



June 28, 2024

**FY2023**  
**(Year Ended March 31, 2024)**  
**Financial Results Briefing**

**LOGISTEED, Ltd.**

## FY2023 Financial Results

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- **Breakdown by Segment**
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# **FY2023 (Year Ended March 31, 2024) Overview of Financial Results**

\*1. The Company has taken over all of LOGISTEED, Ltd.'s (after changing its name on March 1, 2024 to L-management) business through an absorption-type split effective on March 1, 2024. The actual figures for FY2023 in this document are the consolidated performance figures with LOGISTEED Group, Ltd. (after changing its name on March 1, 2024 to LOGISTEED, Ltd. (hereinafter: LD)) at the top, and the actual figures for FY2022 are presented with reference to the figures for L-management.

\*2. In order to more appropriately reflect the actual business results, from the Fiscal Year ended March 31, 2024, Adjusted operating profit will be calculated by subtracting other income from Operating profit and adding Other expenses, Amortization of intangible assets identified through business combinations, and Stock-based compensation expenses (excluding those related to performance-based stock compensation plans). The actual figures for the Fiscal Year ended March 31, 2023 reflect this change.

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

	(Reference)FY2022		FY2023	
		Results		Results
Revenues		8,143		<b>8,002</b>
Adjusted operating income	<5.9>	480.0	<4.9>	<b>389.0</b> (*443.1)
EBIT (Earnings before interest and taxes)	<5.6>	452.9	<2.4>	<b>191.2</b>
Net income attributable to stockholders of the parent company	<3.1>	255.2	<7.3>	<b>582.5</b>

\*The figures except for increasing impact of the amortization by valuation of fixed Asset following company merger(hereinafter: impact by measure)

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

		(Reference)FY2022		FY2023		
		Revenues	Adjusted operating income	Revenues	Adjusted operating income <small>Except for impact of Measure, etc. *</small>	
Domestic logistics		4,240	240.0	<53> 4,275	199.7	273.5
Global logistics	Overseas	3,261	191.0	<40> 3,222	146.3	132.2
	Allocated to Domestic companies (Freight Forwarding, etc.)	498	31.6	<4> 352	21.2	17.1
		3,759	222.6	<span style="border: 1px solid red; border-radius: 50%; padding: 2px;">45%</span> 3,574	<span style="border: 1px solid red; border-radius: 50%; padding: 2px;">43%</span> 167.5	<span style="border: 1px solid red; border-radius: 50%; padding: 2px;">34%</span> 149.3
Other (Logistics-related business, etc.)		144	17.4	<2> 153	21.9	20.4
<b>Total</b>		<b>8,143</b>	<b>480.0</b>	<100> <b>8,002</b>	<b>389.0</b>	<b>443.1</b>

   Indicates a ratio of Global logistics.

\*Excluding the impact of measures and changes to company-wide cost allocation rates.



# FY2023 Results (Overseas results by Region)

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

		(Reference)FY2022		FY2023		
		Revenues	Adjusted operating income	Revenues	Adjusted operating income	Except for the impact of measure, etc. * 3
Overseas	North America	836	43.2	833	32.5	35.3
	Europe * 1	1,198	87.2	1,456	82.1	72.0
	Asia * 2	696	43.9	577	28.9	26.0
	China	532	24.4	358	7.3	3.3
	Consolidated adjustment, etc.	-1	-7.6	-1	-4.4	-4.4
	Total	3,261	<5.9%> 191.0	3,222	<4.5%> 146.3	<4.1%> 132.2

\*1. Including Turkey. \*2. Including Oceania and others. \*3. Excluding the impact of measures and changes to company-wide cost allocation rates.

## Reference

### Results by Business Category (Estimated)

(Unit: 100 million yen)

		Revenues		
		<Ref.>FY2021(Results)	<Ref.>FY2022(Results)	FY2023(Results)
	Domestic	3,653	3,696	3,682
	Overseas	939	1,283	1,617
<b>3PL</b>		<b>4,593</b>	<b>4,979</b>	<b>5,299</b>
	Domestic	434	492	346
	Overseas	1,262	1,236	782
<b>Freight Forwarding</b>		<b>1,696</b>	<b>1,728</b>	<b>1,128</b>
	Domestic	520	557	606
	Overseas	499	737	817
<b>Automobile</b>		<b>1,019</b>	<b>1,293</b>	<b>1,423</b>
<b>Other services</b>		<b>129</b>	<b>142</b>	<b>153</b>
<b>Total</b>		<b>7,436</b>	<b>8,143</b>	<b>8,002</b>



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Taking on the Future

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