

Appendix : Japan Post Co. Data Supplement

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August 10, 2022

## 1. Japan Post Co. (Consolidated)

(Billions of yen)

	For the fiscal year ended March 31, 2021	For the fiscal year ended March 31, 2022	Year-on-year change	For the three months ended June 30, 2021	For the three months ended June 30, 2022	Year-on-year change
Operating income	3,837.6	3,656.9	(180.7)	902.2	853.5	(48.6)
Postal service business income	2,049.9	2,021.9	(27.9)	484.2	470.9	(13.3)
Commissions for banking business consignment	366.3	354.3	(11.9)	93.5	89.7	(3.7)
Commissions for life insurance business consignment	207.0	190.2	(16.8)	48.6	34.9	(13.6)
Funds to maintain post office network	293.4	290.9	(2.4)	72.7	70.2	(2.5)
International logistics business income	749.6	687.2	(62.4)	181.0	161.9	(19.0)
Other operating income	171.1	112.0	(59.0)	22.0	25.6	+ 3.6
Operating expenses	3,682.5	3,508.6	(173.9)	865.3	826.8	(38.5)
Personnel expenses	2,266.9	2,217.8	(49.0)	559.4	520.5	(38.8)
Other expenses	1,415.6	1,290.7	(124.8)	305.9	306.2	+ 0.2
Net operating income	155.0	148.2	(6.8)	36.8	26.7	(10.0)
Non-operating income	7.7	6.1	(1.6)	1.7	2.7	+ 1.0
Non-operating expenses	13.6	10.8	(2.7)	4.0	2.1	(1.8)
Net ordinary income	149.1	143.5	(5.6)	34.5	27.3	(7.2)
Extraordinary gains	17.0	16.7	(0.3)	1.6	5.5	+ 3.8
Extraordinary losses	108.3	24.5	(83.8)	0.7	0.2	(0.5)
Income before income taxes	57.8	135.7	+ 77.8	35.4	32.6	(2.8)
Total income taxes	2.7	43.3	+ 40.6	2.3	3.0	+ 0.6
Net income	55.1	92.3	+ 37.2	33.0	29.6	(3.4)
Net income attributable to non-controlling interests	1.6	(0.9)	(2.5)	0.3	(0.1)	(0.5)
Net income attributable to Japan Post Co.	53.4	93.2	+ 39.8	32.6	29.7	(2.9)

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, 2021	For the fiscal year ended March 31, 2022	Year-on-year change	For the three months ended June 30, 2021	For the three months ended June 30, 2022	Year-on-year change
Operating income	2,068.4	2,041.2	(27.2)	488.5	475.0	(13.5)
Operating expenses	1,944.7	1,938.9	(5.7)	468.1	471.0	+ 2.8
Personnel expenses	1,235.8	1,221.2	(14.5)	300.6	302.8	+ 2.1
Salaries and allowances, etc.	1,025.3	1,014.2	(11.1)	249.2	250.8	+ 1.5
Retirement benefit expenses	44.3	43.4	(0.8)	10.8	11.4	+ 0.5
Legal welfare expenses	166.1	163.5	(2.5)	40.6	40.6	+ 0.0
Other expenses	708.8	717.6	+ 8.8	167.5	168.1	+ 0.6
Postal service business consignment expenses	200.5	198.6	(1.9)	48.7	48.2	(0.5)
Depreciation and amortization	81.3	70.8	(10.5)	18.1	16.8	(1.2)
Taxes and dues	25.6	27.8	+ 2.2	6.7	6.6	(0.1)
Collection, transport and delivery outsourcing expenses	211.7	220.7	+ 9.0	52.6	51.1	(1.5)
Miscellaneous expenses	189.5	199.5	+ 9.9	41.2	45.4	+ 4.1
Net operating income	123.7	102.2	(21.4)	20.3	3.9	(16.3)

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, 2021	For the fiscal year ended March 31, 2022	Year-on-year change	For the three months ended June 30, 2021	For the three months ended June 30, 2022	Year-on-year change
Operating income	1,243.4	1,151.7	(91.6)	286.2	269.6	(16.5)
Postal service commissions	200.5	198.6	(1.9)	48.7	48.2	(0.5)
Banking commissions	366.3	354.3	(11.9)	93.5	89.7	(3.7)
Insurance commissions	207.0	190.2	(16.8)	48.6	34.9	(13.6)
Funds to maintain post office network	293.4	290.9	(2.4)	72.7	70.2	(2.5)
Other operating income	176.0	117.5	(58.4)	22.5	26.4	+ 3.8
Merchandising business	102.9	38.0	(64.8)	7.2	7.0	(0.1)
Real estate business	37.3	33.2	(4.0)	7.7	6.8	(0.8)
Third-party financial productagency services	9.1	7.5	(1.5)	2.0	1.1	(0.8)
Miscellaneous income	26.6	38.6	+ 12.0	5.5	11.3	+ 5.7
Operating expenses	1,205.7	1,127.2	(78.5)	274.8	248.8	(26.0)
Personnel expenses	838.3	833.0	(5.2)	208.4	180.5	(27.8)
Salaries and allowances, etc.	681.1	679.1	(2.0)	169.9	148.1	(21.8)
Retirement benefit expenses	46.8	45.8	(1.0)	11.4	9.1	(2.3)
Legal welfare expenses	110.3	108.1	(2.2)	26.9	23.3	(3.6)
Other expenses	367.3	294.1	(73.2)	66.4	68.2	+ 1.8
Depreciation and amortization	42.3	36.8	(5.4)	9.6	8.8	(0.8)
Taxes and dues	18.5	20.3	+ 1.8	4.8	4.8	+ 0.0
Miscellaneous expenses	306.4	236.9	(69.5)	51.9	54.6	+ 2.7
Net operating income	37.7	24.5	(13.1)	11.3	20.7	+ 9.4

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, 2021	For the fiscal year ended March 31, 2022	Year-on-year change	For the three months ended June 30, 2021	For the three months ended June 30, 2022	Year-on-year change
Operating income	9,843	8,279	(1,564)	2,148	1,750	(397)
Global Express	2,790	1,194	(1,595)	706	-	(706)
Global Forwarding	1,543	3,038	+ 1,494	503	773	+ 269
Global Logistics	4,781	3,324	(1,456)	763	813	+ 49
Corporate	727	721	(6)	175	163	(11)
Net Operating income (loss) (EBIT)	46	346	+ 300	77	44	(33)
Global Express	(78)	(19)	+ 59	(6)	-	+ 6
Global Forwarding	4	212	+ 207	20	53	+ 33
Global Logistics	162	136	(26)	26	12	(14)
Corporate	(42)	17	+ 59	36	(21)	(58)

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

(2) Due to inter-segment reclassification of some businesses in the fiscal year ending March 31, 2023 and the year ended March 31, 2022, figures for each period have been reclassified (the total amounts for each period remain unchanged).

(3) Net operating income (EBIT) for the Global Express business for the fiscal year ended March 31, 2022 and the three month period from Apr. to Jun. 2021 includes amounts of depreciation and amortization that are disregarded under IFRS (these are offset under the Corporate segment).

(4) The business transfer of the Global Express business was completed on August 31, 2021.

## 5. Volumes of Items Handled

(thousands of items)

	For the fiscal year ended March 31, 2021	For the fiscal year ended March 31, 2022	Year-on-year change	For the three months ended June 30, 2021	For the three months ended June 30, 2022	Year-on-year change
Total	19,634,137	19,192,732	(441,404)	4,548,743	4,433,211	(115,533)
Mail	15,244,033	14,857,863	(386,170)	3,501,342	3,413,636	(87,705)
Domestic mail	15,221,007	14,833,119	(387,888)	3,495,172	3,409,272	(85,900)
Standard mail	14,713,066	14,329,819	(383,247)	3,376,132	3,283,764	(92,367)
First-class	7,765,391	7,675,104	(90,287)	2,105,416	2,008,691	(96,725)
Second-class	5,185,488	5,049,532	(135,956)	1,216,062	1,200,889	(15,173)
Third-class	178,738	173,491	(5,247)	44,217	42,514	(1,703)
Fourth-class	16,641	16,634	(6)	4,442	4,083	(359)
New Year's postcards	1,556,543	1,367,774	(188,769)	-	-	-
Election mail	10,265	47,284	+ 37,018	5,996	27,588	+ 21,592
Special mail	507,941	503,300	(4,641)	119,040	125,508	+ 6,468
International mail (dispatched)	23,026	24,743	+ 1,717	6,170	4,364	(1,806)
Letters	13,363	13,324	(39)	3,456	2,403	(1,053)
Packages	2,459	2,849	+ 390	721	421	(300)
EMS	7,204	8,570	+ 1,366	1,993	1,540	(453)
Domestic parcel	4,390,104	4,334,870	(55,234)	1,047,402	1,019,575	(27,827)
Yu-Pack	1,090,792	988,575	(102,218)	246,811	232,684	(14,127)
Yu-Packet	496,660	420,125	(76,535)	111,016	102,861	(8,155)
Yu-Mail	3,299,312	3,346,295	+ 46,984	800,591	786,891	(13,700)

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	For the three months ended June 30, 2021	For the three months ended June 30, 2022	Year-on-year change
Yu-Pack	438	447	+ 8	435	431	(4)
Original Yu-Pack	651	646	(4)	644	633	(12)
Yu-Packet	188	181	(7)	183	180	(3)
Yu-Mail	64	65	+ 1	67	66	(1)

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

## 6. Status of Income and Expenses of Postal Business

	For the fiscal year ended March 31, 2021			For the fiscal year ended March 31, 2022			
	Operating income	Operating expenses	Net Operating income(loss)	Operating income	Operating expenses	Net Operating income(loss)	
Total	1,303.1	1,279.1	24.0	1,277.0	1,269.2	7.8	
	<i>(Year-on-year change)</i>	<i>(65.0)</i>	<i>(51.4)</i>	<i>(13.6)</i>	<i>(26.1)</i>	<i>(9.9)</i>	<i>(16.2)</i>
Domestic mail	1,237.8	1,220.3	17.5	1,200.3	1,198.8	1.5	
	<i>(Year-on-year change)</i>	<i>(38.6)</i>	<i>(26.8)</i>	<i>(11.8)</i>	<i>(37.5)</i>	<i>(21.5)</i>	<i>(16.0)</i>
First-class (Letters)	682.0	675.3	6.7	665.6	662.4	3.1	
	<i>(Year-on-year change)</i>	<i>+ 2.8</i>	<i>+ 8.5</i>	<i>(5.8)</i>	<i>(16.4)</i>	<i>(12.8)</i>	<i>(3.6)</i>
Second-class (Postcards)	352.3	354.7	(2.5)	336.4	340.1	(3.8)	
	<i>(Year-on-year change)</i>	<i>(43.3)</i>	<i>(30.5)</i>	<i>(12.8)</i>	<i>(15.9)</i>	<i>(14.6)</i>	<i>(1.3)</i>
Third-class (Magazines, newspapers)	8.1	14.0	(5.9)	7.8	13.4	(5.6)	
	<i>(Year-on-year change)</i>	<i>(0.5)</i>	<i>(0.7)</i>	<i>+ 0.1</i>	<i>(0.3)</i>	<i>(0.6)</i>	<i>+ 0.3</i>
Fourth-class (Educational materials, etc.)	0.9	1.8	(0.9)	0.9	1.8	(0.9)	
	<i>(Year-on-year change)</i>	<i>+ 0.1</i>	<i>+ 0.1</i>	<i>+ 0.0</i>	<i>+ 0.0</i>	<i>+ 0.1</i>	<i>(0.0)</i>
Special mails provided for in Article 44, Paragraph 1 of the Postal Act	103.2	96.3	7.0	98.3	98.3	0.0	
	<i>(Year-on-year change)</i>	<i>(1.9)</i>	<i>(7.5)</i>	<i>+ 5.6</i>	<i>(4.9)</i>	<i>+ 2.0</i>	<i>(7.0)</i>
Special mails provided for in Article 44, Paragraph 2 of the Postal Act	91.4	78.3	13.1	91.3	82.7	8.6	
	<i>(Year-on-year change)</i>	<i>+ 4.2</i>	<i>+ 3.2</i>	<i>+ 1.0</i>	<i>(0.1)</i>	<i>+ 4.4</i>	<i>(4.5)</i>
International mail	65.4	58.9	6.5	76.7	70.4	6.3	
	<i>(Year-on-year change)</i>	<i>(26.4)</i>	<i>(24.6)</i>	<i>(1.8)</i>	<i>+ 11.3</i>	<i>+ 11.6</i>	<i>(0.2)</i>
Letters	22.7	19.8	2.9	22.6	19.6	3.0	
	<i>(Year-on-year change)</i>	<i>(4.9)</i>	<i>(8.2)</i>	<i>+ 3.2</i>	<i>(0.1)</i>	<i>(0.2)</i>	<i>+ 0.1</i>
Packages	12.6	11.6	1.0	15.2	14.5	0.7	
	<i>(Year-on-year change)</i>	<i>(2.8)</i>	<i>(1.4)</i>	<i>(1.4)</i>	<i>+ 2.6</i>	<i>+ 2.8</i>	<i>(0.3)</i>
EMS	30.1	27.4	2.6	38.9	36.4	2.6	
	<i>(Year-on-year change)</i>	<i>(18.7)</i>	<i>(15.1)</i>	<i>(3.6)</i>	<i>+ 8.9</i>	<i>+ 8.9</i>	<i>(0.0)</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 are reflected in the respective year they were incurred. Therefore, the amounts shown for FY2020 do not match the settlement totals.

(Reference)	For the fiscal year ended March 31, 2021			For the fiscal year ended March 31, 2022			
	Operating income	Operating expenses	Net Operating income	Operating income	Operating expenses	Net Operating income	
Domestic parcel ( Yu-Pack , Yu-Mail)	685.1	578.2	107.0	653.2	557.9	95.3	
	<i>(Year-on-year change)</i>	<i>+ 18.7</i>	<i>+ 13.8</i>	<i>+ 4.9</i>	<i>(31.9)</i>	<i>(20.3)</i>	<i>(11.7)</i>

Notes : Figures are rounded to the nearest unit.