

Appendix : Japan Post Co. Data Supplement

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February 14, 2024

## 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 month period from Oct. to Dec. 2022	For the three month period from Oct. to Dec. 2023	Year-on-year change	For the nine months ended Dec. 31, 2022	For the nine months ended Dec. 31, 2023	Year-on-year change
Operating income	3,656.9	3,451.5	(205.3)	933.5	915.0	(18.5)	2,635.1	2,494.9	(140.1)
Postal service business income	2,021.9	2,040.9	+19.0	572.7	536.8	(35.8)	1,540.9	1,470.8	(70.0)
Commissions for banking business consignment	354.3	340.0	(14.3)	85.3	79.0	(6.2)	259.6	242.4	(17.1)
Commissions for life insurance business consignment	190.2	134.8	(55.4)	33.3	30.4	(2.8)	102.7	92.9	(9.7)
Funds to maintain post office network	290.9	280.8	(10.1)	70.2	75.0	+4.8	210.6	225.0	+14.4
International logistics business income	687.2	538.8	(148.3)	136.6	120.2	(16.4)	429.9	332.8	(97.0)
Other operating income	112.0	115.9	+3.8	35.3	73.4	+38.1	91.2	130.6	+39.4
Operating expenses	3,508.6	3,367.7	(140.9)	861.4	866.1	+4.7	2,527.8	2,466.1	(61.7)
Personnel expenses	2,217.8	2,126.8	(90.9)	534.2	533.2	(0.9)	1,577.1	1,574.5	(2.6)
Other expenses	1,290.7	1,240.8	(49.9)	327.2	332.8	+5.6	950.7	891.5	(59.1)
Net operating income	148.2	83.8	(64.4)	72.1	48.9	(23.2)	107.2	28.7	(78.4)
Non-operating income	6.1	9.7	+3.6	1.5	1.0	(0.5)	7.1	3.8	(3.3)
Non-operating expenses	10.8	13.9	+3.0	4.3	3.1	(1.2)	10.2	8.7	(1.4)
Net ordinary income	143.5	79.6	(63.9)	69.3	46.8	(22.5)	104.1	23.8	(80.3)
Extraordinary gains	16.7	16.3	(0.3)	0.5	2.2	+1.6	7.1	11.0	+3.8
Extraordinary losses	24.5	8.8	(15.6)	1.7	1.0	(0.7)	2.7	3.4	+0.7
Income before income taxes	135.7	87.0	(48.6)	68.1	47.9	(20.1)	108.5	31.4	(77.1)
Total income taxes	43.3	26.2	(17.1)	2.9	2.0	(0.8)	17.3	6.9	(10.3)
Net income	92.3	60.8	(31.4)	65.1	45.9	(19.2)	91.2	24.4	(66.7)
Net income (loss) attributable to non-controlling interests	(0.9)	(1.1)	(0.2)	(0.3)	0.1	+0.4	(0.6)	(0.3)	+0.3
Net income attributable to Japan Post Co.	93.2	62.0	(31.1)	65.5	45.8	(19.6)	91.8	24.8	(67.0)

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.

## 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 month period from Oct. to Dec. 2022	For the three month period from Oct. to Dec. 2023	Year-on-year change	For the nine months ended Dec. 31, 2022	For the nine months ended Dec. 31, 2023	Year-on-year change
Operating income	2,041.2	2,056.4	+15.2	576.9	540.9	(35.9)	1,552.9	1,482.5	(70.4)
Operating expenses	1,938.9	2,023.4	+84.4	525.1	528.0	+2.8	1,507.4	1,520.3	+12.9
Personnel expenses	1,221.2	1,262.7	+41.4	318.6	323.0	+4.3	934.4	945.6	+11.2
Salaries and allowances, etc.	1,014.2	1,048.2	+33.9	265.1	267.6	+2.5	775.0	781.9	+6.8
Retirement benefit expenses	43.4	45.9	+2.5	11.5	11.8	+0.3	34.4	35.4	+1.0
Legal welfare expenses	163.5	168.4	+4.9	42.0	43.4	+1.3	124.8	128.2	+3.4
Other expenses	717.6	760.7	+43.0	206.4	205.0	(1.4)	573.0	574.7	+1.6
Postal service business consignment expenses	198.6	197.2	(1.3)	52.8	50.1	(2.7)	149.0	144.9	(4.1)
Depreciation and amortization	70.8	67.4	(3.3)	16.5	16.5	+0.0	50.5	50.0	(0.4)
Taxes and dues	27.8	27.6	(0.2)	7.4	6.8	(0.6)	20.9	20.2	(0.6)
Collection, transport and delivery outsourcing expenses	220.7	244.6	+23.8	67.8	71.4	+3.5	186.5	195.8	+9.3
Miscellaneous expenses	199.5	223.7	+24.1	61.6	59.9	(1.7)	165.9	163.6	(2.3)
Net operating income (loss)	102.2	33.0	(69.2)	51.8	12.9	(38.8)	45.5	(37.8)	(83.3)

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.

### 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 period from Oct. to Dec. 2022	For the three months period from Oct. to Dec. 2023	Year-on-year change	For the nine months ended Dec. 31, 2022	For the nine months ended Dec. 31, 2023	Year-on-year change
Operating income	1,151.7	1,074.0	(77.7)	278.3	309.7	+31.4	816.2	839.7	+23.5
Postal service commissions	198.6	197.2	(1.3)	52.8	50.1	(2.7)	149.0	144.9	(4.1)
Banking commissions	354.3	340.0	(14.3)	85.3	79.0	(6.2)	259.6	242.4	(17.1)
Insurance commissions	190.2	134.8	(55.4)	33.3	30.4	(2.8)	102.7	92.9	(9.7)
Funds to maintain post office network	290.9	280.8	(10.1)	70.2	75.0	+4.8	210.6	225.0	+14.4
Other operating income	117.5	121.0	+3.5	36.6	75.0	+38.4	94.2	134.3	+40.1
Merchandising business	38.0	36.9	(1.0)	15.9	15.7	(0.2)	32.0	31.4	(0.5)
Real estate business	33.2	29.3	(3.8)	7.5	45.8	+38.2	21.8	61.7	+39.8
Third-party financial productagency services	7.5	7.5	(0.0)	1.7	1.9	+0.1	5.7	5.8	+0.0
Miscellaneous income	38.6	47.2	+8.5	11.3	11.5	+0.2	34.5	35.2	+0.7
Operating expenses	1,127.2	1,024.7	(102.4)	258.0	274.1	+16.1	758.6	773.7	+15.0
Personnel expenses	833.0	733.5	(99.5)	182.3	178.0	(4.3)	544.2	534.9	(9.3)
Salaries and allowances, etc.	679.1	600.4	(78.7)	149.1	145.4	(3.6)	445.6	437.3	(8.2)
Retirement benefit expenses	45.8	36.6	(9.1)	9.1	8.5	(0.6)	27.4	25.7	(1.7)
Legal welfare expenses	108.1	96.4	(11.6)	24.0	24.0	(0.0)	71.1	71.8	+0.6
Other expenses	294.1	291.2	(2.9)	75.6	96.1	+20.4	214.4	238.7	+24.3
Depreciation and amortization	36.8	35.6	(1.2)	8.9	9.8	+0.8	26.7	28.1	+1.3
Taxes and dues	20.3	20.2	(0.1)	4.9	4.7	(0.2)	15.3	15.7	+0.3
Miscellaneous expenses	236.9	235.3	(1.6)	61.7	81.5	+19.8	172.3	194.9	+22.5
Net operating income	24.5	49.3	+24.7	20.3	35.6	+15.2	57.5	66.0	+8.5

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, 2022	For the fiscal year ended March 31, 2023	Year-on-year ended	For the three month period from Oct. to Dec. 2022	For the three month period from Oct. to Dec. 2023	Year-on-year ended	For the nine months ended Dec. 31, 2022	For the nine months ended Dec. 31, 2023	Year-on-year ended
Operating income	8,279	5,819	(2,460)	1,472	1,252	(220)	4,609	3,537	(1,071)
Global Express	1,194	-	(1,194)	-	-	-	-	-	-
Global Forwarding	3,038	2,301	(736)	497	324	(172)	1,986	954	(1,031)
Global Logistics	3,324	3,510	+185	974	926	(48)	2,617	2,577	(40)
Corporate	721	7	(714)	1	1	+0	5	5	+0
Net Operating income (loss) (EBIT)	346	113	(233)	26	20	(5)	113	58	(55)
Global Express	(19)	-	+19	-	-	-	-	-	-
Global Forwarding	212	93	(119)	7	(3)	(11)	105	(9)	(114)
Global Logistics	136	100	(35)	32	35	+3	70	100	+29
Corporate	17	(80)	(97)	(13)	(11)	+2	(62)	(32)	+29

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 month period from Oct. to Dec. 2022	For the three month period from Oct. to Dec. 2023	Year-on-year change	For the nine months ended Dec. 31, 2022	For the nine months ended Dec. 31, 2023	Year-on-year change
Total	19,192,732	18,538,319	(654,413)	4,570,508	4,256,457	(314,050)	13,162,812	12,440,916	(721,896)
Mail	14,857,863	14,445,101	(412,762)	3,513,461	3,248,478	(264,983)	10,091,070	9,599,825	(491,245)
Domestic mail	14,833,119	14,423,155	(409,964)	3,506,575	3,241,594	(264,981)	10,074,811	9,582,369	(492,442)
Standard mail	14,329,819	13,870,967	(458,852)	3,374,380	3,113,247	(261,133)	9,657,143	9,190,950	(466,194)
First-class	7,675,104	7,532,007	(143,097)	1,985,358	1,777,071	(208,287)	5,812,476	5,465,680	(346,796)
Second-class	5,049,532	4,936,378	(113,155)	1,340,460	1,291,413	(49,047)	3,672,891	3,568,210	(104,681)
Third-class	173,491	163,434	(10,057)	41,754	39,048	(2,707)	124,731	115,573	(9,157)
Fourth-class	16,634	15,261	(1,373)	3,900	3,281	(619)	11,784	10,198	(1,586)
New Year's postcards	1,367,774	1,170,803	(196,971)						
Election mail	47,284	53,084	+ 5,801	2,908	2,434	(473)	35,262	31,288	(3,974)
Special mail	503,300	552,188	+ 48,888	132,195	128,347	(3,848)	417,668	391,419	(26,249)
International mail (dispatched)	24,743	21,946	(2,798)	6,886	6,884	(2)	16,259	17,457	+ 1,198
Letters	13,324	11,877	(1,447)	3,888	4,334	+ 446	8,852	9,967	+ 1,115
Packages	2,849	2,062	(787)	561	606	+ 45	1,515	1,711	+ 195
EMS	8,570	8,007	(563)	2,438	1,945	(493)	5,892	5,779	(113)
Domestic parcel	4,334,870	4,093,218	(241,652)	1,057,046	1,007,979	(49,068)	3,071,742	2,841,091	(230,651)
Yu-Pack	988,575	980,317	(8,258)	269,038	276,416	+ 7,378	746,845	762,387	+ 15,542
Yu-Packet	420,125	425,943	+ 5,818	109,787	123,072	+ 13,285	318,231	342,147	+ 23,916
Yu-Mail	3,346,295	3,112,902	(233,394)	788,009	731,563	(56,446)	2,324,897	2,078,704	(246,193)

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, 2022	For the nine months ended Dec 31, 2023	Year-on-year change
Yu-Pack	642	641	(0)
Yu-Packet	179	176	(3)
Yu-Mail	65	66	+ 1

Notes : Figures are rounded to the nearest unit.