

Yahoo Japan Corporation FY2015 3Q Consolidated Statements of Income Trend (IFRSs)

Unit: Millions of Yen

Grand Total	FY2014				FY2015			% of Revenue	Quarter-on-Quarter		Year-on-Year	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q		Increase/Decrease	Change	Increase/Decrease	Change
Revenue	99,947	103,318	107,570	117,651	110,576	138,295	196,426	100.0%	58,131	+42.0%	88,856	+82.6%
Advertising	57,814	60,525	62,145	69,343	63,320	65,758	66,089	33.6%	330	+0.5%	3,944	+6.3%
Business Services	16,043	17,100	17,820	19,142	18,857	41,594	93,083	47.4%	51,488	+123.8%	75,262	+422.3%
Personal Services	26,089	25,692	27,604	29,165	28,398	30,941	37,253	19.0%	6,312	+20.4%	9,649	+35.0%
Intra-Company Revenue	-	-	-	-	-	-	-	n.a.	-	n.a.	-	n.a.
Cost of Sales	19,556	20,793	21,743	23,407	24,156	43,391	86,851	44.2%	43,460	+100.2%	65,108	+299.4%
Gross Profit	80,390	82,525	85,826	94,243	86,420	94,903	109,574	55.8%	14,671	+15.5%	23,748	+27.7%
Selling, General and Administrative Expenses	31,637	36,481	35,828	41,827	37,268	51,819	66,422	33.8%	14,603	+28.2%	30,594	+85.4%
Other Income and Expenses	-	-	-	-	-	59,696	-	n.a.	-59,696	n.a.	-	n.a.
Operating Income	48,753	46,043	49,998	52,416	49,151	102,779	43,151	22.0%	-59,627	-58.0%	-6,846	-13.7%
Other Non-Operating Income and Expenses	9,540	205	313	-645	615	1,606	-20	n.a.	-1,626	n.a.	-334	n.a.
Equity in Earnings (Losses) of Associates	273	92	521	784	775	442	-21	n.a.	-463	n.a.	-542	n.a.
Income before Income Taxes	58,567	46,341	50,833	52,556	50,541	104,828	43,109	21.9%	-61,718	-58.9%	-7,723	-15.2%
Net Income	36,716	30,491	33,698	33,026	33,493	91,269	29,037	14.8%	-62,232	-68.2%	-4,661	-13.8%
Net Income Attributable to Owners of the Parent	36,416	30,202	33,476	32,955	33,380	91,366	28,784	14.7%	-62,582	-68.5%	-4,692	-14.0%
Operating Margin	48.8%	44.6%	46.5%	44.6%	44.5%	74.3%	22.0%	n.a.	-52.4%	n.a.	-24.5%	n.a.
Ratio of Income before Income Taxes to Revenue	58.6%	44.9%	47.3%	44.7%	45.7%	75.8%	21.9%	n.a.	-53.9%	n.a.	-25.3%	n.a.
Ratio of Net Income Attributable to Owners of the Parent to Revenue	36.4%	29.2%	31.1%	28.0%	30.2%	66.1%	14.7%	n.a.	-51.4%	n.a.	-16.5%	n.a.

Marketing Solutions Business	FY2014				FY2015			% of Revenue	Quarter-on-Quarter		Year-on-Year	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q		Increase/Decrease	Change	Increase/Decrease	Change
Revenue	59,973	62,922	64,911	72,591	65,984	68,483	68,305	100.0%	-177	-0.3%	3,394	+5.2%
Advertising	57,036	59,783	61,118	68,390	62,247	64,577	63,790	93.4%	-787	-1.2%	2,672	+4.4%
Business Services	1,346	1,539	2,191	2,477	1,866	1,909	2,075	3.0%	165	+8.6%	-116	-5.3%
Personal Services	1,578	1,598	1,599	1,665	1,736	1,761	1,729	2.5%	-31	-1.8%	130	+8.2%
Intra-Company Revenue	11	0	2	56	134	233	709	1.0%	475	+203.4%	707	272 times
Cost of Sales	12,512	13,074	13,594	15,000	15,515	15,314	14,931	21.9%	-383	-2.5%	1,337	+9.8%
Gross Profit	47,460	49,848	51,317	57,591	50,469	53,168	53,373	78.1%	205	+0.4%	2,056	+4.0%
Selling, General and Administrative Expenses	13,601	15,759	15,869	17,271	13,965	17,762	17,010	24.9%	-752	-4.2%	1,140	+7.2%
Other Income and Expenses	-	-	-	-	-	-	-	n.a.	-	n.a.	-	n.a.
Operating Income	33,858	34,088	35,447	40,319	36,503	35,405	36,363	53.2%	958	+2.7%	916	+2.6%
Operating Margin	56.5%	54.2%	54.6%	55.5%	55.3%	51.7%	53.2%	n.a.	1.5%	n.a.	-1.4%	n.a.

Consumer Business	FY2014				FY2015			% of Revenue	Quarter-on-Quarter		Year-on-Year	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q		Increase/Decrease	Change	Increase/Decrease	Change
Revenue	31,256	31,493	32,798	33,091	32,625	57,208	115,313	100.0%	58,105	+101.6%	82,515	+251.6%
Advertising	783	750	1,012	940	1,062	1,187	2,610	2.3%	1,423	+119.9%	1,597	+157.8%
Business Services	8,822	9,400	9,196	9,617	9,569	31,922	81,210	70.4%	49,288	+154.4%	72,013	+783.0%
Personal Services	20,393	20,047	21,237	21,057	20,672	22,761	30,094	26.1%	7,332	+32.2%	8,856	+41.7%
Intra-Company Revenue	1,256	1,294	1,350	1,475	1,320	1,337	1,397	1.2%	60	+4.5%	47	+3.5%
Cost of Sales	2,493	3,055	3,153	3,335	3,432	22,702	66,059	57.3%	43,357	+191.0%	62,905	21 times
Gross Profit	28,763	28,437	29,644	29,756	29,193	34,506	49,254	42.7%	14,747	+42.7%	19,609	+66.1%
Selling, General and Administrative Expenses	11,626	12,265	11,740	12,131	11,298	18,695	35,073	30.4%	16,378	+87.6%	23,333	+198.7%
Other Income and Expenses	-	-	-	-	-	59,696	-	n.a.	-59,696	n.a.	-	n.a.
Operating Income	17,137	16,171	17,903	17,624	17,894	75,507	14,180	12.3%	-61,327	-81.2%	-3,723	-20.8%
Operating Margin	54.8%	51.4%	54.6%	53.3%	54.8%	132.0%	12.3%	n.a.	-119.7%	n.a.	-42.3%	n.a.

Others	FY2014				FY2015			% of Revenue	Quarter-on-Quarter		Year-on-Year	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q		Increase/Decrease	Change	Increase/Decrease	Change
Revenue	10,741	10,956	12,063	14,466	14,343	15,091	16,173	100.0%	1,082	+7.2%	4,109	+34.1%
Advertising	17	16	19	11	10	-5	-11	n.a.	-5	n.a.	-31	n.a.
Business Services	5,894	6,189	6,479	7,092	7,472	7,828	9,903	61.2%	2,074	+26.5%	3,423	+52.8%
Personal Services	4,117	4,046	4,767	6,442	5,989	6,418	5,429	33.6%	-988	-15.4%	662	+13.9%
Intra-Company Revenue	712	704	797	920	870	850	852	5.3%	2	+0.3%	55	+6.9%
Cost of Sales	4,592	4,708	4,994	5,081	5,229	5,373	5,962	36.9%	588	+10.9%	967	+19.4%
Gross Profit	6,149	6,248	7,068	9,385	9,113	9,717	10,211	63.1%	493	+5.1%	3,142	+44.5%
Selling, General and Administrative Expenses	2,620	2,508	2,615	5,347	5,735	7,183	6,869	42.5%	-313	-4.4%	4,254	+162.7%
Other Income and Expenses	-	-	-	-	-	-	-	n.a.	-	n.a.	-	n.a.
Operating Income	3,528	3,740	4,453	4,038	3,378	2,533	3,341	20.7%	807	+31.9%	-1,112	-25.0%
Operating Margin	32.8%	34.1%	36.9%	27.9%	23.6%	16.8%	20.7%	n.a.	3.9%	n.a.	-16.3%	n.a.

Adjustments	FY2014				FY2015			% of Revenue	Quarter-on-Quarter		Year-on-Year	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q		Increase/Decrease	Change	Increase/Decrease	Change
Revenue	-2,024	-2,053	-2,202	-2,498	-2,376	-2,488	-3,365	n.a.	-877	n.a.	-1,162	n.a.
Advertising	-23	-25	-5	0	0	0	-299	n.a.	-299	n.a.	-294	n.a.
Business Services	-20	-28	-47	-45	-51	-66	-105	n.a.	-39	n.a.	-58	n.a.
Personal Services	-	-	-	-	-	-	-	n.a.	-	n.a.	-	n.a.
Intra-Company Revenue	-1,980	-1,998	-2,150	-2,452	-2,325	-2,421	-2,959	n.a.	-538	n.a.	-809	n.a.
Cost of Sales	-41	-43	0	-9	-21	0	-101	n.a.	-101	n.a.	-102	n.a.
Gross Profit	-1,982	-2,009	-2,203	-2,488	-2,355	-2,488	-3,264	n.a.	-775	n.a.	-1,060	n.a.
Selling, General and Administrative Expenses	3,788	5,947	5,602	7,076	6,269	8,178	7,469	n.a.	-709	-8.7%	1,866	+33.3%
Other Income and Expenses	-	-	-	-	-	-	-	n.a.	-	n.a.	-	n.a.
Operating Income	-5,771	-7,956	-7,806	-9,565	-8,624	-10,666	-10,733	n.a.	-66	n.a.	-2,926	n.a.
Operating Margin	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.

Note 1: Yahoo Japan Corporation adopted International Financial Reporting Standards (IFRSs) beginning with the fiscal year ended March 31, 2015 (FY2014).

Note 2: Adjustments figures represent inter-segment transactions and general corporate expenses not belonging to any reporting segment.

Note 3: The Company recognized gain of ¥59.6 billion from the remeasurement of shares of ASKUL Corporation as Other Income in FY2015-2Q.

Note 4: As a result of the consolidation of ASKUL Corporation as a subsidiary on August 27, 2015, the revenue and income of ASKUL Corporation from August 28 to December 31, 2015 have been consolidated to the performance.

Note 5: Since some of services such as Yahoo! Maps and a consolidated subsidiary, Value Commerce Co., Ltd. were moved to different segments than before in the third quarter of the fiscal year ending March 2016, previous data and comparative data are restated for current segments retroactively.