

Yahoo Japan Corporation FY2014 Q3 Consolidated Statements of Income Trend (IFRSs)

Unit: Millions of Yen

Grand Total	FY2013				FY2014			% of Revenue	Quarter-to-Quarter		Year-to-Year	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q		Increase/Decrease	Change	Increase/Decrease	Change
Revenue	97,255	100,788	102,784	107,684	99,947	103,318	107,570	100.0%	4,251	4.1%	4,785	4.7%
Advertising	53,158	56,444	58,945	63,981	57,814	60,525	62,145	57.8%	1,619	2.7%	3,200	5.4%
Business Services	18,913	19,341	16,782	17,360	16,043	17,100	17,820	16.6%	719	4.2%	1,037	6.2%
Personal Services	25,184	25,002	27,056	26,343	26,089	25,692	27,604	25.7%	1,911	7.4%	547	2.0%
Intra-Company Revenue	-	-	-	-	-	-	-	n.a.	-	n.a.	-	n.a.
Cost of Sales	17,633	18,354	19,276	20,596	19,556	20,793	21,743	20.2%	949	4.6%	2,467	12.8%
Gross Profit	79,622	82,434	83,508	87,088	80,390	82,525	85,826	79.8%	3,301	4.0%	2,318	2.8%
Selling, General and Administrative Expenses, and Others	30,614	32,620	33,641	39,339	31,637	36,481	35,828	33.3%	-653	-1.8%	2,186	6.5%
Operating Income	49,008	49,814	49,866	47,748	48,753	46,043	49,998	46.5%	3,954	8.6%	131	0.3%
Other Non-Operating Income and Expenses	5,587	238	165	5,889	9,540	205	313	0.3%	108	53.1%	148	89.9%
Equity in Earnings (Losses) of Associates	88	-265	96	-13	273	92	521	0.5%	428	462.5%	424	439.9%
Income before Income Taxes	54,683	49,787	50,128	53,624	58,567	46,341	50,833	47.3%	4,492	9.7%	705	1.4%
Net Income	34,235	31,507	31,716	32,207	36,716	30,491	33,698	31.3%	3,207	10.5%	1,981	6.2%
Net Income Attributable to Owners of the Parent	33,995	31,254	31,439	31,915	36,416	30,202	33,476	31.1%	3,273	10.8%	2,036	6.5%
Operating Margin	50.4%	49.4%	48.5%	44.3%	48.8%	44.6%	0	n.a.	1.9%	n.a.	-2.0%	n.a.
Ratio of Income before Income Taxes to Revenue	56.2%	49.4%	48.8%	49.8%	58.6%	44.9%	47.3%	n.a.	2.4%	n.a.	-1.5%	n.a.
Ratio of Net Income Attributable to Owners of the Parent to Revenue	35.0%	31.0%	30.6%	29.6%	36.4%	29.2%	31.1%	n.a.	1.9%	n.a.	0.5%	n.a.

Marketing Solutions Business	FY2013				FY2014			% of Revenue	Quarter-to-Quarter		Year-to-Year	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q		Increase/Decrease	Change	Increase/Decrease	Change
Revenue	64,950	69,133	71,579	77,424	70,498	74,009	75,611	100.0%	1,602	2.2%	4,032	5.6%
Advertising	52,184	55,750	57,967	63,193	57,015	59,755	61,113	80.8%	1,358	2.3%	3,145	5.4%
Business Services	9,178	9,634	9,726	10,270	9,493	10,446	10,735	14.2%	288	2.8%	1,008	10.4%
Personal Services	3,521	3,733	3,833	3,883	3,969	3,757	3,694	4.9%	-62	-1.7%	-138	-3.6%
Intra-Company Revenue	65	14	52	76	21	50	68	0.1%	18	36.6%	16	31.1%
Cost of Sales	14,789	15,793	16,488	17,685	16,650	17,773	18,512	24.5%	739	4.2%	2,024	12.3%
Gross Profit	50,160	53,340	55,091	59,739	53,848	56,235	57,098	75.5%	862	1.5%	2,007	3.6%
Selling, General and Administrative Expenses, and Others	15,656	16,584	16,332	17,467	15,165	17,999	17,964	23.8%	-35	-0.2%	1,631	10.0%
Operating Income	34,503	36,755	38,759	42,271	38,682	38,235	39,134	51.8%	898	2.3%	375	1.0%
Operating Margin	53.1%	53.2%	54.1%	54.6%	54.9%	51.7%	51.8%	n.a.	0.1%	n.a.	-2.4%	n.a.

Consumer Business	FY2013				FY2014			% of Revenue	Quarter-to-Quarter		Year-to-Year	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q		Increase/Decrease	Change	Increase/Decrease	Change
Revenue	27,311	26,854	25,808	24,863	24,490	24,864	26,458	100.0%	1,594	6.4%	650	2.5%
Advertising	1,183	890	1,218	983	1,007	990	1,270	4.8%	279	28.2%	51	4.2%
Business Services	7,634	7,827	4,942	4,971	4,694	4,760	4,703	17.8%	-57	-1.2%	-239	-4.8%
Personal Services	17,837	17,489	18,860	17,983	18,021	17,907	19,161	72.4%	1,253	7.0%	300	1.6%
Intra-Company Revenue	656	646	786	925	767	1,205	1,323	5.0%	117	9.8%	537	68.3%
Cost of Sales	665	618	619	675	701	802	704	2.7%	-97	-12.2%	84	13.7%
Gross Profit	26,646	26,235	25,188	24,188	23,788	24,062	25,754	97.3%	1,691	7.0%	565	2.2%
Selling, General and Administrative Expenses, and Others	7,619	8,910	11,048	10,987	9,395	10,440	10,026	37.9%	-413	-4.0%	-1,021	-9.2%
Operating Income	19,026	17,325	14,140	13,200	14,392	13,622	15,727	59.4%	2,105	15.5%	1,586	11.2%
Operating Margin	69.7%	64.5%	54.8%	53.1%	58.8%	54.8%	59.4%	n.a.	4.7%	n.a.	4.7%	n.a.

Others	FY2013				FY2014			% of Revenue	Quarter-to-Quarter		Year-to-Year	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q		Increase/Decrease	Change	Increase/Decrease	Change
Revenue	6,765	6,660	7,425	7,679	6,964	6,910	8,207	100.0%	1,297	18.8%	782	10.5%
Advertising	25	26	29	30	26	27	27	0.3%	0	0.3%	-1	-6.1%
Business Services	2,269	2,041	2,298	2,343	2,056	2,060	2,567	31.3%	506	24.6%	268	11.7%
Personal Services	3,825	3,779	4,362	4,476	4,099	4,027	4,748	57.9%	721	17.9%	385	8.8%
Intra-Company Revenue	644	812	734	828	782	794	863	10.5%	69	8.7%	129	17.6%
Cost of Sales	2,405	2,170	2,442	2,466	2,453	2,478	2,763	33.7%	285	11.5%	320	13.1%
Gross Profit	4,360	4,489	4,982	5,213	4,511	4,431	5,443	66.3%	1,011	22.8%	461	9.3%
Selling, General and Administrative Expenses, and Others	1,661	1,870	1,849	2,431	1,847	1,873	2,031	24.8%	157	8.4%	182	9.8%
Operating Income	2,698	2,619	3,132	2,781	2,663	2,558	3,412	41.6%	854	33.4%	279	8.9%
Operating Margin	39.9%	39.3%	42.2%	36.2%	38.2%	37.0%	41.6%	n.a.	4.6%	n.a.	-0.6%	n.a.

Adjustments	FY2013				FY2014			% of Revenue	Quarter-to-Quarter		Year-to-Year	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q		Increase/Decrease	Change	Increase/Decrease	Change
Revenue	-1,771	-1,859	-2,028	-2,282	-2,006	-2,465	-2,707	n.a.	-242	n.a.	-678	n.a.
Advertising	-236	-222	-270	-225	-234	-247	-266	n.a.	-18	n.a.	4	n.a.
Business Services	-169	-162	-185	-226	-201	-167	-185	n.a.	-18	n.a.	0	n.a.
Personal Services	-	-	-	-	-	-	-	n.a.	-	n.a.	-	n.a.
Intra-Company Revenue	-1,366	-1,474	-1,573	-1,830	-1,571	-2,050	-2,255	n.a.	-205	n.a.	-682	n.a.
Cost of Sales	-226	-228	-274	-230	-248	-260	-237	n.a.	22	n.a.	36	n.a.
Gross Profit	-1,545	-1,631	-1,754	-2,052	-1,758	-2,205	-2,470	n.a.	-265	n.a.	-715	n.a.
Selling, General and Administrative Expenses, and Others	5,676	5,254	4,411	8,452	5,228	6,167	5,805	n.a.	-361	-5.9%	1,393	31.6%
Operating Income	-7,221	-6,886	-6,166	-10,504	-6,986	-8,372	-8,275	n.a.	96	n.a.	-2,109	n.a.
Operating Margin	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.

* Yahoo Japan Corporation has adopted International Financial Reporting Standards (IFRSs) beginning with the first quarter of the fiscal year ending March 31, 2015 (FY2014) with a transition date as of April 1, 2013. Figures for the fiscal year ended March 31, 2014 (FY2013) are restated on an IFRS basis.

* Figures of the fourth quarter of FY2013 are unaudited.

* Adjustments figures represent inter-segment transactions and general corporate expenses not belonging to any reporting segment.

* Since Automobile-related and other services were moved to different companies than before in the third quarter of the fiscal year ending March 2015, previous data and comparative data are restated for current segments retroactively.