



August 8, 2024

The 1st Quarter of FY2024 (Ended June 30, 2024) Financial Results Briefing

LOGISTEED, Ltd.

1Q of FY2024 Financial Results

- **Overview**
- **Breakdown by Group**
- **Overseas Results by Region**
- **<Reference> Results by Business Category**

(Unit: 100 million yen, rounded off to the nearest integer. < >: profit ratios (%).)

| | FY2023 | | FY2024 | | |
|---|------------|--------------------------|--------|--------|--|
| | 1Q | | 1Q | | |
| | Results | Results | Y o Y | | |
| | | | % | change | |
| Revenues | 1,947 | 2,104 | 108% | +157 | |
| Adjusted operating income | <4.8> 94.0 | <5.0> 106.1 | 113% | +12.1 | |
| EBIT (Earnings before interest and taxes) | <3.9> 75.8 | <6.0> 126.1 | 166% | +50.3 | |
| Net income attributable to stockholders of the parent company | <1.1> 21.7 | <3.5> 73.3 | 337% | +51.6 | |

(Unit: 100 million yen, rounded off to nearest integer. < >: composition ratio (%). (): increase/decrease change)

| | | Revenues | | | Adjusted operating income | | |
|-------------------------------|---|---|-------|------|---------------------------|----------|------|
| | | 1Q | Y o Y | 1Q | Y o Y | | |
| Organic | Domestic logistics | <49> | 933 | 103% | 47.6 | 128% | |
| | Global logistics | Overseas | <44> | 848 | 117% | 43.9 | 117% |
| | | Allocated to domestic companies (freight forwarding and others) | <4> | 85 | 89% | 3.8 | 54% |
| | Subtotal | | <49> | 933 | 114% | 47.7 | 107% |
| | Others (logistics-related businesses, etc.) | | <2> | 45 | 114% | 3.5 | 95% |
| Total | | <100> | 1,911 | 108% | 98.8 | 116% | |
| Vantec Group | Domestic logistics | <75> | 157 | 103% | 5.6 | 67% | |
| | Global logistics (overseas) | | <25> | 52 | 125% | 1.8 | 553% |
| | Total | | <100> | 209 | 107% | 7.3 | 86% |
| Consolidated adjustment, etc. | | - | -16 | (-2) | -0.0 | (-0.1) | |
| Total | Domestic logistics | <51> | 1,080 | 103% | 52.8 | 117% | |
| | Global logistics | Overseas | <43> | 900 | 117% | 46.1 | 120% |
| | | Allocated to domestic companies (freight forwarding and others) | <4> | 85 | 89% | 3.8 | 54% |
| | Subtotal | | 47% | 985 | 114% | 47% 49.9 | 110% |
| | Others (logistics-related businesses, etc.) | | <2> | 40 | 114% | 3.5 | 95% |
| Total | | <100> | 2,104 | 108% | 106.1 | 113% | |

47% Indicates a ratio of Global logistics.



1Q of FY2024 Results (Overseas Results by Region)

(Unit: 100 million yen, rounded off to the nearest integer. < >: profit ratios (%).)

| | Revenues | | | Adjusted operating income | | |
|-------------------------------|----------|------------|---------------------------|---------------------------|-----------------------|---------------------------|
| | FY2023 | FY2024 | | FY2023 | FY2024 | |
| | 1Q | 1Q | Y o Y | 1Q | 1Q | Y o Y |
| North America | 200 | 244 | 122% | 9.6 | 16.8 | 175% |
| Europe* ¹ | 327 | 411 | 126% | 23.5 | 19.8 | 85% |
| Asia* ² | 144 | 156 | 109% | 7.8 | 7.6 | 98% |
| China | 97 | 90 | 92% | 2.3 | 3.4 | 149% |
| Consolidated adjustment, etc. | -0.1 | -0 | (+0.4) 100 million yen | -4.7 | -1.4 | (+3.3) 100 million yen |
| Total | 767 | 900 | 117% | <5.0%> 38.3 | <5.1%> 46.1 | 120% |

*1. Including Turkey. *2. Including Oceania and others.

Reference Results by Business Category (Estimated)

(Unit: 100 million yen)

| | | Revenues | | |
|-----------------------|---------------------------|---------------|--------------|--------------|
| | | 1Q of FY2022* | 1Q of FY2023 | 1Q of FY2024 |
| | Domestic | 902 | 905 | 929 |
| | Overseas | 328 | 370 | 449 |
| | 3PL | 1,230 | 1,275 | 1,378 |
| | Domestic | 108 | 94 | 84 |
| | Overseas | 334 | 203 | 221 |
| | Freight Forwarding | 442 | 297 | 305 |
| | Domestic | 128 | 147 | 151 |
| | Overseas | 162 | 194 | 232 |
| | Automobile | 291 | 341 | 383 |
| Other services | | 32 | 34 | 38 |
| Total | | 1,995 | 1,947 | 2,104 |

*Figures of the 1Q of FY2022 are those of L-management.



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Taking on the Future



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