

Appendix : Japan Post Co. Data Supplement

August 9, 2024

1. Japan Post Co. (Consolidated)

(Billions of yen)

	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024	Year-on-year change	For the three months ended June 30, 2023	For the three months ended June 30, 2024	Year on year change
Operating income	3,451.5	3,323.7	(127.7)	801.4	830.5	+29.1
Postal service business income	2,040.9	1,960.3	(80.5)	479.4	474.5	(4.8)
Commissions for banking business consignment	340.0	316.1	(23.9)	84.6	81.6	(2.9)
Commissions for life insurance business consignment	134.8	125.6	(9.2)	31.9	30.4	(1.4)
Funds to maintain post office network	280.8	300.0	+19.2	75.0	75.7	+0.7
International logistics business income	538.8	448.2	(90.6)	103.4	124.6	+21.1
Other operating income	115.9	173.3	+57.4	26.9	43.4	+16.4
Operating expenses	3,367.7	3,317.3	(50.3)	791.8	845.3	+53.5
Personnel expenses	2,126.8	2,108.0	(18.8)	520.0	532.2	+12.2
Other expenses	1,240.8	1,209.3	(31.5)	271.7	313.0	+41.3
Net operating income (loss)	83.8	6.3	(77.4)	9.6	(14.7)	(24.3)
Non-operating income	9.7	7.7	(2.0)	1.5	1.6	+0.1
Non-operating expenses	13.9	11.9	(1.9)	2.7	2.9	+0.2
Net ordinary income (loss)	79.6	2.1	(77.4)	8.4	(16.0)	(24.4)
Extraordinary gains	16.3	18.6	+2.3	4.2	0.6	(3.5)
Extraordinary losses	8.8	5.7	(3.1)	0.7	0.4	(0.3)
Income (loss) before income taxes	87.0	15.1	(71.9)	11.8	(15.7)	(27.6)
Total income taxes	26.2	7.8	(18.3)	2.7	2.2	(0.5)
Net income (loss)	60.8	7.2	(53.6)	9.1	(17.9)	(27.1)
Net income (loss) attributable to non-controlling interests	(1.1)	0.0	+1.2	(0.2)	0.2	+0.5
Net income (loss) attributable to Japan Post Co.	62.0	7.2	(54.8)	9.3	(18.2)	(27.6)

2. Postal and Domestic Logistics Business

				(Billions of yen)		
	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024	Year-on-year change	For the three months ended June 30, 2023	For the three months ended June 30, 2024	Year on year change
Operating income	2,056.4	1,975.5	(80.8)	482.9	478.3	(4.5)
Operating expenses	2,023.4	2,044.4	+20.9	490.0	514.8	+24.8
Personnel expenses	1,262.7	1,269.1	+6.4	309.3	320.7	+11.3
Salaries and allowances, etc.	1,048.2	1,049.5	+1.3	256.2	264.4	+8.1
Retirement benefit expenses	45.9	47.4	+1.4	11.7	12.2	+0.5
Legal welfare expenses	168.4	172.1	+3.6	41.3	43.9	+2.6
Other expenses	760.7	775.3	+14.5	180.6	194.1	+13.4
Postal service business consignment expenses	197.2	192.0	(5.2)	48.2	48.2	(0.0)
Depreciation and amortization	67.4	68.7	+1.2	16.8	19.6	+2.7
Taxes and dues	27.6	26.9	(0.7)	6.5	6.3	(0.2)
Collection, transport and delivery outsourcing expenses	244.6	258.5	+13.9	60.1	65.9	+5.7
Miscellaneous expenses	223.7	229.0	+5.2	48.7	53.9	+5.1
Net operating income (loss)	33.0	(68.8)	(101.8)	(7.0)	(36.4)	(29.4)

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

(2) With the establishment of the Real Estate Business segment from the fiscal year ending March 31, 2025, the figures for the fiscal year ended March 31, 2024, and the 1st quarter of the fiscal year ended March 31, 2024 have been adjusted accordingly.

3. Post Office Business

				(Billions of yen)		
	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024	Year-on-year change	For the three months ended June 30, 2023	For the three months ended June 30, 2024	Year on year change
Operating income	1,074.0	1,026.9	(47.1)	259.8	256.3	(3.4)
Postal service commissions	197.2	192.0	(5.2)	48.2	48.2	(0.0)
Banking commissions	340.0	316.1	(23.9)	84.6	81.6	(2.9)
Insurance commissions	134.8	125.6	(9.2)	31.9	30.4	(1.4)
Funds to maintain post office network	280.8	300.0	+19.2	75.0	75.7	+0.7
Other operating income	121.0	93.1	(27.9)	19.9	20.1	+0.1
Merchandising business	36.9	37.1	+0.1	6.7	6.5	(0.1)
Real estate business	29.3	-	(29.3)	-	-	-
Third-party financial productagency services	7.5	7.8	+0.3	1.7	2.0	+0.2
Miscellaneous income	47.2	48.1	+0.9	11.4	11.4	+0.0
Operating expenses	1,024.7	978.3	(46.3)	241.9	242.4	+0.5
Personnel expenses	733.5	711.5	(21.9)	179.5	177.7	(1.7)
Salaries and allowances, etc.	600.4	581.7	(18.6)	147.1	145.8	(1.2)
Retirement benefit expenses	36.6	34.2	(2.4)	8.7	8.3	(0.3)
Legal welfare expenses	96.4	95.5	(0.8)	23.6	23.4	(0.2)
Other expenses	291.2	266.8	(24.3)	62.3	64.6	+2.3
Depreciation and amortization	35.6	26.2	(9.3)	6.6	6.8	+0.2
Taxes and dues	20.2	13.6	(6.5)	3.0	3.2	+0.1
Miscellaneous expenses	235.3	226.8	(8.4)	52.7	54.6	+1.8
Net operating income	49.3	48.5	(0.7)	17.8	13.8	(4.0)

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

(2) With the establishment of the Real Estate Business segment from the fiscal year ending March 31, 2025, the figures for the fiscal year ended March 31, 2024, and the 1st quarter of the fiscal year ended March 31, 2024 have been adjusted accordingly.

4. International Logistics Business

				(Billions of yen)		
	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024	Year-on-year change	For the three months ended June 30, 2023	For the three months ended June 30, 2024	Year on year change
Operating income	539.1	448.8	(90.3)	103.5	124.7	+21.2
Global Forwarding	213.2	123.1	(90.1)	28.6	42.4	+13.8
Global Logistics	325.2	324.9	(0.2)	74.7	82.1	+7.4
Corporate etc.	0.6	0.6	+0.0	0.1	0.1	(0.0)
Operating expense	528.7	439.2	(89.4)	102.6	123.7	+21.0
Global Forwarding	204.7	124.4	(80.2)	29.3	42.6	+13.3
Global Logistics	316.1	310.5	(5.5)	72.4	79.6	+7.1
Corporate etc.	7.8	4.1	(3.6)	0.9	1.4	+0.5
Net Operating income (loss) (EBIT)	10.4	9.5	(0.8)	0.8	0.9	+0.1
Global Forwarding	8.5	(1.3)	(9.8)	(0.7)	(0.2)	+0.4
Global Logistics	9.0	14.3	+5.2	2.2	2.5	+0.2
Corporate etc.	(7.1)	(3.4)	+3.7	(0.7)	(1.3)	(0.5)

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

5. Real Estate Business

(Billions of yen)

	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024	Year-on-year change	For the three months ended June 30, 2023	For the three months ended June 30, 2024	Year on year change
Operating income	-	87.1	+87.1	8.1	24.7	+16.5
Income for rent	-	34.1	+34.1	8.1	9.9	+1.7
Income for sale	-	52.1	+52.1	-	14.6	+14.6
Miscellaneous income	-	0.7	+0.7	0.0	0.1	+0.0
Operating expenses	-	62.4	+62.4	8.6	16.1	+7.4
Personnel expenses	-	0.9	+0.9	0.2	0.2	(0.0)
Salaries and allowances, etc	-	0.7	+0.7	0.2	0.1	(0.0)
Retirement benefit expenses	-	0.0	+0.0	0.0	0.0	(0.0)
Legal selfare expenses	-	0.1	+0.1	0.0	0.0	+0.0
Other expenses	-	61.5	+61.5	8.3	15.8	+7.4
Depreciation and amotiation	-	11.9	+11.9	2.2	3.7	+1.5
Taxes and dues	-	9.0	+9.0	3.0	1.6	(1.4)
Miscellaneous expenses	-	40.5	+40.5	3.1	10.5	+7.3
Net operating income (loss)	-	24.6	+24.6	(0.4)	8.6	+9.0

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

(2) The Real Estate Business segment of Japan Post Holdings includes a real estate-related subsidiary owned by Japan Post Holdings. Their figures are, therefore, different from those of the Real Estate Business segment of Japan Post Co.

6. Volumes of Items Handled

				(thousands of items)		
	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024	Year-on-year change	For the three months ended June 30, 2023	For the three months ended June 30, 2024	Year on year change
Total	18,538,319	17,460,836	(1,077,484)	4,285,899	4,192,679	(93,221)
Mail	14,445,101	13,577,689	(867,412)	3,338,995	3,148,397	(190,597)
Domestic mail	14,423,155	13,554,657	(868,499)	3,333,588	3,142,710	(190,879)
Standard mail	13,870,967	13,029,436	(841,531)	3,206,331	3,017,130	(189,201)
First-class	7,532,007	7,084,854	(447,153)	1,972,759	1,881,246	(91,513)
Second-class	4,936,378	4,776,053	(160,324)	1,165,616	1,092,422	(73,194)
Third-class	163,434	152,020	(11,414)	38,854	36,950	(1,904)
Fourth-class	15,261	13,301	(1,960)	3,552	3,351	(201)
New Year's postcards	1,170,803	970,486	(200,317)			
Election mail	53,084	32,721	(20,363)	25,550	3,161	(22,388)
Special mail	552,188	525,220	(26,968)	127,258	125,580	(1,678)
International mail (dispatched)	21,946	23,032	+ 1,086	5,406	5,688	+ 282
Letters	11,877	13,141	+ 1,264	2,873	3,267	+ 394
Packages	2,062	2,294	+ 232	546	605	+ 59
EMS	8,007	7,598	(409)	1,987	1,816	(171)
Domestic parcel	4,093,218	3,883,147	(210,071)	946,905	1,044,281	+ 97,377
Yu-Pack	554,374	547,021	(7,353)	128,158	129,226	+ 1,068
Yu-Packet	425,943	462,644	+ 36,701	109,838	126,979	+ 17,141
Yu-Mail	3,112,902	2,873,482	(239,419)	708,909	788,076	+ 79,167

- 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, 2023	For the fiscal year ended March 31, 2024	Year-on-year change	For the three months ended June 30, 2023	For the three months ended June 30, 2024	Year on year change
Yu-Pack	638	640	+ 2	626	622	(5)
Yu-Packet	178	175	(3)	176	173	(2)
Yu-Mail	65	66	+ 1	66	66	(0)

Notes : Figures are rounded to the nearest unit.

7. 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	1,255.6	1,276.7	(21.1)	1,189.6	1,279.2	(89.6)
	<i>(Year-on-year change)</i>	<i>(21.4)</i>	<i>+7.5</i>	<i>(66.0)</i>	<i>+2.5</i>	<i>(68.5)</i>
Domestic mail	1,184.4	1,209.0	(24.6)	1,114.3	1,206.1	(91.8)
	<i>(Year-on-year change)</i>	<i>(15.9)</i>	<i>+10.2</i>	<i>(70.1)</i>	<i>(2.8)</i>	<i>(67.2)</i>
First-class (Letters)	654.7	657.5	(2.7)	616.9	657.5	(40.6)
	<i>(Year-on-year change)</i>	<i>(10.8)</i>	<i>(5.0)</i>	<i>(37.9)</i>	<i>+0.0</i>	<i>(37.9)</i>
Second-class (Postcards)	320.1	334.4	(14.4)	300.4	333.7	(33.3)
	<i>(Year-on-year change)</i>	<i>(16.3)</i>	<i>(5.7)</i>	<i>(19.6)</i>	<i>(0.7)</i>	<i>(18.9)</i>
Third-class (Magazines, newspapers)	7.3	13.2	(5.9)	6.8	13.0	(6.1)
	<i>(Year-on-year change)</i>	<i>(0.4)</i>	<i>(0.1)</i>	<i>(0.5)</i>	<i>(0.3)</i>	<i>(0.2)</i>
Fourth-class (Educational materials, etc.)	0.8	1.7	(0.9)	0.7	1.6	(0.9)
	<i>(Year-on-year change)</i>	<i>(0.1)</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	101.3	106.8	(5.5)	90.9	101.5	(10.6)
	<i>(Year-on-year change)</i>	<i>+3.0</i>	<i>+8.5</i>	<i>(10.5)</i>	<i>(5.3)</i>	<i>(5.1)</i>
Special mails provided for in Article 44, Paragraph 2 of the Postal Act	100.1	95.3	4.7	98.6	98.9	(0.3)
	<i>(Year-on-year change)</i>	<i>+8.7</i>	<i>+12.6</i>	<i>(1.5)</i>	<i>+3.6</i>	<i>(5.0)</i>
International mail	71.2	67.7	3.5	75.3	73.1	2.2
	<i>(Year-on-year change)</i>	<i>(5.5)</i>	<i>(2.7)</i>	<i>+4.1</i>	<i>+5.4</i>	<i>(1.3)</i>
Letters	15.7	16.9	(1.2)	18.7	19.9	(1.1)
	<i>(Year-on-year change)</i>	<i>(6.9)</i>	<i>(2.7)</i>	<i>+3.0</i>	<i>+3.0</i>	<i>+0.1</i>
Packages	13.4	11.8	1.7	15.3	14.0	1.2
	<i>(Year-on-year change)</i>	<i>(1.7)</i>	<i>(2.7)</i>	<i>+1.8</i>	<i>+2.3</i>	<i>(0.4)</i>
EMS	42.1	39.1	3.0	41.3	39.2	2.1
	<i>(Year-on-year change)</i>	<i>+3.1</i>	<i>+2.8</i>	<i>(0.8)</i>	<i>+0.1</i>	<i>(0.9)</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-Packet, Yu-Mail)	625.8	565.3	60.5	610.7	573.1	37.6
	<i>(Year-on-year change)</i>	<i>(27.4)</i>	<i>+7.4</i>	<i>(15.1)</i>	<i>+7.7</i>	<i>(22.8)</i>

Notes : Figures are rounded to the nearest unit.