

SENKO Group Holdings Co., Ltd.

Financial Summary for the First Quarter of the Fiscal Year Ending March 31, 2023

1. Summary of Operating Results for the First Quarter of the FY Ending March 31, 2023



(Million yen, %)

	FY 3/2022 1Q		FY 3/2023 1Q		YoY Change	
	(Previous FY)	Margin	(Current FY)	Margin	Change	%
Operating revenue	148,102	_	165,345	-	17,242	11.6
Operating profit	6,091	4.1	6,973	4.2	881	14.5
Ordinary profit	6,377	4.3	7,430	4.5	1,052	16.5
Profit attributable to parent company shareholders	3,616	2.4	4,363	2.6	747	20.7

2. Summary of Operating Results for the First Quarter of the FY Ending March 31, 2023 [Operating Revenue]



Year-on-year increase in revenue of ¥17.2 billion, 11.6% increase

 ACQUISITION OF NEW CUSTOMERS 	+	¥7.6 BILLION
• M&A	+	¥8.0 BILLION
 REVISION OF FREIGHT CHARGES 	+	¥0.2 BILLION
CARGO VOLUME FROM EXISTING CUSTOMERS	+	¥1.5 BILLION

3. Summary of Operating Results for the First Quarter of the FY Ending March 31, 2023 [Profits]



Year-on-year increase in ordinary profit of ¥1.05 billion, 16.5% increase

Acquisition of new customers	+	¥0.96 billion		
M&A	+	¥0.34 billion		
Revision of freight charges	+	¥0.23 billion	\Diamond	+ ¥2.18 billion
 Cost improvement, productivity improvement 	+	¥0.18 billion		
 Cargo volume from existing customers 	+	¥0.47 billion		
Impact of fuel prices	-	¥0.38 billion		
Effect of increase in basic salaries	-	¥0.33 billion	_	V4 20 Lillia
 Increase in expenses 	-	¥0.16 billion		- ¥1.30 billion
 Rise in truck hiring expenses (including labor) 	-	¥0.10 billion		
Change in other costs	-	¥0.33 billion		
Operating profit			\Rightarrow	+ ¥0.88 billion
Non-operating revenues and expenses			\Diamond	+ ¥0.17 billion
Ordinary profit			\$	+ ¥1.05 billion

4. Summary of Operating Revenue in Each Business Area for the First Quarter of the FY Ending March 31, 2023



*Change of segmental accounting standard is currently underway.

(Billion yen, %)

			FValage		yoY Change		YoY Change Breakdown			
		FY 3/2022 FY 3/2023 1Q 1Q	1010	.o. change		Price		Changes in		
			(Previous FY)	(Current FY)	Change	%	of new customers	revision	M&A	cargo volume, etc.
		Food logistics	19.7	21.7	1.9	9.7	1.3		0.1	0.5
		Chain store logistics	20.5	21.6	1.1	5.5	0.9		_	0.2
		Fashion logistics	12.3	12.6	0.3	2.3	1.5		-	-1.2
		Others	8.0	11.8	3.8	46.9	0.8		2.3	0.7
	Retail p	product logistics	60.5	67.6	7.1	11.7	4.5		2.5	0.1
	Housin	g logistics	14.4	15.1	0.7	4.8	0.5	0.1	1	
	Chemic	cals logistics	19.8	22.7	2.9	14.6	0.9	0.1	0.7	1.3
	Others		9.9	10.6	0.6	6.4	1.0		1	-0.4
Logisti	cs		104.6	116.0	11.3	10.8	6.9	0.2	3.2	1.0
Trading & Commerce		35.4	38.7	3.3	9.2	0.6	_	3.4	-0.7	
Life Support Business		6.4	8.5	2.0	31.5	_	-	1.1	0.9	
Busine	ss Supp	ort Business	1.6	2.2	0.6	39.0		_	0.3	0.2
Total			148.1	165.3	17.2	11.6	7.6	0.2	8.0	1.5

*Global logistics revenue included in the above

	Logistics	7.8	14.1	6.4	82.5
	Trading & Commerce	7.5	7.7	0.2	2.6
Global	logistics	15.2	21.8	6.6	43.3
Composition (%)		10.3%	13.2%		

^{*}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 FY Ending SENKO March 31, 2023 - (1)

(1) Logistics

*Change of segmental accounting standard is currently underway.

(Billion yen, %, PT)

		FY 3/2022 FY 3/2023 1Q 1Q		YoY Change	
		(Previous FY)	(Current FY)	Change	%
Ope	Domestic logistics	78.41	81.31	2.90	3.7
Operating	Cold chain logistics	14.25	15.60	1.36	9.5
j revenue	International logistics	6.38	11.94	5.56	87.1
nue	Maritime transport	5.61	7.11	1.50	26.7
	Total	104.65	115.96	11.31	10.8
Opera	iting profit	5.73	6.34	0.61	10.6
Opera	iting profit ratio	5.5	5.5		

▼ Main factors of change

(Billion ven)

<u> </u>	(Billion yell)	
	Operating revenue	Operating profit
Acquisition of new customers	6.9	0.94
M&A	3.2	0.09
Revision of freight charges	0.2	0.23
Cargo volume from existing customers	1.0	0.10
Cost improvement, productivity improvement		0.18
Impact of fuel price difference		-0.38
Effect of increase in basic salaries		-0.33
Change in other costs		-0.23
Total	11.3	0.61

Amid a recovery in cargo volume in line with the normalization of economic and social activities in the wake of the COVID-19 pandemic, both sales and profits increased due to efforts to acquire new customers and revise freight charges, 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 FY Ending SENKO March 31, 2023 - (2)

(2) Trading & Commerce

*Change of segmental accounting standard is currently underway.

(Billion yen, %, PT)

		FY 3/2022 1Q	FY 3/2023 1Q	YoY C	hange
		(Previous FY)	(Current FY)	Change	%
Operating	Trading & commerce & sales	11.08	10.91	-0.17	-1.5
	Household paper wholesale	20.09	22.90	2.80	14.0
revenue	International trade	4.22	4.86	0.64	15.1
	Total	35.40	38.67	3.27	9.2
Opera	iting profit	0.63	0.47	-0.16	-25.3
Opera	iting profit ratio	1.8	1.2	-0.6	

	′ Main	factors	of ch	ange
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(Billion yen)

	Operating revenue	Operating profit
M&A	3.4	-0.01
Impact of forex fluctuations		-0.06
Acquisition of new / change in existing customers, etc.	-0.1	-0.09
Total	3.3	-0.16

Sales improved while profits declined. Contributions to earnings came from Cartas Co., Ltd. (a household paper wholesaler that became a consolidated subsidiary in the previous fiscal year) and efforts to acquire new customers and improve costs. At the same time, there was reduced demand for packaging materials used for takeout and delivery, and rising purchase prices due to the weaker yen.

7. Summary of Operating Results by Segment for the First Quarter of the FY Ending SENKO March 31, 2023 - (3)

(3) Life Support Business

*Change of segmental a	(E	Billion yen, %, PT)		
	FY 3/2022 FY 3/2023 1Q 1Q		YoY C	hange
	(Previous FY)	(Current FY)	Change	%
Operating revenue	6.44	8.48	2.03	31.5
Operating profit	-0.32	0.27	0.58	-
Operating profit ratio	-4.9	3.1	8.0	

lacksquare	Main	factors	of	change
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(Billion yen)

	Operating revenue	Operating profit
M&A	1.1	0.28
Acquisition of new / change in existing customers, e	0.9	0.30
Total	2.0	0.58

Both sales and profits increased thanks to a recovery in the number of users and visitors accompanying the normalization of daily life as the pandemic eased, as well as the opening of new stores and the contribution of M&A activities carried out in the previous fiscal year.

8. Summary of Operating Results by Segment for the First Quarter of the FY Ending SENKO March 31, 2023 - (4)

(4) Business Support Business

*Change of segmental accounting standard is currently underway.

(Billion yen, %, PT)

	FY 3/2022 1Q	FY 3/2023 1Q	YoY Change	
	(Previous FY)	(Current FY)	Change	%
Operating revenue	1.61	2.24	0.63	39.0
Operating profit	0.04	0.14	0.10	242.8
Operating profit ratio	2.5	6.1	3.6	

▼Main factors of change

(Billion yen)

	Operating revenue	Operating profit
M&A	0.3	0.03
Acquisition of new / change in existing customers, etc	0.3	0.07
Total	0.6	0.10

Sales and profit increased due to efforts to acquire new customers and improve costs, as well as the contribution of M&A activities carried out in the previous fiscal year.

SENKO

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