Performance Highlights

Performance Highlights for the Fiscal Year Ended March 31, 2017

TA-Q-BIN delivery volumes increased in the Delivery Business due to expansion of the e-commerce market and the growth of the *TA-Q-BIN Compact* and *Nekopos* services, which largely stemmed from business via flea market websites. In addition, existing services in non-delivery businesses showed a solid performance. As a result, operating revenues rose 3.6% year on year, to ¥1,466.8 billion.

Meanwhile, amid tight labor market conditions, expenditures to secure labor capacity to respond to increased business volume rose, and payments for specially acknowledged working hours

were additionally recognized. Accordingly, operating profit[1] declined 49.1% year on year, to ¥34.8 billion.

As a result of the above, profit attributable to owners of parent[2] fell 54.2% year on year, to ¥18.0 billion, and ROE declined 3.7 percentage points compared with the previous fiscal year, standing at 3.4%.
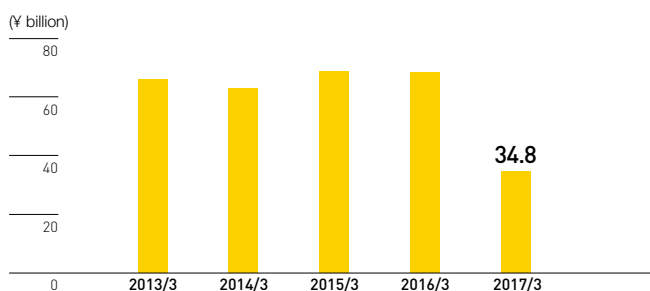
[1] Operating profit is referred to as "operating income" in the financial statements.
[2] Profit attributable to owners of parent is referred to as "net income attributable to owners of parent" in the financial statement.
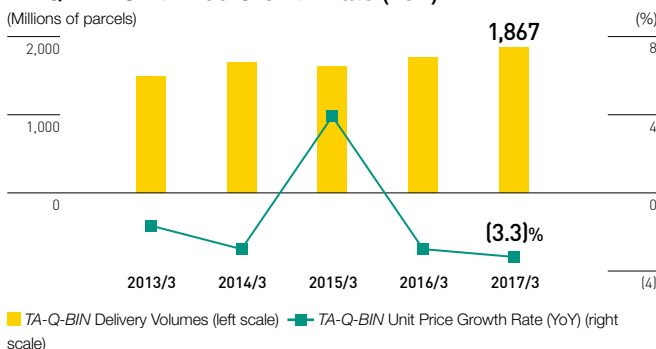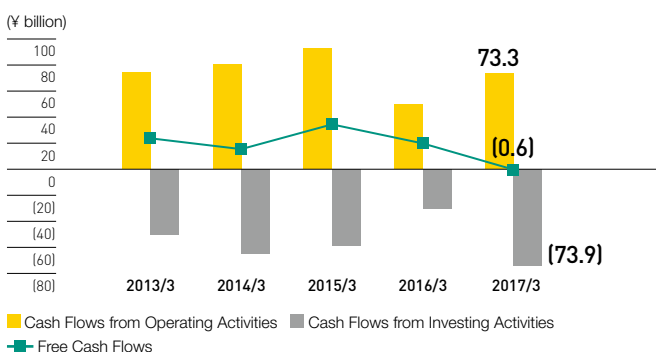
Operating Revenues

(¥ billion)

■ Delivery Business　■ Non-delivery Businesses

Operating Profit

(¥ billion)
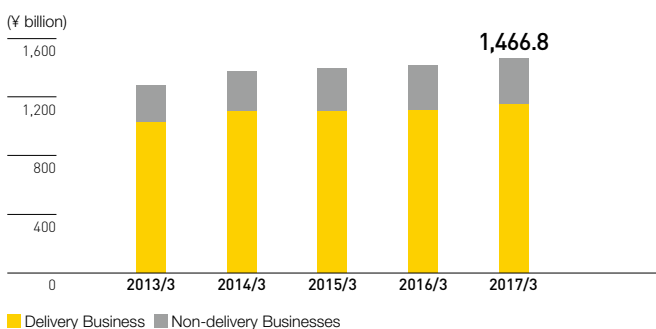
TA-Q-BIN Delivery Volumes / *TA-Q-BIN* Unit Price Growth Rate (YoY)

(Millions of parcels)　(%)

■ *TA-Q-BIN* Delivery Volumes (left scale)　■ *TA-Q-BIN* Unit Price Growth Rate (YoY) (right scale)

Profit Attributable to Owners of Parent / ROE

(¥ billion)　(%)

■ Profit Attributable to Owners of Parent (left scale)　■ ROE (right scale)
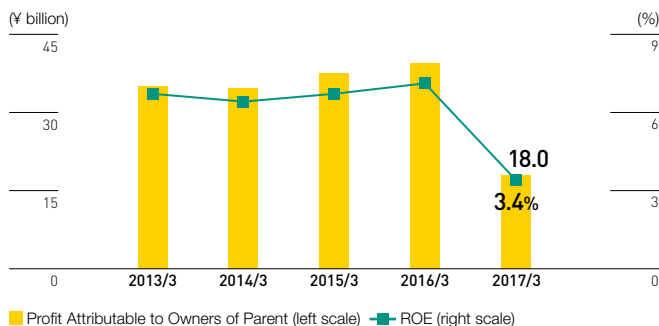
Operating and Investing Cash Flows / Free Cash Flows[3]

(¥ billion)

■ Cash Flows from Operating Activities　■ Cash Flows from Investing Activities
■ Free Cash Flows
[3] Free Cash Flows = Cash Flows from Operating Activities + Cash Flows from Investing Activities

Total Shareholders' Equity / Shareholders' Equity Ratio

(¥ billion)　(%)

■ Total Shareholders' Equity (left scale)　■ Shareholders' Equity Ratio (right scale)