

# YAMATO GROUP CONSOLIDATED FINANCIAL SUMMARY

for the First Three Months of Fiscal Year Ending  
March 31, 2023

Supplemental Materials



YAMATO HOLDINGS

August 8, 2022

# Contents

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## Results

1.	Performance	1
2.	Segment Information	2
3.	Delivery Volume	3
4.	Increases and Decreases in Operating Expenses	4
5.	Employee Breakdown	5
6.	Increases and Decreases in Consolidated Balance Sheet	6
7.	Capital Expenditure and Depreciation	7
8.	Domestic Network	8

## Forecasts

1.	Performance	9
2.	Operating Revenues of Segment	1 0
3.	Operating Profit of Segment	1 1
4.	Delivery Volume	1 2
5.	Increases and Decreases in Operating Expenses	1 3
6.	Employee Breakdown	1 4
7.	Capital Expenditure and Depreciation	1 5

**Results 1. Performance**

(Millions of Yen)

	【1Q 2022/3】		【1Q 2023/3】		Change	
	Amount	(%)	Amount	(%)	Amount	(%)
Operating Revenues	419,841	100.0	424,159	100.0	+ 4,317	+ 1.0
Operating Expenses	407,107	97.0	421,742	99.4	+ 14,635	+ 3.6
Operating Profit	12,734	3.0	2,416	0.6	(10,317)	(81.0)
Non-operating Income	3,955	0.9	1,263	0.3	(2,691)	(68.1)
Non-operating Expenses	439	0.1	1,186	0.3	+ 746	+ 169.9
Ordinary Profit	16,249	3.9	2,493	0.6	(13,755)	(84.7)
Extraordinary Income	53	0.0	70	0.0	+ 17	+ 32.3
Extraordinary Loss	72	0.0	858	0.2	+ 785	—
Profit Before Income Taxes	16,230	3.9	1,706	0.4	(14,524)	(89.5)
Income Taxes	4,462	1.1	1,343	0.3	(3,119)	(69.9)
Profit	11,767	2.8	362	0.1	(11,404)	(96.9)
Profit Attributable to Non-controlling	61	0.0	42	0.0	(19)	(31.2)
Profit Attributable to Owners of Parent	11,705	2.8	320	0.1	(11,385)	(97.3)

## Results 2. Segment Information

【1Q 2023/3】

(Millions of Yen)

	Retail Business Unit	Corporate Business Unit	Other	Total	Reconciliation	Consolidated
Operating Revenues						
Unaffiliated Customers	211,090	198,254	14,814	424,159	-	424,159
Inter-segment	68,253	4,480	27,709	100,442	(100,442)	-
Total	279,343	202,735	42,523	524,601	(100,442)	424,159
Operating Expenses	287,756	195,355	38,697	521,809	(100,066)	421,742
Operating Profit	(8,413)	7,379	3,826	2,792	(375)	2,416
Profit Rate (%)	(3.0)	3.6	9.0	0.5	-	0.6

【1Q 2022/3】

(Millions of Yen)

	Retail Business Unit	Corporate Business Unit	Other	Total	Reconciliation	Consolidated
Operating Revenues						
Unaffiliated Customers	207,002	190,355	22,483	419,841	-	419,841
Inter-segment	62,397	8,381	30,740	101,519	(101,519)	-
Total	269,400	198,736	53,224	521,361	(101,519)	419,841
Operating Expenses	268,407	190,610	48,526	507,544	(100,437)	407,107
Operating Profit	992	8,126	4,697	13,816	(1,082)	12,734
Profit Rate (%)	0.4	4.1	8.8	2.7	-	3.0

【Change】

(Millions of Yen)

	Retail Business Unit	Corporate Business Unit	Other	Total	Reconciliation	Consolidated
Operating Revenues						
Unaffiliated Customers	+ 4,087	+ 7,899	(7,668)	+ 4,317	-	+ 4,317
Inter-segment	+ 5,855	(3,900)	(3,031)	(1,077)	+ 1,077	-
Total	+ 9,942	+ 3,998	(10,700)	+ 3,240	+ 1,077	+ 4,317
Operating Expenses	+ 19,348	+ 4,745	(9,829)	+ 14,264	+ 370	+ 14,635
Operating Profit	(9,406)	(746)	(871)	(11,024)	+ 706	(10,317)
(%)						
Operating Revenues	+ 3.7	+ 2.0	(20.1)	+ 0.6	-	+ 1.0
Operating Expenses	+ 7.2	+ 2.5	(20.3)	+ 2.8	-	+ 3.6
Operating Profit	-	(9.2)	(18.5)	(79.8)	-	(81.0)

**Results 3. Delivery Volume**
**① Parcel Delivery**

		【1Q 2022/3】	【1Q 2023/3】	Change	
				Amount	(%)
Parcel Delivery (Total of 4 items)	Total (Thousands)	539,516	553,691	+ 14,174	+ 2.6
	Unit-price (Yen)	600	601		+ 1
TA-Q-BIN・TA-Q-BIN Compact・EAZY	Total (Thousands)	444,328	449,504	+ 5,176	+ 1.2
	Unit-price (Yen)	687	697		+ 10
Nekopos	Total (Thousands)	95,188	104,186	+ 8,998	+ 9.5
	Unit-price (Yen)	191	189		(2)

**【Reference】 Detail of Parcel Delivery**

(Thousands)

		【1Q 2022/3】	【1Q 2023/3】	Change	
				Amount	(%)
Parcel Delivery (Total of 4 items)		539,516	553,691	+ 14,174	+ 2.6
Retail Business Unit		286,037	295,326	+ 9,288	+ 3.2
	TA-Q-BIN・TA-Q-BIN Compact	220,408	222,193	+ 1,785	+ 0.8
	Nekopos	65,629	73,132	+ 7,502	+ 11.4
Corporate Business Unit		253,479	258,365	+ 4,886	+ 1.9
	TA-Q-BIN・TA-Q-BIN Compact・EAZY	223,920	227,311	+ 3,391	+ 1.5
	EAZY	114,160	117,656	+ 3,495	+ 3.1
	Nekopos	29,559	31,054	+ 1,495	+ 5.1

**② Kuroneko DM-Bin**

		【1Q 2022/3】	【1Q 2023/3】	Change	
				Amount	(%)
Kuroneko DM-Bin	Total (Thousands)	212,885	208,020	(4,865)	(2.3)
	Unit-price (Yen)	67	67		0

**Results 4. Increases and Decreases in Operating Expenses**

(Millions of Yen)

	【1Q 2022/3】		【1Q 2023/3】		Change	
	Amount	[%]	Amount	[%]	Amount	[%]
Operating Revenues	419,841	100.0	424,159	100.0	+ 4,317	+ 1.0
Operating Expenses	407,107	97.0	421,742	99.4	+ 14,635	+ 3.6
Subcontracting Expenses	148,221	35.3	157,018	37.0	+ 8,797	+ 5.9
Commission Expenses	72,415	17.2	82,096	19.4	+ 9,680	+ 13.4
Delivery Commission	21,520	5.1	22,023	5.2	+ 503	+ 2.3
Operating Outsource	8,079	1.9	8,749	2.1	+ 670	+ 8.3
Other	42,816	10.2	51,324	12.1	+ 8,508	+ 19.9
Vehicle Hiring Expenses	52,344	12.5	50,356	11.9	(1,988)	(3.8)
Other Expenses	23,461	5.6	24,566	5.8	+ 1,105	+ 4.7
Personnel Expenses	213,819	50.9	212,023	50.0	(1,795)	(0.8)
Employee Salary	145,619	34.7	144,490	34.1	(1,129)	(0.8)
Legal Welfare Expenses	26,879	6.4	25,484	6.0	(1,395)	(5.2)
Retirement Benefit Expenses	3,964	0.9	6,068	1.4	+ 2,104	+ 53.1
Bonus / Other Personnel Expenses	37,355	8.9	35,979	8.5	(1,375)	(3.7)
Vehicle Expenses	12,308	2.9	12,724	3.0	+ 415	+ 3.4
Other Operating Expenses	85,836	20.4	86,925	20.5	+ 1,088	+ 1.3
Depreciation	8,386	2.0	10,156	2.4	+ 1,769	+ 21.1
System Expenses	13,029	3.1	13,231	3.1	+ 202	+ 1.6
Other Expenses	64,420	15.3	63,536	15.0	(883)	(1.4)
Eliminations	(53,078)	(12.6)	(46,948)	(11.1)	+ 6,130	—

&lt; Note &gt;

From the fiscal year ending March 31, 2023, internal transactions between Yamato Transport Co., Ltd. and the former group companies that were integrated into Yamato Transport Co., Ltd. in the fiscal year ended March 31, 2022, have been reclassified.

Figures for the fiscal year ended March 2022 have been revised to reflect this.

**Results 5. Employee Breakdown**

(Number)

	【1Q 2022/3】			【1Q 2023/3】			Change			
	Full-time	Part-time	Total	Full-time	Part-time	Total	Full-time	Part-time	Total	(%)
Total Employees	97,294	126,727	224,021	94,965	121,140	216,105	(2,329)	(5,587)	(7,916)	(3.5)
Retail Business Unit	76,439	102,831	179,270	78,012	97,980	175,992	+ 1,573	(4,851)	(3,278)	(1.8)
Corporate Business Unit	11,210	8,768	19,978	10,952	8,610	19,562	(258)	(158)	(416)	(2.1)
Other	9,645	15,128	24,773	6,001	14,550	20,551	(3,644)	(578)	(4,222)	(17.0)

**Results 6. Increases and Decreases in Consolidated Balance Sheet**
**① Increases and Decreases in Assets**

(Millions of Yen)

	【2022/3】	【1Q 2023/3】	Change	Remark
	March 31, 2022	June 30, 2022		
Current Assets	480,844	508,802	+ 27,957	
Fixed Assets	606,010	611,524	+ 5,514	
Total	1,086,854	1,120,326	+ 33,471	

**② Increases and Decreases in Liabilities and Equity**

(Millions of Yen)

	【2022/3】	【1Q 2023/3】	Change	Remark
	March 31, 2022	June 30, 2022		
Current Liabilities	352,807	402,188	+ 49,381	
Fixed Liabilities	135,814	137,648	+ 1,834	
Equity	598,233	580,489	(17,743)	
Total	1,086,854	1,120,326	+ 33,471	

**③ Interest-bearing Debt**

(Millions of Yen)

	【2022/3】 March 31, 2022	【1Q 2023/3】 June 30, 2022	Change	
			Amount	(%)
Interest-bearing Debt	45,889	82,527	+ 36,638	+ 79.8



**Results 7. Capital Expenditure and Depreciation**

(Millions of Yen)

	【1Q 2022/3】	(%)	【1Q 2023/3】	(%)	Change	
					Amount	(%)
Capital Expenditure	14,958	100.0	12,604	100.0	(2,353)	(15.7)
Vehicles	2,222	14.9	1,094	8.7	(1,127)	(50.8)
Office / Buildings and Accompanying Facilities	3,458	23.1	6,498	51.6	+ 3,039	+ 87.9
Automatic Sorting Equipment	1,211	8.1	273	2.2	(937)	(77.4)
Others Hardware Office Equipment	1,417	9.5	776	6.2	(640)	(45.2)
Digital Investment	6,649	44.5	3,961	31.4	(2,688)	(40.4)

(Millions of Yen)

	【1Q 2022/3】	【1Q 2023/3】	Change	
			Amount	(%)
Depreciation	8,386	10,156	+ 1,769	+21.1

**Results 8. Domestic Network**

	【2022/3】	【1Q 2023/3】	Change
	March 31, 2022	June 30, 2022	
Vehicles(Number)	54,432	54,500	+ 68
Environmentally Friendly Vehicles	37,261	37,153	(108)
Large Freight Vehicles	2,501	2,470	(31)
Midsize Freight Vehicles	933	915	(18)
Small Freight Vehicles	38,915	38,749	(166)
Subcompact Vehicles	6,545	6,580	+ 35
Other Vehicles	5,538	5,786	+ 248
Number of Facilities	4,000	3,953	(47)
TA-Q-BIN Sales offices	3,501	3,484	(17)
Base Terminals	75	75	0
Operation Facilities for Corporate Clients	424	394	(30)
Sub-agents	167,231	165,590	(1,641)

**Forecasts 1. Performance**

(Millions of Yen)

	【2022/3】		【2023/3】		Change	
		(%)		(%)	Amount	(%)
Operating Revenues	1,793,618	100.0	1,820,000	100.0	+ 26,381	+ 1.5
Operating Profit	77,199	4.3	91,000	5.0	+ 13,800	+ 17.9
Ordinary Profit	84,330	4.7	91,000	5.0	+ 6,669	+ 7.9
Profit Attributable to Owners of Parent	55,956	3.1	57,000	3.1	+ 1,043	+ 1.9

**Forecasts 2. Operating Revenues of Segment**

(Millions of Yen)

	【2022/3】		【2023/3】		Change	
		(%)		(%)	Amount	(%)
Retail Business Unit	893,396	49.8	908,000	49.9	+ 14,603	+ 1.6
Corporate Business Unit	812,185	45.3	856,000	47.0	+ 43,814	+ 5.4
Other	88,035	4.9	56,000	3.1	(32,035)	(36.4)
Total	1,793,618	100.0	1,820,000	100.0	+ 26,381	+ 1.5

**Forecasts 3. Operating Profit of Segment**

(Millions of Yen)

	【2022/3】		【2023/3】		Change	
		(%)		(%)	Amount	(%)
Retail Business Unit	44,463	56.9	48,000	52.2	+ 3,536	+ 8.0
Corporate Business Unit	17,178	22.0	29,000	31.5	+ 11,821	+ 68.8
Other	16,559	21.2	15,000	16.3	(1,559)	(9.4)
Total	78,200	100.0	92,000	100.0	+ 13,799	+ 17.6
Reconciliation	(1,001)	—	(1,000)	—	+ 1	—
Consolidated	77,199	—	91,000	—	+ 13,800	+ 17.9

**Forecasts 4 . Delivery Volume**
**① Parcel Delivery**

		【2022/3】	【2023/3】	Change	
				Amount	(%)
Parcel Delivery (Total of 4 items)	Total(Thousands)	2,275,624	2,416,000	+ 140,375	+6.2
	Unit-price(Yen)	614	612		(2)
TA-Q-BIN・TA-Q-BIN Compact・EAZY	Total(Thousands)	1,890,682	2,001,000	+ 110,317	+5.8
	Unit-price(Yen)	700	700		0
Nekopos	Total(Thousands)	384,941	415,000	+ 30,058	+7.8
	Unit-price(Yen)	190	190		0

**【Reference】Detail of Parcel Delivery**

(Thousands)

		【2022/3】	【2023/3】	Change	
				Amount	(%)
Parcel Delivery (Total of 4 items)		2,275,624	2,416,000	+ 140,375	+ 6.2
Retail Business Unit		1,220,436	1,287,000	+ 66,563	+ 5.5
	TA-Q-BIN・TA-Q-BIN Compact	951,575	990,000	+ 38,424	+ 4.0
	Nekopos	268,860	297,000	+ 28,139	+ 10.5
Corporate Business Unit		1,055,188	1,129,000	+ 73,811	+ 7.0
	TA-Q-BIN・TA-Q-BIN Compact・EAZY	939,107	1,011,000	+ 71,892	+ 7.7
	EAZY	464,860	499,000	+ 34,139	+ 7.3
	Nekopos	116,081	118,000	+ 1,918	+ 1.7

**② Kuroneko DM-Bin**

		【2022/3】	【2023/3】	Change	
				Amount	(%)
Kuroneko DM-Bin	Total (Thousands)	824,383	739,000	(85,383)	(10.4)
	Unit-price (Yen)	67	68		+ 1

**Forecasts 5. Increases and Decreases in Operating Expenses**

(Millions of Yen)

	【2022/3】	(%)	【2023/3】	(%)	Change	
					Amount	(%)
Operating Revenues	1,793,618	100.0	1,820,000	100.0	+ 26,381	+ 1.5
Operating Expenses	1,716,418	95.7	1,729,000	95.0	+ 12,581	+ 0.7
Subcontracting Expenses	642,171	35.8	643,000	35.3	+ 828	+ 0.1
Commission Expenses	328,287	18.3	337,000	18.5	+ 8,712	+ 2.7
Delivery Commission	88,872	5.0	89,000	4.9	+ 128	+ 0.1
Operating Outsource	37,019	2.1	34,000	1.9	(3,019)	(8.2)
Other	202,396	11.3	214,000	11.8	+ 11,604	+ 5.7
Vehicle Hiring Expenses	213,653	11.9	202,000	11.1	(11,653)	(5.5)
Other Expenses	100,231	5.6	104,000	5.7	+ 3,768	+ 3.8
Personnel Expenses	872,128	48.6	870,000	47.8	(2,128)	(0.2)
Employee Salary	593,430	33.1	589,000	32.4	(4,430)	(0.7)
Legal Welfare Expenses	109,246	6.1	110,000	6.0	+ 753	+ 0.7
Retirement Benefit Expenses	19,953	1.1	25,000	1.4	+ 5,046	+ 25.3
Bonus/Other Personnel Expenses	149,498	8.3	146,000	8.0	(3,498)	(2.3)
Vehicle Expenses	49,587	2.8	51,000	2.8	+ 1,412	+ 2.8
Other Operating Expenses	363,288	20.3	378,000	20.8	+ 14,711	+ 4.0
Depreciation	35,524	2.0	45,000	2.5	+ 9,475	+ 26.7
System Expenses	55,011	3.1	63,000	3.5	+ 7,988	+ 14.5
Other Expenses	272,752	15.2	270,000	14.8	(2,752)	(1.0)
Eliminations	(210,757)	(11.8)	(213,000)	(11.7)	(2,242)	—

&lt; Note &gt;

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Figures for the fiscal year ended March 2022 have been revised to reflect this.

**Forecasts 6. Employee Breakdown**

(Number)

	【2022/3】			【2023/3】			Change			
	Full-time	Part-time	Total	Full-time	Part-time	Total	Full-time	Part-time	Total	(%)
Total Employees	94,473	122,400	216,873	94,700	119,900	214,600	+ 227	(2,500)	(2,273)	(1.0)
Retail Business Unit	77,101	99,780	176,881	77,000	97,300	174,300	(101)	(2,480)	(2,581)	(1.5)
Corporate Business Unit	11,092	8,725	19,817	11,200	8,600	19,800	+ 108	(125)	(17)	(0.1)
Other	6,280	13,895	20,175	6,500	14,000	20,500	+ 220	+ 105	+ 325	+ 1.6



**Forecasts 7. Capital Expenditure and Depreciation**

(Millions of Yen)

	【2022/3】	(%)	【2023/3】	(%)	Change	
					Amount	(%)
Capital Expenditure	73,271	100.0	100,000	100.0	+ 26,728	+ 36.5
Vehicles	14,945	20.4	15,000	15.0	+ 54	+ 0.4
Office/Buildings and Accompanying facilities	11,585	15.8	30,000	30.0	+ 18,414	+ 158.9
Automatic Sorting Equipment	10,179	13.9	10,000	10.0	(179)	(1.8)
Others Hardware Office Equipment	8,705	11.9	10,000	10.0	+ 1,294	+ 14.9
Digital Investment	27,855	38.0	35,000	35.0	+ 7,144	+ 25.6

(Millions of Yen)

	【2022/3】	【2023/3】	Change	
			Amount	(%)
Depreciation	35,524	45,000	+ 9,475	+ 26.7