

UNOFFICIAL TRANSLATION

Although the Company pays close attention to provide English translation of the information disclosed in Japanese, the Japanese original prevails over its English translation in the case of any discrepancy.

May 15, 2024
JAPAN POST INSURANCE Co., Ltd.

Summary of Financial Results for the Fiscal Year Ended March 31, 2024

(1) Policies

		Fiscal Year Ended March 31, 2023		Six Months Ended September 30, 2023		Fiscal Year Ended March 31, 2024	
			Increase (Decrease) as % of Fiscal Year Ended March 31, 2022		Increase (Decrease) as % of Six Months Ended September 30, 2022		Increase (Decrease) as % of Fiscal Year Ended March 31, 2023
Annualized premiums from new policies	(Millions of yen)	65,936	42.7	45,365	38.2	116,999	77.4
Of which, medical coverage, living benefits and others	(Millions of yen)	6,439	196.3	5,369	79.9	10,392	61.4
Annualized premiums from policies in force	(Millions of yen)	2,598,672	(10.0)	2,467,492	(9.7)	2,393,952	(7.9)
Of which, medical coverage, living benefits and others	(Millions of yen)	322,178	(5.2)	314,755	(4.7)	308,878	(4.1)
Insurance premiums and others	(Millions of yen)	2,200,945	(9.0)	1,096,909	(4.7)	2,484,007	12.9
Of which, individual insurance sector	(Millions of yen)	1,958,502	(7.3)	996,465	(2.7)	2,293,128	17.1
Of which, group insurance sector	(Millions of yen)	—	—	—	—	—	—
Policy amount of policies in force	(Millions of yen)	39,923,845	(8.3)	38,399,657	(7.9)	37,452,643	(6.2)
Policy amount of surrenders and lapses	(Millions of yen)	1,161,349	(15.8)	531,915	(12.3)	1,027,135	(11.6)

* Figures represent those for sums of individual insurance and individual annuities excluding figures of insurance premiums and others.

* Policy amount of surrenders and lapses are not offset by the amounts of lapses which are reinstated.

* Insurance premiums and others are based on statements of income.

* Insurance premiums and others from individual insurance sector are the total of premiums from individual insurance and individual annuities; insurance premiums and others from group insurance sector are the total of premiums from group insurance and group annuities.

* Figures of annualized premiums represent the sum of those of individual insurance and individual annuities. Annualized premiums are calculated by multiplying the amount of a single premium installment payment by a multiplier determined according to the relevant payment method to arrive at a single annualized amount. (For lump-sum payments, annualized premiums are calculated by dividing the total premium by the insured period.)

* Annualized premiums from new policies include net increase by conversion.

(2) Assets

(Consolidated Basis)

		As of March 31, 2023		As of September 30, 2023		As of March 31, 2024	
			Increase (Decrease) as % of March 31, 2022		Increase (Decrease) as % of September 30, 2022		Increase (Decrease) as % of March 31, 2023
Total assets	(Millions of yen)	62,687,388	(6.7)	61,585,410	(4.9)	60,855,899	(2.9)
Real net assets	(Billions of yen)	8,253.5	(19.4)	6,990.2	(14.7)	7,736.9	(6.3)
Solvency margin ratio	(%)	1,009.1		1,024.1		1,023.2	

(3) Core profit, Positive spread and Investment yield

		Fiscal Year Ended March 31, 2023		Fiscal Year Ended March 31, 2024		Forecast for the Fiscal Year Ending March 31, 2025
			Increase (Decrease) as % of Fiscal Year Ended March 31, 2022		Increase (Decrease) as % of Fiscal Year Ended March 31, 2023	
Core profit	(Millions of yen)	192,346	(55.2)	224,005	16.5	Approx. 180.0 billion yen

* The Increase (Decrease) as % for fiscal year ended March 31, 2023 is calculated by applying the calculation procedures for fiscal year ended March 31, 2023.

		Fiscal Year Ended March 31, 2023		Fiscal Year Ended March 31, 2024		Forecast for the Fiscal Year Ending March 31, 2025
			Increase (Decrease) compared to Fiscal Year Ended March 31, 2022		Increase (Decrease) compared to Fiscal Year Ended March 31, 2023	
Positive spread	(Billions of yen)	94.0	(39.3)	91.8	(2.2)	Approx. 90.0 billion yen

* The Increase (Decrease) for fiscal year ended March 31, 2023 is calculated by applying the calculation procedures for fiscal year ended March 31, 2023.

		Fiscal Year Ended March 31, 2023	Fiscal Year Ended March 31, 2024	Forecast for the Fiscal Year Ending March 31, 2025
Investment return on core profit	(%)	1.85	1.84	To be almost flat
Investment yield (General account)	(%)	1.43	1.54	To be almost flat
Average assumed rates of return	(%)	1.67	1.66	To be almost flat

(4) Breakdown of core profit

		Fiscal Year Ended March 31, 2023		Fiscal Year Ended March 31, 2024	
			Increase (Decrease) compared to Fiscal Year Ended March 31, 2022		Increase (Decrease) compared to Fiscal Year Ended March 31, 2023
Positive spread	(Millions of yen)	94,063	(39,323)	91,835	(2,227)
Core profit attributable to life insurance activities	(Millions of yen)	98,282	(198,128)	132,170	33,887

* The Increase (Decrease) for fiscal year ended March 31, 2023 is calculated by applying the calculation procedures for fiscal year ended March 31, 2023.

(5) Reserves

		As of March 31, 2023		As of September 30, 2023		As of March 31, 2024	
			Increase (Decrease) compared to March 31, 2022		Increase (Decrease) compared to September 30, 2022		Increase (Decrease) compared to March 31, 2023
Policy reserves (excluding contingency reserve)	(Millions of yen)	51,816,342	(3,026,117)	50,405,912	(2,945,482)	48,787,456	(3,028,885)
Reserve for price fluctuations	(Millions of yen)	889,960	(82,645)	882,888	(8,307)	873,799	(16,161)
Contingency reserve	(Millions of yen)	1,701,877	10,883	1,739,153	49,699	1,725,335	23,457
Contingency funds	(Millions of yen)	—	—	—	—	—	—
Fund for price fluctuation allowance	(Millions of yen)	—	—	—	—	—	—

(6) Unrealized gains (losses)

		As of March 31, 2023		As of September 30, 2023		As of March 31, 2024	
			Increase (Decrease) compared to March 31, 2022		Increase (Decrease) compared to September 30, 2022		Increase (Decrease) compared to March 31, 2023
Securities	(Millions of yen)	3,828,917	(1,896,329)	2,535,197	(1,246,017)	3,325,404	(503,512)
Domestic stocks	(Millions of yen)	795,850	34,818	1,190,957	583,063	1,735,787	939,936
Domestic bonds	(Millions of yen)	2,583,897	(1,907,599)	779,585	(1,971,262)	642,770	(1,941,126)
Foreign securities	(Millions of yen)	553,065	102,055	702,508	172,742	962,898	409,832
Real estate	(Millions of yen)	—	—	—	—	—	—

* Securities invested as money held in trust are included.

* The Company does not hold real estate.

* Non-consolidated results of Japan Post Insurance are listed.

(7) Investment results

		Actual results for the Fiscal Year Ended March 31, 2024
Domestic stocks	(Millions of yen)	981,672
Domestic bonds	(Millions of yen)	(1,951,759)
Foreign stocks and others	(Millions of yen)	1,095,477
Foreign bonds	(Millions of yen)	(812,611)
Real estate	(Millions of yen)	—

* Securities invested as money held in trust are included.

* Non-consolidated results of Japan Post Insurance are listed.

(8) Break-even levels

		As of March 31, 2024
Nikkei Average	(Yen)	20,800
TOPIX	(Point)	1,430
Domestic bonds	(%)	0.9
Foreign securities	(Yen)	111

* The break-even level for stocks is calculated based on valuation method of stocks fully linked to Nikkei Average and TOPIX.

* The break-even level for domestic bonds is translated into a newly-issued 10-year JGB yield and rounded to one decimal place.

* The break-even level for foreign securities is calculated based on the JPY/USD exchange rate.

(9) Outlook for the Fiscal Year Ending March 31, 2025

		Forecast for the Fiscal Year Ending March 31, 2025
Insurance premiums and others		To be increased

(10) Number of employees

		As of March 31, 2023		As of September 30, 2023		As of March 31, 2024	
			Increase (Decrease) as % of March 31, 2022		Increase (Decrease) as % of September 30, 2022		Increase (Decrease) as % of March 31, 2023
Sales personnel	(Number of persons)	11,028	877.7	10,190	(11.5)	9,673	(12.3)
Office personnel	(Number of persons)	8,120	26.5	9,098	9.7	8,754	7.8

(11) Policyholder dividends (Provision for reserve for policyholder dividends)

		Fiscal Year Ended March 31, 2023		Fiscal Year Ended March 31, 2024	
			Increase (Decrease) as % of Fiscal Year Ended March 31, 2022		Increase (Decrease) as % of Fiscal Year Ended March 31, 2023
Individual insurance/Individual annuities	(Millions of yen)	18,388	0.7	9,033	(50.9)
Others	(Millions of yen)	43,678	(20.4)	46,866	7.3

(12) Bancassurance sales

None

Appendix

Other Question Items (Fiscal Year Ended March 31, 2024)

* Provision for (reversal of) general account policy reserves associated with minimum guarantee for variable annuities, etc.

None