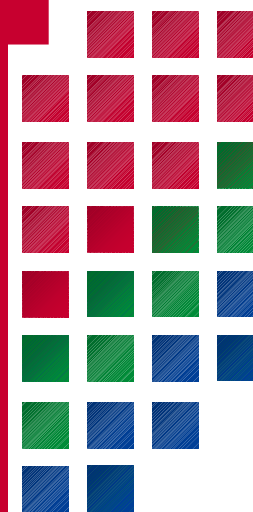


**Financial Highlights
for the Three Months Ended June 30, 2022**

August 10, 2022



Japan Post Holdings: Financial Highlights

■ Results of Operations for the Three Months Ended June 30, 2022

(Billions of yen)

| | Japan Post Holdings (Consolidated) | Subsidiaries | | |
|---|---------------------------------------|----------------------------------|-----------------------------------|--|
| | | Japan Post Co. (Consolidated) | Japan Post Bank (Consolidated) | Japan Post Insurance (Consolidated) |
| Ordinary income | 2,718.2 | 856.3 | 448.8 | 1,608.9 |
| Year-on-year (for the three months ended June 30, 2021) Change | (145.8) (5.1)% | (47.6) (5.3)% | (56.7) (11.2)% | (56.1) (3.4)% |
| Net ordinary income | 162.5 | 27.3 | 120.4 | 13.4 |
| Year-on-year (for the three months ended June 30, 2021) Change | (125.8) (43.6)% | (7.2) (20.9)% | (42.2) (25.9)% | (78.6) (85.4)% |
| Net income | 118.5 | 29.7 | 88.8 | 11.6 |
| Year-on-year (for the three months ended June 30, 2021) Change | (41.1) (25.8)% | (2.9) (9.0)% | (32.0) (26.4)% | (29.5) (71.8)% |

■ Forecast for the Fiscal Year Ending March 31, 2023

| | | | | |
|----------------------------|--------------|---------|---------|---------|
| Net ordinary income | 700.0 | 95.0 | 445.0 | 160.0 |
| [percentage achievement] | [23.2%] | [28.8%] | [27.0%] | [8.4%] |
| Net income | 400.0 | 60.0 | 320.0 | 71.0 |
| [percentage achievement] | [29.6%] | [49.6%] | [27.7%] | [16.4%] |

Notes: 1. Figures less than ¥0.1 billion are rounded down. The figures of Japan Post Holdings (consolidated) and the combined figures of each subsidiary do not correspond because of other consolidated accounting procedures, etc.

2. The amount of ordinary profit on the consolidated statements of income of Japan Post Insurance has been used for net ordinary income of Japan Post Insurance.

3. The amounts of net income attributable to Japan Post Holdings, net income attributable to Japan Post Co., net income attributable to Japan Post Bank and net income attributable to Japan Post Insurance have been used for net income of Japan Post Holdings (consolidated), Japan Post Co. (consolidated), Japan Post Bank (consolidated) and Japan Post Insurance (consolidated), respectively.

Japan Post Co. (Consolidated) [Postal and Domestic Logistics Business]: Financial Results

- The volume of items handled decreased by 2.5% in total year-on-year. Mail decreased by 2.5% and Yu-Mail decreased by 1.7%. Yu-Pack (note¹) decreased by 5.7% year-on-year (including a decline of 7.3% in Yu-Packet), due mainly to the severe competitive environment.
- Operating income decreased by ¥13.5 billion year-on-year (a decrease of 2.8% year-on-year) due mainly to a decrease in volume of items handled.
- Net operating income decreased by ¥16.3 billion year-on-year (a decrease of 80.5% year-on-year), partly as a result of an increase in operating expenses of ¥2.8 billion year-on-year (an increase of 0.6% year-on-year), despite cost control initiatives and other measures.

Analysis of Year-on-year Change in Net Operating Income

(Billions of yen)

| [Trends in Net Operating Income] | | |
|----------------------------------|------|------|
| 2020 | 2021 | 2022 |
| 15.4 | 20.3 | 3.9 |

(three months ended June 30)



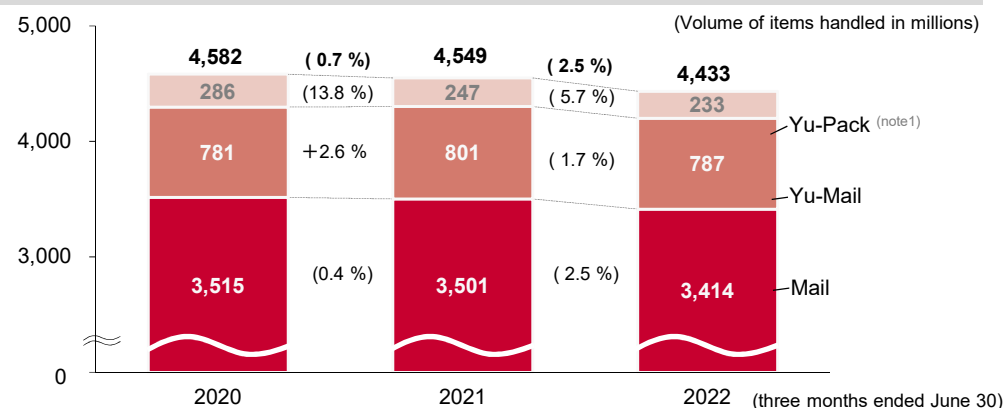
| | |
|--|-------|
| Parcels (Yu-Pack (note ¹) and Yu-Mail) | (7.2) |
| Sales revenue of Postage Stamps and Postcards | (3.8) |
| Standard mail | (3.3) |
| International mails | (3.1) |
| Revenue from new subsidiaries (note ²) | + 6.4 |
| Facility expenses | + 2.0 |
| Domestic collection, Delivery outsourcing expenses | (0.9) |
| International mails delivery expenses | (0.5) |
| Salaries and allowances, etc. | + 1.5 |

Notes: 1. Yu-Pack includes Yu-Packet.

2. Revenue from new subsidiaries included in the scope of consolidation from the three months ended September 30, 2021.

Trends in Volume of Items Handled

(Volume of items handled in millions)



Results of Operations for the Three Months Ended June 30, 2022

(Billions of yen)

| | Fmonths or the three ended June 30, 2022 | For the three months ended June 30, 2021 | Year-on-year change |
|----------------------|--|--|---------------------|
| Operating income | 475.0 | 488.5 | (13.5) |
| Operating expenses | 471.0 | 468.1 | + 2.8 |
| Personnel expenses | 302.8 | 300.6 | + 2.1 |
| Other expenses | 168.1 | 167.5 | + 0.6 |
| Net operating income | 3.9 | 20.3 | (16.3) |

Japan Post Co. (Consolidated) [Post Office Business]: Financial Results

- Operating income decreased by ¥16.5 billion year-on-year (a decrease of 5.8% year-on-year), with a continuing decrease in insurance commissions and banking commissions.
- Net operating income increased by ¥9.4 billion year-on-year (an increase of 82.9% year-on-year), as operating expenses fell by ¥26.0 billion year-on-year (a decrease of 9.5% year-on-year), primarily as a result of a significant decrease in personnel expenses associated with the transition to the Japan Post Insurance's new sales system from April 2022.

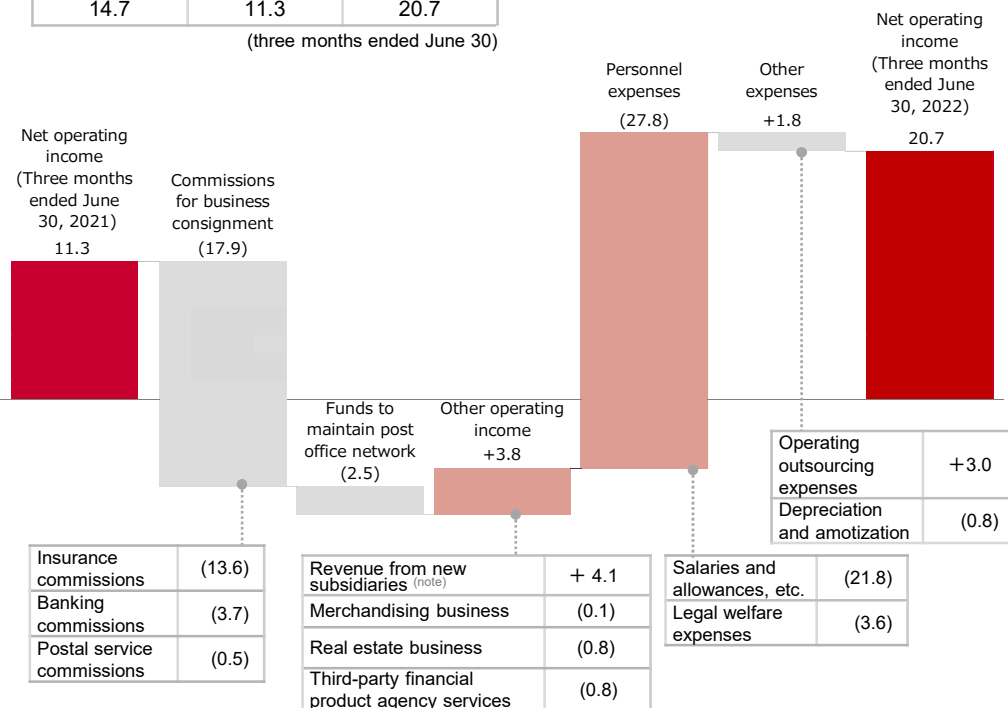
Analysis of Year-on-Year Change in Net Operating Income

[Trends in Net Operating Income]

| 2020 | 2021 | 2022 |
|------|------|------|
| 14.7 | 11.3 | 20.7 |

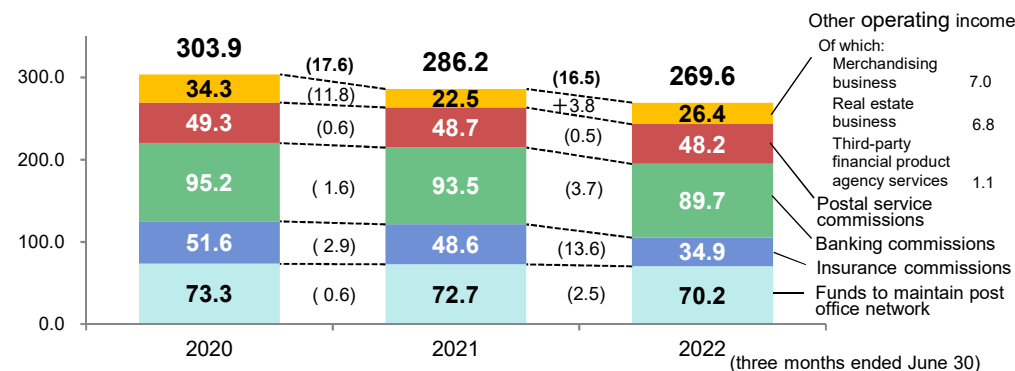
(three months ended June 30)

(Billions of yen)



Trends in the Earnings Structure

(Billions of yen)



Results of Operations for the Three Months Ended June 30, 2022

(Billions of yen)

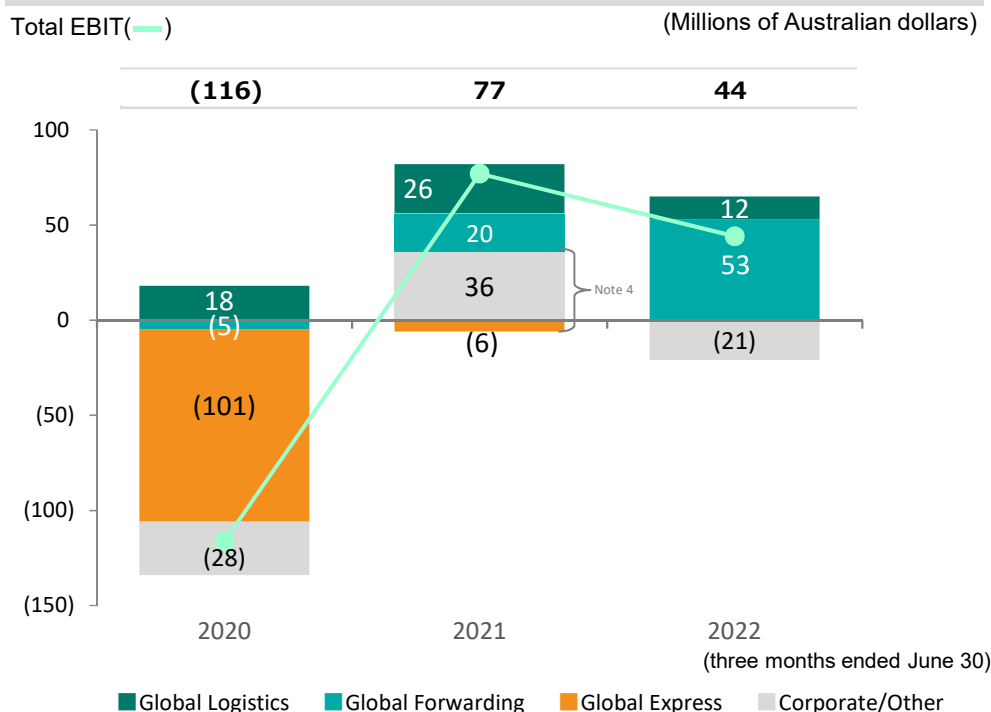
| | For the three months ended June 30, 2022 | For the three months ended June 30, 2021 | Year-on-year change |
|-----------------------------|--|--|---------------------|
| Operating income | 269.6 | 286.2 | (16.5) |
| Operating expenses | 248.8 | 274.8 | (26.0) |
| Personnel expenses | 180.5 | 208.4 | (27.8) |
| Other expenses | 68.2 | 66.4 | +1.8 |
| Net operating income | 20.7 | 11.3 | +9.4 |

Note: Revenue from new subsidiaries included in the scope of consolidation from the three months ended September 30, 2021.

Japan Post Co. (Consolidated) [International Logistics Business]: Financial Results

- Operating income decreased by A\$397 million year-on-year (a decrease of 18.5% year-on-year), due to the impact of a reduction in income associated with the transfer of the Global Express business in August 2021, despite a continuing increase in the Global Forwarding business due to greater cargo demand from the previous fiscal year.
- Operating expenses also decreased due to the reduction in expenses related to the Global Express business, but net operating income (EBIT) declined by A\$33 million year-on-year (a decrease of 42.8% year-on-year).

Trends in Net Operating Income (Loss) (EBIT)



Results of Operations for the Three Months Ended June 30, 2022

(Millions of Australian dollars)
[Billions of yen]

| | For the three months ended June 30, 2022 | For the three months ended June 30, 2021 | Year-on-year change |
|-----------------------------|--|--|---------------------|
| Operating income (revenue) | 1,750 [162.0] | 2,148 [181.1] | (397) [(19.0)] |
| Operating expenses | 1,706 [157.9] | 2,071 [174.6] | (364) [(16.6)] |
| Personnel expenses | 401 [37.1] | 597 [50.3] | (196) [(13.2)] |
| Other expenses | 1,304 [120.8] | 1,473 [124.2] | (168) [(3.4)] |
| Net operating income (EBIT) | 44 [4.0] | 77 [6.5] | (33) [(2.4)] |

Notes: 1. Operating income (revenue), operating expenses and net operating income (loss) (EBIT) are the total amount of Toll, JP Toll Logistics and Toll Express Japan, respectively.

2. Figures for the fiscal year ended March 31, 2022 and 2021 in the above graph have been reclassified due to a partial reclassification of businesses between segments for each fiscal year (total amounts are unchanged).

3. Figures in square brackets are presented in billions of yen (Average exchange rate for the three months ended June 30, 2022: ¥92.60 to A\$1.00 and for the three months ended June 30, 2021: ¥84.32 to A\$1.00).

4. Depreciation and amortization that have been suspended based on IFRS are recorded in operating income (loss) (EBIT) for the Global Express business for the three months ended June 30, 2021 (the effect of this is offset through Corporate/Other).

Japan Post Co. (Consolidated): Financial Highlights

- Operating income decreased by ¥48.6 billion year-on-year (a decrease of 5.4% year-on-year, including an increase of ¥16.3 billion attributable to the effect of exchange rate fluctuations).
- Net operating income decreased by ¥10.0 billion year-on-year (a decrease of 27.4% year-on-year) to ¥26.7 billion, due to decreases in net operating income in the postal and domestic logistics business and the international logistics business, despite an increase in net operating income in the post office business. Net ordinary income decreased by ¥7.2 billion year-on-year (a decrease of 20.9% year-on-year) to ¥27.3 billion, and net income decreased by ¥2.9 billion year-on-year (a decrease of 9.0% year-on-year) to ¥29.7 billion.

Analysis of Year-on-year Change in Net Income

(Billions of yen)

[Trends in Net Operating Income]

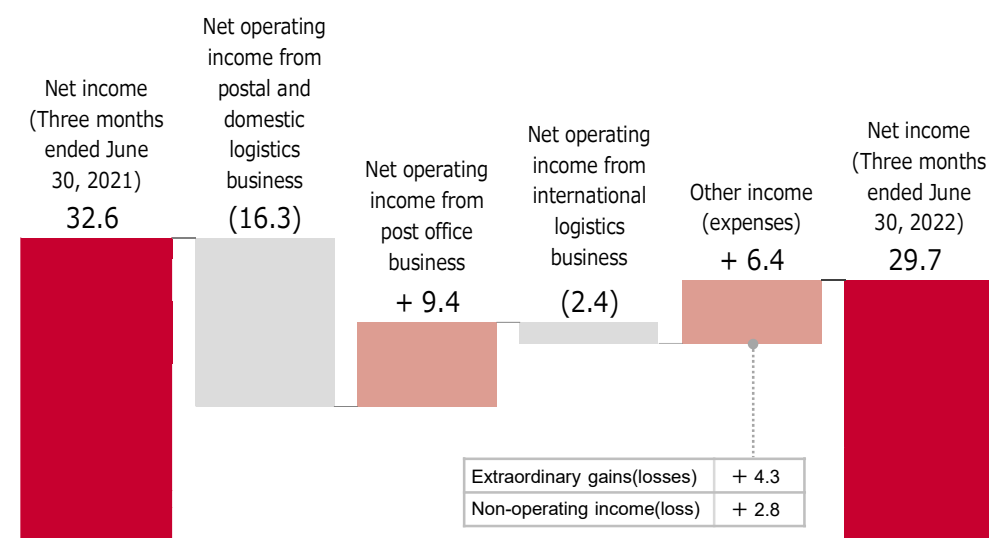
| 2020 | 2021 | 2022 |
|------|------|------|
| 20.4 | 36.8 | 26.7 |

(three months ended June 30)

[Trends in Net Income]

| 2020 | 2021 | 2022 |
|------|------|------|
| 16.6 | 32.6 | 29.7 |

(three months ended June 30)



Results of Operations for the Three Months Ended June 30, 2022

(Billions of yen)

| | For the three months ended June 30, 2022 | For the three months ended June 30, 2021 | Year-on-year change |
|----------------------------|--|--|---------------------|
| Operating income | 853.5 | 902.2 | (48.6) |
| Operating expenses | 826.8 | 865.3 | (38.5) |
| Personnel expenses | 520.5 | 559.4 | (38.8) |
| Other expenses | 306.2 | 305.9 | + 0.2 |
| Net operating income | 26.7 | 36.8 | (10.0) |
| Net ordinary income | 27.3 | 34.5 | (7.2) |
| Extraordinary gains | 5.2 | 0.8 | + 4.3 |
| Income before income taxes | 32.6 | 35.4 | (2.8) |
| Net income | 29.7 | 32.6 | (2.9) |

Japan Post Bank (Consolidated): Financial Highlights

Consolidated Results of Operations for the Three Months Ended June 30, 2022

(Billions of yen)

| | For the three months ended | | Year-on-year change |
|--|----------------------------|---------------|---------------------|
| | June 30, 2022 | June 30, 2021 | |
| Consolidated gross operating profit | 328.6 | 399.1 | (70.4) |
| Net interest income | 233.7 | 323.0 | (89.2) |
| Net fees and commissions | 37.7 | 32.3 | + 5.3 |
| Net other operating income | 57.1 | 43.8 | + 13.3 |
| Gains (losses) on foreign exchanges | 24.3 | 69.6 | (45.3) |
| Gains (losses) on Japanese government bonds, etc. | 32.7 | (25.9) | + 58.7 |
| General and administrative expenses <small>(excludes non-recurring losses)</small> | 236.6 | 253.0 | (16.3) |
| Provision for general reserve for possible loan losses | - | 0.0 | (0.0) |
| Consolidated net operating profit | 91.9 | 146.1 | (54.1) |
| Non-recurring gains (losses) | 28.4 | 16.5 | + 11.8 |
| Net ordinary income | 120.4 | 162.6 | (42.2) |
| Net income | 88.8 | 120.8 | (32.0) |

Overview

- Consolidated gross operating profit
Net interest income decreased by ¥89.2 billion year-on-year, primarily as a result of a decrease in income from foreign bond investment trusts.
Net fees and commissions increased by ¥5.3 billion year-on-year.
Net other operating income increased by ¥13.3 billion year-on-year, mainly as a result of an increase in gains on Japanese government bonds, etc.
- General and administrative expenses
Decreased by ¥16.3 billion year-on-year, due mainly to lower commissions paid to Japan Post Co. and deposit insurance premiums.
- Non-recurring gains (losses)
Increased by ¥11.8 billion year-on-year, due mainly to an expansion in private equity funds and real estate funds.

(Reference (Note))

| | As of | | Change |
|---|---------------|---------------|--------|
| | June 30, 2022 | June 30, 2021 | |
| ROE <small>(Shareholders' equity basis)</small> | 3.80 | 5.26 | (1.45) |
| OHR <small>(Including net gains and losses on money held in trust, etc.)</small> | 66.45 | 61.10 | +5.35 |

Note: Based on the calculation method used for financial targets under the (Japan Post Bank) Medium-Term Management Plan (fiscal years ending March 31, 2022 - 2026):
 ROE = net income / [(shareholders' equity at beginning of period + shareholders' equity at end of period) / 2] x 100
 OHR = general and administrative expenses / (net interest income, etc. + net fees and commissions) x 100
 Net interest income, etc. refers to interest income after deducting interest expenses (including gains and loss on sales, etc.).
 ROE and OHR are calculated based on the figures as of the period ended June 30, 2022, and do not represent the fiscal year ending March 31, 2023.

Japan Post Bank (Non-consolidated): Net Interest Income, etc.

Net Interest Income

Domestic (yen-denominated transactions) (Billions of yen)

| | For the three months ended | | Year-on-year Change |
|--|----------------------------|---------------|---------------------|
| | June 30, 2022 | June 30, 2021 | |
| Net interest income | 160.8 | 148.8 | + 12.0 |
| Interest income | 180.1 | 164.3 | + 15.7 |
| Interest income on Japanese government bonds | 67.2 | 80.2 | (13.0) |
| Interest expenses | 19.2 | 15.4 | + 3.7 |

Overseas (foreign currency-denominated transactions, yen-denominated transactions with non-residents of Japan) (Billions of yen)

| | For the three months ended | | Year-on-year change |
|---------------------------------------|----------------------------|---------------|---------------------|
| | June 30, 2022 | June 30, 2021 | |
| Net interest income | 72.7 | 174.0 | (101.2) |
| Interest income | 221.7 | 273.5 | (51.7) |
| Interest income on foreign securities | 221.1 | 273.4 | (52.2) |
| Interest expenses | 149.0 | 99.4 | + 49.5 |

Total (Billions of yen)

| | For the three months ended | | Year-on-year change |
|---------------------|----------------------------|---------------|---------------------|
| | June 30, 2022 | June 30, 2021 | |
| Net interest income | 233.6 | 322.9 | (89.2) |
| Interest income | 306.3 | 372.5 | (66.1) |
| Interest expenses | 72.7 | 49.5 | + 23.1 |

Note: For a part of interest income and expenses as well as other operating income and expenses, transactions between "domestic" and "overseas" are offset to calculate totals. As a result, the total of each account may not be equal to the combined total of "domestic" and "overseas" of each item. Income (expenses) from internal funds transactions between "domestic" and "overseas" are included in domestic interest income and overseas interest expenses.

Net Fees and Commissions

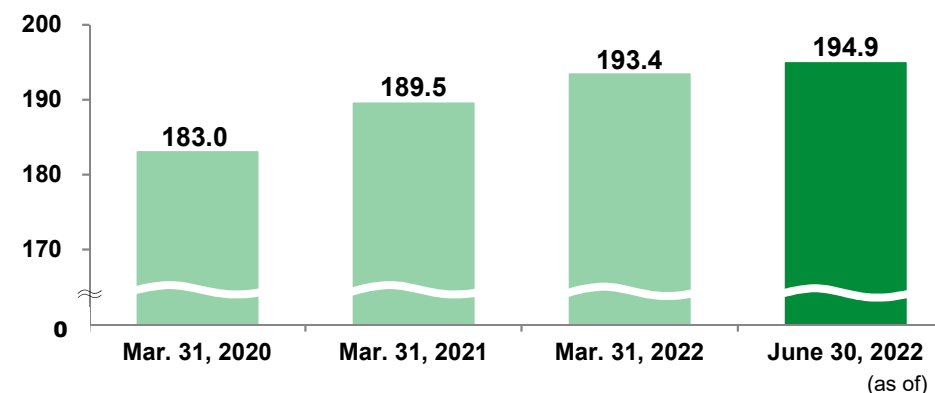
(Billions of yen)

| | For the three months ended | | Year-on-year change |
|--------------------------------------|----------------------------|---------------|---------------------|
| | June 30, 2022 | June 30, 2021 | |
| Net fees and commissions relating to | 37.2 | 32.0 | + 5.2 |
| Exchange and settlement transactions | 22.9 | 21.1 | + 1.8 |
| ATMs | 8.3 | 5.2 | + 3.1 |
| Investment trusts ^(Note) | 3.0 | 3.4 | (0.4) |
| Others | 2.8 | 2.2 | + 0.6 |

Note: Includes Yucho Fund Wrap (discretionary investment service).

Deposit Balance

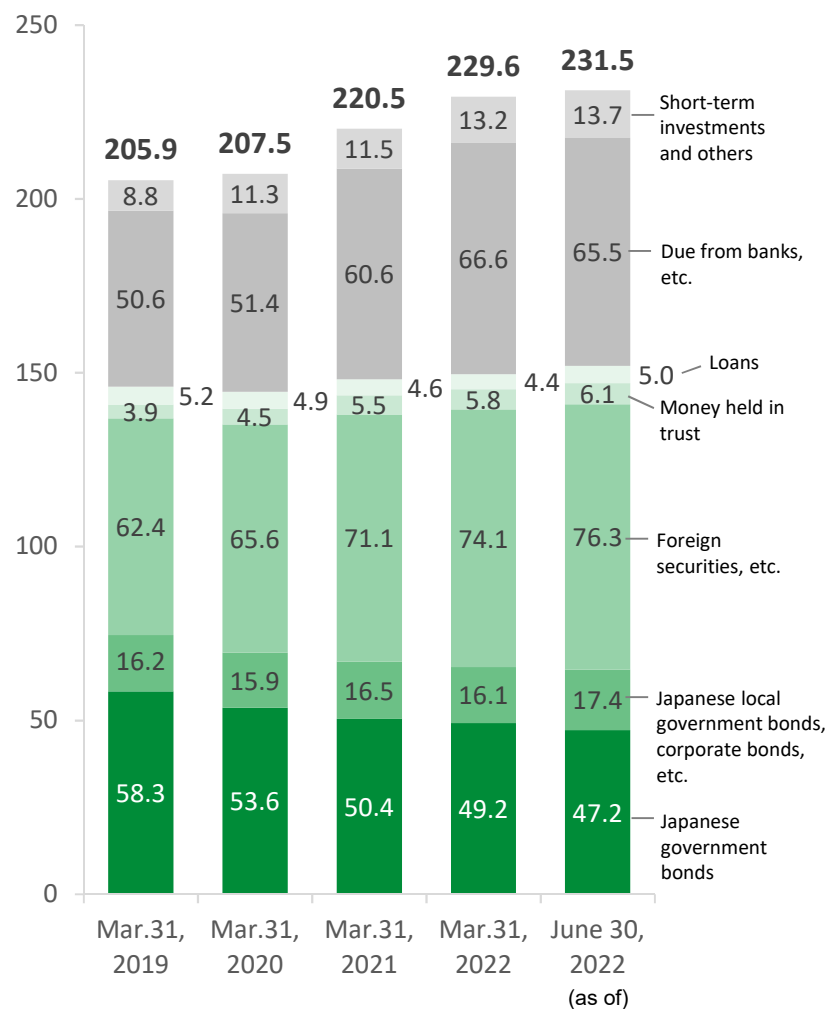
(Trillions of yen)



Japan Post Bank (Non-consolidated): Status of Investment Assets

(Billions of yen)

(Trillions of yen)



| | As of June 30, 2022 | Composition ratio (%) | As of Mar. 31, 2022 | Composition ratio (%) | Change |
|--|---------------------|-----------------------|---------------------|-----------------------|-----------|
| Securities | 141,060.3 | 60.9 | 139,549.1 | 60.7 | + 1,511.2 |
| Japanese government bonds | 47,242.0 | 20.3 | 49,259.7 | 21.4 | (2,017.6) |
| Japanese local government bonds, corporate bonds, etc. ^(Note 1) | 17,448.3 | 7.5 | 16,154.3 | 7.0 | + 1,294.0 |
| Foreign securities, etc. | 76,369.8 | 32.9 | 74,135.0 | 32.2 | + 2,234.8 |
| Foreign bonds | 25,573.6 | 11.0 | 24,509.6 | 10.6 | + 1,063.9 |
| Investment trusts ^(Note 2) | 50,697.3 | 21.8 | 49,534.4 | 21.5 | + 1,162.9 |
| Money held in trust | 6,137.0 | 2.6 | 5,828.2 | 2.5 | + 308.7 |
| Domestic stocks | 1,940.4 | 0.8 | 2,024.6 | 0.8 | (84.1) |
| Loans | 5,051.2 | 2.1 | 4,441.9 | 1.9 | + 609.3 |
| Due from banks, etc. ^(Note 3) | 65,559.6 | 28.3 | 66,622.8 | 29.0 | (1,063.1) |
| Short-term investments and others ^(Note 4) | 13,779.7 | 5.9 | 13,252.3 | 5.7 | + 527.3 |
| Total investment assets | 231,588.0 | 100.0 | 229,694.6 | 100.0 | + 1,893.4 |

Notes: 1. "Japanese local government bonds, corporate bonds, etc." consists of Japanese local government bonds, commercial paper, Japanese corporate bonds and Japanese stocks.

2. The major investment target in "Investment trusts" is foreign bonds, including private equity funds, etc.

3. "Due from banks, etc." consists of negotiable certificates of deposit, Bank of Japan deposits and monetary claims bought.

4. "Short-term investments and others" consists of call loans and receivables under resale agreements, etc.

Japan Post Insurance (Consolidated): Financial Highlights

Results of Operations for the Three Months Ended June 30, 2022

(Billions of yen, %)

| | For the three months ended | | Year-on-year change |
|---|----------------------------|---------------|---------------------|
| | June 30, 2022 | June 30, 2021 | |
| Ordinary income | 1,608.9 | 1,665.1 | (56.1) |
| Ordinary expenses | 1,595.4 | 1,573.0 | + 22.4 |
| Ordinary profit | 13.4 | 92.0 | (78.6) |
| Net income | 11.6 | 41.2 | (29.5) |
| (Reference) Non-consolidated Financial Highlights | | | |
| Core profit ^(Note 2) | 62.2 | 100.0 | (37.8) |
| Net capital gains (losses) ^(Note 2) | (41.0) | 5.3 | (46.4) |
| Non-recurring gains (losses) | (8.0) | (13.7) | + 5.7 |
| Ordinary profit | 13.0 | 91.6 | (78.5) |
| Annualized premiums from new policies (individual insurance) | 16.6 | 11.6 | + 4.9 |
| | As of | | Change |
| | June 30, 2022 | Mar. 31, 2022 | |
| Annualized premiums from policies in force (individual insurance) ^(Note 3) | 3,453.2 | 3,538.9 | (85.7) |
| Solvency margin ratio (consolidated) | 1,021.0 | 1,045.5 | (24.5) |
| Real net assets (consolidated) | 9,011.4 | 10,238.8 | (1,227.3) |

Notes: 1. Figures less than ¥0.1 billion are rounded down.

2. The methods used to calculate core profit and net capital gains (losses) were partially changed from the three months ended June 20, 2022. These changes have been applied in the calculation of figures for the same period of the previous fiscal year.

3. Policies in force for individual insurance include those for Postal Life Insurance Policies, which show contracts reinsured by Japan Post Insurance from the Organization for Postal Savings, Postal Life insurance and Post Office Network.

4. Please refer to "Status of Insurance Policies" on page 10 for annualized premiums from new policies and policies in force for medical care.

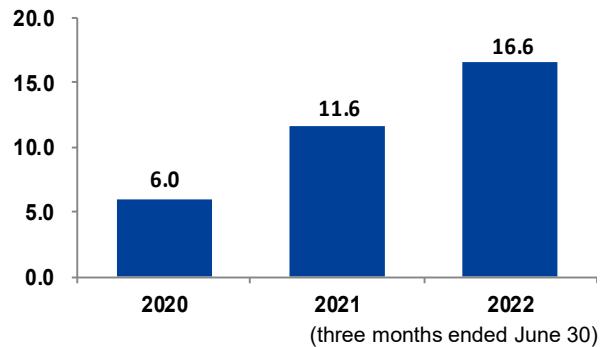
Overview

- Core profit (non-consolidated) declined due to a decrease in insurance-related income resulting mainly from an increase in insurance payments for COVID-19 and fewer policies in force. Due to a deterioration in net capital gains (losses) (non-consolidated) due mainly to asset impairment, ordinary profit (consolidated) decreased by ¥78.6 billion year-on-year to ¥13.4 billion.
- Although the deterioration in net capital gains (losses) (non-consolidated) was offset by the reversal of reserve for price fluctuations, total income taxes were largely unchanged year-on-year. As a result, net income decreased by ¥29.5 billion year-on-year to ¥11.6 billion.
- Annualized premiums from new policies increased compared with the same period of the previous fiscal year for both individual insurance and medical care. ^(Note 4)
- Annualized premiums from policies in force decreased compared with the same period of the previous fiscal year for both individual insurance and medical care. ^(Notes 3 and 4)
- Solvency margin ratio (consolidated), an indicator of financial soundness, amounted to 1,021.0% and real net assets (consolidated) amounted to ¥9,011.4 billion, reflecting a continuously maintained high level of financial soundness. Internal reserves, which are the sum of contingency reserve and reserve for price fluctuations, amounted to ¥2,645.2 billion.

New Policies

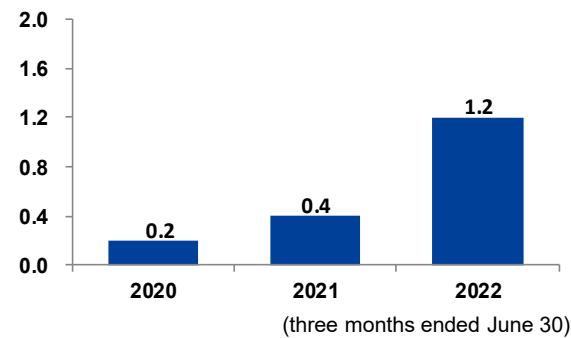
Annualized Premiums from New Policies (Individual Insurance)

(Billions of yen)



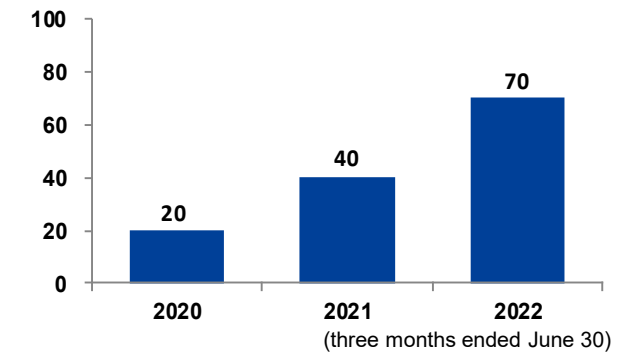
Annualized Premiums from New Policies (Medical Care)

(Billions of yen)



Number of New Policies (Individual Insurance)

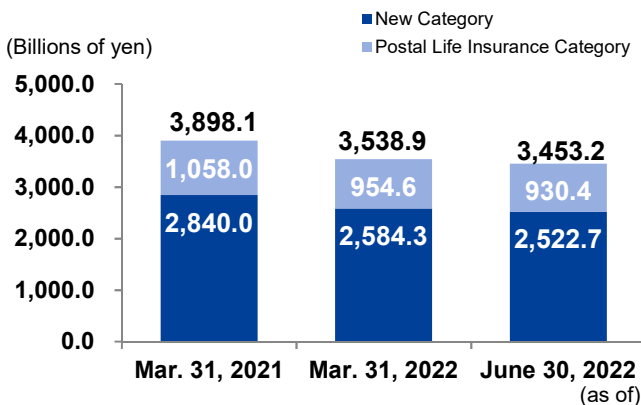
(Policies in thousands)



Policies in Force

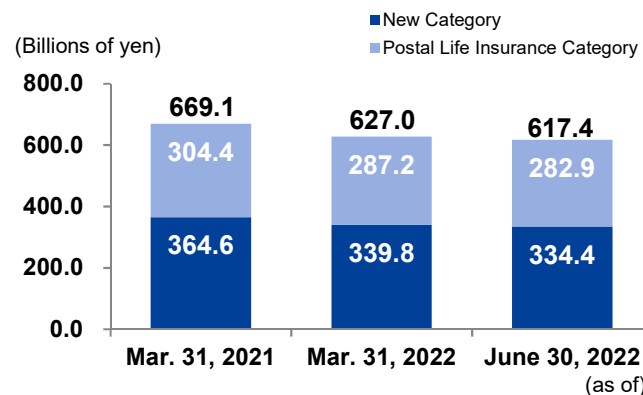
Annualized Premiums from Policies in Force (Individual Insurance)

(Billions of yen)



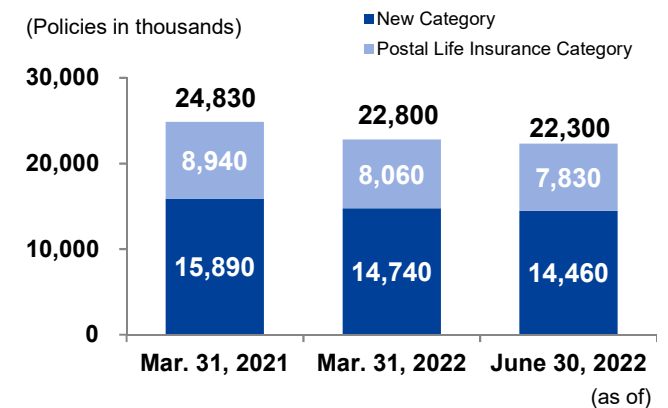
Annualized Premiums from Policies in Force (Medical Care)

(Billions of yen)



Number of Policies in Force (Individual Insurance)

(Policies in thousands)



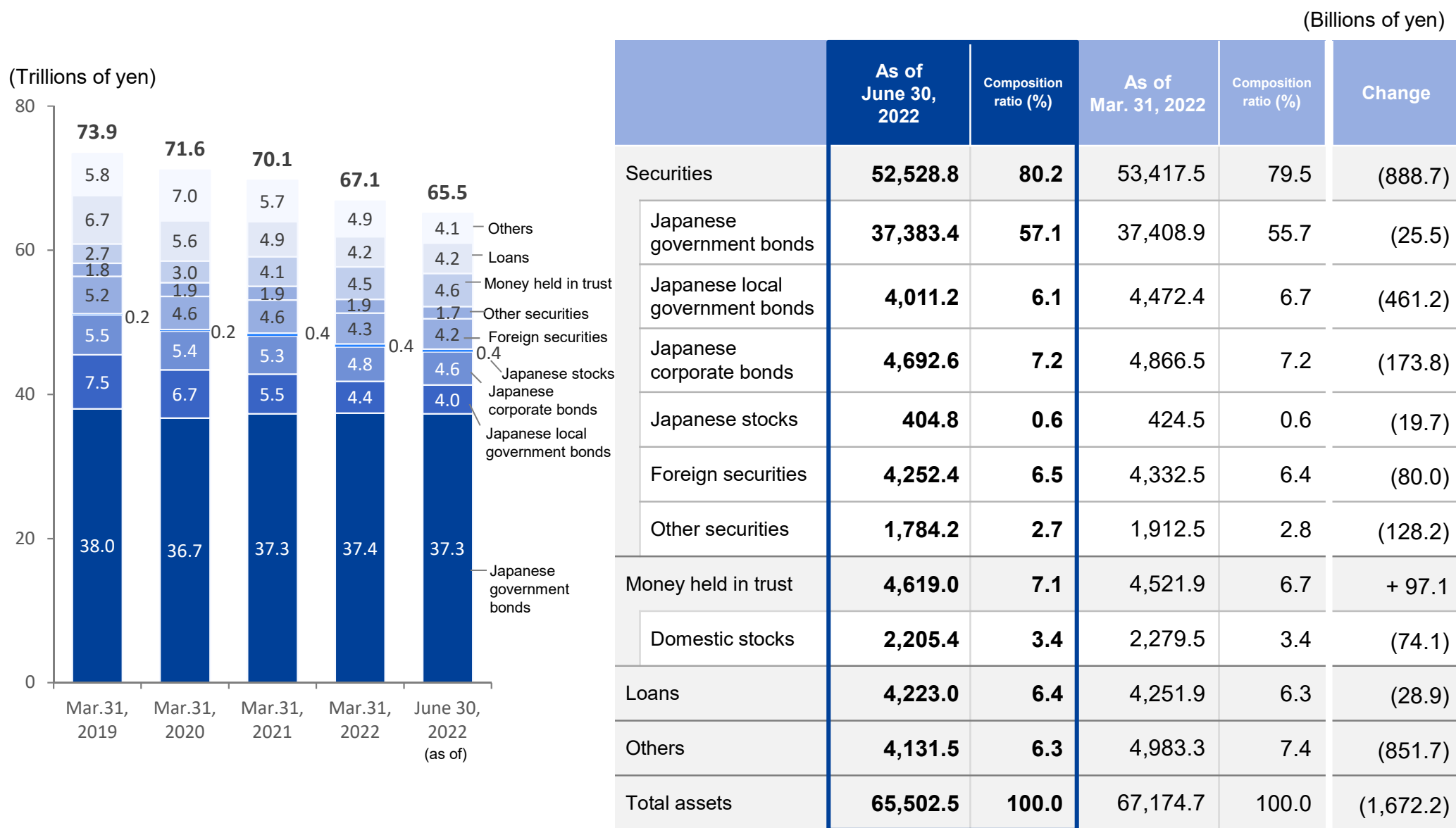
Notes: 1. Figures less than ¥0.1 billion are rounded down, and number of policies is rounded down to the nearest ten thousand.

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

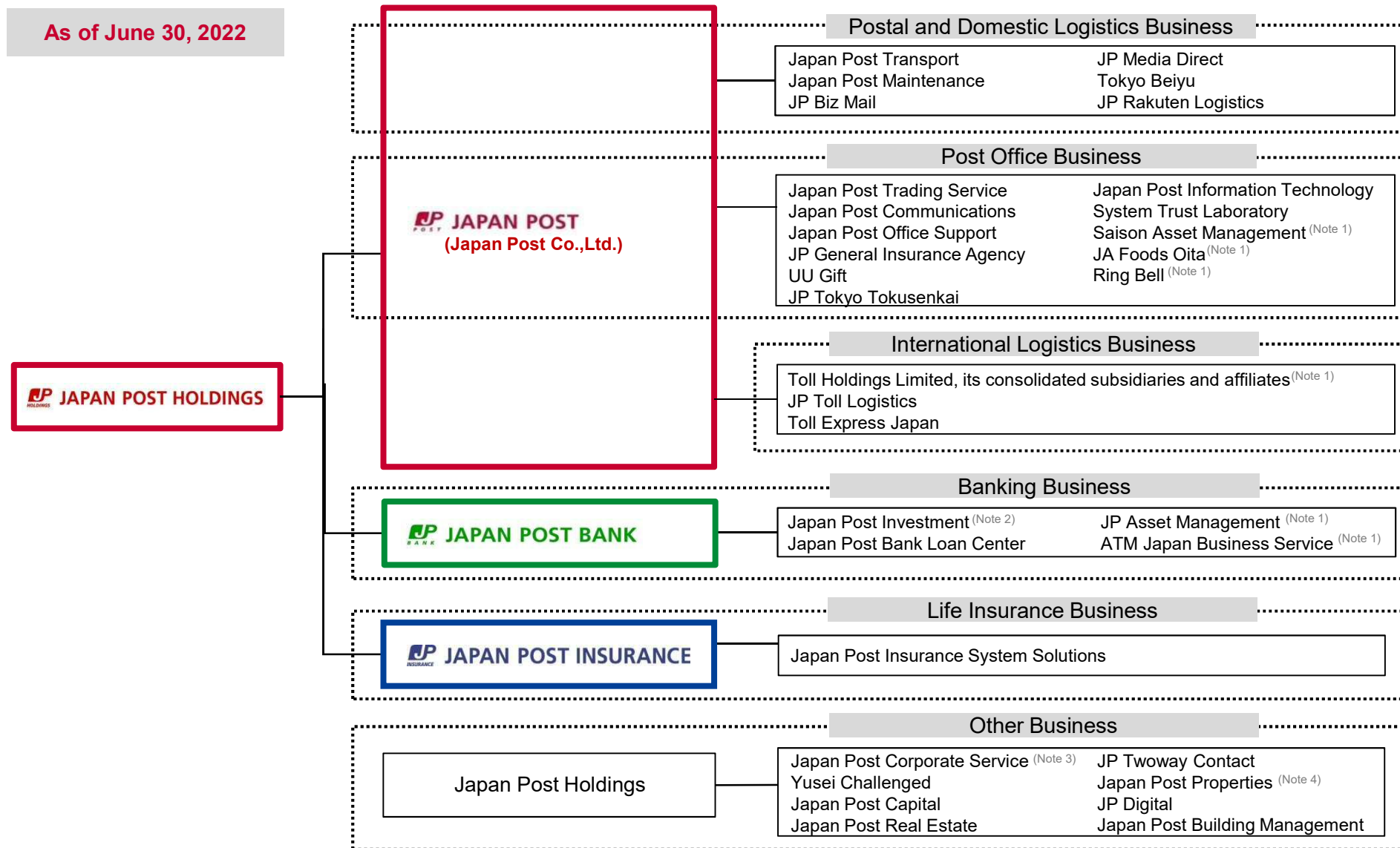
Annualized premiums for individual insurance include those for medical care. Annualized premiums for medical care are the total of those for individual insurance and individual annuity insurance.

3. "New Category" shows individual insurance policies underwritten by Japan Post Insurance. "Postal Life Insurance Category" shows Postal Life Insurance Policies reinsured by Japan Post Insurance from the Organization for Postal Savings, Postal Life Insurance and Post Office Network.

Japan Post Insurance (Consolidated): Status of Investment Assets



[Appendix 1] Japan Post Holdings: Organization Chart



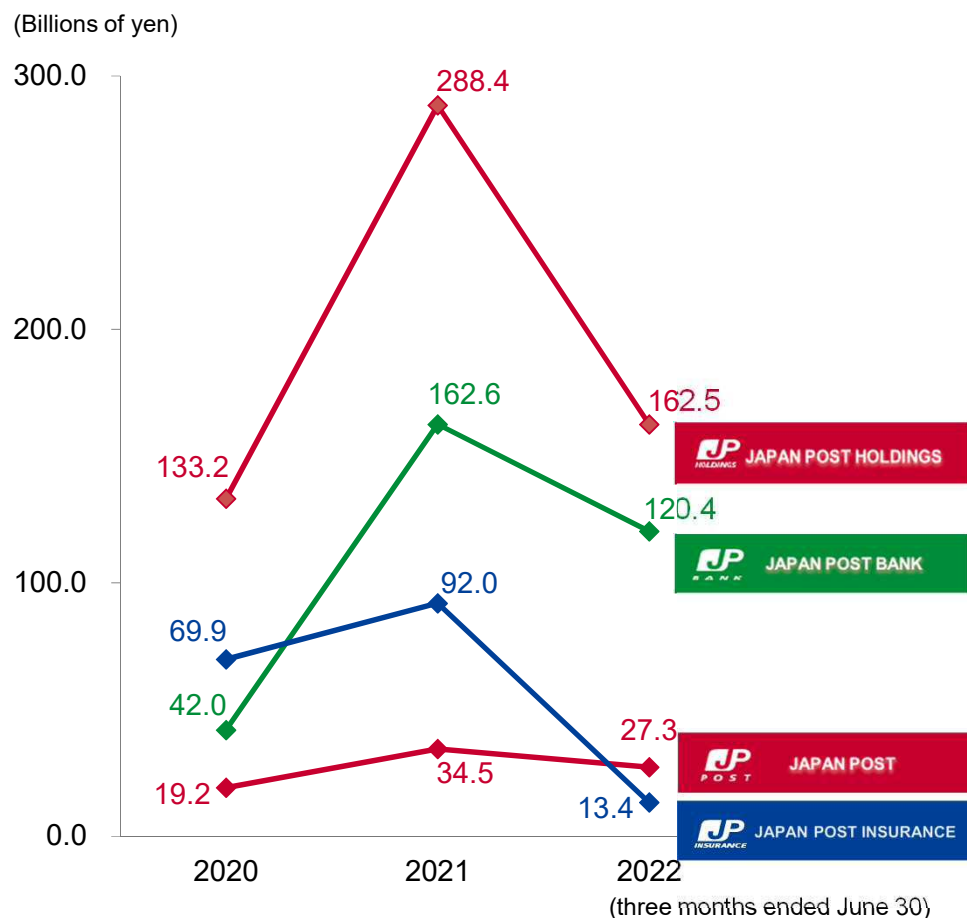
Notes: 1. Affiliates accounted for by the equity method.
2. Including its consolidated subsidiaries.

3. The company name was changed from Japan Post Staff Co., Ltd. on June 1, 2022.

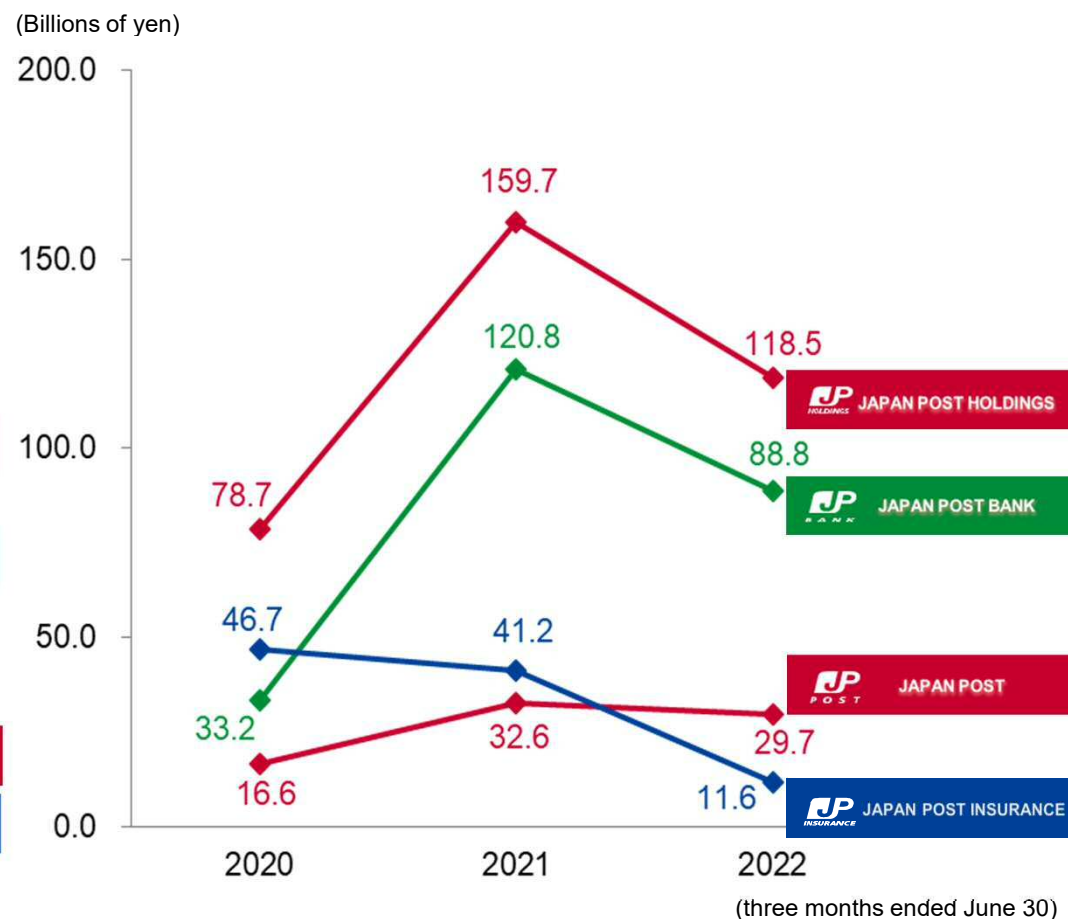
4. The company name was changed from Yusen Real Estate Corporation on April 1, 2022.

[Appendix 2] Trends in Net Ordinary Income and Net Income

Trends in Net Ordinary Income



Trends in Net Income



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