



Appendix : Japan Post Co. Data Supplement

February 14, 2022

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 month period from Oct. to Dec. 2020	For the three month period from Oct. to Dec. 2021	Year-on-year change	For the nine months ended Dec. 31, 2020	For the nine months ended Dec. 31, 2021	Year-on-year change
Operating income	3,839.3	3,837.6	(1.6)	1,057.9	972.8	(85.0)	2,903.5	2,758.4	(145.1)
Postal service business income	2,107.1	2,049.9	(57.1)	584.7	569.5	(15.2)	1,539.1	1,508.4	(30.6)
Commissions for banking business consignment	369.7	366.3	(3.3)	91.9	88.8	(3.1)	279.2	270.5	(8.6)
Commissions for life insurance business consignment	248.7	207.0	(41.7)	59.3	46.9	(12.3)	158.6	143.4	(15.2)
Funds to maintain post office network	295.2	293.4	(1.8)	73.3	72.7	(0.6)	220.0	218.2	(1.8)
International logistics business income	634.7	749.6	+ 114.8	190.4	163.4	(27.0)	564.0	530.1	(33.8)
Other operating income	183.6	171.1	(12.4)	58.0	31.3	(26.6)	142.4	87.5	(54.8)
Operating expenses	3,660.2	3,682.5	+ 22.2	955.4	891.9	(63.5)	2,783.0	2,639.0	(144.0)
Personnel expenses	2,330.8	2,266.9	(63.9)	575.6	555.4	(20.2)	1,702.2	1,669.9	(32.2)
Other expenses	1,329.3	1,415.6	+ 86.2	379.8	336.5	(43.2)	1,080.8	969.0	(111.8)
Net operating income	179.0	155.0	(23.9)	102.4	80.8	(21.5)	120.4	119.4	(1.0)
Non-operating income	4.0	7.7	+ 3.7	1.0	0.1	(0.9)	4.9	3.2	(1.6)
Non-operating expenses	14.9	13.6	(1.3)	3.4	2.2	(1.2)	9.8	9.0	(0.8)
Net ordinary income	168.1	149.1	(18.9)	100.0	78.8	(21.2)	115.6	113.7	(1.9)
Extraordinary gains	17.8	17.0	(0.8)	4.3	3.7	(0.5)	11.1	11.2	+ 0.0
Extraordinary losses	54.0	108.3	+ 54.2	5.7	1.9	(3.8)	16.0	18.8	+ 2.8
Income before income taxes	131.8	57.8	(73.9)	98.6	80.6	(17.9)	110.7	106.0	(4.6)
Total income taxes	43.9	2.7	(41.1)	10.4	2.3	(8.1)	28.4	21.4	(6.9)
Net income	87.9	55.1	(32.8)	88.1	78.3	(9.8)	82.3	84.6	+ 2.3
Net income (loss) attributable to non-controlling interests	0.7	1.6	+ 0.9	0.9	(0.3)	(1.3)	1.5	(0.5)	(2.0)
Net income attributable to Japan Post Co.	87.1	53.4	(33.7)	87.2	78.7	(8.5)	80.7	85.1	+ 4.3

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, 2020	For the fiscal year ended March 31, 2021	Year-on-year change	For the three month period from Oct. to Dec. 2020	For the three month period from Oct. to Dec. 2021	Year-on-year change	For the nine months ended Dec. 31, 2020	For the nine months ended Dec. 31, 2021	Year-on-year change
Operating income	2,125.3	2,068.4	(56.8)	590.5	569.4	(21.1)	1,553.3	1,523.4	(29.8)
Operating expenses	1,977.8	1,944.7	(33.0)	510.2	505.3	(4.9)	1,466.5	1,452.1	(14.3)
Personnel expenses	1,257.5	1,235.8	(21.7)	314.6	310.9	(3.7)	926.7	914.9	(11.7)
Salaries and allowances, etc.	1,044.8	1,025.3	(19.4)	262.3	258.4	(3.8)	768.5	759.9	(8.6)
Retirement benefit expenses	45.7	44.3	(1.3)	10.8	10.8	(0.0)	33.4	32.6	(0.8)
Legal welfare expenses	167.0	166.1	(0.9)	41.4	41.5	+ 0.1	124.7	122.4	(2.3)
Other expenses	720.2	708.8	(11.3)	195.5	194.4	(1.1)	539.7	537.2	(2.5)
Postal service business consignment expenses	198.0	200.5	+ 2.5	53.9	53.2	(0.7)	151.5	150.1	(1.4)
Depreciation and amortization	87.2	81.3	(5.9)	20.4	17.2	(3.2)	62.3	53.7	(8.6)
Taxes and dues	27.3	25.6	(1.7)	7.9	7.1	(0.8)	21.4	20.6	(0.7)
Collection, transport and delivery outsourcing expenses	219.9	211.7	(8.1)	59.4	61.5	+ 2.1	160.4	168.7	+ 8.3
Miscellaneous expenses	187.6	189.5	+ 1.9	53.6	55.2	+ 1.5	143.9	143.9	(0.0)
Net operating income	147.5	123.7	(23.7)	80.2	64.0	(16.2)	86.7	71.2	(15.5)

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, 2020	For the fiscal year ended March 31, 2021	Year-on-year change	For the three month period from Oct. to Dec. 2020	For the three month period from Oct. to Dec. 2021	Year-on-year change	For the nine months ended Dec. 31, 2020	For the nine months ended Dec. 31, 2021	Year-on-year change
Operating income	1,298.7	1,243.4	(55.3)	337.9	300.5	(37.4)	954.5	873.3	(81.1)
Postal service commissions	198.0	200.5	+ 2.5	53.9	53.2	(0.7)	151.5	150.1	(1.4)
Banking commissions	369.7	366.3	(3.3)	91.9	88.8	(3.1)	279.2	270.5	(8.6)
Insurance commissions	248.7	207.0	(41.7)	59.3	46.9	(12.3)	158.6	143.4	(15.2)
Funds to maintain post office network	295.2	293.4	(1.8)	73.3	72.7	(0.6)	220.0	218.2	(1.8)
Other operating income	186.9	176.0	(10.9)	59.2	38.7	(20.5)	145.0	90.9	(54.0)
Merchandising business	112.3	102.9	(9.4)	41.9	16.6	(25.3)	89.5	32.8	(56.7)
Real estate business	32.0	37.3	+ 5.2	8.0	9.8	+ 1.8	29.5	25.9	(3.5)
Third-party financial productagency services	17.3	9.1	(8.1)	2.0	1.8	(0.1)	7.2	5.9	(1.3)
Miscellaneous income	25.1	26.6	+ 1.4	7.1	10.3	+ 3.1	18.6	26.3	+ 7.6
Operating expenses	1,254.1	1,205.7	(48.4)	319.1	291.0	(28.0)	912.9	844.3	(68.5)
Personnel expenses	870.3	838.3	(31.9)	211.5	210.0	(1.5)	630.9	626.1	(4.8)
Salaries and allowances, etc.	705.9	681.1	(24.8)	172.6	171.4	(1.1)	512.3	510.6	(1.7)
Retirement benefit expenses	49.9	46.8	(3.0)	11.5	11.4	(0.0)	35.3	34.3	(0.9)
Legal welfare expenses	114.3	110.3	(4.0)	27.4	27.1	(0.2)	83.2	81.1	(2.1)
Other expenses	383.8	367.3	(16.4)	107.5	81.0	(26.5)	282.0	218.2	(63.7)
Depreciation and amortization	44.9	42.3	(2.5)	10.4	9.0	(1.3)	32.3	27.9	(4.3)
Taxes and dues	20.5	18.5	(2.0)	4.7	5.1	+ 0.4	15.3	15.4	+ 0.0
Miscellaneous expenses	318.4	306.4	(11.9)	92.3	66.7	(25.6)	234.3	174.9	(59.4)
Net operating income	44.5	37.7	(6.8)	18.7	9.4	(9.3)	41.6	29.0	(12.5)

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, 2020	For the fiscal year ended March 31, 2021	Year-on-year change	For the three month period from Oct. to Dec. 2020	For the three month period from Oct. to Dec. 2021	Year-on-year change	For the nine months ended Dec. 31, 2020	For the nine months ended Dec. 31, 2021	Year-on-year change
Operating income	8,564	9,843	+ 1,279	2,494	1,973	(521)	7,593	6,412	(1,180)
Global Express	3,066	2,790	(275)	767	-	(767)	2,103	1,194	(909)
Global Forwarding	1,215	1,543	+ 328	410	887	+ 477	1,072	2,201	+ 1,128
Global Logistics	3,536	4,781	+ 1,245	1,119	896	(223)	3,859	2,474	(1,385)
Corporate	745	727	(18)	197	189	(7)	556	542	(14)
Net Operating income (loss) (EBIT)	(117)	46	+ 163	73	89	+ 16	(10)	277	+ 287
Global Express	(100)	(78)	+ 21	38	-	(38)	(83)	(19)	+ 63
Global Forwarding	(30)	4	+ 34	(3)	73	+ 77	(7)	166	+ 173
Global Logistics	90	163	+ 72	49	32	(17)	111	93	(17)
Corporate	(76)	(43)	+ 33	(10)	(15)	(5)	(31)	37	+ 68

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

(2) Due to inter-segment reclassification of some businesses in the fiscal year ending March 31, 2022 and the year ended March 31, 2021, figures for each period have been reclassified (the total amounts for each period remain unchanged).

(3) Net operating income (loss) (EBIT) for the Global Express business for the nine months ended December 31, 2021 includes amounts of depreciation and amortization that are disregarded under IFRS (it is offset under the Corporate segment).

(4) Income (loss) for the Global Express business only includes the period up to August 2021, due to the completion of the business transfer on August 31, 2021.

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 month period from Oct. to Dec. 2020	For the three month period from Oct. to Dec. 2021	Year-on-year change	For the nine months ended Dec. 31, 2020	For the nine months ended Dec. 31, 2021	Year-on-year change
Total	20,893,118	19,634,137	(1,258,981)	4,734,667	4,707,012	(27,655)	13,592,984	13,436,322	(156,663)
Mail	16,350,052	15,244,033	(1,106,019)	3,578,137	3,555,677	(22,460)	10,330,643	10,211,174	(119,469)
Domestic mail	16,308,879	15,221,007	(1,087,872)	3,570,663	3,548,447	(22,216)	10,313,866	10,191,806	(122,060)
Standard mail	15,801,320	14,713,066	(1,088,253)	3,446,046	3,427,003	(19,043)	9,934,274	9,818,547	(115,728)
First-class	7,971,018	7,765,391	(205,627)	1,944,816	1,933,100	(11,716)	5,892,250	5,831,180	(61,069)
Second-class	5,841,301	5,185,488	(655,813)	1,447,399	1,408,196	(39,203)	3,887,755	3,797,154	(90,601)
Third-class	189,844	178,738	(11,106)	47,302	45,646	(1,656)	135,236	132,733	(2,503)
Fourth-class	15,577	16,641	+ 1,064	4,226	4,227	+ 1	12,773	12,875	+ 101
New Year's postcards	1,725,673	1,556,543	(169,131)						
Election mail	57,906	10,265	(47,641)	2,303	35,834	+ 33,530	6,260	44,604	+ 38,344
Special mail	507,559	507,941	+ 382	124,617	121,444	(3,173)	379,591	373,259	(6,332)
International mail (dispatched)	41,173	23,026	(18,147)	7,474	7,230	(244)	16,777	19,368	+ 2,591
Letters	24,887	13,363	(11,524)	4,565	4,107	(458)	9,725	10,778	+ 1,054
Packages	2,823	2,459	(364)	786	756	(31)	1,738	2,165	+ 427
EMS	13,463	7,204	(6,259)	2,122	2,367	+ 245	5,314	6,424	+ 1,110
Domestic parcel	4,543,066	4,390,104	(152,962)	1,156,530	1,151,335	(5,195)	3,262,342	3,225,148	(37,194)
Yu-Pack	974,457	1,090,792	+ 116,335	279,573	262,930	(16,643)	846,244	754,334	(91,910)
Yu-Packet	427,659	496,660	+ 69,001	111,195	103,534	(7,661)	387,561	317,057	(70,504)
Yu-Mail	3,568,609	3,299,312	(269,298)	876,958	888,405	+ 11,447	2,416,098	2,470,814	+ 54,717

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, 2020	For the nine months ended Dec. 31, 2021	Year-on-year change
Yu-Pack	440	450	+10
Original Yu-Pack	657	649	(8)
Yu-Packet	188	181	(7)
Yu-Mail	64	65	+0

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