

## Appendix : Japan Post Co. Data Supplement

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February 14, 2025

## 1. Japan Post Co. (Consolidated)

	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	For the six months ended Sept. 30, 2023	For the six months ended Sept. 30, 2024	Year-on- year change	(Billions of yen)	For the nine months ended Dec. 31, 2023	For the nine months ended Dec. 31, 2024	Year-on- year change
Operating income	3,451.5	3,323.7	(127.7)	801.4	830.5	+29.1	1,579.8	1,641.3	+61.4		2,494.9	2,593.1	+98.1
Postal service business income	2,040.9	1,960.3	(80.5)	479.4	474.5	(4.8)	934.0	930.8	(3.1)		1,470.8	1,535.6	+64.7
Commissions for banking business consignment	340.0	316.1	(23.9)	84.6	81.6	(2.9)	163.3	157.7	(5.6)		242.4	233.4	(8.9)
Commissions for life insurance business consignment	134.8	125.6	(9.2)	31.9	30.4	(1.4)	62.5	59.1	(3.3)		92.9	85.3	(7.6)
Funds to maintain post office network	280.8	300.0	+19.2	75.0	75.7	+0.7	150.0	151.5	+1.4		225.0	227.2	+2.2
International logistics business income	538.8	448.2	(90.6)	103.4	124.6	+21.1	212.6	264.6	+52.0		332.8	395.6	+62.7
Other operating income	115.9	173.3	+57.4	26.9	43.4	+16.4	57.2	77.3	+20.1		130.6	115.7	(14.9)
Operating expenses	3,367.7	3,317.3	(50.3)	791.8	845.3	+53.5	1,600.0	1,703.9	+103.8		2,466.1	2,586.1	+120.0
Personnel expenses	2,126.8	2,108.0	(18.8)	520.0	532.2	+12.2	1,041.3	1,060.6	+19.3		1,574.5	1,600.6	+26.0
Other expenses	1,240.8	1,209.3	(31.5)	271.7	313.0	+41.3	558.6	643.2	+84.5		891.5	985.5	+93.9
Net operating income (loss)	83.8	6.3	(77.4)	9.6	(14.7)	(24.3)	(20.1)	(62.6)	(42.4)		28.7	6.9	(21.8)
Non-operating income	9.7	7.7	(2.0)	1.5	1.6	+0.1	2.8	3.6	+0.8		3.8	4.9	+1.1
Non-operating expenses	13.9	11.9	(1.9)	2.7	2.9	+0.2	5.6	6.2	+0.6		8.7	8.9	+0.1
Net ordinary income (loss)	79.6	2.1	(77.4)	8.4	(16.0)	(24.4)	(22.9)	(65.1)	(42.2)		23.8	2.9	(20.9)
Extraordinary gains	16.3	18.6	+2.3	4.2	0.6	(3.5)	8.7	4.1	(4.6)		11.0	5.9	(5.0)
Extraordinary losses	8.8	5.7	(3.1)	0.7	0.4	(0.3)	2.3	2.9	+0.5		3.4	3.9	+0.5
Income (loss) before income taxes	87.0	15.1	(71.9)	11.8	(15.7)	(27.6)	(16.5)	(63.9)	(47.4)		31.4	4.9	(26.4)
Total income taxes	26.2	7.8	(18.3)	2.7	2.2	(0.5)	4.9	4.0	(0.8)		6.9	6.7	(0.2)
Net income (loss)	60.8	7.2	(53.6)	9.1	(17.9)	(27.1)	(21.4)	(68.0)	(46.5)		24.4	(1.7)	(26.2)
Net income (loss) attributable to non-controlling interests	(1.1)	0.0	+1.2	(0.2)	0.2	+0.5	(0.4)	0.2	+0.7		(0.3)	0.7	+1.0
Net income (loss) attributable to Japan Post Co.	62.0	7.2	(54.8)	9.3	(18.2)	(27.6)	(21.0)	(68.3)	(47.2)		24.8	(2.5)	(27.3)

	For the three months period from April to June, 2023	For the three months period from April to June, 2024	Year-on- year change	For the three months period from July to Sept., 2023	For the three months period from July to Sept., 2024	Year-on- year change	(Billions of yen)	For the three months period from Oct., 2023	For the three months period from Oct. to Dec., 2024	Year-on- year change
Operating income	801.4	830.5	+29.1	778.4	810.7	+32.2		915.0	951.7	+36.7
Postal service business income	479.4	474.5	(4.8)	454.5	456.3	+1.7		536.8	604.7	+67.8
Commissions for banking business consignment	84.6	81.6	(2.9)	78.7	76.0	(2.6)		79.0	75.6	(3.3)
Commissions for life insurance business consignment	31.9	30.4	(1.4)	30.5	28.6	(1.9)		30.4	26.2	(4.2)
Funds to maintain post office network	75.0	75.7	+0.7	75.0	75.7	+0.7		75.0	75.7	+0.7
International logistics business income	103.4	124.6	+21.1	109.2	140.0	+30.8		120.2	130.9	+10.7
Other operating income	26.9	43.4	+16.4	30.2	33.8	+3.6		73.4	38.4	(35.0)
Operating expenses	791.8	845.3	+53.5	808.2	858.5	+50.3		866.1	882.2	+16.1
Personnel expenses	520.0	532.2	+12.2	521.2	528.4	+7.1		533.2	539.9	+6.7
Other expenses	271.7	313.0	+41.3	286.9	330.1	+43.2		332.8	342.3	+9.4
Net operating income (loss)	9.6	(14.7)	(24.3)	(29.8)	(47.8)	(18.0)		48.9	69.5	+20.5
Non-operating income	1.5	1.6	+0.1	1.3	2.0	+0.7		1.0	1.2	+0.2
Non-operating expenses	2.7	2.9	+0.2	2.9	3.3	+0.4		3.1	2.7	(0.4)
Net ordinary income (loss)	8.4	(16.0)	(24.4)	(31.3)	(49.1)	(17.7)		46.8	68.1	+21.3
Extraordinary gains	4.2	0.6	(3.5)	4.5	3.4	(1.1)		2.2	1.8	(0.4)
Extraordinary losses	0.7	0.4	(0.3)	1.5	2.5	+0.9		1.0	1.0	(0.0)
Income (loss) before income taxes	11.8	(15.7)	(27.6)	(28.4)	(48.2)	(19.7)		47.9	68.9	+20.9
Total income taxes	2.7	2.2	(0.5)	2.1	1.8	(0.3)		2.0	2.6	+0.6
Net income (loss)	9.1	(17.9)	(27.1)	(30.5)	(50.0)	(19.4)		45.9	66.2	+20.2
Net income (loss) attributable to non-controlling interests	(0.2)	0.2	+0.5	(0.1)	(0.0)	+0.1		0.1	0.4	+0.3
Net income (loss) attributable to Japan Post Co.	9.3	(18.2)	(27.6)	(30.4)	(50.0)	(19.6)		45.8	65.7	+19.9

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, 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	For the six months ended Sept. 30, 2023	For the six months ended Sept. 30, 2024	Year-on- year change	For the nine months ended Dec. 31, 2023	For the nine months ended Dec. 31, 2024	Year-on- year change
Operating income	2,056.4	1,975.5	(80.8)	482.9	478.3	(4.5)	941.5	939.2	(2.3)	1,482.5	1,547.7	+65.1
Operating expenses	2,023.4	2,044.4	+20.9	490.0	514.8	+24.8	992.4	1,034.0	+41.5	1,520.5	1,585.6	+65.0
Personnel expenses	1,262.7	1,269.1	+6.4	309.3	320.7	+11.3	622.6	639.0	+16.3	945.6	968.2	+22.6
Salaries and allowances, etc.	1,048.2	1,049.5	+1.3	256.2	264.4	+8.1	514.2	527.0	+12.7	781.8	799.5	+17.6
Retirement benefit expenses	45.9	47.4	+1.4	11.7	12.2	+0.5	23.5	24.5	+0.9	35.4	36.8	+1.3
Legal welfare expenses	168.4	172.1	+3.6	41.3	43.9	+2.6	84.8	87.4	+2.6	128.2	131.8	+3.5
Other expenses	760.7	775.3	+14.5	180.6	194.1	+13.4	369.8	394.9	+25.1	574.9	617.3	+42.4
Postal service business consignment expenses	197.2	192.0	(5.2)	48.2	48.2	(0.0)	94.8	96.2	+1.4	144.9	148.9	+4.0
Depreciation and amortization	67.4	68.7	+1.2	16.8	19.6	+2.7	33.4	39.2	+5.7	50.0	59.1	+9.1
Taxes and dues	27.6	26.9	(0.7)	6.5	6.3	(0.2)	13.3	12.9	(0.4)	20.2	20.5	+0.3
Collection, transport and delivery outsourcing expenses	244.6	258.5	+13.9	60.1	65.9	+5.7	124.3	134.8	+10.5	195.8	212.3	+16.5
Miscellaneous expenses	223.7	229.0	+5.2	48.7	53.9	+5.1	103.8	111.6	+7.8	163.8	176.2	+12.4
Net operating income (loss)	33.0	(68.8)	(101.8)	(7.0)	(36.4)	(29.4)	(50.8)	(94.7)	(43.9)	(37.9)	(37.8)	+0.1

(Billions of yen)

	For the three months period from April to June, 2023	For the three months period from April to June, 2024	Year-on- year change	For the three months period from July to Sept., 2023	For the three months period from July to Sept., 2024	Year-on- year change	For the three months period from Oct. to Dec., 2023	For the three months period from Oct. to Dec., 2024	Year-on- year change
Operating income	482.9	478.3	(4.5)	458.6	460.8	+2.2	540.9	608.5	+67.5
Operating expenses	490.0	514.8	+24.8	502.4	519.1	+16.7	528.1	551.6	+23.5
Personnel expenses	309.3	320.7	+11.3	313.3	318.3	+5.0	322.9	329.2	+6.2
Salaries and allowances, etc.	256.2	264.4	+8.1	257.9	262.5	+4.5	267.6	272.5	+4.9
Retirement benefit expenses	11.7	12.2	+0.5	11.8	12.2	+0.4	11.8	12.2	+0.3
Legal welfare expenses	41.3	43.9	+2.6	43.4	43.4	+0.0	43.4	44.4	+0.9
Other expenses	180.6	194.1	+13.4	189.1	200.8	+11.6	205.1	222.3	+17.2
Postal service business consignment expenses	48.2	48.2	(0.0)	46.5	47.9	+1.4	50.1	52.7	+2.5
Depreciation and amortization	16.8	19.6	+2.7	16.5	19.5	+2.9	16.5	19.9	+3.3
Taxes and dues	6.5	6.3	(0.2)	6.8	6.5	(0.2)	6.8	7.5	+0.7
Collection, transport and delivery outsourcing expenses	60.1	65.9	+5.7	64.1	68.9	+4.7	71.4	77.5	+6.0
Miscellaneous expenses	48.7	53.9	+5.1	55.0	57.7	+2.7	60.0	64.5	+4.5
Net operating income (loss)	(7.0)	(36.4)	(29.4)	(43.8)	(58.2)	(14.4)	12.8	56.9	+44.0

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", "For the three months ended June 30, 2023", "For the six months ended Sept. 30, 2023", "For the nine months ended Dec. 31, 2023", "For the three months period from April to June, 2023", "For the three months period from July to Sept., 2023" and "For the three months period from Oct. to Dec., 2023" have been adjusted accordingly.

### 3. Post Office Business

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	For the six months ended Sept. 30, 2023	For the six months ended Sept. 30, 2024	Year-on- year change	For the nine months ended Dec. 31, 2023	For the nine months ended Dec. 31, 2024	Year-on- year change
Operating income	1,074.0	1,026.9	(47.1)	259.8	256.3	(3.4)	513.9	508.4	(5.5)	777.8	766.0	(11.8)
Postal service commissions	197.2	192.0	(5.2)	48.2	48.2	(0.0)	94.8	96.2	+1.4	144.9	148.9	+4.0
Banking commissions	340.0	316.1	(23.9)	84.6	81.6	(2.9)	163.3	157.7	(5.6)	242.4	233.4	(8.9)
Insurance commissions	134.8	125.6	(9.2)	31.9	30.4	(1.4)	62.5	59.1	(3.3)	92.9	85.3	(7.6)
Funds to maintain post office network	280.8	300.0	+19.2	75.0	75.7	+0.7	150.0	151.5	+1.4	225.0	227.2	+2.2
Other operating income	121.0	93.1	(27.9)	19.9	20.1	+0.1	43.2	43.7	+0.5	72.4	71.0	(1.4)
Merchandising business	36.9	37.1	+0.1	6.7	6.5	(0.1)	15.6	16.2	+0.5	31.4	30.2	(1.2)
Real estate business	29.3	-	(29.3)	-	-	-	-	-	-	-	-	-
Third-party financial product agency services	7.5	7.8	+0.3	1.7	2.0	+0.2	3.9	4.3	+0.4	5.8	6.3	+0.5
Miscellaneous income	47.2	48.1	+0.9	11.4	11.4	+0.0	23.6	23.2	(0.4)	35.1	34.4	(0.7)
Operating expenses	1,024.7	978.3	(46.3)	241.9	242.4	+0.5	482.9	486.6	+3.7	730.7	736.1	+5.3
Personnel expenses	733.5	711.5	(21.9)	179.5	177.7	(1.7)	356.4	354.0	(2.3)	534.2	531.2	(3.0)
Salaries and allowances, etc.	600.4	581.7	(18.6)	147.1	145.8	(1.2)	291.5	290.0	(1.4)	436.7	434.8	(1.9)
Retirement benefit expenses	36.6	34.2	(2.4)	8.7	8.3	(0.3)	17.2	16.7	(0.4)	25.7	25.1	(0.5)
Legal welfare expenses	96.4	95.5	(0.8)	23.6	23.4	(0.2)	47.7	47.2	(0.5)	71.7	71.1	(0.5)
Other expenses	291.2	266.8	(24.3)	62.3	64.6	+2.3	126.4	132.6	+6.1	196.4	204.8	+8.4
Depreciation and amortization	35.6	26.2	(9.3)	6.6	6.8	+0.2	13.0	13.8	+0.7	19.6	21.0	+1.4
Taxes and dues	20.2	13.6	(6.5)	3.0	3.2	+0.1	6.6	7.0	+0.3	10.0	10.4	+0.4
Miscellaneous expenses	235.3	226.8	(8.4)	52.7	54.6	+1.8	106.6	111.7	+5.0	166.7	173.3	+6.5
Net operating income	49.3	48.5	(0.7)	17.8	13.8	(4.0)	31.0	21.7	(9.3)	47.1	29.9	(17.2)

(Billions of yen)												
	For the three months period from April to June, 2023	For the three months period from April to June, 2024	Year-on- year change	For the three months period from July to Sept., 2023	For the three months period from July to Sept., 2024	Year-on- year change	For the three months period from Oct. to Dec., 2023	For the three months period from Oct. to Dec., 2024	Year-on- year change			
Operating income	259.8	256.3	(3.4)	254.1	252.1	(2.0)	263.8	257.6	(6.2)			
Postal service commissions	48.2	48.2	(0.0)	46.5	47.9	+1.4	50.1	52.7	+2.5			
Banking commissions	84.6	81.6	(2.9)	78.7	76.0	(2.6)	79.0	75.6	(3.3)			
Insurance commissions	31.9	30.4	(1.4)	30.5	28.6	(1.9)	30.4	26.2	(4.2)			
Funds to maintain post office network	75.0	75.7	+0.7	75.0	75.7	+0.7	75.0	75.7	+0.7			
Other operating income	19.9	20.1	+0.1	23.2	23.6	+0.3	29.1	27.2	(1.9)			
Merchandising business	6.7	6.5	(0.1)	8.9	9.6	+0.7	15.7	14.0	(1.7)			
Real estate business	-	-	-	-	-	-	-	-	-			
Third-party financial product agency services	1.7	2.0	+0.2	2.1	2.3	+0.1	1.9	2.0	+0.0			
Miscellaneous income	11.4	11.4	+0.0	12.2	11.7	(0.5)	11.4	11.2	(0.2)			
Operating expenses	241.9	242.4	+0.5	241.0	244.2	+3.2	247.8	249.4	+1.6			
Personnel expenses	179.5	177.7	(1.7)	176.9	176.3	(0.6)	177.8	177.1	(0.6)			
Salaries and allowances, etc.	147.1	145.8	(1.2)	144.3	144.1	(0.1)	145.2	144.8	(0.4)			
Retirement benefit expenses	8.7	8.3	(0.3)	8.5	8.3	(0.1)	8.5	8.4	(0.1)			
Legal welfare expenses	23.6	23.4	(0.2)	24.0	23.7	(0.3)	24.0	23.9	(0.0)			
Other expenses	62.3	64.6	+2.3	64.0	67.9	+3.8	70.0	72.2	+2.2			
Depreciation and amortization	6.6	6.8	+0.2	6.4	7.0	+0.5	6.5	7.2	+0.6			
Taxes and dues	3.0	3.2	+0.1	3.6	3.7	+0.1	3.3	3.4	+0.0			
Miscellaneous expenses	52.7	54.6	+1.8	53.9	57.1	+3.1	60.0	61.6	+1.5			
Net operating income	17.8	13.8	(4.0)	13.1	7.8	(5.3)	16.0	8.1	(7.8)			

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", "For the three months ended June 30, 2023", "For the six months ended Sept. 30, 2023", "For the nine months ended Dec. 31, 2023", "For the three months period from April to June, 2023" and "For the three months period from July to Sept., 2023" "For the three months period from Oct. to Dec., 2023" 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	For the six months ended Sept. 30, 2023	For the six months ended Sept. 30, 2024	Year-on- year change	For the nine months ended Dec. 31, 2023	For the nine months ended Dec. 31, 2024	Year-on- year change
Operating income	539.1	448.8	(90.3)	103.5	124.7	+21.2	213.0	264.9	+51.9	333.3	396.0	+62.7
Global Logistics	325.2	324.9	(0.2)	74.7	82.1	+7.4	153.8	164.2	+10.3	242.8	250.3	+7.5
Global Forwarding	213.2	123.1	(90.1)	28.6	42.4	+13.8	58.7	100.4	+41.6	89.9	145.2	+55.2
Corporate etc.	0.6	0.6	+0.0	0.1	0.1	(0.0)	0.3	0.2	(0.0)	0.5	0.4	(0.0)
Operating expense	528.7	439.2	(89.4)	102.6	123.7	+21.0	209.5	260.3	+50.8	327.8	386.9	+59.0
Global Logistics	316.1	310.5	(5.5)	72.4	79.6	+7.1	147.9	158.4	+10.5	233.4	239.7	+6.3
Global Forwarding	204.7	124.4	(80.2)	29.3	42.6	+13.3	59.4	100.2	+40.7	91.0	144.3	+53.2
Corporate etc.	7.8	4.1	(3.6)	0.9	1.4	+0.5	2.1	1.6	(0.4)	3.3	2.7	(0.5)
Net Operating income (loss) (EBIT)	10.4	9.5	(0.8)	0.8	0.9	+0.1	3.4	4.5	+1.1	5.4	9.1	+3.6
Global Logistics	9.0	14.3	+5.2	2.2	2.5	+0.2	5.9	5.7	(0.2)	9.4	10.5	+1.1
Global Forwarding	8.5	(1.3)	(9.8)	(0.7)	(0.2)	+0.4	(0.7)	0.2	+0.9	(1.1)	0.8	+2.0
Corporate etc.	(7.1)	(3.4)	+3.7	(0.7)	(1.3)	(0.5)	(1.7)	(1.4)	+0.3	(2.8)	(2.3)	+0.5

(Billions of yen)

	For the three months period from April to June, 2023	For the three months period from April to June, 2024	Year-on- year change	For the three months period from July to Sept., 2023	For the three months period from July to Sept., 2024	Year-on- year change	For the three months period from Oct. to Dec., 2023	For the three months period from Oct. to Dec., 2024	Year-on- year change
Operating income	103.5	124.7	+21.2	109.4	140.1	+30.6	120.3	131.1	+10.8
Global Logistics	74.7	82.1	+7.4	79.1	82.0	+2.9	88.9	86.1	(2.8)
Global Forwarding	28.6	42.4	+13.8	30.1	57.9	+27.8	31.1	44.8	+13.6
Corporate etc.	0.1	0.1	(0.0)	0.1	0.1	(0.0)	0.1	0.2	+0.0
Operating expense	102.6	123.7	+21.0	106.8	136.5	+29.7	118.3	126.5	+8.2
Global Logistics	72.4	79.6	+7.1	75.4	78.8	+3.3	85.5	81.3	(4.1)
Global Forwarding	29.3	42.6	+13.3	30.1	57.5	+27.3	31.5	44.1	+12.5
Corporate etc.	0.9	1.4	+0.5	1.2	0.2	(0.9)	1.2	1.1	(0.1)
Net Operating income (loss) (EBIT)	0.8	0.9	+0.1	2.6	3.5	+0.9	1.9	4.5	+2.5
Global Logistics	2.2	2.5	+0.2	3.6	3.2	(0.4)	3.4	4.7	+1.3
Global Forwarding	(0.7)	(0.2)	+0.4	(0.0)	0.4	+0.4	(0.3)	0.6	+1.0
Corporate etc.	(0.7)	(1.3)	(0.5)	(1.0)	(0.1)	+0.8	(1.0)	(0.8)	+0.1

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	For the six months ended Sept. 30, 2023	For the six months ended Sept. 30, 2024	Year-on- year change	For the nine months ended Dec. 31, 2023	For the nine months ended Dec. 31, 2024	Year-on- year change
Operating income	-	87.1	+87.1	8.1	24.7	+16.5	16.5	36.7	+20.1	62.7	49.8	(12.8)
Income for rent	-	34.1	+34.1	8.1	9.9	+1.7	16.4	21.1	+4.6	25.2	33.0	+7.8
Income for sale	-	52.1	+52.1	-	14.6	+14.6	-	15.4	+15.4	37.3	16.5	(20.8)
Miscellaneous income	-	0.7	+0.7	0.0	0.1	+0.0	0.0	0.2	+0.1	0.1	0.2	+0.1
Operating expenses	-	62.4	+62.4	8.6	16.1	+7.4	17.0	26.6	+9.5	43.6	36.9	(6.7)
Personnel expenses	-	0.9	+0.9	0.2	0.2	(0.0)	0.4	0.4	(0.0)	0.7	0.6	(0.0)
Salaries and allowances, etc	-	0.7	+0.7	0.2	0.1	(0.0)	0.3	0.3	(0.0)	0.6	0.5	(0.0)
Retirement benefit expenses	-	0.0	+0.0	0.0	0.0	(0.0)	0.0	0.0	(0.0)	0.0	0.0	(0.0)
Legal welfare expenses	-	0.1	+0.1	0.0	0.0	+0.0	0.0	0.0	(0.0)	0.0	0.0	(0.0)
Other expenses	-	61.5	+61.5	8.3	15.8	+7.4	16.5	26.1	+9.6	42.8	36.2	(6.6)
Depreciation and amortization	-	11.9	+11.9	2.2	3.7	+1.5	5.2	7.4	+2.2	8.4	11.2	+2.7
Taxes and dues	-	9.0	+9.0	3.0	1.6	(1.4)	4.3	3.0	(1.2)	5.6	4.5	(1.1)
Miscellaneous expenses	-	40.5	+40.5	3.1	10.5	+7.3	7.0	15.7	+8.6	28.7	20.5	(8.2)
Net operating income (loss)	-	24.6	+24.6	(0.4)	8.6	+9.0	(0.5)	10.1	+10.6	19.1	12.9	(6.1)

(Billions of yen)

	For the three months period from April to June, 2023	For the three months period from April to June, 2024	Year-on- year change	For the three months period from July to Sept., 2023	For the three months period from July to Sept., 2024	Year-on- year change	For the three months period from Oct. to Dec., 2023	For the three months period from Oct. to Dec., 2024	Year-on- year change
Operating income	8.1	24.7	+16.5	8.3	12.0	+3.6	46.1	13.1	(33.0)
Income for rent	8.1	9.9	+1.7	8.3	11.1	+2.8	8.7	11.9	+3.1
Income for sale	-	14.6	+14.6	-	0.7	+0.7	37.3	1.0	(36.2)
Miscellaneous income	0.0	0.1	+0.0	0.0	0.0	+0.0	0.0	0.0	+0.0
Operating expenses	8.6	16.1	+7.4	8.4	10.5	+2.0	26.5	10.2	(16.2)
Personnel expenses	0.2	0.2	(0.0)	0.2	0.1	(0.0)	0.2	0.2	(0.0)
Salaries and allowances, etc	0.2	0.1	(0.0)	0.1	0.1	(0.0)	0.2	0.1	(0.0)
Retirement benefit expenses	0.0	0.0	(0.0)	0.0	0.0	(0.0)	0.0	0.0	(0.0)
Legal welfare expenses	0.0	0.0	+0.0	0.0	0.0	(0.0)	0.0	0.0	(0.0)
Other expenses	8.3	15.8	+7.4	8.2	10.3	+2.1	26.2	10.0	(16.2)
Depreciation and amortization	2.2	3.7	+1.5	2.9	3.7	+0.7	3.2	3.7	+0.4
Taxes and dues	3.0	1.6	(1.4)	1.2	1.3	+0.1	1.3	1.5	+0.1
Miscellaneous expenses	3.1	10.5	+7.3	3.9	5.1	+1.2	21.6	4.8	(16.8)
Net operating income (loss)	(0.4)	8.6	+9.0	(0.0)	1.5	+1.5	19.6	2.8	(16.7)

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

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

(3) 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", "For the three months ended June 30, 2023", "For the six months ended Sept. 30, 2023", "For the nine months ended Dec. 31, 2023", "For the three months period from April to June, 2023" and "For the three months period from July to Sept., 2023" "For the three months period from Oct. to Dec., 2023" have been adjusted accordingly.

## 6. Volumes of Items Handled

(Thousand 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	For the six months ended Sept. 30, 2023	For the six months ended Sept. 30, 2024	Year-on- year change	For the nine months ended Dec. 31, 2023	For the nine months ended Dec. 31, 2024	Year-on- year change
Total	18,538,319	17,460,836	(1,077,484)	4,285,899	4,192,679	(93,221)	8,184,459	8,187,176	+ 2,717	12,440,916	12,373,667	(67,249)
Mail	14,445,101	13,577,689	(867,412)	3,338,995	3,148,397	(190,597)	6,351,347	6,142,594	(208,753)	9,599,825	9,169,295	(430,530)
Domestic mail	14,423,155	13,554,657	(868,499)	3,333,588	3,142,710	(190,879)	6,340,775	6,131,619	(209,156)	9,582,369	9,151,677	(430,691)
Standard mail	13,870,967	13,029,436	(841,531)	3,206,331	3,017,130	(189,201)	6,077,702	5,850,739	(226,963)	9,190,950	8,744,232	(446,718)
First-class	7,532,007	7,084,854	(447,153)	1,972,759	1,881,246	(91,513)	3,688,609	3,569,958	(118,651)	5,465,680	5,175,637	(290,043)
Second-class	4,936,378	4,776,053	(160,324)	1,165,616	1,092,422	(73,194)	2,276,797	2,196,211	(80,586)	3,568,210	3,404,373	(163,838)
Third-class	163,434	152,020	(11,414)	38,854	36,950	(1,904)	76,526	73,498	(3,028)	115,573	112,210	(3,363)
Fourth-class	15,261	13,301	(1,960)	3,552	3,351	(201)	6,917	6,597	(320)	10,198	9,625	(574)
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)	28,853	4,475	(24,379)	31,288	42,387	+ 11,100
Special mail	552,188	525,220	(26,968)	127,258	125,580	(1,678)	263,072	280,880	+ 17,808	391,419	407,445	+ 16,026
International mail (dispatched)	21,946	23,032	+ 1,086	5,406	5,688	+ 282	10,572	10,975	+ 403	17,457	17,618	+ 161
Letters	11,877	13,141	+ 1,264	2,873	3,267	+ 394	5,633	6,311	+ 678	9,967	10,518	+ 551
Packages	2,062	2,294	+ 232	546	605	+ 59	1,105	1,170	+ 65	1,711	1,755	+ 44
EMS	8,007	7,598	(409)	1,987	1,816	(171)	3,834	3,495	(339)	5,779	5,345	(435)
Domestic parcel	4,093,218	3,883,147	(210,071)	946,905	1,044,281	+ 97,377	1,833,112	2,044,581	+ 211,469	2,841,091	3,204,372	+ 363,281
Yu-Pack	554,374	547,021	(7,353)	128,158	129,226	+ 1,068	266,896	269,954	+ 3,058	420,240	428,105	+ 7,864
Yu-Packet	425,943	462,644	+ 36,701	109,838	126,979	+ 17,141	219,075	259,889	+ 40,815	342,147	402,573	+ 60,427
Yu-Mail	3,112,902	2,873,482	(239,419)	708,909	788,076	+ 79,167	1,347,141	1,514,738	+ 167,597	2,078,704	2,373,694	+ 294,990

(Thousand of items)

	For the three months period from April to June, 2023	For the three months period from April to June, 2024	Year-on-year change	For the three months period from July to Sept., 2023	For the three months period from July to Sept., 2024	Year-on-year change	For the three months period from Oct. to Dec., 2023	For the three months period from Oct. to Dec., 2024	Year-on-year change
Total	4,285,899	4,192,679	(93,221)	3,898,560	3,994,497	+ 95,937	4,256,457	4,186,491	(69,966)
Mail	3,338,995	3,148,397	(190,597)	3,012,352	2,994,197	(18,155)	3,248,478	3,026,701	(221,778)
Domestic mail	3,333,588	3,142,710	(190,879)	3,007,186	2,988,910	(18,277)	3,241,594	3,020,058	(221,536)
Standard mail	3,206,331	3,017,130	(189,201)	2,871,372	2,833,610	(37,762)	3,113,247	2,893,493	(219,754)
First-class	1,972,759	1,881,246	(91,513)	1,715,850	1,688,712	(27,138)	1,777,071	1,605,679	(171,392)
Second-class	1,165,616	1,092,422	(73,194)	1,111,181	1,103,789	(7,392)	1,291,413	1,208,162	(83,251)
Third-class	38,854	36,950	(1,904)	37,672	36,549	(1,123)	39,048	38,712	(336)
Fourth-class	3,552	3,351	(201)	3,365	3,247	(119)	3,281	3,028	(254)
New Year's postcards									
Election mail	25,550	3,161	(22,388)	3,304	1,314	(1,990)	2,434	37,913	+ 35,478
Special mail	127,258	125,580	(1,678)	135,815	155,300	+ 19,485	128,347	126,566	(1,781)
International mail (dispatched)	5,406	5,688	+ 282	5,166	5,287	+ 122	6,884	6,642	(242)
Letters	2,873	3,267	+ 394	2,760	3,043	+ 284	4,334	4,207	(127)
Packages	546	605	+ 59	559	565	+ 6	606	585	(21)
EMS	1,987	1,816	(171)	1,848	1,679	(169)	1,945	1,850	(95)
Domestic parcel	946,905	1,044,281	+ 97,377	886,207	1,000,300	+ 114,093	1,007,979	1,159,791	+ 151,812
Yu-Pack	128,158	129,226	+ 1,068	138,739	140,728	+ 1,989	153,344	158,151	+ 4,807
Yu-Packet	109,838	126,979	+ 17,141	109,237	132,910	+ 23,674	123,072	142,684	+ 19,612
Yu-Mail	708,909	788,076	+ 79,167	638,232	726,662	+ 88,430	731,563	858,956	+ 127,393

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	For the six months ended Sept. 30, 2023	For the six months ended Sept. 30, 2024	Year-on- year change	For the nine months ended Dec. 31, 2023	For the nine months ended Dec. 31, 2024	Year-on- year change	
Yu-Pack	638	640	+ 2	626	622	(5)	628	623	(5)	641	628	(13)	
Yu-Packet	178	175	(3)	176	173	(2)	177	173	(3)	176	173	(3)	
Yu-Mail	65	66	+ 1	66	66	(0)	66	66	(1)	66	66	(1)	

													(Yen)
				For the three months period from April to June, 2023	For the three months period from April to June, 2024	Year-on- year change	For the three months period from July to Sept., 2023	For the three months period from July to Sept., 2024	Year-on- year change	For the three months period from Oct. to Dec., 2023	For the three months period from Oct. to Dec., 2024	Year-on- year change	
Yu-Pack				626	622	(5)	630	624	(6)	665	638	(28)	
Yu-Packet				176	173	(2)	178	173	(5)	174	173	(1)	
Yu-Mail				66	66	(0)	66	65	(1)	66	65	(1)	

Notes : Figures are rounded to the nearest unit.