

Appendix : Japan Post Co. Data Supplement

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May 15, 2018

## 1. Japan Post Co. (Consolidated)

(Billions of yen)

|  | For the fiscal<br>year ended<br>March 31,<br>2016 | For the fiscal<br>year ended<br>March 31,<br>2017 | Year-on-year<br>change | For the three<br>month period<br>from Jan. to<br>Mar. 2017 | For the three<br>month period<br>from Jan. to<br>Mar. 2018 | Year-on-year<br>change | For the fiscal<br>year ended<br>March 31,<br>2017 | For the fiscal<br>year ended<br>March 31,<br>2018 | Year-on-year<br>change |
|--|---|---|------------------------|--|--|------------------------|---|---|------------------------|
| Operating income                                     | 3,638.8   | 3,758.9   | + 120.1                | 932.2  | 955.2  | + 22.9                 | 3,758.9   | 3,881.9   | + 122.9                |
| Postal service business income                       | 1,910.4   | 1,910.3   | (0.1)                  | 477.7  | 507.5  | + 29.8                 | 1,910.3   | 2,002.4   | + 92.0                 |
| Commissions for banking business consignment         | 609.4   | 612.4   | + 3.0                  | 149.9  | 146.3  | (3.5)                  | 612.4   | 598.1   | (14.3)                 |
| Commissions for life insurance business consignment  | 378.3   | 392.7   | + 14.3                 | 100.8  | 91.1   | (9.7)                  | 392.7   | 372.2   | (20.5)                 |
| International logistics business income              | 544.0   | 644.4   | + 100.3                | 165.2  | 170.7  | + 5.5                  | 644.4   | 704.3   | + 59.8                 |
| Other operating income                               | 196.4   | 198.9   | + 2.4                  | 38.5   | 39.4   | + 0.8                  | 198.9   | 204.8   | + 5.8                  |
| Operating expenses                                   | 3,599.7   | 3,705.5   | + 105.7                | 912.3  | 943.8  | + 31.4                 | 3,705.5   | 3,795.3   | + 89.8                 |
| Personnel expenses                                   | 2,333.6   | 2,367.8   | + 34.1                 | 578.7  | 604.1  | + 25.4                 | 2,367.8   | 2,404.8   | + 37.0                 |
| Other expenses                                       | 1,266.1   | 1,337.7   | + 71.6                 | 333.6  | 339.7  | + 6.0                  | 1,337.7   | 1,390.5   | + 52.7                 |
| Net operating income (loss)                          | 39.1  | 53.4  | + 14.3                 | 19.8   | 11.4   | (8.4)                  | 53.4  | 86.5  | + 33.1                 |
| Non-operating income                                 | 9.5   | 6.8   | (2.7)                  | 1.5  | 1.4  | (0.0)                  | 6.8   | 5.4   | (1.3)                  |
| Non-operating expenses                               | 6.3   | 8.0   | + 1.7                  | 1.2  | 1.2  | + 0.0                  | 8.0   | 6.5   | (1.4)                  |
| Net ordinary income                                  | 42.3  | 52.2  | + 9.8                  | 20.1   | 11.5   | (8.6)                  | 52.2  | 85.4  | + 33.2                 |
| Extraordinary gains                                  | 60.2  | 32.0  | (28.2)                 | 18.2   | 12.2   | (6.0)                  | 32.0  | 32.9  | + 0.9                  |
| Extraordinary losses                                 | 47.8  | 469.1   | + 421.3                | 459.8  | 23.4   | (436.4)                | 469.1   | 42.8  | (426.3)                |
| Income (loss) before income taxes                    | 54.7  | (384.8)   | (439.6)                | (421.3)  | 0.3  | + 421.7                | (384.8)   | 75.6  | + 460.5                |
| Total income taxes                                   | 6.9   | (0.3)   | (7.3)                  | (5.3)  | 7.8  | + 13.1                 | (0.3)   | 16.0  | + 16.3                 |
| Net income (loss)                                    | 47.7  | (384.5)   | (432.3)                | (416.0)  | (7.4)  | + 408.5                | (384.5)   | 59.6  | + 444.1                |
| Net income attributable to non-controlling interests | 0.5   | 0.6   | + 0.1                  | 0.0  | 0.5  | + 0.4                  | 0.6   | 1.1   | + 0.4                  |
| Net income (loss) attributable to Japan Post Co.     | 47.2  | (385.2)   | (432.4)                | (416.1)  | (8.0)  | + 408.0                | (385.2)   | 58.4  | + 443.7                |

Notes : Sums of figures may not match totals due to rounding.

## 2. Postal and Domestic Logistics Business

(Billions of yen)

|   | For the fiscal<br>year ended<br>March 31,<br>2016 | For the fiscal<br>year ended<br>March 31,<br>2017 | Year-on-<br>year change | For the<br>three month<br>period from<br>Jan. to Mar.<br>2017 | For the<br>three month<br>period from<br>Jan. to Mar.<br>2018 | Year-on-<br>year change | For the fiscal<br>year ended<br>March 31,<br>2017 | For the fiscal<br>year ended<br>March 31,<br>2018 | Year-on-<br>year change |
|---|---|---|-------------------------|---|---|-------------------------|---|---|-------------------------|
| Operating income  | 1,929.4   | 1,929.9   | + 0.4                   | 481.8   | 511.9   | + 30.0                  | 1,929.9   | 2,022.5   | + 92.5                  |
| Operating expenses                                      | 1,919.1   | 1,917.8   | (1.2)                   | 471.9   | 498.9   | + 26.9                  | 1,917.8   | 1,980.6   | + 62.7                  |
| Personnel expenses                                      | 1,234.0   | 1,230.9   | (3.1)                   | 302.2   | 319.8   | + 17.5                  | 1,230.9   | 1,259.7   | + 28.7                  |
| Salaries and allowances, etc.                           | 1,034.9   | 1,025.4   | (9.4)                   | 250.9   | 266.3   | + 15.4                  | 1,025.4   | 1,050.3   | + 24.8                  |
| Retirement benefit expenses                             | 45.9  | 46.5  | + 0.6                   | 11.6  | 11.8  | + 0.1                   | 46.5  | 46.8  | + 0.3                   |
| Legal welfare expenses                                  | 153.1   | 158.8   | + 5.6                   | 39.7  | 41.7  | + 1.9                   | 158.8   | 162.4   | + 3.5                   |
| Other expenses  | 685.0   | 686.9   | + 1.8                   | 169.6   | 179.0   | + 9.3                   | 686.9   | 720.9   | + 33.9                  |
| Postal service business consignment expenses            | 177.2   | 179.5   | + 2.3                   | 46.0  | 43.5  | (2.4)                   | 179.5   | 179.8   | + 0.2                   |
| Depreciation and amortization                           | 66.1  | 80.4  | + 14.3                  | 21.0  | 22.7  | + 1.6                   | 80.4  | 90.0  | + 9.5                   |
| Taxes and dues  | 17.6  | 24.8  | + 7.1                   | 5.8   | 6.8   | + 0.9                   | 24.8  | 26.0  | + 1.2                   |
| Collection, transport and delivery outsourcing expenses | 219.1   | 209.1   | (9.9)                   | 49.5  | 55.4  | + 5.8                   | 209.1   | 226.4   | + 17.2                  |
| Miscellaneous expenses                                  | 204.9   | 192.9   | (12.0)                  | 47.1  | 50.5  | + 3.3                   | 192.9   | 198.4   | + 5.5                   |
| Net operating income (loss)                             | 10.3  | 12.0  | + 1.7                   | 9.8   | 12.9  | + 3.0                   | 12.0  | 41.9  | + 29.8                  |

Notes : Sums of figures may not match totals due to rounding.

### 3. Post Office Business

(Billions of yen)

|   | For the fiscal                  | For the fiscal                  | Year-on-<br>year change | For the  | For the  | Year-on-<br>year change | For the fiscal                  | For the fiscal                  | Year-on-<br>year change |
|---|---------------------------------|---------------------------------|-------------------------|--|--|-------------------------|---------------------------------|---------------------------------|-------------------------|
|   | year ended<br>March 31,<br>2016 | year ended<br>March 31,<br>2017 |                         | three month<br>period from<br>Jan. to Mar.<br>2017 | three month<br>period from<br>Jan. to Mar.<br>2018 |                         | year ended<br>March 31,<br>2017 | year ended<br>March 31,<br>2018 |                         |
| Operating income                              | 1,360.3                         | 1,386.4                         | + 26.1                  | 337.1  | 322.1  | (14.9)                  | 1,386.4                         | 1,358.7                         | (27.6)                  |
| Postal service commissions                    | 177.2                           | 179.5                           | + 2.3                   | 46.0   | 43.5   | (2.4)                   | 179.5                           | 179.8                           | + 0.2                   |
| Banking commissions                           | 609.4                           | 612.4                           | + 3.0                   | 149.9  | 146.3  | (3.5)                   | 612.4                           | 598.1                           | (14.3)                  |
| Insurance commissions                         | 378.3                           | 392.7                           | + 14.3                  | 100.8  | 91.1   | (9.7)                   | 392.7                           | 372.2                           | (20.5)                  |
| Other operating income                        | 195.2                           | 201.6                           | + 6.3                   | 40.2   | 41.0   | + 0.8                   | 201.6                           | 208.5                           | + 6.9                   |
| Merchandising business                        | 133.7                           | 137.9                           | + 4.1                   | 23.4   | 21.7   | (1.6)                   | 137.9                           | 134.0                           | (3.9)                   |
| Real estate business                          | 30.3                            | 26.0                            | (4.3)                   | 6.5  | 7.2  | + 0.6                   | 26.0                            | 28.5                            | + 2.4                   |
| Third-party financial product agency services | 11.5                            | 15.2                            | + 3.7                   | 3.8  | 4.8  | + 1.0                   | 15.2                            | 20.5                            | + 5.3                   |
| Miscellaneous income                          | 19.5                            | 22.3                            | + 2.8                   | 6.4  | 7.2  | + 0.7                   | 22.3                            | 25.4                            | + 3.0                   |
| Operating expenses                            | 1,321.0                         | 1,323.1                         | + 2.0                   | 319.2  | 322.0  | + 2.8                   | 1,323.1                         | 1,319.0                         | (4.0)                   |
| Personnel expenses                            | 927.5                           | 924.6                           | (2.8)                   | 222.4  | 230.0  | + 7.5                   | 924.6                           | 923.4                           | (1.2)                   |
| Salaries and allowances, etc.                 | 759.6                           | 754.8                           | (4.8)                   | 180.7  | 186.8  | + 6.1                   | 754.8                           | 751.8                           | (3.0)                   |
| Retirement benefit expenses                   | 54.1                            | 53.4                            | (0.6)                   | 13.3   | 13.3   | + 0.0                   | 53.4                            | 53.3                            | (0.1)                   |
| Legal welfare expenses                        | 113.7                           | 116.3                           | + 2.6                   | 28.3   | 29.8   | + 1.4                   | 116.3                           | 118.2                           | + 1.9                   |
| Other expenses                                | 393.5                           | 398.4                           | + 4.9                   | 96.7   | 91.9   | (4.7)                   | 398.4                           | 395.6                           | (2.8)                   |
| Depreciation and amortization                 | 36.7                            | 43.1                            | + 6.4                   | 11.1   | 11.5   | + 0.3                   | 43.1                            | 45.0                            | + 1.9                   |
| Taxes and dues                                | 17.4                            | 20.8                            | + 3.3                   | 4.9  | 5.2  | + 0.3                   | 20.8                            | 20.5                            | (0.2)                   |
| Miscellaneous expenses                        | 339.2                           | 334.4                           | (4.8)                   | 80.6   | 75.1   | (5.5)                   | 334.4                           | 329.9                           | (4.4)                   |
| Net operating income                          | 39.2                            | 63.3                            | + 24.0                  | 17.8   | 0.0  | (17.7)                  | 63.3                            | 39.7                            | (23.5)                  |

Notes : Sums of figures may not match totals due to rounding.

### 4. International Logistics Business

(Millions of Australian dollars)

|                                    | For the fiscal                  | For the fiscal                  | Year-on-<br>year change | For the  | For the  | Year-on-<br>year change | For the fiscal                  | For the fiscal                  | Year-on-<br>year change |
|------------------------------------|---------------------------------|---------------------------------|-------------------------|--|--|-------------------------|---------------------------------|---------------------------------|-------------------------|
|                                    | year ended<br>March 31,<br>2016 | year ended<br>March 31,<br>2017 |                         | three month<br>period from<br>Jan. to Mar.<br>2017 | three month<br>period from<br>Jan. to Mar.<br>2018 |                         | year ended<br>March 31,<br>2017 | year ended<br>March 31,<br>2018 |                         |
| Operating income                   | 8,397                           | 7,901                           | (496)                   | 1,913  | 2,003  | + 90                    | 7,901                           | 8,210                           | + 309                   |
| Global Express                     | –                               | 3,042                           | –                       | 728  | 735  | + 6                     | 3,042                           | 3,011                           | (30)                    |
| Global Forwarding                  | –                               | 1,367                           | –                       | 330  | 322  | (8)                     | 1,367                           | 1,384                           | + 16                    |
| Global Logistics                   | –                               | 2,740                           | –                       | 668  | 750  | + 82                    | 2,740                           | 3,039                           | + 299                   |
| Corporate/Other                    | –                               | 750                             | –                       | 185  | 195  | + 9                     | 750                             | 774                             | + 24                    |
| Net Operating income (loss) (EBIT) | 266                             | 69                              | (196)                   | (13)   | 19   | + 33                    | 69                              | 119                             | + 50                    |
| Global Express                     | –                               | (69)                            | –                       | (38)   | (9)  | + 28                    | (69)                            | (10)                            | + 59                    |
| Global Forwarding                  | –                               | (8)                             | –                       | (6)  | (6)  | (0)                     | (8)                             | 0                               | + 8                     |
| Global Logistics                   | –                               | 169                             | –                       | 35   | 61   | + 25                    | 169                             | 191                             | + 21                    |
| Corporate/Other                    | –                               | (22)                            | –                       | (5)  | (25)   | (20)                    | (22)                            | (61)                            | (38)                    |

Notes : (1) Sums of figures may not match totals due to rounding.

(2) In line with Toll's re-organization of its divisional structure from July 2017, the figures of each division prior to the re-organization were recalculated according to the current divisional structure. The names of each division were changed accordingly. In addition, the total sums of divisions are shown in the column for the fiscal year ended March 31, 2016.

## 5. Volumes of Items Handled

(thousands of items)

|                                 | For the fiscal<br>year ended<br>March 31,<br>2016 | For the fiscal<br>year ended<br>March 31,<br>2017 | Year-on-year<br>change | For the<br>three month<br>period from<br>Jan. to Mar.<br>2017 | For the<br>three month<br>period from<br>Jan. to Mar.<br>2018 | Year-on-<br>year change | For the fiscal<br>year ended<br>March 31,<br>2017 | For the fiscal<br>year ended<br>March 31,<br>2018 | Year-on-<br>year change |
|---------------------------------|---|---|------------------------|---|---|-------------------------|---|---|-------------------------|
| Total                           | 22,082,281  | 21,925,689  | (156,592)              | 7,053,762   | 6,911,528   | (142,234)               | 21,925,689  | 21,735,420  | (190,269)               |
| Mail                            | 18,029,855  | 17,730,418  | (299,437)              | 5,961,861   | 5,717,445   | (244,416)               | 17,730,418  | 17,222,112  | (508,306)               |
| Domestic mail                   | 17,980,998  | 17,683,959  | (297,039)              | 5,950,613   | 5,706,551   | (244,062)               | 17,683,959  | 17,174,899  | (509,060)               |
| Standard mail                   | 17,426,341  | 17,193,956  | (232,385)              | 5,823,991   | 5,577,698   | (246,293)               | 17,193,956  | 16,684,269  | (509,687)               |
| First-class                     | 8,463,874   | 8,411,787   | (52,087)               | 1,962,909   | 1,885,205   | (77,704)                | 8,411,787   | 8,098,339   | (313,448)               |
| Second-class                    | 6,315,097   | 6,276,453   | (38,644)               | 1,566,385   | 1,539,636   | (26,749)                | 6,276,453   | 6,217,934   | (58,519)                |
| Third-class                     | 220,464   | 211,316   | (9,148)                | 50,526  | 48,435  | (2,091)                 | 211,316   | 203,713   | (7,603)                 |
| Fourth-class                    | 18,802  | 17,728  | (1,074)                | 4,119   | 3,834   | (285)                   | 17,728  | 16,689  | (1,039)                 |
| New Year's postcards            | 2,351,237   | 2,236,551   | (114,686)              | 2,236,551   | 2,097,787   | (138,764)               | 2,236,551   | 2,097,787   | (138,764)               |
| Election mail                   | 56,866  | 40,121  | (16,745)               | 3,501   | 2,801   | (700)                   | 40,121  | 49,807  | + 9,686                 |
| Special mail                    | 554,657   | 490,003   | (64,654)               | 126,622   | 128,853   | + 2,231                 | 490,003   | 490,630   | + 627                   |
| International mail (dispatched) | 48,857  | 46,459  | (2,398)                | 11,248  | 10,894  | (354)                   | 46,459  | 47,213  | + 754                   |
| Letters                         | 24,913  | 26,942  | + 2,029                | 6,686   | 6,348   | (338)                   | 26,942  | 28,996  | + 2,054                 |
| Packages                        | 4,758   | 4,116   | (642)                  | 989   | 1,041   | + 52                    | 4,116   | 4,069   | (47)                    |
| EMS                             | 19,187  | 15,400  | (3,787)                | 3,573   | 3,505   | (68)                    | 15,400  | 14,148  | (1,252)                 |
| Domestic parcel                 | 4,052,425   | 4,195,272   | + 142,847              | 1,091,901   | 1,194,082   | + 102,181               | 4,195,272   | 4,513,308   | + 318,036               |
| Yu-Pack                         | 636,131   | 697,266   | + 61,135               | 172,303   | 219,715   | + 47,412                | 697,266   | 875,883   | + 178,617               |
| Yu-Packet                       | 123,107   | 175,546   | + 52,439               | 55,274  | 72,769  | + 17,495                | 175,546   | 261,470   | + 85,924                |
| Yu-Mail                         | 3,416,294   | 3,498,005   | + 81,711               | 919,598   | 974,367   | + 54,769                | 3,498,005   | 3,637,425   | + 139,420               |

Notes : (1) Sums of individual items may not match totals due to rounding.

(2) Election mail consists of standard size postcards as provided for in Article 142 of the Public Offices Election Act.

(3) For three month period from Oct. to Dec. 2017, the volume of Letters of International mail (dispatched) was revised to 11,192 thousands of items and the volume of First-class was revised to 2,093,307 thousands of items. The volumes for the fiscal year ended March 31 are after the correction.

### (Reference) Domestic parcel unit price

(yen)

|         | For the fiscal year<br>ended March 31,<br>2018 |
|---------|--|
| Yu-Pack | 397  |
| Yu-Mail | 60   |

Notes : (1) Sums of individual items may not match totals due to rounding.

(2) Yu-Pack is including Yu-Packet .