

UNOFFICIAL TRANSLATION

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

May 13, 2022
JAPAN POST INSURANCE Co., Ltd.

Summary of Financial Results for the Fiscal Year Ended March 31, 2022

(1) Policies

		Fiscal Year Ended March 31, 2021		Six Months Ended September 30, 2021		Fiscal Year Ended March 31, 2022	
			Increase (Decrease) as % of Fiscal Year Ended March 31, 2020		Increase (Decrease) as % of Six Months Ended September 30, 2020		Increase (Decrease) as % of Fiscal Year Ended March 31, 2021
Annualized premiums from new policies	(Millions of yen)	30,659	(79.2)	22,939	52.2	46,192	50.7
Of which, medical coverage, living benefits and others	(Millions of yen)	1,459	(93.4)	1,005	46.0	2,173	49.0
Annualized premiums from policies in force	(Millions of yen)	3,197,252	(10.1)	3,033,721	(9.8)	2,886,204	(9.7)
Of which, medical coverage, living benefits and others	(Millions of yen)	364,682	(7.4)	351,658	(7.0)	339,817	(6.8)
Insurance premiums and others	(Millions of yen)	2,697,936	(16.9)	1,274,866	(10.1)	2,418,979	(10.3)
Of which, individual insurance sector	(Millions of yen)	2,315,087	(16.4)	1,114,975	(8.4)	2,113,726	(8.7)
Of which, group insurance sector	(Millions of yen)	—	—	—	—	—	—
Policy amount of policies in force	(Millions of yen)	47,476,095	(8.4)	45,451,698	(8.4)	43,526,588	(8.3)
Policy amount of surrenders and lapses	(Millions of yen)	1,382,218	(44.5)	721,681	11.0	1,379,694	(0.2)

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

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

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

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

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

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

(2) Assets

(Consolidated Basis)

		As of March 31, 2021		As of September 30, 2021		As of March 31, 2022	
			Increase (Decrease) as % of March 31, 2020		Increase (Decrease) as % of September 30, 2020		Increase (Decrease) as % of March 31, 2021
Total assets	(Millions of yen)	70,172,982	(2.1)	68,343,484	(2.9)	67,174,796	(4.3)
Real net assets	(Billions of yen)	12,081.7	(2.2)	11,906.8	(4.1)	10,238.8	(15.3)
Solvency margin ratio	(%)	1,121.2		1,090.3		1,045.5	

(3) Core profit, Positive spread and Investment yield

		Fiscal Year Ended March 31, 2021		Fiscal Year Ended March 31, 2022		Forecast for the Fiscal Year Ending March 31, 2023
			Increase (Decrease) as % of Fiscal Year Ended March 31, 2020		Increase (Decrease) as % of Fiscal Year Ended March 31, 2021	
Core profit	(Millions of yen)	421,943	5.3	437,123	3.6	Approx. 220.0 billion yen

		Fiscal Year Ended March 31, 2021		Fiscal Year Ended March 31, 2022		Forecast for the Fiscal Year Ending March 31, 2023
			Increase (Decrease) compared to Fiscal Year Ended March 31, 2020		Increase (Decrease) compared to Fiscal Year Ended March 31, 2021	
Positive spread	(Billions of yen)	76.3	(4.1)	140.7	64.3	To be decreased

		Fiscal Year Ended March 31, 2021		Fiscal Year Ended March 31, 2022		Forecast for the Fiscal Year Ending March 31, 2023
Investment return on core profit	(%)		1.82		1.94	To be decreased
Investment yield (General account)	(%)		1.51		1.61	To be decreased
Average assumed rates of return	(%)		1.69		1.68	To be almost flat

(4) Breakdown of core profit

		Fiscal Year Ended March 31, 2021		Fiscal Year Ended March 31, 2022	
			Increase (Decrease) compared to Fiscal Year Ended March 31, 2020		Increase (Decrease) compared to Fiscal Year Ended March 31, 2021
Positive spread	(Millions of yen)	76,330	(4,135)	140,712	64,381
Core profit attributable to life insurance activities	(Millions of yen)	345,612	25,469	296,411	(49,200)

(5) Reserves

		As of March 31, 2021		As of September 30, 2021		As of March 31, 2022	
			Increase (Decrease) compared to March 31, 2020		Increase (Decrease) compared to September 30, 2020		Increase (Decrease) compared to March 31, 2021
Policy reserves (excluding contingency reserve)	(Millions of yen)	57,786,377	(2,709,422)	56,371,706	(2,729,113)	54,842,460	(2,943,916)
Reserve for price fluctuations	(Millions of yen)	904,816	46,477	940,388	109,488	972,606	67,789
Contingency reserve	(Millions of yen)	1,611,343	(186,023)	1,649,177	(153,484)	1,690,994	79,651
Contingency funds	(Millions of yen)	—	—	—	—	—	—
Fund for price fluctuation allowance	(Millions of yen)	—	—	—	—	—	—

(6) Unrealized gains (losses)

		As of March 31, 2021		As of September 30, 2021		As of March 31, 2022	
			Increase (Decrease) compared to March 31, 2020		Increase (Decrease) compared to September 30, 2020		Increase (Decrease) compared to March 31, 2021
Securities	(Millions of yen)	7,387,246	(199,620)	7,493,344	(146,517)	5,725,247	(1,661,998)
Domestic stocks	(Millions of yen)	759,966	704,806	849,122	449,239	761,032	1,066
Domestic bonds	(Millions of yen)	5,995,967	(1,267,076)	5,909,829	(741,848)	4,491,496	(1,504,471)
Foreign securities	(Millions of yen)	568,920	168,465	606,190	58,436	451,010	(117,910)
Real estate	(Millions of yen)	—	—	—	—	—	—

* Securities invested as money held in trust are included.

* The Company does not hold real estate.

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

(7) Investment results

		Actual results for the Fiscal Year Ended March 31, 2022
Domestic stocks	(Millions of yen)	100,269
Domestic bonds	(Millions of yen)	(1,516,510)
Foreign stocks and others	(Millions of yen)	235,299
Foreign bonds	(Millions of yen)	(298,296)
Real estate	(Millions of yen)	—

* Securities invested as money held in trust are included.

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

(8) Break-even levels

		As of March 31, 2022
Nikkei Average	(Yen)	19,700
TOPIX	(Point)	1,370
Domestic bonds	(%)	0.9
Foreign securities	(Yen)	97

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

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

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

(9) Outlook for the Fiscal Year Ending March 31, 2023

		Forecast for the Fiscal Year Ending March 31, 2023
Insurance premiums and others		To be almost flat

(10) Number of employees

		As of March 31, 2021		As of September 30, 2021		As of March 31, 2022	
			Increase (Decrease) as % of March 31, 2020		Increase (Decrease) as % of September 30, 2020		Increase (Decrease) as % of March 31, 2021
Sales personnel	(Number of persons)	1,142	3.4	1,111	(7.9)	1,128	(1.2)
Office personnel	(Number of persons)	6,503	(0.5)	6,593	(0.6)	6,417	(1.3)

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

		Fiscal Year Ended March 31, 2021		Fiscal Year Ended March 31, 2022	
			Increase (Decrease) as % of Fiscal Year Ended March 31, 2020		Increase (Decrease) as % of Fiscal Year Ended March 31, 2021
Individual insurance/Individual annuities	(Millions of yen)	18,754	21.3	18,263	(2.6)
Others	(Millions of yen)	46,710	(50.2)	54,849	17.4

(12) Bancassurance sales

None

Other Question Items (Fiscal Year Ended March 31, 2022)

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

None