

Yahoo Japan Corporation FY2015 4Q 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	4Q		Increase/Decrease	Change	Increase/Decrease	Change
Revenue	99,947	103,318	107,570	117,651	110,576	138,295	196,426	207,028	100.0%	10,602	+5.4%	89,377	+76.0%
Advertising	57,814	60,525	62,145	69,343	63,320	65,758	66,089	71,742	34.7%	5,652	+8.6%	2,399	+3.5%
Business Services	16,043	17,100	17,820	19,142	18,857	41,594	93,083	97,993	47.3%	4,910	+5.3%	78,851	+411.9%
Personal Services	26,089	25,692	27,604	29,165	28,398	30,941	37,253	37,292	18.0%	38	+0.1%	8,126	+27.9%
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	92,972	44.9%	6,120	+7.0%	69,565	+297.2%
Gross Profit	80,390	82,525	85,826	94,243	86,420	94,903	109,574	114,056	55.1%	4,481	+4.1%	19,812	+21.0%
Selling, General and Administrative Expenses	31,637	36,481	35,828	41,827	37,268	51,819	66,422	84,142	40.6%	17,719	+26.7%	42,315	+101.2%
Other Income and Expenses	0	0	0	0	0	59,696	0	0	n.a.	-	n.a.	-	n.a.
Operating Income	48,753	46,043	49,998	52,416	49,151	102,779	43,151	29,914	14.4%	-13,237	-30.7%	-22,502	-42.9%
Other Non-Operating Income and Expenses	9,540	205	313	-645	615	1,606	-20	-1,930	n.a.	-1,909	n.a.	-1,285	n.a.
Equity in Earnings (Losses) of Associates	273	92	521	784	775	442	-21	121	0.1%	142	n.a.	-663	-84.6%
Income before Income Taxes	58,567	46,341	50,833	52,556	50,541	104,828	43,109	28,105	13.6%	-15,004	-34.8%	-24,451	-46.5%
Net Income	36,716	30,491	33,698	33,026	33,493	91,269	29,037	18,692	9.0%	-10,344	-35.6%	-14,333	-43.4%
Net Income Attributable to Owners of the Parent	36,416	30,202	33,476	32,955	33,380	91,366	28,784	18,085	8.7%	-10,698	-37.2%	-14,869	-45.1%
Operating Margin	48.8%	44.6%	46.5%	44.6%	44.5%	74.3%	22.0%	14.4%	n.a.	-7.5%	n.a.	-30.1%	n.a.
Ratio of Income before Income Taxes to Revenue	58.6%	44.9%	47.3%	44.7%	45.7%	75.8%	21.9%	13.6%	n.a.	-8.4%	n.a.	-31.1%	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%	8.7%	n.a.	-5.9%	n.a.	-19.3%	n.a.

Marketing Solutions Business	FY2014				FY2015				% of Revenue	Quarter-on-Quarter		Year-on-Year	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		Increase/Decrease	Change	Increase/Decrease	Change
Revenue	59,973	62,922	64,911	72,591	65,984	68,483	68,305	74,555	100.0%	6,250	+9.2%	1,964	+2.7%
Advertising	57,036	59,783	61,118	68,390	62,247	64,577	63,790	69,583	93.3%	5,792	+9.1%	1,192	+1.7%
Business Services	1,346	1,539	2,191	2,477	1,866	1,909	2,075	2,400	3.2%	325	+15.7%	-76	-3.1%
Personal Services	1,578	1,598	1,599	1,665	1,736	1,761	1,729	1,807	2.4%	77	+4.5%	141	+8.5%
Intra-Company Revenue	11	0	2	56	134	233	709	764	1.0%	54	+7.7%	707	approx.13 times
Cost of Sales	12,512	13,074	13,594	15,000	15,515	15,314	14,931	16,043	21.5%	1,112	+7.4%	1,043	+7.0%
Gross Profit	47,460	49,848	51,317	57,591	50,469	53,168	53,373	58,512	78.5%	5,138	+9.6%	921	+1.6%
Selling, General and Administrative Expenses	13,601	15,759	15,869	17,271	13,965	17,762	17,010	22,250	29.8%	5,240	+30.8%	4,979	+28.8%
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	36,261	48.6%	-102	-0.3%	-4,058	-10.1%
Operating Margin	56.5%	54.2%	54.6%	55.5%	55.3%	51.7%	53.2%	48.6%	n.a.	-4.6%	n.a.	-6.9%	n.a.

Consumer Business	FY2014				FY2015				% of Revenue	Quarter-on-Quarter		Year-on-Year	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		Increase/Decrease	Change	Increase/Decrease	Change
Revenue	31,256	31,493	32,798	33,091	32,625	57,208	115,313	121,208	100.0%	5,895	+5.1%	88,117	+266.3%
Advertising	783	750	1,012	940	1,062	1,187	2,610	2,395	2.0%	-215	-8.3%	1,454	+154.7%
Business Services	8,822	9,400	9,196	9,617	9,569	31,922	81,210	86,226	71.1%	5,016	+6.2%	76,609	+796.6%
Personal Services	20,393	20,047	21,237	21,057	20,672	22,761	30,094	31,187	25.7%	1,093	+3.6%	10,129	+48.1%
Intra-Company Revenue	1,256	1,294	1,350	1,475	1,320	1,337	1,397	1,398	1.2%	0	+0.1%	-76	-5.2%
Cost of Sales	2,493	3,055	3,153	3,335	3,432	22,702	66,059	70,765	58.4%	4,706	+7.1%	67,430	approx.21 times
Gross Profit	28,763	28,437	29,644	29,756	29,193	34,506	49,254	50,442	41.6%	1,188	+2.4%	20,686	+69.5%
Selling, General and Administrative Expenses	11,626	12,265	11,740	12,131	11,298	18,695	35,073	38,434	31.7%	3,361	+9.6%	26,303	+216.8%
Other Income and Expenses	-	-	-	-	-	59,696	-	-	n.a.	-	n.a.	-	n.a.
Operating Income	17,137	16,171	17,903	17,624	17,894	75,507	14,180	12,007	9.9%	-2,172	-15.3%	-5,616	-31.9%
Operating Margin	54.8%	51.4%	54.6%	53.3%	54.8%	132.0%	12.3%	9.9%	n.a.	-2.4%	n.a.	-43.4%	n.a.

Others	FY2014				FY2015				% of Revenue	Quarter-on-Quarter		Year-on-Year	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		Increase/Decrease	Change	Increase/Decrease	Change
Revenue	10,741	10,956	12,063	14,466	14,343	15,091	16,173	14,618	100.0%	-1,555	-9.6%	151	+1.0%
Advertising	17	16	19	11	10	-5	-11	-7	n.a.	3	n.a.	-19	-167.4%
Business Services	5,894	6,189	6,479	7,092	7,472	7,828	9,903	9,449	64.6%	-453	-4.6%	2,356	+33.2%
Personal Services	4,117	4,046	4,767	6,442	5,989	6,418	5,429	4,297	29.4%	-1,131	-20.8%	-2,144	-33.3%
Intra-Company Revenue	712	704	797	920	870	850	852	879	6.0%	26	+3.1%	-41	-4.5%
Cost of Sales	4,592	4,708	4,994	5,081	5,229	5,373	5,962	6,215	42.5%	253	+4.3%	1,134	+22.3%
Gross Profit	6,149	6,248	7,068	9,385	9,113	9,717	10,211	8,402	57.5%	-1,808	-17.7%	-982	-10.5%
Selling, General and Administrative Expenses	2,620	2,508	2,615	5,347	5,735	7,183	6,869	11,098	75.9%	4,228	+61.5%	5,750	+107.5%
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	-2,695	n.a.	-6,036	-180.7%	-6,733	-166.7%
Operating Margin	32.8%	34.1%	36.9%	27.9%	23.6%	16.8%	20.7%	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.

Adjustments	FY2014				FY2015				% of Revenue	Quarter-on-Quarter		Year-on-Year	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		Increase/Decrease	Change	Increase/Decrease	Change
Revenue	-2,024	-2,053	-2,202	-2,498	-2,376	-2,488	-3,365	-3,353	n.a.	11	n.a.	-855	n.a.
Advertising	-23	-25	-5	0	0	0	-299	-228	n.a.	71	n.a.	-228	n.a.
Business Services	-20	-28	-47	-45	-51	-66	-105	-83	n.a.	22	n.a.	-38	n.a.
Personal Services	-	-	-	-	-	-	-	-	n.a.	n.a.	n.a.	-	n.a.
Intra-Company Revenue	-1,980	-1,998	-2,150	-2,452	-2,325	-2,421	-2,959	-3,041	n.a.	-81	n.a.	-589	n.a.
Cost of Sales	-41	-43	0	-9	-21	0	-101	-52	n.a.	48	n.a.	-43	n.a.
Gross Profit	-1,982	-2,009	-2,203	-2,488	-2,355	-2,488	-3,264	-3,301	n.a.	-36	n.a.	-812	n.a.
Selling, General and Administrative Expenses	3,788	5,947	5,602	7,076	6,269	8,178	7,469	12,358	n.a.	4,889	+65.5%	5,281	+74.6%
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	-15,659	n.a.	-4,925	n.a.	-6,094	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.	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 Group recognized gain of ¥59.6 billion from the remeasurement of shares of ASKUL Corporation as Other Income in FY2015-2Q as a result of the consolidation of ASKUL Corporation.

Note 4: As a result of the conversion of ASKUL Corporation to a consolidated subsidiary on August 27, 2015, seven months' equivalent of the revenue and operating income of ASKUL Corporation have been consolidated to the performance.

Note 5: As a result of the conversion of Ikyu Corporation to a consolidated subsidiary on February 3, 2016, two months' equivalent of the revenue and operating income of Ikyu Corporation have been consolidated to the performance.

Note 6: In the case where any major service has been transferred between segments, the prior data and comparative figures have been retroactively adjusted to the current segments.

Yahoo Japan Corporation Full Year Consolidated Statements of Income Trend (IFRSs)

Unit: Millions of Yen

Grand Total	Fiscal Year			% of Revenue	Year-on-Year	
	2013	2014	2015		Increase/Decrease	Change
Revenue	408,514	428,487	652,327	100.0%	223,839	+52.2%
Advertising	232,530	249,828	266,911	40.9%	17,082	+6.8%
Business Services	72,398	70,107	251,530	38.6%	181,422	+258.8%
Personal Services	103,586	108,551	133,885	20.5%	25,333	+23.3%
Intra-Company Revenue	-	-	-	n.a.	-	n.a.
Cost of Sales	75,860	85,501	247,372	37.9%	161,870	+189.3%
Gross Profit	332,653	342,986	404,955	62.1%	61,968	+18.1%
Selling, General and Administrative Expenses	136,215	145,774	239,653	36.7%	93,879	+64.4%
Other Income and Expenses	-	-	59,696	9.2%	59,696	n.a.
Operating Income	196,437	197,212	224,997	34.5%	27,785	+14.1%
Other Non-Operating Income and Expenses	11,880	9,413	270	0.0%	-9,143	-97.1%
Equity in Earnings (Losses) of Associates	-94	1,672	1,317	0.2%	-355	-21.2%
Income before Income Taxes	208,224	208,298	226,585	34.7%	18,286	+8.8%
Net Income	129,667	133,933	172,492	26.4%	38,559	+28.8%
Net Income Attributable to Owners of the Parent	128,605	133,051	171,617	26.3%	38,565	+29.0%
Operating Margin	48.1%	46.0%	34.5%	n.a.	-11.5%	n.a.
Ratio of Income before Income Taxes to Revenue	51.0%	48.6%	34.7%	n.a.	-13.9%	n.a.
Ratio of Net Income Attributable to Owners of the Parent to Revenue	31.5%	31.1%	26.3%	n.a.	-4.7%	n.a.

Marketing Solutions Business	Fiscal Year			% of Revenue	Year-on-Year	
	2013	2014	2015		Increase/Decrease	Change
Revenue	-	260,398	277,329	100.0%	16,930	+6.5%
Advertising	-	246,329	260,199	93.8%	13,869	+5.6%
Business Services	-	7,555	8,252	3.0%	696	+9.2%
Personal Services	-	6,441	7,034	2.5%	592	+9.2%
Intra-Company Revenue	-	71	1,842	0.7%	1,770	approx.26 times
Cost of Sales	-	54,181	61,805	22.3%	7,624	+14.1%
Gross Profit	-	206,217	215,523	77.7%	9,306	+4.5%
Selling, General and Administrative Expenses	-	62,502	70,989	25.6%	8,487	+13.6%
Other Income and Expenses	-	0	0	n.a.	-	n.a.
Operating Income	-	143,714	144,533	52.1%	818	+0.6%
Operating Margin	n.a.	55.2%	52.1%	n.a.	-3.1%	n.a.

Consumer Business	Fiscal Year			% of Revenue	Year-on-Year	
	2013	2014	2015		Increase/Decrease	Change
Revenue	-	128,638	326,356	100.0%	197,717	+153.7%
Advertising	-	3,488	7,255	2.2%	3,767	+108.0%
Business Services	-	37,037	208,930	64.0%	171,893	+464.1%
Personal Services	-	82,736	104,716	32.1%	21,979	+26.6%
Intra-Company Revenue	-	5,376	5,453	1.7%	76	+1.4%
Cost of Sales	-	12,037	162,959	49.9%	150,922	approx.14 times
Gross Profit	-	116,601	163,396	50.1%	46,794	+40.1%
Selling, General and Administrative Expenses	-	47,764	103,502	31.7%	55,738	+116.7%
Other Income and Expenses	-	0	59,696	18.3%	59,696	n.a.
Operating Income	-	68,837	119,590	36.6%	50,752	+73.7%
Operating Margin	n.a.	53.5%	36.6%	n.a.	-16.9%	n.a.

Others	Fiscal Year			% of Revenue	Year-on-Year	
	2013	2014	2015		Increase/Decrease	Change
Revenue	-	48,229	60,226	100.0%	11,997	+24.9%
Advertising	-	65	-15	n.a.	-81	-123.7%
Business Services	-	25,656	34,654	57.5%	8,998	+35.1%
Personal Services	-	19,372	22,134	36.8%	2,761	+14.3%
Intra-Company Revenue	-	3,134	3,453	5.7%	318	+10.2%
Cost of Sales	-	19,377	22,781	37.8%	3,404	+17.6%
Gross Profit	-	28,852	37,445	62.2%	8,592	+29.8%
Selling, General and Administrative Expenses	-	13,092	30,886	51.3%	17,794	+135.9%
Other Income and Expenses	-	-	-	n.a.	-	n.a.
Operating Income	-	15,760	6,558	10.9%	-9,202	-58.4%
Operating Margin	n.a.	32.7%	10.9%	n.a.	-21.8%	n.a.

Adjustments	Fiscal Year			% of Revenue	Year-on-Year	
	2013	2014	2015		Increase/Decrease	Change
Revenue	-	-8,779	-11,584	n.a.	-2,805	n.a.
Advertising	-	-54	-528	n.a.	-473	n.a.
Business Services	-	-142	-307	n.a.	-165	n.a.
Personal Services	-	-	-	n.a.	-	n.a.
Intra-Company Revenue	-	-8,582	-10,748	n.a.	-2,166	n.a.
Cost of Sales	-	-94	-174	n.a.	-80	n.a.
Gross Profit	-	-8,685	-11,409	n.a.	-2,724	n.a.
Selling, General and Administrative Expenses	-	22,415	34,274	n.a.	11,859	+52.9%
Other Income and Expenses	-	-	-	n.a.	-	n.a.
Operating Income	-	-31,100	-45,684	n.a.	-14,583	n.a.
Operating Margin	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.

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