

Appendix : Japan Post Co. Data Supplement

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August 9, 2019

## 1. Japan Post Co. (Consolidated)

	(Billions of yen)					
	For the fiscal year ended March 31, 2018	For the fiscal year ended March 31, 2019	Year-on-year change	For the three months ended June 30, 2018	For the three months ended June 30, 2019	Year-on-year change
Operating income	3881.9	3960.6	+ 78.7	948.4	944.3	(4.1)
Postal service business income	2002.4	2095.5	+ 93.1	492.9	496.9	+ 3.9
Commissions for banking business consignment	598.1	600.6	+ 2.5	153.8	97.7	(56.1)
Commissions for life insurance business consignment	372.2	358.1	(14.1)	88.2	74.2	(14.0)
Funds to maintain post office network	–	–	–	–	73.8	+ 73.8
International logistics business income	704.3	700.6	(3.6)	169.0	160.0	(8.9)
Other operating income	204.8	205.6	+ 0.8	44.3	41.4	(2.8)
Operating expenses	3795.3	3778.6	(16.7)	923.3	904.0	(19.2)
Personnel expenses	2404.8	2387.7	(17.1)	595.0	587.4	(7.6)
Other expenses	1390.5	1390.9	+ 0.3	328.3	316.6	(11.6)
Net operating income	86.5	182.0	+ 95.4	25.1	40.2	+ 15.1
Non-operating income	5.4	6.0	+ 0.5	1.6	1.2	(0.3)
Non-operating expenses	6.5	8.2	+ 1.6	1.6	3.8	+ 2.2
Net ordinary income	85.4	179.8	+ 94.4	25.1	37.6	+ 12.5
Extraordinary gains	32.9	29.8	(3.1)	1.6	2.1	+ 0.4
Extraordinary losses	42.8	43.3	+ 0.5	1.9	1.6	(0.2)
Income before income taxes	75.6	166.3	+ 90.6	24.8	38.1	+ 13.2
Total income taxes	16.0	39.1	+ 23.1	1.8	2.5	+ 0.6
Net income	59.6	127.1	+ 67.5	23.0	35.5	+ 12.5
Net income attributable to non-controlling interests	1.1	0.5	(0.5)	0.0	0.1	+ 0.1
Net income attributable to Japan Post Co.	58.4	126.6	+ 68.1	22.9	35.4	+ 12.4

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, 2018	For the fiscal year ended March 31, 2019	Year-on-year change	For the three months ended June 30, 2018	For the three months ended June 30, 2019	Year-on-year change
Operating income	2,022.5	2,114.9	+ 92.4	497.7	501.5	+ 3.7
Operating expenses	1,980.6	1,993.5	+ 12.9	482.9	480.0	(2.9)
Personnel expenses	1,259.7	1,261.8	+ 2.1	311.1	310.5	(0.5)
Salaries and allowances, etc.	1,050.4	1,049.0	(1.3)	258.4	257.7	(0.6)
Retirement benefit expenses	46.7	46.1	(0.6)	11.5	11.4	(0.1)
Legal welfare expenses	162.4	166.7	+ 4.2	41.1	41.3	+ 0.2
Other expenses	720.9	731.6	+ 10.7	171.8	169.4	(2.3)
Postal service business consignment expenses	179.8	194.5	+ 14.6	44.7	47.3	+ 2.5
Depreciation and amortization	90.0	87.9	(2.0)	22.0	22.0	△ 0
Taxes and dues	26.0	26.8	+ 0.7	6.3	6.5	+ 0.1
Collection, transport and delivery outsourcing expenses	226.4	227.3	+ 0.9	55.5	51.2	(4.3)
Miscellaneous expenses	198.4	194.9	(3.5)	43.1	42.3	(0.7)
Net operating income	41.9	121.3	+ 79.4	14.8	21.5	+ 6.6

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

(2) Due to reclassification of some components of personnel expenses, figures for the breakdown of personnel expenses for the fiscal year ended March 31, 2018 have been reclassified (the total amount remains unchanged).

### 3. Post Office Business

(Billions of yen)

	For the fiscal year ended March 31, 2018	For the fiscal year ended March 31, 2019	Year-on-year change	For the three months ended June 30, 2018	For the three months ended June 30, 2019	Year-on-year change
Operating income	1,358.7	1,362.5	+ 3.7	332	335	+ 3.2
Postal service commissions	179.8	194.5	+ 14.6	44.7	47.3	+ 2.5
Banking commissions	598.1	600.6	+ 2.5	153.8	97.7	(56.1)
Insurance commissions	372.2	358.1	(14.1)	88.2	74.2	(14.0)
Funds to maintain post office network	–	–	–	–	73.8	+ 73.8
Other operating income	208.5	209.2	+ 0.7	44.7	41.7	(2.9)
Merchandising business	134.0	128.4	(5.5)	26.4	23.3	(3.1)
Real estate business	28.5	31.5	+ 3.0	7.5	7.8	+ 0.3
Third-party financial productagency services	20.5	22.9	+ 2.4	5.2	5.0	(0.2)
Miscellaneous income	25.4	26.2	+ 0.7	5.4	5.4	+ 0.0
Operating expenses	1,319.0	1,302.9	(16.0)	320.7	313.0	(7.6)
Personnel expenses	923.4	911.4	(11.9)	230.3	224.2	(6.0)
Salaries and allowances, etc.	751.9	741.8	(10.1)	187.9	182.7	(5.2)
Retirement benefit expenses	53.1	51.6	(1.5)	12.8	12.5	(0.3)
Legal welfare expenses	118.2	117.9	(0.2)	29.4	29.0	(0.4)
Other expenses	395.6	391.4	(4.1)	90.4	88.8	(1.6)
Depreciation and amortization	45.0	44.1	(0.9)	11.0	11.1	+ 0.0
Taxes and dues	20.5	20.6	+ 0.1	4.9	5.0	+ 0.1
Miscellaneous expenses	329.9	326.6	(3.2)	74.5	72.6	(1.8)
Net operating income	39.7	59.6	+ 19.8	10.8	21.8	+ 10.9

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

(2) Due to reclassification of some components of personnel expenses, figures for the breakdown of personnel expenses for the fiscal year ended March 31, 2018 and the three months ended June 30, 2018 have been reclassified (the total amount remains unchanged).

### 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	8,210	8,658	+ 447	2046	2080	+ 34
Global Express	3,011	3,100	+ 88	757	753	(4)
Global Forwarding	1,390	1,416	+ 25	324	290	(33)
Global Logistics	3,039	3,269	+ 229	752	816	+ 64
Corporate	768	872	+ 103	212	220	+ 7
Net Operating income (loss) (EBIT)	119	127	+ 7	8	(24)	(33)
Global Express	(10)	(18)	(8)	(10)	(22)	(11)
Global Forwarding	(2)	(8)	(5)	(7)	(4)	+ 3
Global Logistics	191	148	(42)	31	15	(15)
Corporate	(58)	5	+ 63	(5)	(14)	(9)

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

(2) Due to inter-segment reclassification of some businesses from the fiscal year ended March 31, 2019, figures for the fiscal year ended March 31, 2018 have been reclassified (the total amount remains unchanged).

## 5. Volumes of Items Handled

(thousands of items)

	For the fiscal year ended March 31, 2018	For the fiscal year ended March 31, 2019	Year-on-year change	For the three months ended June 30, 2018	For the three months ended June 30, 2019	Year-on-year change
Total	21,735,420	21,373,205	(362,215)	4,948,711	4,883,358	(65,354)
Mail	17,222,112	16,780,568	(441,544)	3,832,384	3,799,460	(32,924)
Domestic mail	17,174,899	16,739,042	(435,857)	3,822,781	3,789,484	(33,297)
Standard mail	16,684,269	16,241,253	(443,016)	3,705,085	3,672,381	(32,704)
First-class	8,098,339	8,037,906	(60,433)	2,159,581	2,139,889	(19,692)
Second-class	6,217,934	6,049,307	(168,627)	1,487,008	1,454,203	(32,806)
Third-class	203,713	197,178	(6,535)	49,729	47,943	(1,786)
Fourth-class	16,689	16,104	(585)	4,210	4,052	(158)
New Year's postcards	2,097,787	1,911,293	(186,494)	-	-	-
Election mail	49,807	29,465	(20,342)	4,556	26,294	+ 21,738
Special mail	490,630	497,789	+ 7,159	117,696	117,103	(593)
International mail (dispatched)	47,213	41,526	(5,687)	9,603	9,975	+ 373
Letters	28,996	23,781	(5,215)	4,869	5,751	+ 882
Packages	4,069	3,521	(548)	1,066	784	(282)
EMS	14,148	14,223	+ 75	3,667	3,440	(227)
Domestic parcel	4,513,308	4,592,637	+ 79,329	1,116,327	1,083,898	(32,429)
Yu-Pack	875,883	942,214	+ 66,331	232,650	226,569	(6,080)
Yu-Packet	261,470	357,167	+ 95,698	83,792	101,229	+ 17,437
Yu-Mail	3,637,425	3,650,423	+ 12,998	883,678	857,329	(26,349)

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, 2018	For the three months ended June 30, 2019	Year-on-year change	(Reference)For the fiscal year ended March 31, 2019
Yu-Pack	413	445	+ 32	442
Original Yu-Pack	567	665	+ 97	623
Yu-Packet	143	178	+ 34	151
Yu-Mail	63	65	+ 2	61

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

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

(Billions of yen)

	For the fiscal year ended March 31, 2018			For the fiscal year ended March 31, 2019		
	Operating income	Operating expenses	Net Operating income(loss)	Operating income	Operating expenses	Net Operating income(loss)
Total	1,363.7	1,339.5	24.2	1,378.3	1,332.8	45.5
	<i>(Year-on-year change)</i>	<i>+ 21.3</i>	<i>+ 10.0</i>	<i>+ 14.6</i>	<i>(6.7)</i>	<i>+ 21.3</i>
Domestic mail	1,264.1	1,253.2	10.9	1,282.1	1,250.7	31.4
	<i>(Year-on-year change)</i>	<i>+ 19.2</i>	<i>+ 6.9</i>	<i>+ 18.0</i>	<i>(2.5)</i>	<i>+ 20.5</i>
First-class (Letters)	664.8	658.1	6.7	674.0	665.5	8.6
	<i>(Year-on-year change)</i>	<i>(17.8)</i>	<i>(11.8)</i>	<i>+ 9.2</i>	<i>+ 7.3</i>	<i>+ 1.9</i>
Second-class (Postcards)	403.1	411.9	(8.8)	409.7	401.2	8.6
	<i>(Year-on-year change)</i>	<i>+ 35.2</i>	<i>+ 14.1</i>	<i>+ 6.6</i>	<i>(10.7)</i>	<i>+ 17.3</i>
Third-class (Magazines, newspapers)	9.0	15.1	(6.1)	8.8	14.6	(5.8)
	<i>(Year-on-year change)</i>	<i>(0.4)</i>	<i>(0.8)</i>	<i>(0.2)</i>	<i>(0.4)</i>	<i>+ 0.3</i>
Fourth-class (Educational materials, etc.)	0.7	1.7	(1.0)	0.7	1.6	(1.0)
	<i>(Year-on-year change)</i>	<i>+ 0.0</i>	<i>(0.2)</i>	<i>0</i>	<i>△ 0</i>	<i>+ 0.1</i>
Special mails provided for in Article 44, Paragraph 1 of the Postal Act	105.6	100.1	5.4	105.0	98.5	6.5
	<i>(Year-on-year change)</i>	<i>(0.7)</i>	<i>+ 0.9</i>	<i>(0.6)</i>	<i>(1.6)</i>	<i>+ 1.0</i>
Special mails provided for in Article 44, Paragraph 2 of the Postal Act	81.0	66.3	14.6	83.9	69.3	14.6
	<i>(Year-on-year change)</i>	<i>+ 3.0</i>	<i>+ 4.7</i>	<i>+ 2.9</i>	<i>+ 3.0</i>	<i>(0.1)</i>
International mail	99.6	86.3	13.3	96.2	82.1	14.0
	<i>(Year-on-year change)</i>	<i>+ 2.1</i>	<i>+ 3.1</i>	<i>(3.4)</i>	<i>(4.2)</i>	<i>+ 0.8</i>
Letters	22.3	24.2	(1.8)	25.7	25.0	0.7
	<i>(Year-on-year change)</i>	<i>+ 0.8</i>	<i>+ 2.6</i>	<i>+ 3.4</i>	<i>+ 0.9</i>	<i>+ 2.5</i>
Packages	23.4	18.9	4.5	19.2	15.8	3.4
	<i>(Year-on-year change)</i>	<i>+ 0.5</i>	<i>+ 1.2</i>	<i>(4.2)</i>	<i>(3.1)</i>	<i>(1.1)</i>
EMS	53.9	43.2	10.7	51.2	41.3	9.9
	<i>(Year-on-year change)</i>	<i>+ 0.8</i>	<i>(0.7)</i>	<i>(2.6)</i>	<i>(1.9)</i>	<i>(0.7)</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: The stated amount reflects the revision of operating income (-1.2 billion yen) and operating expenses (-0.02 billion yen) related to international mail (letters) after the settlement of FY2018. Similarly, FY 2017, the operating income (+0.02 billion yen) and operating expenses (-2 million yen) have also been revised.

(Billions of yen)

(Reference)	For the fiscal year ended March 31, 2018			For the fiscal year ended March 31, 2019		
	Operating income	Operating expenses	Net Operating income	Operating income	Operating expenses	Net Operating income
Domestic parcel ( Yu-Pack , Yu-Mail)	559.6	544.2	15.3	635.4	553.6	81.7
	<i>(Year-on-year change)</i>	<i>+ 70.7</i>	<i>+ 58.1</i>	<i>+ 7.6</i>	<i>+ 0.9</i>	<i>+ 6.6</i>

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