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May 15, 2020

JAPAN POST INSURANCE Co., Ltd.

**Announcement of Financial Results for  
the Fiscal Year Ended March 31, 2020**

JAPAN POST INSURANCE Co., Ltd. (the “Company”; Tetsuya Senda, President, CEO, Representative Executive Officer) hereby announces its financial results for the fiscal year ended March 31, 2020 (April 1, 2019 to March 31, 2020).

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## 1. Business Highlights

### (1) Policies in Force and New Policies

#### ▪ Policies in Force

(Thousands of policies, billions of yen, %)

As of March 31	2019				2020			
	Number of policies		Policy amount		Number of policies		Policy amount	
		% of March 31, 2018 total		% of March 31, 2018 total		% of March 31, 2019 total		% of March 31, 2019 total
Individual insurance	18,095	101.0	53,001.8	101.2	17,163	94.8	49,915.5	94.2
Individual annuities	1,268	95.1	2,329.4	84.9	1,164	91.8	1,930.6	82.9
Group insurance	-	-	-	-	-	-	-	-
Group annuities	-	-	-	-	-	-	-	-

Note: Policy amounts for individual annuities are the total of (a) the accumulated contribution payment as of the date of annuity payment commencement for the annuity before payments commence and (b) the amount of policy reserves for the annuity after payments have commenced.

#### ▪ New Policies

(Thousands of policies, billions of yen, %)

Fiscal years ended March 31	2019						2020					
	Number of policies		Policy amount				Number of policies		Policy amount			
		% of March 31, 2018 total	% of March 31, 2018 total	New policies	Net increase arising from the conversion		% of March 31, 2019 total	% of March 31, 2019 total	New policies	Net increase arising from the conversion		
Individual insurance	1,711	98.4	5,563.8	101.8	5,563.8	-	644	37.7	1,893.7	34.0	1,893.7	-
Individual annuities	0	63.3	1.9	65.8	1.9	-	0	135.2	3.5	178.7	3.5	-
Group insurance	-	-	-	-	-	-	-	-	-	-	-	-
Group annuities	-	-	-	-	-	-	-	-	-	-	-	-

Note: Policy amounts for individual annuities are the total of the accumulated contribution payment as of the date of annuity payment commencement.

## (2) Annualized Premiums

### ▪ Policies in Force

(Billions of yen, %)

As of March 31	2019		2020	
		% of March 31, 2018 total		% of March 31, 2019 total
Individual insurance	3,363.9	99.9	3,144.6	93.5
Individual annuities	452.4	92.1	412.0	91.1
Total	3,816.4	98.9	3,556.6	93.2
Medical coverage, living benefits and other	410.9	107.5	393.8	95.9

### ▪ New Policies

(Billions of yen, %)

Fiscal years ended March 31	2019		2020	
		% of March 31, 2018 total		% of March 31, 2019 total
Individual insurance	351.3	93.4	146.9	41.8
Individual annuities	0.1	64.8	0.3	183.6
Total	351.5	93.4	147.2	41.9
Medical coverage, living benefits and other	61.6	104.1	22.1	35.9

Notes: 1. Annualized premiums are calculated by multiplying the amount of a single premium installment payment by a multiplier determined according to the relevant payment method to arrive at a single annualized amount. For lump-sum payments, annualized premiums are calculated by dividing the total premium by the insured period.

2. Medical coverage, living benefits and other includes medical benefits (including hospitalization and surgery benefits), living benefits (including limited illness and nursing care benefits), and premium payment waivers benefits (excluding disability and including specified diseases and nursing benefits).

## 2. Policy in Force by Benefit Type as of March 31, 2020

(Thousands of policies, billions of yen)

Items		Individual insurance		Individual annuities		Group insurance		Total	
		Number of policies	Policy amount	Number of policies	Policy amount	Number of policies	Policy amount	Number of policies	Policy amount
Death benefit	General death	15,511	46,423.9	-	-	-	-	15,511	46,423.9
	Accidental death	24,480	58,397.7	3	12.4	-	-	24,484	58,410.2
	Other conditional death	-	-	-	-	-	-	-	-
Survival benefit		1,652	3,491.5	1,164	1,930.6	-	-	2,816	5,422.2
Hospitalization benefit	Hospitalization due to accident	12,739	49.6	5	0.0	-	-	12,745	49.6
	Hospitalization due to illness	12,592	49.1	1	0.0	-	-	12,594	49.1
	Other conditional hospitalization	9,851	6.4	5	0.0	-	-	9,856	6.4
Disability benefit		10,317	-	3	-	-	-	10,320	-
Surgery benefit		12,883	-	5	-	-	-	12,888	-

Items	Group annuities		Asset-formation insurance / asset-formation annuities		Total	
	Number of policies	Policy amount	Number of policies	Policy amount	Number of policies	Policy amount
Survival benefit	-	-	0	0.1	0	0.1

Items	Medical benefit insurance		Items	Occupational disability insurance	
	Number of policies	Policy amount		Number of policies	Policy amount
Hospitalization benefit	-	-	Occupational disability benefit	-	-

- Notes: 1. Figures for number of policies for asset-formation insurance and asset-formation annuities are the number of insured persons.  
2. For survival benefit, policy amounts for individual annuities and asset-formation annuities are the total of (a) the accumulated contribution payment as of the date of annuity payment commencement for the annuity before payments commence and (b) the amount of policy reserves for the annuity after payments have commenced, and the policy amount for asset-formation insurance is the amount of policy reserves.  
3. Amount for hospitalization benefit is the amount of daily hospitalization benefits.  
4. As reinsurance from the Organization for Postal Savings, Postal Life Insurance and Post Office Network (hereinafter referred to as the "Management Network"), which is an independent administrative institution, the Company holds 9,907 thousand policies or ¥26,143.2 billion for insurance, and 1,539 thousand policies or ¥524.1 billion for annuities.

### 3. Policyholder Dividends Based on the Financial Results for the Fiscal Year Ended March 31, 2020

(1) The overview of policyholder dividends based on the financial results for the fiscal year ended March 31, 2020 is as follows:

1. Japan Post Insurance Policies (individual insurance / individual annuities, etc. purchased on and after October 1, 2007)  
As for the determination of the payout ratio of policyholder dividends, dividends from mortality and morbidity rate margin as well as dividends from administrative expense margin remain unchanged from the previous fiscal year. Dividends from spread remain mostly unchanged from the previous fiscal year.
2. Former Postal Life Insurance Policies (Postal Life Insurance Policies concluded by September 30, 2007)  
The Company posted provision for reserve for policyholder dividends of ¥93,775 million under the reinsurance contract concluded with the Management Network based on the performance of the category of the reinsurance.

(2) Policyholder dividends on Japan Post Insurance policies based on the financial results for the fiscal year ended March 31, 2020 are as detailed below:

Ex. 1 Ordinary endowment insurance

[Concluded at age of 40 and matured at 50; monthly premium by direct debit; ¥1 million maturity benefit]

Fiscal year of purchase <number of years since purchase>	Sex	Insurance premium (on an annual basis)	Dividends for the fiscal year
Fiscal year ended March 31, 2011 <ten years>	Male Female	¥103,320 ¥102,840	¥0 ¥0
Fiscal year ended March 31, 2016 <five years>	Male Female	¥103,320 ¥102,840	¥0 ¥0

Ex. 2 Special endowment insurance

[Concluded at age of 40 and matured at 60; monthly premium by direct debit; ¥2 million death benefit; ¥1 million maturity benefit]

Fiscal year of purchase <number of years since purchase>	Sex	Insurance premium (on an annual basis)	Dividends for the fiscal year
Fiscal year ended March 31, 2011 <ten years>	Male Female	¥55,440 ¥52,800	¥0 ¥0
Fiscal year ended March 31, 2016 <five years>	Male Female	¥55,440 ¥52,800	¥0 ¥0

Ex. 3 Ordinary term insurance

[Concluded at age of 40 and matured at 50; monthly premium by direct debit; ¥2 million death benefit]

Fiscal year of purchase <number of years since purchase>	Sex	Insurance premium (on an annual basis)	Dividends for the fiscal year
Fiscal year ended March 31, 2011 <ten years>	Male Female	¥10,080 ¥7,680	¥3,091 ¥1,436
Fiscal year ended March 31, 2016 <five years>	Male Female	¥10,080 ¥7,680	¥1,887 ¥1,043

Ex. 4 Educational endowment insurance

[Concluded at when the insured is at age of 0 and the policyholder is at age of 40, and matured at when the insured is at age of 18 (with living benefit); monthly premium by direct debit; ¥1 million insured amount on insurance policy]

Fiscal year of purchase <number of years since purchase>	Sex	Insurance premium (on an annual basis)	Dividends for the fiscal year
Fiscal year ended March 31, 2011 <ten years>	Male Female	¥56,760 ¥56,280	¥0 ¥0

Notes: 1. The sex of the policyholder and the insured are assumed to be the same.  
2. The living benefit of ¥100,000 is paid when the insured turns 12 and 15, with a maturity benefit of ¥800,000.

Ex. 5 Educational endowment insurance (H24)

[Concluded at when the insured is at age of 0 and the policyholder is at age of 40, and matured at when the insured is at age of 18 (upon full-term payment of premium); monthly premium by direct debit; ¥1 million insured amount on insurance policy]

Fiscal year of purchase <number of years since purchase>	Sex	Insurance premium (on an annual basis)	Dividends for the fiscal year
Fiscal year ended March 31, 2016 <five years>	Male Female	¥54,120 ¥53,640	¥0 ¥0

Notes: 1. The sex of the policyholder and the insured are assumed to be the same.  
2. In the event that the policyholder deceases, the insurance policies stipulate that premium payment thereafter is waived.

Ex. 6 Ordinary whole life insurance

[Concluded at age of 40; premium paid until the age of 60; monthly premium by direct debit; ¥1 million death benefit (¥200,000 after completion of premium payment)]

Fiscal year of purchase <number of years since purchase>	Sex	Insurance premium (on an annual basis)	Dividends for the fiscal year
Fiscal year ended March 31, 2011 <ten years>	Male Female	¥12,600 ¥10,200	¥1,313 ¥559
Fiscal year ended March 31, 2016 <five years>	Male Female	¥12,600 ¥10,200	¥761 ¥370

Ex. 7 Accidental rider

[Concluded at age of 40; monthly premium by direct debit; ¥1 million rider benefit; added to ordinary endowment insurance policy (concluded at the age of 40 and matured at the age of 50)]

Fiscal year of purchase <number of years since purchase>	Sex	Insurance premium (on an annual basis)	Dividends for the fiscal year
Fiscal year ended March 31, 2011 <ten years>	Male Female	¥600 ¥360	¥240 ¥160
Fiscal year ended March 31, 2016 <five years>	Male Female	¥600 ¥360	¥260 ¥190

The dividends are the total of a., b., c., and d., summed up on the basic policy and each rider respectively:

a. Dividends from mortality rate margin [Unchanged]

Calculated by multiplying the amount at risk by a payout ratio for dividends from mortality rate margin according to the insured's age, sex and category in an expected mortality table, etc.

(Ex.) Ordinary endowment insurance, age 40, male

Period of purchase	Payout ratio for dividends from mortality rate margin (per amount at risk of ¥1 million)
October 2007 to March 2016	¥660

b. Dividends from morbidity rate margin [Unchanged]

Calculated by multiplying the rider benefit by a payout ratio for dividends from morbidity rate margin according to the insured's age, sex and category in an expected rider payment rate table, etc.

(Ex.) Accidental rider, age 40, male

Period of purchase	Payout ratio for dividends from morbidity rate margin (per rider benefit of ¥1 million)
October 2007 to March 2016	¥280

c. Dividends from administrative expense margin [Unchanged]

Calculated by multiplying the insured amount on the insurance policy, etc. by a payout ratio for dividends from administrative expense margin

(Ex.) Ordinary endowment insurance

Payout ratio for dividends from administrative expense margin	
Payout ratio for dividends from administrative expense margin in proportion to claim payment (per insured amount of ¥1 million)	¥0
Payout ratio for dividends from administrative expense margin in proportion to premium (per monthly premium by direct debit of ¥10,000)	¥0

d. Dividends from spread [Mostly unchanged]

Calculated by multiplying the policy reserve by a payout ratio for dividends from spread  
(Ex.) Ordinary endowment insurance

Period of purchase	Payout ratio for dividends from spread
October 2007 to March 2008	1.3% – assumed rates of return
April 2008 to March 2009	1.2% – assumed rates of return
April 2009 to March 2010	1.1% – assumed rates of return
April 2010 to March 2012	1.0% – assumed rates of return
April 2012 to March 2013	0.9% – assumed rates of return
April 2013 to March 2014	0.8% – assumed rates of return
April 2014 to March 2015	0.6% – assumed rates of return
April 2015 to March 2016	0.5% – assumed rates of return

Please note that the dividend is ¥0 if the total of a., b., c., and d. is negative.

The dividend shall be ¥0 for lump-sum payment annuities insurance and their additional riders.

(3) Policyholder dividends on Former Postal Life Insurance Policies will be determined by Management Network.



## 4. Investment Overview for the Fiscal Year Ended March 31, 2020 (General Account)

### (1) Investment Environment

#### 1) Investment environment

During the fiscal year ended March 31, 2020, the Japanese economy saw a continuous stable growth during the first half of the year. However, it started to slow down, particularly in the domestic private demand, following an increase in the consumption tax rate during the latter half of the fiscal year, before rapidly deteriorating towards the end of the fiscal year due to the impact of the voluntary restraint from going out at the request of the government as countermeasures against the spread of COVID-19. Overseas economies including the U.S., Eurozone and China experienced relatively solid growth in the first half of the fiscal year, but they also suffered a sharp deterioration towards the end of the fiscal year due to the implementation of countermeasures against the spread of the virus.

Under these economic circumstances, the investment environment was as follows.

#### Domestic Bond Market

The domestic long-term yield moved around negative 0.05% in April, and later declined further to as low as negative 0.29% at one point in late August, along with global downward trend in long-term interest rate, due to concerns over sudden deceleration of global economy due primarily to the heightened tension in the U.S.-China trade negotiation, and the subsequent interest rate reduction in the U.S. and other countries. In the period up to the end of 2019, the domestic long-term yield increased up to around 0.00% thanks to the heightened expectation for a progress in the U.S.-China trade negotiation, as well as the adjustment to the JGB purchase by the Bank of Japan. However, it later showed instability, declining from the start of the new year due to concerns over the spread of COVID-19, before picking up again, and reached 0.01% at the end of March.

#### Domestic Stock Market

The Nikkei Stock Average suffered a decline in the first half of the fiscal year due to concerns over sudden slowdown of global economy due primarily to the heightened tension in the U.S.-China trade negotiation, which was followed by a rally fueled by the subsequent policy interest rate reduction in the U.S., ranging between ¥20,000 and the lower ¥22,000 level. Afterwards, the stock average hiked up to around ¥24,000, buoyed by a growing expectation for progress in the U.S.-China trade negotiation, as well as the rally in the stock markets in Europe and America. However, the stock average experienced a sharp decline from late February onward due to concerns over further spread of COVID-19, reaching the higher ¥18,000 level at the end of March.

#### Foreign Exchange Markets

Regarding the USD/JPY exchange rate, while the dollar appreciated up to the lower ¥112 level at one point in April, it depreciated to reach the higher ¥105 level at one point in August, due mainly to increased concerns over a sudden slowdown of global economy triggered by the heightened tension in the U.S.-China trade negotiation, along with the reduction in the U.S. interest rate. Afterwards, a trend of stronger dollar continued for a while up to the end of 2019, due primarily to a growing expectation for progress in the U.S.-China trade negotiation. However, it experienced violent fluctuations from February onward, triggered by concerns over the spread of COVID-19, reaching the ¥112 level in late February, then the ¥102 level at one point in early March, and ¥108 level at the end of March.

Regarding the EUR/JPY exchange rate, the euro reached the middle of ¥126 level in April. However, it then trended down, due primarily to a downturn in the Eurozone economy and the impact of the monetary easing, reaching the ¥116 level at one point in early September. Later, the euro slightly appreciated back to the ¥122 level towards the year end, only to become weaker again from late February onward, due to concerns over the spread of COVID-19, reaching the ¥119 level at the end of March.

#### 2) Investment Policies

The Company's operations are based on the concept of asset liability management (ALM) in order to maintain sound management and ensure the payment of insurance claims and others. Specifically, the approach is to match assets with liabilities, with a focus on yen-denominated interest-bearing assets with high affinity to the characteristics of liabilities. With this approach the Company aims to earn stable profits while mitigating interest rate risk.

Moreover, the Company makes an effort to increase revenues through the investment of “return-seeking assets” (which we previously referred to as “risk assets”) such as foreign securities and stocks under appropriate risk management.

### 3) Performance Overview

#### [Assets]

At March 31, 2020, total assets of the Company amounted to ¥71,667.3 billion, a decrease of ¥2,237.1 billion from ¥73,904.5 billion at the end of the previous fiscal year.

While the Company reduced investments in foreign securities as the overseas yield declined, the Company continued investments in stocks. However, as unrealized gains decreased, the balance of return-seeking assets declined.

For domestic corporate and government bonds, the Company invested primarily in long-term and super long-term bonds, in view of their value as assets that secure stable income. However, the balance of bonds declined due to redemption and other factors.

For loans, the Company provided loans including loans to the Management Network, syndicated loans, loans to local governments and policy loans. The amount of loans decreased due to the repayment of loans to the Management Network.

#### [Investment Income and Expenses]

For the fiscal year ended March 31, 2020, investment income of the Company decreased by ¥66.6 billion from the previous corresponding period to ¥1,137.7 billion mainly due to a decrease in interest and dividend income associated with a decrease in total assets, and a decrease in investment gains due to a decrease in gains on sales and an increase in valuation losses on securities held in trust.

Investment expenses decreased by ¥22.0 billion from the previous corresponding period to ¥123.9 billion mainly due to a decrease in losses on sales of securities.

As a result, investment income and expenses amounted to ¥1,013.7 billion, a decrease of ¥44.6 billion from the previous corresponding period.

## (2) Asset Composition

(Billions of yen, %)

As of March 31	2019		2020	
	Amount	Ratio	Amount	Ratio
Cash, deposits, call loans	1,061.3	1.4	1,786.6	2.5
Receivables under resale agreements	-	-	-	-
Receivables under securities borrowing transactions	2,792.2	3.8	3,191.7	4.5
Monetary claims bought	354.9	0.5	318.5	0.4
Trading account securities	-	-	-	-
Money held in trust	2,787.5	3.8	3,056.0	4.3
Securities	58,452.5	79.1	55,871.5	78.0
Corporate and government bonds	51,128.7	69.2	48,954.5	68.3
Domestic stocks	206.5	0.3	286.9	0.4
Foreign securities	5,284.9	7.2	4,687.3	6.5
Foreign corporate and government bonds	5,108.7	6.9	4,522.1	6.3
Foreign stocks and other securities	176.1	0.2	165.1	0.2
Other securities	1,832.3	2.5	1,942.7	2.7
Loans	6,786.0	9.2	5,662.7	7.9
Real estate	91.0	0.1	89.5	0.1
Deferred tax assets	1,021.9	1.4	1,173.7	1.6
Other	557.2	0.8	517.2	0.7
Reserve for possible loan losses	(0.4)	(0.0)	(0.4)	(0.0)
Total	73,904.5	100.0	71,667.3	100.0
Foreign currency-denominated assets	5,513.1	7.5	4,980.0	6.9

Note: "Real estate" is booked as the sum total of land, buildings and construction in progress.

**(3) Increase/Decrease in Assets**

(Billions of yen)

Fiscal years ended March 31	2019	2020
Cash, deposits, call loans	(97.8)	725.2
Receivables under resale agreements	-	-
Receivables under securities borrowing transactions	(504.0)	399.5
Monetary claims bought	178.8	(36.3)
Trading account securities	-	-
Money held in trust	(27.3)	268.5
Securities	(1,679.3)	(2,581.0)
Corporate and government bonds	(2,447.6)	(2,174.2)
Domestic stocks	10.1	80.4
Foreign securities	937.3	(597.5)
Foreign corporate and government bonds	873.3	(586.6)
Foreign stocks and other securities	64.0	(10.9)
Other securities	(179.2)	110.4
Loans	(841.0)	(1,123.3)
Real estate	7.1	(1.5)
Deferred tax assets	67.8	151.7
Other	(32.4)	(40.0)
Reserve for possible loan losses	0.2	0.0
Total	(2,927.9)	(2,237.1)
Foreign currency-denominated assets	764.6	(533.1)

Note: "Real estate" is booked as the sum total of land, buildings and construction in progress.

**(4) Investment Income**

(Billions of yen)

Fiscal years ended March 31	2019	2020
Interest and dividend income	1,085.9	1,049.8
Interest on deposits	0.0	0.0
Interest and dividends on securities	941.3	924.0
Interest on loans	14.1	14.6
Interest on loans to the Management Network	124.0	105.8
Rent revenue from real estate	-	-
Other interest and dividend income	6.3	5.1
Gains on trading account securities	-	-
Gains on money held in trust	78.9	51.5
Gains on trading securities	-	-
Gains on sales of securities	38.9	35.6
Gains on sales of Japanese government bonds and other bonds	1.2	12.6
Gains on sales of domestic stocks and other securities	7.5	6.7
Gains on sales of foreign securities	30.1	16.3
Other gains on sales of securities	-	-
Gains on redemption of securities	0.3	0.6
Gains on derivative financial instruments	-	-
Gains on foreign exchanges	-	-
Reversal of reserve for possible loan losses	0.0	0.0
Other investment income	0.1	0.1
Total	1,204.4	1,137.7

**(5) Investment Expenses**

(Billions of yen)

Fiscal years ended March 31	2019	2020
Interest expenses	1.0	2.1
Losses on trading account securities	-	-
Losses on money held in trust	-	-
Losses on trading securities	-	-
Losses on sales of securities	62.2	32.0
Losses on sales of Japanese government bonds and other bonds	2.8	0.8
Losses on sales of domestic stocks and other securities	10.1	11.2
Losses on sales of foreign securities	48.1	18.3
Other losses on sales of securities	1.0	1.7
Losses on valuation of securities	-	2.6
Losses on valuation of Japanese government bonds and other bonds	-	-
Losses on valuation of domestic stocks and other securities	-	-
Losses on valuation of foreign securities	-	2.6
Other losses on valuation of securities	-	-
Losses on redemption of securities	4.7	6.8
Losses on derivative financial instruments	73.3	74.7
Losses on foreign exchanges	1.1	2.0
Provision for reserve for possible loan losses	-	-
Write-off loans	-	-
Depreciation of real estate for lease and other assets	-	-
Other investment expenses	3.4	3.4
Total	146.0	123.9

## (6) Investment Related Efficiency

### 1) Yield by Asset Type

Fiscal years ended March 31	2019	2020
Cash, deposits and call loans	0.00	0.00
Receivables under resale agreements	-	-
Receivables under securities borrowing transactions	-	-
Monetary claims bought	0.23	0.17
Trading account securities	-	-
Money held in trust	3.31	1.99
Securities	1.42	1.47
Corporate and government bonds	1.51	1.53
Domestic stocks	1.42	1.24
Foreign securities	0.83	0.97
Loans	2.00	1.94
Real estate	-	-
General account total	1.42	1.41
Overseas loans and investments	0.94	1.21

- Notes: 1. Yields are calculated by dividing investment income less investment expenses by the daily average balance based on book value.  
2. General account total includes assets related securities trust.  
3. "Overseas loans and investments" is the total of assets denominated in foreign-currencies and yen-denominated assets.

### 2) Net Valuation Gain/Loss of Trading Securities

The Company does not hold securities for trading.

### 3) Fair Value Information of Securities (with Fair Value, Other Than Trading Securities)

(Billions of yen)

As of March 31	2019					2020				
	Book value	Fair value	Net unrealized gains			Book value	Fair value	Net unrealized gains		
			(losses)					(losses)		
			Gains	Losses				Gains	Losses	
Held-to-maturity bonds	36,391.2	43,113.4	6,722.1	6,722.5	0.4	35,735.7	41,953.3	6,217.6	6,217.7	0.0
Policy-reserve-matching bonds	10,570.0	11,724.3	1,154.3	1,154.8	0.5	9,574.6	10,578.5	1,003.8	1,007.4	3.5
Equities of subsidiaries and affiliates	-	-	-	-	-	-	-	-	-	-
Available-for-sale securities	14,191.1	14,824.6	633.4	776.6	143.1	13,651.6	14,021.7	370.1	786.8	416.7
Corporate and government bonds	4,197.3	4,265.4	68.0	69.7	1.7	3,700.4	3,742.1	41.7	46.7	4.9
Domestic stocks	1,475.6	1,756.0	280.4	355.1	74.6	1,710.0	1,765.1	55.1	265.1	210.0
Foreign securities	5,503.2	5,778.6	275.3	326.3	50.9	4,754.4	5,159.2	404.8	448.6	43.7
Foreign corporate and government bonds	4,826.6	5,010.7	184.1	230.9	46.7	4,048.9	4,424.1	375.1	378.5	3.3
Foreign stocks and other securities	676.5	767.8	91.2	95.4	4.2	705.4	735.1	29.6	70.0	40.4
Other securities	2,257.1	2,264.5	7.4	23.2	15.7	2,635.1	2,501.5	(133.6)	24.3	157.9
Monetary claims bought	352.7	354.9	2.1	2.1	-	316.5	318.5	2.0	2.0	-
Negotiable certificates of deposit	405.0	405.0	-	-	-	535.0	535.0	-	-	-
Other	-	-	-	-	-	-	-	-	-	-
Total	61,152.5	69,662.4	8,509.9	8,654.0	144.1	58,962.0	66,553.7	7,591.6	8,012.0	420.3
Corporate and government bonds	51,060.7	59,003.9	7,943.1	7,945.8	2.6	48,912.7	56,175.8	7,263.0	7,271.6	8.6
Domestic stocks	1,475.6	1,756.0	280.4	355.1	74.6	1,710.0	1,765.1	55.1	265.1	210.0
Foreign securities	5,601.2	5,877.9	276.7	327.6	50.9	4,852.4	5,257.5	405.0	448.8	43.7
Foreign corporate and government bonds	4,924.6	5,110.1	185.4	232.2	46.7	4,146.9	4,522.4	375.4	378.7	3.3
Foreign stocks and other securities	676.5	767.8	91.2	95.4	4.2	705.4	735.1	29.6	70.0	40.4
Other securities	2,257.1	2,264.5	7.4	23.2	15.7	2,635.1	2,501.5	(133.6)	24.3	157.9
Monetary claims bought	352.7	354.9	2.1	2.1	-	316.5	318.5	2.0	2.0	-
Negotiable certificates of deposit	405.0	405.0	-	-	-	535.0	535.0	-	-	-
Other	-	-	-	-	-	-	-	-	-	-

Note: This table includes money held in trust other than trading securities and its book value is ¥2,190.8 billion with net unrealized gains of ¥392.8 billion as of March 31, 2019 and ¥2,549.0 billion with net unrealized gains of ¥73.0 billion as of March 31, 2020.



The book values of securities for which the fair values are deemed extremely difficult to determine are as follows:  
(Billions of yen)

As of March 31	2019	2020
Held-to-maturity bonds	-	-
Unlisted foreign bonds	-	-
Other	-	-
Policy-reserve-matching bonds	-	-
Equities of subsidiaries and affiliates	5.9	10.9
Available-for-sale securities	161.1	305.1
Unlisted domestic stocks (excluding OTC traded equities)	4.2	4.2
Unlisted foreign stocks (excluding OTC traded equities)	-	-
Unlisted foreign bonds	-	-
Other	156.9	300.9
Total	167.1	316.0

Notes: 1. This table includes money held in trust other than trading securities (¥156.9 billion as of March 31, 2019 and ¥300.9 billion as of March 31, 2020).

2. Net unrealized gains (losses) based on foreign exchange valuation of the foreign currency-denominated assets classified as securities for which the fair values are deemed extremely difficult to determine are ¥(1.4) billion as of March 31, 2019 and ¥(4.6) billion as of March 31, 2020.

Note: Fair value information of securities includes the handling of securities under the Financial Instruments and Exchange Act.

#### 4) Fair Value of Money Held in Trust

(Billions of yen)

As of March 31	2019					2020				
	Balance sheet amount	Fair value	Net unrealized gains (losses)			Balance sheet amount	Fair value	Net unrealized gains (losses)		
				Gains	Losses				Gains	Losses
Money held in trust	2,627.2	2,627.2	-	-	-	2,744.3	2,744.3	-	-	-

#### - Money held in trust for trading purposes

The Company does not hold money held in trust for trading purposes.

#### - Assets held-to-maturity in trust/assets held for reserves in trust/other money held in trust

(Billions of yen)

As of March 31	2019					2020				
	Book value	Fair value	Net unrealized gains (losses)			Book value	Fair value	Net unrealized gains (losses)		
				Gains	Losses				Gains	Losses
Assets held-to-maturity in trust	-	-	-	-	-	-	-	-	-	-
Assets held for reserves in trust	-	-	-	-	-	-	-	-	-	-
Other money held in trust	2,234.3	2,627.2	392.8	454.9	62.0	2,671.2	2,744.3	73.0	339.5	266.4

Note: Fair value information of money held in trust does not include other money held in trust for which the fair value is deemed extremely difficult to determine (¥160.3 billion as of March 31, 2019 and ¥311.7 billion as of March 31, 2020).

## 5. Unaudited Non-Consolidated Balance Sheets

(Millions of yen)

Items	Year	As of March 31,	As of March 31,	Items	Year	As of March 31,	As of March 31,
		2019	2020			2019	2020
		Amount	Amount			Amount	Amount
<b>ASSETS:</b>				<b>LIABILITIES:</b>			
<b>Cash and deposits</b>		<b>911,343</b>	<b>1,406,640</b>	<b>Policy reserves and others</b>		<b>67,093,751</b>	<b>64,191,926</b>
Cash		861	485	Reserve for outstanding claims		519,568	461,224
Deposits		910,481	1,406,154	Policy reserves		65,060,549	62,293,166
<b>Call loans</b>		<b>150,000</b>	<b>380,000</b>	Reserve for policyholder dividends		1,513,634	1,437,535
<b>Receivables under securities borrowing transactions</b>		<b>2,792,202</b>	<b>3,191,710</b>	<b>Reinsurance payables</b>		<b>6,470</b>	<b>6,595</b>
<b>Monetary claims bought</b>		<b>354,958</b>	<b>318,581</b>	<b>Bonds payable</b>		<b>100,000</b>	<b>100,000</b>
<b>Money held in trust</b>		<b>2,787,555</b>	<b>3,056,072</b>	<b>Other liabilities</b>		<b>3,605,644</b>	<b>4,485,343</b>
<b>Securities</b>		<b>58,452,565</b>	<b>55,871,541</b>	Payables under securities lending transactions		3,422,810	4,290,140
Japanese government bonds		38,041,414	36,730,786	Income taxes payable		44,161	62,298
Japanese local government bonds		7,524,415	6,737,380	Accounts payable		16,615	18,175
Japanese corporate bonds		5,562,928	5,486,350	Accrued expenses		33,226	24,756
Stocks		206,568	286,975	Deposits received		2,483	2,247
Foreign securities		5,284,936	4,687,342	Deposits from the Management Network		43,948	42,231
Other securities		1,832,301	1,942,706	Guarantee deposits received		73	73
<b>Loans</b>		<b>6,786,074</b>	<b>5,662,748</b>	Derivative financial instruments		15,228	35,305
Policy loans		144,566	152,681	Lease obligations		2,140	2,095
Industrial and commercial loans		991,309	994,446	Asset retirement obligation		5	5
Loans to the Management Network		5,650,198	4,515,620	Suspense receipt		19,717	829
<b>Tangible fixed assets</b>		<b>107,865</b>	<b>109,704</b>	Other liabilities		5,232	7,183
Land		48,008	47,828	<b>Reserve for insurance claims and others</b>		<b>-</b>	<b>29,722</b>
Buildings		43,078	41,556	<b>Reserve for employees' retirement benefits</b>		<b>68,450</b>	<b>68,831</b>
Leased assets		2,117	2,007	<b>Reserve for management board benefit trust</b>		<b>203</b>	<b>164</b>
Construction in progress		-	176	<b>Reserve for price fluctuations</b>		<b>897,492</b>	<b>858,339</b>
Other tangible fixed assets		14,659	18,135	<b>Total liabilities</b>		<b>71,772,012</b>	<b>69,740,924</b>
<b>Intangible fixed assets</b>		<b>158,574</b>	<b>140,696</b>	<b>NET ASSETS:</b>			
Software		158,555	140,679	<b>Capital stock</b>		<b>500,000</b>	<b>500,000</b>
Other intangible fixed assets		18	16	<b>Capital surplus</b>		<b>500,044</b>	<b>405,044</b>
<b>Agency accounts receivable</b>		<b>21,960</b>	<b>45,587</b>	Legal capital surplus		405,044	405,044
<b>Reinsurance receivables</b>		<b>3,872</b>	<b>4,057</b>	Other capital surplus		95,000	-
<b>Other assets</b>		<b>356,063</b>	<b>306,755</b>	<b>Retained earnings</b>		<b>676,242</b>	<b>757,826</b>
Accounts receivable		117,969	70,594	Legal retained earnings		47,569	60,485
Prepaid expenses		2,293	2,285	Other retained earnings		628,672	697,340
Accrued income		209,791	149,756	Reserve for reduction entry of real estate		5,805	5,545
Money on deposit		7,208	6,896	Retained earnings brought forward		622,867	691,794
Derivative financial instruments		14,908	72,301	<b>Treasury stock</b>		<b>(450)</b>	<b>(422)</b>
Cash collateral paid for financial instruments		-	2,319	<b>Total shareholders' equity</b>		<b>1,675,836</b>	<b>1,662,447</b>
Suspense payments		1,652	916	<b>Net unrealized gains (losses) on available-for-sale securities</b>		<b>456,694</b>	<b>264,009</b>
Other assets		2,240	1,685	<b>Net deferred gains (losses) on hedges</b>		<b>33</b>	<b>16</b>
<b>Deferred tax assets</b>		<b>1,021,999</b>	<b>1,173,751</b>	<b>Total valuation and translation adjustments</b>		<b>456,727</b>	<b>264,026</b>
<b>Reserve for possible loan losses</b>		<b>(459)</b>	<b>(448)</b>	<b>Total net assets</b>		<b>2,132,564</b>	<b>1,926,474</b>
<b>Total assets</b>		<b>73,904,576</b>	<b>71,667,398</b>	<b>Total liabilities and net assets</b>		<b>73,904,576</b>	<b>71,667,398</b>

## 6. Unaudited Non-Consolidated Statements of Income

(Millions of yen)

Items	Year	Fiscal year ended March 31, 2019	Fiscal year ended March 31, 2020
		Amount	Amount
<b>ORDINARY INCOME</b>		<b>7,916,654</b>	<b>7,211,403</b>
<b>Insurance premiums and others</b>		<b>3,959,928</b>	<b>3,245,541</b>
Insurance premiums		3,945,380	3,229,518
Reinsurance income		14,548	16,022
<b>Investment income</b>		<b>1,204,428</b>	<b>1,137,789</b>
Interest and dividend income		1,085,969	1,049,804
Interest on deposits		15	23
Interest and dividends on securities		941,377	924,098
Interest on loans		14,158	14,684
Interest on loans to the Management Network		124,096	105,830
Other interest and dividend income		6,322	5,167
Gains on money held in trust		78,902	51,560
Gains on sales of securities		38,981	35,699
Gains on redemption of securities		395	614
Reversal of reserve for possible loan losses		14	8
Other investment income		165	101
<b>Other ordinary income</b>		<b>2,752,296</b>	<b>2,828,072</b>
Reversal of reserve for outstanding claims		28,628	58,343
Reversal of policy reserves		2,716,748	2,767,383
Other ordinary income		6,919	2,346
<b>ORDINARY EXPENSES</b>		<b>7,651,510</b>	<b>6,924,573</b>
<b>Insurance claims and others</b>		<b>6,868,893</b>	<b>6,191,369</b>
Insurance claims		5,489,510	4,889,175
Annuity payments		400,623	394,005
Benefits		87,452	110,254
Surrender benefits		645,211	602,583
Other refunds		222,902	171,590
Reinsurance premiums		23,193	23,760
<b>Provision for policy reserves and others</b>		<b>7</b>	<b>8</b>
Provision for interest on policyholder dividends		7	8
<b>Investment expenses</b>		<b>146,004</b>	<b>123,999</b>
Interest expenses		1,064	2,130
Losses on sales of securities		62,255	32,020
Losses on valuation of securities		-	2,689
Losses on redemption of securities		4,762	6,847
Losses on derivative financial instruments		73,381	74,799
Losses on foreign exchanges		1,124	2,085
Other investment expenses		3,417	3,425
<b>Operating expenses</b>		<b>518,416</b>	<b>472,177</b>
<b>Other ordinary expenses</b>		<b>118,187</b>	<b>137,018</b>
Taxes		51,515	43,974
Depreciation and amortization		59,377	59,125
Provision for reserve for insurance claims and others		-	29,722
Provision for reserve for employees' retirement benefits		653	262
Other ordinary expenses		6,640	3,934
<b>ORDINARY PROFIT</b>		<b>265,143</b>	<b>286,829</b>
<b>EXTRAORDINARY GAINS</b>		<b>19,251</b>	<b>39,546</b>
Gains on sales of fixed assets		-	393
Reversal of reserve for price fluctuations		19,251	39,152
<b>EXTRAORDINARY LOSSES</b>		<b>1,708</b>	<b>303</b>
Losses on sales and disposal of fixed assets		619	303
Impairment loss		1,088	-
Provision for reserve for policyholder dividends		111,806	109,236
Income before income taxes		170,879	216,835
Income taxes - Current		139,421	143,463
Income taxes - Deferred		(89,499)	(77,759)
Total income taxes		49,921	65,703
Net income		120,958	151,132

## 7. Unaudited Non-Consolidated Statements of Changes in Net Assets

Fiscal year ended March 31, 2019 (From April 1, 2018 to March 31, 2019)

(Millions of yen)

	Shareholders' equity							
	Capital stock	Capital surplus			Legal retained earnings	Other retained earnings		Total retained earnings
		Legal capital surplus	Other capital surplus	Total capital surplus		Reserve for reduction entry of real estate	Retained earnings brought forward	
<b>Balance at the beginning of the fiscal year</b>	500,000	405,044	95,000	500,044	39,409	6,163	550,511	596,084
<b>Changes in the fiscal year</b>								
Cash dividends					8,160		(48,960)	(40,800)
Net income							120,958	120,958
Disposals of treasury stock								
Reversal of reserve for reduction entry of real estate						(357)	357	-
Net changes in items other than shareholders' equity in the fiscal year								
<b>Net changes in the fiscal year</b>	-	-	-	-	8,160	(357)	72,356	80,158
<b>Balance at the end of the fiscal year</b>	500,000	405,044	95,000	500,044	47,569	5,805	622,867	676,242

	Shareholders' equity		Valuation and translation adjustments			Total net assets
	Treasury stock	Total shareholders' equity	Net unrealized gains (losses) on available-for-sale securities	Net deferred gains (losses) on hedges	Total valuation and translation adjustments	
<b>Balance at the beginning of the fiscal year</b>	(466)	1,595,661	403,913	32	403,946	1,999,608
<b>Changes in the fiscal year</b>						
Cash dividends		(40,800)				(40,800)
Net income		120,958				120,958
Disposals of treasury stock	15	15				15
Reversal of reserve for reduction entry of real estate			-			-
Net changes in items other than shareholders' equity in the fiscal year			52,780	0	52,781	52,781
<b>Net changes in the fiscal year</b>	15	80,174	52,780	0	52,781	132,955
<b>Balance at the end of the fiscal year</b>	(450)	1,675,836	456,694	33	456,727	2,132,564

Fiscal year ended March 31, 2020 (From April 1, 2019 to March 31, 2020)

(Millions of yen)

	Shareholders' equity							
	Capital stock	Capital surplus			Legal retained earnings	Retained earnings		Total retained earnings
		Legal capital surplus	Other capital surplus	Total capital surplus		Other retained earnings		
						Reserve for reduction entry of real estate	Retained earnings brought forward	
<b>Balance at the beginning of the fiscal year</b>	500,000	405,044	95,000	500,044	47,569	5,805	622,867	676,242
<b>Changes in the fiscal year</b>								
Cash dividends					12,915		(77,494)	(64,578)
Net income							151,132	151,132
Purchases of treasury stock								
Disposals of treasury stock								
Cancellation of treasury stock			(99,970)	(99,970)				
Reversal of reserve for reduction entry of real estate						(259)	259	-
Transfer from retained earnings to capital surplus			4,970	4,970			(4,970)	(4,970)
Net changes in items other than shareholders' equity in the fiscal year								
<b>Net changes in the fiscal year</b>	-	-	(95,000)	(95,000)	12,915	(259)	68,927	81,583
<b>Balance at the end of the fiscal year</b>	500,000	405,044	-	405,044	60,485	5,545	691,794	757,826

	Shareholders' equity		Valuation and translation adjustments			Total net assets
	Treasury stock	Total shareholders' equity	Net unrealized gains (losses) on available-for-sale securities	Net deferred gains (losses) on hedges	Total valuation and translation adjustments	
<b>Balance at the beginning of the fiscal year</b>	(450)	1,675,836	456,694	33	456,727	2,132,564
<b>Changes in the fiscal year</b>						
Cash dividends		(64,578)				(64,578)
Net income		151,132				151,132
Purchases of treasury stock	(99,999)	(99,999)				(99,999)
Disposals of treasury stock	57	57				57
Cancellation of treasury stock	99,970	-				-
Reversal of reserve for reduction entry of real estate		-				-
Transfer from retained earnings to capital surplus		-				-
Net changes in items other than shareholders' equity in the fiscal year			(192,684)	(16)	(192,701)	(192,701)
<b>Net changes in the fiscal year</b>	28	(13,388)	(192,684)	(16)	(192,701)	(206,089)
<b>Balance at the end of the fiscal year</b>	(422)	1,662,447	264,009	16	264,026	1,926,474

## NOTES TO THE UNAUDITED NON-CONSOLIDATED FINANCIAL STATEMENTS AS OF AND FOR THE FISCAL YEAR ENDED MARCH 31, 2020

### (Notes to the Unaudited Non-Consolidated Balance Sheet)

#### 1. Significant Accounting Policies

##### (1) Valuation Criteria and Methods for Securities

Securities including cash and deposits as well as monetary claims bought which are equivalent to securities, and securities invested in money held in trust, are recorded based on the following:

###### 1) Held-to-maturity Bonds

Held-to-maturity bonds are carried at amortized cost and the cost of these securities sold is calculated using the moving-average method. Amortization is calculated using the straight-line method.

###### 2) Policy-reserve-matching Bonds

In accordance with “Temporary Treatment of Accounting and Auditing Concerning Policy-reserve-matching Bonds in the Insurance Industry” (Japanese Institute of Certified Public Accountants (“JICPA”) Industry Audit Committee Report No. 21), policy-reserve-matching bonds are carried at amortized cost and the cost of these securities sold is calculated using the moving-average method. Amortization is calculated using the straight-line method.

###### 3) Equities of Subsidiaries and Affiliates (stocks issued by subsidiaries as defined in Article 2, Paragraph 12 of the Insurance Business Act and closely related parties (excluding subsidiaries) and affiliates as defined in Article 13-5-2, Paragraph 3 and affiliates as defined in Paragraph 4 of the same Article of the Order for Enforcement of the Insurance Business Act)

Carried at cost and the cost of these securities sold is calculated using the moving-average method.

###### 4) Available-for-sale Securities

###### (i) Available-for-sale Securities, at Fair Value

Available-for-sale securities, at fair value are carried at their market price at the end of the fiscal year, of which average market prices during the final month of the fiscal year are used to value stocks. Cost of securities sold is calculated using the moving-average method.

###### (ii) Available-for-sale Securities for Which Fair Values are Deemed Extremely Difficult to Determine

(a) Government and corporate bonds (including foreign bonds) without market price whose premium or discount represents the interest adjustments are carried at amortized cost (the straight-line method) using the moving-average method.

(b) Other securities are carried at cost using the moving-average method.

Net unrealized gains (losses) on available-for-sale securities, net of income taxes, are included in net assets.

##### (2) Valuation Criteria and Methods for Derivative Transactions

All derivative transactions are valued at fair value.

##### (3) Depreciation Method for Fixed Assets

###### 1) Tangible Fixed Assets (excluding leased assets)

Depreciation of tangible fixed assets is calculated using the straight-line method based on the following useful lives:

(i) Buildings: 2-60 years

(ii) Other tangible fixed assets: 2-20 years

###### 2) Intangible Fixed Assets (excluding leased assets)

The capitalized development costs of software intended for internal use are amortized over the expected useful life of mainly 5 years using the straight-line method.

###### 3) Leased Assets

Finance lease transactions that do not transfer ownership are depreciated to a residual value of zero using the straight-line method over the lease term.

##### (4) Recognition of Reserves

###### 1) Reserve for Possible Loan Losses

Reserve for possible loan losses is provided pursuant to the Company’s standards for self-assessment of asset quality, and general allowance is provided using a rate based on historical collectability experience. In addition, specific allowances, which are determined based on individual collectability of accounts, are also recorded.

All loans and claims are assessed initially by the relevant departments based on internal rules for self-assessment of asset quality. The asset evaluation department, which is independent from the relevant

departments, reviews these self-assessments. The above reserves and allowances are recorded based on the results of these assessments.

For loans and guaranteed loans that were extended to borrowers that have filed for bankruptcy including legal bankruptcy or civil rehabilitation, or that are considered substantially bankrupt, an allowance is provided for in the amount of loans, net of collateral value or the amounts expected to be recoverable under guarantees. Reserve for possible loan losses also includes amounts set aside for other assets subject to valuation allowance. The amount written off for loans and other assets during the fiscal year ended March 31, 2020 was ¥49 million.

2) Reserve for Insurance Claims and Others

With regard to policies that have been discovered through investigations to have likely caused disadvantages to customers in a way that was not in line with their intentions, reserve for insurance claims and others is provided in the projected amount of insurance claims arising due to future policy measures to compensate customers for their disadvantages, based on the past record of efforts to address such disadvantages.

3) Reserve for Employees' Retirement Benefits

In order to provide for payment of retirement benefits to employees, a reserve for employees' retirement benefits is provided based on the projected amount of retirement benefit obligations at the end of the fiscal year.

(i) Method for Attributing Expected Benefits to Periods

In calculating the projected benefit obligation, the benefit formula basis is used to attribute the expected benefit to respective service period.

(ii) Method for Recognizing Actuarial Differences and Prior Service Cost

Actuarial difference is amortized using the straight-line method over a period of 14 years, which is less than the estimated average remaining service period for employees from the fiscal year following the respective fiscal year in which the difference is incurred.

Prior service cost is amortized using the straight-line method over a period of 14 years, which is less than the estimated average remaining service lives for employees in the fiscal year of incurrence.

4) Reserve for Management Board Benefit Trust

In order to provide for the granting of shares of the Company to Executive Officers of the Company in accordance with the Stock Benefit Rules, reserve for management board benefit trust is provided in the projected amount of stock benefit obligations.

(5) Reserve for Price Fluctuations

Reserve for price fluctuations in security investments is calculated based on Article 115 of the Insurance Business Act.

(6) Translation of Assets and Liabilities Denominated in Foreign Currencies

Assets and liabilities denominated in foreign currencies are translated into Japanese yen at the exchange rates prevailing at the fiscal year-end.

(7) Hedge Accounting

1) Methods for Hedge Accounting

The Company applies fair value hedge accounting for foreign currency exchange contracts to hedge foreign exchange fluctuation risk for a portion of its foreign-currency-denominated bonds as well as the exceptional treatment and deferred hedge accounting for interest rate swaps to hedge variability in cash flows on a portion of loans in accordance with the "Accounting Standard for Financial Instruments" (Accounting Standards Board of Japan ("ASBJ") Statement No. 10).

2) Hedging Instruments and Hedged Items

(i) Hedging instrument: Foreign currency exchange contracts  
Hedged item: Foreign-currency-denominated bonds

(ii) Hedging instrument: Interest rate swaps  
Hedged item: Loans

3) Hedging Policies

Foreign currency exchange contracts are used to hedge fluctuations in foreign currency exchange rates of foreign-currency-denominated bonds within a predetermined range. Interest rate swap contracts are used to hedge fluctuations in interest rates of loans within a certain range.

4) Assessment of Hedge Effectiveness

Hedge effectiveness is assessed by comparing the aggregate changes in quotations or cash flows of hedged items and hedging instruments. The evaluation of hedge effectiveness is omitted in cases of foreign exchange

contracts where there is a high correlation between hedged items and hedging instruments, or interest rate swap contracts which applied the exceptional treatment for interest rate swaps.

(8) Policy Reserves

Policy reserves are reserves provided in accordance with Article 116 of the Insurance Business Act. Insurance premium reserves are recorded based on the following methodology:

- 1) Reserves for contracts subject to the standard policy reserves are calculated in accordance with the method prescribed by the Commissioner for Financial Services Agency (Public notice No. 48 issued by the Ministry of Finance in 1996).
- 2) Reserves for other contracts are calculated based on the net level premium method.

They include policy reserves accumulated additionally in the fiscal year ended March 31, 2018, in preparation for future performance of obligations for lump-sum payment annuities, pursuant to Article 69, Paragraph 5 of the Ordinance for Enforcement of the Insurance Business Act.

In addition, pursuant to Article 69, Paragraph 5 of the Ordinance for Enforcement of the Insurance Business Act, additional policy reserves are accumulated, in preparation for future performance of obligations, over a 10-year period from the fiscal year ended March 31, 2011, for a portion of reinsurance contracts from the Management Network. As a result, the amount of provision for the additional policy reserves for the fiscal year ended March 31, 2020 was ¥176,734 million.

(9) Employees' Retirement Benefits Accounting

Unrecognized actuarial differences and unrecognized prior service cost related to retirement benefits are treated differently from the consolidated financial statements.

(10) Consumption Taxes

All figures are net of consumption taxes.

2. Transactions for Granting Shares and Others of the Company to Executive Officers of the Company through Trust

Notes to the transactions for granting shares and others of the Company to Executive Officers of the Company through trust are omitted as they are presented in NOTES TO THE UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS AS OF AND FOR THE FISCAL YEAR ENDED MARCH 31, 2020 (Notes to the Unaudited Consolidated Balance Sheet).

3. The balance sheet amount, fair value and the outline of the risk management policy of policy-reserve-matching bonds were as follows:

- (1) The balance sheet amount and fair value of policy-reserve-matching bonds amount to ¥9,574,646 million and ¥10,578,535 million, respectively.
- (2) The outline of the risk management policy of policy-reserve-matching bonds is as follows:

The Company categorizes its insurance products into the following sub-groups based on the attributes of each product in order to manage risks arising from fluctuations in interest rates of assets and liabilities, and adopts a management policy whereby the duration gap between policy-reserve-matching bonds and policy reserves by sub-groups are reconciled within a certain range and the duration gap is periodically checked.

  - 1) Postal Life Insurance Contracts (insurance policies with a remaining period within 30 years)
  - 2) Japan Post Insurance life insurance contracts (general) (all insurance policies)
  - 3) Japan Post Insurance life insurance contracts (lump-sum payment annuity) (excluding some insurance types)

4. Securities lent under lending agreements in the amount of ¥4,872,448 million were included in "Securities" in the balance sheets as of March 31, 2020.

5. There were no bankrupt loans, non-interest accrual loans, past due loans for three months or more, or restructured loans as of March 31, 2020. Definitions for each of the respective loans are as follows:

Bankrupt loans refer to non-accrual loans, excluding the balances already written off, which meet the conditions prescribed in Article 96, Paragraph 1, Item 3-(a) to (e) and Item 4 of the Order for Enforcement of the Corporation Tax Act (Ordinance No. 97 in 1965). Interest accruals of such loans are suspended since the principal or interest on such loans is unlikely to be collected due to delinquency in payments for them for a considerable period of time or other reasons.



Non-interest accrual loans are those loans for which interest payments have been suspended to assist and support the borrowers in the restructuring of their business.

Past due loans for three months or more are loans for which principal or interest payments are delinquent for three months or more under the term of the loans from the day following the contractual due date, excluding those classified as bankrupt loans and non-accrual loans.

Restructured loans are loans for which certain concessions favorable to borrowers, such as interest reduction or exemption, postponement of principal or interest payments, debt waiver or other arrangements, have been made for the purpose of assisting and supporting the borrowers in the restructuring of their business. This category excludes loans classified as bankrupt loans, non-interest accrual loans and past due loans for three months or more.

6. The balance of the unused credit under loan commitment line agreements as of March 31, 2020 was ¥17,717 million.

7. Accumulated depreciation for tangible fixed assets as of March 31, 2020 was ¥45,242 million.

8. Total monetary claims and total monetary obligations with respect to subsidiaries and affiliates amounted to ¥367 million and ¥14,803 million, respectively.

9. Total deferred tax assets and total deferred tax liabilities were ¥1,413,436 million and ¥228,430 million, respectively. A deduction from deferred tax assets as valuation allowance was ¥11,254 million.

Significant components of deferred tax assets include ¥995,598 million of policy reserves, ¥203,752 million of reserve for price fluctuations, ¥42,014 million of reserve for outstanding claims, ¥19,274 million of reserve for employees' retirement benefits, and ¥118,027 million of unrealized losses on available-for-sale securities.

Significant components of deferred tax liabilities include ¥219,330 million of unrealized gains on available-for-sale securities.

10. The statutory tax rate for the fiscal year ended March 31, 2020 was 28.00%. Primary factors for the difference between the statutory tax rate and the effective income tax rate after tax effect accounting include net increase by 2.41% in valuation allowance.

11. Changes in reserve for policyholder dividends for the fiscal year ended March 31, 2020 were as follows:

Balance at the beginning of the fiscal year	¥1,513,634 million
Policyholder dividends paid	¥185,042 million
Interest accrual	¥8 million
Reduction due to the acquisition of additional annuity	¥301 million
Provision for reserve for policyholder dividends	¥109,236 million
<hr/>	
Balance at the end of the fiscal year	¥1,437,535 million

12. Equities, etc. of subsidiaries and affiliates were ¥10,907 million.

13. Assets pledged as collateral consisted of the following:

Securities	¥3,622,145 million
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Liabilities corresponding to assets pledged as collateral consisted of the following:

Payables under securities lending transactions	¥4,290,140 million
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The above securities are those pledged as collateral for securities lending transactions with cash collateral.

In addition to the above, the following has been pledged as collateral for the transactions such as transactions under securities lending secured by securities and exchange settlements.

Securities	¥480,477 million
Cash collateral paid for financial instruments	¥2,319 million

14. Reserve for outstanding claims for reinsured part defined in Article 71, Paragraph 1 of the Ordinance for Enforcement of the Insurance Business Act, which is referred to in Article 73, Paragraph 3 of the Ordinance (hereinafter referred to as "reserve for outstanding claims-ceded"), as of March 31, 2020 was ¥473 million. Policy

reserves for reinsured part defined in Article 71, Paragraph 1 of the said Ordinance (hereinafter referred to as “policy reserves-ceded”) as of March 31, 2020 was ¥967 million.

15. Net assets per share were ¥3,425.32.

The Company has established a Board Benefit Trust (BBT) and shares of the Company held by trust, which were recorded as treasury stock under the category of shareholders’ equity, were included in treasury stock to be deducted from the calculation of the total number of shares issued at the end of the fiscal year, for the purpose of calculating net assets per share.

Total number of treasury stock at the end of the fiscal year which was deducted from the calculation of net assets per share for the fiscal year ended March 31, 2020 was 166,900 shares.

16. The Company has the right to sell or pledge securities received as collateral for transactions such as borrowing agreements and securities exchange settlements. The fair value of such securities held in hand was ¥3,545,026 million as of March 31, 2020.

17. Bonds payable are subordinated bonds stipulating that their priorities are ranked behind other obligations.

18. The Company estimated future contributions to the Life Insurance Policyholders Protection Corporation in the amount of ¥34,524 million as of March 31, 2020 pursuant to Article 259 of the Insurance Business Act.

This obligation is recognized as operating expenses when it is made.

19. Policy reserves, excluding contingency reserve, related to reinsurance contracts with the Management Network, amounted to ¥33,324,093 million and are provided at amounts calculated based on the statement of calculation procedures for the Company’s insurance premiums and policy reserves. The amounts calculated based on the foregoing procedures are not less than the amounts calculated based on the statement of calculation procedures for the Postal Life Insurance policy reserves in accordance with the Act on Organization for Postal Savings, Postal Life Insurance and Post Office Network (Act No. 101 of 2005).

In addition, contingency reserve and reserve for price fluctuations are provided in the amount of ¥1,320,677 million and ¥631,990 million, respectively, for the category of the reinsurance.

20. Deposits from the Management Network in the balance sheet refer to the amounts equivalent to the reserve for outstanding claims and reserve for losses on compensation for damages related to litigation or conciliation of the Management Network, which was deposited at the time of privatization based on the outsourcing agreements with the Management Network for the administrative operation of the Postal Life Insurance Policy.

21. Investigation into the Company’s handling of insurance policies and the remedial measures involved

The Company promotes thoroughgoing customer-first business operation as one of its critical management priorities. However, following the internal investigation into the handling of customers’ revision of their insurance coverage, it was discovered that in some cases, such revision was carried out in a manner that may have caused disadvantages to customers, not in line with their intentions. Consequently, the Company has been conducting investigations using appropriate procedures, by providing explanations to and receiving advice from the Special Investigative Committee composed of neutral and fair external experts, regarding the methods for confirming customers’ intentions as well as for analyzing the information obtained.

The investigations included the investigation of specified rewriting cases (the investigation to grasp the situation of customers likely to have suffered disadvantages from the rewriting of policies), and the investigation of all insurance policies (the investigation where the Company sent notification documents with reply cards to customers of all other policies that were not subject to the investigation of specified rewriting cases, asking them to reconfirm their intentions and to let the Company know of any points it should be aware of, whereby the Company made necessary responses and investigations according to the results of the reconfirmation, and the investigation of such cases where sales personnel repeatedly made many new policy applications and cancellations, which may not have been in line with the intentions of customers, judging from the type of the policies).

In consideration of the results of these investigations obtained by the end of the fiscal year ended March 31, 2020, the Company has reasonably estimated insurance-related expenses at ¥29,722 million to be incurred due to the refund of premiums and payments of insurance claims necessary for the future reinstatement of policies, as of March 31, 2020. These expenses were recorded under reserve for insurance claims and others.

On December 27, 2019, the Company received administrative dispositions pursuant to the Insurance Business Act from the Financial Services Agency of Japan, on account of improper solicitation actions and underlying

systematic problems. Following the administrative dispositions, a business improvement plan was formulated and it was submitted to the Financial Services Agency of Japan as of January 31, 2020. The Company accepts the seriousness of administrative dispositions and is resolved to treat the implementation of the business improvement plan that it formulated as its top-priority management issue, and is making company-wide efforts.

These initiatives may affect the financial results of the Company in the future.

**(Notes to the Unaudited Non-Consolidated Statement of Income)**

1. Total income from transactions with subsidiaries and affiliates amounted to ¥0 million, and total expenses amounted to ¥14,505 million.
2. Gains on sales of securities comprise domestic bonds of ¥12,657 million, domestic stocks of ¥6,730 million and foreign securities of ¥16,310 million.
3. Losses on sales of securities comprise domestic bonds of ¥802 million, domestic stocks of ¥11,204 million, foreign securities of ¥18,307 million and other securities of ¥1,705 million.
4. Losses on valuation of securities comprise foreign securities of ¥2,689 million.
5. Gains on money held in trust include losses on valuation of ¥32,103 million.
6. Losses on derivative financial instruments include gains on valuation of ¥36,971 million.
7. The amount of provision for reserve for outstanding claims-ceded that is added to the calculation of reversal of reserve for outstanding claims for the fiscal year ended March 31, 2020 was ¥18 million. The amount of reversal of policy reserves-ceded that is deducted from the calculation of reversal of policy reserves for the fiscal year ended March 31, 2020 was ¥18 million.
8. Net income per share was ¥268.19.  
The Company has established a Board Benefit Trust (BBT) and shares of the Company held by trust, which were recorded as treasury stock under the category of shareholders' equity, were included in treasury stock to be deducted from the calculation of the average number of shares during the period, for the purpose of calculating net income per share.  
Average number of treasury stock during the fiscal year which were deducted from the calculation of net income per share for the fiscal year ended March 31, 2020 was 176,573 shares.
9. Insurance premiums assumed based on reinsurance contracts with the Management Network included in insurance premiums and others for the fiscal year ended March 31, 2020 were ¥459,151 million.
10. Insurance claims based on reinsurance contracts with the Management Network included in insurance claims for the fiscal year ended March 31, 2020 were ¥3,349,302 million.
11. Provision for reserve for policyholder dividends, which is provided for the Management Network based on gains or losses and others arising in the category of the reinsurance due to the reinsurance contracts with the Management Network, was ¥93,775 million for the fiscal year ended March 31, 2020.

## 12. Transactions of the Company with related parties are as follows:

## (1) Parent company, major shareholders (limited only to companies), and others

Type	Company name	Percentage of voting rights	Relationship	Transaction	Transaction amount	Account	Year-end balance
Parent company	Japan Post Holdings Co., Ltd.	Directly owned 64.48%	Group management Interlocking officers	Payment of brand royalty fees (*1)	¥2,958 million	Accounts Payable	¥271 million

Conditions of transactions and policies to decide the conditions

- (\*1) Based on the concept that the benefits of brand value enjoyed by the Company from maintaining its membership in Japan Post Group is reflected on the Company's performance, brand royalty fees are calculated by multiplying the amount of insurance policies in force as of the end of the previous fiscal year, which is a financial indicator whereupon such benefits have been reflected, by a fixed rate.
- (\*2) Transaction amount does not include consumption taxes. Year-end balance includes consumption taxes.

(2) Companies, etc. sharing the same parent company and subsidiaries, etc. of other related companies

Type	Company name	Percentage of voting rights	Relationship	Transaction	Transaction amount	Account	Year-end balance
Subsidiary of parent company	Japan Post Co., Ltd.	None	Insurance agency Interlocking officers	Payments for commission of agency services (*1)	¥248,798 million	Agency accounts payable	¥15,416 million

Conditions of transactions and policies to decide the conditions

- (\*1) The Company makes payments including commission of insurance solicitation calculated by multiplying the insurance amounts and insurance premiums of each contract by commission rates set for each class of insurance, and commission of maintenance and collection calculated by multiplying unit prices set for each type of outsourcing services, such as collection of insurance premiums and payments for insurance money, by the volume of work.
- (\*2) Transaction amount does not include consumption taxes. Year-end balance includes consumption taxes.
- (\*3) In addition to the above, from the fiscal year ended March 31, 2020, the basic expenses required for the maintenance of the post office network will be covered by the funds provided to Japan Post Co., Ltd. from the Management Network using the contributions from the Company and JAPAN POST BANK Co., Ltd. as funds, with the exception of the amount to be borne by Japan Post Co., Ltd., in accordance with the Act on Organization for Postal Savings, Postal Life Insurance and Post Office Network. In the fiscal year ended March 31, 2020, the contributions paid by the Company to the Management Network amounted to ¥57,574 million.

**(Notes to the Unaudited Non-Consolidated Statement of Changes in Net Assets)**

Type and Number of Treasury Stock

(Thousands of shares)

	April 1, 2019	Increase	Decrease	March 31, 2020
Treasury stock				
Common stock	191	37,411	37,424	178

- (\*1) Numbers of treasury stock at the beginning and the end of the fiscal year ended March 31, 2020 include shares of the Company held in the BBT, and were 191 thousand shares and 166 thousand shares, respectively.
- (\*2) The increase of 37,411 thousand shares in the number of treasury stock was attributable to the purchases of shares of treasury stock based on the resolution at the Board of Directors meeting held on April 4, 2019.
- (\*3) The decrease of 37,424 thousand shares in the number of treasury stock was attributable to the cancellation of 37,400 thousand shares of treasury stock based on the resolution at the Board of Directors meeting held on May 15, 2019 and the granting of 24 thousand shares via the BBT.

## 8. Breakdown of Ordinary Profit (Core Profit)

(Millions of yen)

Fiscal years ended March 31		2019	2020
Core profit	A	377,176	400,609
Capital gains		117,883	87,260
Gains on money held in trust		78,902	51,560
Gains on trading securities		-	-
Gains on sales of securities		38,981	35,699
Gains on derivative financial instruments		-	-
Gains on foreign exchanges		-	-
Other capital gains		-	-
Capital losses		201,626	189,693
Losses on money held in trust		-	-
Losses on trading securities		-	-
Losses on sales of securities		62,255	32,020
Losses on valuation of securities		-	2,689
Losses on derivative financial instruments		73,381	74,799
Losses on foreign exchanges		1,124	2,085
Other capital losses		64,865	78,097
Net capital gains (losses)	B	(83,743)	(102,433)
Core profit including net capital gains (losses)	A+B	293,433	298,175
Other one-time gains		151,592	165,388
Reinsurance income		-	-
Reversal of contingency reserve		151,592	165,388
Reversal of specific reserve for possible loan losses		-	-
Other		-	-
Other one-time losses		179,882	176,734
Reinsurance premiums		-	-
Provision for contingency reserve		-	-
Provision for specific reserve for possible loan losses		-	-
Provision for reserve for specific foreign loans		-	-
Write-off of loans		-	-
Other		179,882	176,734
Other one-time profits (losses)	C	(28,289)	(11,345)
Ordinary profit	A+B+C	265,143	286,829

- Notes: 1. The amount equivalent to income gains associated with money held in trust (¥64,865 million for the fiscal year ended March 31, 2019 and ¥78,097 million for the fiscal year ended March 31, 2020) is recognized as “other capital losses” and included in core profit.
2. “Other” in “other one-time losses” includes the amount of additional policy reserves accumulated pursuant to Article 69, Paragraph 5 of the Ordinance for Enforcement of the Insurance Business Act (¥179,882 million for the fiscal year ended March 31, 2019 and ¥176,734 million for the fiscal year ended March 31, 2020).

## 9. Loans by Borrower Category

(Millions of yen, %)

As of March 31	2019	2020
Bankrupt or quasi-bankrupt loans	-	-
Doubtful loans	-	-
Substandard loans	-	-
Subtotal	-	-
(Percentage in total)	(-)	(-)
Normal loans	7,976,887	7,412,339
Total	7,976,887	7,412,339

- Notes:
1. Bankrupt or quasi-bankrupt loans are loans to borrowers who have fallen into bankruptcy for reasons such as the commencement of bankruptcy proceedings or reorganization proceedings, or the petition for commencement of rehabilitation proceedings, and loans similar to these.
  2. Doubtful loans are loans which principal and interest are unlikely to be collected or received as stipulated in an agreement due to the borrower's deteriorating financial conditions and results even though the borrower is not fallen into bankruptcy.
  3. Substandard loans are past due loans for three months or more and restructured loans.  
 "Past due loans for three months or more" are loans for which principal or interest payments are delinquent for three months or more under the term of the loans from the day following the contractual due date (excluding the loans noted in 1 and 2). "Restructured loans" are loans for which certain concessions favorable to borrowers, such as interest reduction or exemption, postponement of principal or interest payments, debt waiver or other arrangements, have been made for the purpose of assisting and supporting the borrowers in the restructuring of their business (excluding the loans noted in 1 and 2, and past due loans for three months or more).
  4. Normal loans are loans which do not fall under the loans noted in 1 to 3 above as there are no particular problems found with the borrower's financial conditions and results.

## 10. Status of Risk-Monitored Loans

Not applicable.

## 11. Solvency Margin Ratio

(Millions of yen)

As of March 31		2019	2020
Total amount of solvency margin	(A)	5,649,027	5,168,422
Capital stock, etc.		1,632,636	1,641,069
Reserve for price fluctuations		897,492	858,339
Contingency reserve		1,962,755	1,797,366
General reserve for possible loan losses		45	37
(Net unrealized gains (losses) on available-for-sale securities (before taxes) + Net deferred gains (losses) on hedges (before taxes)) × 90% (if negative, × 100%)		568,785	328,782
Net unrealized gains (losses) on real estate × 85% (if negative, × 100%)		(2,336)	19
Excess of continued Zillmerized reserve		489,649	442,807
Capital raised through debt financing		100,000	100,000
Amounts within “excess of continued Zillmerized reserve” and “capital raised through debt financing” not calculated into the margin		-	-
Deductions		-	-
Other		-	-
Total amount of risk	(B)	950,952	967,023
$\sqrt{(R_1 + R_8)^2 + (R_2 + R_3 + R_7)^2} + R_4$			
Insurance risk	R <sub>1</sub>	142,209	137,197
Underwriting risk of third-sector insurance	R <sub>8</sub>	59,172	54,172
Anticipated yield risk	R <sub>2</sub>	141,866	136,652
Minimum guarantee risk	R <sub>7</sub>	-	-
Investment risk	R <sub>3</sub>	764,830	788,454
Business management risk	R <sub>4</sub>	22,161	22,329
Solvency margin ratio			
$\frac{(A)}{(1/2) \times (B)} \times 100$		1,188.0 %	1,068.9 %

Note: These figures are calculated based on the provisions set forth in the Public Notice No. 50 issued by the Ministry of Finance in 1996, and Articles 86 and 87 of the Ordinance for Enforcement of the Insurance Business Act.



## 12. Separate Account for the Fiscal Year Ended March 31, 2020

Not applicable.

## 13. Consolidated Financial Summary

### (1) Selected Financial Data and Other Information

(Millions of yen)

Fiscal year ended March 31	2019	2020
Ordinary income	7,916,655	7,211,405
Ordinary profit	264,870	286,601
Net income attributable to Japan Post Insurance	120,480	150,687
Comprehensive income (loss)	172,795	(42,235)

As of March 31	2019	2020
Total assets	73,905,017	71,664,781
Consolidated solvency margin ratio	1,189.8 %	1,070.9 %

### (2) Scope of Consolidation and Application of the Equity Method

- Number of consolidated subsidiaries: 1
- Number of non-consolidated subsidiaries accounted for under the equity method: 0
- Number of affiliates accounted for under the equity method: 0
- Changes in significant subsidiaries during the period: None

(3) Unaudited Consolidated Balance Sheets

(Millions of yen)

Items	Year		Items	Year	
	As of March 31, 2019	As of March 31, 2020		As of March 31, 2019	As of March 31, 2020
	Amount	Amount		Amount	Amount
<b>ASSETS:</b>			<b>LIABILITIES:</b>		
Cash and deposits	917,708	1,410,298	Policy reserves and others	67,093,751	64,191,926
Call loans	150,000	380,000	Reserve for outstanding claims	519,568	461,224
Receivables under securities borrowing transactions	2,792,202	3,191,710	Policy reserves	65,060,549	62,293,166
Monetary claims bought	354,958	318,581	Reserve for policyholder dividends	1,513,634	1,437,535
Money held in trust	2,787,555	3,056,072	Reinsurance payables	6,470	6,595
Securities	58,451,581	55,870,557	Bonds payable	100,000	100,000
Loans	6,786,074	5,662,748	Payables under securities lending transactions	3,422,810	4,290,140
Tangible fixed assets	108,422	110,219	Other liabilities	183,889	193,449
Land	48,008	47,828	Reserve for insurance claims and others	-	29,722
Buildings	43,246	41,710	Liability for retirement benefits	65,262	66,060
Leased assets	2,313	2,203	Reserve for management board benefit trust	203	164
Construction in progress	25	176	Reserve for price fluctuations	897,492	858,339
Other tangible fixed assets	14,827	18,300	<b>Total liabilities</b>	<b>71,769,880</b>	<b>69,736,400</b>
Intangible fixed assets	153,271	135,010	<b>NET ASSETS:</b>		
Software	153,252	134,993	Capital stock	500,000	500,000
Other intangible fixed assets	18	16	Capital surplus	500,044	405,044
Agency accounts receivable	21,960	45,587	Retained earnings	675,526	756,665
Reinsurance receivables	3,872	4,057	Treasury stock	(450)	(422)
Other assets	355,776	306,596	Total shareholders' equity	1,675,120	1,661,286
Deferred tax assets	1,022,091	1,173,789	Net unrealized gains (losses) on available-for-sale securities	456,694	264,009
Reserve for possible loan losses	(459)	(448)	Net deferred gains (losses) on hedges	33	16
			Accumulated adjustments for retirement benefits	3,289	3,067
			Total accumulated other comprehensive income	460,017	267,094
<b>Total assets</b>	<b>73,905,017</b>	<b>71,664,781</b>	<b>Total net assets</b>	<b>2,135,137</b>	<b>1,928,380</b>
			<b>Total liabilities and net assets</b>	<b>73,905,017</b>	<b>71,664,781</b>

#### (4) Unaudited Consolidated Statements of Income and Consolidated Statements of Comprehensive Income

##### (Unaudited Consolidated Statements of Income)

(Millions of yen)

Items	Year	Fiscal year ended March 31, 2019	Fiscal year ended March 31, 2020
		Amount	Amount
<b>ORDINARY INCOME</b>		<b>7,916,655</b>	<b>7,211,405</b>
<b>Insurance premiums and others</b>		<b>3,959,928</b>	<b>3,245,541</b>
<b>Investment income</b>		<b>1,204,428</b>	<b>1,137,789</b>
Interest and dividend income		1,085,969	1,049,804
Gains on money held in trust		78,902	51,560
Gains on sales of securities		38,981	35,699
Gains on redemption of securities		395	614
Reversal of reserve for possible loan losses		14	8
Other investment income		165	101
<b>Other ordinary income</b>		<b>2,752,298</b>	<b>2,828,074</b>
Reversal of reserve for outstanding claims		28,628	58,343
Reversal of policy reserves		2,716,748	2,767,383
Other ordinary income		6,921	2,348
<b>ORDINARY EXPENSES</b>		<b>7,651,785</b>	<b>6,924,803</b>
<b>Insurance claims and others</b>		<b>6,868,893</b>	<b>6,191,369</b>
Insurance claims		5,489,510	4,889,175
Annuity payments		400,623	394,005
Benefits		87,452	110,254
Surrender benefits		645,211	602,583
Other refunds		222,902	171,590
Reinsurance premiums		23,193	23,760
<b>Provision for policy reserves and others</b>		<b>7</b>	<b>8</b>
Provision for interest on policyholder dividends		7	8
<b>Investment expenses</b>		<b>146,005</b>	<b>124,000</b>
Interest expenses		1,064	2,132
Losses on sales of securities		62,255	32,020
Losses on valuation of securities		-	2,689
Losses on redemption of securities		4,762	6,847
Losses on derivative financial instruments		73,381	74,799
Losses on foreign exchanges		1,124	2,085
Other investment expenses		3,417	3,425
<b>Operating expenses</b>		<b>519,840</b>	<b>473,871</b>
<b>Other ordinary expenses</b>		<b>117,038</b>	<b>135,553</b>
<b>ORDINARY PROFIT</b>		<b>264,870</b>	<b>286,601</b>
<b>EXTRAORDINARY GAINS</b>		<b>19,251</b>	<b>39,546</b>
Gains on sales of fixed assets		-	393
Reversal of reserve for price fluctuations		19,251	39,152
<b>EXTRAORDINARY LOSSES</b>		<b>1,709</b>	<b>303</b>
Losses on sales and disposal of fixed assets		620	303
Impairment loss		1,088	-
Provision for reserve for policyholder dividends		111,806	109,236
Income before income taxes		170,605	216,607
Income taxes - Current		139,586	143,539
Income taxes - Deferred		(89,461)	(77,618)
Total income taxes		50,125	65,920
Net income		120,480	150,687
Net income attributable to non-controlling interests		-	-
Net income attributable to Japan Post Insurance		120,480	150,687

**(Unaudited Consolidated Statements of Comprehensive Income)**

(Millions of yen)

Items	Year	Fiscal year ended March 31, 2019	Fiscal year ended March 31, 2020
		Amount	Amount
<b>Net income</b>		<b>120,480</b>	150,687
<b>Other comprehensive income (loss)</b>		<b>52,315</b>	(192,923)
Net unrealized gains (losses) on available- for-sale securities		52,780	(192,684)
Net deferred gains (losses) on hedges		0	(16)
Adjustments for retirement benefits		(466)	(221)
<b>Total comprehensive income (loss)</b>		<b>172,795</b>	(42,235)
Comprehensive income (loss) attributable to Japan Post Insurance		172,795	(42,235)
Comprehensive income (loss) attributable to non-controlling interests		-	-

(5) Unaudited Consolidated Statements of Cash Flows

(Millions of yen)

Items	Year	Fiscal year ended March 31, 2019	Fiscal year ended March 31, 2020
		Amount	Amount
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Income before income taxes		170,605	216,607
Depreciation and amortization		58,076	57,496
Impairment loss		1,088	-
Net change in reserve for outstanding claims		(28,628)	(58,343)
Net change in policy reserves		(2,716,748)	(2,767,383)
Provision for interest on policyholder dividends		7	8
Provision for reserve for policyholder dividends		111,806	109,236
Net change in reserve for possible loan losses		(236)	(10)
Net change in reserve for insurance claims and others		-	29,722
Net change in liability for retirement benefits		1,522	798
Net change in reserve for management board benefit trust		30	(38)
Net change in reserve for price fluctuations		(19,251)	(39,152)
Interest and dividend income (accrual basis)		(1,085,969)	(1,049,804)
Net (gains) losses on securities		27,640	5,243
Interest expenses (accrual basis)		1,064	2,132
Net (gains) losses on foreign exchanges		1,124	2,085
Net (gains) losses on tangible fixed assets		394	(272)
Net change in agency accounts receivable		11,754	(23,627)
Net change in reinsurance receivables		(645)	(185)
Net change in other assets (excluding those related to investing activities and financing activities)		3,775	47,682
Net change in reinsurance payables		436	125
Net change in other liabilities (excluding those related to investing activities and financing activities)		6,616	(23,353)
Other, net		(2,744)	26,826
<b>Subtotal</b>		<b>(3,458,277)</b>	<b>(3,464,204)</b>
Interest and dividend received (cash basis)		1,170,197	1,168,879
Interest paid (cash basis)		(863)	(2,080)
Policyholder dividends paid		(220,769)	(185,042)
Income taxes paid		(181,996)	(107,767)
<b>Net cash used in operating activities</b>		<b>(2,691,710)</b>	<b>(2,590,214)</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Purchases of call loans		(8,535,000)	(8,110,000)
Proceeds from redemption of call loans		8,650,000	7,880,000
Net change in receivables under securities borrowing transactions		504,020	(399,508)
Purchases of monetary claims bought		(1,319,999)	(1,524,997)
Proceeds from sale and redemption of monetary claims bought		1,141,145	1,561,185
Purchases of money held in trust		(380,229)	(578,400)
Proceeds from decrease in money held in trust		352,235	26,627
Purchases of securities		(3,946,108)	(2,089,450)
Proceeds from sale and redemption of securities		5,761,118	4,484,366
Payments for loans		(890,808)	(718,896)
Proceeds from collection of loans		1,731,605	1,842,215
Net change in payables under securities lending transactions		(240,736)	867,329
Other, net		(111,644)	53,220
<b>Total of net cash provided by investment transactions</b>		<b>2,715,597</b>	<b>3,293,691</b>
<b>Total of net cash provided by operating activities and investment transactions</b>		<b>23,887</b>	<b>703,477</b>
Purchases of tangible fixed assets		(27,026)	(10,040)
Proceeds from sales of tangible fixed assets		6	573
Purchases of intangible fixed assets		(35,297)	(36,618)
Other, net		(275)	603
<b>Net cash provided by investing activities</b>		<b>2,653,004</b>	<b>3,248,209</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Repayment of lease obligations		(698)	(875)
Proceeds from issuance of bonds		99,398	-
Purchases of treasury stock		-	(99,999)
Dividends paid		(40,790)	(64,529)
<b>Net cash used in financing activities</b>		<b>57,909</b>	<b>(165,405)</b>
<b>Effect of exchange rate changes on cash and cash equivalents</b>		<b>-</b>	<b>-</b>
<b>Net change in cash and cash equivalents</b>		<b>19,203</b>	<b>492,590</b>
<b>Cash and cash equivalents at the beginning of the fiscal year</b>		<b>898,504</b>	<b>917,708</b>
<b>Cash and cash equivalents at the end of the fiscal year</b>		<b>917,708</b>	<b>1,410,298</b>

**(6) Unaudited Consolidated Statements of Changes in Net Assets**

Fiscal year ended March 31, 2019 (From April 1, 2018 to March 31, 2019)

(Millions of yen)

	Shareholders' equity				
	Capital stock	Capital surplus	Retained earnings	Treasury stock	Total shareholders' equity
<b>Balance at the beginning of the fiscal year</b>	<b>500,000</b>	<b>500,044</b>	<b>595,846</b>	<b>(466)</b>	<b>1,595,424</b>
<b>Changes in the fiscal year</b>					
Cash dividends			(40,800)		(40,800)
Net income attributable to Japan Post Insurance			120,480		120,480
Disposals of treasury stock				15	15
Net changes in items other than shareholders' equity in the fiscal year					
<b>Net changes in the fiscal year</b>	<b>-</b>	<b>-</b>	<b>79,680</b>	<b>15</b>	<b>79,695</b>
<b>Balance at the end of the fiscal year</b>	<b>500,000</b>	<b>500,044</b>	<b>675,526</b>	<b>(450)</b>	<b>1,675,120</b>

	Accumulated other comprehensive income				Total net assets
	Net unrealized gains (losses) on available-for-sale securities	Net deferred gains (losses) on hedges	Accumulated adjustments for retirement benefits	Total accumulated other comprehensive income	
<b>Balance at the beginning of the fiscal year</b>	<b>403,913</b>	<b>32</b>	<b>3,755</b>	<b>407,701</b>	<b>2,003,126</b>
<b>Changes in the fiscal year</b>					
Cash dividends					(40,800)
Net income attributable to Japan Post Insurance					120,480
Disposals of treasury stock					15
Net changes in items other than shareholders' equity in the fiscal year	52,780	0	(466)	52,315	52,315
<b>Net changes in the fiscal year</b>	<b>52,780</b>	<b>0</b>	<b>(466)</b>	<b>52,315</b>	<b>132,011</b>
<b>Balance at the end of the fiscal year</b>	<b>456,694</b>	<b>33</b>	<b>3,289</b>	<b>460,017</b>	<b>2,135,137</b>

Fiscal year ended March 31, 2020 (From April 1, 2019 to March 31, 2020)

(Millions of yen)

	Shareholders' equity				
	Capital stock	Capital surplus	Retained earnings	Treasury stock	Total shareholders' equity
<b>Balance at the beginning of the fiscal year</b>	<b>500,000</b>	<b>500,044</b>	<b>675,526</b>	<b>(450)</b>	<b>1,675,120</b>
<b>Changes in the fiscal year</b>					
Cash dividends			(64,578)		(64,578)
Net income attributable to Japan Post Insurance			150,687		150,687
Purchases of treasury stock				(99,999)	(99,999)
Disposals of treasury stock				57	57
Cancellation of treasury stock		(99,970)		99,970	-
Transfer from retained earnings to capital surplus		4,970	(4,970)		-
Net changes in items other than shareholders' equity in the fiscal year					
<b>Net changes in the fiscal year</b>	<b>-</b>	<b>(95,000)</b>	<b>81,138</b>	<b>28</b>	<b>(13,833)</b>
<b>Balance at the end of the fiscal year</b>	<b>500,000</b>	<b>405,044</b>	<b>756,665</b>	<b>(422)</b>	<b>1,661,286</b>

	Accumulated other comprehensive income				Total net assets
	Net unrealized gains (losses) on available-for-sale securities	Net deferred gains (losses) on hedges	Accumulated adjustments for retirement benefits	Total accumulated other comprehensive income	
<b>Balance at the beginning of the fiscal year</b>	<b>456,694</b>	<b>33</b>	<b>3,289</b>	<b>460,017</b>	<b>2,135,137</b>
<b>Changes in the fiscal year</b>					
Cash dividends					(64,578)
Net income attributable to Japan Post Insurance					150,687
Purchases of treasury stock					(99,999)
Disposals of treasury stock					57
Cancellation of treasury stock					-
Transfer from retained earnings to capital surplus					-
Net changes in items other than shareholders' equity in the fiscal year	(192,684)	(16)	(221)	(192,923)	(192,923)
<b>Net changes in the fiscal year</b>	<b>(192,684)</b>	<b>(16)</b>	<b>(221)</b>	<b>(192,923)</b>	<b>(206,756)</b>
<b>Balance at the end of the fiscal year</b>	<b>264,009</b>	<b>16</b>	<b>3,067</b>	<b>267,094</b>	<b>1,928,380</b>

## NOTES TO THE UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS AS OF AND FOR THE FISCAL YEAR ENDED MARCH 31, 2020

### (Basis for Preparation of the Unaudited Consolidated Financial Statements)

#### 1. Scope of Consolidation

- (1) Number of consolidated subsidiaries: 1  
Name of consolidated subsidiary: JAPAN POST INSURANCE SYSTEM SOLUTIONS Co., Ltd.
- (2) Number of non-consolidated subsidiaries: 0

#### 2. Application of the Equity Method

- (1) Number of non-consolidated subsidiaries and affiliates accounted for under the equity method: 0
- (2) Number of affiliates accounted for under the equity method: 0
- (3) Number of non-consolidated subsidiaries and affiliates not accounted for under the equity method: 0
- (4) Affiliates not accounted for under the equity method

Japan Post Investment Corporation and two other companies have been excluded from the scope of application of the equity method, as they both have become insignificant as a whole, with minimal influence on the consolidated financial statements, in terms of net income or loss (an amount corresponding to ownership), retained earnings (an amount corresponding to ownership) and other items.

#### 3. Fiscal Year-end Date of the Consolidated Subsidiary

The consolidated subsidiary has the same fiscal year-end date as that of consolidated financial statements.

### (Notes to the Unaudited Consolidated Balance Sheet)

#### 1. Significant Accounting Policies

##### (1) Valuation Criteria and Methods for Securities

Securities including cash and deposits as well as monetary claims bought which are equivalent to securities, and securities invested in money held in trust, are recorded based on the following:

##### 1) Held-to-maturity Bonds

Held-to-maturity bonds are carried at amortized cost and the cost of these securities sold is calculated using the moving-average method. Amortization is calculated using the straight-line method.

##### 2) Policy-reserve-matching Bonds

In accordance with “Temporary Treatment of Accounting and Auditing Concerning Policy-reserve-matching Bonds in the Insurance Industry” (JICPA Industry Audit Committee Report No. 21), policy-reserve-matching bonds are carried at amortized cost and the cost of these securities sold is calculated using the moving-average method. Amortization is calculated using the straight-line method.

##### 3) Stocks of subsidiaries and affiliates that are neither consolidated nor accounted for under the equity method

Stocks of subsidiaries and affiliates that are neither consolidated nor accounted for under the equity method are carried at cost using the moving-average method.

##### 4) Available-for-sale Securities

##### (i) Available-for-sale Securities, at Fair Value

Available-for-sale securities, at fair value are carried at their market price at the end of the fiscal year, of which average market prices during the final month of the fiscal year are used to value stocks. Cost of securities sold is calculated using the moving-average method.

##### (ii) Available-for-sale Securities for Which Fair Values are Deemed Extremely Difficult to Determine

(a) Government and corporate bonds (including foreign bonds) without market price whose premium or discount represents the interest adjustments are carried at amortized cost (the straight-line method) using the moving-average method.

(b) Other securities are carried at cost using the moving-average method.

Net unrealized gains (losses) on available-for-sale securities, net of income taxes, are included in net assets.

##### (2) Valuation Criteria and Methods for Derivative Transactions

All derivative transactions are valued at fair value.



- (3) Depreciation Methods for Significant Depreciable Assets
- 1) Tangible Fixed Assets (excluding leased assets)
 

Depreciation of tangible fixed assets is calculated using the straight-line method based on the following useful lives:

    - (i) Buildings: 2-60 years
    - (ii) Other tangible fixed assets: 2-20 years
  - 2) Intangible Fixed Assets (excluding leased assets)
 

The capitalized development costs of software intended for internal use are amortized over the expected useful life of mainly 5 years using the straight-line method.
  - 3) Leased Assets
 

Finance lease transactions that do not transfer ownership are depreciated to a residual value of zero using the straight-line method over the lease term.
- (4) Recognition of Significant Reserves
- 1) Reserve for Possible Loan Losses
 

Reserve for possible loan losses is provided pursuant to the Company's standards for self-assessment of asset quality, and general allowance is provided using a rate based on historical collectability experience. In addition, specific allowances, which are determined based on individual collectability of accounts, are also recorded.

All loans and claims are assessed initially by the relevant departments based on internal rules for self-assessment of asset quality. The asset evaluation department, which is independent from the relevant departments, reviews these self-assessments. The above reserves and allowances are recorded based on the results of these assessments.

For loans and guaranteed loans that were extended to borrowers that have filed for bankruptcy including legal bankruptcy or civil rehabilitation, or that are considered substantially bankrupt, an allowance is provided for in the amount of loans, net of collateral value or the amounts expected to be recoverable under guarantees. Reserve for possible loan losses also includes amounts set aside for other assets subject to valuation allowance. The amount written off for loans and other assets during the fiscal year ended March 31, 2020 was ¥49 million.
  - 2) Reserve for Insurance Claims and Others
 

With regard to policies that have been discovered through investigations to have likely caused disadvantages to customers in a way that is not in line with their intentions, reserve for insurance claims and others is provided in the projected amount of insurance claims arising due to future policy measures to compensate customers for their disadvantages, based on the past record of efforts to address such disadvantages.
  - 3) Reserve for Management Board Benefit Trust
 

In order to provide for the granting of shares of the Company to Executive Officers of the Company in accordance with the Stock Benefit Rules, reserve for management board benefit trust is provided in the projected amount of stock benefit obligations.
- (5) Employees' Retirement Benefits Accounting
- 1) Method for Attributing Expected Benefits to Periods
 

In calculating the projected benefit obligation, the benefit formula basis is used to attribute the expected benefit to respective service period.
  - 2) Method for Recognizing Actuarial Differences and Prior Service Cost
 

Actuarial difference is amortized using the straight-line method over a period of 14 years, which is less than the estimated average remaining service period for employees from the fiscal year following the respective fiscal year in which the difference is incurred.

Prior service cost is amortized using the straight-line method over a period of 14 years, which is less than the estimated average remaining service lives for employees in the fiscal year of incurrence.
- (6) Reserve for Price Fluctuations
- Reserve for price fluctuations in security investments is calculated based on Article 115 of the Insurance Business Act.
- (7) Translation of Significant Assets and Liabilities Denominated in Foreign Currencies
- Assets and liabilities denominated in foreign currencies are translated into Japanese yen at the exchange rates prevailing at the fiscal year-end.
- (8) Significant Hedge Accounting

1) Methods for Hedge Accounting

The Company and its subsidiary (the “Group”) applies fair value hedge accounting for foreign currency exchange contracts to hedge foreign exchange fluctuation risk for a portion of its foreign-currency-denominated bonds as well as the exceptional treatment and deferred hedge accounting for interest rate swaps to hedge variability in cash flows on a portion of loans in accordance with the “Accounting Standard for Financial Instruments” (ASBJ Statement No. 10).

2) Hedging Instruments and Hedged Items

- (i) Hedging instrument: Foreign currency exchange contracts  
Hedged item: Foreign-currency-denominated bonds
- (ii) Hedging instrument: Interest rate swaps  
Hedged item: Loans

3) Hedging Policies

Foreign currency exchange contracts are used to hedge fluctuations in foreign currency exchange rates of foreign-currency-denominated bonds within a predetermined range. Interest rate swap contracts are used to hedge fluctuations in interest rates of loans within a certain range.

4) Assessment of Hedge Effectiveness

Hedge effectiveness is assessed by comparing the aggregate changes in quotations or cash flows of hedged items and hedging instruments. The evaluation of hedge effectiveness is omitted in cases of foreign exchange contracts where there is a high correlation between hedged items and hedging instruments, or interest rate swap contracts which applied the exceptional treatment for interest rate swaps.

(9) Policy Reserves

Policy reserves are reserves provided in accordance with Article 116 of the Insurance Business Act. Insurance premium reserves are recorded based on the following methodology:

- 1) Reserves for contracts subject to the standard policy reserves are calculated in accordance with the method prescribed by the Commissioner for Financial Services Agency (Public notice No. 48 issued by the Ministry of Finance in 1996).
- 2) Reserves for other contracts are calculated based on the net level premium method.

They include policy reserves accumulated additionally in the fiscal year ended March 31, 2018, in preparation for future performance of obligations for lump-sum payment annuities, pursuant to Article 69, Paragraph 5 of the Ordinance for Enforcement of the Insurance Business Act.

In addition, pursuant to Article 69, Paragraph 5 of the Ordinance for Enforcement of the Insurance Business Act, additional policy reserves are accumulated, in preparation for future performance of obligations, over a 10-year period from the fiscal year ended March 31, 2011, for a portion of reinsurance contracts from the Management Network. As a result, the amount of provision for the additional policy reserves for the fiscal year ended March 31, 2020 was ¥176,734 million.

(10) Consumption Taxes

All figures are net of consumption taxes.

2. Unadopted Accounting Standards, etc.

- “Accounting Standard for Fair Value Measurement” (ASBJ Statement No. 30, July 4, 2019)
- “Implementation Guidance on Accounting Standard for Fair Value Measurement” (ASBJ Guidance No. 31, July 4, 2019)
- “Accounting Standard for Financial Instruments” (ASBJ Statement No. 10, July 4, 2019)
- “Implementation Guidance on Disclosures about Fair Value of Financial Instruments” (ASBJ Guidance No. 19, March 31, 2020)

1) Outline

“Accounting Standard for Fair Value Measurement” and “Implementation Guidance on Accounting Standard for Fair Value Measurement” (hereinafter collectively referred to as “Accounting Standard for Fair Value Measurement, etc.”) have been developed in order to enhance the comparability of accounting standards with international accounting standards. Consequently, guidance, etc., for fair value measurement have been issued. The Accounting Standard for Fair Value Measurement, etc., shall apply to the fair values of the following items:

- Financial instruments in the “Accounting Standard for Financial Instruments”

Additionally, the “Implementation Guidance on Disclosures about Fair Value of Financial Instruments” has been revised and the notes to the breakdown, etc., of the fair value of financial instruments by level and other items have been established.

- 2) Scheduled Date of Adoption  
Scheduled to be adopted from the beginning of the fiscal year ending March 31, 2022.
- 3) Impact of Adoption of the Accounting Standard  
The impact is under assessment at the time of preparing these consolidated financial statements.

### 3. Transactions for Granting Shares and Others of the Company to Executive Officers of the Company through Trust

The Company has introduced a trust-based performance-linked stock compensation system for Executive Officers of the Company.

The Company has adopted the “Practical Solution on Transactions of Delivering the Company’s Own Stock to Employees etc. through Trusts” (Practical Issues Task Force (“PITF”) No. 30, March 26, 2015) with respect to the accounting treatment of the aforementioned trust agreement.

#### (1) Outline of the Transaction

In accordance with the predetermined Stock Benefit Rules, the Company shall grant its Executive Officers a certain number of points depending on the performance for the fiscal year, and later shall have the Board Benefit Trust (BBT) grant Executive Officers who meet the requirement for eligibility at the time of their retirement a number of shares of the Company equivalent to the number of such points accumulated up to their retirement, as well as the amount of money equivalent to a certain portion of such number of shares, as calculated by the fair value at the time of their retirement.

Shares to be granted to Executive Officers, including the portion of shares to be granted in the future, are managed separately as trust assets through purchases by the trust bank from the stock market using the fund held in trust in advance by the Company.

#### (2) Shares of the Company Held by Trust

Shares of the Company held by Trust are recorded as treasury stock under the category of net assets at book value in the Trust (excluding accompanying expenses). Book value of such treasury stock at the end of the fiscal year ended March 31, 2020 was ¥393 million, while the number of such treasury stock was 166,000 shares.

### 4. Matters Regarding Status of Financial Instruments and Fair Value of Financial Instruments

#### (1) Matters Regarding Status of Financial Instruments

##### 1) Policy for handling financial instruments

The Company promotes matching between assets and liabilities using yen-denominated interest-bearing assets, taking into consideration the characteristics of liabilities so as to maintain sound management and ensure payments for insurance claims and others. The Company endeavors to invest in yen-denominated bonds such as Japanese local government bonds and Japanese corporate bonds, of which yield is expected to be relatively higher than that of Japanese government bonds, as well as in “return-seeking assets” (which we previously referred to as “risk assets”) including foreign bonds and stocks from the perspective of improving profitability as well as to strengthen the risk management system.

Derivative transactions are used mainly as a hedging method against foreign exchange fluctuation risk and interest rate risk to our investment assets.

##### 2) Features and risks of financial instruments

Financial assets owned by the Company consist mainly of securities and loans, and are managed by using an asset liability management (ALM) framework. Such securities are exposed to the credit risk of their issuing bodies as well as market price fluctuation risk and interest rate risk. In addition, foreign-currency-denominated bonds are exposed to the foreign exchange risk. Moreover, the Company owns loans with floating interest rates, which are exposed to the interest rate risk.

Derivative transactions which the Company uses are mainly foreign exchange contracts and interest rate swaps. Derivative transactions are identified as a key hedging method against foreign exchange fluctuation risk and interest rate risk. Other derivative transactions are used mainly for the purpose of hedging, and the market-related risk of derivative transactions is therefore reduced and limited.

### 3) Risk management framework for financial instruments

#### (i) Management of market risk

Market risk is the risk of losses resulting from fluctuation in the value of assets and liabilities held that include off-balance sheet assets and liabilities due to fluctuations in various market risk factors such as interest rates, foreign exchange rates, and stock prices. Market risk is categorized into interest rate risk and market price fluctuation risk for its management. Interest rate risk is the risk of losses resulting from fluctuation in the value of interest-bearing assets denominated in yen and insurance liabilities due to fluctuations in yen interest rates, and the risk arises as the Company has a certain limit in matching assets with liabilities, as an insurance company with a mission to offer universal service products including endowment insurance and whole life insurance. Market price fluctuation risk is any market risk other than interest rate risk.

Among the company-wide risks including the market risk, the Company identifies those that can be quantified and manages the company-wide risks by comparing the capital amount and the company-wide integrated risk amount calculated based on the amount of quantified risks.

#### (ii) Management of credit risk

Credit risk is the risk of losses resulting from a decline or elimination in the value of assets including off-balance sheet assets due to deterioration in financial conditions of borrowers and other reasons.

In order to control investment and lending to borrowers with high credit risk, the Company manages its investment and lending by prescribing credit eligibility rules based on internal rating. Moreover, to prevent concentration of credit risk on a particular borrower, group or industry, the Company establishes credit limits corresponding to internal rating and standards of credit shares by industry.

The results of their activities are reported to the risk management committee regularly.

### 4) Additional notes concerning the fair value of financial instruments

The fair value of a financial instrument includes prices based on market quotations as well as rationally calculated prices for those whose market prices are not readily available. In calculating prices, certain premises and assumptions are adopted, and the use of different assumptions may lead to changes in pricing.

The contract amounts of derivative transactions in “(5) Derivative Transactions” do not indicate the market risk related to derivative transactions.

(2) Fair Values of Financial Instruments

Amounts carried on the consolidated balance sheets, fair values and the difference between them as of March 31, 2020 were as follows.

Financial instruments for which the fair values are deemed extremely difficult to determine are not included in the following table, but described in “Note 2” below.

(Millions of yen)

	Consolidated balance sheet amount	Fair value	Net unrealized gains (losses)
1) Cash and deposits	1,410,298	1,410,298	-
Available-for-sale securities (negotiable certificates of deposit)	535,000	535,000	-
2) Call loans	380,000	380,000	-
3) Receivables under securities borrowing transactions	3,191,710	3,191,710	-
4) Monetary claims bought	318,581	318,581	-
Available-for-sale securities	318,581	318,581	-
5) Money held in trust (*1)	2,744,305	2,744,305	-
6) Securities	55,856,394	63,077,948	7,221,553
Held-to-maturity bonds	35,735,724	41,953,389	6,217,664
Policy-reserve-matching bonds	9,574,646	10,578,535	1,003,888
Available-for-sale securities	10,546,023	10,546,023	-
7) Loans	5,662,711	6,054,193	391,481
Policy loans	152,681	152,681	-
Industrial and commercial loans (*2)	994,446	1,051,900	57,491
Loans to the Management Network (*2)	4,515,620	4,849,611	333,990
Reserve for possible loan losses (*3)	(36)	-	-
Total assets	69,564,003	77,177,038	7,613,034
1) Bonds payable	100,000	98,740	(1,260)
2) Payables under securities lending transactions	4,290,140	4,290,140	-
Total liabilities	4,390,140	4,388,880	(1,260)
Derivative transactions (*4)			
Hedge accounting not applied	(2)	(2)	-
Hedge accounting applied	36,998	36,998	-
Total derivative transactions	36,995	36,995	-

(\*1) Money held in trust classified as other than trading, held-to-maturities and policy-reserve-matching.

(\*2) In the column of “Net unrealized gains (losses),” the difference between the consolidated balance sheet amount after deduction of reserve for possible loan losses and the fair value is provided.

(\*3) Reserve for possible loan losses corresponding to loans has been deducted.

(\*4) Net receivables and payables arising from derivative transactions are stated at net values, and if the values are negative, they are indicated in parentheses.

## Note 1: Calculation methods for fair values of financial instruments

### Assets

#### 1) Cash and deposits

Deposits (including negotiable certificates of deposit) mature within a short-term (one year), and their fair value approximates book value.

#### 2) Call loans and 3) Receivables under securities borrowing transactions

These are settled within a short-term (one year), and their fair value approximates book value.

#### 4) Monetary claims bought

The fair value of monetary claims bought accounted for as securities in the “Accounting Standard for Financial Instruments” (ASBJ Statement No. 10) is calculated in a similar manner to the method described in “(6) Securities” below.

#### 5) Money held in trust

The fair value of money held in trust is based on the price quoted by the exchange for shares and net asset value for mutual funds.

Money held in trust is provided in “(4) Money Held in Trust” in accordance with the purpose of the holdings.

#### 6) Securities

The fair value of bonds is primarily based on the price published by industry associations such as the reference statistical price published by the Japan Securities Dealers Association, or price offered by the financial institutions, while the fair value of stocks is based on the price quoted by the exchange. The fair value of mutual funds is based on net asset value.

Securities are described in “(3) Securities” in accordance with the purpose of keeping in possession.

#### 7) Loans

For policy loans and those included in loans to the Management Network of Postal Life Insurance Contracts, book values are used as fair values because amounts are limited to the values of corresponding cash surrender value and their fair value approximates book value considering their short maturities and interest conditions.

For industrial and commercial loans with floating interest rates, whose future cash flows follow market interest rates, their fair value approximates book value.

For industrial and commercial loans with fixed interest rates or loans to the Management Network (excluding policy loans), fair value is based on a net discounted present value of future cash flows.

### Liabilities

#### 1) Bonds payable

The Reference Statistical Prices published by the Japan Securities Dealers Association are used as fair value.

#### 2) Payables under securities lending transactions

These are settled within a short-term (one year), and their fair value approximates book value.

### Derivative transactions

Notes on the fair value of derivatives are presented in “(5) Derivative Transactions.”

Interest rate swaps subject to exceptional treatment for interest rate swaps are jointly disclosed with hedged industrial and commercial loans. Therefore, their fair values are included in the relevant industrial and commercial loans.

Note 2: Financial instruments for which the fair values are deemed extremely difficult to determine

(Millions of yen)

	Consolidated balance sheet amount
Money held in trust (*1)	311,766
Securities	14,162
Unlisted stocks (*2)	4,735
Investment in partnership (*2)	9,427
Total	325,929

(\*1) Trust asset components such as unlisted stocks, etc., for which the fair values are deemed extremely difficult to determine, are not included in Assets 5) Money held in trust.

(\*2) Unlisted stocks and investments in partnership where partnership assets comprise primarily of unlisted stocks, are not included in Assets 6) Securities, as the fair values are deemed extremely difficult to determine.

Note 3: Redemption schedule of monetary claims and securities with maturities

(Millions of yen)

	Within 1 year	Due after 1 year through 5 years	Due after 5 years through 10 years	Due after 10 years
Deposits	1,409,812	-	-	-
Call loans	380,000	-	-	-
Receivables under securities borrowing transactions	3,191,710	-	-	-
Monetary claims bought	295,000	-	-	21,577
Securities	2,230,230	9,591,623	14,025,937	26,583,415
Held-to-maturity bonds	1,475,873	4,806,182	8,406,920	20,575,151
Bonds	1,377,873	4,806,182	8,406,920	20,575,151
Japanese government bonds	75,700	1,170,100	8,107,700	18,400,300
Japanese local government bonds	1,112,901	2,736,211	250,620	1,109,691
Japanese corporate bonds	189,272	899,871	48,600	1,065,160
Foreign securities	98,000	-	-	-
Policy-reserve-matching bonds	416,864	3,003,336	2,369,100	3,572,773
Bonds	416,864	3,003,336	2,369,100	3,572,773
Japanese government bonds	377,000	2,631,100	2,361,600	2,589,200
Japanese local government bonds	25,090	306,238	400	238,173
Japanese corporate bonds	14,774	65,998	7,100	745,400
Available-for-sale securities with maturities	337,492	1,782,104	3,249,917	2,435,491
Bonds	308,797	737,396	1,414,651	1,228,801
Japanese government bonds	-	-	-	340,200
Japanese local government bonds	68,977	169,581	552,118	153,566
Japanese corporate bonds	239,820	567,814	862,532	735,034
Foreign securities	28,695	1,044,708	1,835,266	1,191,933
Other securities	-	-	-	14,755
Loans	1,119,837	2,381,209	1,393,775	768,317
Total	8,626,591	11,972,833	15,419,713	27,373,311

Note 4: Redemption schedule of bonds payable and payables under securities lending transactions

(Millions of yen)

	Within 1 year	Due after 1 year through 2 years	Due after 2 years through 3 years	Due after 3 years through 4 years	Due after 4 years through 5 years	Due after 5 years
Bonds payable	-	-	-	-	-	100,000
Payables under securities lending transactions	4,290,140	-	-	-	-	-
Total	4,290,140	-	-	-	-	100,000

(3) Securities

1) Held-to-maturity Bonds

(Millions of yen)

	Consolidated balance sheet amount	Fair value	Difference
Those for which fair value exceeds the consolidated balance sheet amount			
Bonds	35,631,524	41,849,029	6,217,504
Japanese government bonds	28,216,592	34,000,585	5,783,993
Japanese local government bonds	5,210,121	5,481,443	271,321
Japanese corporate bonds	2,204,810	2,367,000	162,189
Foreign securities	98,000	98,238	238
Foreign bonds	98,000	98,238	238
Subtotal	35,729,524	41,947,268	6,217,743
Those for which fair value does not exceed the consolidated balance sheet amount			
Bonds	6,200	6,120	(79)
Japanese government bonds	-	-	-
Japanese local government bonds	6,200	6,120	(79)
Japanese corporate bonds	-	-	-
Foreign securities	-	-	-
Foreign bonds	-	-	-
Subtotal	6,200	6,120	(79)
Total	35,735,724	41,953,389	6,217,664

2) Policy-reserve-matching Bonds

(Millions of yen)

	Consolidated balance sheet amount	Fair value	Difference
Those for which fair value exceeds the consolidated balance sheet amount			
Bonds	9,322,412	10,329,868	1,007,456
Japanese government bonds	8,157,329	9,096,775	939,446
Japanese local government bonds	553,234	578,358	25,124
Japanese corporate bonds	611,848	654,734	42,885
Subtotal	9,322,412	10,329,868	1,007,456
Those for which fair value does not exceed the consolidated balance sheet amount			
Bonds	252,234	248,667	(3,567)
Japanese government bonds	9,450	9,449	(0)
Japanese local government bonds	17,033	16,980	(53)
Japanese corporate bonds	225,751	222,237	(3,513)
Subtotal	252,234	248,667	(3,567)
Total	9,574,646	10,578,535	1,003,888



## 3) Available-for-sale Securities

(Millions of yen)

	Consolidated balance sheet amount	Cost	Difference
Those for which the consolidated balance sheet amount exceeds cost			
Bonds	2,881,150	2,834,438	46,711
Japanese government bonds	326,760	319,536	7,223
Japanese local government bonds	655,594	652,937	2,657
Japanese corporate bonds	1,898,794	1,861,963	36,831
Stocks	64,520	60,634	3,885
Foreign securities	4,263,999	3,885,173	378,826
Foreign bonds	4,213,730	3,835,170	378,559
Other foreign securities	50,269	50,002	266
Other (*)	726,875	708,989	17,886
Subtotal	7,936,545	7,489,235	447,309
Those for which the consolidated balance sheet amount does not exceed cost			
Bonds	860,994	865,976	(4,981)
Japanese government bonds	20,654	20,762	(108)
Japanese local government bonds	295,196	295,695	(499)
Japanese corporate bonds	545,144	549,519	(4,374)
Stocks	216,735	261,433	(44,697)
Foreign securities	325,343	336,489	(11,146)
Foreign bonds	210,444	213,824	(3,379)
Other foreign securities	114,898	122,665	(7,766)
Other (*)	2,059,985	2,149,436	(89,450)
Subtotal	3,463,059	3,613,336	(150,276)
Total	11,399,605	11,102,572	297,033

(\*) "Other" includes negotiable certificates of deposit (cost: ¥535,000 million, consolidated balance sheet amount: ¥535,000 million) presented as "Cash and deposits" in the consolidated balance sheets, and monetary claims bought (cost: ¥316,576 million, consolidated balance sheet amount: ¥318,581 million).

## 4) Policy-reserve-matching Bonds Sold during the Fiscal Year (From April 1, 2019 to March 31, 2020)

(Millions of yen)

	Sales	Gains	Losses
Bonds	198,497	5,779	-
Japanese government bonds	198,497	5,779	-
Total	198,497	5,779	-

## 5) Available-for-sale Securities Sold during the Fiscal Year (From April 1, 2019 to March 31, 2020)

(Millions of yen)

	Sales	Gains	Losses
Bonds	201,051	6,878	802
Japanese government bonds	111,423	6,597	-
Japanese corporate bonds	89,627	280	802
Stocks	92,583	6,730	11,204
Foreign securities	743,189	16,310	18,307
Foreign bonds	725,995	16,310	18,166
Other foreign securities	17,193	-	140
Other securities	134,112	-	1,705
Total	1,170,936	29,919	32,020

6) Securities for which Impairment Losses were Recognized

Impairment losses of ¥2,689 million were recognized for available-for-sale securities with fair values.

Available-for-sale securities with fair values declining by 50% or more of their acquisition costs shall, in principle, be subjected to recognition of losses on valuation, while those with fair values declining by 30% or more, but less than 50% of their acquisition costs, and for which the security's credit standing is deemed to be below a certain level, shall be subjected to recognition of losses on valuation, unless fair values are deemed likely to recover to the acquisition costs.

(4) Money Held in Trust

1) Money held in trust classified as other than trading, held-to-maturity and policy-reserve-matching

(Millions of yen)

	Consolidated balance sheet amount	Cost	Difference	Those for which the consolidated balance sheet amount exceeds cost	Those for which the consolidated balance sheet amount does not exceed cost
Specified money held in trust	2,744,305	2,671,219	73,086	339,561	(266,474)

(\*) The Group recognized losses on valuation of ¥32,103 million for the fiscal year ended March 31, 2020.

2) Basis for recognition of losses on valuation

Stocks managed as trust assets with fair values declining by 50% or more of their acquisition costs shall, in principle, be subjected to recognition of losses on valuation, while those with fair values declining by 30% or more, but less than 50% of their acquisition costs, and for which market prices remain lower than a certain level, shall be subjected to recognition of losses on valuation, unless fair values are deemed likely to recover to the acquisition costs.

For stocks other than the above, those with fair values declining by 50% or more of their acquisition costs shall, in principle, be subjected to recognition of losses on valuation, while those with fair values declining by 30% or more, but less than 50% of their acquisition costs, shall be subjected to recognition of losses on valuation, unless fair values are deemed likely to recover to the acquisition costs.

(5) Derivative Transactions

1) Derivative transactions to which the hedge accounting is not applied

Currency-related derivatives

(Millions of yen)

Category	Type of derivative	Contract amount	Contract amount due after 1 year	Fair value	Net Valuation Gain/Loss
OTC	Forward foreign exchange				
	Sold	204	-	(2)	(2)
	U.S. dollars	204	-	(2)	(2)
Total		-	-	-	(2)

(\*) Method for calculating fair value

Fair value is calculated using the forward foreign exchange rate as of the consolidated fiscal year-end date.

2) Derivative transactions to which the hedge accounting is applied

(i) Currency-related derivatives

(Millions of yen)

Hedge accounting method	Type of derivative	Major hedged item	Contract amount	Contract amount due after 1 year	Fair value			
Fair value hedge accounting	Forward foreign exchange	Foreign currency-denominated bonds						
	Sold					3,382,993	-	36,973
	U.S. dollars					2,093,405	-	(32,310)
	Euros					523,596	-	6,238
	Australian dollars					256,452	-	30,310
	Other	509,538	-	32,734				
Total			-	-	36,973			

(\*) Method for calculating fair value

Fair value is calculated using the forward foreign exchange rate as of the consolidated fiscal year-end date.

(ii) Interest rate-related derivatives

(Millions of yen)

Hedge accounting method	Type of derivative	Major hedged item	Contract amount	Contract amount due after 1 year	Fair value
Deferred hedge method	Interest rate swaps Receivable fixed rate / Payable floating rate	Loans	6,150	3,900	24
Exceptional treatment for interest rate swaps	Interest rate swaps Receivable fixed rate / Payable floating rate	Loans	26,050	23,950	(*2)
Total			-	-	24

(\*1) Method for calculating fair value

Fair value is calculated using discounted present value.

(\*2) Interest rate swap amounts measured by the exceptional treatment for interest rate swaps are disclosed with the loans that are subject to the hedge. Therefore such fair value is included in the fair value of the relevant loans.

5. The consolidated balance sheet amount, fair value and the outline of risk management policy of policy-reserve-matching bonds were as follows:

(1) The consolidated balance sheet amount and fair value of policy-reserve-matching bonds amount to ¥9,574,646 million and ¥10,578,535 million, respectively.

(2) The outline of the risk management policy of policy-reserve-matching bonds is as follows:

The Company categorizes its insurance products into the following sub-groups based on the attributes of each product in order to manage risks arising from fluctuations in interest rates of assets and liabilities, and adopts a management policy whereby the duration gap between policy-reserve-matching bonds and policy reserves by sub-groups are reconciled within a certain range and the duration gap is periodically checked.

- 1) Postal Life Insurance Contracts (insurance policies with a remaining period within 30 years)
- 2) Japan Post Insurance life insurance contracts (general) (all insurance policies)
- 3) Japan Post Insurance life insurance contracts (lump-sum payment annuity) (excluding some insurance types)

6. Securities lent under lending agreements in the amount of ¥4,872,448 million were included in “Securities” in the consolidated balance sheets as of March 31, 2020.

7. There were no bankrupt loans, non-interest accrual loans, past due loans for three months or more, or restructured loans as of March 31, 2020. Definitions for each of the respective loans are as follows:

Bankrupt loans refer to non-accrual loans, excluding the balances already written off, which meet the conditions prescribed in Article 96, Paragraph 1, Item 3-(a) to (e) and Item 4 of the Order for Enforcement of the Corporation Tax Act (Ordinance No. 97 in 1965). Interest accruals of such loans are suspended since the principal or interest on such loans is unlikely to be collected due to delinquency in payments for them for a considerable period of time or other reasons.

Non-interest accrual loans are those loans for which interest payments have been suspended to assist and support the borrowers in the restructuring of their business.

Past due loans for three months or more are loans for which principal or interest payments are delinquent for three months or more under the term of the loans from the day following the contractual due date, excluding those classified as bankrupt loans and non-accrual loans.

Restructured loans are loans for which certain concessions favorable to borrowers, such as interest reduction or exemption, postponement of principal or interest payments, debt waiver or other arrangements, have been made for the purpose of assisting and supporting the borrowers in the restructuring of their business. This category excludes loans classified as bankrupt loans, non-interest accrual loans and past due loans for three months or more.

8. The balance of the unused credit under loan commitment line agreements, etc. as of March 31, 2020 was ¥17,717 million.

9. Accumulated depreciation for tangible fixed assets as of March 31, 2020 was ¥45,479 million.

10. Total deferred tax assets and total deferred tax liabilities were ¥1,413,497 million and ¥228,439 million, respectively. A deduction from deferred tax assets as valuation allowance was ¥11,268 million.

Significant components of deferred tax assets include ¥995,598 million of policy reserves, ¥203,752 million of reserve for price fluctuations, ¥42,014 million of reserve for outstanding claims, ¥18,537 million of liability for retirement benefits, and ¥118,027 million of unrealized losses on available-for-sale securities.

Significant components of deferred tax liabilities include ¥219,330 million of unrealized gains on available-for-sale securities.

The valuation allowance established against the deferred tax assets has increased by ¥5,223 million compared to the end of the previous fiscal year. The significant component of this increase is the increase by ¥5,233 million in the valuation allowance for losses on valuation of securities.

11. The statutory tax rate for the fiscal year ended March 31, 2020 was 28.00%. Primary factors for the difference between the statutory tax rate and the effective income tax rate after tax effect accounting include net increase by 2.41% in valuation allowance.

12. Changes in reserve for policyholder dividends for the fiscal year ended March 31, 2020 were as follows:

Balance at the beginning of the fiscal year	¥1,513,634 million
Policyholder dividends paid	¥185,042 million
Interest accrual	¥8 million
Reduction due to the acquisition of additional annuity	¥301 million
Provision for reserve for policyholder dividends	¥109,236 million
<u>Balance at the end of the fiscal year</u>	<u>¥1,437,535 million</u>

13. Equities, etc. of subsidiaries and affiliates was ¥9,923 million.

14. Assets pledged as collateral consisted of the following:

Securities ¥3,622,145 million

Liabilities corresponding to assets pledged as collateral consisted of the following:

Payables under securities lending transactions ¥4,290,140 million

The above securities are those pledged as collateral for securities lending transactions with cash collateral.

In addition to the above, the following has been pledged as collateral for the transactions such as transactions under securities lending secured by securities and exchange settlements.

Securities ¥480,477 million

Cash collateral paid for financial instruments ¥2,319 million

15. Reserve for outstanding claims for reinsured part defined in Article 71, Paragraph 1 of the Ordinance for Enforcement of the Insurance Business Act, which is referred to in Article 73, Paragraph 3 of the Ordinance (hereinafter referred to as “reserve for outstanding claims-ceded”), as of March 31, 2020 was ¥473 million. Policy reserves for reinsured part defined in Article 71, Paragraph 1 of the said Ordinance (hereinafter referred to as “policy reserves-ceded”) as of March 31, 2020 was ¥967 million.

16. Net assets per share were ¥3,428.71.

The Company has established a Board Benefit Trust (BBT) and shares of the Company held by trust, which were recorded as treasury stock under the category of shareholders’ equity, were included in treasury stock to be deducted from the calculation of the total number of shares issued at the end of the fiscal year, for the purpose of calculating net assets per share.

Total number of treasury stock at the end of the fiscal year which was deducted from the calculation of net assets per share for the fiscal year ended March 31, 2020 was 166,900 shares.

17. The Company has the right to sell or pledge securities received as collateral for transactions such as borrowing agreements and securities exchange settlements. The fair value of such securities held in hand was ¥3,545,026 million as of March 31, 2020.

18. Bonds payable are subordinated bonds stipulating that their priorities are ranked behind other obligations.

19. The Company estimated future contributions to the Life Insurance Policyholders Protection Corporation in the amount of ¥34,524 million as of March 31, 2020 pursuant to Article 259 of the Insurance Business Act.

This obligation is recognized as operating expenses when it is made.

20. Matters related to retirement benefits are as follows:

(1) Outline of retirement benefits

The Company and its consolidated subsidiary have lump-sum severance indemnity plans which are an unfunded defined benefit plan.

In addition, starting from October 1, 2015, the Company has joined the retirement pension plan based on the Act for Partial Amendment of the Act on National Public Officers’ Retirement Allowance, etc., for the Purpose of Review over the Levels of the Retirement Benefits for National Public Officers (Act No. 96 of 2012) and introduced as a new pension system to replace the discontinued occupational portion (third-tier portion) of the mutual pension, and the pension contribution amount required of the Company for the fiscal year ended March 31, 2020 was ¥376 million.

(2) Defined benefit plans

1) Changes in retirement benefit obligations

	(Millions of yen)
Balance at the beginning of the fiscal year	65,262
Service cost	4,221
Interest cost	451
Actuarial differences	(279)
Benefits paid	(3,591)
Other	(2)
Balance at the end of the fiscal year	<u>66,060</u>

2) Balance of retirement benefit obligations and reconciliations of liability for retirement benefits recorded on the consolidated balance sheets

	(Millions of yen)
Unfunded retirement benefit obligations	66,060
Liability for retirement benefits recorded on the consolidated balance sheet	<u>66,060</u>

3) Retirement benefit costs

	(Millions of yen)
Service cost	4,221
Interest cost	451
Amortization of actuarial differences	(214)
Amortization of prior service cost	(373)
Other	115
Retirement benefit expenses of defined benefit plans	<u>4,199</u>

4) Adjustments for retirement benefits

The breakdown of adjustments for retirement benefits (before tax effect) is as follows:

	(Millions of yen)
Prior service cost	(373)
Actuarial differences	65
Total	<u>(308)</u>

5) Accumulated adjustments for retirement benefits

The breakdown of accumulated adjustments for retirement benefits (before tax effect) is as follows:

	(Millions of yen)
Unrecognized prior service cost	3,347
Unrecognized actuarial differences	913
Total	<u>4,261</u>

6) Actuarial assumptions

The principal actuarial assumption used for the fiscal year ended March 31, 2020 was as follows:

Discount rate	0.3 to 0.7%
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21. Policy reserves, excluding contingency reserve, related to reinsurance contracts with the Management Network, amounted to ¥33,324,093 million and are provided at amounts calculated based on the statement of calculation procedures for the Company's insurance premiums and policy reserves. The amounts calculated based on the foregoing procedures are not less than the amounts calculated based on the statement of calculation procedures for the Postal Life Insurance policy reserves in accordance with the Act on Organization for Postal Savings, Postal Life Insurance and Post Office Network (Act No. 101 of 2005).

In addition, contingency reserve and reserve for price fluctuations are provided in the amount of ¥1,320,677 million and ¥631,990 million, respectively, for the category of the reinsurance.

22. "Other liabilities" in the consolidated balance sheet includes ¥42,231 million of deposits from the Management Network.

Deposits from the Management Network refer to the amounts equivalent to the reserve for outstanding claims and reserve for losses on compensation for damages related to litigation or conciliation of the Management Network, which was deposited at the time of privatization based on the outsourcing agreements with the Management Network for the administrative operation of the Postal Life Insurance Policy.

23. Investigation into the Company's handling of insurance policies and the remedial measures involved

The Company promotes thoroughgoing customer-first business operation as one of its critical management priorities. However, following the internal investigation into the handling of customers' revision of their insurance

coverage, it was discovered that in some cases, such revision was carried out in a manner that may have caused disadvantages to customers, not in line with their intentions. Consequently, the Company has been conducting investigations using appropriate procedures, by providing explanations to and receiving advice from the Special Investigative Committee composed of neutral and fair external experts, regarding the methods for confirming customers' intentions as well as for analyzing the information obtained.

The investigations included the investigation of specified rewriting cases (the investigation to grasp the situation of customers likely to have suffered disadvantages from the rewriting of policies), and the investigation of all insurance policies (the investigation where the Company sent notification documents with reply cards to customers of all other policies that were not subject to the investigation of specified rewriting cases, asking them to reconfirm their intentions and to let the Company know of any points it should be aware of, whereby the Company made necessary responses and investigations according to the results of the reconfirmation, and the investigation of such cases where sales personnel repeatedly made many new policy applications and cancellations, which may not have been in line with the intentions of customers, judging from the type of the policies).

In consideration of the results of these investigations obtained by the end of the fiscal year ended March 31, 2020, the Company has reasonably estimated insurance-related expenses at ¥29,722 million to be incurred due to the refund of premiums and payments of insurance claims necessary for the future reinstatement of policies, as of March 31, 2020. These expenses were recorded under reserve for insurance claims and others.

On December 27, 2019, the Company received administrative dispositions pursuant to the Insurance Business Act from the Financial Services Agency of Japan, on account of improper solicitation actions and underlying systematic problems. Following the administrative dispositions, a business improvement plan was formulated and it was submitted to the Financial Services Agency of Japan as of January 31, 2020. The Company accepts the seriousness of administrative dispositions and is resolved to treat the implementation of the business improvement plan that it formulated as its top-priority management issue, and is making company-wide efforts.

These initiatives may affect the financial results of the Company in the future.

**(Notes to the Unaudited Consolidated Statement of Income)**

1. The amount of provision for reserve for outstanding claims-ceded that is added to the calculation of reversal of reserve for outstanding claims for the fiscal year ended March 31, 2020 was ¥18 million. The amount of reversal of policy reserves-ceded that is deducted from the calculation of reversal of policy reserves for the fiscal year ended March 31, 2020 was ¥18 million.
2. Net income per share was ¥267.40.  
The Company has established a Board Benefit Trust (BBT) and shares of the Company held by trust, which were recorded as treasury stock under the category of shareholders' equity, were included in treasury stock to be deducted from the calculation of the average number of shares during the period, for the purpose of calculating net income per share.  
Average number of treasury stock during the fiscal year which was deducted from the calculation of net income per share for the fiscal year ended March 31, 2020 was 176,573 shares.
3. Insurance premiums assumed based on reinsurance contracts with the Management Network included in insurance premiums and others for the fiscal year ended March 31, 2020 were ¥459,151 million.
4. Insurance claims based on reinsurance contracts with the Management Network included in insurance claims for the fiscal year ended March 31, 2020 were ¥3,349,302 million.
5. Provision for reserve for policyholder dividends, which is provided for the Management Network based on gains or losses and others arising in the category of the reinsurance due to the reinsurance contracts with the Management Network, was ¥93,775 million for the fiscal year ended March 31, 2020.



**(Notes to the Unaudited Consolidated Statement of Comprehensive Income)**

(Millions of yen)

Net unrealized gains (losses) on available-for-sale securities:	
Amount arising during the fiscal year	(299,101)
Reclassification adjustments	32,431
Before tax effect adjustments	(266,670)
Tax effect	73,985
Net unrealized gains (losses) on available-for-sale securities	(192,684)
Net deferred gains (losses) on hedges:	
Amount arising during the fiscal year	(22)
Reclassification adjustments	-
Before tax effect adjustments	(22)
Tax effect	6
Net deferred gains (losses) on hedges	(16)
Adjustments for retirement benefits:	
Amount arising during the fiscal year	279
Reclassification adjustments	(588)
Before tax effect adjustments	(308)
Tax effect	86
Adjustments for retirement benefits	(221)
Total other comprehensive income (loss)	(192,923)

**(Notes to the Unaudited Consolidated Statement of Cash Flows)**

## 1. Scope of Cash and Cash Equivalents

Cash and cash equivalents consists of “Cash and deposits” in the consolidated balance sheet.

## 2. The reconciliation of cash and cash equivalents in the consolidated statement of cash flows to cash and deposits in the consolidated balance sheet as of March 31, 2020 was as follows:

Cash and deposits	¥1,410,298 million
Cash and cash equivalents	¥1,410,298 million

**(Notes to the Unaudited Consolidated Statement of Changes in Net Assets)**

## 1. Type and Number of Shares Issued and Treasury Stock

(Thousands of shares)

	April 1, 2019	Increase	Decrease	March 31, 2020
Shares issued				
Common stock	600,000	-	37,400	562,600
Treasury stock				
Common stock	191	37,411	37,424	178

(\*1) The decrease of 37,400 thousand shares in the number of shares issued was attributable to the cancellation of shares of treasury stock based on the resolution at the Board of Directors meeting held on May 15, 2019.

(\*2) Numbers of treasury stock at the beginning and the end of the fiscal year ending March 31, 2020 include shares of the Company held in the BBT, and were 191 thousand shares and 166 thousand shares, respectively.

(\*3) The increase of 37,411 thousand shares in the number of treasury stock was attributable to the purchases of shares of treasury stock based on the resolution at the Board of Directors meeting held on April 4, 2019.

(\*4) The decrease of 37,424 thousand shares in the number of treasury stock was attributable to the cancellation of 37,400 thousand shares of treasury stock based on the resolution at the Board of Directors meeting held on May 15, 2019 and the granting of 24 thousand shares via the BBT.

2. Stock Acquisition Rights Including Those Owned by the Company

Not applicable.

3. Information on Dividends

(1) Dividends Paid

Resolution	Class of shares	Total amount (Millions of yen)	Per share amount (Yen)	Record date	Effective date
Board of Directors' meeting held on May 15, 2019	Common stock	43,200	72.00	March 31, 2019	June 18, 2019
Board of Directors' meeting held on November 14, 2019	Common stock	21,378	38.00	September 30, 2019	December 6, 2019

(\*1) Total amount of dividends based on the resolution at the Board of Directors meeting held on May 15, 2019 includes ¥13 million of dividends paid to shares of the Company held in the Board Benefit Trust (BBT). And, the amount of dividends per share includes a special dividend of ¥4 per share.

(\*2) Total amount of dividends based on the resolution at the Board of Directors meeting held on November 14, 2019 includes ¥6 million of dividends paid to shares of the Company held in the Board Benefit Trust (BBT).

(2) Dividends whose effective date falls after the end of the fiscal year ended March 31, 2020

Resolution	Class of shares	Total amount (Millions of yen)	Source of dividends	Per share amount (Yen)	Record date	Effective date
Board of Directors' meeting held on May 15, 2020	Common stock	21,378	Retained earnings	38.00	March 31, 2020	June 16, 2020

(\* ) Total amount of dividends includes ¥6 million of dividends paid to shares of the Company held in the Board Benefit Trust (BBT).

**(7) Status of Risk-Monitored Loans (Consolidated)**

Not applicable.

**(8) Status of Insurance Claims Paying Ability of the Company and its Subsidiaries**

(Consolidated Solvency Margin Ratio)

(Millions of yen)

As of March 31	2019	2020
Total amount of solvency margin (A)	5,647,874	5,161,600
Capital stock, etc.	1,631,920	1,639,908
Reserve for price fluctuations	897,492	858,339
Contingency reserve	1,962,755	1,797,366
Catastrophe loss reserve	-	-
General reserve for possible loan losses	45	37
(Net unrealized gains (losses) on available-for-sale securities (before taxes) • Net deferred gains (losses) on hedges (before taxes)) × 90% (if negative, × 100%)	568,785	328,782
Net unrealized gains (losses) on real estate × 85% (if negative, × 100%)	(2,336)	19
Sum of unrecognized actuarial differences and unrecognized prior service cost (before taxes)	4,569	4,261
Excess of continued Zillmerized reserve	489,649	442,807
Capital raised through debt financing	100,000	100,000
Amounts within “excess of continued Zillmerized reserve” and “capital raised through debt financing” not calculated into the margin	-	-
Deductions	(5,006)	(9,923)
Other	-	-
Total amount of risk $\sqrt{(\sqrt{R_1^2 + R_5^2 + R_8 + R_9})^2 + (R_2 + R_3 + R_7)^2} + R_4 + R_6$ (B)	949,323	963,888
Insurance risk R <sub>1</sub>	142,209	137,197
General insurance risk R <sub>5</sub>	-	-
Catastrophe risk R <sub>6</sub>	-	-
Underwriting risk of third-sector insurance R <sub>8</sub>	59,172	54,172
Small amount and short-term insurance risk R <sub>9</sub>	-	-
Anticipated yield risk R <sub>2</sub>	141,866	136,652
Minimum guarantee risk R <sub>7</sub>	-	-
Investment risk R <sub>3</sub>	763,194	785,317
Business management risk R <sub>4</sub>	22,128	22,266
Solvency margin ratio $\frac{(A)}{(1/2) \times (B)} \times 100$	1,189.8 %	1,070.9 %

Note: These figures are calculated based on the provisions set forth in the Public Notice No. 23 issued by the Financial Services Agency in 2011, and Articles 86-2 and 88 of the Ordinance for Enforcement of the Insurance Business Act.

**(9) Segment Information**

Segment information is omitted as the Company has only one segment.