

Appendix : Japan Post Co. Data Supplement

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November 14, 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 month period from July to Sept. 2016	For the three month period from July to Sept. 2017	Year-on-year change	For the six months ended Sept. 30, 2016	For the six months ended Sept. 30, 2017	Year-on-year change
Operating income	3,638.8	3,758.9	+120.1	887.0	920.4	+33.4	1,785.2	1,831.7	+46.5
Postal service business income	1,910.4	1,910.3	(0.1)	427.0	442.3	+15.2	874.8	899.0	+24.1
Commissions for banking business consignment	609.4	612.4	+3.0	153.2	149.5	(3.6)	309.0	301.8	(7.2)
Commissions for life insurance business consignment	378.3	392.7	+14.3	99.2	94.9	(4.3)	196.7	189.5	(7.1)
International logistics business income	544.0	644.4	+100.3	154.2	179.7	+25.4	308.6	342.5	+33.8
Other operating income	196.4	198.9	+2.4	53.1	53.8	+0.7	95.9	98.8	+2.8
Operating expenses	3,599.7	3,705.5	+105.7	917.2	940.1	+22.8	1,812.2	1,844.0	+31.7
Personnel expenses	2,333.6	2,367.8	+34.1	592.4	598.3	+5.8	1,175.6	1,180.7	+5.1
Other expenses	1,266.1	1,337.7	+71.6	324.7	341.8	+17.0	636.6	663.2	+26.5
Net operating income (loss)	39.1	53.4	+14.3	(30.2)	(19.6)	+10.5	(27.0)	(12.2)	+14.7
Non-operating income	9.5	6.8	(2.7)	1.7	1.2	(0.5)	5.1	3.0	(2.0)
Non-operating expenses	6.3	8.0	+1.7	4.4	1.9	(2.5)	5.6	3.6	(2.0)
Net ordinary income	42.3	52.2	+9.8	(32.8)	(20.3)	+12.5	(27.6)	(12.8)	+14.7
Extraordinary gains	60.2	32.0	(28.2)	8.5	10.1	+1.5	10.5	17.9	+7.3
Extraordinary losses	47.8	469.1	+421.3	4.2	8.3	+4.0	5.7	16.5	+10.7
Income (loss) before income taxes	54.7	(384.8)	(439.6)	(28.5)	(18.5)	+10.0	(22.8)	(11.5)	+11.3
Total income taxes	6.9	(0.3)	(7.3)	4.4	4.2	(0.1)	5.6	5.3	(0.2)
Net income (loss)	47.7	(384.5)	(432.3)	(32.9)	(22.8)	+10.1	(28.5)	(16.8)	+11.6
Net income attributable to non-controlling interests	0.5	0.6	+0.1	0.2	0.2	(0.0)	0.2	0.2	+0.0
Net income (loss) attributable to Japan Post Co.	47.2	(385.2)	(432.4)	(33.1)	(23.0)	+10.1	(28.7)	(17.1)	+11.6

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

## 2. Postal and Domestic Logistics Business

	(Billions of yen)			(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 month period from July to Sept. 2016	For the three month period from July to Sept. 2017	Year-on-year change	For the six months ended Sept. 30, 2016	For the six months ended Sept. 30, 2017	Year-on-year change
Operating income	1,929.4	1,929.9	+0.4	431.9	447.3	+15.3	884.5	908.9	+24.4
Operating expenses	1,919.1	1,917.8	(1.2)	469.1	478.7	+9.6	927.5	946.9	+19.4
Personnel expenses	1,234.0	1,230.9	(3.1)	305.7	308.0	+2.2	604.2	608.0	+3.7
Salaries and allowances, etc.	1,034.9	1,025.4	(9.4)	254.0	255.7	+1.7	501.9	504.7	+2.7
Retirement benefit expenses	45.9	46.5	+0.6	11.6	11.5	(0.0)	23.3	23.3	+0.0
Legal welfare expenses	153.1	158.8	+5.6	40.0	40.6	+0.5	79.0	80.0	+1.0
Other expenses	685.0	686.9	+1.8	163.3	170.6	+7.3	323.2	338.8	+15.6
Postal service business consignment expenses	177.2	179.5	+2.3	41.7	42.5	+0.8	84.2	85.7	+1.5
Depreciation and amortization	66.1	80.4	+14.3	19.5	22.5	+2.9	38.9	44.6	+5.6
Taxes and dues	17.6	24.8	+7.1	6.0	5.9	(0.0)	11.8	12.5	+0.7
Collection, transport and delivery outsourcing expenses	219.1	209.1	(9.9)	51.0	55.0	+3.9	100.9	105.4	+4.5
Miscellaneous expenses	204.9	192.9	(12.0)	44.9	44.5	(0.4)	87.3	90.4	+3.0
Net operating income (loss)	10.3	12.0	+1.7	(37.1)	(31.4)	+5.7	(42.9)	(37.9)	+5.0

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

## 3. Post Office Business

	(Billions of yen)			(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 month period from July to Sept. 2016	For the three month period from July to Sept. 2017	Year-on-year change	For the six months ended Sept. 30, 2016	For the six months ended Sept. 30, 2017	Year-on-year change
Operating income	1,360.3	1,386.4	+26.1	347.5	341.4	(6.0)	686.1	677.0	(9.0)
Postal service commissions	177.2	179.5	+2.3	41.7	42.5	+0.8	84.2	85.7	+1.5
Banking commissions	609.4	612.4	+3.0	153.2	149.5	(3.6)	309.0	301.8	(7.2)
Insurance commissions	378.3	392.7	+14.3	99.2	94.9	(4.3)	196.7	189.5	(7.1)
Other operating income	195.2	201.6	+6.3	53.2	54.2	+1.0	96.1	99.8	+3.7
Merchandising business	133.7	137.9	+4.1	37.4	35.4	(2.0)	65.7	63.3	(2.3)
Real estate business	30.3	26.0	(4.3)	6.5	7.1	+0.6	12.7	14.1	+1.3
Third-party financial product agency services	11.5	15.2	+3.7	4.0	5.8	+1.7	7.6	10.6	+3.0
Miscellaneous income	19.5	22.3	+2.8	5.1	5.8	+0.7	9.9	11.7	+1.7
Operating expenses	1,321.0	1,323.1	+2.0	337.1	332.4	(4.6)	661.3	653.3	(7.9)
Personnel expenses	927.5	924.6	(2.8)	236.3	233.1	(3.2)	468.3	461.1	(7.1)
Salaries and allowances, etc.	759.6	754.8	(4.8)	193.2	189.9	(3.3)	383.2	375.8	(7.4)
Retirement benefit expenses	54.1	53.4	(0.6)	13.3	13.2	(0.0)	26.7	26.6	(0.1)
Legal welfare expenses	113.7	116.3	+2.6	29.7	29.9	+0.1	58.3	58.6	+0.3
Other expenses	393.5	398.4	+4.9	100.7	99.3	(1.4)	192.9	192.1	(0.7)
Depreciation and amortization	36.7	43.1	+6.4	10.7	11.2	+0.4	21.1	22.3	+1.1
Taxes and dues	17.4	20.8	+3.3	6.1	5.4	(0.6)	11.3	10.3	(1.0)
Miscellaneous expenses	339.2	334.4	(4.8)	83.9	82.6	(1.2)	160.4	159.5	(0.9)
Net operating income	39.2	63.3	+24.0	10.3	8.9	(1.4)	24.7	23.7	(1.0)

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 month period from July to Sept. 2016	For the three month period from July to Sept. 2017	Year-on-year change	For the six months ended Sept. 30, 2016	For the six months ended Sept. 30, 2017	Year-on-year change
Operating income	8,397	7,901	(496)	1,987	2,053	+ 66	3,903	4,004	+ 101
Global Express	–	3,042	–	776	754	(21)	1,525	1,492	(32)
Global Forwarding	–	1,367	–	350	353	+ 2	669	699	+ 30
Global Logistics	–	2,740	–	673	757	+ 84	1,336	1,435	+ 98
Corporate	–	750	–	186	187	+ 1	371	377	+ 5
Net Operating income (loss) (EBIT)	266	69	(196)	46	42	(3)	68	33	(35)
Global Express	–	(69)	–	(5)	9	+ 15	(17)	(13)	+ 4
Global Forwarding	–	(8)	–	2	2	+ 0	(2)	(5)	(2)
Global Logistics	–	169	–	45	41	(4)	93	77	(16)
Corporate	–	(22)	–	4	(10)	(15)	(4)	(24)	(20)

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 year ended March 31, 2016	For the fiscal year ended March 31, 2017	Year-on-year change	For the three month period from July to Sept. 2016	For the three month period from July to Sept. 2017	Year-on-year change	For the six months ended Sept. 30, 2016	For the six months ended Sept. 30, 2017	Year-on-year change
Total	22,082,281	21,925,689	(156,591)	4,671,688	4,579,610	(92,078)	9,690,699	9,529,432	(161,267)
Mail	18,029,855	17,730,418	(299,438)	3,692,805	3,559,974	(132,831)	7,719,572	7,455,266	(264,306)
Domestic mail	17,980,998	17,683,959	(297,039)	3,683,366	3,549,739	(133,627)	7,699,342	7,435,050	(264,292)
Standard mail	17,426,341	17,193,956	(232,385)	3,554,707	3,424,048	(130,659)	7,455,786	7,194,167	(261,619)
First-class	8,463,874	8,411,787	(52,087)	2,048,948	1,940,023	(108,925)	4,338,484	4,119,827	(218,657)
Second-class	6,315,097	6,276,453	(38,644)	1,440,989	1,426,288	(14,701)	2,967,699	2,954,678	(13,021)
Third-class	220,464	211,316	(9,148)	52,267	50,757	(1,510)	106,409	101,876	(4,533)
Fourth-class	18,802	17,728	(1,075)	4,554	4,587	+ 33	9,297	8,849	(448)
New Year's postcards	2,351,237	2,236,551	(114,686)	0	0	+ 0	0	0	+ 0
Election mail	56,866	40,121	(16,745)	7,949	2,393	(5,556)	33,897	8,936	(24,961)
Special mail	554,657	490,003	(64,654)	128,659	125,691	(2,968)	243,555	240,883	(2,672)
International mail (dispatched)	48,857	46,459	(2,399)	9,439	10,235	+ 796	20,231	20,216	(15)
Letters	24,913	26,942	+ 2,029	5,088	5,911	+ 823	10,122	11,455	+ 1,333
Packages	4,758	4,116	(641)	922	949	+ 27	2,082	1,931	(151)
EMS	19,187	15,400	(3,786)	3,429	3,375	(54)	8,027	6,831	(1,196)
Domestic parcel	4,052,425	4,195,272	+ 142,846	978,883	1,019,636	+ 40,753	1,971,126	2,074,166	+ 103,040
Yu-Pack	579,877	632,421	+ 52,545	164,116	208,594	+ 44,478	313,358	395,323	+ 81,965
Yu-Packet	66,852	110,701	+ 43,848	33,260	60,732	+ 27,472	64,845	118,523	+ 53,678
Yu-Mail	3,472,549	3,562,851	+ 90,302	814,766	811,042	(3,724)	1,657,768	1,678,842	+ 21,074

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.