

Appendix : Japan Post Co. Data Supplement

May 15, 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 Jan. to Mar. 2022	For the three month period from Jan. to Mar. 2023	Year-on-year change	For the fiscal year ended March 31, 2022	For the fiscal year ended March 31, 2023	Year-on-year change
Operating income	3,837.6	3,656.9	(180.7)	898.4	816.4	(82.0)	3,656.9	3,451.5	(205.3)
Postal service business income	2,049.9	2,021.9	(27.9)	513.5	485.2	(28.2)	2,021.9	1,980.7	(41.2)
Commissions for banking business consignment	366.3	354.3	(11.9)	83.8	80.4	(3.3)	354.3	340.0	(14.3)
Commissions for life insurance business consignment	207.0	190.2	(16.8)	46.7	32.1	(14.6)	190.2	134.8	(55.4)
Funds to maintain post office network	293.4	290.9	(2.4)	72.7	70.2	(2.5)	290.9	280.8	(10.1)
International logistics business income	749.6	687.2	(62.4)	157.1	123.7	(33.3)	687.2	599.1	(88.0)
Other operating income	171.1	112.0	(59.0)	24.5	24.7	+0.2	112.0	115.9	+3.8
Operating expenses	3,682.5	3,508.6	(173.9)	869.6	839.8	(29.8)	3,508.6	3,367.7	(140.9)
Personnel expenses	2,266.9	2,217.8	(49.0)	547.9	549.6	+1.7	2,217.8	2,126.8	(91.0)
Other expenses	1,415.6	1,290.7	(124.8)	321.6	290.1	(31.5)	1,290.7	1,240.8	(49.8)
Net operating income (loss)	155.0	148.2	(6.8)	28.8	(23.3)	(52.2)	148.2	83.7	(64.4)
Non-operating income	7.7	6.1	(1.6)	2.8	2.5	(0.2)	6.1	9.7	+3.6
Non-operating expenses	13.6	10.8	(2.7)	1.8	3.7	+1.8	10.8	14.0	+3.2
Net ordinary income (loss)	149.1	143.5	(5.6)	29.8	(24.5)	(54.3)	143.5	79.4	(64.0)
Extraordinary gains	17.0	16.7	(0.3)	5.4	9.2	+3.7	16.7	16.3	(0.3)
Extraordinary losses	108.3	24.5	(83.8)	5.6	6.1	+0.4	24.5	8.8	(15.6)
Income (loss) before income taxes	57.8	135.7	+ 77.8	29.6	(21.4)	(51.0)	135.7	86.9	(48.7)
Total income taxes	2.7	43.3	+ 40.6	21.9	8.7	(13.1)	43.3	26.0	(17.3)
Net income (loss)	55.1	92.3	+ 37.2	7.6	(30.2)	(37.9)	92.3	60.9	(31.4)
Net income (loss) attributable to non-controlling interests	1.6	(0.9)	(2.5)	(0.3)	(0.5)	(0.1)	(0.9)	(1.1)	(0.2)
Net income (loss) attributable to Japan Post Co.	53.4	93.2	+ 39.8	8.0	(29.7)	(37.8)	93.2	62.1	(31.1)

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 Jan. to Mar.2022	For the three month period from Jan. to Mar.2023	Year-on-year change	For the fiscal year ended March 31, 2022	For the fiscal year ended March 31, 2023	Year-on-year change
Operating income	2,068.4	2,041.2	(27.2)	517.7	489.1	(28.6)	2,041.2	1,997.8	(43.3)
Operating expenses	1,944.7	1,938.9	(5.7)	486.7	501.5	+14.7	1,938.9	1,964.9	+26.0
Personnel expenses	1,235.8	1,221.2	(14.5)	306.3	323.2	+16.9	1,221.2	1,242.3	+21.0
Salaries and allowances, etc.	1,025.3	1,014.2	(11.1)	254.3	268.7	+14.3	1,014.2	1,030.8	+16.5
Retirement benefit expenses	44.3	43.4	(0.8)	10.8	11.4	+0.5	43.4	45.7	+2.2
Legal welfare expenses	166.1	163.5	(2.5)	41.1	43.0	+1.9	163.5	165.7	+2.2
Other expenses	708.8	717.6	+ 8.8	180.4	178.3	(2.1)	717.6	722.6	+4.9
Postal service business consignment expenses	200.5	198.6	(1.9)	48.5	48.2	(0.2)	198.6	197.2	(1.3)
Depreciation and amortization	81.3	70.8	(10.5)	17.1	16.4	(0.6)	70.8	66.0	(4.8)
Taxes and dues	25.6	27.8	+ 2.2	7.1	6.6	(0.5)	27.8	27.2	(0.6)
Collection, transport and delivery outsourcing expenses	211.7	220.7	+ 9.0	51.9	51.9	(0.0)	220.7	219.5	(1.2)
Miscellaneous expenses	189.5	199.5	+ 9.9	55.6	55.0	(0.6)	199.5	212.5	+12.9
Net operating income (loss)	123.7	102.2	(21.4)	30.9	(12.4)	(43.4)	102.2	32.8	(69.3)

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 month period from Jan. to Mar. 2022	For the three month period from Jan. to Mar. 2023	Year-on-year change	For the fiscal year ended March 31, 2022	For the fiscal year ended March 31, 2023	Year-on-year change
Operating income	1,243.4	1,151.7	(91.6)	278.3	257.8	(20.5)	1,151.7	1,074.0	(77.7)
Postal service commissions	200.5	198.6	(1.9)	48.5	48.2	(0.2)	198.6	197.2	(1.3)
Banking commissions	366.3	354.3	(11.9)	83.8	80.4	(3.3)	354.3	340.0	(14.3)
Insurance commissions	207.0	190.2	(16.8)	46.7	32.1	(14.6)	190.2	134.8	(55.4)
Funds to maintain post office network	293.4	290.9	(2.4)	72.7	70.2	(2.5)	290.9	280.8	(10.1)
Other operating income	176.0	117.5	(58.4)	26.5	26.8	+0.2	117.5	121.0	+3.5
Merchandising business	102.9	38.0	(64.8)	5.2	4.9	(0.3)	38.0	36.9	(1.0)
Real estate business	37.3	33.2	(4.0)	7.3	7.5	+0.2	33.2	29.3	(3.8)
Third-party financial productagency services	9.1	7.5	(1.5)	1.6	1.7	+0.0	7.5	7.5	(0.0)
Miscellaneous income	26.6	38.6	+ 12.0	12.3	12.6	+0.2	38.6	47.2	+8.5
Operating expenses	1,205.7	1,127.2	(78.5)	282.8	266.0	(16.7)	1,127.2	1,024.7	(102.4)
Personnel expenses	838.3	833.0	(5.2)	206.9	189.2	(17.7)	833.0	733.5	(99.5)
Salaries and allowances, etc.	681.1	679.1	(2.0)	168.5	154.8	(13.7)	679.1	600.4	(78.7)
Retirement benefit expenses	46.8	45.8	(1.0)	11.4	9.1	(2.2)	45.8	36.6	(9.1)
Legal welfare expenses	110.3	108.1	(2.2)	26.9	25.2	(1.7)	108.1	96.4	(11.6)
Other expenses	367.3	294.1	(73.2)	75.8	76.7	+0.9	294.1	291.2	(2.9)
Depreciation and amortization	42.3	36.8	(5.4)	8.9	8.9	+0.0	36.8	35.6	(1.2)
Taxes and dues	18.5	20.3	+ 1.8	4.9	4.8	(0.0)	20.3	20.2	(0.1)
Miscellaneous expenses	306.4	236.9	(69.5)	62.0	62.9	+0.9	236.9	235.3	(1.6)
Net operating income (loss)	37.7	24.5	(13.1)	(4.4)	(8.2)	(3.7)	24.5	49.3	+24.7

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 Jan. to Mar. 2022	For the three month period from Jan. to Mar. 2023	Year-on-year change	For the fiscal year ended March 31, 2022	For the fiscal year ended March 31, 2023	Year-on-year change
Operating income	9,843	8,279	(1,564)	1,866	1,372	(493)	8,279	6,469	(1,809)
Global Express	2,790	1,194	(1,595)	-	-	-	1,194	-	(1,194)
Global Forwarding	1,543	3,038	+ 1,494	837	315	(522)	3,038	2,301	(736)
Global Logistics	4,781	3,324	(1,456)	850	892	+42	3,324	3,510	+185
Corporate	727	721	(6)	179	164	(14)	721	657	(63)
Net Operating income (loss) (EBIT)	46	346	+ 300	69	(0)	(69)	346	115	(230)
Global Express	(78)	(19)	+ 59	-	-	-	(19)	-	+19
Global Forwarding	4	212	+ 207	45	(11)	(57)	212	93	(119)
Global Logistics	162	136	(26)	43	30	(13)	136	100	(35)
Corporate	(42)	17	+ 59	(19)	(19)	+0	17	(78)	(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 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 Jan. to Mar. 2022	For the three month period from Jan. to Mar. 2023	Year-on-year change	For the fiscal year ended March 31, 2022	For the fiscal year ended March 31, 2023	Year-on-year change
Total	19,634,137	19,192,732	(441,404)	4,388,637	4,204,704	(183,933)	19,192,732	18,538,319	(654,413)
Mail	15,244,033	14,857,863	(386,170)	3,278,915	3,183,228	(95,687)	14,857,863	14,445,101	(412,762)
Domestic mail	15,221,007	14,833,119	(387,888)	3,273,539	3,177,541	(95,998)	14,833,119	14,423,155	(409,964)
Standard mail	14,713,066	14,329,819	(383,247)	3,143,499	3,043,021	(100,478)	14,329,819	13,870,967	(458,852)
First-class	7,765,391	7,675,104	(90,287)	1,843,924	1,719,531	(124,392)	7,675,104	7,532,007	(143,097)
Second-class	5,185,488	5,049,532	(135,956)	1,252,378	1,263,487	+ 11,109	5,049,532	4,936,378	(113,155)
Third-class	178,738	173,491	(5,247)	40,758	38,704	(2,054)	173,491	163,434	(10,057)
Fourth-class	16,641	16,634	(6)	3,760	3,477	(283)	16,634	15,261	(1,373)
New Year's postcards	1,556,543	1,367,774	(188,769)				1,367,774	1,170,803	(196,971)
Election mail	10,265	47,284	+ 37,018	2,680	17,823	+ 15,143	47,284	53,084	+ 5,801
Special mail	507,941	503,300	(4,641)	130,041	134,520	+ 4,480	503,300	552,188	+ 48,888
International mail (dispatched)	23,026	24,743	+ 1,717	5,376	5,687	+ 311	24,743	21,946	(2,798)
Letters	13,363	13,324	(39)	2,546	3,025	+ 479	13,324	11,877	(1,447)
Packages	2,459	2,849	+ 390	684	547	(137)	2,849	2,062	(787)
EMS	7,204	8,570	+ 1,366	2,146	2,115	(31)	8,570	8,007	(563)
Domestic parcel	4,390,104	4,334,870	(55,234)	1,109,722	1,021,476	(88,245)	4,334,870	4,093,218	(241,652)
Yu-Pack	1,090,792	988,575	(102,218)	234,241	233,472	(769)	988,575	980,317	(8,258)
Yu-Packet	496,660	420,125	(76,535)	103,068	107,712	+ 4,644	420,125	425,943	+ 5,818
Yu-Mail	3,299,312	3,346,295	+ 46,984	875,481	788,005	(87,476)	3,346,295	3,112,902	(233,394)

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, 2022	For the fiscal year ended March 31, 2023	Year-on-year change
Yu-Pack	447	436	(10)
Original Yu-Pack	646	638	(8)
Yu-Packet	181	178	(3)
Yu-Mail	65	65	+0

Notes : Figures are rounded to the nearest unit.