



November 13, 2023

The 2nd Quarter of FY2023 (Ended September 30, 2023) Financial Results Briefing

LOGISTEED, Ltd.



2Q of FY2023 Financial Results

- Overview
- Breakdown by Group
- Detail of Variations for Revenues/Adjusted Operating Income
- Overseas Results by Region
- <Reference> Results by Business Category
- Topics

(Reinforce/Expand Overseas Business, Evolve Smart Logistics, Transportation DX(SSCV), Solidify ESG Management Base, Others)



1H of FY2023 Results (Overview)

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

	FY2022		FY2023			
	1H		1H			
	Results		Results		Y o Y	
					%	Change
Revenues	4,120	3,909	95%	-211		
Adjusted operating income	<5.8> 239.1	<5.6> 217.1	91%	-22.0		
EBIT (Earnings before interest and taxes)	<6.0> 247.9	<5.5> 216.0	87%	-31.8		
Net income attributable to stockholders of the parent company	<3.7> 150.9	<2.7> 104.0	69%	-46.9		



1H of FY2023 Results (Breakdown by Group)

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

		Revenues			Adjusted operating income		
		1H	Y o Y	1H	Y o Y		
Organic	Domestic logistics	<51>	1,818	100%	83.0	100% 78%	
	Global logistics	Overseas	1,455	91%	94.2	91%	
		<small>Allocated to domestic companies (freight forwarding and others)</small>	<5>	181	67%	13.4	100%
	Subtotal		<46>	1,636	88%	107.6	76% 92%
	Others(logistics-related businesses, etc.)		<2>	82	105%	11.1	146%
Total		<100>	3,537	94%	201.6	89% 87%	
Vantec Group	Domestic logistics	<78>	311	108%	18.7	174%	
	Global logistics (overseas)		<22>	90	103%	0.9	60%
	Total		<100>	402	107%	19.5	129% 160%
Consolidated adjustment/amortization of customer-related intangible assets of VANTEC Group, etc.		-	-29	(-6)	-4.1	(-0.3)	
Total	Domestic logistics	<54>	2,113	101%	96.6	104% 86%	
	Global logistics	Overseas	1,544	92%	96.0	91%	
		<small>Allocated to domestic companies (freight forwarding and others)</small>	<5>	179	67%	13.4	100%
	Subtotal		44%	1,723	88%	50% 109.4	75% 92%
	Others(logistics-related businesses, etc.)		<2>	73	103%	11.1	146%
Total		<100>	3,909	95%	217.1	91%	

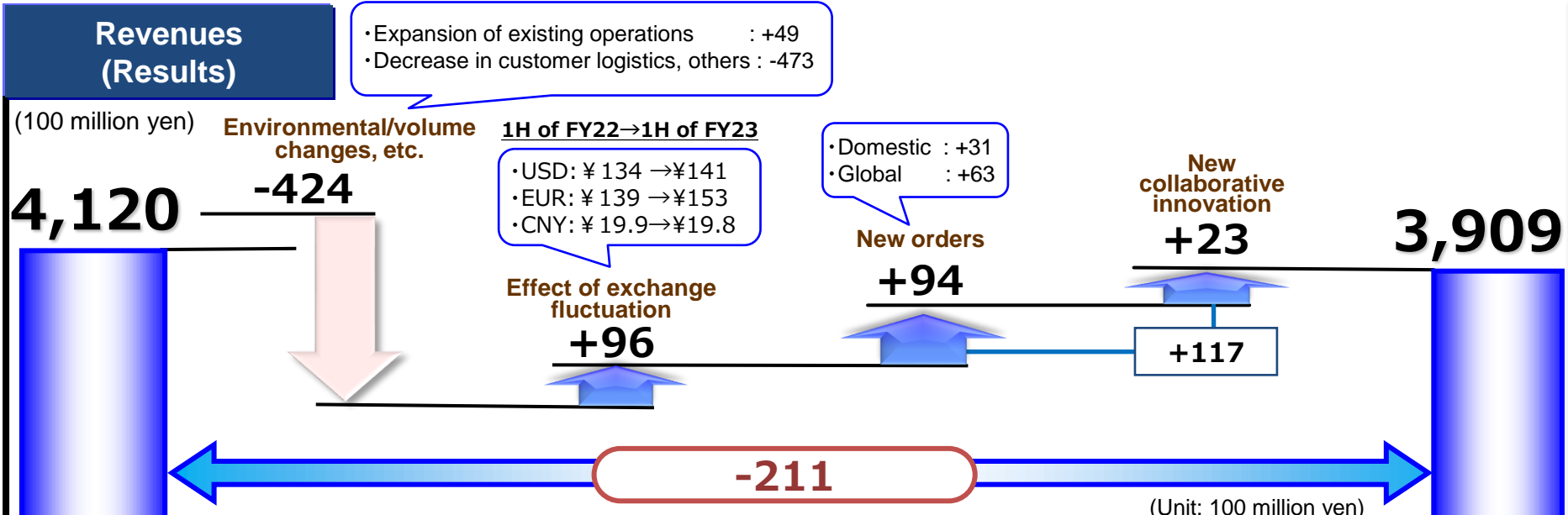


Indicates a ratio of Global logistics.



indicates year-on-year changes excluding the effect of changes in company-wide cost allocation rates.

1H of FY2023 Results (Detail of Variations for Revenues) **LOGISTEED**



	Environmental/volume changes, etc.			Effect of exchange fluctuation	New orders	New collaborative innovation	Total
	Expansion of existing operations	Decrease in customer logistics, etc.	Subtotal				
Domestic	39	-75	-36		31	22	16
Global	10	-400	-390	96	63	1	-230
Others		2	2			0	2
Total	49	-473	-424	96	94	23	-211

(Unit: 100 million yen)

1H of FY2022 (Results)

1H of FY2023 (Results)

Adjusted operating income (Results)

(100 million yen)

239.1

Environmental/volume changes, etc.

-49.1

- Expansion of existing operations : +4.4
- Others (Decrease in customer logistics) : -53.4

Effect of exchange fluctuation
+7.7

- Domestic : +5.1
- Global : +4.1

New orders
+9.1

New collaborative innovation
+3.1

+12.2

Productivity improvement
+7.2

+19.4

217.1

-22.0

1H of FY2022 (Results)

1H of FY2023 (Results)



1H of FY2023 Results (Overseas Results by Region)

(Unit: 100 million yen, rounded off to the nearest integer. < >:profit ratio(%), () :year-on-year change)

	Revenues			Adjusted operating income		
	FY2022	FY2023		FY2022	FY2023	
	1H	1H	Y o Y	1H	1H	Y o Y
North America	425	412	97%	20.6	28.7	122% 139%
Europe ^{※1}	580	661	114%	48.9	51.3	84% 105%
Asia ^{※2}	373	286	77%	23.1	16.9	62% 73%
China	308	186	60%	16.8	5.8	23% 34%
Consolidated adjustment, etc.	-1	-1	(-0) 100 million yen	-3.9	-6.7	(-2.8) 100 million yen
Total	1,685	1,544	92%	<6.3%> 105.5	<6.2%> 96.0	74% 91%

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

 indicates year-on-year changes excluding the effect of changes in company-wide cost allocation rates.

Reference

Results by Business Category (Estimated)

(Unit: 100 million yen)

	1H of FY2022 (Results)			1H of FY2023 (Results)		
	Revenues	Adjusted operating income	Adjusted operating margin	Revenues	Adjusted operating income	Adjusted operating margin
Domestic	1,833	107.6	5.9% (5.9%)	1,823	85.2	4.7% (6.0%)
Overseas	617	47.4	7.7% (8.0%)	744	52.1	7.0% (6.0%)
3PL	2,450	155.0	6.3% (6.4%)	2,566	137.3	5.4% (6.0%)
Domestic	265	12.9	4.9% (5.7%)	176	12.8	7.3% (6.5%)
Overseas	710	43.8	6.2% (6.3%)	395	17.5	4.4% (3.7%)
Freight forwarding	976	56.7	5.8% (6.2%)	571	30.3	5.3% (4.6%)
Domestic	271	5.8	2.1% (3.7%)	297	13.8	4.6% (4.9%)
Overseas	355	13.6	3.8% (3.9%)	405	24.2	6.0% (5.2%)
Automobile	626	19.4	3.1% (3.8%)	702	38.0	5.4% (5.0%)
Other services	69	8.0	11.5% (11.5%)	71	11.4	16.1% (15.4%)
Total	4,120	239.1	5.8%	3,909	217.1	5.6%

* (): Excluding amortization of customer-related intangible assets. (Excluding the effect of changes in company-wide cost allocation rates in 1H of FY2023.)

Promote global DX originating from Asia

■ Established a new logistics system development company* in Malaysia

- Name: LOGISTEED Solutions Asia-Pacific Sdn. Bhd.
- Address: Bangui, Selangor, Malaysia
- Business description:
 - (1) Information system development and consulting
 - (2) Development and sales of packaged software
 - (3) Contract information processing and computer system operation, etc.
- Start of operation: Early in January 2024 (plan)

* Established as a subsidiary of LOGISTEED Solutions, Ltd., our logistics system development subsidiary

< Key roles >

- Promote DX at overseas group companies <introduction/maintenance>
(Automation and labor-saving, global core system, etc.)
- Enhance IT governance and information security
- Offshore development (measures against country risk)

Expand topline and strengthen governance through promotion of DX overseas



Co-awarded "Technical Packaging Award" and "Large/Heavy Goods Packaging Category Award" at Japan Packaging Contest 2023 (August 2023)

■ Change from wooden box for elevator parts to cardboards: Won the Technical Packaging Award

- Special wooden boxes for each product ⇒ Developed shared cardboard packaging materials

- #### ■ Improvement effect
- Reduced CO₂ emissions from procurement through disposal of packaging materials by 43%
 - Reduced labor-hours for packaging by 50%
 - Reduced labor-hours for disposal by 20%

■ Transportation box for reagent exchange robots: Won the Large/Heavy Goods Packaging Category Award

- Developed a transportation box with ramp using reinforced cardboards

- #### ■ Improvement effect
- Reduced CO₂ emissions from procurement through disposal of materials by 90%
 - Reduced labor-hours for unpacking by 50%





SSCV-Smart: Added "3 new functions" (October 2023)

■ Support safe and secure operation to deal with "2024 issue"

<Features of new functions>

- Link the following three functions of "SUGULOGI*" with SSCV-Smart
- Support operational efficiency of both managers and drivers

(1) Navigation system for trucks

- Start navigation without entering destination address through linkage with "Loading/Unloading Information" in SSCV-Smart



(2) Pick-up and delivery destination records

- Display aggregated data including facility information, delivery rules, etc.
- Improve transportation efficiency through drivers' information exchange function



(3) Movement management

- Display drivers' location information on the map
- Optimize work instructions by identifying each driver's movement



* "SUGULOGI" is a service provided by Geo Technologies, Inc. to digitize communication between managers and drivers.

SSCV-Safety: Received the Good Design Award (October 2023)

- Recognized for solutions designed to contribute to improvement in transportation safety with the aim of "zero accidents"

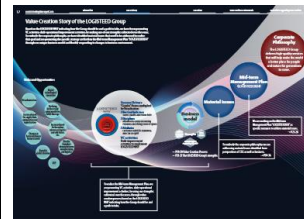


**GOOD DESIGN
AWARD 2023**



Issued Integrated Report 2023 (September 2023)

- Under a strong partnership and a new corporate name, demonstrate initiatives to achieve our vision



Value Creation Story



Employee Roundtable Discussion

The 38th National Forklift Driving Competition (September 2023)

Our Group's forklift operators won in General Division (won the first prize for three consecutive years)



• General division

Winner: Mr. Nakano



5th: Mr. Suzuki

The 55th National Truck Driver Contest (October 2023)

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



- 4-ton division
- 2nd: Mr. Yokoi
- 3rd : Mr. Takanozawa



- Trailer division
- 3rd: Mr. Fukuda
- 5th: Mr. Arai
- Japan Tracking Association Chairman's special award
- Mr. Honda



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Taking on the Future



LOGISTEED