

Appendix : Japan Post Co. Data Supplement

August 11, 2021

1. Japan Post Co. (Consolidated)

(Billions of yen)

	For the fiscal year ended March 31, 2020	For the fiscal year ended March 31, 2021	Year-on-year change	For the three months ended June 30, 2020	For the three months ended June 30, 2021	Year-on-year change
Operating income	3,839.3	3,837.6	(1.6)	925.8	902.2	(23.5)
Postal service business income	2,107.1	2,049.9	(57.1)	486.1	484.2	(1.9)
Commissions for banking business consignment	369.7	366.3	(3.3)	95.2	93.5	(1.6)
Commissions for life insurance business consignment	248.7	207.0	(41.7)	51.6	48.6	(2.9)
Funds to maintain post office network	295.2	293.4	(1.8)	73.3	72.7	(0.6)
International logistics business income	634.7	749.6	114.8	185.5	181.0	(4.4)
Other operating income	183.6	171.1	(12.4)	33.8	22.0	(11.8)
Operating expenses	3,660.2	3,682.5	22.2	905.3	865.3	(39.9)
Personnel expenses	2,330.8	2,266.9	(63.9)	561.2	559.4	(1.7)
Other expenses	1,329.3	1,415.6	86.2	344.1	305.9	(38.2)
Net operating income	179.0	155.0	(23.9)	20.4	36.8	+ 16.3
Non-operating income	4.0	7.7	3.7	2.1	1.7	(0.3)
Non-operating expenses	14.9	13.6	(1.3)	3.3	4.0	+ 0.6
Net ordinary income	168.1	149.1	(18.9)	19.2	34.5	+ 15.3
Extraordinary gains	17.8	17.0	(0.8)	2.1	1.6	(0.5)
Extraordinary losses	54.0	108.3	54.2	2.2	0.7	(1.4)
Income before income taxes	131.8	57.8	(73.9)	19.1	35.4	+ 16.3
Total income taxes	43.9	2.7	(41.1)	2.0	2.3	+ 0.2
Net income	87.9	55.1	(32.8)	17.0	33.0	+ 16.0
Net income attributable to non-controlling interests	0.7	1.6	0.9	0.3	0.3	+ 0.0
Net income attributable to Japan Post Co.	87.1	53.4	(33.7)	16.6	32.6	+ 15.9

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, 2020	For the fiscal year ended March 31, 2021	Year-on-year change	For the three months ended June 30, 2020	For the three months ended June 30, 2021	Year-on-year change
Operating income	2,125.3	2,068.4	(56.8)	490.1	488.5	(1.6)
Operating expenses	1,977.8	1,944.7	(33.0)	474.7	468.1	(6.5)
Personnel expenses	1,257.5	1,235.8	(21.7)	305.1	300.6	(4.5)
Salaries and allowances, etc.	1,044.8	1,025.3	(19.4)	252.2	249.2	(3.0)
Retirement benefit expenses	45.7	44.3	(1.3)	11.4	10.8	(0.5)
Legal welfare expenses	167.0	166.1	(0.9)	41.5	40.6	(0.9)
Other expenses	720.2	708.8	(11.3)	169.6	167.5	(2.0)
Postal service business consignment expenses	198.0	200.5	+ 2.5	49.3	48.7	(0.6)
Depreciation and amortization	87.2	81.3	(5.9)	20.9	18.1	(2.7)
Taxes and dues	27.3	25.6	(1.7)	6.7	6.7	+ 0.0
Collection, transport and delivery outsourcing expenses	219.9	211.7	(8.1)	47.6	52.6	+ 4.9
Miscellaneous expenses	187.6	189.5	+ 1.9	44.9	41.2	(3.6)
Net operating income	147.5	123.7	(23.7)	15.4	20.3	+ 4.9

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

3. Post Office Business

(Billions of yen)

	For the fiscal year ended March 31, 2020	For the fiscal year ended March 31, 2021	Year-on-year change	For the three months ended June 30, 2020	For the three months ended June 30, 2021	Year-on-year change
Operating income	1,298.7	1,243.4	(55.3)	304	286	(17.6)
Postal service commissions	198.0	200.5	+ 2.5	49.3	48.7	(0.6)
Banking commissions	369.7	366.3	(3.3)	95.2	93.5	(1.6)
Insurance commissions	248.7	207.0	(41.7)	51.6	48.6	(2.9)
Funds to maintain post office network	295.2	293.4	(1.8)	73.3	72.7	(0.6)
Other operating income	186.9	176.0	(10.9)	34.3	22.5	(11.8)
Merchandising business	112.3	102.9	(9.4)	18.8	7.2	(11.6)
Real estate business	32.0	37.3	+ 5.2	7.2	7.7	+ 0.4
Third-party financial productagency services	17.3	9.1	(8.1)	2.9	2.0	(0.8)
Miscellaneous income	25.1	26.6	+ 1.4	5.2	5.5	+ 0.3
Operating expenses	1,254.1	1,205.7	(48.4)	289.1	274.8	(14.3)
Personnel expenses	870.3	838.3	(31.9)	209.6	208.4	(1.2)
Salaries and allowances, etc.	705.9	681.1	(24.8)	169.4	169.9	+ 0.5
Retirement benefit expenses	49.9	46.8	(3.0)	12.0	11.4	(0.6)
Legal welfare expenses	114.3	110.3	(4.0)	28.1	26.9	(1.1)
Other expenses	383.8	367.3	(16.4)	79.5	66.4	(13.1)
Depreciation and amortization	44.9	42.3	(2.5)	11.1	9.6	(1.5)
Taxes and dues	20.5	18.5	(2.0)	4.9	4.8	(0.1)
Miscellaneous expenses	318.4	306.4	(11.9)	63.4	51.9	(11.4)
Net operating income	44.5	37.7	(6.8)	14.7	11.3	(3.3)

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

4. International Logistics Business

(Millions of Australian dollars)

	For the fiscal year ended March 31, 2020	For the fiscal year ended March 31, 2021	Year-on-year change	For the three months ended June 30, 2020	For the three months ended June 30, 2021	Year-on-year change
Operating income	8,564	9,843	+ 1,279	2,627	2,148	(478)
Global Express	3,066	2,790	(275)	607	706	+ 98
Global Forwarding	1,215	1,543	+ 328	305	503	+ 198
Global Logistics	3,536	4,781	+ 1,245	1,530	763	(766)
Corporate	745	727	(18)	183	175	(8)
Net Operating income (loss) (EBIT)	(117)	46	+ 163	(116)	77	+ 193
Global Express	(100)	(78)	+ 21	(101)	(6)	+ 94
Global Forwarding	(30)	4	+ 34	(5)	20	+ 25
Global Logistics	90	163	+ 72	19	26	+ 7
Corporate	(76)	(43)	+ 33	(28)	36	+ 65

Notes : (1) Sums of figures may not match totals due to rounding down.

(2) Due to inter-segment reclassification of some businesses from the fiscal year ending March 31, 2022, figures for the fiscal year ended March 31, 2020, figures for the fiscal year ended March 31, 2021, and figures for the three month ended June 30, 2020 have been reclassified (the total amount remains unchanged).

(3) Net operating income (loss) (EBIT) for the Global Express business for the three month ended June 30, 2021 includes amounts of depreciation and amortization that are disregarded under IFRS (it is offset under the Corporate segment).

5. Volumes of Items Handled

(thousands of items)

	For the fiscal year ended March 31, 2020	For the fiscal year ended March 31, 2021	Year-on-year change	For the three months ended June 30, 2020	For the three months ended June 30, 2021	Year-on-year change
Total	20,893,118	19,634,137	(1,258,981)	4,581,887	4,548,743	(33,143)
Mail	16,350,052	15,244,033	(1,106,019)	3,515,047	3,501,342	(13,706)
Domestic mail	16,308,879	15,221,007	(1,087,872)	3,511,097	3,495,172	(15,925)
Standard mail	15,801,320	14,713,066	(1,088,253)	3,390,108	3,376,132	(13,976)
First-class	7,971,018	7,765,391	(205,627)	2,128,259	2,105,416	(22,843)
Second-class	5,841,301	5,185,488	(655,813)	1,211,447	1,216,062	+ 4,615
Third-class	189,844	178,738	(11,106)	43,326	44,217	+ 891
Fourth-class	15,577	16,641	+ 1,064	4,237	4,442	+ 205
New Year's postcards	1,725,673	1,556,543	(169,131)	-	-	-
Election mail	57,906	10,265	(47,641)	2,840	5,996	+ 3,157
Special mail	507,559	507,941	+ 382	120,989	119,040	(1,949)
International mail (dispatched)	41,173	23,026	(18,147)	3,950	6,170	+ 2,219
Letters	24,887	13,363	(11,524)	2,644	3,456	+ 812
Packages	2,823	2,459	(364)	230	721	+ 491
EMS	13,463	7,204	(6,259)	1,077	1,993	+ 916
Domestic parcel	4,543,066	4,390,104	(152,962)	1,066,839	1,047,402	(19,437)
Yu-Pack	974,457	1,090,792	+ 116,335	286,294	246,811	(39,484)
Yu-Packet	427,659	496,660	+ 69,001	143,563	111,016	(32,547)
Yu-Mail	3,568,609	3,299,312	(269,298)	780,545	800,591	+ 20,046

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 fiscal year ended March 31, 2020	For the fiscal year ended March 31, 2021	Year-on-year change	For the three months ended June 30, 2020	For the three months ended June 30, 2021	Year-on-year change
Yu-Pack	455	438	(17)	417	435	+ 18
Original Yu-Pack	671	651	(20)	649	644	(5)
Yu-Packet	185	188	+ 4	191	183	(8)
Yu-Mail	64	64	+ 0	64	67	+ 3

Notes : (1) Figures are rounded to the nearest unit.

(2) Yu-Pack is including Yu-Packet .

6. Status of Income and Expenses of Postal Business

(Billions of yen)

	For the fiscal year ended March 31, 2020			For the fiscal year ended March 31, 2021			
	Operating income	Operating expenses	Net Operating income(loss)	Operating income	Operating expenses	Net Operating income(loss)	
Total	1,368.1	1,330.6	37.6	1,303.1	1,279.1	24.0	
	<i>(Year-on-year change)</i>	<i>(10.2)</i>	<i>(2.3)</i>	<i>(7.9)</i>	<i>(65.0)</i>	<i>(51.4)</i>	<i>(13.6)</i>
Domestic mail	1,276.4	1,247.1	29.3	1,237.8	1,220.3	17.5	
	<i>(Year-on-year change)</i>	<i>(5.8)</i>	<i>(3.6)</i>	<i>(2.1)</i>	<i>(38.6)</i>	<i>(26.8)</i>	<i>(11.8)</i>
First-class (Letters)	679.2	666.7	12.5	682.0	675.3	6.7	
	<i>(Year-on-year change)</i>	<i>+ 5.2</i>	<i>+ 1.3</i>	<i>+ 3.9</i>	<i>+ 2.8</i>	<i>+ 8.5</i>	<i>(5.8)</i>
Second-class (Postcards)	395.6	385.2	10.4	352.3	354.7	(2.5)	
	<i>(Year-on-year change)</i>	<i>(14.1)</i>	<i>(15.9)</i>	<i>+ 1.8</i>	<i>(43.3)</i>	<i>(30.5)</i>	<i>(12.8)</i>
Third-class (Magazines, newspapers)	8.6	14.6	(6.0)	8.1	14.0	(5.9)	
	<i>(Year-on-year change)</i>	<i>(0.2)</i>	<i>+ 0.0</i>	<i>(0.2)</i>	<i>(0.5)</i>	<i>(0.7)</i>	<i>+ 0.1</i>
Fourth-class (Educational materials, etc.)	0.7	1.6	(0.9)	0.9	1.8	(0.9)	
	<i>(Year-on-year change)</i>	<i>+ 0.0</i>	<i>+ 0.0</i>	<i>+ 0.0</i>	<i>0.1</i>	<i>0.1</i>	<i>+ 0.0</i>
Special mails provided for in Article 44, Paragraph 1 of the Postal Act	105.1	103.8	1.3	103.2	96.3	7.0	
	<i>(Year-on-year change)</i>	<i>+ 0.1</i>	<i>+ 5.2</i>	<i>(5.1)</i>	<i>(1.9)</i>	<i>(7.5)</i>	<i>+ 5.6</i>
Special mails provided for in Article 44, Paragraph 2 of the Postal Act	87.2	75.1	12.0	91.4	78.3	13.1	
	<i>(Year-on-year change)</i>	<i>+ 3.3</i>	<i>+ 5.8</i>	<i>(2.5)</i>	<i>+ 4.2</i>	<i>+ 3.2</i>	<i>+ 1.0</i>
International mail	91.8	83.5	8.3	65.4	58.9	6.5	
	<i>(Year-on-year change)</i>	<i>(4.4)</i>	<i>+ 1.4</i>	<i>(5.8)</i>	<i>(26.4)</i>	<i>(24.6)</i>	<i>(1.8)</i>
Letters	27.6	28.0	(0.3)	22.7	19.8	2.9	
	<i>(Year-on-year change)</i>	<i>+ 1.9</i>	<i>+ 2.9</i>	<i>(1.0)</i>	<i>(4.9)</i>	<i>(8.2)</i>	<i>+ 3.2</i>
Packages	15.4	13.0	2.4	12.6	11.6	1.0	
	<i>(Year-on-year change)</i>	<i>(3.8)</i>	<i>(2.8)</i>	<i>(1.0)</i>	<i>(2.8)</i>	<i>(1.4)</i>	<i>(1.4)</i>
EMS	48.7	42.5	6.2	30.1	27.4	2.6	
	<i>(Year-on-year change)</i>	<i>(2.5)</i>	<i>+ 1.2</i>	<i>(3.7)</i>	<i>(18.7)</i>	<i>(15.1)</i>	<i>(3.6)</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 revisions of operating income (-7.1 billion yen) and operating expenses (-0.1 billion yen) related to international mail (letters) incurred in the past but included in the settlement of FY2020 have been announced upon reflecting them in the respective year they were incurred (FY2017 to FY2019).

(Billions of yen)

(Reference)	For the fiscal year ended March 31, 2020			For the fiscal year ended March 31, 2021			
	Operating income	Operating expenses	Net Operating income	Operating income	Operating expenses	Net Operating income	
Domestic parcel (Yu-Pack , Yu-Mail)	666.4	564.3	102.1	685.1	578.2	107.0	
	<i>(Year-on-year change)</i>	<i>+ 31.0</i>	<i>+ 10.7</i>	<i>+ 20.3</i>	<i>+ 18.7</i>	<i>+ 13.8</i>	<i>+ 4.9</i>

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