

Japan Credit Rating Agency, Ltd. (JCR) announces the following credit rating.

## **JAPAN POST INSURANCE Co., Ltd. (security code: 7181)**

### <Affirmation>

Long-term Issuer Rating:	AA
Outlook:	Stable
Ability to Pay Insurance Claims:	AA
Outlook:	Stable
Bonds (Dated subordinated bonds):	A+

### *Rationale*

- (1) JAPAN POST INSURANCE Co., Ltd. (the “Company”) is the core life insurance company of the JAPAN POST Group (the “Group”). The Group’s holding company JAPAN POST HOLDINGS Co., Ltd. (“JAPAN POST HD”) owns 49% voting rights in the Company. The Postal Service Privatization Act (the “Act”) requires that the Company’s entire shareholdings be divested as soon as possible, in consideration of its business conditions and impacts on JAPAN POST HD and JAPAN POST Co., Ltd. (“JAPAN POST”) with respect to the fulfillment of their obligations to offer universal services. The Company’s issuer rating primarily reflects the assessment of stock-based factors such as the volume of policies in force and financial soundness, in addition to the solid business base backed by the post office network. After a period of refraining from and suspending sales activities due to the issue of improper solicitation, the Company resumed insurance solicitation, and since April 2022 has gradually promoted full-scale sales activities under a new sales structure. As JCR had expected, the Company had to be cautious in its business operations for the time being, the pace of recovery in annualized premiums from new policies has been quite slow. However, the pace of recovery has been gradually accelerating recently, due in part to the effects of the product lineup expansion. Meanwhile, in terms of governance, a system has been established across the Group.
- (2) The Company’s ties with JAPAN POST HD and JAPAN POST in terms of business operations are extremely strong. JCR already incorporates in the ratings the fact that the Company’s capital relationships with JAPAN POST HD becomes weaker as the Company’s shares held by JAPAN POST HD are being sold. Meanwhile, by entering into an agreement with JAPAN POST to offer over-the-counter insurance that cannot be easily cancelled, the Company has contract obligations as an insurance company relevant to the provision of JAPAN POST’s universal services. Hence, JCR assumes that, even when the share divestment proceeds, the Company and JAPAN POST will remain very strongly united in terms of operations. That said, additional regulations for new businesses under the Act have been relaxed as the voting rights held by JAPAN POST HD fell below 50%, giving the Company greater flexibility in carrying out new operations, developing products and so forth.
- (3) The Company has a large customer base with the number of policies in force and customers reaching 19.70 million and 18.07 million, respectively, by offering simple and small-amount products mainly to women and middle-aged and older people through 20,000 post offices nationwide. Although the customer base is shrinking with sluggish annualized premiums from new policies, evaluation on the customer base remains unchanged. The Company is gradually moving towards full-scale sales promotion, and an appropriate customer-focused sales structure is being established. At the same time, the Company has revised its products and introduced new products, leading to a continued recovery in annualized premiums from new policies. The setting of sales targets and the introduction of the “GD (evaluation) system,” which fosters a sales mindset, also contribute to this. JCR will be keeping a close eye on whether the pace can be maintained going forward.
- (4) In terms of the life insurance accounting, a fall in annualized premiums from new policies has a little impact on the profit level in the short term because it helps reduce expenses, but it will have a negative impact in the medium and long run. Although the Company has secured a certain level of profit on a financial accounting basis since the fiscal year ended March 2020 (FY2019), the level of basic profit declined in FY2022 and FY2023. This was due to factors including a decrease in the number of policies in force and increased hedging costs for securities management. EEV, an indicator of economic value-based corporate value, had not seen an increase in value of new business due to weak annualized premiums from new policies, but a certain degree of recovery was

seen in FY2023. JCR will follow up on whether the Company can steadily accumulate “the amount of increase in EEV associated with the results of sales activities” such as the value of new business, on which JCR put importance.

- (5) Approximately 90% of its securities holdings are public and corporate bonds, which have high creditworthiness and liquidity. The Company has been diversifying its asset management by investing in “income-seeking assets” such as foreign bonds and stocks, but also reviews its portfolio appropriately in response to fluctuations in domestic and international interest rates. It has secured sufficient capital in relation to risks through the accumulation of internal reserves, including the build-up of various reserves, and its ESR, an indicator of the financial soundness based on economic value, stood at 206% as of the end of March 2024, a level that allows it to maintain soundness even under conditions of considerable stress. Interest rate risk, etc. have been decreased through use of reinsurance for life annuity insurance contracts in the old classification and shortening of liability duration. As sensitivity is being suppressed, JCR believes that the ESR is unlikely to fluctuate significantly in the future.

Tomohiro Miyao, Kota Matsuzawa

## Rating

Issuer: JAPAN POST INSURANCE Co., Ltd.

### <Affirmation>

Long-term Issuer Rating: AA                      Outlook: Stable

Ability to Pay Insurance Claims: AA            Outlook: Stable

Issue	Amount (bn)	Issue Date	Due Date	Coupon	Rating
1st Series Deferrable Interest and Callable Unsecured Subordinated Bonds	JPY 100	Jan. 29, 2019	Jan. 29, 2049	(Note 1)	A+
2nd Series Deferrable Interest and Callable Unsecured Subordinated Bonds	JPY 200	Jan. 28, 2021	Jan. 28, 2051	(Note 2)	A+
3rd Series Deferrable Interest and Callable Unsecured Subordinated Bonds	JPY 100	Sept. 7, 2023	Sept. 7, 2053	(Note 3)	A+
4th Series Deferrable Interest and Callable Unsecured Subordinated Bonds	JPY 100	Apr. 17, 2024	Apr. 17, 2054	(Note 4)	A+

### Notes:

1. 1.00% until and including January 29, 2029. 6M Euroyen LIBOR + 1.78% after that date.
2. 1.050% until and including January 28, 2031. 5-year JGB interest rate + 2.010% after that date.
3. 1.910% until and including September 7, 2033. 5-year JGB interest rate + 2.277% after that date.
4. 2.133% until and including April 17, 2034. 5-year JGB interest rate + 2.300% after that date.

Rating Assignment Date: October 10, 2024

The assumptions for the credit ratings and the definitions of the rating symbols are published as "Types of Credit Ratings and Definitions of Rating Symbols" (January 6, 2014) in Information about JCR Ratings on JCR's website (<https://www.jcr.co.jp/en/>).

Outline of the rating methodology is shown as "JCR's Rating Methodology" (October 1, 2024), "Life Insurance" (February 8, 2024), "Rating Methodology for Financial Groups' Holding Companies and Group Companies" (September 1, 2022), "Ratings of Hybrid Securities" (September 10, 2012) and "Rating Methodology for Financial Institutions' Capital and TLAC Instruments" (April 27, 2017) in Information about JCR Ratings on JCR's website (<https://www.jcr.co.jp/en/>).

The rating stakeholder participated in the rating process of the aforementioned credit ratings.

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JCR publishes its press releases regarding the rating actions both in Japanese and in English on the same day. In case that it takes time to translate rating rationale, JCR may publicize the summary version, which will be replaced by the full translated version within three business days. (Regarding Structured Finance products, JCR only publicize the summary version in English.)



INFORMATION DISCLOSURE FORM

Japan Credit Rating Agency, Ltd.

## Disclosure Required by Paragraph (a)(1)(ii) of Rule 17g-7

Issuer:	JAPAN POST INSURANCE Co., Ltd.
Rating Publication Date:	October 16, 2024

1

The Symbol, Number, or Score in the Rating Scale used to Denote Credit Rating Categories and Notches and, the Identity of the Obligor or the Identity and a Description of the Security or Money Market Instrument as Required by Paragraph (a)(1)(ii)(A) of Rule 17g-7

- Please see the news release. If the credit rating is a private rating, please see the report for private rating.

2

The version of the procedure or methodology used to determine the credit rating; as Required by Paragraph (a)(1)(ii)(B) of Rule 17g-7

- Please see the news release. If the credit rating is a private rating, please see the report for private rating.

3

The Main Assumptions and Principles used in Constructing the Procedures and Methodologies used to Determine the Credit Rating as Required by Paragraph (a)(1)(ii)(C) of Rule 17g-7

- The credit rating methodology assumes, in principle, to be applied to assess the likelihood of a given debt payment in light of its issuer's condition and business environment, etc. in the relevant future. There is certain limitation, however, in the time horizon that the rating foresees.
- The credit rating methodology assumes, in principle, that the factors posted in the below are particularly important for such likelihood to be determined, and that the rating determination is made by evaluating each of them not only quantitatively but also employing qualitative analyses.

**A) Business Bases**

The likelihood of a given debt payment is highly conditional to its issuer's business bases - how they can be maintained/ expanded into the future and thereby secure earnings and cash flows in adequacy and in a sustainable way.

**B) Financial Grounds and Asset Quality**

The likelihood of debt payment is highly dependent on the degree of the issuer's indebtedness and loss absorption capacity in terms of equity capital. Also notable is that a financial institution might see a significant loss of financial grounds as a result of changes in value of the assets under its possession.

**C) Liquidity Positions**

The likelihood of debt payment is highly dependent on the adequacy of the issuer's cash and other sources of repayment (liquidity positions).

D) Related Parties' Status and Stance of Support/ Assistance for the Issuer

The likelihood of debt payment is affected one way or the other by the issuer's related parties such as parent company, subsidiary, guarantor, and the government of the issuer's business domicile, etc. - by their own conditions and/ or position of support/ assistance for the issuer.

E) Order of Seniority in Debt Payment

The likelihood of debt payment can be different between given debts of the same issuer. The likelihood of debt payment for an individual debt is dependent on the issuer's discretion, and/ or its rank relative to other debts of the same issuer in the order of seniority in principal/ interest payment which is determined by design as financial product or by laws, etc.

4 The Potential Limitations of the Credit Rating as Required by Paragraph (a)(1)(ii)(D) of Rule 17g-7

- The credit rating herewith presented by JCR is its summary opinion with regard to the likelihood of given debt payment and hence not necessarily a perfect representation of such likelihood. The credit rating is not intended to estimate the probability of default or the loss on given default, either.
- The objective of the credit rating herewith presented does not include any concerns other than the likelihood of debt payment, such as risks of price changes, market liquidity, etc.
- The credit rating herewith presented is necessary to be reviewed along with possible changes of the issuer of rated objects in its business performance and/ or circumstances which include regulatory environment, and hence subject to possible alteration.

5 Information on the Uncertainty of the Credit Rating as Required by Paragraph (a)(1)(ii)(E) of Rule 17g-7

- The information used for the determination of credit rating as herewith presented is obtained by JCR from the issuer of rated objects and other sources that JCR trusts in terms of accuracy and reliability but possibly contains errors due to human, non-human or other causes. Consequently, the credit rating determined on the grounds of such information does not constitute, explicitly or implicitly, any representation or warrant of JCR on the information itself or any consequences of its use in terms of accuracy, relevance, timeliness, wholeness, market value, or usefulness for any specific purposes.

6 Use of Due Diligence Services of a Third Party in Taking the Rating Action as Required by Paragraph (a)(1)(ii)(F) of Rule 17g-7

- There is no use of any third-party due diligence service in the determination of the credit rating herewith presented.

7 Use of Servicer or Remittance Reports to Conduct Surveillance of the Credit Rating Required by Paragraph (a)(1)(ii)(G) of Rule 17g-7

- There is no use of any servicer or remittance report to conduct surveillance of the credit rating herewith presented.

8 The Types of Data Relied Upon for the Purpose of Determining the Credit Rating as Required by Paragraph (a)(1)(ii)(H) of Rule 17g-7

- The information posted in the below, which includes data, is used for the determination of the credit rating herewith presented.

A) Audited financial statements presented by the rating stakeholders

B) Explanations of business performance, management plans, etc. presented by the rating stakeholders

## 9 Overall assessment of the Quality of Information Available and Considered in Determining the Credit Rating as Required by Paragraph (a)(1)(ii)(I) of Rule 17g-7

- JCR holds its basic policies for securing the quality of information as a base of due diligence for the determination of credit ratings. The information used as a base for the determination of credit rating herewith presented satisfies such policies, which include the audit by an independent auditor, the warranty made by the issuer, the publication by the issuer, some independent media or, otherwise, JCR analyst's scrutiny, etc.
- JCR sees no particular weakness in the quality of information used for the determination of the credit rating herewith presented as compared to the information used in other cases of the credit rating for comparable issuers or ratable objects.
- If the credit rating is an Indication, please see the report for Indication.

## 10 Information Relating to Conflicts of Interest as Required by Paragraph (a)(1)(ii)(J) of Rule 17g-7

- JCR receives payment of compensation for the determination of the credit rating herewith presented from either one of those parties who are issuer, underwriter, depositor or sponsor.
- JCR received in the last fiscal year in the past payment of compensation from the same party for any kind of JCR's service other than the determination of public or private credit rating, such as one in the ancillary business.

## 11 Explanation or Measure of the Potential Volatility of the Credit Rating as Required by Paragraph (a)(1)(ii)(K) of Rule 17g-7

### A) Business Bases

The credit rating is subject to alteration if there is improvement or deterioration of the issuer's business bases, since its revenue, etc. may improve or deteriorate by the change in its business management policies, clients' preferences, competitive situation, or a technological innovation. The resultant alteration of the credit rating is usually by a notch, with possibility of a few notches if and when the change in the business bases is large.

### B) Financial Grounds and Asset Quality

The credit rating is subject to alteration if the issuer increases/ decreases its debt/ capital or vice versa and thereby makes its individual debt payment liability less or more bearable and its loss absorption capacity into the future decreased or increased. Also, the changes in the quality of asset under the issuer's holding may affect the credit rating, since such changes could raise or lower the likelihood of future loss of the issuer's financial grounds. The resultant alteration of the credit rating is usually by a notch, with possibility of a few notches if and when the change in the financial grounds and/ or asset quality is large.

### C) Liquidity Positions

The credit rating is subject to alteration if there is a change in the issuer's financial management policy or in the relations with fund procurement sources and the change thereby makes its liquidity positions improve or deteriorate. The resultant alteration of the credit rating is usually by a notch, with possibility of a few notches if and when the change is large.

**D) Related Parties' Status and Stance of Support/ Assistance for the Issuer**

The credit rating is subject to alteration if there is a change in the issuer's parent company or subsidiary, guarantor or other provider of credit enhancement, or the government of the issuer's business domicile, or other related parties' own conditions and/ or position of support/ assistance for the issuer, and the change thereby makes its business bases, financial grounds and/ or liquidity positions improve or deteriorate, and/ or making the effectiveness of guarantee and other credit enhancement improve or deteriorate. The resultant alteration of the credit rating is usually a notch, with possibility of a few notches if and when the change is large.

**E) Order of Seniority in Debt Payment and Non-Payment Forgiven by Contract**

The credit rating is subject to alteration if there is a change in the rated debt's status in the order of seniority relative to other debts caused by the improvement/ deterioration of the issuer's financial condition. The resultant alteration of the credit rating is usually a notch, with possibility of a few notches if and when the change is large. Also, in case of the financial products for which non-payment of interest/ principal is contractually permissible, the credit rating is subject to alteration if and when the likelihood of such non-payment is projected to increase or decrease. The resultant alteration of the credit rating could be by a notch but often as much as a few notches.

**F) Rise and Fall in General Economy and Markets**

The credit rating is subject to alteration if there is a rise/ fall in the general economy and/ or the markets inducing the issuer's revenues/ expenses to increase/ decrease and vice versa, etc. The resultant alteration of the credit rating is usually by a notch, with possibility of a few notches if and when the change is exceptionally large.

**G) Various Events**

The credit rating is subject to alteration on occurrence of various events, such as change in the issuer's major shareholders, M&A and other organizational change, accident, violation of the law, litigation, legal/ regulatory change, natural disaster, etc., which are unforeseeable at the time when the credit rating is determined, causing a significant change on the issuer's business bases, financial grounds, etc. The resultant alteration of the credit rating could be by a notch but more often than not as much as a few notches.

**12**

Information on the Content of the Credit Rating, Including the Historical Performance of the Credit Rating and the Expected Probability of Default and the Expected Loss in the Event of Default as Required by Paragraph (a)(1)(ii)(L) of Rule 17g-7

- Historical records of the credit rating herewith presented are posted in the end of this paper.
- The credit rating herewith presented by JCR is its summary opinion with regard to the likelihood of given debt payment and hence not necessarily a perfect representation of such likelihood. The credit rating is not intended to estimate the probability of default or the loss on given default, either.
- Facts of the probability of default are posted as Form NRSRO Exhibit 1 on the JCR website under the URL:

<https://www.jcr.co.jp/en/service/company/regu/nrsro/>

**13**

Information on the Sensitivity of the Credit Rating to Assumptions Made as Required by Paragraph (a)(1)(ii)(M) of Rule 17g-7

**A) Business Bases**

The credit rating herewith presented could be changed if and when the assumptions made at the time of its determination turn out to be inaccurate with regard to the issuer's business bases and powers of earning or cash flow generation, etc. The resultant change of the credit rating is most likely by a notch, as JCR speculates, but possibly as much as a few notches if the development is rapid in improvement or deterioration of the issuer's business bases on some drastic change in the operational environments, etc.

**B) Financial Grounds and Asset Quality**

The credit rating herewith presented could be changed if and when the assumptions made at the time of its determination turn out to be inaccurate with regard to the issuer's financial grounds and asset quality. The resultant change of the credit rating is most likely by a notch, as JCR speculates, but

possibly as much as a few notches if the development is rapid in improvement or deterioration of the issuer's financial grounds and/ or asset quality on some drastic change in its business bases.

C) Liquidity Risks

The credit rating herewith presented could be changed if and when the assumptions made at the time of its determination turn out to be inaccurate with regard to the issuer's liquidity positions. The resultant change of the credit rating is most likely by a notch, as JCR speculates, but possibly as much as a few notches if the development is rapid in improvement or deterioration of the issuer's liquidity positions on some drastic change in its financial management policy or relations with fund procurement sources, etc.

D) Related Parties' Status and Stance of Support/ Assistance for the Issuer

The credit rating herewith presented could be changed if and when the assumptions made at the time of its determination turn out to be inaccurate with regard to the issuer's parent company or subsidiaries, guarantor or other providers of credit enhancement, the government of the issuer's business domicile or other related parties' status and stance of support/ assistance for the issuer. The resultant change of the credit rating is most likely by a notch, as JCR speculates, but possibly as much as a few notches if there is a major change on the part of related parties, such as replacement, disappearance, some drastic improvement/ deterioration of financial grounds/ balances, etc.

E) Rise and Fall in General Economy and Markets

The credit rating herewith presented could be changed if and when the assumptions made at the time of its determination turn out to be inaccurate with regard to the prospects of general economy and markets. JCR expects the change should be most likely by a notch but could be as much as a few notches, should the economy or the markets change so greatly.

14

Information on the Representations, Warranties, and Enforcement Mechanisms of an Asset-backed Security as Required by Paragraph (a)(1)(ii)(N) of rule 17g-7

- The credit rating herewith presented is not for an ABS product, and hence no relevant issue.

**Japan Credit Rating Agency, Ltd.**

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## The Historical Performance of the Credit Rating

Issuer Name	Issue Name	Publication Date	Rating	Outlook/Direction
JAPAN POST INSURANCE Co.,	Issuer(Long-term)	September 23, 2016	AA	Stable
JAPAN POST INSURANCE Co.,	Issuer(Long-term)	September 22, 2017	AA	Stable
JAPAN POST INSURANCE Co.,	Issuer(Long-term)	October 12, 2018	AA	Stable
JAPAN POST INSURANCE Co.,	Issuer(Long-term)	October 17, 2019	AA	Negative
JAPAN POST INSURANCE Co.,	Issuer(Long-term)	October 23, 2020	AA	Negative
JAPAN POST INSURANCE Co.,	Issuer(Long-term)	December 16, 2021	AA	Stable
JAPAN POST INSURANCE Co.,	Issuer(Long-term)	December 15, 2022	AA	Stable
JAPAN POST INSURANCE Co.,	Issuer(Long-term)	October 6, 2023	AA	Stable
JAPAN POST INSURANCE Co.,	Ability to Pay Insurance Claims	September 23, 2016	AA	Stable
JAPAN POST INSURANCE Co.,	Ability to Pay Insurance Claims	September 22, 2017	AA	Stable
JAPAN POST INSURANCE Co.,	Ability to Pay Insurance Claims	October 12, 2018	AA	Stable
JAPAN POST INSURANCE Co.,	Ability to Pay Insurance Claims	October 17, 2019	AA	Negative
JAPAN POST INSURANCE Co.,	Ability to Pay Insurance Claims	October 23, 2020	AA	Negative
JAPAN POST INSURANCE Co.,	Ability to Pay Insurance Claims	December 16, 2021	AA	Stable
JAPAN POST INSURANCE Co.,	Ability to Pay Insurance Claims	December 15, 2022	AA	Stable
JAPAN POST INSURANCE Co.,	Ability to Pay Insurance Claims	October 6, 2023	AA	Stable
JAPAN POST INSURANCE Co.,	Bonds no.1(subordinated)	January 23, 2019	A+	
JAPAN POST INSURANCE Co.,	Bonds no.1(subordinated)	October 17, 2019	A+	
JAPAN POST INSURANCE Co.,	Bonds no.1(subordinated)	October 23, 2020	A+	
JAPAN POST INSURANCE Co.,	Bonds no.1(subordinated)	December 16, 2021	A+	
JAPAN POST INSURANCE Co.,	Bonds no.1(subordinated)	December 15, 2022	A+	
JAPAN POST INSURANCE Co.,	Bonds no.1(subordinated)	October 6, 2023	A+	
JAPAN POST INSURANCE Co.,	Bonds no.2(subordinated)	January 22, 2021	A+	
JAPAN POST INSURANCE Co.,	Bonds no.2(subordinated)	December 16, 2021	A+	
JAPAN POST INSURANCE Co.,	Bonds no.2(subordinated)	December 15, 2022	A+	
JAPAN POST INSURANCE Co.,	Bonds no.2(subordinated)	October 6, 2023	A+	
JAPAN POST INSURANCE Co.,	Bonds no.3(subordinated)	September 1, 2023	A+	
JAPAN POST INSURANCE Co.,	Bonds no.3(subordinated)	October 6, 2023	A+	
JAPAN POST INSURANCE Co.,	Bonds no.4(subordinated)	April 11, 2024	A+	



## Attestation Required by Paragraph (a)(1)(iii) of Rule 17g-7

I, Tomohiro Miyao, have responsibility to this Rating Action and to the best of my knowledge:

- A) No part of the credit rating was influenced by any other business activities.
- B) The credit rating was based solely upon the merits of the obligor, security, or money market instrument being rated.
- C) The credit rating was an independent evaluation of the credit risk of the obligor, security, or money market instrument.

宮尾 知浩

Tomohiro Miyao  
General Manager of Financial Institution Rating Department

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