

Appendix : Japan Post Co. Data Supplement

August 7, 2020

1. Japan Post Co. (Consolidated)

	(Billions of yen)					
	For the fiscal year ended March 31, 2019	For the fiscal year ended March 31, 2020	Year-on-year change	For the three months ended June 30, 2019	For the three months ended June 30, 2020	Year-on-year change
Operating income	3960.6	3839.3	(121.3)	944.3	925.8	(18.5)
Postal service business income	2095.5	2107.1	+ 11.5	496.9	486.1	(10.8)
Commissions for banking business consignment	600.6	369.7	(230.9)	97.7	95.2	(2.5)
Commissions for life insurance business consignment	358.1	248.7	(109.3)	74.2	51.6	(22.6)
Funds to maintain post office network	–	295.2	+ 295.2	73.8	73.3	(0.4)
International logistics business income	700.6	634.7	(65.8)	160.0	185.5	+ 25.4
Other operating income	205.6	183.6	(22.0)	41.4	33.8	(7.6)
Operating expenses	3778.6	3660.2	(118.3)	904.0	905.3	+ 1.2
Personnel expenses	2387.7	2330.8	(56.8)	587.4	561.2	(26.2)
Other expenses	1390.9	1329.3	(61.5)	316.6	344.1	+ 27.4
Net operating income	182.0	179.0	(2.9)	40.2	20.4	(19.7)
Non-operating income	6.0	4.0	(1.9)	1.2	2.1	+ 0.8
Non-operating expenses	8.2	14.9	+ 6.7	3.8	3.3	(0.4)
Net ordinary income	179.8	168.1	(11.7)	37.6	19.2	(18.4)
Extraordinary gains	29.8	17.8	(11.9)	2.1	2.1	+ 0.0
Extraordinary losses	43.3	54.0	+ 10.7	1.6	2.2	+ 0.5
Income before income taxes	166.3	131.8	(34.4)	38.1	19.1	(19.0)
Total income taxes	39.1	43.9	+ 4.7	2.5	2.0	(0.4)
Net income	127.1	87.9	(39.2)	35.5	17.0	(18.5)
Net income attributable to non-controlling interests	0.5	0.7	+ 0.2	0.1	0.3	+ 0.1
Net income attributable to Japan Post Co.	126.6	87.1	(39.4)	35.4	16.6	(18.7)

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, 2019	For the fiscal year ended March 31, 2020	Year-on-year change	For the three months ended June 30, 2019	For the three months ended June 30, 2020	Year-on-year change
Operating income	2,114.9	2,125.3	+ 10.3	501.5	490.1	(11.3)
Operating expenses	1,993.5	1,977.8	(15.7)	480.0	474.7	(5.2)
Personnel expenses	1,261.8	1,257.5	(4.2)	310.5	305.1	(5.3)
Salaries and allowances, etc.	1,049.0	1,044.8	(4.2)	257.7	252.2	(5.5)
Retirement benefit expenses	46.1	45.7	(0.3)	11.4	11.4	+ 0.0
Legal welfare expenses	166.7	167.0	+ 0.3	41.3	41.5	+ 0.1
Other expenses	731.6	720.2	(11.4)	169.4	169.6	+ 0.1
Postal service business consignment expenses	194.5	198.0	+ 3.4	47.3	49.3	+ 1.9
Depreciation and amortization	87.9	87.2	(0.6)	22.0	20.9	(1.1)
Taxes and dues	26.8	27.3	+ 0.5	6.5	6.7	+ 0.2
Collection, transport and delivery outsourcing expenses	227.3	219.9	(7.4)	51.2	47.6	(3.5)
Miscellaneous expenses	194.9	187.6	(7.3)	42.3	44.9	+ 2.5
Net operating income	121.3	147.5	+ 26.1	21.5	15.4	(6.1)

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

3. Post Office Business

(Billions of yen)

	For the fiscal year ended March 31, 2019	For the fiscal year ended March 31, 2020	Year-on-year change	For the three months ended June 30, 2019	For the three months ended June 30, 2020	Year-on-year change
Operating income	1,362.5	1,298.7	(63.8)	334.9	303.9	(31.0)
Postal service commissions	194.5	198.0	+ 3.4	47.3	49.3	+ 1.9
Banking commissions	600.6	369.7	(230.9)	97.7	95.2	(2.5)
Insurance commissions	358.1	248.7	(109.3)	74.2	51.6	(22.6)
Funds to maintain post office network	–	295.2	+ 295.2	73.8	73.3	(0.4)
Other operating income	209.2	186.9	(22.3)	41.7	34.3	(7.4)
Merchandising business	128.4	112.3	(16.0)	23.3	18.8	(4.4)
Real estate business	31.5	32.0	+ 0.4	7.8	7.2	(0.6)
Third-party financial productagency services	22.9	17.3	(5.6)	5.0	2.9	(2.1)
Miscellaneous income	26.2	25.1	(1.0)	5.4	5.2	(0.2)
Operating expenses	1,302.9	1,254.1	(48.7)	313.0	289.1	(23.9)
Personnel expenses	911.4	870.3	(41.1)	224.2	209.6	(14.6)
Salaries and allowances, etc.	741.8	705.9	(35.8)	182.7	169.4	(13.2)
Retirement benefit expenses	51.6	49.9	(1.6)	12.5	12.0	(0.4)
Legal welfare expenses	117.9	114.3	(3.6)	29.0	28.1	(0.9)
Other expenses	391.4	383.8	(7.6)	88.8	79.5	(9.2)
Depreciation and amortization	44.1	44.9	+ 0.8	11.1	11.1	+ 0.0
Taxes and dues	20.6	20.5	(0.1)	5.0	4.9	(0.0)
Miscellaneous expenses	326.6	318.4	(8.2)	72.6	63.4	(9.2)
Net operating income	59.6	44.5	(15.0)	21.8	14.7	(7.1)

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

4. International Logistics Business

(Millions of Australian dollars)

	For the fiscal year ended March 31, 2019	For the fiscal year ended March 31, 2020	Year-on-year change	For the three months ended June 30, 2019	For the three months ended June 30, 2020	Year-on-year change
Operating income	8,658	8,564	(94)	2,080	2,627	+ 546
Global Express	3,100	2,969	(130)	753	587	(165)
Global Forwarding	1,416	1,215	(200)	290	305	+ 14
Global Logistics	3,357	3,538	+ 181	835	1,530	+ 695
Corporate	784	840	+ 55	201	203	+ 1
Net Operating income (loss) (EBIT)	127	(117)	(244)	(24)	(116)	(91)
Global Express	(18)	(100)	(81)	(23)	(101)	(78)
Global Forwarding	(8)	(30)	(21)	(4)	(5)	(0)
Global Logistics	210	94	(116)	18	19	+ 0
Corporate	(56)	(80)	(24)	(15)	(29)	(13)

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

5. Volumes of Items Handled

(thousands of items)

	For the fiscal year ended March 31, 2019	For the fiscal year ended March 31, 2020	Year-on-year change	For the three months ended June 30, 2019	For the three months ended June 30, 2020	Year-on-year change
Total	21,373,205	20,893,118	(480,087)	4,883,358	4,581,887	(301,471)
Mail	16,780,568	16,350,052	(430,516)	3,799,460	3,515,047	(284,412)
Domestic mail	16,739,042	16,308,879	(430,163)	3,789,484	3,511,097	(278,387)
Standard mail	16,241,253	15,801,320	(439,934)	3,672,381	3,390,108	(282,273)
First-class	8,037,906	7,971,018	(66,888)	2,139,889	2,128,259	(11,631)
Second-class	6,049,307	5,841,301	(208,006)	1,454,203	1,211,447	(242,756)
Third-class	197,178	189,844	(7,334)	47,943	43,326	(4,617)
Fourth-class	16,104	15,577	(527)	4,052	4,237	+ 185
New Year's postcards	1,911,293	1,725,673	(185,619)	-	-	-
Election mail	29,465	57,906	+ 28,442	26,294	2,840	(23,454)
Special mail	497,789	507,559	+ 9,770	117,103	120,989	+ 3,886
International mail (dispatched)	41,526	41,173	(353)	9,975	3,950	(6,025)
Letters	23,781	24,887	+ 1,106	5,751	2,644	(3,107)
Packages	3,521	2,823	(698)	784	230	(555)
EMS	14,223	13,463	(760)	3,440	1,077	(2,363)
Domestic parcel	4,592,637	4,543,066	(49,571)	1,083,898	1,066,839	(17,059)
Yu-Pack	942,214	974,457	+ 32,244	226,569	286,294	+ 59,725
Yu-Packet	357,167	427,659	+ 70,491	101,229	143,563	+ 42,333
Yu-Mail	3,650,423	3,568,609	(81,814)	857,329	780,545	(76,784)

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 fiscal year ended March 31, 2019	For the fiscal year ended March 31, 2020	Year-on-year change	For the three months ended June 30, 2019	For the three months ended June 30, 2020	Year-on-year change
Yu-Pack	442	455	+ 13	445	417	(27)
Original Yu-Pack	623	671	+ 48	665	649	(16)
Yu-Packet	151	185	+ 33	178	191	+ 13
Yu-Mail	61	64	+ 3	65	64	(1)

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, 2019			For the fiscal year ended March 31, 2020			
	Operating income	Operating expenses	Net Operating income(loss)	Operating income	Operating expenses	Net Operating income(loss)	
Total	1,378.3	1,332.8	45.5	1,368.1	1,330.6	37.6	
	<i>(Year-on-year change)</i>	<i>+ 14.6</i>	<i>(6.7)</i>	<i>+ 21.3</i>	<i>(10.2)</i>	<i>(2.3)</i>	<i>(7.9)</i>
Domestic mail	1,282.1	1,250.7	31.4	1,276.4	1,247.1	29.3	
	<i>(Year-on-year change)</i>	<i>+ 18.0</i>	<i>(2.5)</i>	<i>+ 20.5</i>	<i>(5.8)</i>	<i>(3.6)</i>	<i>(2.1)</i>
First-class (Letters)	674.0	665.5	8.6	679.2	666.7	12.5	
	<i>(Year-on-year change)</i>	<i>+ 9.2</i>	<i>+ 7.3</i>	<i>+ 1.9</i>	<i>+ 5.2</i>	<i>+ 1.3</i>	<i>+ 3.9</i>
Second-class (Postcards)	409.7	401.2	8.6	395.6	385.2	10.4	
	<i>(Year-on-year change)</i>	<i>+ 6.6</i>	<i>(10.7)</i>	<i>+ 17.3</i>	<i>(14.1)</i>	<i>(15.9)</i>	<i>+ 1.8</i>
Third-class (Magazines, newspapers)	8.8	14.6	(5.8)	8.6	14.6	(6.0)	
	<i>(Year-on-year change)</i>	<i>(0.2)</i>	<i>(0.4)</i>	<i>+ 0.3</i>	<i>(0.2)</i>	$\Delta 0$	<i>(0.2)</i>
Fourth-class (Educational materials, etc.)	0.7	1.6	(1.0)	0.7	1.6	(0.9)	
	<i>(Year-on-year change)</i>	<i>+ 0.0</i>	$\Delta 0$	<i>+ 0.1</i>	<i>0</i>	<i>0</i>	<i>+ 0.0</i>
Special mails provided for in Article 44, Paragraph 1 of the Postal Act	105.0	98.5	6.5	105.1	103.8	1.3	
	<i>(Year-on-year change)</i>	<i>(0.6)</i>	<i>(1.6)</i>	<i>+ 1.0</i>	<i>+ 0.1</i>	<i>+ 5.2</i>	<i>(5.1)</i>
Special mails provided for in Article 44, Paragraph 2 of the Postal Act	83.9	69.3	14.6	87.2	75.1	12.0	
	<i>(Year-on-year change)</i>	<i>+ 2.9</i>	<i>+ 3.0</i>	<i>(0.1)</i>	<i>+ 3.3</i>	<i>+ 5.8</i>	<i>(2.5)</i>
International mail	96.2	82.1	14.0	91.8	83.5	8.3	
	<i>(Year-on-year change)</i>	<i>(3.4)</i>	<i>(4.2)</i>	<i>+ 0.8</i>	<i>(4.4)</i>	<i>+ 1.4</i>	<i>(5.8)</i>
Letters	25.7	25.0	0.7	27.6	28.0	(0.3)	
	<i>(Year-on-year change)</i>	<i>+ 3.4</i>	<i>+ 0.9</i>	<i>+ 2.5</i>	<i>+ 1.9</i>	<i>+ 2.9</i>	<i>(1.0)</i>
Packages	19.2	15.8	3.4	15.4	13.0	2.4	
	<i>(Year-on-year change)</i>	<i>(4.2)</i>	<i>(3.1)</i>	<i>(1.1)</i>	<i>(3.8)</i>	<i>(2.8)</i>	<i>(1.0)</i>
EMS	51.2	41.3	9.9	48.7	42.5	6.2	
	<i>(Year-on-year change)</i>	<i>(2.6)</i>	<i>(1.9)</i>	<i>(0.7)</i>	<i>(2.5)</i>	<i>+ 1.2</i>	<i>(3.7)</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 (-5.9 billion yen) and operating expenses (-0.1 billion yen) related to international mail (letters) after the settlement of FY2019. Similarly, FY 2018, the operating income (-1.2 billion yen) and operating expenses (-0.02 billion yen) have also been revised.

(Billions of yen)

(Reference)	For the fiscal year ended March 31, 2019			For the fiscal year ended March 31, 2020			
	Operating income	Operating expenses	Net Operating income	Operating income	Operating expenses	Net Operating income	
Domestic parcel (Yu-Pack , Yu-Mail)	635.4	553.6	81.7	666.4	564.3	102.1	
	<i>(Year-on-year change)</i>	<i>+ 75.8</i>	<i>+ 9.4</i>	<i>+ 66.4</i>	<i>+ 31.0</i>	<i>+ 10.7</i>	<i>+ 20.3</i>

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