



November 13, 2024

The 2nd Quarter of FY2024 (Ended September 30, 2024) Financial Results Briefing

LOGISTEED, Ltd.

2Q of FY2024 Financial Results

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

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

	FY2023		FY2024		
	1H		1H		
	Results	Results	Y o Y		
			%	change	
Revenues	3,909	4,252	109%	+342	
Adjusted operating income	<5.0> 195.8	<5.1> 216.5	111%	+20.7	
EBIT (Earnings before interest and taxes)	<4.2> 164.9	<5.0> 212.8	129%	+47.9	
Net income attributable to stockholders of the parent company	<1.2> 46.8	<6.6> 281.7[*]	602%	+234.8	

*Including the impact of recording deferred tax assets related to asset liquidation implemented in the fiscal year ended March 2024.

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

		Revenues			Adjusted operating income		
		1H	Y o Y	1H	Y o Y		
Organic	Domestic logistics	<49>	1,887	104%	92.3	133%	
	Global logistics	Overseas	<44>	1,709	117%	92.2	112%
		Allocated to domestic companies (freight forwarding and others)	<5>	178	99%	7.7	56%
	Subtotal		<49>	1,887	115%	99.9	104%
	Others (logistics-related businesses, etc.)		<2>	95	115%	9.7	87%
	Total		<100>	3,869	109%	201.8	114%
Vantec Group	Domestic logistics	<76>	317	102%	11.5	63%	
	Global logistics (overseas)		<24>	100	111%	3.1	335%
	Total		<100>	416	104%	14.6	77%
Consolidated adjustment, etc.		-	-34	(-5)	-0.0	(-0.1)	
Total	Domestic logistics	<51>	2,183	103%	103.4	119%	
	Global logistics	Overseas	<43>	1,808	117%	95.7	114%
		Allocated to domestic companies (freight forwarding and others)	<4>	177	99%	7.7	56%
	Subtotal		47%	1,985	115%	48% 103.4	106%
	Others (logistics-related businesses, etc.)		<2>	84	115%	9.7	87%
	Total		<100>	4,252	109%	216.5	111%

47% Indicates a ratio of Global logistics.



1H of FY2024 Results (Overseas Results by Region)

(Unit: 100 million yen, rounded off to the nearest integer, < >: profit ratios (%), increase/decrease change)

	Revenues			Adjusted operating income		
	FY2023	FY2024		FY2023	FY2024	
	1H	1H	Y o Y	1H	1H	Y o Y
North America	412	484	117%	21.9	30.6	140%
Europe* ¹	661	829	125%	47.2	45.1	96%
Asia* ²	286	319	112%	15.8	16.4	103%
China	186	176	95%	5.8	5.7	99%
Consolidated adjustment, etc.	-1	-0	(+0.7) 100 million yen	-6.8	-2.1	(+4.7) 100 million yen
Total	1,544	1,808	117%	<5.4%> 83.9	<5.3%> 95.7	114%

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



Reference Results by Business Category (Estimated)

(Unit: 100 million yen)

		Revenues		
		1H of FY2022*	1H of FY2023	1H of FY2024
	Domestic	1,833	1,819	1,880
	Overseas	617	747	903
	3PL	2,450	2,566	2,783
	Domestic	265	176	177
	Overseas	710	395	466
	Freight Forwarding	976	571	643
	Domestic	271	297	303
	Overseas	355	404	441
	Automobile	626	702	744
Other services	69	71	82	
Total	4,120	3,909	4,252	

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



Completion of a tender offer for ALPS LOGISTICS CO., LTD. (Oct. 2024)

■ Acquired about 46%*1 of ALPS LOGISTICS CO., LTD. and made it our consolidated subsidiary*2 (as of Oct. 11, 2024)

 **ALPS LOGISTICS CO., LTD.**

Further accelerate business growth

Bolster network



 **LOGISTEED**

Establish a solid position in 3PL sector in Japan

Enter the electronic component domain non-continuously and acquire quality customers

Added value to grow and increase corporate value

Complement, reinforce logistics service and network

Share operational excellence

Pursue operational leverage

*1. Voting right ownership ratio *2. In accordance with IFRS 10 in light of "Master Agreement" signed on May 9, 2024, etc.



North America/Europe

- **U.S.: (Construction Machinery) Opened a parts center for a customer**



- Location: Salt Lake City, U.S.
- Floor space: approx. 16,000m² • Start of operation: Sep. 2024

- **Spain: (Industrial machinery) Opened a logistics center for customers**



- Location: Barcelona, Spain
- Floor space: approx. 29,000m² • Start of operation: Oct. 2024

Japan/Asset-light strategy

- **(Cosmetics/Pharmaceutical, etc.) Opened a logistics center for customers**



- Location: Ogori, Fukuoka • Start of operation: Aug. 2024
- Floor space: approx. 28,000m²
(including hazardous substances warehouse of approx. 900m²)

- **Promote asset-light strategy (Sale and leaseback)**
⇒ Liquidated our 2 domestic logistics centers



- Heiwajima I DC
(Transferred in Sep. 2024)



- Kansai III Medical DC
(Scheduled to be transferred in Jan. 2025)



Introduced autonomous mobile collaborative robot developed in-house to a logistics center (Sep. 2024)

■ Autonomous mobile collaborative robot “AutonMate”

~Optimize workflows with group control to mitigate workers' burden~



<Features of AutonMate>

- (1) Assist with picking by moving on the shortest route through group control
- (2) Require no dedicated robot areas (reduce initial costs)
- (3) Allow users to create warehouse maps and set parameters (make it easy to change warehouse layouts and reduce running costs)

SSCV-Safety : Certified as a device to prevent overwork driving by MLIT*1 (Sep. 2024)

■ IT-based remote roll call function was evaluated (the cloud server, linkage of breathalyzer, video calls)



*1. Ministry of Land, Infrastructure, Transport and Tourism

SSCV-Safety : Safe driving educational content distribution service through AI drive recorder video footage analysis (Sep. 2024)

■ Contribute to solving issues in the transport sector through collaborative innovation with SOMPO*2

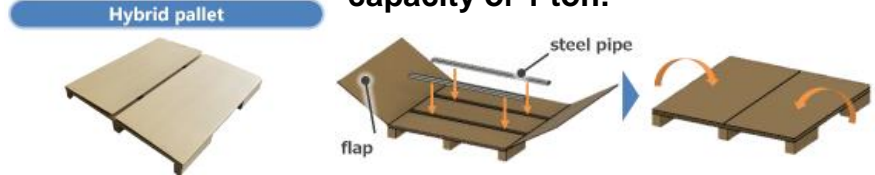
<Features of service>

- (1) Distribute effective educational contents tailored to the near-miss experiences actually encountered by drivers
- (2) Reduce the burden of education for managers and service usage costs by targeting only drivers requiring training

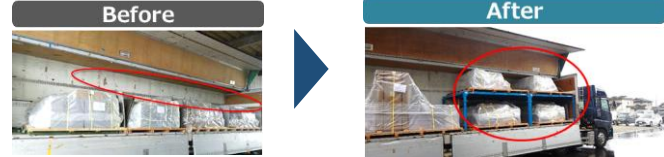
*2. Sompo Japan Insurance Inc. and Sompo Risk Management Inc.

Received 3 awards at the Japan Packaging Contest “Logistics Award” and “Transport Packaging Award” (Aug. 2024)

- **Logistics Award: Recyclable hybrid pallets with a load capacity of 1 ton!**



- **Transport Packaging Award: Decks for stacking cargo with detachable stanchions**



■ **Improvement effect**
No. of vehicles: down by 40%, CO₂ emissions: down by 45%

- **Transport Packaging Award: Wooden boxes with ramps for small electron microscopes**



Published Integrated Report 2024 (Sep. 2024)

- **Promote M&A, Asset-light strategy, DX strategy, Sustainability management toward the achievement of “LOGISTEED2030” under the new organization**



Value Creation Story



Message from the CEO

Website renewal (Oct. 2024)

- **Strengthen information dissemination capabilities to achieve “LOGISTEED 2030”**



<Overview>

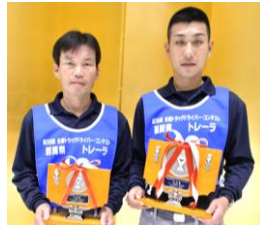
- Launch Date : Oct. 28, 2024
- URL : No change
- English site : <https://www.logisteed.com/en/>

The 56th National Truck Driver Contest (Oct. 2024)

Our Group's drivers won in 4-ton, 11-ton, Trailer and Women's Divisions



•4-ton division
2nd : Mr. Takanozawa
5th : Mr. Yokoi



•Trailer division
2nd : Mr. Mochizuki
4th : Mr. Honda



•11-ton division
3rd : Mr. Yamamoto



•Women's division
3rd : Ms. Kawabata

The 39th National Forklift Driving Competition (Sep. 2024)

Our Group's forklift operators won in General and Women's Divisions



•General division
2nd : Mr. Osawa



3rd : Mr. Tamura



•Women's division
4th : Ms. Miyamoto



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Taking on the Future



LOGISTEED