

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

May 15, 2025



**JAPAN POST INSURANCE**

# Summary of Financial Results

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

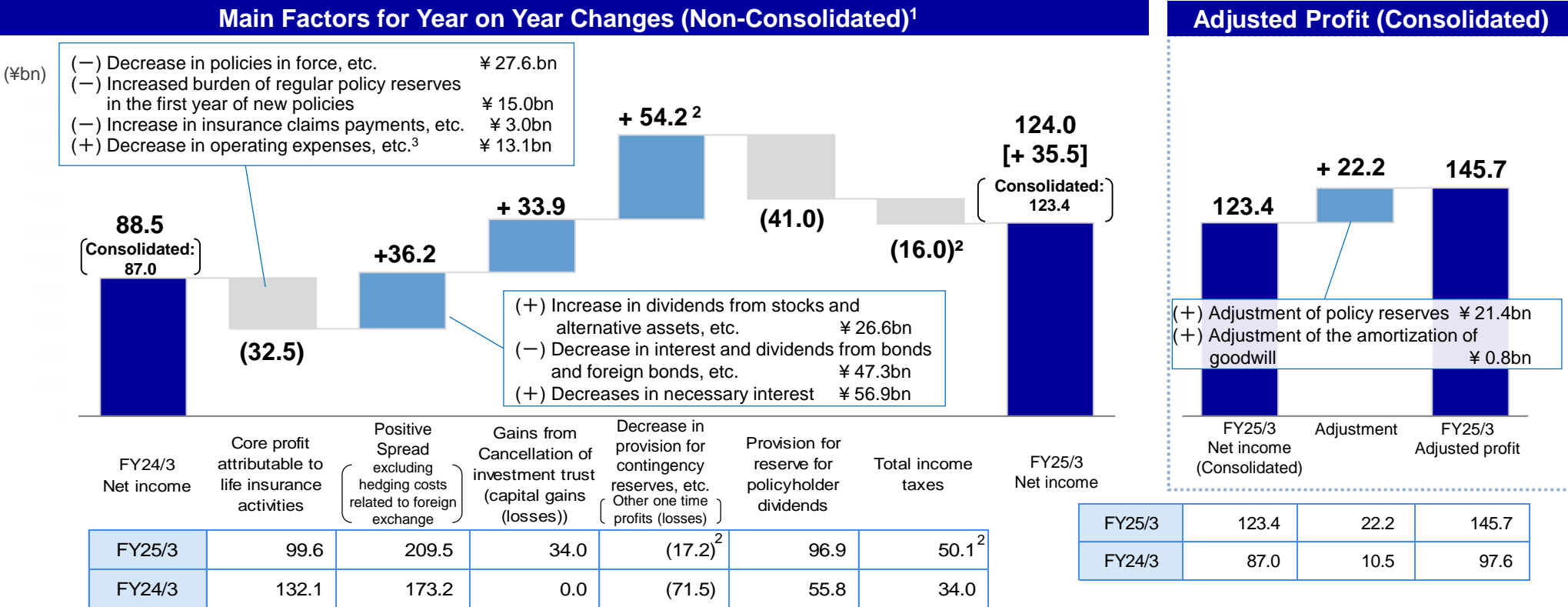
## 【Embedded Value】

- 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.

# [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.



# 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) (-) Increase in impairment losses ¥ 1.0bn (a)
Gains from cancellation of investment trust	0.0	34.0	33.9	(+) 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)

	FY24.3	FY25.3	Change	(¥bn)
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	

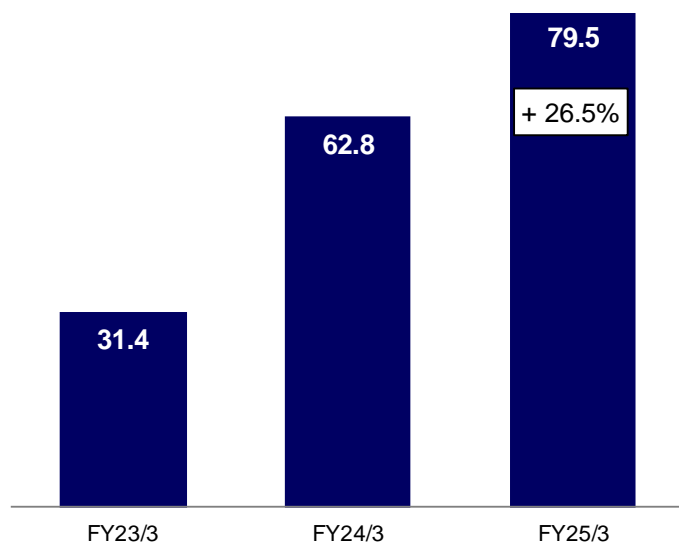
1. Among factors with (a), regarding capital gains or losses excluding gains from cancellation of investment trust and hedging costs related to foreign exchange included in the positive spread, we continued to adopt accounting treatments to provide or to reverse the reserve for price fluctuations, which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

## Number of New Policies (Individual Insurance)

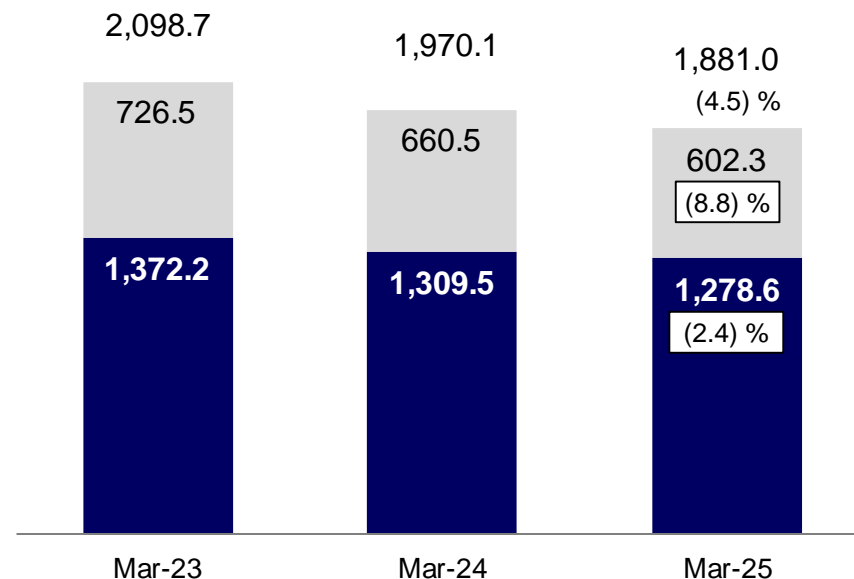
(10 thousands)



## Number of Policies in Force (Individual Insurance)

(10 thousands)

■ New category ■ Postal Life Insurance category



## Numbers of Surrender and Lapse (Individual Insurance)

(10 thousands)

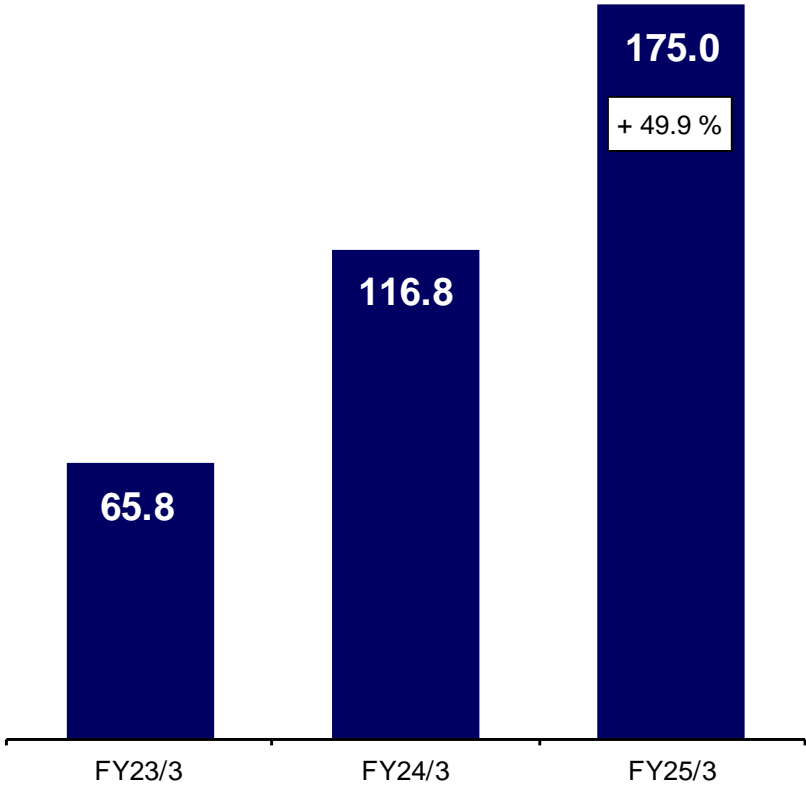
	FY23/3	FY24/3	FY25/3
Full year	42.7	38.2	34.1

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" is Sum of "New category" and "Postal Life Insurance category."

# Policy Sales [Annualized Premiums from New Policies]

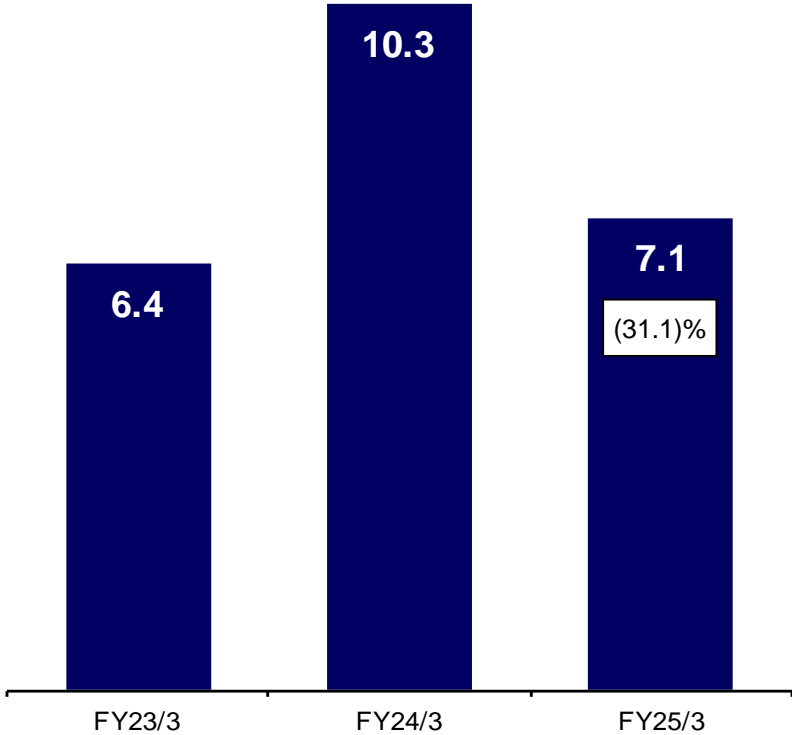
Annualized Premiums from New Policies  
(Individual Insurance)

(¥bn)



Annualized Premiums from New Policies  
(Medical Care)

(¥bn)



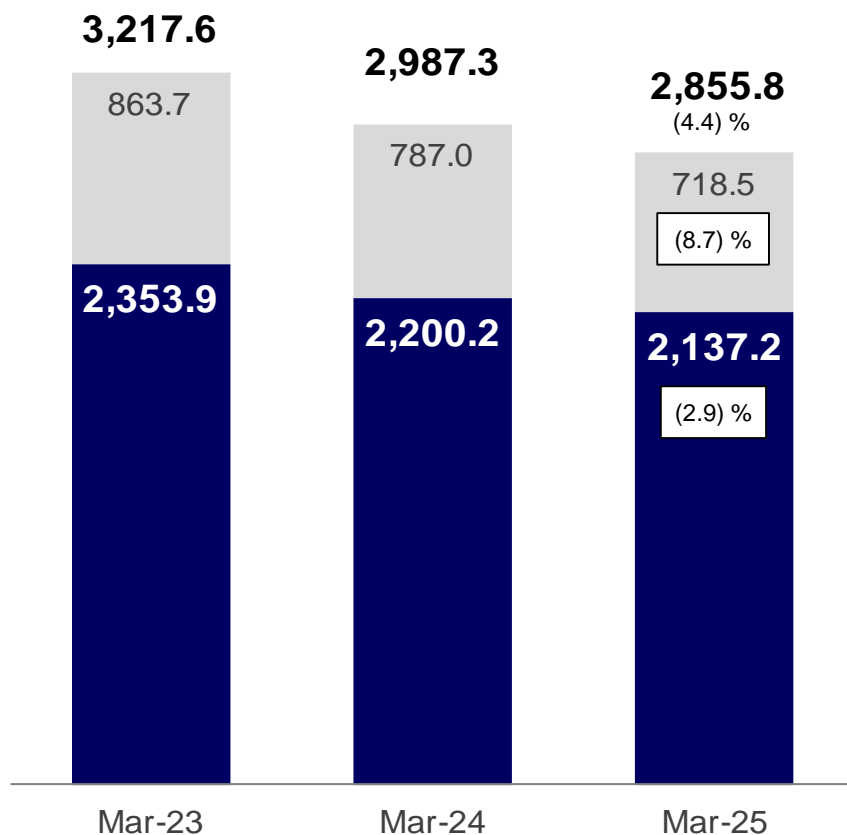
Note : Annualized premiums are calculated by multiplying the amount of a single premium installment payment by a multiplier determined according to the relevant payment method to arrive at a single annualized amount. (For lump-sum payments, annualized premiums are calculated by dividing the total premium 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.

# Policy Sales [Annualized Premiums from Policies in Force]

## Annualized Premiums from Policies in Force (Individual Insurance)

(¥bn)

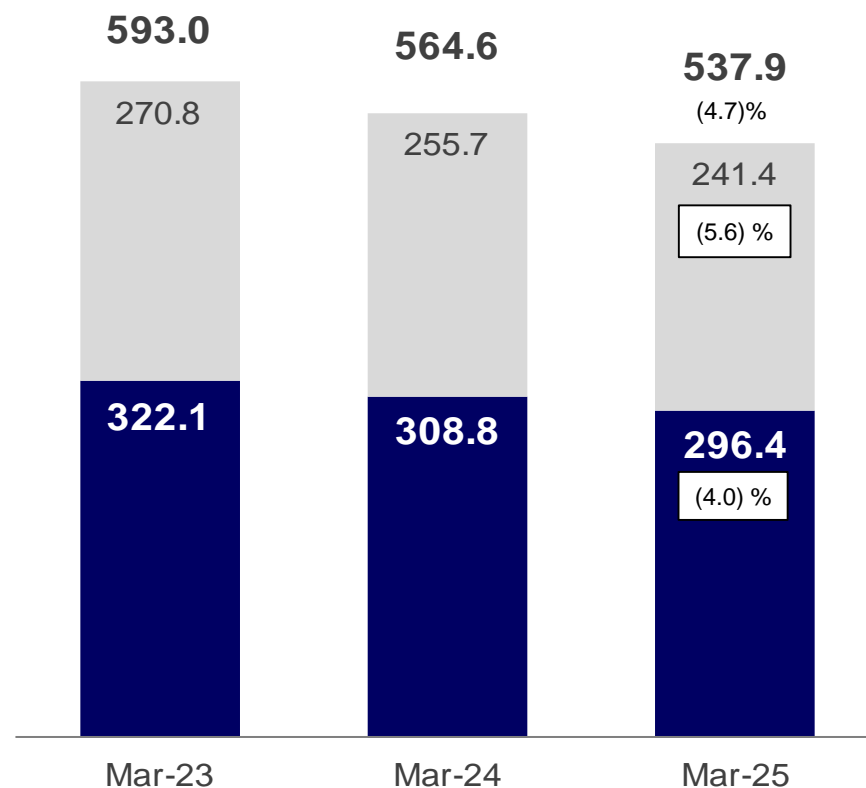
■ New category ■ Postal Life Insurance category



## Annualized Premiums from Policies in Force (Medical Care)

(¥bn)

■ New category ■ Postal Life Insurance category



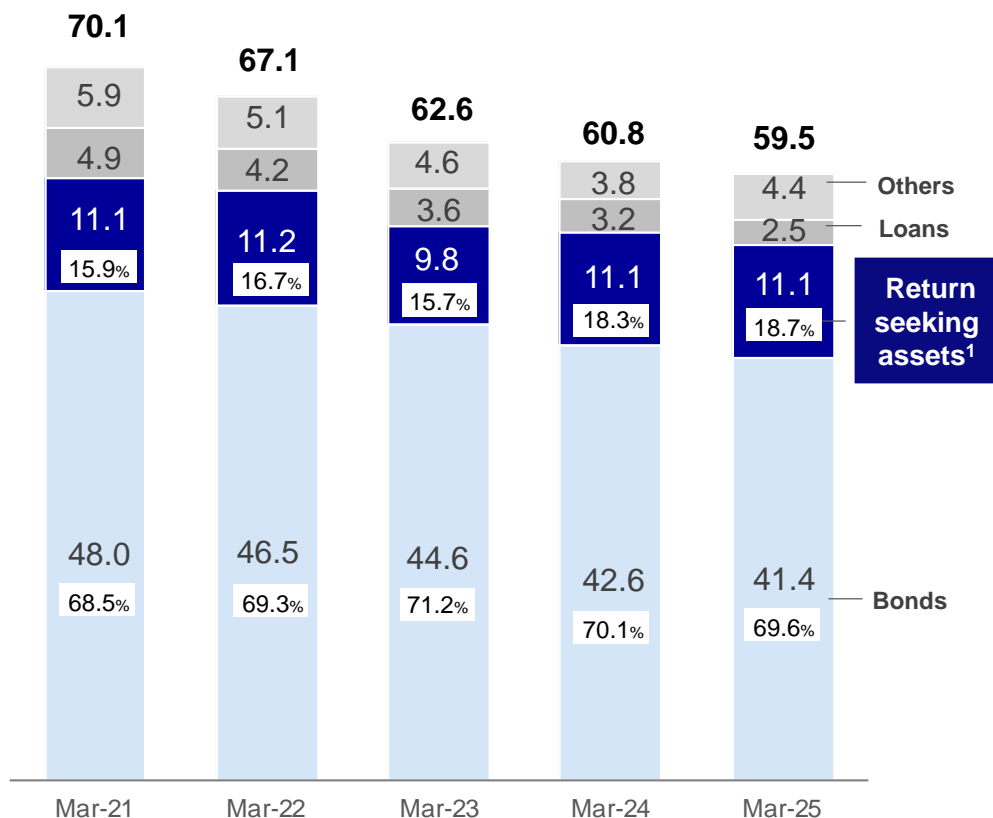
Note: "New category" shows individual insurance policies underwritten by Japan Post Insurance. "Postal Life Insurance category" shows postal life insurance policies reinsured by Japan Post Insurance from Organization for Postal Savings, Postal Life Insurance and Post Office Network.

# 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.

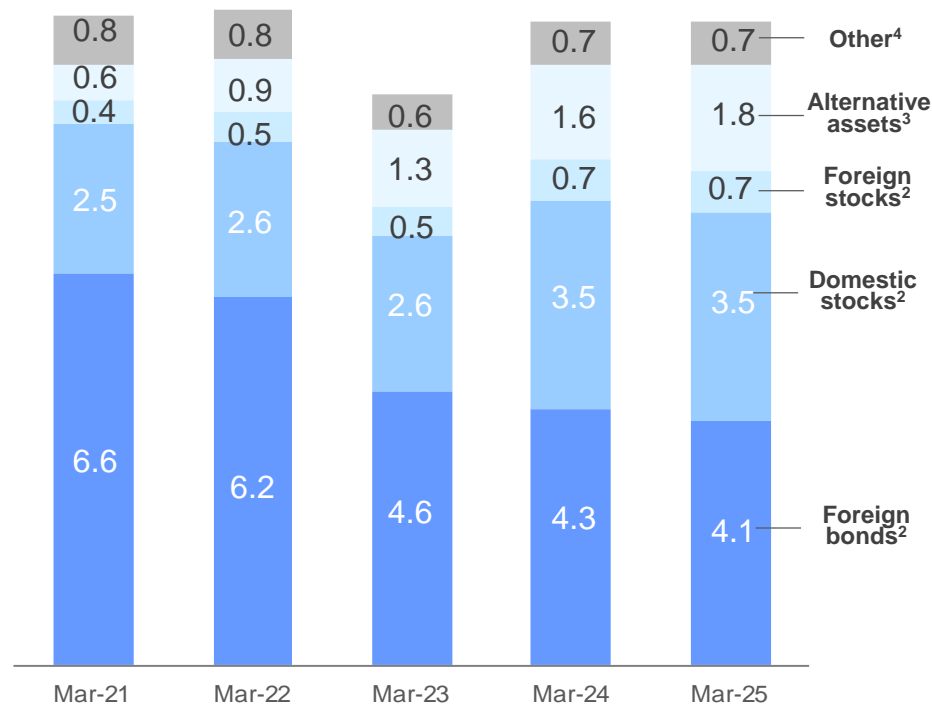
## Asset Portfolio

(¥tn)



### [Breakdown of Return seeking assets]

(¥tn)



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. Real estate fund, private equity, infrastructure equity, etc.  
 4. Bank loans, multi-asset, etc.

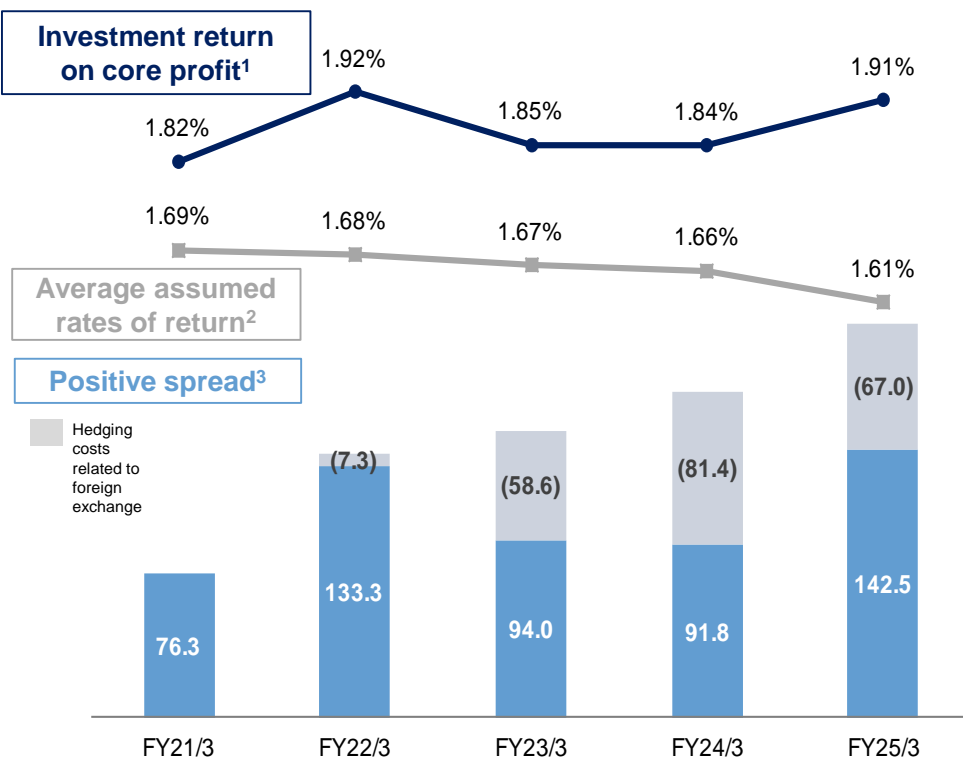


# Spread and Duration

- 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.

## Spread

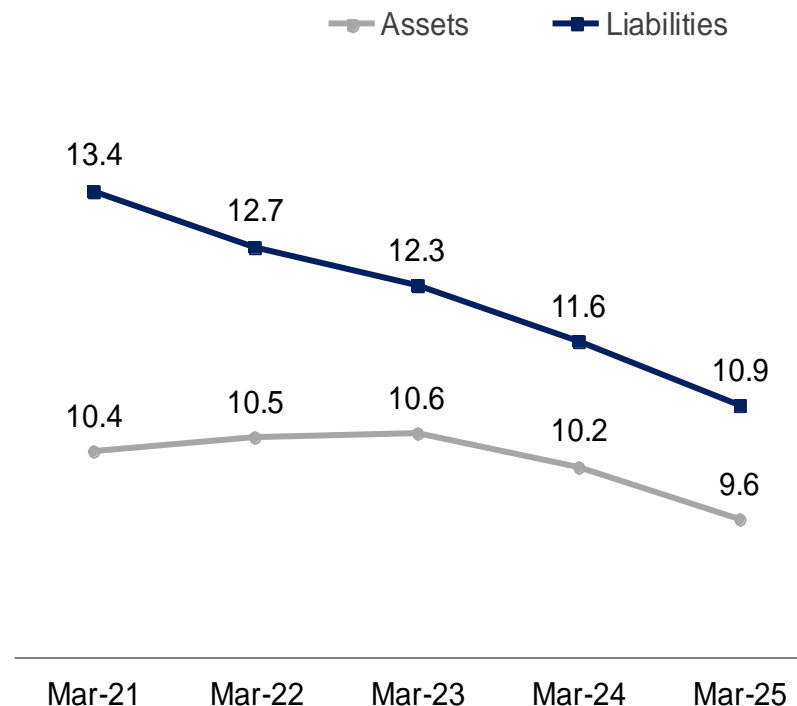
(¥bn)



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.

## Duration

(years)



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

# 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 <sup>1</sup>	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 <sup>1</sup>	285.2	742.2	456.9	298.2	789.4	491.1	13.0	47.2	34.1
Foreign bonds <sup>1</sup>	687.1	795.4	108.2	562.1	676.7	114.5	(124.9)	(118.6)	6.3
Other <sup>2</sup>	1,172.4	1,588.0	415.6	1,431.9	1,883.4	451.5	259.4	295.3	35.9

	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)

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.

# Expenses

## Expenses

(¥bn)

	Year ended Mar-24	Year ended Mar-25	Change
Operating expenses	440.3	431.4	(8.8)
Commissions <sup>1</sup>	123.7	111.4	(12.3)
Sales Commissions	27.1	26.1	(0.9)
Maintenance Commissions	96.6	85.2	(11.3)
Contributions <sup>2</sup>	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.

# Financial Soundness

## Internal Reserves

(¥bn)

	Mar-24	Mar-25	Provisions in the period <sup>1</sup>
Contingency reserve	1,725.3	1,219.1	(506.1)
Postal Life Insurance category <sup>2,3,4,5,6</sup>	1,283.6	915.5	(368.1)
New category <sup>4,6</sup>	441.6	303.6	(138.0)
Reserve for price fluctuations	873.7	829.9	(43.8)
Postal Life Insurance category <sup>4</sup>	749.9	581.4	(168.5)
New category <sup>4</sup>	123.8	248.4	124.6
Additional policy reserve	4,909.2	5,073.0	163.8
Postal Life Insurance category <sup>2,3</sup>	4,907.5	5,072.1	164.6
New category	1.7	0.8	(0.8)

## Solvency Margin Ratio

(¥bn)

	Mar-24	Mar-25
Solvency Margin Ratio	1,023.2 %	903.2 %
Total amount of solvency margin	6,928.5	6,139.3
Total amount of risk	1,354.1	1,359.3
Real net assets	7,736.9	4,065.9

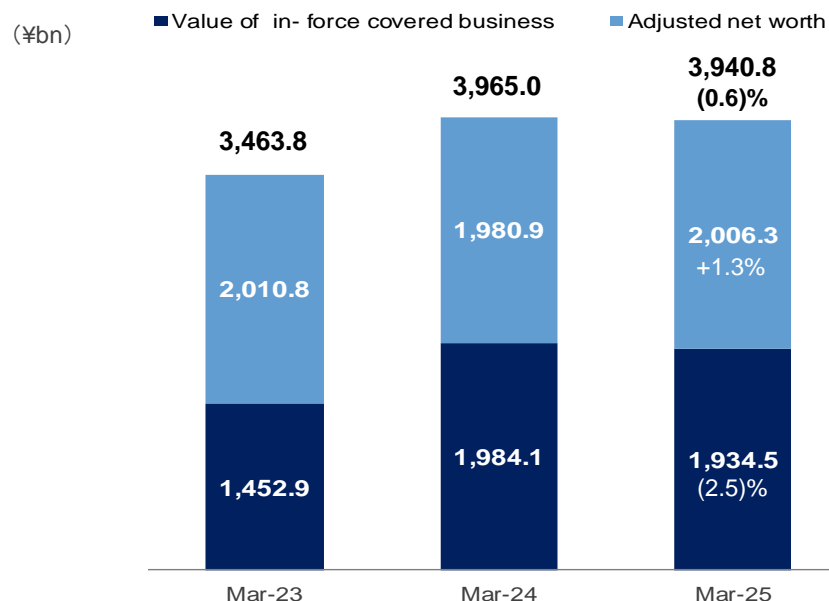
Note : "Postal Life Insurance category" shows the amounts generated from the postal life insurance policies, and "New category" shows the figure after deduction of "Postal Life Insurance category" from the total.

1. 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.

# 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).

## EV



### Reference: Impact of market fluctuations in early April on EV

The assumed impact of market fluctuations in early April calculated using sensitivity analysis results of EV as of March 31, 2025 are as follows:

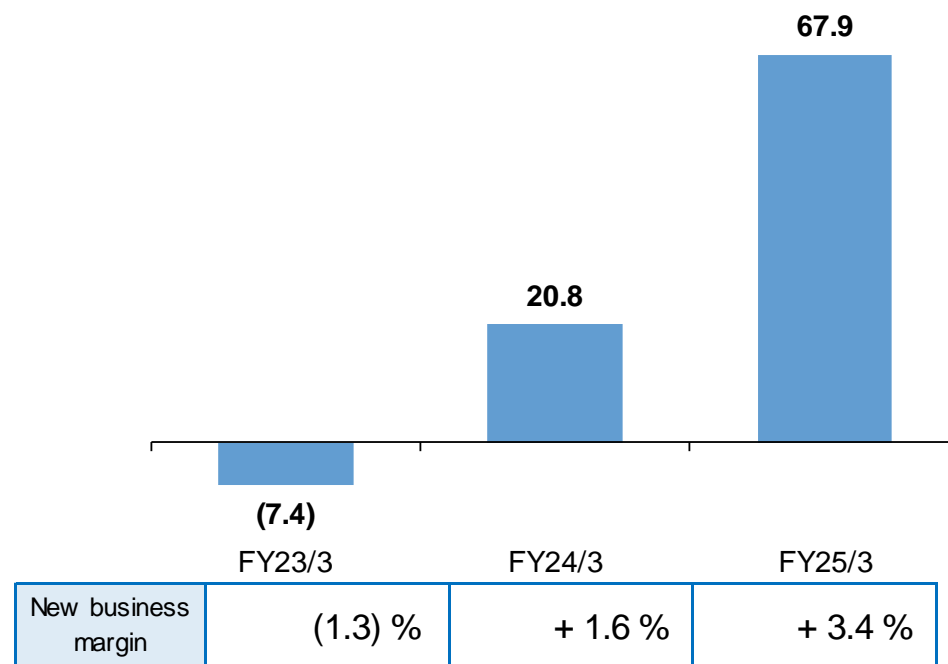
- Impact from fluctuations of stock prices
  - Impact from a decrease of approx. 5% in domestic stock prices: Approx. ¥ (60.0) bn
  - Impact from a decrease of approx. 9% in foreign stock prices: Approx. ¥ (50.0) bn
- Impact from yen appreciation of approx. 2%: Approx. ¥ (20.0) bn

- Using the economic assumptions as of June 30, 2024, based on the new policies written in the period from April 2024 to March 2025. The value of new business includes the increase or decrease due to conditional cancellation and conversion.
- The value of new business divided by the present value of future premium income.

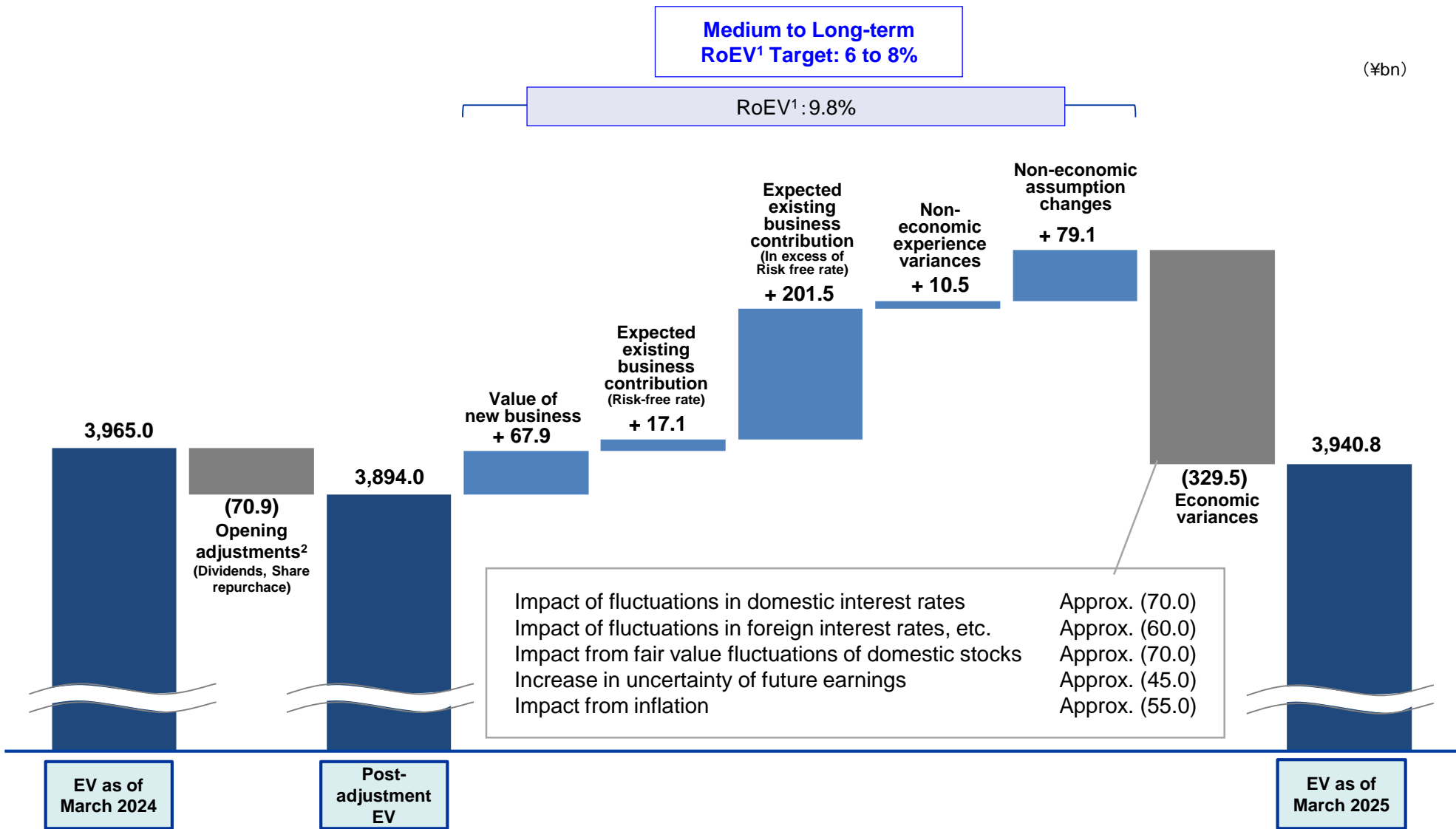
Note: Details about the EV are scheduled to be announced on May 26, 2025.

## Value of New Business<sup>1</sup> and New business margin<sup>1,2</sup>

(¥bn)



# 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.

# 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) <sup>2</sup>	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 <sup>1</sup>	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)<sup>4</sup> 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) <sup>2</sup>	Year ended Mar-25	Achievement	Year ending Mar-26 (Forecast)
Core profit	Approx.220.0	242.1	110.0%	Approx.320.0
Positive spread <sup>3</sup>	Approx.130.0	142.5	109.6%	Approx.200.0

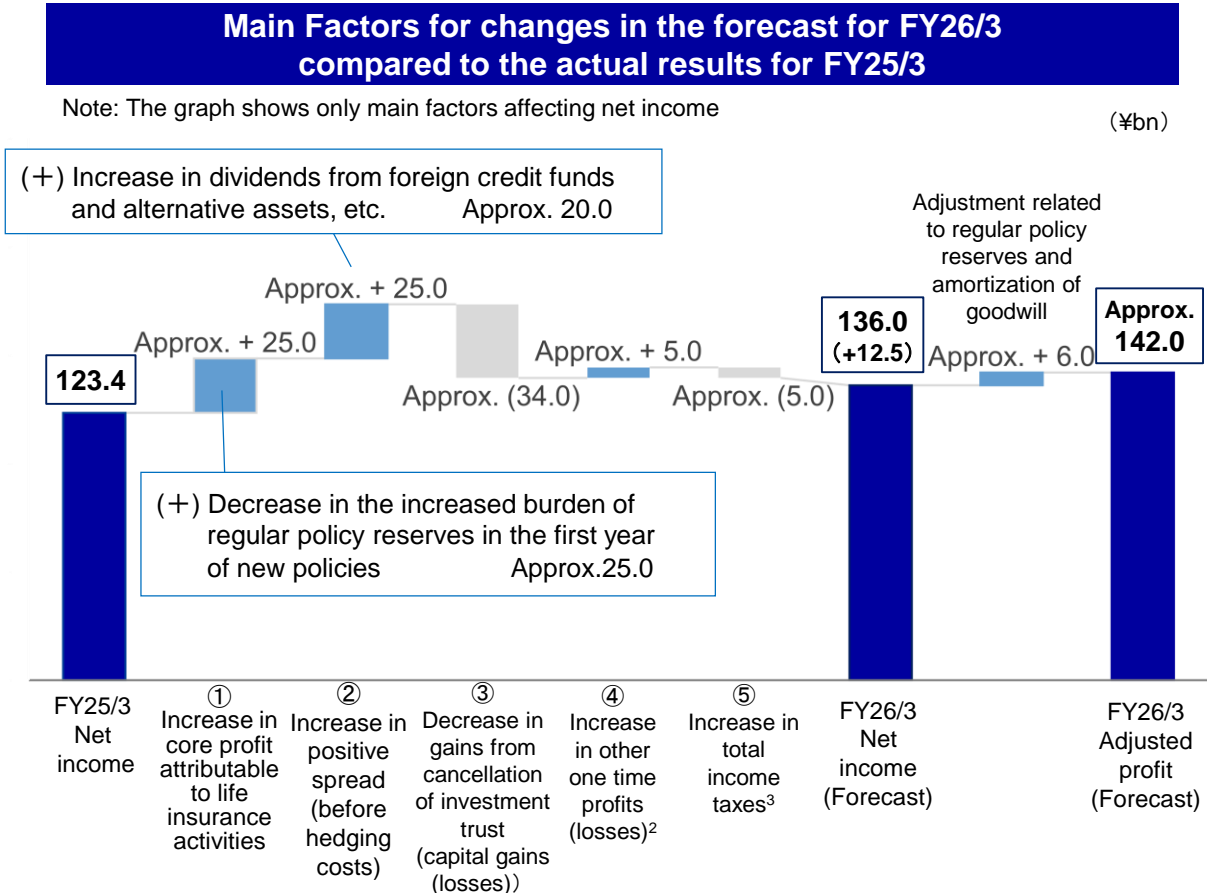
### <Sensitivity of positive spread to market fluctuations (FY26/3)>

- 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.

# 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 2026<sup>1</sup> 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.



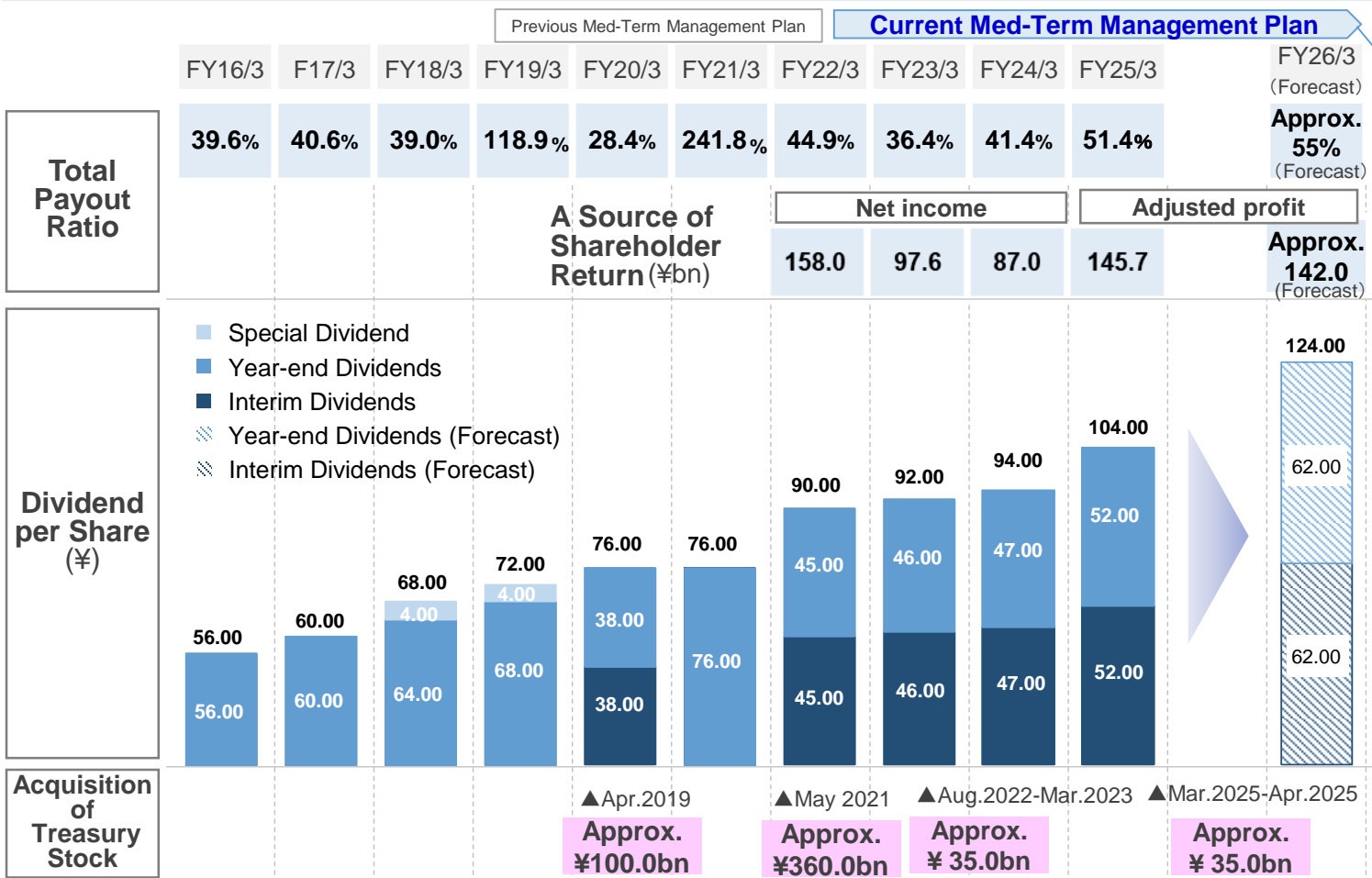
1. Net income attributable to Japan Post Insurance.
2. Excluding the neutralization of the impact related to the special defense corporation tax implemented in FY25/3.
3. Excluding the impact related to the special defense corporation tax arose in FY25/3.

Factors for Year on Year Changes in Detail		(¥bn)
FY25/3 Net income		123.4
Increase in core profit attributable to life insurance activities		Approx. 25.0
Positive spread (including hedging costs)		Approx. 60.0
Decrease in hedging costs		Approx. 35.0
Decrease in capital gains (losses)		Approx. (75.0)
Decrease in gains from cancellation of investment trust		Approx. (34.0)
Increase in other one time profits (losses)		Approx. 60.0
Decrease in provision for contingency reserves for the neutralization of the impact related to the special defense corporation tax in FY25/3		Approx. 56.5
Increase in reversal of reserve for price fluctuations		Approx. 5.0
Increase in total income taxes		Approx. (60.0)
Removal of the impact related to the special defense corporation tax in FY25/3		Approx. (56.5)
FY26/3 Net income (forecast)		Approx. 136.0
Adjustment		Approx. 6.0
Adjustment related to regular policy reserves in the first year		Approx. 4.0
Adjustment related to amortization of goodwill		Approx. 2.0
FY26/3 Adjusted profit (forecast)		Approx. 142.0



# Shareholder Return

- In accordance with the shareholder return policies during the period of the Medium-term Management Plan, we provide returns to shareholders. We implement “adjusted profit” from FY25/3 and provide stable returns to shareholders by treating adjusted profit as a source of shareholder return.
- As for dividends to shareholders for FY25/3, no change is being contemplated to ¥ 104 per share as scheduled. Dividends to shareholders for FY26/3 are scheduled to be ¥ 124 per share.
- In addition, for FY26/3, the Company aims to achieve a total payout ratio (for this single fiscal year) of approximately 55% on the basis of adjusted profit.



**Shareholder Return Policy during Medium-Term Management Plan (FY22/3~FY26/3)**

**Average Total Payout Ratio in the medium term**  
40% ~ 50%

**Stable Dividend**  
Aim not to decrease but to increase dividends per share in principle

**Taking timely measures, including acquisition of treasury stock**

# APPENDIX

---

# [Reference] Definitions of Adjusted Profit and Adjusted ROE

## Definitions of adjusted profit and adjusted ROE

$$\begin{aligned}
 &\text{Adjusted profit} \quad \left( \begin{array}{l} \text{Source of} \\ \text{shareholder return} \end{array} \right) = \text{Net income} + \text{Burden of regular policy reserves in the first year}^1 + \text{Amortization of goodwill}^2 \\
 &\text{Adjusted ROE} = \text{Adjusted profit} \div \left( \text{Shareholders' equity}^3 - \text{Unamortized balance of goodwill}^2 \right)
 \end{aligned}$$

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.<sup>4</sup> Shareholders' equity (average) is used as the denominator in view of the high policyholder dividend ratio in the Postal Life Insurance category<sup>4</sup> 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】

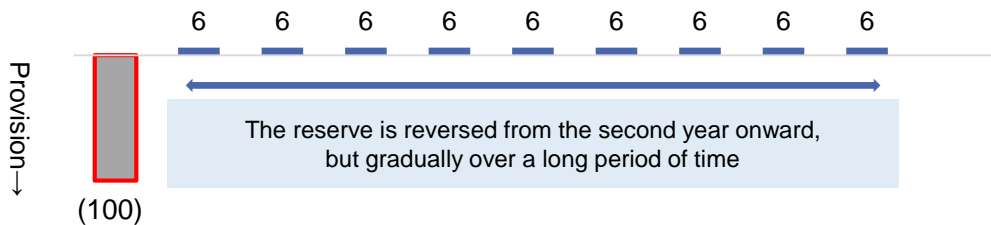
Total net assets (as of March 31)	3,395.7	3,241.4
Total shareholders' equity (as of March 31)	1,622.0	1,707.6
Net unrealized gains (losses) on available-for-sale securities (as of March 31)	1,775.6	1,551.6
Postal Life Insurance category (as of March 31)	1,561.1	1,480.1

# [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

Fiscal Year in which new policies commenced	Total burden of regular policy reserves (before tax) <sup>1</sup>			
	FY25/3 1Q	FY25/3 2Q	FY25/3 3Q	FY25/3 4Q
New polices 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 polices 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. ]

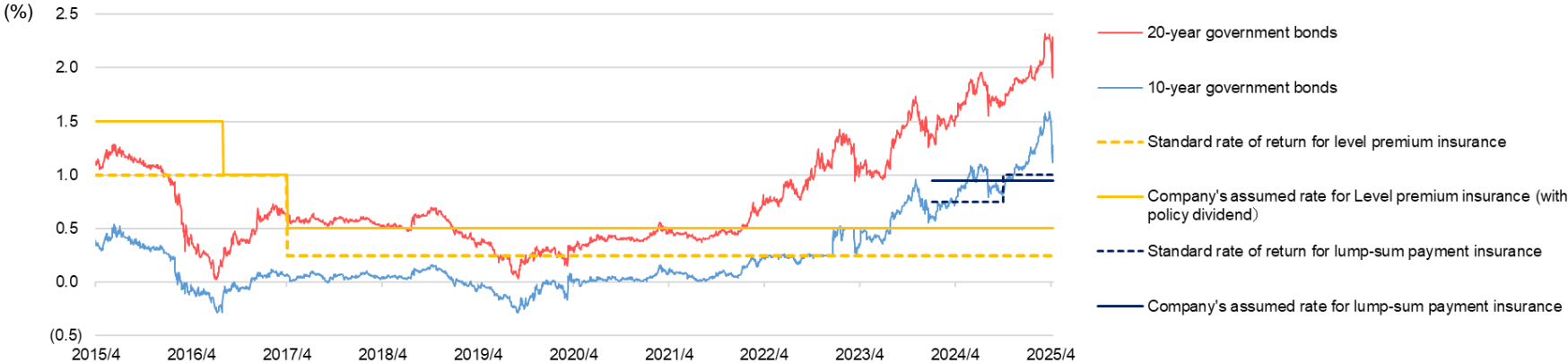
(¥bn)	
Net income	136.0
Adjustment	Approx. 6.0
Burden of regular policy reserves in the first year of new policies (after tax)	Approx. 4.0
Amortization of goodwill	Approx. 2.0
Adjusted profit	Approx.142.0

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

Standard rate <sup>1</sup> and the Company's assumed rate				
	Basic rate <sup>2,3</sup>	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"><li>▪ 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”</li><li>▪ 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”</li></ul>	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"><li>▪ The “average yield to subscribers on 10-year government bonds during the past three years”</li><li>▪ The “average yield to subscribers on 10-year government bonds during the past ten years”</li></ul>	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 <sup>1</sup>	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 <sup>2</sup>	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
Total Assets	60,855.8	59,555.6	(1,300.2)
Cash and deposits	1,157.3	1,976.0	818.7
Money held in trust	6,271.4	6,460.0	188.6
Securities	47,693.8	46,528.7	(1,165.0)
Loans	3,281.3	2,530.0	(751.2)
Tangible fixed assets	136.9	141.0	4.1
Intangible fixed assets	97.8	113.5	15.7
Deferred tax assets	636.6	728.8	92.2

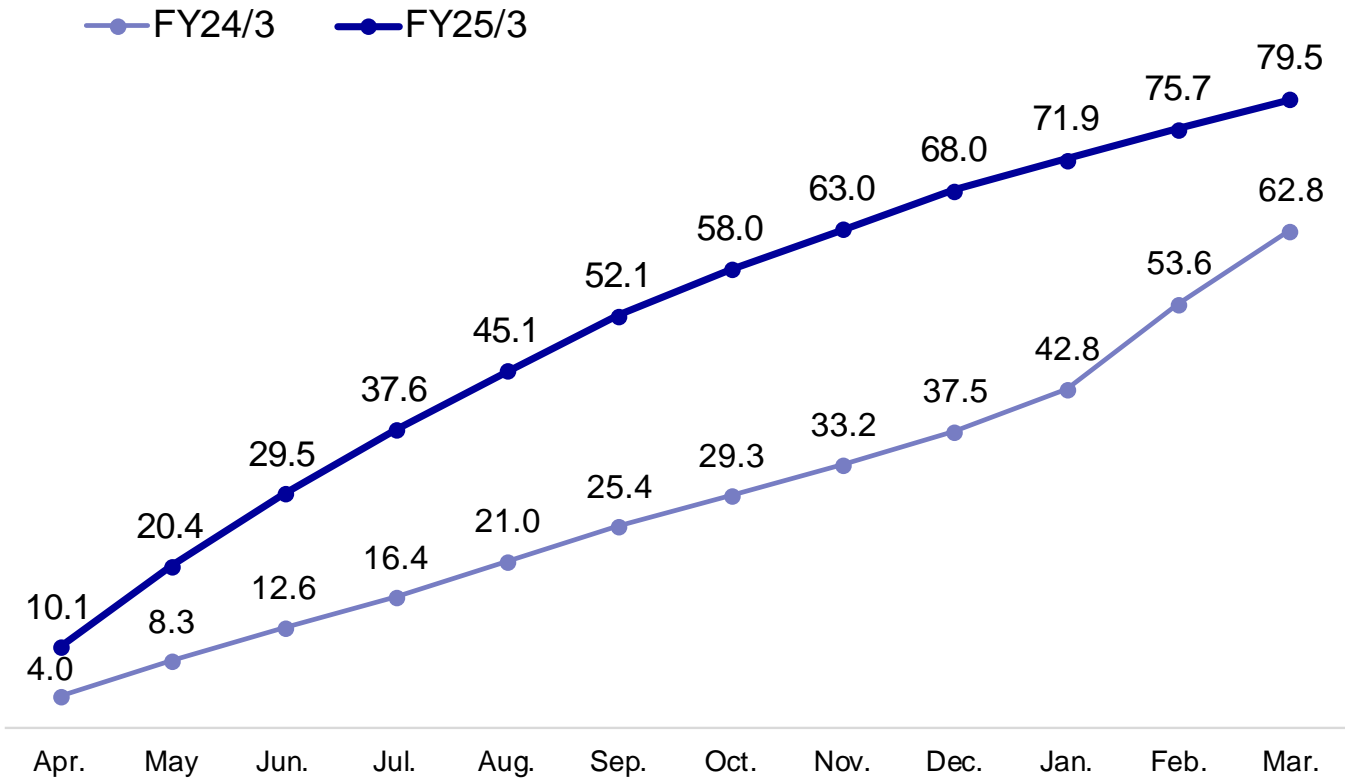
	Mar-24	Mar-25	Change
Total Liabilities	57,460.1	56,314.2	(1,145.8)
Policy reserves	50,512.7	48,765.5	(1,747.2)
Contingency reserve	1,725.3	1,219.1	(506.1)
Additional policy reserve	4,909.2	5,073.0	163.8
Bonds payable	400.0	500.0	100.0
Reserve for price fluctuations	873.7	829.9	(43.8)
Net assets	3,395.7	3,241.4	(154.3)
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.

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

Trend in Cumulative Number of New Policies<sup>1</sup> 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.



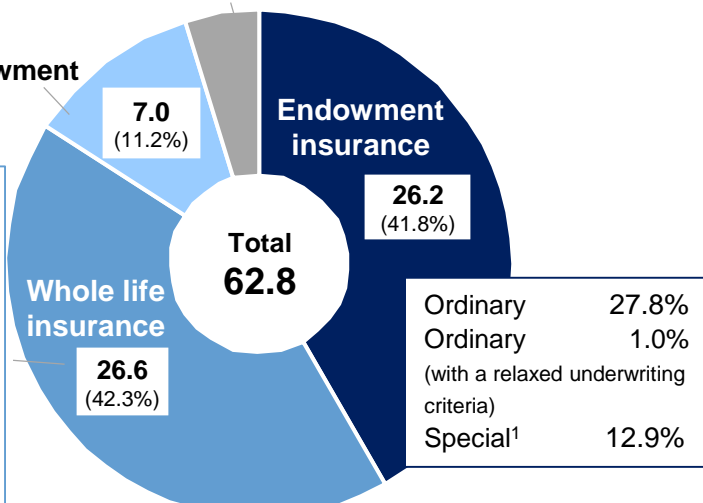
# Breakdown of Number of Policies by Product

## New Policies (Individual Insurance)

**FY24/3**

Other insurance 4.7% (10 thousands policies)

Educational endowment insurance



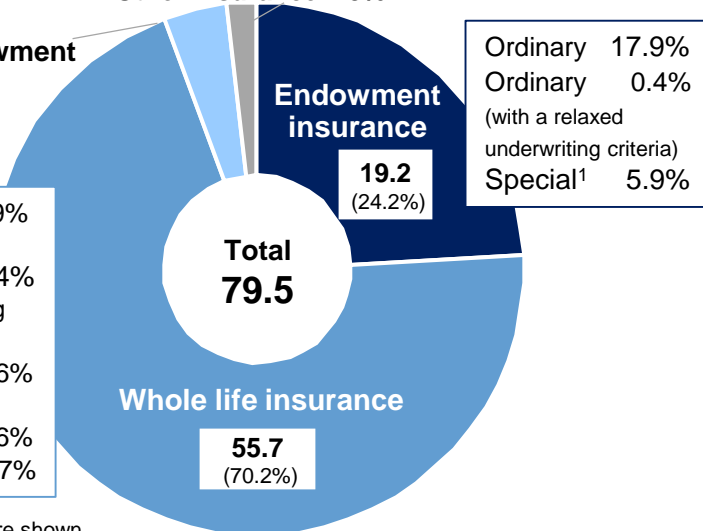
Ordinary	4.1%
(Fixed amount type)	
Ordinary	1.0%
(with a relaxed underwriting criteria)	
Ordinary	7.6%
(Increased amount type)	
Special	3.5%
Lump-sum payment	26.2%

Ordinary	27.8%
Ordinary	1.0%
(with a relaxed underwriting criteria)	
Special <sup>1</sup>	12.9%

**FY25/3**

Other insurance 1.8%

Educational endowment insurance



Ordinary	1.9%
(Fixed amount type)	
Ordinary	0.4%
(with a relaxed underwriting criteria)	
Ordinary	3.6%
(Increased amount type)	
Special	1.6%
Lump-sum payment	62.7%

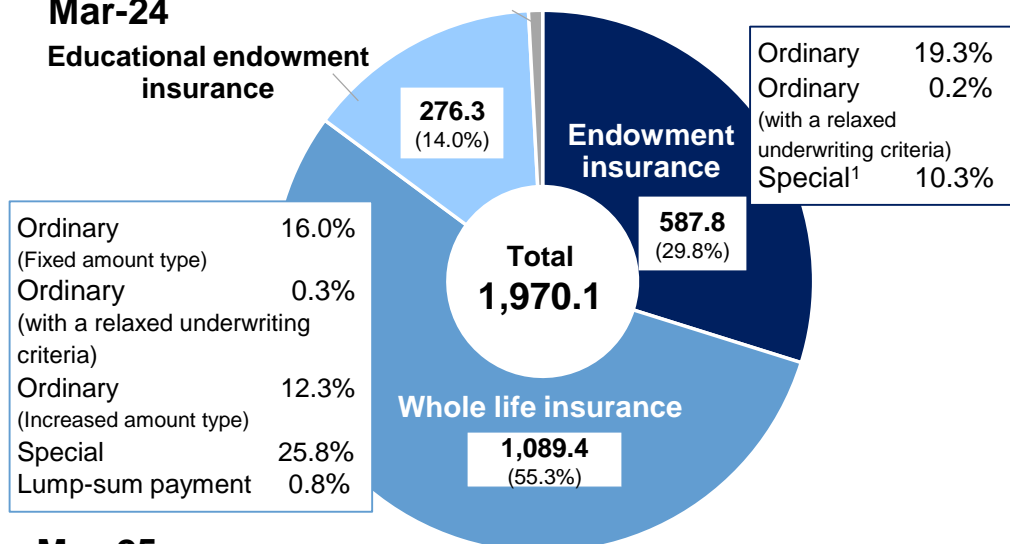
Ordinary	17.9%
Ordinary	0.4%
(with a relaxed underwriting criteria)	
Special <sup>1</sup>	5.9%

## Policies in Force (Individual Insurance)

**Mar-24**

Other insurance 0.8% (10 thousands policies)

Educational endowment insurance



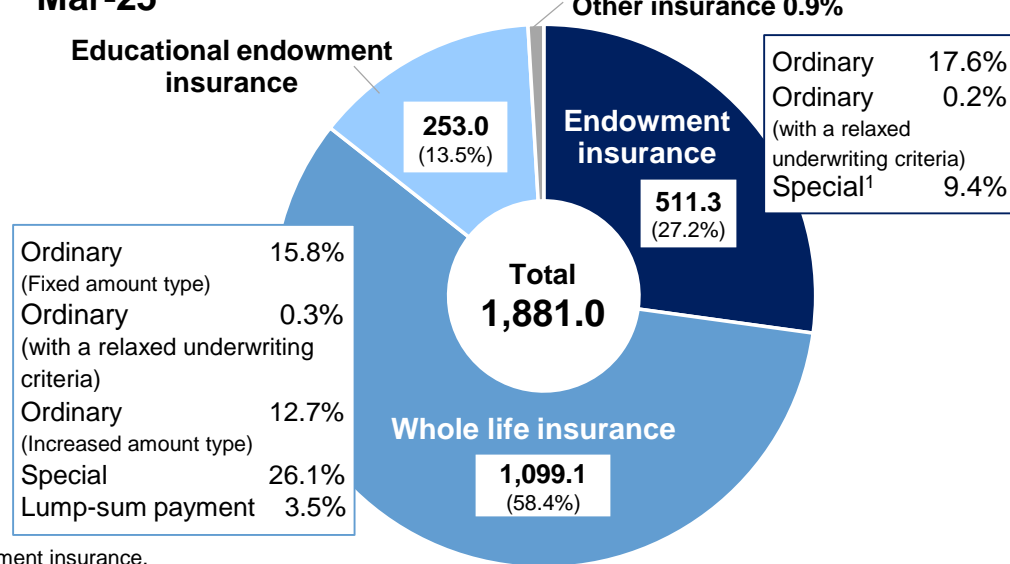
Ordinary	16.0%
(Fixed amount type)	
Ordinary	0.3%
(with a relaxed underwriting criteria)	
Ordinary	12.3%
(Increased amount type)	
Special	25.8%
Lump-sum payment	0.8%

Ordinary	19.3%
Ordinary	0.2%
(with a relaxed underwriting criteria)	
Special <sup>1</sup>	10.3%

**Mar-25**

Other insurance 0.9%

Educational endowment insurance



Ordinary	15.8%
(Fixed amount type)	
Ordinary	0.3%
(with a relaxed underwriting criteria)	
Ordinary	12.7%
(Increased amount type)	
Special	26.1%
Lump-sum payment	3.5%

Ordinary	17.6%
Ordinary	0.2%
(with a relaxed underwriting criteria)	
Special <sup>1</sup>	9.4%

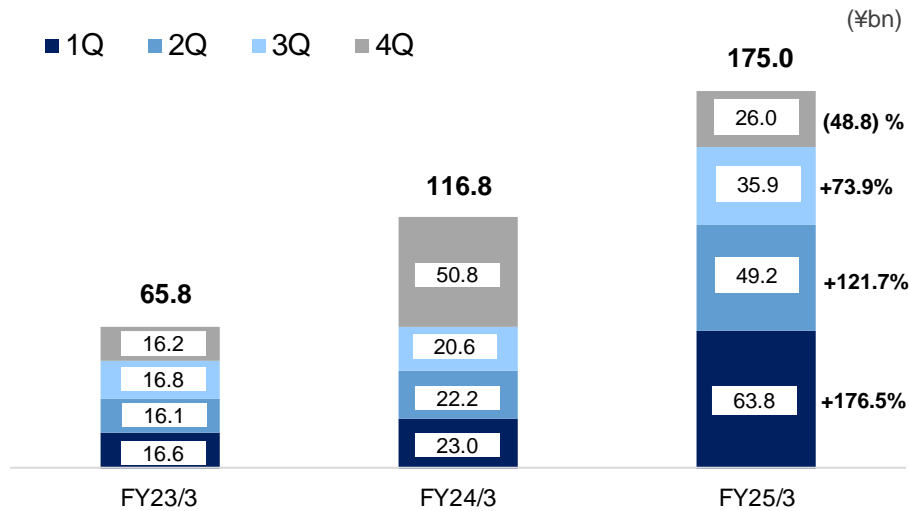
Note1 : Only major products are shown.

Note2 : Policies in force includes postal life insurance policies.

1. Increased amount type endowment insurance.

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

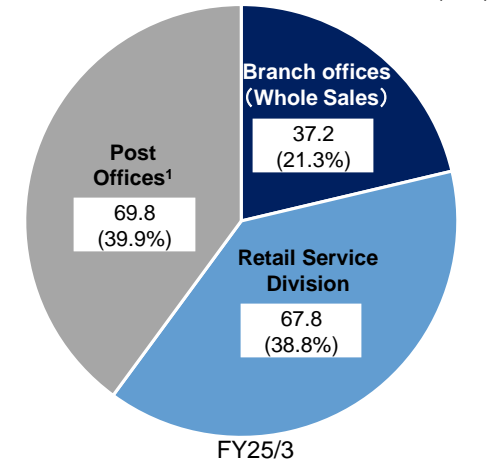
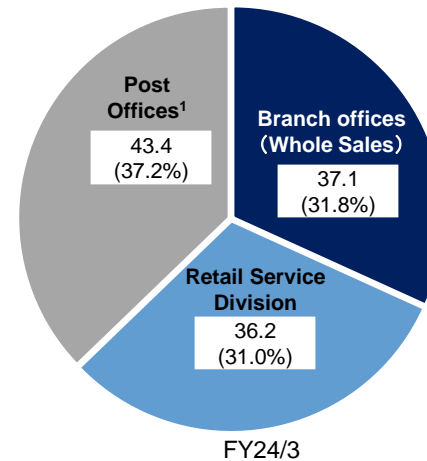
## Annualized Premiums from New Policies (Individual Insurance)



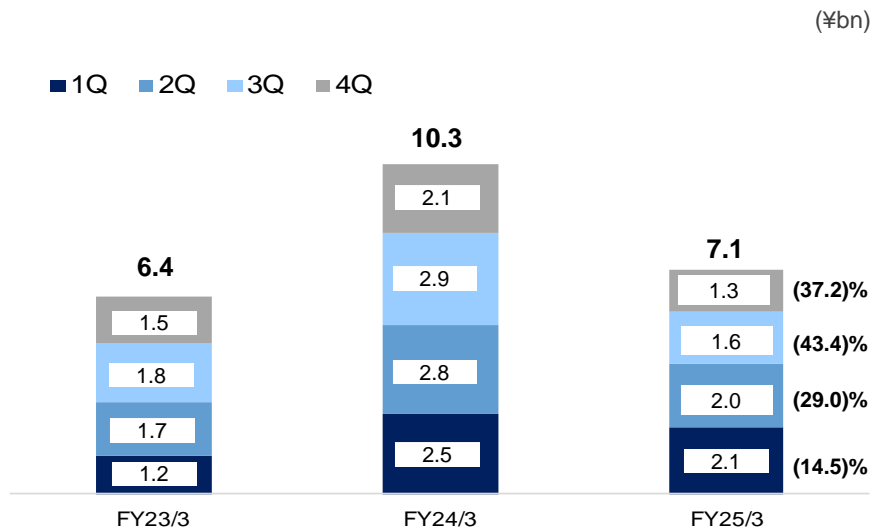
## Breakdown of Annualized Premiums from New Policies (Individual Insurance)

Retail : Whole Sales = 7 : 3

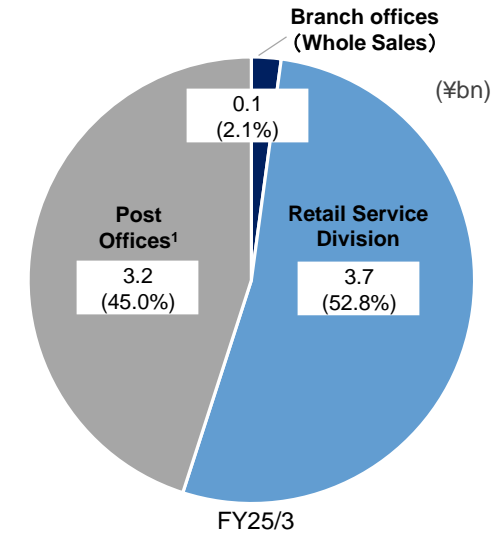
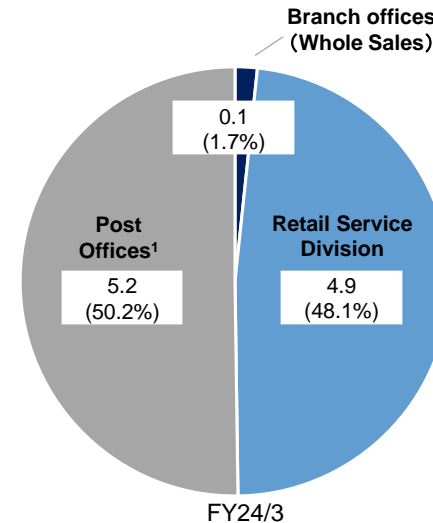
Retail : Whole Sales = 8 : 2



## Annualized Premiums from New Policies (Medical Care)



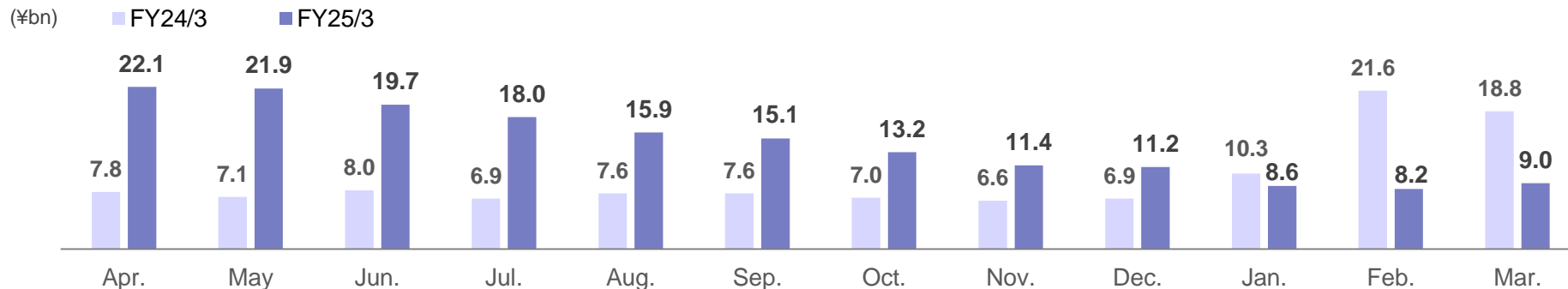
## Breakdown of Annualized Premiums from New Policies (Medical Care)



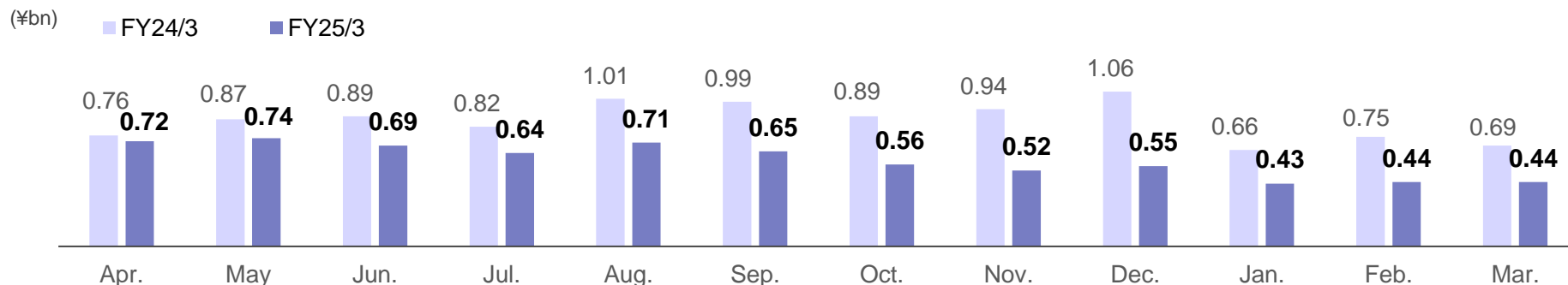
1. Includes amounts of the Contracted post offices.

# Monthly Change of Annualized Premiums from New Policies

## Annualized Premiums from New Policies (Individual Insurance)



## Annualized Premiums from New Policies (Medical Care)



## Medical 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.
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

	(¥bn)	
	Year ended Mar-24	Year ended Mar-25
Investment income	1,211.5	1,195.6
Interest, dividends and other income	865.2	864.5
Interest on deposits	0.0	2.4
Interest and dividends on securities	793.7	803.6
Interest on corporate and government bonds	685.4	673.4
Domestic stock dividends	11.9	14.5
Interest and dividends on foreign securities	81.5	73.5
Others	14.8	42.0
Interest on loans	12.9	12.3
Interest on loans to the Management Organization	48.3	38.3
Rent revenue from real estate	-	-
Interest and dividends on others	10.0	7.7

## Capital gains(losses)

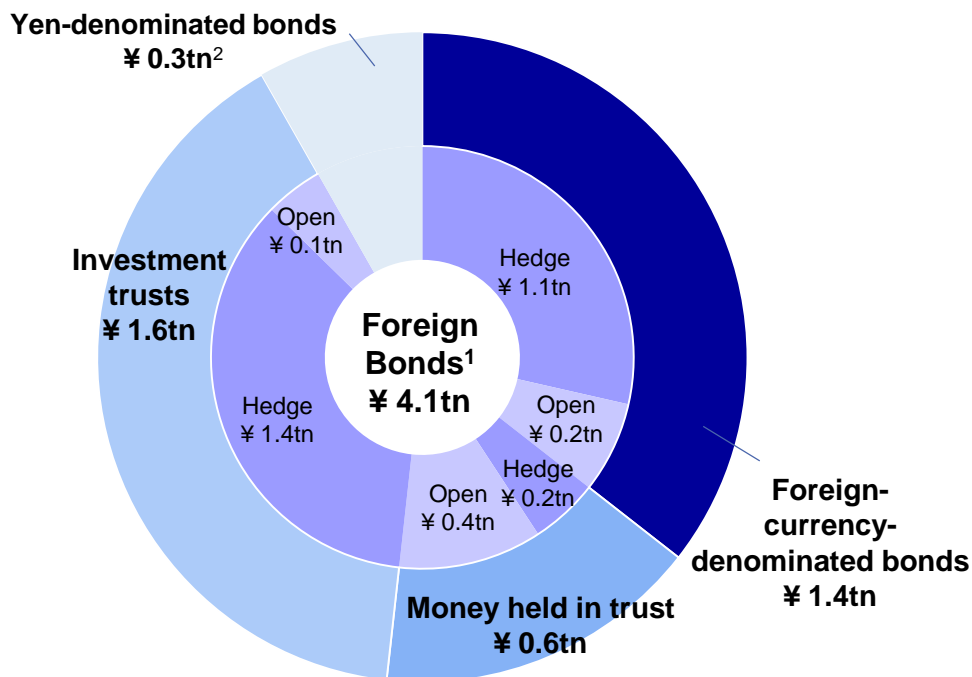
	(¥bn)	
	Year ended Mar-24	Year ended Mar-25
Capital gains	427.6	421.0
Gains on money held in trust	181.4	199.1
Gains on sales of securities	151.1	110.6
Bonds	22.1	31.1
Domestic stocks	14.3	23.2
Foreign securities	114.5	56.2
Gains on derivative financial instruments	-	-
Gains on foreign exchanges	13.5	20.9
Other capital gains <sup>1</sup>	81.4	90.2
Capital losses	(417.5)	(418.3)
Losses on money held in trust	-	-
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 <sup>2</sup>	(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."

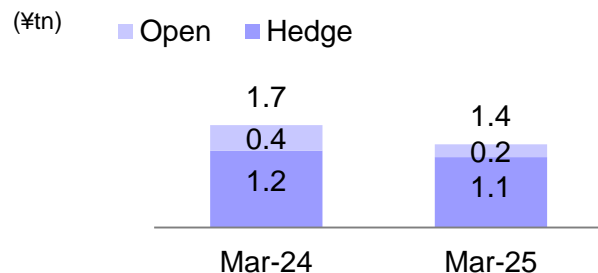
# Exposure to Foreign Bonds (as of March 31, 2025)

## Breakdown of Foreign Bonds

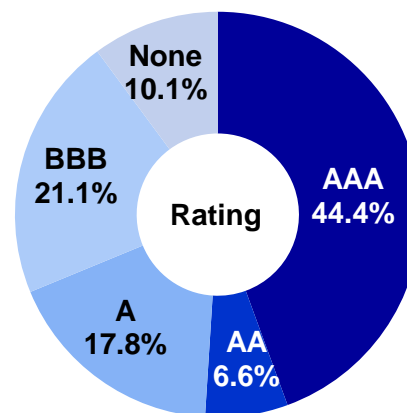
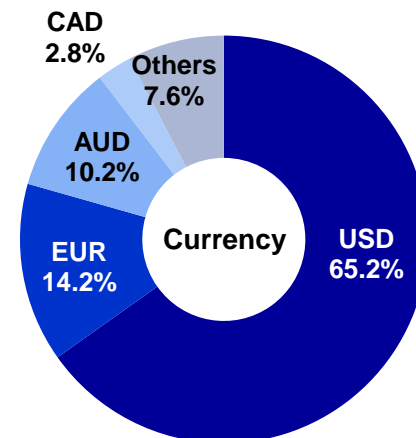
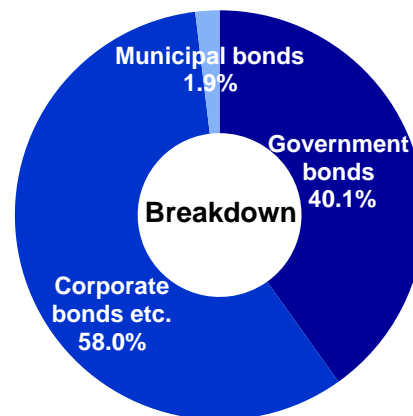


1. Foreign bonds included in return seeking assets (Ref.P7, 29).
2. Includes foreign-currency-denominated bonds to which hedge accounting associated with currency swaps is applied.

## 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		37,345.6	53.2%	37,408.9	55.7%	37,114.6	59.2%	36,037.5	59.2 %	35,390.3	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 <sup>1</sup>		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 <sup>2</sup>		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 <sup>2</sup>		489.5	0.7%	586.1	0.9%	534.5	0.9%	742.2	1.2 %	789.4	1.3 %	47.2
Foreign bonds <sup>2</sup>		6,606.7	9.4%	6,279.9	9.3%	4,680.3	7.5%	4,388.2	7.2 %	4,176.4	7.0 %	(211.7)
Other <sup>3</sup>		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 <sup>4</sup>		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%	3,605.8	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		1,465.0	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 <sup>5</sup>		-	-	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 <sup>5</sup>		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.

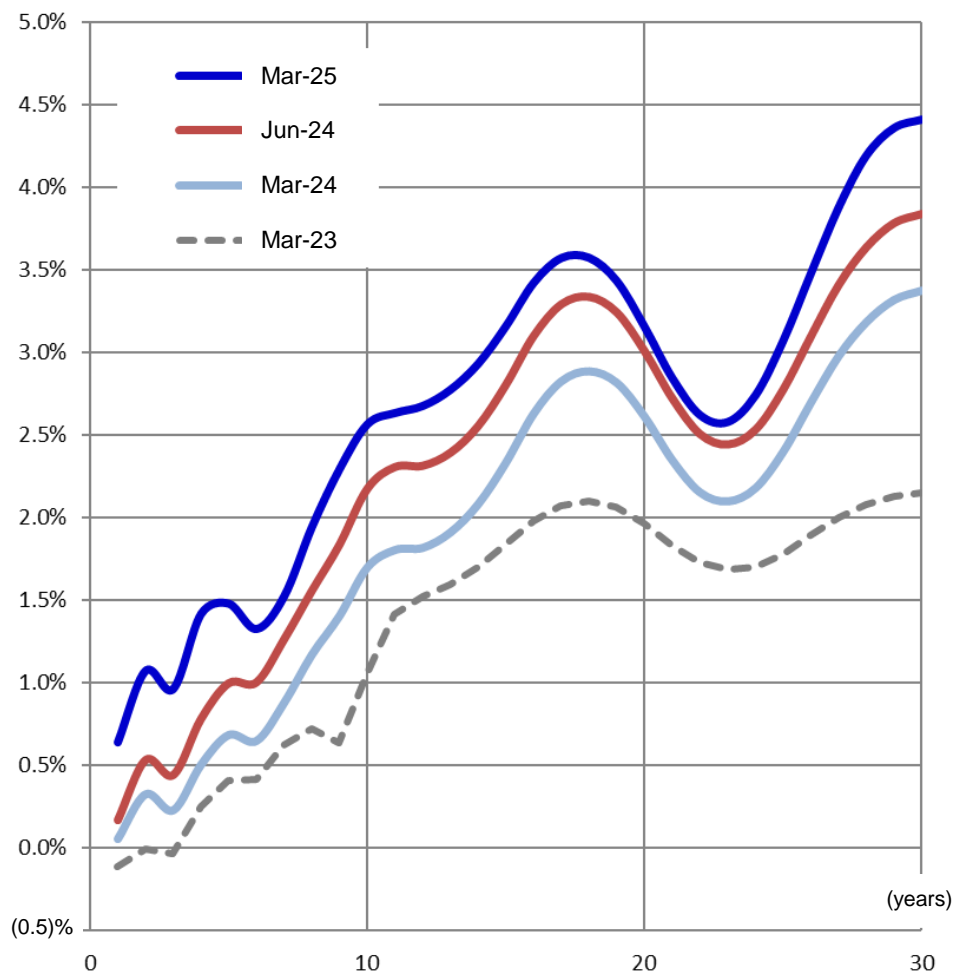
3. Bank loans, multi-asset, alternative investment (real estate fund, private equity, infrastructure equity, etc.), etc.

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).

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

Forward Rate (Mar-23 to Mar-25)



Forward Rate

	Mar-23	Mar-24 <sup>①</sup>	June-24 <sup>②</sup>	Mar-25 <sup>③</sup>
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 <sup>1</sup>	3,898.4	(42.3) ((1.1)%)
50bp decrease in risk-free rate of domestic interest rates (parallel shift without zero floor) <sup>1</sup>	3,961.0	+ 20.1 (+ 0.5 %)
50bp increase in risk-free rate of foreign interest rates <sup>1</sup>	3,879.8	(61.0) ((1.5 %))
50bp decrease in risk-free rate of foreign interest rates (parallel shift without zero floor) <sup>1</sup>	4,004.5	+ 63.6 (+ 1.6 %)
10% decrease in equity and real estate value <sup>1</sup>	3,755.6	(185.2) ((4.7 %))
10% appreciation of the yen <sup>1</sup>	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 <sup>1</sup>	3,998.3	+ 57.5 (+ 1.5 %)
10% decrease in maintenance expenses <sup>1</sup>	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)

(¥bn)

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

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 <sup>1</sup>	(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
<b>Total assets</b>	¥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
<b>Number of policies in force</b>	(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
<b>Numbers of new policies (individual insurance)</b>	(000)	124	173	314	628	795
<b>Numbers of cancelled policies<sup>1</sup></b>	(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
<b>Contingency reserve (reversal) provision<sup>2</sup></b>	¥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)
<b>Price fluctuations reserve (reversal) provision<sup>2</sup></b>	¥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
<b>Additional policy reserve (reversal) provision<sup>2</sup></b>	¥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.

# 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 <sup>1</sup>	503.5	479.0	519.7	521.6	509.9
Ordinary profit	345.7	356.1	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 <sup>2</sup>	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 <sup>3</sup>	34.9 <sup>4</sup>	-	-	34.9 <sup>5</sup>
Total payout ratio <sup>6</sup>	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) <sup>7</sup>	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) <sup>7</sup>	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.