

Appendix : Japan Post Co. Data Supplement

August 10, 2018

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 months ended June 30, 2017	For the three months ended June 30, 2018	Year-on-year change
Operating income	3,758.9	3,881.9	+ 122.9	911.3	948.4	+ 37.1
Postal service business income	1,910.3	2,002.4	+ 92.0	456.6	492.9	+ 36.2
Commissions for banking business consignment	612.4	598.1	(14.3)	152.2	153.8	+ 1.5
Commissions for life insurance business consignment	392.7	372.2	(20.5)	94.5	88.2	(6.2)
International logistics business income	644.4	704.3	+ 59.8	162.7	169.0	+ 6.2
Other operating income	198.9	204.8	+ 5.8	44.9	44.3	(0.6)
Operating expenses	3,705.5	3,795.3	+ 89.8	903.8	923.3	+ 19.5
Personnel expenses	2,367.8	2,404.8	+ 37.0	582.4	595.0	+ 12.5
Other expenses	1,337.7	1,390.5	+ 52.7	321.3	328.3	+ 6.9
Net operating income	53.4	86.5	+ 33.1	7.4	25.1	+ 17.6
Non-operating income	6.8	5.4	(1.3)	1.7	1.6	(0.1)
Non-operating expenses	8.0	6.5	(1.4)	1.7	1.6	(0.1)
Net ordinary income	52.2	85.4	+ 33.2	7.4	25.1	+ 17.6
Extraordinary gains	32.0	32.9	+ 0.9	7.7	1.6	(6.0)
Extraordinary losses	469.1	42.8	(426.3)	8.2	1.9	(6.2)
Income (loss) before income taxes	(384.8)	75.6	+ 460.5	7.0	24.8	+ 17.8
Total income taxes	(0.3)	16.0	+ 16.3	1.0	1.8	+ 0.8
Net income (loss)	(384.5)	59.6	+ 444.1	5.9	23.0	+ 17.0
Net income attributable to non-controlling interests	0.6	1.1	+ 0.4	0.0	0.0	(0.0)
Net income (loss) attributable to Japan Post Co.	(385.2)	58.4	+ 443.7	5.8	22.9	+ 17.0

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

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 months ended June 30, 2017	For the three months ended June 30, 2018	Year-on-year change
Operating income	1,929.9	2,022.5	+ 92.5	461.6	497.7	+ 36.1
Operating expenses	1,917.8	1,980.6	+ 62.7	468.1	482.9	+ 14.7
Personnel expenses	1,230.9	1,259.7	+ 28.7	300.0	311.1	+ 11.0
Salaries and allowances, etc.	1,025.4	1,050.3	+ 24.8	248.9	258.4	+ 9.5
Retirement benefit expenses	46.5	46.8	+ 0.3	11.7	11.5	(0.2)
Legal welfare expenses	158.8	162.4	+ 3.5	39.3	41.1	+ 1.7
Other expenses	686.9	720.9	+ 33.9	168.1	171.8	+ 3.7
Postal service business consignment expenses	179.5	179.8	+ 0.2	43.2	44.7	+ 1.5
Depreciation and amortization	80.4	90.0	+ 9.5	22.0	22.0	+ 0.0
Taxes and dues	24.8	26.0	+ 1.2	6.5	6.3	(0.1)
Collection, transport and delivery outsourcing expense	209.1	226.4	+ 17.2	50.4	55.5	+ 5.0
Miscellaneous expenses	192.9	198.4	+ 5.5	45.8	43.1	(2.7)
Net operating income (loss)	12.0	41.9	+ 29.8	(6.4)	14.8	+ 21.3

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

3. Post Office 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 months ended June 30, 2017	For the three months ended June 30, 2018	Year-on-year change
Operating income	1,386.4	1,358.7	(27.6)	335.6	331.6	(4.0)
Postal service commissions	179.5	179.8	+ 0.2	43.2	44.7	+ 1.5
Banking commissions	612.4	598.1	(14.3)	152.2	153.8	+ 1.5
Insurance commissions	392.7	372.2	(20.5)	94.5	88.2	(6.2)
Other operating income	201.6	208.5	+ 6.9	45.6	44.7	(0.8)
Merchandising business	137.9	134.0	(3.9)	27.9	26.4	(1.5)
Real estate business	26.0	28.5	+ 2.4	6.9	7.5	+ 0.5
Third-party financial productagency services	15.2	20.5	+ 5.3	4.8	5.2	+ 0.4
Miscellaneous income	22.3	25.4	+ 3.0	5.8	5.4	(0.3)
Operating expenses	1,323.1	1,319.0	(4.0)	320.8	320.7	(0.0)
Personnel expenses	924.6	923.4	(1.2)	228.0	230.3	+ 2.2
Salaries and allowances, etc.	754.8	751.8	(3.0)	185.9	187.9	+ 2.0
Retirement benefit expenses	53.4	53.3	(0.1)	13.3	12.9	(0.4)
Legal welfare expenses	116.3	118.2	+ 1.9	28.7	29.4	+ 0.7
Other expenses	398.4	395.6	(2.8)	92.8	90.4	(2.3)
Depreciation and amortization	43.1	45.0	+ 1.9	11.1	11.0	(0.1)
Taxes and dues	20.8	20.5	(0.2)	4.8	4.9	+ 0.0
Miscellaneous expenses	334.4	329.9	(4.4)	76.8	74.5	(2.3)
Net operating income	63.3	39.7	(23.5)	14.7	10.8	(3.9)

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, 2017	For the fiscal year ended March 31, 2018	Year-on-year change	For the three months ended June 30, 2017	For the three months ended June 30, 2018	Year-on-year change
Operating income	7,901	8,210	+ 309	1,951	2,046	+ 95
Global Express	3,042	3,011	(30)	737	757	+ 19
Global Forwarding	1,367	1,384	+ 16	346	324	(22)
Global Logistics	2,740	3,039	+ 299	675	752	+ 76
Corporate	750	774	+ 24	191	212	+ 20
Net Operating income (loss) (EBIT)	69	119	+ 50	(9)	8	+ 17
Global Express	(69)	(10)	+ 59	(23)	(10)	+ 12
Global Forwarding	(8)	0	+ 8	(8)	(7)	+ 0
Global Logistics	169	191	+ 21	36	31	(4)
Corporate	(22)	(61)	(38)	(14)	(5)	+ 8

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, 2017	For the fiscal year ended March 31, 2018	Year-on-year change	For the three months ended June 30, 2017	For the three months ended June 30, 2018	Year-on-year change
Total	21,925,689	21,735,420	(190,269)	4,949,821	4,948,711	(1,110)
Mail	17,730,418	17,222,112	(508,306)	3,895,292	3,832,384	(62,908)
Domestic mail	17,683,959	17,174,899	(509,060)	3,885,311	3,822,781	(62,529)
Standard mail	17,193,956	16,684,269	(509,687)	3,770,119	3,705,085	(65,034)
First-class	8,411,787	8,098,339	(313,448)	2,179,805	2,159,581	(20,224)
Second-class	6,276,453	6,217,934	(58,519)	1,528,390	1,487,008	(41,382)
Third-class	211,316	203,713	(7,603)	51,120	49,729	(1,390)
Fourth-class	17,728	16,689	(1,039)	4,262	4,210	(51)
New Year's postcards	2,236,551	2,097,787	(138,764)	-	-	
Election mail	40,121	49,807	+ 9,686	6,542	4,556	(1,986)
Special mail	490,003	490,630	+ 627	115,192	117,696	+ 2,505
International mail (dispatched)	46,459	47,213	+ 754	9,981	9,603	(378)
Letters	26,942	28,996	+ 2,054	5,543	4,869	(674)
Packages	4,116	4,069	(47)	982	1,066	+ 84
EMS	15,400	14,148	(1,252)	3,456	3,667	+ 211
Domestic parcel	4,195,272	4,513,308	+ 318,036	1,054,530	1,116,327	+ 61,798
Yu-Pack	697,266	875,883	+ 178,617	186,730	232,650	+ 45,920
Yu-Packet	175,546	261,470	+ 85,924	57,790	83,792	+ 26,002
Yu-Mail	3,498,005	3,637,425	+ 139,420	867,800	883,678	+ 15,878

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.

(Reference) Domestic parcel unit price

(yen)

	For the three months ended June 30, 2017	For the three months ended June 30, 2018	Year-on-year change
Yu-Pack	382	413	+ 31
Yu-Mail	60	63	+ 3

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

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

6. Status of Income and Expenses of Postal Business

(Billions of yen)

	For the fiscal year ended March 31, 2017			For the fiscal year ended March 31, 2018		
	Operating income	Operating expenses	Net Operating income(loss)	Operating income	Operating expenses	Net Operating income(loss)
Total	1,342.4	1,329.5	12.8	1,363.7	1,339.5	24.2
	<i>(Year-on-year change)</i>	<i>(12.9)</i>	<i>(13.4)</i>	<i>+ 21.3</i>	<i>+ 10.0</i>	<i>+ 11.4</i>
Domestic mail	1,244.9	1,246.3	(1.5)	1,264.1	1,253.2	10.9
	<i>(Year-on-year change)</i>	<i>(2.6)</i>	<i>(0.5)</i>	<i>+ 19.2</i>	<i>+ 6.9</i>	<i>+ 12.4</i>
First-class (Letters)	682.6	670.0	12.6	664.8	658.1	6.7
	<i>(Year-on-year change)</i>	<i>+ 14.8</i>	<i>+ 14.1</i>	<i>(17.8)</i>	<i>(11.8)</i>	<i>(5.9)</i>
Second-class (Postcards)	367.9	397.8	(29.8)	403.1	411.9	(8.8)
	<i>(Year-on-year change)</i>	<i>+ 0.2</i>	<i>+ 0.7</i>	<i>+ 35.2</i>	<i>+ 14.1</i>	<i>+ 21.0</i>
Third-class (Magazines, newspapers)	9.4	15.9	(6.5)	9.0	15.1	(6.1)
	<i>(Year-on-year change)</i>	<i>(0.6)</i>	<i>(0.7)</i>	<i>(0.4)</i>	<i>(0.8)</i>	<i>+ 0.5</i>
Fourth-class (Educational materials, etc.)	0.7	1.8	(1.2)	0.7	1.7	(1.0)
	<i>(Year-on-year change)</i>	<i>(0.0)</i>	<i>+ 0.0</i>	<i>+ 0.0</i>	<i>(0.2)</i>	<i>+ 0.2</i>
Special mails provided for in Article 44, Paragraph 1 of the Postal Act	106.3	99.2	7.1	105.6	100.1	5.4
	<i>(Year-on-year change)</i>			<i>(0.7)</i>	<i>+ 0.9</i>	<i>(1.7)</i>
Special mails provided for in Article 44, Paragraph 2 of the Postal Act	78.0	61.6	16.4	81.0	66.3	14.6
	<i>(Year-on-year change)</i>			<i>+ 3.0</i>	<i>+ 4.7</i>	<i>(1.7)</i>
International mail	97.5	83.2	14.3	99.6	86.3	13.3
	<i>(Year-on-year change)</i>	<i>(10.3)</i>	<i>(12.8)</i>	<i>+ 2.1</i>	<i>+ 3.1</i>	<i>(1.0)</i>
Letters	21.5	21.6	(0.1)	22.3	24.2	(1.8)
	<i>(Year-on-year change)</i>			<i>+ 0.8</i>	<i>+ 2.6</i>	<i>(1.8)</i>
Packages	22.9	17.7	5.2	23.4	18.9	4.5
	<i>(Year-on-year change)</i>			<i>+ 0.5</i>	<i>+ 1.2</i>	<i>(0.7)</i>
EMS	53.1	43.9	9.2	53.9	43.2	10.7
	<i>(Year-on-year change)</i>			<i>+ 0.8</i>	<i>(0.7)</i>	<i>+ 1.5</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: 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 4: 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).

Note 5: Year-on-year change figures of Special mails and International mail for the fiscal year ended March 31, 2017 have not been provided because the breakdowns of Special mails and International mail by classifications have been disclosed from the fiscal year ended March 31, 2017 due to partial revision to the Ordinance for Enforcement of the Postal Act.

Note 6: The stated amount reflects the revision of operating income (+0.02 billion yen) and operating expenses (2 million yen) related to international mail (letters) after the settlement of FY2017.

(Billions of yen)

(Reference)	For the fiscal year ended March 31, 2017			For the fiscal year ended March 31, 2018		
	Operating income	Operating expenses	Net Operating income	Operating income	Operating expenses	Net Operating income
Domestic parcel (Yu-Pack , Yu-Mail)	488.9	486.1	2.8	559.6	544.2	15.3
	<i>(Year-on-year change)</i>	<i>+ 13.1</i>	<i>+ 11.2</i>	<i>+ 70.7</i>	<i>+ 58.1</i>	<i>+ 12.6</i>

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