

Kampo

**Outline of Financial Results for
the Nine Months Ended December 31, 2018**

February 14, 2019

 **JAPAN POST INSURANCE**

- I am Imuta of Japan Post Insurance.
- Thank you for joining our conference call for “Financial Results for the Nine Months Ended December 31, 2018.”
- 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 of each indicator.
- Please look at page 1.

Summary of Financial Results

	9months Ended Dec-18	Year on Year	
Net income	¥ 96.6bn	+ 28.9 %	➤ Net income was ¥96.6 billion (a 28.9% increase year on year), achieving 87.1% towards the full-year financial results forecasts.
Annualized premiums from New policies	(Individual Insurance) ¥ 273.7bn	(7.1) %	➤ Annualized premiums from new policies for individual insurance were ¥ 273.7 billion, a 7.1% decrease year on year, mainly due to shifting to protection-type products. ➤ Annualized premiums from new policies for medical care were ¥48.7 billion, a 11.6% increase year on year.
	(Medical Care) ¥ 48.7bn	+ 11.6 %	
Annualized premiums from Policies in Force	(Individual Insurance) ¥ 4,737.1bn	(2.5) %	➤ Annualized premiums from policies in force for individual insurance were ¥4,737.1billion, a 2.5% decrease from the end of the previous fiscal year. ➤ Annualized premiums from policies in force for medical care were ¥755.9 billion, a 0.7% increase from the end of the previous fiscal year.
	(Medical Care) ¥ 755.9bn	+ 0.7 %	
Return Seeking Assets	¥9,767.8bn	+ 3.4 %	➤ Under the continued historically low interest rate environment, we increased investments in return seeking assets (foreign securities and domestic stocks, etc.) to ¥9,767.8billion (13.1% of total assets), a 3.4% increase from the end of the previous fiscal year.
EV	(EV) ¥3,858.7bn	+ 3.1 %	➤ Embedded value (EV) was ¥ 3,858.7 billion, a 3.1% increase from the end of the previous fiscal year. ➤ The value of new business increased 5.0% year on year to ¥ 194.4billion.
	(Value of new business) ¥194.4bn	+ 5.0 %	

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- The financial results can be summed up as you see.
- Net income for the current period was ¥96.6 billion, a 28.9% increase year on year.
- EV increased by 3.1% from the end of the previous fiscal year to ¥3,858.7 billion. The value of new business increased by 5.0% year on year to ¥194.4 billion.
- Please look at page 2.

Financial Highlights

Financial Highlights

(¥bn)

	9 months ended Dec-17	9 months ended Dec-18	Year on year
Ordinary income	5,995.1	5,913.3	(1.4) %
Ordinary profit	254.8	214.0	(16.0) %
Net income ¹	75.0	96.6	+ 28.9 %

Net income per share
¥ 161.18

(¥bn)

	Mar-18	Dec-18	Change
Total assets	76,831.2	74,490.1	(3.0) %
Net assets	2,003.1	1,890.5	(5.6) %
Total shareholders' equity	1,595.4	1,651.3	+ 3.5 %

1. Net income attributable to Japan Post Insurance

1. Announced on 14th November, 2018

Financial Results Forecasts

(¥bn)

Year ending Mar-19 (Full-year forecasts ²)	Progress
7,660.0	77.2 %
260.0	82.3 %
111.0	87.1 %

Net income per share
¥ 185.06

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- Next, I would like to explain the financial highlights.
- For the current period, ordinary income and ordinary profit decreased slightly to ¥5,913.3 billion and to ¥214.0 billion, respectively. However, net income was ¥96.6 billion, which was an increase year on year.
- Furthermore, total assets were ¥74,490.1 billion and net assets were ¥1,890.5 billion.
- Please look at page 3.

Overview of Consolidated Financial Statements

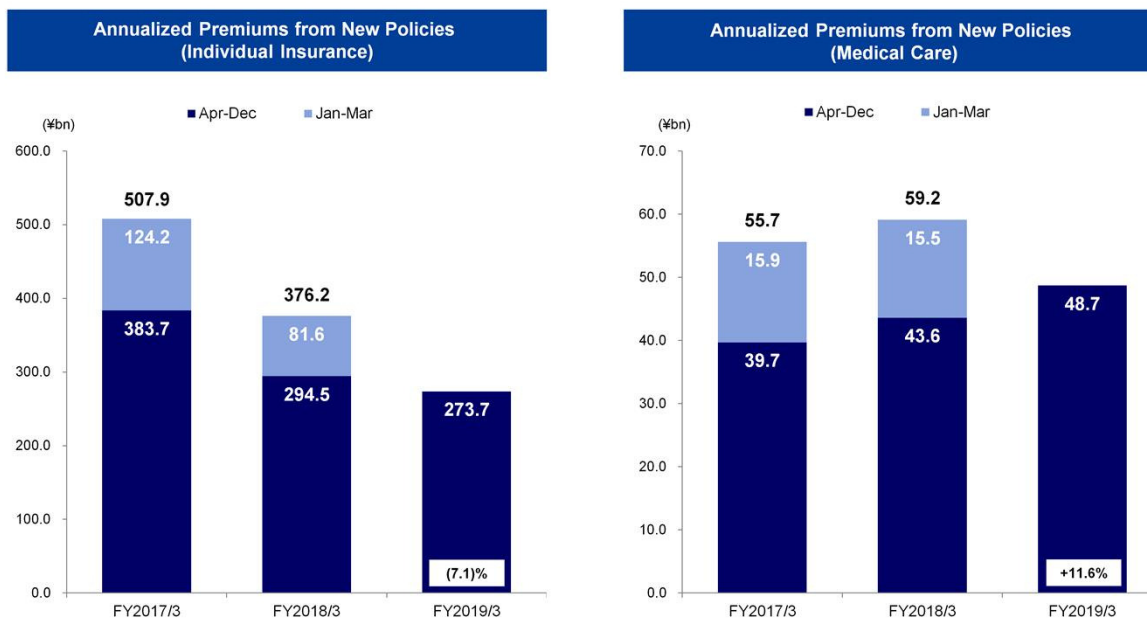
Statement of Income				Balance Sheets			
				(#bn)			
	9 months ended Dec-17	9 months ended Dec-18	Change	(Reference) Year ended Mar-18	Mar-18	Dec-18	Change
Ordinary income	5,995.1	5,913.3	(81.8)	7,952.9	76,831.2	74,490.1	(2,341.0)
Insurance premiums and others	3,220.3	3,001.9	(218.3)	4,236.4	898.5	961.9	63.4
Investment income	971.6	915.0	(56.5)	1,284.5	2,814.8	2,778.1	(36.7)
Reversal of policy reserves	1,747.9	1,929.2	181.2	2,397.9	60,130.9	58,492.7	(1,638.1)
Ordinary expenses	5,740.2	5,699.2	(41.0)	7,643.7	7,627.1	6,778.7	(848.3)
Insurance claims and others	5,184.6	5,114.3	(70.3)	6,890.0	264.1	261.7	(2.4)
Investment expenses	69.5	115.3	45.7	106.0	954.0	1,088.2	134.1
Operating expenses	397.0	384.4	(12.6)	533.4	74,828.1	72,599.6	(2,228.5)
Ordinary profit	254.8	214.0	(40.8)	309.2	67,777.2	65,848.0	(1,929.2)
Extraordinary gains and losses	(48.1)	8.0	56.1	(44.3)	916.7	907.6	(9.0)
Provision for reserve for policyholder dividends	101.3	86.6	(14.7)	117.7	2,003.1	1,890.5	(112.5)
Income before income taxes	105.4	135.4	30.0	147.1	1,595.4	1,651.3	55.8
Total income taxes	30.3	38.7	8.3	42.6	407.7	239.2	(168.4)
Net income attributable to Japan Post Insurance	75.0	96.6	21.6	104.4			

Note: Only major line items are shown.

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- This is an overview of our financial statements.
- For more information, please refer to the document on financial results.
- Please look at page 4.

Policy Sales (1) Annualized Premiums from New Policies



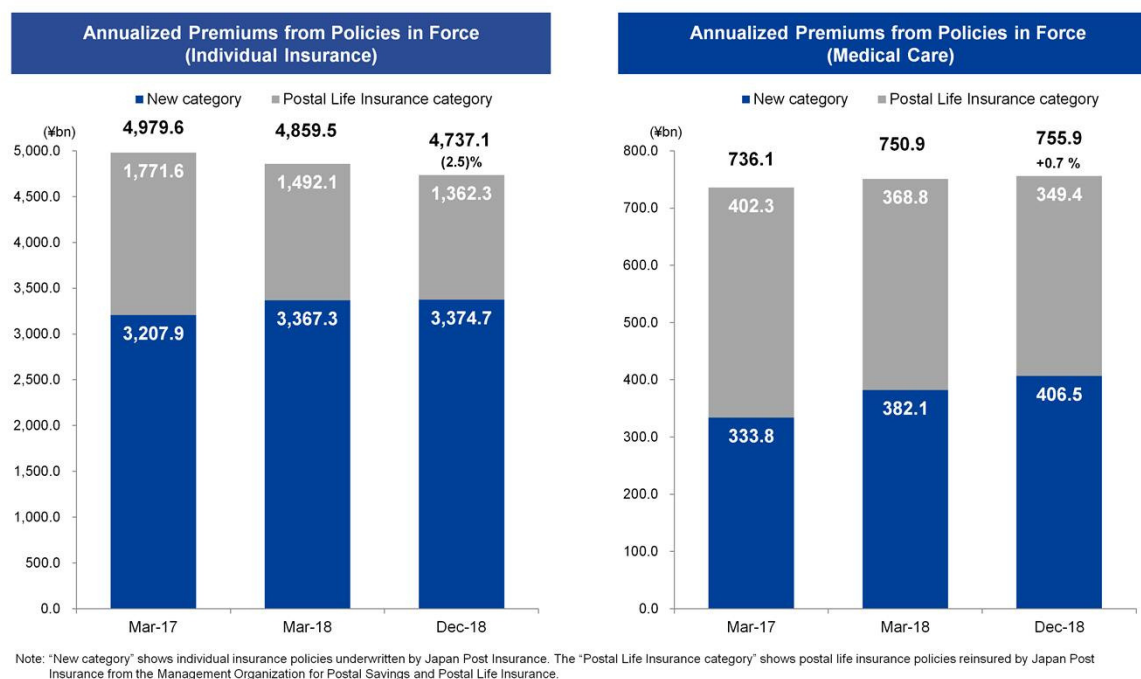
Note 1: Annualized premiums are calculated by multiplying the amount of a single premium installment payment by a multiplier determined according to the relevant payment method to arrive at a single annualized amount. For lump-sum payments, annualized premiums are calculated by dividing the total premium by the insured period. Medical care corresponds to medical and living benefits, etc. Annualized premiums (individual insurance) include the premiums for medical care related to individual insurance.

Note 2: In addition to the above, the FY2019/3 period saw a net increase of ¥4.1 billion in annualized premiums due to a switchover to the rider launched in October 2017 and an additional rider purchases.

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- From here, I would like to explain our policy sales.
- Annualized premiums from new policies for individual insurance decreased by 7.1% year on year to ¥273.7 billion, mainly due to shifting to protection-type products.
- Meanwhile, annualized premiums from new policies for medical care increased by 11.6% year on year to ¥48.7 billion, which was a historical high, following the previous fiscal year.
- Please look at page 5.

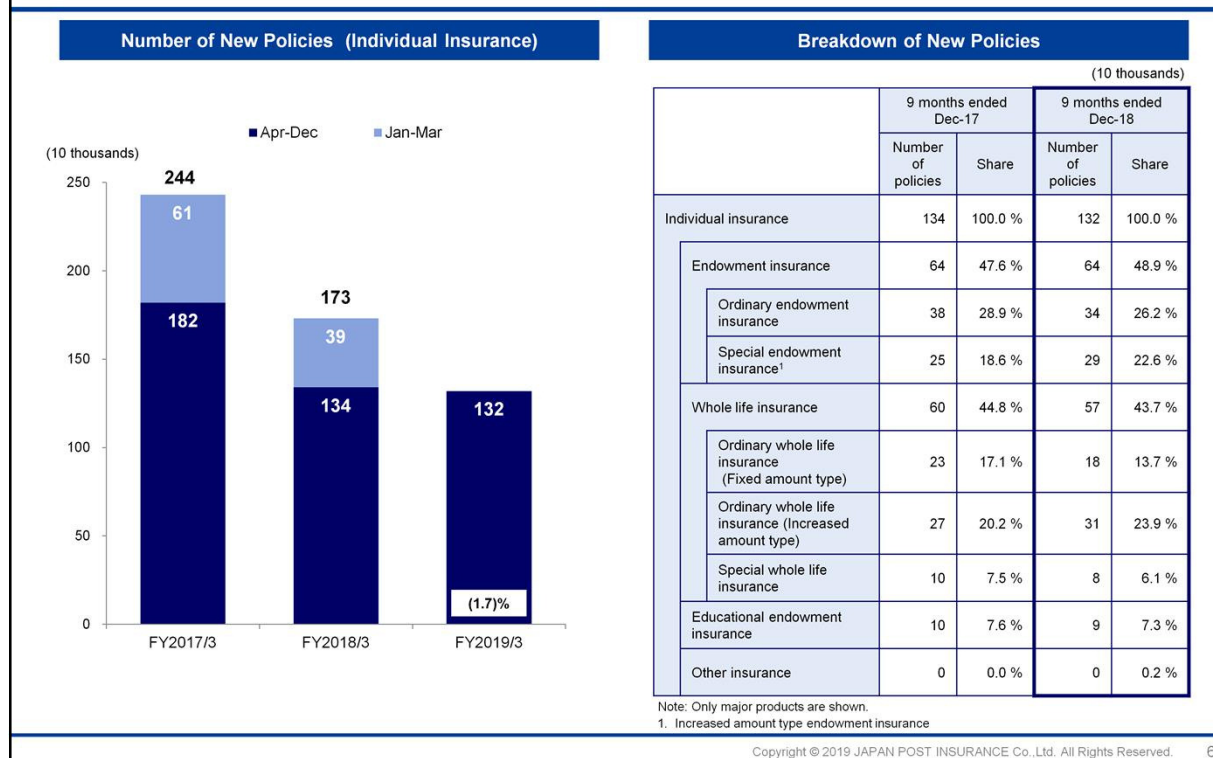
Policy Sales (2) Annualized Premiums from Policies in Force



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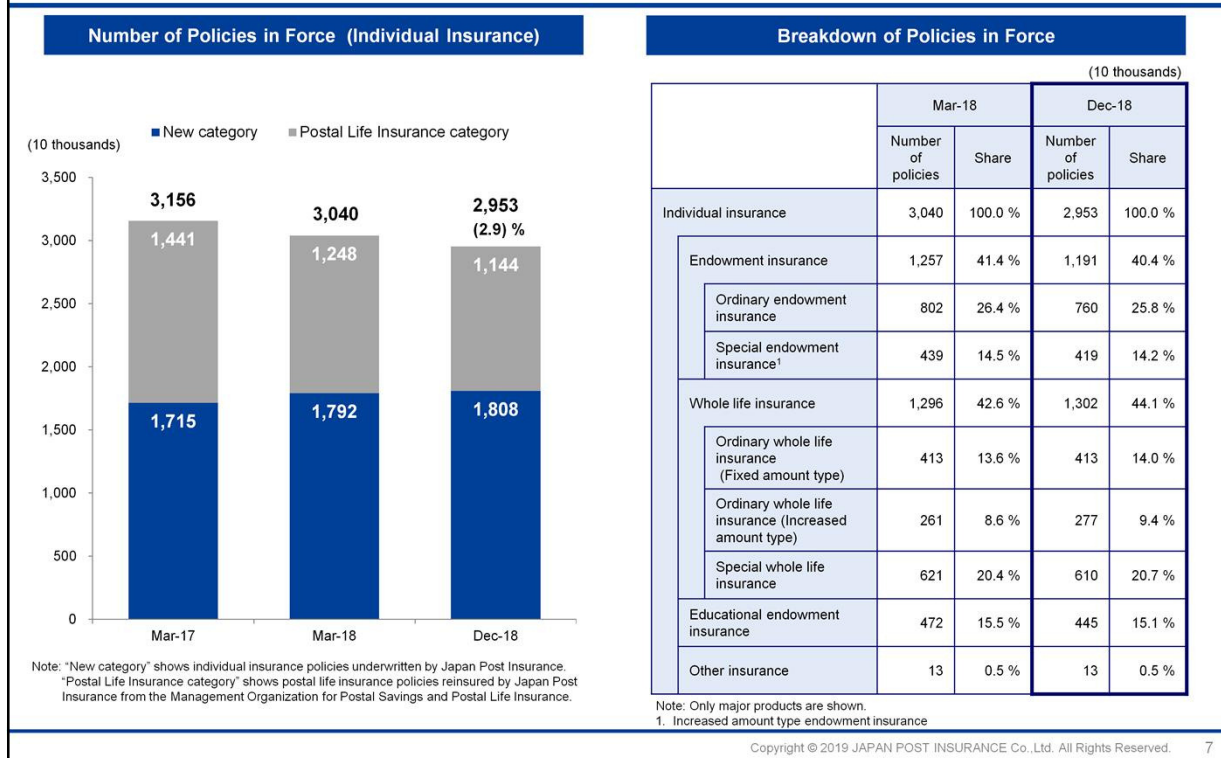
- Annualized premiums from policies in force are shown in “Postal Life Insurance category” and “New category.”
- As shown in the chart on the left, annualized premiums from policies in force for individual insurance were ¥4,737.1 billion, representing a slight decrease from the end of the previous fiscal year.
- Annualized premiums from policies in force for medical care were ¥755.9 billion, remaining on an upward trend following the previous fiscal year.
- Please look at page 6.

Policy Sales (3) Number of New Policies



- The chart on the left shows changes in the number of new policies, with a breakdown by product on the right.
- The number of new policies acquired decreased by 1.7% year on year to approximately 1.32 million.
- By product, the ratio of savings-featured products such as ordinary endowment insurance, special whole life insurance and educational endowment insurance decreased due to the impact of the revision of insurance premiums. On the other hand, the ratio of special endowment insurance and ordinary whole life insurance (increased amount type) increased to approximately 50% as a result of sales promotion activities to capture protection needs.
- Please look at page 7.

Policy Sales (4) Number of Policies in Force



- Changes in the number of policies in force and its breakdown are presented on this page.
- The number of policies in force, which is the total of “New category” and “Postal Life Insurance category,” decreased by 2.9% from the end of the previous fiscal year to 29.53 million.
- The breakdown of the number of policies in force by product is shown in the chart on the right.
- Please look at page 8.

Investments (1) Asset Portfolio

Asset Portfolio					Investment Yield			
(¥bn, %)					(¥bn)			
	Mar-18		Dec-18			9 months ended Dec-17	9 months ended Dec-18	(Reference) Year ended Mar-18
	Amount	Share	Amount	Share				
Bonds	53,395.2	69.5	51,447.6	69.1				
Japanese government bonds	39,589.8	51.5	38,112.6	51.2	Positive spread	46.3	36.4	65.8
Japanese local government bonds	8,513.5	11.1	7,858.2	10.5	Average assumed rates of return ¹	1.71 %	1.70 %	1.71 %
Japanese corporate bonds	5,291.7	6.9	5,476.7	7.4	Investment return on core profit ²	1.80 %	1.78 %	1.81 %
Return seeking assets ¹	9,450.4	12.3	9,767.8	13.1	Net capital gains (losses)	0.4	(57.4)	(19.1)
Domestic stocks ²	2,040.6	2.7	1,848.1	2.5				
Foreign stocks ²	342.5	0.4	324.5	0.4				
Foreign bonds ²	5,545.4	7.2	6,187.3	8.3				
Other ³	1,521.8	2.0	1,407.8	1.9				
Loans	7,627.1	9.9	6,778.7	9.1				
Others	6,358.3	8.3	6,495.9	8.7				
Cash and deposits, call loans	1,163.5	1.5	1,091.9	1.5	Interest rate (10Y JGB)	0.045 %	(0.010) %	0.045 %
Receivables under securities borrowing transactions	3,296.2	4.3	3,182.2	4.3	USD/JPY	¥ 113.00	¥ 111.00	¥ 106.24
Total assets	76,831.2	100.0	74,490.1	100.0				

1. 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.
2. "Domestic stocks," "Foreign stocks" and "Foreign bonds" include individual stocks and bonds, as well as investment trusts that invest only in the specified assets.
3. "Bank loans," "multi-asset" and "real estate fund" etc.

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.

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- 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 on the left, due to our efforts to diversify our investment assets under the current historically low interest rate environment, the amount of return-seeking assets such as stocks and foreign bonds reached ¥9.7 trillion, which accounts for 13.1% of total assets at the end of the current period.
- As shown in the chart on the right, a positive spread of ¥36.4 billion was achieved, as the average assumed rates of return and the investment return on core profit decreased by 0.01points and 0.03points, respectively.
- Capital losses incorporating losses on derivative financial instruments, etc. turned out to be ¥57.4 billion of capital loss, as a result of an increase in the balance of hedged foreign bonds
- Please look at page 9.

Investments (2) Fair Value Information of Securities

Fair Value Information of Securities						
	Mar-18			Dec-18		
	Book value	Fair value	Net unrealized gains (losses)	Book value	Fair value	Net unrealized gains (losses)
Total	62,919.1	70,689.5	7,770.3	61,555.9	68,925.9	7,369.9
Held-to-maturity bonds	38,490.0	44,608.7	6,118.6	36,837.0	42,839.8	6,002.7
Policy-reserve-matching bonds	10,676.3	11,769.6	1,093.2	10,578.2	11,619.4	1,041.2
Available-for-sale securities	13,752.7	14,311.2	558.4	14,140.6	14,466.6	325.9
Securities etc.	11,513.9	11,555.8	41.9	11,796.2	11,823.2	26.9
Bonds	4,474.1	4,508.0	33.8	4,224.3	4,266.8	42.4
Domestic stocks	180.3	190.6	10.2	227.2	207.9	(19.3)
Foreign securities	4,238.9	4,249.5	10.6	4,714.3	4,781.8	67.5
Other securities	2,026.5	2,011.5	(15.0)	1,877.2	1,811.4	(65.8)
Deposits etc.	593.9	596.0	2.1	753.0	755.1	2.1
Money held in trust	2,238.8	2,755.3	516.4	2,344.3	2,643.4	299.0
Domestic stocks ¹	1,407.1	1,849.9	442.8	1,385.1	1,640.2	255.1
Foreign stocks ¹	273.1	342.5	69.4	277.0	324.5	47.4
Foreign bonds ¹	323.0	326.5	3.4	476.4	477.1	0.6
Other ²	235.5	236.2	0.7	205.7	201.5	(4.1)

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

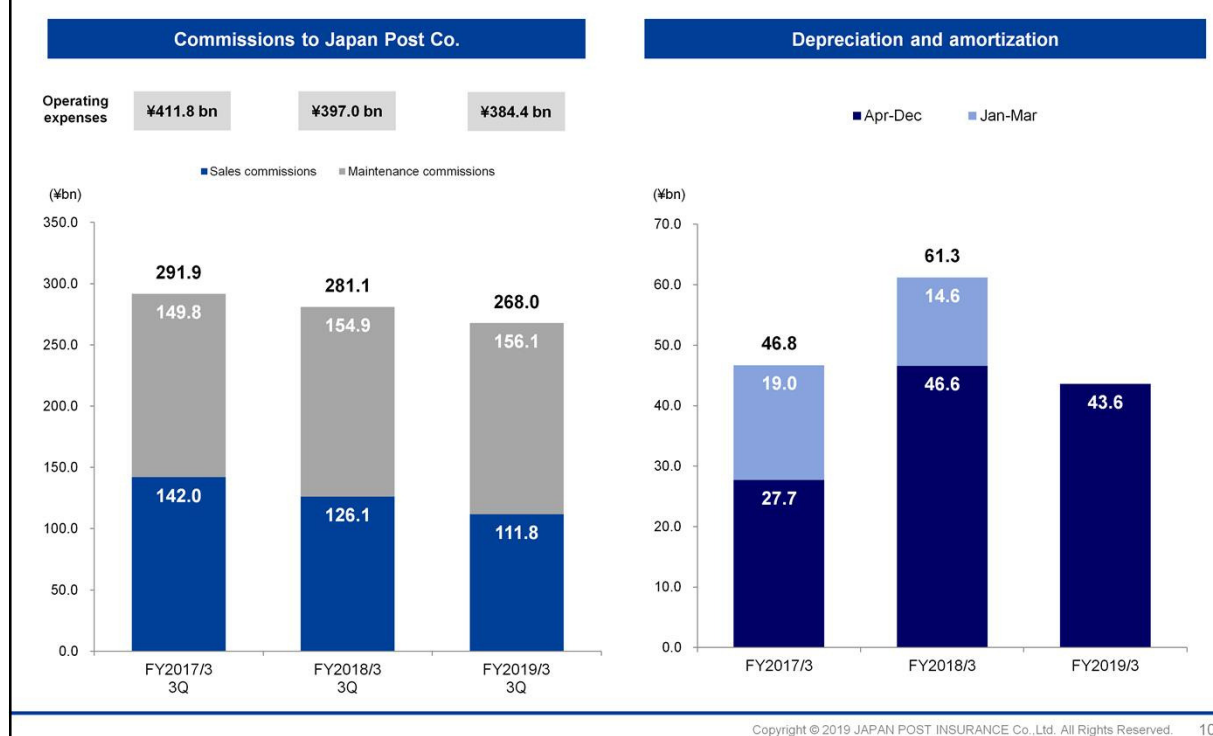
1. "Domestic stocks," "foreign stocks" and "foreign bonds" include individual stocks and bonds, as well as investment trusts investing only in the respective assets.

2. "Cash and deposits" and "bank loans" etc.

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- This slide shows the fair value of securities and net unrealized gains or losses.
- Net unrealized gains on held-to-maturity bonds and policy-reserve-matching bonds decreased from the end of the previous fiscal year to 7,044.0 billion yen, mainly due to the decrease in total assets.
- Net unrealized gains on available-for-sale securities decreased from the end of the previous fiscal year to 325.9 billion yen as a result of a decrease in net unrealized gains on domestic stocks, reflecting the market fluctuations at the end of previous year.
- In total, net unrealized gains on securities decreased from the end of the previous fiscal year to 7,369.9 billion yen.
- Please look at page 10.

Expenses



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- Expenses for the period are presented on this page.
- Operating expenses for the current period were ¥384.4 billion, of which approximately 70% consist of commissions paid to Japan Post Co.
- 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 for the current period decreased by ¥13.0 billion year on year to ¥268.0 billion due to a decline in new policies.
- As shown in the chart on the right, depreciation and amortization decreased by ¥3.0 billion year on year to ¥43.6 billion, as a result of the absence of a one-time increase in depreciation and amortization recorded in the same period of the previous fiscal year, due to short-term depreciation and amortization owing to the relocation of the IT Systems Management Center.
- Depreciation and amortization for the full term is expected to be approximately ¥60.0 billion.
- Please look at page 11.

Financial Soundness

Internal Reserves				Solvency Margin Ratio			
				(#bn)			
	Mar-18	Dec-18	Provisions in the period ³		Mar-18	Dec-18	
Contingency reserve	2,114.3	2,000.6	(113.6)	Solvency Margin Ratio	1,131.8 %	1,118.6 %	
Postal Life Insurance category	1,665.0	1,534.4	(130.6)	Total amount of solvency margin	5,595.8	5,341.7	
New category	449.2	466.2	16.9	Total amount of risk	988.8	955.0	
Price fluctuations reserve	916.7	907.6	(9.0)	Real net assets	12,904.8	12,425.1	
Postal Life Insurance category	665.5	665.6	0.1				
New category	251.2	241.9	(9.2)				
Additional policy reserve	5,930.4	5,894.7	(35.7)				
Postal Life Insurance Category ¹	5,913.3	5,880.3	(32.9)				
New category ²	17.0	14.3	(2.7)				

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

1. Including the amount determined to be additionally provided over 10 years from the year ended March 31, 2011 for annuity in the postal life insurance policies (for the Nine Months Ended December 31, 2018, the amount of additional provision was ¥135.4bn and the accumulated amount was ¥1,526.8 bn).

2. The amount determined to be additionally provided in a lump sum for single-payment annuity policies among the individual annuities underwritten by Japan Post Insurance.

3. Provisions in the period includes the excess provision of ¥10.6bn exceeding the provision requirements for contingency reserve.

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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 ¥2,000.6 billion and reserves for price fluctuations of ¥907.6 billion.
- Additional policy reserves accumulated mainly to cover negative spreads were ¥5,894.7 billion at the end of the current period.
- The consolidated solvency margin ratio was 1,118.6%, maintaining a high level of soundness.
- Please look at page 12.

Embedded Value

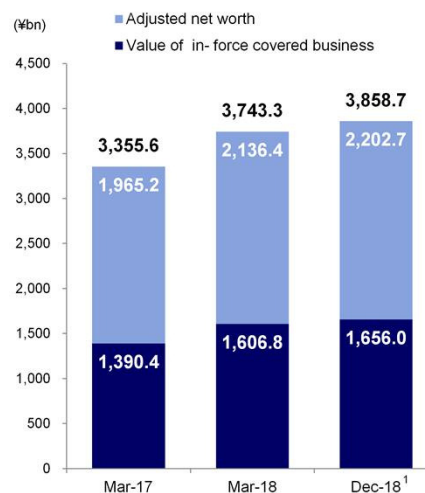
Breakdown of EV

	Mar-18	Dec-18 ¹	Change
EV	3,743.3	3,858.7	115.4 (+ 3.1 %)
Adjusted net worth	2,136.4	2,202.7	66.2 (+ 3.1 %)
Value of in- force covered business	1,606.8	1,656.0	49.1 (+ 3.1%)

	9 months ended Dec-17 ^{1,2}	9 months ended Dec-18 ^{1,3}	Change (Year on Year)
Value of new business ⁴	185.2	194.4	9.2 (+ 5.0%)
New business margin ⁵	5.7 %	6.5 %	0.8 pt

1. Provisional calculations that have not been verified by a third party
2. Using the economic assumptions as of the end of September 2017, based on the new policies written in the period from April to December 2017.
3. Using the economic assumptions as of the end of March 2018, based on the new policies written in the period from April to December 2018.
4. The value of new business includes an increase or decrease due to a switchover of riders.
5. The value of new business divided by the present value of future premium income.

EV



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- I would like to talk about the current status of EV.
- EV at the end of the current period was ¥3,858.7 billion, up ¥115.4 billion from the end of the previous fiscal year.
- Adjusted net worth increased by ¥66.2 billion from the end of the previous fiscal year to ¥2,202.7 billion due to the increases in net income.
- The value of in-force covered business increased by ¥49.1 billion from the end of the previous fiscal year to ¥1,656.0 billion due to the increase of new policies, despite a decline in stock prices.
- The value of new business for the current period is calculated based on economic assumption as of the end of March 2018, which is close to the average interest rates from April to December.
- The value of new business increased by ¥9.2 billion year on year to ¥194.4 billion, due to an increase in the policies for medical care. The new business margin was 6.5%.
- Please note that the EV for the current period is a preliminary calculation for which we have not yet received third-party verification.
- Please look at page 13

Forecasts for Full-year Consolidated Financial Results and Dividends Per Share for the Year Ending March 31, 2019

Full-year Consolidated Financial Results Forecast

(¥bn)

	Year ended Mar-18 (Actual)	Year ending Mar-19 14 th Nov, 2018 announced forecast	Year ending Mar-19 15 th May, 2018 announced forecast
Ordinary income	7,952.9	7,660.0	7,580.0
Ordinary profit	309.2	260.0	220.0
Net income ¹	104.4	111.0	88.0
Net income per share	¥174.21	¥ 185.06	¥146.71

1. Net income attributable to Japan Post Insurance

Shareholder Return Policy

Dividend policy

- Aim for a steady increase in dividends per share with a goal of achieving to deliver dividends of ¥76 per share for the year ending March 31, 2021, while considering earning prospects and financial soundness.

Forecast for Dividends Per Share

(Payout Ratio)

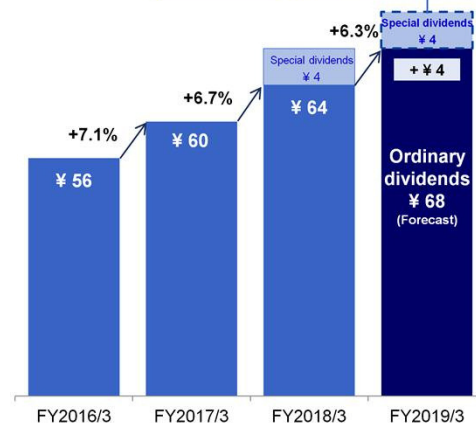
39.6 %

40.6 %

39.0 %

38.9 %

Year ending Mar-19 forecast
⇒ ¥72 (ordinary dividends ¥68 + special dividends ¥4)



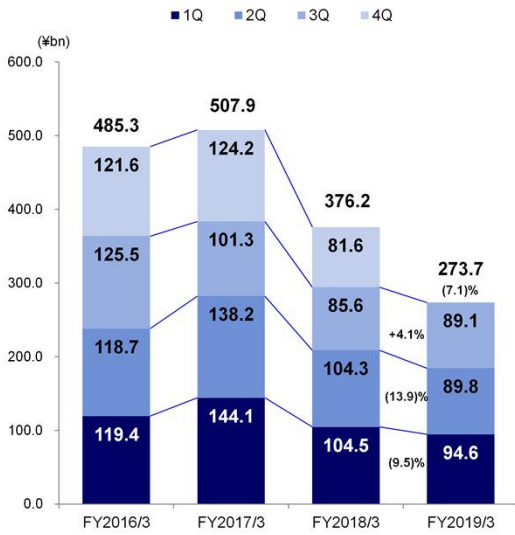
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- Finally, I will explain the consolidated financial results forecasts for the year ending March 31, 2019.
- In the current period, our business has made steady progress to the financial results forecasts revised on November 14, and there is no change to our consolidated financial results forecasts for the year ending March 31, 2019 and dividend forecast at this point of time.
- This concludes my explanation.

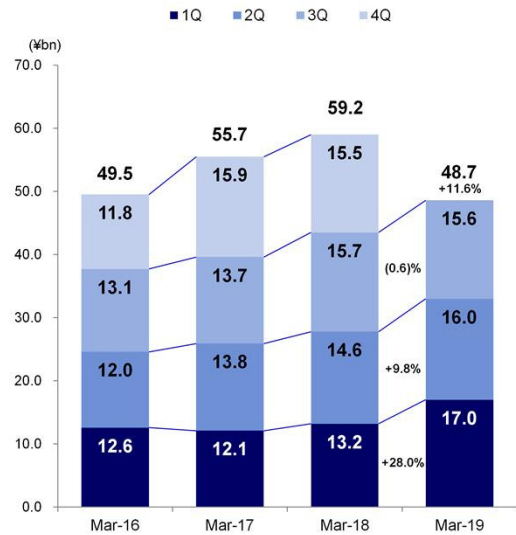
APPENDIX

Quarterly Trends in Annualized Premiums from New Policies

Annualized Premiums from New Policies (Individual Insurance)



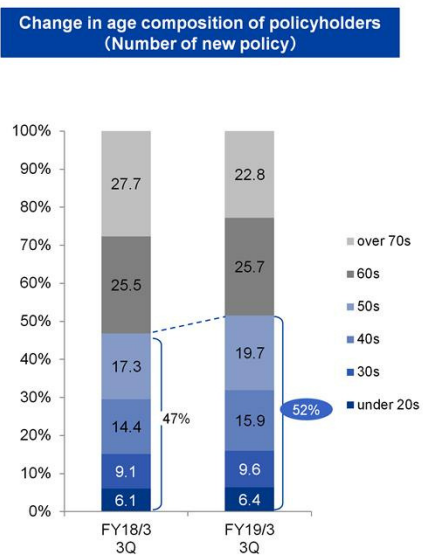
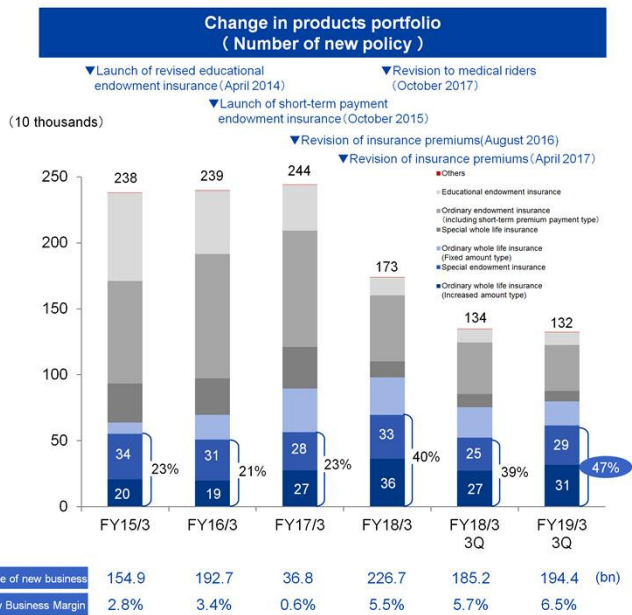
Annualized Premiums from New Policies (Medical Care)



Note 1: 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. Medical care corresponds to medical and living benefits, etc. Annualized premiums (individual insurance) include the premiums for medical care related to individual insurance.

Note 2: In addition to the above, the FY2019/3 period saw a net increase of ¥4.1 billion in annualized premiums due to a switchover to the rider launched in October 2017 and an additional rider purchase.

Change in Products Portfolio and Age Composition of Policyholders



Note: Does not include policies whose policyholder is a corporate entity.

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

Interest, Dividends and Other Income

(¥bn)

	9 months ended Dec-17	9 months ended Dec-18
Investment income	971.6	915.0
Interest, dividends and other income	875.2	822.1
Interest on deposits	0.0	0.0
Interest and dividends on securities	749.1	712.0
Interest on corporate and government bonds	655.8	600.0
Domestic stock dividends	1.5	3.5
Interest and dividends on foreign securities	77.3	99.1
Interest and dividends on other securities	14.4	9.2
Interest on loans	10.6	10.5
Interest on loans to the Management Organization	111.4	94.5
Rent revenue from real estate	-	-

Breakdown of Capital gains(losses)

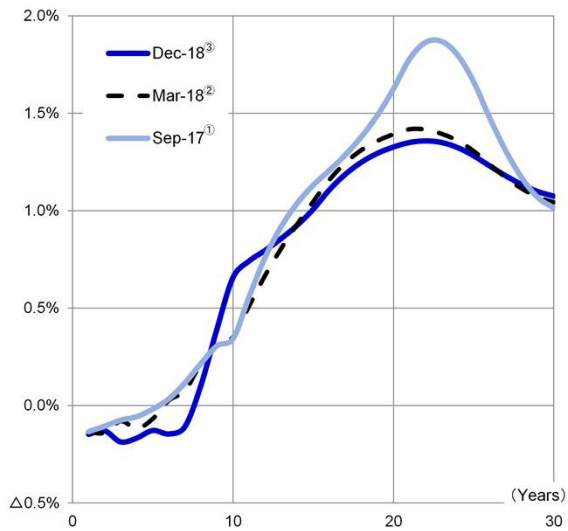
(¥bn)

	9 months ended Dec-17	9 months ended Dec-18
Capital gains	96.2	92.4
Gains on money held in trust	73.4	56.1
Gains on sales of securities	22.7	36.2
Gains on derivative financial instruments	-	-
Gains on foreign exchanges	-	-
Other capital gains	-	-
Capital losses	(95.7)	(149.8)
Losses on money held in trust	-	-
Losses on sales of securities	(42.9)	(55.9)
Losses on derivative financial instruments	(18.7)	(51.5)
Losses on foreign exchanges	(0.2)	(1.1)
Other capital losses ¹	(33.7)	(41.1)
Net Capital gains(losses)	0.4	(57.4)

1. Amount equivalent to income gains associated with money held in trust is recognized as "other capital losses".

Fluctuations of Interest Rates (EV Assumptions)¹

Forward Rate (Sep-17 to Dec-18)



Forward Rate

(%)	Sep-17 ^①	Mar-18 ^②	Dec-18 ^③
10 years	0.343	0.351	0.657
20 years	1.626	1.393	1.327
30 years	1.014	1.043	1.074

Note: The economic assumptions used for the calculation of EV and the value of new business are as follows.
 Value of new business for 3Q of FY2018/3 : ①
 EV as of the end of FY2018/3 and the value of new business for 3Q of FY2019/3 : ②
 EV as of the end of December 2018 : ③

1. The interest rate (EV assumptions) used to prepare the forward rate is based on the market yields on government bonds announced by the Ministry of Finance Japan.

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

		FY2015/3	FY2016/3	FY2017/3	FY2018/3	FY2018/3 3Q	FY2019/3 3Q
Total assets	¥mn	84,911,946	81,543,623	80,336,414	76,832,508	77,182,581	74,489,897
Postal Life Insurance category		61,703,013	55,832,787	51,447,550	46,684,937	47,152,475	42,232,293
New category		23,208,932	25,710,836	28,888,864	30,147,570	30,030,106	32,257,604
Number of policies in force	(000)	33,489	32,323	31,562	30,405	30,746	29,534
Postal Life Insurance category (insurance)		19,949	16,972	14,411	12,484	12,887	11,445
New category (individual insurance)		13,539	15,350	17,150	17,921	17,859	18,088
Insurance premiums and others	¥mn	5,956,716	5,413,862	5,041,868	4,236,461	3,220,309	3,001,967
Postal Life Insurance category		1,697,140	1,322,308	1,002,816	755,221	580,596	453,379
New category		4,259,576	4,091,554	4,039,051	3,481,240	2,639,712	2,548,587
Ordinary profit	¥mn	493,169	413,023	279,347	308,845	254,523	213,746
Postal Life Insurance category		377,145	258,059	185,250	137,074	111,322	90,466
New category		116,024	154,963	94,097	171,771	143,201	123,279
Net income	¥mn	81,758	86,338	88,520	104,309	74,903	96,629
Postal Life Insurance category		36,969	32,850	26,044	16,878	12,815	12,976
New category		44,789	53,487	62,475	87,430	62,087	83,652
Contingency reserve (reversal) provision	¥mn	(90,087)	(123,864)	(120,819)	(139,678)	(102,759)	(113,657)
Postal Life Insurance category		(167,144)	(171,199)	(172,881)	(173,722)	(130,821)	(130,651)
New category		77,057	47,335	52,061	34,043	28,062	16,993
Price fluctuations reserve (reversal) provision	¥mn	97,934	70,100	6,444	128,031	46,848	(9,096)
Postal Life Insurance category		72,126	8,957	12,625	17,090	19,486	128
New category		25,808	61,143	(6,181)	110,940	27,361	(9,225)
Additional policy reserve (reversal) provision	¥mn	(68,347)	(55,533)	(50,454)	(30,648)	(33,712)	(35,700)
Postal Life Insurance category		(68,347)	(55,533)	(50,454)	(47,674)	(33,712)	(32,981)
New category		-	-	-	17,025	-	(2,719)

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.

Key Financial Indicators

(¥bn)

	FY2015/3	FY2016/3	FY2017/3	FY2018/3	FY2018/3 3Q	FY2019/3 3Q
Insurance premiums and others	5,956.7	5,413.8	5,041.8	4,236.4	3,220.3	3,001.9
Ordinary profit	492.6	411.5	279.7	309.2	254.8	214.0
Provision for reserve for policyholder dividends	200.7	178.0	152.6	117.7	101.3	86.6
Net income	81.3	84.8	88.5	104.4	75.0	96.6
Net assets	1,975.7	1,882.9	1,853.2	2,003.1	2,205.4	1,890.5
Total assets	84,915.0	81,545.1	80,336.7	76,831.2	77,181.7	74,490.1
Return on equity	4.6 %	4.4 %	4.7 %	5.4 %	-	-
Return on shareholders' equity	5.9 %	5.9 %	5.9 %	6.7 %	-	-
Dividends to shareholders	24.5	33.6	36.0	40.8	-	-
Payout ratio	30.2 %	39.6 %	40.6 %	39.0 %	-	-
[Reference] Core profit (Non-consolidated)	515.4	464.2	390.0	386.1	287.3	293.0
Core profit attributable to life insurance activities	448.4	366.8	311.4	320.3	241.0	256.5
Spread (positive/negative spread)	66.9	97.4	78.5	65.8	46.3	36.4

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Contact information

**IR Office, Corporate Planning Department
JAPAN POST INSURANCE Co., Ltd.**

TEL: +81 3-3477-2383