

Teleconference of the Financial Results for the Three Months Ended June 30, 2025

Summary of Q&A

(August 8, 2025)

Q How do Japan Post Co.'s profit results by segment compare to the plan?

A Overall, net operating income during the three months ended June 30, 2025 exceeded the plan.

Looking at the results in each business, net operating income in the postal and domestic logistics business segment exceeded the plan due to cost control, despite Yu-Pack volumes that fell slightly short of the plan.

In the post office business segment, net operating income was largely in line with the plan. While operating income fell behind the plan due to a greater-than-anticipated impact from the suspension of measures to attract customers to post offices, operating expenses were also lower than planned due to a decrease in personnel expenses.

In the international logistics business segment, operating income was slightly below the planned level in both the Global Logistics business and the Global Forwarding business.

In the real estate business segment, operating income, operating expenses, and net operating income were all largely in line with the plan.

Q What impact do you forecast on expenses and income from the administrative disposition to revoke permission for Japan Post Co.'s general motor truck transportation business?

A The administrative disposition means that Japan Post Co. is no longer able to use its own trucks to engage in operations such as collecting parcels. At present, we are confident in our forecast for an increase in collection, transport and delivery outsourcing expenses of ¥6.5 billion this fiscal year. On the other hand, judging from the first quarter results, the impact on income does not seem to be as significant, but we will continue to monitor the situation.

Q It has been reported that Japan Post Co.'s use of light four-wheel vehicles is also being audited by the Ministry of Land, Infrastructure, Transport and Tourism. What will be the impact of this audit going forward?

A The Ministry of Land, Infrastructure, Transport and Tourism is conducting an audit concerning light four-wheel vehicles, and we are aware of the reports speculating that Japan Post Co. may become unable to use these vehicles in the future. Any further administrative dispositions or other orders will be executed by the regulatory authorities, and we are not in a position to comment on them. We will make preparations to ensure the continuation of the Yu-Pack business, even if any further administrative disposition is issued.

Q It seems that the increase in the number of Yu-Pack items sent by corporate customers has resulted in a lower-than-planned overall unit price. What are your views, and what steps will you take, in

terms of balancing unit prices and volumes going forward?

A We are continuing our efforts to balance unit prices and volumes in a way that will maximize profit. Regarding unit prices, we will negotiate contracts with our corporate customers to cope with rising costs. Regarding volumes, we will continue to work to expand the use of Yu-Pack.

Q In your answer to a previous question, you stated that you would make preparations to ensure the continuation of the Yu-Pack business, even if an administrative disposition were issued targeting Japan Post Co.'s light four-wheel vehicles. What specific measures are you taking?

A We are not in a position to comment on the specific content of any disposition. The previous reply referred to our intention to continue the Yu-Pack business. I will refrain from discussing specific details.

This document is a summary of Q&A session for this conference and includes certain revisions and corrections to help readers better understand the points in the dialogue.

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