

## Consolidated Financial Results for the Second Quarter of the Fiscal Year Ending March 31, 2016 <under Japanese GAAP>

Company name: Yamato Holdings Co., Ltd. Listing: Tokyo Stock Exchange

Stock code: 9064

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Scheduled date of the submission of quarterly securities report:

November 12, 2015
Scheduled date of the commencement of dividend payment:

December 10, 2015

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 2016 (cumulative: from April 1, 2015 to September 30, 2015)

(1) Consolidated operating results

(Percentages indicate year-on-year changes.)

|                          | Operating revenue |     | Operating inc   | come   | Ordinary inc    | come   | Profit attribute owners of p |        |
|--------------------------|-------------------|-----|-----------------|--------|-----------------|--------|------------------------------|--------|
| For the six months ended | Millions of yen   | %   | Millions of yen | %      | Millions of yen | %      | Millions of yen              | %      |
| September 30, 2015       | 683,785           | 1.6 | 18,000          | (15.4) | 18,627          | (16.6) | 9,759                        | (19.7) |
| September 30, 2014       | 673,237           | 2.7 | 21,284          | (8.8)  | 22,322          | (6.6)  | 12,149                       | (1.8)  |

(Note) Comprehensive income: For the six months ended September 30, 2015: 7,964 million yen ((38.7) %) For the six months ended September 30, 2014: 12,989 million yen ((18.1)%)

|                          | Basic earnings per share | Diluted earnings<br>per share |
|--------------------------|--------------------------|-------------------------------|
| For the six months ended | Yen                      | Yen                           |
| September 30, 2015       | 23.71                    | 23.48                         |
| September 30, 2014       | 28.99                    | 28.26                         |

(2) Consolidated financial position

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|----------------------------|------------------------------------|-----------------|--------------|--|--|--|--|
|                            | Total assets                       | Net assets      | Equity ratio |  |  |  |  |
| As of                      | Millions of yen                    | Millions of yen | %            |  |  |  |  |
| September 30, 2015         | 1,035,394                          | 556,753         | 53.2         |  |  |  |  |
| March 31, 2015             | 1,082,531                          | 571,199         | 52.2         |  |  |  |  |

(Reference) Equity: As of September 30, 2015: 550,892 million yen As of March 31, 2015: 565,521 million yen

#### 2. Dividends

| Z. Dividendo           |               |                  |               |                 |       |  |  |
|------------------------|---------------|------------------|---------------|-----------------|-------|--|--|
|                        |               | Annual dividends |               |                 |       |  |  |
|                        | First quarter | Second quarter   | Third quarter | Fiscal year-end | Total |  |  |
|                        | Yen           | Yen              | Yen           | Yen             | Yen   |  |  |
| Fiscal 2015            | _             | 12.00            | _             | 13.00           | 25.00 |  |  |
| Fiscal 2016            | _             | 13.00            | _             | _               | _     |  |  |
| Fiscal 2016 (Forecast) | _             | _                | _             | 13.00           | 26.00 |  |  |

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

#### 3. Consolidated earnings forecasts for fiscal year 2016 (from April 1, 2015 to March 31, 2016)

(Percentages indicate year-on-year changes.)

|           | Operating rever | nue | Operating inco  | me  | Ordinary incor  | me    | Profit attributal owners of par |     | Basic<br>earnings<br>per share |
|-----------|-----------------|-----|-----------------|-----|-----------------|-------|---------------------------------|-----|--------------------------------|
|           | Millions of yen | %   | Millions of yen | %   | Millions of yen | %     | Millions of yen                 | %   | Yen                            |
| Full year | 1,415,000       | 1.3 | 69,000          | 0.1 | 70,000          | (1.3) | 41,000                          | 9.2 | 99.77                          |

(Note) Revisions to the forecasts most recently announced: Yes

#### \* 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), (1) 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.: None
b. Changes other than a: None
c. Changes in accounting estimates: None
d. Restatement: None

- (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, 2015: 425,161,692 shares As of March 31, 2015: 435.564,792 shares

b. Number of treasury shares as of the end of the period

As of September 30, 2015: 17,264,375 shares As of March 31, 2015: 22,370,985 shares

c. Average number of shares during the period (cumulative from the beginning of the fiscal year)
For the six months ended September 30, 2015:
411,611,429 shares

For the six months ended September 30, 2014: 419,089,270 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 October 30, 2015. The materials distributed at this financial results meeting shall be posted on the Company's website after the meeting has been held.

#### **Attached Materials**

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#### 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, 2015, the business environment overall was one marked by visible signs of recovery in the Japanese economy underpinned by strong corporate earnings, yet where the outlook remains uncertain amid adverse effects from the Chinese economic slowdown and other such factors. With personal consumption, although the adverse effect of the pull-back in demand following the consumption tax hike has subsided, buying behavior has remained stagnant due to factors including concerns of rising prices and adverse weather conditions. 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.

In the Delivery Business, we took steps to expand sales of our new "TA-Q-BIN Compact" and "Nekopos" services which were launched in April. Use of the new services has been steadily growing as a result of efforts beginning in the second quarter that include reaching out to mail-order business operators and our initiation of partnerships with multiple flea market websites. Overall, despite an increase in TA-Q-BIN delivery volume, growth achieved by Kuroneko DM-Bin and the new services failed to make up for the adverse impact of discontinuing the Kuroneko Mail service. Consequently, revenues remained flat year on year, while earnings decreased.

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, 2015 are as follows.

(Millions of yen)

| Item                                    | For the six months ended September 30, 2014 | For the six months ended September 30, 2015 | Change  | Growth (%) |
|---|---|---|---------|------------|
| Operating revenue                       | 673,237                                     | 683,785                                     | 10,548  | 1.6        |
| Operating income                        | 21,284                                      | 18,000                                      | (3,283) | (15.4)     |
| Ordinary income                         | 22,322                                      | 18,627                                      | (3,695) | (16.6)     |
| Profit attributable to owners of parent | 12,149                                      | 9,759                                       | (2,390) | (19.7)     |

During the six months ended September 30, 2015, we purchased treasury shares of 7.28 million shares, for a total acquisition cost of about 20,000 million yen, and retired 10.40 million shares of treasury shares as measures for shareholder return, based on a resolution passed at the Board of Directors meeting on July 30, 2015.

#### 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 drawing on alliances with Group companies in promoting solution sales, and crafting business models that deliver a high level of added value by leveraging our 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.
- 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. Given expectations for future growth in the mail-order market, we aggressively forged ahead with efforts to increase sales of the "YES!" (Yamato Ec Solutions) service which involves drawing on capabilities of the Group in providing packages of services in order to serve that market. We also improved the services we offer both business operators and buyers, and helped generate further vitality in the market, through efforts that included teaming up with large mail-order websites and launching services that enable customers to pick up purchased items at TA-Q-BIN centers and convenience stores.
- e. For our corporate clients, we began marketing our "Yamato Cloud Depot" service which enables them to make use of our 4,000 TA-Q-BIN centers nationwide as hubs for their own business operations. In developing such solution sales, we are supporting the growth of customer businesses by helping them boost salesforce productivity and reduce back office workloads at their sales locations, drawing on business resources of the Yamato Group.
- 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.

(Million parcels / units)

| Category        | For the six months ended September 30, 2014 | For the six months ended September 30, 2015 | Change | Growth (%) |
|-----------------|---|---|--------|------------|
| TA-Q-BIN        | 787   | 821   | 33     | 4.3        |
| Kuroneko DM-Bin | 944   | 757   | (187)  | (19.9)     |

Results shown for Kuroneko DM-Bin in the six months ended September 30, 2014 are those of the Kuroneko Mail service.

- 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. We engaged in efforts to expand sales of the "TA-Q-BIN Compact" and "Nekopos" services. The two new services enable customers in the growing mail-order business a simple means of sending small parcels for reasonable fees. With "TA-Q-BIN Compact," we took steps to promote use of the service by successively adding new points of service access at convenience stores and other such locations. With "Nekopos," we engaged in aggressive efforts to increase sales by teaming up with multiple flea market websites and offering options that differentiate us from our competitors, including a service where customers receive e-mail notification at the time of delivery, and an "anonymous delivery" service for which we have initiated trial operations. We also launched our new "Kuroneko DM-Bin" mailbox posting service which takes the place of our Kuroneko Mail service which was discontinued as of the previous fiscal year, thereby enabling us to respond to demand in areas such as direct mail sent by corporate clients.
- c. With respect to corporate clients, we have been leveraging our front-line business network to gather customer information to make use of in actively proposing solutions tailored to our clients' management objectives. We worked to boost profitability by making proposals that provide high added value using the Group's business resources. Continuing on from the previous fiscal year, we took on initiatives for ensuring collection of adequate fees for the task of providing consistent quality with respect to deliveries.
- d. Efforts in our business geared toward revitalizing communities have involved various initiatives to address locally-based hardships and challenges. For instance, we are working in collaboration with municipalities and other entities in providing support with regard to helping those living in remote areas who face difficulties doing their shopping, and with regard to watching over elderly residents. Moreover, we have also been helping to bring about greater sales of local products by deploying a service that involves delivering such items to the Tokyo metropolitan area and other locations throughout Asia, in a speedy manner to ensure that such products retain their freshness.
- e. Operating revenue amounted to 533,514 million yen, approximately the same level as the year-ago period despite an increase in TA-Q-BIN delivery volume, given that growth achieved by Kuroneko DM-Bin and the

new services failed to make up for the decrease in revenue caused by discontinuing the Kuroneko Mail service. Operating income was 4,175 million yen, down 49.7% 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, 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, 2015, volume handled increased largely due to success at gaining new customers for our same-day delivery service.
- c. With respect to our product maintenance and recall services, we have been developing integrated services where we handle collection, repair and returns of faulty products, while also expanding total support services for dealing with corporate product recalls. During the six months ended September 30, 2015, revenues increased steadily due to factors that included our making headway in selling the "Kuroneko Extended Warranty Service" to large mail-order and consumer electronics business operators, landing business involving large-scale product recalls, and handling a greater volume of voluntary product recalls.
- d. 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, 2015, the segment achieved revenue growth amid a steadily increasing volume of business mainly from existing customers.
- e. Operating revenue amounted to 54,544 million yen, up 17.0% from the year-ago period due to favorable results ongoing from the first quarter generated from overseas relocation service and services related to medical devices, combined with other factors such as having landed new business involving large-scale product recalls. Operating income was 2,628 million yen, up 25.1% 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, 2015, we engaged in aggressive sales activities by promoting our "e-commerce Total Support Service" and our "Comfortable Lifestyle Support Service," the former of which entails collaborating with mail-order business operators in providing additional functions to our previous service offerings that include hauling away used furniture and appliances when making deliveries of new items and moving large furniture items, and the latter of which entails resolving everyday inconveniences associated with house cleaning and collection of unwanted items, and achieved greater rates of capacity utilization on weekdays.
- c. For our corporate clients, we have been developing our "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, as well as business support services such as office-related services and procurement services for sourcing goods. During the six months ended September 30, 2015, client use of our services in this segment increased steadily given a strong showing from our office-related services combined with new business captured for our Technical Network Business.
- d. Operating revenue amounted to 23,312 million yen, down 1.1% from the year-ago period due to lackluster results with respect to volume of long-distance transport for individual customers handled, and despite having made progress in gaining new business in office-related services and other offerings. As for profits, operating income amounted to 154 million yen, an improvement of 538 million yen from the year-ago period as a result of gains in rates of capacity utilization on weekdays due to aggressive marketing of service offerings such as the "Comfortable Lifestyle Support Service."

#### 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.
- 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, 2015, 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, the Yamato Group has been developing setup support services whereby tasks of affixing data to products and partial processing of merchandise are aligned with information system functions such as serial acceptance/dispatch control in warehouses and inventory tracking. In the six months ended September 30, 2015, these services attracted favorable volumes of use primarily among our customers who are new entrants in the telecommunications equipment business.
- d. In its e-money related services, the Yamato Group offers solutions through collaboration between the e-Business and the Financial Business, and provides services that involve installation and operation of "Multi e-money Settlement Terminals" that allow settlements in multiple types of e-money using a single device. In the six months ended September 30, 2015, the e-money settlement system geared toward the amusement industry achieved favorable sales.
- e. Operating revenue amounted to 20,932 million yen, up 4.9% from the year-ago period mainly due to growth in setup support services for telecommunications equipment business operators. Operating income was 3,871 million yen, up 11.1% from the year-ago period mainly due to efforts for controlling system development costs.

#### 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 on mail-order product deliveries, 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. In the six months ended September 30, 2015, we engaged in efforts to increase profitability by promoting our "Kuroneko Web Collect" and "Kuroneko Pay After Delivery" services to our customers who use only the "TA-Q-BIN Collect" service. Moreover, with respect to our services related to e-money, the use of our "Multi e-money Settlement Terminal" rental services at large events and other activities increased steadily.
- c. In the lease services business, we achieved revenue growth by promoting proposals for total solutions related to the Group's network and vehicles. This includes operating leases that enable customers to cut costs by providing them with new vehicles premised on the condition of vehicle purchase or re-use after lease expiration, and leases of previously-owned cars linked with such purchase or re-use.
- d. Operating revenue amounted to 34,781 million yen, up 9.0% from the year-ago period due to increased use of our payment settlement for operators of mail-order businesses and e-money related services, and also due to other factors such as an increase in contracts for truck leases in the lease services business. As for profits, operating income was 4,221 million yen, down 3.4% 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 primarily 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 "insurance agency services where we offer risk management-related insurance plans tailored to customer needs."
- b. In the six months ended September 30, 2015, we developed new operating locations and took other steps to enhance the quality of services provided to our customers, and also aggressively marketed our "Repairworks" services entailing periodic on-site customer visits.
- c. Operating revenue amounted to 12,785 million yen, down 11.0% from the year-ago period mainly due to lower unit price of fuel. Operating income was 2,030 million yen, up 0.4% 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, 2015, use of the service steadily increased partially as a result of our initiatives to develop information systems and improve service quality, and also due to favorable results from existing service offerings.
- b. Operating income in Other excluding dividends which Yamato Holdings Co., Ltd. received from the Group companies increased 258.1% from the year-ago period to 962 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, 2015, the Group promoted various initiatives geared toward achieving greater safety awareness among employees, with such efforts including our "Zero Accident Campaign" which is a safety campaign deployed horizontally throughout the entire group including our TA-Q-BIN operators overseas. 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 more than 2.72 million people have now participated.
- b. The Yamato Group has established the "Environmental Conservation Declaration" on the basis of the Group corporate philosophy, and moreover works to ensure that our distribution mechanisms are environmentally sound. At the same time, the Yamato Group works to promote environmental conservation initiatives, which we pursue under our policy of "Nekology" (combining "Kuroneko" with "ecology"), and continue to heighten employee awareness of such issues. 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 220 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)." In the six months ended September 30, 2015, we started "combined passenger-cargo" operations involving use of scheduled-route passenger buses to transport TA-Q-BIN items within certain zones in localities with substantially declining populations. This is beneficial in terms of reducing CO<sub>2</sub> emissions and enabling bus companies to maintain existing routes, while also contributing to improvements in lifestyle services for residents of local communities. Moreover, we continued to engage in efforts geared toward extending a diverse range of services leveraging the business resources of the Yamato Group, such as by providing assistance to people living in remote areas who face difficulties doing their shopping and lending support for community revitalization efforts. We have worked with government bodies on 1,304 endeavors in that regard thus far.

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

(Assets, liabilities and net assets)

Total assets were 1,035,394 million yen as of September 30, 2015, down 47,136 million yen from the end of the previous fiscal year. The major factor in this was a decrease of 47,587 million yen in cash and deposits. Liabilities decreased 32,690 million yen to 478,641 million yen from the end of the previous fiscal year. The major factors in this were decreases in notes and accounts payable - trade of 24,914 million yen and accrued consumption taxes of 23,295 million yen while loans payable increased 16,281 million yen. Total net assets were 556,753 million yen, down 14,446 million yen from the end of the previous fiscal year. This was mainly attributable to the recording of profit attributable to owners of parent of 9,759 million yen and payment of dividends of surplus of 5,371 million yen, as well as purchase of treasury shares amounting to

Accordingly, the equity ratio changed to 53.2% from the previous fiscal year's 52.2%.

#### (Cash flows)

20,003 million yen.

Net cash used in operating activities for the six months ended September 30, 2015 amounted to 14,330 million yen. Compared with the year-ago period, the amount of net cash provided decreased by 32,799 million yen. The major factor was an increase in net decrease in accrued consumption taxes of 36,829 million yen. Net cash used in investing activities was 23,085 million yen. Compared with the year-ago period, the amount of net cash used decreased by 6,707 million yen. This is largely attributable to expenditures of 17,409 million yen used for the purchase of property, plant and equipment, which is a decrease of 10,852 million yen compared with the year-ago period.

Net cash used in financing activities was 11,862 million yen. Compared with the year-ago period, the amount of net cash provided decreased by 15,954 million yen. This is largely attributable to purchase of treasury shares of 20,005 million yen.

As a result of the above, cash and cash equivalents were 197,875 million yen as of September 30, 2015, down 49,175 million yen from the end of the previous fiscal year.

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

Looking ahead at the economy, we expect business conditions in Japan to remain on a path of gradual recovery underpinned by strong corporate earnings. However, the outlook remains uncertain amid concerns regarding the prospect of an economic downturn in overseas markets.

In this environment, the Yamato Group will pursue efforts in the Delivery Business to engage in proposal-based sales that deliver substantial added value from the perspective of our customers, and will aggressively forge ahead with initiatives to expand sales of the "TA-Q-BIN Compact," "Nekopos" and "Kuroneko DM-Bin" services. Moreover, we will continue taking steps to ensure collection of adequate fees for the task of providing consistent quality with respect to deliveries. In the non-delivery businesses, we will expand the 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.

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

The Yamato Group has made changes to the consolidated earnings forecasts for the full year of the fiscal year ending March 31, 2016 since the announcement made on April 30, 2015.

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

## (1) Application of specific accounting for preparing the quarterly consolidated financial statements Calculation of tax expenses

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

#### (2) Additional information

The Company has applied provisions of Paragraph 39 of the "Accounting Standard for Consolidated Financial Statements" (ASBJ Statement No. 22, September 13, 2013), etc., and has accordingly made changes in the presentation of net income, etc. and has also made changes in presentation from minority interests to non-controlling interests. To reflect these changes, the Company has restated its quarterly and full-year consolidated financial statements for the first six months of the previous fiscal year and the previous fiscal year.

### 3. Consolidated Financial Statements

## (1) Consolidated balance sheet

|                                       | As of March 31, 2015 | As of September 30, 2015 |
|---------------------------------------|----------------------|--------------------------|
| Assets                                |                      |                          |
| Current assets                        |                      |                          |
| Cash and deposits                     | 247,398              | 199,810                  |
| Notes and accounts receivable - trade | 187,833              | 182,003                  |
| Accounts receivable - installment     | 42,007               | 43,047                   |
| Lease investment assets               | 44,948               | 47,894                   |
| Merchandise and finished goods        | 721                  | 706                      |
| Work in process                       | 512                  | 259                      |
| Raw materials and supplies            | 2,101                | 1,914                    |
| Other                                 | 42,020               | 43,631                   |
| Allowance for doubtful accounts       | (1,338)              | (1,021)                  |
| Total current assets                  | 566,205              | 518,246                  |
| Non-current assets                    |                      |                          |
| Property, plant and equipment         |                      |                          |
| Buildings and structures              | 334,119              | 332,836                  |
| Accumulated depreciation              | (185,622)            | (187,612)                |
| Buildings and structures, net         | 148,497              | 145,223                  |
| Vehicles                              | 194,198              | 197,633                  |
| Accumulated depreciation              | (176,205)            | (176,871)                |
| Vehicles, net                         | 17,992               | 20,761                   |
| Land                                  | 187,964              | 187,965                  |
| Lease assets                          | 24,028               | 16,063                   |
| Accumulated depreciation              | (17,181)             | (7,610)                  |
| Lease assets, net                     | 6,846                | 8,452                    |
| Other                                 | 156,845              | 160,408                  |
| Accumulated depreciation              | (98,045)             | (101,714)                |
| Other, net                            | 58,800               | 58,694                   |
| Total property, plant and equipment   | 420,101              | 421,097                  |
| Intangible assets                     | 17,600               | 19,376                   |
| Investments and other assets          |                      |                          |
| Investment securities                 | 34,567               | 32,997                   |
| Other                                 | 45,173               | 44,614                   |
| Allowance for doubtful accounts       | (1,116)              | (938)                    |
| Total investments and other assets    | 78,624               | 76,673                   |
| Total non-current assets              | 516,325              | 517,147                  |
| Total assets                          | 1,082,531            | 1,035,394                |

|   | As of March 31, 2015 | As of September 30, 2015 |
|---|----------------------|--------------------------|
| Liabilities   |                      |                          |
| Current liabilities   |                      |                          |
| Notes and accounts payable - trade                          | 157,479              | 132,565                  |
| Short-term loans payable                                    | 34,443               | 48,852                   |
| Current portion of bonds with subscription rights to shares | 9,660                | 5,980                    |
| Lease obligations   | 2,733                | 2,575                    |
| Income taxes payable  | 20,024               | 11,059                   |
| Deferred installment income                                 | 5,655                | 5,794                    |
| Provision for bonuses                                       | 30,236               | 36,613                   |
| Other   | 96,800               | 77,350                   |
| Total current liabilities                                   | 357,034              | 320,790                  |
| Non-current liabilities                                     |                      |                          |
| Long-term loans payable                                     | 83,876               | 85,748                   |
| Lease obligations   | 4,655                | 5,118                    |
| Net defined benefit liability                               | 53,023               | 54,350                   |
| Other   | 12,742               | 12,633                   |
| Total non-current liabilities                               | 154,297              | 157,851                  |
| Total liabilities   | 511,331              | 478,641                  |
| Net assets  |                      |                          |
| Shareholders' equity  |                      |                          |
| Capital stock   | 127,234              | 127,234                  |
| Capital surplus   | 70,209               | 47,506                   |
| Retained earnings   | 395,352              | 399,828                  |
| Treasury shares   | (43,007)             | (37,472                  |
| Total shareholders' equity                                  | 549,789              | 537,097                  |
| Accumulated other comprehensive income                      |                      |                          |
| Valuation difference on available-for-sale securities       | 13,847               | 11,716                   |
| Foreign currency translation adjustment                     | 1,169                | 1,095                    |
| Remeasurements of defined benefit plans                     | 715                  | 982                      |
| Total accumulated other comprehensive income                | 15,731               | 13,794                   |
| Non-controlling interests                                   | 5,678                | 5,860                    |
| Total net assets  | 571,199              | 556,753                  |
| Total liabilities and net assets                            | 1,082,531            | 1,035,394                |

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

|   | For the six months ended<br>September 30, 2014 | For the six months ended September 30, 2015 |
|---|--|---|
| Operating revenue                                 | 673,237  | 683,785                                     |
| Operating cost                                    | 633,922  | 645,448                                     |
| Operating gross profit                            | 39,315   | 38,337                                      |
| Selling, general and administrative expenses      | 18,031   | 20,336                                      |
| Operating income                                  | 21,284   | 18,000                                      |
| Non-operating income                              | -  |   |
| Interest income                                   | 44   | 54  |
| Dividend income                                   | 387  | 432   |
| Other   | 1,003  | 676   |
| Total non-operating income                        | 1,435  | 1,163                                       |
| Non-operating expenses                            |  |   |
| Interest expenses                                 | 167  | 251   |
| Foreign exchange losses                           | _  | 113   |
| Other   | 229  | 172   |
| Total non-operating expenses                      | 397  | 537   |
| Ordinary income                                   | 22,322   | 18,627                                      |
| Extraordinary income                              |  |   |
| Gain on sales of non-current assets               | 407  | 32  |
| Gain on sales of investment securities            | _  | 22  |
| Compensation for damage received                  | 257  | _   |
| Total extraordinary income                        | 664  | 54  |
| Extraordinary loss                                |  |   |
| Loss on retirement of non-current assets          | 89   | 89  |
| Loss on litigation                                | 598  | _   |
| Other   | <del>-</del>                                   | 0   |
| Total extraordinary loss                          | 687  | 89  |
| Income before income taxes and minority interests | 22,299   | 18,592                                      |
| Income taxes                                      | 10,129   | 8,707                                       |
| Profit  | 12,169   | 9,884                                       |
| Profit attributable to non-controlling interests  | 20   | 125   |
| Profit attributable to owners of parent           | 12,149   | 9,759                                       |

## Consolidated statement of comprehensive income (cumulative)

|  | For the six months ended<br>September 30, 2014 | For the six months ended<br>September 30, 2015 |
|--|--|--|
| Profit   | 12,169   | 9,884  |
| Other comprehensive income                                     |  |  |
| Valuation difference on available-for-sale securities          | 1,324  | (2,114)  |
| Foreign currency translation adjustment                        | (633)  | (73)   |
| Remeasurements of defined benefit plans, net of tax            | 128  | 266  |
| Total other comprehensive income                               | 819  | (1,920)  |
| Comprehensive income   | 12,989   | 7,964  |
| (Breakdown)  |  |  |
| Comprehensive income attributable to owners of parent          | 12,810   | 7,822  |
| Comprehensive income attributable to non-controlling interests | 178  | 142  |

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

For the six months ended For the six months ended September 30, 2014 September 30, 2015 Cash flows from operating activities Income before income taxes and minority interests 22,299 18,592 Depreciation 21,183 21,675 Increase (decrease) in net defined benefit liability 1,653 1,326 Increase (decrease) in provision for bonuses 6,304 6,371 Decrease (increase) in notes and accounts receivable -3,117 2,033 trade Increase (decrease) in notes and accounts payable - trade (31, 154)(25,079)Other, net 13,965 (20,158)Subtotal 37,369 4,761 479 Interest and dividend income received 452 Interest expenses paid (325)(399)Income taxes paid (19,171)(19,026)Net cash provided by (used in) operating activities 18,469 (14,330)Cash flows from investing activities Purchase of property, plant and equipment (17,409)(28, 261)Proceeds from sales of property, plant and equipment 1,296 746 Purchase of investment securities (356)(775)Proceeds from sales of investment securities 28 (707)Payments of loans receivable (545)Collection of loans receivable 769 548 (3,691)(7,425)Other payments Other proceeds 1,158 1,747 Net cash provided by (used in) investing activities (29,793)(23,085)Cash flows from financing activities 4,000 4,187 Net increase (decrease) in short-term loans payable Repayments of finance lease obligations (2,555)(1,708)Proceeds from long-term loans payable 16,500 16,671 (4,764)Repayment of long-term loans payable (8,073)Purchase of treasury shares (3)(20,005)Cash dividends paid (5,028)(5,372)Other, net (870)(747)Net cash provided by (used in) financing activities 4.091 (11,862)Effect of exchange rate change on cash and cash equivalents (320)(110)Net increase (decrease) in cash and cash equivalents (7,553)(49,388)247,051 Cash and cash equivalents at beginning of period 219,395 Increase in cash and cash equivalents from newly consolidated 213 subsidiary Cash and cash equivalents at end of period 211,842 197,875

# (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, 2014

(Millions of yen)

|  | Delivery | BIZ-Logistics | Home<br>Convenience | e-Business | Financial |
|--|----------|---------------|---------------------|------------|-----------|
| Operating revenue (1) Operating revenue from customers | 533,575  | 46,612        | 23,582              | 19,957     | 31,923    |
| (2) Inter-segment operating revenue or transfers       | 30,600   | 5,788         | 7,527               | 14,021     | 1,651     |
| Total  | 564,175  | 52,401        | 31,109              | 33,979     | 33,575    |
| Segment income (loss)                                  | 8,294    | 2,101         | (384)               | 3,485      | 4,372     |

|   | Autoworks        | Other<br>(Notes 1, 2) | Total              | Reconciliation<br>(Note 3) | Amount recorded in consolidated statement of income (Note 4) |
|---|------------------|-----------------------|--------------------|----------------------------|--|
| Operating revenue  (1) Operating revenue from customers  (2) Inter-segment operating revenue or transfers | 14,364<br>14,571 | 3,222<br>33,964       | 673,237<br>108,126 | —<br>(108,126)             | 673,237<br>—   |
| Total   | 28,935           | 37,187                | 781,363            | (108,126)                  | 673,237  |
| Segment income (loss)   | 2,022            | 22,656                | 42,548             | (21,264)                   | 21,284   |

Notes: 1. Other includes business-to-business distribution via JITBOX Charter and shared services.

<sup>2.</sup> 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 22,100 million yen.

<sup>3.</sup> The adjustment of segment income resulted from eliminating transactions among segments, etc.

<sup>4.</sup> We made an adjustment between segment income and operating income in the consolidated statement of income.

#### For the six months ended September 30, 2015

(Millions of yen)

|  | Delivery<br>(Note 1) | BIZ-Logistics | Home<br>Convenience | e-Business | Financial |
|--|----------------------|---------------|---------------------|------------|-----------|
| Operating revenue                                |                      |               |                     |            |           |
| (1) Operating revenue from customers             | 533,514              | 54,544        | 23,312              | 20,932     | 34,781    |
| (2) Inter-segment operating revenue or transfers | 32,409               | 6,077         | 7,936               | 14,524     | 1,690     |
| Total  | 565,924              | 60,622        | 31,249              | 35,456     | 36,472    |
| Segment income                                   | 4,175                | 2,628         | 154                 | 3,871      | 4,221     |

|   | Autoworks | Other<br>(Notes 1, 2, 3) | Total   | Reconciliation<br>(Note 4) | Amount recorded in consolidated statement of income (Note 5) |
|---|-----------|--------------------------|---------|----------------------------|--|
| Operating revenue (1) Operating revenue from customers (2) Inter-segment operating revenue or | 12,785    | 3,914                    | 683,785 | _                          | 683,785  |
| transfers   | 14,053    | 37,371                   | 114,063 | (114,063)                  | _  |
| Total   | 26,838    | 41,286                   | 797,849 | (114,063)                  | 683,785  |
| Segment income  | 2,030     | 25,619                   | 42,701  | (24,701)                   | 18,000   |

- Notes: 1. Effective from the first quarter of the fiscal year ending March 31, 2016, the Company has made changes to business segment classifications to ensure that such classifications more adequately accord with actual circumstances related to management and administration. These changes mainly involve inclusion of the human resources management business in the Delivery Business segment, from the Other segment previously. The segment information for the six months ended September 30, 2014 has been prepared and presented according to the new classification.
  - 2. Other includes business-to-business distribution via JITBOX Charter and shared services.
  - 3. 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.
  - 4. The adjustment of segment income resulted from eliminating transactions among segments, etc.
  - 5. We made an adjustment between segment income and operating income in the consolidated statement of income.

(Notes on significant changes in the amount of shareholders' equity) Not applicable.

#### 4. Supplementary Information

Operating revenue by business

|                     |                                    |                   | For the six months ended September 30, 2014 |                   | For the six months ended September 30, 2015 |               | Fiscal year ended<br>March 31, 2015 |       |
|---------------------|------------------------------------|-------------------|---|-------------------|---|---------------|-------------------------------------|-------|
| Business segment    |                                    | Amount Ratio      |   | Amount Ratio      |   | Change<br>(%) | Amount Ratio                        |       |
|                     |                                    | (Millions of yen) | (%)   | (Millions of yen) | (%)   | (70)          | (Millions of yen)                   | (%)   |
|                     | TA-Q-BIN                           | 467,888           | 69.5  | 481,944           | 70.5  | 3.0           | 969,923                             | 69.4  |
|                     | Kuroneko DM-Bin *1                 | 58,166            | 8.6   | 43,735            | 6.4   | (24.8)        | 116,619                             | 8.4   |
| Delivery            | Express                            | 21,311            | 3.2   | 20,881            | 3.0   | (2.0)         | 42,918                              | 3.1   |
| Delivery            | Others *2                          | 41,398            | 6.2   | 44,879            | 6.6   | 8.4           | 87,619                              | 6.3   |
|                     | Eliminations                       | (55,189)          | (8.2)                                       | (57,926)          | (8.5)                                       | 5.0           | (113,891)                           | (8.2) |
|                     | Total                              | 533,575           | 79.3  | 533,514           | 78.0  | (0.0)         | 1,103,188                           | 79.0  |
|                     | Trading logistics service          | 18,491            | 2.8   | 19,807            | 2.9   | 7.1           | 43,215                              | 3.1   |
|                     | Sales and Logistics                | 16,444            | 2.4   | 17,403            | 2.5   | 5.8           | 34,767                              | 2.5   |
|                     | Multi maintenance                  | 6,986             | 1.0   | 7,914             | 1.2   | 13.3          | 15,689                              | 1.1   |
| BIZ-Logistics       | Export Factory                     | 2,032             | 0.3   | 2,145             | 0.3   | 5.6           | 4,185                               | 0.3   |
| -                   | Others                             | 18,664            | 2.8   | 21,841            | 3.2   | 17.0          | 39,416                              | 2.8   |
|                     | Eliminations                       | (16,006)          | (2.4)                                       | (14,568)          | (2.1)                                       | (9.0)         | (33,453)                            | (2.4) |
|                     | Total                              | 46,612            | 6.9   | 54,544            | 8.0   | 17.0          | 103,821                             | 7.4   |
|                     | Home convenience                   | 20,674            | 3.1   | 20,484            | 3.0   | (0.9)         | 41,561                              | 3.0   |
| [                   | Business convenience               | 8,129             | 1.2   | 8,557             | 1.3   | 5.3           | 16,665                              | 1.2   |
| Home<br>Convenience | Technical Network                  | 2,319             | 0.3   | 2,220             | 0.3   | (4.3)         | 4,817                               | 0.3   |
| Convenience         | Eliminations                       | (7,540)           | (1.1)                                       | (7,949)           | (1.2)                                       | 5.4           | (14,568)                            | (1.0) |
|                     | Total                              | 23,582            | 3.5   | 23,312            | 3.4   | (1.1)         | 48,475                              | 3.5   |
|                     | e-logistics solution *2            | 4,699             | 0.7   | 4,899             | 0.7   | 4.3           | 9,829                               | 0.7   |
|                     | Credit card solution               | 4,050             | 0.6   | 4,663             | 0.7   | 15.2          | 8,087                               | 0.6   |
|                     | IT operating solution              | 3,294             | 0.5   | 3,028             | 0.4   | (8.1)         | 6,253                               | 0.4   |
| e-Business          | Web-based mail order solution      | 3,032             | 0.5   | 2,797             | 0.4   | (7.7)         | 6,074                               | 0.4   |
|                     | Others *2                          | 20,322            | 3.0   | 22,415            | 3.3   | 10.3          | 41,500                              | 3.0   |
|                     | Eliminations                       | (15,441)          | (2.3)                                       | (16,872)          | (2.5)                                       | 9.3           | (31,258)                            | (2.2) |
|                     | Total                              | 19,957            | 3.0   | 20,932            | 3.0   | 4.9           | 40,486                              | 2.9   |
|                     | TA-Q-BIN Collect                   | 18,027            | 2.7   | 18,037            | 2.6   | 0.1           | 37,549                              | 2.7   |
|                     | Lease                              | 12,839            | 1.9   | 15,459            | 2.3   | 20.4          | 27,065                              | 1.9   |
| Financial           | Credit & Finance                   | 1,698             | 0.2   | 1,747             | 0.3   | 2.9           | 3,354                               | 0.2   |
| Filialicial         | Others                             | 1,048             | 0.2   | 1,269             | 0.2   | 21.0          | 2,160                               | 0.2   |
|                     | Eliminations                       | (1,690)           | (0.3)                                       | (1,732)           | (0.3)                                       | 2.5           | (3,481)                             | (0.2) |
|                     | Total                              | 31,923            | 4.7   | 34,781            | 5.1   | 9.0           | 66,649                              | 4.8   |
|                     | Truck solution *3                  | 26,534            | 3.9   | 24,346            | 3.6   | (8.2)         | 51,122                              | 3.6   |
| Autoworks           | Others                             | 3,576             | 0.5   | 3,663             | 0.5   | 2.4           | 7,070                               | 0.5   |
|                     | Eliminations                       | (15,746)          | (2.3)                                       | (15,225)          | (2.2)                                       | (3.3)         | (31,039)                            | (2.2) |
|                     | Total                              | 14,364            | 2.1   | 12,785            | 1.9   | (11.0)        | 27,153                              | 1.9   |
|                     | JITBOX Charter service             | 2,707             | 0.4   | 3,515             | 0.5   | 29.8          | 6,035                               | 0.4   |
| Other               | Others *2                          | 35,251            | 5.2   | 38,970            | 5.7   | 10.5          | 48,268                              | 3.5   |
| Other Land          | Eliminations                       | (34,736)          | (5.1)                                       | (38,571)          | (5.6)                                       | 11.0          | (47,369)                            | (3.4) |
|                     | Total                              | 3,222             | 0.5   | 3,914             | 0.6   | 21.5          | 6,933                               | 0.5   |
|                     | Total<br>wn for Kuroneko DM-Bin in | 673,237           | 100.0                                       | 683,785           | 100.0                                       | 1.6           | 1,396,708                           | 100.0 |

<sup>\*1.</sup> Results shown for Kuroneko DM-Bin in the six months ended September 30, 2014 and the fiscal year ended March 31, 2015 are those of the Kuroneko Mail service for those periods.

<sup>\*2.</sup> Effective from the first quarter of the fiscal year ending March 31, 2016, the Company has made changes to business segment classifications as shown below to ensure that such classifications more adequately accord with actual circumstances related to management and administration. The figures presented for the six months ended September 30, 2014, and for the fiscal year ended March 31, 2015, have been restated in accordance with these changes.

The human resources management business, previously included in the Other segment, is now presented in the Others category of the Delivery segment.

The setup and logistics solutions business, previously included in the e-logistics solutions category of the e-Business segment, is now presented in the Others category.

<sup>\*3.</sup> Effective from the first quarter of the fiscal year ending March 31, 2016, the name of the Truck maintenance category in the Autoworks segment has been changed to the Truck solution.