

Appendix : Japan Post Co. Data Supplement

May 15, 2019

1. Japan Post Co. (Consolidated)

(Billions of yen)

	For the fiscal year ended March 31, 2017	For the fiscal year ended March 31, 2018	Year-on-year change	For the three month period from Jan. to Mar. 2018	For the three month period from Jan. to Mar. 2019	Year-on-year change	For the fiscal year ended March 31, 2018	For the fiscal year ended March 31, 2019	Year-on-year change
Operating income	3,758.9	3,881.9	+ 122.9	955.2	962.0	+ 6.7	3,881.9	3,960.6	+ 78.7
Postal service business income	1,910.3	2,002.4	+ 92.0	507.5	521.7	+ 14.1	2,002.4	2,095.5	+ 93.1
Commissions for banking business consignment	612.4	598.1	(14.3)	146.3	146.1	(0.2)	598.1	600.6	+ 2.5
Commissions for life insurance business consignment	392.7	372.2	(20.5)	91.1	90.0	(1.0)	372.2	358.1	(14.1)
International logistics business income	644.4	704.3	+ 59.8	170.7	165.8	(4.8)	704.3	700.6	(3.6)
Other operating income	198.9	204.8	+ 5.8	39.4	38.2	(1.1)	204.8	205.6	+ 0.8
Operating expenses	3,705.5	3,795.3	+ 89.8	943.8	917.6	(26.2)	3,795.3	3,778.6	(16.7)
Personnel expenses	2,367.8	2,404.8	+ 37.0	604.1	588.3	(15.7)	2,404.8	2,387.7	(17.1)
Other expenses	1,337.7	1,390.5	+ 52.7	339.7	329.2	(10.4)	1,390.5	1,390.9	+ 0.3
Net operating income	53.4	86.5	+ 33.1	11.4	44.4	+ 33.0	86.5	182.0	+ 95.4
Non-operating income	6.8	5.4	(1.3)	1.4	1.0	(0.3)	5.4	6.0	+ 0.5
Non-operating expenses	8.0	6.5	(1.4)	1.2	1.9	+ 0.6	6.5	8.2	+ 1.6
Net ordinary income	52.2	85.4	+ 33.2	11.5	43.4	+ 31.9	85.4	179.8	+ 94.4
Extraordinary gains	32.0	32.9	+ 0.9	12.2	21.6	+ 9.3	32.9	29.8	(3.1)
Extraordinary losses	469.1	42.8	(426.3)	23.4	32.8	+ 9.4	42.8	43.3	+ 0.5
Income (loss) before income taxes	(384.8)	75.6	+ 460.5	0.3	32.2	+ 31.8	75.6	166.3	+ 90.6
Total income taxes	(0.3)	16.0	+ 16.3	7.8	29.5	+ 21.6	16.0	39.1	+ 23.1
Net income (loss)	(384.5)	59.6	+ 444.1	(7.4)	2.7	+ 10.1	59.6	127.1	+ 67.5
Net income attributable to non-controlling interests	0.6	1.1	+ 0.4	0.5	(0.0)	(0.5)	1.1	0.5	(0.5)
Net income (loss) attributable to Japan Post Co.	(385.2)	58.4	+ 443.7	(8.0)	2.7	+ 10.7	58.4	126.6	+ 68.1

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

2. Postal and Domestic Logistics Business

(Billions of yen)

	For the fiscal year ended March 31, 2017	For the fiscal year ended March 31, 2018	Year-on-year change	For the three month period from Jan. to Mar. 2018	For the three month period from Jan. to Mar. 2019	Year-on-year change	For the fiscal year ended March 31, 2018	For the fiscal year ended March 31, 2019	Year-on-year change
Operating income	1,929.9	2,022.5	+ 92.5	511.9	525.7	+ 13.7	2,022.5	2,114.9	+ 92.4
Operating expenses	1,917.8	1,980.6	+ 62.7	498.9	491.2	(7.6)	1,980.6	1,993.5	+ 12.9
Personnel expenses	1,230.9	1,259.7	+ 28.7	319.8	314.7	(5.1)	1,259.7	1,261.8	+ 2.1
Salaries and allowances, etc.	1,025.5	1,050.4	+ 24.9	266.3	261.2	(5.1)	1,050.4	1,049.0	(1.3)
Retirement benefit expenses	46.5	46.7	+ 0.2	11.7	11.5	(0.2)	46.7	46.1	(0.6)
Legal welfare expenses	158.8	162.4	+ 3.5	41.7	41.9	+ 0.2	162.4	166.7	+ 4.2
Other expenses	686.9	720.9	+ 33.9	179.0	176.5	(2.5)	720.9	731.6	+ 10.7
Postal service business consignment expenses	179.5	179.8	+ 0.2	43.5	47.4	+ 3.8	179.8	194.5	+ 14.6
Depreciation and amortization	80.4	90.0	+ 9.5	22.7	22.0	(0.6)	90.0	87.9	(2.0)
Taxes and dues	24.8	26.0	+ 1.2	6.8	7.4	+ 0.6	26.0	26.8	+ 0.7
Collection, transport and delivery outsourcing expenses	209.1	226.4	+ 17.2	55.4	51.2	(4.1)	226.4	227.3	+ 0.9
Miscellaneous expenses	192.9	198.4	+ 5.5	50.5	48.3	(2.1)	198.4	194.9	(3.5)
Net operating income (loss)	12.0	41.9	+ 29.8	12.9	34.4	+ 21.4	41.9	121.3	+ 79.4

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

(2) Breakdowns of personnel expenses for the fiscal year ended March 31, 2017, the fiscal year ended March 31, 2018, and the three month period from Jan. to Mar. 2018 were recalculated because of reclassification of certain accounts between breakdowns of personnel expenses. (Total amounts for those periods were unchanged.)

3. Post Office Business

(Billions of yen)

	For the fiscal	For the fiscal	Year-on-year change	For the three	For the three	Year-on-year change	For the fiscal	For the fiscal	Year-on-year change
	year ended March 31, 2017	year ended March 31, 2018		month period from Jan. to Mar. 2018	month period from Jan. to Mar. 2019		year ended March 31, 2018	year ended March 31, 2019	
Operating income	1,386.4	1,358.7	(27.6)	322.1	323.6	+ 1.4	1,358.7	1,362.5	+ 3.7
Postal service commissions	179.5	179.8	+ 0.2	43.5	47.4	+ 3.8	179.8	194.5	+ 14.6
Banking commissions	612.4	598.1	(14.3)	146.3	146.1	(0.2)	598.1	600.6	+ 2.5
Insurance commissions	392.7	372.2	(20.5)	91.1	90.0	(1.0)	372.2	358.1	(14.1)
Other operating income	201.6	208.5	+ 6.9	41.0	40.0	(1.0)	208.5	209.2	+ 0.7
Merchandising business	137.9	134.0	(3.9)	21.7	19.1	(2.6)	134.0	128.4	(5.5)
Real estate business	26.0	28.5	+ 2.4	7.2	8.2	+ 1.0	28.5	31.5	+ 3.0
Third-party financial product agency services	15.2	20.5	+ 5.3	4.8	5.0	+ 0.2	20.5	22.9	+ 2.4
Miscellaneous income	22.3	25.4	+ 3.0	7.2	7.5	+ 0.3	25.4	26.2	+ 0.7
Operating expenses	1,323.1	1,319.0	(4.0)	322.0	311.7	(10.3)	1,319.0	1,302.9	(16.0)
Personnel expenses	924.6	923.4	(1.2)	230.0	221.7	(8.2)	923.4	911.4	(11.9)
Salaries and allowances, etc.	754.9	751.9	(2.9)	186.9	179.8	(7.0)	751.9	741.8	(10.1)
Retirement benefit expenses	53.4	53.1	(0.2)	13.3	12.9	(0.3)	53.1	51.6	(1.5)
Legal welfare expenses	116.3	118.2	+ 1.9	29.8	28.9	(0.9)	118.2	117.9	(0.2)
Other expenses	398.4	395.6	(2.8)	91.9	89.9	(2.0)	395.6	391.4	(4.1)
Depreciation and amortization	43.1	45.0	+ 1.9	11.5	11.0	(0.5)	45.0	44.1	(0.9)
Taxes and dues	20.8	20.5	(0.2)	5.2	5.2	(0.0)	20.5	20.6	+ 0.1
Miscellaneous expenses	334.4	329.9	(4.4)	75.1	73.6	(1.4)	329.9	326.6	(3.2)
Net operating income	63.3	39.7	(23.5)	0.0	11.8	+ 11.7	39.7	59.6	+ 19.8

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

(2) Breakdowns of personnel expenses for the fiscal year ended March 31, 2017, the fiscal year ended March 31, 2018, and the three month period from Jan. to Mar. 2018 were recalculated because of reclassification of certain accounts between breakdowns of personnel expenses. (Total amounts for those periods were unchanged.)

4. International Logistics Business

(Millions of Australian dollars)

	For the fiscal	For the fiscal	Year-on-year change	For the three	For the three	Year-on-year change	For the fiscal	For the fiscal	Year-on-year change
	year ended March 31, 2017	year ended March 31, 2018		month period from Jan. to Mar. 2018	month period from Jan. to Mar. 2019		year ended March 31, 2018	year ended March 31, 2019	
Operating income	7,901	8,210	+ 309	2,003	2,113	+ 109	8,210	8,658	+ 447
Global Express	3,042	3,011	(30)	735	736	+ 1	3,011	3,100	+ 88
Global Forwarding	1,367	1,390	+ 22	325	313	(12)	1,390	1,416	+ 25
Global Logistics	2,740	3,039	+ 299	750	854	+ 104	3,039	3,269	+ 229
Corporate	750	768	+ 18	192	209	+ 16	768	872	+ 103
Net operating income (loss) (EBIT)	69	119	+ 50	19	47	+ 27	119	127	+ 7
Global Express	(69)	(10)	+ 59	(9)	(6)	+ 2	(10)	(18)	(8)
Global Forwarding	(8)	(2)	+ 5	(6)	(9)	(2)	(2)	(8)	(5)
Global Logistics	169	191	+ 21	61	35	(26)	191	148	(42)
Corporate	(22)	(58)	(35)	(25)	28	+ 54	(58)	5	+ 63

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

(2) Figures for the three month period from Jan. to Mar. 2018 and for the fiscal year ended March 31, 2018 were recalculated because of reclassification of certain businesses between segments from the fiscal year ended March 31, 2019. (Total amounts for those periods were unchanged.)

5. Volumes of Items Handled

(thousands of items)

	For the fiscal year ended March 31,2017	For the fiscal year ended March 31,2018	Year-on-year change	For the three month period from Jan. to Mar. 2018	For the three month period from Jan. to Mar. 2019	Year-on-year change	For the fiscal year ended March 31,2018	For the fiscal year ended March 31,2019	Year-on-year change
Total	21,925,689	21,735,420	(190,269)	4,813,741	4,789,581	(24,160)	21,735,420	21,373,205	(362,215)
Mail	17,730,418	17,222,112	(508,306)	3,619,658	3,611,212	(8,446)	17,222,112	16,780,568	(441,544)
Domestic mail	17,683,959	17,174,899	(509,060)	3,608,764	3,601,268	(7,495)	17,174,899	16,739,042	(435,857)
Standard mail	17,193,956	16,684,269	(509,687)	3,479,911	3,474,601	(5,310)	16,684,269	16,241,253	(443,016)
First-class	8,411,787	8,098,339	(313,448)	1,885,205	1,901,830	+ 16,625	8,098,339	8,037,906	(60,433)
Second-class	6,276,453	6,217,934	(58,519)	1,539,636	1,501,822	(37,814)	6,217,934	6,049,307	(168,627)
Third-class	211,316	203,713	(7,603)	48,435	47,360	(1,074)	203,713	197,178	(6,535)
Fourth-class	17,728	16,689	(1,039)	3,834	3,721	(113)	16,689	16,104	(585)
New Year's postcards	2,236,551	2,097,787	(138,764)				2,097,787	1,911,293	(186,494)
Election mail	40,121	49,807	+ 9,686	2,801	19,867	+ 17,066	49,807	29,465	(20,342)
Special mail	490,003	490,630	+ 627	128,853	126,667	(2,185)	490,630	497,789	+ 7,159
International mail (dispatched)	46,459	47,213	+ 754	10,894	9,944	(951)	47,213	41,526	(5,687)
Letters	26,942	28,996	+ 2,054	6,348	5,723	(625)	28,996	23,781	(5,215)
Packages	4,116	4,069	(47)	1,041	745	(296)	4,069	3,521	(548)
EMS	15,400	14,148	(1,253)	3,505	3,476	(29)	14,148	14,223	+ 75
Domestic parcel	4,195,272	4,513,308	+ 318,036	1,194,082	1,178,369	(15,714)	4,513,308	4,592,637	+ 79,329
Yu-Pack	697,266	875,883	+ 178,617	219,715	215,213	(4,503)	875,883	942,214	+ 66,331
Yu-Packet	175,546	261,470	+ 85,924	72,769	93,487	+ 20,718	261,470	357,167	+ 95,698
Yu-Mail	3,498,005	3,637,425	+ 139,420	974,367	963,156	(11,211)	3,637,425	3,650,423	+ 12,998

Notes : (1) Since figures are rounded, sums of individual items may not match totals.

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

(Reference) Domestic parcel unit price

(yen)

	For the fiscal year ended March 31,2018	For the fiscal year ended March 31,2019	Year-on-year change
Yu-Pack	397	442	+ 45
Yu-Mail	60	61	+ 2

Notes : (1) Figures are rounded to the nearest unit.

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