

UNOFFICIAL TRANSLATION

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

November 14, 2016

JAPAN POST INSURANCE Co., Ltd.

Summary of Financial Results for the Six Months Ended September 30, 2016

(1) Policies

|   |                   | Six Months Ended September 30, 2016 |   |  | Fiscal Year Ended<br>March 31, 2016 | Six Months Ended<br>September 30, 2015 |
|---|-------------------|-------------------------------------|---|--|-------------------------------------|--|
|   |                   |                                     | Increase (Decrease)<br>as % of<br>Fiscal Year Ended<br>March 31, 2016 | Increase (Decrease)<br>as % of<br>Six Months Ended<br>September 30, 2015 |                                     |  |
| Annualized premiums from new policies                 | (Millions of yen) | 301,823                             | —   | 0.3  | 590,474                             | 300,962                                |
| Of which, medical coverage, living benefits and other | (Millions of yen) | 26,001                              | —   | 5.5  | 49,588                              | 24,655                                 |
| Annualized premiums from policies in force            | (Millions of yen) | 3,674,997                           | 4.4   | 9.4  | 3,519,640                           | 3,357,966                              |
| Of which, medical coverage, living benefits and other | (Millions of yen) | 311,984                             | 6.3   | 13.2   | 293,413                             | 275,726                                |
| Insurance premiums and others                         | (Millions of yen) | 2,812,554                           | —   | 2.4  | 5,413,862                           | 2,746,776                              |
| Of which, individual insurance sector                 | (Millions of yen) | 2,274,510                           | —   | 11.2   | 4,087,242                           | 2,044,846                              |
| Of which, group insurance sector                      | (Millions of yen) | —                                   | —   | —  | —                                   | —                                      |
| Policy amount of surrenders and lapses                | (Millions of yen) | 948,887                             | —   | 5.6  | 1,843,539                           | 898,694                                |
| Surrender and lapse rate                              | (%)               | 2.0                                 | —   | —  | 4.3                                 | 2.1                                    |

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

\* Increase (decrease) as % of fiscal year ended March 31, 2016 and six months ended September 30, 2015 show rate of increase or decrease.

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

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

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

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

(2) Assets

(Consolidated Basis)

|  |                   | As of September 30, 2016 |  |  | As of<br>March 31, 2016 | As of<br>September 30, 2015 |
|--|-------------------|--------------------------|--|--|-------------------------|-----------------------------|
|  |                   |                          | Increase (Decrease)<br>as % of<br>March 31, 2016 | Increase (Decrease)<br>as % of<br>September 30, 2015 |                         |                             |
| Total assets                           | (Millions of yen) | 80,492,230               | (1.3)  | (5.0)  | 81,545,182              | 84,691,801                  |
| Real net assets                        | (Billions of yen) | 14,601.4                 | (0.3)  | 28.9   | 14,649.5                | 11,323.9                    |
| Real net assets/General account assets | (%)               | 18.1                     | —  | —  | 18.0                    | 13.4                        |
| Solvency margin ratio                  | (%)               | 1,458.0                  | (112.3)  | (121.4)  | 1,570.3                 | 1,579.4                     |

\* Increase (decrease) as % of March 31, 2016 and September 30, 2015 show rate of increase or decrease. (Solvency margin ratio shows points of increase or decrease.)

(3) Core profit and Positive spread

|             |                   | Six Months Ended September 30, 2016                                   |  | Fiscal Year Ended<br>March 31, 2016 | Six Months Ended<br>September 30, 2015 |
|-------------|-------------------|---|--|-------------------------------------|--|
|             |                   | Increase (Decrease)<br>as % of<br>Fiscal Year Ended<br>March 31, 2016 | Increase (Decrease)<br>as % of<br>Six Months Ended<br>September 30, 2015 |                                     |  |
| Core profit | (Millions of yen) | 194,418   | —  | 464,285                             | 239,927                                |

\* Increase (decrease) as % of six months ended September 30, 2015 shows rate of increase or decrease.

|                 |                   | Forecast for the Fiscal Year Ending<br>March 31, 2017 | Results of the Fiscal Year Ended<br>March 31, 2016 |
|-----------------|-------------------|---|--|
| Positive spread | (Billions of yen) | To be decreased.                                      | 97.4   |

(4) Breakdown of core profit

|   |                   | Six Months Ended September 30, 2016                                   |  | Fiscal Year Ended<br>March 31, 2016 | Six Months Ended<br>September 30, 2015 |
|---|-------------------|---|--|-------------------------------------|--|
|   |                   | Increase (Decrease)<br>as % of<br>Fiscal Year Ended<br>March 31, 2016 | Increase (Decrease)<br>as % of<br>Six Months Ended<br>September 30, 2015 |                                     |  |
| Positive spread                                       | (Millions of yen) | 29,997  | —  | 97,437                              | 42,074                                 |
| Core profit attributable to life insurance activities | (Millions of yen) | 164,421   | —  | 366,848                             | 197,852                                |

\* Increase (decrease) as % of six months ended September 30, 2015 shows rate of increase or decrease.

(5) Reserves

|  |                   | As of September 30, 2016                             |  |             | As of<br>March 31, 2016 | As of<br>September 30, 2015 |
|--|-------------------|--|--|-------------|-------------------------|-----------------------------|
|  |                   | Increase (Decrease)<br>Compared to<br>March 31, 2016 | Increase (Decrease)<br>Compared to<br>September 30, 2015 |             |                         |                             |
| Policy reserves<br>(excluding contingency reserve) | (Millions of yen) | 69,243,049   | (744,606)  | (2,019,188) | 69,987,656              | 71,262,238                  |
| Reserve for price fluctuations                     | (Millions of yen) | 752,641  | (29,627)   | 10,084      | 782,268                 | 742,556                     |
| Contingency reserve                                | (Millions of yen) | 2,314,244  | (60,602)   | (123,231)   | 2,374,846               | 2,437,475                   |
| Contingency reserve I                              | (Millions of yen) | 185,424  | (3,003)  | (6,044)     | 188,428                 | 191,468                     |
| Contingency reserve II                             | (Millions of yen) | 2,054,727  | (52,969)   | (107,564)   | 2,107,696               | 2,162,291                   |
| Contingency reserve III                            | (Millions of yen) | —  | —  | —           | —                       | —                           |
| Contingency reserve IV                             | (Millions of yen) | 74,092   | (4,629)  | (9,621)     | 78,722                  | 83,714                      |
| Contingency funds                                  | (Millions of yen) | —  | —  | —           | —                       | —                           |
| Fund for price fluctuation allowance               | (Millions of yen) | —  | —  | —           | —                       | —                           |

\* Increase (decrease) compared to March 31, 2016 and September 30, 2015 show actual amounts of increase or decrease.

(6) Unrealized gains (losses)

|                    |                   | As of September 30, 2016                             |  |           | As of<br>March 31, 2016 | As of<br>September 30, 2015 |
|--------------------|-------------------|--|--|-----------|-------------------------|-----------------------------|
|                    |                   | Increase (Decrease)<br>Compared to<br>March 31, 2016 | Increase (Decrease)<br>Compared to<br>September 30, 2015 |           |                         |                             |
| Securities         | (Millions of yen) | 9,567,197  | (2,963)  | 3,294,246 | 9,570,161               | 6,272,951                   |
| Domestic stocks    | (Millions of yen) | 118,236  | (18,854)   | (82,071)  | 137,091                 | 200,307                     |
| Domestic bonds     | (Millions of yen) | 9,254,584  | 144,297  | 3,546,164 | 9,110,287               | 5,708,420                   |
| Foreign securities | (Millions of yen) | 192,312  | (130,426)  | (172,415) | 322,738                 | 364,728                     |
| Real estate        | (Millions of yen) | —  | —  | —         | —                       | —                           |

\* Securities invested in money held in trust are included.

\* The Company does not hold real estate assets.

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

\* Increase (decrease) compared to March 31, 2016 and September 30, 2015 show actual amounts of increase or decrease.

## (7) Investment results and plans

|                           |                   | Actual results for the first half | Plans for the second half   |
|---------------------------|-------------------|-----------------------------------|---|
| Domestic stocks           | (Millions of yen) | 99,672                            | Basically to be increased. Balances will be flexibly adjusted depending on market developments. |
| Domestic bonds            | (Millions of yen) | (1,582,778)                       | To be decreased.  |
| Foreign stocks and others | (Millions of yen) | (10,794)                          | Basically to be increased. Balances will be flexibly adjusted depending on market developments. |
| Foreign bonds             | (Millions of yen) | 979,297                           | Basically to be increased. Balances will be flexibly adjusted depending on market developments. |
| Real estate               | (Millions of yen) | —                                 | —   |

\* Securities invested in money held in trust are included.

\* The Company does not hold real estate assets.

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

## (8) Break-even levels

|                                  |         | As of September 30, 2016 |
|----------------------------------|---------|--------------------------|
| Domestic stocks (Nikkei Average) | (Yen)   | 15,212                   |
| Domestic stocks (TOPIX)          | (Point) | 1,213                    |
| Domestic bonds                   | (%)     | 1.3                      |
| Foreign securities               | (Yen)   | 93                       |

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

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

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

## (9) Outlook for the Fiscal Year Ending March 31, 2017

|                               |                   | Forecast for the Fiscal Year Ending March 31, 2017 |
|-------------------------------|-------------------|--|
| Insurance premiums and others | (Billions of yen) | To be increased.                                   |
| Core profit                   | (Millions of yen) | To be decreased.                                   |

## (10) Cross holdings of capital with banks

### (i) Contributions from banks (gross)

|                                 |                   | As of September 30, 2016 |
|---------------------------------|-------------------|--------------------------|
| Contributions to funds (stocks) | (Millions of yen) | 1,422                    |
| Subordinated loans and others   | (Millions of yen) | —                        |

\* Contributions to stocks are assessed at market value of the Company's shares held by banks, trust banks (excluding trust accounts), and Shinkin banks as of September 30, 2016.

### (ii) Contributions to banks (gross)

|                                       |                   | As of September 30, 2016 |
|---------------------------------------|-------------------|--------------------------|
| Bank shares held (total market value) | (Millions of yen) | 86,966                   |
| Subordinated loans and others         | (Millions of yen) | 62,436                   |

\* Securities invested as money held in trust are included.

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

\* Subordinated loans etc. are subordinated loans and subordinated bonds.

## (11) Number of employees

|                  |                     | As of September 30, 2016                   |  | As of March 31, 2016 | As of September 30, 2015 |
|------------------|---------------------|--|--|----------------------|--------------------------|
|                  |                     | Increase (Decrease) as % of March 31, 2016 | Increase (Decrease) as % of September 30, 2015 |                      |                          |
| Sales personnel  | (Number of persons) | 1,143                                      | 4.0  | 1,099                | 1,125                    |
| Office personnel | (Number of persons) | 6,452                                      | 2.8  | 6,279                | 6,389                    |

\* Increase (decrease) as % of March 31, 2016 and September 30, 2015 show rate of increase or decrease.

## (12) Bancassurance sales

None.

Other Items

\* Provision for (reversal of) general account policy reserves associated with minimum guarantee for variable annuities, etc.  
None.