

YAMATO GROUP CONSOLIDATED FINANCIAL SUMMARY

for the First Three Months of Fiscal Year Ending
March 31, 2022

Supplemental Materials



YAMATO HOLDINGS

August 13, 2021

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Results 1. Performance

(Millions of Yen)

	【1Q 2021/3】		【1Q 2022/3】			
	Amount	(%)	Amount	(%)	Change	
					Amount	(%)
Operating Revenues	392,015	100.0	419,841	100.0	+27,825	+7.1
Operating Expenses	382,062	97.5	407,107	97.0	+25,044	+6.6
Operating Profit	9,953	2.5	12,734	3.0	+2,780	+27.9
Non-operating Income	1,117	0.3	3,955	0.9	+2,837	+254.1
Non-operating Expenses	537	0.1	439	0.1	(98)	(18.3)
Ordinary Profit	10,532	2.7	16,249	3.9	+5,716	+54.3
Extraordinary Income	39	0.0	53	0.0	+14	+35.8
Extraordinary Loss	1,349	0.3	72	0.0	(1,276)	(94.6)
Profit Before Income Taxes	9,222	2.4	16,230	3.9	+7,007	+76.0
Income Taxes	5,740	1.5	4,462	1.1	(1,277)	(22.3)
Profit	3,482	0.9	11,767	2.8	+8,285	+237.9
Profit Attributable to Non-controlling Interests	29	0.0	61	0.0	+32	+112.7
Profit Attributable to Owners of Parent	3,453	0.9	11,705	2.8	+8,252	+239.0

Results 2. Segment Information

【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

【1Q 2021/3】

(Millions of Yen)

	Retail Business Unit	Corporate Business Unit	Other	Total	Reconciliation	Consolidated
Operating Revenues						
Unaffiliated Customers	200,277	173,081	18,655	392,015	–	392,015
Inter-segment	78,455	5,652	27,627	111,735	(111,735)	–
Total	278,733	178,734	46,283	503,751	(111,735)	392,015
Operating Expenses	271,104	176,736	45,939	493,780	(111,718)	382,062
Operating Profit	7,628	1,998	343	9,970	(17)	9,953
Profit Rate (%)	2.7	1.1	0.7	2.0	–	2.5

【Change】

(Millions of Yen)

	Retail Business Unit	Corporate Business Unit	Other	Total	Reconciliation	Consolidated
Operating Revenues						
Unaffiliated Customers	+6,724	+17,273	+3,827	+27,825	–	+27,825
Inter-segment	(16,057)	+2,728	+3,113	(10,215)	+10,215	–
Total	(9,332)	+20,001	+6,941	+17,609	+10,215	+27,825
Operating Expenses	(2,696)	+13,873	+2,586	+13,763	+11,281	+25,044
Operating Profit	(6,635)	+6,127	+4,354	+3,845	(1,065)	+2,780
(%)						
Operating Revenues	(3.3)	+11.2	+15.0	+3.5	–	+7.1
Operating Expenses	(1.0)	+7.8	+5.6	+2.8	–	+6.6
Operating Profit	(87.0)	+306.6	–	+38.6	–	+27.9

< Note >

The amounts of previous year (FY 2021/3) are reclassified to the reportable segments for this year(FY 2022/3).The same applies after this page.

Results 3. Delivery Volume
① Parcel Delivery

		【1Q 2021/3】	【1Q 2022/3】	Change	
				Amount	(%)
Parcel Delivery (Total of 4 items)	Total (Thousands)	491,212	539,516	+48,304	+9.8
	Unit-price (Yen)	629	600	(29)	
TA-Q-BIN・ TA-Q-BIN Compact・ EAZY	Total (Thousands)	428,032	444,328	+16,295	+3.8
	Unit-price (Yen)	692	687	(5)	
Nekopos	Total (Thousands)	63,179	95,188	+32,009	+50.7
	Unit-price (Yen)	201	191	(10)	

【Reference】 Detail of Parcel Delivery

		【1Q 2021/3】	【1Q 2022/3】	Change	
				Amount	(%)
Parcel Delivery (Total of 4 items)	Total (Thousands)	491,212	539,516	+48,304	+9.8
Retail Business Unit		256,388	286,037	+29,649	+11.6
TA-Q-BIN・TA-Q-BIN Compact	Total (Thousands)	212,713	220,408	+7,694	+3.6
Nekopos	Total (Thousands)	43,674	65,629	+21,955	+50.3
Corporate Business Unit		234,823	253,479	+18,655	+7.9
TA-Q-BIN・TA-Q-BIN Compact・EAZY	Total (Thousands)	215,318	223,920	+8,601	+4.0
EAZY	Total (Thousands)	900	114,160	+113,260	-
Nekopos	Total (Thousands)	19,504	29,559	+10,054	+51.5

② Kuroneko DM-Bin

		【1Q 2021/3】	【1Q 2022/3】	Change	
				Amount	(%)
Kuroneko DM-Bin	Total (Thousands)	194,028	212,885	+18,857	+9.7
	Unit-price (Yen)	67	67	0	

Results 4. Increases and Decreases in Operating Expenses

(Millions of Yen)

	【1Q 2021/3】		【1Q 2022/3】			
	Amount	(%)	Amount	(%)	Change	
					Amount	(%)
Operating Revenues	392,015	100.0	419,841	100.0	+27,825	+7.1
Operating Expenses	382,062	97.5	407,107	97.0	+25,044	+6.6
Subcontracting Expenses	136,564	34.8	167,522	39.9	+30,958	+22.7
Commission Expenses	58,019	14.8	81,663	19.5	+23,643	+40.8
Delivery Commission	9,930	2.5	21,529	5.1	+11,599	+116.8
Operating Outsource	7,045	1.8	8,082	1.9	+1,037	+14.7
Other	41,044	10.5	52,052	12.4	+11,008	+26.8
Vehicle Hiring Expenses	48,269	12.3	52,344	12.5	+4,074	+8.4
Other Expenses	30,275	7.7	33,514	8.0	+3,239	+10.7
Personnel Expenses	218,632	55.8	213,820	50.9	(4,811)	(2.2)
Employee Salary	144,202	36.8	145,619	34.7	+1,417	+1.0
Legal Welfare Expenses	26,751	6.8	26,879	6.4	+128	+0.5
Retirement Benefit Expenses	5,034	1.3	3,964	0.9	(1,069)	(21.2)
Bonus / Other Personnel Expenses	42,645	10.9	37,357	8.9	(5,287)	(12.4)
Vehicle Expenses	10,998	2.8	12,308	2.9	+1,310	+11.9
Other Operating Expenses	84,492	21.6	87,391	20.8	+2,899	+3.4
Depreciation	10,740	2.7	8,386	2.0	(2,353)	(21.9)
System Expenses	11,031	2.8	13,033	3.1	+2,002	+18.1
Other Expenses	62,719	16.0	65,970	15.7	+3,250	+5.2
Eliminations	(68,625)	(17.5)	(73,936)	(17.6)	(5,311)	+7.7

Results 5. Employee Breakdown

(Number)

	【1Q 2021/3】			【1Q 2022/3】			Change			
	Full-time	Part-time	Total	Full-time	Part-time	Total	Full-time	Part-time	Total	(%)
Total Employees	98,269	125,526	223,795	97,294	126,727	224,021	(975)	+1,201	+226	+0.1
Retail Business Unit	77,758	102,690	180,448	76,439	102,831	179,270	(1,319)	+141	(1,178)	(0.7)
Corporate Business Unit	10,427	6,789	17,216	11,210	8,768	19,978	+783	+1,979	+2,762	+16.0
Other	10,084	16,047	26,131	9,645	15,128	24,773	(439)	(919)	(1,358)	(5.2)

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

(Millions of Yen)

	【2021/3】	【1Q 2022/3】	Change	Remark
	March 31, 2021	June 30, 2021		
Current Assets	528,379	541,360	+12,981	
Fixed Assets	561,612	578,157	+16,545	
Total	1,089,991	1,119,518	+29,526	

② Increases and Decreases in Liabilities and Equity

(Millions of Yen)

	【2021/3】	【1Q 2022/3】	Change	Remark
	March 31, 2021	June 30, 2021		
Current Liabilities	389,369	415,237	+25,868	
Fixed Liabilities	116,334	117,340	+1,005	
Equity	584,287	586,940	+2,653	
Total	1,089,991	1,119,518	+29,526	

③ Interest-bearing Debt

(Millions of Yen)

	【2021/3】	【1Q 2022/3】	Change	
	March 31, 2021	June 30, 2021	Amount	(%)
Interest-bearing Debt	65,153	85,599	+20,445	+31.4

Results 7. Capital Expenditure and Depreciation

(Millions of Yen)

	【1Q 2021/3】		【1Q 2022/3】		Change	
	Amount	(%)	Amount	(%)	Amount	(%)
Capital Expenditure	9,414	100.0	14,958	100.0	+5,544	+58.9
Vehicles	1,733	18.4	2,222	14.9	+489	+28.2
Office / Buildings and Accompanying Facilities	2,332	24.8	3,458	23.1	+1,126	+48.3
Automatic Sorting Equipment	560	6.0	1,211	8.1	+651	+116.2
Others						
Hardware	870	9.2	1,417	9.5	+546	+62.8
Office Equipment						
Digital Investment	3,918	41.6	6,649	44.5	+2,731	+69.7

(Millions of Yen)

	【1Q 2021/3】		【1Q 2022/3】		Change	
	Amount	(%)	Amount	(%)	Amount	(%)
Depreciation	10,740		8,386		(2,353)	(21.9)

Results 8. Domestic Network

	【2021/3】	【1Q 2022/3】	Change
	March 31, 2021	June 30, 2021	
Vehicles(Number)	56,108	56,589	+481
Environmentally Friendly Vehicles	35,833	36,323	+490
Large Freight Vehicles	2,564	2,539	(25)
Midsize Freight Vehicles	1,481	1,441	(40)
Small Freight Vehicles	39,356	39,699	+343
Subcompact Vehicles	6,841	7,059	+218
Other Vehicles	5,866	5,851	(15)
Number of facilities *	4,146	4,038	(108)
TA-Q-BIN Sales offices	3,671	3,521	(150)
Base Terminals	72	73	+1
Operation Facilities for Corporate Clients	403	444	+41
Sub-agents	174,454	172,425	(2,029)

* It shows the number of major facilities.

Forecasts 1. Performance

(Millions of Yen)

	【2021/3】		【2022/3】		Change	
	Amount	(%)	Amount	(%)	Amount	(%)
Operating Revenues	1,695,867	100.0	1,765,000	100.0	+ 69,132	+4.1
Operating Profit	92,121	5.4	95,000	5.4	+ 2,878	+3.1
Ordinary Profit	94,019	5.5	98,000	5.6	+ 3,980	+4.2
Profit attributable to owners of parent	56,700	3.3	54,000	3.1	(2,700)	(4.8)

Forecasts 2. Operating Revenues of Segment

< Note >

- The forecast figures by segment (Retail and Corporate) outlined below are reference figures as of the present. FY March 2022 marks the first fiscal year under the new “One YAMATO” management structure, and the figures could change in the process of Yamato optimizing its business operations.

(Millions of Yen)

	【2021/3】		【2022/3】		Change	
	Amount	(%)	Amount	(%)	Amount	(%)
Retail Business Unit	–	–	760,700	43.1	–	–
Corporate Business Unit	–	–	926,300	52.5	–	–
Other	–	–	78,000	4.4	–	–
Total	1,695,867	–	1,765,000	100.0	+ 69,132	+4.1

Forecasts 3 . Operating Profit of Segment

< Note >

- The forecast figures outlined below are reference figures as of the present. FY March 2022 marks the first fiscal year under the new “One YAMATO” management structure, and the figures could change in the process of Yamato optimizing its business operations.

(Millions of Yen)

	【2021/3】		【2022/3】		Change	
	Amount	(%)	Amount	(%)	Amount	(%)
Retail Business Unit	–	–	89,000	89.9	–	–
Corporate Business Unit	–	–	–	–	–	–
Other	–	–	10,000	10.1	–	–
Total	–	–	99,000	100.0	–	–
Reconciliation	–	–	(4,000)	–	–	–
Consolidated	92,121	–	95,000	–	+2,878	+3.1

Forecasts 4 . Delivery Volume

< Note >

- The forecast figures by segment (Retail and Corporate) outlined below are reference figures as of the present. FY March 2022 marks the first fiscal year under the new "One YAMATO" management structure, and the figures could change in the process of Yamato optimizing its business operations.
- The figures of FY March 2021 related to segment information are reference figures. They could change in the process of the business operations.

① Parcel Delivery

		【2021/3】	【2022/3】	Change	
				Amount	(%)
Parcel Delivery (Total of 4 items)	Total(Thousands)	2,096,993	2,300,000	+203,006	+9.7
	Unit-price(Yen)	633	605	(28)	
TA-Q-BIN・ TA-Q-BIN Compact・ EAZY	Total(Thousands)	1,803,676	1,890,000	+86,323	+4.8
	Unit-price(Yen)	704	695	(9)	
Nekopos	Total(Thousands)	293,317	410,000	+116,682	+39.8
	Unit-price(Yen)	195	190	(5)	

【Reference】Detail of Parcel Delivery

		【2021/3】	【2022/3】	Change	
				Amount	(%)
Parcel Delivery (Total of 4 items)	Total(Thousands)	2,096,993	2,300,000	+203,006	+9.7
Retail Business Unit		932,606	990,000	+57,394	+6.2
TA-Q-BIN・TA-Q-BIN Compact	Total(Thousands)	791,814	807,000	+15,186	+1.9
Nekopos	Total(Thousands)	140,792	183,000	+42,208	+30.0
Corporate Business Unit		1,164,387	1,310,000	+145,613	+12.5
TA-Q-BIN・TA-Q-BIN Compact・EAZY	Total(Thousands)	1,011,862	1,083,000	+71,138	+7.0
EAZY	Total(Thousands)	178,830	400,000	+221,169	+123.7
Nekopos	Total(Thousands)	152,525	227,000	+74,475	+48.8

② Kuroneko DM-Bin

		【2021/3】	【2022/3】	Change	
				Amount	(%)
Kuroneko DM-Bin Total(Thousands)		826,032	820,000	(6,032)	(0.7)
Kuroneko DM-Bin Unit-price(Yen)		67	66	(1)	

Forecasts 5 . Increases and Decreases in Operating Expenses

(Millions of Yen)

	【2021/3】	(%)	【2022/3】	(%)	Change	
					Amount	(%)
					Operating Revenues	1,695,867
Operating Expenses	1,603,745	+94.6	1,670,000	94.6	+66,254	+4.1
Subcontracting Expenses	612,003	+36.1	684,000	38.8	+71,996	+11.8
Commission Expenses	268,768	+15.8	333,000	18.9	+64,231	+23.9
Delivery Commission	62,424	+3.7	93,000	5.3	+30,575	+49.0
Operating Outsource	30,261	+1.8	37,000	2.1	+6,738	+22.3
Other	176,082	+10.4	203,000	11.5	+26,917	+15.3
Vehicle Hiring Expenses	204,399	+12.1	217,000	12.3	+12,600	+6.2
Other Expenses	138,835	+8.2	134,000	7.6	(4,835)	(3.5)
Personnel Expenses	877,785	+51.8	875,000	49.6	(2,785)	(0.3)
Employee Salary	590,080	+34.8	589,000	33.4	(1,080)	(0.2)
Legal Welfare Expenses	109,151	+6.4	110,000	6.2	+848	+0.8
Retirement Benefit Expenses	20,165	+1.2	19,000	1.1	(1,165)	(5.8)
Bonus/Other Personnel Expenses	158,387	+9.3	157,000	8.9	(1,387)	(0.9)
Vehicle Expenses	43,973	+2.6	49,000	2.8	+5,026	+11.4
Other Operating Expenses	363,531	+21.4	387,000	21.9	+23,468	+6.5
Depreciation	48,861	+2.9	46,000	2.6	(2,861)	(5.9)
System Expenses	47,906	+2.8	63,000	3.6	+15,093	+31.5
Other Expenses	266,763	+15.7	278,000	15.8	+11,236	+4.2
Eliminations	(293,548)	(17.3)	(325,000)	(18.4)	(31,451)	+10.7

Forecasts 6. Employee Breakdown

< Note >

- The forecast figures by segment (Retail and Corporate) outlined below are reference figures as of the present. FY March 2022 marks the first fiscal year under the new “One YAMATO” management structure, and the figures could change in the process of Yamato optimizing its business operations.
- The figures of FY March 2021 related to segment information are reference figures. They could change in the process of the business operations.

(Number)

	【2021/3】			【2022/3】			Change			
	Full-time	Part-time	Total	Full-time	Part-time	Total	Full-time	Part-time	Total	(%)
Total Employees	96,829	126,362	223,191	97,900	132,100	230,000	+1,071	+5,738	+6,809	+3.1
Retail Business Unit	76,241	103,281	179,522	78,000	109,000	187,000	+1,759	+5,719	+7,478	+4.2
Corporate Business Unit	11,088	8,377	19,465	11,000	9,000	20,000	(88)	+623	+535	+2.7
Other	9,500	14,704	24,204	8,900	14,100	23,000	(600)	(604)	(1,204)	(5.0)

Forecasts 7. Capital Expenditure and Depreciation

(Millions of Yen)

	【2021/3】		【2022/3】		Change	
	Amount	[%]	Amount	[%]	Amount	(%)
Capital Expenditure	50,846	100.0	140,000	100.0	+89,153	+175.3
Vehicles	12,284	24.2	20,000	14.3	+7,715	+62.8
Office/Buildings and Accompanying facilities	9,930	19.5	25,000	17.9	+15,069	+151.7
Automatic Sorting Equipment	5,728	11.3	25,000	17.9	+19,271	+336.4
Others Hardware Office Equipment	4,955	9.7	15,000	10.7	+10,044	+202.7
Digital Investment	17,947	35.3	55,000	39.3	+37,052	+206.5

(Millions of Yen)

	【2021/3】		【2022/3】			
	Amount	[%]	Amount	[%]		
					Change	Change
	Amount	(%)	Amount	(%)		
Depreciation	48,861		46,000		(2,861)	(5.9)