



LIFENET INSURANCE COMPANY

Full Year Financial Results Briefing for the Fiscal Year Ended March 2023

May 11, 2023

[Speaker]

Ryosuke Mori

President and Representative Director

Presentation

Mori: Thank you very much for attending our financial results briefing today.

The Company announced its financial results for FY2022 at 15:30 today. Presentation materials are available on our [IR website](#). I would like to provide an overview of the financial results using the presentation materials and then move on to the question-and-answer session.

FY2022 Key Highlights



FY2022 Results

- Annualized premium¹ of policies-in-force up 11.7% YoY to JPY 24.0 billion
- EEV up 6.9% YoY to JPY 124.6 billion

Future Initiatives

- Re-accelerate Internet channel growth in the mid-term and work on expansion of business domains
- FY2023 business forecasts under IFRS²: insurance service results of JPY 8.2 billion and net income³ of JPY 5.3 billion
- Aim to achieve 10% continuous growth in insurance service results and change to the Prime Market segment in around FY2025

1. The amount of money equivalent to what is to be paid to have the insurance coverage for one year. All payments are monthly installments, thus the annualized premium is calculated as multiplying the monthly premium by 12 months
2. International Financial Reporting Standards
3. Net income attributable to owners of parent

Please see page 2. Here are the key points of today's presentation.

First, annualized premiums from in-force policies as of March 31, 2023, increased 11.7% from the end of the previous fiscal year to JPY24 billion, continuing double-digit growth. European embedded value, which is defined as the most important management indicator in our management policy, increased 6.9% from the end of the previous fiscal year to JPY124.6 billion. Other details of the FY2022 results will be explained later in this report.

Next, we will explain the key points of our future medium- and long-term initiatives. Firstly, in business, we aim to re-accelerate the growth of our Internet channel over the medium term, and will aggressively work to expand our business areas, including the group credit life insurance business to be launched in FY2023.

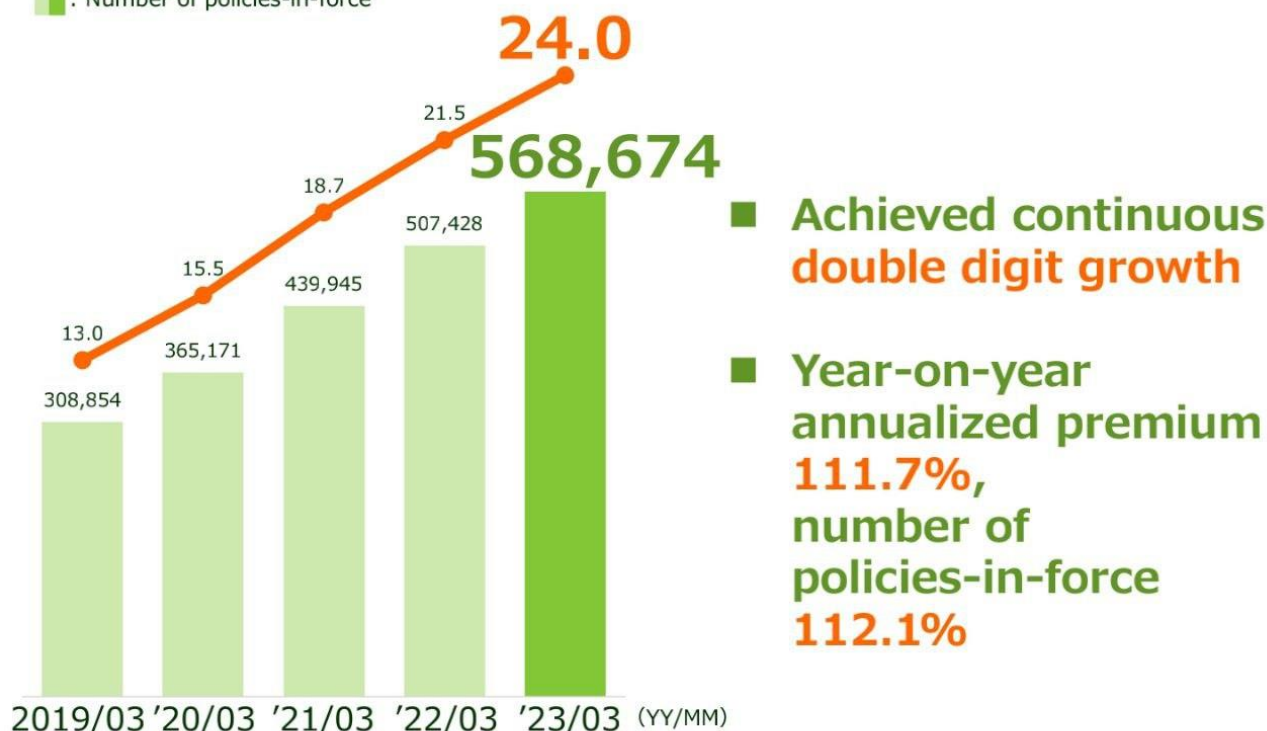
Secondly, we will voluntarily adopt the International Financial Reporting Standards (IFRS) in FY2023 and expect to record a profit of JPY8.2 billion in insurance service results and net income of JPY5.3 billion in the first year of adoption.

In addition, our mid-term goals are to continue 10% growth in insurance service results and to move to the TSE Prime Market by around FY2025.

Annualized Premium / Number of Policies-in-Force



■ : Annualized premium of policies-in-force¹ (JPY billions)
■ : Number of policies-in-force



1. The amount of money equivalent to what is to be paid to have the insurance coverage for one year. All payments are monthly installments, thus the annualized premium is calculated as multiplying the monthly premium by 12 months.

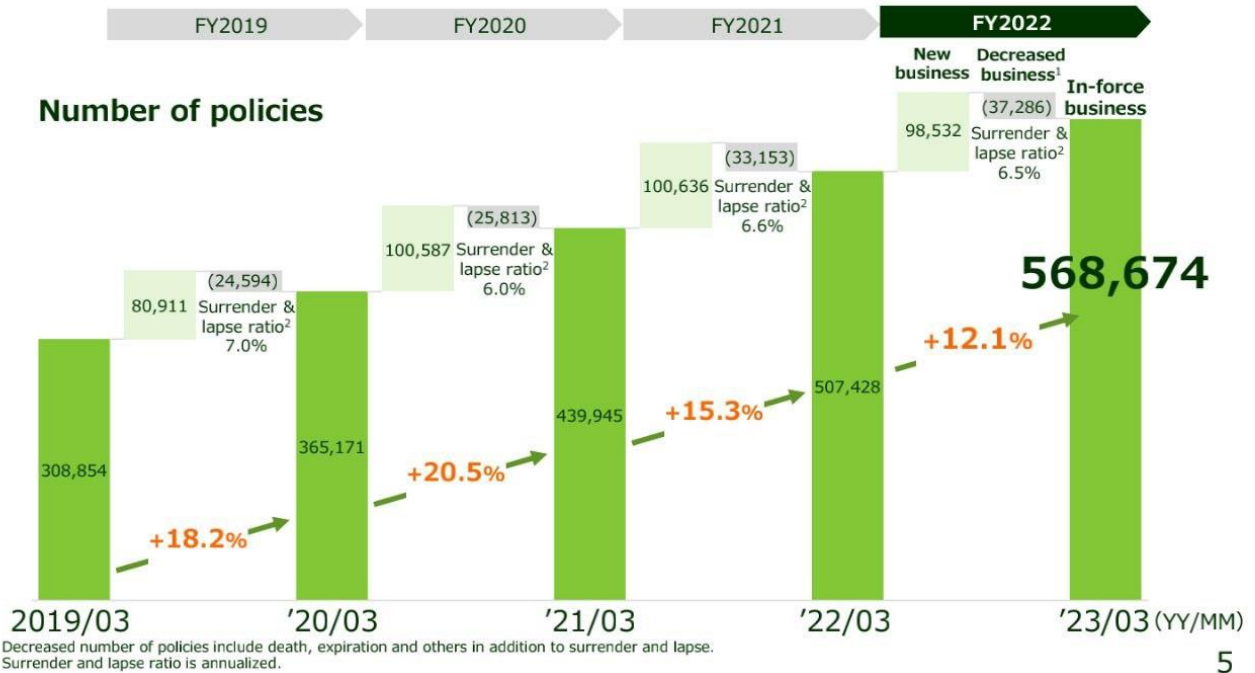
Please see page 4. This is the performance of in-force business.

Annualized premiums and number of policies-in-force corresponding to the annual recurring revenue amounted to JPY24 billion and 568,674 respectively at the end of March 2023. Both annualized premium and the number of policies-in-force are record highs, representing over double-digit growth from the end of the previous fiscal year.

Policies-in-Force Movement



- Continued to grow in the mid-term while further acceleration is needed



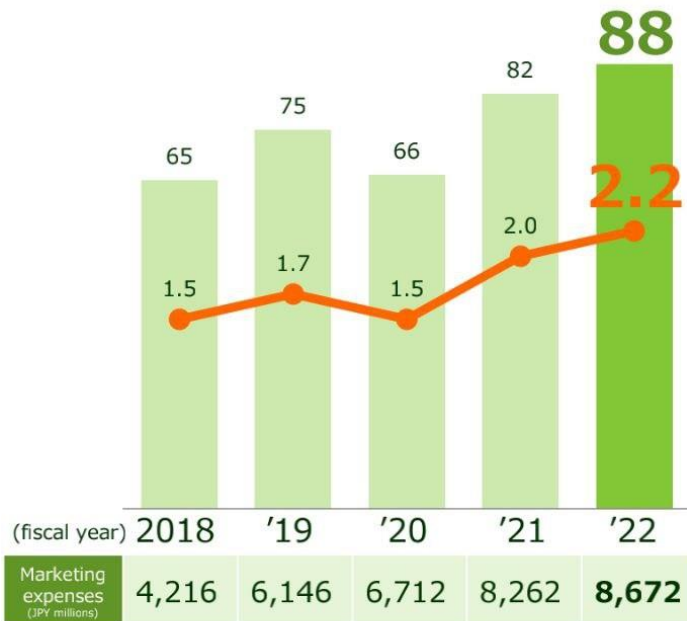
Page 5 shows movements in policies-in-force. The rightmost bar graph is for FY2022. In FY2022, the number of new business was 98,532 and the surrender and lapse ratio was 6.5%.

As you can see, we have achieved a long-term, sustained trend of double-digit growth in policies-in-force, but we recognize that increasing new business will be needed for further accelerated growth. Although the current situation continues to be affected by short-term fluctuations in the business environment, we will continue to capture the structural megatrend of financial digitization, and through each of the initiatives described below, we will work to achieve sustained growth in the performance of policies-in-force.

Marketing Efficiency



■ : Marketing expenses per new business (JPY thousands)
 ■ : Marketing expenses / Annualized premium of new business¹



- Deteriorated due to decrease in demand for life insurance
- Aim to improve in the mid-term

1. The amount of money equivalent to what is to be paid to have the insurance coverage for one year. All payments are monthly installments, thus the annualized premium is calculated as multiplying the monthly premium by 12 months.

Page 6 shows marketing efficiency. The table on the left corner shows the marketing expenses which we invested.

Marketing expenses for FY2022 were JPY8,672 million, roughly the same level of investment as in FY2021. Marketing expenses per new business, shown in the bar graph, were JPY88,000.

In FY2022, as planned at the beginning of the period, we invested a certain amount of marketing expenses, prioritizing growth, and also took on the challenge of new promotions in order to strengthen touch points with younger generations.

On the other hand, FY2022 has been an unstable fiscal year, with significant short-term fluctuations in , marketing efficiency due to the expansion and contraction of COVID-19 infection. In H2 of FY2022 in particular, the decline in demand for protection-type life insurance products was prolonged, and as a result, new business performance did not progress as expected, resulting in a deterioration in marketing efficiency.

We plan to improve marketing efficiency in the medium term, but for the time being, our priority is to further strengthen the number one positioning in the online life insurance market, and by doing so, we will be able to accelerate the expansion of our business scale in the medium to long term. Based on this belief, we will continue to make investments in marketing of a certain scale for a while.

Operating Expenses Ratio



- : Operating expenses ratio¹ (%)
- : Insurance premiums (JPY millions)
- : Operating expenses excl. marketing expenses (JPY millions)



- Increased mainly due to investments in new initiatives
- Aim to improve in the mid-term by further business expansion and productivity improvement

1. Operating expenses ratio is calculated by dividing operating expenses excluding marketing expenses by insurance premiums.

Next, we will discuss the operating expenses ratio on page 7.

Operating expenses, excluding marketing expenses, totaled JPY4.79 billion, or 21.3% of insurance premium. Although insurance premium has been steadily increasing, the operating expenses ratio has increased from the previous year mainly due to investments for growth, including preparations for the group credit life insurance business.

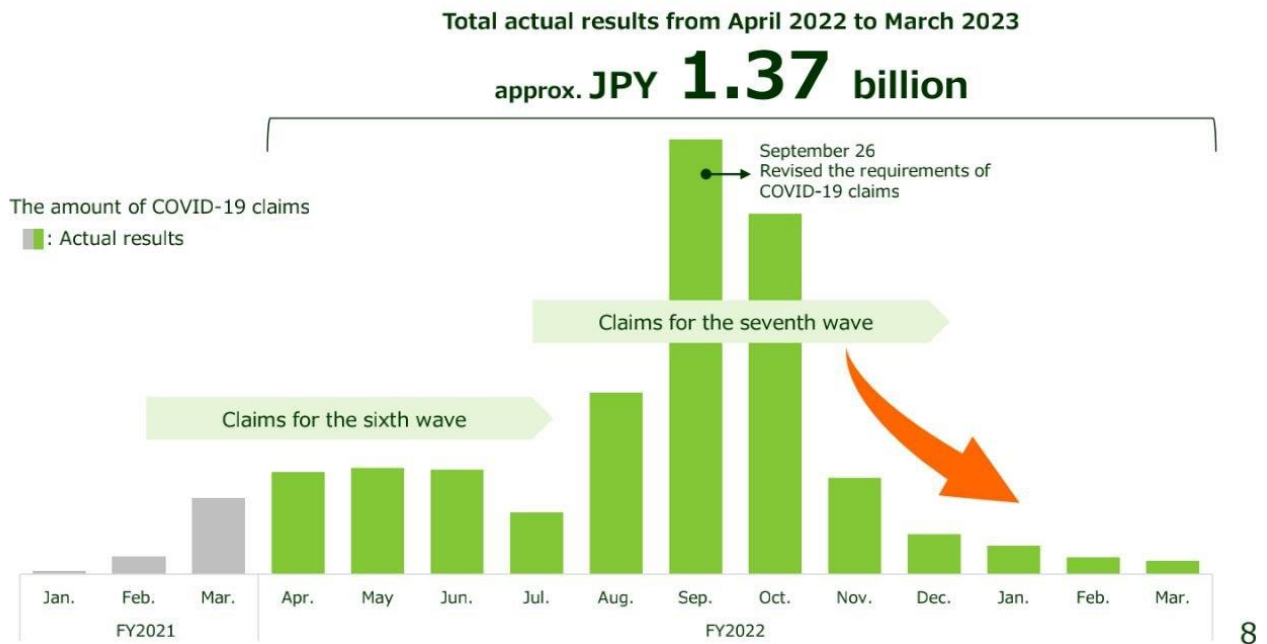
Improved operating expenses ratio means lower unit costs, an important factor contributing to profitability and growth of European Embedded Value.

Currently, the scale of our business is so small that a certain scale of business development investment is likely to cause a blip in the business expense ratio, but we expect this to improve once again in FY2023 and will continue our efforts to achieve a stable improvement over the medium term.

COVID-19 Claims Condition



- Settled down after revising the claim requirements, resulting in **total payment of JPY 1.37 billion**



Please see page 8. We will explain the status of payments related to COVID-19 infection.

As you can see, COVID-19 claims have settled down following the revision of its claim requirement on September 26, 2022. As a result, COVID-19-related payments for FY2022 totaled JPY1.37 billion.

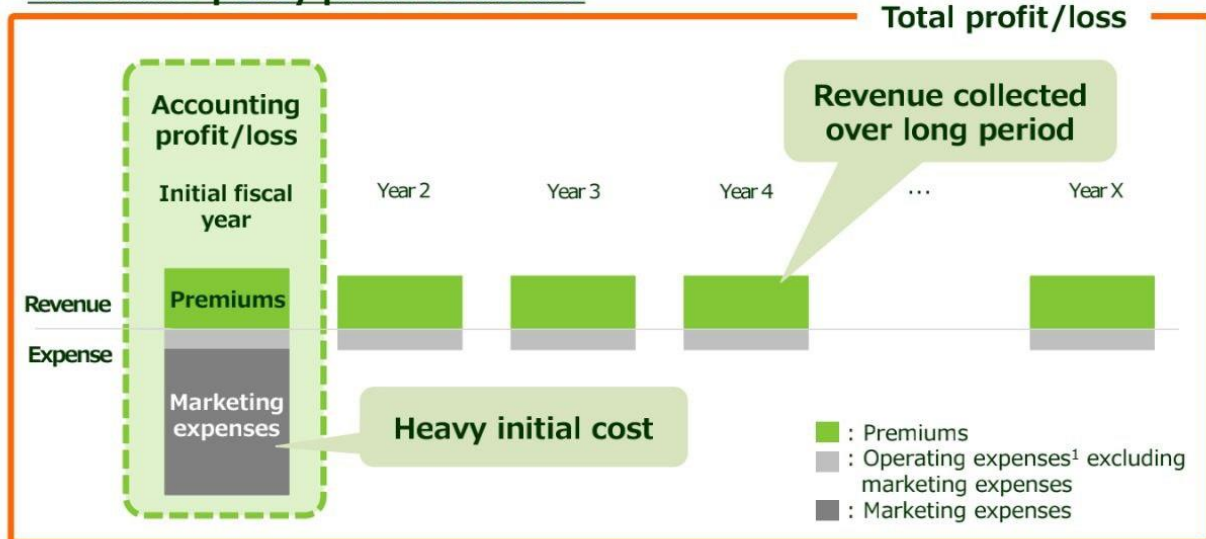
In accordance with the recent change in the status of the COVID-19 under the Infectious Disease Control Law to a Category 5 infectious disease, on May 8, 2023, we also abolished the special treatment to pay hospitalization benefits for patients who treated themselves at home. As a result, the Company expects that the impact on its results from COVID-19 claims in FY2023 will be very minimal.

Profit Structure under Current Statutory Accounting



- **Time lag is caused between the recognition of costs and revenue** as marketing expenses is recognized at the time of acquisition, and revenue is collected gradually over a long period

Insurance policy profit structure



1. Costs for policy management, payment of insurance claims and benefit claims, etc.

Page 9 shows the accounting structure of life insurance companies.

This is important to properly understand our profitability.

Under the current statutory accounting on the profit and loss statement, the entire cost associated with the acquisition of new business is recognized as a current period expense.

Meanwhile, the income from insurance premiums, which is the revenue, is recognized over a long period of time. Consequently, the more new business grows, the greater the profit decline during the current period, due to the growth in costs posted during the current fiscal year.

Statutory accounting therefore does not necessarily provide a picture of the long-term profitability of our business.

Adjusted Profit



- **Steadily recorded profit generated from in-force business, while affected by COVID-19 claims of JPY 1.37 billion**

The method for calculating adjusted profit

Adjusted profit = i) Ordinary profit (loss) + ii) Marketing expenses
 – iii) Impact of modified co-insurance
 ± iv) Adjustment based on standard policy reserves¹

JPY millions / fiscal year	2018	2019	2020	2021	2022
i) Ordinary profit(loss)	(1,719)	(2,382)	(3,089)	(3,245)	(4,949)
ii) Marketing expenses	4,216	6,146	6,712	8,262	8,672
iii) Modified co-insurance	–	(1,526)	(804)	(1,283)	(608)
iv) Adjustment	347	546	739	721	194
Adjusted profit	2,844	2,784	3,558	4,455	3,307

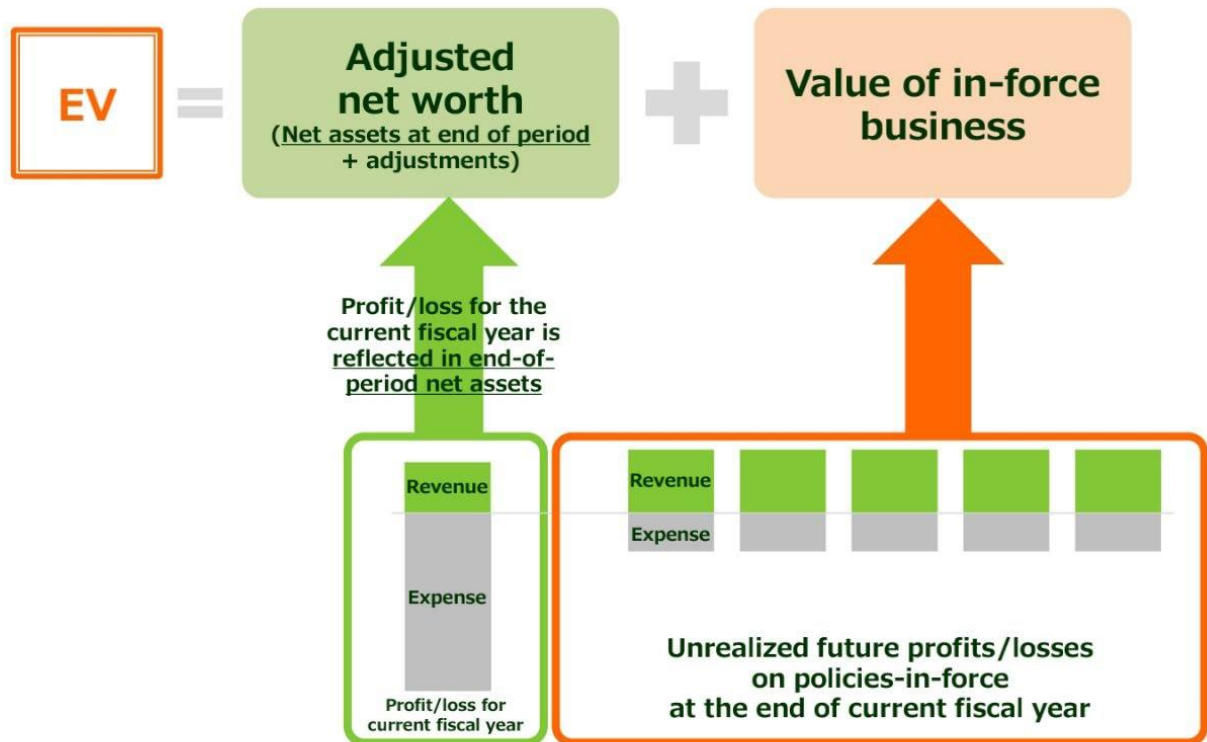
1. The amount of the adjustment to the policy reserve provision is the adjustment calculated by excluding the provision for contingency reserves and adjusting for the switch in method for calculating the provision from the Zillmer method to provision based on the standard policy reserves.

Page 10 shows the adjusted profit.

In FY2022, adjusted profit was JPY3,307 million, mainly due to JPY1.37 billion in COVID-19 claims that pushed down the profit.

From FY2023, we will be able to explain our actual periodic profit and loss through IFRS, and therefore, we plan to discontinue the disclosure of adjusted profit.

Structure of Embedded Value



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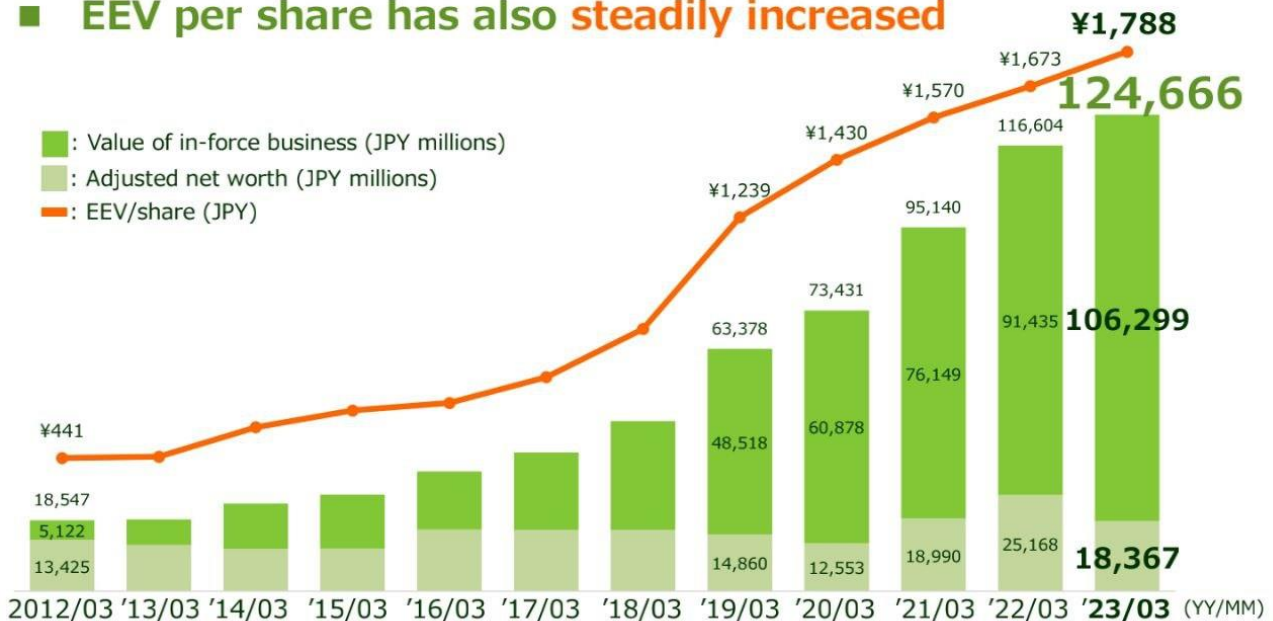
Page 11 is the structure of Embedded Value.

European Embedded Value, or EEV, is the present value of net assets, or net worth, after taking into account the after-tax value of unrealized future profits that the in-force business will generate in the future under statutory accounting.

Strong EEV¹ Growth



- EEV and value of in-force business have been growing at a CAGR of **19%**² and **32%**, respectively since IPO
- EEV per share has also **steadily increased**



1. Lifenet's EEV is calculated following the EEV Principles and Guidance and in terms of allowance for risk, MCEV Principles (The European Insurance CFO Forum Market Consistent Embedded Value Principles©) is referred. From fiscal 2016 onward, a predetermined ultimate forward rate has been used to extrapolate the level of ultra-long-term interest rates past the last liquid data point. This method of extrapolation has also been used to restate EEV as of March 31, 2016.
 2. The calculation includes JPY 3,040 million in proceeds from a third-party allotment in May 2015 and JPY 9,005 million from overseas public offering in July 2020 and JPY 9,771 million from overseas public offering in September 2021.

Please see page 12. European embedded value as of March 31, 2023, was JPY124.6 billion.

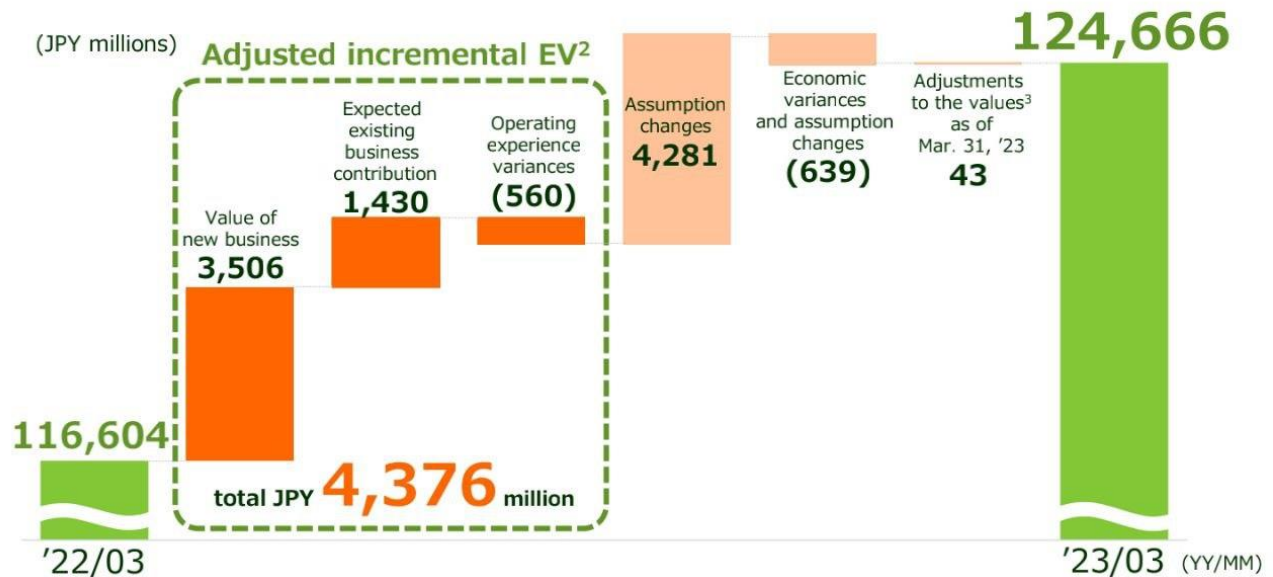
The average annual growth rate since listing in March 2012 has been 19%, with the present value of future profits from in-force business, or the unrealized future profits from in-force business, growing at an average annual rate of 32%, driving EEV's growth strongly.

The orange line graph shows the EEV per share. EEV per share as of March 31, 2023, was JPY1,788, a steady increase.

Changing Factors of EEV¹



- Increased due to VoNB and assumption changes despite impact of COVID-19 claims, rising interest rate and inflation



1. Lifenet's EEV is calculated following the EEV Principles and Guidance and in terms of allowance for risk, MCEV Principles (The European Insurance CFO Forum Market Consistent Embedded Value Principles©) is referred.
2. Adjusted Incremental EV accurately indicates our business growth during a certain period within increase in EEV.
3. Item for change in capital

Page 13 shows an analysis of changing factor in EEV from the end of March 2022 to the end of March 2023.

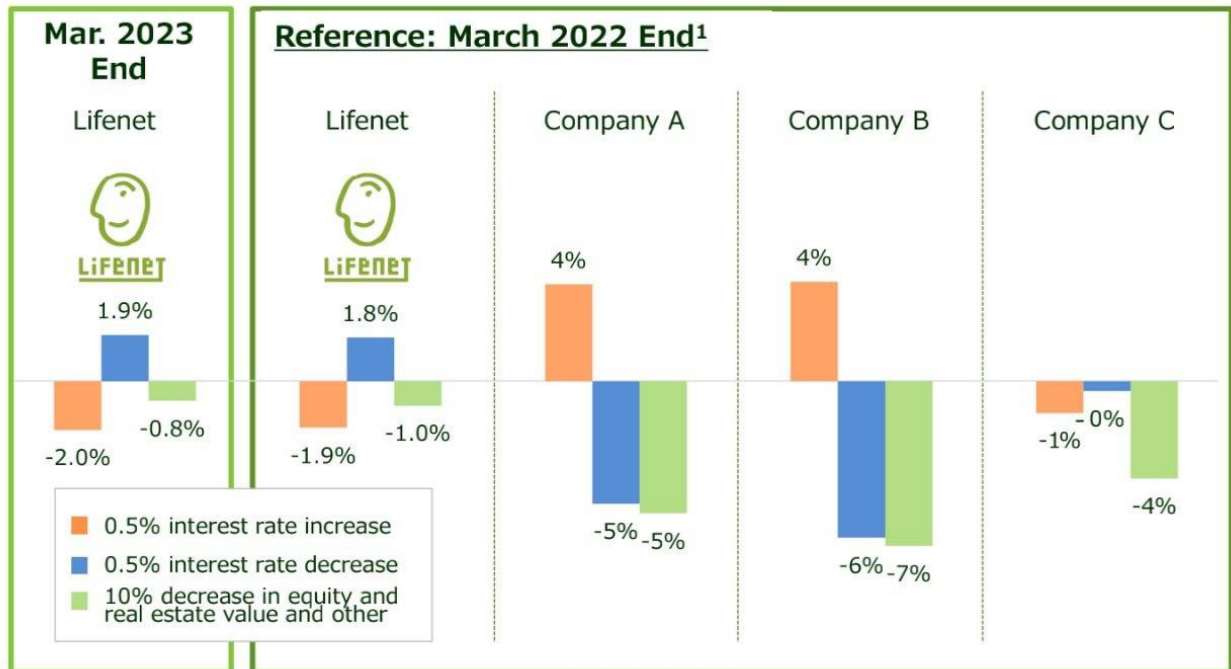
We define adjusted incremental EV as the sum of the three components of the change in EEV: the value of new business, expected existing business contribution, and operating experience variances, which are shown in the dotted green box on the slide. It is used as an indicator of the Company's periodic performance.

The adjusted incremental EV for FY2022 was JPY4,376 million. A number of special factors negatively impacted EEV growth in FY2022, including a JPY1.37 billion COVID-19-claims, a decline in the valuation of securities held by the Company due to rising interest rates, and higher inflation assumptions for future operating expenses. However, they are more than offset by positive factors including the value of new business and assumption changes and it resulted in the growth of EEV.

EV Resilience to Financial Changes



■ Limited sensitivity to interest rates and stock prices



1. Prepared by Lifenet based on disclosed information of domestic public life insurance companies.

Page 14 shows the sensitivity of EV to changes in interest rates, stock prices, and other factors at our domestic listed life insurance companies. As explained on page 13, although our EEV is also affected by rising interest rates, the limited nature of the sensitivity of our EV to changes in interest rates and other factors remains unchanged, as our asset management and product lineup is relatively insensitive to changes in interest rates and stock prices, etc.

While there are many drivers for EV growth, we will focus on the organic growth with the growth of policies-in-force and the improvements of the operating expenses ratio to aim for the growth of EEV per share.

Financial Condition



(JPY millions)	(YY/MM)	'22/03	'23/03
Total assets		67,820	68,600
Cash and deposits		3,761	5,719
Monetary claims bought		3,999	4,499
Money held in trust		5,460	5,322
Securities		47,425	45,606
Government bonds		8,946	7,689
Municipal bonds		1,469	1,442
Corporate bonds		24,042	24,994
Stocks		492	435
Foreign securities		98	596
Other securities ¹		12,375	10,447
Total liabilities		45,749	53,026
Policy reserves and other		43,542	50,996
Total net assets		22,071	15,574
Valuation difference on available-for-sale securities		697	(678)
Solvency margin ratio²		3,182%	3,158%
Modified duration (year)³		9.9	8.2

- **Maintained sufficient financial stability as indicated by solvency margin ratio²**
- **Mitigating negative impact on net assets by reducing yen interest rate risk**

1. Investment trust including foreign bonds and others.
 2. The solvency margin ratio is a key benchmark for industry regulators. It measures a life insurance company's ability to pay out claims when unforeseen events occur.
 3. Duration of yen-denominated bonds

Page 15 is a summary of the balance sheet.

As of March 31, 2023, total assets were JPY68.6 billion, liabilities were JPY53.026 billion, and net assets were JPY15.574 billion.

The solvency margin ratio, an indicator of financial soundness, was 3,158%.

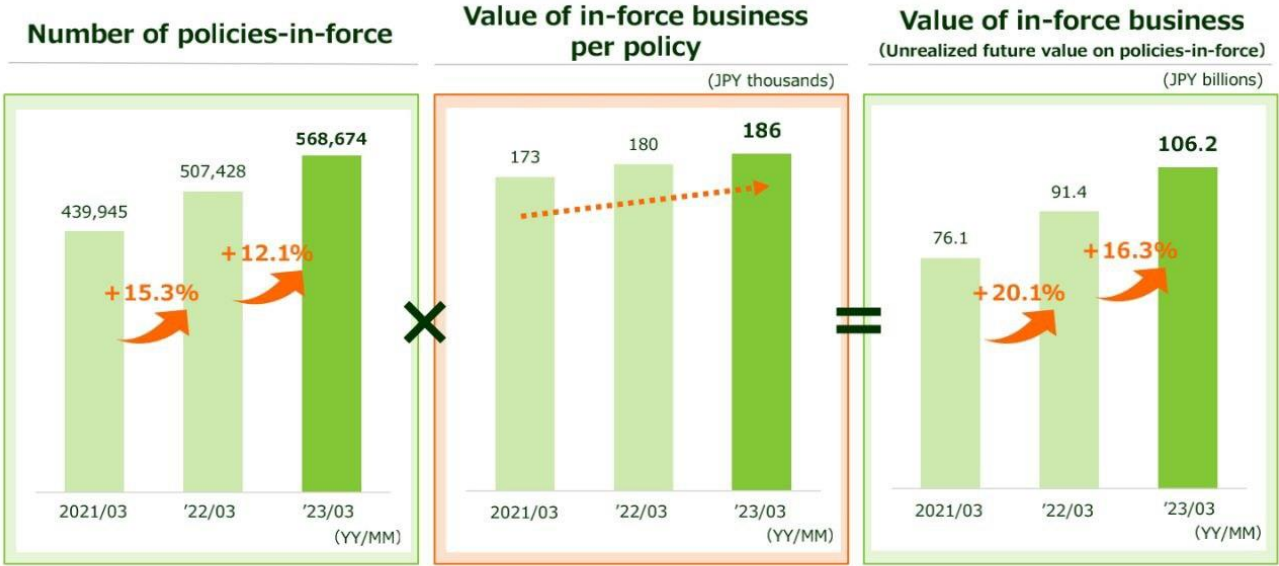
Note that FY2022 was also a year in which the impact of domestic and global interest rate fluctuations on the balance sheets of financial institutions attracted considerable attention. The impact of the current environment of interest rate fluctuations is partially reflected in the valuation difference on available-for-sale securities as of minus JPY678 million, which is shown on the table on the left, under total net assets.

We evaluated that the relatively minor impact is mainly because the negative impact of rising interest rates on asset value was mitigated in advance during the current period by reducing duration risk in yen bonds, as well as by increasing the share of the held-to-maturity category for long duration bonds.

Growing Value of In-Force Business



- Value of in-force business up 16% YoY, along with the growth of value of in-force business per policy



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On page 16, we will explain the growth in the value of in-force business as the highlight of financial information.

The number of policies-in-force, shown on the left, has been steadily increasing, indicating that the scale of our business is expanding.

In addition, the value of in-force business per policy in the center has steadily increased without material loss in value under the current market and business environment. As a result, the present value of future profits, which is the value of in-force business on the right, has increased, growing by 16.3% compared to March 31, 2022.

We will continue to achieve sustained growth in our corporate value by continuing to realize strong growth in the value of in-force business.

Summary of FY2022



■ Launched new initiatives under tough environment

FY2022 Results

- Achieved continuous double-digit growth of in-force business while affected by COVID-19 situation
- Increased EEV steadily despite of the negative impacts by deterioration in efficiency, COVID-19 claims, rising interest rate and inflation

Major Initiatives

- Prepared various initiatives to achieve sustainable growth over the mid- to long-term



Financial Reporting

- Resolved the voluntary adoption of IFRS from fiscal 2023

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Page 17 shows a summary for FY2022 achievements.

First, as noted in “FY2022 Results”, our business was affected by a variety of external factors, but despite this, we were able to demonstrate a high degree of business and financial resilience, with continued steady growth in in-force business performance and EEV.

FY2022 was also a year in which we were able to form business alliances with several partners and plant the seeds for sustainable growth over the medium to long term, as noted in “Major Initiatives”.

Finally, on the financial reporting side, we resolved the voluntary adoption of IFRS beginning in FY2023. We believe that this will allow us to move to a new stage in terms of our IR communications with investors and shareholders .

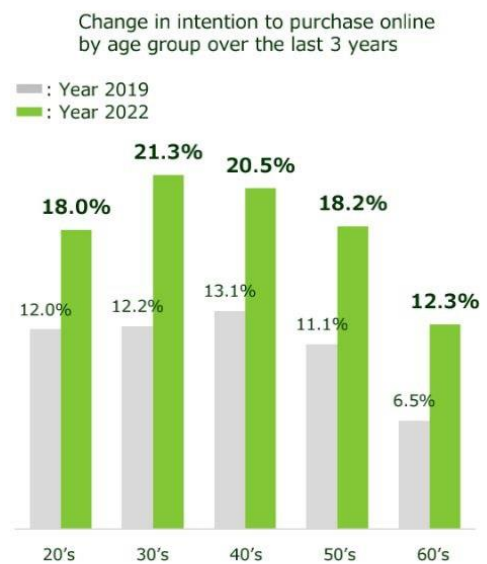
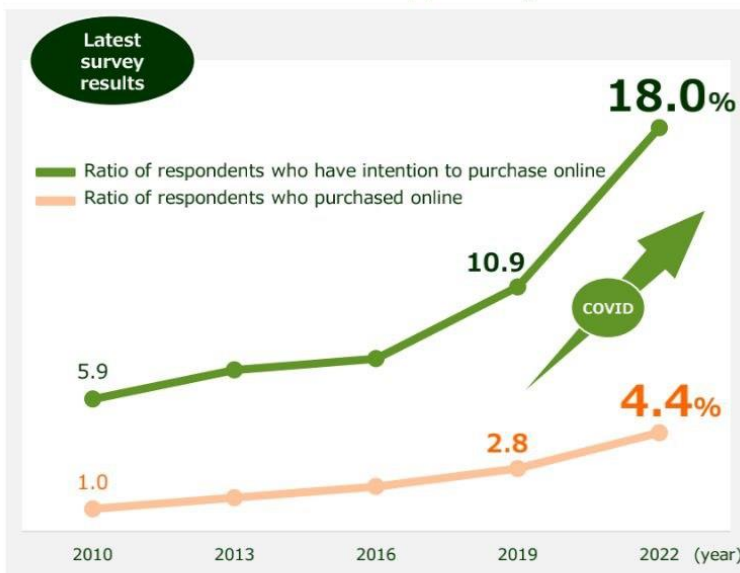
Growth Potential of Online Life Insurance Market



- Expect sustainable market growth based on **structural changes in the digitalization of financial services**

Further increasing intentions to purchase policy online with COVID-19 as opportunity¹

Penetrating wide range of generations¹



1. Source: Survey on Life Protection by the Japan Institute of Life Insurance

Please see page 19.

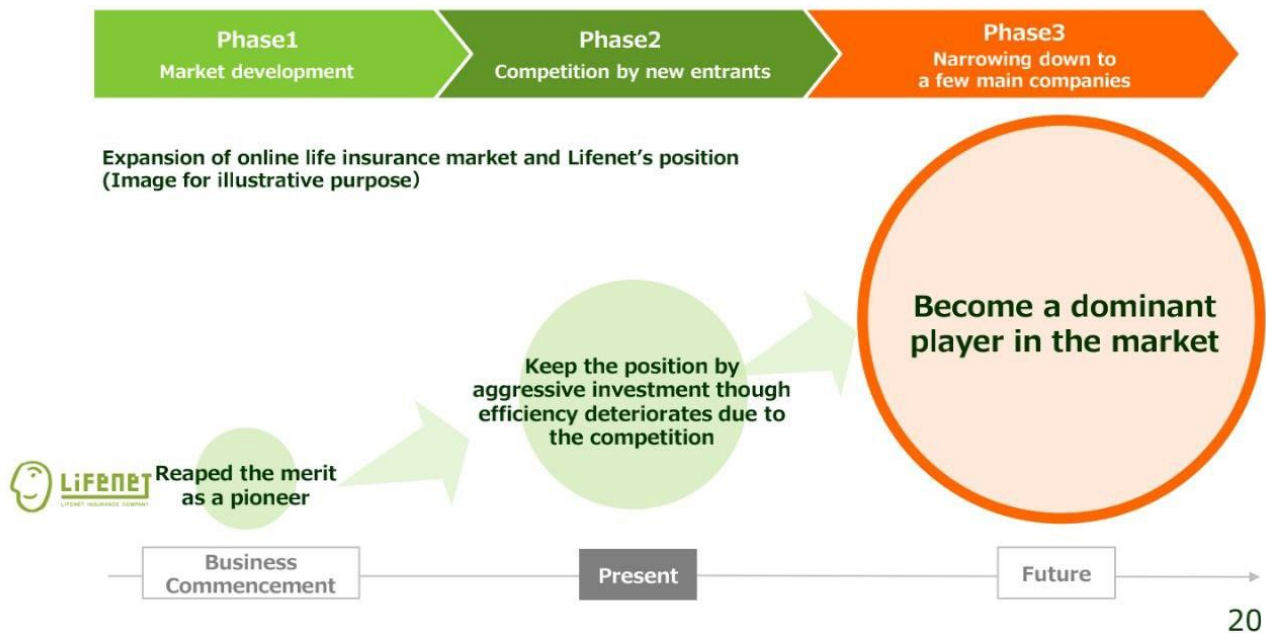
First, let me explain the growth potential of the online life insurance market. In March of this year, the Japan Institute of Life Insurance released the latest results of its survey on life protection, which is updated every three years. As the survey results show, the growth potential of the online life insurance business is steadily expanding with the structural megatrend of digitization of financial services, and the rise in online intention for purchase has accelerated over the last three years.

As shown in the bar graph on the right, we also see the growing intention of people of all age groups to purchase life insurance online as a strong tailwind for the expansion of the online life insurance market.

Competitive Landscape



- **Lead expansion of online life insurance market with investments** although new entrants increase as the market expands



Please see page 20. We would like to explain our view of the competitive environment of the online life insurance market as we perceive it.

In general terms, there are three major stages in the process of the birth and expansion of a new market: (1) a period when a small number of players develop the market, (2) a period when the market expands as more players compete with each other, and (3) a period when a small number of winning players enjoy the fruits of the expanded market.

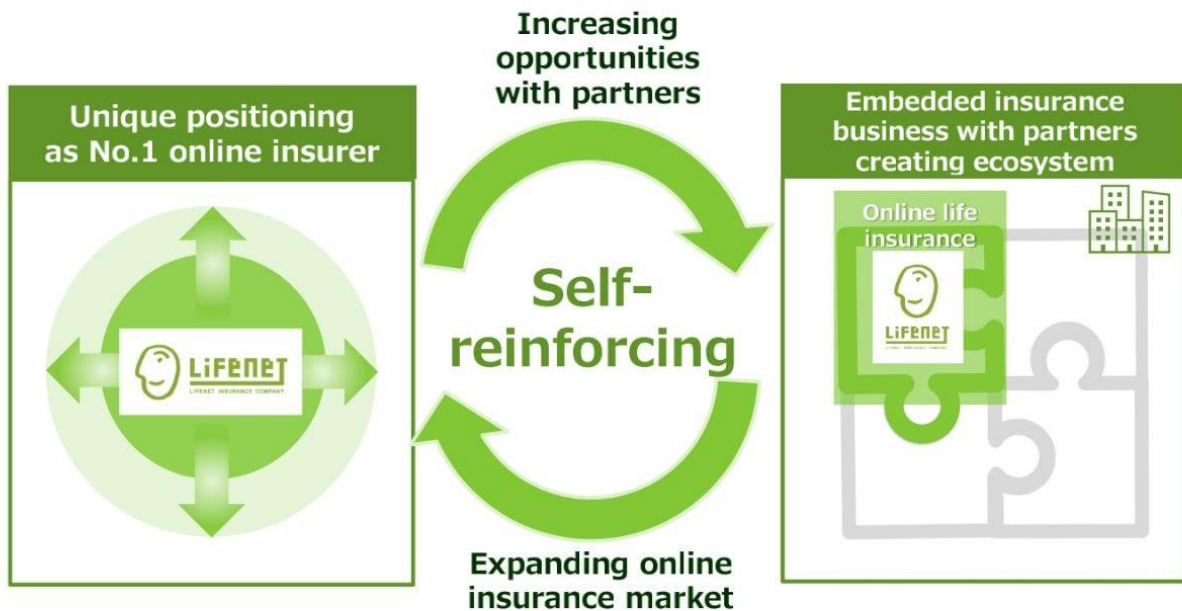
In this context, the Company believes that the current state of the online life insurance market is the center of the diagram, and it is a time of competition and market expansion as the number of new players increases. In the current environment, we are in a position to be challenged by new entrants. In the short term, this may lead to cost inefficiencies, but we are confident that continued investment in growth will strengthen our overwhelming number one position in the online life insurance market and contribute to maximizing future corporate value.

Therefore, we will continue to invest in growth to maintain and strengthen the competitive advantage we have built up to date and to further solidify our position as the number one online life insurance company.

Growth Loop Leveraging No.1 Position



- Aim to unleash great market growth potential by self-reinforcing



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Please see page 21. We will explain our growth strategy to further solidify our strengths.

In the 15 years since its business commencement, we have led the market expansion as a leading company specializing in online life insurance. We are particularly proud of our own efforts over the past several years to increase our recognition and customer experience and to expand the market on our own through aggressive sales and growth investments.

These activities have recently contributed to the expansion of business partners. Lifenet's brand, superior UI/UX, and unique position as a leading online life insurance company have led to attractions from powerful partners and others seeking to build a financial economic zone with embedded insurance business.

We believe that our uniqueness lies in its growth loop, in which the expansion of this partner business will further accelerate the growth of the online life insurance market, which in turn will accelerate the scale of our business.

Based on the above approach, we will explain our future business strategies individually on the next page and thereafter.

Individual Insurance



- Focus on **building foundation** to re-accelerate in-force business

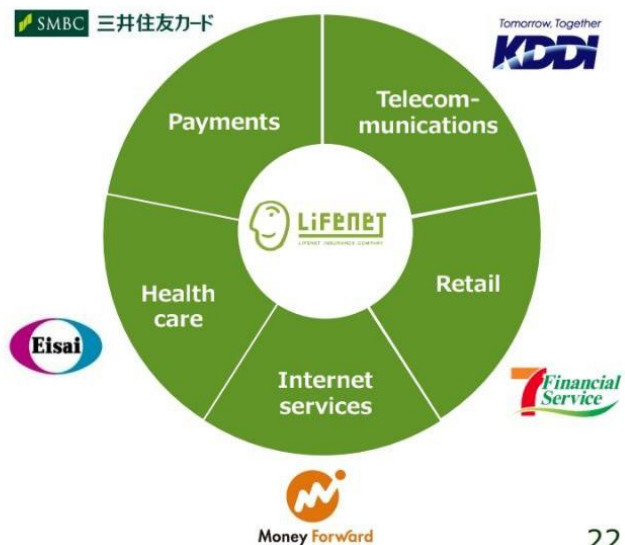
Internet direct channel

Adapt to customers' needs that change with the time period **centering on younger generation**



Partner business channel

Further grow in the mid-term with **broad customer base and strong brand of partners**



22

Please see page 22. First is the individual insurance business.

From this fiscal year, the individual insurance business will be defined as two separate channels: the LIFENET-branded Internet channel and the partner business channel using the partner brand.

First, in our Internet channel, we aim to re-accelerate growth over the next two year. To this end, we believe it is important to adapt to the changing behavioral patterns of customers over time, including the younger generation, and that a new sales strategy that is not limited to the traditional promotion area will be necessary. Therefore, from FY2023 onward, we will focus on building a foundation for this purpose.

In the partner business channel, we are actively working with partners to leverage our strength in being in a leading position in online life insurance. In addition to existing white labels such as KDDI and Money Forward, we will focus on collaboration with Sumitomo Mitsui Card, which will start in this fiscal year, to increase the contribution of the partner business channel to our business performance in the medium term.

Group Credit Life Insurance



- Aim to ensure the launch as the first step in **new business base and new earnings opportunities**

Initiative

Start offering group credit life insurance to au Jibun Bank's mortgage borrowers from July 1st, 2023 (planned)



From au Jibun Bank's news release in Nov. 15, 2022

Group Credit Life Insurance

- Change au Jibun Bank's underwriting insurer of existing group credit life insurance policies to Lifenet
- Provide products and services with utilizing online business

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Next, please see page 23. This shows the group credit life insurance business.

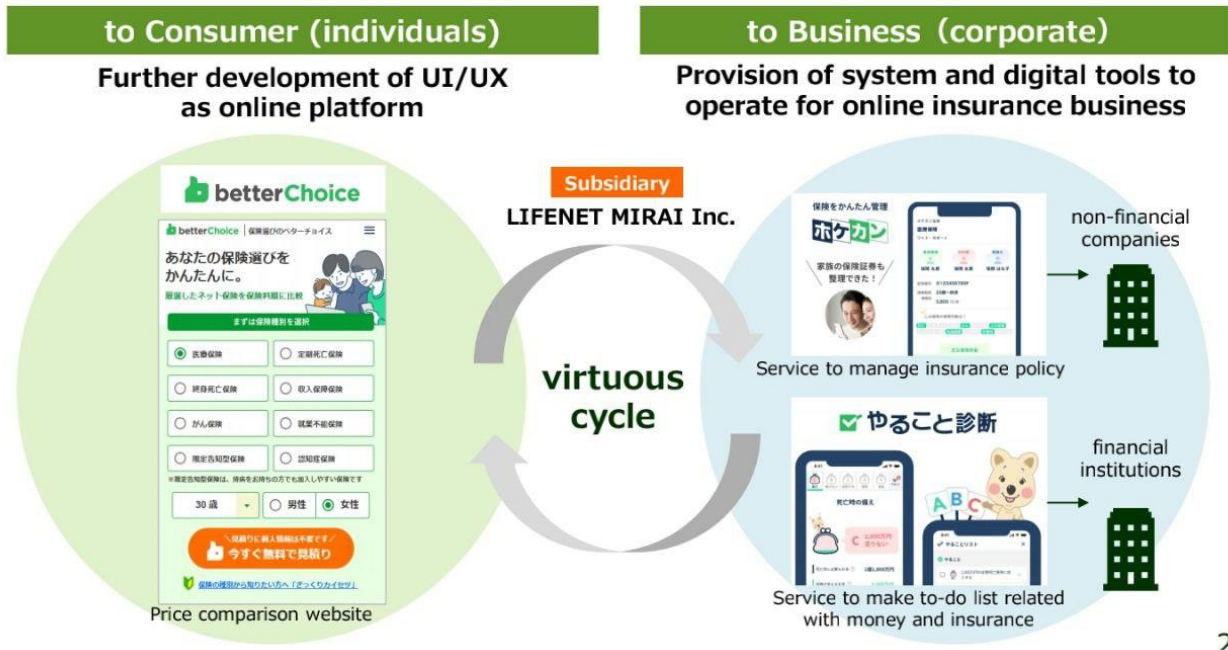
At the meeting of the Board of Directors held today, the Board resolved to begin offering group credit life insurance to mortgage loan customers of au Jibun Bank from July 1, 2023, as the first group credit life insurance business since our business commencement.

au Jibun Bank is an encouraging partner whose mortgage business has been growing rapidly with attractive interest rate levels since it started offering mortgage loans in 2015. For us, this new initiative in the group credit life insurance business is a new challenge and a new step toward further enhancing corporate value through the expansion of our business domain, and we will make every effort to accomplish its launch first.

Platform Business



- Expand scale of online insurance agency and launch B2B domain from FY2023



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Please see page 24. This shows the platform business.

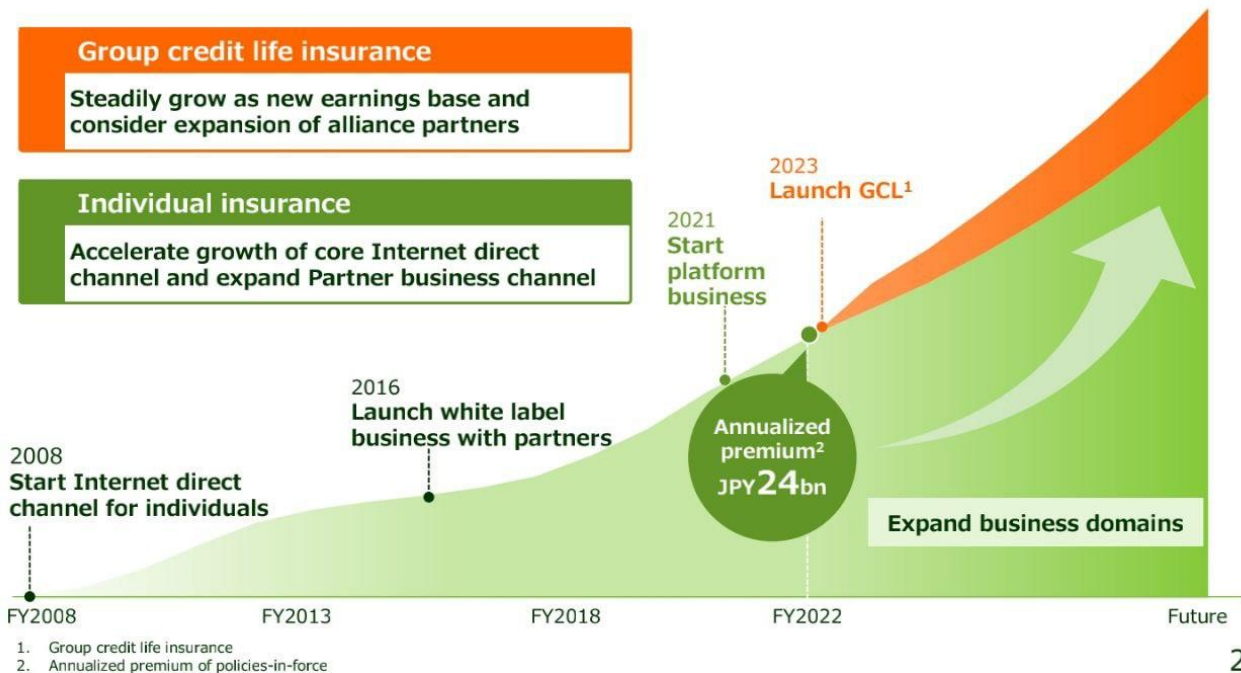
With the aim of becoming an online life insurance platform, we established a subsidiary, LIFENET MIRAI Inc., in FY2021. At its subsidiary, the Company aims to expand the scale of its business as an online insurance agency by working to improve the UI/UX of the online insurance comparison website.

Furthermore, starting in FY2023, we aim to offer new systems and digital tools necessary for online insurance business to corporate clients. Going forward, we will build financial services that are even closer to our customers through the interaction of our services for individuals and corporations and promote initiatives that will contribute to the expansion of the online life insurance market.

Mid-term Growth Path



- **Aim to accelerate growth in policies-in-force by business for individuals and GCL¹**



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Please see page 25. Based on the explanations given so far, we are presenting a medium-term growth image for the insurance business.

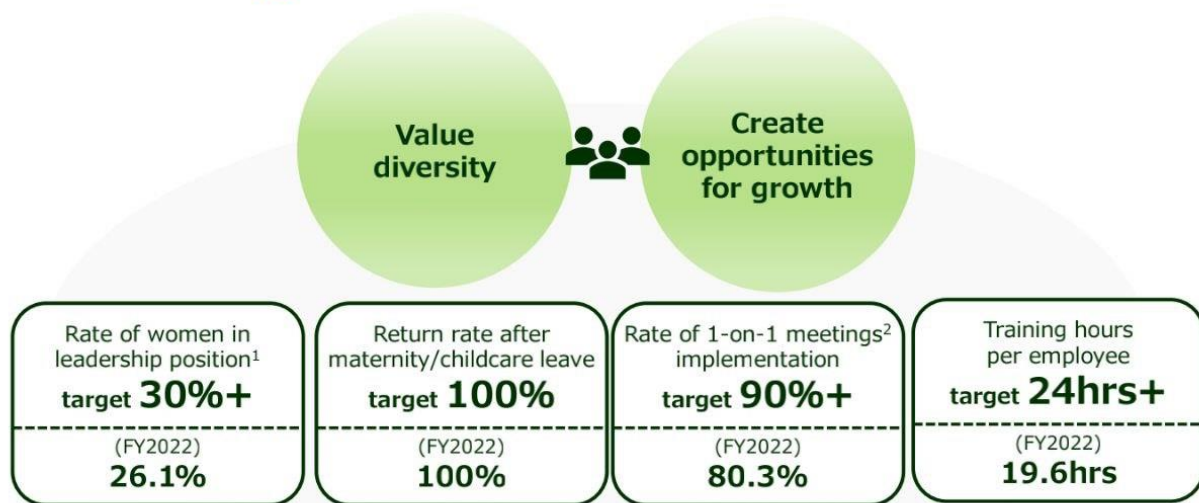
First is the green area in the figure. While the individual insurance business has achieved continuous growth to date, we intend to take our Internet channel to another level to re-accelerate growth in the medium term. In addition, we intend to further improve the contribution to our business performance by expanding our partner business channels.

In addition, we will steadily grow the group credit life insurance business, which is the orange portion of the diagram and will start in FY2023, as our new revenue base, and also aim to expand the number of banks with which we are affiliated in the future.

Human Capital for Growth



■ Strengthen HR initiatives based on **Diversity** and **Growth opportunities**



Become the organization that can keep adapting to change and achieve sustainable business growth under uncertain circumstances

1. Rate of women in positions of department head or higher

2. Rate of meetings with supervisors conducted during the period out of 12 meetings per year (once a month)

Please see page 26.

In order to vigorously implement the growth strategies, as I have described, we believe it is important to create a work environment in which our employees can play an active role. To this end, we will also strengthen our investment in human resources, focusing on "value diversity" and "create opportunities for growth".

In order to provide products and services that promptly respond to changes in the times and environment, we will be more prepared than ever to provide a work environment in which employees with diverse knowledge, experiences, and ideas can play an active role through age-, nationality-, and gender-free recruitment.

We also aim to encourage the growth of our employees, who are the most important driving force in the growth of our business and corporate activities, by providing them with opportunities to take on challenges, and to link their individual growth to the organizational growth.

Voluntary Adoption of IFRS¹



■ Update priority indicators according to new Financial Reporting Standards

Schedule

May 2023
FY2022 financial results

- Disclose **FY2023 consolidated forecasts** under IFRS (P.28)
- Disclose **IFRS major figures for the past five fiscal years** (P.45)

Aug. 2023
FY2023 1Q financial results

- **Announce financial results under IFRS**

Indicators

Corporate Value	Growth	Profitability
EEV (European Embedded Value)	Annualized premium of policies-in-force²	Insurance service results (IFRS)

1. Capital adequacy and dividends will be regulated by statutory accounting standards (J-GAAP) even after the adoption of IFRS
2. Annualized premium of policies-in-force for individual insurance and group credit life insurance combined

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Please see page 27. The Company will report its financials using IFRS 17 beginning in FY2023.

This is the first attempt for a listed life insurance company in Japan and is a great challenge for us. In order to facilitate communications with our shareholders and investors using IFRS, we will update the information today from two perspectives.

The first point is information disclosure. As I have explained before, in the slides that follow, we will explain our forecast for FY2023 under IFRS. This will give you a sense of the picture of IFRS-based earnings. In addition, as a reference, although unaudited, we have disclosed data for the past five fiscal years for major IFRS items. This is described on [page 45 of the presentation material](#).

We believe that this will provide shareholders and investors with a certain level of understanding of the changes over time.

The second is indicators that we would like you to focus on in the future. With the change in financial reporting to IFRS, we would like to take this opportunity to explain the

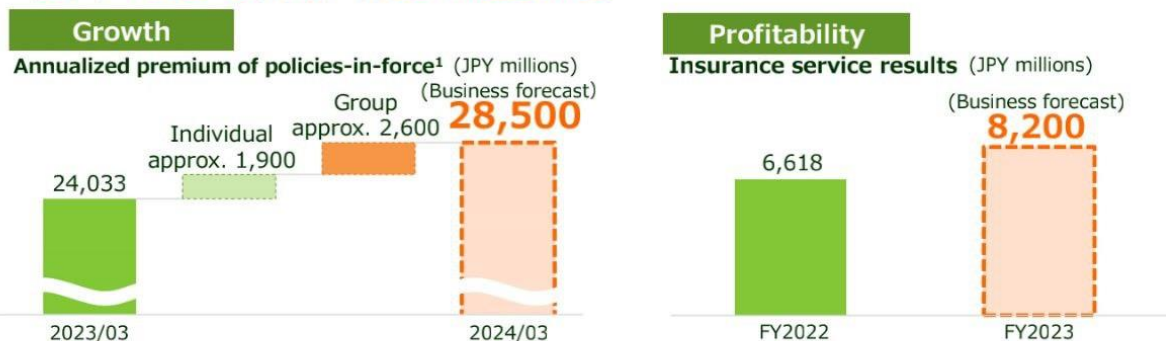
indicators that we would like shareholders and investors to see as a priority going forward.

The management indicator representing our corporate value will continue to be EEV. This time, we have set annualized premiums of policies-in-force as an indicator of growth and insurance services results as an indicator of profitability. We will use them as key indicators in our discussions with you. Based on these, we will explain our business forecasts for FY2023 on the next page.

FY2023 Consolidated Business Forecasts



■ Expect JPY 8.2 bn in insurance service results and JPY 5.3 bn in net income



(JPY millions)	FY2022 Results ²	FY2023 Forecasts ³
Annualized premium of policies-in-force ¹	24,033	28,500
Insurance revenue	20,732	24,900
Insurance service results	6,618	8,200
Net income attributable to owners of parent	3,575	5,300

1. Annualized premium of policies-in-force is the figures for individual insurance and group credit life insurance combined. Annualized premium is the amount of money equivalent to what is to be paid to have the insurance coverage for one year. All payments for Lifenet products are in monthly installments, we calculate annualized premium as multiplying the monthly premium by 12 months.
2. unaudited figures
3. The business forecasts for fiscal 2023 includes the impact of group credit life insurance business which starts in July 2023 (planned)

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Please see page 28. We are pleased to present our consolidated business forecasts for FY2023.

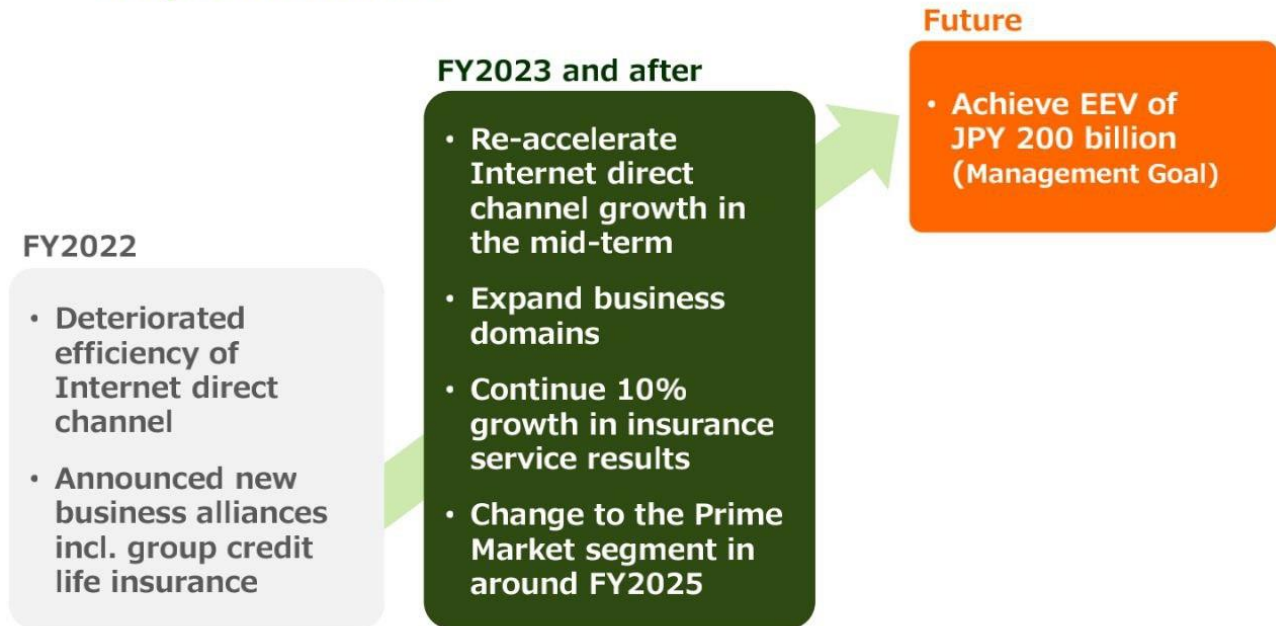
First, annualized premiums of policies-in-force, a growth indicator, are expected to increase 18.6% from the end of the same period last year to JPY28.5 billion. In addition to the individual insurance business, the forecasts include the group credit life insurance business, which will be launched this fiscal year as an expansion of the business domain.

Then, as an indicator of profitability, we forecast a 24% YoY increase in insurance service results in FY2023, the first year of IFRS adoption, to JPY8.2 billion. As the result, net income attributable to owners of parent company, is expected to be JPY5.3 billion, up 48% from the same period last year.

Future Direction



- **Achieve expansion of business scale and high profitability, aiming to further enhance corporate value**



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Please see page 29. Once again, we will provide a summary of future directions.

In FY2023 and beyond, in addition to re-accelerating the growth of the Internet channel over the medium term, we aim to expand business areas such as the group credit life insurance business. Through these efforts, in addition to aiming to achieve high profit growth of continued 10% growth in insurance service results, we aim to move to the TSE prime market by around FY2025. We will also aim to achieve our management goal of JPY200 billion in EEV as early as possible.

Management Policy



Mission	Help our customers embrace life more fully by offering comprehensible, cost-competitive and convenient products and services
Vision	Be the leading company driving the growth of the online life insurance market
Priority areas	<ul style="list-style-type: none">• Innovation of customer experience Enhancing and evolving the quality of all services with digital technology• Enhancement of promotion capabilities Generating massive customer traffic by active promotion and expansion of agent sales and white label business
Management goal	Aim to achieve EEV (European Embedded Value) of 200 billion yen by business growth in a mid-term

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Finally, here is the management policy.

We will continue to pursue growth to expand the scale of our business while capturing the structural trend of digitization of financial services. We will continue to expand the online life insurance market with our efforts and remain a leading company in the market, aiming to achieve an EEV of JPY200 billion as early as possible.

This concludes the presentation of the FY2022 financial results. Thank you very much for your attention.