

Appendix : Japan Post Co. Data Supplement

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November 13, 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 month period from July to Sept. 2019	For the three month period from July to Sept. 2020	Year-on-year change	For the six months ended Sept. 30, 2019	For the six months ended Sept. 30, 2020	Year-on-year change
Operating income	3960.6	3839.3	(121.3)	925.6	919.8	(5.8)	1,870.0	1,845.6	(24.3)
Postal service business income	2095.5	2107.1	+ 11.5	484.5	468.1	(16.4)	981.5	954.3	(27.2)
Commissions for banking business consignment	600.6	369.7	(230.9)	91.4	92.0	+ 0.5	189.1	187.2	(1.9)
Commissions for life insurance business consignment	358.1	248.7	(109.3)	66.8	47.7	(19.0)	141.0	99.3	(41.6)
Funds to maintain post office network	–	295.2	+ 295.2	73.8	73.3	(0.4)	147.6	146.7	(0.9)
International logistics business income	700.6	634.7	(65.8)	158.0	187.9	+ 29.9	318.1	373.5	+ 55.4
Other operating income	205.6	183.6	(22.0)	50.9	50.5	(0.4)	92.4	84.4	(8.0)
Operating expenses	3778.6	3660.2	(118.3)	909.1	922.2	+ 13.1	1,813.2	1,827.6	+ 14.3
Personnel expenses	2387.7	2330.8	(56.8)	579.1	565.3	(13.8)	1,166.5	1,126.5	(40.0)
Other expenses	1390.9	1329.3	(61.5)	330.0	356.9	+ 26.9	646.6	701.0	+ 54.3
Net operating income(loss)	182.0	179.0	(2.9)	16.5	(2.4)	(18.9)	56.7	18.0	(38.7)
Non-operating income	6.0	4.0	(1.9)	1.0	1.7	+ 0.7	2.3	3.8	+ 1.5
Non-operating expenses	8.2	14.9	+ 6.7	3.8	3.0	(0.7)	7.6	6.3	(1.2)
Net ordinary income (loss)	179.8	168.1	(11.7)	13.7	(3.6)	(17.4)	51.4	15.5	(35.9)
Extraordinary gains	29.8	17.8	(11.9)	3.6	4.6	+ 0.9	5.8	6.8	+ 0.9
Extraordinary losses	43.3	54.0	+ 10.7	3.2	8.0	+ 4.7	4.8	10.2	+ 5.3
Income (loss) before income taxes	166.3	131.8	(34.4)	14.2	(7.0)	(21.2)	52.3	12.0	(40.3)
Total income taxes	39.1	43.9	+ 4.7	11.0	15.8	+ 4.7	13.6	17.9	+ 4.3
Net income (loss)	127.1	87.9	(39.2)	3.1	(22.8)	(26.0)	38.7	(5.8)	(44.6)
Net income attributable to non-controlling interests	0.5	0.7	+ 0.2	0.2	0.3	+ 0.1	0.3	0.6	+ 0.2
Net income (loss) attributable to Japan Post Co.	126.6	87.1	(39.4)	2.9	(23.1)	(26.1)	38.4	(6.5)	(44.9)

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 month period from July to Sept. 2019	For the three month period from July to Sept. 2020	Year-on-year change	For the six months ended Sept. 30, 2019	For the six months ended Sept. 30, 2020	Year-on-year change
Operating income	2,114.9	2,125.3	+ 10.3	489.1	472.5	(16.5)	990.6	962.7	(27.9)
Operating expenses	1,993.5	1,977.8	(15.7)	482.2	481.4	(0.8)	962.3	956.2	(6.0)
Personnel expenses	1,261.8	1,257.5	(4.2)	309.0	306.8	(2.1)	619.5	612.0	(7.5)
Salaries and allowances, etc.	1,049.0	1,044.8	(4.2)	255.7	253.9	(1.8)	513.5	506.1	(7.3)
Retirement benefit expenses	46.1	45.7	(0.3)	11.3	11.1	(0.2)	22.7	22.5	(0.2)
Legal welfare expenses	166.7	167.0	+ 0.3	41.8	41.8	+ 0.0	83.2	83.3	+ 0.0
Other expenses	731.6	720.2	(11.4)	173.2	174.5	+ 1.3	342.7	344.1	+ 1.4
Postal service business consignment expenses	194.5	198.0	+ 3.4	47.1	48.2	+ 1.1	94.4	97.5	+ 3.1
Depreciation and amortization	87.9	87.2	(0.6)	22.0	20.9	(1.1)	44.0	41.8	(2.2)
Taxes and dues	26.8	27.3	+ 0.5	6.5	6.7	+ 0.1	13.1	13.4	+ 0.3
Collection, transport and delivery outsourcing expenses	227.3	219.9	(7.4)	53.2	53.3	+ 0.0	104.4	100.9	(3.4)
Miscellaneous expenses	194.9	187.6	(7.3)	44.3	45.3	+ 1.0	86.6	90.2	+ 3.6
Net operating income (loss)	121.3	147.5	+ 26.1	6.8	(8.9)	(15.7)	28.3	6.4	(21.8)

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 month period from July to Sept. 2019	For the three month period from July to Sept. 2020	Year-on-year change	For the six months ended Sept. 30, 2019	For the six months ended Sept. 30, 2020	Year-on-year change
Operating income	1,362.5	1,298.7	(63.8)	330.5	312.7	(17.8)	665.5	616.6	(48.8)
Postal service commissions	194.5	198.0	+ 3.4	47.1	48.2	+ 1.1	94.4	97.5	+ 3.1
Banking commissions	600.6	369.7	(230.9)	91.4	92.0	+ 0.5	189.1	187.2	(1.9)
Insurance commissions	358.1	248.7	(109.3)	66.8	47.7	(19.0)	141.0	99.3	(41.6)
Funds to maintain post office network	–	295.2	+ 295.2	73.8	73.3	(0.4)	147.6	146.7	(0.9)
Other operating income	209.2	186.9	(22.3)	51.4	51.3	(0.0)	93.1	85.7	(7.4)
Merchandising business	128.4	112.3	(16.0)	31.6	28.6	(2.9)	54.9	47.5	(7.3)
Real estate business	31.5	32.0	+ 0.4	8.1	14.2	+ 6.1	15.9	21.4	+ 5.4
Third-party financial productagency services	22.9	17.3	(5.6)	5.9	2.2	(3.6)	10.9	5.2	(5.7)
Miscellaneous income	26.2	25.1	(1.0)	5.7	6.2	+ 0.4	11.2	11.4	+ 0.2
Operating expenses	1,302.9	1,254.1	(48.7)	316.3	304.6	(11.7)	629.4	593.8	(35.6)
Personnel expenses	911.4	870.3	(41.1)	218.7	209.7	(8.9)	442.9	419.3	(23.6)
Salaries and allowances, etc.	741.8	705.9	(35.8)	177.3	170.2	(7.1)	360.1	339.7	(20.4)
Retirement benefit expenses	51.6	49.9	(1.6)	12.5	11.7	(0.7)	25.0	23.8	(1.1)
Legal welfare expenses	117.9	114.3	(3.6)	28.8	27.7	(1.1)	57.8	55.8	(2.0)
Other expenses	391.4	383.8	(7.6)	97.6	94.9	(2.7)	186.4	174.4	(12.0)
Depreciation and amortization	44.1	44.9	+ 0.8	11.1	10.8	(0.3)	22.3	21.9	(0.3)
Taxes and dues	20.6	20.5	(0.1)	5.3	5.6	+ 0.2	10.4	10.5	+ 0.1
Miscellaneous expenses	326.6	318.4	(8.2)	81.0	78.4	(2.6)	153.7	141.9	(11.8)
Net operating income	59.6	44.5	(15.0)	14.1	8.0	(6.0)	36.0	22.8	(13.2)

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 month period from July to Sept. 2019	For the three month period from July to Sept. 2020	Year-on-year change	For the six months ended Sept. 30, 2019	For the six months ended Sept. 30, 2020	Year-on-year change
Operating income	8,658	8,564	(94)	2,147	2,471	+ 323	4,228	5,098	+ 869
Global Express	3,100	2,969	(130)	783	705	(78)	1,536	1,292	(243)
Global Forwarding	1,416	1,215	(200)	314	356	+ 42	604	662	+ 57
Global Logistics	3,357	3,538	+ 181	837	1,210	+ 373	1,672	2,741	+ 1,068
Corporate	784	840	+ 55	212	198	(14)	414	402	(12)
Net Operating income (loss) (EBIT)	127	(117)	(244)	(38)	32	+ 70	(63)	(84)	(20)
Global Express	(18)	(100)	(81)	(18)	(20)	(1)	(41)	(121)	(79)
Global Forwarding	(8)	(30)	(21)	(2)	1	+ 4	(6)	(3)	3
Global Logistics	210	94	(116)	4	45	+ 41	22	65	+ 42
Corporate	(56)	(80)	(24)	(21)	4	+ 26	(37)	(24)	+ 13

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 ending March 31, 2021, figures for the fiscal year ended March 31, 2019, , figures for the fiscal year ended March 31, 2020, for the three month period from July to Sept. 2019, and for the six months ended Sept. 30, 2019 have been reclassified (the total amount remains unchanged).

## 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 month period from July to Sept. 2019	For the three month period from July to Sept. 2020	Year-on-year change	For the six months ended Sept. 30, 2019	For the six months ended Sept. 30, 2020	Year-on-year change
Total	21,373,205	20,893,118	(480,087)	4,711,260	4,276,431	(434,829)	9,594,618	8,858,317	(736,300)
Mail	16,780,568	16,350,052	(430,516)	3,627,158	3,237,458	(389,700)	7,426,618	6,752,506	(674,112)
Domestic mail	16,739,042	16,308,879	(430,163)	3,617,697	3,232,106	(385,591)	7,407,181	6,743,203	(663,978)
Standard mail	16,241,253	15,801,320	(439,934)	3,478,605	3,098,120	(380,484)	7,150,986	6,488,228	(662,757)
First-class	8,037,906	7,971,018	(66,888)	2,011,008	1,819,175	(191,832)	4,150,897	3,947,434	(203,463)
Second-class	6,049,307	5,841,301	(208,006)	1,388,176	1,228,909	(159,267)	2,842,379	2,440,356	(402,022)
Third-class	197,178	189,844	(7,334)	47,932	44,608	(3,324)	95,875	87,934	(7,941)
Fourth-class	16,104	15,577	(527)	3,956	4,311	+ 355	8,008	8,548	+ 540
New Year's postcards	1,911,293	1,725,673	(185,619)						
Election mail	29,465	57,906	+ 28,442	27,533	1,117	(26,416)	53,827	3,956	(49,871)
Special mail	497,789	507,559	+ 9,770	139,093	133,986	(5,107)	256,196	254,974	(1,221)
International mail (dispatched)	41,526	41,173	(353)	9,461	5,352	(4,109)	19,437	9,303	(10,134)
Letters	23,781	24,887	+ 1,106	5,716	2,516	(3,201)	11,468	5,160	(6,308)
Packages	3,521	2,823	(698)	687	722	+ 35	1,472	952	(520)
EMS	14,223	13,463	(760)	3,058	2,115	(943)	6,498	3,192	(3,306)
Domestic parcel	4,592,637	4,543,066	(49,571)	1,084,102	1,038,972	(45,129)	2,168,000	2,105,812	(62,188)
Yu-Pack	942,214	974,457	+ 32,244	241,591	280,377	+ 38,786	468,160	566,671	+ 98,511
Yu-Packet	357,167	427,659	+ 70,491	103,914	132,803	+ 28,889	205,143	276,366	+ 71,222
Yu-Mail	3,650,423	3,568,609	(81,814)	842,511	758,595	(83,915)	1,699,840	1,539,140	(160,699)

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, 2019	For the six months ended Sept. 30, 2020	Year-on-year change
Yu-Pack	453	425	(28)
Original Yu-Pack	671	652	(19)
Yu-Packet	180	191	+ 11
Yu-Mail	64	64	(1)

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