



FY2023 Financial Results Briefing Materials

TRANCOM CO., LTD. (Securities Code 9058)

May 2nd, 2024

Table of Contents

- 1. FY2023 Consolidated Results Summary**
- 2. FY2024 Key Initiatives**
- 3. TRANCOM Group's Future Business Development**

1. FY2023 Consolidated Results Summary

2. FY2024 Key Initiatives

3. TRANCOM Group's Future Business Development

FY2023 Annual Consolidated Results



✓ Salyies

Revenue increased due to new business premises and new operations in the LM business.

✓ Operating profit

Profit decreased due to initial investment in the LM business, increase in unit payment in the logistics business, and the decrease in working personnel in the IS business.

✓ Net Profit Attributable to Parent Company Shareholders

Profit increased due to the recording of an extraordinary loss in the previous fiscal year from the impairment loss of locations overseas.

(Unit: Millions of Yen)	FY2022	Profit Ratio	FY2023	Profit Ratio	YoY Difference	YoY
Sales	167,760		169,410		+1,650	+1.0%
Operating Profit	7,438	4.4%	7,020	4.1%	△417	△5.6%
Recurring Profit	7,573	4.5%	7,152	4.2%	△420	△5.5%
Net Profit Attributable to Parent Company Shareholders	3,835	2.3%	4,546	2.7%	+711	+18.6%

FY2023 Annual Consolidated Results by Segment



(Unit: Millions of Yen)	FY2022	Pct. of Total	FY2023	Pct. of Total	YoY Difference	YoY
Sales	167,760		169,410		+1,650	+1.0%
Logistics Management Business	54,751	32.3%	56,648	33.1%	+1,896	+3.5%
Logistics Information Service Business	92,720	54.7%	92,639	54.1%	△81	△0.1%
Industrial Support Business	5,764	3.4%	5,736	3.3%	△28	△0.5%
Other Business	16,185	9.6%	16,224	9.5%	+38	+0.2%
Intercompany Eliminations	△1,661	-	△1,837	-	△175	-
	FY2022	Profit Ratio	FY2023	Profit Ratio	YoY Difference	YoY
Operating profit	7,438	4.4%	7,020	4.1%	△417	△5.6%
Logistics Management Business	4,116	7.5%	3,950	7.0%	△166	△4.0%
Logistics Information Service Business	2,647	2.9%	2,252	2.4%	△395	△14.9%
Industrial Support Business	274	4.8%	151	2.6%	△123	△45.0%
Other Business	701	4.3%	770	4.7%	+68	+9.8%
Intercompany Eliminations	△302	-	△103	-	+198	-

FY2023 Annual Consolidated Results by Segment

(half of the year)

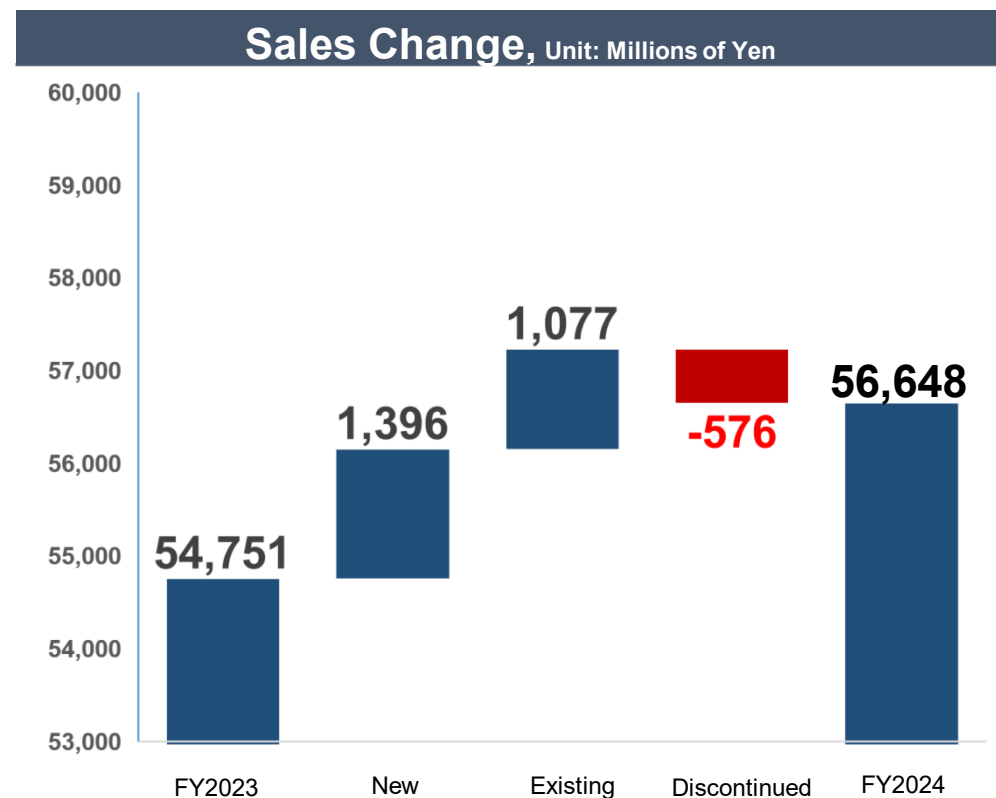
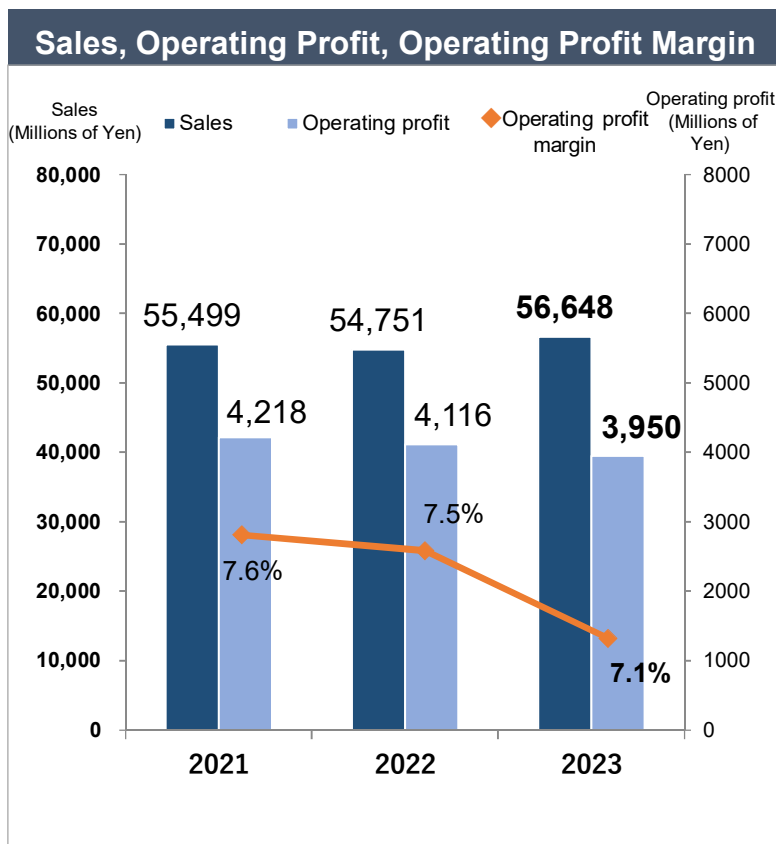


		FY2022			FY2023							(Millions of Yen) Earnings Forecast		
		1st Half	2nd Half	Full Year	1st Half	YoY	2nd Half	YoY	Full Year	YoY diff.	YoY	Full Year	Vs. Forecast	
Consolidated Total	Sales	83,889	83,871	167,760	83,868	Δ0.0%	85,542	+2.0%	169,410	+1,650	+1.0%	171,770	Δ 2,359 Δ 1.4%	
	Operating profit	3,673	3,764	7,438	3,632	Δ1.1%	3,388	Δ10.0%	7,020	Δ 417 Δ 5.6%		7,100	Δ 79 Δ 1.1%	
	(% of Sales)	(4.4%)	(4.5%)	(4.4%)	(4.3%)	(Δ0.1P)	(4.0%)	(Δ0.5P)	(4.1%)		(Δ0.3P)	(4.1%)	(Δ0.0P)	
Logistics Management Business	Sales	27,265	27,486	54,751	27,756	+1.8%	28,891	+5.1%	56,648	+1,896	+3.5%	55,880	+768 +1.4%	
	Operating profit	2,005	2,110	4,116	2,054	+2.4%	1,896	Δ10.2%	3,950	Δ 166 Δ 4.0%		4,010	Δ 59 Δ 1.5%	
	(% of Sales)	(7.4%)	(7.7%)	(7.5%)	(7.4%)	(+0.0P)	(6.6%)	(Δ1.1P)	(7.0%)		(Δ0.5P)	(7.2%)	(Δ0.2P)	
Logistics Information Service Business	Sales	46,207	46,512	92,720	46,192	Δ0.0%	46,446	Δ0.1%	92,639	Δ 81 Δ 0.1%		95,120	Δ 2,480 Δ 2.6%	
	Operating profit	1,315	1,332	2,647	1,110	Δ15.6%	1,142	Δ14.2%	2,252	Δ 395 Δ 14.9%		2,290	Δ 37 Δ 1.6%	
	(% of Sales)	(2.8%)	(2.9%)	(2.9%)	(2.4%)	(Δ0.4P)	(2.5%)	(Δ0.4P)	(2.4%)		(Δ0.5P)	(2.4%)	(Δ0.0P)	
Industrial Support Business	Sales	2,894	2,869	5,764	2,875	Δ0.7%	2,860	Δ0.3%	5,736	Δ 28 Δ 0.5%		6,240	Δ 503 Δ 8.1%	
	Operating profit	153	120	274	60	Δ60.4%	90	Δ25.4%	151	Δ 123 Δ 45.0%		200	Δ 48 Δ 24.5%	
	(% of Sales)	(5.3%)	(4.2%)	(4.8%)	(2.1%)	(Δ3.2P)	(3.2%)	(Δ1.0P)	(2.6%)		(Δ2.2P)	(3.2%)	(Δ0.6P)	
Others	Sales	8,289	7,896	16,185	7,911	Δ4.6%	8,312	+5.3%	16,224	+38 +0.2%		16,190	+34 +0.2%	
	Operating profit	394	307	701	458	+16.3%	311	+1.5%	770	+68 +9.8%		710	+60 +8.5%	
	(% of Sales)	(4.8%)	(3.9%)	(4.3%)	(5.8%)	(+1.0P)	(3.7%)	(Δ0.2P)	(4.7%)		(+0.4P)	(4.4%)	(+0.3P)	
Intercompany Eliminations	Sales	Δ 767	Δ 893	Δ 1,661	Δ 867	-	Δ 969	-	Δ 1,837	Δ 175 -		Δ 1,660	Δ 177 -	
	Operating profit	Δ 196	Δ 106	Δ 302	Δ 51	-	Δ 51	-	Δ 103	+198 -		Δ 110	+6 -	
	(% of Sales)	-	-	-	-	-	-	-	-	-	-	-	-	

Logistics Management Business



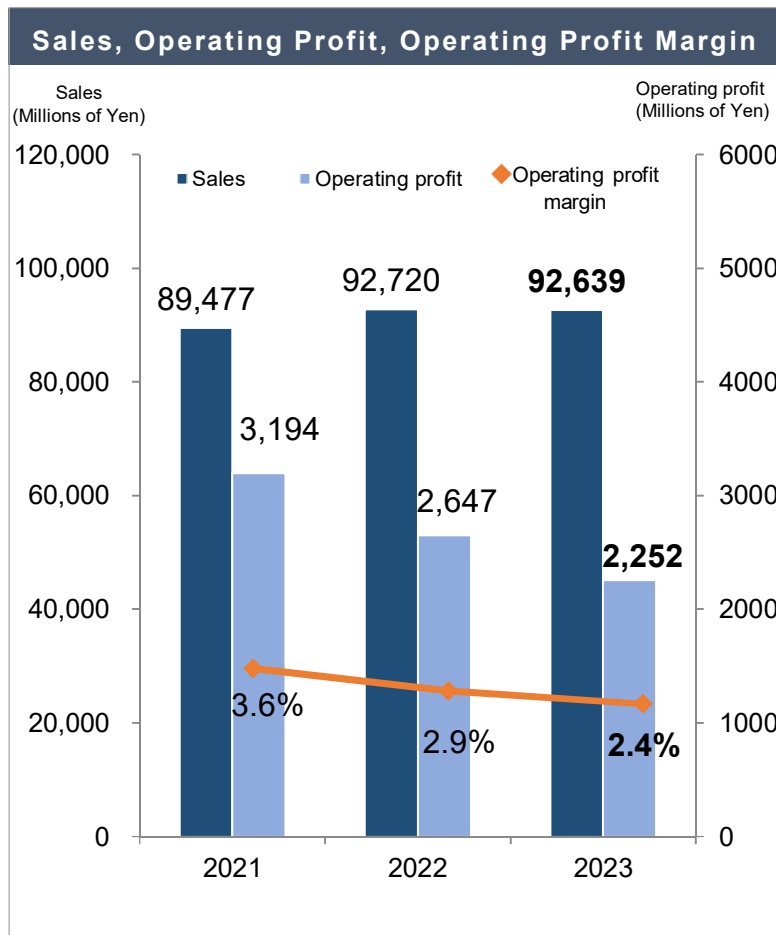
- ✓ Full-year contribution from business launched in the previous fiscal year and improved profitability at offices with issue.
- ✓ Operation of new customer business.
- ✓ Dealing with environmental changes : price modification& price negotiation because of the increasing of personnel cost & cost.
- ✓ Opening of C-AREA, a strategic location for making business had a higher growing up and expanding.



Logistics Information Service Business



- ✓ The amount of trucks matched decreased by 0.6% due to sluggish cargo movement (especially in the fourth quarter).
- ✓ Freight unit prices rose, and unit payment increased in prediction of the 2024 problem.



Main Indicators

(Vs. same period last year)	1Q	2Q	3Q	4Q
Cargo Information Numbers	Up 2.2%	Up 1.2%	Up 0.7%	Dn 2.5%
Empty Truck Information Numbers	Dn 2.6%	Dn 2.4%	Dn 4.0%	Dn 9.5%
Trucks Dispatched	Up 0.3%	Up 0.2%	Up 0.9%	Dn 3.8%

▼ Distance classification over 600km

Cargo Information Numbers	Up 3.8%	Up 3.0%	Up 2.5%	Dn 4.5%
Empty Truck Information Numbers	Dn 6.7%	Dn 4.9%	Dn 10.0%	Dn 13.6%
Trucks Dispatched	Up 0.1%	Dn 0.9%	Dn 2.0%	Dn 7.1%

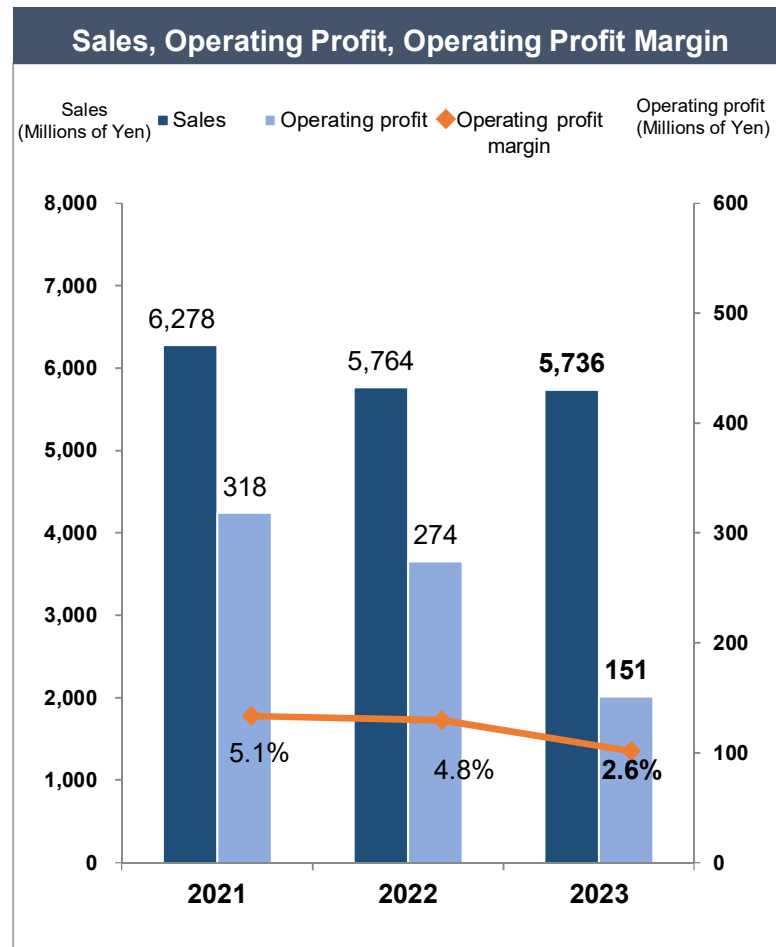
	End Mar. 2022	End Mar. 2023	End Mar. 2024
Productivity personnel	566 people	612 people	593 people
Location no.	45 locations	49 locations	51 locations

Industrial Support Business & Others



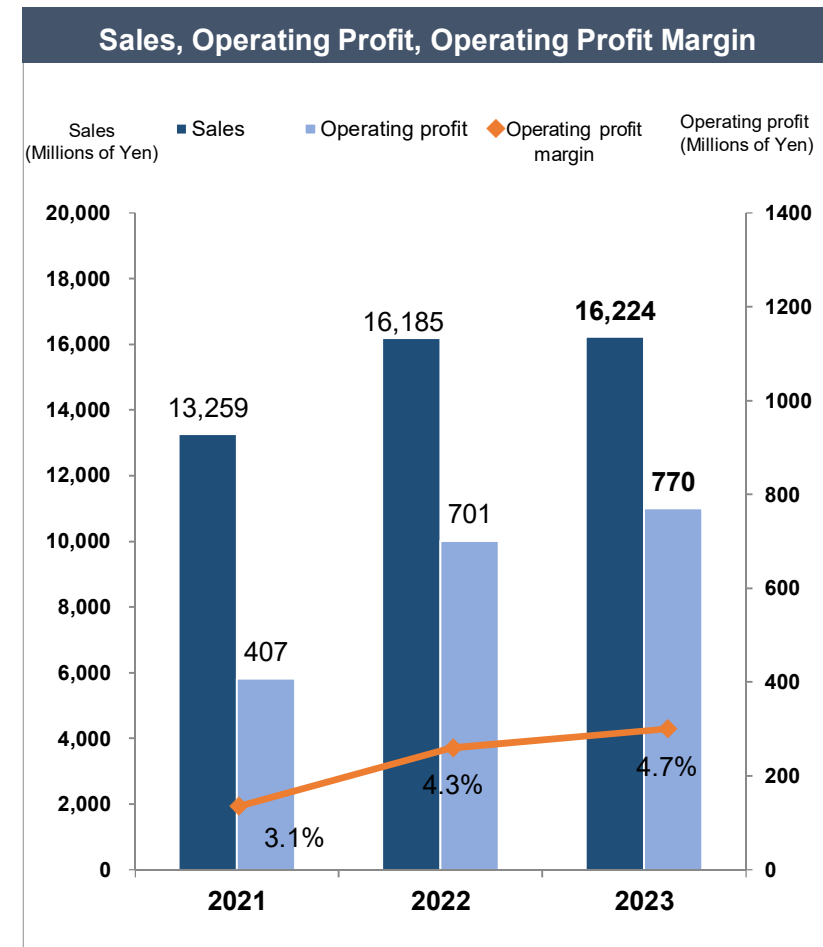
Industrial Support Business

- ✓ Decrease in working personnel in the service dispatched business.



Others

- ✓ Overseas Business expansion into Malaysia, and exchange rate effect.



FY2024 Annual Consolidated Results Forecast



✓ Sales

Sales are expected to increase due to Increasing forecast of sales due to the operation of new in the LM business, and an increasing forecast in the number of locations-new premisesaction in the logistics information service business.

✓ Operating profit

In the first half of the year we expect profits to decrease in anticipation of initial costs for new locations, but in the second half we expect profits to increase, and for the full-financial year we plan to maintain the same amount as the previous year.

(Unit: Millions of Yen)	FY2023	Profit Ratio	FY2024	Profit Ratio	YoY Difference	YoY
Sales	169,410		173,670		+4,259	+2.5%
Operating Profit	7,020	4.1%	7,070	4.1%	+49	+0.7%
Recurring Profit	7,152	4.2%	7,040	4.1%	△112	△1.6%
Net Profit Attributable to Parent Company Shareholders	4,546	2.7%	4,550	2.6%	+3	+0.1%

FY2024 Annual Consolidated Results Forecast (by Segment)



(Unit: Millions of Yen)

	FY2023	Pct. of Total
Sales	169,410	
Logistics Management Business	56,648	33.1%
Logistics Information Service Business	92,639	54.1%
Industrial Support Business	5,736	3.3%
Other Business	16,224	9.5%
Intercompany Eliminations	△1,837	-

FY2024	Pct. of Total	YoY Difference	YoY
173,670		+4,259	+2.5%
58,470	33.0%	+1,821	+3.2%
94,670	54.3%	+2,030	+2.2%
5,490	3.1%	△246	△4.3%
16,880	9.6%	+655	+4.0%
△1,840	-	△2	-

	FY2023	Profit Ratio
Operating profit	7,020	4.1%
Logistics Management Business	3,950	7.0%
Logistics Information Service Business	2,252	2.4%
Industrial Support Business	151	2.6%
Other Business	770	4.7%
Intercompany Eliminations	△103	-

FY2024	Profit Ratio	YoY Difference	YoY
7,070	4.1%	+49	+0.7%
4,030	6.9%	+79	+2.0%
2,360	2.5%	+107	+4.8%
140	2.6%	△11	△7.3%
650	3.9%	△120	△15.6%
△110	-	△6	-

FY2024 Annual Consolidated Results Forecast by Segment (half of the year)



		FY2023			FY2024						
		1st Half	2nd Half	Full Year	1st Half	YoY	2nd Half	YoY	Full Year	YoY diff.	YoY
Consolidated Total	Sales	83,868	85,542	169,410	83,860	△0.0%	89,810	+5.0%	173,670	+4,259	+2.5%
	Operating profit	3,632	3,388	7,020	3,080	△15.2%	3,990	+17.8%	7,070	+49	+0.7%
	(% of Sales)	(4.3%)	(4.0%)	(4.1%)	(3.7%)	(△0.6P)	(4.4%)	(+0.4P)	(4.1%)		(+0.0P)
Logistics Management Business	Sales	27,756	28,891	56,648	28,660	+3.3%	29,810	+3.2%	58,470	+1,821	+3.2%
	Operating profit	2,054	1,896	3,950	1,700	△17.2%	2,330	+22.9%	4,030	+79	+2.0%
	(% of Sales)	(7.4%)	(6.6%)	(7.0%)	(5.9%)	(△1.5P)	(7.8%)	(+1.2P)	(6.9%)		(△0.1P)
Logistics Information Service Business	Sales	46,192	46,446	92,639	45,460	△1.6%	49,210	+6.0%	94,670	+2,030	+2.2%
	Operating profit	1,110	1,142	2,252	1,100	△0.9%	1,260	+10.3%	2,360	+107	+4.8%
	(% of Sales)	(2.4%)	(2.5%)	(2.4%)	(2.4%)	(+0.0P)	(2.6%)	(+0.1P)	(2.5%)		(+0.1P)
Industrial Support Business	Sales	2,875	2,860	5,736	2,700	△6.1%	2,790	△2.5%	5,490	△ 246	△4.3%
	Operating profit	60	90	151	50	△17.8%	90	△0.2%	140	△ 11	△7.3%
	(% of Sales)	(2.1%)	(3.2%)	(2.6%)	(1.9%)	(△0.2P)	(3.2%)	(+0.0P)	(2.6%)		(+0.0P)
Others	Sales	7,911	8,312	16,224	7,950	+0.5%	8,930	+7.4%	16,880	+655	+4.0%
	Operating profit	458	311	770	290	△36.8%	360	+15.6%	650	△ 120	△15.6%
	(% of Sales)	(5.8%)	(3.7%)	(4.7%)	(3.6%)	(△2.2P)	(4.0%)	(+0.3P)	(3.9%)		(△0.8P)
Intercompany Eliminations	Sales	△ 867	△ 969	△ 1,837	△ 910	-	△ 930	-	△ 1,840	△ 2	-
	Operating profit	△ 51	△ 51	△ 103	△ 60	-	△ 50	-	△ 110	△ 6	-
	(% of Sales)	-	-	-	-	-	-	-	-	-	-

Return to Shareholders



- Working for stable dividends and improving dividend levels with financial results
- Aiming to raise the dividend payout ratio

Dividend Trends

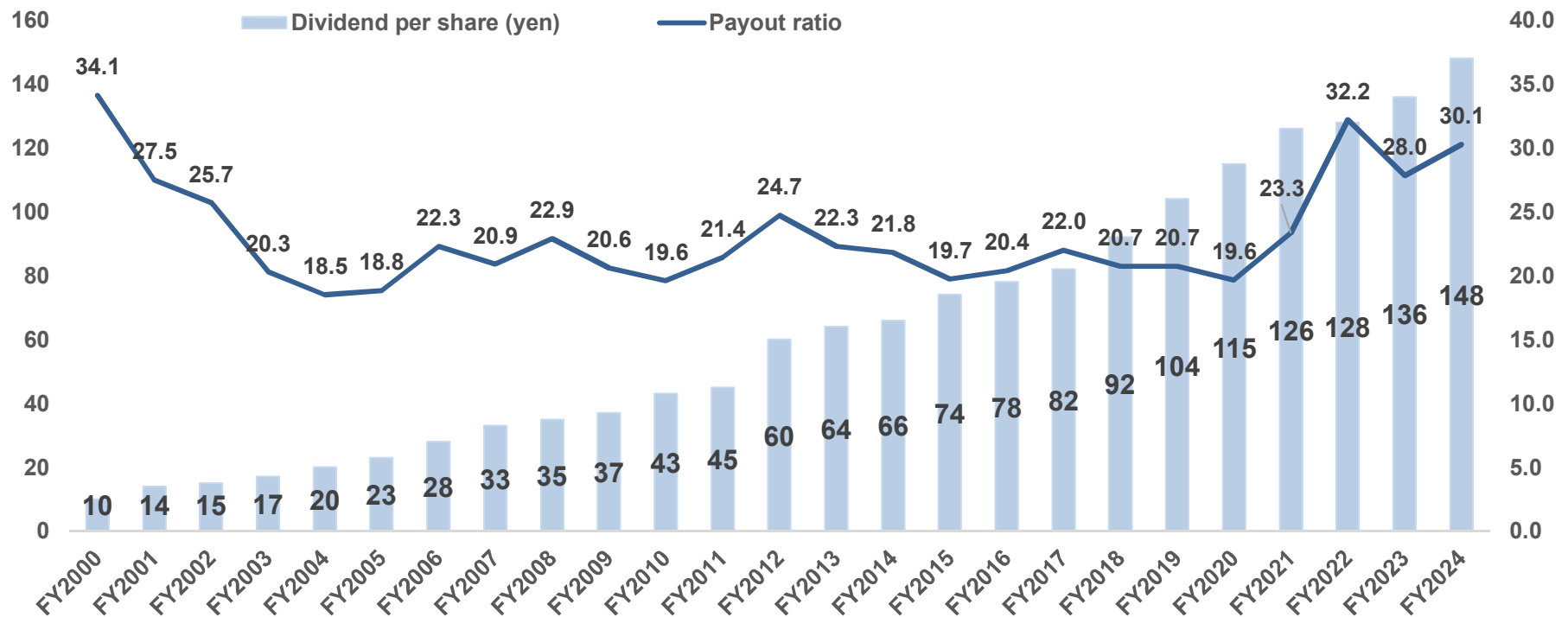


Table of Contents

1. FY2023 Consolidated Results Summary
- 2. FY2024 Key Initiatives**
3. TRANCOM Group's Future Business Development

Analyze of status



Logistics Management Business

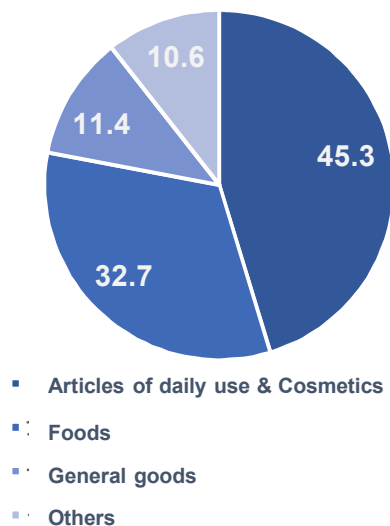
Strength of business

- Constructing and managing more proper suitable logistics systems to closer to customers' needs.
- Focusing on the logistics of sanitation supplies, articles of daily use and food.
*refer to attachment graph
- According to the volume of cargo, control the labor cost more proper.

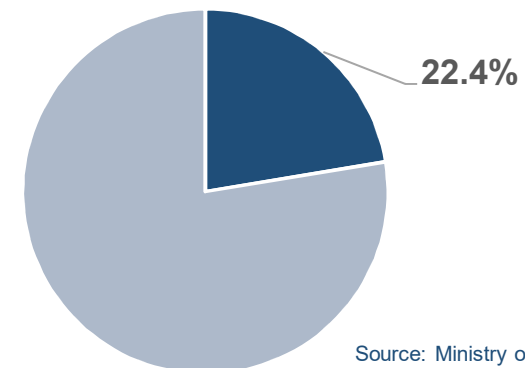
Logistics Information Service Business

- Building a shipping partner network nationwide and having a business with about 13,000 corporate shipping partners.
*refer to attachment graph
- Flexibly dealing with surges in the volume of cargo.
- Handling a wide range from spot cargo to regular cargo.
- Keeping an open platform, to easy to use when if necessary.

Sales by category



No. of transportation enterprises in Japan & percentage we do business with



Source: Ministry of Land, Infrastructure, Transport and Tourism
As of March 31, 2023



Logistics Management Business

Implementing proactive logistics proposals that accurately capture changes in the supply chain

1 Building an operational foundation by strengthening logistics site management capabilities and improving operational efficiency

- Throughout safety and quality
- Improving work efficiency in logistics center operations, proper operation management and operational efficiency with DX
- Automation and labor saving in warehouse work

2 Optimization of transactions due to rising costs

- Improving labor costs and payments to partner companies

3 Strengthening sales with a focus on the daily necessity, food and automobile industries

- Expanding business areas through deeper sales to existing customers
- New sales focused on the daily necessity, food and automobile industries

Initiatives in FY2024

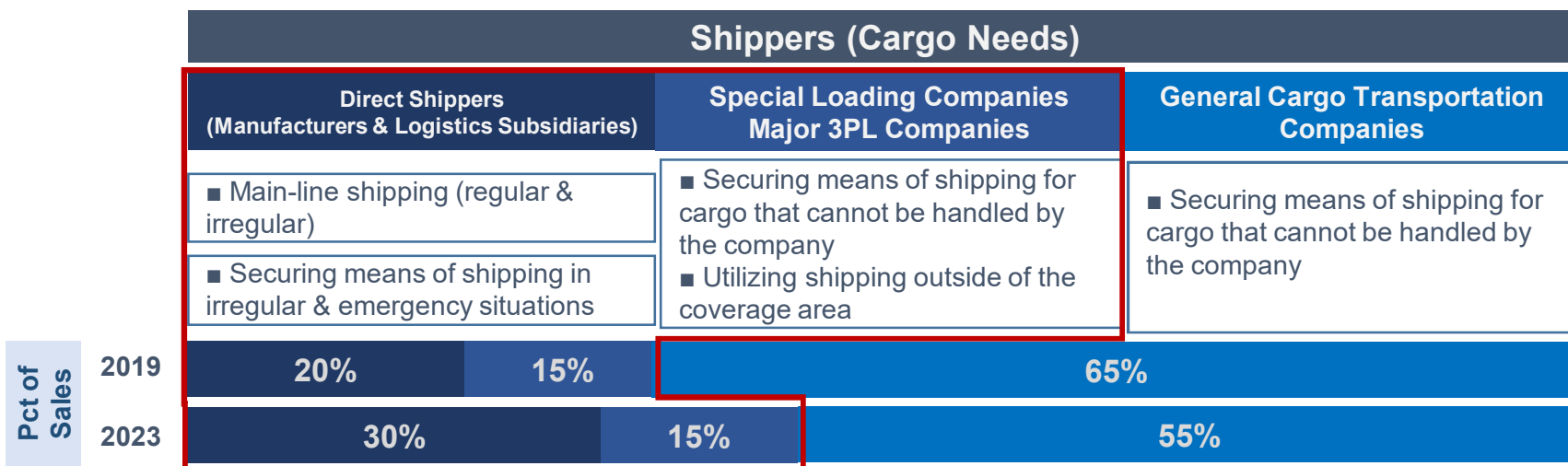


Logistics Information Service Business

Building a strong business foundation to answer the changes in the shippers' transaction structure for shippers and appropriate transactions.

1 Increasing shipping freight volume, expanding direct shippers as a sales target.

- Improving the freight volume which from the same shipper in the logistics information service business (increasing in transporting cases and expanding the transport area)
- Contracting main-line shipping for existing customers in the logistics management business



2 Optimizing transactions by raising freight levels

- Reconsidering the balance between the increase in paid freight to strengthen partner relationships and passing on prices to shippers

Table of Contents

1. FY2023 Consolidated Results Summary
2. FY2024 Key Initiatives
3. **TRANCOM Group's Future Business Development**

Future Business Development



As the industry environment changes, laws and regulations become stricter

Lack of shipping capacity

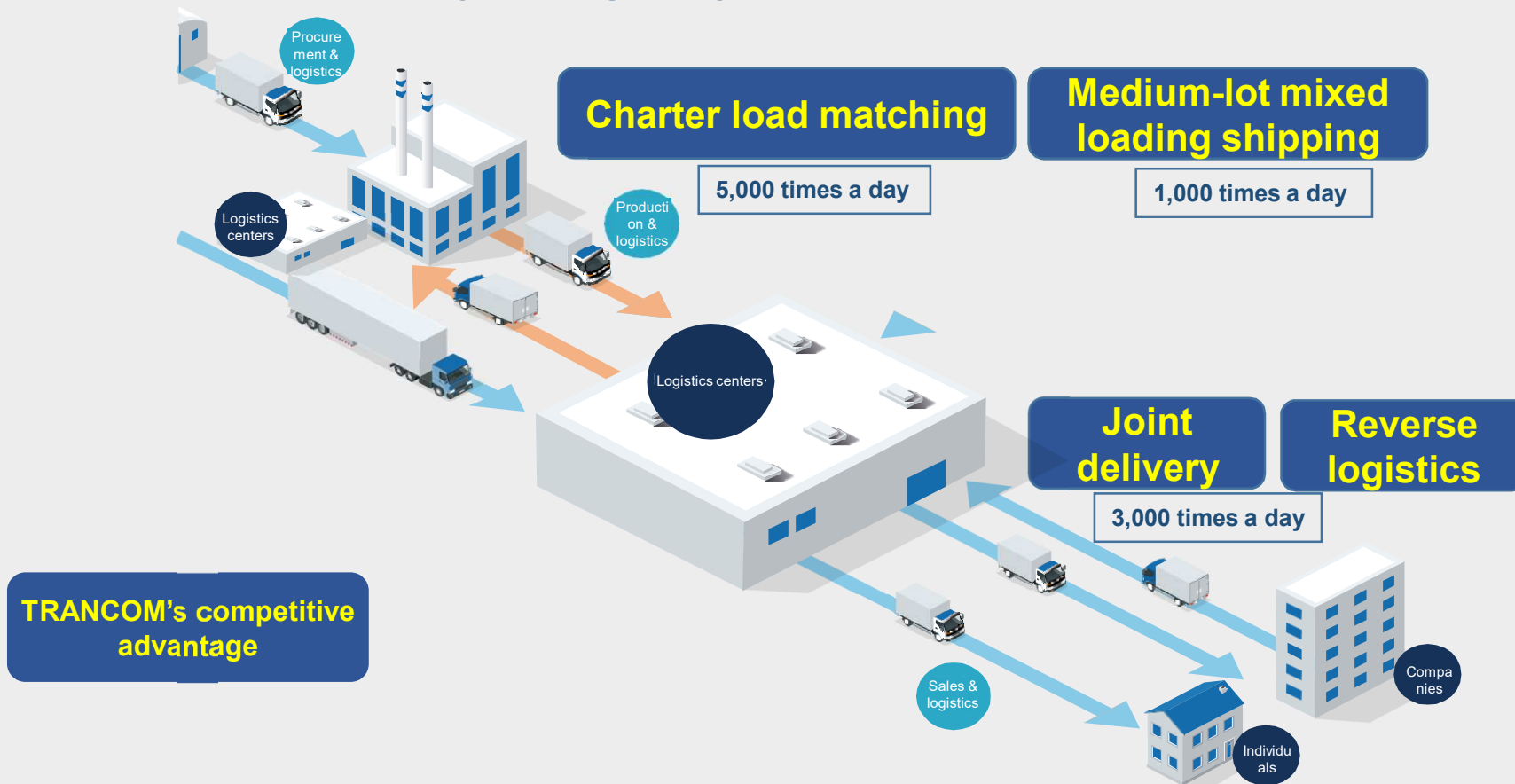
Shipping costs rise

Shipper companies increase their logistics efficiency

Surges in the volume of cargo decrease

More collaboration

“Transportation” ability and ingenuity in the “methods of transport” are required more

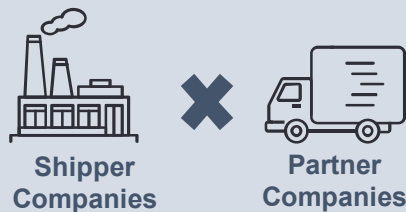


1 Improving service quality with a focus on medium-distance areas

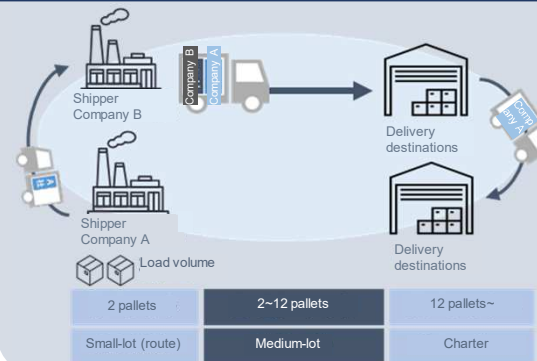
- Unable to go long distances
- Shippers are increasing their logistics efficiency

Medium-distance shipping needs are increasing

Expanding Business with Direct Shippers



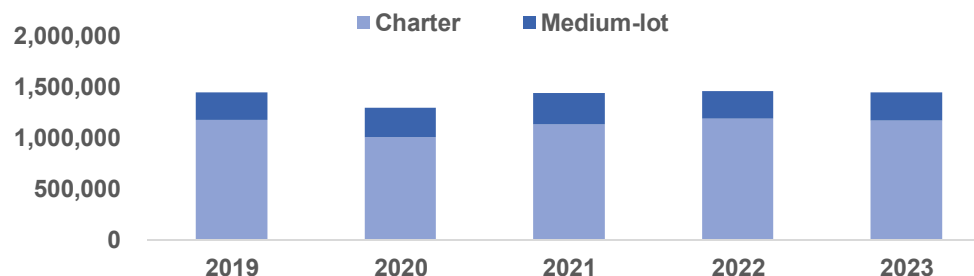
Expanding Medium-lot Shipping



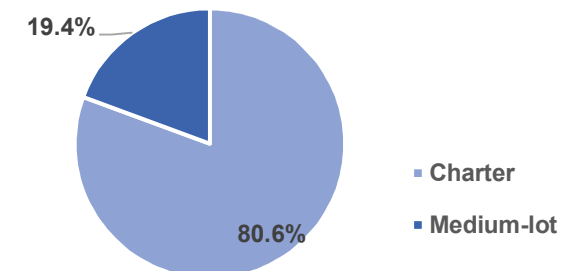
Information Center Reconfiguration



Number of contracts by method of delivery
(Unit: Number of times)



Medium-lot contract ratio in FY2023



Future Business Development: Logistics Management Business



2 Building a logistics platform for daily necessities, food and auto parts

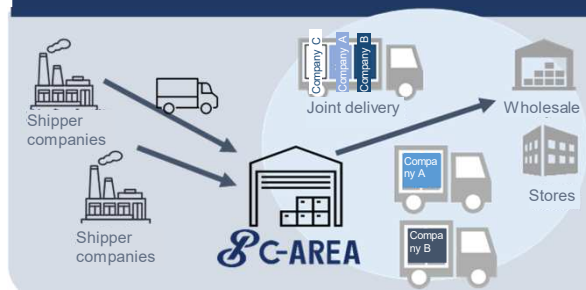
- Unable to go long distances
- Shippers are increasing their logistics efficiency
- Labor shortage

Collecting things in the consumption area, grouping by industry, and advancing palletization

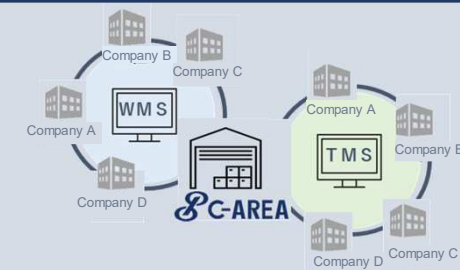
Logistics Center Management Compatible with Collaboration



Joint Delivery Network



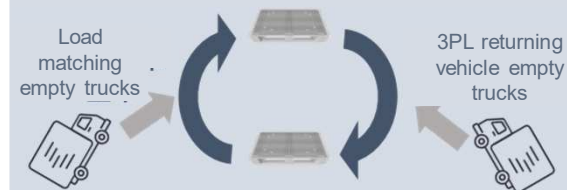
IT Systems Compatible with Collaboration



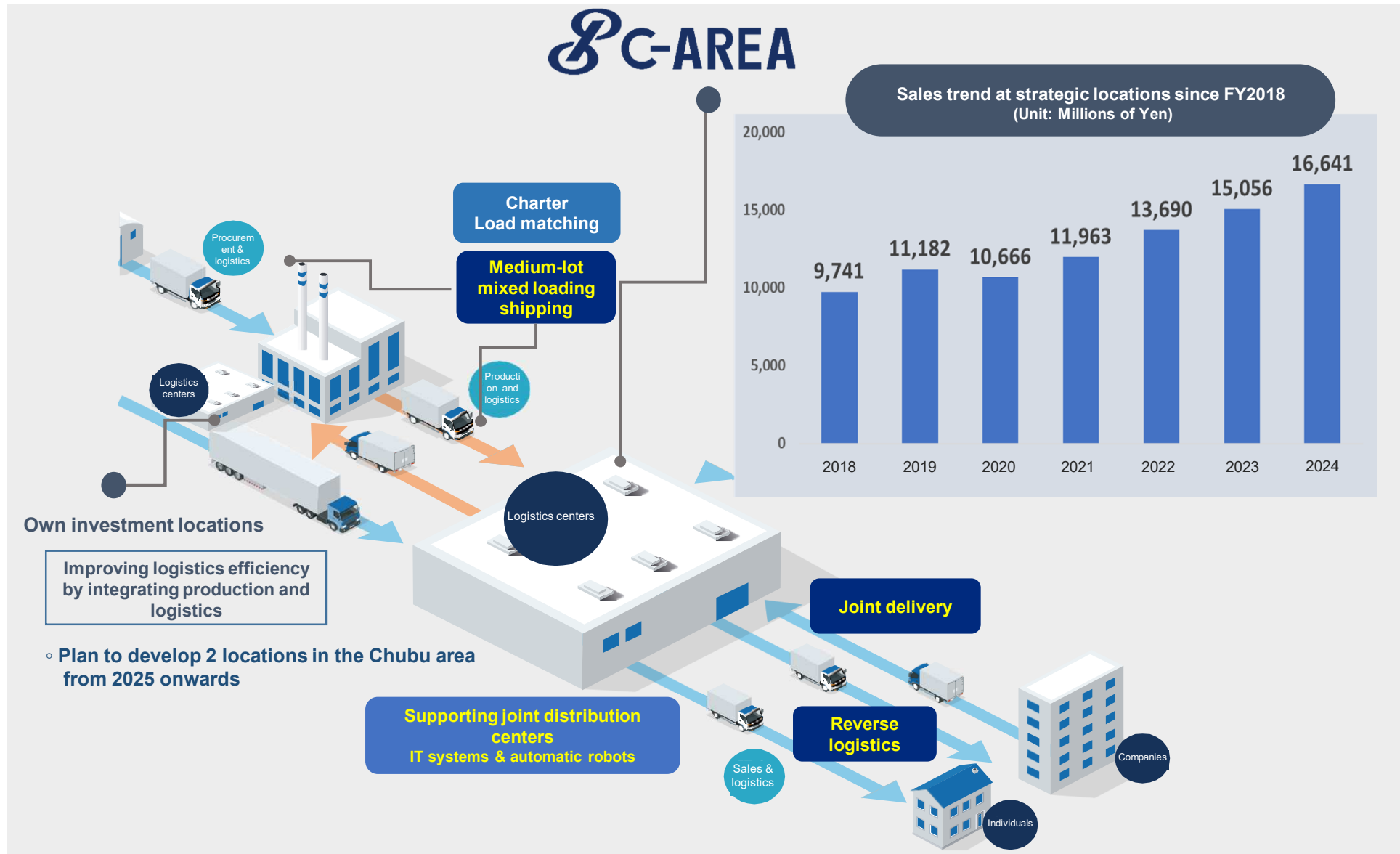
Business Automation Compatible with Collaboration



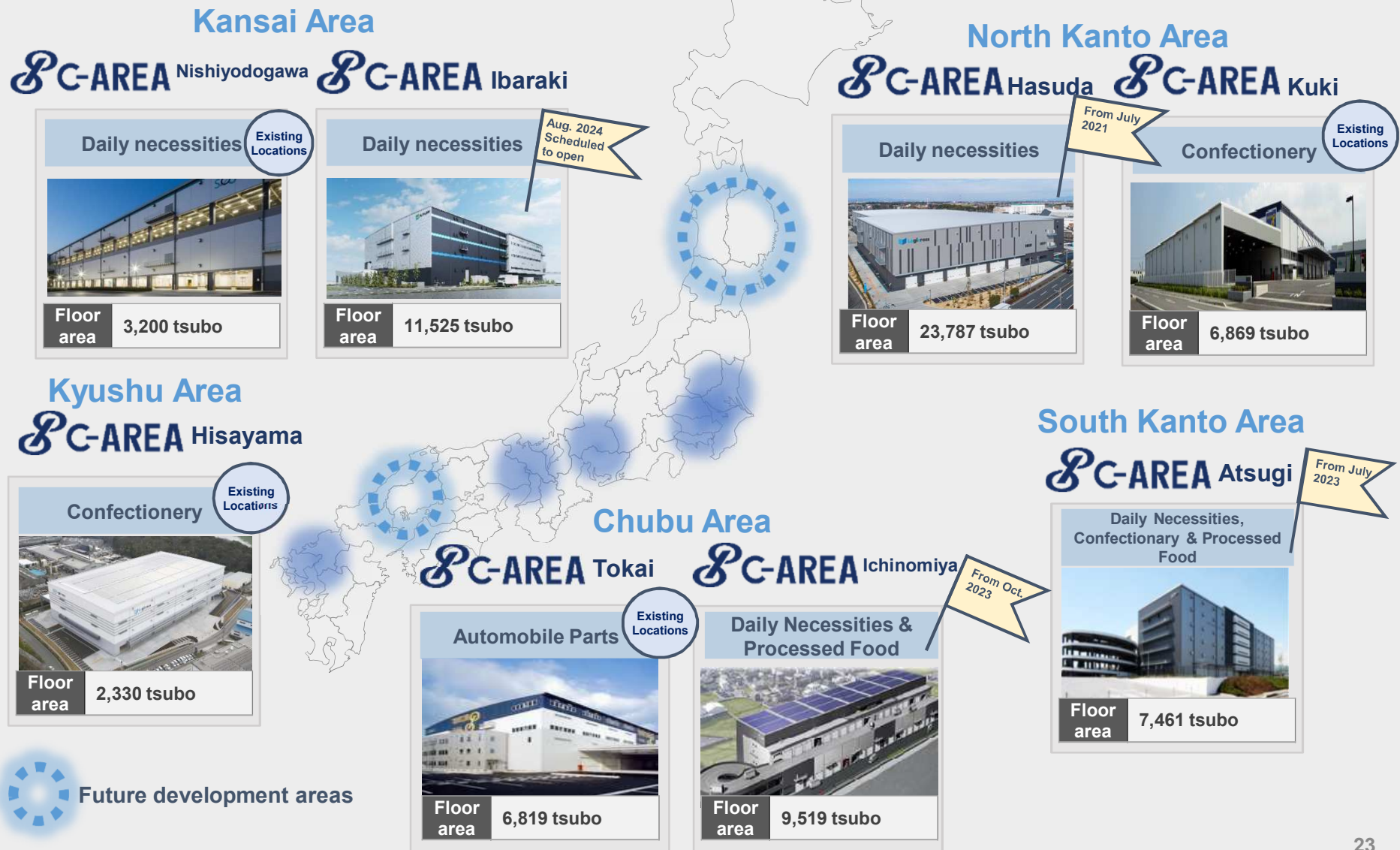
Reverse Logistics (Pallet Collection)



Future Business Development: Location Development



Future Business Development: Logistics Management Business

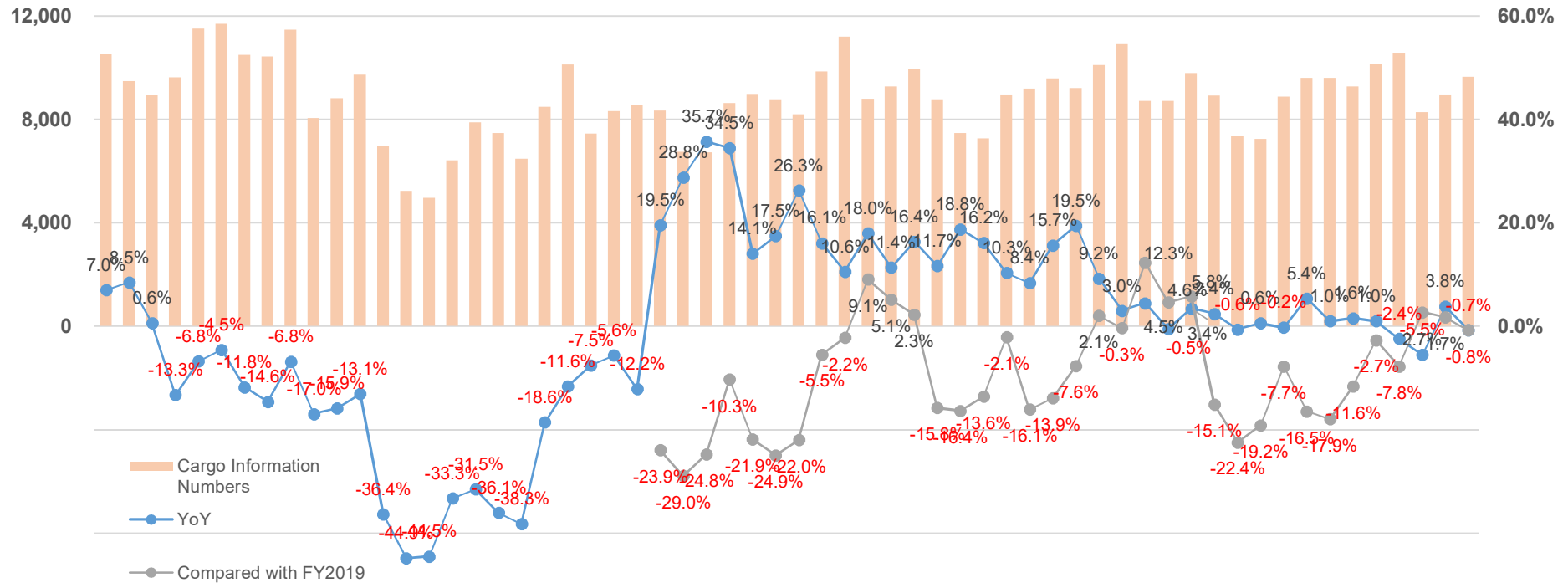


Reference Materials

Status of the Logistics Information Service Business



Daily cargo information numbers since April 2019, and the rate of increase or decrease YoY and from the year before last



Apr.	Jun.	Aug.	Oct.	Dec.	Feb.	Apr.	Jun.	Aug.	Oct.	Dec.	Feb.	Apr.	Jun.	Aug.	Oct.	Dec.	Feb.	Apr.	Jun.	Aug.	Oct.	Dec.	Feb.	Apr.	Jun.	Aug.	Oct.	Dec.	Feb.
FY 2019						FY 2020						FY 2021						FY 2022						FY 2023					

-1.8%

-12.9%

-37.6%

-16.7%

+23.2%

+15.6%

+13.3%

+6.4%

-3.6%

-5.9%

Pct. change each fiscal half
(Upper row: YoY; Lower row: Vs. 2019)

-23.1%

-3.7%

-12.9%

+2.4%

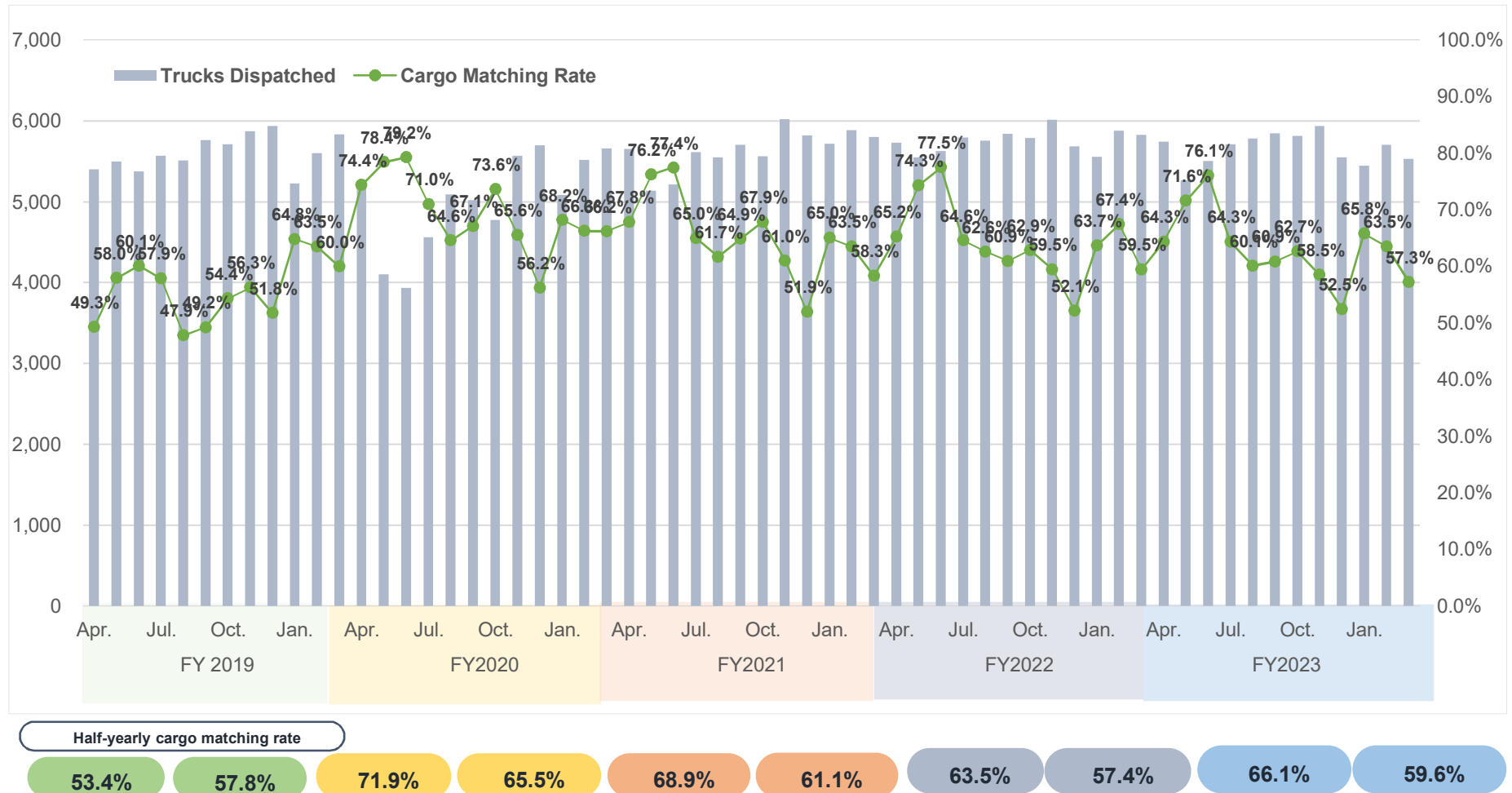
-16.3%

-3.6%

Status of the Logistics Information Service Business



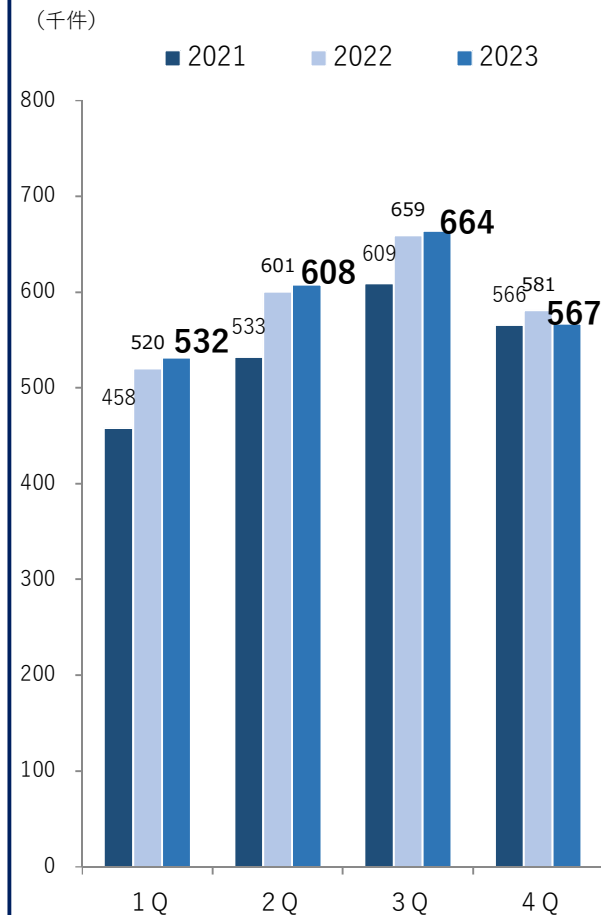
Number of trucks dispatched since April 2019 and the cargo matching rate



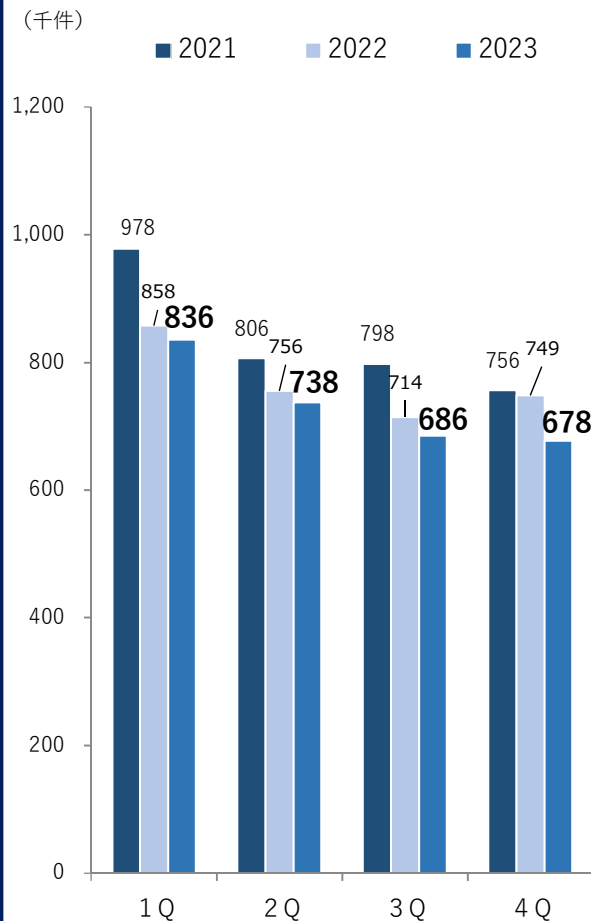
Logistics Information Service Business - Information Numbers



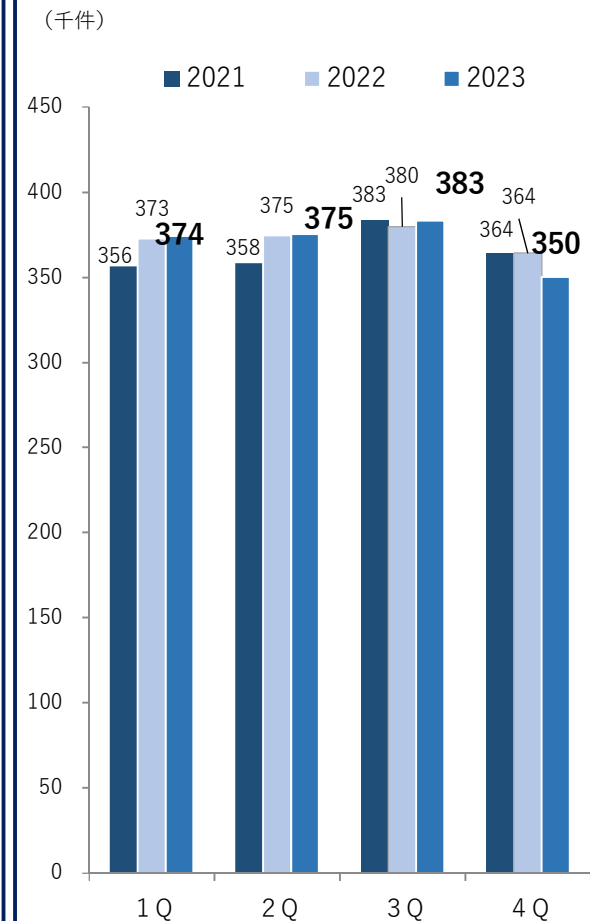
Cargo Information Numbers



Empty Truck Information Numbers



Trucks Dispatched

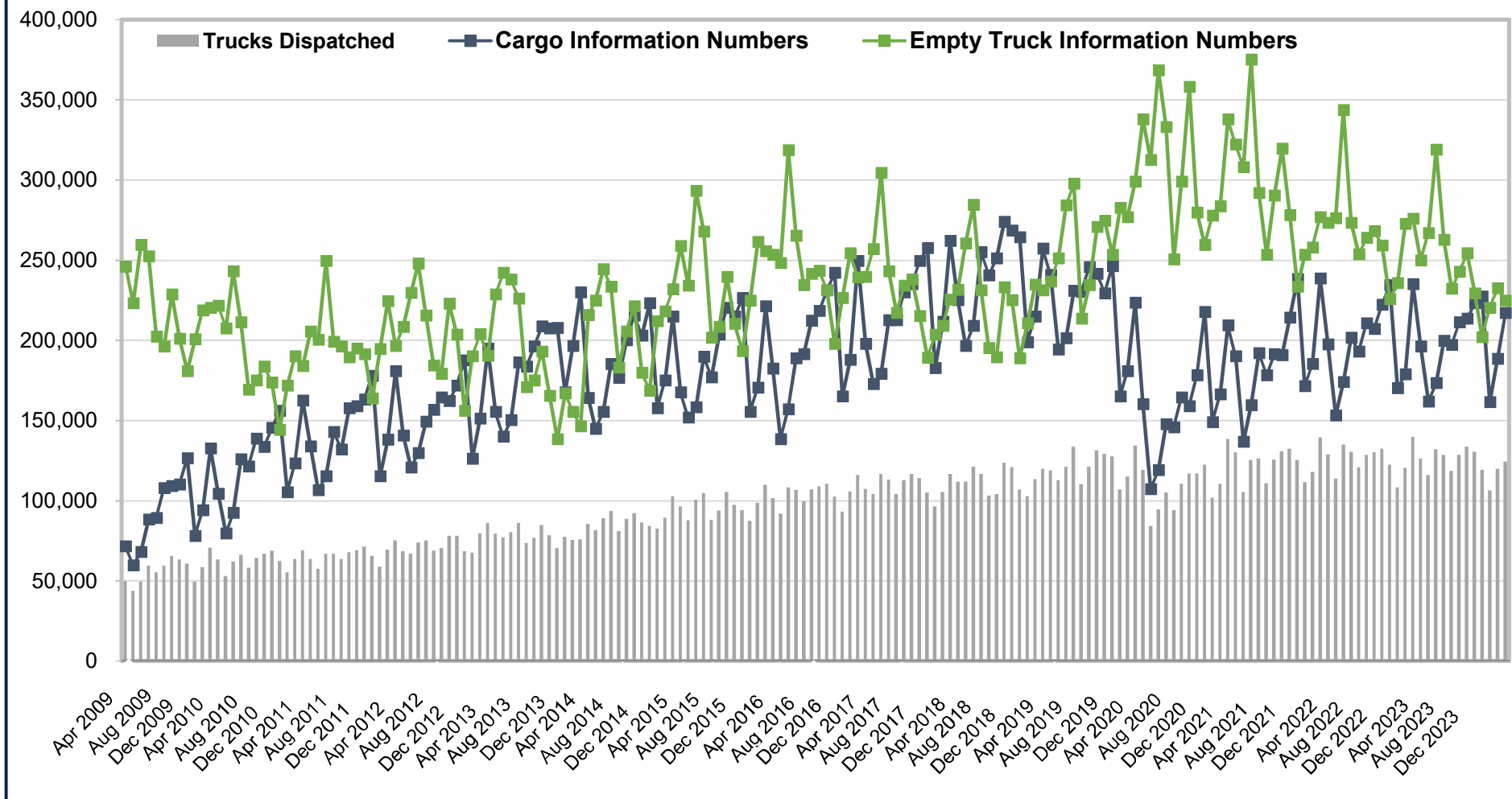


※Excludes internal transactions

Logistics Information Service Business - Change in Information Numbers



Change in the number of information cases since 2009



**For inquiries related to investor relations and this document,
please contact the following.**

トランコム株式会社
YOUR LOGISTICS COLLABORATOR

Email: ir_info@trancom.co.jp
TEL.052-939-2011 FAX.052-939-2015
www.trancom.co.jp



Public Relations & IR Group
TEL: 052-939-2023 FAX: 052-939-2015

*This document contains forward-looking statements such as forecasts based on information at the time of preparation.
Please be aware that the actual results may differ due to changing elements and risk factors in the future.