

Appendix : Japan Post Co. Data Supplement

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February 14, 2020

# 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 Oct. to Dec. 2018	For the three month period from Oct. to Dec. 2019	Year-on-year change	For the nine months ended Dec. 31, 2018	For the nine months ended Dec. 31, 2019	Year-on-year change
Operating income	3,881.9	3,960.6	+ 78.7	1,111.1	1,059.3	(51.7)	2,998.6	2,929.3	(69.2)
Postal service business income	2,002.4	2,095.5	+ 93.1	616.7	605.6	(11.0)	1,573.8	1,587.2	+ 13.3
Commissions for banking business consignment	598.1	600.6	+ 2.5	150.8	92.6	(58.1)	454.5	281.8	(172.7)
Commissions for life insurance business consignment	372.2	358.1	(14.1)	87.3	59.7	(27.6)	268.0	200.7	(67.2)
Funds to maintain post office network	-	-	-	-	73.8	+ 73.8	-	221.4	+ 221.4
International logistics business income	704.3	700.6	(3.6)	188.2	168.2	(20.0)	534.7	486.3	(48.4)
Other operating income	204.8	205.6	+ 0.8	67.9	59.2	(8.6)	167.4	151.7	(15.6)
Operating expenses	3,795.3	3,778.6	(16.7)	999.0	954.4	(44.6)	2,861.0	2,767.6	(93.3)
Personnel expenses	2,404.8	2,387.7	(17.1)	612.6	594.0	(18.6)	1,799.3	1,760.6	(38.7)
Other expenses	1,390.5	1,390.9	+ 0.3	386.3	360.3	(26.0)	1,061.6	1,007.0	(54.6)
Net operating income	86.5	182.0	+ 95.4	112.0	104.9	(7.1)	137.6	161.7	+ 24.1
Non-operating income	5.4	6.0	+ 0.5	1.6	0.4	(1.2)	5.0	2.7	(2.2)
Non-operating expenses	6.5	8.2	+ 1.6	1.9	3.6	+ 1.6	6.2	11.2	+ 5.0
Net ordinary income (loss)	85.4	179.8	+ 94.4	111.7	101.7	(10.0)	136.4	153.1	+ 16.7
Extraordinary gains	32.9	29.8	(3.1)	4.3	3.5	(0.7)	8.1	9.4	+ 1.2
Extraordinary losses	42.8	43.3	+ 0.5	5.2	3.8	(1.3)	10.5	8.7	(1.8)
Income (loss) before income taxes	75.6	166.3	+ 90.6	110.9	101.4	(9.4)	134.0	153.8	+ 19.7
Total income taxes	16.0	39.1	+ 23.1	5.7	3.6	(2.1)	9.6	17.2	+ 7.6
Net income (loss)	59.6	127.1	+ 67.5	105.1	97.8	(7.3)	124.4	136.5	+ 12.1
Net income attributable to non-controlling interests	1.1	0.5	(0.5)	0.3	0.3	(0.0)	0.5	0.6	+ 0.1
Net income (loss) attributable to Japan Post Co.	58.4	126.6	+ 68.1	104.7	97.5	(7.2)	123.8	135.9	+ 12.0

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, 2018	For the fiscal year ended March 31, 2019	Year-on-year change	For the three month period from Oct. to Dec. 2018	For the three month period from Oct. to Dec. 2019	Year-on-year change	For the nine months ended Dec. 31, 2018	For the nine months ended Dec. 31, 2019	Year-on-year change
Operating income	2,022.5	2,114.9	+ 92.4	622.6	610.9	(11.6)	1,589.2	1,601.6	+ 12.4
Operating expenses	1,980.6	1,993.5	+ 12.9	530.9	520.0	(10.9)	1,502.2	1,482.3	(19.9)
Personnel expenses	1,259.7	1,261.8	+ 2.1	325.7	323.2	(2.5)	947.1	942.8	(4.3)
Salaries and allowances, etc.	1,050.4	1,049.0	(1.3)	272.2	269.9	(2.3)	787.7	783.4	(4.3)
Retirement benefit expenses	46.7	46.1	(0.6)	11.5	11.4	(0.0)	34.5	34.2	(0.3)
Legal welfare expenses	162.4	166.7	+ 4.2	41.9	41.8	(0.0)	124.7	125.0	+ 0.3
Other expenses	720.9	731.6	+ 10.7	205.1	196.7	(8.4)	555.1	539.5	(15.5)
Postal service business consignment expenses	179.8	194.5	+ 14.6	55.1	52.9	(2.1)	147.1	147.4	+ 0.3
Depreciation and amortization	90.0	87.9	(2.0)	21.8	21.6	(0.2)	65.9	65.6	(0.2)
Taxes and dues	26.0	26.8	+ 0.7	7.3	7.3	+ 0.0	19.3	20.5	+ 1.1
Collection, transport and delivery outsourcing expenses	226.4	227.3	+ 0.9	64.0	60.4	(3.5)	176.1	164.8	(11.2)
Miscellaneous expenses	198.4	194.9	(3.5)	56.7	54.3	(2.4)	146.5	141.0	(5.5)
Net operating income (loss)	41.9	121.3	+ 79.4	91.7	90.9	(0.7)	86.9	119.3	+ 32.3

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 nine months ended December 31, 2019 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 Oct. to Dec. 2018	For the three month period from Oct. to Dec. 2019	Year-on-year change	For the nine months ended Dec. 31, 2018	For the nine months ended Dec. 31, 2019	Year-on-year change
	Operating income	1,358.7	1,362.5	+ 3.7	362.2	339.2	(23.0)	1,038.9	1,004.7
Postal service commissions	179.8	194.5	+ 14.6	55.1	52.9	(2.1)	147.1	147.4	+ 0.3
Banking commissions	598.1	600.6	+ 2.5	150.8	92.6	(58.1)	454.5	281.8	(172.7)
Insurance commissions	372.2	358.1	(14.1)	87.3	59.7	(27.6)	268.0	200.7	(67.2)
Funds to maintain post office network	–	–	–	–	73.8	+ 73.8	–	221.4	+ 221.4
Other operating income	208.5	209.2	+ 0.7	68.9	60.0	(8.8)	169.2	153.2	(15.9)
Merchandising business	134.0	128.4	(5.5)	48.2	41.7	(6.5)	109.3	96.7	(12.5)
Real estate business	28.5	31.5	+ 3.0	8.0	7.9	(0.0)	23.3	23.9	+ 0.6
Third-party financial productagency services	20.5	22.9	+ 2.4	5.4	3.5	(1.9)	17.8	14.4	(3.4)
Miscellaneous income	25.4	26.2	+ 0.7	7.0	6.8	(0.2)	18.7	18.1	(0.5)
Operating expenses	1,319.0	1,302.9	(16.0)	342.5	323.5	(18.9)	991.1	953.0	(38.1)
Personnel expenses	923.4	911.4	(11.9)	230.8	216.8	(13.9)	689.6	659.7	(29.8)
Salaries and allowances, etc.	751.9	741.8	(10.1)	188.0	175.7	(12.3)	561.9	535.8	(26.1)
Retirement benefit expenses	53.1	51.6	(1.5)	12.8	12.4	(0.4)	38.6	37.5	(1.1)
Legal welfare expenses	118.2	117.9	(0.2)	29.8	28.6	(1.1)	89.0	86.4	(2.5)
Other expenses	395.6	391.4	(4.1)	111.7	106.7	(4.9)	301.5	293.2	(8.2)
Depreciation and amortization	45.0	44.1	(0.9)	11.0	11.2	+ 0.2	33.0	33.5	+ 0.4
Taxes and dues	20.5	20.6	+ 0.1	5.1	4.8	(0.2)	15.4	15.3	(0.1)
Miscellaneous expenses	329.9	326.6	(3.2)	95.5	90.6	(4.8)	253.0	244.3	(8.6)
Net operating income	39.7	59.6	+ 19.8	19.7	15.7	(4.0)	47.7	51.7	+ 3.9

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 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 Oct. to Dec. 2018	For the three month period from Oct. to Dec. 2019	Year-on-year change	For the nine months ended Dec. 31, 2018	For the nine months ended Dec. 31, 2019	Year-on-year change
	Operating income	8,210	8,658	+ 447	2,320	2,264	(55)	6,544	6,493
Global Express	3,011	3,100	+ 88	816	775	(41)	2,364	2,311	(52)
Global Forwarding	1,390	1,416	+ 25	392	331	(61)	1,102	935	(166)
Global Logistics	3,039	3,269	+ 229	876	920	+ 44	2,414	2,554	+ 140
Corporate	768	872	+ 103	233	237	+ 3	663	690	+ 27
Net Operating income (loss) (EBIT)	119	127	+ 7	32	(15)	(48)	80	(78)	(159)
Global Express	(10)	(18)	(8)	(3)	(17)	(13)	(11)	(57)	(45)
Global Forwarding	(2)	(8)	(5)	7	(13)	(21)	1	(20)	(22)
Global Logistics	191	148	(42)	41	27	(14)	113	44	(69)
Corporate	(58)	5	+ 63	(12)	(11)	+ 1	(23)	(45)	(21)

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 Oct. to Dec. 2018	For the three month period from Oct. to Dec. 2019	Year-on-year change	For the nine months ended Dec. 31, 2018	For the nine months ended Dec. 31, 2019	Year-on-year change
<b>Total</b>	21,735,420	21,373,205	(362,215)	5,139,685	4,980,921	(158,764)	14,672,331	14,575,538	(96,793)
<b>Mail</b>	17,222,112	16,780,568	(441,544)	3,913,549	3,779,303	(134,246)	11,258,063	11,205,921	(52,142)
Domestic mail	17,174,899	16,739,042	(435,857)	3,900,258	3,767,707	(132,551)	11,226,481	11,174,888	(51,593)
Standard mail	16,684,269	16,241,253	(443,016)	3,776,771	3,643,422	(133,349)	10,855,360	10,794,407	(60,952)
First-class	8,098,339	8,037,906	(60,433)	2,055,159	2,002,480	(52,679)	6,136,076	6,153,376	+ 17,301
Second-class	6,217,934	6,049,307	(168,627)	1,662,933	1,585,111	(77,823)	4,547,485	4,427,490	(119,995)
Third-class	203,713	197,178	(6,535)	51,368	49,494	(1,874)	149,818	145,369	(4,449)
Fourth-class	16,689	16,104	(585)	4,226	3,814	(412)	12,383	11,822	(561)
New Year's postcards	2,097,787	1,911,293	(186,494)						
Election mail	49,807	29,465	(20,342)	3,086	2,524	(563)	9,598	56,350	+ 46,753
Special mail	490,630	497,789	+ 7,159	123,486	124,285	+ 798	371,121	380,480	+ 9,359
International mail (dispatched)	47,213	41,526	(5,687)	13,291	11,597	(1,695)	31,582	31,034	(548)
Letters	28,996	23,781	(5,215)	8,674	7,685	(989)	18,058	19,152	+ 1,094
Packages	4,069	3,521	(548)	878	713	(165)	2,776	2,185	(592)
EMS	14,148	14,223	+ 75	3,740	3,199	(541)	10,747	9,696	(1,051)
Domestic parcel	4,513,308	4,592,637	+ 79,329	1,226,136	1,201,618	(24,519)	3,414,269	3,369,617	(44,651)
Yu-Pack	875,883	942,214	+ 66,331	259,930	263,148	+ 3,218	727,001	731,308	+ 4,307
Yu-Packet	261,470	357,167	+ 95,698	94,605	107,727	+ 13,122	263,680	312,870	+ 49,190
Yu-Mail	3,637,425	3,650,423	+ 12,998	966,206	938,470	(27,736)	2,687,267	2,638,309	(48,958)

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, 2018	For the nine months ended Dec. 31, 2019	Year-on-year change
Yu-Pack	443	462	+ 19
Original Yu-Pack	614	676	+ 62
Yu-Packet	148	183	+ 35
Yu-Mail	62	64	+ 3

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