

LY Corporation Business Results

FY2023 Full Year & Q4

Appendix

May 8, 2024

Security Code: 4689

LINEヤフー

FY2023 Q4 Consolidated Business Results



FY2023 Q4 Factors Behind Change in Operating Income

(JPY B)

		FY2023 Q4	YoY Difference	YoY	Major Factors of Change ¹ (JPY B)	
Revenue		467.8	+34.0	+7.8%	<ul style="list-style-type: none"> PayPay (Consolidated) +10.8 Subsidiaries of former LINE Corporation +5.6 	<ul style="list-style-type: none"> ASKUL (Consolidated) +7.3 Ikyu +2.9
Cost of sales		136.2	+3.1	+2.4%	<ul style="list-style-type: none"> ASKUL (Consolidated) +3.8 	
SG&A		307.1	+30.6	+11.1%	<ul style="list-style-type: none"> LY Corporation +27.6 PayPay (Consolidated) -1.0 	<ul style="list-style-type: none"> Ikyu +3.6
(Major items)	Personnel expense	57.9	-13.8	-19.3%	<ul style="list-style-type: none"> Subsidiaries of former LINE Corporation -15.1 	
	Sales promotion cost	42.9	+14.7	+52.6%	<ul style="list-style-type: none"> LY Corporation +11.7 	
	Depreciation and amortization	36.4	-1.8	-4.9%	<ul style="list-style-type: none"> ASKUL (Consolidated) +0.8 LY Corporation -5.5 	<ul style="list-style-type: none"> ZOZO +0.8
	Business commissions	29.1	-5.1	-15.1%	<ul style="list-style-type: none"> LINE Securities -1.1 LY Corporation -3.9 	<ul style="list-style-type: none"> Subsidiaries of former LINE Corporation -1.1
Other income & expenses		9.4	+9.4	N/A	<ul style="list-style-type: none"> ASKUL (Consolidated) compensation for damages +9.4 	
Operating income		33.9	+9.6	+39.7%		

1. Figures in "Major Factors of Change" are figures after consolidation adjustments.

(JPY B)

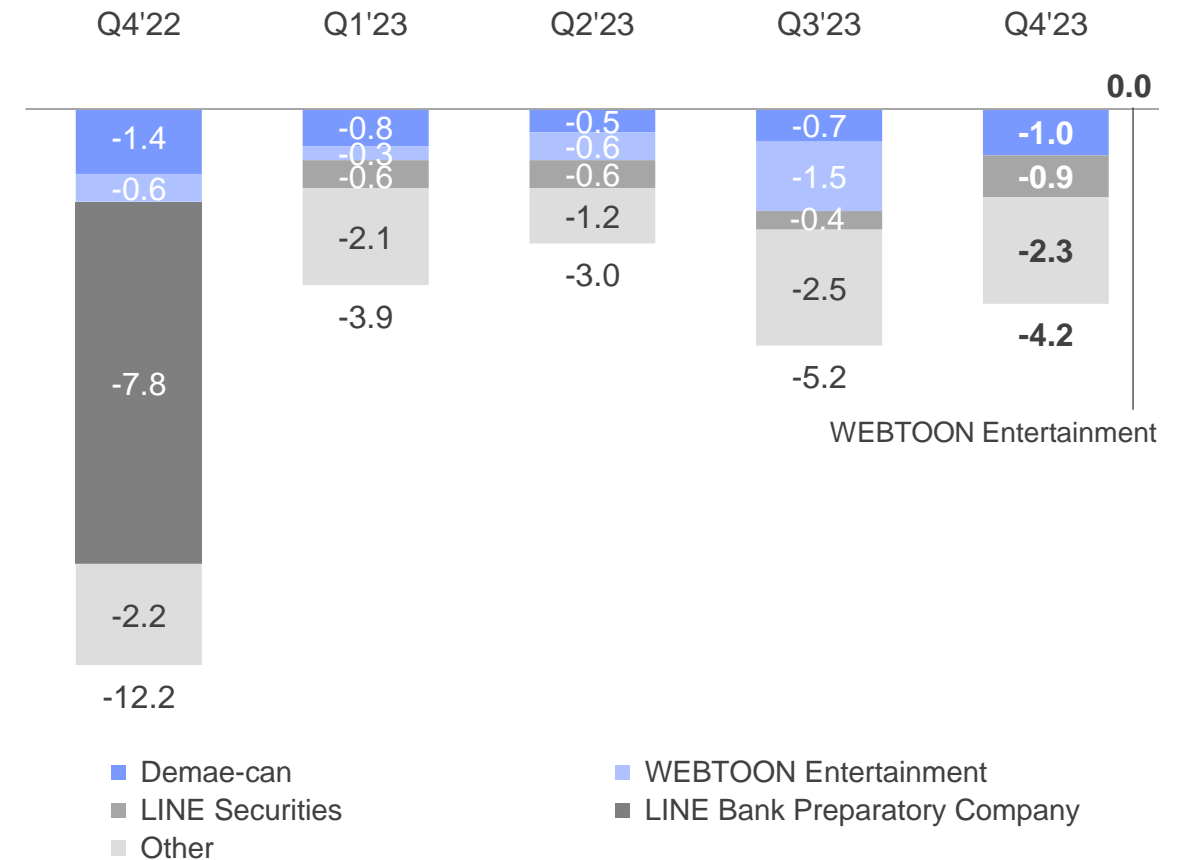
	FY2023 Q4	YoY Difference	YoY	Major Factors of Change (JPY B)
Operating income	33.9	+9.6	+39.7%	
Other non-operating income	11.0	+3.6	+48.8%	• Interest income +2.8
Other non-operating expenses	6.4	-7.1	-52.8%	• Provision for allowance for doubtful accounts -5.2
Equity in losses of associates and joint ventures	-4.2	+7.9	N/A	• LINE Bank Preparatory Company +7.8 • WEBTOON Entertainment +0.6
Impairment loss from equity method investment	22.8	+22.8	N/A	• Demae-can +22.3
Profit before tax	11.4	+5.5	+93.0%	
Income tax expense	8.8	-0.1	-1.2%	
Profit for the period	2.5	+5.6	N/A	
Non-controlling interests	11.8	+13.5	N/A	
Net income attributable to owners of the parent	-9.2	-7.9	N/A	

- Aim to turn equity in losses of associates and joint ventures profitable in around FY2025.

Major Equity-Method Affiliates	Based in	Equity Ratio ¹	Business
Content			
WEBTOON Entertainment	U.S.	28.7%	• Operation of e-manga services
Commerce			
Demae-can	Japan	38.2%	• Operation of website specializing in home delivery
LINE MAN	Thailand	42.7%	• Provision of home delivery/mail/taxi dispatch services, etc.
Payment/Finance			
Kashikorn LINE Company	Thailand	49.9%	• Pure internet bank
LINE Bank Taiwan	Taiwan	49.9%	• Pure internet bank
PT. Bank KEB Hana Indonesia	Indonesia	20.0%	• Pure internet bank

Equity in Losses of Associates and Joint Ventures

(JPY B)



Impact from Consolidation of Subsidiaries (PPA)

ZOZO

Item	Amount (JPY B)	Annual Amortization Amount (JPY B)	Amortization Period (Straight Line)
PPA	502.1	13.2	-
Customer base (Shops/users)	322.0	-	18-25 years
Trademarks ¹	178.7	-	No amortization
Other ²	1.4	-	4 years

PayPay

Item	Amount (JPY B)	Annual Amortization Amount (JPY B)	Amortization Period (Straight Line)
PPA	51.3	5.1	-
Customer relationship (Merchants, etc.)	51.3	5.1	10 years

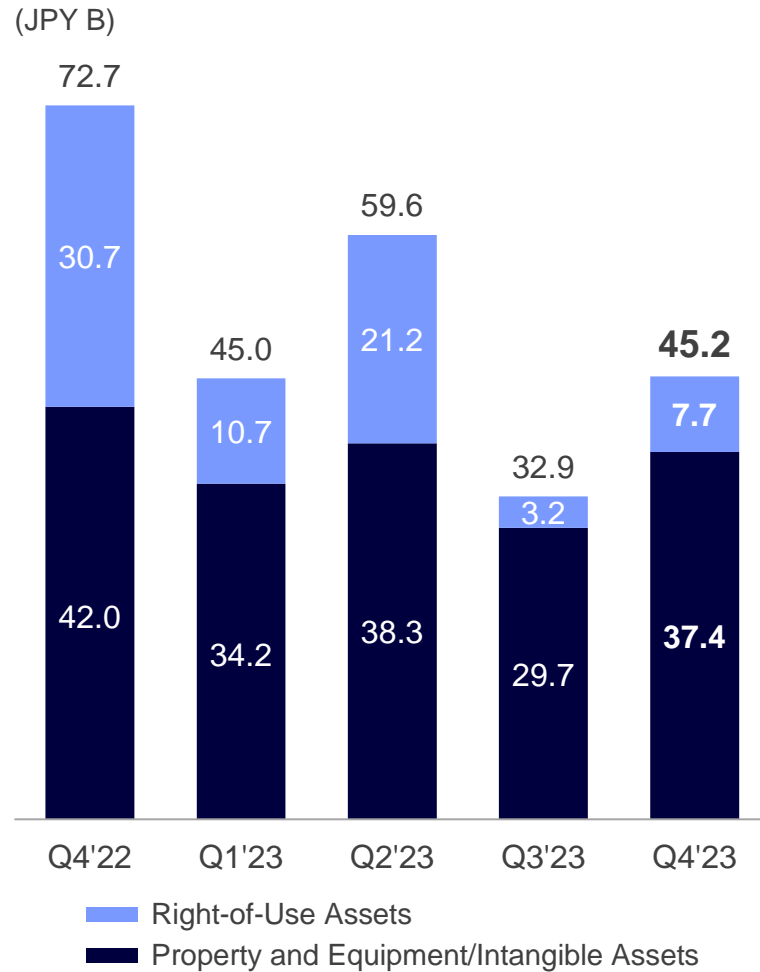
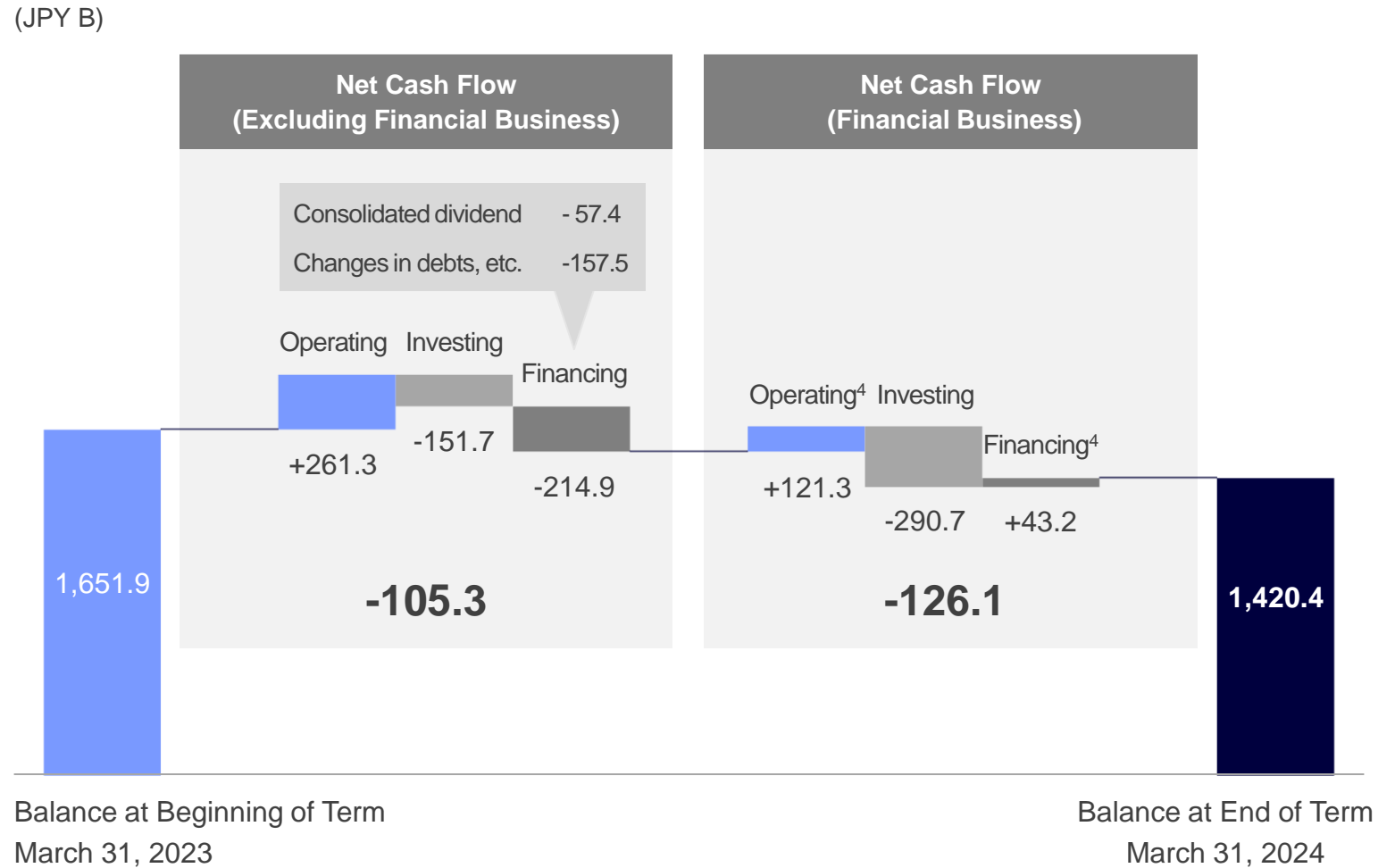
1. Indefinite-lived intangibles

2. Amortization completed in FY2023 Q3.

FY2023 Q4 Consolidated Statement of Financial Position

(JPY B)

	FY2023 Q3	FY2023 Q4	Difference
Assets	8,983.7	9,043.9	+60.2
Cash and cash equivalents	1,525.7	1,420.4	-105.2
Trade and other receivables	689.2	684.0	-5.2
Loans in credit card business	760.6	783.8	+23.2
Investment securities in banking business	617.6	655.0	+37.4
Property and equipment	231.4	238.3	+6.9
Intangible assets	1,257.5	1,248.9	-8.5
Liabilities	5,555.5	5,596.9	+41.3
Trade and other payables	1,535.7	1,551.6	+15.8
Customer deposits in banking business	1,652.0	1,672.7	+20.7
Interest-bearing liabilities	1,928.6	1,882.7	-45.8
Equity	3,428.1	3,446.9	+18.8

CAPEX^{1, 2}Net Cash Flow (Excluding Financial Business³/Financial Business)¹

1. The figures are rounded down to the nearest million yen and then rounded off to the nearest 100 million yen.

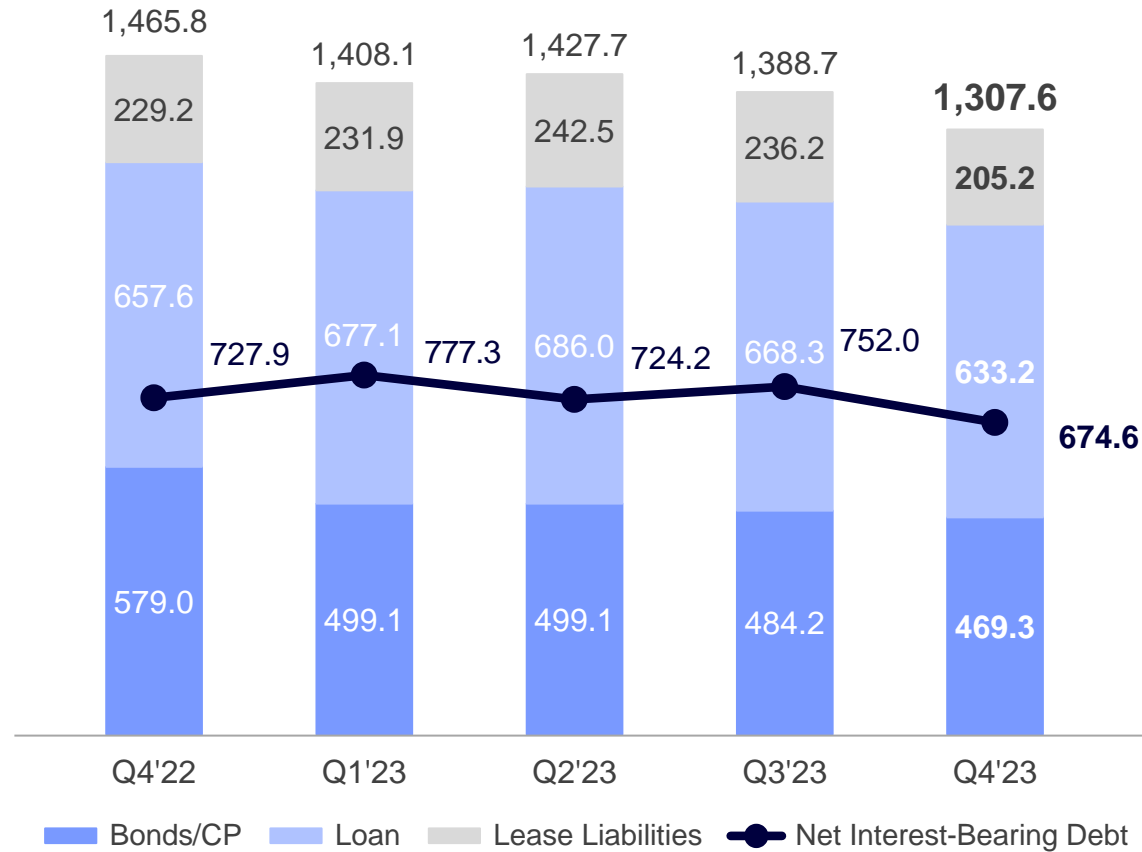
2. Figures for FY2022 have been revised due to partial revision of scope of calculation.

3. Financial business includes PayPay Corporation, PayPay Card Corporation, and financial subsidiaries of Z Financial Corporation (e.g., PayPay Bank Corporation) as well as the financial subsidiaries of LINE Financial Plus Corporation.

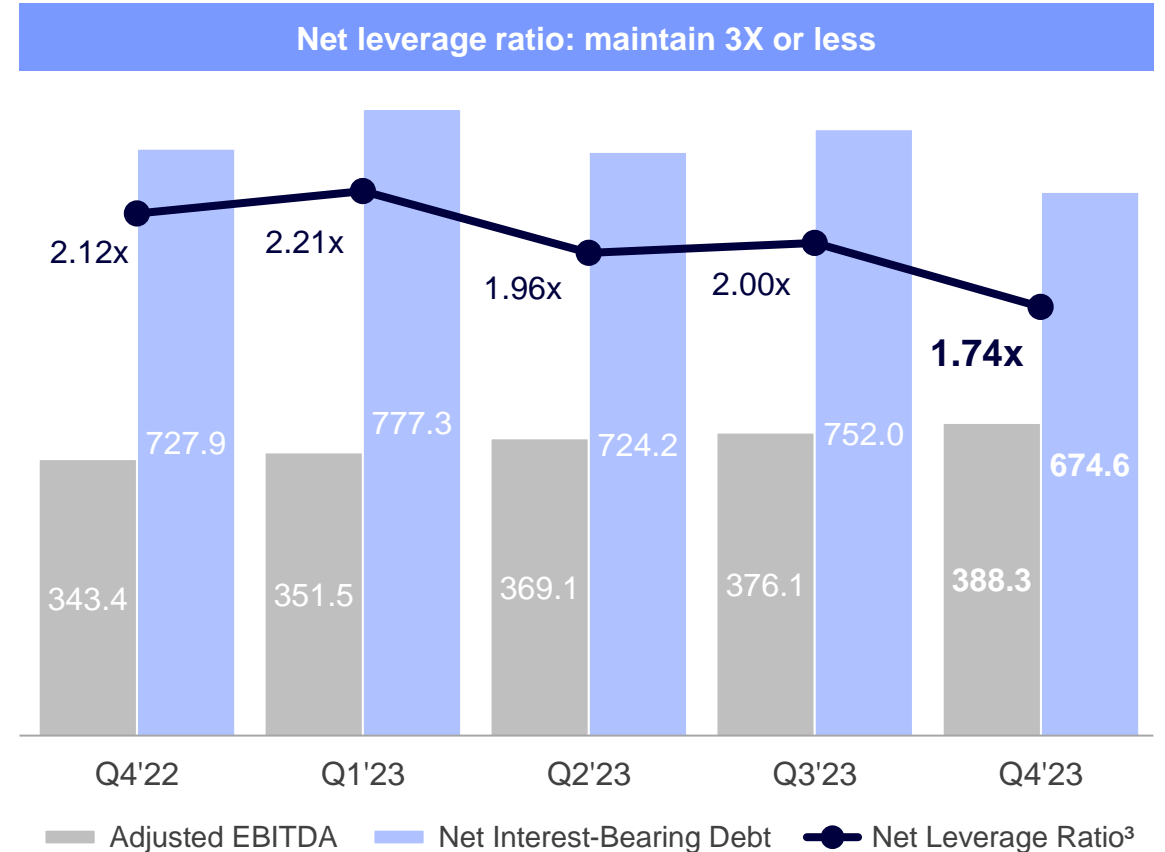
4. Includes adjustment of the securitization of the credit card receivables (transferred from financing cash flow to operating cash flow), and adjustment of transactions within the Group.

Interest-Bearing Debt & Net Interest-Bearing Debt¹(Excluding financial business²)

(JPY B)

Net Leverage Ratio³(Excluding financial business²)

(JPY B)



1. Net interest-bearing debt = Interest bearing debt – Cash and cash equivalents. The figures are rounded down to the nearest million yen and then rounded off to the nearest 100 million yen.

2. Financial business includes PayPay Corporation, PayPay Card Corporation, and financial subsidiaries of Z Financial Corporation (e.g., PayPay Bank Corporation) as well as the financial subsidiaries of LINE Financial Plus Corporation.

3. Net leverage ratio = Net interest-bearing debt/Adjusted EBITDA (figures for the last 12 months used for calculating adjusted EBITDA). The figures are rounded down to the nearest million yen and then rounded off to the nearest 100 million yen.

Change in Reporting Sub-Segments

- Sub-segments have been changed from FY2023 Q3 to accommodate merger and growth phase of each business.

Until FY2023 Q2

Media Business	LINE Ads	<ul style="list-style-type: none"> Display ads Other LINE Ads 	<ul style="list-style-type: none"> Account ads
	Yahoo! JAPAN Ads	<ul style="list-style-type: none"> Search ads Display ads (Reservation) 	<ul style="list-style-type: none"> Display ads (Programmatic)
	Other	<ul style="list-style-type: none"> LINE Stickers, LINE GAME, LINE MUSIC, ebookjapan, Yahoo! JAPAN Loco, etc. 	

Commerce Business	Merchandise	<ul style="list-style-type: none"> Shopping business ASKUL's BtoB business 	<ul style="list-style-type: none"> Reuse business
	Services e-commerce	—	
	Other	—	

Strategic Business	Fintech	<ul style="list-style-type: none"> PayPay (Consolidated)¹ Other fintech 	<ul style="list-style-type: none"> PayPay Bank
	Other	—	

From FY2023 Q3

Media Business	Search ads	—	
	Account ads	—	
	Display ads	<ul style="list-style-type: none"> Programmatic advertising Other LINE advertising 	<ul style="list-style-type: none"> Reservation advertising
	Other	<ul style="list-style-type: none"> LINE Stickers, LINE GAME, LINE MUSIC, ebookjapan, LYP Premium, etc. 	

Commerce Business	LY Corporation	<ul style="list-style-type: none"> Shopping business Services e-commerce 	<ul style="list-style-type: none"> Reuse business Other
	ZOZO/ASKUL	<ul style="list-style-type: none"> ZOZO Other 	<ul style="list-style-type: none"> ASKUL

Strategic Business	Fintech	<ul style="list-style-type: none"> PayPay (Consolidated)¹ Other fintech 	<ul style="list-style-type: none"> PayPay Bank
	Other	<ul style="list-style-type: none"> Other 	

1. PayPay Corporation and PayPay Card Corporation.

Media Business



Business Results (P/L): Media Business

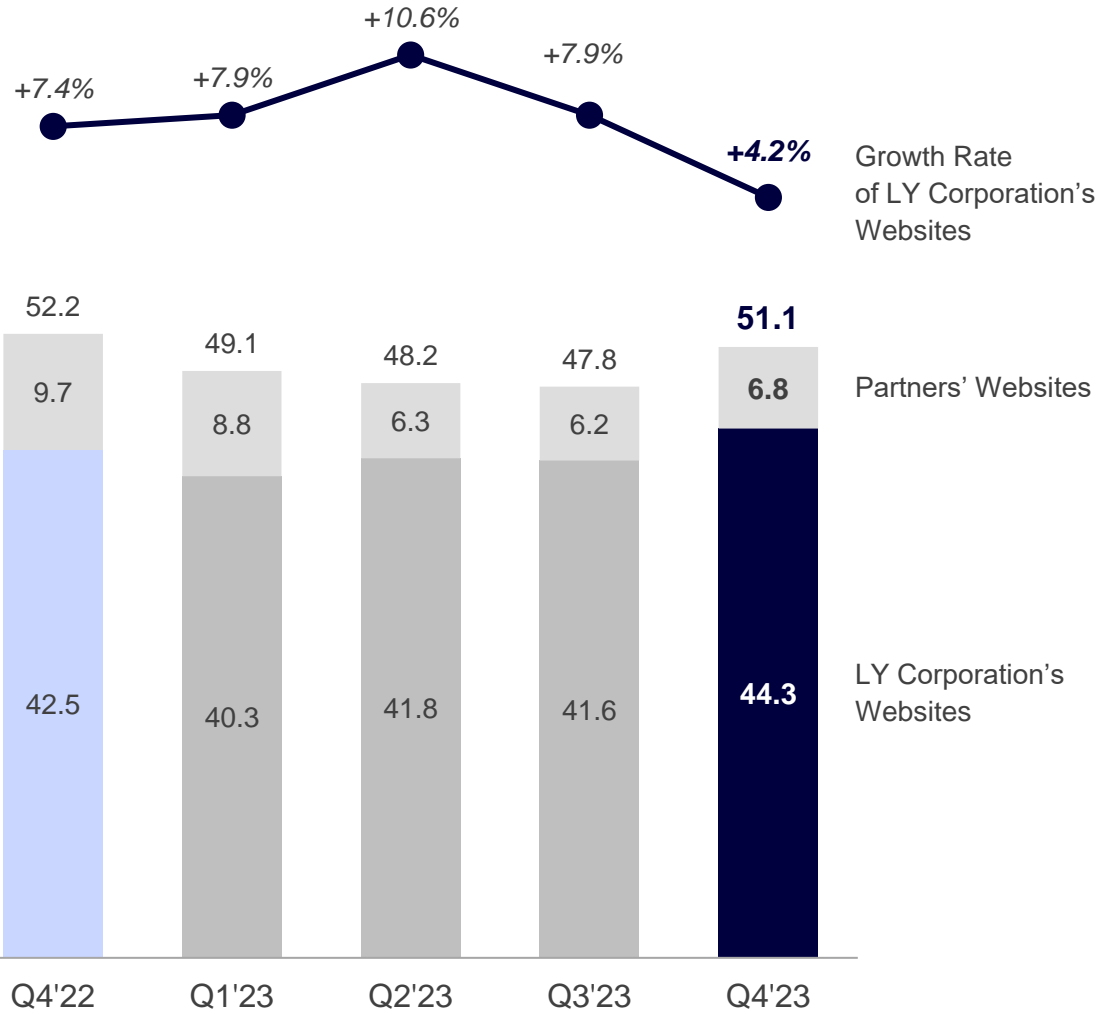
(JPY Million)	FY2022 Q4 ^{1,2,3}	FY2023 Q4 ^{1,2,3}	YoY
Revenue	181,373	180,804	-0.3%
Advertising Revenue	140,674	146,572	+4.2%
Search advertising	52,755	51,659	-2.1%
Account advertising	22,429	28,133	+25.4%
Display advertising⁴	65,489	66,778	+0.7%
Other (Vertical/entertainment/digital content/communication, etc.)	40,698	34,232	-15.9%
Cost of sales	35,005	33,997	-2.9%
Selling, general and administrative expenses	106,347	106,976	+0.6%
Sales promotion cost + Advertising and promotional expenses	11,486	15,493	+34.9%
Other selling, general and administrative expenses	94,861	91,482	-3.6%
Other revenue and expenses	-	-	N/A
Adjusted EBITDA (Margin)⁵	59,377 (32.7%)	57,301 (31.7%)	-3.5%

- From FY2023 Q1, Yahoo Japan Corporation's data solution service and dely Inc.'s service were transferred from Other to Media Business. In addition, part of the expenses related to LINE Corporation and its subsidiaries, which were previously allocated to Other and Adjustments, have been allocated to Media Business. The segment information for FY2022 has been revised as a result.
- In FY2023 Q3, membership service business was transferred from Commerce Business to Media Business. In addition, email service was transferred from Other to Media Business. As a result, figures for FY2022, FY2023 Q1, and FY2023 Q2 have been retroactively revised.
- In FY2023 Q3, personnel expenses of the back office and technology divisions as well as expenses related to data centers and internal infrastructure that were classified under Adjustments, were allocated to each segment. In addition, some accounting items to which figures are recorded were changed due to the merger. As a result, figures for FY2022, FY2023 Q1, and FY2023 Q2 have been retroactively revised.
- Excludes Shopping-related advertising revenue and advertising revenue of ZOZO, Inc. (These advertising revenues are recorded under the Commerce Business segment.)
- Includes revenue of other Media Business other than advertising business.

Search Advertising

Search Advertising Revenue/YoY Growth Rate

(JPY B)

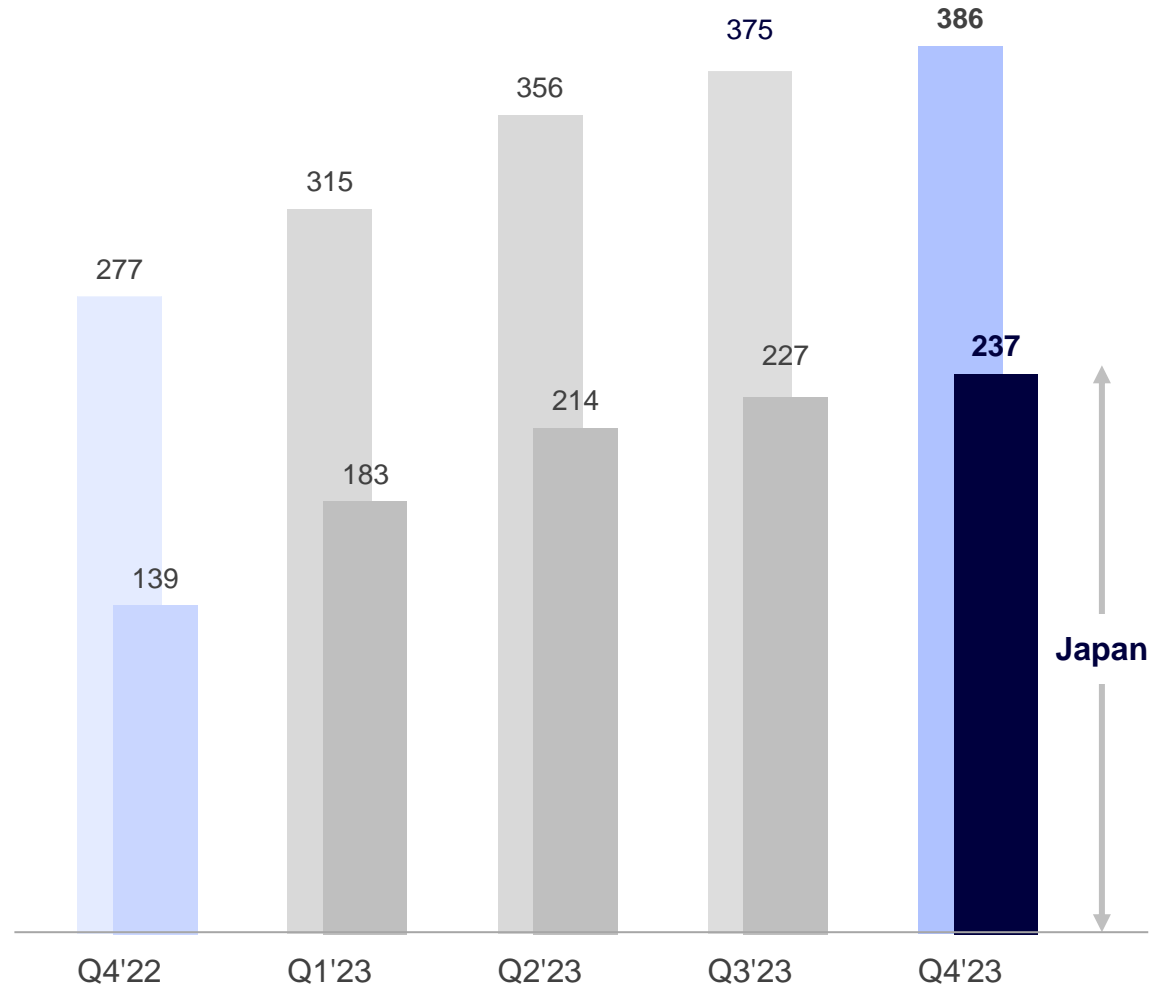


Factors Behind Change in Search Advertising Revenue



No. of Paid LINE Official Accounts (Global/Japan)¹

(Thousands)



1. Figures provided are the number of paid accounts as of the end of each quarter.

2. Tax excluded.

Membership Plans (Revised in June 2023)

	Membership Plans	Fixed Monthly Fee ²	No. of Free Messages	Cost per Additional Message ²
Previous	Free Plan	Free	1,000	N/A
	Light Plan	JPY5,000	15,000	JPY5
	Standard Plan	JPY15,000	45,000	Up to JPY3

	Membership Plans	Fixed Monthly Fee ²	No. of Free Messages	Cost per Additional Message ²
New	Communication Plan	Free	200	N/A
	Light Plan	JPY5,000	5,000	N/A
	Standard Plan	JPY15,000	30,000	Up to JPY3

Major Services and Products of Media Business Segment

Item	Breakdown
Search advertising	Yahoo! JAPAN Ads “Search advertising”
Account advertising	LINE Official Account, LINE Promotion Sticker, LINE de Obo (Participate with LINE), LINE Flyer, etc.
Display advertising	-
Programmatic advertising	Yahoo! JAPAN Ads “Display advertising” (Programmatic-based), LINE VOOM, LINE NEWS, Chat List, Talk Head View, Talk Head View Custom, etc.
Reservation advertising	Yahoo! JAPAN Ads “Display advertising” (Reservation-based), etc.
Other LINE advertising	LINE Part Time Jobs, etc.
Other	LINE Stickers, LINE GAME, LINE Fortune, LINE MUSIC, LINE Manga, LINE Search, LYP Premium, ebookjapan, real estate-related services, Yahoo! JAPAN Loco ¹ , Yahoo! JAPAN Mail, etc.

1. The Yahoo! JAPAN Loco service has ended on March 27, 2024.

Major Advertising Products (LINE Ads)

Item	Fee Calculation	Placement Pages/Product Outline	Type of Advertiser
Account ads	-		
LINE Official Account	Fixed monthly cost Pay-as-you-go	Messages delivered to users who have friended the account	Major corporations/SMBs/Local governments
LINE Promotion Sticker	Fixed fee Pay-as-you-go	Free stickers designed for businesses for user communications	Major corporations/SMBs/Local governments
LINE de Obo (Participate with LINE)	Basic cost Optional cost	In-store sales promotion solution utilizing LINE	Major corporations/SMBs
Display ads	-		
LINE VOOM	Pay per click Pay per view	LINE VOOM tab	Major corporations/SMBs
LINE NEWS	Pay per click Pay per view	NEWS tab	Major corporations/SMBs
Chat List	Pay per click Pay per view	Top of chat list page	Major corporations/SMBs
Talk Head View (Reservation-based)	Pay per guaranteed period	Video ads distributed at the top of chat list page	Major corporations/Local governments
Talk Head View Custom (Programmatic-based)	Pay per view	Video ads distributed at the top of chat list page	Major corporations/Local governments

Major Advertising Products (Yahoo! JAPAN Ads)

Item	Fee Calculation	Placement Pages	Type of Advertiser
Search advertising	Pay per click/pay per action	Search results pages	Major corporations/SMBs
Display advertising	-		
Programmatic	-		
Yahoo! JAPAN Ads “Display advertising” (Programmatic-based)	Pay per click Pay per view	Top page Interior pages of service websites Partner websites	Major corporations/SMBs
Shopping-related advertising (Programmatic-based)	Pay per conversion	Yahoo! JAPAN Shopping	Tenants of Yahoo! JAPAN Shopping
Reservation	-		
Yahoo! JAPAN Ads “Display advertising” (Reservation-based)	Pay per viewable impression Pay per guaranteed period, etc.	Top page Interior pages of service websites	Major corporations/Local governments
Shopping-related advertising (Reservation-based)	Pay per guaranteed period, etc.	Yahoo! JAPAN Shopping	Tenants of Yahoo! JAPAN Shopping

Commerce Business



Business Results (P/L): Commerce Business

(JPY Million)	FY2022 Q4 ^{1, 2, 3}	FY2023 Q4 ^{1, 2, 3}	YoY
Revenue	191,389	209,959	+9.7%
LY Corporation	28,655	37,279	+30.1%
Shopping business	15,489	20,424	+31.9%
Reuse business	10,287	9,995	-2.8%
Services e-commerce	5,783	6,594	+14.0%
Other	-2,904	265	N/A
ZOZO, ASKUL^{4,5}	162,733	172,680	+6.1%
Cost of sales	93,822	98,557	+5.0%
Selling, general and administrative expenses	87,113	97,418	+11.8%
Sales promotion cost + Advertising and promotional expenses	9,011	19,662	+118.2%
Other selling, general and administrative expenses	78,102	77,756	-0.4%
Other revenue and expenses	-	9,426	N/A
Adjusted EBITDA (Margin)	27,481 (14.4%)	40,939 (19.5%)	+49.0%

- From FY2023 Q1, part of the expenses related to LINE Corporation and its subsidiaries, which were previously allocated to Other and Adjustments, have been allocated to Commerce Business. The segment information for FY2022 has been revised as a result.
- In FY2023 Q3, membership service business was transferred from Commerce Business to Media Business. In addition, email service was transferred from Other to Media Business. As a result, figures for FY2022, FY2023 Q1, and FY2023 Q2 have been retroactively revised.
- In FY2023 Q3, personnel expenses of the back office and technology divisions as well as expenses related to data centers and internal infrastructure that were classified under Adjustments, were allocated to each segment. In addition, some accounting items to which figures are recorded were changed due to the merger. As a result, figures for FY2022, FY2023 Q1, and FY2023 Q2 have been retroactively revised.
- From FY2023 Q1, the definition has been changed to include APMRO and FEED DENTAL.
- ValueCommerce Co., Ltd. ("ValueCommerce") implemented and completed a tender offer of its treasury shares (March 12 to April 9, 2024), to which Z Intermediate Holdings Corporation, LY Corporation's subsidiary, tendered its ValueCommerce's shares. As a result, ValueCommerce became an equity method affiliate as of May 2, 2024. Thus, the services of ValueCommerce are not included from this date.

Major Services and Products of Commerce Business Segment

Item	Breakdown
LY Corporation	-
Shopping business	Yahoo! JAPAN Shopping, LINE SHOPPING, LINE FRIENDS, LINE GIFT, MySmartStore ¹ , Yahoo! JAPAN Mart by ASKUL, LIVEBUY, overseas e-commerce (LINE SHOPPING (Taiwan, Thailand), GIFTSHOP, EZ STORE, QUICK EC, MyShop, etc.)
Reuse business	Yahoo! JAPAN Auction, Yahoo! JAPAN Flea Market
Services e-commerce	Yahoo! JAPAN Travel, Ikyu Travel, LINE TRAVEL (Taiwan), etc.
Other	Other
ZOZO/ASKUL	-
ZOZO	ZOZOTOWN, ZOZOUSED, etc.
ASKUL²	ASKUL BtoB business (ASKUL, SOLOEL ARENA, APMRO, FEED DENTAL, etc.), LOHACO, Charm, etc.
Other³	ValueCommerce Affiliate, Value Point Club, STORE's R [∞] , StoreMatch, B-Space, etc.

1. MySmartStore is scheduled to terminate its service on July 31, 2024.

2. From FY2023 Q1, the definition has been changed to include APMRO and FEED DENTAL.

3. ValueCommerce Co., Ltd. ("ValueCommerce") implemented and completed a tender offer of its treasury shares (March 12 to April 9, 2024), to which Z Intermediate Holdings Corporation, LY Corporation's subsidiary, tendered its ValueCommerce's shares. As a result, ValueCommerce became an equity method affiliate as of May 2, 2024. Thus, the services of ValueCommerce are not included from this date.

KPI - Definition of E-Commerce Transaction Value

Item	Major Services/Products
E-commerce transaction value	-
Domestic merchandise	-
Shopping business	Yahoo! JAPAN Shopping, ZOZOTOWN, LOHACO, Charm, LINE SHOPPING, LINE GIFT, LINE FRIENDS, MySmartStore ² , Yahoo! JAPAN Mart by ASKUL, LIVEBUY
Reuse business	Yahoo! JAPAN Auction, Yahoo! JAPAN Flea Market, ZOZOUSED
ASKUL online BtoB business¹	ASKUL, SOLOEL ARENA, APMRO, FEED DENTAL, etc.
Domestic services	Ikyu.com, Yahoo! JAPAN Travel, Yahoo! JAPAN Loco ^{3,4} , Demae-can, LINE PLACE
Domestic digital content	ebookjapan, LINE Manga, LINE MUSIC, LINE Stickers, LINE GAME, LINE Fortune, other paid digital content
Overseas e-commerce	LINE SHOPPING (Taiwan, Thailand), GIFTSHOP, EZ STORE, QUICK EC, MyShop, ZOZOFIT ⁵ , LINE FRIENDS, LINE TRAVEL (Taiwan), LINE MAN, LINE Stickers ³ , LINE GAME ³ , DOSI ⁶

1. From FY2023 Q1, the definition has been changed to include APMRO and FEED DENTAL.

2. MySmartStore is scheduled to terminate its service on July 31, 2024.

3. Revenue from this service is recorded in the Media Business segment.

4. The Yahoo! JAPAN Loco service has ended on March 27, 2024.

5. From FY2023 Q1, includes the transaction value of ZOZOFIT.

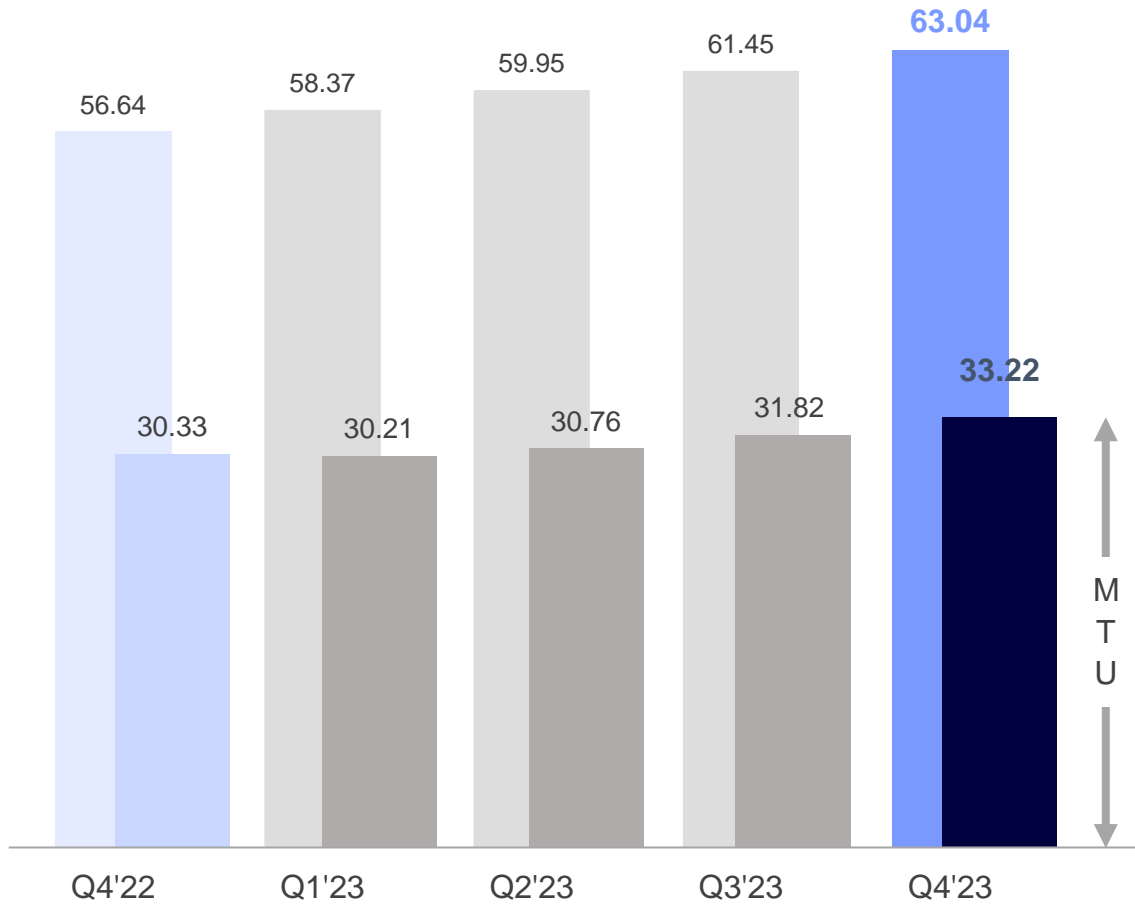
6. Global NFT platform. Revenue from this service is recorded in the Strategic Business segment.

Strategic Business



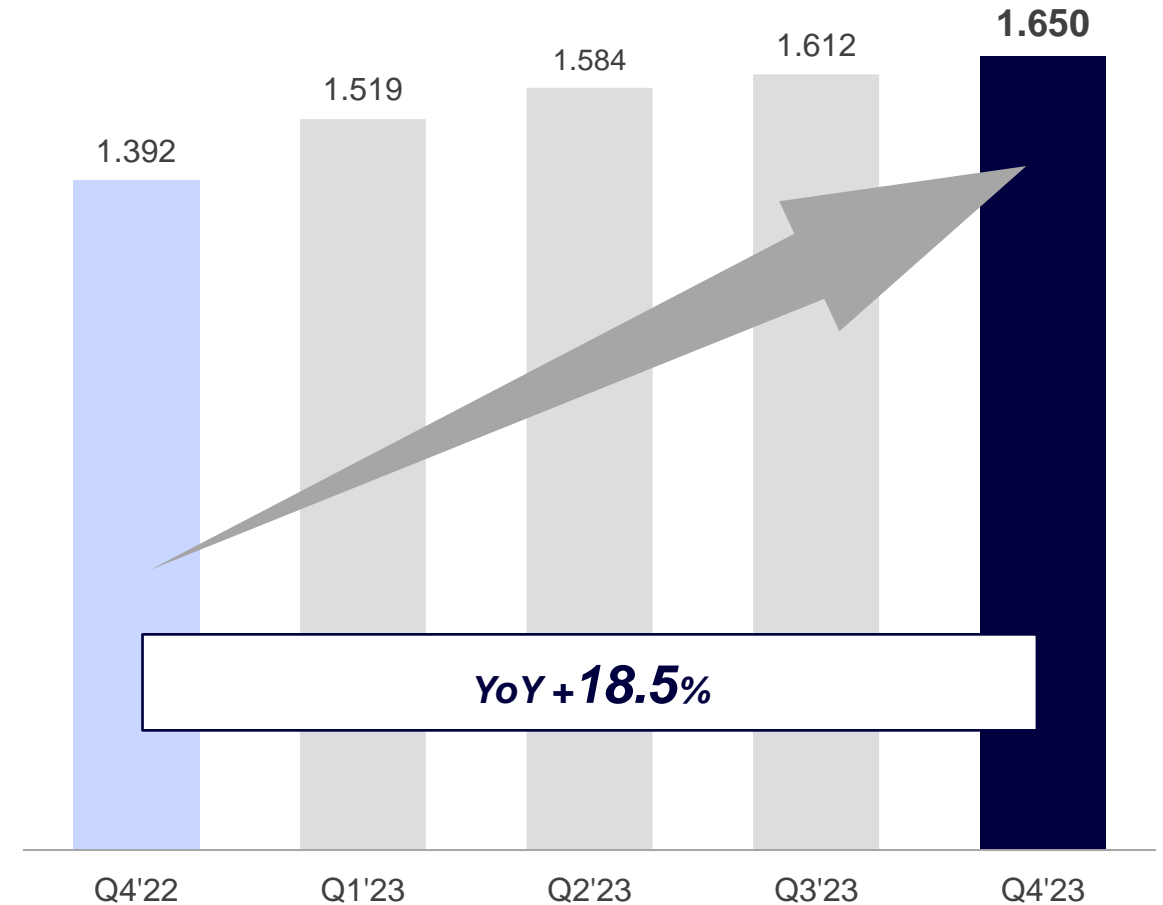
Registered Users¹/MTU² (Standalone)

(Million)



No. of PayPay Payments³ (Standalone)

(B)

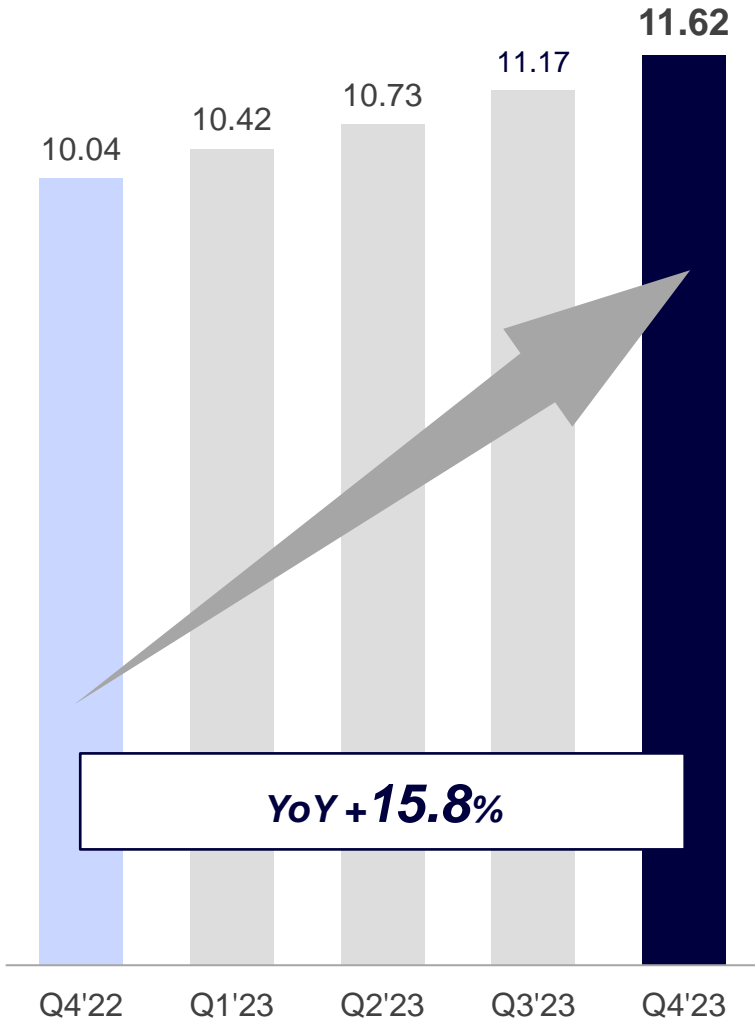


1. No. of users registered to PayPay account as of last month of every quarter.
2. MTU (Monthly Transaction Users): Number of unique users who made a transaction once or more per month. The use of the "Send/Receive" function of "PayPay Balance" between users is not included. Payments via Alipay and LINE Pay, etc., are included. Figures provided are as of the end of each quarter.
3. The use of the "Send/Receive" function of "PayPay Balance" between users is not included. From FY2021 Q4 onward, payments via Alipay and LINE Pay, etc., are included. Payments through "Credit (Pay Later)" launched in February 2022 are included.

Major KPIs of PayPay Card

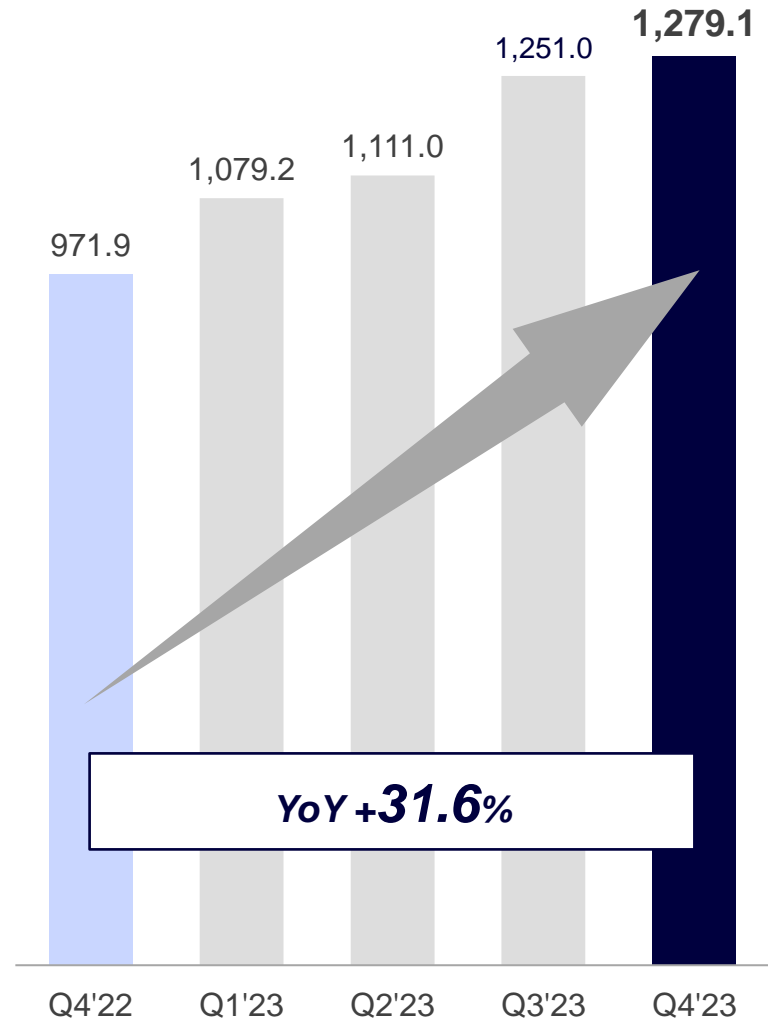
Active Cardholders

(Mil)



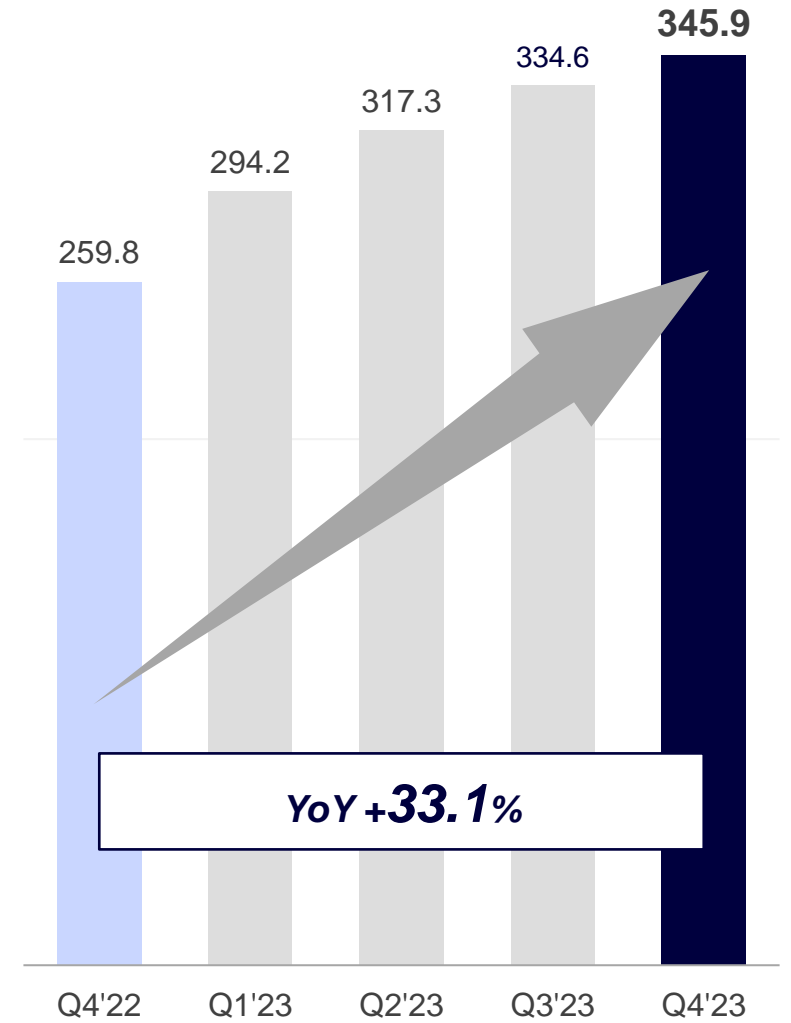
Transaction Volume¹

(JPY B)



Revolving Balance

(JPY B)

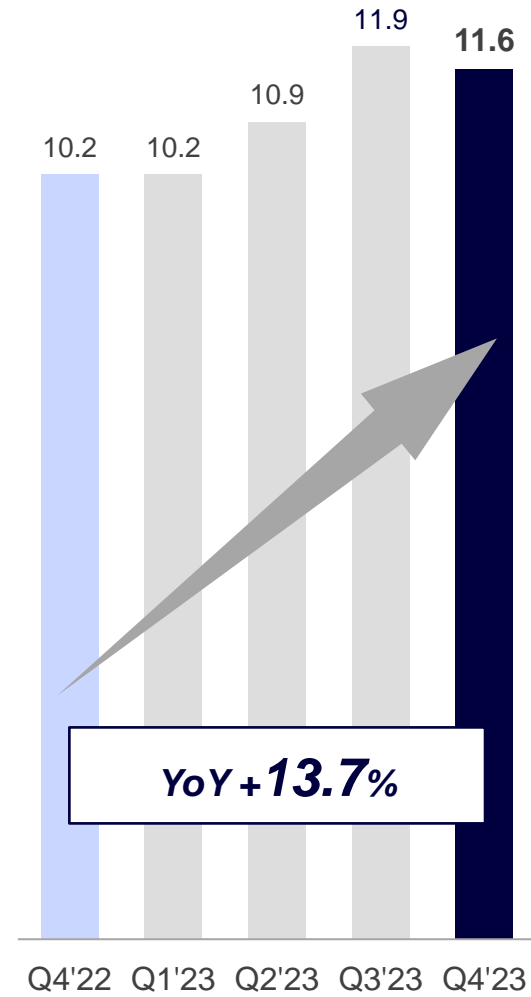


1. Payments through "Credit (Pay Later)" launched in February 2022 are included.

Major KPIs of PayPay Bank

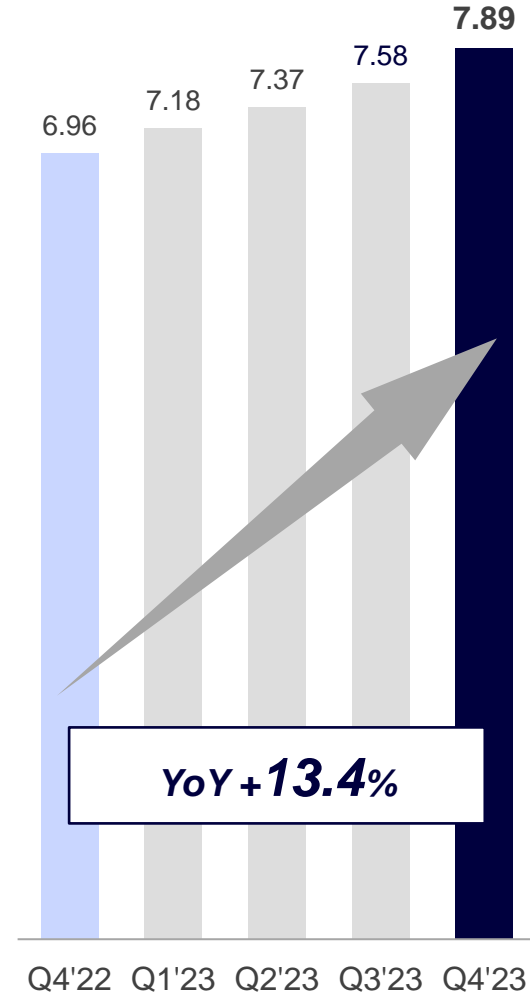
Revenue

(JPY B)



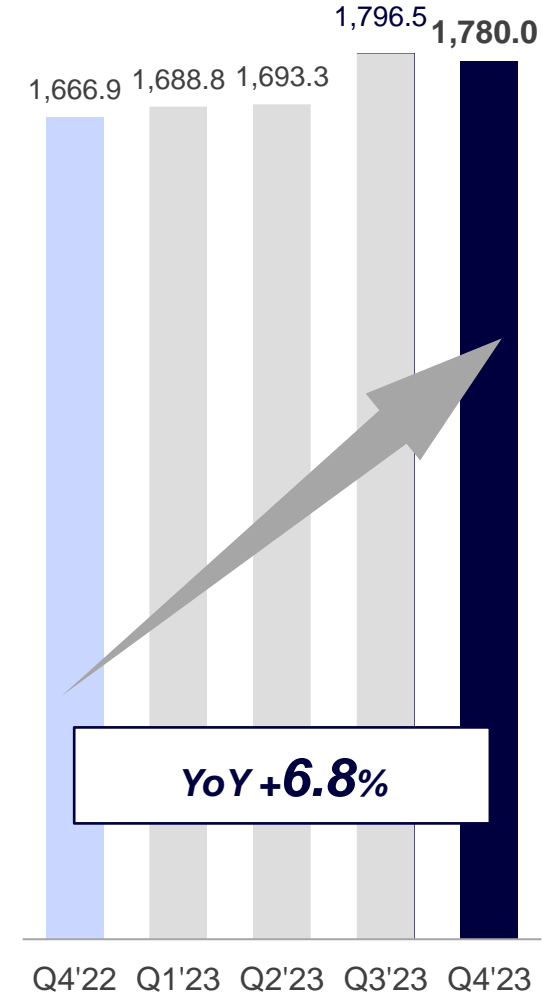
No. of Accounts

(Mil)



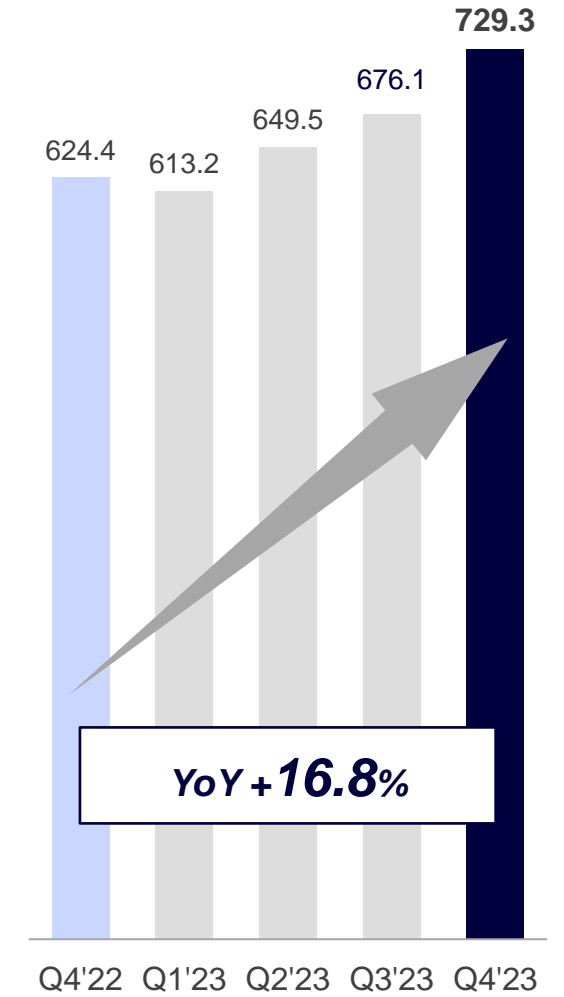
Deposit Balance

(JPY B)



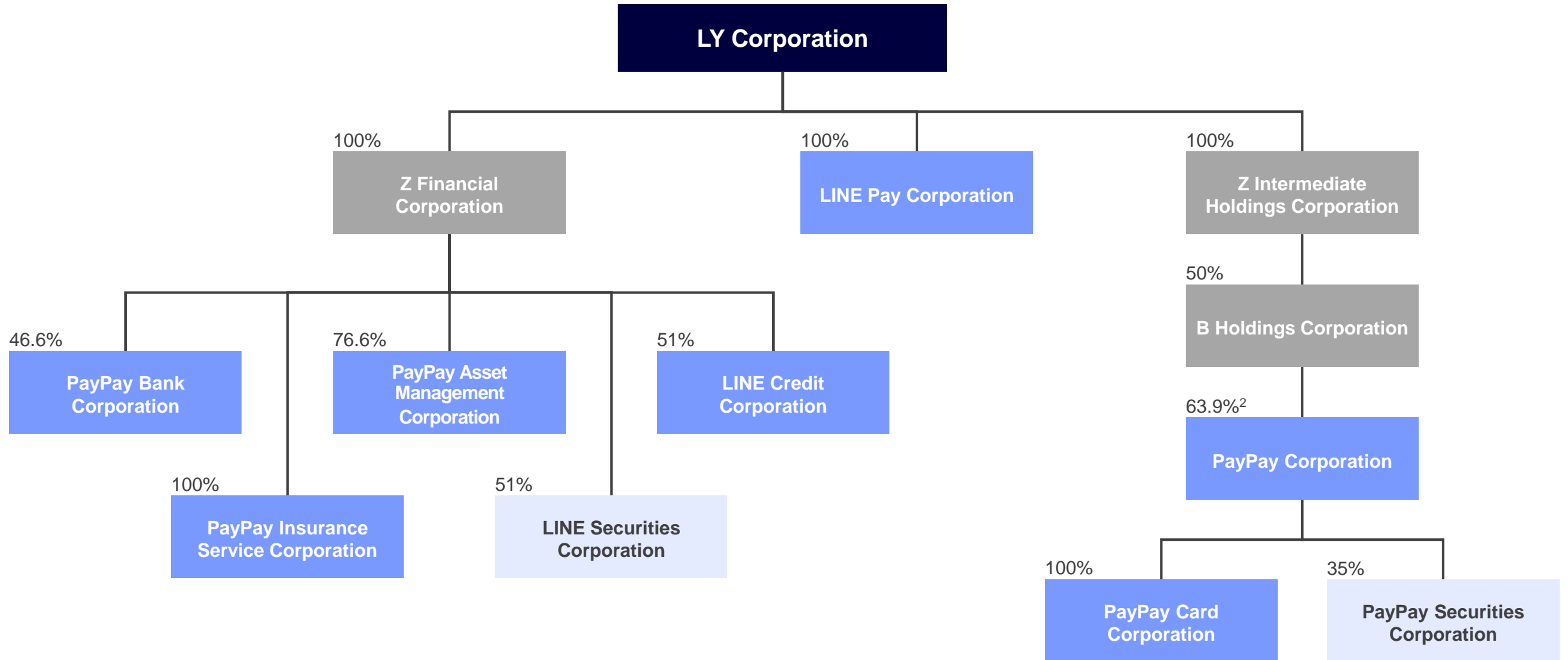
Loan Balance

(JPY B)



Capital Structure of Domestic Financial Businesses¹

■ Consolidated Subsidiary
 ■ Equity-Method Affiliate
 ■ Intermediate Holding Company

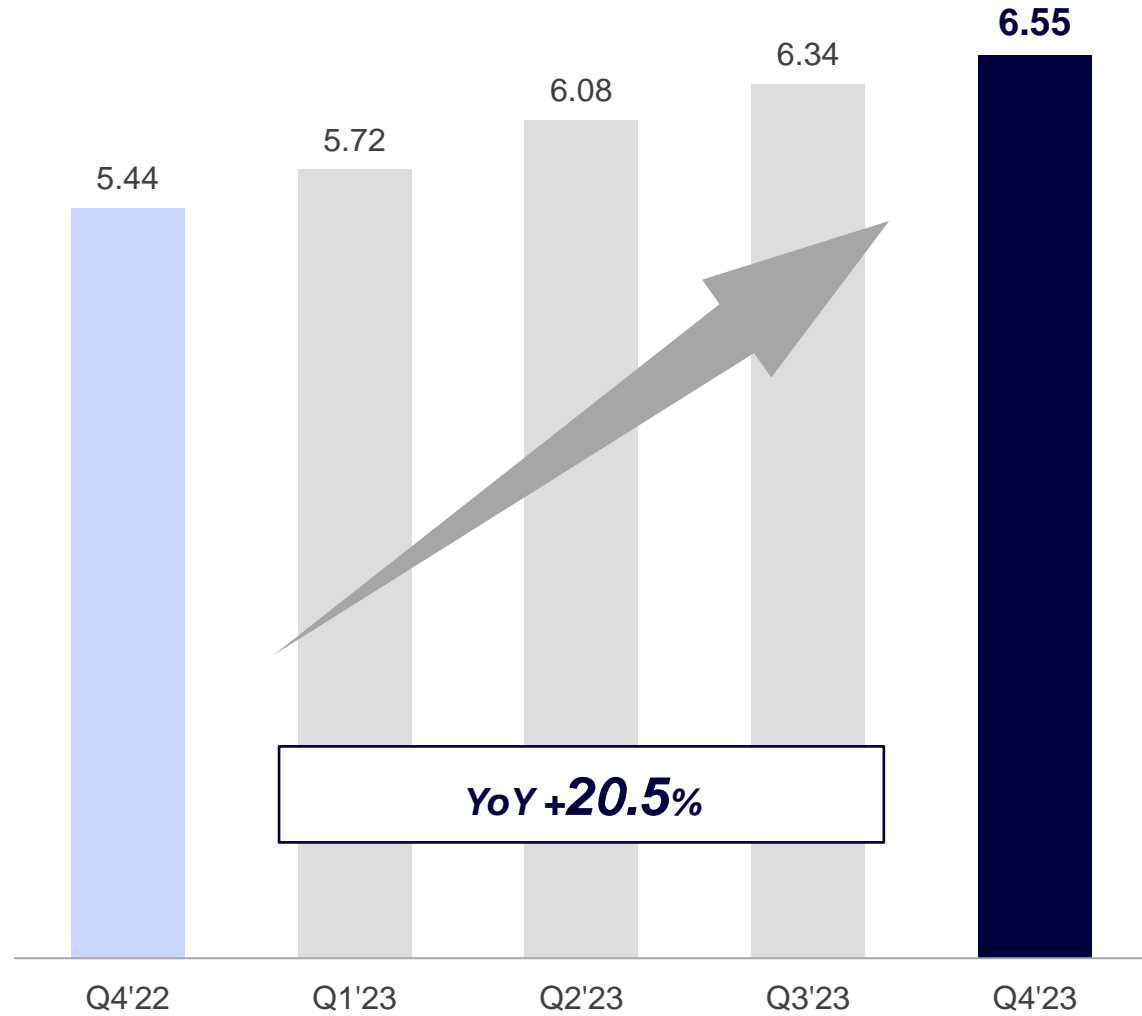


1. Percentage of voting rights.

2. Total of B Holdings Corporation's shareholding ratio (57.9%) and LY Corporation's shareholding ratio (5.9%).

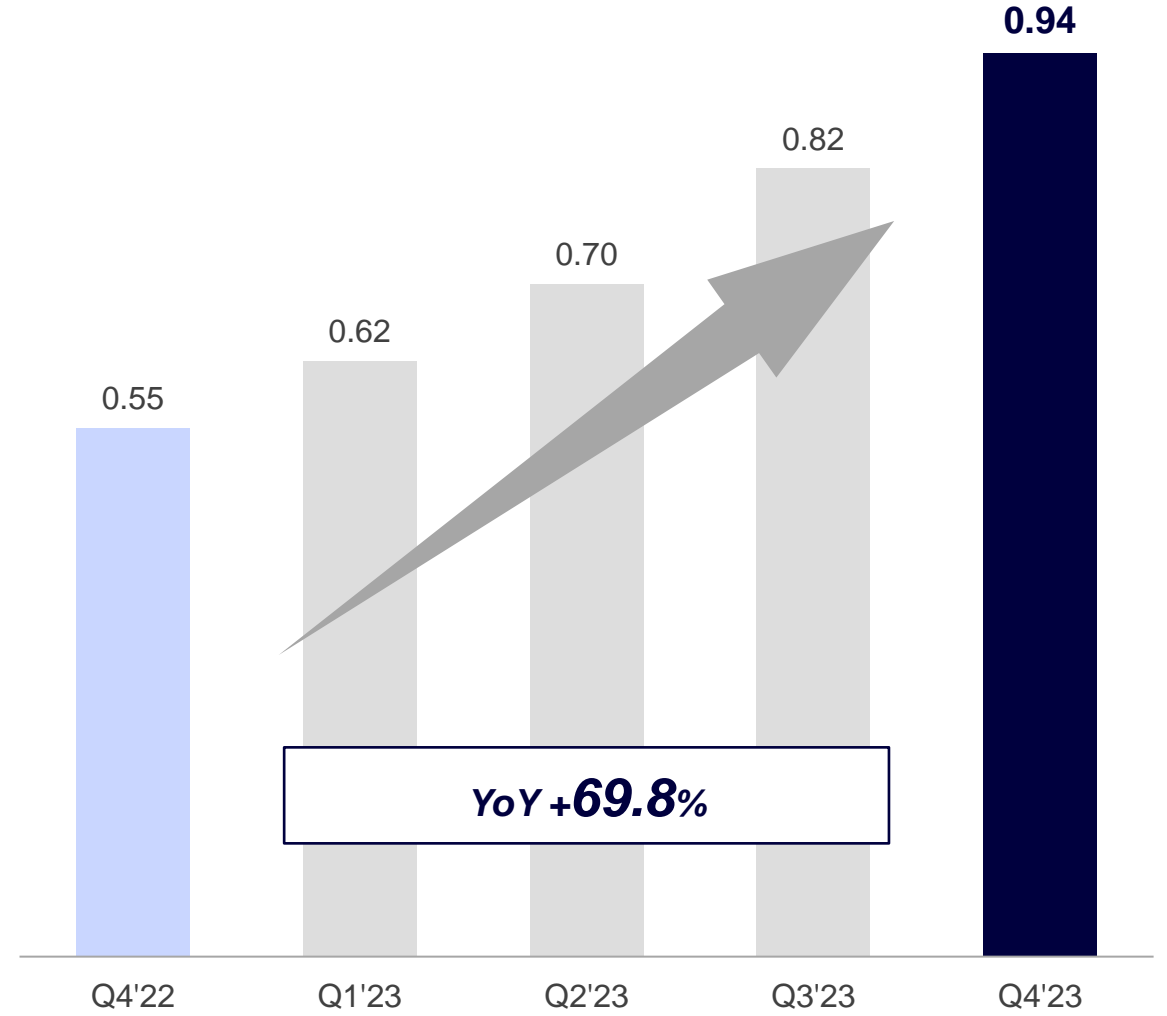
LINE BK (Thailand) – No. of Users

(Million)



LINE Bank (Indonesia) – No. of Users

(Million)



(JPY Million)

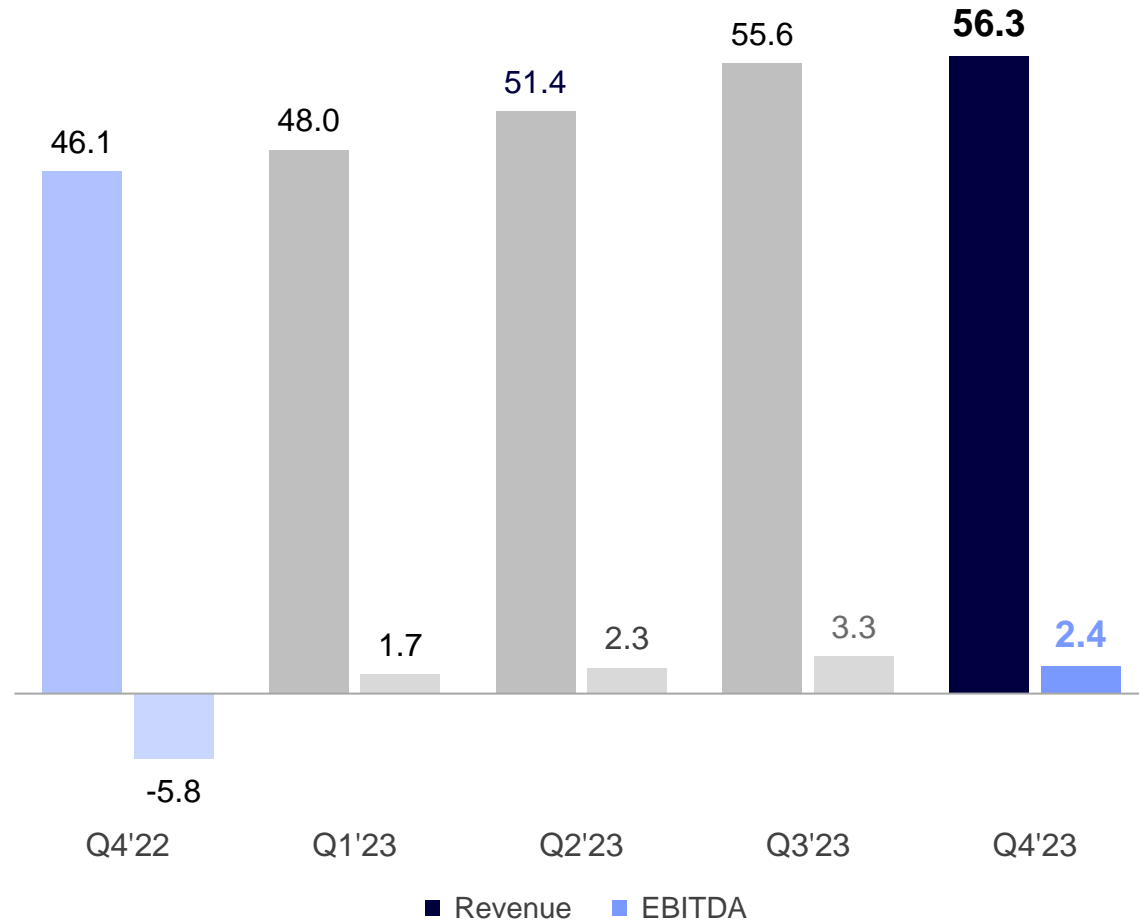
	FY2022 Q4 ^{1,2}	FY2023 Q4 ^{1,2}	YoY
Revenue	63,493	78,342	+23.4%
Fintech	61,351	78,016	+27.2%
PayPay (Consolidated) ³	43,065	55,582	+29.1%
PayPay Bank ⁴	9,757	11,628	+19.2%
Other fintech (LINE Fintech, etc.)	8,527	10,805	+26.7%
Other Strategic Business	2,141	325	-84.8%
Cost of sales	5,265	4,321	-17.9%
Selling, general and administrative expenses	82,920	95,105	+14.7%
Sales promotion cost + Advertising and promotional expenses	13,692	16,073	+17.4%
Other selling, general and administrative expenses	69,228	79,031	+14.2%
Other revenue and expenses	-	-	N/A
Adjusted EBITDA (Margin)	-19,153 (-30.2%)	3,668 (+4.7%)	N/A

- From FY2023 Q1, part of the expenses related to LINE Corporation and its subsidiaries, which were previously allocated under Other and Adjustments, have been allocated to Strategic Business. The segment information for FY2022 has been revised as a result.
- In FY2023 Q3, personnel expenses of the back office and technology divisions as well as expenses related to data centers and internal infrastructure that were classified under Adjustments, were allocated to each segment. In addition, some accounting items to which figures are recorded were changed due to the merger. As a result, figures for FY2022, FY2023 Q1, and FY2023 Q2 have been retroactively revised.
- Includes PayPay Corporation and PayPay Card Corporation. Figures are shown after the elimination of internal transactions between the two companies and have been independently calculated following relevant IFRS adjustments.
- Independently calculated following relevant IFRS adjustments from non-consolidated figures under JGAAP.

PayPay Corporation – Consolidated Business Results

Consolidated Revenue¹/EBITDA² (IFRSs)

(JPY B)



Consolidated Statement of Financial Position (IFRSs)

(JPY B)

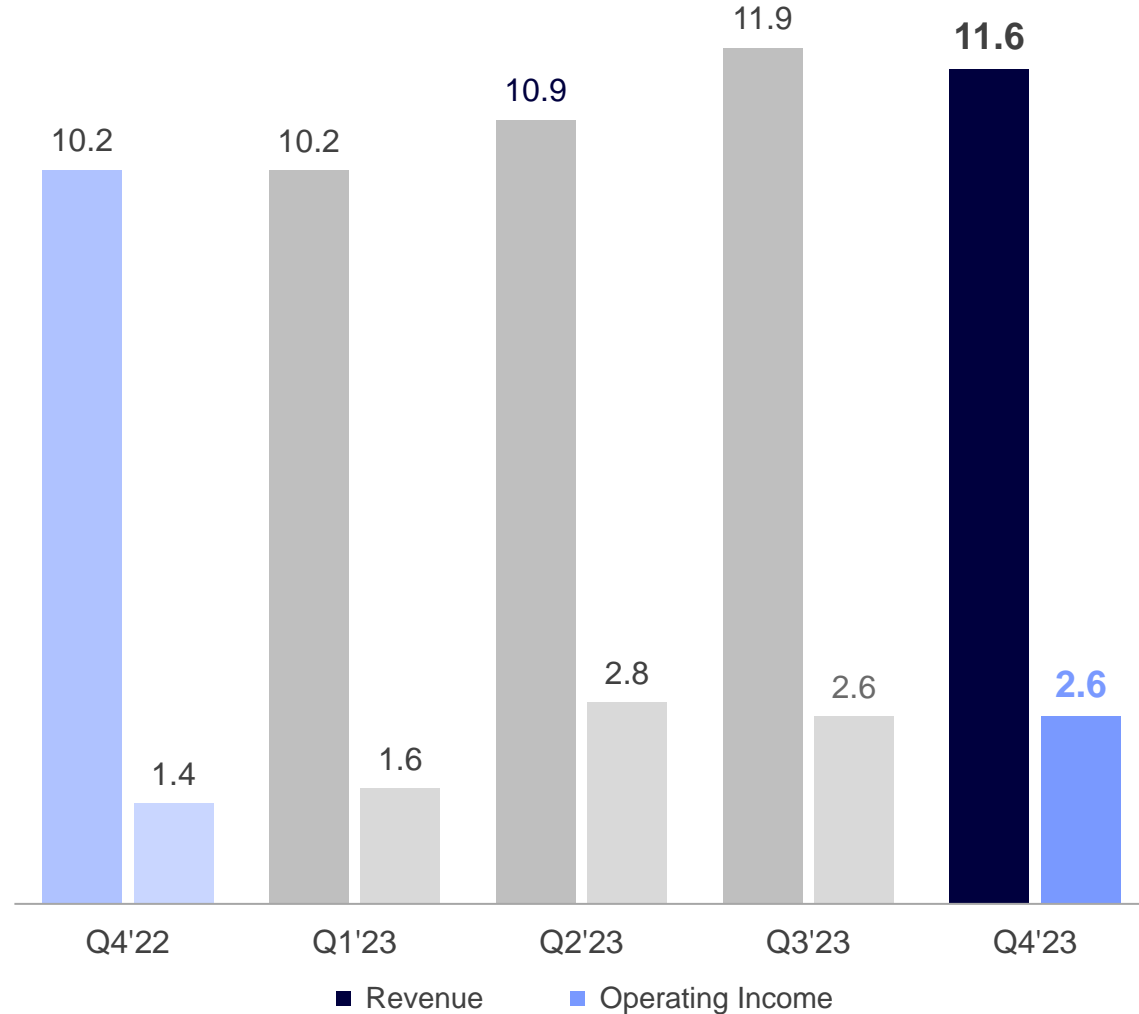
	FY2023 Q3	FY2023 Q4	Difference
Assets	1,878.4	1,900.2	+21.7
Cash and deposits	604.3	580.7	-23.5
Other assets	1,274.1	1,319.4	+45.3
Liabilities	1,825.6	1,846.5	+20.9
Interest-bearing liabilities	643.8	674.4	+30.6
Other liabilities	1,181.8	1,172.1	-9.7
Net Assets	52.7	53.6	+0.8

1. PayPay Corporation's consolidated revenue. Consolidated the financial statements of PayPay Card Corporation from the beginning of FY2021 due to the application of pooling of interest method. Figures are shown after the elimination of internal transactions between the two companies. These figures have not been audited.

2. PayPay Corporation's consolidated EBITDA. Calculated by adding depreciation, and loss on retirement of fixed assets to operating income. Consolidated the financial statements of PayPay Card Corporation from the beginning of FY2021 due to the application of pooling of interest method. Figures are shown after the elimination of internal transactions between the two companies. These figures have not been audited.

Revenue/Operating Income (Non-Consolidated IFRS)¹

(JPY B)

Statement of Financial Position (JGAAP)¹

(JPY B)

	FY2023 Q3	FY2023 Q4	Difference
Assets	2,058.4	2,052.5	-5.8
Cash and cash equivalents	363.6	248.2	-115.3
Trade and other receivables	25.9	25.8	-0.1
Investment securities in banking business	775.5	812.7	+37.1
Property and equipment	2.3	2.6	+0.2
Intangible assets	9.7	10.4	+0.7
Liabilities	1,924.3	1,916.6	-7.6
Trade and other payables	19.0	25.8	+6.8
Customer deposits in banking business	1,796.5	1,780.0	-16.4
Interest-bearing liabilities	101.9	101.9	-
Equity	134.1	135.8	+1.7










1. Figures are shown before the elimination of internal transactions within the LY Corporation Group. Revenue and operating income are independently calculated following relevant IFRS adjustments from non-consolidated figures under JGAAP.

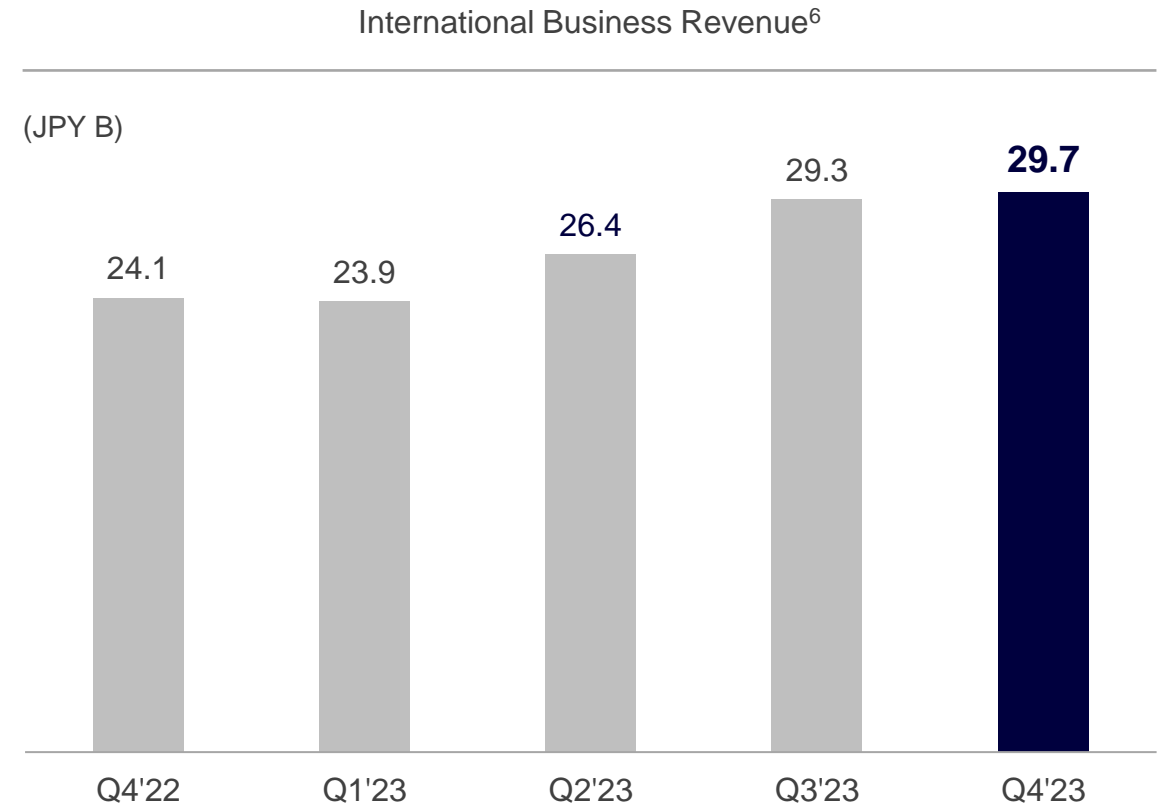
Item	Breakdown
Fintech	-
PayPay (Consolidated)	PayPay, PayPay Card
PayPay Bank	-
Other fintech	PayPay Asset Management, PayPay Insurance, LINE Pay, LINE Score, LINE Pocket Money, LINE BITMAX, LINE FX, DOSI, etc.
Other	Other

International Business



- Overwhelming reach and market share in Asian countries and regions, mainly Taiwan, Thailand, and Indonesia.
- Generating revenue mainly from advertising, stickers, and game businesses based on messaging.

<p>Taiwan</p> 	<p>22 mil MAU¹</p> <p>(Population: 23.41 mil²)</p>	  <p>LINE TODAY</p> <p>No.1 Market share⁵</p>
<p>Thailand</p> 	<p>56 mil MAU¹</p> <p>(Population: 66.09 mil³)</p>	  <p>LINE BK</p> <p>LINE TODAY</p> <p>No.1 Market share⁵</p>
<p>Indonesia</p> 	<p>6 mil MAU¹</p> <p>(Population: 278.69 mil⁴)</p>	  <p>LINE SPLITBILL</p>



1. As of March 31, 2024.
 2. Population as of March 31, 2024. Figures are quoted from data published by the Ministry of Interior.
 3. Population for 2022. Figures are quoted from data published by the Ministry of Interior.
 4. Population as of June 30, 2023. Figures are quoted from data published by the Ministry of Interior.
 5. Data for Taiwan and Thailand are based on 2022 market research data for each country and region.
 6. Figures for local financial results are converted to Japanese yen using the average exchange rate from the beginning of the fiscal year.

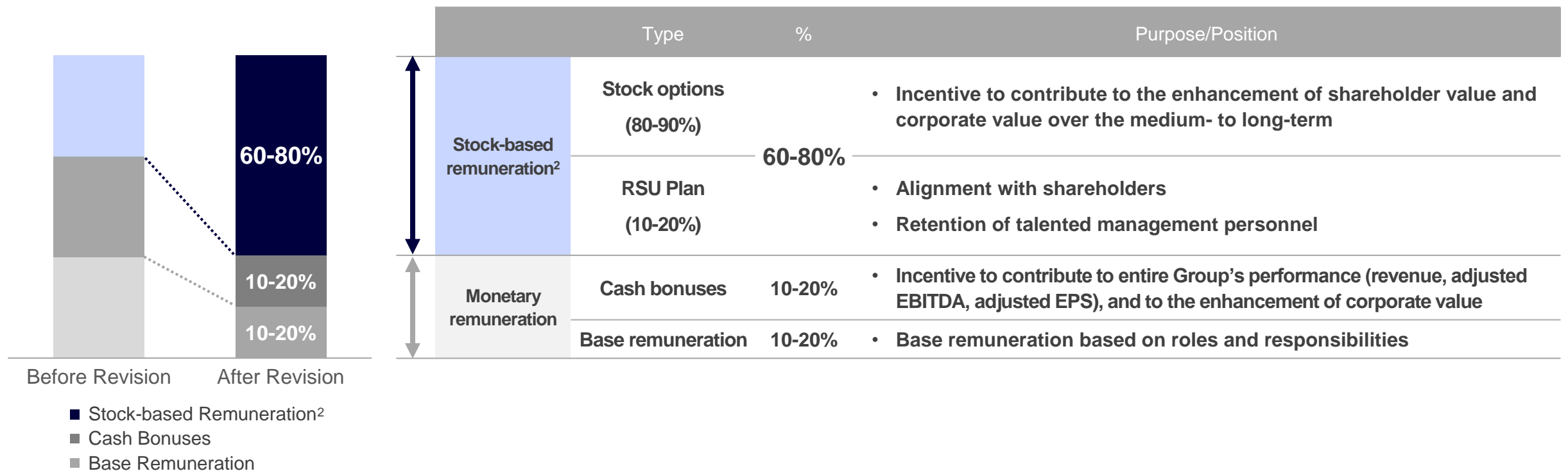
Non-Financial Information



Remuneration Policy and Executive Remuneration Plan

- The new executive remuneration plan from FY2022 onwards puts more emphasis on stock-based remuneration as a medium- to long-term incentive.
- Fostering a sense of shared interest (Same Boat) with shareholders, aiming to enhance corporate value through sustainable growth.

Revision of Directors' Remuneration Plan¹

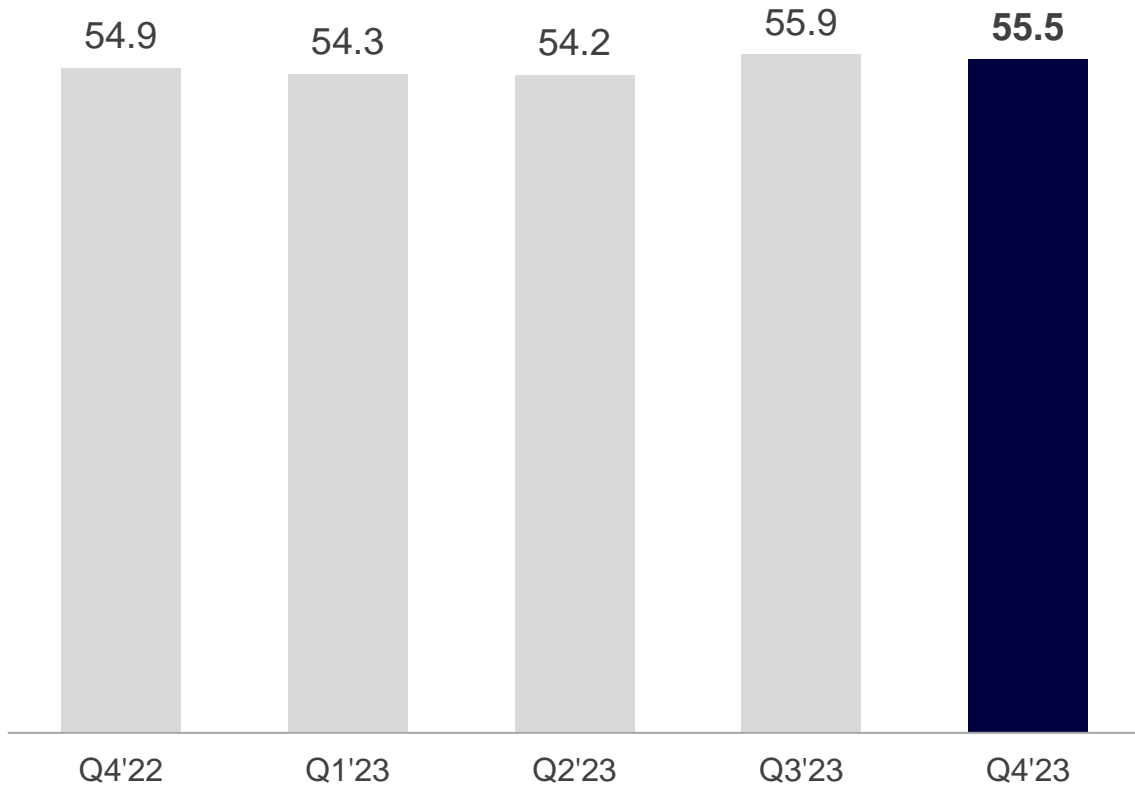


1. Excludes directors serving on the Audit and Supervisory Committee.

2. Stock-based remuneration is not paid for FY2023 and FY2024.

Yahoo! JAPAN – No. of Monthly Logged-in User IDs

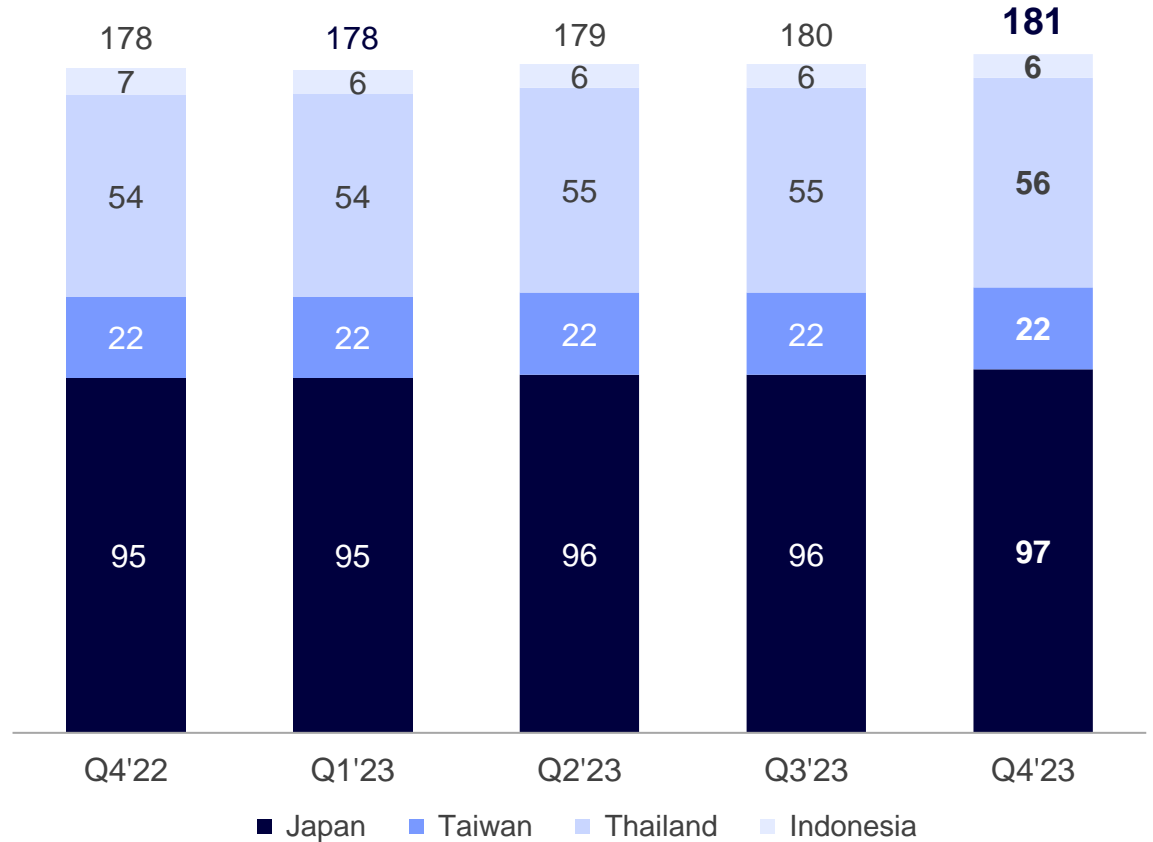
(Million)



LINE - Monthly Active Users

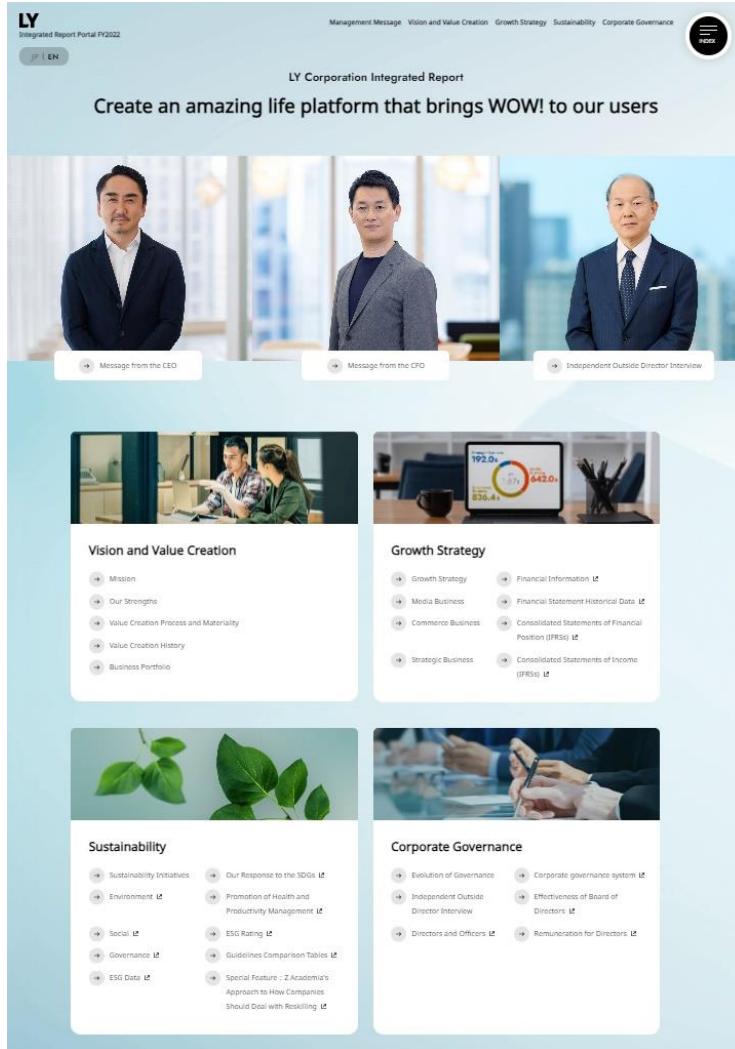
(Million)

March 2024 Global MAU¹ : 196



1. Total number of users worldwide, including the four major countries and regions.

- Financial/non-financial information useful for investment decisions are kept up to date.



Management Message

- Message from the CEO
- Message from the CFO

Vision and Value Creation

- Mission
- Our Strengths
- Value Creation Process and Materiality
- Value Creation History
- Business Portfolio

Growth Strategy

- Growth Strategy
- Media Business
- Commerce Business
- Strategic Business
- Financial Information
- Financial Statement Historical Data
- Consolidated Statements of Financial Position (IFRSs)
- Consolidated Statements of Income (IFRSs)

Sustainability

- Sustainability Initiatives
- Environment
- Social
- Governance
- ESG Data
- Our Response to the SDGs
- Promotion of Health and Productivity Management
- ESG Rating
- Guidelines Comparison Tables
- Special Feature: Z Academia's Approach to How Companies Should Deal with Reskilling

Corporate Governance

- Evolution of Governance
- Independent Outside Director Interview
- Directors and Officers
- Corporate governance system
- Effectiveness of Board of Directors
- Remuneration for Directors

Disclaimer

Statements made at the meeting or included in the documents that are not historical facts are forward-looking statements about the future performance of LY Corporation (Company) and its consolidated subsidiaries and affiliates.

The Company cautions you that a number of important factors could cause actual results to differ materially from those discussed in the forward-looking statements.

Such factors include, but are not limited to, the items mentioned in “Risk Factors” in “Consolidated Financial Statements and Independent Auditor's Report” (Japanese only). Unauthorized use of the information or the data in this document is not permitted.

Unless otherwise specified, English-language documents are prepared solely for the convenience of non-Japanese speakers.

If there is any inconsistency between the English-language documents and the Japanese-language documents, the Japanese-language documents will prevail.

LY

Create an amazing life platform that brings WOW! to our users.