

Appendix : Japan Post Co. Data Supplement

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November 14, 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 month period from July to Sept. 2018	For the three month period from July to Sept. 2019	Year-on-year change	For the six months ended Sept. 30, 2018	For the six months ended Sept. 30, 2019	Year-on-year change
Operating income	3881.9	3960.6	+ 78.7	939.0	925.6	(13.3)	1,887.5	1,870.0	(17.5)
Postal service business income	2002.4	2095.5	+ 93.1	464.1	484.5	+ 20.4	957.1	981.5	+ 24.4
Commissions for banking business consignment	598.1	600.6	+ 2.5	149.8	91.4	(58.4)	303.6	189.1	(114.5)
Commissions for life insurance business consignment	372.2	358.1	(14.1)	92.4	66.8	(25.5)	180.6	141.0	(39.6)
Funds to maintain post office network	–	–	–	–	73.8	+ 73.8	–	147.6	+ 147.6
International logistics business income	704.3	700.6	(3.6)	177.5	158.0	(19.4)	346.5	318.1	(28.4)
Other operating income	204.8	205.6	+ 0.8	55.1	50.9	(4.1)	99.4	92.4	(7.0)
Operating expenses	3795.3	3778.6	(16.7)	938.6	909.1	(29.4)	1,861.9	1,813.2	(48.7)
Personnel expenses	2404.8	2387.7	(17.1)	591.6	579.1	(12.5)	1,186.6	1,166.5	(20.1)
Other expenses	1390.5	1390.9	+ 0.3	346.9	330.0	(16.9)	675.2	646.6	(28.6)
Net operating income	86.5	182.0	+ 95.4	0.4	16.5	+ 16.1	25.5	56.7	+ 31.2
Non-operating income	5.4	6.0	+ 0.5	1.7	1.0	(0.6)	3.3	2.3	(1.0)
Non-operating expenses	6.5	8.2	+ 1.6	2.6	3.8	+ 1.2	4.2	7.6	+ 3.4
Net ordinary income (loss)	85.4	179.8	+ 94.4	(0.4)	13.7	+ 14.2	24.6	51.4	+ 26.7
Extraordinary gains	32.9	29.8	(3.1)	2.1	3.6	+ 1.5	3.8	5.8	+ 1.9
Extraordinary losses	42.8	43.3	+ 0.5	3.3	3.2	(0.1)	5.3	4.8	(0.4)
Income (loss) before income taxes	75.6	166.3	+ 90.6	(1.7)	14.2	+ 15.9	23.1	52.3	+ 29.2
Total income taxes	16.0	39.1	+ 23.1	1.9	11.0	+ 9.0	3.8	13.6	+ 9.7
Net income (loss)	59.6	127.1	+ 67.5	(3.6)	3.1	+ 6.8	19.3	38.7	+ 19.4
Net income attributable to non-controlling interests	1.1	0.5	(0.5)	0.1	0.2	+ 0.0	0.1	0.3	+ 0.1
Net income (loss) attributable to Japan Post Co.	58.4	126.6	+ 68.1	(3.8)	2.9	+ 6.8	19.1	38.4	+ 19.3

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 month period from July to Sept. 2018	For the three month period from July to Sept. 2019	Year-on-year change	For the six months ended Sept. 30, 2018	For the six months ended Sept. 30, 2019	Year-on-year change
Operating income	2,022.5	2,114.9	+ 92.4	468.7	489.1	+ 203.0	966.5	990.6	+ 24.1
Operating expenses	1,980.6	1,993.5	+ 12.9	488.4	482.2	(61.0)	971.3	962.3	(9.0)
Personnel expenses	1,259.7	1,261.8	+ 2.1	310.3	309.0	(13.0)	621.4	619.5	(1.8)
Salaries and allowances, etc.	1,050.4	1,049.0	(1.3)	257.1	255.7	(13.0)	515.5	513.5	(1.9)
Retirement benefit expenses	46.7	46.1	(0.6)	11.5	11.3	(1.0)	23.0	22.7	(0.2)
Legal welfare expenses	162.4	166.7	+ 4.2	41.6	41.8	+ 1.0	82.8	83.2	+ 0.3
Other expenses	720.9	731.6	+ 10.7	178.1	173.2	(48.0)	349.9	342.7	(7.1)
Postal service business consignment expenses	179.8	194.5	+ 14.6	47.2	47.1	(1.0)	92.0	94.4	+ 2.4
Depreciation and amortization	90.0	87.9	(2.0)	21.9	22.0	+ 0	44.0	44.0	+ 0
Taxes and dues	26.0	26.8	+ 0.7	5.6	6.5	+ 9.0	12.0	13.1	+ 1.0
Collection, transport and delivery outsourcing expenses	226.4	227.3	+ 0.9	56.5	53.2	(33.0)	112.1	104.4	(7.6)
Miscellaneous expenses	198.4	194.9	(3.5)	46.6	44.3	(23.0)	89.7	86.6	(3.1)
Net operating income (loss)	41.9	121.3	+ 79.4	(19.6)	6.8	+ 264.0	(4.7)	28.3	+ 33.1

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 month period from July to Sept. 2018	For the three month period from July to Sept. 2019	Year-on-year change	For the six months ended Sept. 30, 2018	For the six months ended Sept. 30, 2019	Year-on-year change
Operating income	1,358.7	1,362.5	+ 3.7	345.0	330.5	(14.4)	676.6	665.5	(11.1)
Postal service commissions	179.8	194.5	+ 14.6	47.2	47.1	(0.1)	92.0	94.4	+ 2.4
Banking commissions	598.1	600.6	+ 2.5	149.8	91.4	(58.4)	303.6	189.1	(114.5)
Insurance commissions	372.2	358.1	(14.1)	92.4	66.8	(25.5)	180.6	141.0	(39.6)
Funds to maintain post office network	-	-	-	-	73.8	+ 73.8	-	147.6	+ 147.6
Other operating income	208.5	209.2	+ 0.7	55.5	51.4	(4.1)	100.3	93.1	(7.1)
Merchandising business	134.0	128.4	(5.5)	34.5	31.6	(2.9)	61.0	54.9	(6.0)
Real estate business	28.5	31.5	+ 3.0	7.7	8.1	+ 0.3	15.2	15.9	+ 0.7
Third-party financial productagency services	20.5	22.9	+ 2.4	7.0	5.9	(1.1)	12.3	10.9	(1.4)
Miscellaneous income	25.4	26.2	+ 0.7	6.1	5.7	(0.3)	11.6	11.2	(0.3)
Operating expenses	1,319.0	1,302.9	(16.0)	327.8	316.3	(11.5)	648.6	629.4	(19.1)
Personnel expenses	923.4	911.4	(11.9)	228.5	218.7	(9.8)	458.8	442.9	(15.8)
Salaries and allowances, etc.	751.9	741.8	(10.1)	185.9	177.3	(8.5)	373.8	360.1	(13.7)
Retirement benefit expenses	53.1	51.6	(1.5)	12.8	12.5	(0.3)	25.7	25.0	(0.7)
Legal welfare expenses	118.2	117.9	(0.2)	29.7	28.8	(0.9)	59.2	57.8	(1.3)
Other expenses	395.6	391.4	(4.1)	99.3	97.6	(1.6)	189.7	186.4	(3.3)
Depreciation and amortization	45.0	44.1	(0.9)	11.0	11.1	+ 0.1	22.0	22.3	+ 0.2
Taxes and dues	20.5	20.6	+ 0.1	5.3	5.3	+ 0.0	10.2	10.4	+ 0.1
Miscellaneous expenses	329.9	326.6	(3.2)	82.9	81.0	(1.8)	157.4	153.7	(3.7)
Net operating income	39.7	59.6	+ 19.8	17.1	14.1	(2.9)	28.0	36.0	+ 8.0

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 six months ended September 30, 2019 have been reclassified (the total amount remains unchanged).

### 4. International Logistics Business

(Millions of Australian dollars)

	For the fiscal year ended March 31, 2018	For the fiscal year ended March 31, 2019	Year-on-year change	For the three month period from July to Sept. 2018	For the three month period from July to Sept. 2019	Year-on-year change	For the six months ended Sept. 30, 2018	For the six months ended Sept. 30, 2019	Year-on-year change
Operating income	8,210	8,658	+ 447	2,177	2,147	(30)	4,224	4,228	+ 4
Global Express	3,011	3,100	+ 88	789	783	(6)	1,547	1,536	(10)
Global Forwarding	1,390	1,416	+ 25	385	314	(71)	709	604	(105)
Global Logistics	3,039	3,269	+ 229	785	817	+ 31	1,538	1,634	+ 96
Corporate	768	872	+ 103	216	232	+ 16	429	453	+ 23
Operating income (loss) (EBIT)	119	127	+ 7	39	(38)	(77)	47	(63)	(110)
Global Express	(10)	(18)	(8)	2	(17)	(20)	(8)	(40)	(32)
Global Forwarding	(2)	(8)	(5)	1	(2)	(3)	(6)	(6)	(0)
Global Logistics	191	148	(42)	41	1	(40)	72	17	(55)
Corporate	(58)	5	+ 63	(5)	(19)	(13)	(10)	(33)	(23)

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 month period from July to Sept. 2018	For the three month period from July to Sept. 2019	Year-on-year change	For the six months ended Sept. 30, 2018	For the six months ended Sept. 30, 2019	Year-on-year change
Total	21,735,420	21,373,205	(362,215)	4,583,935	4,711,260	+ 127,325	9,532,646	9,594,618	+ 61,971
Mail	17,222,112	16,780,568	(441,544)	3,512,130	3,627,158	+ 115,028	7,344,514	7,426,618	+ 82,104
Domestic mail	17,174,899	16,739,042	(435,857)	3,503,442	3,617,697	+ 114,255	7,326,223	7,407,181	+ 80,958
Standard mail	16,684,269	16,241,253	(443,016)	3,373,503	3,478,605	+ 105,101	7,078,588	7,150,986	+ 72,397
First-class	8,098,339	8,037,906	(60,433)	1,921,336	2,011,008	+ 89,671	4,080,917	4,150,897	+ 69,980
Second-class	6,217,934	6,049,307	(168,627)	1,397,543	1,388,176	(9,367)	2,884,552	2,842,379	(42,173)
Third-class	203,713	197,178	(6,535)	48,721	47,932	(789)	98,451	95,875	(2,576)
Fourth-class	16,689	16,104	(585)	3,947	3,956	+ 8	8,157	8,008	(150)
New Year's postcards	2,097,787	1,911,293	(186,494)						
Election mail	49,807	29,465	(20,342)	1,955	27,533	+ 25,578	6,511	53,827	+ 47,316
Special mail	490,630	497,789	+ 7,159	129,939	139,093	+ 9,154	247,635	256,196	+ 8,561
International mail (dispatched)	47,213	41,526	(5,687)	8,688	9,461	+ 773	18,291	19,437	+ 1,146
Letters	28,996	23,781	(5,215)	4,516	5,716	+ 1,201	9,385	11,468	+ 2,083
Packages	4,069	3,521	(548)	832	687	(145)	1,898	1,472	(427)
EMS	14,148	14,223	+ 75	3,340	3,058	(283)	7,008	6,498	(510)
Domestic parcel	4,513,308	4,592,637	+ 79,329	1,071,805	1,084,102	+ 12,297	2,188,132	2,168,000	(20,133)
Yu-Pack	875,883	942,214	+ 66,331	234,422	241,591	+ 7,169	467,071	468,160	+ 1,089
Yu-Packet	261,470	357,167	+ 95,698	85,283	103,914	+ 18,631	169,075	205,143	+ 36,068
Yu-Mail	3,637,425	3,650,423	+ 12,998	837,383	842,511	+ 5,127	1,721,061	1,699,840	(21,222)

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 six months ended Sept. 30, 2018	For the six months ended Sept. 30, 2019	Year-on-year change
Yu-Pack	423	453	+ 30
Original Yu-Pack	584	671	+ 87
Yu-Packet	145	180	+ 35
Yu-Mail	62	64	+ 2

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