

## Consolidated Financial Results for the Second Quarter of the Fiscal Year Ending March 31, 2017 <under Japanese GAAP>

Company name: Yamato Holdings Co., Ltd.  
 Listing: Tokyo Stock Exchange  
 Stock code: 9064  
 URL: <http://www.yamato-hd.co.jp/>  
 Representative: Masaki Yamauchi, President  
 Contact: Kenichi Shibasaki, Senior Managing Executive Officer, in charge of Financing and Accounting  
 Tel: +81-3-3541-4141 (from overseas)

Scheduled date of the submission of quarterly securities report: November 10, 2016  
 Scheduled date of the commencement of dividend payment: December 9, 2016  
 Preparation of supplementary materials on quarterly financial results: Yes  
 Holding of quarterly financial results meeting: Yes

(Amounts less than 1 million yen are discarded.)

### 1. Consolidated financial results for the second quarter of fiscal year 2017 (cumulative: from April 1, 2016 to September 30, 2016)

#### (1) Consolidated operating results

(Percentages indicate year-on-year changes.)

|                          | Operating revenue |     | Operating income |        | Ordinary income |        | Profit attributable to owners of parent |        |
|--------------------------|-------------------|-----|------------------|--------|-----------------|--------|-----------------------------------------|--------|
|                          | Millions of yen   | %   | Millions of yen  | %      | Millions of yen | %      | Millions of yen                         | %      |
| For the six months ended |                   |     |                  |        |                 |        |                                         |        |
| September 30, 2016       | 706,689           | 3.3 | 20,943           | 16.4   | 20,916          | 12.3   | 11,554                                  | 18.4   |
| September 30, 2015       | 683,785           | 1.6 | 18,000           | (15.4) | 18,627          | (16.6) | 9,759                                   | (19.7) |

(Note) Comprehensive income: For the six months ended September 30, 2016: 8,787 million yen (10.3%)  
 For the six months ended September 30, 2015: 7,964 million yen ((38.7)%)

|                          | Basic earnings per share | Diluted earnings per share |
|--------------------------|--------------------------|----------------------------|
| For the six months ended | Yen                      | Yen                        |
| September 30, 2016       | 28.99                    | —                          |
| September 30, 2015       | 23.71                    | 23.48                      |

#### (2) Consolidated financial position

|                    | Total assets    | Net assets      | Equity ratio |
|--------------------|-----------------|-----------------|--------------|
| As of              | Millions of yen | Millions of yen | %            |
| September 30, 2016 | 1,080,977       | 546,611         | 50.0         |
| March 31, 2016     | 1,089,436       | 543,855         | 49.4         |

(Reference) Equity: As of September 30, 2016: 540,537 million yen As of March 31, 2016: 537,821 million yen

### 2. Dividends

|                        | Annual dividends |                |               |                 |       |
|------------------------|------------------|----------------|---------------|-----------------|-------|
|                        | First quarter    | Second quarter | Third quarter | Fiscal year-end | Total |
|                        | Yen              | Yen            | Yen           | Yen             | Yen   |
| Fiscal 2016            | —                | 13.00          | —             | 15.00           | 28.00 |
| Fiscal 2017            | —                | 13.00          | —             | —               | —     |
| Fiscal 2017 (Forecast) | —                | —              | —             | 14.00           | 27.00 |

(Notes) Revisions to the forecasts most recently announced: None

Breakdown of year-end dividends in fiscal year ended March 31, 2016: Ordinary dividends: 13.00 yen  
 Commemorative dividends: 2.00 yen

### 3. Consolidated earnings forecasts for fiscal year 2017 (from April 1, 2016 to March 31, 2017)

(Percentages indicate year-on-year changes.)

|           | Operating revenue |     | Operating income |       | Ordinary income |       | Profit attributable to owners of parent |       | Basic earnings per share |
|-----------|-------------------|-----|------------------|-------|-----------------|-------|-----------------------------------------|-------|--------------------------|
|           | Millions of yen   | %   | Millions of yen  | %     | Millions of yen | %     | Millions of yen                         | %     | Yen                      |
| Full year | 1,460,000         | 3.1 | 65,000           | (5.2) | 65,500          | (5.7) | 39,000                                  | (1.1) | 97.86                    |

(Note) Revisions to the forecasts most recently announced: None

#### \* Notes

(1) Changes in significant subsidiaries during the six months under review (changes in specified subsidiaries resulting in the change in scope of consolidation): None

(2) Application of specific accounting for preparing the quarterly consolidated financial statements: Yes

(Note) For details, please see "2. Matters Regarding Summary Information (Notes), (2) Application of specific accounting for preparing the quarterly consolidated financial statements" of the attached materials to the quarterly financial results report on page 7.

(3) Changes in accounting policies, changes in accounting estimates, and restatement

- a. Changes due to revision to accounting standards, etc.: Yes
- b. Changes other than a: None
- c. Changes in accounting estimates: None
- d. Restatement: None

(Note) For details, please see "2. Matters Regarding Summary Information (Notes), (3) Changes in accounting policies, changes in accounting estimates, and restatement" of the attached materials to the quarterly financial results report on page 8.

(4) Number of issued shares (common shares)

- a. Number of issued shares as of the end of the period (including treasury shares)
 

|                           |                    |
|---------------------------|--------------------|
| As of September 30, 2016: | 411,339,992 shares |
| As of March 31, 2016:     | 411,339,992 shares |
- b. Number of treasury shares as of the end of the period
 

|                           |                   |
|---------------------------|-------------------|
| As of September 30, 2016: | 12,823,642 shares |
| As of March 31, 2016:     | 12,823,544 shares |
- c. Average number of shares during the period (cumulative from the beginning of the fiscal year)
 

|                                              |                    |
|----------------------------------------------|--------------------|
| For the six months ended September 30, 2016: | 398,516,397 shares |
| For the six months ended September 30, 2015: | 411,611,429 shares |

#### \*Indication regarding execution of quarterly review procedures

At the time of the disclosure of this quarterly financial results report, the quarterly review procedures in accordance with the Financial Instruments and Exchange Act are in progress.

#### \*Proper use of earnings forecasts and other noteworthy events

- Descriptions of the above financial projections and other data are based on information currently available to the Company and certain assumptions that we consider to be reasonable. Actual financial results may differ significantly from the projections for various reasons. For points to note when using such assumptions and financial projections, please see "1. Qualitative Information on Settlement of Accounts for the Six Months, (3) Qualitative information on consolidated earnings forecasts" of the attached materials to the quarterly financial results report on page 7.
- The Company plans to hold a financial results meeting for analysts on November 1, 2016. The materials distributed at this financial results meeting shall be posted on the Company's website after the meeting has been held.

## Attached Materials

### Index

|                                                                                                           |    |
|-----------------------------------------------------------------------------------------------------------|----|
| 1. Qualitative Information on Settlement of Accounts for the Six Months .....                             | 2  |
| (1) Qualitative information on consolidated operating results .....                                       | 2  |
| (2) Qualitative information on consolidated financial position .....                                      | 7  |
| (3) Qualitative information on consolidated earnings forecasts.....                                       | 7  |
| 2. Matters Regarding Summary Information (Notes).....                                                     | 7  |
| (1) Changes in scope of consolidation and equity method application .....                                 | 7  |
| (2) Application of specific accounting for preparing the quarterly consolidated financial statements..... | 7  |
| (3) Changes in accounting policies, changes in accounting estimates, and restatement .....                | 8  |
| (4) Additional information .....                                                                          | 8  |
| 3. Consolidated Financial Statements.....                                                                 | 9  |
| (1) Consolidated balance sheet .....                                                                      | 9  |
| (2) Consolidated statement of income and consolidated statement of comprehensive income.....              | 11 |
| Consolidated statement of income (cumulative) .....                                                       | 11 |
| Consolidated statement of comprehensive income (cumulative) .....                                         | 12 |
| (3) Consolidated statement of cash flows .....                                                            | 13 |
| (4) Notes to consolidated financial statements .....                                                      | 14 |
| (Notes to premise of going concern) .....                                                                 | 14 |
| (Segment information, etc.).....                                                                          | 14 |
| (Notes on significant changes in the amount of shareholders' equity) .....                                | 15 |
| 4. Supplementary Information .....                                                                        | 16 |
| Operating revenue by business.....                                                                        | 16 |

## 1. Qualitative Information on Settlement of Accounts for the Six Months

### (1) Qualitative information on consolidated operating results

During the six months ended September 30, 2016, the economic environment continued to be plagued by ongoing uncertainties ahead with respect to slowing overseas economies, an appreciating yen and other such factors, despite signs of gradual economic recovery amid underlying strengths in corporate earnings. The Company also continued to face harsh operating circumstances as tight labor market conditions persisted. Operating in this environment, we worked toward achieving the objectives of the Long-Term Management Plan “DAN-TOTSU Management Plan 2019” and the Medium-Term Management Plan “DAN-TOTSU Three-Year Plan STEP.” To that end, we focused on creation of a business model for generating substantial added value by building a premium-quality network to enable efficient logistics and fusing together the Group’s business resources.

The Delivery Business generated firm revenues amid increasing delivery volume resulting from efforts geared to adding points of service access for the “TA-Q-BIN Compact” and “Nekopos” services, along with steps taken to increase sales to mail-order business operators.

In the non-delivery businesses, we took steps to expand our existing service offerings by enlisting the strengths of Group companies, while also drawing on Group-wide ties as we aggressively promoted solution sales geared toward addressing customers’ business challenges.

Our consolidated financial results for the six months ended September 30, 2016 are as follows.

| Item                                    | (Millions of yen)                           |                                             |        |            |
|-----------------------------------------|---------------------------------------------|---------------------------------------------|--------|------------|
|                                         | For the six months ended September 30, 2015 | For the six months ended September 30, 2016 | Change | Growth (%) |
| Operating revenue                       | 683,785                                     | 706,689                                     | 22,903 | 3.3        |
| Operating income                        | 18,000                                      | 20,943                                      | 2,943  | 16.4       |
| Ordinary income                         | 18,627                                      | 20,916                                      | 2,288  | 12.3       |
| Profit attributable to owners of parent | 9,759                                       | 11,554                                      | 1,795  | 18.4       |

### Initiatives for the entire Yamato Group

- a. The Yamato Group has been pursuing its “Value Networking” design, on the basis of creating business models for generating a high level of added value through the combined efforts of our respective businesses, while at the same time contributing to growth strategies and international competitive strengths of the Japanese economy. Meanwhile, we are also taking steps to forge a robust corporate culture that acts as a foundation for business creation and development.
- b. To further promote our “Value Networking” design, we have been crafting business models that deliver a high level of added value by leveraging the Yamato Group’s business network. Also, to address varied customer needs in Japan and overseas, we have been making more effective use of our innovative network platform consisting of the “Haneda Chronogate,” “Atsugi Gateway” and “Okinawa International Logistics Hub” facilities, in addition to our existing “last mile” network. We completed construction of our “Chubu Gateway” facility for handling services that provide high added value in September and began operating it in October, which now enables us to carry out frequent trunk-route transportation between gateways.
- c. We continued to drive initiatives geared toward forging a more robust corporate culture. To that end, we worked on enhancing the efficiency and dependability of operations, in part by improving our transport systems and by using our information technology network to enable visual monitoring of operating volumes. In addition, we redoubled our employee education efforts and focused on building systems for ensuring that we honor promises made to our customers. Moreover, we actively engaged in CSR-related activities linked to Yamato Group business endeavors, such as through environmental and safety measures, and efforts to prosper communities.
- d. In our business looking toward overseas markets, we have been working to forge inter-regional collaboration while strengthening our capabilities in respective geographic regions in order to invigorate our cross-border transportation services involving shipping between five points in Japan, East Asia, Europe and the Americas, with a focus on the ASEAN region. In August, our initiatives to actively promote

building of our cross-border network in the ASEAN market included reaching an agreement with a Thai company regarding establishment of a joint venture that will carry out TA-Q-BIN operations in Thailand, and reaching another agreement regarding acquisition of a cross-border line-haul trucking company headquartered in Malaysia.

- e. With the aim of improving customer convenience particularly in the mail order market, we have been working to establish an environment that ensures customers ease in picking up their parcels. To that end, we have embarked on efforts to build an open-type network of parcel lockers primarily in train stations and other such locations.
- f. We have been taking aggressive action to reduce costs through efforts that include implementing thorough controls on costs linked to operating volumes and also pursuing measures to improve productivity, amid a deteriorating external cost environment marked by a tightening labor market.

## Summary of each operating segment

### ● Delivery

The delivery volumes of TA-Q-BIN and Kuroneko DM-Bin services are as follows.

| Category        | (Million parcels / units)                   |                                             |        |            |
|-----------------|---------------------------------------------|---------------------------------------------|--------|------------|
|                 | For the six months ended September 30, 2015 | For the six months ended September 30, 2016 | Change | Growth (%) |
| TA-Q-BIN        | 821                                         | 898                                         | 77     | 9.4        |
| Kuroneko DM-Bin | 757                                         | 759                                         | 2      | 0.4        |

- a. In the Delivery Business, the Yamato Group concentrated on TA-Q-BIN-centered business development, aiming to provide infrastructure that best suits our customers and contribute to enriching people's lives.
- b. Given expectations for growth in the mail order market, we have been taking steps to expand sales of the "TA-Q-BIN Compact" and "Nekopos" services which enable customers to send small parcels simply at reasonable fees, and otherwise engaging in efforts to provide greater convenience to our customers who use mail-order services by collaborating with multiple flea market websites and offering delivery services at a greater number of service access points. We have also been working to provide greater convenience to customers taking delivery of parcels by adding the new "My Calendar" service to our free "Kuroneko Members" service so that our customers can pre-designate date and time preferences for deliveries.
- c. With respect to corporate clients, we have been accurately pinpointing managerial challenges and actively proposing solutions to address those challenges. Moreover, we worked to boost profitability by making proposals that provide high added value using the Group's business resources.
- d. In our business geared toward revitalizing communities, we have been taking steps to improve services for residents by collaborating with numerous municipalities and companies in efforts to provide support with regard to helping those who face difficulties doing their shopping and watching over elderly residents. Moreover, we have also been helping to revitalize local industry through initiatives that include lending support for enabling communities to achieve higher sales of locally produced products by offering swift delivery to Asia of perishable goods and other agricultural products in a manner that ensures they stay fresh.
- e. Operating revenue amounted to 554,849 million yen, up 4.0% from the year-ago period due to an increase in delivery volume resulting from continuous efforts to increase sales to mail-order business operators, initiatives pursued to increase the use of the "TA-Q-BIN Compact" and "Nekopos" services, and other factors. Operating income was 7,005 million yen, an increase of 68.1% from the year-ago period.

### ● BIZ-Logistics

- a. In the BIZ-Logistics Business, the Yamato Group is providing customers with innovative logistics systems by combining management resources such as the TA-Q-BIN network with logistics functions, maintenance and recall handling functions, cleansing functions for medical devices and international transportation functions.
- b. For the mail-order industry and others, we are offering one-stop services involving various types of logistical support in line with customer needs, including support for facilitating everything from placing and accepting orders to visual monitoring of inventories and enabling speedier shipments. During the six months ended September 30, 2016, these operations generated favorable results due to factors that

included an increased volume of business-to-business logistics related services launched in the previous fiscal year.

- c. For medical service providers, we have been developing medical device loaner support (storage, cleaning and delivery) and other services that help revolutionize logistics operations. During the six months ended September 30, 2016, these operations generated firm revenues due to an increasing use of business mainly from existing customers.
- d. Operating revenue amounted to 51,963 million yen, down 4.7% from the year-ago period despite favorable results from services related to business-to-business logistics, mainly due to lackluster results in overseas transport services and a decrease in business involving product recalls. Operating income amounted to 2,148 million yen, down 18.3% from the year-ago period.

#### ● Home Convenience

- a. In the Home Convenience Business, we are working toward enabling customers to achieve greater convenience and comfort in their lives through lifetime lifestyle support businesses and corporate enterprise support business that draw on the Yamato Group's nationwide network.
- b. With respect to individual customers, the Yamato Group operated a variety of services to assist in daily life such as the "Raku Raku Household TA-Q-BIN" service for delivering large furniture items and home appliances and moving-related services. In the six months ended September 30, 2016, we aggressively forged ahead with efforts to increase the sales of "Comfortable Lifestyle Support Service," which aims to help customers resolve everyday inconveniences associated with house cleaning, home organization and storage, and collection of unwanted items.
- c. For our corporate clients, we have been developing our business support services including "Technical Network Business" where we combine the networks of the Yamato Group and our construction and installation contractors so that we can provide one-stop support in handling everything from household equipment delivery and set-up, to installation and maintenance of such equipment. During the six months ended September 30, 2016, we actively worked to increase sales involving services for facilitating procurement of direct-to-consumer food items and other such goods, and office support services.
- d. Operating revenue amounted to 23,474 million yen, up 0.7% from the year-ago period mainly due to favorable results with respect to use of our Comfortable Lifestyle Support Service and service for facilitating procurement. As for profits, the segment posted an operating loss of 10 million yen amid a situation where earnings were insufficient to cover income gains generated in the previous fiscal year largely from highly profitable one-off business.

#### ● e-Business

- a. In the e-Business, the Yamato Group helps customers streamline their business processes and solve potential issues by proactively conducting solution platform business that combine logistics technology and financial technology with information technology. In addition, with the aim of helping to accelerate growth of Yamato Group businesses, we have been moving beyond conventional information technologies through efforts geared to promoting use of emerging technologies that harness artificial intelligence (AI), the Internet of things (IoT) and other such innovations.
- b. With respect to services for assisting with order-acceptance and dispatching operations, the Yamato Group provides a "Web-based Shipment Control" that comprehensively supports such operations as dispatch information processing, printing of delivery slips, and freight tracking. In the six months ended September 30, 2016, use of this service increased particularly among our existing large-lot customers, against a backdrop that included mail-order market growth.
- c. For customers whose needs involve managing products on an individual basis, such as telecommunications equipment business operators, the Yamato Group has been developing its "setup and logistics solutions business" which offers services that involve bringing tasks of affixing data to products and partial processing of merchandise into alignment with information system functions such as serial acceptance/dispatch control in warehouses and inventory tracking. During the six months ended September 30, 2016, we began sales of these services to IoT equipment business operators involved with robots for home use and other devices, drawing on the setup technologies and logistics know-how we have amassed so far.

- d. Operating revenue amounted to 21,843 million yen, up 4.4% from the year-ago period mainly as a result of having achieved a greater volume of business in the “setup and logistics solutions business.” Operating income was 4,290 million yen, up 10.8% from the year-ago period.

- **Financial**

- a. In the Financial Business, the Yamato Group has been developing settlement and financial services tailored to a range of customer needs for payment collection of mail-order products, B2B transaction settlement, and vehicle leasing.
- b. With respect to our payment settlement services, in addition to providing our mainstay service “TA-Q-BIN Collect,” we have also been promoting increased customer use of both our “Kuroneko Web Collect” comprehensive internet-based transaction settlement service and our e-money settlement services. During the six months ended September 30, 2016, we provided a wide range of payment settlement services to our customers who use the “TA-Q-BIN Collect” service by promoting use of our “Kuroneko Web Collect” and “Kuroneko Pay After Delivery” services, and concurrently worked to increase profitability. With our e-money related services, we persisted in our efforts to increase sales generated by our “Multi e-money Settlement Terminals” rental service.
- c. In the lease services business, we have been generating steady results with respect to financial leases primarily involving trucks and installment sales. We have also been developing peripheral operations that include providing vehicle referrals and resale support, while forging ahead in making proposals involving total solutions related to vehicles.
- d. Operating revenue amounted to 37,607 million yen, up 8.1% from the year-ago period due to steady results of lease services business. As for profits, operating income was 3,876 million yen, down 8.4% from the year-ago period largely due to lackluster results with respect to volume handled through our mainstay TA-Q-BIN Collect service.

- **Autoworks**

- a. In the Autoworks Business, the Yamato Group develops its “24-hour-a-day, 365-day-a-year service that enables customers to service their vehicles without stopping operation,” thereby providing value to logistics operations and logistics service providers in the form of “improvement of vehicle maintenance convenience” and “reduced maintenance expenses.” Furthermore, to better provide one-stop service solutions geared toward customer business operations, we have added services for “maintaining and safeguarding logistics facilities and equipment, and improving such workplace environments,” along with “offering insurance plans tailored to customer risk management needs” which provide coverage for such assets.
- b. In the six months ended September 30, 2016, we took steps to expand sales by aggressively marketing out “Repairworks” services entailing periodic on-site customer visits.
- c. Operating revenue amounted to 12,405 million yen, down 3.0% from the year-ago period mainly due to effects of lower unit price of fuel. Operating income was 1,996 million yen, down 1.6% from the year-ago period.

- **Other**

- a. The “JITBOX Charter service” provides transportation by transport box. The service takes advantage of its network consisting of multiple companies and provides added value to customers through timely delivery and frequent, right-volume delivery. In the six months ended September 30, 2016, service use grew steadily due to favorable results with respect to chilled transport and other optional services, in addition to the existing services.
- b. Operating income in Other excluding dividends which Yamato Holdings Co., Ltd. received from the Group companies increased 10.6% from the year-ago period to 1,063 million yen.

### **CSR Initiatives**

- a. The Yamato Group places utmost priority on protecting human life and conducts a range of safety measures. In the six months ended September 30, 2016, we carried out our “Zero Accident Campaign,”

which was deployed throughout the entire Group including our TA-Q-BIN operators overseas, and engaged in efforts to heighten safety awareness on a Group-wide basis. In addition, since 1998 we have been holding our “Safety Classes for Children,” through which we convey the importance of traffic safety, in day care facilities, kindergartens and elementary schools across Japan. A total of about 2.92 million people have now participated.

- b. The Yamato Group works to ensure that its distribution mechanisms are environmentally sound, under its policy of “Nekology” (combining “Kuroneko” with “ecology”) for promoting its environmental conservation initiatives. We also hold “Kuroneko Yamato Environmental Class” sessions designed to provide support for environmental education of children who will bear responsibilities of the next generation. We have held such classes on an ongoing basis nationwide since 2005, attracting about 230 thousand participants so far.
- c. Aspiring to be a company that continually evolves in step with society, led by Yamato Welfare Foundation, the Yamato Group conducts various activities to help realize a society in which disabled people can freely enjoy a lifestyle as a member of the workforce. Specifically, we engage in ongoing programs that support economic independence of people with disabilities, such that include actively employing people with disabilities at the Swan Bakery which makes and sells bread, providing them with workplaces through the consigned delivery of Kuroneko DM-Bin, and operating job-finding support facilities where they take part in training to acquire skills and knowledge necessary for employment.
- d. Aiming to create more sustainable social value, the Yamato Group promotes initiatives for sharing value with society based on “Creating Shared Value (CSV).” During the six months ended September 30, 2016, we initiated our “combined passenger-cargo” operations using scheduled-route passenger buses in Hokkaido, after having commenced such operations in Iwate and Miyazaki prefectures previously, thereby helping to improve lifestyle services for local residents both by keeping scheduled bus networks running in hilly and mountainous areas where populations are substantially declining and getting older, and also by streamlining distribution in those locations. Moreover, we continued to engage in efforts geared to revitalizing communities and resolving issues by leveraging the Yamato Group's management resources, with respect to initiatives that include helping to watch over elderly residents, supporting tourism, and expanding sales channels for specialty products in respective regions throughout Japan. As a result, we have worked with government bodies on 1,841 such endeavors thus far.



## **(2) Qualitative information on consolidated financial position**

(Assets, liabilities and net assets)

Total assets were 1,080,977 million yen as of September 30, 2016, down 8,458 million yen from the end of the previous fiscal year. The major factor in this was a decrease of 5,227 million yen in notes and accounts receivable - trade.

Liabilities decreased 11,215 million yen to 534,365 million yen from the end of the previous fiscal year. The decrease was largely attributable to an 8,945 million yen decrease in notes and accounts payable - trade and a 6,698 million yen decrease in income taxes payable due to the payment of income taxes.

Total net assets were 546,611 million yen, up 2,756 million yen from the end of the previous fiscal year. This was mainly due to the recording of profit attributable to owners of parent of 11,554 million yen and payment of dividends of surplus of 5,977 million yen.

Accordingly, the equity ratio changed to 50.0% from the previous fiscal year's 49.4%.

(Cash flows)

Net cash provided by operating activities for the six months ended September 30, 2016 amounted to 25,611 million yen. Compared with the year-ago period, the amount of net cash provided increased by 39,941 million yen. This is largely attributable to a 20,348 million yen increase in accrued consumption taxes and a 16,573 million yen increase in notes and accounts payable - trade.

Net cash used in investing activities was 38,699 million yen. Compared with the year-ago period, the amount of net cash used increased by 15,613 million yen. This is largely attributable to a 15,701 million yen increase in purchase of investment securities.

Net cash used in financing activities was 9,572 million yen. Compared with the year-ago period, the amount of net cash used decreased by 2,289 million yen. This is largely attributable to a 18,156 million yen increase in repayment of loans payable, against a decrease of 20,005 million yen in purchase of treasury shares.

As a result of the above, cash and cash equivalents were 223,766 million yen as of September 30, 2016, down 25,495 million yen from the end of the previous fiscal year.

## **(3) Qualitative information on consolidated earnings forecasts**

Looking ahead at the economy, while expecting a gradual recovery in Japan, we anticipate ongoing uncertainties with respect to the economic outlook overseas and a tightening labor market.

In this environment, the Yamato Group will expand its revenue base through efforts to create and develop a business model for generating a high level of added value by leveraging the Group's business resources. In the Delivery Business, we will endeavor to heighten profitability by taking steps to further expand sales of our "TA-Q-BIN Compact" and "Nekopos" services, while also working to enhance customer convenience in receiving parcels. In the non-delivery businesses, we will continue promoting our solution sales.

On the cost front, we will push forward with our efforts geared toward keeping costs in line with operating volumes, and improving productivity.

The Yamato Group has not made any changes to the consolidated earnings forecasts for the full year of the fiscal year ending March 31, 2017 since the announcement made on July 29, 2016.

## **2. Matters Regarding Summary Information (Notes)**

### **(1) Changes in scope of consolidation and equity method application**

Material changes in scope of equity method application

Effective from the first quarter ended June 30, 2016, the scope of equity method application encompasses GD Express Carrier Bhd. and Packcity Japan Co., Ltd. upon having newly acquired stock of those two entities, and also encompasses 11 subsidiaries of GD Express Carrier Bhd.

### **(2) Application of specific accounting for preparing the quarterly consolidated financial statements**

Calculation of tax expenses

Tax expenses are calculated by multiplying the profit before income taxes by the reasonably estimated effective tax rates after the application of tax effect accounting to the profit before income taxes for the fiscal year including the second quarter under review.

**(3) Changes in accounting policies, changes in accounting estimates, and restatement**

Changes in accounting policies

(Application of Practical Solution on a Change in Depreciation Method Due to Tax Reform 2016)

Following the revision to the Corporation Tax Act, the Company has applied the "Practical Solution on a Change in Depreciation Method Due to Tax Reform 2016" (ASBJ PITF No. 32, June 17, 2016) from the first quarter ended June 30, 2016, and changed the depreciation method for facilities attached to buildings and structures acquired on or after April 1, 2016 from the declining-balance method to the straight-line method.

In addition, the effect of this application on operating income, ordinary income, and profit before income taxes for the six months ended September 30, 2016 is immaterial.

**(4) Additional information**

(Application of ASBJ Guidance on Recoverability of Deferred Tax Assets)

Effective from the first quarter ended June 30, 2016, the Company has applied the Guidance on Recoverability of Deferred Tax Assets (ASBJ Guidance No. 26, March 28, 2016).

### 3. Consolidated Financial Statements

#### (1) Consolidated balance sheet

(Millions of yen)

|                                       | As of March 31, 2016 | As of September 30, 2016 |
|---------------------------------------|----------------------|--------------------------|
| <b>Assets</b>                         |                      |                          |
| Current assets                        |                      |                          |
| Cash and deposits                     | 249,593              | 224,530                  |
| Notes and accounts receivable - trade | 197,382              | 192,154                  |
| Accounts receivable - installment     | 43,647               | 45,613                   |
| Lease investment assets               | 48,894               | 49,896                   |
| Merchandise and finished goods        | 738                  | 777                      |
| Work in process                       | 184                  | 351                      |
| Raw materials and supplies            | 1,935                | 1,797                    |
| Other                                 | 42,685               | 45,330                   |
| Allowance for doubtful accounts       | (1,079)              | (1,058)                  |
| Total current assets                  | 583,982              | 559,393                  |
| Non-current assets                    |                      |                          |
| Property, plant and equipment         |                      |                          |
| Buildings and structures              | 326,888              | 341,245                  |
| Accumulated depreciation              | (189,315)            | (192,782)                |
| Buildings and structures, net         | 137,572              | 148,463                  |
| Vehicles                              | 196,054              | 193,721                  |
| Accumulated depreciation              | (178,128)            | (175,403)                |
| Vehicles, net                         | 17,925               | 18,318                   |
| Land                                  | 176,139              | 176,129                  |
| Lease assets                          | 15,410               | 16,498                   |
| Accumulated depreciation              | (6,838)              | (7,350)                  |
| Lease assets, net                     | 8,572                | 9,147                    |
| Other                                 | 171,480              | 155,785                  |
| Accumulated depreciation              | (106,048)            | (100,819)                |
| Other, net                            | 65,431               | 54,966                   |
| Total property, plant and equipment   | 405,641              | 407,025                  |
| Intangible assets                     | 20,960               | 22,526                   |
| Investments and other assets          |                      |                          |
| Investment securities                 | 31,498               | 45,104                   |
| Other                                 | 48,262               | 47,892                   |
| Allowance for doubtful accounts       | (908)                | (963)                    |
| Total investments and other assets    | 78,851               | 92,032                   |
| Total non-current assets              | 505,454              | 521,584                  |
| Total assets                          | 1,089,436            | 1,080,977                |

(Millions of yen)

|                                                       | As of March 31, 2016 | As of September 30, 2016 |
|-------------------------------------------------------|----------------------|--------------------------|
| <b>Liabilities</b>                                    |                      |                          |
| Current liabilities                                   |                      |                          |
| Notes and accounts payable - trade                    | 148,456              | 139,510                  |
| Short-term loans payable                              | 55,933               | 63,131                   |
| Lease obligations                                     | 2,509                | 2,540                    |
| Income taxes payable                                  | 19,782               | 13,084                   |
| Deferred installment income                           | 5,894                | 6,012                    |
| Provision for bonuses                                 | 30,676               | 37,571                   |
| Other                                                 | 84,844               | 84,041                   |
| Total current liabilities                             | 348,097              | 345,893                  |
| Non-current liabilities                               |                      |                          |
| Bonds payable                                         | 20,000               | 20,000                   |
| Long-term loans payable                               | 90,515               | 79,949                   |
| Lease obligations                                     | 5,387                | 5,557                    |
| Net defined benefit liability                         | 71,551               | 72,684                   |
| Other                                                 | 10,029               | 10,280                   |
| Total non-current liabilities                         | 197,483              | 188,472                  |
| Total liabilities                                     | 545,581              | 534,365                  |
| <b>Net assets</b>                                     |                      |                          |
| Shareholders' equity                                  |                      |                          |
| Capital stock                                         | 127,234              | 127,234                  |
| Capital surplus                                       | 36,813               | 36,813                   |
| Retained earnings                                     | 402,375              | 407,952                  |
| Treasury shares                                       | (29,075)             | (29,075)                 |
| Total shareholders' equity                            | 537,348              | 542,924                  |
| Accumulated other comprehensive income                |                      |                          |
| Valuation difference on available-for-sale securities | 9,790                | 8,623                    |
| Foreign currency translation adjustment               | 750                  | (2,316)                  |
| Remeasurements of defined benefit plans               | (10,067)             | (8,694)                  |
| Total accumulated other comprehensive income          | 473                  | (2,387)                  |
| Non-controlling interests                             | 6,034                | 6,074                    |
| Total net assets                                      | 543,855              | 546,611                  |
| Total liabilities and net assets                      | 1,089,436            | 1,080,977                |

**(2) Consolidated statement of income and consolidated statement of comprehensive income**  
**Consolidated statement of income (cumulative)**

(Millions of yen)

|                                                             | For the six months ended<br>September 30, 2015 | For the six months ended<br>September 30, 2016 |
|-------------------------------------------------------------|------------------------------------------------|------------------------------------------------|
| Operating revenue                                           | 683,785                                        | 706,689                                        |
| Operating cost                                              | 645,448                                        | 662,442                                        |
| Operating gross profit                                      | 38,337                                         | 44,247                                         |
| Selling, general and administrative expenses                | 20,336                                         | 23,303                                         |
| Operating income                                            | 18,000                                         | 20,943                                         |
| Non-operating income                                        |                                                |                                                |
| Interest income                                             | 54                                             | 76                                             |
| Dividend income                                             | 432                                            | 457                                            |
| Other                                                       | 676                                            | 578                                            |
| Total non-operating income                                  | 1,163                                          | 1,113                                          |
| Non-operating expenses                                      |                                                |                                                |
| Interest expenses                                           | 251                                            | 294                                            |
| Share of loss of entities accounted for using equity method | —                                              | 237                                            |
| Foreign exchange losses                                     | 113                                            | 313                                            |
| Other                                                       | 172                                            | 295                                            |
| Total non-operating expenses                                | 537                                            | 1,140                                          |
| Ordinary income                                             | 18,627                                         | 20,916                                         |
| Extraordinary income                                        |                                                |                                                |
| Gain on sales of non-current assets                         | 32                                             | 154                                            |
| Gain on sales of investment securities                      | 22                                             | 73                                             |
| Total extraordinary income                                  | 54                                             | 228                                            |
| Extraordinary loss                                          |                                                |                                                |
| Loss on retirement of non-current assets                    | 89                                             | 81                                             |
| Disaster recovery expenses for the Kumamoto Earthquake      | —                                              | 865                                            |
| Other                                                       | 0                                              | 3                                              |
| Total extraordinary loss                                    | 89                                             | 950                                            |
| Profit before income taxes                                  | 18,592                                         | 20,193                                         |
| Income taxes                                                | 8,707                                          | 8,514                                          |
| Profit                                                      | 9,884                                          | 11,679                                         |
| Profit attributable to non-controlling interests            | 125                                            | 124                                            |
| Profit attributable to owners of parent                     | 9,759                                          | 11,554                                         |

**Consolidated statement of comprehensive income (cumulative)**

(Millions of yen)

|                                                                                      | For the six months ended<br>September 30, 2015 | For the six months ended<br>September 30, 2016 |
|--------------------------------------------------------------------------------------|------------------------------------------------|------------------------------------------------|
| Profit                                                                               | 9,884                                          | 11,679                                         |
| Other comprehensive income                                                           |                                                |                                                |
| Valuation difference on available-for-sale securities                                | (2,114)                                        | (1,198)                                        |
| Foreign currency translation adjustment                                              | (73)                                           | (3,067)                                        |
| Remeasurements of defined benefit plans, net of tax                                  | 266                                            | 1,373                                          |
| Share of other comprehensive income of entities accounted<br>for using equity method | —                                              | 0                                              |
| Total other comprehensive income                                                     | (1,920)                                        | (2,892)                                        |
| Comprehensive income                                                                 | 7,964                                          | 8,787                                          |
| (Breakdown)                                                                          |                                                |                                                |
| Comprehensive income attributable to owners of parent                                | 7,822                                          | 8,694                                          |
| Comprehensive income attributable to non-controlling<br>interests                    | 142                                            | 93                                             |

**(3) Consolidated statement of cash flows**

(Millions of yen)

|                                                                          | For the six months ended<br>September 30, 2015 | For the six months ended<br>September 30, 2016 |
|--------------------------------------------------------------------------|------------------------------------------------|------------------------------------------------|
| <b>Cash flows from operating activities</b>                              |                                                |                                                |
| Profit before income taxes                                               | 18,592                                         | 20,193                                         |
| Depreciation                                                             | 21,675                                         | 20,835                                         |
| Increase (decrease) in net defined benefit liability                     | 1,326                                          | 1,133                                          |
| Increase (decrease) in provision for bonuses                             | 6,371                                          | 6,929                                          |
| Decrease (increase) in notes and accounts receivable - trade             | 2,033                                          | 1,453                                          |
| Increase (decrease) in notes and accounts payable - trade                | (25,079)                                       | (8,505)                                        |
| Other, net                                                               | (20,158)                                       | 2,715                                          |
| Subtotal                                                                 | 4,761                                          | 44,754                                         |
| Interest and dividend income received                                    | 479                                            | 513                                            |
| Interest expenses paid                                                   | (399)                                          | (401)                                          |
| Income taxes paid                                                        | (19,171)                                       | (19,255)                                       |
| Net cash provided by (used in) operating activities                      | (14,330)                                       | 25,611                                         |
| <b>Cash flows from investing activities</b>                              |                                                |                                                |
| Purchase of property, plant and equipment                                | (17,409)                                       | (18,133)                                       |
| Proceeds from sales of property, plant and equipment                     | 746                                            | 957                                            |
| Purchase of investment securities                                        | (775)                                          | (16,476)                                       |
| Proceeds from sales of investment securities                             | 28                                             | 390                                            |
| Payments of loans receivable                                             | (545)                                          | (516)                                          |
| Collection of loans receivable                                           | 548                                            | 533                                            |
| Other payments                                                           | (7,425)                                        | (6,151)                                        |
| Other proceeds                                                           | 1,747                                          | 697                                            |
| Net cash provided by (used in) investing activities                      | (23,085)                                       | (38,699)                                       |
| <b>Cash flows from financing activities</b>                              |                                                |                                                |
| Net increase (decrease) in short-term loans payable                      | 4,187                                          | (2,936)                                        |
| Repayments of finance lease obligations                                  | (1,708)                                        | (1,493)                                        |
| Proceeds from long-term loans payable                                    | 16,671                                         | 18,687                                         |
| Repayment of long-term loans payable                                     | (4,764)                                        | (17,812)                                       |
| Purchase of treasury shares                                              | (20,005)                                       | (0)                                            |
| Cash dividends paid                                                      | (5,372)                                        | (5,974)                                        |
| Other, net                                                               | (870)                                          | (43)                                           |
| Net cash provided by (used in) financing activities                      | (11,862)                                       | (9,572)                                        |
| Effect of exchange rate change on cash and cash equivalents              | (110)                                          | (2,834)                                        |
| Net increase (decrease) in cash and cash equivalents                     | (49,388)                                       | (25,495)                                       |
| Cash and cash equivalents at beginning of period                         | 247,051                                        | 249,261                                        |
| Increase in cash and cash equivalents from newly consolidated subsidiary | 213                                            | —                                              |
| Cash and cash equivalents at end of period                               | 197,875                                        | 223,766                                        |

**(4) Notes to consolidated financial statements**  
**(Notes to premise of going concern)**  
 Not applicable.

**(Segment information, etc.)**  
 [Segment information]

Information regarding the amounts of operating revenue and income or loss by reportable segment  
 For the six months ended September 30, 2015

(Millions of yen)

|                                                  | Delivery | BIZ-Logistics | Home<br>Convenience | e-Business | Financial |
|--------------------------------------------------|----------|---------------|---------------------|------------|-----------|
| Operating revenue                                |          |               |                     |            |           |
| (1) Operating revenue from customers             | 533,519  | 54,544        | 23,312              | 20,932     | 34,776    |
| (2) Inter-segment operating revenue or transfers | 32,409   | 6,077         | 7,936               | 14,524     | 1,685     |
| Total                                            | 565,928  | 60,622        | 31,249              | 35,456     | 36,462    |
| Segment income                                   | 4,167    | 2,628         | 154                 | 3,871      | 4,232     |

|                                                  | Autoworks | Other<br>(Notes 1, 2) | Total   | Reconciliation<br>(Note 3) | Amount<br>recorded in<br>consolidated<br>statement of<br>income<br>(Note 4) |
|--------------------------------------------------|-----------|-----------------------|---------|----------------------------|-----------------------------------------------------------------------------|
| Operating revenue                                |           |                       |         |                            |                                                                             |
| (1) Operating revenue from customers             | 12,785    | 3,914                 | 683,785 | —                          | 683,785                                                                     |
| (2) Inter-segment operating revenue or transfers | 14,053    | 37,371                | 114,058 | (114,058)                  | —                                                                           |
| Total                                            | 26,838    | 41,286                | 797,844 | (114,058)                  | 683,785                                                                     |
| Segment income                                   | 2,030     | 25,619                | 42,703  | (24,702)                   | 18,000                                                                      |

- Notes: 1. Other includes business-to-business distribution via JITBOX Charter and shared services.  
 2. Operating revenue in Other includes dividends which the Company received from the Group companies as a pure holding company and the effect of this on operating revenue and segment income is 24,889 million yen.  
 3. The adjustment of segment income resulted from eliminating transactions among segments, etc.  
 4. We made an adjustment between segment income and operating income in the consolidated statement of income.



For the six months ended September 30, 2016

(Millions of yen)

|                                                  | Delivery | BIZ-Logistics | Home Convenience | e-Business | Financial |
|--------------------------------------------------|----------|---------------|------------------|------------|-----------|
| Operating revenue                                |          |               |                  |            |           |
| (1) Operating revenue from customers             | 554,849  | 51,963        | 23,474           | 21,843     | 37,607    |
| (2) Inter-segment operating revenue or transfers | 32,011   | 6,334         | 7,131            | 16,004     | 1,500     |
| Total                                            | 586,861  | 58,298        | 30,605           | 37,847     | 39,107    |
| Segment income (loss)                            | 7,005    | 2,148         | (10)             | 4,290      | 3,876     |

|                                                  | Autoworks | Other (Notes 1, 2) | Total   | Reconciliation (Note 3) | Amount recorded in consolidated statement of income (Note 4) |
|--------------------------------------------------|-----------|--------------------|---------|-------------------------|--------------------------------------------------------------|
| Operating revenue                                |           |                    |         |                         |                                                              |
| (1) Operating revenue from customers             | 12,405    | 4,545              | 706,689 | —                       | 706,689                                                      |
| (2) Inter-segment operating revenue or transfers | 13,951    | 47,511             | 124,445 | (124,445)               | —                                                            |
| Total                                            | 26,356    | 52,057             | 831,135 | (124,445)               | 706,689                                                      |
| Segment income (loss)                            | 1,996     | 35,114             | 54,422  | (33,478)                | 20,943                                                       |

- Notes: 1. Other includes business-to-business distribution via JITBOX Charter and shared services.  
2. Operating revenue in Other includes dividends which the Company received from the Group companies as a pure holding company and the effect of this on operating revenue and segment income is 34,409 million yen.  
3. The adjustment of segment income resulted from eliminating transactions among segments, etc.  
4. We made an adjustment between segment income and operating income in the consolidated statement of income.  
5. Following the revision to the Corporation Tax Act, the Company has applied the "Practical Solution on a Change in Depreciation Method Due to Tax Reform 2016" (ASBJ PITF No. 32, June 17, 2016) from the first quarter ended June 30, 2016, and changed the depreciation method for facilities attached to buildings and structures acquired on or after April 1, 2016 from the declining-balance method to the straight-line method.  
In addition, the effect of this application on segment income for the six months ended September 30, 2016 is immaterial.

**(Notes on significant changes in the amount of shareholders' equity)**

Not applicable.

## 4. Supplementary Information

### Operating revenue by business

| Business segment |                               | For the six months ended September 30, 2015 |           | For the six months ended September 30, 2016 |           | Change (%) | Fiscal year ended March 31, 2016 |           |
|------------------|-------------------------------|---------------------------------------------|-----------|---------------------------------------------|-----------|------------|----------------------------------|-----------|
|                  |                               | Amount (Millions of yen)                    | Ratio (%) | Amount (Millions of yen)                    | Ratio (%) |            | Amount (Millions of yen)         | Ratio (%) |
| Delivery         | TA-Q-BIN                      | 481,944                                     | 70.5      | 504,134                                     | 71.3      | 4.6        | 1,004,969                        | 71.0      |
|                  | Kuroneko DM-Bin               | 43,735                                      | 6.4       | 42,304                                      | 6.0       | (3.3)      | 87,545                           | 6.2       |
|                  | Express                       | 20,881                                      | 3.0       | 20,896                                      | 3.0       | 0.1        | 42,800                           | 3.0       |
|                  | Others                        | 44,889                                      | 6.6       | 46,809                                      | 6.6       | 4.3        | 94,837                           | 6.7       |
|                  | Eliminations                  | (57,931)                                    | (8.5)     | (59,293)                                    | (8.4)     | 2.4        | (118,277)                        | (8.4)     |
|                  | Total                         | 533,519                                     | 78.0      | 554,849                                     | 78.5      | 4.0        | 1,111,875                        | 78.5      |
| BIZ-Logistics    | Trading logistics service     | 19,807                                      | 2.9       | 16,448                                      | 2.3       | (17.0)     | 38,806                           | 2.7       |
|                  | Sales and Logistics           | 17,403                                      | 2.5       | 19,295                                      | 2.8       | 10.9       | 36,243                           | 2.5       |
|                  | Multi maintenance             | 7,914                                       | 1.2       | 6,349                                       | 0.9       | (19.8)     | 15,490                           | 1.1       |
|                  | Products Logistics *1         | 2,145                                       | 0.3       | 2,152                                       | 0.3       | 0.4        | 4,297                            | 0.3       |
|                  | Others                        | 21,841                                      | 3.2       | 21,793                                      | 3.1       | (0.2)      | 42,246                           | 3.0       |
|                  | Eliminations                  | (14,568)                                    | (2.1)     | (14,076)                                    | (2.0)     | (3.4)      | (30,262)                         | (2.1)     |
|                  | Total                         | 54,544                                      | 8.0       | 51,963                                      | 7.4       | (4.7)      | 106,822                          | 7.5       |
| Home Convenience | Home convenience              | 20,484                                      | 3.0       | 20,268                                      | 2.8       | (1.1)      | 42,108                           | 3.0       |
|                  | Business convenience          | 8,557                                       | 1.3       | 8,481                                       | 1.2       | (0.9)      | 17,773                           | 1.3       |
|                  | Technical Network             | 2,220                                       | 0.3       | 1,865                                       | 0.3       | (16.0)     | 4,408                            | 0.3       |
|                  | Eliminations                  | (7,949)                                     | (1.2)     | (7,141)                                     | (1.0)     | (10.2)     | (15,308)                         | (1.1)     |
|                  | Total                         | 23,312                                      | 3.4       | 23,474                                      | 3.3       | 0.7        | 48,981                           | 3.5       |
| e-Business       | e-logistics solution          | 4,899                                       | 0.7       | 5,615                                       | 0.8       | 14.6       | 10,275                           | 0.7       |
|                  | Credit card solution          | 4,663                                       | 0.7       | 4,689                                       | 0.7       | 0.6        | 9,441                            | 0.7       |
|                  | IT operating solution         | 3,028                                       | 0.4       | 3,205                                       | 0.4       | 5.8        | 6,413                            | 0.5       |
|                  | Web-based mail order solution | 2,797                                       | 0.4       | 2,688                                       | 0.4       | (3.9)      | 5,850                            | 0.4       |
|                  | Others                        | 22,415                                      | 3.3       | 26,590                                      | 3.8       | 18.6       | 46,580                           | 3.3       |
|                  | Eliminations                  | (16,872)                                    | (2.5)     | (20,945)                                    | (3.0)     | 24.1       | (35,204)                         | (2.5)     |
|                  | Total                         | 20,932                                      | 3.0       | 21,843                                      | 3.1       | 4.4        | 43,357                           | 3.1       |
| Financial        | Payment *2                    | 18,027                                      | 2.6       | 18,016                                      | 2.5       | (0.1)      | 37,617                           | 2.6       |
|                  | Lease                         | 15,459                                      | 2.3       | 17,501                                      | 2.5       | 13.2       | 32,054                           | 2.3       |
|                  | Credit & Finance              | 1,747                                       | 0.3       | 1,819                                       | 0.3       | 4.1        | 3,424                            | 0.2       |
|                  | Others                        | 1,269                                       | 0.2       | 1,811                                       | 0.2       | 42.7       | 2,777                            | 0.2       |
|                  | Eliminations                  | (1,726)                                     | (0.3)     | (1,541)                                     | (0.2)     | (10.7)     | (3,427)                          | (0.2)     |
|                  | Total                         | 34,776                                      | 5.1       | 37,607                                      | 5.3       | 8.1        | 72,446                           | 5.1       |
| Autoworks        | Truck solution                | 24,346                                      | 3.6       | 23,934                                      | 3.4       | (1.7)      | 47,232                           | 3.3       |
|                  | Others                        | 3,663                                       | 0.5       | 3,649                                       | 0.5       | (0.4)      | 7,227                            | 0.5       |
|                  | Eliminations                  | (15,225)                                    | (2.2)     | (15,179)                                    | (2.1)     | (0.3)      | (30,001)                         | (2.1)     |
|                  | Total                         | 12,785                                      | 1.9       | 12,405                                      | 1.8       | (3.0)      | 24,458                           | 1.7       |
| Other            | JITBOX Charter service        | 3,515                                       | 0.5       | 4,172                                       | 0.6       | 18.7       | 7,524                            | 0.5       |
|                  | Others                        | 38,970                                      | 5.7       | 49,655                                      | 7.0       | 27.4       | 52,565                           | 3.7       |
|                  | Eliminations                  | (38,571)                                    | (5.6)     | (49,282)                                    | (7.0)     | 27.8       | (51,620)                         | (3.6)     |
|                  | Total                         | 3,914                                       | 0.6       | 4,545                                       | 0.6       | 16.1       | 8,470                            | 0.6       |
|                  | Total                         | 683,785                                     | 100.0     | 706,689                                     | 100.0     | 3.3        | 1,416,413                        | 100.0     |

\*1. Effective from the first quarter of the fiscal year ending March 31, 2017, the name of the Export Factory category in the BIZ-Logistics segment has been changed to the Products Logistics.

\*2. Effective from the first quarter of the fiscal year ending March 31, 2017, the name of the TA-Q-BIN Collect category in the Financial segment has been changed to the Payment.