



February 14, 2025

The 3rd Quarter of FY2024 (Ended December 31, 2024) Financial Results Briefing

LOGISTEED, Ltd.



3Q of FY2024 Financial Results

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



3Q of FY2024 Results (Overview)

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

	FY2023		FY2024		
	3Q (9months)		3Q (9months)		
	Results ^{*1}		Results	Y o Y	
				%	change
Revenues		5,949	6,693	113%	+744
		5,949			
Adjusted operating income	<5.1>	303.0	<5.3> 353.2	117%	+50.2
	<5.9>	348.2			
EBIT (Earnings before interest and taxes)	<2.5>	147.9	<4.2> 284.4	192%	+136.5
	<4.1>	245.9			
Net income attributable to stockholders of the parent company	< - >	-4.9	<4.2> 283.2 ^{*2}	-	+288.1
	<1.7>	99.9			

*1. The lower row is the results of the former LOGISTEED, Ltd. (L-Management.)

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



3Q 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	
	3Q (9months)	3Q (9months)	Y o Y	3Q (9months)	3Q (9months)	Y o Y
North America	620	710	115%	30.9	38.0	123%
Europe ^{*1}	1,048	1,253	120%	72.3	78.9	109%
Asia ^{*2}	430	483	112%	24.0	24.1	100%
China	276	268	97%	9.3	8.8	95%
Consolidated adjustment, etc.	-1	-0	(+0.8) 100Million yen	-9.0	-7.0	(+2.0) 100Million yen
Total	2,373	2,714	114%	<5.4%> 127.5	<5.3%> 142.8	112%

<Reference>Including ALPS LOGISTICS Group^{*3}

Total	2,373	2,811	118%	<5.4%> 127.5	<5.3%> 148.3	116%
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*1. Including Turkey *2. Including Oceania and others *3. ALPS LOGISTICS Group has been consolidated from October 11, 2024.



3Q of FY2024 Results (Breakdown by Business category)

Reference

Results by Business Category (Estimated)

(Unit : 100 million yen)

		Revenues		
		3Q (9months) of FY2022 ^{*1}	3Q (9months) of FY2023	3Q (9months) of FY2024 ^{*2}
	Domestic	2,771	2,752	3,016 (2,820)
	Overseas	951	1,177	1,439 (1,366)
	3PL	3,722	3,929	4,455 (4,186)
	Domestic	389	261	275 (265)
	Overseas	1,006	581	730 (692)
	Freight Forwarding	1,395	843	1,005 (957)
	Domestic	416	455	463
	Overseas	545	612	645
	Automobile	961	1,068	1,108
Other services		102	110	125
Total		6,180	5,949	6,693

*1. Figures of the 3Q (9months) of FY2022 are those of L-management

*2. ():Excluding the impact of the consolidation of ALPS LOGISTICS Group

Asia/Cold Chain and Medical

■ Thailand: Opened a multi-functional logistics center (Cold chain, etc.)



- Location: Bangkok, Thailand
- Start of operation: Jan. 2025
- Floor space: approx. 49,000m²
(frozen, refrigerated, air-conditioned, ambient temperature)

■ Obtained "CEIV Pharma*" quality certification for pharmaceutical transportation

<FY2024: Acquisition status>

- Oct. 2024: Shanghai Pudong International Airport, China
- Oct. 2024: Suvarnabhumi International Airport, Thailand
(The first certification for a Japanese logistic company)
- Dec. 2024: Changi International Airport, Singapore

⇒ Strengthening the international pharmaceutical transport network
(In addition to the above, the company group has obtained in Japan (Narita and Kansai), Hong Kong, and Amsterdam)

* Internationally unified global standard developed by International Air Transport Association (IATA) as a quality certification for pharmaceutical temperature-controlled air transportation.

Domestic/Medical and Chemicals

■ Hyogo: Opened a logistics center for Pharmaceutical customers



- Location: Sanda, Hyogo
- Start of operation: Dec. 2024
- Floor space: approx. 34,000m² (with hazardous substances warehouse)

■ Kyoto: Opened hazardous substances warehouses for Chemical customers



- Location: Kameoka, Kyoto
- Start of operation: Jan. 2025
- Floor space: approx. 9,600m² (consisting of seven warehouses)



SSCV-Safety: Introduces "Remote roll call"^{*1} function (Jan. 2025)

- Reduce carriers' workload with remote roll call using IT equipment



*1. Remote roll call can be performed at non-G-mark business sites if the device and system performance requirements are met

SCDOS: EcoLogiPortal^{*2} collaborates with "ASUENE" (Nov. 2024)

- EcoLogiPortal was added to Asuene Store^{*3} lineup
⇒ Visualization of CO₂ emissions and centralized management through data linkage allow companies to explore optimal solutions, contributing to decarbonization management



*2. CO₂ emissions solution of our supply chain optimization service SCDOS

*3. CO₂ reduction solutions marketplace operated by Asuene Inc.

SSCV-Safety : Received "Minister of Land, Infrastructure, Transport and Tourism Award" and "Gold Prize"

- Received "Gold Prize" at Safety Driving Award 2024^{*4} (transportation business category)(Nov. 2024)

<Highlights of evaluation>

- Research on accident risk prediction through industry-government-academia collaboration
- Reduction of near-misses and accidents with DX
- Contribution to the reduction of health-related accidents across the industry through cooperation with government agencies



*4. An award sponsored by Nikkei Business that recognizes companies making excellent efforts to reduce traffic accidents

- Received "Minister of Land, Infrastructure, Transport and Tourism Award" at Transport Safety Management Excellent Business Operator Award 2024^{*5} (Dec. 2024)

<Highlights of evaluation>

- Establishment of a system to analyze driver health and driving data through industry-academia collaboration
- Contribution to improvement of driver safety through introduction of the system



*5. An award that recognizes business operators, etc. that have made significant achievements in transportation safety management

Completed procedures for consolidation of ALPS LOGISTICS CO., LTD. (Jan. 2025)

- **Oct. 11, 2024:** The tender offer for ALPS LOGISTICS CO., LTD. ended successfully, and the Group became the LOGISTEED's consolidated subsidiary.
 - **Dec. 17, 2024:** The company's shares were delisted from TSE Prime Market
 - **Dec. 19, 2024:** The company's share consolidation took effect.
 - **Jan. 30, 2025:** The company conducted capital increase/reduction and share buyback
- (Ratio of investment*1: LOGISTEED 80%: ALPS ALPINE CO., LTD. 20%)

*1. Ratio of voting rights held in the Company's subsidiary LDEC Ltd. (Holds all shares of ALPS LOGISTICS CO., LTD.)

Received ITER Award from ITER Organization (Nov. 2024)

- **Our transportation service for the main equipment of TF coil*2 was highly evaluated on project aiming to realize the world's first "nuclear fusion experimental reactor (ITER)."**



*2. One-stop transportation of nine units of superconducting Toroidal Field coils (TF coils) in cooperation with DAHER (France)

Jointly received "Logistics Structural Reform Award" at Excellent Logistics Partnership Commendation Program 2024 (Dec. 2024)

■ Outline of Initiatives

"New Kansai Distribution Center" was established with functions as a DC and a consolidated center for three temperature zones (ambient, refrigerated, and frozen), reducing transportation between logistics centers.

■ Business operators

SEIJO ISHII CO., LTD., TOKYO EUROPE TRADING CO., LTD., nakato Co., Ltd. and LOGISTEED West Japan, Ltd.

■ Improvement Effect

- Transportation between logistics centers: reduced by 75 trucks/month
- Store delivery: reduced by 62 trucks/month
- CO₂ emissions: reduced by 387.2t/year
- Work time: reduced by 9,900h

Achieved World No.1 in Supply Chain Management Competition (Dec. 2024)

- **Our team achieved first place for the first time at the Global Professional Challenge 2024, a world SCM competition*3**



*3. A world competition held annually by Inchainge (The Netherlands) as a SCM training event



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Taking on the Future



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