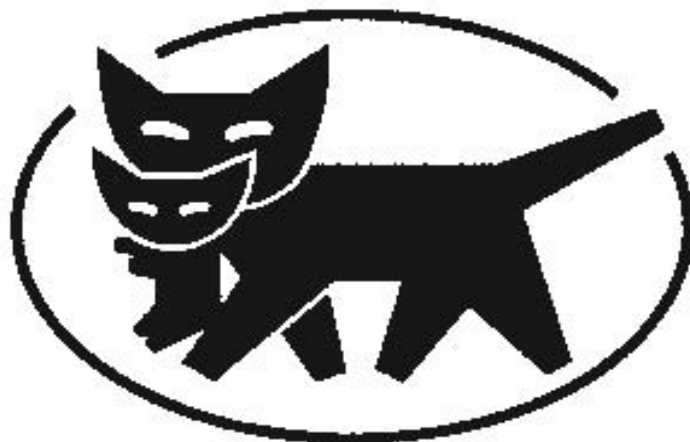


**Supplemental Materials for Settlement  
of Accounts for Year Ended  
March 31, 2013**



**November 1, 2012  
YAMATO HOLDINGS CO., LTD.**

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**Results 1. Performance**

(Millions of Yen)

	【 FY2013 Interim Results From April 1,2012 To September 30,2012 】		【 FY2012 Interim Results From April 1,2011 To September 30,2011 】		Change	
	Amount	(%)	Amount	(%)	Amount	(%)
Operating Revenues	617,298	100.0	613,526	100.0	3,771	0.6
Operating Expenses	599,263	97.1	590,850	96.3	8,413	1.4
Operating Income	18,034	2.9	22,676	3.7	△ 4,641	△ 20.5
Non-operating Revenues	1,490	0.3	1,377	0.2	113	8.2
Non-operating Expenses	598	0.1	746	0.1	△ 147	△ 19.8
Ordinary Income	18,926	3.1	23,307	3.8	△ 4,381	△ 18.8
Extraordinary Profit	50	0.0	-	0.0	50	-
Extraordinary Loss	1,467	0.3	9,798	1.6	△ 8,330	△ 85.0
Income Before Income Taxes and Minority Interests	17,509	2.8	13,509	2.2	4,000	29.6
Income tax	9,523	1.5	7,537	1.2	1,985	26.3
Income Before Minority Interests	7,986	1.3	5,971	1.0	2,015	33.7
Minority Interests	△ 97	△ 0.0	94	0.0	△ 191	-
Net Income	8,083	1.3	5,877	1.0	2,206	37.5

## Results 2. Segment Information

**【FY 2013 2Q】**

(Millions of Yen)

	Delivery	BIZ-Logistics	Home Convenience	e-Business	Financial	Truck Maintenance	Other	Total	Reconciliations	Consolidated Total
Operating Revenues										
Unaffiliated Customers	<b>495,366</b>	<b>41,831</b>	<b>21,060</b>	<b>17,762</b>	<b>27,011</b>	<b>11,671</b>	<b>2,594</b>	<b>617,298</b>	<b>—</b>	<b>617,298</b>
Inter-segment	26,472	6,053	7,404	13,383	1,977	13,788	35,179	104,259	(104,259)	—
Total	521,838	47,885	28,465	31,145	28,989	25,460	37,773	721,557	(104,259)	617,298
Operating Expenses	514,266	45,670	29,628	28,498	24,811	23,942	19,851	686,669	(87,406)	599,263
Operating Income	<b>7,571</b>	<b>2,214</b>	<b>△ 1,163</b>	<b>2,647</b>	<b>4,177</b>	<b>1,517</b>	<b>17,922</b>	<b>34,887</b>	<b>(16,852)</b>	<b>18,034</b>
Profit Rate (%)	1.5	4.6	△ 4.1	8.5	14.4	6.0	47.4	4.8	—	2.9

**【FY 2012 2Q】**

(Millions of Yen)

	Delivery	BIZ-Logistics	Home Convenience	e-Business	Financial	Truck Maintenance	Other	Total	Reconciliations	Consolidated Total
Operating Revenues										
Unaffiliated Customers	490,637	40,962	24,816	17,639	26,358	10,710	2,401	613,526	—	613,526
Inter-segment	25,888	5,581	7,046	12,273	2,156	13,309	27,270	93,525	(93,525)	—
Total	516,525	46,544	31,863	29,912	28,515	24,019	29,671	707,052	(93,525)	613,526
Operating Expenses	506,060	45,061	31,989	27,105	23,370	22,534	18,702	674,824	(83,973)	590,850
Operating Income	10,465	1,482	△ 126	2,807	5,145	1,485	10,968	32,228	(9,551)	22,676
Profit Rate (%)	2.0	3.2	△ 0.4	9.4	18.0	6.2	37.0	4.6	—	3.7

**【Change】**

(Millions of Yen)

	Delivery	BIZ-Logistics	Home Convenience	e-Business	Financial	Truck Maintenance	Other	Total	Reconciliations	Consolidated Total
Operating Revenues										
Unaffiliated Customers	4,728	868	△ 3,756	122	652	960	193	3,771	—	3,771
Inter-segment	584	472	358	1,109	△ 178	479	7,908	10,733	△ 10,733	—
Total	5,312	1,340	△ 3,398	1,232	473	1,440	8,102	14,504	△ 10,733	3,771
Operating Expenses	8,206	608	△ 2,360	1,392	1,441	1,408	1,149	11,845	△ 3,432	8,413
Operating Income	△ 2,893	732	△ 1,037	△ 160	△ 967	31	6,953	2,658	△ 7,300	△ 4,641
(%)										
Operating Revenues	1.0	2.9	△ 10.7	4.1	1.7	6.0	27.3	2.1	—	0.6
Operating Expenses	1.6	1.4	△ 7.4	5.1	6.2	6.3	6.1	1.8	—	1.4
Operating Income	△ 27.6	49.4	—	△ 5.7	△ 18.8	2.1	63.4	8.3	—	△ 20.5

**Results 3. Increases and Decreases in Operating Revenues by Division**

(Millions of Yen)

		【 FY 2013 2Q 】		【 FY 2012 2Q 】		Change	
		Amount	(%)	Amount	(%)	Amount	(%)
Delivery	TA-Q-BIN	422,198	68.4	410,110	66.9	12,088	2.9
	Kuroneko Mail	63,323	10.2	69,198	11.3	△ 5,875	△ 8.5
	Express	20,990	3.4	21,499	3.5	△ 508	△ 2.4
	The Others	30,815	5.0	31,288	5.1	△ 473	△ 1.5
	Eliminations	△ 41,961	△ 6.8	△ 41,459	△ 6.8	△ 501	1.2
	Total	495,366	80.2	490,637	80.0	4,728	1.0
BIZ-Logistics	Trade Logistics Service	17,064	2.8	17,125	2.8	△ 60	△ 0.4
	Sales Logistics Service	14,901	2.4	13,473	2.2	1,428	10.6
	Multi Maintenance	4,079	0.7	4,034	0.7	45	1.1
	Export Factory	1,914	0.3	1,934	0.3	△ 20	△ 1.1
	The Others	17,650	2.8	17,001	2.8	649	3.8
	Eliminations	△ 13,778	△ 2.2	△ 12,606	△ 2.1	△ 1,172	9.3
	Total	41,831	6.8	40,962	6.7	868	2.1
Home Convenience	Home Convenience	19,183	3.1	22,298	3.6	△ 3,115	△ 14.0
	Business Convenience	9,294	1.5	9,576	1.6	△ 281	△ 2.9
	Eliminations	△ 7,417	△ 1.2	△ 7,057	△ 1.2	△ 359	5.1
	Total	21,060	3.4	24,816	4.0	△ 3,756	△ 15.1
e-Business	e-logistics Solution	4,941	0.8	4,643	0.8	297	6.4
	Credit Card Solution	3,462	0.6	3,563	0.6	△ 100	△ 2.8
	IT Operating Solution	2,107	0.3	2,226	0.4	△ 118	△ 5.3
	e-shop Sales Solution	3,391	0.5	3,300	0.5	90	2.8
	The Others	18,986	3.1	17,746	2.9	1,239	7.0
	Eliminations	△ 15,126	△ 2.4	△ 13,840	△ 2.3	△ 1,286	9.3
	Total	17,762	2.9	17,639	2.9	122	0.7
Financial	TA-Q-BIN Collect	17,659	2.9	16,976	2.8	683	4.0
	Leasing Operations	8,918	1.4	8,727	1.4	190	2.2
	Credit Finance	1,745	0.3	2,123	0.4	△ 378	△ 17.8
	The Others	701	0.1	725	0.1	△ 23	△ 3.3
	Eliminations	△ 2,013	△ 0.3	△ 2,193	△ 0.4	180	△ 8.2
	Total	27,011	4.4	26,358	4.3	652	2.5
Truck Maintenance	Truck Maintenance	23,677	3.8	22,455	3.6	1,221	5.4
	The Others	2,953	0.5	2,608	0.4	345	13.2
	Eliminations	△ 14,959	△ 2.4	△ 14,352	△ 2.3	△ 606	4.2
	Total	11,671	1.9	10,710	1.7	960	9.0
Other	JITBOX Charter	1,638	0.3	1,612	0.3	25	1.6
	The Others	37,037	6.0	28,800	4.7	8,237	28.6
	Eliminations	△ 36,080	△ 5.9	△ 28,011	△ 4.6	△ 8,068	28.8
	Total	2,594	0.4	2,401	0.4	193	8.1
<b>Total</b>		<b>617,298</b>	<b>100.0</b>	<b>613,526</b>	<b>100.0</b>	<b>3,771</b>	<b>0.6</b>

**Results 4. Delivery Volume**
**① TA-Q-BIN (in Japan)**

	【 FY 2013 2Q】		【 FY 2012 2Q】		Change	
	Amount	(%)	Amount	(%)	Amount	(%)
TA-Q-BIN Total(Thousands)	713,205	100.0	683,155	100.0	30,049	4.4
Cool TA-Q-BIN	88,327	12.4	84,111	12.3	4,215	5.0
TA-Q-BIN Collect	55,590	7.8	51,810	7.6	3,780	7.3
TA-Q-BIN Time-Service	6,635	0.9	6,649	1.0	△ 14	△ 0.2
TA-Q-BIN Unit-price(Yen)	591		600		△ 9	

**② Kuroneko Mail (in Japan)**

	【 FY 2013 2Q】		【 FY 2012 2Q】		Change	
	Amount	(%)	Amount	(%)	Amount	(%)
Kuroneko Mail Total(Thousands)	1,038,581		1,089,427		△ 50,846	△ 4.7
Kuroneko Mail Unit-price(Yen)	61		64		△ 3	

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

(Millions of Yen)

	【 FY 2013 2Q】		【 FY 2012 2Q】		Change	
	Amount	(%)	Amount	(%)	Amount	(%)
Operating Revenues	617,298	100.0	613,526	100.0	3,771	0.6
Operating Expenses	599,263	97.1	590,850	96.3	8,413	1.4
Personnel Expenses	332,647	53.9	327,361	53.3	5,285	1.6
(Employee Salary)	(229,101)	(37.1)	(223,915)	(36.5)	(5,185)	(2.3)
(Retirement Benefit Expenses)	(6,740)	(1.1)	(5,615)	(0.9)	(1,124)	(20.0)
(Other Expenses)	(96,805)	(15.7)	(97,830)	(15.9)	(△ 1,025)	(△ 1.0)
Subcontracting Expenses	233,704	37.9	230,536	37.6	3,167	1.4
(Commission Expenses)	(90,899)	(14.7)	(89,214)	(14.5)	(1,685)	(1.9)
(Vehicle Hiring Expenses)	(71,552)	(11.6)	(71,027)	(11.6)	(524)	(0.7)
(Other Expenses)	(71,252)	(11.6)	(70,293)	(11.5)	(958)	(1.4)
Vehicle Expenses	22,080	3.6	22,062	3.6	18	0.1
Other Operating Expenses	124,608	20.2	120,694	19.7	3,914	3.2
Eliminations	△ 113,777	△ 18.4	△ 109,804	△ 17.9	△ 3,973	3.6

**Results 6. Employee Breakdown**

	【 FY 2013 2Q】			【 FY 2012 2Q】			Change			
	Full-time	Part-time	Total	Full-time	Part-time	Total	Full-time	Part-time	Total	(%)
Total Employees	84,979	95,596	180,575	84,309	89,631	173,940	670	5,965	6,635	3.8
Delivery	70,359	80,307	150,666	70,023	74,341	144,364	336	5,966	6,302	4.4
BIZ-Logistics	3,857	1,352	5,209	3,669	1,472	5,141	188	△ 120	68	1.3
Home Convenience	2,815	2,391	5,206	2,919	2,627	5,546	△ 104	△ 236	△ 340	△ 6.1
e-Business	4,197	1,616	5,813	4,048	1,319	5,367	149	297	446	8.3
Financial	633	235	868	631	242	873	2	△ 7	△ 5	△ 0.6
Truck Maintenance	1,180	555	1,735	1,159	519	1,678	21	36	57	3.4
Other	1,938	9,140	11,078	1,860	9,111	10,971	78	29	107	1.0

※Delivery, BIZ-Logistics, and Financial includes new consolidated subsidiary (YAMATO TRANSPORT (M) PTE. LTD.).  
 (Derivery 195, BIZ-Logistics 93, Financial 2, Total Full-time 290, Part-time 0)

	【 FY 2013 2Q】		【 FY 2012 2Q】		Change	
						(%)
Ratio of Personnel Expenses Over Operating Revenues	45.5		45.3		0.2	
Ratio of Personnel Expenses Over Net Revenues	67.0		66.5		0.5	



## Results 7. Increases and Decreases in Consolidated Balance Sheet

### ① Increases and Decreases in Assets

(Millions of Yen)

	【 FY 2013 2Q 】 September 30,2012	【 FY 2012 】 March 31,2012	Change	Remark
Current Assets	447,138	464,455	△ 17,316	
Fixed Assets	455,765	454,839	925	
Total	902,903	919,294	△ 16,390	

### ② Increases and Decreases in Liabilities and Equity

(Millions of Yen)

	【 FY 2013 2Q 】 September 30,2012	【 FY 2012 】 March 31,2012	Change	Remark
Current Liabilities	262,583	282,343	△ 19,760	
Fixed Liabilities	114,564	113,167	1,397	
Equity	525,755	523,783	1,972	
Total	902,903	919,294	△ 16,390	

### ③ Interest-bearing Debt

(Millions of Yen)

	【 FY 2013 2Q 】 September 30,2012	【 FY 2012 】 March 31,2012	Change	
			Amount	(%)
Interest-bearing Debt	93,621	92,779	842	0.9

**Results 8. Capital Expenditure and Depreciation**

(Millions of Yen)

	【 FY 2013 2Q】		【 FY 2012 2Q】		Change	
	Amount	(%)	Amount	(%)	Amount	(%)
Capital Expenditure	24,930	100.0	17,459	100.0	7,470	42.8
Vehicles	13,633	54.7	12,244	70.1	1,389	11.3
Land	4,650	18.7	–	0.0	4,650	–
Buildings	2,801	11.2	1,790	10.3	1,011	56.5
Equipments	2,131	8.5	2,085	11.9	45	2.2
Others	1,714	6.9	1,340	7.7	373	27.9

(Millions of Yen)

	【 FY 2013 2Q】	【 FY 2012 2Q】	Change	
			Amount	(%)
Depreciation	17,309	18,076	△ 766	△ 4.2

**Results 9. Domestic Network**

	<b>【 FY 2013 2Q 】</b> September 30,2012	<b>【 FY 2012 】</b> March 31,2012	Change
Vehicles(Number)	<b>50,871</b>	50,887	△ 16
Large Freight Vehicles	<b>2,528</b>	2,640	△ 112
Midsize Freight Vehicles	<b>1,545</b>	1,629	△ 84
Small Freight Vehicles	<b>35,031</b>	34,575	456
Subcompact Vehicles	<b>5,408</b>	5,624	△ 216
Other Vehicles	<b>6,359</b>	6,419	△ 60
Delivery Channels (※)	<b>6,760</b>	6,727	33
Base Terminals	<b>76</b>	76	0
Centers	<b>5,980</b>	5,947	33
Moving Centers	<b>150</b>	155	△ 5
Logistics Centers	<b>268</b>	262	6
Others	<b>286</b>	287	△ 1
Sub-agents	<b>248,373</b>	246,102	2,271

※ It shows the number of organizations.

**Forecasts 1. Performance**

(Millions of Yen)

	【 FY 2013 】		【 FY 2012 】		Change	
	Amount	(%)	Amount	(%)	Amount	(%)
Operating Revenues	1,308,000	100.0	1,260,832	100.0	47,167	3.7
Operating Income	70,000	5.4	66,650	5.3	3,349	5.0
Ordinary Income	71,000	5.4	67,902	5.4	3,097	4.6
Net Income	38,000	2.9	19,786	1.6	18,213	92.0

**Forecasts 2. Increases and Decreases in Operating Revenues by Division**

	【 FY 2013 】		【 FY 2012 】		(Millions of Yen) Change	
	Amount	(%)	Amount	(%)	Amount	(%)
Delivery	1,044,000	79.8	1,014,564	80.5	29,435	2.9
TA-Q-BIN	890,000	68.0	854,409	67.8	35,590	4.2
Kuroneko Mail	136,500	10.4	136,170	10.8	329	0.2
Express	45,000	3.4	43,585	3.5	1,414	3.2
BIZ-Logistics	89,000	6.8	82,478	6.5	6,521	7.9
Home Convenience	49,500	3.8	47,715	3.8	1,784	3.7
e-Business	38,500	2.9	35,504	2.8	2,995	8.4
Financial	59,000	4.5	54,114	4.3	4,885	9.0
Truck Maintenance	23,000	1.8	21,188	1.7	1,811	8.5
Other	5,000	0.4	5,267	0.4	△ 267	△ 5.1
Total	1,308,000	100.0	1,260,832	100.0	47,167	3.7

**Forecast 3. Operating Income of Segment Information**

	(Millions of Yen)					
	【 FY 2013 】		【 FY 2012 】		Change	
	Amount	(%)	Amount	(%)	Amount	(%)
Delivery	44,000	50.3	40,964	54.2	3,035	7.4
BIZ-Logistics	3,800	4.4	3,662	4.9	137	3.7
Home Convenience	500	0.6	△ 43	△ 0.1	543	-
e-Business	7,500	8.6	6,703	8.9	796	11.9
Financial	10,000	11.4	9,938	13.1	61	0.6
Truck Maintenance	3,000	3.4	2,513	3.3	486	19.3
Other	18,600	21.3	11,876	15.7	6,723	56.6
Total	87,400	100.0	75,615	100.0	11,784	15.6
Reconciliations	△ 17,400	-	△ 8,965	-	△ 8,434	-
Consolidated Total	70,000	-	66,650	-	3,349	5.0

**Forecasts 4. Delivery Volume**

## ① TA-Q-BIN (in Japan)

	【 FY 2013 】		【 FY 2012 】		Change	
	Amount	(%)	Amount	(%)	Amount	(%)
TA-Q-BIN Total (Thousands)	1,498,000	100.0	1,423,608	100.0	74,391	5.2
Cool TA-Q-BIN	180,000	12.0	174,894	12.3	5,105	2.9
TA-Q-BIN Collect	111,000	7.4	107,968	7.6	3,031	2.8
TA-Q-BIN Time-Service	13,000	0.9	13,649	1.0	△ 649	△ 4.8
TA-Q-BIN Unit-price (Yen)	592		600		△ 8	

## ② Kuroneko Mail (in Japan)

	【 FY 2013 】		【 FY 2012 】	Change	
	Amount	(%)		Amount	(%)
Kuroneko Mail Total (Thousands)	2,188,000		2,187,418		581    0.0
Kuroneko Mail Unit-price (Yen)	62		62		0

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

(Millions of Yen)

	【 FY 2013 】		【 FY 2012 】		Change	
	Amount	(%)	Amount	(%)	Amount	(%)
Operating Revenues	1,308,000	100.0	1,260,832	100.0	47,167	3.7
Operating Expenses	1,238,000	94.6	1,194,181	94.7	43,818	3.7
Personnel Expenses	678,000	51.8	656,604	52.1	21,395	3.3
(Employee Salary)	(460,000)	(35.1)	(450,313)	(35.7)	(9,686)	(2.2)
(Retirement Benefit Expenses)	(14,000)	(1.1)	(11,280)	(0.9)	(2,719)	(24.1)
(Other Expenses)	(204,000)	(15.6)	(195,011)	(15.5)	(8,988)	(4.6)
Subcontracting Expenses	491,000	37.5	471,636	37.4	19,363	4.1
(Commission Expenses)	(193,000)	(14.7)	(183,712)	(14.6)	(9,287)	(5.1)
(Vehicle Hiring Expenses)	(149,000)	(11.4)	(144,892)	(11.5)	(4,107)	(2.8)
(Other Expenses)	(149,000)	(11.4)	(143,030)	(11.3)	(5,969)	(4.2)
Vehicle Expenses	45,000	3.4	43,315	3.4	1,684	3.9
Other Operating Expenses	260,000	19.9	248,649	19.7	11,350	4.6
Eliminations	△ 236,000	△ 18.0	△ 226,023	△ 17.9	△ 9,976	4.4



**Forecasts 6. Employee Breakdown**

	【 FY 2013 】			【 FY 2012 】			Change			
	Full-time	Part-time	Total	Full-time	Part-time	Total	Full-time	Part-time	Total	(%)
Total Employees	85,300	94,500	179,800	84,293	93,008	177,301	1,007	1,492	2,499	1.4
Delivery	70,300	78,800	149,100	70,024	77,508	147,532	276	1,292	1,568	1.1
BIZ-Logistics	4,000	1,500	5,500	3,717	1,479	5,196	283	21	304	5.9
Home Convenience	2,750	2,300	5,050	2,875	2,468	5,343	△ 125	△ 168	△ 293	△ 5.5
e-Business	4,450	1,650	6,100	4,035	1,515	5,550	415	135	550	9.9
Financial	650	250	900	623	241	864	27	9	36	4.2
Truck Maintenance	1,200	550	1,750	1,148	539	1,687	52	11	63	3.7
Other	1,950	9,450	11,400	1,871	9,258	11,129	79	192	271	2.4

※Delivery, BIZ-Logistics, and Financial includes new consolidated subsidiary (YAMATO TRANSPORT (M) PTE. LTD.).  
 (Full-time 310, Part-time 10, Total 320)

	【 FY 2013 】		【 FY 2012 】		Change	
						(%)
Ratio of Personnel Expenses Over Operating Revenues	44.0		44.2		△ 0.2	
Ratio of Personnel Expenses Over Net Revenues	64.5		64.7		△ 0.2	

**Forecasts 7. Capital Expenditure and Depreciation**

(Millions of Yen)

	【 FY 2013 】		【 FY 2012 】		Change	
	Amount	(%)	Amount	(%)	Amount	(%)
Capital Expenditure	78,000	100.0	50,019	100.0	27,980	55.9
Vehicles	32,000	41.0	20,510	41.0	11,489	56.0
Land	5,000	6.4	1,192	2.4	3,807	319.4
Buildings	24,000	30.8	15,318	30.6	8,681	56.7
Equipments	12,000	15.4	6,614	13.2	5,385	81.4
Others	5,000	6.4	6,383	12.8	△ 1,383	△ 21.7

(Millions of Yen)

	【 FY 2013 】	【 FY 2012 】	Change	(%)
Depreciation	40,000	38,682	1,317	3.4