

Outline of Financial Results for the Fiscal Year Ended March 31, 2025

May 15, 2025



- I am Imuta of Japan Post Insurance.
- Thank you for joining our conference call for “Financial Results for the fiscal year Ended March 31, 2025.”
- 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

	Year ended Mar-25	Year on Year
Net income	¥ 123.4bn FY26/3 Forecast ¥ 136.0bn	+ ¥ 36.4bn + 41.8 %
Adjusted profit	¥ 145.7bn FY26/3 Forecast Approx. ¥ 142.0bn	+ ¥ 48.1bn + 49.3 %
New policies (Individual Insurance)	(Number) 795K policies (Annualized premiums) ¥ 175.0bn	+ 166K policies + 26.5 % + ¥ 58.2bn + 49.9 %
Policies in Force (Individual Insurance)	(Number) 18,810K policies (Annualized premiums) ¥ 2,855.8bn	(890) K policies (4.5) % ¥ (131.5) bn (4.4) %
Value of new business	¥ 67.9bn	+ ¥ 47.0bn + 225.7 %
EV	¥ 3,940.8bn	¥ (24.1) bn (0.6) %

【Financial Highlights】

- Despite the impact of the decrease in the number of policies in force and the increased burden of regular policy reserves related to an increase in new policies, net income increased by ¥ 36.4bn (+ 41.8%) year on year, as a result of an increase in positive spread, etc. caused by an improvement in the market environment, etc.
- Adjusted profit, which takes into account the impact of the increased burden of regular policy reserves in the first year of new policies and the amortization of goodwill, increased substantially by ¥ 48.1bn (+ 49.3%) year on year to ¥ 145.7bn.

【Forecasts for Full-year Financial Results for the Year ending March 31, 2026】

- Adjusted profit is forecast to remain at approximately ¥ 142.0bn as investment income is expected to remain strong. With this, the expected annual dividend per share is ¥124, an increase of ¥20 per share (payout ratio of 32.5%). Shareholder returns will be provided at a planned total payout ratio (for the single fiscal year) of approximately 55% (see P14-16 for details).

【Policy Sales】

- The number of new policies for individual insurance continued to increase by 26.5% year on year.
- While the number of policies in force decreased by 890 thousand policies ((4.5) %) from the end of the previous fiscal year, the number of new-category policies in force decreased by only 308 thousand policies ((2.4) %) from the end of the previous fiscal year, which was a smaller decrease than in FY24/3, due to an increase in the number of new policies, and we continue to aim for a swift turnaround and recovery in the new category.

【Embedded Value】

- The value of new business increased significantly by ¥ 47.0bn (+ 225.7%) year on year due to higher interest rates and an increase of the number of new policies.
- EV decreased by ¥ 24.1bn ((0.6)%) from the end of the previous fiscal year, due to a decrease in unrealized gains in domestic stocks, etc. caused by a decline in the share prices of domestic stocks.



JAPAN POST INSURANCE

Copyright© JAPAN POST INSURANCE All Rights Reserved.

1

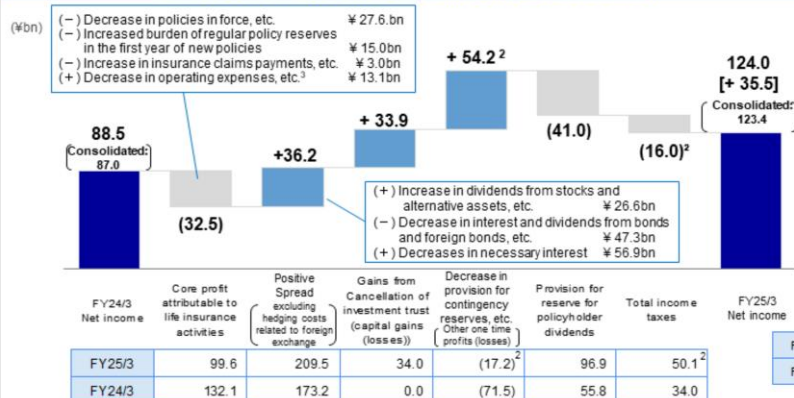
- The financial results can be summed up as you see.
- In FY 25/3, adjusted profit grew by 49.3% year on year to ¥145.7 billion as a result of an increase in the positive spread caused by an improvement in the market environment.
- About the forecasts for full-year financial results for the year ending March 31, 2026, adjusted profit is forecast to remain at approximately ¥ 142.0 billion as investment income is expected to remain strong. With this, the expected annual dividend per share is ¥124, an increase of ¥20 per share, which is more increase than the ¥10 increase in the previous fiscal year . Shareholder returns will be provided at a planned total payout ratio of approximately 55% for the single fiscal year.
- In FY25/3, the number of new policies continued to increase by 26.5% year on year, and the value of new business increased by 225.7% year on year to ¥ 67.9 billion.
- While the number of policies in force decreased by 4.5% from the end of the previous fiscal year, the number of new-category policies in force decreased by only 2.4% from the end of the previous fiscal year which was a smaller decrease than in FY24/3 due to an increase in the number of new policies, and we continue to aim for a swift turnaround and recovery in the new category.
- EV was ¥ 3,904.8 billion, a decrease of 0.6% from the end of the previous fiscal year due to a decrease in unrealized gains in domestic stocks caused by a decline in the share prices of domestic stocks.
- I will explain about each of these items in the following pages.
- Please look at page 2

[Altered the factors shown in this slide in FY25/3 4Q]

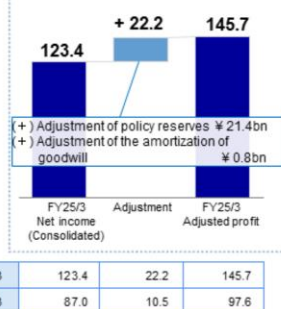
Factors for Year on Year Changes (Main factors that affect net income, etc.)

- Core profit attributable to life insurance decreased due to the decline of the number of policies in force, etc. and an increase of the temporary cost related to an increase in new policies (the increased burden of regular policy reserves in the first year of new policies).
- Positive spread increased due to an increase in dividends on stocks and alternative assets, etc. And gains from cancellation of investment trust included in capital gains or losses increased.
- Net income increased year on year to ¥ 124.0bn, as a result of the factors above, and in addition, the decrease in the provision for contingency reserves resulting from the termination of excess provision for contingency reserves that had been implemented since FY21/3.
- Adjusted profit, the consolidated net income adjusted for the impact of the increased burden of regular policy reserves in the first year of new policies and the impact of amortization of goodwill, amounted to ¥ 145.7bn.

Main Factors for Year on Year Changes (Non-Consolidated)¹



Adjusted Profit (Consolidated)



- Only includes main factors for changes that affect net income. For year on year changes including other factors, please refer to P3.
- For the fiscal year ended March 31, 2025, there was an impact with the calculation of deferred tax assets/liabilities as a result of effective statutory tax rates based on tax increases accompanying the establishment of the special defense corporation tax. However, this was neutralized by the excess provision for contingency reserves (¥ 56.5bn). As the increase in provision for contingency reserves and the decrease in total income taxes resulting from this accounting treatment are neutral to net income, they are not included in the factors for change reflected in this slide.
- "Decrease in operating expenses, etc." shows the difference between FY24/3 and FY25/3. This figure is calculated by adding up "Operating expenses" and "Other ordinary expenses."

JAPAN POST INSURANCE

Copyright© JAPAN POST INSURANCE All Rights Reserved.

2

- From this time, this document describes the main factors that affect net income among the factors for changes in the financial results for the current period.
- Net income in FY 25/3 increased year on year to ¥ 124.0 billion, mainly because while core profit attributable to life insurance decreased due to the decline of the number of policies in force and an increase of the temporary cost related to an increase in new policies (the increased burden of regular policy reserves in the first year of new policies), its impact was surpassed by increases in gains from positive spread excluding hedging costs, cancellation of investment trust and other one-time profits or losses.
- Adjusted profit, the consolidated net income adjusted for the impact of the increased burden of regular policy reserves in the first year of new policies and the impact of the amortization of goodwill, amounted to ¥ 145.7 billion.
- Please look at the table on page 3 for the details of factors for changes including those of core profit and ordinary profit.
- Please look at page 4.

Factors for Year on Year Changes in Detail

Factors for Year on Year Changes (Non-Consolidated)

(¥bn)

	FY24.3	FY25.3	Change	Breakdown of Main Factors, etc.
Core profit	224.0	242.1	18.1	—
Core profit attributable to life insurance activities	132.1	99.6	(32.5)	(-) Decrease in policies in force, etc. ¥ 27.6bn (-) Increased burden of regular policy reserves in the first year of new policies ¥ 15.0bn (-) Increase in insurance claims payments, etc. ¥ 3.0bn (+) Decrease in operating expenses, etc. ¥ 13.1bn
Positive spread (including hedging costs related to foreign exchange)	91.8	142.5	50.7	(+) Increase in dividends from stocks and alternative assets, etc. ¥ 26.6bn (-) Decrease in interest and dividends from bonds and foreign bonds, etc. ¥ 47.3bn (+) Decrease in assumed interest, etc. ¥ 56.9bn
Hedging costs related to foreign exchange	(81.4)	(67.0)	14.4	(+) Decrease in hedging costs related to foreign exchange ¥ 14.4bn (a)
Capital gains (losses)	10.0	2.6	(7.4)	(-) Decrease in gains or losses on sales of securities, etc. ¥ 40.3bn (a) (Excluding gains from cancellation of investment trust)
Gains from cancellation of investment trust	0.0	34.0	33.9	(-) Increase in impairment losses ¥ 1.0bn (a) (+) Increase in gains from cancellation of investment trust ¥ 33.9bn
Other one time profits (losses)	(71.5)	(73.8)	(2.3)	(+) Decrease in excess provision for contingency reserves ¥ 54.2bn (-) Neutralization of the impact related to the special national defense corporate tax ¥ 56.5bn (b')
Ordinary profit	162.5	170.9	8.3	—
Extraordinary gains (losses)	15.9	43.6	27.6	(+) Increase in reversal of reserve for price fluctuations ¥ 27.7bn (a')
Provision for reserve for policyholder dividends	(55.8)	(96.9)	(41.0)	—
Total income taxes	(34.0)	6.4	40.5	(+) Impact related to the special national defense corporate tax ¥ 56.5bn (b)
Net income (Non-consolidated)	88.5	124.0	35.5	—

Adjusted Profit (Consolidated)

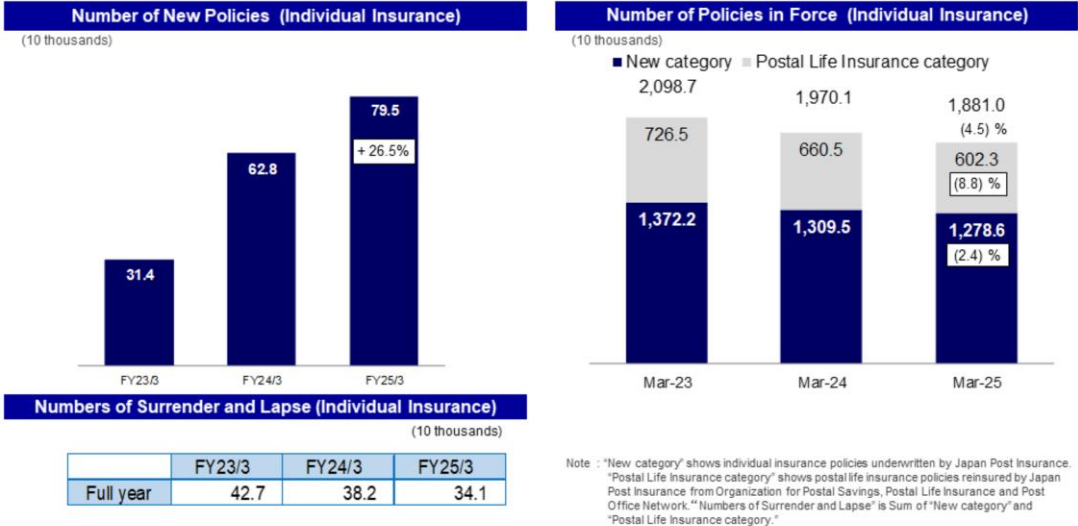
(¥bn)

	FY24.3	FY25.3	Change
Net income(consolidated)	87.0	123.4	36.4
Adjustment	10.5	22.2	11.6
Adjustment related to regular policy reserves in the first year	10.5	21.4	10.8
Adjustment related to amortization of goodwill	-	0.8	0.8
Adjusted profit	97.6	145.7	48.1

- Among factors with (a), regarding capital gains or losses excluding gains from cancellation of investment trust and hedging costs related to foreign exchange included in the positive spread, we continued to adopt accounting treatments to provide or to reverse the reserve for price fluctuations, which are recorded as extraordinary gains or losses, to neutralize their impact on net income.
- Regarding the impact related to the special defense corporation tax (factors with (b) or (b')), see the footnote 2 on P2.

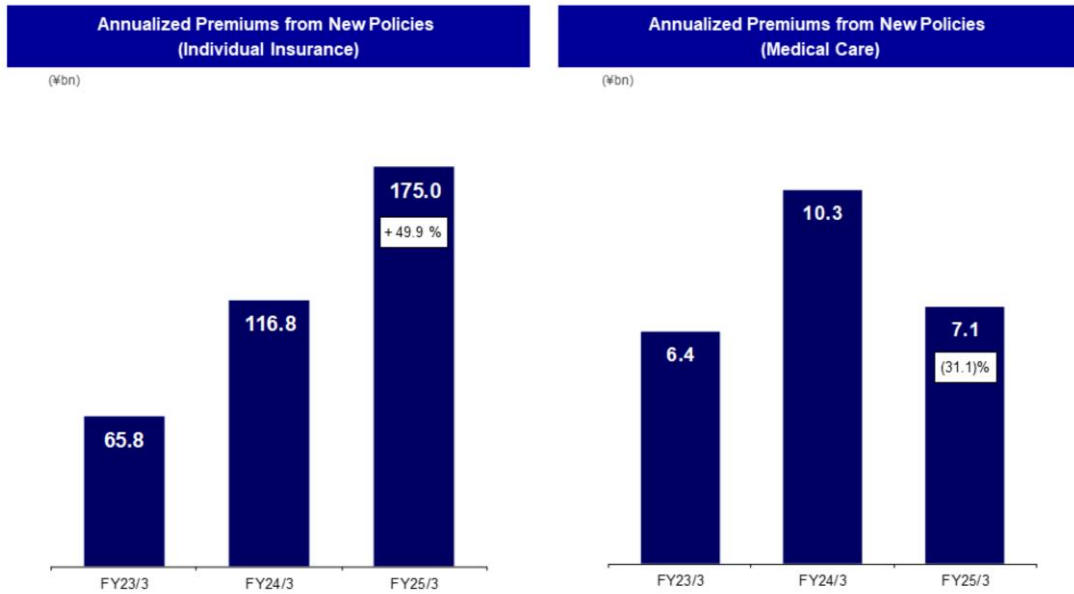
Policy Sales [Number of Policies]

- The number of new policies for individual insurance continued to increase by 26.5% year on year due to the impact of lump-sum payment whole life insurance policies launched in January 2024, etc.
- While the number of policies in force decreased by 4.5% from the end of the previous fiscal year, the number of new-category policies in force decreased by 2.4%, which was a smaller decrease than in FY 24/3, due to an increase in the number of new policies, and we continue to aim for a swift turnaround and recovery in the new category.



- From here, I would like to explain our policy sales.
- The number of new policies for individual insurance continued to increase by 26.5% year on year to 795 thousand policies, due to the impact of lump-sum payment whole life insurance policies launched in January 2024, etc.
- The number of policies in force decreased by 4.5% from the end of the previous fiscal year to 18,810 thousand policies, of which New category policies decreased by 2.4% to 12,786 thousand policies. In the new category, the decrease in the number of policies in force has been getting smaller than in FY24/3 due to an increase in the number of new policies, and we continue to aim for a swift turnaround and recovery.
- Please look at page 5.

Policy Sales [Annualized Premiums from New Policies]



Note : 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.

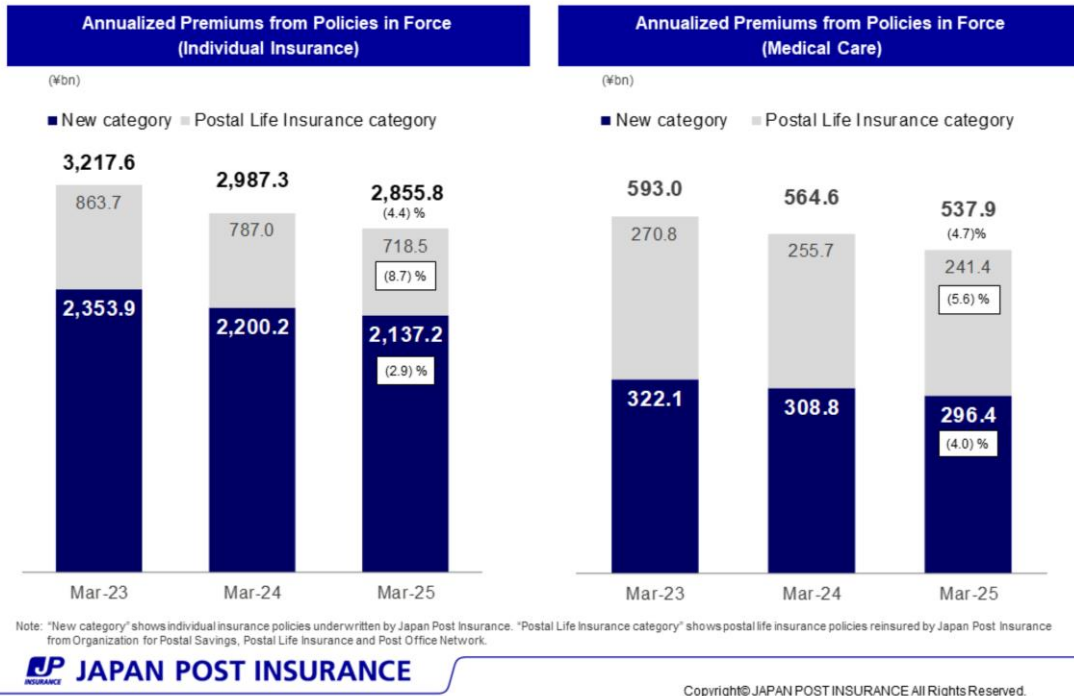
JAPAN POST INSURANCE

Copyright© JAPAN POST INSURANCE All Rights Reserved.

5

- Annualized premiums from new policies for individual insurance increased by 49.9% year on year to ¥ 175.0 billion. On the other hand, annualized premiums from new policies for medical care decreased by 31.1% year on year to ¥ 7.1 billion.
- Regarding policies for medical care, we will work to increase new policies through proposals that meet the needs of our customers.
- Please look at page 6.

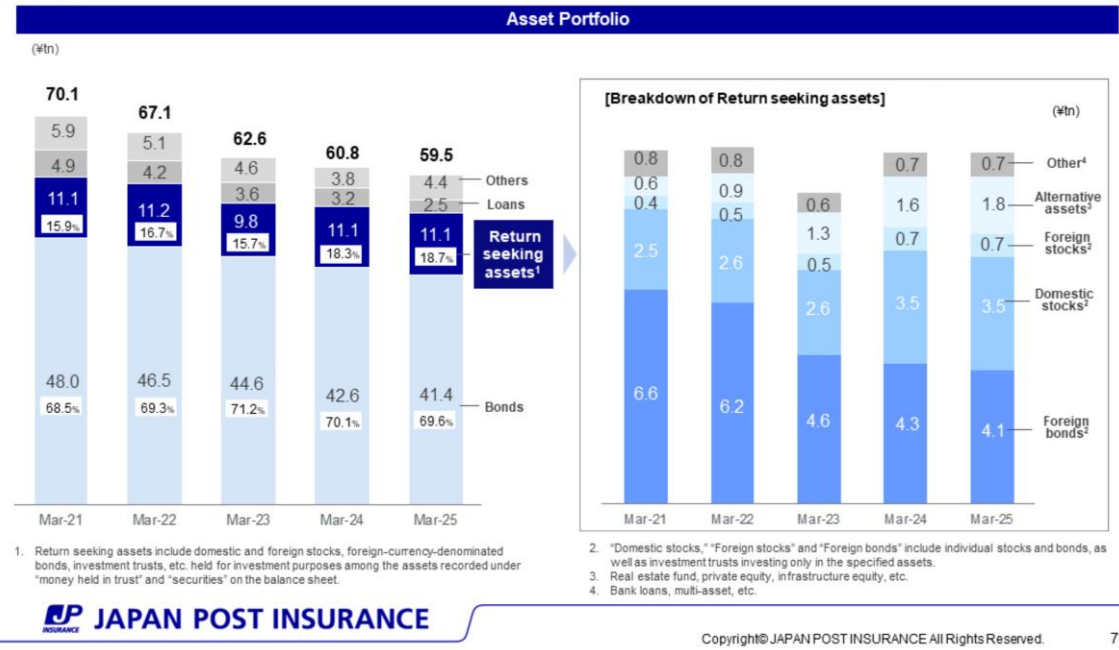
Policy Sales [Annualized Premiums from Policies in Force]



- Annualized premiums from policies in force for individual insurance decreased by 4.4% from the end of the previous fiscal year to ¥ 2,855.8 billion.
- Annualized premiums from policies in force for medical care decreased by 4.7% from the end of the previous fiscal year to ¥ 537.9 billion.
- Please look at page 7.

Investments [Asset Portfolio]

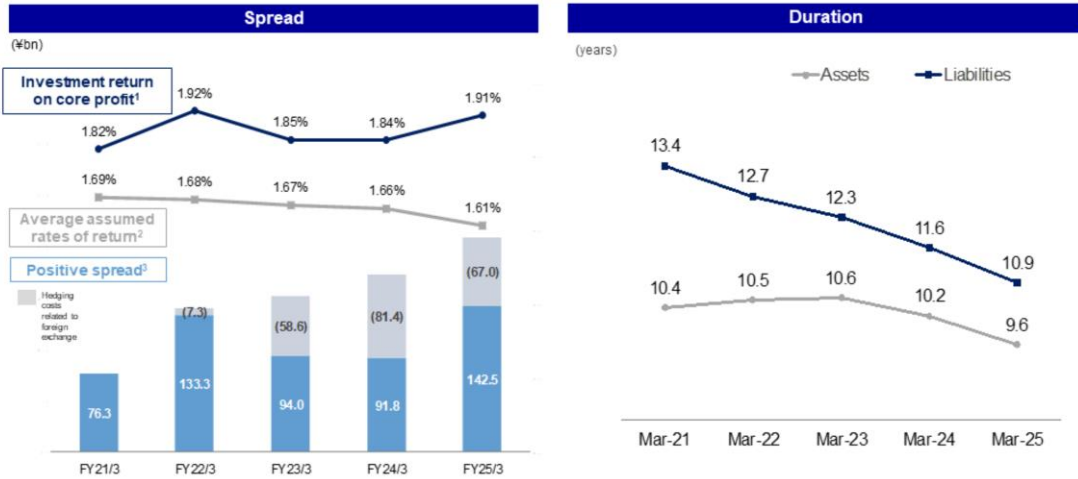
- The total assets as of March 31, 2025 slightly decreased to ¥ 59.5tn from the end of the previous fiscal year.
- The amount of return seeking assets was ¥ 11.1tn, which accounts for 18.7% of total assets and signifies an increase in the relative proportion.



- 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.
- The graph on the left shows the breakdown and transition of total assets. The total assets as of March 31, 2025 slightly decreased from the end of the previous fiscal year to ¥ 59.5 trillion.
- The amount of return seeking assets such as stocks and foreign bonds was ¥ 11.1 trillion, which remained flat compared to the previous fiscal year. As a result, the relative proportion increased from the end of the previous fiscal year to 18.7% of total assets at the end of the current period.
- Please look at the graph on the right regarding the breakdown of return seeking assets.
- Please look at page 8.

Spread and Duration

- For the Fiscal Year Ended March 31, 2025, average assumed rates of return was 1.61%, and the investment return on core profit was 1.91%. As a result, a positive spread of ¥ 142.5bn (+ ¥ 50.7bn year on year) was achieved.
- The duration was 9.6 years for assets and 10.9 years for liabilities. The duration gap slightly decreased by the end of the previous fiscal year.



1. Investment return on core profit is the return with respect to earned policy reserves.
2. Average assumed rates of return are the assumed return on general account policy reserves.
3. Following the partial amendment to the method for calculating core profit in FY23/3, we use the revised method from FY22/3 onward, as opposed to FY21/3.

Note: The duration for accounting purposes of insurance liabilities related to individual insurance and individual annuities and yen-denominated interest-bearing assets.

- The graphs on the left show the changes in the investment return, average assumed rates of return and positive spread.
- The average assumed rates of return decreased year on year to 1.61%, due to the sale of lump-sum payment whole life insurance policies and the use of reinsurance, etc.
- The investment return on core profit rose year on year to 1.91%, due to the contribution of return seeking assets to the investment return.
- Positive spread was ¥ 142.5 billion, which increased by ¥ 50.7 billion year on year.
- As shown in the graph on the right, the duration was 9.6 years for assets and 10.9 years for liabilities, and the duration gap narrowed slightly from the end of the previous fiscal year.
- Please look at page 9.

Investments [Fair Value Information of Securities]

Fair Value Information of Securities

(¥bn)

	Mar-24			Mar-25			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	51,994.6	55,314.4	3,319.8	51,524.4	51,683.4	158.9	(470.1)	(3,631.0)	(3,160.8)
Held-to-maturity bonds	32,343.1	33,401.9	1,058.8	31,425.3	30,144.0	(1,281.2)	(917.7)	(3,257.9)	(2,340.1)
Policy-reserve-matching bonds	7,139.6	6,954.0	(185.5)	7,243.7	6,522.3	(721.4)	104.1	(431.7)	(535.8)
Available-for-sale securities	12,511.8	14,958.4	(A) 2,446.5	12,855.3	15,017.0	(A) 2,161.6	343.4	58.6	(284.8)
Securities etc.	8,869.3	8,800.3	(69.0)	8,980.8	8,686.7	(294.0)	111.4	(113.6)	(225.0)
Bonds	3,560.1	3,329.2	(230.9)	3,303.5	2,990.7	(312.7)	(256.6)	(338.4)	(81.7)
Domestic stocks	344.9	546.0	201.0	381.0	529.6	148.5	36.1	(16.4)	(52.5)
Foreign securities	2,099.7	2,124.8	25.0	2,008.2	1,980.3	(27.9)	(91.5)	(144.5)	(52.9)
Other securities	2,169.4	2,104.8	(64.6)	2,244.8	2,142.8	(102.0)	75.3	37.9	(37.4)
Deposits etc.	694.9	695.3	0.4	1,043.1	1,043.2	0.1	348.2	347.8	(0.3)
Money held in trust	3,642.4	6,158.0	2,515.5	3,874.5	6,330.2	2,455.7	232.0	172.2	(59.8)
Domestic stocks ¹	1,497.6	3,032.3	1,534.7	1,582.1	2,980.5	1,398.4	84.4	(51.7)	(136.2)
Foreign stocks ¹	285.2	742.2	456.9	298.2	789.4	491.1	13.0	47.2	34.1
Foreign bonds ¹	687.1	795.4	108.2	562.1	676.7	114.5	(124.9)	(118.6)	6.3
Other ²	1,172.4	1,588.0	415.6	1,431.9	1,883.4	451.5	259.4	295.3	35.9

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, etc.

	Mar-24	Mar-25	Change
Net deferred gains (losses) on hedges arising from currency swaps (B)	-	0.2	0.2
Net unrealized gains (losses) on available-for-sale securities after taking into account net deferred gains (losses) on hedges arising from currency swaps (A+B)	2,446.5	2,161.9	(284.6)

JP JAPAN POST INSURANCE

Copyright© JAPAN POST INSURANCE All Rights Reserved.

9

- This page shows the fair value of securities and net unrealized gains or losses.
- Due to higher interest rates, the Company recorded a net unrealized loss of ¥1,281.2 billion for held-to-maturity bonds, and a net unrealized loss of ¥ 721.4 billion for policy-reserve-matching bonds, both of which are not calculated at fair value for accounting purposes. On the other hand, despite the market value, mainly of domestic stocks, decreased due to the decline of domestic share prices, etc., we recorded ¥ 2,161.6 billion in net unrealized gains on available-for-sale securities that are calculated at fair value for accounting purposes. As a result, there were net unrealized gains of ¥ 158.9 billion for total securities.
- We began currency swap transactions in October 2024 for the purpose of hedging against fluctuations in the exchange rate for foreign-currency-denominated bonds. Regarding net unrealized gains on available-for-sale securities taking into account net deferred gains (losses) on hedges arising from currency swaps, please see the table at the bottom-right of the page.
- Please look at page 10.

Expenses

Expenses

(¥bn)

	Year ended Mar-24	Year ended Mar-25	Change
Operating expenses	440.3	431.4	(8.8)
Commissions ¹	123.7	111.4	(12.3)
Sales Commissions	27.1	26.1	(0.9)
Maintenance Commissions	96.6	85.2	(11.3)
Contributions ²	56.4	56.3	(0.1)
Others	260.0	263.6	3.6
Other ordinary expenses	81.3	78.5	(2.8)
Depreciation and amortization	41.2	39.1	(2.1)
Operating expenses etc	521.6	509.9	(11.7)

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 ¥ 431.4 billion, which decreased year on year by ¥ 8.8 billion. Approximately 40% of operating expenses 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 ¥ 12.3 billion year on year to ¥ 111.4 billion.
- Contributions decreased by ¥ 0.1 billion year on year to ¥ 56.3 billion.
- Please look at page 11.

Financial Soundness

Internal Reserves				Solvency Margin Ratio			
	Mar-24	Mar-25	(¥bn)		Mar-24	Mar-25	(¥bn)
Contingency reserve	1,725.3	1,219.1	(506.1)	Solvency Margin Ratio	1,023.2 %	903.2 %	
Postal Life Insurance category ^{2,3,4,5,6}	1,283.6	915.5	(368.1)	Total amount of solvency margin	6,928.5	6,139.3	
New category ^{4,6}	441.6	303.6	(138.0)	Total amount of risk	1,354.1	1,359.3	
Reserve for price fluctuations	873.7	829.9	(43.8)				
Postal Life Insurance category ⁴	749.9	581.4	(168.5)	Real net assets	7,736.9	4,065.9	
New category ⁴	123.8	248.4	124.6				
Additional policy reserve	4,909.2	5,073.0	163.8				
Postal Life Insurance category ^{2,3}	4,907.5	5,072.1	164.6				
New category	1.7	0.8	(0.8)				

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. Plus signs indicate provisions, while brackets () indicate reversals.

2. 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, and this operation ended before the end of June 2024.

3. In the Postal Life Insurance Category, additional policy reserves were accumulated in bulk (¥598.2bn) and accounting treatments to reverse contingency reserves by a corresponding amount were adopted. Excess provisions for recovery of contingency reserves will not be made as they are accumulated at a high level despite the reversal along with the accumulation of additional policy reserve.

4. In New category, a partial transfer of contingency reserves to reserve for price fluctuations was carried out. Also, in the Postal Life Insurance Category, a partial transfer of the reserve for price fluctuations to contingency reserves of an equivalent amount was carried out.

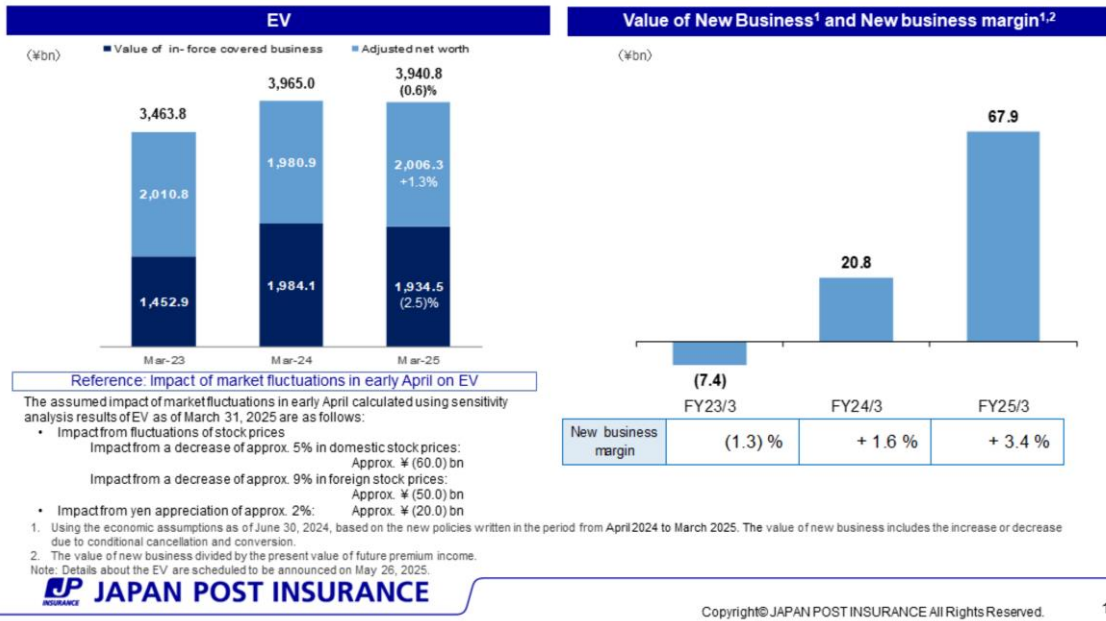
5. ¥18.1bn of provisions for contingency reserves were made for the neutralization of the impact on profit arising from reinsurance implemented in the fiscal year ended March 31, 2025.

6. ¥56.5bn of provisions for contingency reserves were made for the neutralization of the impact for the period under review accompanying the application of effective statutory tax rates based on the establishment of the special defense corporation tax effective from the fiscal year ended March 31, 2025.

- I would like to report on our financial soundness.
- The company have implemented accumulation of additional policy reserves which is funded by contingency reserves. at the end of March, 2025. For details about that and other operations regarding internal reserves in FY25/3, please look at notes.
- As a result, we have accumulated contingency reserves of ¥ 1,219.1 billion and reserve for price fluctuations of ¥ 829.9 billion.
- Additional policy reserves accumulated mainly to cover negative spreads were ¥ 5,073.0 billion at the end of the current period.
- The solvency margin ratio was 903.2%, maintaining a high level of soundness.
- Please look at page 12.

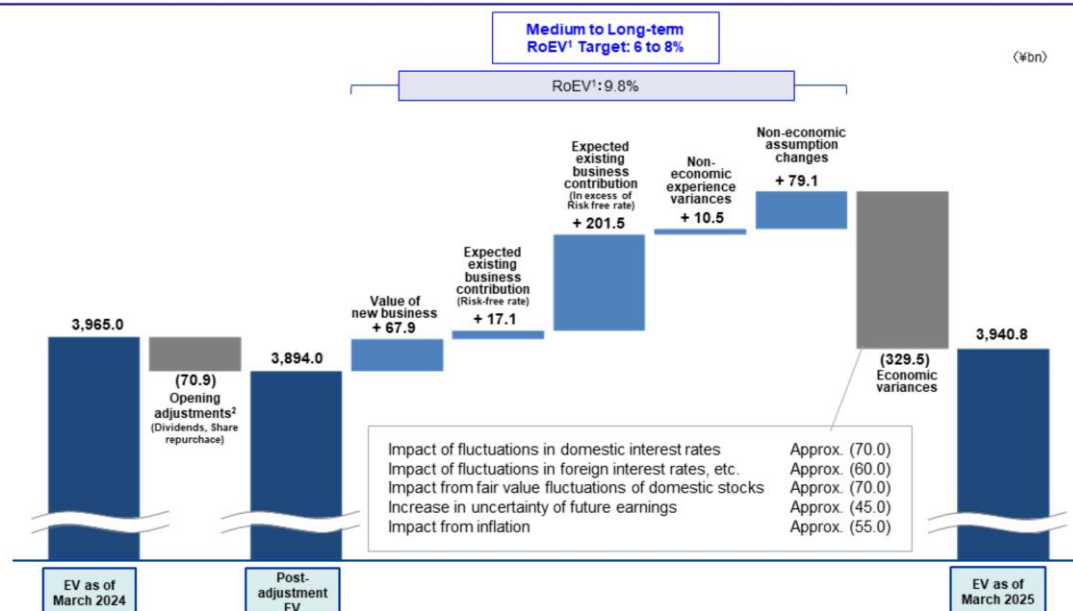
Embedded Value

- EV as of March 31, 2025 was ¥ 3,940.8bn mainly due to the decline of unrealized gains of domestic stocks caused by the decrease of the market value of domestic share (¥ (24.1) bn from the end of the previous fiscal year).
- The value of new business was ¥ 67.9bn due to higher interest rates and an increase of the number of new policies (+ ¥47.0bn year on year).



- I would like to explain the current status of EV.
- EV as of March 31, 2025 was ¥ 3,940.8 billion, a decrease of ¥ 24.1 billion from the end of the previous fiscal year.
- Adjusted net worth increased by ¥ 25.4 billion from the end of the previous fiscal year to ¥ 2,006.3 billion, mainly due to the increase in net income, etc.
- Value of in-force covered business decreased by ¥ 49.6 billion from the end of the previous fiscal year to ¥ 1,934.5 billion, mainly due to the decrease of unrealized gains of domestic stocks caused by the decline of domestic share prices.
- Value of new business for the current period was calculated based on the economic assumptions as of the end of June 2024.
- The value of new business increased by ¥ 47.0 billion year on year to ¥ 67.9 billion due to higher interest rates and an increase of the number of new policies. Then, the new business margin was 3.4%.
- The movement analysis of EV will be explained at next page.
- Please look at page 13.

Movement Analysis of EV



1. The numerator is calculated by excluding economic variances factors. The denominator is calculated by excluding the unamortized balance of goodwill of ¥34.5bn associated with the investment in Daiwa Asset Management Co. Ltd.
2. Including the repurchase of treasury stocks of ¥(33.0) carried out on March 31, 2025.

- This page shows the movement analysis of EV.
- The main changes in EV from the end of the previous fiscal year were an increase of ¥ 67.9 billion in the value of new business, an increase of ¥ 201.5 billion in expected existing business contribution in excess of risk-free rate, and a decrease of ¥ 329.5 billion in the economic variances.
- Main factors of the decrease in the economic variances were the impact from fair value fluctuations of domestic stocks and the impact of fluctuations in domestic interest rates, etc.
- And RoEV, the EV growth rate for the fiscal year ended March 31, 2025, was 9.8 %. The RoEV was calculated by excluding economic variance factors, and by deducting goodwill associated with the investment in Daiwa Asset Management Co. Ltd. from Post-adjustment EV, the denominator in the RoEV equation.
- Please look at page 14.

The Forecasts for Full-year Financial Results for the Year Ending March 31, 2026

Full-year Financial Results Forecast

(¥bn)

	Year ended Mar-25 (Revised forecast) ²	Year ended Mar-25	Achievement	Year ending Mar-26 (Forecast)
Ordinary income	6,130.0	6,165.3	100.6%	5,640.0
Ordinary profit	220.0	170.2	77.4%	240.0
Net income ¹	120.0	123.4	102.9%	136.0
Adjusted profit	Approx. 142.0	145.7	102.6%	Approx. 142.0

[Assumptions underlying the financial results forecast]

- Market assumptions are set as follows based on market trends in early April 2025.

- 10-year JGB yields (as of March 2026): 1.4%
- Hedging cost rate for USD (as of March 2026): 3.1%
- Foreign exchange rate: 146.0yen to the dollar
- Nikkei Stock Average: 33,781yen

- Approximately 820 thousand cases of new policies (individual insurance) and approximately 1,580 thousand cases of cancelled policies (individual insurance)⁴ assumed.

1. Net income attributable to Japan Post Insurance.

2. The figures reflect the financial results forecast revision announced on November 14, 2024.

3. Includes hedging costs related to foreign exchange.

Full-year Financial Results Forecast (non-consolidated)

(¥bn)

	Year ended Mar-25 (Revised forecast) ²	Year ended Mar-25	Achievement	Year ending Mar-26 (Forecast)
Core profit	Approx. 220.0	242.1	110.0%	Approx. 320.0
Positive spread ³	Approx. 130.0	142.5	109.6%	Approx. 200.0

< Sensitivity of positive spread to market fluctuations (FY26/3) >

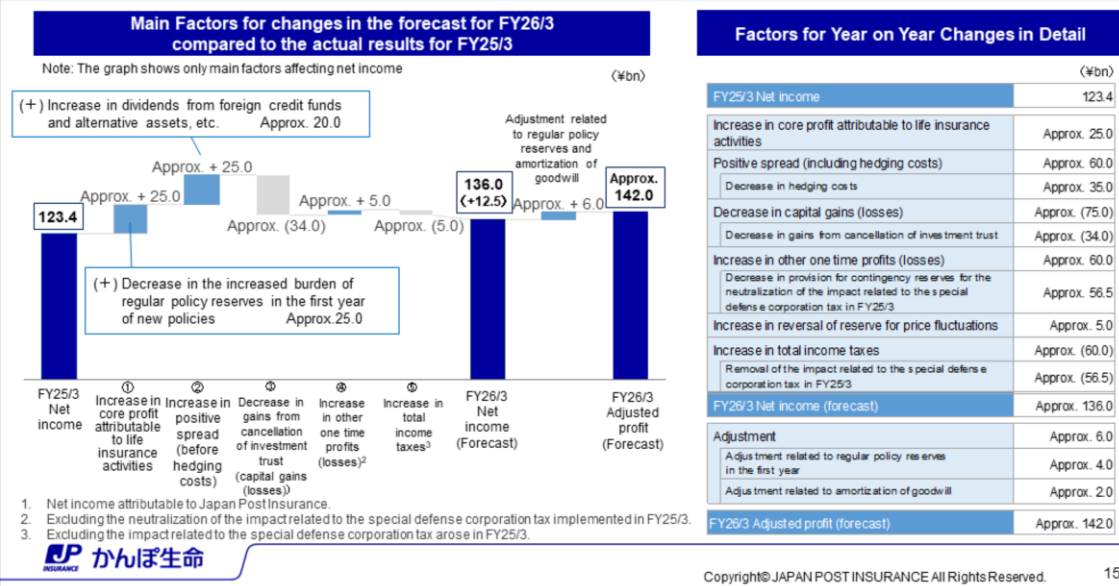
- 50bp decrease in domestic interest rates
: Approx. ¥ (3.0) bn (Decrease in returns on new investments)
- 50bp increase of hedging cost rate
: Approx. ¥ (10.0) bn (Increase in hedging costs)
- 10% appreciation of the yen
: Approx. ¥ (15.0) bn (Decrease in the yen equivalent amount of Interests and dividends in foreign currency)
- 10% reduction of dividends
: Approx. ¥ (10.0) bn (Decrease in dividends from stocks)

4. The numbers of cancelled policies are the sum of death, maturity, surrender and lapse. Also include postal life insurance policies.

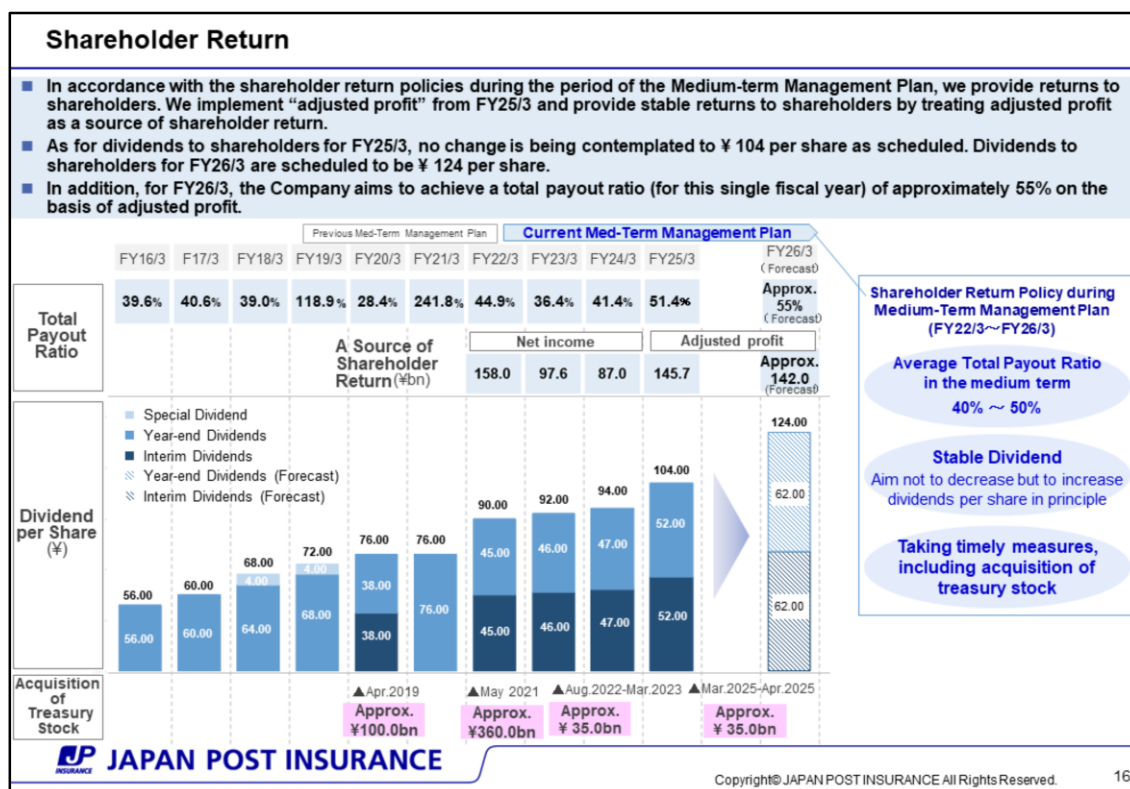
- This page shows the forecasts for full-year financial results for the year ending March 31, 2026.
- The factors for changes will be explained at next page.
- Please look at page 15.

Forecasts for Full-year Financial Results for the Year Ending March 31, 2026 (Factors for changes from the results for FY25/3)

- Consolidated net income for the year ending March 2026¹ is expected to exceed consolidated net income for the year ended March 2025 by ¥ 12.5bn, amounting to ¥ 136.0bn as a result of (1) an increase in core profit attributable to life insurance activities, (2) an increase in positive spread before taking into account hedging costs, and (3) a decrease in gains from cancellation of investment trust, etc.
- Adjusted profit in FY26/3 expected to be ¥142.0bn after applying adjustment for policy reserve to net income.



- I would like to explain the factors for changes from FY25/3 regarding the forecasts for full-year financial results for the year ending March 31, 2026.
- In the fiscal year ending March 31, 2026, although gains from cancellation of investment trust will decrease, net income is expected to increase by ¥ 12.5 billion year on year to ¥ 136.0 billion due to a decrease in the burden of regular policy reserves in the first year of new policies and improvements in the positive spread, etc.
- Adjusted profit after taking into account adjustment for policy reserve and amortization of goodwill is expected to be approximately ¥142.0 billion.
- Please look at page 16.



- Lastly, I will explain our Shareholder Return.
- Regarding shareholder return policies during the period of the Medium-term Management Plan, there is no change contemplated to the hitherto announced shareholder return policies.
- And we implement “adjusted profit” from FY25/3 and provide stable returns to shareholders by treating adjusted profit as a source of shareholder return.
- For FY25/3, dividends to shareholders are ¥ 104 per share, which is in line with our forecast.
- Dividends to shareholders for FY26/3 are scheduled to be ¥ 124 per share.
- For the fiscal year ending March 31, 2026, we plan to implement shareholder returns with a target total payout ratio of approximately 55% against adjusted profit on a single-year basis.
- We will continue to recognize that the shareholder return is an important policy of management and will maintain sound management while distributing stable profits to shareholders.
- This concludes my explanation for the financial results.

APPENDIX

[Reference] Definitions of Adjusted Profit and Adjusted ROE

Definitions of adjusted profit and adjusted ROE

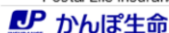
$$\begin{aligned}
 \text{Adjusted profit} &= \text{Net income} + \text{Burden of regular policy reserves in the first year}^1 + \text{Amortization of goodwill}^2 \\
 \text{Adjusted ROE} &= \frac{\text{Adjusted profit}}{\left[\text{Shareholders' equity}^3 - \text{Unamortized balance of goodwill}^2 \right]}
 \end{aligned}$$

1. In order to partially adjust for the short-term reduction in net income as new policies increase, we add the burden of regular policy reserves in the first year (after tax) when calculating adjusted profit (from FY25/3 and onward).
2. In order to reflect the Company's intrinsic earning capacity, we add back the amount of amortization of goodwill deducted from net income associated with the investment in Daiwa Asset Management Co. Ltd. (completed in October 2024). We also deduct the unamortized balance of goodwill (average) from the denominator of adjusted ROE.
3. The net unrealized gains (losses) on available-for-sale securities are mainly due to the Postal Life Insurance category.* Shareholders' equity (average) is used as the denominator in view of the high policyholder dividend ratio in the Postal Life Insurance category* and the fact that gains and losses from the sale of securities etc. do not affect adjusted profit due to the provision and reversal of reserve for price fluctuations.
4. *Postal Life Insurance category* shows the amounts generated from the postal life insurance policies.

Results of Adjusted profit and adjusted ROE

(¥bn)

	FY24/3	FY25/3
Net income	87.0	123.4
(+) Burden of regular policy reserves in the first year (after tax)	10.5	21.4
(+) Amortization of goodwill	-	0.8
Adjusted profit	97.6	145.7
Adjusted ROE	6.1%	8.8%
Numerator (Adjusted profit)	97.6	145.7
Denominator	1,596.2	1,648.0
(+) Shareholders' equity (average)	1,596.2	1,664.8
(-) Unamortized balance of goodwill (average)	-	16.8
【Reference】		
Total net assets (as of March 31)	3,395.7	3,241.4
Total shareholders' equity (as of March 31)	1,622.0	1,707.6
Net unrealized gains (losses) on available-for-sale securities (as of March 31)	1,775.6	1,551.6
Postal Life Insurance category (as of March 31)	1,561.1	1,480.1



Copyright© JAPAN POST INSURANCE All Rights Reserved.

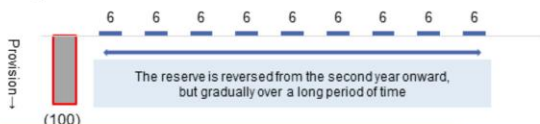
18

[Reference] Adjustment Concerning the Burden of Regular Policy Reserves

Burden of regular policy reserves included in the profit for the fiscal year ended March 31, 2025

- The burden of regular policy reserves arose mainly for lump-sum payment whole life insurance policies that commenced during the period from April to September 2024 due to the difference between assumed rates of return (0.95%) and the standard rate of return (0.75%)
- In order to partially adjust for the short-term reduction in net income as new policies increase, we add the burden of regular policy reserves in the first year (after tax) when calculating adjusted profit

The figure below shows an illustration of the annual amounts of provision and reversal of regular policy, taking the burden of regular policy reserves in the first year as 100.



Burden of regular policy reserves (before tax) by fiscal year in which new policies commenced

(¥bn)

Fiscal Year in which new policies commenced	Total burden of regular policy reserves (before tax) ¹			
	FY25/3 1Q	FY25/3 2Q	FY25/3 3Q	FY25/3 4Q
New policies in FY24/3	(0.2)	(0.4)	(0.6)	(0.8)
Level premium	(0.3)	(0.7)	(1.0)	(1.4)
Lump-sum payment	+ 0.1	+ 0.2	+ 0.4	+ 0.5
New policies in FY25/3	(17.5)	(29.7)	(29.8)	(29.7)
Level premium	+ 0.0	(0.1)	(0.3)	(0.5)
Lump-sum payment	(17.5)	(29.6)	(29.4)	(29.1)

1. The cumulative burden of regular policy reserves (before tax) in FY25/3 for new policies that commenced in each year.
Positive numbers indicate the reversal and negative numbers indicate the provision of policy reserves.



Burden of regular policy reserves expected in the financial results forecasts for the fiscal year ending March 31, 2026

- At present, insurance premium rates for the fiscal year ending March 31, 2026 have not been decided. In the calculation of the financial results forecast for the fiscal year ending March 31, 2026, the burden of regular policy reserves in the first year of new policies (after tax) is set at approx. ¥ 4.0bn.

[Adjustment for the adjusted profit for FY26/3 (forecast), etc.]

(¥bn)

Net income	136.0
Adjustment	Approx. 6.0
Burden of regular policy reserves in the first year of new policies (after tax)	Approx. 4.0
Amortization of goodwill	Approx. 2.0
Adjusted profit	Approx. 142.0

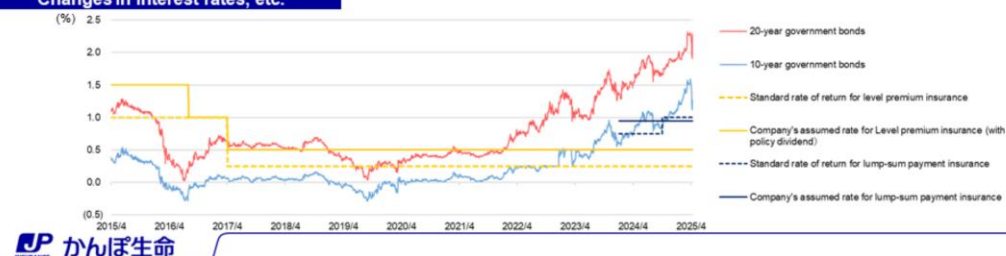
[Reference] Calculation Method and Level of the Standard Rate of Return

Standard rate¹ and the Company's assumed rate

	Basic rate ^{2,3}	Record dates and dates of application	Level of rate (as of April 1, 2025)	Current level of the Company's assumed rate (as of April 1, 2025)
Lump-sum payment whole life insurance, etc.	Lower of: <ul style="list-style-type: none"> The mean of the "average distribution yield on 10-year government bonds during the past three months" and the "average distribution yield on 20-year government bonds during the past three months" The mean of the "average distribution yield on 10-year government bonds during the past year" and the "average distribution yield on 20-year government bonds during the past year" 	Record dates: January 1, April 1, July 1, and October 1 Dates of application: Three months after each record date	1.00%	0.95%
Level premium insurance, etc.	Lower of: <ul style="list-style-type: none"> The "average yield to subscribers on 10-year government bonds during the past three years" The "average yield to subscribers on 10-year government bonds during the past ten years" 	Record date: October 1 Date of application: April 1 in the year following the record date	0.25%	0.50% (For zero-dividend policies: 0.55%)

1. Accumulation rate for policy reserves based on Public Notice No. 48 issued by the Ministry of Finance in 1996.
2. The basic rate is calculated using the stability coefficient designated in the Public Notice, based on the rate in the table above.
3. If the basic rate and the standard rate applied on the record date differ by 0.25% or more in the case of lump-sum payment products, or 0.50% or more in the case of level premium products, the standard rate for the date of application onward is revised to the multiple of 0.25% that is closest in value to the basic rate.

Changes in interest rates, etc.



Overview of Statement of Income

Overview of Statement of Income

(¥bn)

	Year ended Mar-24	Year ended Mar-25	Change
Ordinary income	6,744.1	6,165.3	(578.7)
Insurance premiums and others	2,484.0	3,154.8	670.8
Investment income	1,211.5	1,195.6	(15.9)
Reversal of policy reserves	3,005.4	1,747.2	(1,258.1)
Ordinary expenses	6,582.9	5,995.0	(587.9)
Insurance claims and others	5,778.5	5,205.3	(573.2)
Investment expenses	282.5	279.0	(3.4)
Operating expenses etc ¹	521.6	509.9	(11.7)
Ordinary profit	161.1	170.2	9.1
Extraordinary gains and losses	15.9	43.6	27.6
Reversal of reserve for price fluctuations ²	16.1	43.8	27.7
Provision for reserve for policyholder dividends	55.8	96.9	41.0
Total income taxes	34.1	△ 6.5	(40.7)
Net income attributable to Japan Post Insurance	87.0	123.4	36.4
Adjusted Profit	97.6	145.7	48.1

Note: Only major line items are shown.

1. Sum of Operating expenses and Other ordinary expenses.

2. Plus signs indicate provisions, while brackets () indicate reversals.

Overview of Balance Sheets

Overview of Balance Sheets

(#bn)

	Mar-24	Mar-25	Change		Mar-24	Mar-25	Change
Total Assets	60,855.8	59,555.6	(1,300.2)	Total Liabilities	57,460.1	56,314.2	(1,145.8)
Cash and deposits	1,157.3	1,976.0	818.7	Policy reserves	50,512.7	48,765.5	(1,747.2)
Money held in trust	6,271.4	6,460.0	188.6	Contingency reserve	1,725.3	1,219.1	(506.1)
Securities	47,693.8	46,528.7	(1,165.0)	Additional policy reserve	4,909.2	5,073.0	163.8
Loans	3,281.3	2,530.0	(751.2)	Bonds payable	400.0	500.0	100.0
Tangible fixed assets	136.9	141.0	4.1	Reserve for price fluctuations	873.7	829.9	(43.8)
Intangible fixed assets	97.8	113.5	15.7	Net assets	3,395.7	3,241.4	(154.3)
Deferred tax assets	636.6	728.8	92.2	Total shareholders' equity	1,622.0	1,707.6	85.5
				Capital stock	500.0	500.0	-
				Capital surplus	405.0	405.0	-
				Retained earnings	717.9	803.4	85.5
				Treasury stock	(0.9)	(0.9)	0.0
				Total accumulated other comprehensive income	1,773.6	1,533.7	(239.9)

Note: Only major line items are shown.



JAPAN POST INSURANCE

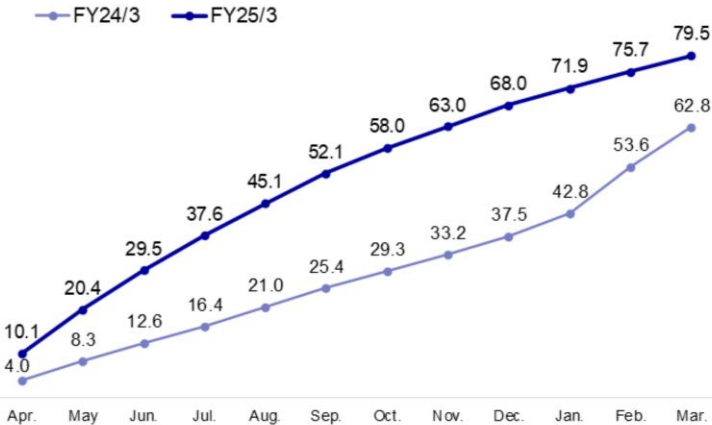
Copyright© JAPAN POST INSURANCE All Rights Reserved.

22

Monthly Change of Number of New Policies (Cumulative Number for Each Fiscal Year)

Trend in Cumulative Number of New Policies¹ for Each Fiscal Year (Individual Insurance)

(10 thousands)



[Reference] April 2025: 47 thousands policies

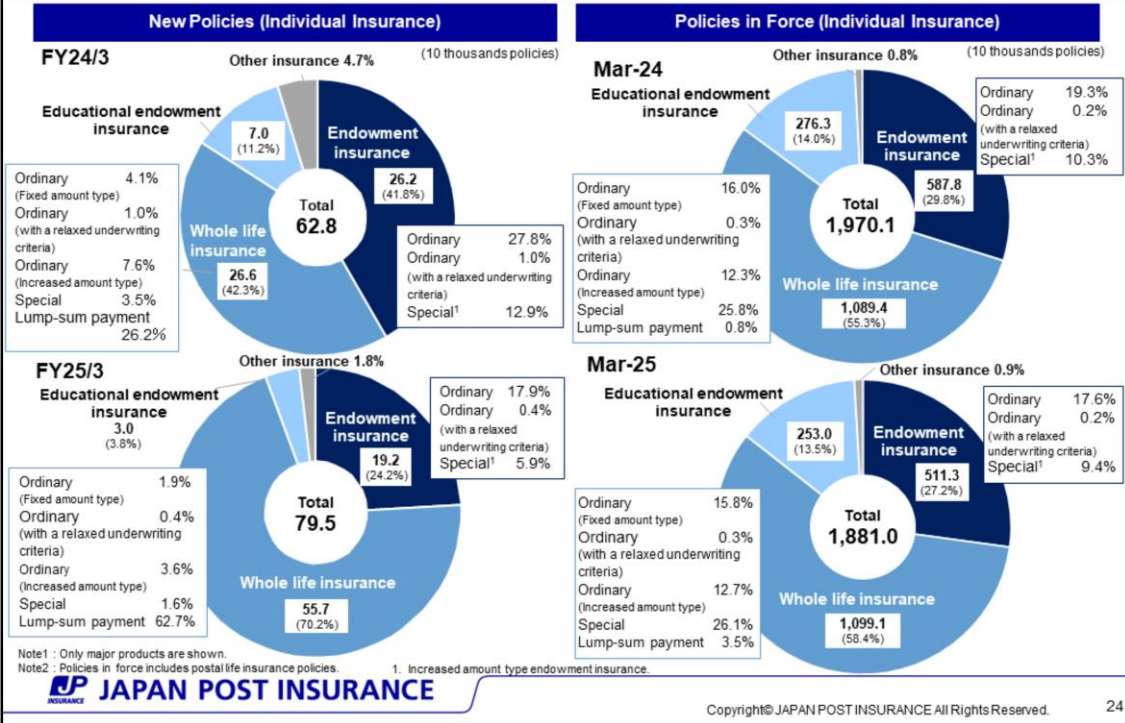
1. The number of new policies includes policies after conversion and excludes renewed policies.



JAPAN POST INSURANCE

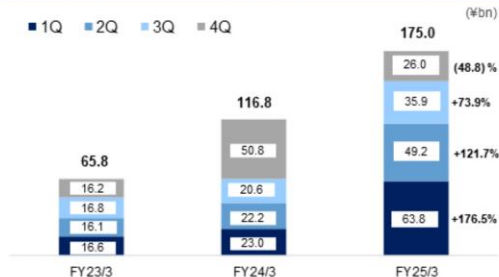
Copyright© JAPAN POST INSURANCE All Rights Reserved.

Breakdown of Number of Policies by Product



Annualized Premiums from New Policies (Quarterly Change and Breakdown by Sales channel)

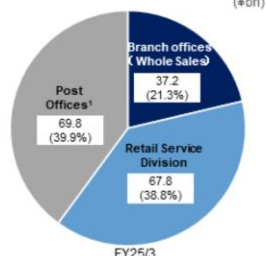
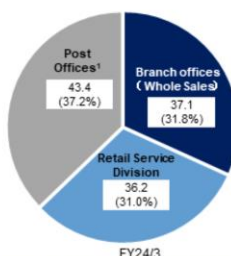
Annualized Premiums from New Policies (Individual Insurance)



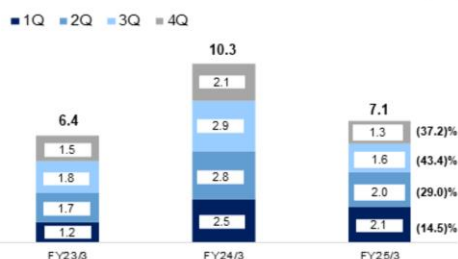
Breakdown of Annualized Premiums from New Policies (Individual Insurance)

Retail : Whole Sales = 7 : 3

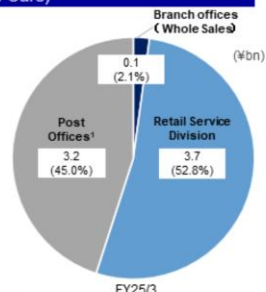
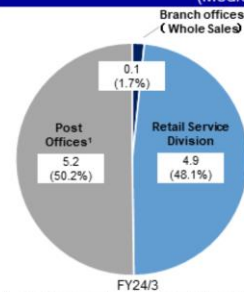
Retail : Whole Sales = 8 : 2



Annualized Premiums from New Policies (Medical Care)



Breakdown of Annualized Premiums from New Policies (Medical Care)



1. Includes amounts of the Contracted post offices.

Monthly Change of Annualized Premiums from New Policies

Annualized Premiums from New Policies (Individual Insurance)



Annualized Premiums from New Policies (Medical Care)



Medical Care¹ Ratio to Annualized Premiums from New Policies (Individual Insurance)

	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
FY24/3	9.7 %	12.2 %	11.1 %	11.8 %	13.4 %	13.0 %	12.6 %	14.2 %	15.3 %	6.5 %	3.5 %	3.7 %
FY25/3	3.3 %	3.4 %	3.5 %	3.6 %	4.5 %	4.3 %	4.3 %	4.6 %	4.9 %	5.1 %	5.4 %	4.9 %

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

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

Interest, Dividends and Other Income			Capital gains(losses)		
	Year ended			Year ended	
	Mar-24	Mar-25		Mar-24	Mar-25
	('bn)			('bn)	
Investment income	1,211.5	1,195.6	Capital gains	427.6	421.0
Interest, dividends and other income	885.2	864.5	Gains on money held in trust	181.4	199.1
Interest on deposits	0.0	2.4	Gains on sales of securities	151.1	110.6
Interest and dividends on securities	793.7	803.6	Bonds	22.1	31.1
Interest on corporate and government bonds	685.4	673.4	Domestic stocks	14.3	23.2
Domestic stock dividends	11.9	14.5	Foreign securities	114.5	56.2
Interest and dividends on foreign securities	81.5	73.5	Gains on derivative financial instruments	-	-
Others	14.8	42.0	Gains on foreign exchanges	13.5	20.9
Interest on loans	12.9	12.3	Other capital gains ¹	81.4	90.2
Interest on loans to the Management Organization	48.3	38.3	Capital losses	(417.5)	(418.3)
Rent revenue from real estate	-	-	Losses on money held in trust	-	-
Interest and dividends on others	10.0	7.7	Losses on sales of securities	(177.7)	(193.4)
			Bonds	(57.3)	(160.7)
			Domestic stocks	(4.4)	(2.3)
			Foreign securities	(115.8)	(28.3)
			Other securities	-	(1.9)
			Losses on valuation of securities	(0.0)	-
			Losses on derivative financial instruments	(95.8)	(68.3)
			Losses on foreign exchanges	-	-
			Other capital losses ²	(143.9)	(156.5)
			Net Capital gains(losses)	10.0	2.6

Note: "Invest, dividends and other income" is calculated on consolidated basis from the conference call material disclosed on May 15, 2024.

1. Amount equivalent to hedging cost related to foreign exchange and gains from cancellation of investment trust (excluding gains from cancellation of investment trusts held as "money held in 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."



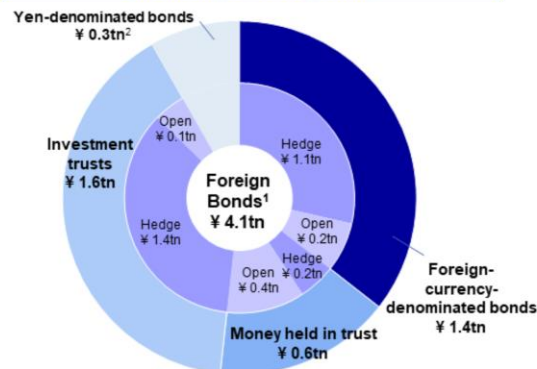
JAPAN POST INSURANCE

Copyright© JAPAN POST INSURANCE All Rights Reserved.

27

Exposure to Foreign Bonds (as of March 31, 2025)

Breakdown of Foreign Bonds

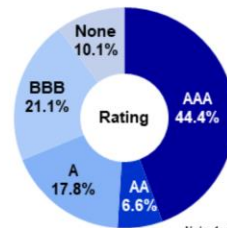
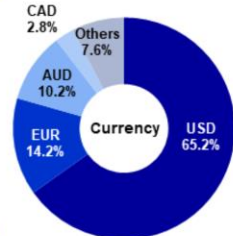
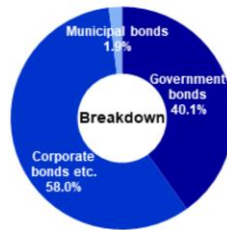


1. Foreign bonds included in return seeking assets (Ref.P7, 29).
2. Includes foreign-currency-denominated bonds to which hedge accounting associated with currency-swaps is applied.

Change of Foreign-currency-denominated Bonds



Foreign-currency-denominated Bonds



Note 1: Only foreign-currency-denominated-bonds issued by foreign entities are included in the calculation.
Note 2: Issuer Ratings by Moody's are indicated.

Investments [Asset Portfolio]

Asset Portfolio											
											(¥bn)
	Mar-21		Mar-22		Mar-23		Mar-24		Mar-25		Change
	Amount	Share	Amount	Share	Amount	Share	Amount	Share	Amount	Share	
Bonds	48,088.2	68.5%	46,563.5	69.3%	44,613.8	71.2%	42,644.2	70.1%	41,472.6	69.6%	(1,171.5)
Japanese government bonds	37,346.6	53.2%	37,408.9	55.7%	37,114.6	59.2%	36,037.5	59.2%	35,380.3	59.4%	(647.1)
Japanese local government bonds	5,583.9	8.0%	4,462.6	6.6%	3,390.6	5.4%	2,623.9	4.3%	2,113.1	3.5%	(510.7)
Japanese corporate bonds	5,158.5	7.4%	4,691.8	7.0%	4,108.5	6.6%	3,982.7	6.5%	3,969.0	6.7%	(13.6)
Return seeking assets ¹	11,181.2	15.9%	11,228.3	16.7%	9,830.4	15.7%	11,113.6	18.3%	11,112.5	18.7%	(1.1)
Domestic stocks ²	2,514.2	3.6%	2,614.5	3.9%	2,608.4	4.2%	3,590.7	5.9%	3,531.7	5.9%	(59.0)
Foreign stocks ²	489.5	0.7%	586.1	0.9%	534.5	0.9%	742.2	1.2%	789.4	1.3%	47.2
Foreign bonds ²	6,006.7	9.4%	6,279.9	9.3%	4,680.3	7.5%	4,368.2	7.2%	4,176.4	7.0%	(211.7)
Other ³	1,570.6	2.2%	1,747.7	2.6%	2,007.0	3.2%	2,392.3	3.9%	2,614.8	4.4%	222.4
Alternative assets ⁴	682.2	1.0%	914.9	1.4%	1,313.6	2.1%	1,659.4	2.7%	1,878.3	3.2%	218.9
Loans	4,964.0	7.1%	4,251.9	6.3%	3,605.6	5.8%	3,281.3	5.4%	2,530.0	4.2%	(751.2)
Others	5,939.4	8.5%	5,130.9	7.6%	4,637.2	7.4%	3,816.7	6.3%	4,440.4	7.5%	623.7
Cash and deposits, call loans	1,466.0	2.1%	1,310.7	2.0%	1,476.5	2.4%	1,197.3	2.0%	2,006.0	3.4%	808.7
Receivables under resale agreements ⁵	-	-	2,120.1	3.2%	1,384.7	2.2%	1,047.1	1.7%	604.9	1.0%	(442.2)
Receivables under securities borrowing transactions	2,585.0	3.7%	-	-	-	-	-	-	-	-	-
Total assets	70,172.9	100.0%	67,174.7	100.0%	62,687.3	100.0%	60,855.8	100.0%	59,555.6	100.0%	(1,300.2)

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 investing only in the specified assets.

3. Bank loans, multi-asset, alternative investment (real estate fund, private equity, infrastructure equity, etc.), etc.

4. From FY23/3, based on the adoption of "Implementation Guidance on Accounting Standard for Fair Value Measurement," fair value of an investment trust that has no market transaction price is determined by assuming its net asset value as its fair value.

5. In short-term financial market transactions, repo transactions with cash collateral (account title: receivables under securities borrowing transactions) transition to new transactions with resale agreement (account title: receivables under resale agreements).



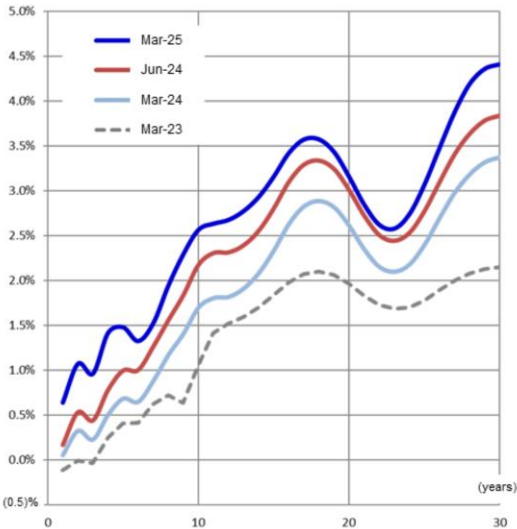
JAPAN POST INSURANCE

Copyright© JAPAN POST INSURANCE All Rights Reserved.

29

Fluctuations of Interest Rates (EV Assumptions)¹

Forward Rate (Mar-23 to Mar-25)



Forward Rate

	Mar-23	Mar-24 ^①	June-24 ^②	Mar-25 ^③
10 years	1.056 %	1.698 %	2.178 %	2.564 %
20 years	1.967 %	2.610 %	3.010 %	3.152 %
30 years	2.153 %	3.374 %	3.841 %	4.407 %

Note: The economic assumptions used for the calculation of EV and the value of new business are as follows:
 EV as of March 31, 2024 : ①
 Value of new business for FY25/3 : ②
 EV as of March 31, 2025 : 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.

Sensitivity Analysis of EV

Sensitivity to Economic Assumptions

Assumptions	EV	Change (%)
50bp increase in risk-free rate of domestic interest rates ¹	3,898.4	(42.3) ((1.1)%)
50bp decrease in risk-free rate of domestic interest rates (parallel shift without zero floor) ¹	3,961.0	+ 20.1 (+ 0.5 %)
50bp increase in risk-free rate of foreign interest rates ¹	3,879.8	(61.0) ((1.5)%)
50bp decrease in risk-free rate of foreign interest rates (parallel shift without zero floor) ¹	4,004.5	+ 63.6 (+ 1.6 %)
10% decrease in equity and real estate value ¹	3,755.6	(185.2) ((4.7)%)
10% appreciation of the yen ¹	3,850.5	(90.2) ((2.3)%)

(¥bn)

Adjusted net worth	Value of in-force covered business
1,994.2	1,904.2
2,019.7	1,941.3
1,997.9	1,881.8
2,014.8	1,989.7
1,997.4	1,758.2
2,004.1	1,846.4

Sensitivity to Non-economic Assumptions

Assumptions	EV	Change (%)
Future volume of policies in force is 105% of the level assumed in the calculation of EV as of March 31, 2025 ¹	3,998.3	+ 57.5 (+ 1.5 %)
10% decrease in maintenance expenses ¹	4,115.9	+ 175.0 (+ 4.4 %)

(¥bn)

Adjusted net worth	Value of in-force covered business
2,006.3	1,992.0
2,006.3	2,109.5

Sensitivity to Economic Assumptions(Value of new business)

Assumptions	Value of new business	Change (%)
50bp increase in risk-free rate ¹	117.9	+ 50.0 (+ 73.7 %)
50bp decrease in risk-free rate (parallel shift without zero floor) ¹	9.9	(57.9) ((85.3)%)

(¥bn)

1. For each sensitivity scenario, only one specific assumption is changed and other assumptions remain unchanged from the base. It should be noted that the effect of a change of more than one assumption at a time is likely to be different from the sum of the relevant individual sensitivity results shown.

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

(#bn)

	FY21/3		FY22/3		FY23/3		FY24/3		FY25/3	
	New	Postal Life	New	Postal Life	New	Postal Life	New	Postal Life	New	Postal Life
Ordinary income	3,591.8	3,194.6	3,462.1	2,992.1	3,580.7	2,805.9	3,383.3	3,362.3	3,507.1	2,843.1
Insurance premiums and others	2,333.7	364.1	2,132.1	286.8	1,978.3	222.6	2,312.2	171.7	2,998.9	155.9
Investment income	448.4	673.6	460.6	688.6	488.5	670.8	433.1	779.8	478.3	717.2
Other ordinary income	809.7	2,156.8	869.3	2,016.6	1,113.8	1,912.4	637.9	2,410.7	29.8	1,970.0
Ordinary expenses	3,329.3	3,112.2	3,215.3	2,883.2	3,533.5	2,735.4	3,322.6	3,260.4	3,248.5	2,930.7
Insurance claims and others	2,925.4	2,940.6	2,831.7	2,717.5	2,952.6	2,535.3	2,821.1	2,957.4	2,604.9	2,600.3
Provision for policy reserves and others	0.0	-	0.0	-	14.5	-	0.0	0.1	185.8	0.6
Investment expenses	59.5	11.7	56.5	13.3	207.8	39.0	147.6	135.1	126.6	152.4
Operating expenses	275.4	126.6	263.0	121.5	306.6	137.5	298.6	139.8	280.3	148.0
Other ordinary expenses	68.9	33.2	64.0	30.7	51.8	23.6	55.0	27.9	50.8	29.2
Ordinary profit	262.5	82.4	246.7	108.9	47.1	70.4	60.7	101.8	258.5	(87.5)
Extraordinary gains and losses ¹	(23.6)	(23.1)	(22.3)	(40.0)	98.4	(16.1)	54.6	(38.6)	(124.8)	168.5
Provision for reserve for policyholder dividends	18.7	46.7	18.2	54.8	18.3	43.6	9.0	46.8	10.9	86.0
Income before income taxes	220.2	12.6	206.1	14.0	127.2	10.6	106.3	16.2	122.7	(5.0)
Total income taxes	61.1	6.0	57.3	4.9	36.4	3.6	28.7	5.3	29.6	(36.0)
Net income	159.0	6.5	148.7	9.1	90.8	6.9	77.6	10.9	93.0	31.0

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)

		FY21/3	FY22/3	FY23/3	FY24/3	FY25/3
Total assets	¥mn	70,173,857	67,174,848	62,685,230	60,857,090	59,555,517
Postal Life Insurance category		37,815,270	35,929,138	33,692,133	32,404,929	30,597,131
New category		32,358,586	31,245,710	28,993,096	28,452,160	28,958,385
Number of policies in force	(000)	24,837	22,802	20,987	19,701	18,810
Postal Life Insurance category (insurance)		8,944	8,061	7,265	6,605	6,023
New category (individual insurance)		15,893	14,740	13,722	13,095	12,786
Numbers of new policies (individual insurance)	(000)	124	173	314	628	795
Numbers of cancelled policies¹	(000)	2,357	2,209	2,128	1,915	1,686
Postal Life Insurance category (insurance)		962	882	796	659	581
New category (individual insurance)		1,394	1,326	1,332	1,255	1,104
Contingency reserve (reversal) provision²	¥mn	(186,023)	79,651	10,883	23,457	(506,171)
Postal Life Insurance category		(191,014)	73,581	56,976	23,462	(368,124)
New category		4,991	6,069	(46,093)	(4)	(138,046)
Price fluctuations reserve (reversal) provision²	¥mn	46,477	67,789	(82,645)	(16,161)	(43,869)
Postal Life Insurance category		23,121	40,045	16,140	38,686	(168,532)
New category		23,355	27,743	(98,786)	(54,848)	124,663
Additional policy reserve (reversal) provision²	¥mn	27,652	(239,366)	(245,641)	(463,738)	163,813
Postal Life Insurance category		30,553	(236,996)	(243,835)	(462,467)	164,644
New category		(2,901)	(2,369)	(1,806)	(1,271)	(831)

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 FY21/3 onward in this document are based on the revised definition.

2. Plus signs indicate provisions, while brackets () indicate reversals.



JAPAN POST INSURANCE

Copyright© JAPAN POST INSURANCE All Rights Reserved.

33

Key Financial Indicators

	(#bn)				
	FY21/3	FY22/3	FY23/3	FY24/3	FY25/3
Insurance premiums and others	2,697.9	2,418.9	2,200.9	2,484.0	3,154.8
Operating expenses etc ¹	503.5	479.0	519.7	521.6	509.9
Ordinary profit	345.7	366.1	117.5	161.1	170.2
Provision for reserve for policyholder dividends	65.4	73.1	62.0	55.8	96.9
Net income	166.1	158.0	97.6	87.0	123.4
Adjusted profit	-	-	-	97.6	145.7
Net assets	2,841.4	2,421.0	2,375.3	3,395.7	3,241.4
Total assets	70,172.9	67,174.7	62,687.3	60,855.8	59,555.6
Return on equity	7.0 %	6.0 %	4.1 %	3.0 %	3.7 %
Adjusted ROE	-	-	-	6.1 %	8.8 %
RoEV ²	5.0 %	4.0 %	3.1 %	7.6 %	9.8 %
Dividends to shareholders	42.7	35.9	35.5	36.0	39.8
Share repurchase	358.8 ³	34.9 ⁴	-	-	34.9 ⁵
Total payout ratio ⁶	241.8 %	44.9 %	36.4 %	41.4 %	51.4 %
EV	4,026.2	3,618.9	3,463.8	3,965.0	3,940.8
Value of New Business	(12.7)	(11.5)	(7.4)	20.8	67.9
Core profit (Non-consolidated) ⁷	421.9	429.7	192.3	224.0	242.1
Core profit attributable to life insurance activities	345.6	296.4	98.2	132.1	99.6
Spread (positive/negative spread) ⁷	76.3	133.3	94.0	91.8	142.5

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. Share repurchase from March 2025 to April 2025.

6. The denominator adopted in these calculations is net income for FY24/3 and preceding periods, and adjusted profit from FY25/3 onward.

7. 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 FY21/3.

<Guidance>

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

- Performance and Financial Data

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

In addition to the Balance Sheets and Income Statements, the main financial results and other financial data presented in these materials (adjusted profit, core profit, policy results, EV, etc.) are also available in Excel format from FY25/3 2Q and onward.

<Disclaimer>

These materials were prepared for the sole purpose of providing corporate information, etc., on the Company and its consolidated subsidiaries, and do not constitute a solicitation for investments in the stocks and other securities issued by the companies of the Japan Post Group, regardless of whether in Japan or overseas.

The financial results forecasts and other forward-looking statements herein are based on certain assumptions deemed reasonable by Japan Post Insurance at the time of this document's disclosure. Please note that actual results may differ materially from such forward-looking statements due to various factors including changes in the operating environment, interest rates or general economic conditions or other future events and circumstances.

UNOFFICIAL TRANSLATION

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.