



February 9, 2024

The 3rd Quarter of FY2023 (Ended December 31, 2023) Financial Results Briefing

LOGISTEED, Ltd.

3Q 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
(Evolve Smart Logistics (Transportation DX))



3Q of FY2023 Results (Overview)

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

	FY2022		FY2023		
	3Q (9months)		3Q (9months)		
	Results	Results	Y o Y		
			%	Change	
Revenues	6,180	5,949	96%	-231	
Adjusted operating income	<6.0> 369.5	<5.6> 334.5	91%	-35.0	
EBIT (Earnings before interest and taxes)	<5.6> 346.5	<4.1> 245.9	71%	-100.6	
Net income attributable to stockholders of the parent company	<3.2> 200.3	<1.7> 99.9	50%	-100.4	



3Q of FY2023 Results (Breakdown by Group)

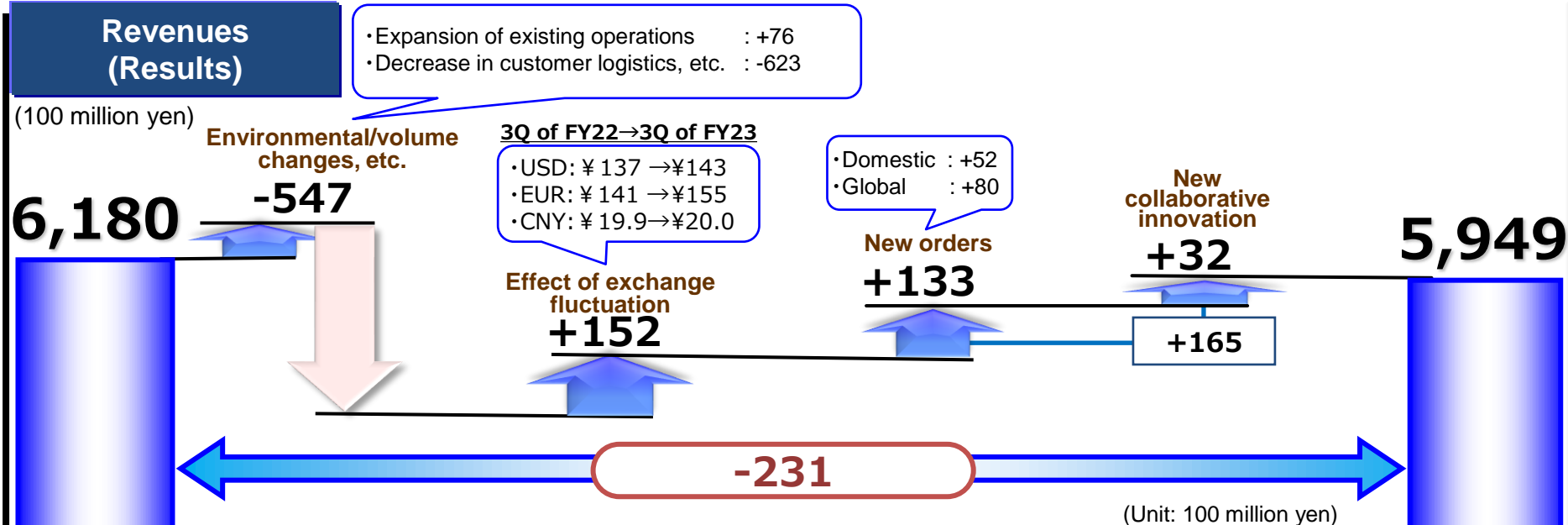
(Unit: 100 million yen, rounded off to nearest integer. < >: composition ratio (%). (): year-on-year change)

		Revenues			Adjusted operating income			
		3Q (9 months)		YoY	3Q (9 months)	YoY		
Organic	Domestic logistics	<51>	2,749	100%	130.8	102%	80%	
	Global logistics	Overseas	<42>	2,233	94%	138.6		90%
		Allocated to domestic companies (freight forwarding and others)	<5>	268	68%	18.5		87%
	Subtotal		<47>	2,501	90%	157.1	73%	90%
	Others (logistics-related businesses, etc.)		<2>	124	107%	16.6		135%
Total		<100>	5,374	95%	304.5	88%	87%	
Vantec Group	Domestic logistics	<77>	476	108%	32.6		156%	
	Global logistics (overseas)		<23>	141	109%	3.8		124%
	Total		<100>	618	108%	36.4	127%	152%
Consolidated adjustment/amortization of customer-related intangible assets of VANTEC Group, etc.		-	-43	(-9)	-6.3		(-0.4)	
Total	Domestic logistics	<54>	3,200	101%	155.8	105%	87%	
	Global logistics	Overseas	<40>	2,373	95%	143.6		92%
		Allocated to domestic companies (freight forwarding and others)	<4>	266	68%	18.5		87%
	Subtotal		44%	2,639	91%	48% 162.1	73%	91%
	Others (logistics-related businesses, etc.)		<2>	110	106%	16.6		135%
Total		<100>	5,949	96%	334.5		91%	

 indicates a ratio of Global logistics.

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

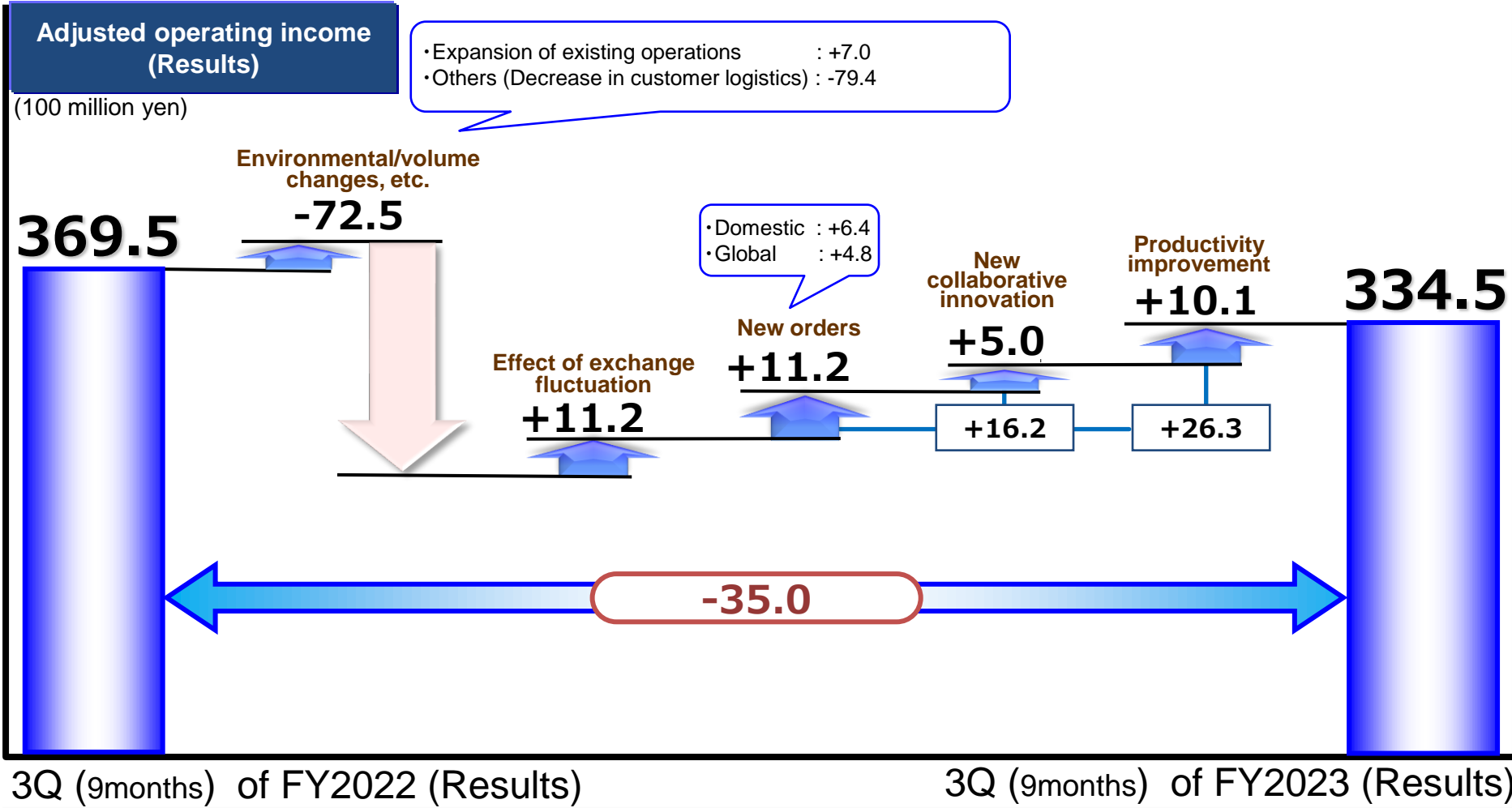
3Q of FY2023 Results (Detail of Variations for Revenues)



	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	63	-122	-59		52	30	23
Global	13	-508	-494	152	80	2	-260
Others		6	6			1	7
Total	76	-623	-547	152	133	32	-231

3Q (9months) of FY2022 (Results)

3Q (9months) of FY2023 (Results)





3Q 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	
	3Q (9 months)	3Q (9 months)	Y o Y	3Q (9 months)	3Q (9 months)	Y o Y
North America	637	620	97%	30.3	40.0	114% 132%
Europe*1	888	1,048	118%	74.6	77.6	82% 104%
Asia*2	548	430	78%	35.8	25.7	61% 72%
China	434	276	64%	22.8	9.3	28% 41%
Consolidated adjustment, etc.	-1	-1	(-0) 100 million yen	-6.6	-9.0	(-2.4) 100 million yen
Total	2,506	2,373	95%	<6.3%> 156.9	143.6	<6.1%> 74% 92%

*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)

		3Q (9months) of FY2022			3Q (9months) of FY2023		
		Revenues	Adjusted operating income	Adjusted operating margin	Revenues	Adjusted operating income	Adjusted operating margin
	Domestic	2,771	167.2	6.0% (6.1%)	2,756	133.3	4.8% (6.2%)
	Overseas	951	70.0	7.4% (7.7%)	1,174	79.6	6.8% (5.8%)
	3PL	3,722	237.2	6.4% (6.5%)	3,930	212.8	5.4% (6.0%)
	Domestic	389	20.7	5.3% (6.2%)	261	17.7	6.8% (6.0%)
	Overseas	1,006	63.4	6.3% (6.5%)	580	24.6	4.2% (3.5%)
	Freight forwarding	1,395	84.1	6.0% (6.4%)	842	42.3	5.0% (4.3%)
	Domestic	416	13.0	3.1% (4.7%)	455	26.8	5.9% (6.1%)
	Overseas	545	21.9	4.0% (4.1%)	612	35.7	5.8% (5.0%)
	Automobile	961	34.9	3.6% (4.3%)	1,068	62.5	5.9% (5.5%)
Other services	102	13.4	13.1% (13.1%)	110	16.8	15.4% (14.7%)	
Total	6,180	369.5	6.0%	5,949	334.5	5.6%	

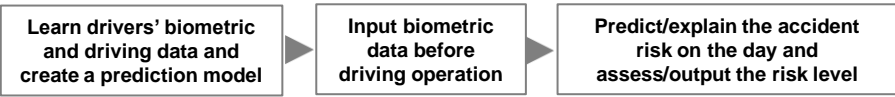
* (): Excluding amortization of customer-related intangible assets. (Excluding the effect of changes in company-wide cost allocation rates in 3Q(9 months) of FY2023.)

SSCV-Safety: Acquired patent for forecasting system (December 2023)

■ Assess the accident risk level based on the driver's biometric data
 ~Support safe and secure operation to deal with "2024 issue"~

• Name of invention: A system for forecasting dangerous driving risks

<Mechanism of the prediction system>



<Screen of the system>

<h4>Assessing condition</h4> <p>具合はいかがですか？ いつもと体調が異なるようです。 無理をせず、注意して運転してください。</p>		<h4>Accident risk forecasts</h4> <p>ヒヤリハットに注意 いつも以上に車間距離を取り 安全運転を心がけてください。</p>	
<p>体温 注意</p> <p>36.4 °C</p>	<p>血中酸素濃度 良好</p> <p>98%</p>	<p>血圧 注意</p> <p>最高 156 最低 108mmHg</p>	<p>疲労レベル</p> <p>ぼんやり していませんか？ 昨日はゆっくり休めましたか？ コーヒーを飲むと目が冴えます。 疲れを感じた時は薬指の側面を マッサージしましょう。</p>

■ Effects of introducing SSCV-Safety:
 • 94% reduction in incidence of near-miss (compared to before the introduction)

Business partnership with UTOC CORPORATION for joint operation of modular transporter (December 2023)

■ Contribute to solving issues related to decarbonization, social infrastructure, and new energy by strengthening partnership in the transportation business

<Detail of business alliance>

• Joint operation through mutual accommodation of self-propelled modular transporters

- (1) Interoperability in large-scale construction projects (e.g. power plants, bridge replacement work)
- (2) Efficient operations including maintenance, procurement and management of parts, mutual use of the parking space, transferring, and operators training
- (3) Joint operation and orders



UTOC's Super Carrier

LOGISTEED's Multi Carrier



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LOGISTEED, Ltd.



Taking on the Future

 **LOGISTEED**