

Appendix : Japan Post Co. Data Supplement

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May 15, 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 Jan. to Mar. 2019	For the three month period from Jan. to Mar. 2020	Year-on-year change	For the fiscal year ended March 31, 2019	For the fiscal year ended March 31, 2020	Year-on-year change
Operating income	3881.9	3960.6	+ 78.7	962.0	909.9	(52.0)	3960.6	3839.3	(121.3)
Postal service business income	2002.4	2095.5	+ 93.1	521.7	519.8	(1.8)	2095.5	2107.1	+ 11.5
Commissions for banking business consignment	598.1	600.6	+ 2.5	146.1	87.8	(58.2)	600.6	369.7	(230.9)
Commissions for life insurance business consignment	372.2	358.1	(14.1)	90.0	48.0	(42.0)	358.1	248.7	(109.3)
International logistics business income	–	–	–	–	73.8	+ 73.8	–	295.2	+ 295.2
Funds to maintain post office network	704.3	700.6	(3.6)	165.8	148.4	(17.4)	700.6	634.7	(65.8)
Other operating income	204.8	205.6	+ 0.8	38.2	31.8	(6.3)	205.6	183.6	(22.0)
Operating expenses	3795.3	3778.6	(16.7)	917.6	892.6	(24.9)	3778.6	3660.2	(118.3)
Personnel expenses	2404.8	2387.7	(17.1)	588.3	570.2	(18.0)	2387.7	2330.8	(56.8)
Other expenses	1390.5	1390.9	+ 0.3	329.2	322.3	(6.8)	1390.9	1329.3	(61.5)
Net operating income	86.5	182.0	+ 95.4	44.4	17.3	(27.0)	182.0	179.0	(2.9)
Non-operating income	5.4	6.0	+ 0.5	1.0	1.2	+ 0.2	6.0	4.0	(1.9)
Non-operating expenses	6.5	8.2	+ 1.6	1.9	3.6	+ 1.6	8.2	14.9	+ 6.7
Net ordinary income	85.4	179.8	+ 94.4	43.4	14.9	(28.5)	179.8	168.1	(11.7)
Extraordinary gains	32.9	29.8	(3.1)	21.6	8.4	(13.1)	29.8	17.8	(11.9)
Extraordinary losses	42.8	43.3	+ 0.5	32.8	45.3	+ 12.5	43.3	54.0	+ 10.7
Income (loss) before income taxes	75.6	166.3	+ 90.6	32.2	(21.9)	(54.2)	166.3	131.8	(34.4)
Total income taxes	16.0	39.1	+ 23.1	29.5	26.6	(2.8)	39.1	43.9	+ 4.7
Net income (loss)	59.6	127.1	+ 67.5	2.7	(48.6)	(51.3)	127.1	87.9	(39.2)
Net income (loss) attributable to non-controlling interests	1.1	0.5	(0.5)	(0)	0.1	+ 0.1	0.5	0.7	+ 0.2
Net income (loss) attributable to Japan Post Co.	58.4	126.6	+ 68.1	2.7	(48.7)	(51.4)	126.6	87.1	(39.4)

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, 2018	For the fiscal year ended March 31, 2019	Year-on-year change	For the three month period from Jan. to Mar. 2019	For the three month period from Jan. to Mar. 2020	Year-on-year change	For the fiscal year ended March 31, 2019	For the fiscal year ended March 31, 2020	Year-on-year change
Operating income	2,022.5	2,114.9	+ 92.4	525.7	523.6	(2.0)	2,114.9	2,125.3	+ 10.3
Operating expenses	1,980.6	1,993.5	+ 12.9	491.2	495.4	+ 4.1	1,993.5	1,977.8	(15.7)
Personnel expenses	1,259.7	1,261.8	+ 2.1	314.7	314.7	+ 0	1,261.8	1,257.5	(4.2)
Salaries and allowances, etc.	1,050.4	1,049.0	(1.3)	261.2	261.3	+ 0	1,049.0	1,044.8	(4.2)
Retirement benefit expenses	46.7	46.1	(0.6)	11.5	11.4	(0)	46.1	45.7	(0.3)
Legal welfare expenses	162.4	166.7	+ 4.2	41.9	41.9	+ 0	166.7	167.0	+ 0.3
Other expenses	720.9	731.6	+ 10.7	176.5	180.6	+ 4.1	731.6	720.2	(11.4)
Postal service business consignment expenses	179.8	194.5	+ 14.6	47.4	50.5	+ 3.1	194.5	198.0	+ 3.4
Depreciation and amortization	90.0	87.9	(2.0)	22.0	21.5	(0.4)	87.9	87.2	(0.6)
Taxes and dues	26.0	26.8	+ 0.7	7.4	6.8	(0.5)	26.8	27.3	+ 0.5
Collection, transport and delivery outsourcing expenses	226.4	227.3	+ 0.9	51.2	55.0	+ 3.7	227.3	219.9	(7.4)
Miscellaneous expenses	198.4	194.9	(3.5)	48.3	46.5	(1.7)	194.9	187.6	(7.3)
Net operating income (loss)	41.9	121.3	+ 79.4	34.4	28.1	(6.2)	121.3	147.5	+ 26.1

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

### 3. Post Office Business

(Billions of yen)

	For the fiscal	For the fiscal	Year-on-year change	For the three	For the three	Year-on-year change	For the fiscal	For the fiscal	Year-on-year change
	year ended March 31, 2018	year ended March 31, 2019		month period from Jan. to Mar. 2019	month period from Jan. to Mar. 2020		year ended March 31, 2019	year ended March 31, 2020	
Operating income	1,358.7	1,362.5	+ 3.7	323.6	293.9	(29.6)	1,362.5	1,298.7	(63.8)
Postal service commissions	179.8	194.5	+ 14.6	47.4	50.5	+ 3.1	194.5	198.0	+ 3.4
Banking commissions	598.1	600.6	+ 2.5	146.1	87.8	(58.2)	600.6	369.7	(230.9)
Insurance commissions	372.2	358.1	(14.1)	90.0	48.0	(42.0)	358.1	248.7	(109.3)
Funds to maintain post office network	-	-	-	-	73.8	+ 73.8	-	295.2	+ 295.2
Other operating income	208.5	209.2	+ 0.7	40.0	33.6	(6.3)	209.2	186.9	(22.3)
Merchandising business	134.0	128.4	(5.5)	19.1	15.6	(3.4)	128.4	112.3	(16.0)
Real estate business	28.5	31.5	+ 3.0	8.2	8.0	(0.1)	31.5	32.0	+ 0.4
Third-party financial product agency services	20.5	22.9	+ 2.4	5.0	2.8	(2.2)	22.9	17.3	(5.6)
Miscellaneous income	25.4	26.2	+ 0.7	7.5	7.0	(0.4)	26.2	25.1	(1.0)
Operating expenses	1,319.0	1,302.9	(16.0)	311.7	301.1	(10.6)	1,302.9	1,254.1	(48.7)
Personnel expenses	923.4	911.4	(11.9)	221.7	210.5	(11.2)	911.4	870.3	(41.1)
Salaries and allowances, etc.	751.9	741.8	(10.1)	179.8	170.1	(9.7)	741.8	705.9	(35.8)
Retirement benefit expenses	53.1	51.6	(1.5)	12.9	12.4	(0.5)	51.6	49.9	(1.6)
Legal welfare expenses	118.2	117.9	(0.2)	28.9	27.9	(1.0)	117.9	114.3	(3.6)
Other expenses	395.6	391.4	(4.1)	89.9	90.6	+ 0.6	391.4	383.8	(7.6)
Depreciation and amortization	45.0	44.1	(0.9)	11.0	11.3	+ 0.3	44.1	44.9	+ 0.8
Taxes and dues	20.5	20.6	+ 0.1	5.2	5.2	(0)	20.6	20.5	(0.1)
Miscellaneous expenses	329.9	326.6	(3.2)	73.6	74.0	+ 0.3	326.6	318.4	(8.2)
Net operating income (loss)	39.7	59.6	+ 19.8	11.8	(7.1)	(19.0)	59.6	44.5	(15.0)

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

### 4. International Logistics Business

(Millions of Australian dollars)

	For the fiscal	For the fiscal	Year-on-year change	For the three	For the three	Year-on-year change	For the fiscal	For the fiscal	Year-on-year change
	year ended March 31, 2018	year ended March 31, 2019		month period from Jan. to Mar. 2019	month period from Jan. to Mar. 2020		year ended March 31, 2019	year ended March 31, 2020	
Operating income	821.0	865.8	44.7	211.3	207.1	(4.2)	865.8	856.4	(9.4)
Global Express	301.1	310.0	8.8	73.6	65.7	(7.8)	310.0	296.9	(13.0)
Global Forwarding	139.0	141.6	2.5	31.3	27.9	(3.3)	141.6	121.5	(20.0)
Global Logistics	303.9	326.9	22.9	85.4	90.6	5.1	326.9	346.1	19.2
Corporate	76.8	87.2	10.3	20.9	22.7	1.8	87.2	91.7	4.5
Net operating income (loss) (EBIT)	11.9	12.7	0.7	4.7	(3.8)	(8.5)	12.7	(11.7)	(24.4)
Global Express	(1.0)	(1.8)	(0.8)	(0.6)	(4.1)	(3.4)	(1.8)	(9.9)	(8.0)
Global Forwarding	(0.2)	(0.8)	(0.5)	(0.9)	(0.9)	0.0	(0.8)	(3.0)	(2.1)
Global Logistics	19.1	14.8	(4.2)	3.5	3.7	0.2	14.8	8.2	(6.6)
Corporate	(5.8)	0.5	6.3	2.8	(2.4)	(5.3)	0.5	(6.9)	(7.5)

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

## 5. Volumes of Items Handled

	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 Jan. to Mar. 2019	For the three month period from Jan. to Mar. 2020	Year-on-year change	For the fiscal year ended March 31,2019	For the fiscal year ended March 31,2020	(thousands of items) Year-on-year change
Total	21,735,420	21,373,205	(362,215)	4,789,581	4,591,907	(197,674)	21,373,205	20,893,118	(480,087)
Mail	17,222,112	16,780,568	(441,544)	3,611,212	3,418,457	(192,755)	16,780,568	16,350,052	(430,516)
Domestic mail	17,174,899	16,739,042	(435,857)	3,601,268	3,408,318	(192,951)	16,739,042	16,308,879	(430,163)
Standard mail	16,684,269	16,241,253	(443,016)	3,474,601	3,281,239	(193,362)	16,241,253	15,801,320	(439,934)
First-class	8,098,339	8,037,906	(60,433)	1,901,830	1,817,642	(84,189)	8,037,906	7,971,018	(66,888)
Second-class	6,217,934	6,049,307	(168,627)	1,501,822	1,413,811	(88,011)	6,049,307	5,841,301	(208,006)
Third-class	203,713	197,178	(6,535)	47,360	44,475	(2,885)	197,178	189,844	(7,334)
Fourth-class	16,689	16,104	(585)	3,721	3,755	+ 34	16,104	15,577	(527)
New Year's postcards	2,097,787	1,911,293	(186,494)	-	-	-	1,911,293	1,725,673	(185,619)
Election mail	49,807	29,465	(20,342)	19,867	1,556	(18,311)	29,465	57,906	+ 28,442
Special mail	490,630	497,789	+ 7,159	126,667	127,079	+ 412	497,789	507,559	+ 9,770
International mail (dispatched)	47,213	41,526	(5,687)	9,944	10,139	+ 196	41,526	41,173	(353)
Letters	28,996	23,781	(5,215)	5,723	5,735	+ 12	23,781	24,887	+ 1,106
Packages	4,069	3,521	(548)	745	638	(107)	3,521	2,823	(698)
EMS	14,148	14,223	+ 75	3,476	3,767	+ 291	14,223	13,463	(760)
Domestic parcel	4,513,308	4,592,637	+ 79,329	1,178,369	1,173,449	(4,919)	4,592,637	4,543,066	(49,571)
Yu-Pack	875,883	942,214	+ 66,331	215,213	243,149	+ 27,937	942,214	974,457	+ 32,244
Yu-Packet	261,470	357,167	+ 95,698	93,487	114,789	+ 21,301	357,167	427,659	+ 70,491
Yu-Mail	3,637,425	3,650,423	+ 12,998	963,156	930,300	(32,856)	3,650,423	3,568,609	(81,814)

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

	For the fiscal year ended March 31, 2019	For the fiscal year ended March 31, 2020	Year-on-year change
Yu-Pack	442	455	+ 13
Original Yu-Pack	623	671	+ 48
Yu-Packet	151	185	+ 33
Yu-Mail	61	64	+ 3

Notes : (1) Figures are rounded to the nearest unit.  
(2) Yu-Pack is including Yu-Packet .