

Appendix : Japan Post Co. Data Supplement

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August 10, 2017

## 1. Japan Post Co. (Consolidated)

(Billions of yen)

	For the fiscal year ended March 31, 2016	For the fiscal year ended March 31, 2017	Year-on-year change	For the three months ended June 30, 2016	For the three months ended June 30, 2017	Year-on-year change
Operating income	3,638.8	3,758.9	+120.1	898.2	911.3	+13.0
Postal service business income	1,910.4	1,910.3	(0.1)	447.7	456.6	+8.9
Commissions for banking business consignment	609.4	612.4	+3.0	155.8	152.2	(3.5)
Commissions for life insurance business consignment	378.3	392.7	+14.3	97.4	94.5	(2.8)
International logistics business income	544.0	644.4	+100.3	154.3	162.7	+8.3
Other operating income	196.4	198.9	+2.4	42.8	44.9	+2.1
Operating expenses	3,599.7	3,705.5	+105.7	895.0	903.8	+8.8
Personnel expenses	2,333.6	2,367.8	+34.1	583.1	582.4	(0.7)
Other expenses	1,266.1	1,337.7	+71.6	311.8	321.3	+9.5
Net operating income	39.1	53.4	+14.3	3.2	7.4	+4.2
Non-operating income	9.5	6.8	(2.7)	3.3	1.7	(1.5)
Non-operating expenses	6.3	8.0	+1.7	1.2	1.7	+0.4
Net ordinary income	42.3	52.2	+9.8	5.2	7.4	+2.2
Extraordinary gains	60.2	32.0	(28.2)	1.9	7.7	+5.8
Extraordinary losses	47.8	469.1	+421.3	1.5	8.2	+6.6
Income (loss) before income taxes	54.7	(384.8)	(439.6)	5.6	7.0	+1.3
Total income taxes	6.9	(0.3)	(7.3)	1.2	1.0	(0.1)
Net income (loss)	47.7	(384.5)	(432.3)	4.4	5.9	+1.4
Net income attributable to non-controlling interests	0.5	0.6	+0.1	0.0	0.0	+0.0
Net income (loss) attributable to Japan Post Co.	47.2	(385.2)	(432.4)	4.4	5.8	+1.4

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

## 2. Postal and Domestic Logistics Business

(Billions of yen)

				(Billions of yen)		
	For the fiscal year ended March 31, 2016	For the fiscal year ended March 31, 2017	Year-on-year change	For the three months ended June 30, 2016	For the three months ended June 30, 2017	Year-on-year change
Operating income	1,929.4	1,929.9	+0.4	452.5	461.6	+9.1
Operating expenses	1,919.1	1,917.8	(1.2)	458.3	468.1	+9.7
Personnel expenses	1,234.0	1,230.9	(3.1)	298.5	300.0	+1.5
Salaries and allowances, etc.	1,034.9	1,025.4	(9.4)	247.8	248.9	+1.0
Retirement benefit expenses	45.9	46.5	+0.6	11.7	11.7	+0.0
Legal welfare expenses	153.1	158.8	+5.6	38.9	39.3	+0.4
Other expenses	685.0	686.9	+1.8	159.8	168.1	+8.2
Postal service business consignment expenses	177.2	179.5	+2.3	42.5	43.2	+0.6
Depreciation and amortization	66.1	80.4	+14.3	19.3	22.0	+2.6
Taxes and dues	17.6	24.8	+7.1	5.7	6.5	+0.7
Collection, transport and delivery outsourcing expenses	219.1	209.1	(9.9)	49.8	50.4	+0.6
Miscellaneous expenses	204.9	192.9	(12.0)	42.3	45.8	+3.5
Net operating income (loss)	10.3	12.0	+1.7	(5.8)	(6.4)	(0.6)

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

## 3. Post Office Business

(Billions of yen)

				(Billions of yen)		
	For the fiscal year ended March 31, 2016	For the fiscal year ended March 31, 2017	Year-on-year change	For the three months ended June 30, 2016	For the three months ended June 30, 2017	Year-on-year change
Operating income	1,360.3	1,386.4	+26.1	338.6	335.6	(2.9)
Postal service commissions	177.2	179.5	+2.3	42.5	43.2	+0.6
Banking commissions	609.4	612.4	+3.0	155.8	152.2	(3.5)
Insurance commissions	378.3	392.7	+14.3	97.4	94.5	(2.8)
Other operating income	195.2	201.6	+6.3	42.8	45.6	+2.7
Merchandising business	133.7	137.9	+4.1	28.3	27.9	(0.3)
Real estate business	30.3	26.0	(4.3)	6.1	6.9	+0.7
Third-party financial product agency services	11.5	15.2	+3.7	3.5	4.8	+1.2
Miscellaneous income	19.5	22.3	+2.8	4.7	5.8	+1.0
Operating expenses	1,321.0	1,323.1	+2.0	324.1	320.8	(3.2)
Personnel expenses	927.5	924.6	(2.8)	231.9	228.0	(3.9)
Salaries and allowances, etc.	759.6	754.8	(4.8)	189.9	185.9	(4.0)
Retirement benefit expenses	54.1	53.4	(0.6)	13.4	13.3	△ 0
Legal welfare expenses	113.7	116.3	+2.6	28.5	28.7	+0.1
Other expenses	393.5	398.4	+4.9	92.1	92.8	+0.6
Depreciation and amortization	36.7	43.1	+6.4	10.4	11.1	+0.7
Taxes and dues	17.4	20.8	+3.3	5.2	4.8	(0.3)
Miscellaneous expenses	339.2	334.4	(4.8)	76.5	76.8	+0.2
Net operating income	39.2	63.3	+24.0	14.4	14.7	+0.3

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

#### 4. International Logistics Business

(Millions of Australian dollars)

	For the fiscal year ended March 31, 2016	For the fiscal year ended March 31, 2017	Year-on-year change	For the three months ended June 30, 2016	For the three months ended June 30, 2017	Year-on-year change
Operating income	8,397	7,901	(496)	1,916	1,951	+ 35
Global Express Service	3,956	3,747	(209)	920	916	(4)
Global Forwarding	1,655	1,517	(138)	352	377	+ 24
Global Contract	2,737	2,565	(172)	622	642	+ 19
Corporate	47	69	+ 22	19	15	(4)
Net Operating income (loss) (EBIT)	266	69	(196)	22	(9)	(31)
Global Express Service	91	(56)	(147)	(11)	(15)	(4)
Global Forwarding	17	(23)	(40)	(7)	(16)	(8)
Global Contract	200	184	(16)	51	44	(7)
Corporate	(42)	(36)	+ 6	(10)	(21)	(11)

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

#### 5. Volumes of Items Handled

(thousands of items)

	For the fiscal year ended March 31, 2016	For the fiscal year ended March 31, 2017	Year-on-year change	For the three months ended June 30, 2016	For the three months ended June 30, 2017	Year-on-year change
Total	22,082,281	21,925,689	(156,591)	5,019,010	4,949,821	(69,189)
Mail	18,029,855	17,730,418	(299,438)	4,026,767	3,895,292	(131,475)
Domestic mail	17,980,998	17,683,959	(297,039)	4,015,975	3,885,311	(130,665)
Standard mail	17,426,341	17,193,956	(232,385)	3,901,079	3,770,119	(130,960)
First-class	8,463,874	8,411,787	(52,087)	2,289,536	2,179,805	(109,731)
Second-class	6,315,097	6,276,453	(38,644)	1,526,710	1,528,390	+ 1,680
Third-class	220,464	211,316	(9,148)	54,142	51,120	(3,022)
Fourth-class	18,802	17,728	(1,075)	4,743	4,262	(482)
New Year's postcards	2,351,237	2,236,551	(114,686)	0	0	+ 0
Election mail	56,866	40,121	(16,745)	25,948	6,542	(19,406)
Special mail	554,657	490,003	(64,654)	114,896	115,192	+ 295
International mail (dispatched)	48,857	46,459	(2,399)	10,791	9,981	(810)
Letters	24,913	26,942	+ 2,029	5,034	5,543	+ 509
Packages	4,758	4,116	(641)	1,160	982	(178)
EMS	19,187	15,400	(3,786)	4,598	3,456	(1,142)
Domestic parcel	4,052,425	4,195,272	+ 142,846	992,244	1,054,530	+ 62,286
Yu-Pack	579,877	632,421	+ 52,545	149,242	186,730	+ 37,488
Yu-Packet	66,852	110,701	+ 43,848	31,585	57,790	+ 26,205
Yu-Mail	3,472,549	3,562,851	+ 90,302	843,002	867,800	+ 24,798

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 the fiscal year ended March 31, 2016 and for the fiscal year ended March 31, 2017, volumes of Yu-Packet are included under Yu-Pack since October of each year .

## 6. Status of Income and Expenses of Postal Business

(Billions of yen)

	For the fiscal year ended March 31, 2016			For the fiscal year ended March 31, 2017		
	Operating income	Operating expenses	Net Operating income(loss)	Operating income	Operating expenses	Net Operating income(loss)
Total	1,355.2	1,342.9	12.3	1,342.4	1,329.5	12.8
	<i>(Year-on-year change)</i>	<i>+37.8</i>	<i>+37.1</i>	<i>(12.9)</i>	<i>(13.4)</i>	<i>+0.5</i>
Domestic mail	1,247.5	1,246.9	0.6	1,244.9	1,246.3	(1.5)
	<i>(Year-on-year change)</i>	<i>+21.4</i>	<i>+20.1</i>	<i>(2.6)</i>	<i>(0.5)</i>	<i>(2.0)</i>
First-class (Letters)	667.8	655.9	11.9	682.6	670.0	12.6
	<i>(Year-on-year change)</i>	<i>+8.1</i>	<i>+8.5</i>	<i>+14.8</i>	<i>+14.1</i>	<i>+0.7</i>
Second-class (Postcards)	367.7	397.1	(29.4)	367.9	397.8	(29.8)
	<i>(Year-on-year change)</i>	<i>(8.4)</i>	<i>(0.5)</i>	<i>+0.2</i>	<i>+0.7</i>	<i>(0.5)</i>
Third-class (Magazines, newspapers)	9.9	16.6	(6.7)	9.4	15.9	(6.5)
	<i>(Year-on-year change)</i>	<i>(0.5)</i>	<i>(0.4)</i>	<i>(0.6)</i>	<i>(0.7)</i>	<i>+0.1</i>
Fourth-class (Educational materials, etc.)	0.7	1.8	(1.1)	0.7	1.8	(1.2)
	<i>(Year-on-year change)</i>	<i>△0</i>	<i>(0.2)</i>	<i>△0</i>	<i>+0.0</i>	<i>(0.1)</i>
Special mails provided for in Article 44, Paragraph 1 of the Postal Act	–	–	–	106.3	99.2	7.1
	<i>(Year-on-year change)</i>					
Special mails provided for in Article 44, Paragraph 2 of the Postal Act	–	–	–	78.0	61.6	16.4
	<i>(Year-on-year change)</i>					
(Reference) Special mail	201.3	175.5	25.8	184.3	160.9	23.5
	<i>(Year-on-year change)</i>	<i>+22.2</i>	<i>+12.7</i>	<i>(17.0)</i>	<i>(14.6)</i>	<i>(2.3)</i>
International mail	107.8	96.0	11.7	97.5	83.2	14.3
	<i>(Year-on-year change)</i>	<i>+16.5</i>	<i>+17.0</i>	<i>(10.3)</i>	<i>(12.8)</i>	<i>+2.6</i>
Letters	–	–	–	21.5	21.6	(0.1)
	<i>(Year-on-year change)</i>					
Packages	–	–	–	22.9	17.7	5.2
	<i>(Year-on-year change)</i>					
EMS	–	–	–	53.1	43.9	9.2
	<i>(Year-on-year change)</i>					

Note 1: Above figures demonstrate the status of income and expenses primarily by mail item category pursuant to the provisions of Article 67, Paragraph 7 of the Postal Act.

Note 2: Figures are rounded to the nearest whole unit.

Note 3: Classifications for disclosure have been changed from the fiscal year ended March 31, 2017 due to partial revision to the Ordinance for Enforcement of the Postal Act.

Note 4: Special mails provided for in Article 44, Paragraph 1 of the Postal Act consist of postal items that are handled with special treatment: registered mail (Kakitome), certificate of acceptance time, delivery certificate, content certificate and special delivery.

Note 5: Special mails provided for in Article 44, Paragraph 2 of the Postal Act consist of postal items that are handled with special treatment other than those stated above, such as express mail (Sokutatsu).

(Reference)	For the fiscal year ended March 31, 2016			For the fiscal year ended March 31, 2017		
	Operating income	Operating expenses	Net Operating income	Operating income	Operating expenses	Net Operating income
Domestic parcel ( Yu-Pack , Yu-Mail)	475.7	474.9	0.8	488.9	486.1	2.8
	<i>(Year-on-year change)</i>	<i>+31.4</i>	<i>+9.8</i>	<i>+13.1</i>	<i>+11.2</i>	<i>+2.0</i>

Note: Figures are rounded to the nearest whole unit.