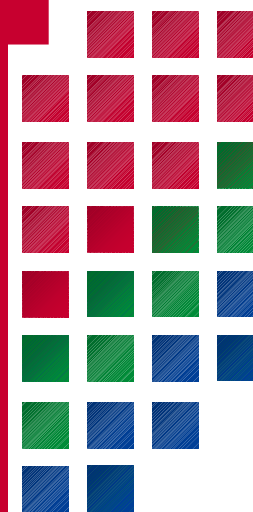


**Financial Highlights  
for the Six Months Ended September 30, 2022**

**November 11, 2022**



# Japan Post Holdings: Financial Highlights

## ■ Results of Operations for the Six Months Ended September 30, 2022

(Billions of yen)

	Japan Post Holdings (Consolidated)	Subsidiaries		
		Japan Post Co. (Consolidated)	Japan Post Bank (Consolidated)	Japan Post Insurance (Consolidated)
<b>Ordinary income</b>	<b>5,450.4</b>	1,707.1	928.8	3,202.4
Year-on-year (for the six months ended September 30, 2021) Change	(300.3) (5.2)%	(81.6) (4.6)%	(225.2) (19.5)%	(23.6) (0.7)%
<b>Net ordinary income</b>	<b>294.3</b>	34.6	220.1	34.5
Year-on-year (for the six months ended September 30, 2021) Change	(253.2) (46.2)%	(0.2) (0.6)%	(105.4) (32.3)%	(149.3) (81.2)%
<b>Net income</b>	<b>205.9</b>	26.3	158.6	48.2
Year-on-year (for the six months ended September 30, 2021) Change	(59.2) (22.3)%	+ 19.9 + 310.0%	(76.6) (32.5)%	(32.2) (40.0)%

## ■ Forecast for the Fiscal Year Ending March 31, 2023

<b>Net ordinary income</b>	<b>700.0</b>	95.0	445.0	160.0
[percentage achievement]	[42.1%]	[36.5%]	[49.4%]	[21.6%]
<b>Net income</b>	<b>400.0</b>	60.0	320.0	71.0
[percentage achievement]	[51.5%]	[43.9%]	[49.5%]	[68.0%]

Notes: 1. Figures less than ¥0.1 billion are rounded down. The figures of Japan Post Holdings (consolidated) and the combined figures of each subsidiary do not correspond because of other consolidated accounting procedures, etc.

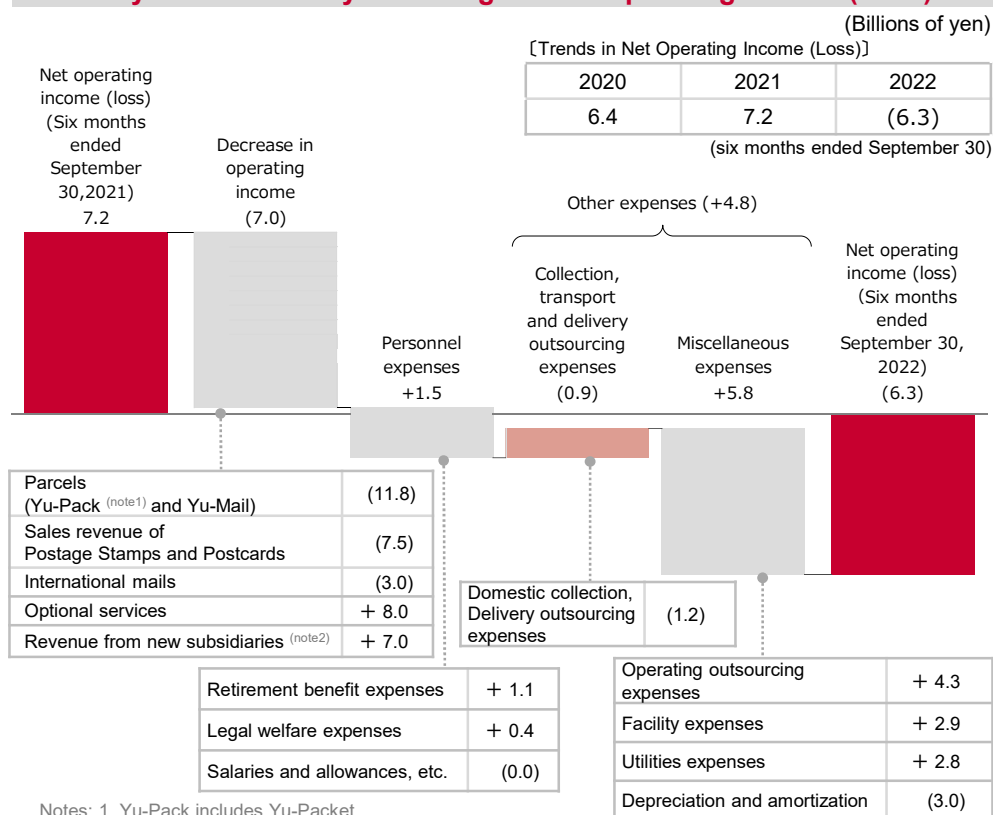
2. The amount of ordinary profit on the consolidated statements of income of Japan Post Insurance has been used for net ordinary income of Japan Post Insurance.

3. The amounts of net income attributable to Japan Post Holdings, net income attributable to Japan Post Co., net income attributable to Japan Post Bank and net income attributable to Japan Post Insurance have been used for net income of Japan Post Holdings (consolidated), Japan Post Co. (consolidated), Japan Post Bank (consolidated) and Japan Post Insurance (consolidated), respectively.

# Japan Post Co. (Consolidated) [Postal and Domestic Logistics Business]: Financial Results

- The volume of items handled decreased by 1.6% in total year-on-year. Mail decreased by 1.2% and Yu-Mail decreased by 2.9%. Yu-Pack (Note<sup>1</sup>) decreased by 2.8% year-on-year (including a decline of 2.4% in Yu-Packet), due mainly to the severe competitive environment.
- Operating income decreased by ¥7.0 billion year-on-year (a decrease of 0.7% year-on-year) due mainly to a decrease in volume of items handled.
- A net operating loss of ¥6.3 billion was recorded (a decrease of ¥13.5 billion from net operating income of ¥7.2 billion in the same period of the previous fiscal year), with an increase in operating expenses of ¥6.4 billion year-on-year (an increase of 0.7% year-on-year) due to an increase in utilities expenses and expenses for new subsidiaries, (Note<sup>2</sup>) despite continued cost control initiatives and other measures.

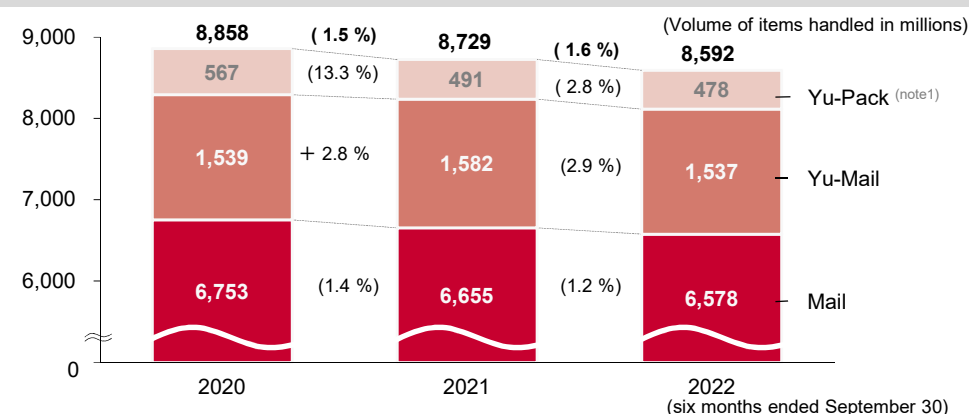
## Analysis of Year-on-year Change in Net Operating Income (Loss)



Notes: 1. Yu-Pack includes Yu-Packet.

2. Operating income and operating expenses from new subsidiaries included in the scope of consolidation from the three months ended September 30, 2021.

## Trends in Volume of Items Handled



## Results of Operations for the Six Months Ended September 30, 2022

(Billions of yen)

	For the six months ended Sept. 30, 2022	For the six months ended Sept. 30, 2021	Year-on-year change
Operating income	946.9	954.0	(7.0)
Operating expenses	953.2	946.8	+ 6.4
Personnel expenses	605.6	604.0	+ 1.5
Other expenses	347.6	342.7	+ 4.8
Net operating income (loss)	(6.3)	7.2	(13.5)

# Japan Post Co. (Consolidated) [Post Office Business]: Financial Results

- Operating income decreased by ¥35.0 billion year-on-year (a decrease of 6.1% year-on-year), with a continuing decrease in insurance commissions and banking commissions.
- Net operating income increased by ¥17.6 billion year-on-year (an increase of 90.0% year-on-year), as operating expenses fell by ¥52.6 billion year-on-year (a decrease of 9.5% year-on-year), primarily as a result of a significant decrease in personnel expenses associated with the transition to the Japan Post Insurance's new sales system from April 2022.

## Analysis of Year-on-Year Change in Net Operating Income

[Trends in Net Operating Income]

2020	2021	2022
22.8	19.5	37.1

(six months ended September 30)

(Billions of yen)

Net operating income  
(Six months ended  
September  
30,2022)

37.1

Other expenses  
+1.5

Personnel expenses  
(54.1)

Other operating income  
+5.3

Funds to maintain post office network  
(5.0)

Commissions for business consignment  
(35.2)

Net operating income  
(Six months ended  
September  
30,2021)

19.5

Net operating income  
(Six months ended  
September  
30,2021)

19.5

Commissions for business consignment  
(35.2)

(35.2)

Funds to maintain post office network  
(5.0)

Other operating income  
+5.3

Operating outsourcing expenses  
Depreciation and amortization

+3.7

(1.1)

Insurance commissions  
Banking commissions  
Postal service commissions

(27.1)  
(7.4)  
(0.6)

Revenue from new subsidiaries (note)  
Real estate business  
Merchandising business  
Third-party financial product agency services

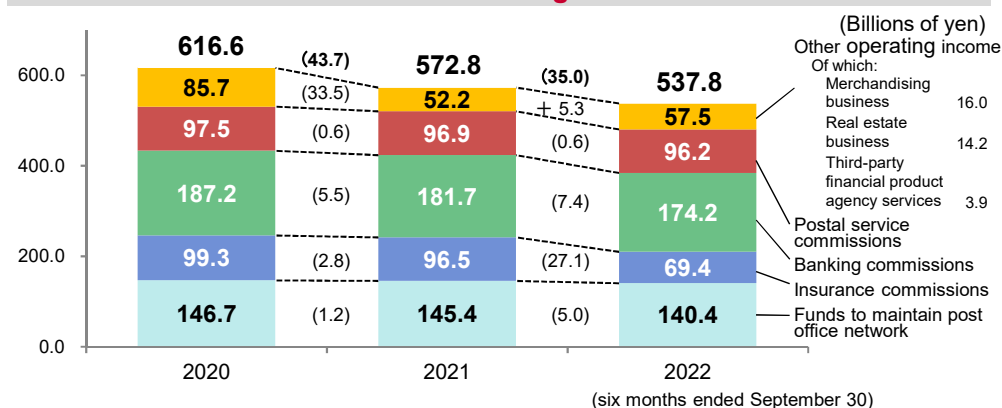
+ 4.5  
(1.7)  
(0.1)  
(0.0)

Salaries and allowances, etc.  
Legal welfare expenses

(42.6)  
(6.8)

Note: Revenue from new subsidiaries included in the scope of consolidation from the three months ended September 30, 2021.

## Trends in the Earnings Structure



## Results of Operations for the Six Months Ended September 30, 2022

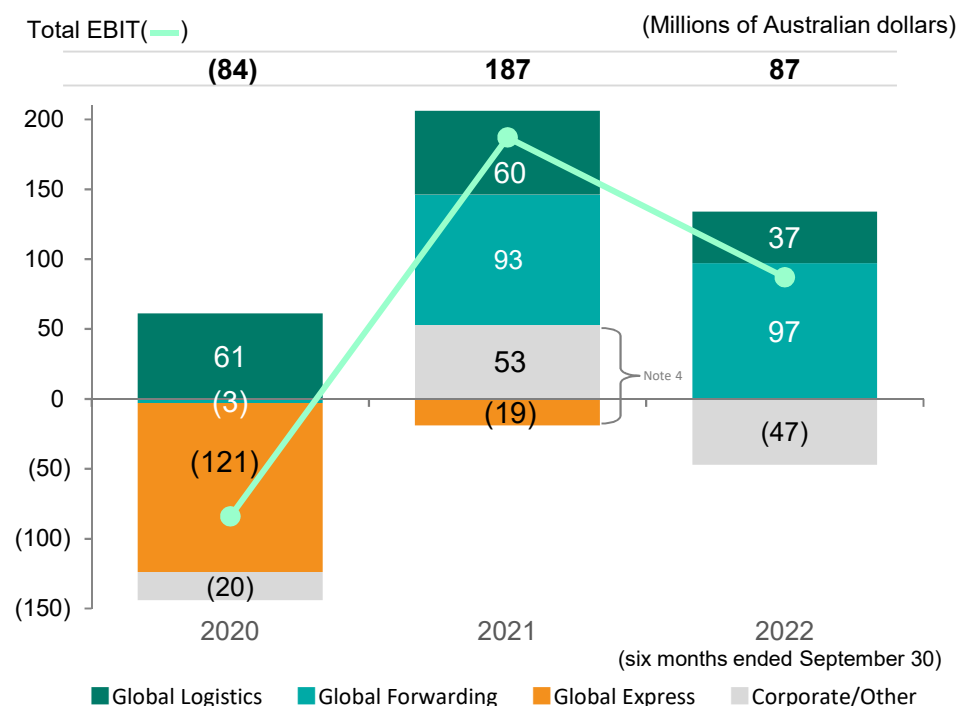
	For the six months ended Sept. 30, 2022	For the six months ended Sept. 30, 2021	Year-on-year change
Operating income	537.8	572.8	(35.0)
Operating expenses	500.6	553.3	(52.6)
Personnel expenses	361.9	416.0	(54.1)
Other expenses	138.7	137.2	+ 1.5
Net operating income	37.1	19.5	+ 17.6

(Billions of yen)

# Japan Post Co. (Consolidated) [International Logistics Business]: Financial Results

- Operating income decreased by A\$984 million year-on-year (a decrease of 22.2% year-on-year), due to the impact of a reduction in income associated with the transfer of the Global Express business in August 2021, despite a continuing increase in the Global Forwarding business due to greater cargo demand.
- Operating expenses also decreased by A\$884 million year-on-year (a decrease of 20.8%) due to the reduction in expenses related to the Global Express business, but this was not enough to offset the decline in operating income, and net operating income (EBIT) fell by A\$99 million year-on-year (a decrease of 53.3% year-on-year).

## Trends in Net Operating Income (Loss) (EBIT)



- Notes: 1. Operating income (revenue), operating expenses and net operating income (loss) (EBIT) are the total amount of Toll, JP Toll Logistics and Toll Express Japan, respectively.  
 2. Figures for the fiscal year ending March 31, 2023 and the fiscal year ended March 31, 2022 in the above graph have been reclassified due to a partial reclassification of businesses between segments for each fiscal year (total amounts are unchanged).  
 3. Figures in square brackets are presented in billions of yen (Average exchange rate for the six months ended September 30, 2022: ¥93.55 to A\$1.00 and for the six months ended September 30, 2021: ¥82.63 to A\$1.00).  
 4. Depreciation and amortization that have been suspended based on IFRS are recorded in operating income (loss) (EBIT) for the Global Express business for the six months ended September 30, 2021 (the effect of this is offset through Corporate/Other).

## Results of Operations for the Six Months Ended September 30, 2022

(Millions of Australian dollars)  
[Billions of yen]

	For the six months ended Sept. 30, 2022	For the six months ended Sept. 30, 2021	Year-on-year change
Operating income (revenue)	3,455 [323.2]	4,439 [366.8]	(984) [(43.5)]
Operating expenses	3,367 [315.0]	4,251 [351.3]	(884) [(36.2)]
Personnel expenses	806 [75.4]	1,141 [94.3]	(335) [(18.9)]
Other expenses	2,561 [239.6]	3,109 [256.9]	(548) [(17.3)]
Net operating income (loss) (EBIT)	87 [8.1]	187 [15.4]	(99) [(7.3)]

# Japan Post Co. (Consolidated): Financial Highlights

- Operating income decreased by ¥84.0 billion year-on-year (a decrease of 4.7% year-on-year, including an increase of ¥44.6 billion attributable to the effect of exchange rate fluctuations).
- Net operating income decreased by ¥3.5 billion year-on-year (a decrease of 9.2% year-on-year) to ¥35.0 billion, due to decreases in net operating income in the postal and domestic logistics business and the international logistics business, despite an increase in net operating income in the post office business. Net ordinary income decreased by ¥0.2 billion year-on-year (a decrease of 0.6% year-on-year) to ¥34.6 billion.
- Net income increased by ¥19.9 billion year-on-year (an increase of 310.0% year-on-year) to ¥26.3 billion, mainly due to a decrease in extraordinary losses associated with the transfer of Toll's Global Express business.

## Analysis of Year-on-year Change in Net Income

(Billions of yen)

[Trends in Net Operating Income]

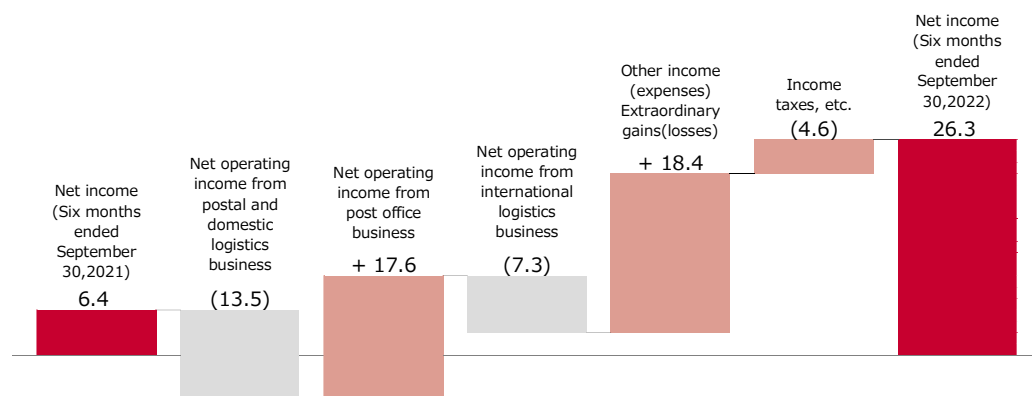
2020	2021	2022
18.0	38.5	35.0

(six months ended September 30)

[Trends in Net Income (Loss)]

2020	2021	2022
(6.5)	6.4	26.3

(six months ended September 30)



## Results of Operations for the Six Months Ended September 30, 2022

(Billions of yen)

	For the six months ended Sept. 30, 2022	For the six months ended Sept. 30, 2021	Year-on-year change
Operating income	<b>1,701.5</b>	1,785.5	(84.0)
Operating expenses	<b>1,666.5</b>	1,747.0	(80.5)
Personnel expenses	<b>1,042.9</b>	1,114.4	(71.5)
Other expenses	<b>623.5</b>	632.5	(9.0)
Net operating income	<b>35.0</b>	38.5	(3.5)
Net ordinary income	<b>34.6</b>	34.8	(0.2)
Extraordinary gains (losses)	<b>5.6</b>	(9.4)	+ 15.1
Income before income taxes	<b>40.3</b>	25.4	+ 14.8
Net income	<b>26.3</b>	6.4	+ 19.9

# Japan Post Bank (Consolidated): Financial Highlights

## Consolidated Results of Operations for the Six Months Ended September 30, 2022

(Billions of yen)

	For the six months ended		Year-on-year change
	Sept. 30, 2022	Sept. 30, 2021	
Consolidated gross operating profit	<b>576.3</b>	769.1	(192.8)
Net interest income	<b>429.9</b>	666.8	(236.9)
Net fees and commissions	<b>75.0</b>	63.6	+ 11.3
Net other operating income	<b>71.3</b>	38.6	+ 32.7
Gains (losses) on foreign exchanges	<b>51.8</b>	63.7	(11.9)
Gains (losses) on Japanese government bonds, etc.	<b>19.3</b>	(25.2)	+ 44.6
General and administrative expenses <small>(excludes non-recurring losses)</small>	<b>466.0</b>	501.1	(35.0)
Provision for general reserve for possible loan losses	<b>(0.0)</b>	(0.0)	+ 0.0
<b>Consolidated net operating profit</b>	<b>110.2</b>	268.0	(157.7)
Non-recurring gains (losses)	<b>109.8</b>	57.5	+ 52.2
Net ordinary income	<b>220.1</b>	325.6	(105.4)
<b>Net income</b>	<b>158.6</b>	235.3	(76.6)

## Overview

- Consolidated gross operating profit  
Net interest income decreased by ¥236.9 billion year-on-year, primarily as a result of a decrease in income from foreign bond investment trusts.  
Net fees and commissions increased by ¥11.3 billion year-on-year. Net other operating income increased by ¥32.7 billion year-on-year, mainly as a result of an increase in gains on Japanese government bonds, etc.
- General and administrative expenses  
Decreased by ¥35.0 billion year-on-year, due mainly to lower commissions paid to Japan Post Co. and deposit insurance premiums.
- Non-recurring gains (losses)  
Increased by ¥52.2 billion year-on-year, due mainly to an expansion in private equity funds and real estate funds.

(Reference (Note))

	As of		Change
	Sept. 30, 2022	Sept. 30, 2021	
ROE <small>(Shareholders' equity basis)</small>	<b>3.36</b>	5.06	(1.69)
OHR <small>(Including net gains and losses on money held in trust, etc.)</small>	<b>68.14</b>	60.81	+ 7.32

Note: Based on the calculation method used for financial targets under the (Japan Post Bank) Medium-Term Management Plan (fiscal years ending March 31, 2022 - 2026):  
 ROE = net income / [(shareholders' equity at beginning of period + shareholders' equity at end of period) / 2] x 100  
 OHR = general and administrative expenses / (net interest income, etc. + net fees and commissions) x 100  
 Net interest income, etc. refers to interest income after deducting interest expenses (including gains and loss on sales, etc.).  
 ROE and OHR are calculated based on the figures as of the period ended September 30, 2022, and do not represent the fiscal year ending March 31, 2023.

# Japan Post Bank (Non-consolidated): Net Interest Income, etc.

## Net Interest Income

**Domestic** (yen-denominated transactions) (Billions of yen)

	For the six months ended		Year-on-year Change
	Sept. 30, 2022	Sept. 30, 2021	
Net interest income	<b>257.1</b>	237.3	+ 19.8
Interest income	<b>280.4</b>	262.2	+ 18.2
Interest income on Japanese government bonds	<b>130.5</b>	159.2	(28.7)
Interest expenses	<b>23.3</b>	24.9	(1.6)

**Overseas** (foreign currency-denominated transactions, yen-denominated transactions with non-residents of Japan) (Billions of yen)

	For the six months ended		Year-on-year change
	Sept. 30, 2022	Sept. 30, 2021	
Net interest income	<b>172.5</b>	429.2	(256.6)
Interest income	<b>445.1</b>	573.2	(128.1)
Interest income on foreign securities	<b>442.8</b>	573.0	(130.2)
Interest expenses	<b>272.5</b>	144.0	+ 128.5

**Total** (Billions of yen)

	For the six months ended		Year-on-year change
	Sept. 30, 2022	Sept. 30, 2021	
Net interest income	<b>429.7</b>	666.5	(236.7)
Interest income	<b>611.0</b>	770.3	(159.2)
Interest expenses	<b>181.2</b>	103.7	+ 77.5

Note: 1. For a part of interest income and expenses as well as other operating income and expenses, transactions between "domestic" and "overseas" are offset to calculate totals. As a result, the total of each account may not be equal to the combined total of "domestic" and "overseas" of each item. Income (expenses) from internal funds transactions between "domestic" and "overseas" (¥114.5 billion and ¥65.2 billion for the six months ended September 30, 2022 and 2021, respectively) are included in domestic interest income and overseas interest expenses.

## Net Fees and Commissions

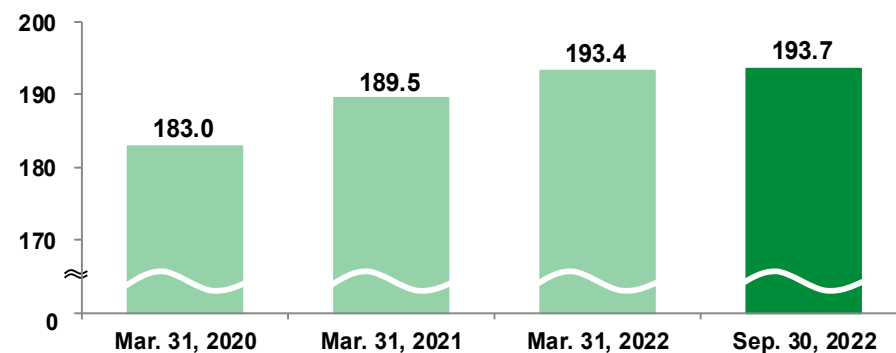
(Billions of yen)

	For the six months ended		Year-on-year change
	Sept. 30, 2022	Sept. 30, 2021	
Net fees and commissions relating to	<b>74.2</b>	63.0	+ 11.2
Exchange and settlement transactions	<b>46.4</b>	41.9	+ 4.4
ATMs	<b>16.6</b>	10.4	+ 6.1
Investment trusts (Note 2)	<b>6.1</b>	7.0	(0.8)
Others	<b>5.1</b>	3.5	+ 1.5

Note:2. Includes Yucho Fund Wrap (discretionary investment service).

## Deposit Balance

(Trillions of yen)



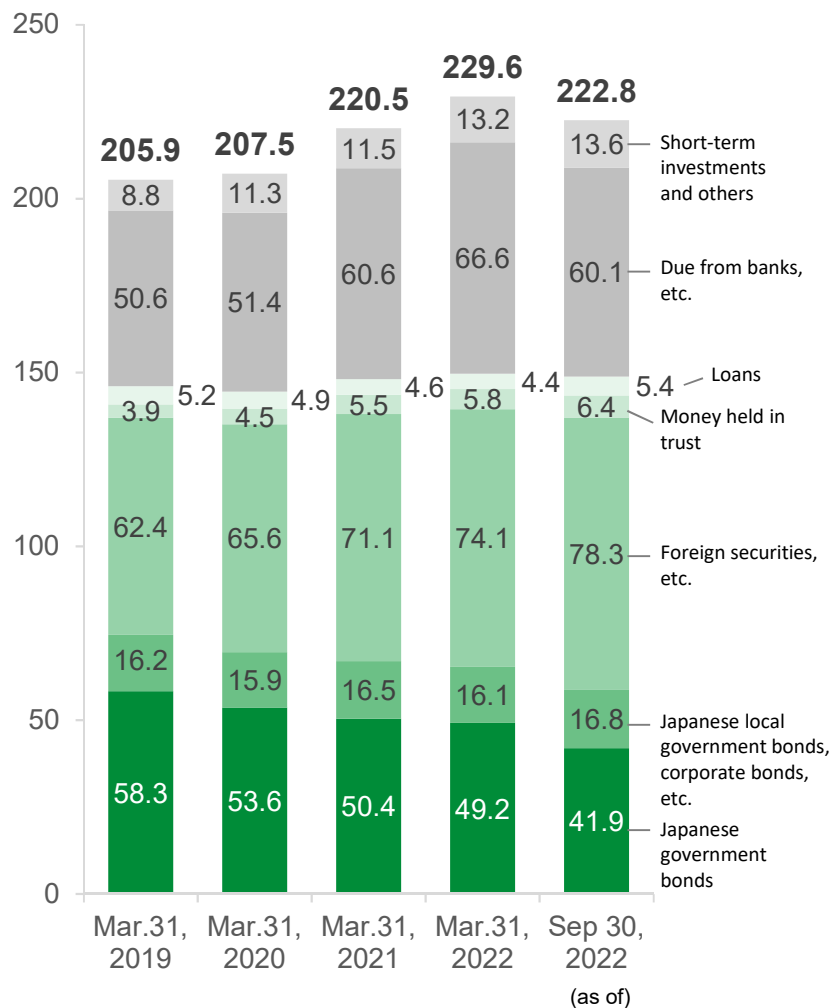
(as of)



# Japan Post Bank (Non-consolidated): Status of Investment Assets

(Billions of yen)

(Trillions of yen)



	As of Sept. 30, 2022	Composition ratio (%)	As of Mar. 31, 2022	Composition ratio (%)	Change
Securities	<b>137,156.0</b>	<b>61.5</b>	139,549.1	60.7	(2,393.0)
Japanese government bonds	<b>41,999.4</b>	<b>18.8</b>	49,259.7	21.4	(7,260.2)
Japanese local government bonds, corporate bonds, etc. <sup>(Note 1)</sup>	<b>16,816.8</b>	<b>7.5</b>	16,154.3	7.0	+ 662.4
Foreign securities, etc.	<b>78,339.7</b>	<b>35.1</b>	74,135.0	32.2	+ 4,204.7
Foreign bonds	<b>25,924.7</b>	<b>11.6</b>	24,509.6	10.6	+ 1,415.0
Investment trusts <sup>(Note 2)</sup>	<b>52,313.1</b>	<b>23.4</b>	49,534.4	21.5	+ 2,778.7
Money held in trust	<b>6,448.3</b>	<b>2.8</b>	5,828.2	2.5	+ 620.0
Domestic stocks	<b>1,898.8</b>	<b>0.8</b>	2,024.6	0.8	(125.7)
Loans	<b>5,423.0</b>	<b>2.4</b>	4,441.9	1.9	+ 981.1
Due from banks, etc. <sup>(Note 3)</sup>	<b>60,144.6</b>	<b>26.9</b>	66,622.8	29.0	(6,478.2)
Short-term investments and others <sup>(Note 4)</sup>	<b>13,685.5</b>	<b>6.1</b>	13,252.3	5.7	+ 433.1
<b>Total investment assets</b>	<b>222,857.6</b>	<b>100.0</b>	229,694.6	100.0	(6,836.9)

Notes: 1. "Japanese local government bonds, corporate bonds, etc." consists of Japanese local government bonds, commercial paper, Japanese corporate bonds and Japanese stocks.

2. The major investment target in "Investment trusts" is foreign bonds, including private equity funds, etc.

3. "Due from banks, etc." consists of negotiable certificates of deposit, Bank of Japan deposits and monetary claims bought.

4. "Short-term investments and others" consists of call loans and receivables under resale agreements, etc.

# Japan Post Insurance (Consolidated): Financial Highlights

## Results of Operations for the Six Months Ended September 30, 2022

(Billions of yen, %)

	For the six months ended		Year-on-year change
	Sept. 30, 2022	Sept. 30, 2021	
Ordinary income	<b>3,202.4</b>	3,226.1	(23.6)
Ordinary expenses	<b>3,167.9</b>	3,042.2	+ 125.6
Ordinary profit	<b>34.5</b>	183.8	(149.3)
Net income	<b>48.2</b>	80.5	(32.2)
(Reference) Non-consolidated Financial Highlights			
Core profit <sup>(Note 2)</sup>	<b>104.6</b>	212.5	(107.9)
Net capital gains (losses) <sup>(Note 2)</sup>	<b>(72.1)</b>	8.3	(80.5)
Non-recurring gains (losses)	<b>1.5</b>	(37.8)	+ 39.3
Ordinary profit	<b>33.9</b>	183.1	(149.1)
Annualized premiums from new policies (individual insurance)	<b>32.7</b>	22.9	+ 9.8
	As of		Change
	Sept. 30, 2022	Mar. 31, 2022	
Annualized premiums from policies in force (individual insurance) <sup>(Note 3)</sup>	<b>3,372.6</b>	3,538.9	(166.3)
Solvency margin ratio (consolidated)	<b>992.0</b>	1,045.5	(53.5)
Real net assets (consolidated)	<b>8,194.4</b>	10,238.8	(2,044.3)

Notes: 1. Figures less than ¥0.1 billion are rounded down.

2. The methods used to calculate core profit and net capital gains (losses) were partially changed from the three months ended June 30, 2022. These changes have been applied in the calculation of figures for the six months ended September 30, 2021.

3. Policies in force for individual insurance include those for Postal Life Insurance Policies, which show contracts reinsured by Japan Post Insurance from the Organization for Postal Savings, Postal Life insurance and Post Office Network.

4. Please refer to "Status of Insurance Policies" on page 10 for annualized premiums from new policies and policies in force for medical care.

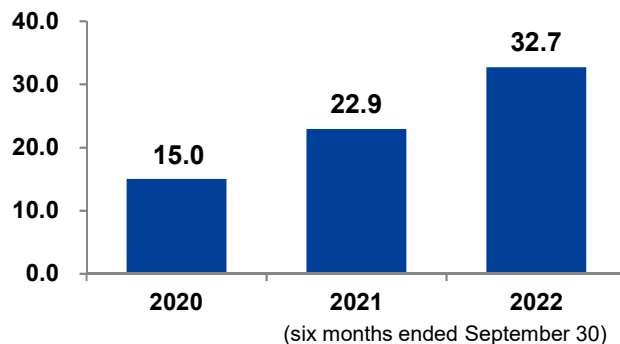
## Overview

- Core profit (non-consolidated) declined due to a decrease in insurance-related income resulting mainly from an increase in insurance payments associated with COVID-19 and fewer policies in force. Due to a deterioration in net capital gains (losses) (non-consolidated) due mainly to asset impairment, ordinary profit (consolidated) decreased by ¥149.3 billion year-on-year to ¥34.5 billion.
- Although net capital gains (losses) (non-consolidated) were addressed through accounting treatment reversing the reserve for price fluctuations, net income decreased by ¥32.2 billion year-on-year to ¥48.2 billion, mainly due to the impact of fewer policies in force.
- Annualized premiums from new policies increased compared with the same period of the previous fiscal year for both individual insurance and medical care. <sup>(Note 4)</sup>
- Annualized premiums from policies in force decreased compared with the end of the previous fiscal year for both individual insurance and medical care. <sup>(Notes 3 and 4)</sup>
- Solvency margin ratio (consolidated), an indicator of financial soundness, amounted to 992.0% and real net assets (consolidated) amounted to ¥8,194.4 billion, ensuring a sufficient level of financial soundness. Internal reserves, which are the sum of contingency reserve and reserve for price fluctuations, amounted to ¥2,580.6 billion.

## New Policies

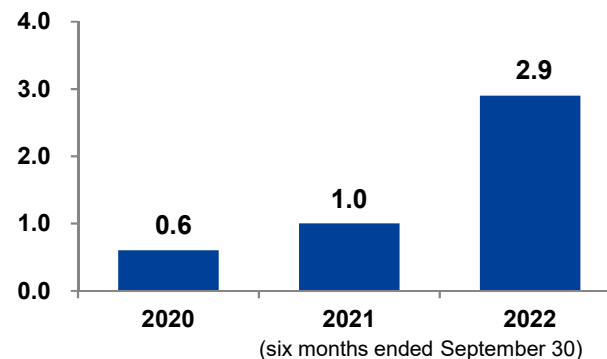
### Annualized Premiums from New Policies (Individual Insurance)

(Billions of yen)



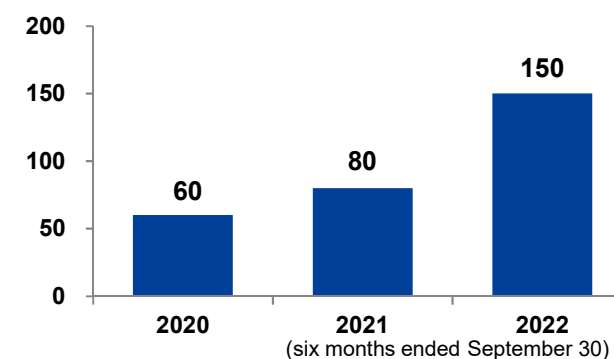
### Annualized Premiums from New Policies (Medical Care)

(Billions of yen)



### Number of New Policies (Individual Insurance)

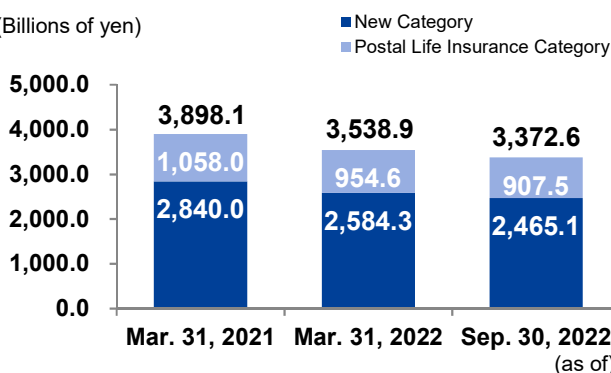
(Policies in thousands)



## Policies in Force

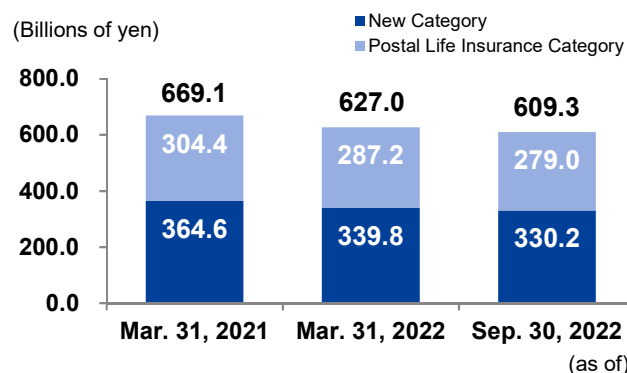
### Annualized Premiums from Policies in Force (Individual Insurance)

(Billions of yen)



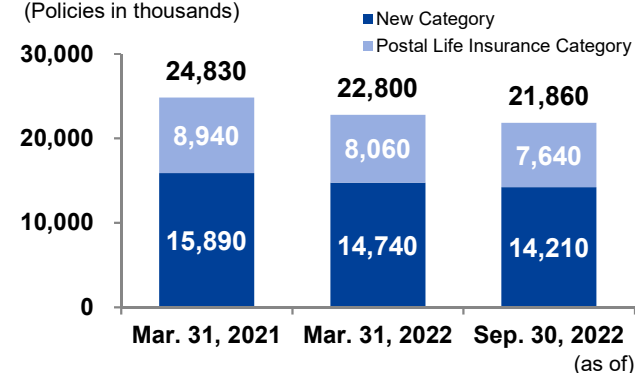
### Annualized Premiums from Policies in Force (Medical Care)

(Billions of yen)



### Number of Policies in Force (Individual Insurance)

(Policies in thousands)



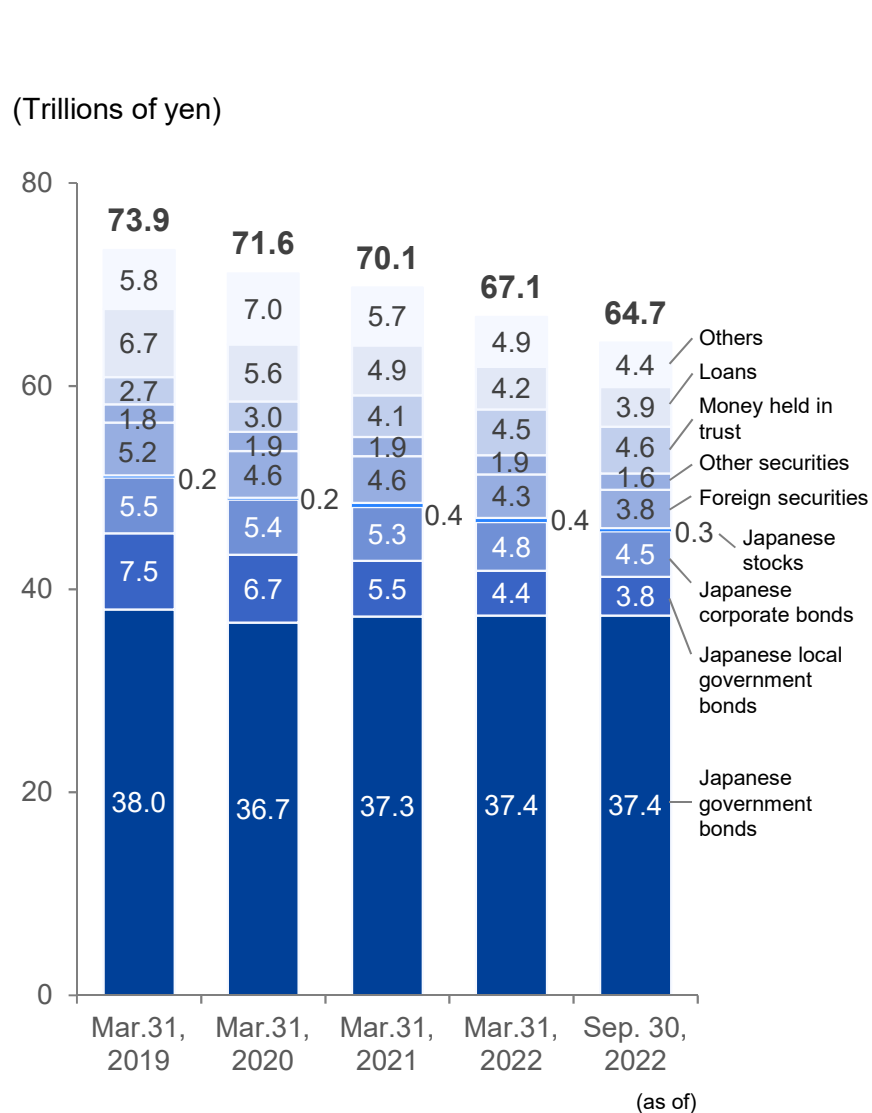
Notes: 1. Figures less than ¥0.1 billion are rounded down, and number of policies is rounded down to the nearest ten thousand.

2. Annualized premiums are calculated by multiplying the amount of a single premium installment payment by a multiplier determined according to the relevant payment method to arrive at a single annualized amount. For lump-sum payments, annualized premiums are calculated by dividing the total premium by the insured period.

Annualized premiums for individual insurance include those for medical care. Annualized premiums for medical care are the total of those for individual insurance and individual annuity insurance.

3. "New Category" shows individual insurance policies underwritten by Japan Post Insurance. "Postal Life Insurance Category" shows Postal Life Insurance Policies reinsured by Japan Post Insurance from the Organization for Postal Savings, Postal Life Insurance and Post Office Network.

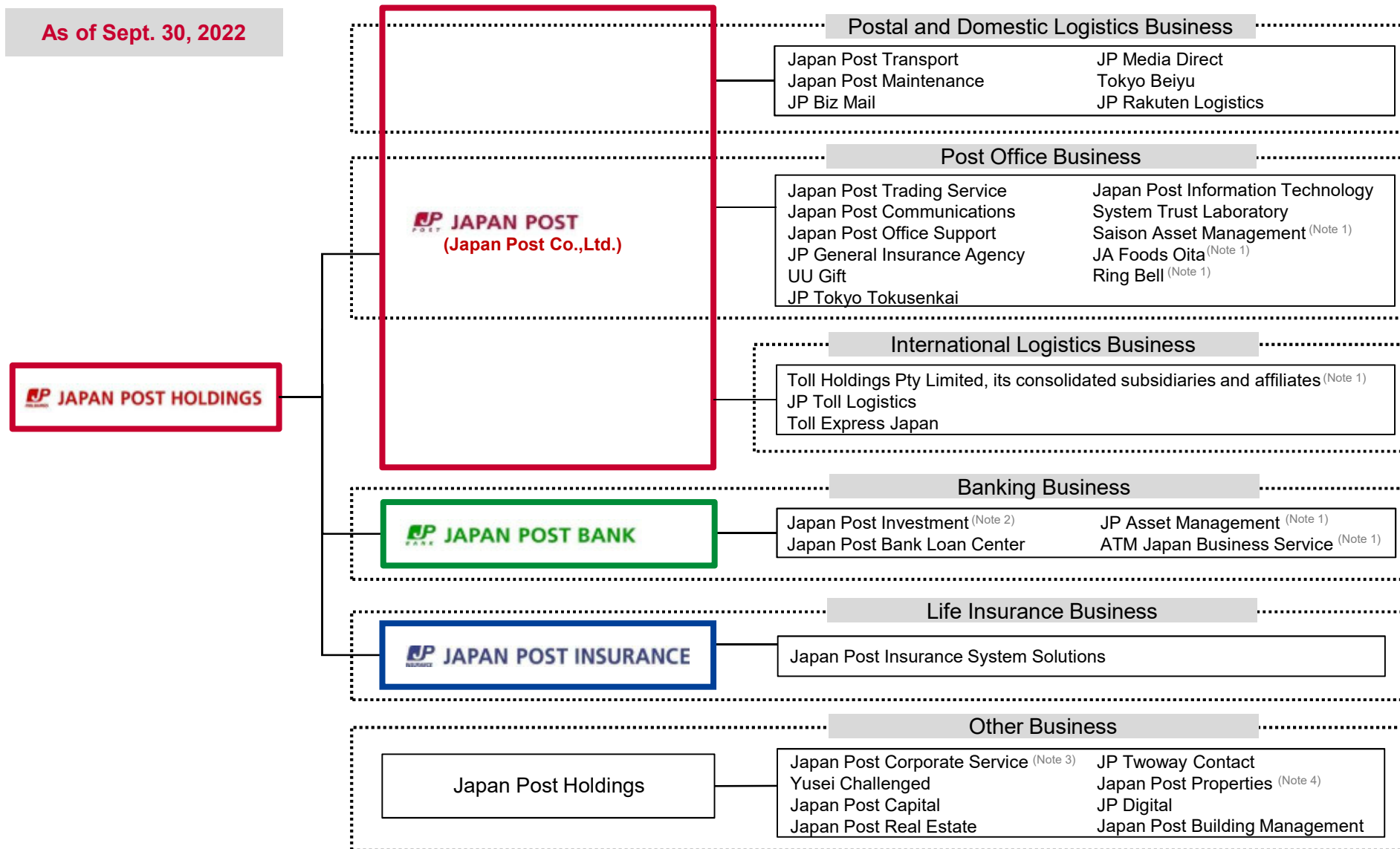
# Japan Post Insurance (Consolidated): Status of Investment Assets



(Billions of yen)

	As of Sept. 30, 2022	Composition ratio (%)	As of Mar. 31, 2022	Composition ratio (%)	Change
Securities	<b>51,708.9</b>	<b>79.9</b>	53,417.5	79.5	(1,708.6)
Japanese government bonds	<b>37,435.9</b>	<b>57.8</b>	37,408.9	55.7	+ 26.9
Japanese local government bonds	<b>3,866.5</b>	<b>6.0</b>	4,472.4	6.7	(605.9)
Japanese corporate bonds	<b>4,514.7</b>	<b>7.0</b>	4,866.5	7.2	(351.7)
Japanese stocks	<b>388.8</b>	<b>0.6</b>	424.5	0.6	(35.6)
Foreign securities	<b>3,892.4</b>	<b>6.0</b>	4,332.5	6.4	(440.0)
Other securities	<b>1,610.2</b>	<b>2.5</b>	1,912.5	2.8	(302.2)
Money held in trust	<b>4,654.0</b>	<b>7.2</b>	4,521.9	6.7	+ 132.0
Domestic stocks	<b>2,192.0</b>	<b>3.4</b>	2,279.5	3.4	(87.5)
Loans	<b>3,920.1</b>	<b>6.1</b>	4,251.9	6.3	(331.8)
Others	<b>4,465.1</b>	<b>6.9</b>	4,983.3	7.4	(518.2)
<b>Total assets</b>	<b>64,748.1</b>	<b>100.0</b>	67,174.7	100.0	(2,426.6)

# [Appendix 1] Japan Post Holdings: Organization Chart



Notes: 1. Affiliates accounted for by the equity method.  
2. Including its consolidated subsidiaries.

3. The company name was changed from Japan Post Staff Co., Ltd. on June 1, 2022.

4. The company name was changed from Yusen Real Estate Corporation on April 1, 2022.

## Summary of Initiatives in the Six Months Ended September 30, 2022

### July 1: Commenced construction of the Nagoya Sakae Project

(Joint project with Mitsubishi Estate, Japan Post Real Estate, Meiji Yasuda Life Insurance, The Chunichi Shimbun, and PARCO)

- Based on the concept of a new landmark for Nagoya that will serve as a base for local and international cultural and exchange value creation
- The project has attracted the US Hilton Conrad Hotels and Resorts and TOHO CINEMAS
- Environmentally-friendly building design and enhanced disaster prevention features (Aim for “S” rank CASBEE Nagoya <sup>(Note)</sup> certification)
- Completion and opening planned for March 2026 and summer 2026, respectively



### August 31: Completed construction of the Hiroshima JP Building

(Project organizer: Japan Post; Project manager: Japan Post Real Estate)

- Generating prosperity in collaboration with development projects around Hiroshima Station
- Enhancing user convenience by providing a high-quality workplace
- Offering security through advanced safety performance and environmentally-friendly features (Attained CASBEE Hiroshima <sup>(Note)</sup> “S” rank certification)



Note: CASBEE (Comprehensive Assessment System for Built Environment Efficiency) is a method for assessing and rating the environmental performance of buildings. Each local government CASBEE reflects the characteristics, policies, and other features of the local region. The results of assessments are classified into five ranks, the highest of which is the “S” rank.

## Financial Results for the Real Estate Business (Approximate)

	For the six months ended Sept. 30, 2022	For the six months ended Sept. 30, 2021	Year-on-year change	Main factors resulting in change
Operating income	<b>19.3</b>	18.3	+ 1.0	
Japan Post Co.	<b>14.7</b>	15.5	(0.7)	Income decreased due to changes in office tenants
Japan Post Real Estate	<b>2.7</b>	2.2	+ 0.4	Income increased due to the acquisition of income-yielding property
Japan Post Building Management	<b>1.1</b>	1.3	(0.2)	Income decreased due to a decrease in the value of work undertaken
Japan Post Properties	<b>1.6</b>	-	+ 1.6	Newly-acquired subsidiary
Net operating income	<b>1.7</b>	4.6	(2.8)	

(Billions of yen)

- The figures presented on the left are Group-wide totals representing combined totals for the real estate business of Japan Post Co., Japan Post Real Estate, Japan Post Building Management, and Japan Post Properties, and are not based on the reportable segments classified in accordance with accounting standards for the purpose of disclosing segment and other information.
- The figures presented on the left are estimates for management accounting purposes, and differ from reported financial results.
- Japan Post Properties is included in the scope of consolidation from October 2021.

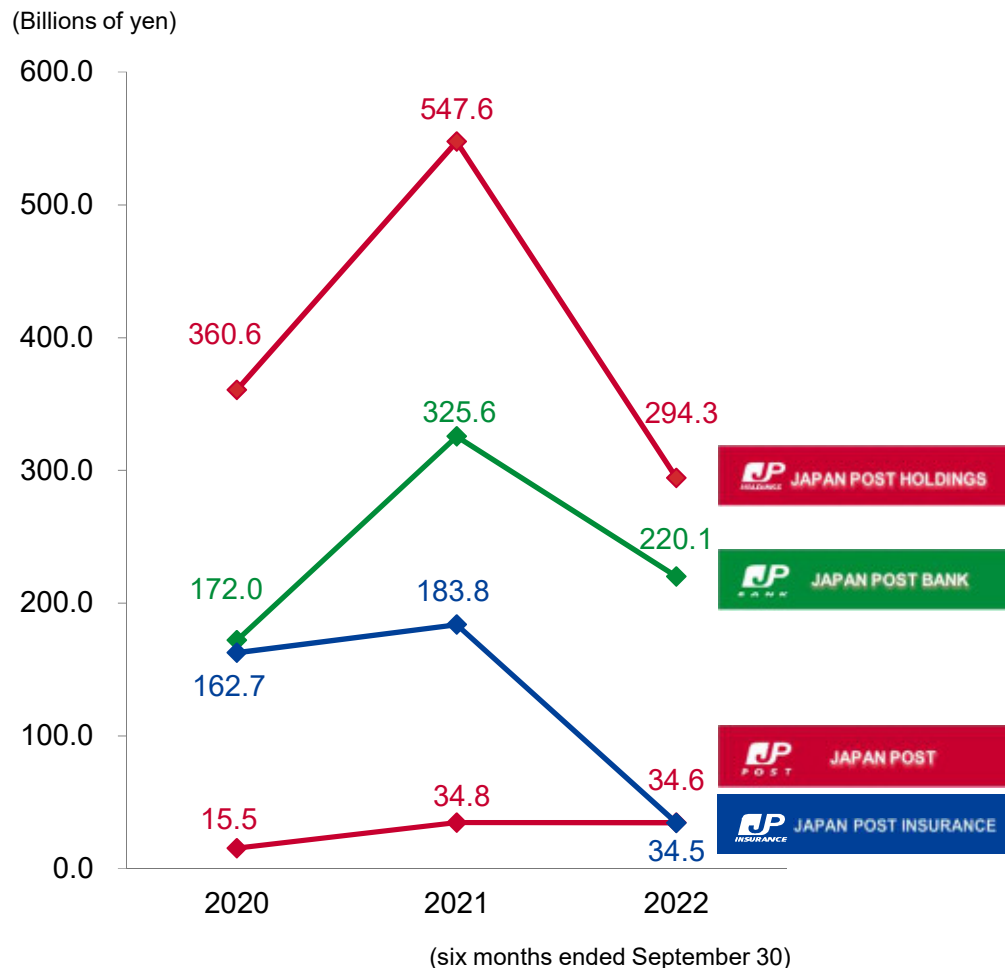
# [Appendix 3] Japan Post Co. (Consolidated): Quarterly Consolidated Statements of Income

					(Billions of yen)		
		For the three- month period from Apr. to Jun. 2022	For the three- month period from Apr. to Jun. 2021	Year-on-year change	For the three- month period from Jul. to Sep. 2022	For the three- month period from Jul. to Sep. 2021	Year-on-year change
<b>Japan Post Co. (Consolidated)</b>	Operating income	853.5	902.2	(48.6)	847.9	883.3	(35.4)
	Operating expenses	826.8	865.3	(38.5)	839.6	881.6	(41.9)
	Personnel expenses	520.5	559.4	(38.8)	522.3	555.0	(32.6)
	Other expenses	306.2	305.9	+ 0.2	317.3	326.6	(9.3)
	Net operating income	26.7	36.8	(10.0)	8.2	1.7	+ 6.5
<b>Postal and Domestic Logistics Business</b>	Operating income	475.0	488.5	(13.5)	471.9	465.5	+ 6.4
	Operating expenses	471.0	468.1	+ 2.8	482.2	478.6	+ 3.6
	Personnel expenses	302.8	300.6	+ 2.1	302.7	303.3	(0.6)
	Other expenses	168.1	167.5	+ 0.6	179.4	175.2	+ 4.2
	Net operating income (loss)	3.9	20.3	(16.3)	(10.3)	(13.1)	+ 2.8
<b>Post Office Business</b>	Operating income	269.6	286.2	(16.5)	268.2	286.6	(18.4)
	Operating expenses	248.8	274.8	(26.0)	251.8	278.4	(26.6)
	Personnel expenses	180.5	208.4	(27.8)	181.3	207.6	(26.2)
	Other expenses	68.2	66.4	+ 1.8	70.4	70.8	(0.3)
	Net operating income	20.7	11.3	+ 9.4	16.4	8.2	+ 8.1
<b>International Logistics Business</b>	Operating income	162.0	181.1	(19.0)	161.1	185.6	(24.5)
	Operating expenses	157.9	174.6	(16.6)	157.0	176.7	(19.6)
	Personnel expenses	37.1	50.3	(13.2)	38.2	43.9	(5.7)
	Other expenses	120.8	124.2	(3.4)	118.7	132.7	(13.9)
	Net operating income (loss)	4.0	6.5	(2.4)	4.1	8.9	(4.8)

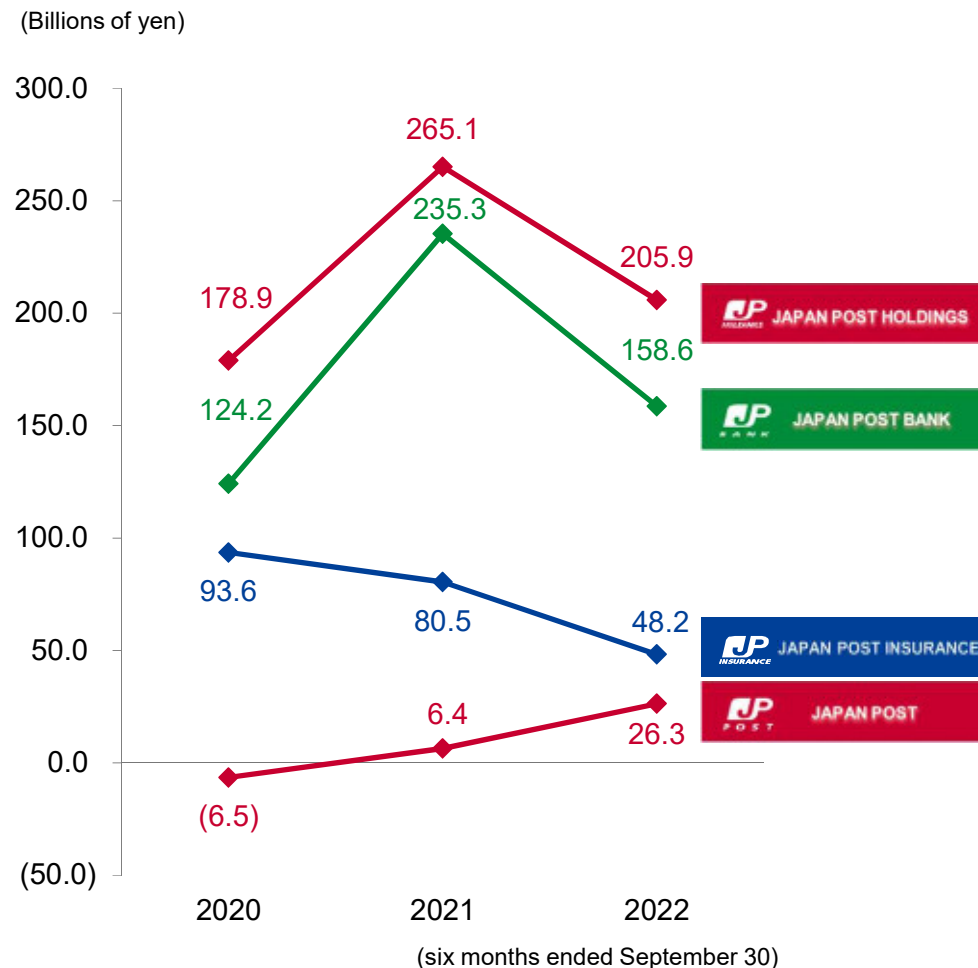
Note: Figures for the international logistics business for the three-month period from July to September are calculated by subtracting the figures in billions of yen for the three months ended June (translated by the average exchange rate for the corresponding three months) from the figures in billions of yen for the six months ended September (translated by the average exchange rate for the corresponding six months).

# [Appendix 4] Trends in Net Ordinary Income and Net Income

**Trends in Net Ordinary Income**



**Trends in Net Income**





Forecasts and other forward-looking statements presented in this document are based on information that Japan Post Holdings Co., Ltd. (the “Company”) is aware of at present and certain assumptions that the Company has deemed reasonable, and the Company provides no assurance that the forecasts will be achieved or with respect to any other forward-looking statements. The actual future results may vary considerably depending upon various factors, such as the impact of the spread of COVID-19, the impact of the invasion of Ukraine by Russia, interest rate fluctuations, stock price fluctuations, foreign exchange fluctuations, asset value fluctuations, changes in the economic and financial environment, changes in the competitive environment, the occurrence of large-scale disasters, etc. and changes in laws and regulations. The Company disclaims any responsibility to update any forward-looking statements contained herein to the extent permitted by law or stock exchange rule.