

Yahoo Japan Corporation FY2010-1Q Business Results (Apr.-Jun. 2010)

July 27, 2010



Statements made at the meeting or included in the documents that are not historical facts are forward-looking statements about the future performance of Yahoo Japan Corporation 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 the Risk Factors in "Results for the Three Months ended June 30, 2010."

The Company reclassified its business segments as of FY2010-1Q. Figures for FY2009 have been retroactively adjusted for your reference only.

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FY2010-1Q Highlights – Financial Data

■ Listing advertising, display advertising, information listing and Yahoo! Shopping-related revenue increased, and more efficient business management was continued for cost reduction. Consequently, operating income and ordinary income increased about 10% and quarterly net income rose about 13%.

	2010-1Q	2009-1Q	YOY
	2010-1Q	2009-1Q	Change
Revenue	705	676	4.2%
Operating Income	376	342	9.8%
Ordinary Income	375	340	10.2%
Quarterly Net Income	216	192	12.6%



FY2010-1Q Highlights – Media Business

Listing advertising through advertising agencies (Paid search advertising [Sponsored Search] and interest-based advertising [Interest Match])

- Year-on-year listing advertising revenue increased.
- Advertising from major advertisers sharply increased year on year in the industrial sectors, such as department stores/mail order/shopping malls, travel/transportation/leisure.

Display advertising

- Year-on-year display advertising revenue increased.
- Brand Panel revenue increased compared with the year-earlier quarter.

 Also, in the industrial sectors, such as real estate/construction, finance/insurance/securities, advertising was in great demand, and behavioral targeting advertising revenue increased year on year.
- Started marketing of display advertising products optimized for iPhones, and did well mainly among national clients.

Media Business	2010-1Q	2009-1Q	YOY Change
Revenue	256	235	8.7%
Operating Income	130	109	19.2%



FY2010-1Q Highlights – BS Business

Listing advertising through online order (Paid search advertising [Sponsored Search] and interest-based advertising [Interest Match])

- The number of active accounts both on PC and mobile phone platforms increased. Along with increased market penetration among advertisers nationwide, the year-on-year advertising revenue increased.

Data center-related revenues

- Cloud computing-related revenues from IDC Frontier Inc. increased.

Information listing revenues

- Information listing-related revenues from Yahoo! Real Estate and Yahoo! Rikunabi increased year on year.

BS Business	2010-1Q	2009-1Q	YOY Change
Revenue	184	174	5.7%
Operating Income	88	74	19.5%



FY2010-1Q Highlights – Consumer Business

■ E-Commerce related revenues (Yahoo! Auctions and Yahoo! Shopping)

- Continuing from the previous quarter, Yahoo! Shopping implemented large-scale sales promotion special features, such as a Get More Points campaign.

 Consequently, quarterly transaction value increased approx. 20% year on year.
- Transaction value of Yahoo! Auctions declined year on year due to the impact of a drop in the unit price of winning bids.
- Revenues from pay digital content services such as Yahoo! Finance and Yahoo! Games increased.

■ Yahoo! Premium membership revenues

- The number of Yahoo! Premium member IDs as of June 30, 2010 hit a record high of 7.6 million.

Consumer Business	2010-1Q	2009-1Q	YOY Change
Revenue	262	264	-0.5%
Operating Income	176	180	-2.4%



Internet Research Business Strategy

- ■Internet research has grown into the most popular form of market research in Japan. At the same time, competition in the market is fierce in terms of services and price.
 - Aiming to further boost competitiveness and growth rate, the Company has decided to transfer the marketing research business of its consolidated subsidiary Yahoo Japan Value Insight Corporation (YVI) to Macromill, INC., effective August 1, 2010.
 - By combining the system architecture and marketing capabilities of Macromill with the solution capabilities of YVI and maximizing synergies, the partners aim to offer customers one-stop services that meet their requirements for high performance and sophisticated services.
- ■Yahoo Japan Corporation holds 24.3% of the voting rights of Macromill, and plans to account for the company using the equity method. Therefore, in the second quarter of the fiscal year ending March 31, 2011, only Yahoo Value Insight sales for the month of July will be included in consolidation. In accordance with due process, Macromill's earnings will be included in consolidation using the equity method starting with October 2010.
- As a result of Yahoo Value Insight becoming a non-consolidated company, second quarter consolidated net sales will decline approximately ¥700 million compared with a year earlier.



Regarding the Assessment and Ruling Notice Received Related to the Merger with SOFTBANK IDC Solutions Corp.

■ Details of the Notice Received from the Taxation Bureau

The taxation bureau has deemed that the tax treatment of the losses carried forward of SOFTBANK IDC Solutions Corp (IDC) that the Company succeeded to when it merged with IDC involved an inappropriate reduction in the income taxes of the Company given the methods used by the Company to carry out the merger, etc.

■Future Response

Since the Company finds it impossible to accept the claims made by the taxation bureau, the Company plans to submit a request for reconsideration of the income tax correction decision to the national tax tribunal and depending on the circumstances bring legal suit, thoroughly arguing the correctness of its position on this matter.

■Impact on the Company's Performance

Regarding the approximately ¥26.5 billion in additional income taxes, including regional taxes and overdue penalties

According to the IDC share transfer agreement with SOFTBANK Corp., should additional tax payment arise due to an assessment notice from the taxation bureau, SOFTBANK was to cover the amount to be paid by Yahoo Japan Corporation as an adjustment for the purchase price of the IDC shares. As a result, the amount of adjustments to income taxes will decline, resulting in no impact on the Company's performance.

The payment of the additional income taxes to the taxation bureau and the payment by SOFTBANK to Yahoo Japan Corporation were completed in July of this year.





Review of FY2010-1Q Business Outlook

Listing advertising, display advertising, and information listing and Yahoo! Shopping-related sales increased year on year.

Despite running aggressive point campaigns, TV commercials, sales promotions and advertising, our efforts to curtail depreciation and amortization expenses and other operating expenses, such as business commissions, resulted in the Company achieving profits at the upper end of the projection range.

	Actual	Forecast (As of Apr. 27, 2010)
Revenue	705	682-717
Operating Income	376	354-377
Ordinary Income	375	353-376
Quarterly Net Income	216	202-216



FY2010-2Q Business Outlook

- Focusing mainly on advertising-related sales, we will strive to post year-on-year growth in quarterly sales. With Interest Match in particular, we will aim to achieve further sales growth while continuing with measures to increase quality of advertising.
- In shopping-related business, which has demonstrated firm growth in transaction value, we will work to expand transaction value by continuing our aggressive sales promotion activities.
 - *We estimate that the recording of only one month of Yahoo! Value Insight-related revenues for the quarter result in about a ¥700 million revenue decline year on year (please refer to P.7)
 - SGA expenses are projected to increase ¥500 million to ¥600 million, primarily for advertising expenses, including TV commercials and sales promotion expenses, etc.

	2009-2Q (Actual)	2010-1Q (Actual)	2010-2Q (Forecast)
Revenue	680	705	690-720
Operating Income	344	376	366-386
Ordinary Income	341	375	368-388
Quarterly Net Income	200	216	218-230

[■] Since the business environment of the Group can fluctuate substantially in the short term, it is extremely difficult to forecast performance for the full fiscal year with a high degree of confidence. Therefore, the Group announces its financial results on a quarterly basis together—with the business outlook only for the following quarter.

FY2010-1Q Financial Results

Consolidated subsidiaries at the end of FY2010-1Q

- ♦ Firstserver, Inc.
- **♦** IDC Frontier Inc.
- **♦** Netrust, Ltd.
- **♦** Yahoo Japan Customer Relations Corporation
- **♦** Yahoo Japan Value Insight Corporation
- **♦** Y's Insurance Inc.

- **♦** GyaO CORPORATION
- ♦ Indival, Inc.
- **♦** NewsWatch, Inc.
- ♦ Y's Sports Inc.

Affiliated companies (equity method) at the end of FY2010-1Q

- **♦** All About, Inc.
- **♦** CLASSIFIED Corporation.
- **♦** Estore Corporation
- ◆ Oricon DD, Inc.
- **♦** Tavigator, Inc.
- **♦** 4travel, Inc.

- **♦** BestReserve Co. Ltd.
- ◆ CREO CO., LTD.
- **♦** JWord Inc.
- **♦** Seven Net Shopping Co., Ltd.
- **♦** ValueCommerce Co., Ltd.



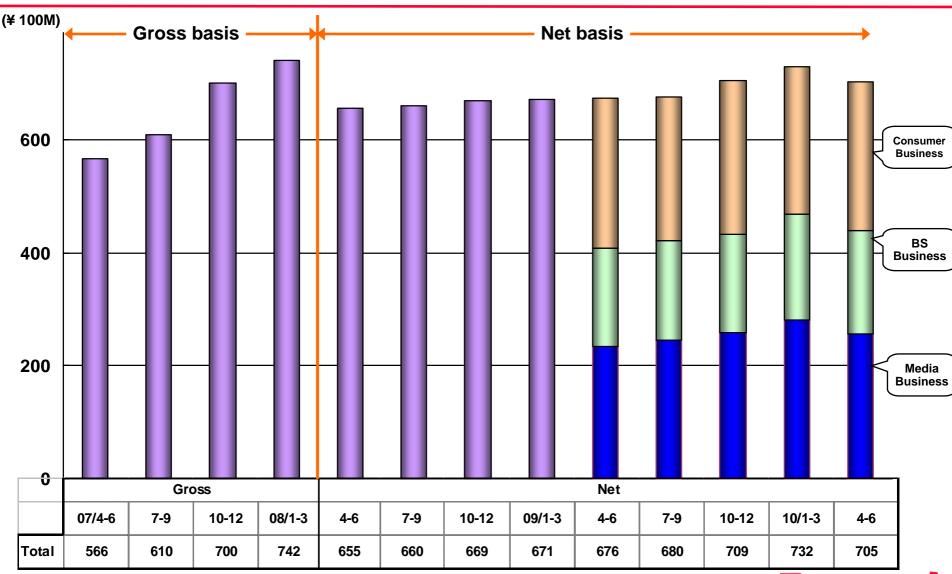
FY2010-1Q Statements of Income

	2010-1Q	2009-1Q	Changes
Revenue (¥100M)	705	676	4.2 %
Cost of Sales (¥100M)	76	78	-3.1 %
Gross Profit (¥100M)	628	597	5.2 %
SG&A (¥100M)	252	255	-0.9 %
Operating Income (¥100M)	376	342	9.8 %
Ordinary Income (¥100M)	375	340	10.2 %
Quarterly Net Income (¥100M)	216	192	12.6 %
EPS (¥)	373	331	12.8 %
Number of Shares Outstanding (10 thousand) (Average of period) *	5,801	5,810	-0.2 %
Fully Diluted EPS (¥)	372	330	12.7 %
Number of Shares Assuming Full Dilution (10 thousand) *	5,806	5,815	-0.2 %

Notes: Number of Shares Outstanding and Number of Shares Assuming Full Dilution are excluding treasury stocks.



Quarterly Revenue

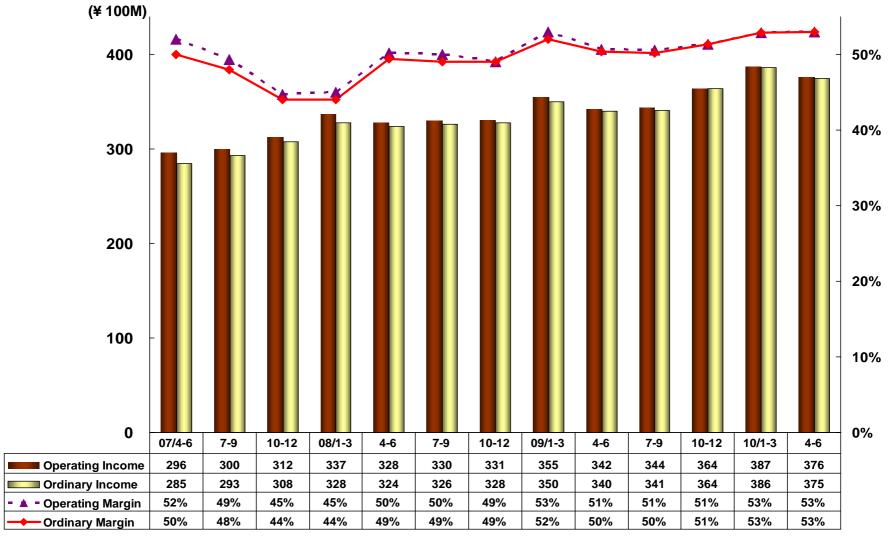


^{*}Figures of 08/1-3 and before are indicated on a gross basis.



^{*}The Company reclassified its business segments from FY2010-1Q. Figures of the FY2009 are only for your reference based on a brief retroactive adjustment.

Quarterly Profits



^{*}Margins for 08/4-6 and after are affected by the change in the presentation basis for revenue from gross basis to net basis.



FY2010-1Q Performance Breakdown by Business

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	Revenue	Sales Breakdown by Business Grou		Gross Profit	SG&A	Operating Income	Ordinary Income	Operating Margin	Ordinary Margin
Media Business	256	Advertising Others	93% 7%	-)-) 2	92	130	131	51.1%	51.3%
BS Business	184	Advertising Corporate Services Information Listing Services	62% 26% 12%	147	58	88	89	48.2%	48.5%
Consumer Business	262	eCommerce Related Membership Services Others	56% 35% 9%	257	81	176	175	67.1%	66.9%

^{*}Please see P. 27 for the product items involved in the revenue of each segment.



Quarterly SG&A Breakdown

(¥ 100M)

						(# 100 101)
	10/1Q	%	09/4Q	QoQ Change	09/1Q	YoY Change
Personnel Expenses	79	31.6%	78	2.1%	72	9.6%
Business Commissions	32	12.8%	32	0.8%	32	-0.3%
Communication Charges	22	9.0%	23	-0.9%	25	-8.8%
Royalties	20	8.1%	21	-3.5%	19	3.9%
Depreciation Expenses	19	7.7%	23	-16.5%	21	-9.5%
Content Provider Fees	16	6.5%	15	3.8%	17	-6.5%
Lease and Utility Expenses	15	6.2%	15	3.5%	15	0.5%
Sales Promotion Costs	15	6.1%	20	-25.6%	14	9.0%
Sales Commissions	10	4.2%	13	-18.7%	9	16.3%
Administrative and Maintenance Expenses	5	2.1%	5	-9.8%	5	-10.5%
Taxes and Public Dues	3	1.4%	3	5.0%	5	-30.3%
Advertising Costs	2	1.0%	5	-52.4%	2	3.5%
Amortization of Goodwill	2	0.8%	2	-7.8%	3	-32.7%
Allowance for Doubtful Accounts	1	0.7%	1	11.4%	1	46.8%
Others	4	1.7%	5	-19.2%	9	-52.6%
SG&A Total	252	100.0%	266	-5.1%	255	-0.9%

Major factors for YoY changes

Increase in payment of bonus and overtime allowance.

Number of personnel
4,981 in total :+0.7% from 2009/6

Accounted additional enterprise taxes in FY2009

Decrease in the booking of amortization of goodwill for Brainer.jp and Overture K.K.



FY2010-1Q Balance Sheets

Major Items	2010/6/30	2009/6/30	Increase/ Decrease	Major Factors for Increase/Decrease	(¥ 100M)
<assets></assets>					
Current Assets	1,879	1,056	823	Reports account receiva	able other because
Cash and Deposits	1,032	524	508	SOFTBANK covered the	
Accounts Receivable -Trade	344	335	9	tax payment regarding t	he IDC share transfer,
Others	474	167	306 <	$\stackrel{\textstyle \sim}{}_{}$ as an adjustments for th	e purchase price
Fixed Assets	2,168	2,176	-7		
Tangible Fixed Assets	278	282	-4		
Intangible Fixed Assets	143	176	-32		
Investment Securities	1,607	1,580	27		
Total Assets	4,048	3,232	815		
<liabilities></liabilities>				Completed reports	nt of hornovina
Current Liabilities	857	740	117	Completed repayme	_
Short-term debts	-	200	-200 <	☐ for acquisition of prepared to the pre	eterred snares of
Accounts Payable-Other	121	111	10	BB Mobile Corp.	
Accrued Income Taxes	376	137	238 👡		
Long-term Liabilities	24	3	20	Increase due to corr	ection (see p.8)
Total Liabilities	881	743	138		
<net assets=""></net>					
Shareholders' Equity	3,125	2,455	669		
Common Stock	75	74	0		
Capital Surplus	26	25	0	Decrease due to divi	idend payout and
Retained Earnings	3,054	2,356	698 <	increase due to net i	• •
Unrealized Gains on Available for Sales Securities	12	6	6	increase due to het	
Minority Interests in Consolidated Subsidiaries	23	23	-0		
Total Net Assets	3,166	2,488	677		
Total Liabilities and Net Assets	4,048	3,232	815	7	AHOO!

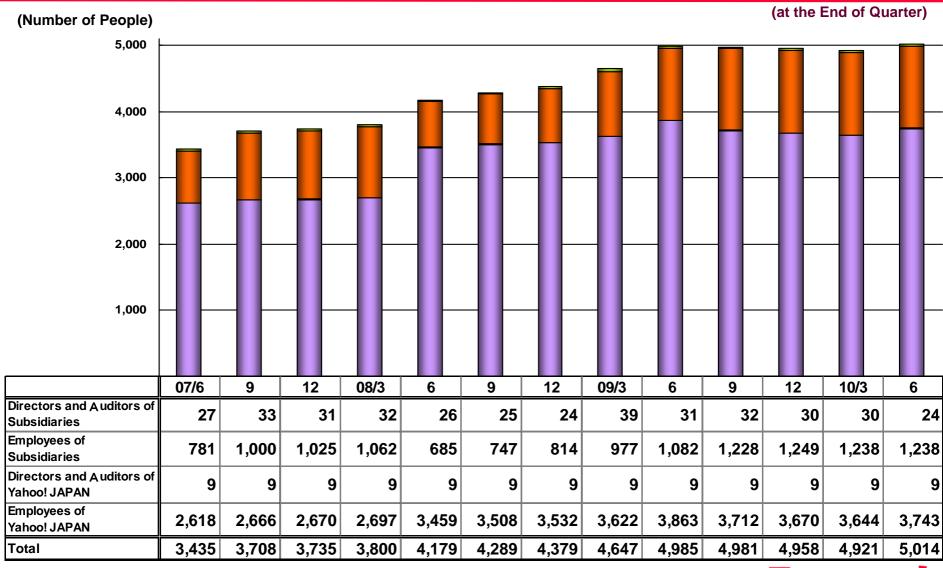
FY2010-1Q Cash Flow Statements

Major Items	FY2010-1Q (AprJun. 2010)	Major Factors for Changes (¥ 100M)
Operating Activities	<u>-55</u>	
Quarterly Net Income before Income Taxes	365 <	Increase in quarterly net income
Depreciation Expenses	22	before income taxes
Effect of Application of Accounting Standard for Asset Retirement Obligations	11	
Accounts Receivable/Payable-Trade	25	
Other Current Assets/Liabilities	-19	
Payment of Income Taxes	-464	
Investing Activities	<u>-43</u> -10	
Transfer to time-deposit account	-10	
Acquisition of Tangible Fixed Assets	-15	
Acquisition of Intangible Fixed Assets	-5	
Expenditures on Investment Securities	-20	
Financing Activities	<u>-268</u>	
Repayment of Long-term Debt	-100	
Payment of Dividend	-167	
Net Change in Cash Flows	<u>-367</u>	





Number of Directors and Employees



[■] The above figures of employees include staff who have been dispatched.



Appendix



Listing Advertising Sales by Industry

Industries with large year on year increase

- **■** Finance/Insurance/Securities
- Department Stores/Mail Order/Shopping Malls
- Travel/Transportation/Leisure

<u>Industries with large quarter on quarter increase</u>

- Department Stores/Mail Order/Shopping Malls
- Cosmetics/Toiletries/Health Foods and appliances
- Travel/Transportation/Leisure

	09/1Q	2Q	3Q	4Q	10/1Q
Finance/Insurance/Securities	11.6%	12.0%	12.9%	12.9%	12.6%
Travel/Transportation/Leisure	7.5%	9.2%	6.8%	7.3%	8.0%
Department Stores/Mail Order/Shopping Malls	6.6%	6.4%	7.1%	6.4%	7.4%
Medical, Welfare, Health and Beauty	7.8%	7.2%	6.9%	6.7%	7.0%
Cosmetics/Toiletries/Health Foods and Appliances	6.2%	5.9%	6.2%	6.1%	6.9%
Real Estate/Household Equipment	6.5%	6.4%	6.3%	8.0%	6.1%
Educations/University	6.9%	6.6%	5.8%	6.8%	6.1%
Information Processing/Software/Internet Information Site	4.4%	4.8%	5.6%	5.7%	5.1%
Fashion/Accessories	4.0%	3.8%	4.6%	3.9%	3.9%
Interior/Gardening/Reform/DIY	3.3%	3.0%	3.2%	3.0%	3.1%
Recruitment Services	3.3%	3.3%	3.0%	2.9%	3.0%
Marriage/Ceremonial Occasion Industries	2.6%	2.4%	2.5%	2.6%	2.8%
Others	29.3%	29.0%	29.1%	27.7%	28.0%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

[•]Industrial classification has been changed since FY2010-1Q.



Display Advertising Sales by Industry

Industries with large year on year increase

- Autos (Transport Equipment)
- **■** Finance/Insurance/Securities
- Internet Information Site/Email service

Industries with large year on year decrease

- **■** Cosmetics/Toiletries
- **■** Beverage/Cigarettes
- Mobile Communications Service

	, 				
	09/1Q	2Q	3Q	4Q	10/1Q
Finance/Insurance/Securities	13.2%	12.6%	14.9%	15.6%	14.9%
Autos (Transport Equipment)	10.1%	13.0%	12.3%	14.6%	14.0%
Real Estate/Construction	8.9%	10.2%	8.4%	10.6%	9.6%
Cosmetics/Toiletries	12.2%	11.1%	9.2%	5.5%	8.8%
Transportation/Leisure	7.4%	6.2%	8.5%	7.6%	8.1%
Beverages/Cigarettes	7.2%	4.4%	4.7%	4.7%	5.3%
Foodstuffs	4.1%	3.8%	3.7%	3.6%	5.2%
Fashion/Accessories	4.0%	4.3%	5.0%	3.3%	3.8%
Mobile Communications Service	5.0%	3.9%	4.5%	5.7%	3.4%
Internet Information Site/Email service	1.7%	1.7%	2.2%	3.0%	3.0%
Entertainment Related Software	2.1%	2.5%	2.6%	1.8%	2.9%
Medicament/Pharmaceuticals	2.1%	2.3%	2.4%	1.3%	2.4%
Others	22.0%	24.0%	21.6%	22.7%	18.6%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

^{*}The above are classified by contents of advertising.





FY2010-1Q Major Advertisers (Display Advertising)

Finance/Insurance/Securities

American Life Insurance Company Citi Cards Japan, Inc. ORIX Credit Corporation

Autos (Transport Equipment)

Honda Motor Co., Ltd.
TOYOTA MARKETING JAPAN CORPORATION
NISSAN MOTOR Co.,LTD

Real Estate/Construction

DAIKYO INCORPORATED Sumitomo Realty & Development Co., Ltd.

Cosmetics/Toiletries

Kao Corporation Shiseido Company, Limited DHC Corporation

Transportation/Leisure

All Nippon Airways Co., Ltd. Central Japan Railway Company

Beverages/Cigarettes

ASAHI BREWERIES, LTD.
Coca-Cola (Japan) Company, Limited
Suntory Holdings Limited

Foodstuffs

Suntory Holdings Limited

Fashion/Accessories

Richemont Japan Limited WACOAL CORP.

Mobile Communications Services KDDI CORPORATION

SOFTBANK MOBILE Corp.

Internet Information Site/Email Service

GREE, Inc. DeNA Co., Ltd.

The above are classified by contents of advertising.





Additional Business Data: 2010-1Q

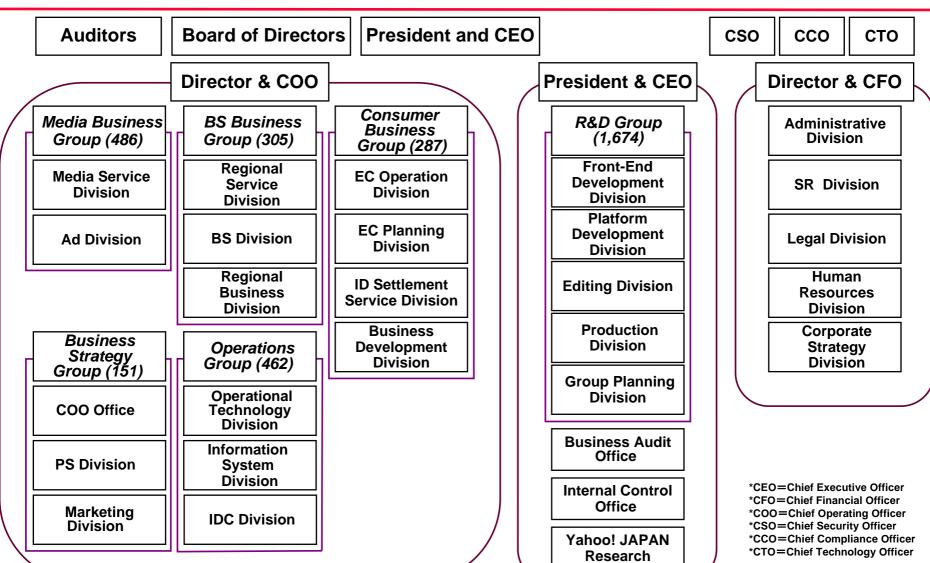
Average Daily Transaction Value	AprJun. 2009	AprJun. 2010
Commerce (¥100M)	25.5	25.4
☆ Auction (¥100M)	19.1	18.1
☆ Shopping (¥100M)*	6.3	7.2
Through Mobile (¥100M)	4.0	4.2
Subscriber Lines for Yahoo! BB Services	End of Jun. 2009	End of Jun. 2010
Total (10 thousand lines)	415.8	360.9
Number of lines marketed by Yahoo! JAPAN (10 thousand lines)	80.5	67.6
Other Data of Auction Business	AprJun. 2009	AprJun. 2010
Average Winning Bid (¥)	4,854	4,697
Average Successful Auction Ratio (%)	18	15
Number of Business Express Contracts	AprJun. 2009	AprJun. 2010
(Number of contracts/Monthly average)	2,591	2,109

^{*} The transaction value of Yahoo! Shopping, Yahoo! Tickets and Yahoo! Travel, excluding fraudulent orders for both periods.





Organization Chart of Yahoo! JAPAN



Yahoo! JAPAN Group Companies

Media Business Group

Y's Sports Inc.

Yahoo Japan Value **Insight Corporation**

GyaO CORPORATION

ValueCommerce Co., Ltd.

Oricon DD, Inc.

BS Business Group

IDC Frontier Inc.

Firstserver, Inc.

Indival, Inc.

CLASSIFIED Corporation

Tavigator, Inc.

BestReserve Co., Ltd.

4travel, Inc.

JWord Inc.

Consumer **Business** Group

Y's Insurance Inc.

Netrust, Ltd.

Seven Net Shopping Co. Ltd.

Estore Corporation

Business Strategy Group

All About, Inc.

Operations Group

Yahoo Japan **Customer Relations** Corporation

CREO CO., LTD.

R&D Group

NewsWatch, Inc.

Subsidiary

Equity method

Number of Employees (unconsolidated): 3,743 Number of Employees (consolidated): 4,981 As of June 30, 2010



Old & New Business Segments Breakdown Comparison Table

--Former Main Components--

Advertising

•Media Business:

Display advertising (banner, text, email, and video advertising)
Listing advertising (through advertising agencies)

BS Business:

Listing advertising (online order)

Business Services

-Media Business:

Yahoo! Research

BS Business:

Data center related revenues / Yahoo! WebHosting /

Yahoo! Business Express

Yahoo! Real Estate and Yahoo! Rikunabi

•Consumer Business:

Tenant and system-use fees of Yahoo! Auctions (BtoC)

and Yahoo! Shopping

Yahoo! BB incentive fees

Personal Services

Consumer Business:

System-use fees of Yahoo! Auctions (CtoC)

Yahoo! Premium, Yahoo! BB ISP fees,

Yahoo! Partners and other pay digital content

--New Main Components--

Media Business

-Advertising:

Display advertising (banner, text, email, and video advertising) Listing advertising (through advertising agencies)

Others:

Yahoo! Research

BS Business

-Advertising:

Listing advertising (online order)

•Corporate services:

Data center related revenues / Yahoo! WebHosting / Yahoo! Business Express

Listing services:

Yahoo! Real Estate and Yahoo! Rikunabi

Consumer Business

-eCommerce:

Tenant and system-use fees of Yahoo! Auctions and Yahoo! Shopping / Settlement / Pay digital content

• Membership services:

Yahoo! Premium, Yahoo! BB ISP fees,

Yahoo! Partners and other membership services

Others:

Display advertising / Yahoo! BB incentive fees





Yahoo Japan Corporation IR information is available at : http://ir.yahoo.co.jp/en/