

Yahoo Japan Corporation FY2016 4Q Consolidated Statements of Income Trend (IFRSs)

Unit: Millions of Yen

Grand Total	FY2015				FY2016				% of Revenue	Quarter-on-Quarter		Year-on-Year	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		Increase/Decrease	Change	Increase/Decrease	Change
Revenue	110,576	138,295	196,426	207,028	204,260	205,335	221,361	222,773	100.0%	1,411	+0.6%	15,744	+7.6%
Advertising	63,320	65,758	66,089	71,742	65,384	69,475	72,967	78,616	35.3%	5,649	+7.7%	6,874	+9.6%
Business Services	18,857	41,594	93,083	97,993	96,473	93,962	100,552	100,564	45.1%	11	+0.0%	2,570	+2.6%
Personal Services	28,398	30,941	37,253	37,292	42,403	41,896	47,842	43,591	19.6%	-4,250	-8.9%	6,299	+16.9%
Intra-Company Revenue	-	-	-	-	-	-	-	-	n.a.	-	n.a.	-	n.a.
Cost of Sales	24,156	43,391	86,851	92,972	91,214	89,741	96,651	95,905	43.1%	-745	-0.8%	2,933	+3.2%
Gross Profit	86,420	94,903	109,574	114,056	113,046	115,593	124,710	126,867	56.9%	2,156	+1.7%	12,810	+11.2%
Selling, General and Administrative Expenses	37,268	51,819	66,422	84,142	62,169	66,084	72,938	76,238	34.2%	3,300	+4.5%	-7,903	-9.4%
Other Income and Expenses	-	59,696	-	-	-	-	-	-10,736	n.a.	-10,736	n.a.	-10,736	n.a.
Operating Income	49,151	102,779	43,151	29,914	50,877	49,508	51,772	39,891	17.9%	-11,880	-22.9%	9,977	+33.4%
Other Non-Operating Income and Expenses	615	1,606	-20	-1,930	74	-765	785	383	0.2%	-402	-51.2%	2,313	n.a.
Equity in Earnings (Losses) of Associates	775	442	-21	121	294	174	241	237	0.1%	-4	-1.7%	116	+96.1%
Income before Income Taxes	50,541	104,828	43,109	28,105	51,245	48,917	52,799	40,512	18.2%	-12,287	-23.3%	12,407	+44.1%
Net Income	33,493	91,269	29,037	18,692	35,221	33,461	36,119	27,830	12.5%	-8,289	-22.9%	9,138	+48.9%
Net Income Attributable to Owners of the Parent	33,380	91,366	28,784	18,085	35,508	33,611	35,680	31,790	14.3%	-3,889	-10.9%	13,704	+75.8%
Operating Margin	44.5%	74.3%	22.0%	14.4%	24.9%	24.1%	23.4%	17.9%	n.a.	-5.5%	n.a.	3.5%	n.a.
Ratio of Income before Income Taxes to Revenue	45.7%	75.8%	21.9%	13.6%	25.1%	23.8%	23.9%	18.2%	n.a.	-5.7%	n.a.	4.6%	n.a.
Ratio of Net Income Attributable to Owners of the Parent to Revenue	30.2%	66.1%	14.7%	8.7%	17.4%	16.4%	16.1%	14.3%	n.a.	-1.8%	n.a.	5.5%	n.a.

Marketing Solutions Business	FY2015				FY2016				% of Revenue	Quarter-on-Quarter		Year-on-Year	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		Increase/Decrease	Change	Increase/Decrease	Change
Revenue	64,036	66,406	65,807	72,002	65,542	69,676	70,138	76,158	100.0%	6,019	+8.6%	4,156	+5.8%
Advertising	62,247	64,577	63,804	69,675	63,036	66,906	67,927	73,776	96.9%	5,848	+8.6%	4,101	+5.9%
Business Services	1,715	1,756	1,931	2,256	2,434	2,699	2,142	2,315	3.0%	172	+8.1%	58	+2.6%
Personal Services	72	71	70	69	69	68	67	65	0.1%	-1	-2.9%	-3	-5.8%
Intra-Company Revenue	1	1	1	1	1	1	1	1	0.0%	0	+0.0%	0	+29.2%
Cost of Sales	14,572	14,350	14,000	15,080	14,951	15,218	15,303	16,338	21.5%	1,034	+6.8%	1,258	+8.3%
Gross Profit	49,463	52,055	51,807	56,922	50,590	54,457	54,835	59,819	78.5%	4,984	+9.1%	2,897	+5.1%
Selling, General and Administrative Expenses	12,194	15,226	15,091	20,204	13,089	14,701	14,159	15,797	20.7%	1,638	+11.6%	-4,406	-21.8%
Other Income and Expenses	-	-	-	-	-	-	-	-	n.a.	-	n.a.	-	n.a.
Operating Income	37,268	36,829	36,715	36,717	37,501	39,756	40,676	44,022	57.8%	3,346	+8.2%	7,304	+19.9%
Operating Margin	58.2%	55.5%	55.8%	51.0%	57.2%	57.1%	58.0%	57.8%	n.a.	-0.2%	n.a.	6.8%	n.a.

Consumer Business	FY2015				FY2016				% of Revenue	Quarter-on-Quarter		Year-on-Year	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		Increase/Decrease	Change	Increase/Decrease	Change
Revenue	34,946	59,656	117,632	123,526	124,041	122,108	134,979	130,669	100.0%	-4,309	-3.2%	7,142	+5.8%
Advertising	1,062	1,187	2,596	2,303	2,643	2,902	5,427	5,005	3.8%	-422	-7.8%	2,701	+117.3%
Business Services	9,717	32,071	81,348	86,366	84,997	82,601	87,883	88,753	67.9%	870	+1.0%	2,387	+2.8%
Personal Services	22,336	24,451	31,753	32,925	34,795	35,045	40,044	35,264	27.0%	-4,779	-11.9%	2,338	+7.1%
Intra-Company Revenue	1,830	1,945	1,932	1,931	1,605	1,558	1,624	1,645	1.3%	21	+1.3%	-285	-14.8%
Cost of Sales	4,374	23,666	66,990	71,729	69,780	68,444	74,764	72,892	55.8%	-1,871	-2.5%	1,162	+1.6%
Gross Profit	30,572	35,989	50,641	51,797	54,260	53,664	60,215	57,777	44.2%	-2,437	-4.0%	5,979	+11.5%
Selling, General and Administrative Expenses	12,705	20,885	36,644	40,110	34,112	33,681	39,799	40,362	30.9%	562	+1.4%	252	+0.6%
Other Income and Expenses	-	59,696	-	-	-	-	-	-13,006	n.a.	-13,006	n.a.	-13,006	n.a.
Operating Income	17,866	74,800	13,997	11,687	20,147	19,983	20,415	4,408	3.4%	-16,006	-78.4%	-7,279	-62.3%
Operating Margin	51.1%	125.4%	11.9%	9.5%	16.2%	16.4%	15.1%	3.4%	n.a.	-11.8%	n.a.	-6.1%	n.a.

Others	FY2015				FY2016				% of Revenue	Quarter-on-Quarter		Year-on-Year	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		Increase/Decrease	Change	Increase/Decrease	Change
Revenue	14,346	15,110	16,196	14,637	17,449	16,311	19,152	18,687	100.0%	-464	-2.4%	4,050	+27.7%
Advertising	10	9	6	7	6	4	4	4	0.0%	0	+0.8%	-2	-38.7%
Business Services	7,476	7,832	9,907	9,453	9,127	8,758	10,620	9,588	51.3%	-1,032	-9.7%	134	+1.4%
Personal Services	5,989	6,418	5,429	4,297	7,537	6,782	7,730	8,261	44.2%	531	+6.9%	3,964	+92.2%
Intra-Company Revenue	870	850	852	879	777	766	797	833	4.5%	36	+4.5%	-46	-5.2%
Cost of Sales	5,229	5,373	5,962	6,215	6,536	6,149	6,646	6,737	36.1%	91	+1.4%	522	+8.4%
Gross Profit	9,117	9,736	10,234	8,421	10,913	10,161	12,506	11,949	63.9%	-556	-4.4%	3,528	+41.9%
Selling, General and Administrative Expenses	5,764	7,232	6,930	11,144	6,993	7,339	8,118	7,969	42.6%	-149	-1.8%	-3,175	-28.5%
Other Income and Expenses	-	-	-	-	-	-	-	-	n.a.	-	n.a.	-	n.a.
Operating Income	3,352	2,504	3,304	-2,722	3,920	2,822	4,387	3,980	21.3%	-407	-9.3%	6,703	n.a.
Operating Margin	23.4%	16.6%	20.4%	n.a.	22.5%	17.3%	22.9%	21.3%	n.a.	-1.6%	n.a.	39.9%	n.a.

Adjustments	FY2015				FY2016				% of Revenue	Quarter-on-Quarter		Year-on-Year	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		Increase/Decrease	Change	Increase/Decrease	Change
Revenue	-2,753	-2,877	-3,209	-3,137	-2,772	-2,761	-2,908	-2,742	n.a.	166	n.a.	395	n.a.
Advertising	-	-14	-318	-243	-301	-337	-392	-169	n.a.	223	n.a.	74	n.a.
Business Services	-51	-65	-104	-82	-86	-96	-93	-92	n.a.	0	n.a.	-10	n.a.
Personal Services	-	-	-	-	-	-	-	-	n.a.	-	n.a.	-	n.a.
Intra-Company Revenue	-2,702	-2,797	-2,786	-2,811	-2,384	-2,326	-2,422	-2,480	n.a.	-57	n.a.	331	n.a.
Cost of Sales	-21	0	-101	-52	-54	-71	-62	-62	n.a.	0	n.a.	-9	n.a.
Gross Profit	-2,732	-2,878	-3,108	-3,085	-2,718	-2,690	-2,846	-2,680	n.a.	166	n.a.	405	n.a.
Selling, General and Administrative Expenses	6,603	8,476	7,756	12,683	7,973	10,362	10,860	12,108	n.a.	1,248	+11.5%	-574	-4.5%
Other Income and Expenses	-	-	-	-	-	-	-	2,269	n.a.	2,269	n.a.	2,269	n.a.
Operating Income	-9,336	-11,354	-10,865	-15,768	-10,691	-13,053	-13,706	-12,519	n.a.	1,187	n.a.	3,249	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: Adjustments figures represent inter-segment transactions and general corporate expenses not belonging to any reporting segment.

Note 2: 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 3: Made ASKUL Corporation to a consolidated subsidiary on August 27, 2015.

Note 4: Made Ikyu Corporation to a consolidated subsidiary on February 3, 2016.

Note 5: The group recorded the damages of ¥13.0 billion as Other Expenses in FY2016-4Q as a result of the fire incident at the logistics center of ASKUL Corporation.

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	2016		Increase/ Decrease	Change
Revenue	408,514	428,487	652,327	853,730	100.0%	201,403	+30.9%
Advertising	232,530	249,828	266,911	286,443	33.6%	19,532	+7.3%
Business Services	72,398	70,107	251,530	391,552	45.9%	140,022	+55.7%
Personal Services	103,586	108,551	133,885	175,733	20.6%	41,847	+31.3%
Intra-Company Revenue	-	-	-	-	n.a.	-	n.a.
Cost of Sales	75,860	85,501	247,372	373,513	43.8%	126,141	+51.0%
Gross Profit	332,653	342,986	404,955	480,217	56.2%	75,261	+18.6%
Selling, General and Administrative Expenses	136,215	145,774	239,653	277,430	32.5%	37,776	+15.8%
Other Income and Expenses	-	-	59,696	-10,736	n.a.	-70,433	n.a.
Operating Income	196,437	197,212	224,997	192,049	22.5%	-32,947	-14.6%
Other Non-Operating Income and Expenses	11,880	9,413	270	477	0.1%	207	+76.8%
Equity in Earnings (Losses) of Associates	-94	1,672	1,317	947	0.1%	-369	-28.1%
Income before Income Taxes	208,224	208,298	226,585	193,475	22.7%	-33,110	-14.6%
Net Income	129,667	133,933	172,492	132,634	15.5%	-39,858	-23.1%
Net Income Attributable to Owners of the Parent	128,605	133,051	171,617	136,589	16.0%	-35,027	-20.4%
Operating Margin	48.1%	46.0%	34.5%	22.5%	n.a.	-12.0%	n.a.
Ratio of Income before Income Taxes to Revenue	51.0%	48.6%	34.7%	22.7%	n.a.	-12.1%	n.a.
Ratio of Net Income Attributable to Owners of the Parent to Revenue	31.5%	31.1%	26.3%	16.0%	n.a.	-10.3%	n.a.

Marketing Solutions Business	Fiscal Year				% of Revenue	Year-on-Year	
	2013	2014	2015	2016		Increase/ Decrease	Change
Revenue	-	-	268,252	281,515	100.0%	13,262	+4.9%
Advertising	-	-	260,305	271,647	96.5%	11,342	+4.4%
Business Services	-	-	7,659	9,590	3.4%	1,931	+25.2%
Personal Services	-	-	283	270	0.1%	-12	-4.4%
Intra-Company Revenue	-	-	4	6	0.0%	1	+40.1%
Cost of Sales	-	-	58,004	61,812	22.0%	3,808	+6.6%
Gross Profit	-	-	210,248	219,703	78.0%	9,454	+4.5%
Selling, General and Administrative Expenses	-	-	62,716	57,747	20.5%	-4,969	-7.9%
Other Income and Expenses	-	-	-	-	n.a.	-	n.a.
Operating Income	-	-	147,531	161,955	57.5%	14,424	+9.8%
Operating Margin	n.a.	n.a.	55.0%	57.5%	n.a.	2.5%	n.a.

Consumer Business	Fiscal Year				% of Revenue	Year-on-Year	
	2013	2014	2015	2016		Increase/ Decrease	Change
Revenue	-	-	335,762	511,798	100.0%	176,036	+52.4%
Advertising	-	-	7,150	15,977	3.1%	8,827	+123.4%
Business Services	-	-	209,503	344,236	67.3%	134,733	+64.3%
Personal Services	-	-	111,468	145,150	28.4%	33,682	+30.2%
Intra-Company Revenue	-	-	7,640	6,433	1.3%	-1,206	-15.8%
Cost of Sales	-	-	166,761	285,881	55.9%	119,120	+71.4%
Gross Profit	-	-	169,001	225,917	44.1%	56,916	+33.7%
Selling, General and Administrative Expenses	-	-	110,345	147,956	28.9%	37,610	+34.1%
Other Income and Expenses	-	-	59,696	-13,006	n.a.	-72,702	n.a.
Operating Income	-	-	118,351	64,954	12.7%	-53,397	-45.1%
Operating Margin	n.a.	n.a.	35.2%	12.7%	n.a.	-22.6%	n.a.

Others	Fiscal Year				% of Revenue	Year-on-Year	
	2013	2014	2015	2016		Increase/ Decrease	Change
Revenue	-	-	60,291	71,601	100.0%	11,309	+18.8%
Advertising	-	-	33	20	0.0%	-13	-40.3%
Business Services	-	-	34,670	38,094	53.2%	3,424	+9.9%
Personal Services	-	-	22,134	30,312	42.3%	8,177	+36.9%
Intra-Company Revenue	-	-	3,453	3,174	4.4%	-278	-8.1%
Cost of Sales	-	-	22,781	26,069	36.4%	3,288	+14.4%
Gross Profit	-	-	37,510	45,531	63.6%	8,021	+21.4%
Selling, General and Administrative Expenses	-	-	31,071	30,420	42.5%	-650	-2.1%
Other Income and Expenses	-	-	-	-	n.a.	-	n.a.
Operating Income	-	-	6,438	15,110	21.1%	8,672	+134.7%
Operating Margin	n.a.	n.a.	10.7%	21.1%	n.a.	10.4%	n.a.

Adjustments	Fiscal Year				% of Revenue	Year-on-Year	
	2013	2014	2015	2016		Increase/ Decrease	Change
Revenue	-	-	-11,979	-11,185	n.a.	793	n.a.
Advertising	-	-	-577	-1,201	n.a.	-623	n.a.
Business Services	-	-	-303	-369	n.a.	-65	n.a.
Personal Services	-	-	-	-	n.a.	-	n.a.
Intra-Company Revenue	-	-	-11,097	-9,614	n.a.	1,483	n.a.
Cost of Sales	-	-	-174	-250	n.a.	-75	n.a.
Gross Profit	-	-	-11,804	-10,934	n.a.	869	n.a.
Selling, General and Administrative Expenses	-	-	35,519	41,305	n.a.	5,785	+16.3%
Other Income and Expenses	-	-	-	2,269	n.a.	2,269	n.a.
Operating Income	-	-	-47,324	-49,970	n.a.	-2,646	n.a.
Operating Margin	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: Made ASKUL Corporation to a consolidated subsidiary on August 27, 2015.

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Note 6: The group recorded the damages of ¥13.0 billion as Other Expenses in FY2016-4Q as a result of the fire incident at the logistics center of ASKUL Corporation.

Note 7: In the case where any major service has been transferred between segments, the prior data and comparative figures for Fiscal 2014 have been retroactively adjusted to the current segments.

Please refer to the Historical Data under the Financial Information on our IR site for the results of the segments (unadjusted) in Fiscal 2014 and before.