

Japan Post Group aims to become a “Total Lifestyle Support Group” while working together as Team JP based on our post office network and ensuring universal services. In doing so, we strive to enhance corporate value by achieving sustainable growth of business, securing stable income, demonstrating public benefits and contributions to local communities and enhancing shareholder returns.

**Policies and Initiatives for Japan Post Group
Medium-term Management Plan 2020 (2019/3 to 2021/3)**

Postal and domestic logistics business
Comprehensive review of products and operations systems and strengthening of service infrastructure to support an expansion in parcels

Post office business
Coexistence with local community by maintaining, strengthening and maximally utilizing the post office network through deployment of unique and diverse post offices in accordance with regional needs, etc.

International logistics business
Improvements in management of Toll and deployment of contract logistics in Japan through strengthening synergy between JP and Toll

Banking business
Diversification and sophistication of investment management, expansion of non-interest revenue and efficient resource allocation

Life insurance business
Reversal/growth of policies in force through sales activities focusing on protection needs and improvement in solicitation quality

Real estate business
Japan Post Real Estate Co. established to more effectively develop the assets held by the Group and secure new sources of revenue through joint ventures participation and acquisition of profit-making properties, etc.

Growth investments
Aiming to contribute to profits while taking into consideration investments of several hundred billions of yen over a period of three years until 2021/3, through considering capital partnerships and M&As in a broad range of fields that will lead to the growth of the Group as a “Total Lifestyle Support Group”



