

Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending March 31, 2013 <under Japanese GAAP>

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 Listing: Tokyo Stock Exchange
 Stock code: 9064
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Scheduled date of the submission of quarterly securities report: February 13, 2013

Scheduled date of the commencement of dividend payment: —

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 third quarter of fiscal year 2013 (cumulative: from April 1, 2012 to December 31, 2012)

(1) Consolidated operating results

(Percentages indicate year-on-year changes.)

	Operating revenue		Operating income		Ordinary income		Net income	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
For the nine months ended								
December 31, 2012	984,221	1.3	62,760	(2.3)	64,016	(1.7)	34,790	43.7
December 31, 2011	971,698	2.0	64,218	0.2	65,121	(0.5)	24,216	(32.3)

(Note) Comprehensive income: For the nine months ended December 31, 2012: 35,213 million yen (53.6%)
 For the nine months ended December 31, 2011: 22,926 million yen ((33.0)%)

	Net income per share	Net income per share - fully diluted
For the nine months ended	Yen	Yen
December 31, 2012	80.88	78.90
December 31, 2011	56.29	54.91

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
As of	Millions of yen	Millions of yen	%
December 31, 2012	986,734	549,175	54.8
March 31, 2012	919,294	523,783	56.0

(Reference) Equity: As of December 31, 2012: 540,673 million yen As of March 31, 2012: 514,996 million yen

2. Dividends

	Annual dividends				
	First quarter	Second quarter	Third quarter	Fiscal year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal 2012	—	11.00	—	11.00	22.00
Fiscal 2013	—	11.00	—	—	—
Fiscal 2013 (Forecast)	—	—	—	11.00	22.00

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

3. Consolidated earnings forecasts for fiscal year 2013 (from April 1, 2012 to March 31, 2013)

(Percentages indicate year-on-year changes.)

	Operating revenue		Operating income		Ordinary income		Net income		Net income per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	1,283,000	1.8	67,000	0.5	68,000	0.1	36,000	81.9	83.69

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

* Notes

(1) Changes in significant subsidiaries during the nine 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 6.

(3) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements after error corrections

- a. Changes due to revision to accounting standards, etc.: Yes
- b. Changes other than a: None
- c. Changes in accounting estimates: Yes
- d. Restatement of prior period financial statements after error corrections: None

(Note) Effective from the first quarter ended June 30, 2012, a change has been made to the depreciation method and this change falls into the case where "it is difficult to distinguish between change in accounting policy and change in accounting estimate." For details, please see "2. Matters Regarding Summary Information (Notes), (2) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements after error corrections" of the attached materials to the quarterly financial results report on page 6.

(4) Number of issued shares (common stock)

- a. Number of issued shares as of the end of the period (including treasury stock)
 - As of December 31, 2012 468,052,892 shares
 - As of March 31, 2012 468,052,892 shares
- b. Number of treasury shares as of the end of the period
 - As of December 31, 2012 37,908,426 shares
 - As of March 31, 2012 37,905,955 shares
- c. Average number of shares during the period (cumulative from the beginning of the fiscal year)
 - For the nine months ended December 31, 2012 430,145,623 shares
 - For the nine months ended December 31, 2011 430,192,472 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 Nine Months, (3) Qualitative information on consolidated earnings forecasts" of the attached materials to the quarterly financial results report on page 6.
- The Company plans to hold a presentation meeting for analysts on February 1, 2013. After holding the meeting, the Company plans to post the financial results explanatory material distributed at the meeting on the Company's website.

Attached Materials

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1. Qualitative Information on Settlement of Accounts for the Nine Months

(1) Qualitative information on consolidated operating results

Regarding the business environment during the nine months ended December 31, 2012, although the mail-order market continued to expand, conditions continued to be unpredictable because of the prolonged strong yen and concerns about the overseas economic slowdown resulting from the European debt crisis, among other factors. Operating in this environment, the Yamato Group worked to achieve greater sophistication of its existing businesses, particularly the TA-Q-BIN Business, to realize the objectives of the Long-Term Management Plan "DAN-TOTSU Management Plan 2019" and the Medium-Term Management Plan "DAN-TOTSU Three-Year Plan HOP," and took steps to create new value by utilizing a multiple assortment of the management resources within the Group and construct an intermodal transportation platform in the Asian region.

In the Delivery Business, while implementing point campaigns and new services for individual customers, we carried out aggressive sales activities targeting corporate customers. As a result, the TA-Q-BIN delivery volume increased from the year-ago period, but the delivery volume of Kuroneko Mail declined, affected by stricter parcel acceptance policies. In addition, we pursued measures to improve productivity, particularly focused on reforms in the pickup and delivery operations, and worked to constrain costs by constructing appropriate personnel structures to suit the work load.

In the non-delivery businesses, while working to create new services that utilize the management resources of each business, we conducted aggressive sales activities, focusing on further expansion of e-money related services and intra-group cooperation.

As a result, although both revenue and profits increased in the three months of the third quarter, for the operating results of the nine months, revenue increased but profits decreased.

Our consolidated financial results for the nine months ended December 31, 2012 were as follows.

(Millions of yen)				
Item	For the nine months ended December 31, 2011	For the nine months ended December 31, 2012	Change	Growth (%)
Operating revenue	971,698	984,221	12,523	1.3
Operating income	64,218	62,760	(1,458)	(2.3)
Ordinary income	65,121	64,016	(1,104)	(1.7)
Net income	24,216	34,790	10,573	43.7

Initiatives for the entire Yamato Group

- a. Aiming to strengthen the growth momentum of the entire Yamato Group, we accelerated our business development in the Asian region, such as by promoting the evolution of TA-Q-BIN in Asia and expanding the international intermodal transportation service. Moreover in Japan, while striving to enhance existing functions particularly in relation to TA-Q-BIN and creating new services, we are providing local community-oriented services and functions in each region throughout Japan.
- b. In its business development in the Asian region, the Yamato Group is boosting sales activities in the areas where TA-Q-BIN is being promoted and enhancing overseas bases for business-to-business international logistics, as well as strengthening its logistics function that interlinks the countries and regions. In the nine months ended December 31, 2012, the Group launched in November an international small-lot intermodal transportation service that utilizes Okinawa's international logistics hub to realize a service that delivers documents to destinations inside overseas TA-Q-BIN service areas as early as the next day.
- c. In the Japanese market, in addition to creating new services and boosting proposal-based sales that have been tailored to suit the individual needs of corporate clients, the Yamato Group, through collaboration with the governments of each region, has commenced the provision of services that support local residents and companies. The Group is committed to improving convenience to corporate as well as individual customers by promoting the utilization of the accumulated functions and network of the entire Yamato Group, the Group is also committed to contributing to regional society.

Summary of each operating segment

● Delivery

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

Category	(Million parcels / units)			
	For the nine months ended December 31, 2011	For the nine months ended December 31, 2012	Change	Growth (%)
TA-Q-BIN	1,107	1,157	49	4.5
Kuroneko Mail	1,644	1,589	(55)	(3.4)

- a. In the Delivery Business, the Yamato Group concentrated on TA-Q-BIN-centered business evolution, aiming to provide infrastructure that best suits our customers and contribute to enriching peoples lives.
- b. With respect to services for individual customers, in order to further expand the "Kuroneko Members" membership service, the Yamato Group developed the "Kuroneko Point Campaign," whereby Kuroneko Members can collect points such as when sending or receiving TA-Q-BIN and exchange those points for original goods. In addition, we improved convenience when receiving TA-Q-BIN by launching a service that allows customers to choose participating convenience stores as the delivery receiver for mail-order product purchases.
- c. For corporate clients, as a result of actively developing proposal based sales by utilizing a multiple assortment of the management resources within the Yamato Group, the TA-Q-BIN delivery volume increased firmly. In addition, we established organizational systems compatible with "intra-building/intra-area logistics" that centralize delivery within large commercial facilities and large multi-function complexes.
- d. Aiming to realize improved delivery quality and productivity, the Yamato Group has established team-based pick-up and delivery involving part-time employees called "Field Casts" and Sales Drivers to conduct en-masse delivery during the time zones that our customers are most frequently at home. In the nine months ended December 31, 2012, we closely scrutinized and verified the results of introducing Field Casts and concentrated further development at the stores with the high results.
- e. Operating revenue amounted to 797,919 million yen, up 1.2% from the year-ago period as a result of TA-Q-BIN delivery volumes that have continued to fare well, particularly for corporate clients, despite a decline in the delivery volume of Kuroneko Mail due to the impact of stricter parcel acceptance policies. Operating income was 45,593 million yen, up 0.6% 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 international transportation functions and logistics functions.
- b. For corporate clients requiring international transportation, the Yamato Group provides a variety of services, including air and sea transportation services, small-lot international intermodal transportation service that is interlinked with the TA-Q-BIN network, as well as a packaging and customs services. During the nine months ended December 31, 2012, we worked to shorten lead time and cut costs in transportation between Japan and China such as by studying the feasibility of a new transportation route linking Tottori Prefecture and China.
- c. As part of logistics systems provided to the mail-order industry, the Yamato Group focused on business evolution centered on the "Today Shopping Service" that offers delivery in as short a time as four hours from ordering. In the nine months ended December 31, 2012, there was a strong expansion of usage, particularly by new customers, and revenue increased.
- d. For customers who handle pharmaceutical products and medical devices, the Group has constructed advanced sanitary management and security systems. By utilizing distribution centers dedicated to these customers, the Group provides services that support all these customers' needs ranging from the warehousing of pharmaceutical products through to the delivery of these products as well as cleaning and maintenance services for medical devices. In the nine months ended December 31, 2012, the delivery volume of existing customers increased and use by new customers expanded.
- e. Operating revenue amounted to 63,223 million yen, up 2.4% from the year-ago period due to an expansion of use of services for the mail-order industry and services for manufacturers of pharmaceutical

products and medical devices, among other factors. Operating income was 3,201 million yen, up 18.0% from the year-ago period.

● Home Convenience

- a. In the Home Convenience Business, we are working to offer convenience and comfort to customers' lives by providing lifestyle support services that utilize the nationwide network of the Yamato Group.
- b. With respect to individual customers, the Yamato Group operated a variety of services to assist in customer lifestyles centered on its moving-related services. In the nine months ended December 31, 2012, we worked to improve customer convenience through diversified moving-related services such as our small-volume moving services for individuals and short-distance, same-day moving services. In addition, we offered lifestyle support services suited to various customer life stages, such as comprehensive cleaning services, including house cleaning, tidying and organizing, and collection of unwanted items.
- c. In our services for corporate customers, in addition to moving services such as office relocation services, we also provide delivery and installation agent services for electronic products and household equipment. In the nine months ended December 31, 2012, the number of delivery, installation and maintenance requests grew for eco-household facilities such as domestic solar panel installations.
- d. Operating revenue amounted to 31,397 million yen, down 9.8% from the year-ago period because of the lull in comparison with the heavy moving demand following the Great East Japan Earthquake and the increased demand for furniture and electronic appliance delivery associated with the switch to terrestrial digital TV that existed in the year-ago period. On the cost front, moreover, although steps were taken to improve productivity and constrain costs, this was insufficient to cover the decline in revenue and operating loss was 1,871 million yen.

● e-Business

- a. In the e-Business, the Yamato Group helps customers streamline their business processes and solve potential issues by proactively proposing solutions that combine logistics technology and financial technology functions with information technology function.
- b. In the e-money related services, the Yamato Group offers solutions through collaboration between the e-Business and the Financial Business. It has been promoting installation and operation of a multi e-money settlement terminal that allows settlement by multiple types of e-money with a single device. In the nine months ended December 31, 2012, the installation and operation of the terminals expanded among customers of various sizes and types including national-scale distribution companies, and medium-and-small retail and service companies.
- c. To customers who must manage products on an individual basis, the Yamato Group provides services that combine logistics functions with information technology functions for acceptance/dispatch control in warehouses and inventory management. In the nine months ended December 31, 2012, in addition to the expanded use of existing services, we accelerated the evolution of this business by promoting services to assist reservation management, acceptance/dispatch warehouse control and inventory management for precision equipment and medical device manufacturers when they lease products to hospitals etc.
- d. Operating revenue amounted to 27,355 million yen, an increase of 4.0% from the year-ago period, as a result of the expansion of e-money related services and services combining logistics functions with information technology functions. Operating income was 5,034 million yen, down 1.7% from the year-ago period due to anticipatory investment for e-money related services.

● Financial

- a. In the Financial Business, the Yamato Group is endeavoring to respond to every means of payment settlement to meet the needs of customers from payment collection on mail-order product delivery to B2B transaction settlement.
- b. For the mail-order industry, the Yamato Group strengthened its intra-group cooperation for large-lot mail-order industry clients and provision of integrated solutions for small-lot mail-order industry clients. As a result, in the nine months ended December 31, 2012, the number of transactions was higher than the year-ago period, which reflected an increase in the delivery volume for TA-Q-BIN Collect.
- c. For business-to-business settlement services, the Yamato Group provides "Kuroneko Anshin Settlement

Service," which, in addition to assisting sellers expand sales channels and buyers perform credit transactions, provides value through improving business efficiency, managing accounts receivable and reducing risk of debt collection. In the nine months ended December 31, 2012, through sales promotion utilizing intra-group cooperation, we increased the number of participating stores with contracts, including businesses in the food wholesale industry and the printing industry.

- d. Operating revenue was up 4.4% from the year-ago period to 42,644 million yen due to an increase in the number of payment settlement transactions of the TA-Q-BIN Collect and e-money. Operating income was 6,661 million yen, down 15.6% from the year-ago period due to the effect of a reversal of an allowance for doubtful accounts in the year-ago period.

● Truck Maintenance

- a. In the Truck Maintenance Business, the Yamato Group is offering customers who use trucks, buses and other vehicles in their operations the value of improved vehicle maintenance convenience, compliance with statutory vehicle inspections, and reduced maintenance expenses.
- b. In the nine months ended December 31, 2012, we solidly increased the number of vehicles serviced by expanding sales of the "12-Month Fixed-Price Maintenance Package," which evens out the monthly vehicle maintenance expenses. We also strove to expand our business areas such as by beginning operations at the Okayama Plant in September.
- c. Operating revenue amounted to 17,348 million yen, up 10.1% from the year-ago period due to the increase in the number of vehicles serviced. Operating income was 2,197 million yen, up 4.9% from the year-ago period.

● Other

- a. The "JITBOX Charter service" is a service that provides transportation by transport box. The service takes advantage of its Group network consisting of multiple companies and provides value to customers through timely delivery and frequent, right-volume delivery. In the nine months ended December 31, 2012, the Group increased the number of transportation orders of precision equipment and transportation orders related to events, and the handling volume exceeded that of the year-ago period. In addition, we developed returnable material suited for the transportation of precision equipment, among other items, and strove to provide an environmentally friendly and safe transportation service.
- b. Operating income in Other excluding dividends which Yamato Holdings Co., Ltd. received from Group companies decreased 16.8% from the year-ago period to 796 million yen.

CSR Initiatives

- a. The fundraising campaign the "Great East Japan Earthquake Life, Industry Infrastructure Recovery, and Rebuilding Relief Fund" that was administered by Yamato Welfare Foundation to assist in the recovery from the Great East Japan Earthquake ended on June 30, 2012. The total amount of funds raised, mostly from a program carried out by Yamato Transport last year to donate 10 yen for every TA-Q-BIN parcel we deliver, amounted to 14,200 million yen. In turn, 31 projects, including those to rehabilitate industry in the affected region and those to revive agriculture and fisheries, were nominated as recipients.
- b. The Yamato Group places utmost priority on protecting human life and conducts a range of safety measures. In the nine months ended December 31, 2012, the Group continuously conducted activities in the local communities. For example, more than 2 million people have now participated in the "Safety Classes for Children" held in day-care facilities, kindergartens and elementary schools across Japan. In addition, we conducted safety education for employees and promoted the introduction and expansion of "See-T Navi," an on-board system designed with safety in mind, among other initiatives.
- c. The Yamato Group recognizes that initiatives to address environmental problems are challenges to be shared by all humanity, and we take the initiative to proactively promote environmental protection activities. In the nine months ended December 31, 2012, focusing on regions conducting environmental protection activities and regions with world heritage, we pursued initiatives such as deciding to introduce 70 electric vehicles. We base such initiatives on "Nekology" (combining "Kuroneko" with "ecology"), which is an environmental protection philosophy and guideline for environmental activities for the entire Yamato Group.
- d. Aspiring to be a company that has a strong bond of trust with society, the Yamato Group promotes various

activities to help realize a society in which disabled people can freely enjoy a lifestyle as a member of the workforce. For example, led by Yamato Welfare Foundation, we actively employ disabled people in the Swan Bakery that makes and sells bread, provide workplaces through the consigned delivery of Kuroneko Mail, and operate job-finding support facilities that conduct training of skills and knowledge necessary for employment.

- e. The Yamato Group cooperated with government agencies and local businesses to conduct local community-oriented initiatives. The Group provided a service called "Magokoro TA-Q-BIN," an initiative carried out in cooperation with the Iwate Prefectural Council of Social Welfare and local supermarkets. This service, which is designed to check up on the wellbeing of elderly residents and provide them with shopping assistance, is expanding its coverage, contributing to the vitalization of the local community.

(2) Qualitative information on consolidated financial position

(Assets, liabilities and net assets)

Total assets were 986,734 million yen as of December 31, 2012, up 67,439 million yen from the end of the previous fiscal year. The major factor included an increase in notes and accounts receivable-trade of 45,635 million yen.

Liabilities increased 42,047 million yen to 437,558 million yen from the end of the previous fiscal year. The major factor behind this increase included the increase in notes and accounts payable-trade of 44,469 million yen.

Total net assets were 549,175 million yen, up 25,391 million yen from the end of the previous fiscal year. The major factor included the payment of dividends from surplus of 9,463 million yen while the recording of net income of 34,790 million yen.

Accordingly, the equity ratio changed to 54.8% from the previous fiscal year's 56.0%.

(3) Qualitative information on consolidated earnings forecasts

Looking forward at the state of the economy, while optimism exists that the Japanese economy is showing a pattern of recovery, thanks to correction of the strong yen and economic measures, the economic outlook is expected to remain uncertain due to the ongoing risk of a global economic downturn, among other factors. In this environment, the Yamato Group will pursue the following revenue and profit objectives. In the delivery business, we will maintain operating revenue by continually taking measures to increase TA-Q-BIN and Kuroneko Mail delivery volumes through the proposal of functions that improve customer convenience and the strengthening of sales of value-added products and services. Moreover, in the non-delivery business, we will maintain the revenue base by continually promoting intra-group cooperation, enhancement of sales strategies and the development of new products.

On the cost front, we aim to secure operating income by pursuing improved productivity while further strengthening cost management through rigorous constraint of subcontracting costs.

The Yamato Group has made changes to the consolidated earnings forecasts for the full year of the fiscal year ending March 31, 2013 since the announcement made on October 18, 2012.

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 third quarter under review.

(2) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements after error corrections

Changes in accounting policies

(Change in depreciation method)

Following the revision of the Corporation Tax Act, the Company and its domestic consolidated subsidiaries applied the depreciation method in compliance with the revised Corporation Tax Act to property, plant and equipment acquired on or after April 1, 2012, from the three months ended June 30, 2012.

Due to the effect of these changes, operating expenses for the nine months ended December 31, 2012 decreased by 754 million yen and operating income, ordinary income and income before income taxes and minority interests each increased by the same amount.

3. Consolidated Financial Statements

(1) Consolidated balance sheets

(Millions of yen)

	As of March 31, 2012	As of December 31, 2012
Assets		
Current assets		
Cash and deposits	209,179	194,440
Notes and accounts receivable-trade	158,174	203,810
Accounts receivable-installment	35,538	38,024
Lease investment assets	18,924	20,494
Merchandise and finished goods	770	712
Work in process	87	274
Raw materials and supplies	2,487	2,776
Other	41,553	62,981
Allowance for doubtful accounts	(2,260)	(1,886)
Total current assets	464,455	521,627
Noncurrent assets		
Property, plant and equipment		
Buildings and structures	273,712	280,626
Accumulated depreciation	(162,098)	(171,360)
Buildings and structures, net	111,613	109,265
Vehicles	182,004	187,210
Accumulated depreciation	(170,306)	(171,868)
Vehicles, net	11,697	15,341
Land	182,303	188,139
Lease assets	25,937	24,706
Accumulated depreciation	(12,008)	(12,785)
Lease assets, net	13,928	11,921
Other	141,619	152,631
Accumulated depreciation	(85,983)	(88,015)
Other, net	55,635	64,616
Total property, plant and equipment	375,179	389,284
Intangible assets		
Goodwill	584	438
Other	16,209	16,503
Total intangible assets	16,794	16,942
Investments and other assets		
Investment securities	21,968	18,924
Other	42,872	41,442
Allowance for doubtful accounts	(1,754)	(1,265)
Allowance for investment loss	(222)	(222)
Total investments and other assets	62,865	58,879
Total noncurrent assets	454,839	465,107
Total assets	919,294	986,734

(Millions of yen)

	As of March 31, 2012	As of December 31, 2012
Liabilities		
Current liabilities		
Notes and accounts payable-trade	129,454	173,923
Short-term loans payable	17,390	22,880
Lease obligations	4,950	4,735
Income taxes payable	17,631	18,188
Deferred installment income	4,959	4,918
Provision for bonuses	29,421	10,619
Other	78,535	89,556
Total current liabilities	282,343	324,821
Noncurrent liabilities		
Bonds with subscription rights to shares	20,000	20,000
Long-term loans payable	40,850	38,628
Lease obligations	9,588	7,709
Provision for retirement benefits	31,733	35,955
Provision for directors' and auditors' retirement benefits	7	2
Other	10,987	10,441
Total noncurrent liabilities	113,167	112,737
Total liabilities	395,510	437,558
Net assets		
Shareholders' equity		
Capital stock	127,234	127,234
Capital surplus	121,314	121,314
Retained earnings	321,862	347,004
Treasury stock	(56,514)	(56,517)
Total shareholders' equity	513,897	539,035
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	2,975	3,549
Foreign currency translation adjustment	(1,876)	(1,912)
Total accumulated other comprehensive income	1,099	1,637
Minority interests	8,787	8,502
Total net assets	523,783	549,175
Total liabilities and net assets	919,294	986,734

(2) Consolidated statements of income and consolidated statements of comprehensive income
 Consolidated statements of income (cumulative)

(Millions of yen)

	For the nine months ended December 31, 2011	For the nine months ended December 31, 2012
Operating revenue	971,698	984,221
Operating cost	884,659	895,695
Operating gross profit	87,038	88,525
Selling, general and administrative expenses	22,819	25,765
Operating income	64,218	62,760
Non-operating income		
Interest income	51	58
Dividends income	512	541
Other	1,548	1,455
Total non-operating income	2,112	2,055
Non-operating expenses		
Interest expenses	574	472
Other	635	326
Total non-operating expenses	1,209	799
Ordinary income	65,121	64,016
Extraordinary income		
Gain on sales of noncurrent assets	77	53
Other	—	12
Total extraordinary income	77	66
Extraordinary loss		
Loss on retirement of noncurrent assets	288	154
Loss on valuation of investment securities	1,981	1,175
Donation for earthquake recovery initiatives	11,078	—
Other	990	456
Total extraordinary losses	14,339	1,787
Income before income taxes and minority interests	50,859	62,295
Income taxes	26,593	27,731
Income before minority interests	24,265	34,564
Minority interests in income (loss)	49	(225)
Net income	24,216	34,790

Consolidated statements of comprehensive income (cumulative)

(Millions of yen)

	For the nine months ended December 31, 2011	For the nine months ended December 31, 2012
Income before minority interests	24,265	34,564
Other comprehensive income		
Valuation difference on available-for-sale securities	(790)	582
Foreign currency translation adjustment	(548)	66
Total other comprehensive income	(1,339)	649
Comprehensive income	22,926	35,213
(Breakdown)		
Comprehensive income attributable to owners of the parent	22,989	35,429
Comprehensive income attributable to minority interests	(62)	(215)

(3) Notes to premise of going concern

Not applicable.

(4) Segment information, etc.

[Segment information]

Information regarding the amounts of operating revenue and income or loss by reportable segment
For the nine months ended December 31, 2011

(Millions of yen)

	Delivery	BIZ-Logistics	Home Convenience	e-Business	Financial
Operating revenue					
(1) Operating revenue from customers	788,350	61,750	34,821	26,301	40,830
(2) Inter-segment operating revenue or transfers	39,333	9,002	10,775	20,093	3,149
Total	827,684	70,753	45,597	46,394	43,979
Segment income (loss)	45,305	2,712	(1,174)	5,123	7,889

	Truck Maintenance	Other (Notes 1, 2)	Total	Reconciliation (Note 3)	Amount recorded in consolidated statements of income (Note 4)
Operating revenue					
(1) Operating revenue from customers	15,749	3,893	971,698	—	971,698
(2) Inter-segment operating revenue or transfers	20,784	36,235	139,374	(139,374)	—
Total	36,534	40,128	1,111,072	(139,374)	971,698
Segment income (loss)	2,094	11,527	73,478	(9,260)	64,218

- Notes: 1. Other includes business-to-business distribution via JITBOX Charter, staffing services and shared services.
2. Operating revenue in Other includes dividends which the Company received from Group companies as a pure holding company and the effect of this on operating revenue and segment income is 10,218 million yen.
3. The adjustment of segment income is the eliminating transactions among segments.
4. We made an adjustment between segment income and operating income in the consolidated statements of income.

For the nine months ended December 31, 2012

(Millions of yen)

	Delivery	BIZ-Logistics	Home Convenience	e-Business	Financial
Operating revenue					
(1) Operating revenue from customers	797,919	63,223	31,397	27,355	42,644
(2) Inter-segment operating revenue or transfers	42,272	9,130	11,021	20,903	2,914
Total	840,192	72,354	42,418	48,258	45,558
Segment income (loss)	45,593	3,201	(1,871)	5,034	6,661

	Truck Maintenance	Other (Notes 1, 2)	Total	Reconciliation (Note 3)	Amount recorded in consolidated statements of income (Note 4)
Operating revenue					
(1) Operating revenue from customers	17,348	4,332	984,221	—	984,221
(2) Inter-segment operating revenue or transfers	21,484	44,401	152,128	(152,128)	—
Total	38,832	48,734	1,136,349	(152,128)	984,221
Segment income (loss)	2,197	18,471	79,290	(16,530)	62,760

- Notes: 1. Other includes business-to-business distribution via JITBOX Charter, staffing services and shared services.
2. Operating revenue in Other includes dividends which the Company received from Group companies as a pure holding company and the effect of this on operating revenue and segment income is 17,553 million yen.
3. The adjustment of segment income is the eliminating transactions among segments.
4. We made an adjustment between segment income and operating income in the consolidated statements of income.

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

4. Supplementary Information

Operating revenue by business

Business segment		For the nine months ended December 31, 2011		For the nine months ended December 31, 2012		Change (%)	Fiscal year ended March 31, 2012	
		Amount (Millions of yen)	Ratio (%)	Amount (Millions of yen)	Ratio (%)		Amount (Millions of yen)	Ratio (%)
Delivery	TA-Q-BIN	667,163	68.7	687,270	69.8	3.0	854,409	67.8
	Kuroneko Mail	103,276	10.6	96,718	9.8	(6.4)	136,170	10.8
	Express	33,218	3.4	32,613	3.3	(1.8)	43,585	3.5
	Others	48,287	5.0	47,850	4.9	(0.9)	65,796	5.2
	Eliminations	(63,595)	(6.6)	(66,532)	(6.7)	4.6	(85,397)	(6.8)
	Total	788,350	81.1	797,919	81.1	1.2	1,014,564	80.5
BIZ-Logistics	Trade logistics service	25,144	2.6	25,652	2.6	2.0	34,147	2.7
	Retail logistics service	21,079	2.2	22,786	2.3	8.1	28,123	2.2
	Multi maintenance	6,822	0.7	6,334	0.6	(7.1)	9,517	0.8
	Export Factory	2,975	0.3	2,815	0.3	(5.4)	4,001	0.3
	Others	25,373	2.6	26,646	2.7	5.0	33,329	2.6
	Eliminations	(19,645)	(2.0)	(21,013)	(2.1)	7.0	(26,640)	(2.1)
	Total	61,750	6.4	63,223	6.4	2.4	82,478	6.5
Home Convenience *1	Home convenience	30,737	3.2	27,873	2.8	(9.3)	42,633	3.4
	Business convenience	14,876	1.5	14,561	1.5	(2.1)	19,259	1.5
	Eliminations	(10,792)	(1.1)	(11,037)	(1.1)	2.3	(14,178)	(1.1)
	Total	34,821	3.6	31,397	3.2	(9.8)	47,715	3.8
e-Business	e-logistics solution	7,154	0.7	7,622	0.8	6.5	9,641	0.8
	Credit card solution	5,300	0.5	5,179	0.5	(2.3)	7,177	0.6
	IT operating solution	3,309	0.3	3,192	0.3	(3.5)	4,406	0.3
	Web-based mail order solution	5,385	0.6	5,504	0.6	2.2	7,006	0.5
	Others	27,846	2.9	29,687	3.0	6.6	37,584	3.0
	Eliminations	(22,695)	(2.3)	(23,830)	(2.4)	5.0	(30,311)	(2.4)
	Total	26,301	2.7	27,355	2.8	4.0	35,504	2.8
Financial	TA-Q-BIN Collect	26,805	2.8	28,402	2.9	6.0	35,505	2.8
	Lease	13,128	1.3	13,518	1.4	3.0	17,520	1.4
	Credit & Finance *2	3,089	0.3	2,572	0.2	(16.7)	4,007	0.3
	Others	1,013	0.1	1,129	0.1	11.5	1,328	0.1
	Eliminations	(3,206)	(0.3)	(2,979)	(0.3)	(7.1)	(4,247)	(0.3)
	Total	40,830	4.2	42,644	4.3	4.4	54,114	4.3
Truck Maintenance	Truck maintenance	34,251	3.5	36,276	3.7	5.9	45,082	3.6
	Others	3,961	0.4	4,449	0.5	12.3	5,202	0.4
	Eliminations	(22,463)	(2.3)	(23,378)	(2.4)	4.1	(29,097)	(2.3)
	Total	15,749	1.6	17,348	1.8	10.1	21,188	1.7
Other	JITBOX Charter service	2,194	0.2	2,586	0.2	17.9	3,046	0.2
	Others	38,871	4.0	47,273	4.8	21.6	47,986	3.8
	Eliminations	(37,172)	(3.8)	(45,526)	(4.6)	22.5	(45,764)	(3.6)
	Total	3,893	0.4	4,332	0.4	11.3	5,267	0.4
	Total	971,698	100.0	984,221	100.0	1.3	1,260,832	100.0

*1. Effective the three months ended June 30, 2012, changes have been made to the categorization of business segments in the Home Convenience Business due to circumstances related to management and administration. To reflect this change, the figures of the Home Convenience Business for the nine months ended December 31, 2011 and the fiscal year ended March 31, 2012 have been restated.

*2. In the Financial Business, the name of the business segment was changed to accompany Fine Credit Co., Ltd. changing its company name to Yamato Credit & Finance Co., Ltd. on August 1, 2012.