

Appendix : Japan Post Co. Data Supplement

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February 14, 2023

# 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 month period from Oct. to Dec. 2021	For the three month period from Oct. to Dec. 2022	Year-on-year change	For the nine months ended Dec. 31, 2021	For the nine months ended Dec. 31, 2022	Year-on-year change
Operating income	3,837.6	3,656.9	(180.7)	972.8	933.5	(39.2)	2,758.4	2,635.1	(123.3)
Postal service business income	2,049.9	2,021.9	(27.9)	569.5	557.0	(12.5)	1,508.4	1,495.4	(12.9)
Commissions for banking business consignment	366.3	354.3	(11.9)	88.8	85.3	(3.4)	270.5	259.6	(10.9)
Commissions for life insurance business consignment	207.0	190.2	(16.8)	46.9	33.3	(13.6)	143.4	102.7	(40.7)
Funds to maintain post office network	293.4	290.9	(2.4)	72.7	70.2	(2.5)	218.2	210.6	(7.6)
International logistics business income	749.6	687.2	(62.4)	163.4	152.3	(11.0)	530.1	475.4	(54.7)
Other operating income	171.1	112.0	(59.0)	31.3	35.3	+ 3.9	87.5	91.2	+ 3.6
Operating expenses	3,682.5	3,508.6	(173.9)	891.9	861.4	(30.5)	2,639.0	2,527.9	(111.0)
Personnel expenses	2,266.9	2,217.8	(49.0)	555.4	534.1	(21.2)	1,669.9	1,577.1	(92.7)
Other expenses	1,415.6	1,290.7	(124.8)	336.5	327.2	(9.2)	969.0	950.7	(18.3)
Net operating income	155.0	148.2	(6.8)	80.8	72.1	(8.7)	119.4	107.1	(12.2)
Non-operating income	7.7	6.1	(1.6)	0.1	1.5	+ 1.4	3.2	7.1	+ 3.8
Non-operating expenses	13.6	10.8	(2.7)	2.2	4.4	+ 2.2	9.0	10.3	+ 1.3
Net ordinary income	149.1	143.5	(5.6)	78.8	69.3	(9.5)	113.7	103.9	(9.7)
Extraordinary gains	17.0	16.7	(0.3)	3.7	0.5	(3.2)	11.2	7.1	(4.1)
Extraordinary losses	108.3	24.5	(83.8)	1.9	1.7	(0.1)	18.8	2.7	(16.1)
Income before income taxes	57.8	135.7	+ 77.8	80.6	68.0	(12.5)	106.0	108.4	+ 2.3
Total income taxes	2.7	43.3	+ 40.6	2.3	2.9	+ 0.5	21.4	17.2	(4.2)
Net income	55.1	92.3	+ 37.2	78.3	65.1	(13.1)	84.6	91.1	+ 6.5
Net income (loss) attributable to non-controlling interest	1.6	(0.9)	(2.5)	(0.3)	(0.3)	+ 0.0	(0.5)	(0.6)	(0.1)
Net income attributable to Japan Post Co.	53.4	93.2	+ 39.8	78.7	65.5	(13.2)	85.1	91.8	+ 6.6

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 month period from Oct. to Dec. 2021	For the three month period from Oct. to Dec. 2022	Year-on-year change	For the nine months ended Dec. 31, 2021	For the nine months ended Dec. 31, 2022	Year-on-year change
Operating income	2,068.4	2,041.2	(27.2)	569.4	561.7	(7.6)	1,523.4	1,508.7	(14.7)
Operating expenses	1,944.7	1,938.9	(5.7)	505.3	510.1	+ 4.7	1,452.1	1,463.4	+ 11.2
Personnel expenses	1,235.8	1,221.2	(14.5)	310.9	313.4	+ 2.5	914.9	919.0	+ 4.1
Salaries and allowances, etc.	1,025.3	1,014.2	(11.1)	258.4	260.7	+ 2.2	759.9	762.0	+ 2.1
Retirement benefit expenses	44.3	43.4	(0.8)	10.8	11.4	+ 0.5	32.6	34.2	+ 1.6
Legal welfare expenses	166.1	163.5	(2.5)	41.5	41.3	(0.2)	122.4	122.7	+ 0.2
Other expenses	708.8	717.6	+ 8.8	194.4	196.6	+ 2.1	537.2	544.3	+ 7.0
Postal service business consignment expenses	200.5	198.6	(1.9)	53.2	52.8	(0.3)	150.1	149.0	(1.0)
Depreciation and amortization	81.3	70.8	(10.5)	17.2	16.1	(1.0)	53.7	49.5	(4.1)
Taxes and dues	25.6	27.8	+ 2.2	7.1	7.3	+ 0.2	20.6	20.6	(0.0)
Collection, transport and delivery outsourcing expense	211.7	220.7	+ 9.0	61.5	61.3	(0.2)	168.7	167.5	(1.1)
Miscellaneous expenses	189.5	199.5	+ 9.9	55.2	58.8	+ 3.6	143.9	157.5	+ 13.5
Net operating income	123.7	102.2	(21.4)	64.0	51.6	(12.4)	71.2	45.3	(25.9)

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, 2021	For the fiscal year ended March 31, 2022	Year-on-year change	For the three month period from Oct. to Dec. 2021	For the three month period from Oct. to Dec. 2022	Year-on-year change	For the nine months ended Dec. 31, 2021	For the nine months ended Dec. 31, 2022	Year-on-year change
Operating income	1,243.4	1,151.7	(91.6)	300.5	278.3	(22.1)	873.3	816.2	(57.1)
Postal service commissions	200.5	198.6	(1.9)	53.2	52.8	(0.3)	150.1	149.0	(1.0)
Banking commissions	366.3	354.3	(11.9)	88.8	85.3	(3.4)	270.5	259.6	(10.9)
Insurance commissions	207.0	190.2	(16.8)	46.9	33.3	(13.6)	143.4	102.7	(40.7)
Funds to maintain post office network	293.4	290.9	(2.4)	72.7	70.2	(2.5)	218.2	210.6	(7.6)
Other operating income	176.0	117.5	(58.4)	38.7	36.6	(2.1)	90.9	94.2	+ 3.2
Merchandising business	102.9	38.0	(64.8)	16.6	15.9	(0.6)	32.8	32.0	(0.7)
Real estate business	37.3	33.2	(4.0)	9.8	7.5	(2.3)	25.9	21.8	(4.0)
Third-party financial productagency services	9.1	7.5	(1.5)	1.8	1.7	(0.1)	5.9	5.7	(0.1)
Miscellaneous income	26.6	38.6	+ 12.0	10.3	11.3	+ 0.9	26.3	34.5	+ 8.2
Operating expenses	1,205.7	1,127.2	(78.5)	291.0	258.0	(33.0)	844.3	758.6	(85.7)
Personnel expenses	838.3	833.0	(5.2)	210.0	182.3	(27.7)	626.1	544.2	(81.8)
Salaries and allowances, etc.	681.1	679.1	(2.0)	171.4	149.1	(22.3)	510.6	445.6	(64.9)
Retirement benefit expenses	46.8	45.8	(1.0)	11.4	9.1	(2.2)	34.3	27.4	(6.8)
Legal welfare expenses	110.3	108.1	(2.2)	27.1	24.0	(3.1)	81.1	71.1	(9.9)
Other expenses	367.3	294.1	(73.2)	81.0	75.6	(5.3)	218.2	214.4	(3.8)
Depreciation and amortization	42.3	36.8	(5.4)	9.0	8.9	(0.0)	27.9	26.7	(1.2)
Taxes and dues	18.5	20.3	+ 1.8	5.1	4.9	(0.2)	15.4	15.3	(0.0)
Miscellaneous expenses	306.4	236.9	(69.5)	66.7	61.7	(5.0)	174.9	172.3	(2.5)
Net operating income	37.7	24.5	(13.1)	9.4	20.3	+ 10.9	29.0	57.5	+ 28.5

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 month period from Oct. to Dec. 2021	For the three month period from Oct. to Dec. 2022	Year-on-year change	For the nine months ended Dec. 31, 2021	For the nine months ended Dec. 31, 2022	Year-on-year change
Operating income	9,843	8,279	(1,564)	1,973	1,641	(331)	6,412	5,096	(1,316)
Global Express	2,790	1,194	(1,595)	-	-	-	1,194	-	(1,194)
Global Forwarding	1,543	3,038	+ 1,494	887	497	(390)	2,201	1,986	(214)
Global Logistics	4,781	3,324	(1,456)	896	974	+ 78	2,474	2,617	+ 142
Corporate	727	721	(6)	189	169	(19)	542	492	(49)
Net Operating income (loss) (EBIT)	46	346	+ 300	89	28	(60)	277	116	(160)
Global Express	(78)	(19)	+ 59	-	-	-	(19)	-	+ 19
Global Forwarding	4	212	+ 207	73	7	(66)	166	105	(61)
Global Logistics	162	136	(26)	32	32	+ 0	93	70	(22)
Corporate	(42)	17	+ 59	(16)	(11)	+ 4	36	(59)	(95)

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 nine months ended Dec. 31, 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 month period from Oct. to Dec. 2021	For the three month period from Oct. to Dec. 2022	Year-on-year change	For the nine months ended Dec. 31, 2021	For the nine months ended Dec. 31, 2022	Year-on-year change
Total	19,634,137	19,192,732	(441,404)	4,707,012	4,570,508	(136,504)	13,436,322	13,162,812	(273,510)
Mail	15,244,033	14,857,863	(386,170)	3,555,677	3,513,461	(42,216)	10,211,174	10,091,070	(120,104)
Domestic mail	15,221,007	14,833,119	(387,888)	3,548,447	3,506,575	(41,872)	10,191,806	10,074,811	(116,995)
Standard mail	14,713,066	14,329,819	(383,247)	3,427,003	3,374,380	(52,623)	9,818,547	9,657,143	(161,403)
First-class	7,765,391	7,675,104	(90,287)	1,933,100	1,985,358	+ 52,258	5,831,180	5,812,476	(18,705)
Second-class	5,185,488	5,049,532	(135,956)	1,408,196	1,340,460	(67,736)	3,797,154	3,672,891	(124,264)
Third-class	178,738	173,491	(5,247)	45,646	41,754	(3,892)	132,733	124,731	(8,003)
Fourth-class	16,641	16,634	(6)	4,227	3,900	(327)	12,875	11,784	(1,090)
New Year's postcards	1,556,543	1,367,774	(188,769)						
Election mail	10,265	47,284	+ 37,018	35,834	2,908	(32,926)	44,604	35,262	(9,342)
Special mail	507,941	503,300	(4,641)	121,444	132,195	+ 10,751	373,259	417,668	+ 44,408
International mail (dispatched)	23,026	24,743	+ 1,717	7,230	6,886	(343)	19,368	16,259	(3,108)
Letters	13,363	13,324	(39)	4,107	3,888	(219)	10,778	8,852	(1,926)
Packages	2,459	2,849	+ 390	756	561	(195)	2,165	1,515	(650)
EMS	7,204	8,570	+ 1,366	2,367	2,438	+ 71	6,424	5,892	(532)
Domestic parcel	4,390,104	4,334,870	(55,234)	1,151,335	1,057,046	(94,289)	3,225,148	3,071,742	(153,406)
Yu-Pack	1,090,792	988,575	(102,218)	262,930	269,038	+ 6,108	754,334	746,845	(7,489)
Yu-Packet	496,660	420,125	(76,535)	103,534	109,787	+ 6,253	317,057	318,231	+ 1,174
Yu-Mail	3,299,312	3,346,295	+ 46,984	888,405	788,009	(100,396)	2,470,814	2,324,897	(145,917)

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, 2021	For the nine months ended Dec. 31, 2022	Year-on-year change
Yu-Pack	450	442	(8)
Original Yu-Pack	649	642	(7)
Yu-Packet	181	179	(3)
Yu-Mail	65	65	+1

Notes : Figures are rounded to the nearest unit.