-1.1				
		_				

	First Quarter of the Fiscal Year Ended March 31, 2021	First Quarter of the Fiscal Year Ending March 31, 2022	YoY Change	
	(Previous FY)	(Current FY)	Change	%
Operating revenue	38,171	37,090	-1081	-2.8
Operating profit	820	782	-38	-4.7
Operating profit ratio	2.1	2.1	-	

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 the adoption of the Accounting Standard for Revenue Recognition and increased purchase prices in fuel sales.

7. Summary of Operating Results by Segment for the First Quarter of the Fiscal Year SENKO



(3) Others

Operating

profit ratio

	First Quarter of the Fiscal Year Ended March 31, 2021	First Quarter of the Fiscal Year Ending March 31, 2022	YoY Change	
	(Previous FY)	(Current FY)	Change	%
Operating revenue	3,565	8,459	4,893	137.2
Operating profit	-242	-310	-68	ı

-3.7

-6.8

▼ Main factors of ch	(Billion yen)	
	Operating revenue	Operating profit
M&A	4.5	-0.16
Acquisition of new customers, etc.	0.4	0.09
Total	4.9	-0.07

Sales increased mainly due to the efforts to make the membership-based wholesale and retail business operator, TERAUCHI CO., LTD., a consolidated subsidiary in January 2020, as well as to expand sales and improve cost efficiency. However, profits decreased due to the continued impact of the spread of the COVID-19 pandemic.

(Millions of yen, %, PT)

SENKO

Moving Global

物流を超える、世界を動かす、ビジネスを変える。