

UNOFFICIAL TRANSLATION

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

May 15, 2020  
JAPAN POST INSURANCE Co., Ltd.

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

(1) Policies

|                                                        |                   | Fiscal Year Ended March 31, 2019 |                                                                       | Six Months Ended September 30, 2019 |                                                                          | Fiscal Year Ended March 31, 2020 |                                                                       |
|--------------------------------------------------------|-------------------|----------------------------------|-----------------------------------------------------------------------|-------------------------------------|--------------------------------------------------------------------------|----------------------------------|-----------------------------------------------------------------------|
|                                                        |                   |                                  | Increase (Decrease) as<br>% of<br>Fiscal Year Ended<br>March 31, 2018 |                                     | Increase (Decrease) as<br>% of<br>Six Months Ended<br>September 30, 2018 |                                  | Increase (Decrease) as<br>% of<br>Fiscal Year Ended<br>March 31, 2019 |
| Annualized premiums from new policies                  | (Millions of yen) | 351,570                          | (6.6)                                                                 | 131,949                             | (28.5)                                                                   | 147,280                          | (58.1)                                                                |
| Of which, medical coverage, living benefits and others | (Millions of yen) | 61,618                           | 4.1                                                                   | 21,136                              | (36.1)                                                                   | 22,132                           | (64.1)                                                                |
| Annualized premiums from policies in force             | (Millions of yen) | 3,816,419                        | (1.1)                                                                 | 3,749,065                           | (2.5)                                                                    | 3,556,673                        | (6.8)                                                                 |
| Of which, medical coverage, living benefits and others | (Millions of yen) | 410,929                          | 7.5                                                                   | 412,838                             | 3.3                                                                      | 393,881                          | (4.1)                                                                 |
| Insurance premiums and others                          | (Millions of yen) | 3,959,928                        | (6.5)                                                                 | 1,801,184                           | (11.7)                                                                   | 3,245,541                        | (18.0)                                                                |
| Of which, individual insurance sector                  | (Millions of yen) | 3,353,120                        | (3.3)                                                                 | 1,549,937                           | (10.0)                                                                   | 2,767,826                        | (17.5)                                                                |
| Of which, group insurance sector                       | (Millions of yen) | —                                | —                                                                     | —                                   | —                                                                        | —                                | —                                                                     |
| Policy amount of policies in force                     | (Millions of yen) | 55,331,354                       | 0.4                                                                   | 54,358,504                          | (1.8)                                                                    | 51,846,228                       | (6.3)                                                                 |
| Policy amount of surrenders and lapses                 | (Millions of yen) | 2,586,564                        | 14.9                                                                  | 1,261,810                           | (3.4)                                                                    | 2,488,350                        | (3.8)                                                                 |

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

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

\* Insurance premiums and others 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.

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

\* 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 March 31, 2019 |                                                  | As of September 30, 2019 |                                                      | As of March 31, 2020 |                                                  |
|-----------------------|-------------------|----------------------|--------------------------------------------------|--------------------------|------------------------------------------------------|----------------------|--------------------------------------------------|
|                       |                   |                      | Increase (Decrease) as<br>% of<br>March 31, 2018 |                          | Increase (Decrease) as<br>% of<br>September 30, 2018 |                      | Increase (Decrease) as<br>% of<br>March 31, 2019 |
| Total assets          | (Millions of yen) | 73,905,017           | (3.8)                                            | 73,034,186               | (2.3)                                                | 71,664,781           | (3.0)                                            |
| Real net assets       | (Billions of yen) | 13,535.7             | 4.9                                              | 14,189.0                 | 19.3                                                 | 12,350.9             | (8.8)                                            |
| Solvency margin ratio | (%)               | 1,189.8              |                                                  | 1,189.5                  |                                                      | 1,070.9              |                                                  |

(3) Core profit, Positive spread and Investment yield

|             |                   | Fiscal Year Ended March 31, 2019 |                                                                       | Fiscal Year Ended March 31, 2020 |                                                                       | Forecast for the Fiscal Year<br>Ending March 31, 2021 |
|-------------|-------------------|----------------------------------|-----------------------------------------------------------------------|----------------------------------|-----------------------------------------------------------------------|-------------------------------------------------------|
|             |                   |                                  | Increase (Decrease) as<br>% of<br>Fiscal Year Ended<br>March 31, 2018 |                                  | Increase (Decrease) as<br>% of<br>Fiscal Year Ended<br>March 31, 2019 |                                                       |
| Core profit | (Millions of yen) | 377,176                          | (2.3)                                                                 | 400,609                          | 6.2                                                                   | To be decreased                                       |

|                 |                   | Fiscal Year Ended March 31, 2019 |                                                                           | Fiscal Year Ended March 31, 2020 |                                                                           | Forecast for the Fiscal Year<br>Ending March 31, 2021 |
|-----------------|-------------------|----------------------------------|---------------------------------------------------------------------------|----------------------------------|---------------------------------------------------------------------------|-------------------------------------------------------|
|                 |                   |                                  | Increase (Decrease)<br>compared to<br>Fiscal Year Ended<br>March 31, 2018 |                                  | Increase (Decrease)<br>compared to<br>Fiscal Year Ended<br>March 31, 2019 |                                                       |
| Positive spread | (Billions of yen) | 58.4                             | (7.4)                                                                     | 80.4                             | 22.0                                                                      | To be decreased                                       |

|                                    |     | Fiscal Year Ended March 31,<br>2019 |  | Fiscal Year Ended March 31,<br>2020 |  | Forecast for the Fiscal Year<br>Ending March 31, 2021 |
|------------------------------------|-----|-------------------------------------|--|-------------------------------------|--|-------------------------------------------------------|
|                                    |     |                                     |  |                                     |  |                                                       |
| Investment return on core profit   | (%) | 1.79                                |  | 1.82                                |  | To be decreased                                       |
| Investment yield (General account) | (%) | 1.42                                |  | 1.41                                |  | To be decreased                                       |
| Average assumed rates of return    | (%) | 1.70                                |  | 1.69                                |  | To be almost flat                                     |

(4) Breakdown of core profit

|                                                       |                   | Fiscal Year Ended March 31, 2019 |                                                                           | Fiscal Year Ended March 31, 2020 |                                                                           |
|-------------------------------------------------------|-------------------|----------------------------------|---------------------------------------------------------------------------|----------------------------------|---------------------------------------------------------------------------|
|                                                       |                   |                                  | Increase (Decrease)<br>compared to<br>Fiscal Year Ended<br>March 31, 2018 |                                  | Increase (Decrease)<br>compared to<br>Fiscal Year Ended<br>March 31, 2019 |
| Positive spread                                       | (Millions of yen) | 58,460                           | (7,414)                                                                   | 80,466                           | 22,005                                                                    |
| Core profit attributable to life insurance activities | (Millions of yen) | 318,715                          | (1,608)                                                                   | 320,142                          | 1,426                                                                     |

## (5) Reserves

|                                                    |                   | As of March 31, 2019 |                                                      | As of September 30, 2019 |                                                          | As of March 31, 2020 |                                                      |
|----------------------------------------------------|-------------------|----------------------|------------------------------------------------------|--------------------------|----------------------------------------------------------|----------------------|------------------------------------------------------|
|                                                    |                   |                      | Increase (Decrease)<br>compared to<br>March 31, 2018 |                          | Increase (Decrease)<br>compared to<br>September 30, 2018 |                      | Increase (Decrease)<br>compared to<br>March 31, 2019 |
| Policy reserves<br>(excluding contingency reserve) | (Millions of yen) | 63,097,793           | (2,565,155)                                          | 61,970,735               | (2,553,879)                                              | 60,495,799           | (2,601,994)                                          |
| Reserve for price fluctuations                     | (Millions of yen) | 897,492              | (19,251)                                             | 871,855                  | (46,822)                                                 | 858,339              | (39,152)                                             |
| Contingency reserve                                | (Millions of yen) | 1,962,755            | (151,592)                                            | 1,880,448                | (158,749)                                                | 1,797,366            | (165,388)                                            |
| Contingency funds                                  | (Millions of yen) | —                    | —                                                    | —                        | —                                                        | —                    | —                                                    |
| Fund for price fluctuation allowance               | (Millions of yen) | —                    | —                                                    | —                        | —                                                        | —                    | —                                                    |

## (6) Unrealized gains (losses)

|                    |                   | As of March 31, 2019 |                                                      | As of September 30, 2019 |                                                          | As of March 31, 2020 |                                                      |
|--------------------|-------------------|----------------------|------------------------------------------------------|--------------------------|----------------------------------------------------------|----------------------|------------------------------------------------------|
|                    |                   |                      | Increase (Decrease)<br>compared to<br>March 31, 2018 |                          | Increase (Decrease)<br>compared to<br>September 30, 2018 |                      | Increase (Decrease)<br>compared to<br>March 31, 2019 |
| Securities         | (Millions of yen) | 8,508,462            | 738,934                                              | 9,343,512                | 2,533,636                                                | 7,586,866            | (921,596)                                            |
| Domestic stocks    | (Millions of yen) | 280,440              | (172,710)                                            | 278,696                  | (174,772)                                                | 55,159               | (225,280)                                            |
| Domestic bonds     | (Millions of yen) | 7,943,172            | 699,492                                              | 8,558,062                | 2,301,571                                                | 7,263,044            | (680,128)                                            |
| Foreign securities | (Millions of yen) | 275,269              | 189,722                                              | 427,279                  | 287,782                                                  | 400,455              | 125,186                                              |
| Real estate        | (Millions of yen) | —                    | —                                                    | —                        | —                                                        | —                    | —                                                    |

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

\* The Company does not hold real estate.

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

## (7) Investment results

|                           |                   | Actual results for the Fiscal<br>Year Ended March 31, 2020 |
|---------------------------|-------------------|------------------------------------------------------------|
| Domestic stocks           | (Millions of yen) | 9,136                                                      |
| Domestic bonds            | (Millions of yen) | (2,174,242)                                                |
| Foreign stocks and others | (Millions of yen) | 349,987                                                    |
| Foreign bonds             | (Millions of yen) | (586,613)                                                  |
| Real estate               | (Millions of yen) | —                                                          |

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

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

## (8) Break-even levels

|                    |         | As of March 31, 2020 |
|--------------------|---------|----------------------|
| Nikkei Average     | (Yen)   | 18,300               |
| TOPIX              | (Point) | 1,340                |
| Domestic bonds     | (%)     | 1.1                  |
| Foreign securities | (Yen)   | 80                   |

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

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

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

## (9) Outlook for the Fiscal Year Ending March 31, 2021

|                               |  | Forecast for the Fiscal Year<br>Ending March 31, 2021 |
|-------------------------------|--|-------------------------------------------------------|
| Insurance premiums and others |  | To be decreased                                       |

## (10) Number of employees

|                  |                     | As of March 31, 2019 |                                                  | As of September 30, 2019 |                                                      | As of March 31, 2020 |                                                  |
|------------------|---------------------|----------------------|--------------------------------------------------|--------------------------|------------------------------------------------------|----------------------|--------------------------------------------------|
|                  |                     |                      | Increase (Decrease) as<br>% of<br>March 31, 2018 |                          | Increase (Decrease) as<br>% of<br>September 30, 2018 |                      | Increase (Decrease) as<br>% of<br>March 31, 2019 |
| Sales personnel  | (Number of persons) | 1,154                | 0.5                                              | 1,159                    | (2.1)                                                | 1,104                | (4.3)                                            |
| Office personnel | (Number of persons) | 6,463                | 1.9                                              | 6,720                    | 1.4                                                  | 6,534                | 1.1                                              |

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

|                                           |                   | Fiscal Year Ended March 31, 2019 |                                                                       | Fiscal Year Ended March 31, 2020 |                                                                       |
|-------------------------------------------|-------------------|----------------------------------|-----------------------------------------------------------------------|----------------------------------|-----------------------------------------------------------------------|
|                                           |                   |                                  | Increase (Decrease) as<br>% of<br>Fiscal Year Ended<br>March 31, 2018 |                                  | Increase (Decrease) as<br>% of<br>Fiscal Year Ended<br>March 31, 2019 |
| Individual insurance/Individual annuities | (Millions of yen) | 19,689                           | (8.9)                                                                 | 15,460                           | (21.5)                                                                |
| Others                                    | (Millions of yen) | 92,117                           | (4.2)                                                                 | 93,775                           | 1.8                                                                   |

## (12) Bancassurance sales

None

Other Question Items (Fiscal Year Ended March 31, 2020)

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

None