

# **Life Insurance Fact Book (2019)**



The Life Insurance Association of Japan

## Introduction

“The Life Insurance Fact Book” summarizes key performance indicators of life insurance companies operating in Japan. We hope that this report will provide a better understanding of the life insurance business in Japan.

In addition to this report, The Life Insurance Association of Japan provides detailed statistical data of the life insurance market in Japan. Please refer to such data as necessary.

\*The LIAJ is not responsible for any losses that may occur through the use of the information contained in this report.

\*The data excluding Japan Post Insurance will not be included from this year's report.

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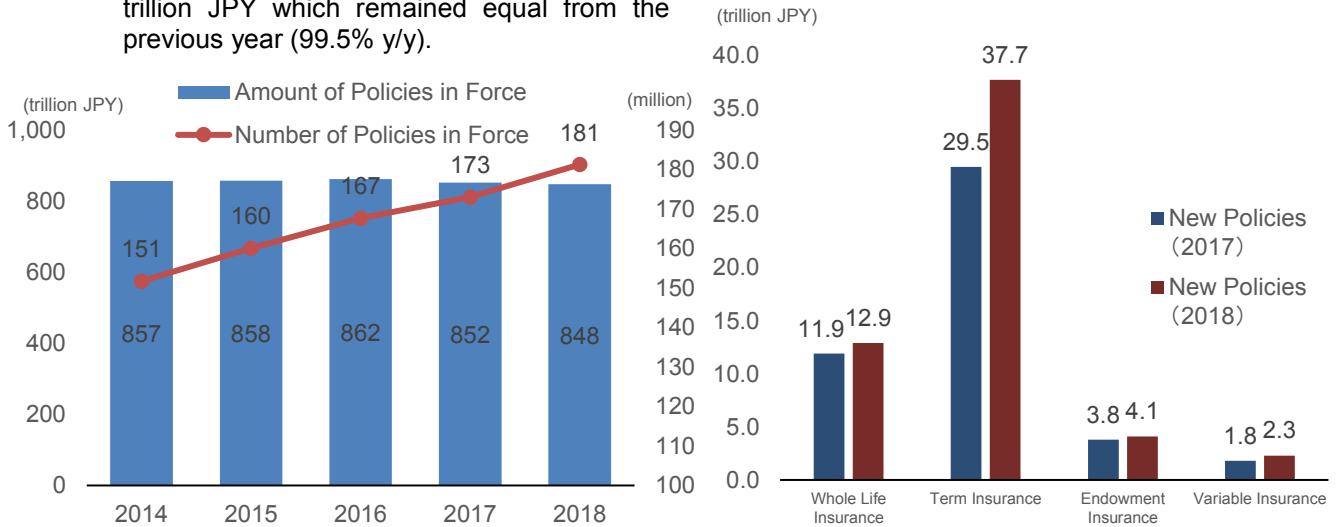
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# Key Facts of Life Insurance Business

## - Trends of Individual Life Insurance Business -

There were 181.29 million individual life insurance policies in force at the end of FY 2018 (104.8% y/y) which was a consecutive increase of 11 years. The recent trend of supplementing medical coverage suppressed the amount of death coverage and the total amount of life insurance benefits was 848.69 trillion JPY which remained equal from the previous year (99.5% y/y).

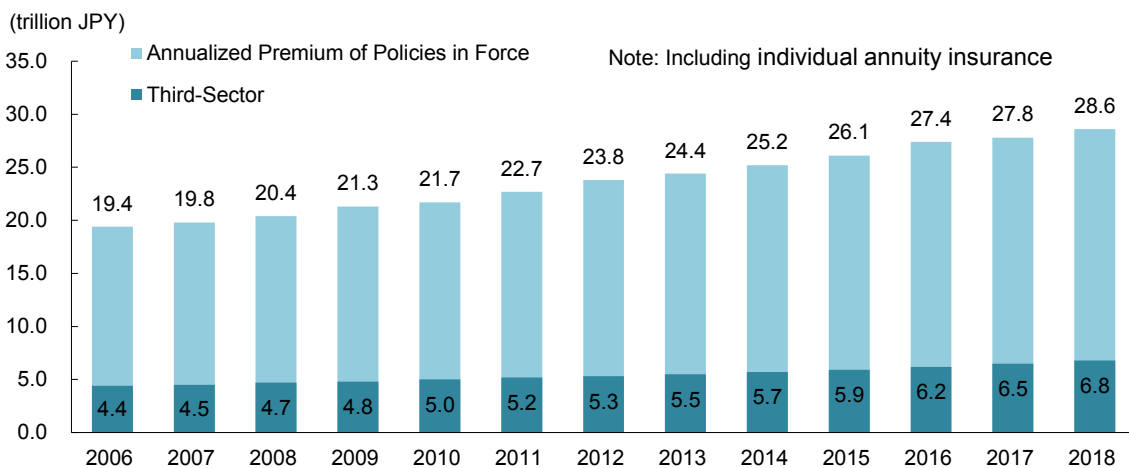
There were 22.53 million new life insurance policies (130.4% y/y), and the total amount was 66.73 trillion JPY (116.4% y/y, includes net increase from converted contracts). The increase in both amounts were mainly due to an increase in whole life and term life insurance policies. (refer to p.3-5)



The annualized premium (average annual premium income of the contract term) of policies in force was 28.6 trillion JPY by the end of FY 2018 (6.8 trillion JPY from the third sector is included). The increase in the premium income has been steadily growing since 2006 (the first year of data collection). When the

amount of insurance such as health insurance is minimal (death benefit), and the amount of benefits of many products are not disclosed, the annualized premium is one of the indicator to present business performance.

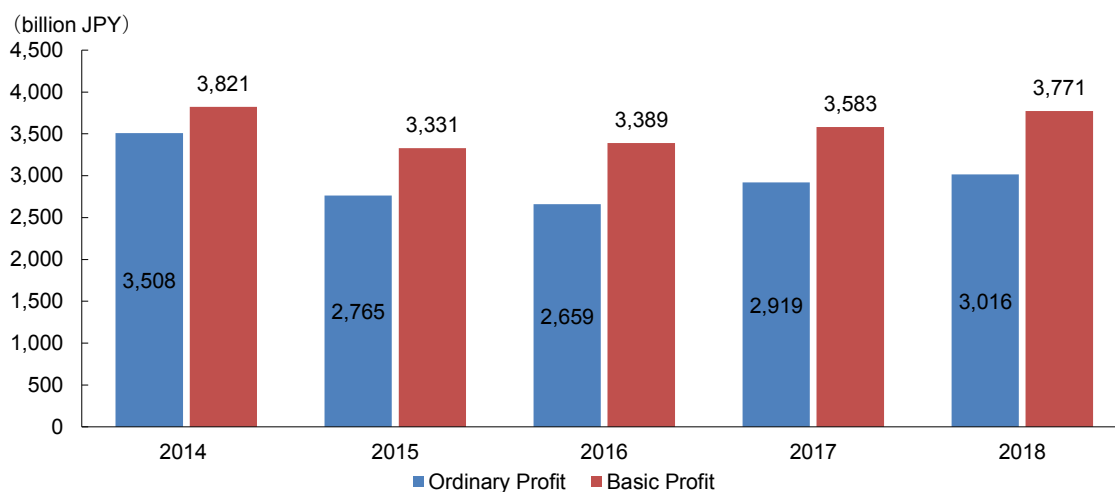
(refer to p.8)



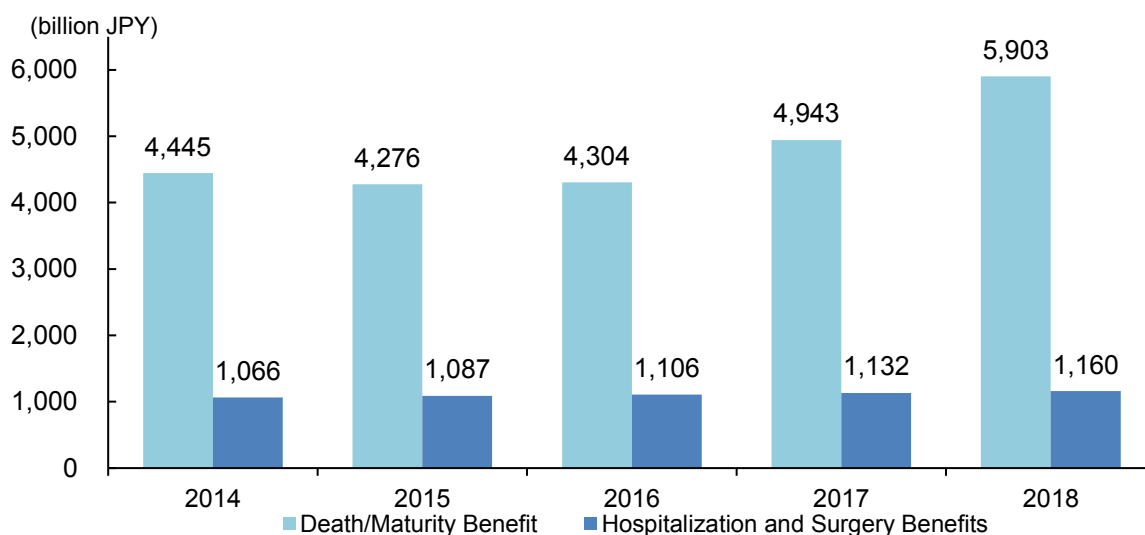
Note: In the third sector, annualized premium for appropriate amounts of health insurance benefits (hospitalization cost, surgery cost, etc.), living benefits (critical illness, long-term care, etc.), and premium waiver benefit (by reason of critical illness and long-term care, but excludes disability) are included.

## - Major Business Results -

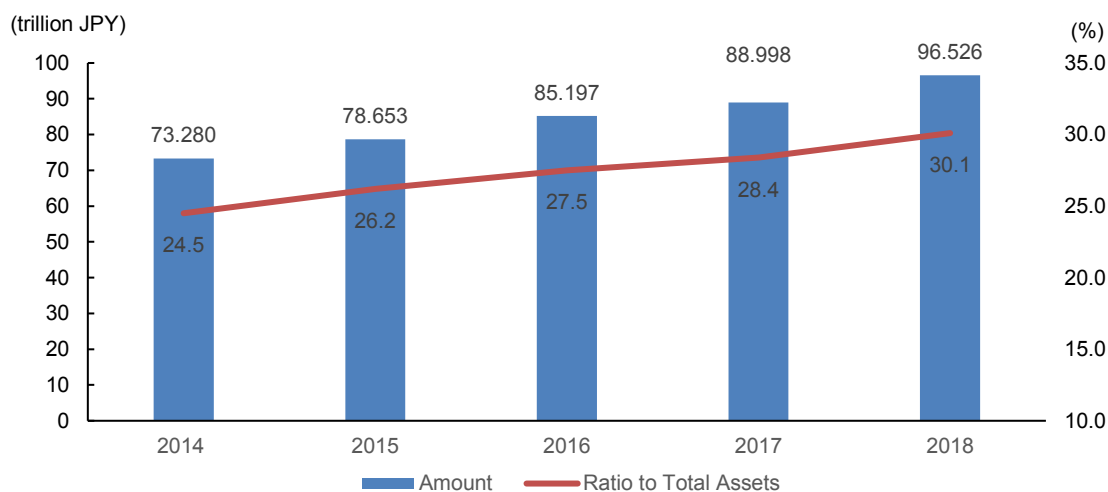
○ Ordinary profits increased for 2 consecutive years and basic profits increased for 3 consecutive years (refer to p.23).



○ Death/Maturity benefits increased for 3 consecutive years, hospitalization and surgery benefits increased for 14 consecutive years (refer to p.20).



○ Foreign securities increased for 10 consecutive years which occupy 30.1% of all securities (refer to p.25).



# I. Trends in Life Insurance Business

## 1. Insurance Products for Individuals<sup>1</sup>

### (1) Individual Insurance

#### ◆ New Policies

There were 22.53 million new policies (130.4% y/y, including converted contracts) and the amount of benefits<sup>2</sup> was 66.73 trillion JPY (116.4% y/y, including the net increase arising from the conversions) for new individual insurance policies [Figure 1].

The number of new policies and the amount of benefits significantly increased due to strong sales in whole life, term life and cancer insurance.

The breakdown of new policies (excluding converted contracts) by type is, health insurance (3.45 million, 22.1%), whole life insurance (2.88 million, 18.4%), term life insurance (2.63 million, 16.8%), cancer insurance (2.12 million, 13.6%), and endowment insurance (1.07 million, 6.9%) [Figure 2].

The breakdown of the amount of benefits (excluding converted contracts) by type is, term life insurance (37.73 trillion JPY, 53.7%), whole life insurance (12.90 trillion JPY, 18.4%), endowment insurance (4.11 trillion JPY, 5.9%), variable insurance (2.30 trillion JPY, 3.3%), and juvenile insurance (769.2 billion JPY, 1.1%) [Figure 3].

#### ◆ Policies in Force

There were 181.29 million individual life insurance policies in force (104.8% y/y) and the total amount of benefits was 848.69 trillion JPY (99.5% y/y) [Figure 1].

The number of insurance policies in force has been increasing for 11 consecutive years, and as for the amount of benefits, the recent trend of supplementing medical coverage suppressed the amount of death coverage and remained equal to the previous year.

The breakdown of policies in force by type is, whole life insurance (39.83 million, 22.0%), health insurance (38.50 million, 21.2%), cancer insurance (25.00 million, 13.8%), term life insurance (24.78 million, 13.7%), endowment insurance (13.23 million, 7.3%), and whole life insurance with term life rider (8.31 million, 4.6%), [Figure 4].

The breakdown of the amount of benefits by type is, term life insurance (294.87 trillion JPY, 34.7%), whole life insurance (188.16 trillion JPY, 22.2%), whole life insurance with term life rider (86.47 trillion JPY, 10.2%), whole life insurance with variable accumulation rate (48.82 trillion JPY, 5.8%), and endowment insurance (43.62 trillion JPY, 5.1%) [Figure 5].

#### ◆ Lapses and Surrenders

The amount of lapses and surrenders<sup>3</sup> totaled to 53.61 trillion JPY (111.0% y/y), the lapse and surrender ratio<sup>4</sup> was 6.3% (0.7 points increase from previous year) [Figure 6]. The lapse and surrender amount increased for the first time in 17 years and the ratio for 10 years.

<sup>1</sup> Individual life and pension insurance where the policyholder is the company insuring executives, etc. are included in the statistics.

<sup>2</sup> Amount from major insurance product line such as death insurance.

<sup>3</sup> Amount of lapse and surrender = (lapse + surrender + decrease in benefit) - (reinstatements + increase in benefit)

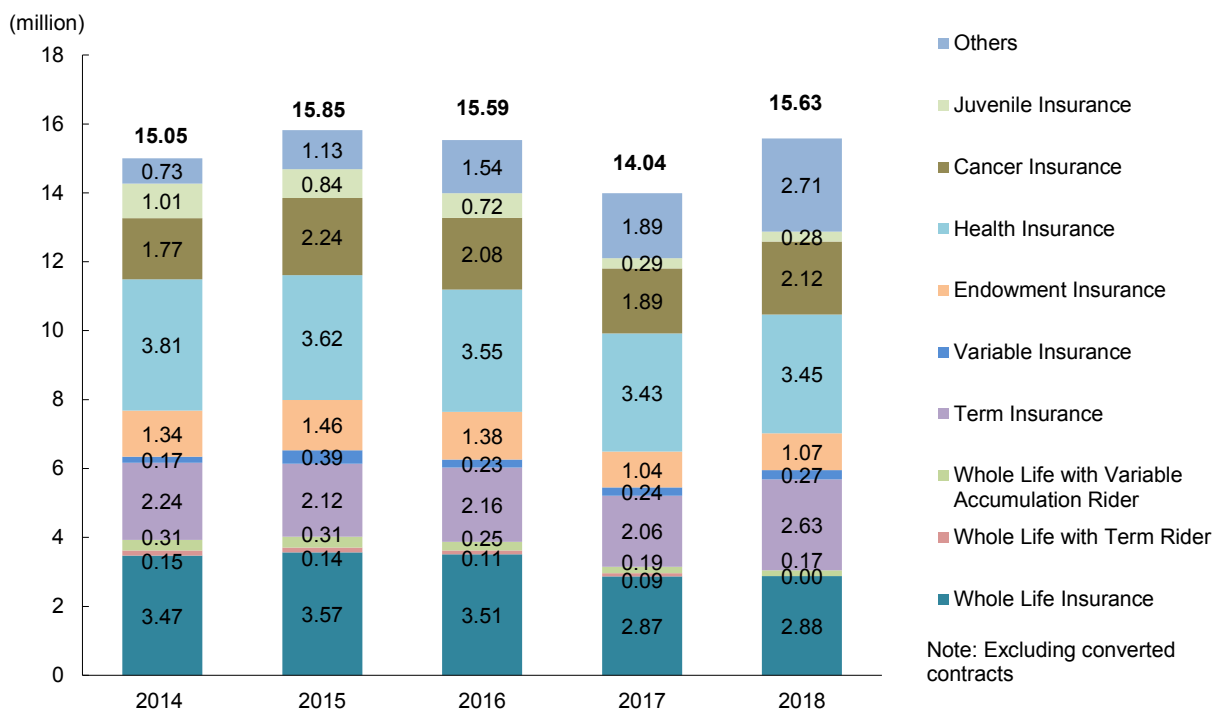
<sup>4</sup> Ratio of lapse and surrender = Amount of lapse and surrender / amount of benefits in force at the beginning of FY × 100(%)

**Figure 1: New Policies and Policies in Force for Individual Insurance**

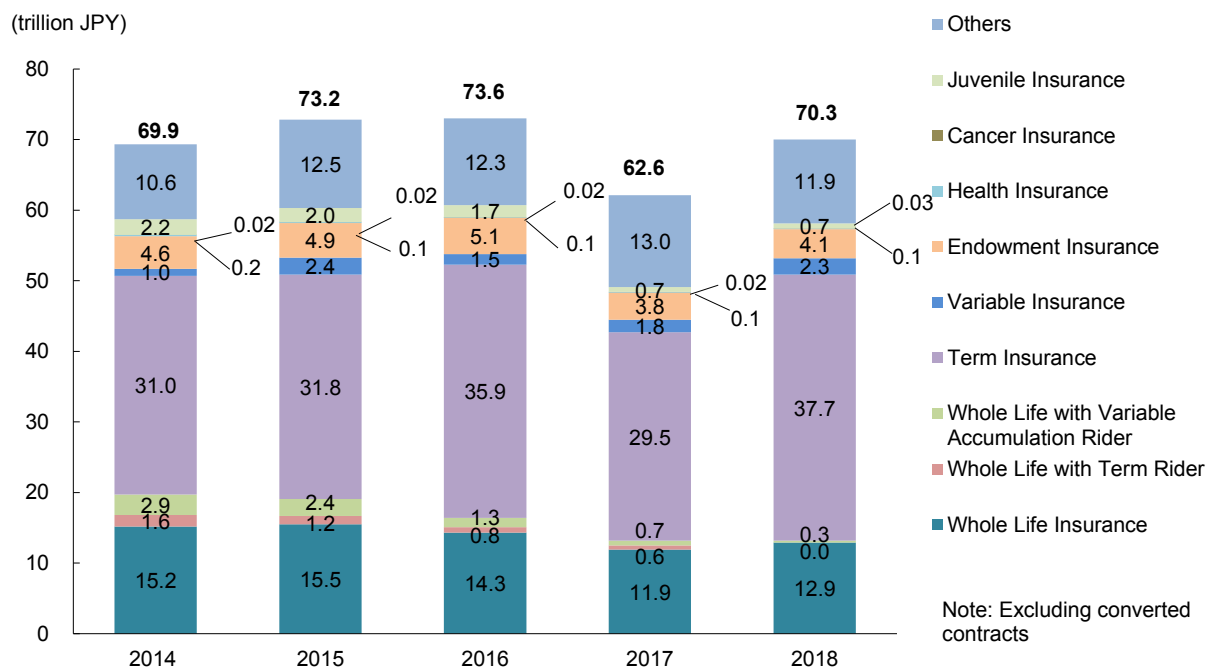
(Number: million, Amount: trillion JPY, y/y: %)

	New Policies				Policies in Force			
	Number		Amount		Number		Amount	
		y/y		y/y		y/y		y/y
2014	19.39	102.1	67.43	100.9	151.73	105.5	857.43	100.0
2015	19.88	102.5	69.33	102.8	160.11	105.5	858.60	100.1
2016	19.30	97.1	68.47	98.8	167.72	104.8	862.90	100.5
2017	17.27	89.5	57.35	83.8	173.02	103.2	852.96	98.8
2018	22.53	130.4	66.73	116.4	181.29	104.8	848.69	99.5

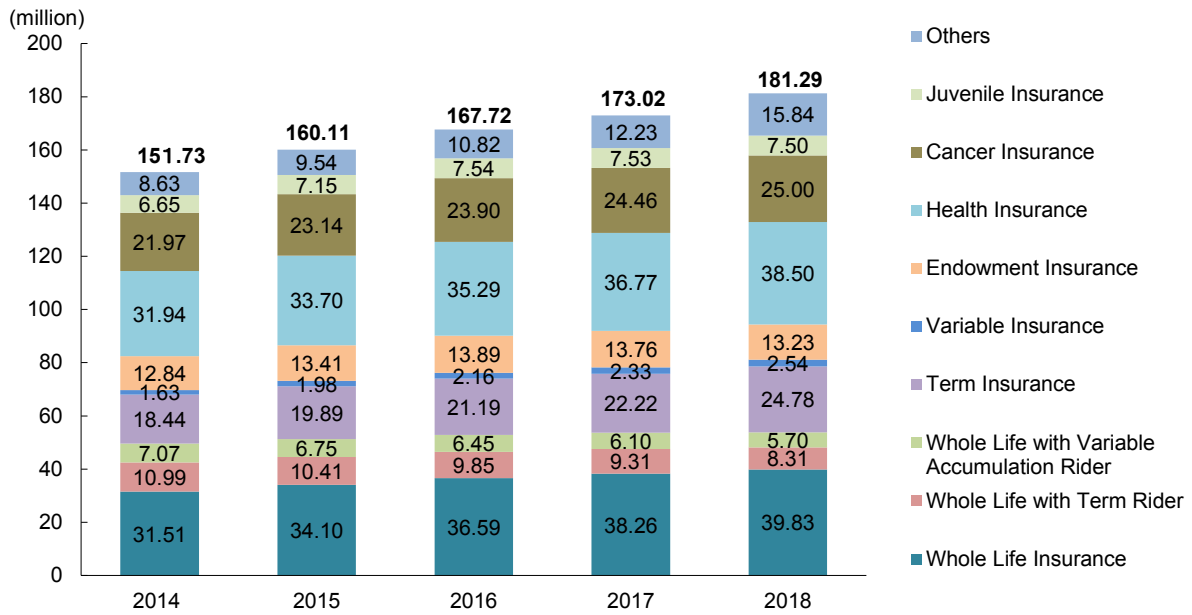
**Figure 2: Number of New Policies for Individual Insurance by Type**



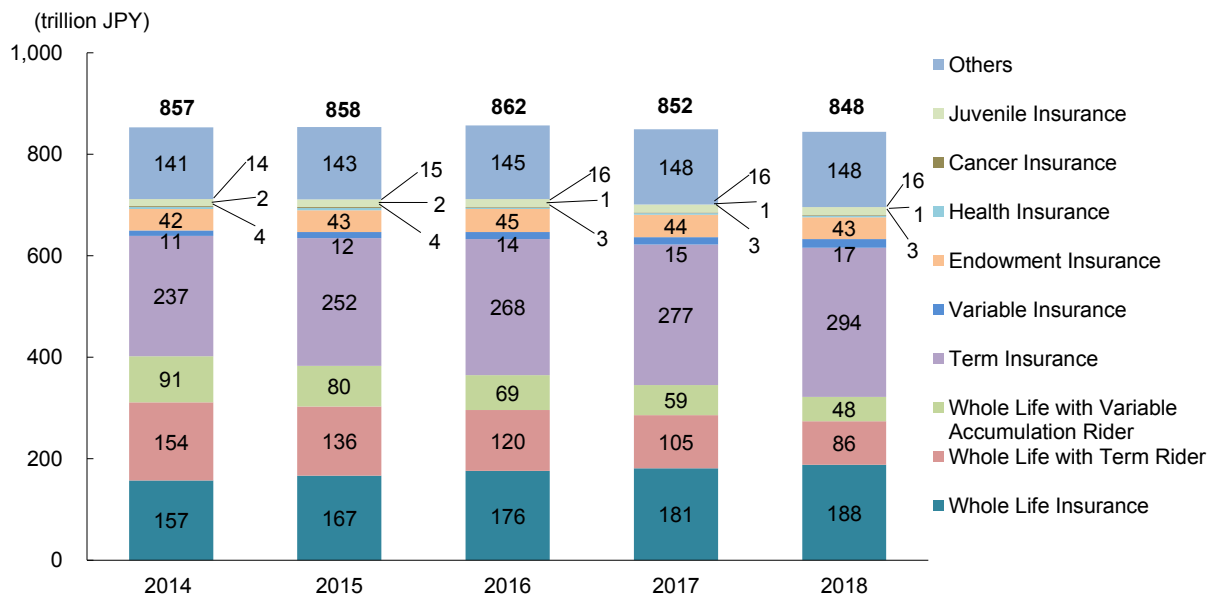
**Figure 3: Amount of New Policies for Individual Insurance by Type**



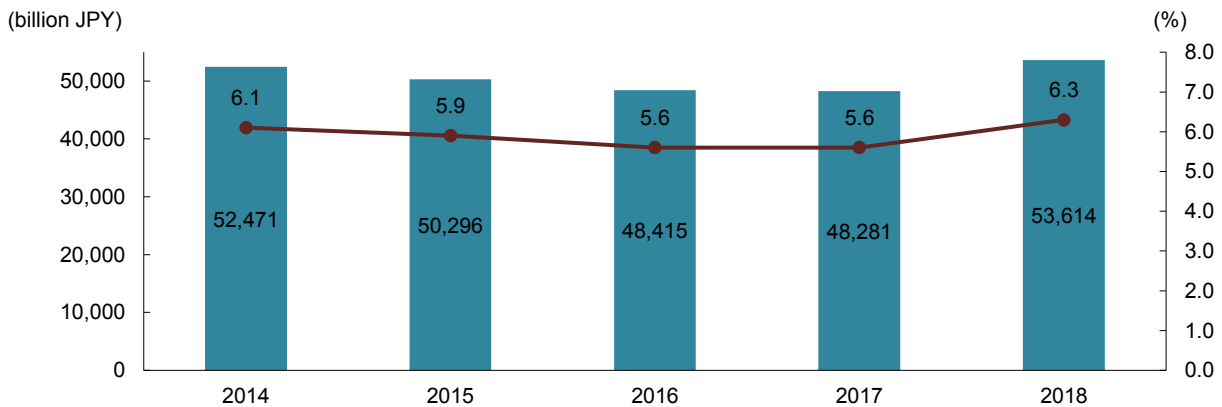
**Figure 4: Number of Individual Insurance Policies in Force by Type**



**Figure 5: Amount of Individual Insurance Policies in Force by Type**



**Figure 6: Amount and Ratio of Lapses and Surrenders of Individual Insurance**





## (2) Individual Annuity Insurance

### ◆ New Policies Insurance

There were 990 thousand new policies for individual annuity insurance (including converted contracts, 111.8% y/y) and the total amount of annuities<sup>5</sup> was 5.30 trillion JPY (110.4% y/y, including the net increase arising from the conversions) [Figure 7].

In an environment where low interest persists, there were restraints on selling certain products which led to a slight increase in the amount of new policies and benefits.

The breakdown of new policies (excluding converted contracts) by type is, fixed annuities (830 thousand, 85.4%) which was an increase since 2 years ago, and variable annuities (140 thousand, 14.6%) [Figure 8].

The breakdown of the amount of new policies for individual annuity insurance by type is, fixed annuities (4.50 trillion JPY, 84.6%), and variable annuities (820.1 billion JPY, 15.4%) [Figure 9].

### ◆ Policies in Force

There were 21.42 million number of individual annuity insurance policy in force (99.7% y/y), and the amount of benefits<sup>6</sup> was 104.35 trillion JPY (98.9% y/y) [Figure 7].

The breakdown of policies in force in order of distribution is, fixed annuities (19.43 million, 90.7%), and variable annuities (1.98 million, 9.3%) [Figure 10].

The breakdown of the amount of annuities in order of distribution is, fixed annuities (93.70 trillion JPY, 89.8%), and variable annuities (10.64 trillion JPY, 10.2%) [Figure 11].

### ◆ Lapses and Surrenders

The amount of lapses and surrenders<sup>7</sup> totaled to 2.43 trillion JPY (88.0% y/y), the surrender and lapse ratio<sup>8</sup> was 2.8% (0.2 points decrease from previous year) [Figure 12].

**Figure 7: New Policies and Policies in force for Individual Annuity Insurance**

(Number: million, Amount: trillion JPY, y/y: %)

	New Policies				Policies in Force			
	Number		Amount		Number		Amount	
		y/y		y/y		y/y		y/y
2014	1.59	106.0	8.63	107.9	20.50	100.1	104.13	100.3
2015	1.53	96.3	8.32	96.5	20.75	101.3	103.59	99.5
2016	2.08	135.7	11.06	132.9	21.75	104.8	107.87	104.1
2017	0.88	42.5	4.80	43.4	21.48	98.7	105.48	97.8
2018	0.99	111.8	5.30	110.4	21.42	99.7	104.35	98.9

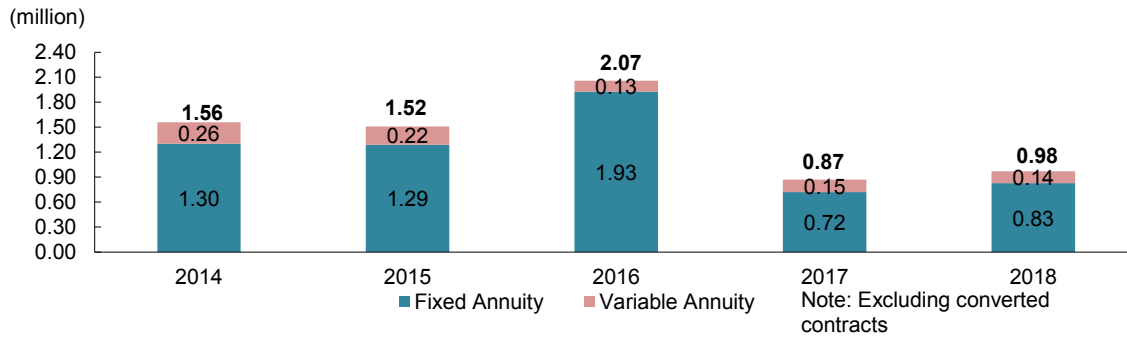
<sup>5</sup> Amount of pension (total pension amount payable in the future calculated at the beginning of annuity payment).

<sup>6</sup> Refers to the annuity funds for policies before payment (total annuity fund payable in the future calculated at the beginning of payment). For policies in payment, it refers to the amount of policy reserve (funds accumulated for future payment).

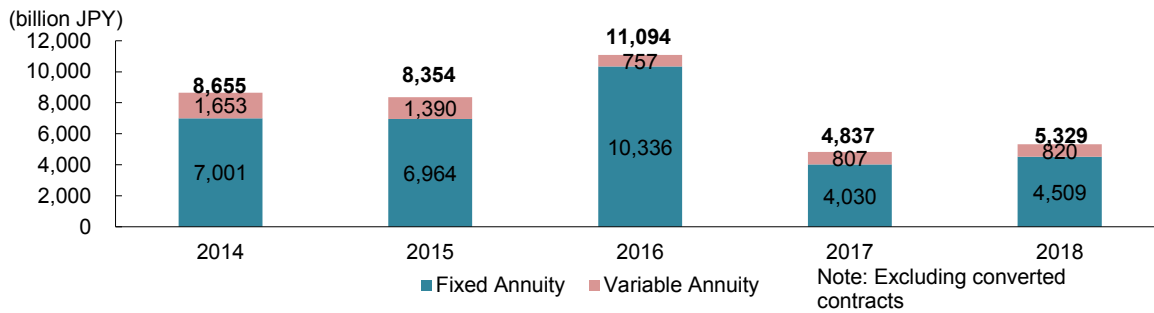
<sup>7</sup> Amount of lapse and surrender: ((lapse + surrender + decrease in benefit) – (reinstatements + increase in benefit)). However, only includes annuity contracts before payment.

<sup>8</sup> Ratio of lapse and surrender = Amount of lapse and surrender / amount of benefits in force at the beginning of FY × 100(%)

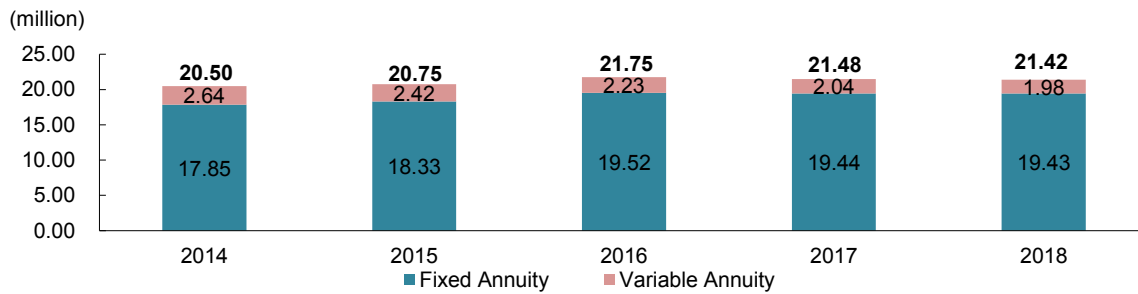
**Figure 8: Number of New Policies for Individual Annuity Insurance by Type**



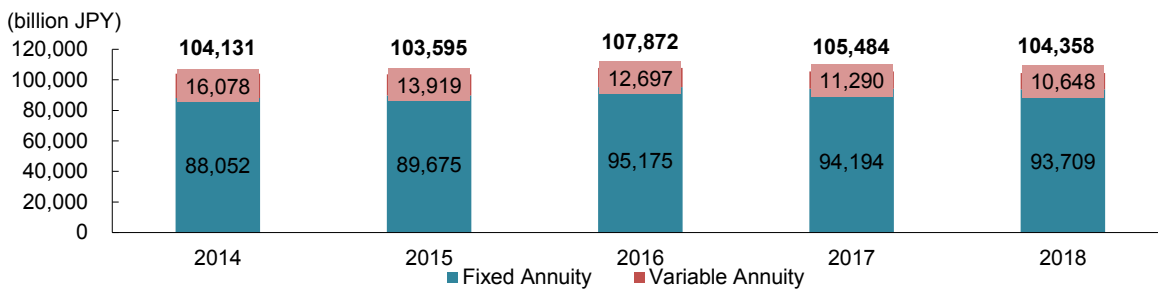
**Figure 9: Amount of New Policies for Individual Annuity Insurance by Type**



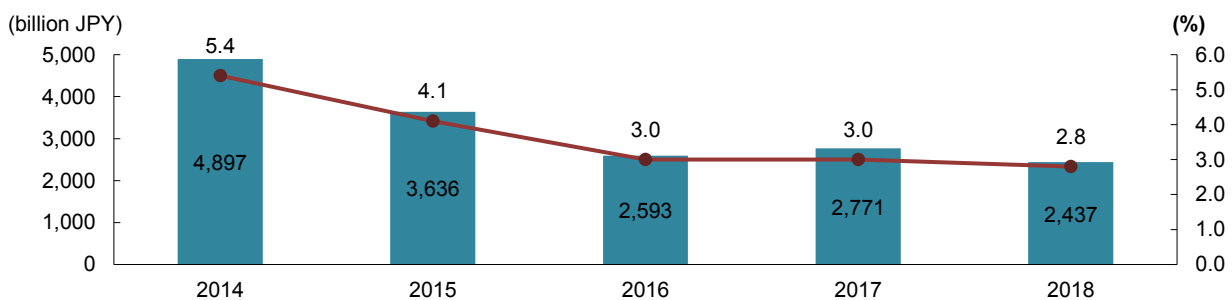
**Figure 10: Number of Individual Annuity Insurance Policies in Force by Type**



**Figure 11: Amount of Individual Annuity Insurance Policies in Force by Type**



**Figure 12: Amount and Ratio of Lapses and Surrenders of Individual Annuity Insurance**



(3) Annualized Premium

The annualized premium on new policies for individual insurance was 2.48 trillion JPY (111.6% y/y), and on new policies for individual annuity insurance was 501.6 billion JPY (118.4% y/y), which both numbers resulted in an increase since 2 years ago [Figure 13].

The annualized premium on policies in force was 22.31 trillion JPY (103.8% y/y) for individual insurance which was an increase for 10 consecutive years, and 6.35 trillion JPY (99.8% y/y) for individual annuity insurance, which was a decrease for 2 consecutive years.

In regards to the third sector, the annualized premium was 779.0 billion JPY (111.9% y/y) for new policies which was an increase for 6 consecutive years, and 6.85 trillion JPY (104.9% y/y) for policies in force which is constantly increasing.

**What is annualized premium?**

Some insurance products have little or no death benefits, such as health, cancer and long-term insurance. In such circumstance, it might be inappropriate to evaluate business performance solely on the amount of benefits, and the annualized premium was applied as a supplementary indicator.

Consumers may pay premiums monthly, yearly or in a lump sum. Payments can also be made either throughout the entire contract term or within a certain period. Annualized premium is calculated by adjusting these differences in payment methods under the assumption that the premium is equally divided and paid throughout the entire contract term, and indicates the annual average income premium.

Example: In case of a lump-sum premium payment of 1 million JPY for a 5 year contract term

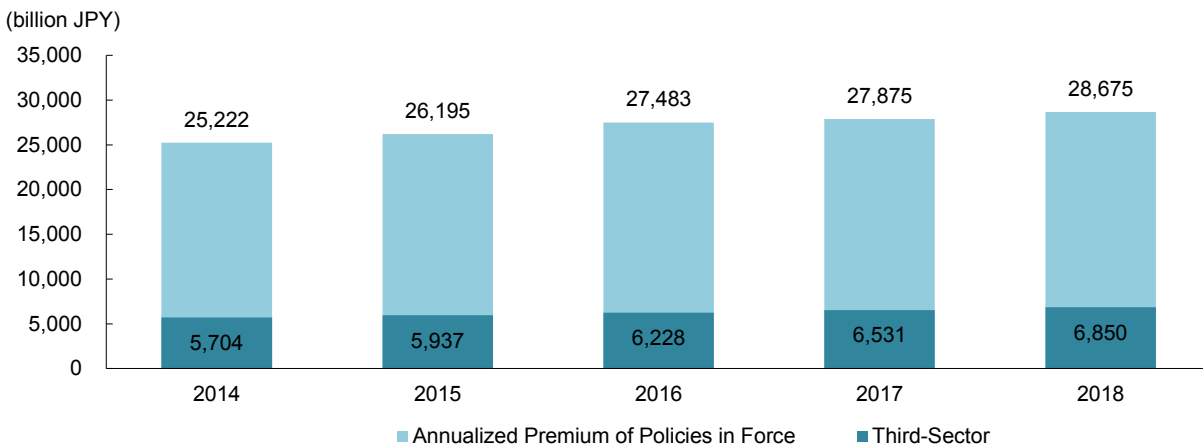
- ✓ premium income: 1 million JPY
- ✓ annualized income: 200 thousand JPY (1 million JPY divided by 5 years)

**Figure 13: Annualized Premium**

	New Policies				Policies in Force			
	(billion JPY)				(billion JPY)			
	Individual Insurance	Individual Annuity Insurance	Total	Third Sector	Individual Insurance	Individual Annuity Insurance	Total	Third Sector
2014	2,222	883	3,106	560	18,645	6,577	25,222	5,704
2015	2,404	914	3,318	616	19,676	6,518	26,195	5,937
2016	2,415	889	3,304	673	20,777	6,705	27,483	6,228
2017	2,226	423	2,650	695	21,503	6,371	27,875	6,531
2018	2,485	501	2,986	779	22,316	6,359	28,675	6,850

Note: In the third sector, annualized premium for appropriate amounts of health insurance benefits (hospitalization cost, surgery cost, etc.), living benefits (critical illness, long-term care, etc.), and premium waiver benefit (by reason of critical illness and long-term care, but excludes disability) are included.

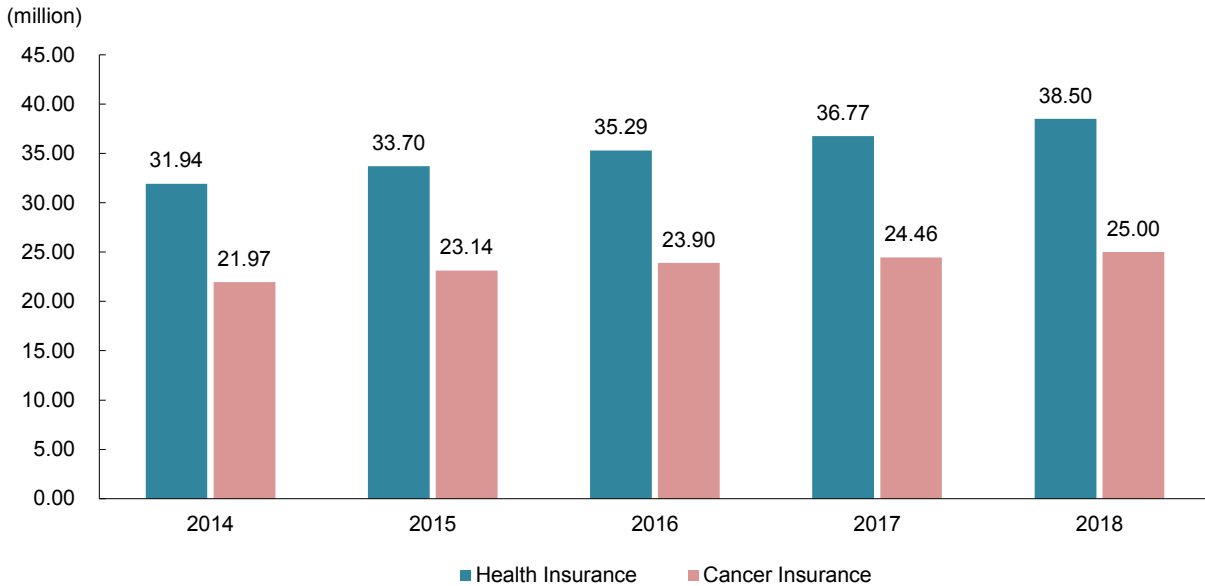
**Figure 14: Annualized Premium on Policies in Force**



(4) Hospitalization and Surgery Coverage

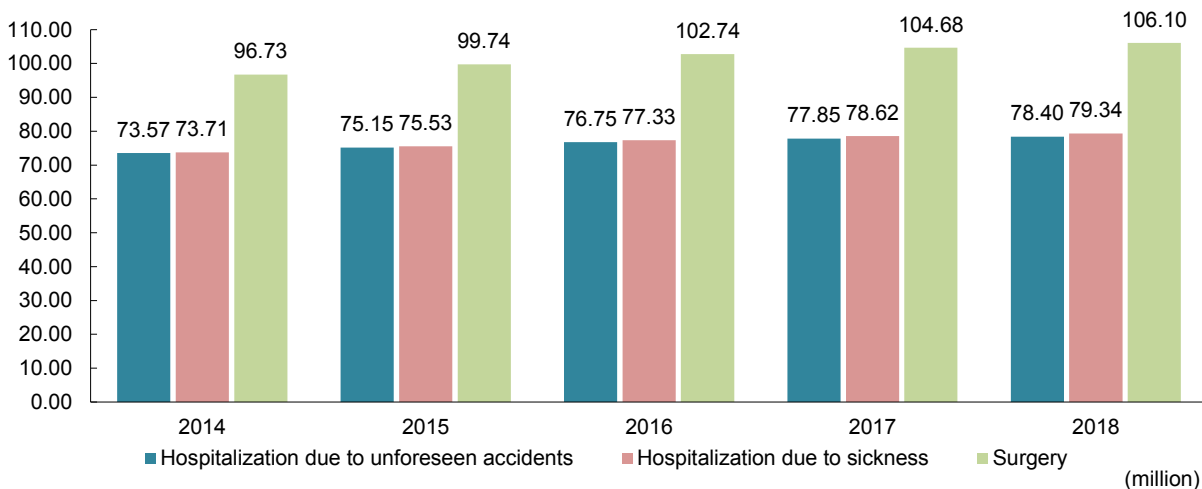
Of all the products for individuals, the number of policies in force of health insurance, which provides hospitalization and surgery coverage as a basic policy, was 38.50 million (104.7% y/y). The number of cancer insurance policies was 25.00 million (102.2% y/y), and both insurance products are increasing continuously [Figure 15].

**Figure 15: Number of Health Insurance and Cancer Insurance Policies in Force**



There are also riders which provide health coverage that can be added to basic insurance policies. In regards to the number of policies in force with hospitalization and surgery coverage (total of stand-alone and riders of individual insurance and annuity), there were 78.40 million (100.7% y/y) accidental hospitalization coverage, 79.34 million (100.9% y/y) sickness hospitalization coverage, and 1.06 million (101.4% y/y) surgery coverage [Figure 16].

**Figure 16: Number of in Force Policies with Hospitalization and Surgery Coverage**



Note: Number of coverage for stand-alone and riders of individual insurance policies and annuities. Products with more than one coverage is counted for each coverage.

(5) Statistical Data by Gender, Age, and Prefecture<sup>9</sup>

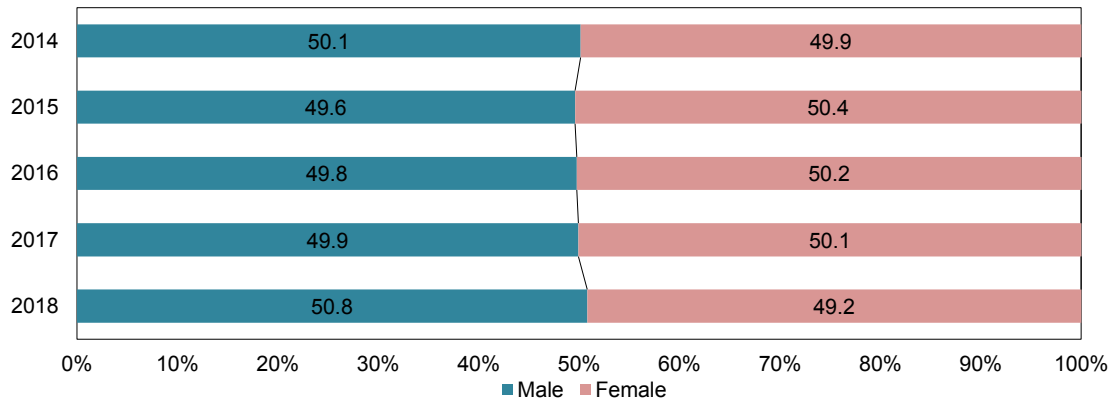
◆ By Gender

Comparing the number of new policies for individual insurance (excluding converted contracts) by gender, recently the ratio of females exceeded that of males, but in FY 2018, there were more males (50.8%) than females (49.2%) [Figure 17].

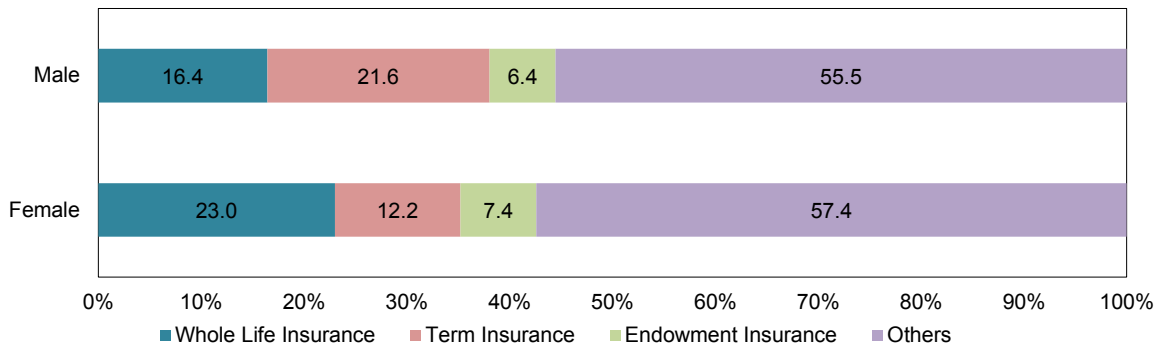
In terms of insurance product types, term life, whole life and endowment insurance ranked top for males, and whole life, term life and endowment insurance for females [Figure 18].

Comparing new policies for individual annuity insurance, the ratio of females has been higher than that of males, but recently the ratio of males has increased, resulting in 47.3% for males and 52.7% for females for FY 2018 [Figure 19].

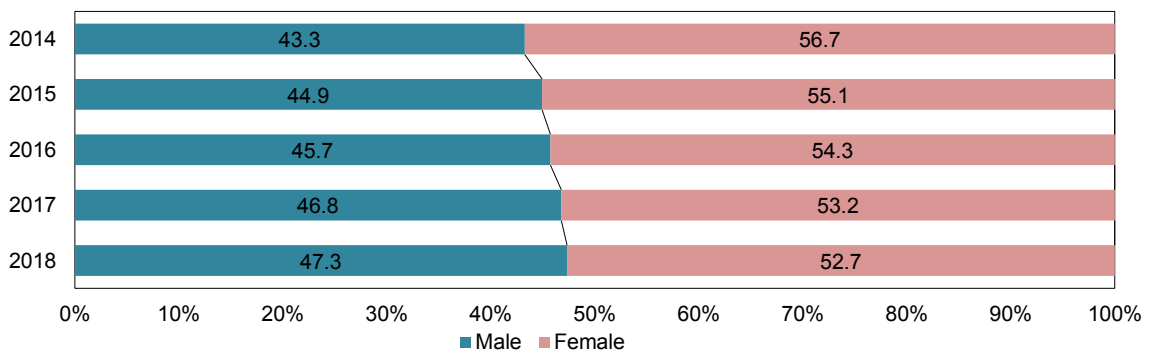
**Figure 17: Ratio of Number of New Policies for Individual Insurance by Gender**



**Figure 18: Ratio by Gender of New Policies for Individual Insurance by Type (Based on Policy Numbers, FY 2018)**



**Figure 19: Ratio of Individual Annuity Insurance by Gender (Based on Number of New Policies)**



<sup>9</sup> Statistical data by gender, age, and prefecture is calculated by insureds.

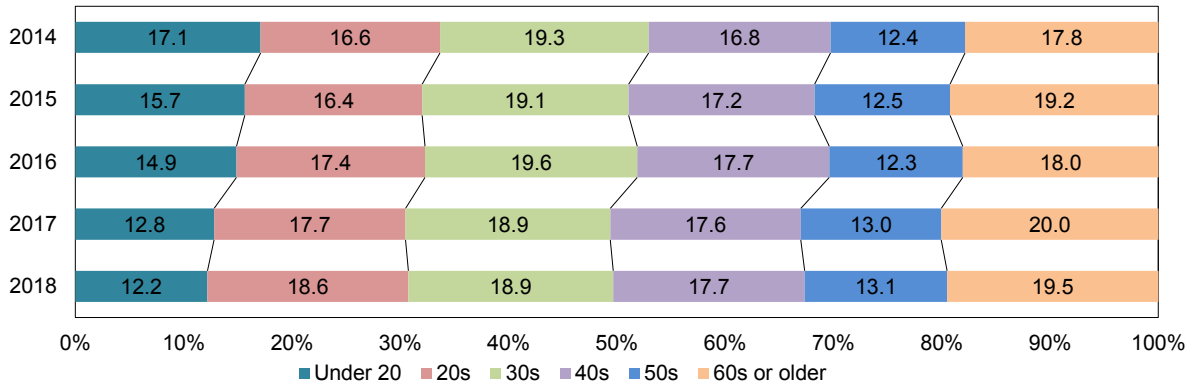
◆ By Age

Comparing the number of new individual insurance policies (excluding converted contracts) by age group, the ratio of 20s, 40s and 50s increased, and the ratio of those aged under 20 and over 60 decreased [Figure 20].

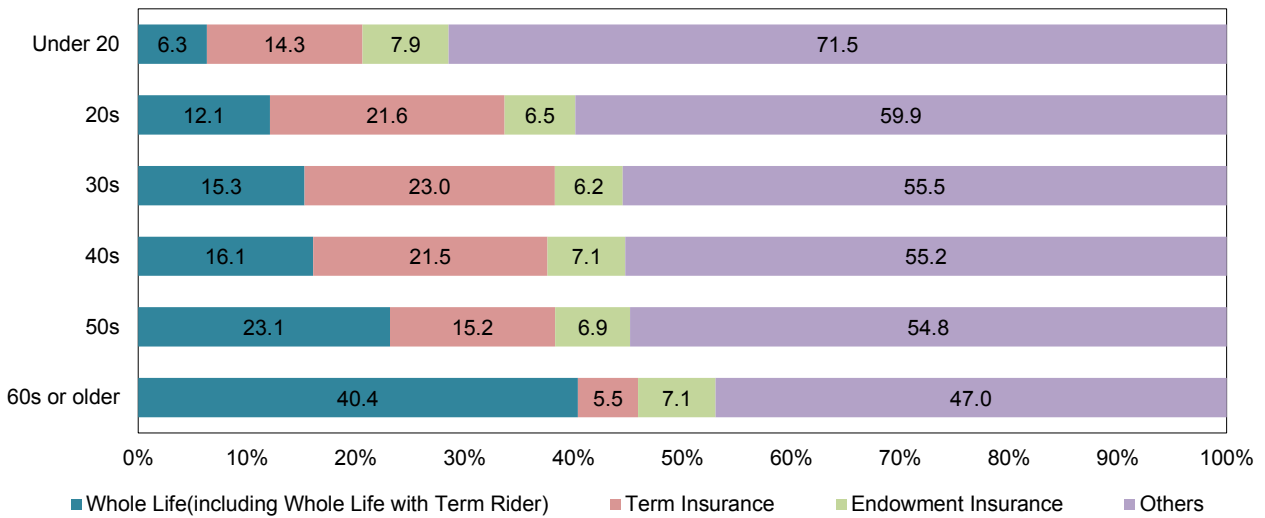
In terms of insurance products, the ratio of “others” (including health insurance and juvenile insurance) was the highest amongst those aged under 20 reaching 71.5%. For those over 20, “others” ranked highest as well at around 50%, for 20s~40s the second highest ratio was term life insurance, and for those over 50, the second highest ratio was whole life insurance [Figure 21].

Looking at individual annuities by age group, the ratio of 20s and 30s increased for FY 2018 [Figure 22].

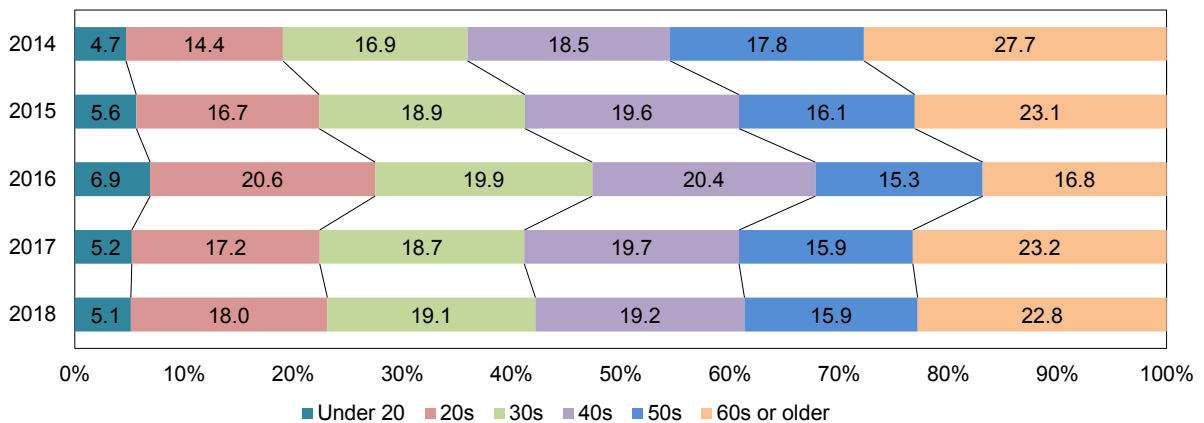
**Figure20: Ratio of Individual Insurance by Age (Based on Number of New Policies)**



**Figure21: Ratio of Individual Insurance by Type (Based on Number of New Policies by Age, FY 2018)**



**Figure 22: Ratio of Individual Annuity Insurance by Age (Based on Number of New Policies)**



◆ By Prefecture

Regarding the individual insurance policies by prefecture, [Figure 23] provides the details for new policies, [Figure 24] for policies in force.

**Figure 23: New Policies for Individual Insurance by Prefecture (FY 2018)**

Prefecture	Individual Insurance		Amount per Policy (thousand JPY)	Policies per Household (number)	Amount per Household (thousand JPY)	Population (ten thousand)	Household (ten thousand)
	Number	Amount					
	(ten thousand)	(billion JPY)					
Hokkaido	65	2,304	3,530	0.23	836	526	275
Aomori	15	523	3,466	0.25	889	128	58
Iwate	14	587	4,093	0.27	1,125	124	52
Miyagi	30	1,260	4,199	0.30	1,281	228	98
Akita	11	417	3,598	0.27	984	99	42
Yamagata	15	582	3,837	0.36	1,414	108	41
Fukushima	22	936	4,074	0.29	1,206	188	77
Ibaraki	29	1,274	4,351	0.24	1,054	287	120
Tochigi	23	1,087	4,565	0.29	1,341	193	81
Gunma	22	1,031	4,510	0.27	1,262	192	81
Saitama	77	3,553	4,570	0.24	1,105	720	321
Chiba	67	3,038	4,513	0.23	1,081	615	280
Tokyo	204	10,207	4,996	0.29	1,485	1,318	687
Kanagawa	97	4,633	4,745	0.23	1,096	897	422
Niigata	26	1,153	4,422	0.29	1,295	224	89
Toyama	13	616	4,542	0.33	1,499	104	41
Ishikawa	15	719	4,670	0.32	1,512	113	47
Fukui	11	534	4,570	0.40	1,867	77	28
Yamanashi	10	457	4,511	0.28	1,299	81	35
Nagano	22	992	4,315	0.26	1,162	206	85
Gifu	23	1,126	4,821	0.29	1,419	199	79
Shizuoka	47	2,054	4,311	0.30	1,334	363	153
Aichi	89	4,485	5,012	0.28	1,417	731	316
Mie	21	933	4,246	0.28	1,217	177	76
Shiga	16	767	4,567	0.29	1,360	139	56
Kyoto	29	1,393	4,659	0.25	1,180	249	118
Osaka	112	5,507	4,899	0.27	1,322	861	416
Hyogo	61	2,887	4,679	0.24	1,164	546	248
Nara	14	646	4,550	0.24	1,101	135	58
Wakayama	11	479	4,094	0.26	1,096	95	43
Tottori	8	321	3,947	0.34	1,373	56	23
Shimane	8	309	3,628	0.29	1,082	67	28
Okayama	23	1,119	4,671	0.28	1,352	188	82
Hiroshima	34	1,632	4,725	0.26	1,273	278	128
Yamaguchi	17	684	3,947	0.26	1,054	136	64
Tokushima	10	453	4,211	0.32	1,368	74	33
Kagawa	12	598	4,765	0.29	1,385	97	43
Ehime	18	745	4,142	0.27	1,156	136	64
Kochi	9	345	3,799	0.26	990	71	34
Fukuoka	69	3,054	4,377	0.29	1,287	505	237
Saga	11	450	3,911	0.34	1,369	82	32
Nagasaki	18	733	3,940	0.29	1,170	135	62
Kumamoto	25	1,067	4,186	0.33	1,385	176	77
Oita	15	602	3,915	0.29	1,141	114	52
Miyazaki	15	546	3,593	0.29	1,049	109	52
Kagoshima	22	867	3,872	0.27	1,082	163	80
Okinawa	15	590	3,913	0.23	917	145	64
<b>Total</b>	<b>1,563</b>	<b>70,324</b>	<b>4,498</b>	<b>0.27</b>	<b>1,233</b>	<b>12,477</b>	<b>5,699</b>

Note1: Population and number of households are based on "Population, Demography, and Number of Households based on the Basic Resident Registers (as of 1 January, 2019)" of the Ministry of Internal Affairs and Communications.

Note2: Figures shown are numbers of new policies excluding policy conversions.

Note3: The population does not include non-Japanese residents

**Figure 24: Individual Insurance Policies in Force by Prefecture (as of the end of FY 2018)**

Prefecture	Individual Insurance		Amount per Policy (thousand JPY)	Policies per Household (number)	Amount per Household (thousand JPY)
	Number	Amount			
	(ten thousand)	(billion JPY)			
Hokkaido	752	28,398	3773	2.73	10,308
Aomori	175	7,645	4357	2.98	12,986
Iwate	167	7,355	4403	3.19	14,086
Miyagi	353	15,738	4448	3.59	15,997
Akita	134	5,599	4169	3.17	13,220
Yamagata	180	7,819	4331	4.38	18,983
Fukushima	273	12,461	4549	3.52	16,052
Ibaraki	358	16,257	4535	2.96	13,445
Tochigi	292	14,371	4911	3.61	17,733
Gunma	275	13,308	4832	3.36	16,281
Saitama	962	45,459	4722	2.99	14,138
Chiba	847	39,393	4650	3.01	14,023
Tokyo	2,057	109,083	5302	2.99	15,870
Kanagawa	1,226	58,344	4758	2.90	13,810
Niigata	322	15,556	4830	3.61	17,473
Toyama	178	8,648	4848	4.34	21,047
Ishikawa	185	8,762	4725	3.89	18,425
Fukui	138	6,806	4900	4.85	23,793
Yamanashi	121	5,727	4716	3.44	16,257
Nagano	287	13,408	4663	3.36	15,707
Gifu	284	13,910	4890	3.58	17,520
Shizuoka	571	25,984	4544	3.71	16,878
Aichi	1,083	54,137	4995	3.42	17,106
Mie	260	11,975	4600	3.39	15,611
Shiga	200	9,370	4675	3.55	16,608
Kyoto	357	16,700	4677	3.02	14,139
Osaka	1,269	63,591	5008	3.04	15,274
Hyogo	746	34,886	4674	3.00	14,065
Nara	181	8,540	4713	3.08	14,560
Wakayama	141	6,191	4369	3.24	14,159
Tottori	95	4,241	4459	4.06	18,112
Shimane	97	4,224	4318	3.42	14,769
Okayama	282	13,327	4718	3.41	16,091
Hiroshima	409	18,944	4623	3.19	14,776
Yamaguchi	201	8,491	4205	3.10	13,073
Tokushima	122	5,529	4512	3.69	16,672
Kagawa	150	7,439	4953	3.47	17,213
Ehime	192	8,743	4537	2.98	13,557
Kochi	108	4,627	4268	3.10	13,254
Fukuoka	764	33,514	4384	3.22	14,132
Saga	130	5,713	4363	3.97	17,354
Nagasaki	207	8,710	4207	3.30	13,902
Kumamoto	271	11,607	4271	3.52	15,067
Oita	175	7,046	4017	3.32	13,342
Miyazaki	155	5,973	3834	2.99	11,471
Kagoshima	237	9,433	3972	2.96	11,771
Okinawa	138	5,684	4118	2.14	8,831
Total	18,129	848,690	4681	3.18	14,890

Note: Population and number of households are based on "Population, Demography, and Number of Households based on the Basic Resident Registers (as of 1 January, 2019)" of the Ministry of Internal Affairs and Communications.



## 2. Insurance Products for Groups

### (1) Group Insurance

#### ◆ New Policies

The aggregated number of newly insureds (the number after adjusting double counting of coinsurance undertaken by multiple insurers) and the amount of benefits for new group insurance were, 680 thousand (108.5% y/y) and 4.71 trillion JPY (95.6% y/y) [Figure 25 and 28].

The breakdown of new group insurance benefits in order of distribution is, group credit life insurance (2.15 trillion JPY, 45.7%), general welfare group term insurance (1.68 trillion JPY, 35.7%), and group term insurance (879.6 billion JPY, 18.6%) [Figure 26].

#### ◆ Policies in Force

The aggregated number of insureds for group insurance policies in force was 40.53 million (100.9% y/y) and the amount of benefits was 391.70 trillion JPY (102.1% y/y) [Figure 25 and 29].

The breakdown of the amount of benefits in force in order of distribution is, group credit life insurance (189.48 trillion JPY, 48.4%), group term insurance (110.15 trillion JPY, 28.1%), and general welfare group term insurance (91.53 trillion JPY, 23.4%) [Figure 27].

#### ◆ Lapses and Surrenders

The amount of lapses and surrenders<sup>10</sup> was 5.93 trillion JPY (91.5% y/y), and the lapse and surrender ratio<sup>11</sup> was 1.5% (0.2 points decrease from the previous year) [Figure 30].

#### [Major types of group insurance]

**Group term insurance:** a voluntary type of insurance provided by the employer to the employees for welfare purpose. Employees become the insureds and bear the responsibility for premium payment.

**General welfare group term insurance:** a mandatory type of group insurance provided by the employer to the employees for its beneficiaries' life security. Generally it is a 1 year term life insurance renewed annually and the employer bears the responsibility for premium payment.

**Group credit life insurance:** a type of mortgage insurance which protects the lender in case the loaner defaults on a loan such as home mortgage. The loaner will be the insured, the credit provider such as banks, or a credit guarantee institution will be the policyholder and beneficiary of the policy. In case the insured deceases or falls under a certain state of disability, the remaining loan amount will be paid to the policyholder to pay off the debt.

**Figure 25: New Policies and Policies in Force for Group Insurance**

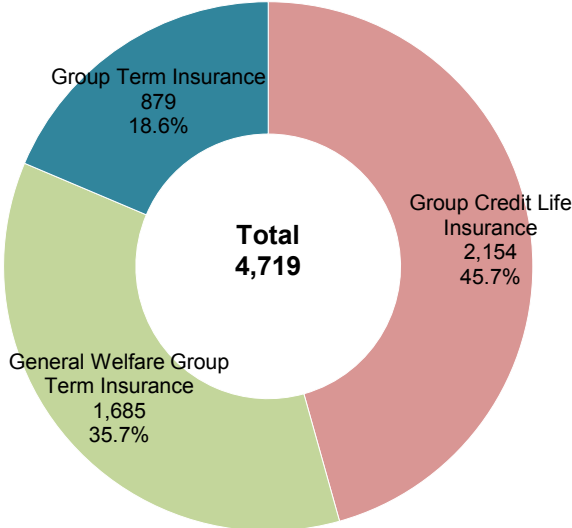
(Number: million, Amount: billion JPY, y/y: %)

	New Policies				Policies in Force			
	Aggregated Number of Insured		Amount		Aggregated Number of Insured		Amount	
		y/y		y/y		y/y		y/y
2014	0.49	69.9	3,060	68.3	39.18	99.6	373,127	100.5
2015	0.46	94.3	3,873	126.5	38.75	98.9	375,152	100.5
2016	0.43	93.5	3,030	78.2	38.86	100.3	379,279	101.1
2017	0.62	145.0	4,939	163.0	40.18	103.4	383,743	101.2
2018	0.68	108.5	4,719	95.6	40.53	100.9	391,708	102.1

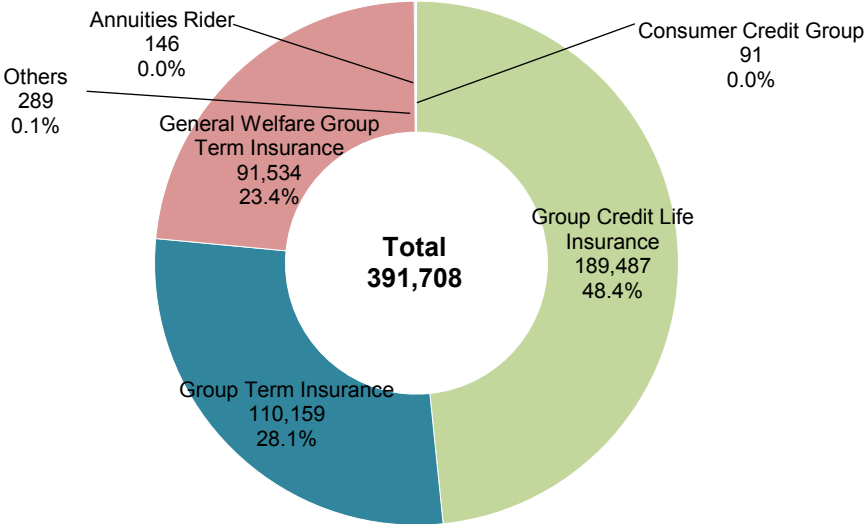
<sup>10</sup> Amount of lapse and surrender: (lapse + surrender + decrease in benefit) – (reinstatements + increase in benefit)

<sup>11</sup> Ratio of lapse and surrender = Amount of lapse and surrender / amount of benefits in force at the beginning of FY × 100(%)

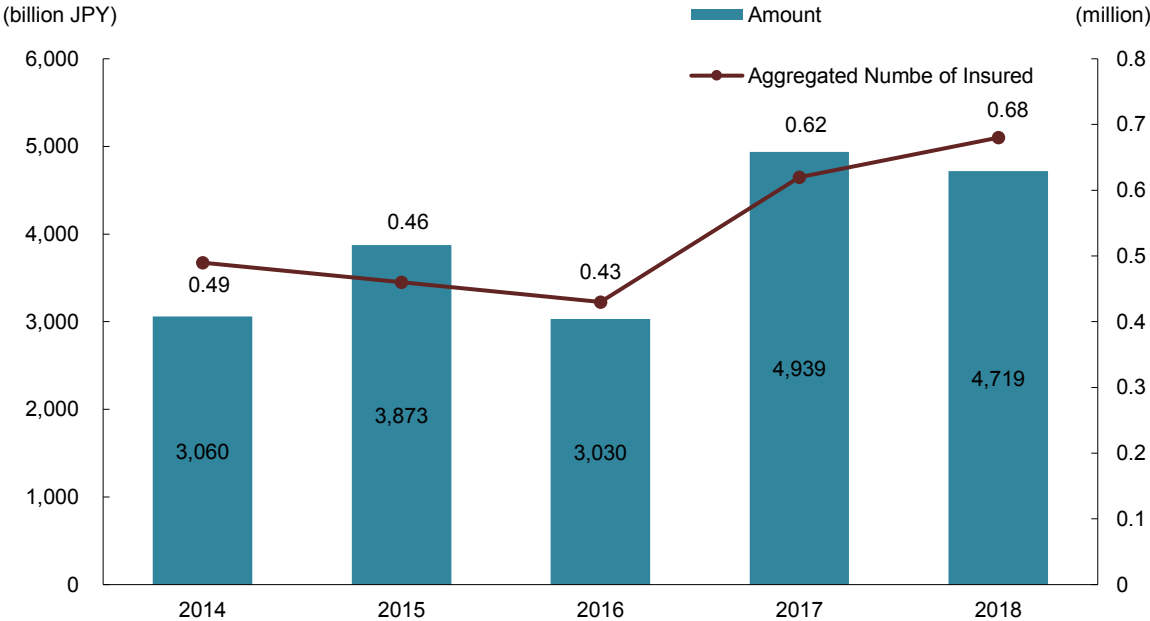
**Figure 26: Breakdown of Amount of New Policies for Group Insurance in FY 2018 (billion JPY)**



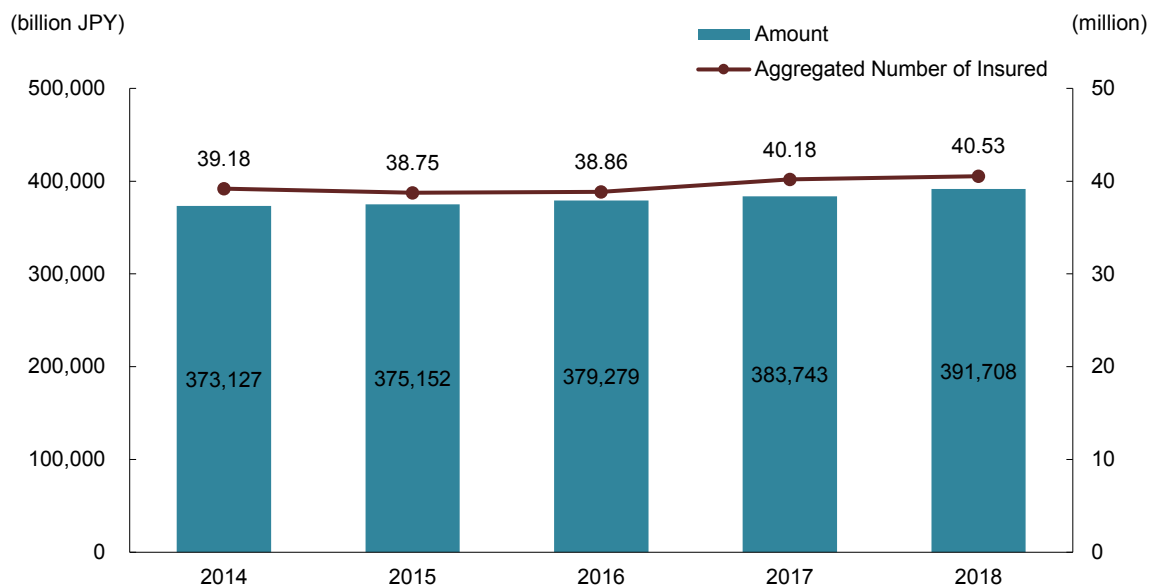
**Figure 27: Breakdown of Amount of Group Insurance Policies in Force FY 2018 (billion JPY)**



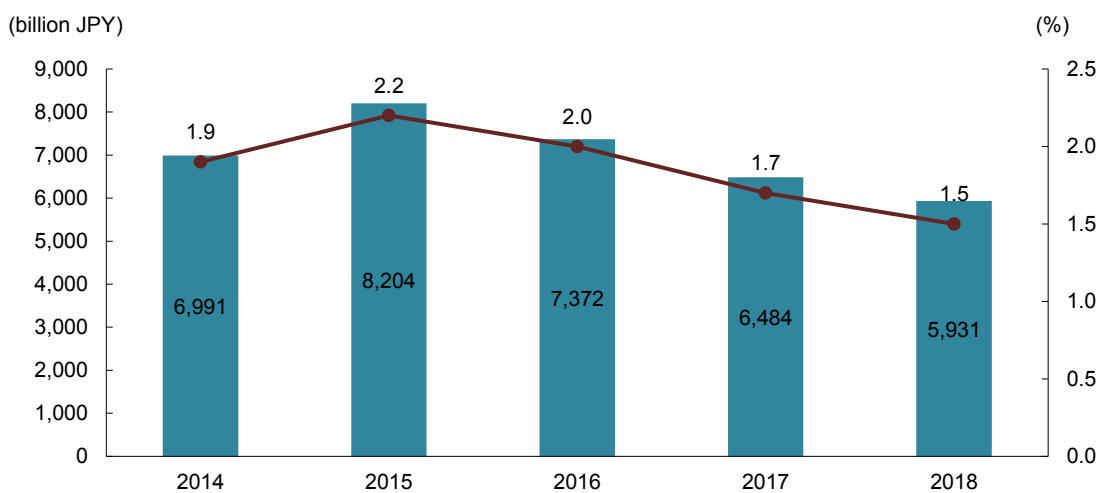
**Figure 28: Number of Insureds and Amount of New Policies for Group Insurance**



**Figure 29: Number of Insureds and Amount of Group Insurance Policies in Force**



**Figure 30: Amount and Ratio of Lapses and Surrenders**



(2) Group Annuity Insurance

The amount of policies in force for group annuity insurance (the amount of policy reserve) was 34.96 trillion JPY (101.0% y/y) which increased from the previous year for the 8 consecutive years since FY 2011 [Figure 31 and 32].

Looking at the asset for defined benefit pension, it raised from the previous year reaching 16.12 trillion JPY (103.0% y/y). As for the employee's pension funds, the asset decreased from the previous year reaching 714.2 billion JPY (74.7% y/y) [Figure 33].

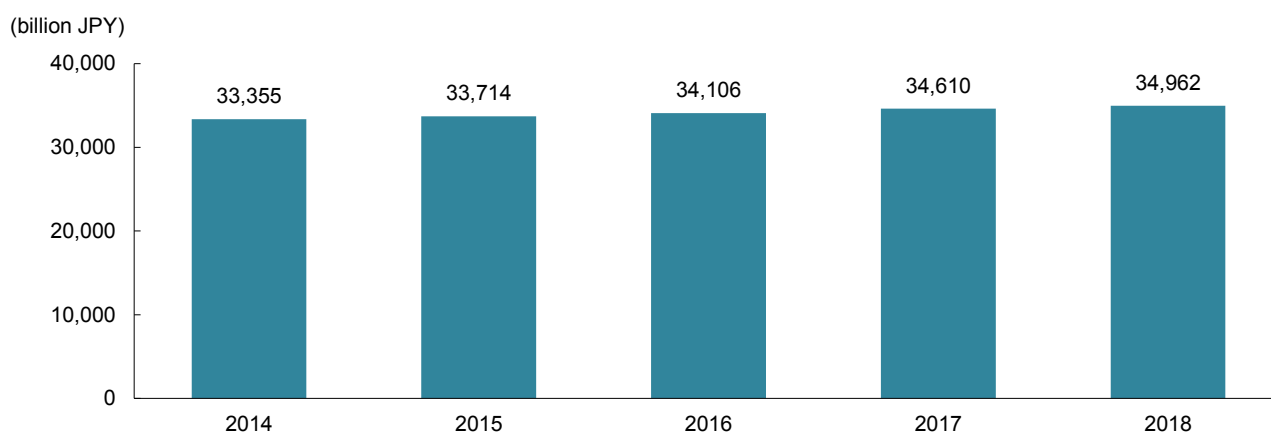
**Figure 31: New Policies and Policies in Force for Group Annuity Insurance**

(Number: million, Amount: billion JPY, y/y: %)

	New Policies				Policies in Force			
	Aggregated Number of Insured		Amount		Aggregated Number of Insured		Amount	
		y/y		y/y		y/y		y/y
2014	2.77	5,012.8	45.7	1,795.6	19.30	110.0	33,355	101.9
2015	0.01	0.6	10.3	22.7	18.13	93.9	33,714	101.1
2016	0.003	23.0	7.7	74.7	17.12	94.4	34,106	101.2
2017	0.001	31.9	16.4	211.7	16.52	96.5	34,610	101.5
2018	0.008	668.7	0.7	4.9	16.04	97.1	34,962	101.0

Note: Double count of insureds under coinsurance underwritten by multiple insurers are adjusted.

**Figure 32: Amount of Group Annuity Insurance Policies in Force**



**Figure 33: Asset Balance of Employees' Pension Funds and Defined Benefit Corporate Pensions**



## II. Profit and Loss

### 1. Insurance Business Related Profit and Loss

#### (1) Premium Income

The total premium income was 33.91 trillion JPY (104.5% y/y) [Figure 34].

The following results are based on insurance product type, individual insurance (25.25 trillion JPY, 106.4% y/y), individual annuity insurance (3.87 trillion JPY, 107.4% y/y), group insurance (1.09 trillion JPY, 96.8% y/y) and group annuity insurance (2.86 trillion JPY, 96.9% y/y) [Figure 35].

Looking at the premium income for individual insurance based on payment methods, monthly ranked top (49.0%), followed by lump sum (21.9%), annually (20.6%), and monthly payment through payroll deduction (8.0%), which resulted overall in an increase in the ratio of lump sum payment [Figure 36].

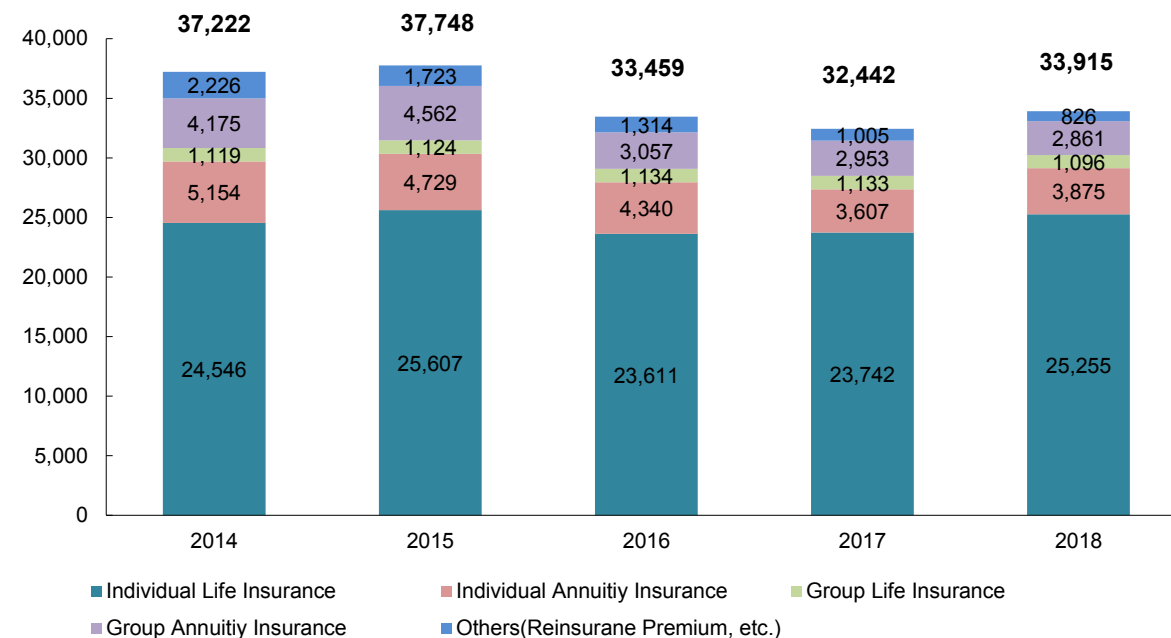
**Figure 34: Profit and Loss**

(billion JPY)

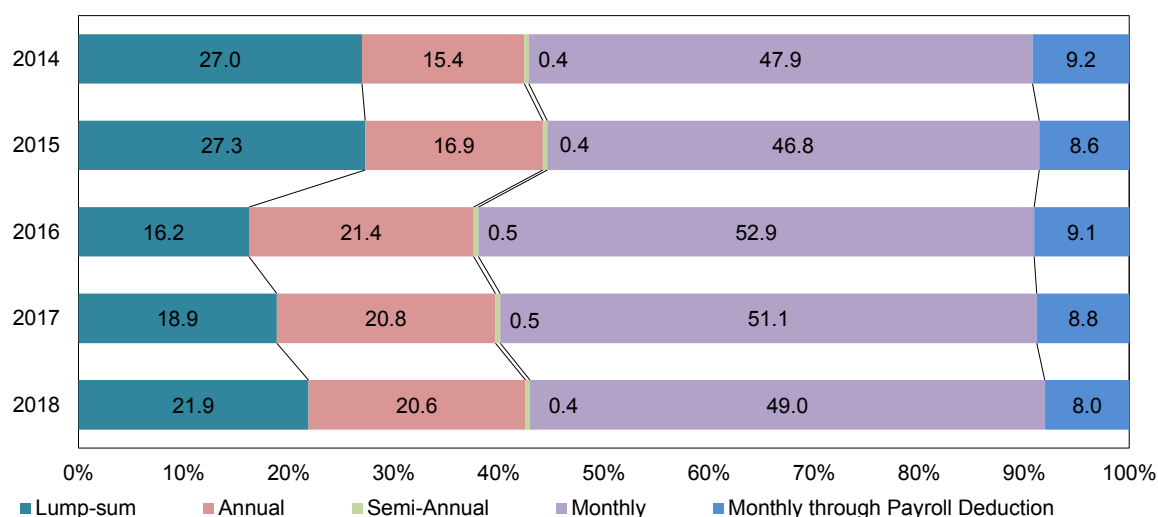
	Revenue						Expenses						Ordinary Profit
	Ordinary Revenue	Premium Income and Others	of Which Premium Income	Investment Profit	of Which: Interests & Dividends	Others	Ordinary Expenses	Benefits Paid	Provision for Insurance Reserves	Investment Expenses	Operating Expenses	Others	
2014	55,957	38,681	37,222	12,310	7,085	4,965	52,449	34,952	10,041	1,325	4,499	1,630	3,508
2015	52,303	38,962	37,748	8,291	7,111	5,048	49,537	32,454	8,361	2,473	4,706	1,541	2,765
2016	47,760	35,182	33,459	9,078	7,023	3,499	45,097	29,014	8,155	1,777	4,726	1,423	2,662
2017	47,268	33,779	32,442	9,461	7,239	4,026	44,348	28,943	6,754	2,559	4,751	1,340	2,919
2018	48,523	35,254	33,915	9,176	7,365	4,092	45,507	28,786	8,312	2,136	4,879	1,392	3,016

**Figure 35: Premium Income by Type**

(billion JPY)



**Figure 36: Ratio of Premium Income for Individual Insurance by Premium Payment Methods**



(2) Insurance Benefits Paid

The total insurance benefits paid was 28.78 trillion JPY (99.5% y/y).

The breakdown of benefits paid was, insurance claims (10.28 trillion JPY, 98.9% y/y), annuities (4.60 trillion JPY, 96.8% y/y), benefits (3.89 trillion JPY, 100.9% y/y), surrender cash value (6.31 trillion JPY, 98.5% y/y), other refunds (1.22 trillion JPY, 85.1% y/y), and reinsurance (2.46 trillion JPY, 118.6% y/y).

Looking at insurance claims, annuities and benefits, the insurance claim decreased for 11 consecutive years since 2008 due to the decrease in number of existing postal life insurance policies. Annuities has been increasing continuously since 2014, but it has been decreasing since. Benefits increased for the first time in 3 years [Figure 37].

**Figure 37: Insurance Benefits Paid**

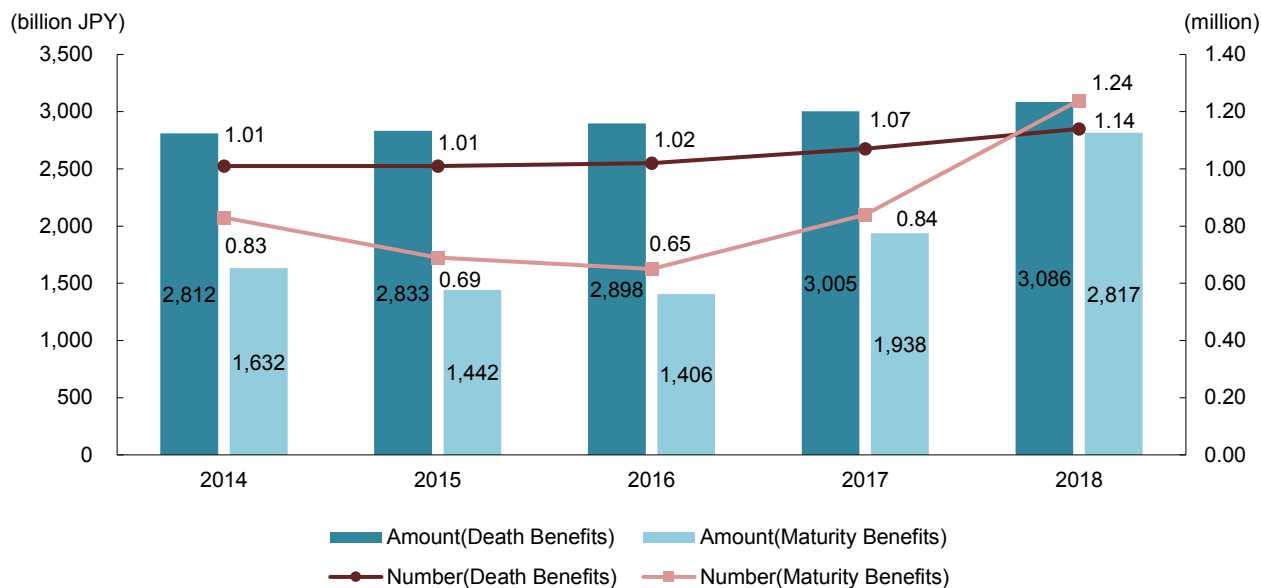
(billion JPY)

	Insurance Claims		Annuities	Benefits		Surrender Cash Value	Other Refunds	Reinsurance Premium	Total
		(Death/Maturity)			(Hospitalization/Surgery Benefit)				
2014	12,971	4,445	5,196	4,066	1,066	8,772	1,817	2,129	34,952
2015	12,124	4,276	4,859	4,096	1,087	7,459	1,890	2,022	32,454
2016	11,053	4,304	4,843	3,904	1,106	5,768	1,125	2,318	29,014
2017	10,406	4,943	4,754	3,862	1,132	6,406	1,434	2,077	28,943
2018	10,289	5,903	4,603	3,898	1,160	6,310	1,220	2,463	28,786

Note: Japan Post (until 2007) is reflected on the revenues and expenditures of the Japan Post Insurance, through underwriting reinsurance from the Management Organization for Postal Savings and Postal Life Insurance that succeeded the contracts. Also, amounts equivalent to the insurance benefits paid (including annuities) relating to the postal life insurance is included in the "claims paid" of the Japan Post Insurance.

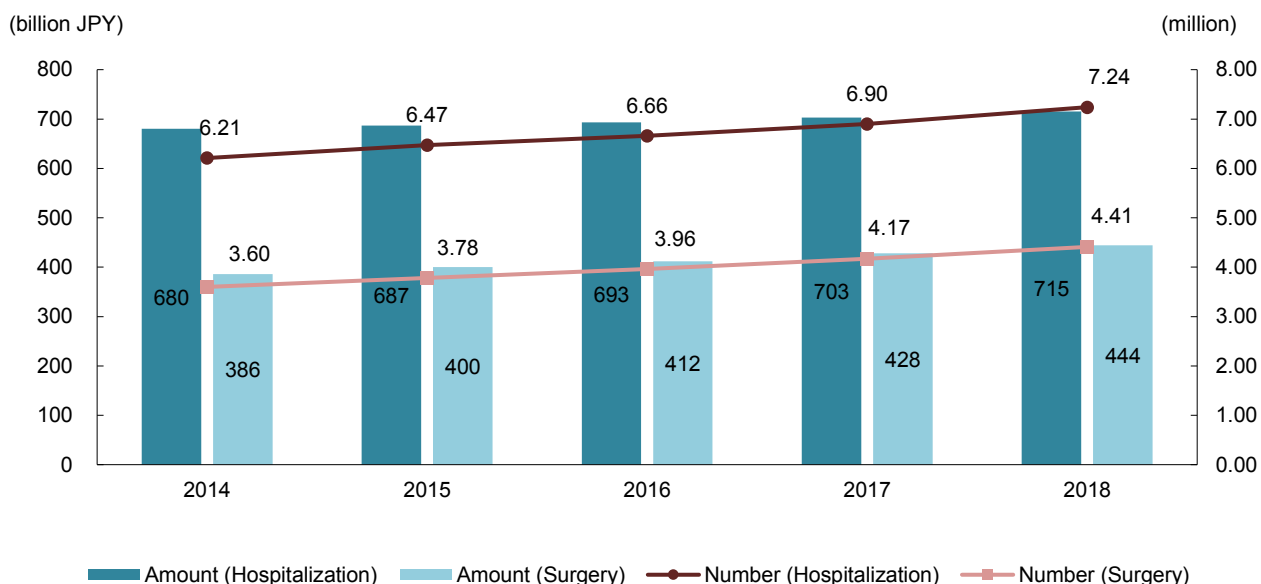
Of all the insurance claims paid, the number and the amount of death benefits were 1.14 million (106.4% y/y) and 3.08 trillion JPY (102.7% y/y). The living proceeds paid at contract maturity were 1.24 million (146.6% y/y) and 2.81 trillion JPY (145.4% y/y). Both paid claims rose in numbers and amounts since the previous year [Figure 38].

**Figure 38: Number and Amount of Death/Maturity Benefit Payments**



Of all the benefits paid, the number and the amount for hospitalization benefits were 7.24 million (104.9% y/y), and 715.9 billion JPY (101.7%), surgery benefits were 4.41 million (105.8% y/y) and 444.9 billion JPY (103.9% y/y) in which both benefits rose in numbers and amounts [Figure 39]

**Figure 39: Number and Amount of Hospitalization and Surgery Benefits**



## 2. Investment Income and Expenses

The investment income rose to 9.17 trillion JPY (97.0% y/y). Of all the invest income, interest and dividend income increased to 7.36 trillion JPY (101.7% y/y), sales of securities was 945.5 billion JPY (94.1% y/y) and other income (including profits on asset management of special accounts) was 589.0 billion JPY (49.9% y/y) which decreased from the previous year. In addition, the profits on asset management of special accounts included in the other income decreased to 259.2 billion JPY (786.8 billion JPY in FY 2018) [Figure 40].

Of all the interests and dividends, the amount of interests and dividends from securities was 6.29 trillion JPY (101.8% y/y) and for loan interests was 625.5 billion JPY (95.3% y/y).

The loss from selling securities was 596.2 billion JPY (121.5% y/y) and loss from revaluation of securities was 64.2 billion JPY (216.0% y/y) [Figure 41].

The amount of the balance of foreign exchange profits minus foreign exchange loss was 38.5 billion JPY (-1.07 trillion JPY loss for the previous year).

The investment yield on assets in general account was 1.91% (1.76% in FY 2017). The breakdown was, bonds; 1.75% (1.80% in FY 2017), domestic stocks; 6.66% (6.63% in FY 2017), foreign securities; 2.16% (1.36% in FY 2017), financial loan; 1.82% (1.46% in FY 2017), and real estate; 2.85% (2.81% in FY 2017) [Figure 42].

**Figure 40: Investment Income**

(Amount: billion JPY, y/y: %)

	Interest and Dividends	Securities	Loans	Rent of Real Estate	Deposits and Others	Profit on Sales of Securities	Foreign Exchange Profit	Others	Total
2014	7,085 <103.0>	5,880 <104.6>	809 <93.5>	312 <100.1>	83 <104.7>	1,032 <91.8>	1,110 <160.1>	3,082 <117.1>	12,310 <108.7>
2015	7,111 <100.4>	5,947 <101.1>	762 <94.2>	318 <102.0>	82 <100.0>	662 <64.2>	4 <0.4>	513 <16.7>	8,291 <67.4>
2016	7,023 <98.8>	5,928 <99.7>	697 <91.5>	319 <100.2>	77 <92.8>	1,077 <162.7>	79 <1,891.7>	897 <174.8>	9,078 <109.5>
2017	7,239 <103.1>	6,182 <104.3>	656 <94.0>	316 <99.1>	84 <110.3>	1,004 <93.2>	36 <46.4>	1,179 <131.4>	9,461 <104.2>
2018	7,365 <101.7>	6,293 <101.8>	625 <95.3>	324 <102.6>	122 <143.6>	945 <94.1>	276 <748.2>	589 <49.9>	9,176 <97.0>

Note1: Other includes profit from monetary funds, derivatives and gains on special account assets.

Note2: Numbers in <> refers to year-on-year rate.



**Figure 41: Investment Expenses**

(Amount: billion JPY, y/y: %)

	Interest Paid	Losses on Sales of Securities	Losses on Revaluation of Securities	Foreign Exchange Losses	Others	Total
2014	64 <92.5>	82 <31.8>	13 <29.2>	105 <491.7>	1,059 <111.6>	1,325 <98.5>
2015	68 <106.9>	155 <189.6>	91 <665.2>	1,026 <968.1>	1,131 <106.8>	2,473 <186.6>
2016	74 <107.8>	551 <354.3>	71 <78.3>	191 <18.6>	889 <78.6>	1,777 <71.9>
2017	86 <117.1>	490 <89.1>	29 <41.7>	1,113 <582.1>	837 <94.1>	2,559 <143.9>
2018	111 <128.3>	596 <121.5>	64 <216.0>	314 <28.2>	1,049 <125.3>	2,136 <83.5>

Note1: Other includes profit from monetary funds, derivatives and gains on special account assets.

Note2: Numbers in &lt;&gt; refers to year-on-year rate.

**Figure 42: Portfolio Yields by Type of Assets**

(%)

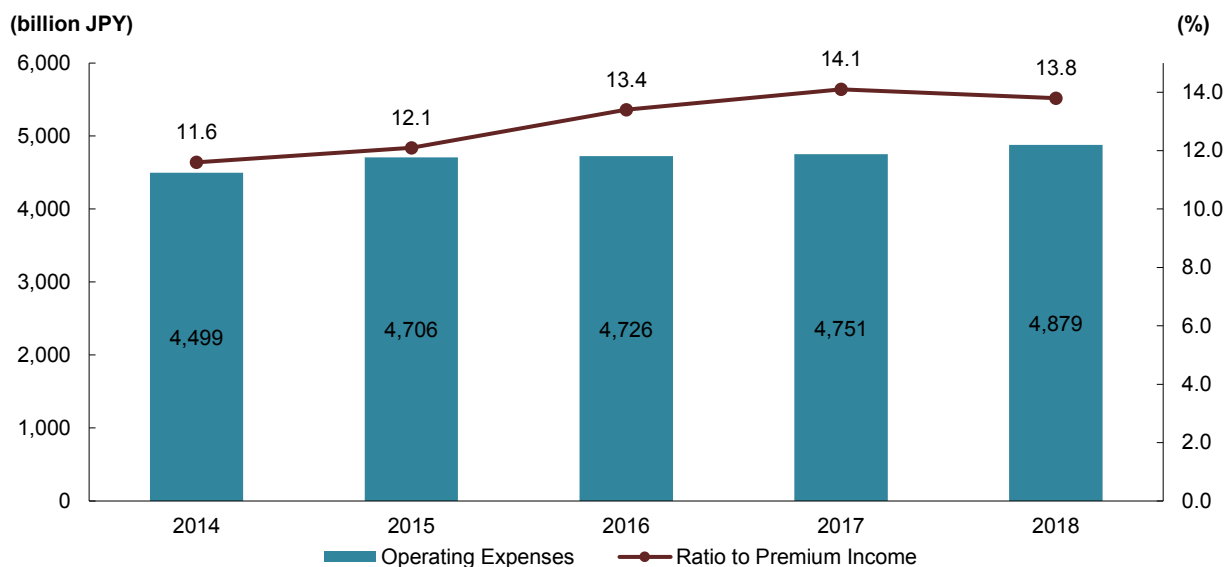
	Bonds	Domestic Stocks	Foreign Securities	Financial Loans	Real Estate	General Account Assets
2014	1.88	5.31	5.50	2.28	2.50	2.58
2015	1.75	5.17	2.24	1.70	2.62	1.92
2016	1.84	5.83	2.31	1.83	2.80	1.96
2017	1.80	6.63	1.36	1.46	2.81	1.76
2018	1.75	6.66	2.16	1.82	2.85	1.91

Note: Yields are calculated by dividing (investment income – investment expense + appraisal gains under Article 112 of the Insurance Business Act) by the average daily balance.

### 3. Operating Expenses

Operating expenses was 4.87 trillion JPY (102.7% y/y). The ratio of premium income to total operating expense was 13.8% (0.3 points decrease from the previous year) [Figure 43].

**Figure 43: Operating Expenses**



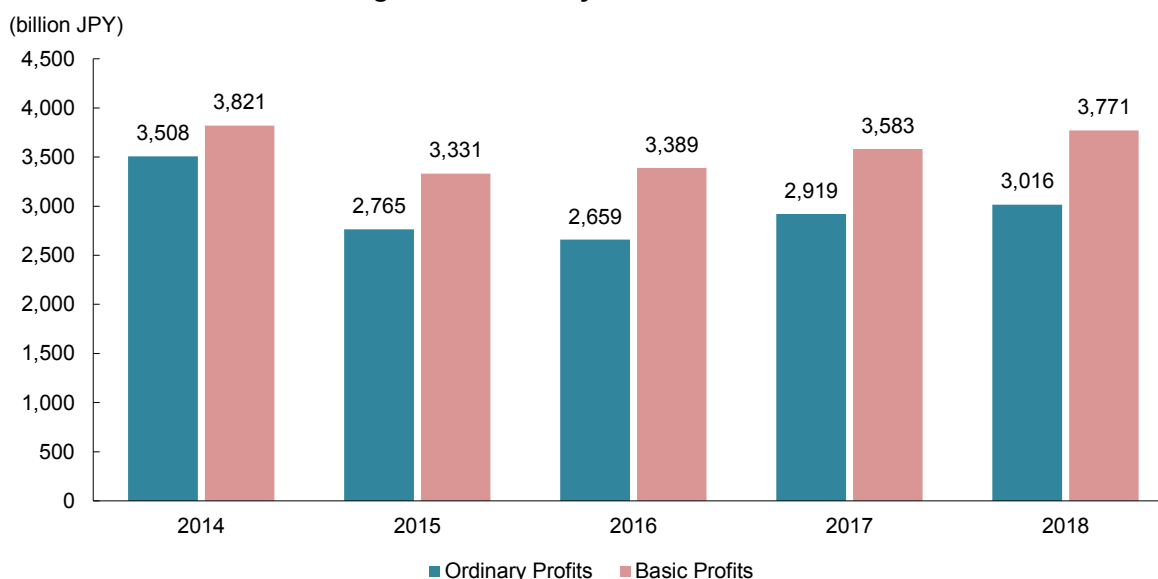
### 4. Ordinary Profits and Basic Profits

Ordinary profits was 3.01 trillion JPY (103.3% y/y), which is an increase for 2 consecutive years. The basic profits which represents the profitability of life insurance companies, was 3.77 trillion JPY (105.2% y/y) which is an increase for 3 consecutive years [Figure44].

**What is Basic Profit?**

Basic profit is the indicator for the basic periodic profit and loss status of life insurance companies, which is comprised of insurance business related income and expenditure such as premium income, claim payments and operating expenses. It also includes income and expenditure from investment related business such as income from interests and dividends. It is calculated by deducting the capital gain/loss and extraordinary profit/loss (e.g., gain/loss from sales of securities) from the ordinary profits.

**Figure 44: Ordinary Profits and Basic Profits**



### III. Investment Results

#### 1. Overview of Total Assets

As of the end of FY 2018, the total assets increased from the previous year for the 3 consecutive years to 387.79 trillion JPY (101.7% y/y).

The key items of the assets are, securities (320.30 trillion JPY, 102.1% y/y) which accounted for 82.6% of the total, followed by loans at 8.2% (31.87 trillion JPY, 96.7% y/y) [Figure 45 and 46].

**Figure 45: Total Assets**

(billion JPY)

	Cash, Deposits and Savings	Call Loans	Monetary Trusts	Securities	Loans	Tangible Fixed Assets	Others	Total Assets
2014	5,608	3,672	3,332	299,429	36,810	6,329	12,072	367,255
2015	7,458	1,280	3,701	300,523	34,986	6,250	12,970	367,172
2016	7,534	1,201	4,543	309,714	34,071	6,124	12,320	375,510
2017	8,029	1,594	5,590	313,746	32,973	6,092	13,247	381,275
2018	8,994	1,654	6,171	320,309	31,878	6,156	12,629	387,794

**Figure 46: Ratio of Total Assets**

(%)

	Cash, Deposits and Savings	Call Loans	Monetary Trusts	Securities	Loans	Tangible Fixed Assets	Others	Total Assets
2014	1.5	1.0	0.9	81.5	10.0	1.7	3.3	100.0
2015	2.0	0.3	1.0	81.8	9.5	1.7	3.5	100.0
2016	2.0	0.3	1.2	82.5	9.1	1.6	3.3	100.0
2017	2.1	0.4	1.5	82.3	8.6	1.6	3.5	100.0
2018	2.3	0.4	1.6	82.6	8.2	1.6	3.3	100.0

## 2. Securities

Since the domestic interest rate remained low throughout FY 2018, financial resources were increasingly allocated to foreign securities etc., because of their comparatively higher interest rates. By the type of securities (320.30 trillion JPY in total), Japanese government bonds ranked top with 148.22 trillion JPY (100.6% y/y) accounting for 46.3% of the total securities, followed by foreign securities, reaching the record high at 96.52 trillion JPY (108.5% y/y), corporate bonds at 27.10 trillion JPY (103.5% y/y), stocks at 21.78 trillion JPY (94.0% y/y) and local government bonds at 10.94 trillion JPY (90.6% y/y). [Figure 47].

The amount of public and corporate bonds (total of government bonds, local government bonds, and corporate bonds) increased for the first time in 5 years (186.27 trillion JPY, 100.3% y/y). The amount of stocks decreased for the first time in 3 years. Among the assets, the amount of public and corporate bonds accounted for 48.0%, foreign securities for 24.9%, and stocks for 5.6% of the total in FY 2018 [Figures 48 and 49].

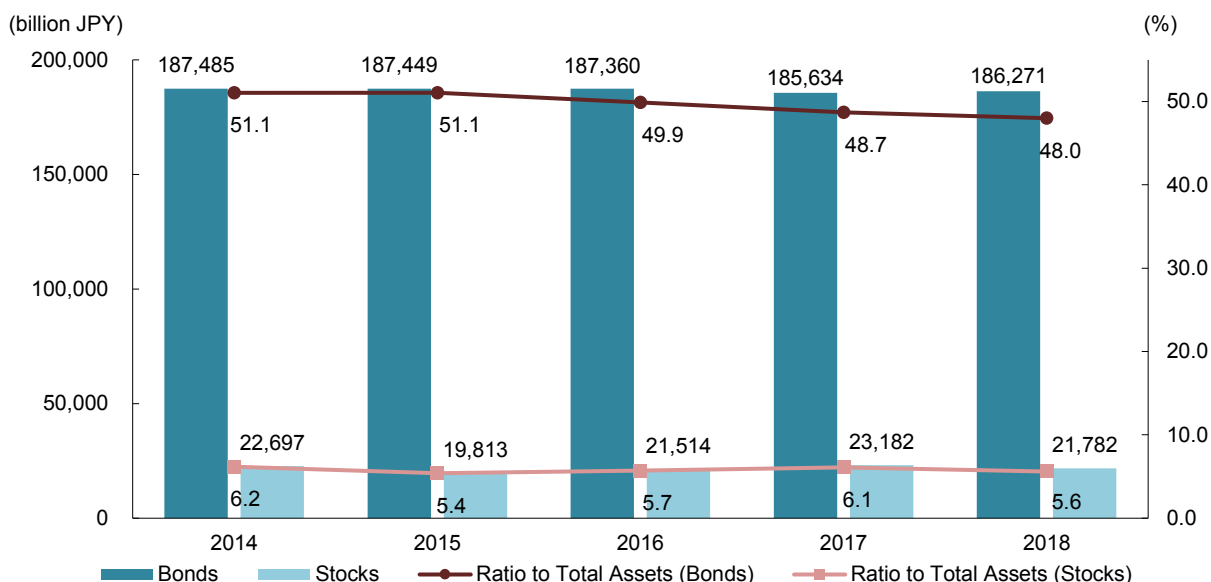
Of all the foreign securities, the amount of public and corporate bonds (total of government bonds, local government bonds corporate bonds, and other foreign securities) stood at 91.36 trillion JPY (109.8% y/y), and the amount of stocks stood at 5.16 trillion JPY (88.7% y/y) [Figure 49].

**Figure 47: Breakdown of Securities**

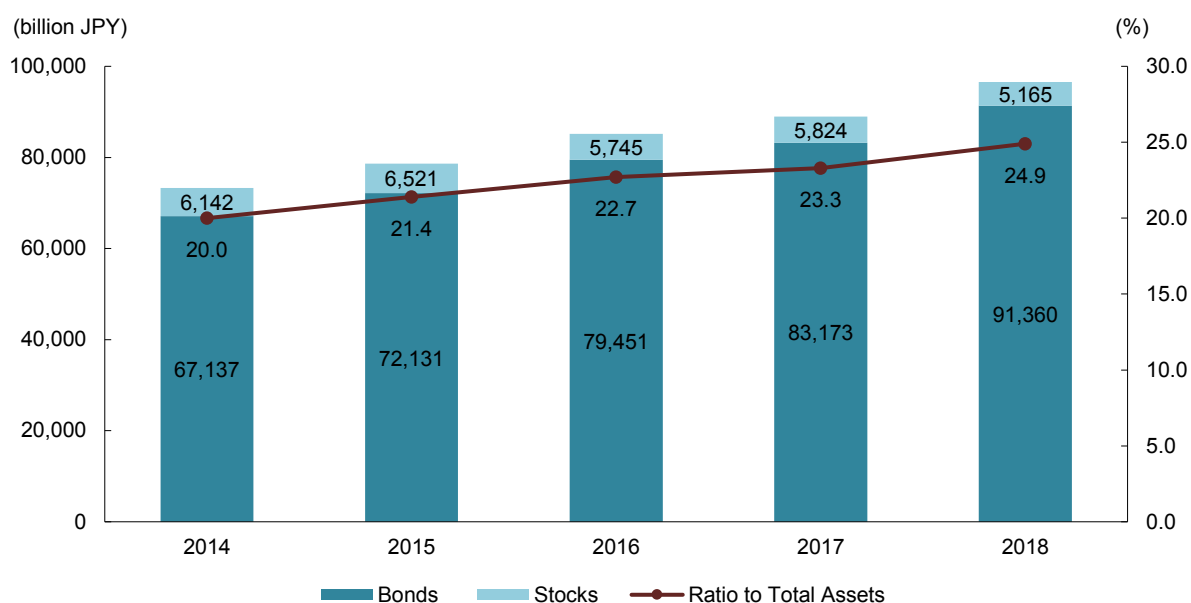
(Amount: billion JPY, y/y: %)

	Government Bonds		Local Government Bonds		Corporate Bonds		Stocks		Foreign Securities		Others Securities		Total Amount
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	
2014	148,761	49.7	13,868	4.6	24,855	8.3	22,697	7.6	73,280	24.5	15,965	5.3	299,429
2015	148,568	49.4	13,517	4.5	25,363	8.4	19,813	6.6	78,653	26.2	14,607	4.9	300,523
2016	148,553	48.0	12,982	4.2	25,824	8.3	21,514	6.9	85,197	27.5	15,642	5.1	309,714
2017	147,365	47.0	12,081	3.9	26,187	8.3	23,182	7.4	88,998	28.4	15,931	5.1	313,746
2018	148,223	46.3	10,940	3.4	27,108	8.5	21,782	6.8	96,526	30.1	15,729	4.9	320,309

**Figure 48: Balance of Bonds and Stocks**



**Figure 49: Balance of Foreign Securities**



### 3. Loans

The balance of loans decreased from the previous year to 31.87 trillion JPY (96.7% y/y), accounting for 8.2% of the total assets (decrease of 0.4 points from the previous year).

Loans were the main items in the investment portfolios of life insurers from the late 1960s to early 1970s accounting for almost 70.0% over the total assets. However, the amount has been decreasing in the long run. Financial loans, accounting for 91.0% of total loans, decreased from the previous year to 29.01 trillion JPY (96.4% y/y), and policy loans also decreased from the previous year to 2.86 trillion JPY (99.2% y/y). [Figure 50].

As for the breakdown of general loans, loans to businesses account for 83.3%, followed by loans to individuals for 5.7% [Figure 51].

The amount of risk-monitored loans (total of loans to bankrupt borrowers, past due loans, loans overdue for 3 months or more and restructured loans) increased from the previous year to 103.3 billion JPY (103.2% y/y). Among them, past due loans amounted to 71.4 billion JPY (106.8% y/y) and restructured loans amounted to 28.1 billion JPY (98.2% y/y). The ratio of risk-monitored loans to total loans was 0.3% in fiscal 2018 (0.3% in FY 2017) [Figure 52].

**Figure 50: Breakdown of Loans**

(Amount: billion JPY, y/y: %)

	Financial Loans	Policy Loans	Total Loans	Ratio to Total Assets
2014	33,741	3,069	36,810	10.0
2015	31,985	3,001	34,986	9.5
2016	31,132	2,938	34,071	9.1
2017	30,083	2,889	32,973	8.6
2018	29,013	2,865	31,878	8.2

**Figure 51: Financial Loans to Entities and Individuals**

(Amount: billion JPY, y/y: %)

	Loans to Entities				Loans to Individuals	
		Large Entities	Leading Medium-Sized Entities	SMEs	Home Mortgage	Consumer Loans
2014	29,437 <96.7>	16,282 <98.1>	135 <97.3>	11,040 <91.2>	1,333 <95.2>	706 <87.4>
2015	27,798 <94.4>	15,659 <96.2>	156 <115.5>	9,989 <90.5>	1,251 <93.8>	646 <91.6>
2016	26,338 <94.7>	14,849 <94.8>	129 <82.8>	9,047 <90.6>	1,142 <91.3>	587 <90.8>
2017	25,445 <96.6>	13,979 <94.1>	116 <89.4>	8,583 <94.9>	1,118 <97.9>	554 <94.4>
2018	24,182 <95.0>	13,113 <93.8>	110 <95.0>	7,695 <89.7>	1,102 <98.5>	542 <97.9>

Note1: Loans to businesses include loans to foreign businesses in addition to the items described in the above table.

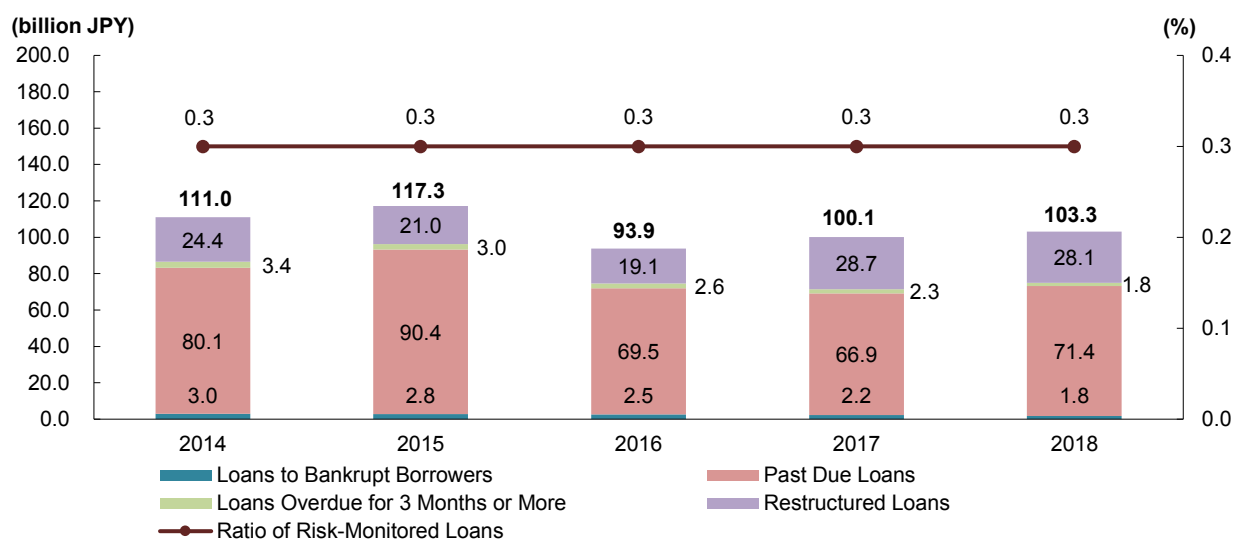
Note2: Loans from Japan Post Insurance to SMEs include loans to Management Organization for Postal Savings and Postal Life Insurance.

Note3: Numbers in <> refer to year-on-year rate.

(Classification of scale of entities by the type of business)

Type of business	① All types of Business Except for ② to ④		② Retail and Eating and Drinking Business		③ Service Business		④ Wholesale Business	
Large		Capital of 1 billion JPY or more		Capital of 1 billion JPY or more		With more than 300 employees and;	Capital of 1 billion JPY or more	With more than 50 employees and;
Leading Medium-Sized	With more than 300 employees and;	Capital of more than 300 million JPY and less than 1 billion JPY	With more than 50 employees and;	Capital of more than 50 million JPY and less than 1 billion JPY	Large Entities Leading Medium-Sized Entities	Capital of more than 50 million JPY and less than 1 billion JPY	Capital of more than 300 million JPY and less than 1 billion JPY	Capital of more than 100 million JPY and less than 1 billion JPY
SMEs	With capital of 300 million JPY or less or 300 or less full-time employees		With capital of 50 million JPY or less or 50 or less full-time employees		With capital of 50 million JPY or less or 100 or less full-time employees		With capital of 100 million JPY or less or 100 or less full-time employees	

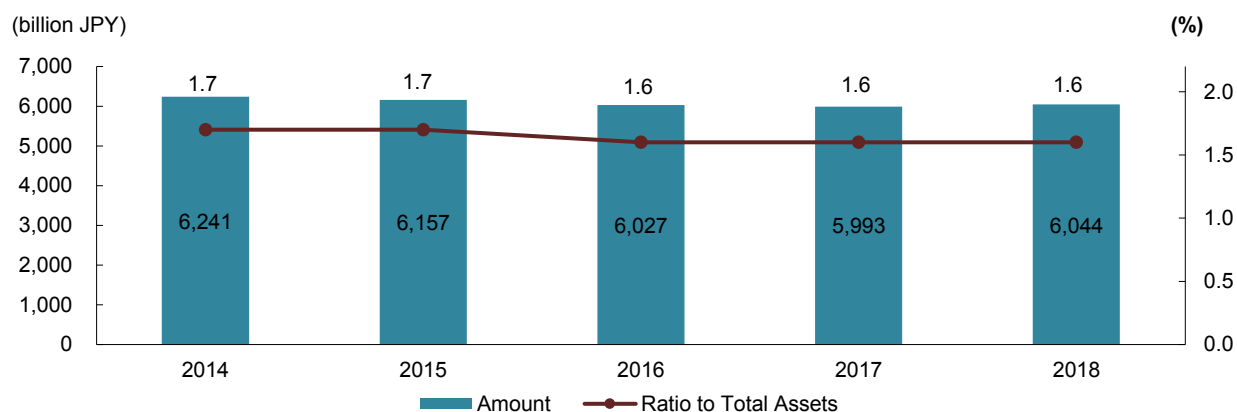
**Figure 52: Amount of Risk-Monitored Loans**



#### 4. Tangible Fixed Assets (Real Estate)

Of the total amount of tangible fixed assets (6.15 trillion JPY), the amount of real estate, which is the total amount of land, buildings, and construction in process, was 6.04 trillion JPY (100.8% y/y). The total amount of tangible fixed assets accounts for 1.6% of the total assets for FY 2018 [Figure 45 and 53].

**Figure 53: Balance of Real Estate**



## IV. Liabilities and Net Assets

### 1. Liabilities and Net Assets

Total liabilities was 362.72 trillion JPY (101.6% y/y) and account for 93.5% of gross capital (total of liabilities and net assets). 92.5% of liabilities is comprised of insurance reserves and of the reserves, 98.3% accounts for policy reserves which is a reserve accumulated for future claim payments. Other than that, reserves for policyholder dividends, which are accumulated for paying dividends on insurance contracts, account for 1.1% and reserves for outstanding claims, which is accumulated for unclaimed benefits, account for 0.6% [Figure 54 (upper panel)].

Meanwhile, total net assets were 25.06 trillion JPY (103.9% y/y), which accounts for 6.5% of gross capital [Figure 54 (lower panel)].

**Figure 54: Liabilities and Net Assets**

(Amount: billion JPY, y/y: %)

Breakdown of Liabilities	Amount	Ratio of Liabilities	Ratio
Insurance Reserves	335,554	92.5	86.5
Reserves for Outstanding Claims	2,039	0.6	0.5
Policy Reserves	329,702	90.9	85.0
Reserves for Policyholder Dividends	3,813	1.1	1.0
Reserves for price fluctuations	5,172	1.4	1.3
Others	22,000	6.1	5.7
<b>Total liabilities</b>	<b>362,728</b>	<b>100.0</b>	<b>93.5</b>

Breakdown of Net Assets	Amount	Ratio of Net Assets	Ratio
Total Foundation Funds and Others or Total Stockholders' Equity	11,780	47.0	3.0
Fund or Capital	2,659	10.6	0.7
Accumulated Redeemed Foundations	2,781	11.1	0.7
Capital Surplus	2,259	9.0	0.6
Surplus or Retained Earnings	4,075	16.3	1.1
Others	5	0.0	0.0
Total Valuation, Translation Adjustment, and Others	13,286	53.0	3.4
Stock Acquisition Rights	0	0.0	0.0
<b>Total Net Assets</b>	<b>25,066</b>	<b>100.0</b>	<b>6.5</b>

<b>Total liabilities and net assets</b>	<b>387,794</b>	<b>—</b>	<b>100.0</b>
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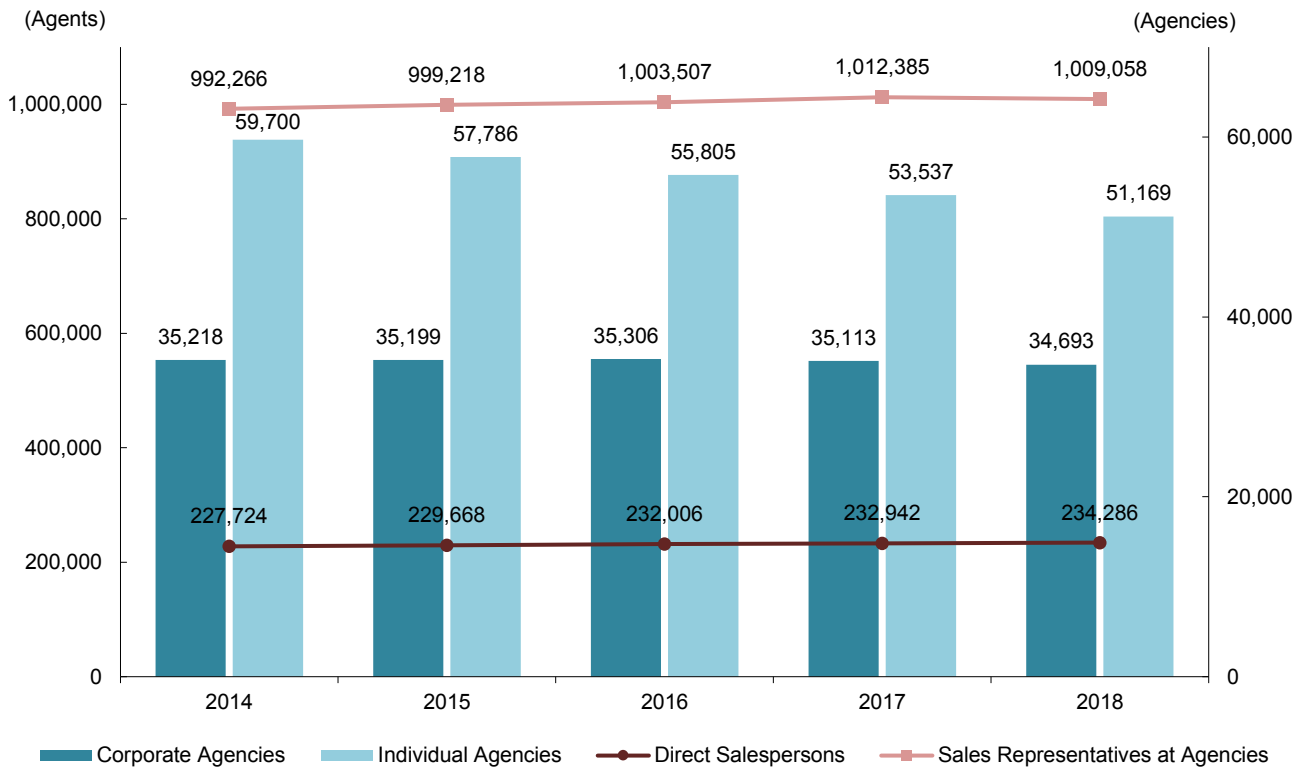
# Reference

## Distribution Channels

The distribution channel of an insurance company is diversified. Most insurance companies have sales branches throughout the country and direct salespersons employed at each branch conducts sales activities and provides services directly to consumers. Other than the direct salespersons, insurance companies outsource their sales activities to agencies. There are also sales via direct marketing and internet. The solicitation of life insurance is conducted by direct salespersons, agencies (corporate and individual), and sales representatives at agencies engage in the solicitation of insurance. All of them are required by the Insurance Business Act to be registered with FSA as a person authorized to be involved in life insurance solicitation activities.

There are 234.28 thousand (100.6% y/y) registered in FY 2018, as direct salespersons, which is an increase in 4 consecutive years. As for agencies, there are 34.69 thousand corporate agencies (98.8% y/y) in FY 2018, which is nearly equal to the previous year, and 51.16 thousand individual agencies (95.6% y/y), which is a decrease in 4 consecutive years. There are 1.00 million (99.7% y/y) sales representatives at agencies, which decreased for the first time in 4 years [Figure 55].

**Figure 55: Number of Direct Salespersons, Agencies and Sales Representatives at Agencies at the End of FY 2018**

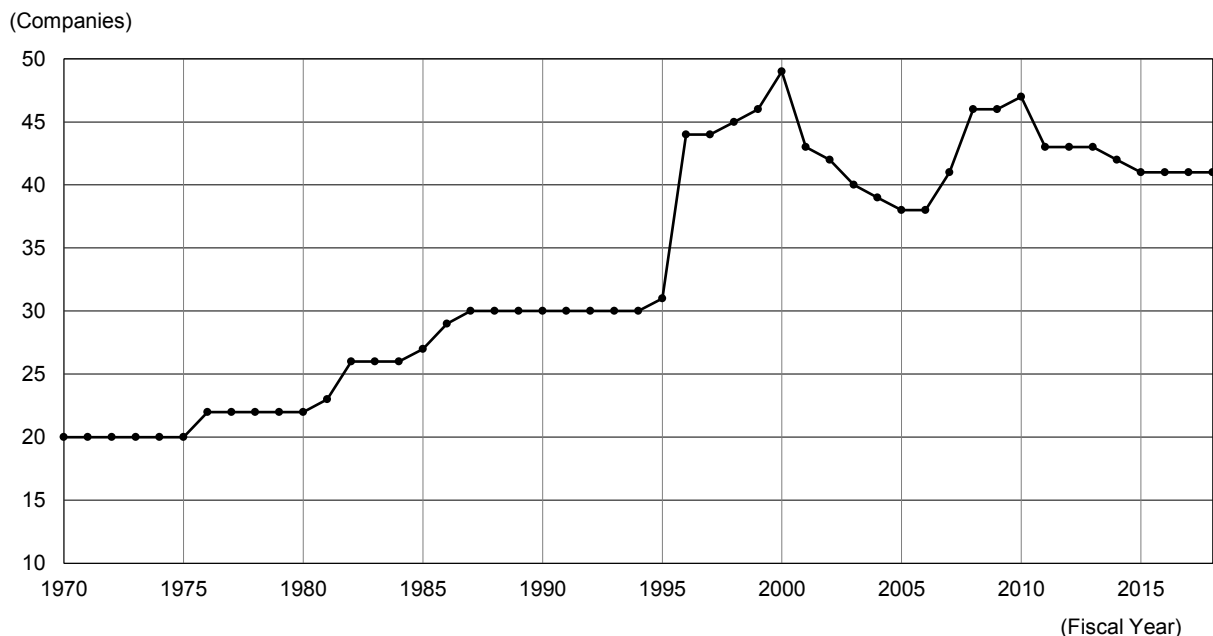


Note: The number of sales representative at agencies includes the total of corporate agencies and individual agencies.



# Member Companies

## Number of Member Companies



Note: Number of companies are as of the end of each fiscal year.

<b>List of member companies of the LIAJ (41 companies as of March 2019)</b>	
<b>AXA Life Insurance Co., Ltd.</b>	<b>Zurich Life Insurance Company Ltd.</b>
<b>AXA Direct Life Insurance Company Limited</b>	<b>T&amp;D FINANCIAL LIFE INSURANCE COMPANY</b>
<b>Asahi Mutual Life Insurance Co.</b>	<b>Tokio Marine &amp; Nichido Life Insurance Co., Ltd.</b>
<b>Aflac Life Insurance Japan Ltd.</b>	<b>Nippon Wealth Life Insurance Company Limited</b>
<b>Allianz Life Insurance Japan Ltd.</b>	<b>Nippon Life Insurance Co.</b>
<b>SBI Life Insurance Co., Ltd.</b>	<b>The Neo First Life Insurance Company, Limited</b>
<b>NN Life Insurance Company, Ltd.</b>	<b>Fukoku Mutual Life Insurance Co.</b>
<b>FWD Fuji Life Insurance Company, Limited</b>	<b>Fukokushinrai Life Insurance Co., Ltd.</b>
<b>ORIX Life Insurance Corporation</b>	<b>The Prudential Life Insurance Co., Ltd.</b>
<b>Cardif Assurance Vie Japan</b>	<b>The Prudential Gibraltar Financial Life Insurance Co., Ltd.</b>
<b>JAPAN POST INSURANCE CO., Ltd.</b>	<b>Manulife Life Insurance Company</b>
<b>Crédit Agricole Life Insurance Company Japan Ltd.</b>	<b>Mitsui Life Insurance Company Limited</b>
<b>The Gibraltar Life Insurance Co., Ltd.</b>	<b>Mitsui Sumitomo Aioi Life Insurance Co., Limited.</b>
<b>Sumitomo Life Insurance Co.</b>	<b>Mitsui Sumitomo Primary Life Insurance Company, Limited</b>
<b>Sony Life Insurance Co., Ltd.</b>	<b>Midori Life Insurance Company</b>
<b>AEGON Sony Life Insurance Co., Ltd.</b>	<b>Meiji Yasuda Life Insurance Company</b>
<b>Sompo Japan Nipponkoa Himawari Life Insurance, Inc.</b>	<b>MetLife Insurance K.K.</b>
<b>The Dai-ichi Life Insurance Company, Limited</b>	<b>Medicare Life Insurance Co., Ltd.</b>
<b>The Dai-ichi Frontier Life Insurance Co., Ltd.</b>	<b>LIFENET INSURANCE COMPANY</b>
<b>Daido Life Insurance Co.</b>	<b>Rakuten Life Insurance Co., Ltd.</b>
<b>Taiyo Life Insurance Company</b>	

Note1: The company name changed as of October 2019. "Sompo Japan Nipponkoa Himawari Life Insurance, Inc." changed to "Sompo Himawari Life Insurance, Inc.". "Mitsui Life Insurance Company Limited" changed to "TAIJU LIFE INSURANCE COMPANY LIMITED".

Note2: Hanasaku Life Insurance Co., Ltd. became new member in April 2019. As of October 2019, there are 42 member companies.