

Appendix : Japan Post Co. Data Supplement

February 14, 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 Oct. to Dec. 2017	For the three month period from Oct. to Dec. 2018	Year-on-year change	For the nine months ended Dec. 31, 2017	For the nine months ended Dec. 31, 2018	Year-on-year change
Operating income	3,758.9	3,881.9	+ 122.9	1,094.8	1,111.1	+ 16.2	2,926.6	2,998.6	+ 71.9
Postal service business income	1,910.3	2,002.4	+ 92.0	595.7	616.7	+ 20.9	1,494.8	1,573.8	+ 79.0
Commissions for banking business consignment	612.4	598.1	(14.3)	149.9	150.8	+ 0.9	451.7	454.5	+ 2.7
Commissions for life insurance business consignment	392.7	372.2	(20.5)	91.5	87.3	(4.2)	281.1	268.0	(13.0)
International logistics business income	644.4	704.3	+ 59.8	191.0	188.2	(2.7)	533.5	534.7	+ 1.2
Other operating income	198.9	204.8	+ 5.8	66.5	67.9	+ 1.3	165.4	167.4	+ 1.9
Operating expenses	3,705.5	3,795.3	+ 89.8	1,007.5	999.0	(8.4)	2,851.5	2,861.0	+ 9.5
Personnel expenses	2,367.8	2,404.8	+ 37.0	619.9	612.6	(7.2)	1,800.7	1,799.3	(1.3)
Other expenses	1,337.7	1,390.5	+ 52.7	387.5	386.3	(1.2)	1,050.8	1,061.6	+ 10.8
Net operating income	53.4	86.5	+ 33.1	87.3	112.0	+ 24.6	75.1	137.6	+ 62.4
Non-operating income	6.8	5.4	(1.3)	1.0	1.6	+ 0.6	4.0	5.0	+ 0.9
Non-operating expenses	8.0	6.5	(1.4)	1.6	1.9	+ 0.3	5.2	6.2	+ 0.9
Net ordinary income	52.2	85.4	+ 33.2	86.8	111.7	+ 24.9	73.9	136.4	+ 62.4
Extraordinary gains	32.0	32.9	+ 0.9	2.7	4.3	+ 1.5	20.7	8.1	(12.5)
Extraordinary losses	469.1	42.8	(426.3)	2.8	5.2	+ 2.3	19.3	10.5	(8.8)
Income (loss) before income taxes	(384.8)	75.6	+ 460.5	86.7	110.9	+ 24.1	75.2	134.0	+ 58.8
Total income taxes	(0.3)	16.0	+ 16.3	2.8	5.7	+ 2.9	8.2	9.6	+ 1.4
Net income (loss)	(384.5)	59.6	+ 444.1	83.9	105.1	+ 21.1	67.0	124.4	+ 57.3
Net income attributable to non-controlling interests	0.6	1.1	+ 0.4	0.2	0.3	+ 0.0	0.5	0.5	(0.0)
Net income (loss) attributable to Japan Post Co.	(385.2)	58.4	+ 443.7	83.6	104.7	+ 21.1	66.5	123.8	+ 57.3

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 Oct. to Dec. 2017	For the three month period from Oct. to Dec. 2018	Year-on-year change	For the nine months ended Dec. 31, 2017	For the nine months ended Dec. 31, 2018	Year-on-year change
Operating income	1,929.9	2,022.5	+ 92.5	601.6	622.6	+ 21.0	1,510.6	1,589.2	+ 78.6
Operating expenses	1,917.8	1,980.6	+ 62.7	534.7	530.9	(3.8)	1,481.6	1,502.2	+ 20.6
Personnel expenses	1,230.9	1,259.7	+ 28.7	331.7	325.7	(6.0)	939.8	947.1	+ 7.3
Salaries and allowances, etc.	1,025.4	1,050.3	+ 24.8	279.3	272.2	(7.0)	784.0	787.8	+ 3.7
Retirement benefit expenses	46.5	46.8	+ 0.3	11.7	11.5	(0.1)	35.0	34.5	(0.4)
Legal welfare expenses	158.8	162.4	+ 3.5	40.7	41.9	+ 1.2	120.7	124.7	+ 4.0
Other expenses	686.9	720.9	+ 33.9	203.0	205.1	+ 2.1	541.8	555.1	+ 13.2
Postal service business consignment expenses	179.5	179.8	+ 0.2	50.4	55.1	+ 4.6	136.2	147.1	+ 10.8
Depreciation and amortization	80.4	90.0	+ 9.5	22.7	21.8	(0.8)	67.3	65.9	(1.4)
Taxes and dues	24.8	26.0	+ 1.2	6.7	7.3	+ 0.6	19.2	19.3	+ 0.1
Collection, transport and delivery outsourcing expenses	209.1	226.4	+ 17.2	65.5	64.0	(1.4)	171.0	176.1	+ 5.1
Miscellaneous expenses	192.9	198.4	+ 5.5	57.5	56.7	(0.8)	147.9	146.5	(1.4)
Net operating income (loss)	12.0	41.9	+ 29.8	66.8	91.7	+ 24.9	28.9	86.9	+ 58.0

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

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 month period from Oct. to Dec. 2017	For the three month period from Oct. to Dec. 2018	Year-on-year change	For the nine months ended Dec. 31, 2017	For the nine months ended Dec. 31, 2018	Year-on-year change
Operating income	1,386.4	1,358.7	(27.6)	359.5	362.2	+ 2.7	1,036.6	1,038.9	+ 2.3
Postal service commissions	179.5	179.8	+ 0.2	50.4	55.1	+ 4.6	136.2	147.1	+ 10.8
Banking commissions	612.4	598.1	(14.3)	149.9	150.8	+ 0.9	451.7	454.5	+ 2.7
Insurance commissions	392.7	372.2	(20.5)	91.5	87.3	(4.2)	281.1	268.0	(13.0)
Other operating income	201.6	208.5	+ 6.9	67.5	68.9	+ 1.3	167.4	169.2	+ 1.7
Merchandising business	137.9	134.0	(3.9)	48.8	48.2	(0.5)	112.2	109.3	(2.9)
Real estate business	26.0	28.5	+ 2.4	7.1	8.0	+ 0.8	21.2	23.3	+ 2.0
Third-party financial product agency services	15.2	20.5	+ 5.3	5.0	5.4	+ 0.4	15.6	17.8	+ 2.1
Miscellaneous income	22.3	25.4	+ 3.0	6.5	7.0	+ 0.5	18.2	18.7	+ 0.4
Operating expenses	1,323.1	1,319.0	(4.0)	343.5	342.5	(1.0)	996.9	991.1	(5.7)
Personnel expenses	924.6	923.4	(1.2)	232.1	230.8	(1.3)	693.3	689.6	(3.6)
Salaries and allowances, etc.	754.8	751.8	(3.0)	189.1	188.0	(1.0)	564.9	561.9	(3.0)
Retirement benefit expenses	53.4	53.3	(0.1)	13.2	12.8	(0.4)	39.9	38.6	(1.2)
Legal welfare expenses	116.3	118.2	+ 1.9	29.7	29.8	+ 0.0	88.4	89.0	+ 0.6
Other expenses	398.4	395.6	(2.8)	111.4	111.7	+ 0.2	303.6	301.5	(2.1)
Depreciation and amortization	43.1	45.0	+ 1.9	11.1	11.0	(0.1)	33.5	33.0	(0.4)
Taxes and dues	20.8	20.5	(0.2)	4.9	5.1	+ 0.2	15.2	15.4	+ 0.1
Miscellaneous expenses	334.4	329.9	(4.4)	95.3	95.5	+ 0.1	254.8	253.0	(1.8)
Net operating income	63.3	39.7	(23.5)	15.9	19.7	+ 3.7	39.6	47.7	+ 8.1

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

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 month period from Oct. to Dec. 2017	For the three month period from Oct. to Dec. 2018	Year-on-year change	For the nine months ended Dec. 31, 2017	For the nine months ended Dec. 31, 2018	Year-on-year change
Operating income	7,901	8,210	+ 309	2,201	2,320	+ 118	6,206	6,544	+ 338
Global Express	3,042	3,011	(30)	784	816	+ 32	2,276	2,364	+ 87
Global Forwarding	1,367	1,384	+ 16	362	392	+ 30	1,064	1,102	+ 37
Global Logistics	2,740	3,039	+ 299	853	876	+ 22	2,289	2,414	+ 125
Corporate	750	774	+ 24	200	233	+ 33	575	663	+ 87
Net operating income (loss) (EBIT)	69	119	+ 50	66	32	(34)	100	80	(20)
Global Express	(69)	(10)	+ 59	12	(3)	(16)	(0)	(11)	(11)
Global Forwarding	(8)	0	+ 8	12	7	(4)	3	1	(2)
Global Logistics	169	191	+ 21	52	41	(11)	129	113	(15)
Corporate	(22)	(61)	(38)	(10)	(12)	(1)	(32)	(23)	+ 9

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

(2) Figures for the three month period from Oct. to Dec. 2017 and for the nine months ended December 31, 2017 were recalculated because of reclassification of certain businesses between segments from the nine months ended December 31, 2018. (Total amounts for the three month period from Oct. to Dec. 2017 and for the nine months ended December 31, 2017 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 Oct. to Dec. 2017	For the three month period from Oct. to Dec. 2018	Year-on-year change	For the nine months ended Dec. 31,2017	For the nine months ended Dec. 31,2018	Year-on-year change
Total	21,925,689	21,735,420	(190,269)	5,294,461	5,139,685	(154,776)	14,823,892	14,672,331	(151,561)
Mail	17,730,418	17,222,112	(508,306)	4,049,401	3,913,549	(135,852)	11,504,667	11,258,063	(246,604)
Domestic mail	17,683,959	17,174,899	(509,060)	4,033,299	3,900,258	(133,041)	11,468,348	11,226,481	(241,867)
Standard mail	17,193,956	16,684,269	(509,687)	3,912,405	3,776,771	(135,633)	11,106,571	10,855,360	(251,212)
First-class	8,411,787	8,098,339	(313,448)	2,093,306	2,055,159	(38,148)	6,213,134	6,136,076	(77,058)
Second-class	6,276,453	6,217,934	(58,519)	1,723,619	1,662,933	(60,686)	4,678,297	4,547,485	(130,812)
Third-class	211,316	203,713	(7,603)	53,403	51,368	(2,035)	155,279	149,818	(5,461)
Fourth-class	17,728	16,689	(1,039)	4,006	4,226	+ 219	12,855	12,383	(472)
New Year's postcards	2,236,551	2,097,787	(138,764)	-	-		-	-	
Election mail	40,121	49,807	+ 9,686	38,070	3,086	(34,984)	47,006	9,598	(37,409)
Special mail	490,003	490,630	+ 627	120,894	123,486	+ 2,593	361,777	371,121	+ 9,344
International mail (dispatched)	46,459	47,213	+ 754	16,102	13,291	(2,811)	36,319	31,582	(4,737)
Letters	26,942	28,996	+ 2,054	11,193	8,674	(2,519)	22,647	18,058	(4,589)
Packages	4,116	4,069	(47)	1,097	878	(219)	3,028	2,776	(252)
EMS	15,400	14,148	(1,253)	3,812	3,740	(72)	10,643	10,747	+ 104
Domestic parcel	4,195,272	4,513,308	+ 318,036	1,245,060	1,226,136	(18,924)	3,319,226	3,414,269	+ 95,043
Yu-Pack	697,266	875,883	+ 178,617	260,845	259,930	(915)	656,168	727,001	+ 70,833
Yu-Packet	175,546	261,470	+ 85,924	70,178	94,605	+ 24,427	188,700	263,680	+ 74,980
Yu-Mail	3,498,005	3,637,425	+ 139,420	984,215	966,206	(18,009)	2,663,058	2,687,267	+ 24,210

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 nine months ended Dec. 31, 2017	For the nine months ended Dec. 31, 2018	Year-on-year change
Yu-Pack	400	443	+ 43
Yu-Mail	60	62	+ 1

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

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