

# Outline of Financial Results for the Nine Months Ended December 31, 2023

February 14, 2024



- I am Imuta of Japan Post Insurance.
- Thank you for joining our conference call for “Financial Results for the Nine Months Ended December 31, 2023.”
- I will first begin with a summary of the financial results in line with the presentation materials prepared for this meeting, followed by a question and answer session.
- In addition, we will mention the primary factors when we focus on the reasons of the increase or decrease in each indicator.
- Please look at page 1.

## Summary of Financial Results

	9 months ended Dec-23	Year on Year	
<b>Ordinary Profit</b>	¥ 125.4bn	+ ¥ 46.6bn + 59.2 %	<p>【Financial Highlights】</p> <ul style="list-style-type: none"> <li>➢ While the number of policies in force decreased, core profit increased due to the decline in insurance claims payments for COVID-19. In addition, ordinary profit increased by ¥ 46.6bn (+ 59.2 %) year on year, owing to substantially improved capital gains.</li> <li>➢ The above capital gains, etc. were neutralized by reserve for price fluctuations, and net income decreased by ¥ 11.0bn ((14.5) %) year on year.</li> </ul> <p>【Policy Sales】</p> <ul style="list-style-type: none"> <li>➢ Annualized premiums from new policies for individual insurance in FY24/3 3Q increased by ¥ 16.3bn (+ 32.9 %) year on year, which continued on a course toward recovery.</li> <li>➢ Annualized premiums from policies in force decreased by ¥ 199.2bn ((6.2) %) from the end of the previous fiscal year.</li> <li>➢ The number of new policies for individual insurance increased by 58.7% year on year.</li> </ul> <p>【Embedded Value】</p> <ul style="list-style-type: none"> <li>➢ EV increased by ¥ 250.1bn (+ 7.2 %) from the end of the previous fiscal year, mainly due to an increase in unrealized gains of domestic stocks holdings resulting from an increase in the market value of domestic stocks, etc.</li> </ul>
<b>Net income</b>	¥ 65.1bn	¥ (11.0) bn (14.5) %	
<b>Annualized premiums from New policies</b>	(Individual Insurance) ¥ 65.9bn	+ ¥ 16.3bn + 32.9 %	
	(Medical Care) ¥ 8.2bn	+ ¥ 3.4bn + 71.0 %	
<b>Annualized premiums from Policies in Force</b>	(Individual Insurance) ¥ 3,018.4bn	¥ (199.2)bn (6.2) %	
	(Medical Care) ¥ 571.9bn	¥ (21.1)bn (3.6) %	
<b>EV</b>	¥ 3,713.9bn	+ ¥ 250.1bn + 7.2%	

- The financial results can be summed up as you see.
- While the number of policies in force decreased, core profit increased due to the decline in insurance claims payments for COVID-19. Then ordinary profit was ¥ 125.4 billion, a 59.2% increase year on year, owing to substantially improved capital gains or losses.
- Net income for the current period decreased 14.5% year on year to ¥ 65.1 billion, as capital gains or losses, etc. were neutralized by reserve for price fluctuations.
- Annualized premiums from new policies for individual insurance in FY24/3 3Q increased by ¥ 16.3 billion year on year, which continued on a course toward recovery.
- Annualized premiums from policies in force decreased by ¥ 199.2 billion from the end of the previous fiscal year to ¥ 3,018.4 billion.
- The number of new policies for individual insurance in FY24/3 3Q increased by 58.7% year on year.
- EV increased by 7.2% from the end of the previous fiscal year to ¥ 3,713.9 billion mainly due to an increase in unrealized gains of domestic stocks holdings resulting from an increase in the market value of domestic stocks, etc.
- Please look at page 2.

## Financial Results for the Nine Months Ended December 31, 2023 (Year on Year)

Statement of Income				Details of Ordinary Profit (Non-Consolidated)					
				(#bn)					
	9months ended Dec-22	9months ended Dec-23	Change	(Reference) Year ended Mar-23		9m onths ended Dec-22	9m onths ended Dec-23	Change	(Reference) Year ended Mar-23
Ordinary income	4,798.0	4,560.7	(237.2)	6,379.5	Core profit	134.9	169.7	34.8	192.3
Insurance premiums and others	1,669.8	1,586.5	(83.3)	2,200.9	Core profit attributable to life insurance activities	74.2	116.8	42.5	98.2
Investment income	857.9	876.5	18.6	1,159.0	Positive spread	60.7	52.9	(7.7)	94.0
Reversal of policy reserves	2,251.0	2,037.6	(213.4)	3,015.2	Hedging costs related to foreign exchange	(37.1)	(63.8)	(26.7)	(58.6)
Ordinary expenses	4,719.2	4,435.3	(283.9)	6,261.9	Net capital gains (losses)	(59.2)	6.5	65.8	(63.8)
Insurance claims and others	4,144.8	3,861.5	(283.3)	5,487.9	Gains from cancellation of investment trust	20.8	0.0	(20.7)	20.8
Investment expenses	187.1	190.6	3.4	246.4	Other one-time profits (losses)	2.4	(50.2)	(52.7)	(10.8)
Operating expenses etc. <sup>1</sup>	387.1	383.0	(4.1)	519.7	Ordinary profit	78.1	126.0	47.9	117.6
Ordinary profit	78.7	125.4	46.6	117.5					
Extraordinary gains and losses	72.8	15.5	(57.3)	82.3					
Reversal of reserve for price fluctuations <sup>2</sup>	73.0	15.6	(57.4)	82.6					
Provision for reserve for policyholder dividends	43.7	48.1	4.4	62.0					
Total income taxes	31.6	27.6	(4.0)	40.2					
Net income attributable to Japan Post Insurance	76.2	65.1	(11.0)	97.6					

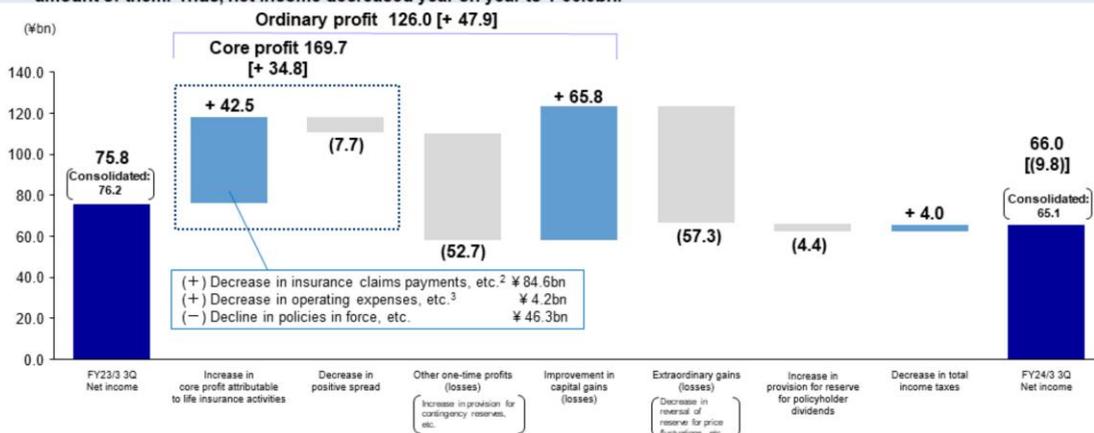
Note: Only major line items are shown.

1. Sum of Operating expenses and Other ordinary expenses.
2. Plus signs indicate reversals, while brackets ( ) indicate provisions.

- This page shows the financial highlights.
- The factors for changes will be explained at next page.
- Please look at page 3.

## Factors for Year on Year Changes (Non-Consolidated)

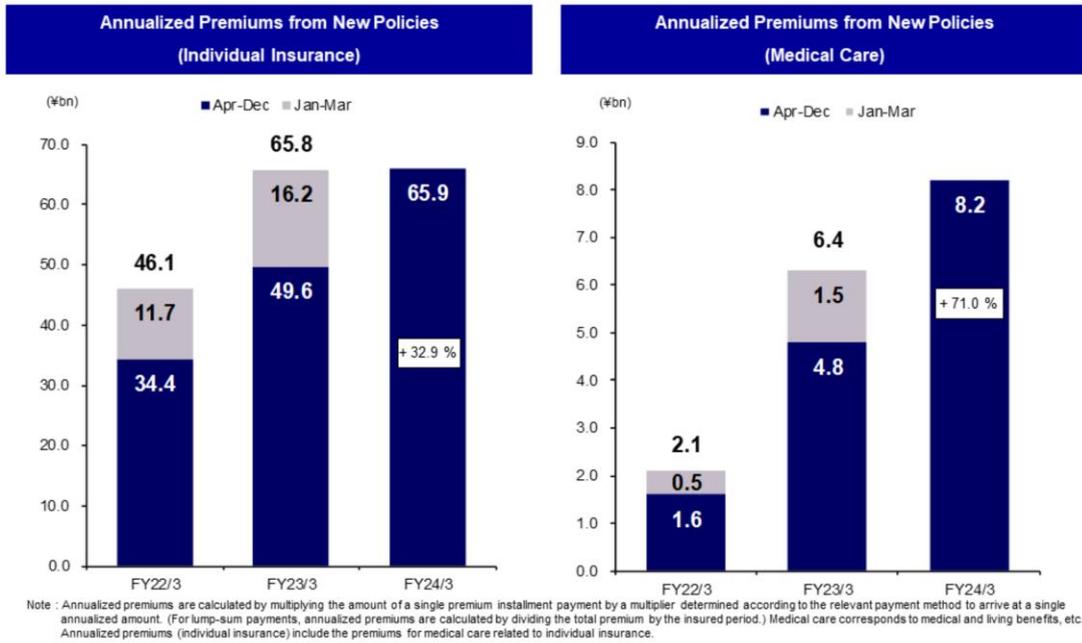
- While the number of policies in force decreased, core profit increased year on year to ¥ 169.7 bn due to the decline in insurance claims payments for COVID-19.
- Ordinary profit increased year on year to ¥ 126.0bn, owing to substantially improved capital gains, although other one-time profits decreased in line with an increase in provisions for contingency reserves due to a decline in insurance claims payments for COVID-19.
- Regarding capital gains or losses<sup>1</sup> and hedging costs related to foreign exchange included in positive spread, the company continued to adopt accounting treatments to provide or to reverse the reserve for price fluctuations corresponding to the amount of them. Thus, net income decreased year on year to ¥ 66.0bn.



1. The gains from cancellation of investment trust are excluded from provision of reserve for price fluctuations.
2. "Decrease in insurance claims payments, etc." is mainly due to the absence of the impact of COVID-19.
3. "Decrease in operating expenses, etc." shows the difference between FY23/3Q and FY24/3Q. This figure is calculated by adding up "Operating expenses" and "Other ordinary expenses."

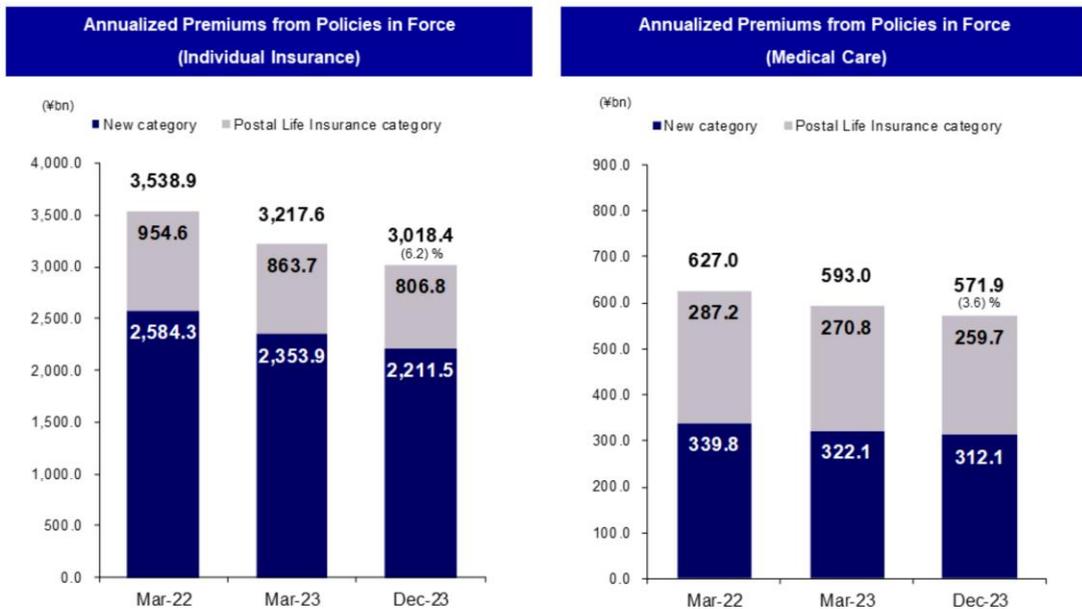
- These are the factors for changes in the financial results for the current period.
- While the number of policies in force decreased, core profit increased year on year to ¥ 169.7 billion due to the decline in insurance claims payments for COVID-19. Ordinary profit increased year on year to ¥ 126.0 billion, owing to substantially improved capital gains or losses, although other one-time profits or losses decreased in line with an increase in provisions for contingency reserves due to a decline in insurance claims payments for COVID-19.
- Regarding capital gains or losses and hedging costs related to foreign exchange included in positive spread, we continued to adopt accounting treatments to provide or to reverse the reserve for price fluctuations corresponding to the amount of them. Thus, net income decreased year on year to ¥ 66.0 billion.
- Please look at page 4.

## Policy Sales [Annualized Premiums from New Policies]



- From here, I would like to explain our policy sales.
- Annualized premiums from new policies for individual insurance increased by 32.9% year on year to ¥ 65.9 billion and annualized premiums from new policies for medical care increased by 71.0% year on year to ¥ 8.2 billion.
- Please look at page 5.

## Policy Sales [Annualized Premiums from Policies in Force]



Note: "New category" shows individual insurance policies underwritten by Japan Post Insurance. "Postal Life Insurance category" shows postal life insurance policies reinsured by Japan Post Insurance from Organization for Postal Savings, Postal Life Insurance and Post Office Network.

- Annualized premiums from policies in force for individual insurance decreased by 6.2% from the end of the previous fiscal year to ¥ 3,018.4 billion.
- Annualized premiums from policies in force for medical care decreased by 3.6% from the end of the previous fiscal year to ¥ 571.9 billion.
- Please look at page 6.

## Investments [Asset Portfolio]

Asset Portfolio						Spread and Investment Yield			
	Mar-23		Dec-23		Change		9 months ended		(Reference) Year ended Mar-23
	Amount	Share	Amount	Share			Dec-22	Dec-23	
(¥bn)									
Bonds	44,613.8	71.2 %	43,411.9	71.2 %	(1,201.8)				
Japanese government bonds	37,114.6	59.2 %	36,688.4	60.2 %	(426.1)	Positive spread	60.7	52.9	94.0
Japanese local government bonds	3,390.6	5.4 %	2,742.7	4.5 %	(647.8)	Average assumed rates of return <sup>1</sup>	1.67 %	1.66 %	1.67 %
Japanese corporate bonds	4,108.5	6.6 %	3,980.6	6.5 %	(127.8)	Investment return on core profit <sup>2</sup>	1.82 %	1.80 %	1.85 %
Return seeking assets <sup>1</sup>	9,830.4	15.7 %	10,407.6	17.1 %	577.2	Net capital gains (losses)	(59.2)	6.5	(63.8)
Domestic stocks <sup>2</sup>	2,808.4	4.2 %	3,066.9	5.0 %	458.5	1. Average assumed rates of return are the assumed return on general account policy reserves. 2. Investment return on core profit is the return with respect to earned policy reserves.			
Foreign stocks <sup>2</sup>	534.5	0.9 %	642.2	1.1 %	107.7	Duration			
Foreign bonds <sup>2</sup>	4,680.3	7.5 %	4,445.8	7.3 %	(234.5)	(years)			
Other <sup>3</sup>	2,007.0	3.2 %	2,252.6	3.7 %	245.5		Mar-23	Dec-23	
Alternative assets	1,313.6	2.1 %	1,532.2	2.5 %	218.6	Assets	10.6	10.2	
Loans	3,605.8	5.8 %	3,304.4	5.4 %	(301.4)	Liabilities	12.3	11.9	
Others	4,637.2	7.4 %	3,861.7	6.3 %	(775.5)	Difference	1.7	1.7	
Cash and deposits, call loans	1,476.5	2.4 %	1,293.1	2.1 %	(183.4)	Note: The duration for accounting purposes of insurance liabilities related to individual insurance and individual annuities and yen-denominated interest-bearing assets.			
Receivables under resale agreements	1,384.7	2.2 %	960.3	1.6 %	(424.3)				
<b>Total assets</b>	<b>62,687.3</b>	<b>100.0 %</b>	<b>60,985.7</b>	<b>100.0 %</b>	<b>(1,701.6)</b>				

- Return seeking assets include domestic and foreign stocks, foreign-currency-denominated bonds, investment trusts, etc. held for investment purposes among the assets recorded under "money held in trust" and "securities" on the balance sheet.
- "Domestic stocks," "Foreign stocks" and "Foreign bonds" include individual stocks and bonds, as well as investment trusts investing only in the specified assets.
- Bank loans, multi-asset, alternative investment (real estate fund, private equity, infrastructure equity, etc.), etc.

- I would like to move on to the results of investments.
- We mainly invest in bonds from the standpoint of ALM to match yen-denominated interest-bearing assets with yen-denominated interest-bearing liabilities.
- As shown in the chart on the left, the amount of return seeking assets such as stocks and foreign bonds was ¥ 10,407.6 billion, which accounts for 17.1% of total assets at the end of the current period. Continuing from the previous fiscal year, while the balance of hedged foreign bonds is being reduced, rising fair value, mainly for domestic stocks, and ongoing investments into alternative assets have led to an increase in both the amount and relative proportion from the end of the previous fiscal year.
- As shown in the chart on the right, the average assumed rates of return was 1.66%. The investment return on core profit was 1.80%. As a result, a positive spread of ¥ 52.9 billion was achieved.
- Capital gains or losses were ¥ 6.5 billion, due to an improvement in gains or losses on sales of securities, etc.
- Please look at page 7.

## Investments [Fair Value Information of Securities]

### Fair Value Information of Securities

(¥bn)

	Mar-23			Dec-23			Change		
	Book value	Fair value	Net unrealized gains (losses)	Book value	Fair value	Net unrealized gains (losses)	Book value	Fair value	Net unrealized gains (losses)
Total	53,932.2	57,758.3	3,826.0	52,767.7	55,807.6	3,039.8	(1,164.4)	(1,950.7)	(786.2)
Held-to-maturity bonds	32,935.5	35,502.3	2,566.8	32,243.7	33,634.2	1,390.5	(691.8)	(1,868.0)	(1,176.2)
Policy-reserve-matching bonds	8,075.0	8,237.6	162.6	7,948.1	7,850.4	(97.7)	(126.8)	(387.2)	(260.3)
Available-for-sale securities	12,921.7	14,018.3	1,096.5	12,575.8	14,322.8	1,747.0	(345.8)	304.5	650.4
Securities etc.	9,544.9	9,346.3	(198.6)	9,073.0	8,927.9	(145.1)	(471.8)	(418.3)	53.4
Bonds	3,878.7	3,733.1	(145.5)	3,619.0	3,381.9	(237.0)	(259.7)	(351.2)	(91.5)
Domestic stocks	330.0	397.5	67.4	343.7	470.1	126.3	13.6	72.5	58.8
Foreign securities	2,964.3	2,949.2	(15.0)	2,290.0	2,320.0	30.0	(674.2)	(629.1)	45.0
Other securities	1,800.2	1,693.9	(106.2)	2,099.8	2,034.9	(64.9)	299.6	340.9	41.3
Deposits etc.	571.5	572.3	0.7	720.3	720.8	0.5	148.7	148.5	(0.2)
Money held in trust	3,376.7	4,672.0	1,295.2	3,502.8	5,394.9	1,892.1	126.0	722.9	596.9
Domestic stocks <sup>1</sup>	1,470.7	2,199.1	728.3	1,485.3	2,585.2	1,099.9	14.5	386.1	371.5
Foreign stocks <sup>1</sup>	275.4	534.5	259.0	282.0	642.2	360.1	6.5	107.7	101.1
Foreign bonds <sup>1</sup>	643.1	673.2	30.0	637.1	720.2	83.0	(6.0)	46.9	53.0
Other <sup>2</sup>	987.3	1,265.0	277.7	1,098.2	1,447.2	348.9	110.9	182.1	71.1

Note: This table only shows securities with a fair value. It also includes the handling of securities under the Financial Instruments and Exchange Act.

1. "Domestic stocks," "Foreign stocks" and "Foreign bonds" include individual stocks and bonds, as well as investment trusts investing only in the specified assets.

2. Cash and deposits, bank loans and alternative investment.

- This page shows the fair value of securities and net unrealized gains or losses.
- In the period under review, we recorded ¥ 1,747.0 billion in net unrealized gains on available-for-sale securities that are calculated at fair value for accounting purposes compared with the end of March, 2023, mainly due to an increase in the market value of domestic stocks.
- The Company recorded a net unrealized loss of ¥ 97.7 billion for policy-reserve-matching bonds, while there were net unrealized gains of ¥ 3,039.8 billion for total securities.
- Please look at page 8.

## Expenses

### Expenses

(¥bn)

	9months ended Dec-22	9months ended Dec-23	Change	(Reference) Year ended Mar-23
Operating expenses	329.6	322.5	(7.0)	445.7
Commissions <sup>1</sup>	102.7	91.1	(11.5)	134.8
Sales Commissions	26.8	18.6	(8.2)	34.4
Maintenance Commissions	75.8	72.5	(3.3)	100.3
Contributions <sup>2</sup>	37.6	42.3	4.7	50.1
Others	189.2	189.0	(0.2)	260.7
Other ordinary expenses	57.5	60.4	2.8	74.0
Depreciation and amortization	29.6	30.8	1.1	39.4
Operating expenses etc	387.1	383.0	(4.1)	519.7

1. Commissions paid to Japan Post Co.

2. Contributions paid to Organization for Postal Savings, Postal Life Insurance and Post Office Network based on the related law.

- Expenses for the period are presented on this page.
- Operating expenses for the current period were ¥ 322.5 billion, of which approximately 40% consist of commissions paid to Japan Post Co. and contributions paid to Organization for Postal Savings, Postal Life Insurance and Post Office Network.
- The commissions consist of sales commissions corresponding to actual sales of new policies and maintenance commissions paid mainly for outsourced operations of maintenance and payment services.
- Commissions decreased by ¥ 11.5 billion year on year to ¥ 91.1 billion.
- Contributions increased by ¥ 4.7 billion year on year to ¥ 42.3 billion.
- Please look at page 9.

## Financial Soundness

Internal Reserves				Solvency Margin Ratio		
	Mar-23	Dec-23	Provisions in the period		Mar-23	Dec-23
			(¥bn)			
Contingency reserve	1,701.8	1,752.1	50.2	Solvency Margin Ratio	1,009.1 %	1,035.9 %
Postal Life Insurance category <sup>1</sup>	1,260.2	1,311.0	50.8	Total amount of solvency margin	5,636.9	6,355.3
New category	441.6	441.0	(0.5)	Total amount of risk	1,117.1	1,226.9
Reserve for price fluctuations	889.9	874.3	(15.6)	Real net assets	8,253.5	7,498.0
Postal Life Insurance category	711.2	739.2	27.9			
New category	178.6	135.0	(43.6)			
Additional policy reserve	5,373.0	5,196.6	(176.3)			
Postal Life Insurance category <sup>1</sup>	5,370.0	5,194.6	(175.3)			
New category	2.9	1.9	(0.9)			

Note : "Postal Life Insurance category" shows the amounts generated from the postal life insurance policies, and "New category" shows the figure after deduction of "Postal Life Insurance category" from the total.

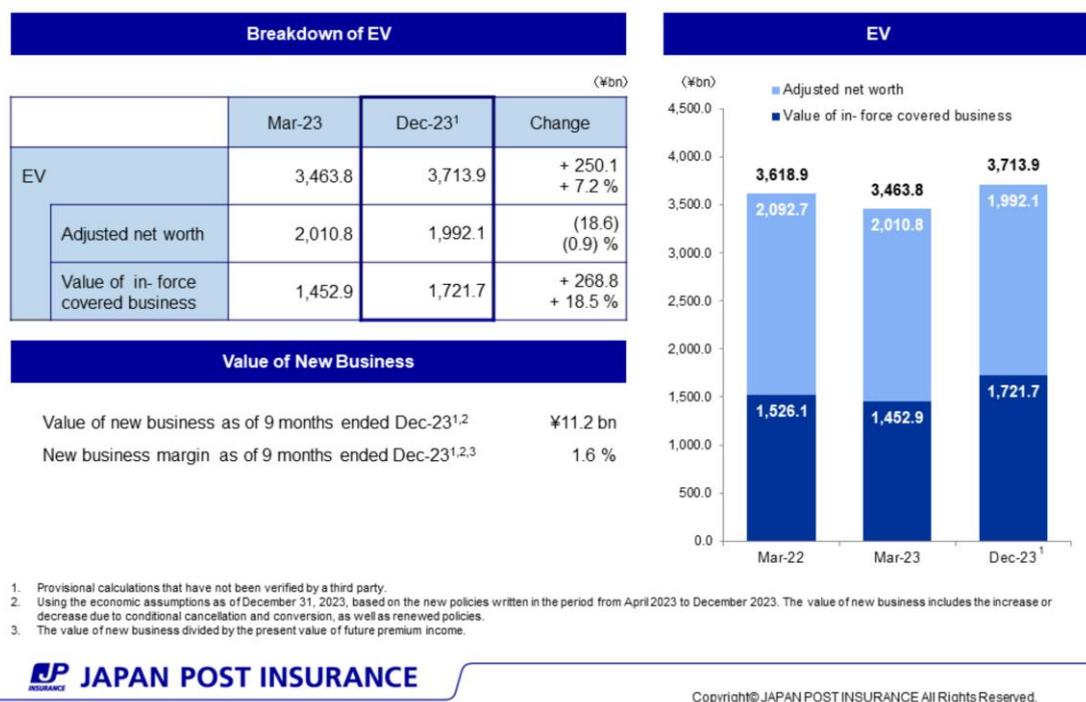
1. For the Postal Life Insurance category, the Company accumulated additional policy reserves which were funded by contingency reserves at the end of March, 2021. With this operation, the Company also provided contingency reserves in excess of the statutory reserve standards in order to restore the level of them from the end of March, 2021 onward.

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- I would like to report on our financial soundness.
- In order to maintain financial soundness for the stable management in the future, as well as counter risks associated with changes in the business environment, we have accumulated contingency reserves of ¥ 1,752.1 billion and reserve for price fluctuations of ¥ 874.3 billion.
- Additional policy reserves accumulated mainly to cover negative spreads were ¥ 5,196.6 billion at the end of the current period.
- The solvency margin ratio was 1,035.9%, maintaining a high level of soundness.
- Please look at page 10.

## Embedded Value



- I would like to explain the current status of EV.
- EV as of December 31, 2023 was ¥ 3,713.9 billion, an increase of ¥ 250.1 billion from the end of the previous fiscal year.
- Adjusted net worth decreased by ¥ 18.6 billion from the end of the previous fiscal year to ¥ 1,992.1 billion, mainly due to dividends, despite the increase in net income.
- Value of in-force covered business increased by ¥ 268.8 billion from the end of the previous fiscal year to ¥ 1,721.7 billion, mainly due to an increase in unrealized gains of domestic stocks holdings resulting from an increase in the market value of domestic stocks, etc.
- Value of new business for the current period was calculated based on the economic assumptions as of the end of December 2023.
- The value of new business increased by ¥ 11.7 billion year on year to ¥ 11.2 billion due to higher interest rates and an increase of the number of new policies. Then, the new business margin was 1.6 %.
- Please note that the EV and value of new business figures for the current period disclosed in this material are provisional calculations that have not been verified by a third-party.
- Please look at page 11.

## The Forecasts for Full-year Financial Results for the Year Ending March 31, 2024

### Full-year Financial Results Forecast

	Year ending Mar-24 (Forecast)	9months ended Dec-23	Achievement
Ordinary income	5,890.0	4,560.7	77.4%
Ordinary profit	140.0	125.4	89.6%
Net income <sup>1</sup>	72.0	65.1	90.5%

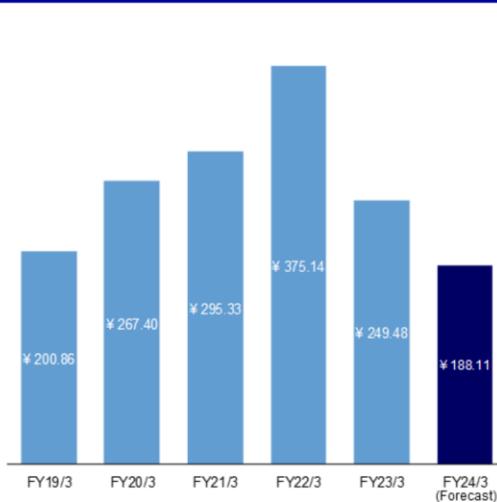
Net income per share	¥188.11	¥170.23
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### Full-year Financial Results Forecast (non-consolidated)

	Year ending Mar-24 (Forecast)	9months ended Dec-23	Achievement
Core profit	Approx. 200.0	169.7	84.9%

1. Net income attributable to Japan Post Insurance.

### Earnings Per Share



- I will explain the forecasts for full-year financial results for the year ending March 31, 2024.
- In the current period, though our business has been progressing at a level exceeding our plan, there is no change to our consolidated financial results forecasts for the year ending March 31, 2024 at this point of time.
- Please look at page 12.

# Shareholder Return

## Shareholder Return Policies during the period of the Medium-term Management Plan

- The Company in principle aims not to decrease but to increase dividend per share for the period of the Medium-term Management Plan up to FY2025, while considering earning prospects and financial soundness.
- By taking timely measures, including acquisition of treasury stock, to return profits to shareholders flexibly, we will aim for an average total payout ratio from 40% to 50% in the medium term.

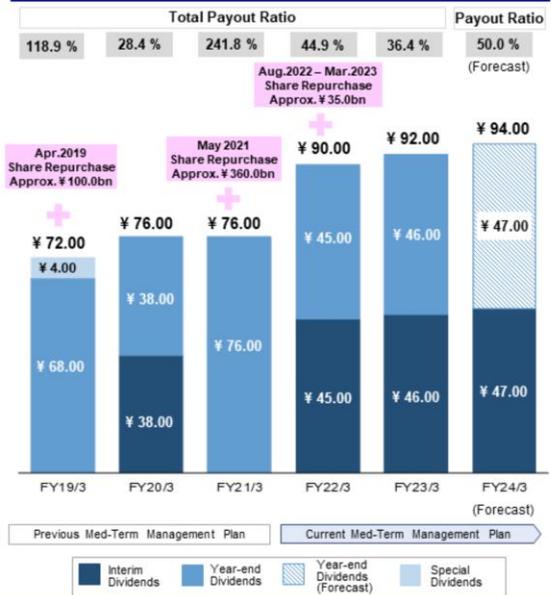
## Shareholder Return for the Year Ended March 31, 2023

- For FY23/3, dividends to shareholders at ¥ 92 per share have been paid.

## Shareholder Return for the Year Ending March 31, 2024

- As for dividends to shareholders for FY24/3, no change is being contemplated to ¥ 94 per share as scheduled.
- The Company plans to provide cash dividends twice a year as the interim dividends and the year-end dividends. (Interim dividends have been paid.)

## Shareholder Return



- Lastly, I will explain our Shareholder Return.
- Regarding shareholder return policies, there is no change contemplated to the hitherto announced shareholder return policies.
- In addition there is no change in shareholder returns for the fiscal year ending March 31, 2024, from a dividend of 94 yen per share.
- This concludes my explanation for the financial results.
- As previously announced, we have included the URL for financial data that has been posted on our IR site on the last page of this document.
- Please review to that as needed.
- This concludes my explanation.

**APPENDIX**

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## Overview of Balance Sheets

### Overview of Balance Sheets

(¥bn)

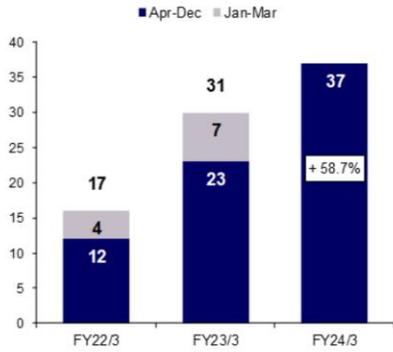
	Mar-23	Dec-23	Change		Mar-23	Dec-23	Change
Total Assets	62,687.3	60,985.7	(1,701.6)	Total Liabilities	60,312.0	58,116.6	(2,195.3)
Cash and deposits	1,436.5	1,253.1	(183.4)	Policy reserves	53,518.2	51,480.5	(2,037.6)
Money held in trust	4,772.3	5,504.7	732.4	Contingency reserve	1,701.8	1,752.1	50.2
Securities	49,841.4	48,499.8	(1,341.6)	Additional policy reserve	5,373.0	5,196.6	(176.3)
Loans	3,605.8	3,304.4	(301.4)	Bonds payable	300.0	400.0	100.0
Tangible fixed assets	92.7	91.4	(1.2)	Reserve for price fluctuations	889.9	874.3	(15.6)
Intangible fixed assets	92.3	92.1	(0.2)	Net assets	2,375.3	2,869.0	493.7
Deferred tax assets	1,028.7	867.9	(160.8)	Total shareholders' equity	1,570.5	1,600.1	29.6
				Capital stock	500.0	500.0	-
				Capital surplus	405.0	405.0	-
				Retained earnings	701.5	696.0	(5.4)
				Treasury stock	(36.0)	(0.9)	35.1
				Total accumulated other comprehensive income	804.8	1,268.9	464.0

Note: Only major line items are shown.

# Policy Sales

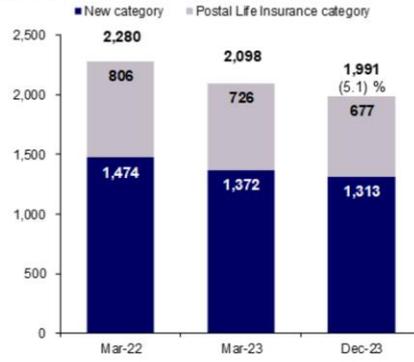
## Number of New Policies (Individual Insurance)

(10 thousands)



## Number of Policies in Force (Individual Insurance)

(10 thousands)



Note : "New category" shows individual insurance policies underwritten by Japan Post Insurance. "Postal Life Insurance category" shows postal life insurance policies reinsured by Japan Post Insurance from Organization for Postal Savings, Postal Life Insurance and Post Office Network.

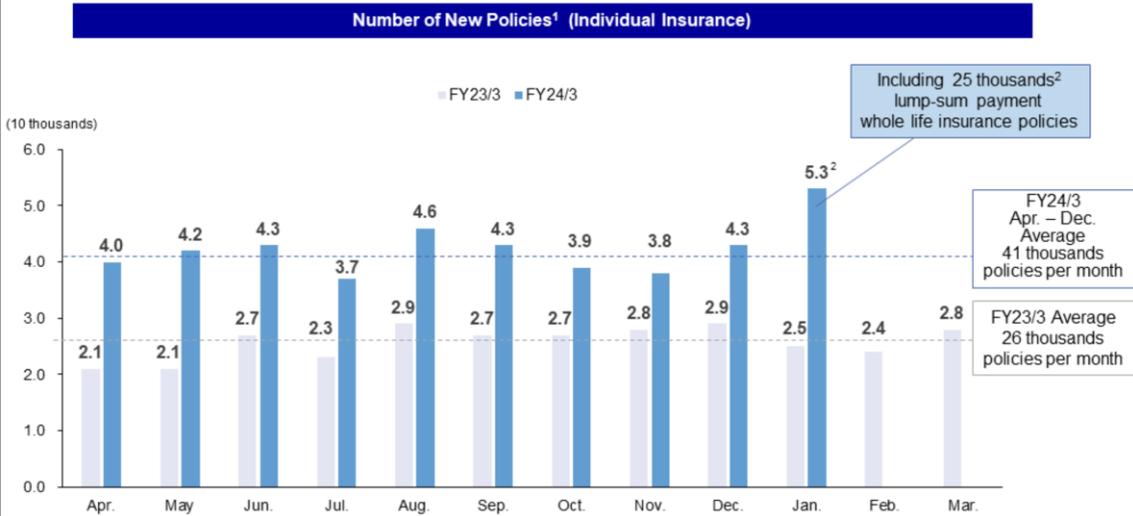
## Numbers of Surrender and Lapse (Individual Insurance)

(10 thousands)

	FY22/3	FY23/3	FY24/3
Full year	50	42	-
Apr-Dec	38	32	29

Note : Sum of "New category" and "Postal Life Insurance category."

# Monthly Change of Number of New Policies



1. The number of new policies includes policies after conversion and excludes renewed policies.
2. The number of new policies which entered into force in January 2024. The number of new policies sold in January was approximately 75 thousands policies (including approximately 49 thousands lump-sum payment whole life insurance policies).

## Breakdown of Policies by Product

### Breakdown of New Policies

(10 thousands)

	9months ended Dec-22		9months ended Dec-23	
	Number of policies	Share	Number of policies	Share
Individual insurance	23	100.0 %	37	100.0 %
Endowment insurance	16	69.6 %	20	55.7 %
Ordinary endowment insurance	11	47.9 %	13	36.8 %
Ordinary endowment insurance (with a relaxed underwriting criteria)	0	1.9 %	0	1.5 %
Special endowment insurance <sup>1</sup>	4	19.8 %	6	17.5 %
Whole life insurance	4	17.5 %	8	22.1 %
Ordinary whole life insurance (Fixed amount type)	1	6.0 %	2	5.7 %
Ordinary whole life insurance (with a relaxed underwriting criteria)	0	1.2 %	0	1.4 %
Ordinary whole life insurance (Increased amount type)	1	8.4 %	3	10.3 %
Special whole life insurance	0	2.9 %	1	4.8 %
Educational endowment insurance	2	9.0 %	5	15.7 %
Other insurance	0	3.8 %	2	6.5 %

Note1 : Only major products are shown.

Note2 : Policies in force includes postal life insurance policies.

1. Increased amount type endowment insurance.

### Breakdown of Policies in Force

(10 thousands)

	Mar-23		Dec-23	
	Number of policies	Share	Number of policies	Share
Individual insurance	2,098	100.0 %	1,991	100.0 %
Endowment insurance	677	32.3 %	609	30.6 %
Ordinary endowment insurance	441	21.0 %	395	19.9 %
Ordinary endowment insurance (with a relaxed underwriting criteria)	3	0.2 %	4	0.2 %
Special endowment insurance <sup>1</sup>	232	11.1 %	209	10.5 %
Whole life insurance	1,109	52.9 %	1,083	54.4 %
Ordinary whole life insurance (Fixed amount type)	332	15.8 %	319	16.1 %
Ordinary whole life insurance (with a relaxed underwriting criteria)	5	0.2 %	5	0.3 %
Ordinary whole life insurance (Increased amount type)	246	11.7 %	243	12.2 %
Special whole life insurance	525	25.1 %	513	25.8 %
Educational endowment insurance	297	14.2 %	282	14.2 %
Other insurance	13	0.7 %	16	0.8 %

## Quarterly Change of Annualized Premiums from New Policies

### Annualized Premiums from New Policies (Individual Insurance)

(¥bn)

	FY21/3	FY22/3	FY23/3	FY24/3	
1Q	6.0	11.6	16.6	23.0	+ 38.9 %
2Q	9.0	11.2	16.1	22.2	+ 37.2 %
3Q	7.2	11.4	16.8	20.6	+ 22.7 %
4Q	8.3	11.7	16.2	—	
<b>Total</b>	<b>30.6</b>	<b>46.1</b>	<b>65.8</b>	<b>65.9</b>	

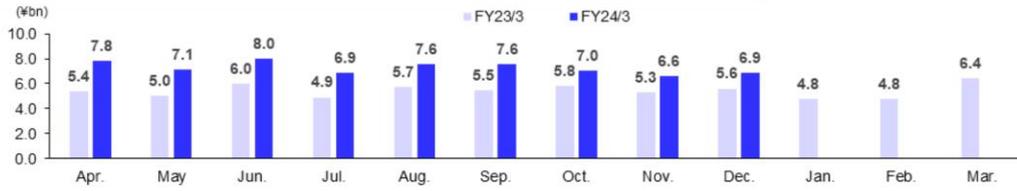
### Annualized Premiums from New Policies (Medical Care)

(¥bn)

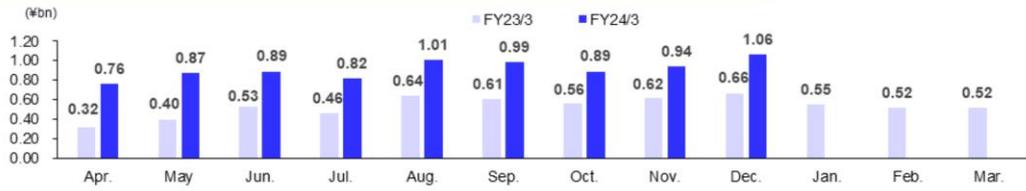
	FY21/3	FY22/3	FY23/3	FY24/3	
1Q	0.2	0.4	1.2	2.5	+ 100.5 %
2Q	0.4	0.5	1.7	2.8	+ 64.8 %
3Q	0.3	0.5	1.8	2.9	+ 56.6 %
4Q	0.4	0.5	1.5	—	
<b>Total</b>	<b>1.4</b>	<b>2.1</b>	<b>6.4</b>	<b>8.2</b>	

## Monthly Change of Annualized Premiums from New Policies

### Annualized Premiums from New Policies (Individual Insurance)



### Annualized Premiums from New Policies (Medical Care)



### Medical Care<sup>1</sup> Ratio to Annualized Premiums from New Policies (Individual Insurance)

	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
FY23/3	5.9 %	8.0 %	8.8 %	9.4 %	11.2 %	11.2 %	9.6 %	11.7 %	11.7 %	11.3 %	10.9 %	8.0 %
FY24/3	9.7 %	12.2 %	11.1 %	11.8 %	13.4 %	13.0 %	12.6 %	14.2 %	15.3 %	-	-	-

1. Only for the premiums for medical care related to individual insurance.

## Breakdown of Annualized Premiums from New Policies by Sales channel

### Breakdown of Annualized Premiums from New Policies (Individual Insurance)

(¥bn)

	9months ended Dec-22		9months ended Dec-23		Change
		Share		Share	
Post Offices <sup>1</sup>	12.4	25.0%	19.4	29.4%	+ 56.3 %
Retail Service Division	9.9	20.0%	18.2	27.6%	+ 83.6 %
Branch offices (Whole Sales)	27.3	55.0%	28.3	42.9%	+ 3.7 %
Total	49.6	100.0%	65.9	100.0%	+ 32.9 %

### Breakdown of Annualized Premiums from New Policies (Medical Care)

(¥bn)

	9months ended Dec-22		9months ended Dec-23		Change
		Share		Share	
Post Offices <sup>1</sup>	2.6	55.2%	4.1	50.0%	+ 55.0 %
Retail Service Division	2.0	41.4%	3.9	48.3%	+ 99.5 %
Branch offices (Whole Sales)	0.1	3.4%	0.1	1.6%	(17.6) %
Total	4.8	100.0%	8.2	100.0%	+ 71.0 %

<sup>1</sup>. Includes amounts of the Contracted post offices.

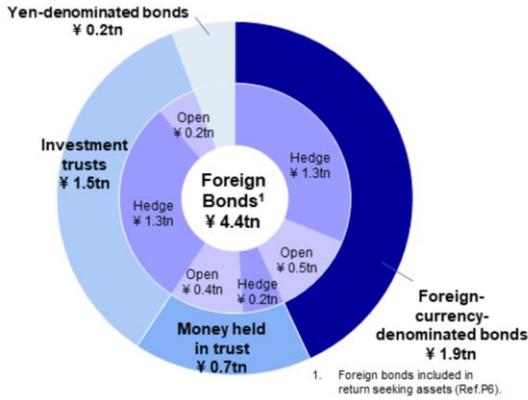
## Interest, Dividends and Other Income and Capital gains(losses)

Interest, Dividends and Other Income				Capital gains(losses)			
(¥bn)				(¥bn)			
	9months ended Dec-22	9months ended Dec-23	(Reference) Year ended Mar-23		9months ended Dec-22	9months ended Dec-23	(Reference) Year ended Mar-23
Investment income	857.9	876.5	1,159.0	Capital gains	194.8	288.3	287.1
Interest, dividends and other income	720.5	653.1	950.7	Gains on money held in trust	103.3	131.7	150.3
Interest on deposits	0.0	0.0	0.0	Gains on sales of securities	33.0	79.1	50.5
Interest and dividends on securities	660.9	598.8	869.7	Gains on derivative financial instruments	-	-	-
Interest on corporate and government bonds	526.7	516.4	699.1	Gains on foreign exchanges	0.4	13.5	6.8
Domestic stock dividends	6.4	7.6	11.2	Other capital gains <sup>1</sup>	57.9	63.8	79.4
Interest and dividends on foreign securities	92.3	62.7	117.7	Capital losses	(254.0)	(281.8)	(351.0)
Others	35.3	11.9	41.6	Losses on money held in trust	-	-	-
Interest on loans	10.1	9.7	13.3	Losses on sales of securities	(143.5)	(111.6)	(177.2)
Interest on loans to the Management Organization	46.0	37.0	60.1	Losses on valuation of securities	-	(0.0)	(0.3)
Rent revenue from real estate	-	-	-	Losses on derivative financial instruments	(39.0)	(72.3)	(60.5)
Interest and dividends on others	3.4	7.4	7.4	Losses on foreign exchanges	-	-	-
				Other capital losses <sup>2</sup>	(71.5)	(97.7)	(112.8)
				Net Capital gains(losses)	(59.2)	6.5	(63.8)

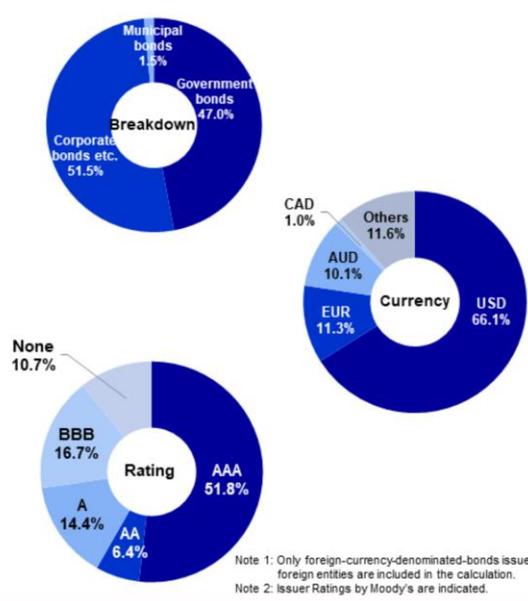
1. Amount equivalent to hedging cost related to foreign exchange and gains from cancellation of investment trust is recognized as "Other capital gains."
2. Amount equivalent to income gains associated with money held in trust is recognized as "Other capital losses."

# Exposure to Foreign Bonds (as of December 31, 2023)

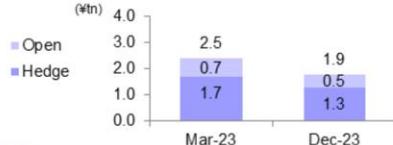
## Breakdown of Foreign Bonds



## Foreign-currency-denominated Bonds

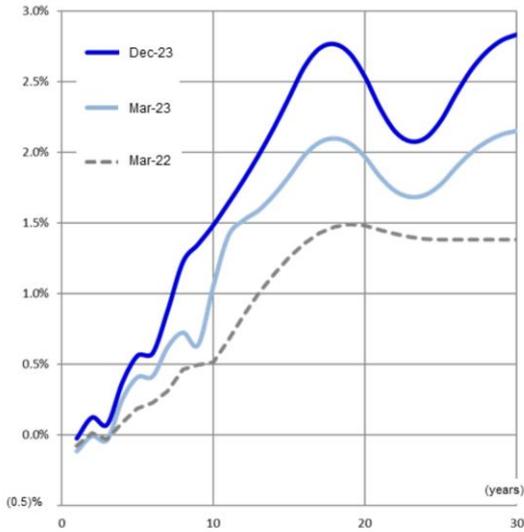


## Change of Foreign-currency-denominated Bonds



# Fluctuations of Interest Rates (EV Assumptions)<sup>1</sup>

**Forward Rate (Mar-22 to Dec-23)**



**Forward Rate**

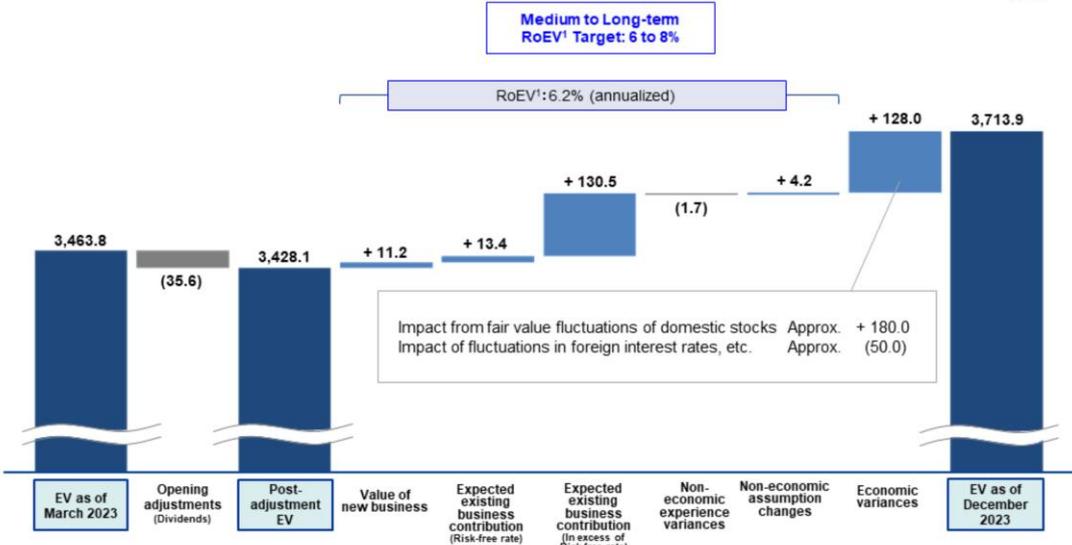
	Mar-22	Mar-23 <sup>①</sup>	Dec-23 <sup>②</sup>
10 years	0.513 %	1.056 %	1.484 %
20 years	1.480 %	1.967 %	2.530 %
30 years	1.382 %	2.153 %	2.832 %

Note: The economic assumptions used for the calculation of EV and the value of new business are as follows:  
 EV as of March 31, 2023 : ①  
 Value of new business for FY24/3Q : ②  
 EV as of December 31, 2023 : ③

1. Interest rates used herein (assumptions for EV) are forward rates calculated based on the market yields on JGBs announced by the Ministry of Finance, Japan.

# Movement Analysis of EV

(¥bn)



1. Calculated by excluding economic variance factors.

Note : Provisional calculations that have not been verified by a third party.

## Status of Insurance payment for COVID-19

Status of insurance payment for COVID-19<sup>1)</sup>

		FY21/3	FY22/3	FY23/3	FY24/3			Total <sup>2)</sup>
					1Q	2Q	3Q	
Death benefits	Amount (¥bn)	4.9	13.3	45.8	8.9	2.0	1.0	12.0
	Number	1,456	3,807	15,257	2,943	650	329	3,922
Double payment	Amount (¥bn)	2.4	6.5	22.7	4.4	1.0	0.5	5.9
	Number	1,450	3,800	15,251	2,942	650	329	3,921
Hospitalization benefits	Amount (¥bn)	0.8	5.4	61.0	2.4	1.3	0.9	4.6
	Number	14,023	110,562	1,493,752	54,058	29,201	20,312	103,571
Payment for deemed hospitalization	Amount (¥bn)	0.3	3.8	58.6	1.8	1.1	0.7	3.7
	Number	7,425	94,917	1,463,136	49,212	27,213	19,153	95,578

**(Reference) Handling of insurance claims payments for COVID-19**

- From April 2020, the Company has been implementing a system in which policyholders are eligible for a double payment of insurance benefits in the event of death from COVID-19. Furthermore, the Company provides payment of hospitalization benefits for treatment at home or at a lodging (deemed hospitalization) after being diagnosed with COVID-19.
- From September 26, 2022 onward, hospitalization benefits payments for deemed hospitalization are limited to those who are at high risk of severe symptoms.
- From May 8, 2023 onward, in line with the change in COVID-19 legal status, the Company has concluded the double payment of insurance claims and the payment of hospitalization benefits claims for deemed hospitalization. As a result, eligibility for benefits claims is as shown in the table below. (○: Eligible, ×: Ineligible)

**【Double payment of insurance claims】**

Policyholders who deceased due to COVID-19 prior to May 7, 2023	○
Policyholders who deceased due to COVID-19 on or after May 8, 2023 onward	×

**【Payment of hospitalization benefits for treatment at home or at a lodging (deemed hospitalization payments)】**

Policyholders diagnosed prior to September 25, 2022	○
Policyholders diagnosed on or after September 26, 2022, but prior to May 7, 2023	○
Policyholders with high risk of severe symptoms*	○
Those other than the above	×
Policyholders diagnosed on or after May 8, 2023	×

- \* Those who meet any of the following eligibility criteria
- Persons aged 65 or above
  - Persons requiring hospitalization
  - Persons at risk of severe symptoms, requiring the administering of COVID-19 medication or oxygenation due to COVID-19
  - Persons who are pregnant

- Excluding insurance payments related to persons who died or were hospitalized for COVID-19 on or after May 8, 2023.
- Including insurance claims payments in FY20/3.

## New and Postal Life Insurance Category in the Statement of Income (Non-consolidated)

(¥bn)

	FY20/3		FY21/3		FY22/3		FY23/3		FY23/3 3Q		FY24/3 3Q	
	New	Postal Life	New	Postal Life	New	Postal Life						
Ordinary income	3,582.6	3,658.6	3,591.8	3,194.6	3,462.1	2,992.1	3,580.7	2,805.9	2,709.6	2,094.7	2,590.3	1,971.9
Insurance premiums and others	2,786.3	459.1	2,333.7	364.1	2,132.1	286.8	1,978.3	222.6	1,499.3	170.5	1,454.6	131.9
Investment income	441.2	696.5	448.4	673.6	460.6	688.6	488.5	670.8	374.8	483.3	327.8	550.2
Other ordinary income	354.9	2,503.0	809.7	2,156.8	869.3	2,016.6	1,113.8	1,912.4	835.5	1,440.7	807.8	1,289.7
Ordinary expenses	3,388.2	3,566.1	3,329.3	3,112.2	3,215.3	2,883.2	3,533.5	2,735.4	2,667.8	2,058.4	2,537.7	1,898.4
Insurance claims and others	2,842.0	3,349.3	2,925.4	2,940.6	2,831.7	2,717.5	2,952.6	2,535.3	2,236.2	1,908.6	2,158.2	1,703.3
Provision for policy reserves and others	29.9	-	0.0	-	0.0	-	14.5	-	6.0	-	0.0	0.0
Investment expenses	85.7	38.2	59.5	11.7	56.5	13.3	207.8	39.0	156.1	31.3	118.4	72.5
Operating expenses	336.3	135.8	275.4	126.6	263.0	121.5	306.6	137.5	228.0	101.1	219.0	102.9
Other ordinary expenses	94.2	42.7	68.9	33.2	64.0	30.7	51.8	23.6	41.3	17.3	42.0	19.5
Ordinary profit	194.3	92.4	262.5	82.4	246.7	108.9	47.1	70.4	41.8	36.2	52.5	73.4
Extraordinary gains and losses <sup>1</sup>	9.3	29.8	(23.6)	(23.1)	(22.3)	(40.0)	98.4	(16.1)	70.3	2.5	43.5	(27.9)
Provision for reserve for policyholder dividends	15.4	93.7	18.7	46.7	18.2	54.8	18.3	43.6	12.5	31.2	12.1	36.0
Income before income taxes	188.2	28.5	220.2	12.6	206.1	14.0	127.2	10.6	99.6	7.5	83.9	9.4
Total income taxes	54.9	10.7	61.1	6.0	57.3	4.9	36.4	3.6	28.4	2.8	24.2	3.0
Net income	133.3	17.8	159.0	6.5	148.7	9.1	90.8	6.9	71.1	4.7	59.7	6.3

Note 1: "Postal Life Insurance category" shows the amounts generated from the Postal Life Insurance policies, and "New category" shows the figure after deduction of "Postal Life Insurance category" from the total.

Note 2: Regarding some of the line items, adjustments are made if the resulting number for the new category is negative when the Postal Life Insurance category is subtracted from Japan Post Insurance as a whole.

1: "Extraordinary gains and losses" includes "Price fluctuations reserve, provision" and "Price fluctuations reserve, reversal".

## Figures by New and Postal Life Insurance Categories (Non-Consolidated)

		FY20/3	FY21/3	FY22/3	FY23/3	FY23/3 3Q	FY24/3 3Q
<b>Total assets</b>	¥mn	71,667,398	70,173,857	67,174,848	62,685,230	63,420,871	60,985,322
Postal Life Insurance category		39,225,493	37,815,270	35,929,138	33,692,133	34,307,738	32,613,119
New category		32,441,904	32,358,586	31,245,710	28,993,096	29,113,133	28,372,202
<b>Number of policies in force</b>	(000)	27,070	24,837	22,802	20,987	21,437	19,913
Postal Life Insurance category (insurance)		9,907	8,944	8,061	7,265	7,462	6,777
New category (individual insurance)		17,163	15,893	14,740	13,722	13,975	13,136
<b>Numbers of new policies</b>	(000)	644	124	173	314	236	375
<b>Numbers of cancelled policies<sup>1</sup></b>	(000)	2,717	2,357	2,209	2,128	1,601	1,449
Postal Life Insurance category (insurance)		1,140	962	882	796	599	488
New category (individual insurance)		1,576	1,394	1,326	1,332	1,001	961
<b>Contingency reserve (reversal) provision<sup>2</sup></b>	¥mn	(165,388)	(186,023)	79,651	10,883	(2,445)	50,265
Postal Life Insurance category		(170,814)	(191,014)	73,581	56,976	38,982	50,830
New category		5,425	4,991	6,069	(46,093)	(41,427)	(565)
<b>Price fluctuations reserve (reversal) provision<sup>2</sup></b>	¥mn	(39,152)	46,477	67,789	(82,645)	(73,059)	(15,625)
Postal Life Insurance category		(29,845)	23,121	40,045	16,140	(2,564)	27,992
New category		(9,306)	23,355	27,743	(98,786)	(70,495)	(43,617)
<b>Additional policy reserve (reversal) provision<sup>2</sup></b>	¥mn	(49,750)	27,652	(239,366)	(245,641)	(181,178)	(176,332)
Postal Life Insurance category		(46,396)	30,553	(236,996)	(243,835)	(179,769)	(175,333)
New category		(3,354)	(2,901)	(2,369)	(1,806)	(1,408)	(998)

Note: "Postal Life Insurance category" shows the amounts generated from the Postal Life Insurance policies, and "New category" shows the figure after deduction of "Postal Life Insurance category" from the total.  
 1. From FY24/3, the company has changed the definition of "numbers of cancelled policies" from "the sum of death, maturity, surrender and lapse" to "the sum of death, maturity, surrender and lapse, and other decreases (mainly the sum of cancellations, invalidations, and rescissions)." Figures for the numbers of cancelled policies from FY20/3 onward in this document are based on the revised definition.  
 2. Plus signs indicate provisions, while brackets ( ) indicate reversals.

## Key Financial Indicators

(¥bn)

	FY20/3	FY21/3	FY22/3	FY23/3	FY23/3 3Q	FY24/3 3Q
Insurance premiums and others	3,245.5	2,697.9	2,418.9	2,200.9	1,669.8	1,586.5
Operating expenses etc <sup>1</sup>	609.4	503.5	479.0	519.7	387.1	383.0
Ordinary profit	286.6	345.7	356.1	117.5	78.7	125.4
Provision for reserve for policyholder dividends	109.2	65.4	73.1	62.0	43.7	48.1
Net income	150.6	166.1	158.0	97.6	76.2	65.1
Net assets	1,928.3	2,841.4	2,421.0	2,375.3	2,063.0	2,869.0
Total assets	71,664.7	70,172.9	67,174.7	62,687.3	63,424.9	60,985.7
Return on equity	7.4 %	7.0 %	6.0 %	4.1 %	-	-
RoEV <sup>2</sup>	(2.8) %	5.0 %	4.0 %	3.1 %	3.1 %	6.2 %
Dividends to shareholders	42.7	42.7	35.9	35.5	-	-
Share repurchase	-	358.8 <sup>3</sup>	34.9 <sup>4</sup>	-	-	-
Total return ratio	28.4 %	241.8 %	44.9 %	36.4 %	-	-
EV	3,324.2	4,026.2	3,618.9	3,463.8	3,308.3	3,713.9
Value of New Business	60.6	(12.7)	(11.5)	(7.4)	(0.4)	11.2
Core profit (Non-consolidated) <sup>5</sup>	400.6	421.9	429.7	192.3	134.9	169.7
Core profit attributable to life insurance activities	320.1	345.6	296.4	98.2	74.2	116.8
Spread (positive/negative spread) <sup>5</sup>	80.4	76.3	133.3	94.0	60.7	52.9

1. Sum of Operating expenses and Other ordinary expenses.

2. Calculated by excluding economic variance factors.

3. Share repurchase in May 2021.

4. Share repurchase from August 2022 to March 2023.

5. Following the partial amendment to the method for calculating core profit in FY23/3, Core profit (Non-consolidated) and Spread (positive/negative spread) are calculated by using the revised method from FY22/3 onward, as opposed to the period between FY20/3 and FY21/3.

<Guidance>

Various financial data (in Excel format) are available on the Company's IR website (please refer to "Investor Relations").

- Balance Sheets and Income Statements

<https://www.jp-life.japanpost.jp/IR/en/finance/data.html>

- Other Financial Data

[https://www.jp-life.japanpost.jp/IR/en/finance/financial\\_highlights.html](https://www.jp-life.japanpost.jp/IR/en/finance/financial_highlights.html)

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Although Japan Post Insurance 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.