

Appendix : Japan Post Co. Data Supplement

August 10, 2023

1. Japan Post Co. (Consolidated)

(Billions of yen)

	For the fiscal year ended March 31, 2022	For the fiscal year ended March 31, 2023	Year-on-year change	For the three months ended June 30, 2022	For the three months ended June 30, 2023	Year-on-year change
Operating income	3,656.9	3,451.5	(205.3)	853.5	801.4	(52.1)
Postal service business income	2,021.9	2,040.9	+ 19.0	485.8	479.4	(6.3)
Commissions for banking business consignment	354.3	340.0	(14.3)	89.7	84.6	(5.1)
Commissions for life insurance business consignment	190.2	134.8	(55.4)	34.9	31.9	(3.0)
Funds to maintain post office network	290.9	280.8	(10.1)	70.2	75.0	+ 4.8
International logistics business income	687.2	538.8	(148.3)	147.0	103.4	(43.6)
Other operating income	112.0	115.9	+ 3.8	25.6	26.9	+ 1.2
Operating expenses	3,508.6	3,367.7	(140.9)	826.8	791.8	(34.9)
Personnel expenses	2,217.8	2,126.8	(90.9)	520.6	520.0	(0.5)
Other expenses	1,290.7	1,240.8	(49.9)	306.2	271.7	(34.4)
Net operating income	148.2	83.8	(64.4)	26.7	9.6	(17.1)
Non-operating income	6.1	9.7	+ 3.6	2.7	1.5	(1.2)
Non-operating expenses	10.8	13.9	+ 3.0	2.1	2.7	+ 0.5
Net ordinary income	143.5	79.6	(63.9)	27.3	8.4	(18.9)
Extraordinary gains	16.7	16.3	(0.3)	5.5	4.2	(1.3)
Extraordinary losses	24.5	8.8	(15.6)	0.2	0.7	+ 0.5
Income before income taxes	135.7	87.0	(48.6)	32.6	11.8	(20.8)
Total income taxes	43.3	26.2	(17.1)	3.0	2.7	(0.3)
Net income	92.3	60.8	(31.4)	29.6	9.1	(20.5)
Net income (loss) attributable to non-controlling interests	(0.9)	(1.1)	(0.2)	(0.1)	(0.2)	(0.1)
Net income attributable to Japan Post Co.	93.2	62.0	(31.1)	29.7	9.3	(20.3)

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

(2) From the three months ended June 30, 2023, JP Logistics Group Co., Ltd. and JP Logistics Co., Ltd., which were previously included in the "International Logistics Business," have been reclassified as part of the "Postal and Domestic Logistics Business," and the figures for the same period of the previous fiscal year have been adjusted accordingly.

2. Postal and Domestic Logistics Business

(Billions of yen)

	For the fiscal year ended March 31, 2022	For the fiscal year ended March 31, 2023	Year-on-year change	For the three months ended June 30, 2022	For the three months ended June 30, 2023	Year-on-year change
Operating income	2,041.2	2,056.4	+ 15.2	489.5	482.9	(6.5)
Operating expenses	1,938.9	2,023.4	+ 84.4	485.5	489.9	+ 4.4
Personnel expenses	1,221.2	1,262.7	+ 41.4	307.8	309.3	+ 1.4
Salaries and allowances, etc.	1,014.2	1,048.2	+ 33.9	255.1	256.2	+ 1.1
Retirement benefit expenses	43.4	45.9	+ 2.5	11.4	11.7	+ 0.2
Legal welfare expenses	163.5	168.4	+ 4.9	41.2	41.3	+ 0.1
Other expenses	717.6	760.7	+ 43.0	177.6	180.5	+ 2.9
Postal service business consignment expenses	198.6	197.2	(1.3)	48.2	48.2	+ 0.0
Depreciation and amortization	70.8	67.4	(3.3)	17.1	16.9	(0.2)
Taxes and dues	27.8	27.6	(0.2)	6.7	6.5	(0.1)
Collection, transport and delivery outsourcing expenses	220.7	244.6	+ 23.8	57.3	60.1	+ 2.8
Miscellaneous expenses	199.5	223.7	+ 24.1	48.1	48.6	+ 0.4
Net operating income (loss)	102.2	33.0	(69.2)	4.0	(6.9)	(11.0)

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

(2) From the three months ended June 30, 2023, JP Logistics Group Co., Ltd. and JP Logistics Co., Ltd., which were previously included in the "International Logistics Business," have been reclassified as part of the "Postal and Domestic Logistics Business," and the figures for the same period of the previous fiscal year have been adjusted accordingly.

3. Post Office Business

(Billions of yen)

	For the fiscal year ended March 31, 2022	For the fiscal year ended March 31, 2023	Year-on-year change	For the three months ended June 30, 2022	For the three months ended June 30, 2023	Year-on-year change
Operating income	1,151.7	1,074.0	(77.7)	269.6	267.7	(1.8)
Postal service commissions	198.6	197.2	(1.3)	48.2	48.2	+ 0.0
Banking commissions	354.3	340.0	(14.3)	89.7	84.6	(5.1)
Insurance commissions	190.2	134.8	(55.4)	34.9	31.9	(3.0)
Funds to maintain post office network	290.9	280.8	(10.1)	70.2	75.0	+ 4.8
Other operating income	117.5	121.0	+ 3.5	26.4	27.8	+ 1.4
Merchandising business	38.0	36.9	(1.0)	7.0	6.7	(0.2)
Real estate business	33.2	29.3	(3.8)	6.8	7.8	+ 1.0
Third-party financial productagency services	7.5	7.5	(0.0)	1.1	1.7	+ 0.5
Miscellaneous income	38.6	47.2	+ 8.5	11.3	11.4	+ 0.1
Operating expenses	1,127.2	1,024.7	(102.4)	248.8	250.3	+ 1.4
Personnel expenses	833.0	733.5	(99.5)	180.5	179.7	(0.8)
Salaries and allowances, etc.	679.1	600.4	(78.7)	148.1	147.3	(0.7)
Retirement benefit expenses	45.8	36.6	(9.1)	9.1	8.7	(0.4)
Legal welfare expenses	108.1	96.4	(11.6)	23.3	23.7	+ 0.3
Other expenses	294.1	291.2	(2.9)	68.2	70.5	+ 2.2
Depreciation and amortization	36.8	35.6	(1.2)	8.8	8.8	(0.0)
Taxes and dues	20.3	20.2	(0.1)	4.8	6.0	+ 1.2
Miscellaneous expenses	236.9	235.3	(1.6)	54.6	55.6	+ 1.0
Net operating income	24.5	49.3	+ 24.7	20.7	17.3	(3.3)

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, 2022	For the fiscal year ended March 31, 2023	Year-on-year change	For the three months ended June 30, 2022	For the three months ended June 30, 2023	Year-on-year change
Operating income	8,279	5,819	(2,460)	1,588	1,127	(460)
Global Express	1,194	-	(1,194)	-	-	-
Global Forwarding	3,038	2,301	(736)	773	311	(461)
Global Logistics	3,324	3,510	+ 185	813	814	+ 0
Corporate	721	7	(714)	1	1	+ 0
Net Operating income (loss) (EBIT)	346	113	(233)	43	8	(34)
Global Express	(19)	-	+ 19	-	-	-
Global Forwarding	212	93	(119)	53	(7)	(60)
Global Logistics	136	100	(35)	12	25	+ 12
Corporate	17	(80)	(97)	(22)	(8)	+ 13

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) From the three months ended June 30, 2023, JP Logistics Group Co., Ltd. and JP Logistics Co., Ltd., which were previously included in the "International Logistics Business," have been reclassified as part of the "Postal and Domestic Logistics Business," and the figures for the same period of the previous fiscal year have been adjusted accordingly.

(4) 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).

(5) 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, 2022	For the fiscal year ended March 31, 2023	Year-on-year change	For the three months ended June 30, 2022	For the three months ended June 30, 2023	Year-on-year change
Total	19,192,732	18,538,319	(654,413)	4,433,211	4,285,899	(147,312)
Mail	14,857,863	14,445,101	(412,762)	3,413,636	3,338,995	(74,641)
Domestic mail	14,833,119	14,423,155	(409,964)	3,409,272	3,333,588	(75,684)
Standard mail	14,329,819	13,870,967	(458,852)	3,283,764	3,206,331	(77,434)
First-class	7,675,104	7,532,007	(143,097)	2,008,691	1,972,759	(35,932)
Second-class	5,049,532	4,936,378	(113,155)	1,200,889	1,165,616	(35,273)
Third-class	173,491	163,434	(10,057)	42,514	38,854	(3,660)
Fourth-class	16,634	15,261	(1,373)	4,083	3,552	(531)
New Year's postcards	1,367,774	1,170,803	(196,971)	-	-	-
Election mail	47,284	53,084	+ 5,801	27,588	25,550	(2,038)
Special mail	503,300	552,188	+ 48,888	125,508	127,258	+ 1,750
International mail (dispatched)	24,743	21,946	(2,798)	4,364	5,406	+ 1,042
Letters	13,324	11,877	(1,447)	2,403	2,873	+ 470
Packages	2,849	2,062	(787)	421	546	+ 125
EMS	8,570	8,007	(563)	1,540	1,987	+ 447
Domestic parcel	4,334,870	4,093,218	(241,652)	1,019,575	946,905	(72,670)
Yu-Pack	988,575	980,317	(8,258)	232,684	237,996	+ 5,312
Yu-Packet	420,125	425,943	+ 5,818	102,861	109,838	+ 6,977
Yu-Mail	3,346,295	3,112,902	(233,394)	786,891	708,909	(77,982)

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	For the three months ended June 30, 2022	For the three months ended June 30, 2023	Year-on-year change
Yu-Pack	646	638	(8)	633	626	(7)
Yu-Packet	181	178	(3)	180	176	(5)
Yu-Mail	65	65	+ 0	66	66	+ 1

Notes : Figures are rounded to the nearest unit.

6. Status of Income and Expenses of Postal Business

(Billions of yen)

	For the fiscal year ended March 31, 2022			For the fiscal year ended March 31, 2023		
	Operating income	Operating expenses	Net Operating income(loss)	Operating income	Operating expenses	Net Operating income(loss)
Total	1,277.0	1,269.2	7.8	1,255.6	1,276.7	(21.1)
	<i>(Year-on-year change)</i>	<i>(26.1)</i>	<i>(9.9)</i>	<i>(21.4)</i>	<i>+ 7.5</i>	<i>(28.9)</i>
Domestic mail	1,200.3	1,198.8	1.5	1,184.4	1,209.0	(24.6)
	<i>(Year-on-year change)</i>	<i>(37.5)</i>	<i>(21.5)</i>	<i>(15.9)</i>	<i>+ 10.2</i>	<i>(26.1)</i>
First-class (Letters)	665.6	662.4	3.1	654.7	657.5	(2.7)
	<i>(Year-on-year change)</i>	<i>(16.4)</i>	<i>(12.8)</i>	<i>(10.8)</i>	<i>(5.0)</i>	<i>(5.9)</i>
Second-class (Postcards)	336.4	340.1	(3.8)	320.1	334.4	(14.4)
	<i>(Year-on-year change)</i>	<i>(15.9)</i>	<i>(14.6)</i>	<i>(16.3)</i>	<i>(5.7)</i>	<i>(10.6)</i>
Third-class (Magazines, newspapers)	7.8	13.4	(5.6)	7.3	13.2	(5.9)
	<i>(Year-on-year change)</i>	<i>(0.3)</i>	<i>(0.6)</i>	<i>(0.4)</i>	<i>(0.1)</i>	<i>(0.3)</i>
Fourth-class (Educational materials, etc.)	0.9	1.8	(0.9)	0.8	1.7	(0.9)
	<i>(Year-on-year change)</i>	<i>+ 0.0</i>	<i>+ 0.1</i>	<i>(0.1)</i>	<i>(0.1)</i>	<i>+ 0.0</i>
Special mails provided for in Article 44, Paragraph 1 of the Postal Act	98.3	98.3	0.0	101.3	106.8	(5.5)
	<i>(Year-on-year change)</i>	<i>(4.9)</i>	<i>+ 2.0</i>	<i>+ 3.0</i>	<i>+ 8.5</i>	<i>(5.5)</i>
Special mails provided for in Article 44, Paragraph 2 of the Postal Act	91.3	82.7	8.6	100.1	95.3	4.7
	<i>(Year-on-year change)</i>	<i>(0.1)</i>	<i>+ 4.4</i>	<i>+ 8.7</i>	<i>+ 12.6</i>	<i>(3.9)</i>
International mail	76.7	70.4	6.3	71.2	67.7	3.5
	<i>(Year-on-year change)</i>	<i>+ 11.3</i>	<i>+ 11.6</i>	<i>(5.5)</i>	<i>(2.7)</i>	<i>(2.8)</i>
Letters	22.6	19.6	3.0	15.7	16.9	(1.2)
	<i>(Year-on-year change)</i>	<i>(0.1)</i>	<i>(0.2)</i>	<i>(6.9)</i>	<i>(2.7)</i>	<i>(4.2)</i>
Packages	15.2	14.5	0.7	13.4	11.8	1.7
	<i>(Year-on-year change)</i>	<i>+ 2.6</i>	<i>+ 2.8</i>	<i>(1.7)</i>	<i>(2.7)</i>	<i>+ 1.0</i>
EMS	38.9	36.4	2.6	42.1	39.1	3.0
	<i>(Year-on-year change)</i>	<i>+ 8.9</i>	<i>+ 8.9</i>	<i>+ 3.1</i>	<i>+ 2.8</i>	<i>+ 0.4</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).

(Billions of yen)

(Reference)	For the fiscal year ended March 31, 2022			For the fiscal year ended March 31, 2023		
	Operating income	Operating expenses	Net Operating income	Operating income	Operating expenses	Net Operating income
Domestic parcel (Yu-Pack , Yu-Mail)	653.2	557.9	95.3	625.8	565.3	60.5
	<i>(Year-on-year change)</i>	<i>(31.9)</i>	<i>(20.3)</i>	<i>(27.4)</i>	<i>7.4</i>	<i>(34.8)</i>

Notes : Figures are rounded to the nearest unit.