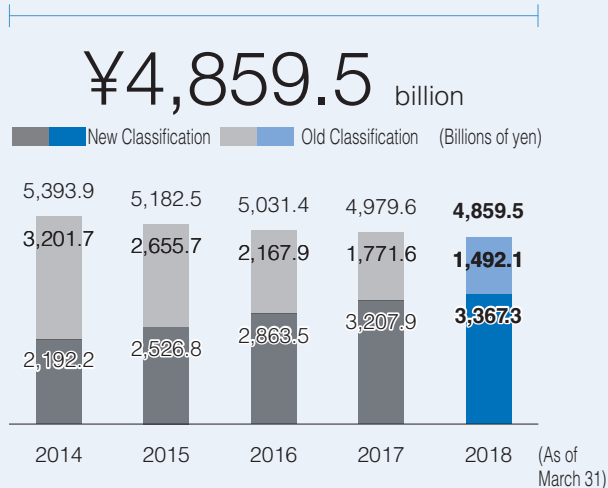




Financial and Non-Financial Highlights

Financial Highlights	24
Non-Financial Highlights	27

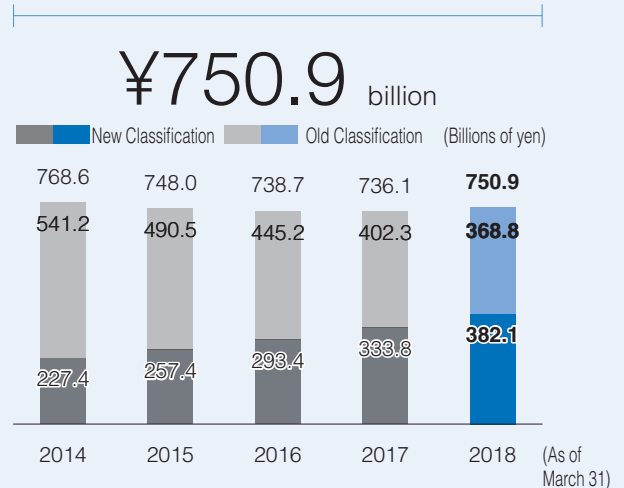
Annualized Premiums from Policies in Force (Individual Insurance)



As of March 31, 2018, annualized premiums from individual insurance policies in force amounted to ¥4,859.5 billion including reinsured Postal Life Insurance Policies (Insurance), a 2.4% decrease year on year.

Notes: 1. "New Classification" indicates policies in force underwritten by Japan Post Insurance, whereas "Old Classification" indicates Postal Life Insurance Policies that we received from the Management Organization in the form of reinsurance.
2. The annualized premiums under "Old Classification" are calculated based on the same methods used for "New Classification."

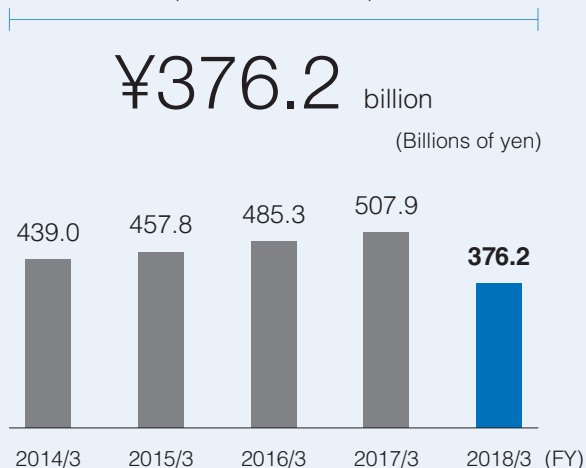
Annualized Premiums from Policies in Force (Third-Sector Insurance)



As of March 31, 2018, annualized premiums related to third-sector insurance policies in force amounted to ¥750.9 billion including reinsured Postal Life Insurance Policies, a 2.0% increase year on year, due to an increase in new policies with riders through sales activities focusing on protection needs.

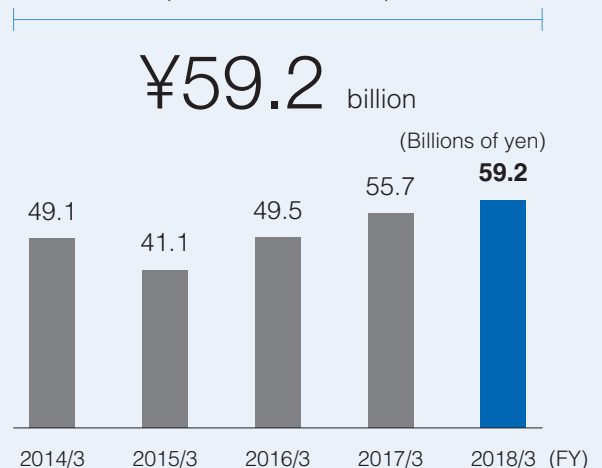
Note: "Third-sector insurance" includes annualized premiums corresponding to medical benefits (including hospitalization and surgery benefits).

Annualized Premiums from New Policies (Individual Insurance)



During the fiscal year ended March 31, 2018, annualized premiums from new individual insurance policies amounted to ¥376.2 billion, a 25.9% decrease year on year, partly due to the impact of insurance premium revisions in April 2017.

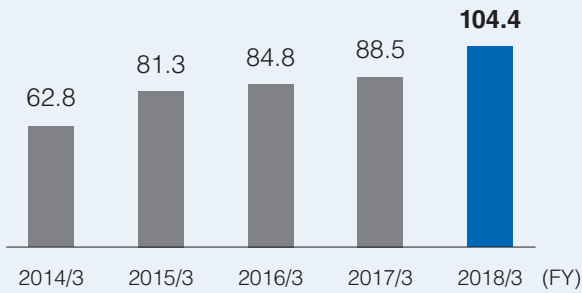
Annualized Premiums from New Policies (Third-Sector Insurance)



During the fiscal year ended March 31, 2018, annualized premiums from new third-sector insurance policies amounted to ¥59.2 billion, a 6.2% increase year on year, due to the effect of sales activities focusing on protection needs and riders launched in October 2017 being favorably received.

Net Income

¥104.4 billion
(Billions of yen)

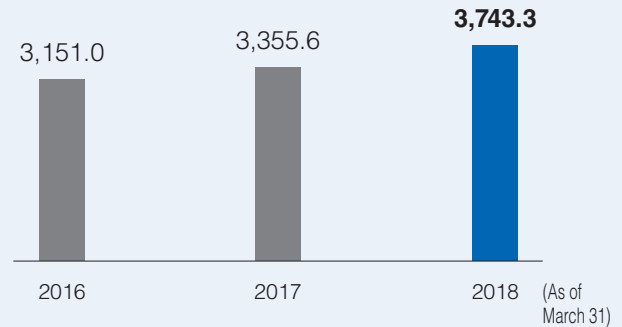


Net income in the fiscal year ended March 31, 2018 amounted to ¥104.4 billion due to greater-than-expected investment income supported by the relatively favorable market environment.

Note: Net income attributable to Japan Post Insurance (consolidated)

Embedded Value (EV)

¥3,743.3 billion
(Billions of yen)

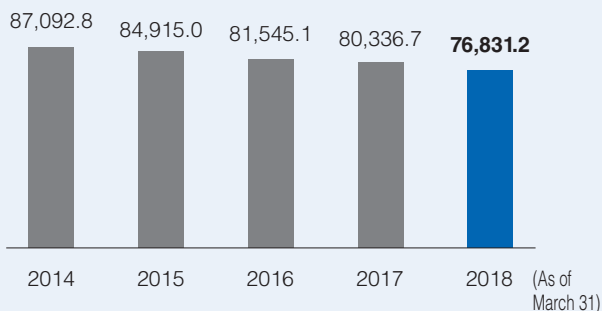


Embedded value (EV) is one of the corporate value indicators for life insurance companies. The Company's EV as of March 31, 2018 was ¥3,743.3 billion, a ¥387.6 billion increase year on year.

Note: Please see pages 168 to 170 for the details of EV.

Total Assets

¥76,831.2 billion
(Billions of yen)

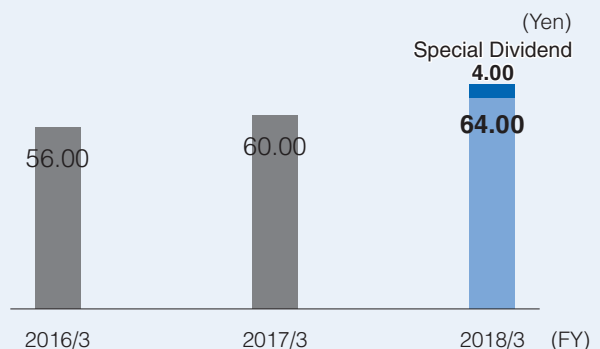


The Company manages insurance premiums entrusted from customers and holds assets such as securities in order to provide for payments of insurance claims and others. Total assets as of March 31, 2018 amounted to ¥76,831.2 billion.

Note: Consolidated

Dividends per Share

¥68
(Yen)



We have achieved stable distribution of profit to shareholders by increasing ordinary dividend per share by ¥4 every year. Moreover, based on favorable performance for the fiscal year ended March 31, 2018, we increased dividends per share to ¥68 by adding a special dividend of ¥4 per share to ordinary dividend of ¥64 per share.

Credit Ratings

In order to provide our customers and shareholders with a deeper understanding of the Company, we have acquired credit ratings from rating agencies.

As of June 1, 2018		
Rating and Investment Information, Inc. (R&I)	Japan Credit Rating Agency, Ltd. (JCR)	Standard & Poor's (S&P)
AA-	AA	A+
Insurance Claims Paying Ability	Ability to Pay Insurance Claims Rating	Insurer Financial Strength Ratings
— Definition of AA —	— Definition of AA —	— Definition of A —
Very high claims paying ability supported by some excellent factors.	A very high level of certainty to honor the financial obligations.	An insurer rated 'A' has strong financial security characteristics but is somewhat more likely to be affected by adverse business conditions than are insurers with higher ratings.

Note: Ratings are the opinion of the rating agencies, and do not represent any guarantee by the rating agencies regarding the payment of insurance claims or other matters. Ratings may change in the future based on the judgment of the rating agencies.

Status of Accumulation of Internal Reserves (Total of contingency reserve and reserve for price fluctuations)

¥3,031.0 billion

As of March 31, 2018, we have ensured a high degree of management soundness through accumulating a contingency reserve of ¥2,114.3 billion and a reserve for price fluctuations of ¥916.7 billion to provide protection against risks such as the occurrence of a major catastrophe and fluctuations in the prices of financial assets.

Consolidated Solvency Margin Ratio

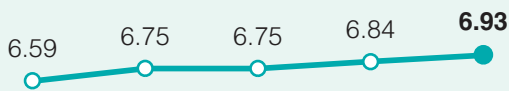
1,131.8%

Our consolidated solvency margin ratio as of March 31, 2018 remained high at 1,131.8%, significantly exceeding 200%, the criterion of prompt corrective action by the regulatory agency.

Non-Financial Highlights

Customer Satisfaction

6.93



2014/3 2015/3 2016/3 2017/3 2018/3 (FY)

We conduct customer satisfaction surveys every year and undertake efforts to improve our customer service based on ratings by customers on a 10-point scale (10 points: "best," 5 points: "average," 1 point: "worst").

Note: From the fiscal year ending March 31, 2019, we will change the survey method and publish the percentage of "satisfied" and "somewhat satisfied" as the customer satisfaction level.

Ratio of Female Managers

10.5%



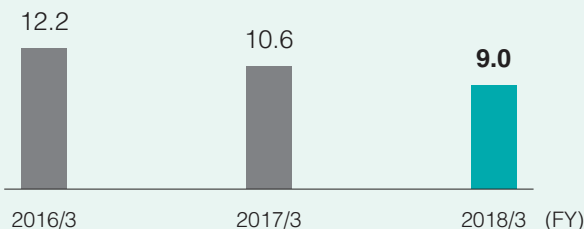
2016 2017 2018 (As of April 1)

We hold seminars and training for prospective female candidates for management positions and others to promote women's career activities as an important diversity promotion measure. We aim to increase the ratio of female managers to 14% or more by April 1, 2021 based on the Act Concerning Promotion of Women's Career Activities.

Monthly Average Amount of Overtime per Employee

9.0 hours

(Hours)



2016/3 2017/3 2018/3 (FY)

The average amount of overtime per employee has decreased every year through the promotion of productivity enhancement measures, the establishment of no overtime days, and the trial adoption of daily rest periods as work style reforms. We aim to reduce the monthly average amount of overtime per employee to 8 hours or less by March 31, 2021.

Rate of Taking Paid Leave

89.2%

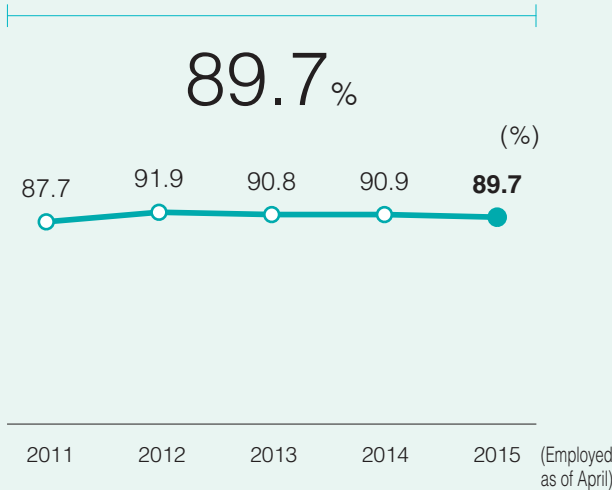
(%)



2016/3 2017/3 2018/3 (FY)

The rate of taking paid leave has increased every year partly through the scheduled granting of paid leave and encouragement to take consecutive leave days using public holidays and other days. We aim to increase the rate to above 90% in and after the fiscal year ending March 31, 2019.

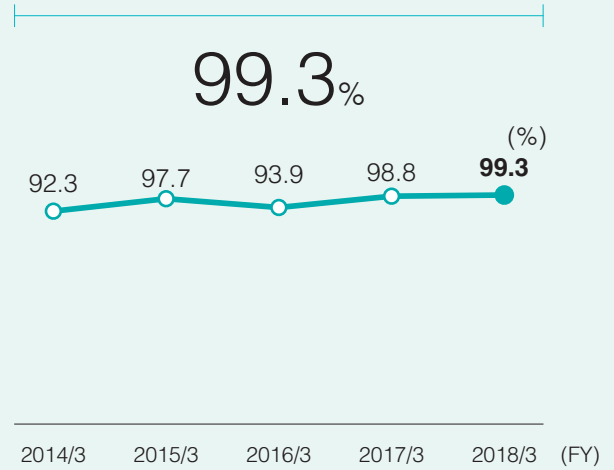
Status of Retention of New Employees (After 3 Years)



The retention rate of new graduates after three years from their employment was approximately 90%, which was high compared to the status of job separation by industry (college graduates, graduated in March 2014) (finance and insurance industry: 21.8%) as stated in the “Materials for the Status of Job Separation for New Graduates” published by the Ministry of Health, Labour and Welfare.

We will continue striving to create a workplace in which employees including new employees can easily fit in.

Return-to-Work Rate of Employees who Took Childcare Leave



The return-to-work rate of regular employees who had taken childcare leave was higher than 93.2%, the average rate found in a survey by the Ministry of Health, Labour and Welfare (“Basic Survey of Gender Equality in Employment Management” in 2015). We will continue supporting a smooth return to work such as by organizing “return-to-work seminars” for employees who are taking childcare leave.

Carbon Dioxide (CO₂) Emissions



As a countermeasure against global warming, we are working to reduce CO₂ emissions through energy-saving efforts at facilities owned by the Company. According to the results of an energy-saving diagnosis and other surveys, we constantly renovate facilities and equipment and improve their operations to achieve greater energy savings.

Note: Emissions from the Company's facilities