

Appendix : Japan Post Co. Data Supplement

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May 13, 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 Jan. to Mar. 2021	For the three month period from Jan. to Mar. 2022	Year-on-year change	For the fiscal year ended March 31, 2021	For the fiscal year ended March 31, 2022	Year-on-year change
Operating income	3,839.3	3,837.6	(1.6)	934.0	898.4	(35.5)	3,837.6	3,656.9	(180.7)
Postal service business income	2,107.1	2,049.9	(57.1)	510.8	513.5	+ 2.6	2,049.9	2,021.9	(27.9)
Commissions for banking business consignment	369.7	366.3	(3.3)	87.1	83.8	(3.3)	366.3	354.3	(11.9)
Commissions for life insurance business consignment	248.7	207.0	(41.7)	48.3	46.7	(1.6)	207.0	190.2	(16.8)
Funds to maintain post office network	295.2	293.4	(1.8)	73.3	72.7	(0.6)	293.4	290.9	(2.4)
International logistics business income	634.7	749.6	+ 114.8	185.6	157.1	(28.5)	749.6	687.2	(62.4)
Other operating income	183.6	171.1	(12.4)	28.6	24.5	(4.1)	171.1	112.0	(59.0)
Operating expenses	3,660.2	3,682.5	+ 22.2	899.4	869.6	(29.8)	3,682.5	3,508.6	(173.9)
Personnel expenses	2,330.8	2,266.9	(63.9)	564.7	547.9	(16.7)	2,266.9	2,217.8	(49.0)
Other expenses	1,329.3	1,415.6	+ 86.2	334.7	321.6	(13.0)	1,415.6	1,290.7	(124.8)
Net operating income	179.0	155.0	(23.9)	34.5	28.8	(5.7)	155.0	148.2	(6.8)
Non-operating income	4.0	7.7	+ 3.7	2.8	2.8	+ 0.0	7.7	6.1	(1.6)
Non-operating expenses	14.9	13.6	(1.3)	3.7	1.8	(1.9)	13.6	10.8	(2.7)
Net ordinary income	168.1	149.1	(18.9)	33.5	29.8	(3.7)	149.1	143.5	(5.6)
Extraordinary gains	17.8	17.0	(0.8)	5.9	5.4	(0.4)	17.0	16.7	(0.3)
Extraordinary losses	54.0	108.3	+ 54.2	92.3	5.6	(86.6)	108.3	24.5	(83.8)
Income (loss) before income taxes	131.8	57.8	(73.9)	(52.8)	29.6	+ 82.4	57.8	135.7	+ 77.8
Total income taxes	43.9	2.7	(41.1)	(25.6)	21.9	+ 47.5	2.7	43.3	+ 40.6
Net income (loss)	87.9	55.1	(32.8)	(27.2)	7.6	+ 34.8	55.1	92.3	+ 37.2
Net income attributable to non-controlling interests	0.7	1.6	+ 0.9	0.1	(0.3)	(0.5)	1.6	(0.9)	(2.5)
Net income (loss) attributable to Japan Post Co.	87.1	53.4	(33.7)	(27.3)	8.0	+ 35.4	53.4	93.2	+ 39.8

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 month period from Jan. to Mar. 2021	For the three month period from Jan. to Mar. 2022	Year-on-year change	For the fiscal year ended March 31, 2021	For the fiscal year ended March 31, 2022	Year-on-year change
Operating income	2,125.3	2,068.4	(56.8)	515.1	517.7	+ 2.6	2,068.4	2,041.2	(27.2)
Operating expenses	1,977.8	1,944.7	(33.0)	478.2	486.7	+ 8.5	1,944.7	1,938.9	(5.7)
Personnel expenses	1,257.5	1,235.8	(21.7)	309.1	306.3	(2.8)	1,235.8	1,221.2	(14.5)
Salaries and allowances, etc.	1,044.8	1,025.3	(19.4)	256.8	254.3	(2.4)	1,025.3	1,014.2	(11.1)
Retirement benefit expenses	45.7	44.3	(1.3)	10.9	10.8	(0.0)	44.3	43.4	(0.8)
Legal welfare expenses	167.0	166.1	(0.9)	41.3	41.1	(0.2)	166.1	163.5	(2.5)
Other expenses	720.2	708.8	(11.3)	169.0	180.4	+ 11.3	708.8	717.6	+ 8.8
Postal service business consignment expenses	198.0	200.5	+ 2.5	48.9	48.5	(0.4)	200.5	198.6	(1.9)
Depreciation and amortization	87.2	81.3	(5.9)	18.9	17.1	(1.8)	81.3	70.8	(10.5)
Taxes and dues	27.3	25.6	(1.7)	4.2	7.1	+ 2.9	25.6	27.8	+ 2.2
Collection, transport and delivery outsourcing expenses	219.9	211.7	(8.1)	51.2	51.9	+ 0.6	211.7	220.7	+ 9.0
Miscellaneous expenses	187.6	189.5	+ 1.9	45.6	55.6	+ 10.0	189.5	199.5	+ 9.9
Net operating income	147.5	123.7	(23.7)	36.9	30.9	(5.9)	123.7	102.2	(21.4)

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 month period from Jan. to Mar. 2021	For the three month period from Jan. to Mar. 2022	Year-on-year change	For the fiscal year ended March 31, 2021	For the fiscal year ended March 31, 2022	Year-on-year change
Operating income	1,298.7	1,243.4	(55.3)	288.8	278.3	(10.4)	1,243.4	1,151.7	(91.6)
Postal service commissions	198.0	200.5	+ 2.5	48.9	48.5	(0.4)	200.5	198.6	(1.9)
Banking commissions	369.7	366.3	(3.3)	87.1	83.8	(3.3)	366.3	354.3	(11.9)
Insurance commissions	248.7	207.0	(41.7)	48.3	46.7	(1.6)	207.0	190.2	(16.8)
Funds to maintain post office network	295.2	293.4	(1.8)	73.3	72.7	(0.6)	293.4	290.9	(2.4)
Other operating income	186.9	176.0	(10.9)	31.0	26.5	(4.4)	176.0	117.5	(58.4)
Merchandising business	112.3	102.9	(9.4)	13.3	5.2	(8.1)	102.9	38.0	(64.8)
Real estate business	32.0	37.3	+ 5.2	7.8	7.3	(0.5)	37.3	33.2	(4.0)
Third-party financial product agency services	17.3	9.1	(8.1)	1.9	1.6	(0.2)	9.1	7.5	(1.5)
Miscellaneous income	25.1	26.6	+ 1.4	7.9	12.3	+ 4.4	26.6	38.6	+ 12.0
Operating expenses	1,254.1	1,205.7	(48.4)	292.7	282.8	(9.9)	1,205.7	1,127.2	(78.5)
Personnel expenses	870.3	838.3	(31.9)	207.4	206.9	(0.4)	838.3	833.0	(5.2)
Salaries and allowances, etc.	705.9	681.1	(24.8)	168.8	168.5	(0.3)	681.1	679.1	(2.0)
Retirement benefit expenses	49.9	46.8	(3.0)	11.4	11.4	(0.0)	46.8	45.8	(1.0)
Legal welfare expenses	114.3	110.3	(4.0)	27.0	26.9	(0.0)	110.3	108.1	(2.2)
Other expenses	383.8	367.3	(16.4)	85.3	75.8	(9.4)	367.3	294.1	(73.2)
Depreciation and amortization	44.9	42.3	(2.5)	10.0	8.9	(1.0)	42.3	36.8	(5.4)
Taxes and dues	20.5	18.5	(2.0)	3.1	4.9	+ 1.7	18.5	20.3	+ 1.8
Miscellaneous expenses	318.4	306.4	(11.9)	72.1	62.0	(10.1)	306.4	236.9	(69.5)
Net operating income	44.5	37.7	(6.8)	(3.8)	(4.4)	(0.5)	37.7	24.5	(13.1)

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 month period from Jan. to Mar. 2021	For the three month period from Jan. to Mar. 2022	Year-on-year change	For the fiscal year ended March 31, 2021	For the fiscal year ended March 31, 2022	Year-on-year change
Operating income	8,564	9,843	1,279	2,250	1,866	(383)	9,843	8,279	(1,564)
Global Express	3,066	2,790	(275)	686	–	(686)	2,790	1,194	(1,595)
Global Forwarding	1,215	1,543	328	471	837	+ 365	1,543	3,038	+ 1,494
Global Logistics	3,536	4,781	+ 1,245	921	850	(71)	4,781	3,324	(1,456)
Corporate	745	727	(18)	170	179	8	727	721	(6)
Net operating income (loss) (EBIT)	(117)	46	163	56	69	+ 12	46	346	+ 300
Global Express	(100)	(78)	21	4	–	(4)	(78)	(19)	+ 59
Global Forwarding	(30)	4	34	11	45	+ 34	4	212	+ 207
Global Logistics	90	163	72	52	43	(8)	163	136	(26)
Corporate	(76)	(43)	33	(12)	(20)	(8)	(43)	16	+ 60

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 Jan. to Mar. 2021	For the three month period from Jan. to Mar. 2022	Year-on-year change	For the fiscal year ended March 31,2021	For the fiscal year ended March 31,2022	Year-on-year change
Total	20,893,118	19,634,137	(1,258,981)	4,484,610	4,388,637	(95,973)	19,634,137	19,192,732	(441,404)
Mail	16,350,052	15,244,033	(1,106,019)	3,356,848	3,278,915	(77,933)	15,244,033	14,857,863	(386,170)
Domestic mail	16,308,879	15,221,007	(1,087,872)	3,350,599	3,273,539	(77,059)	15,221,007	14,833,119	(387,888)
Standard mail	15,801,320	14,713,066	(1,088,253)	3,222,249	3,143,499	(78,751)	14,713,066	14,329,819	(383,247)
First-class	7,971,018	7,765,391	(205,627)	1,873,141	1,843,924	(29,218)	7,765,391	7,675,104	(90,287)
Second-class	5,841,301	5,185,488	(655,813)	1,297,733	1,252,378	(45,355)	5,185,488	5,049,532	(135,956)
Third-class	189,844	178,738	(11,106)	43,502	40,758	(2,744)	178,738	173,491	(5,247)
Fourth-class	15,577	16,641	+ 1,064	3,867	3,760	(108)	16,641	16,634	(6)
New Year's postcards	1,725,673	1,556,543	(169,131)			+ 0	1,556,543	1,367,774	(188,769)
Election mail	57,906	10,265	(47,641)	4,006	2,680	(1,326)	10,265	47,284	+ 37,018
Special mail	507,559	507,941	+ 382	128,349	130,041	+ 1,691	507,941	503,300	(4,641)
International mail (dispatched)	41,173	23,026	(18,147)	6,249	5,376	(873)	23,026	24,743	+ 1,717
Letters	24,887	13,363	(11,524)	3,638	2,546	(1,093)	13,363	13,324	(39)
Packages	2,823	2,459	(364)	720	684	(37)	2,459	2,849	+ 390
EMS	13,463	7,204	(6,259)	1,891	2,146	+ 256	7,204	8,570	+ 1,366
Domestic parcel	4,543,066	4,390,104	(152,962)	1,127,762	1,109,722	(18,040)	4,390,104	4,334,870	(55,234)
Yu-Pack	974,457	1,090,792	+ 116,335	244,548	234,241	(10,308)	1,090,792	988,575	(102,218)
Yu-Packet	427,659	496,660	+ 69,001	109,100	103,068	(6,031)	496,660	420,125	(76,535)
Yu-Mail	3,568,609	3,299,312	(269,298)	883,214	875,481	(7,733)	3,299,312	3,346,295	+ 46,984

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, 2021	For the fiscal year ended March 31, 2022	Year-on-year change
Yu-Pack	438	447	+ 8
Original Yu-Pack	651	646	(4)
Yu-Packet	188	181	(7)
Yu-Mail	64	65	+ 1

Notes : Figures are rounded to the nearest unit.