

Signing Ceremony of Trilateral Memorandum

On Tuesday, April 19, 2016, a memorandum signing ceremony was held by Japan Post Insurance Co., Ltd. (“Japan Post Insurance”), Vietnam Post Corporation (“Vietnam Post”) and Dai-ichi Life Insurance Co., Ltd. (“Dai-ichi Life”) regarding the partnership among the three companies.

Mr. Masami Ishii, the Director and President, CEO, Representative Executive Officer of Japan Post Insurance, Mr. Do Ngoc Binh, the Chairman and Mr. Pham Anh Tuan, the President and CEO of Vietnam Post and Mr. Koichiro Watanabe, the President and Representative Director of Dai-ichi Life attended the



In addition, the ceremony was attended by two guests, Mr. Masatsugu Nagato, the Director and Representative Executive Officer, President and CEO of Japan Post Holdings Co., Ltd. and Mr. Toru Takahashi, the Director and President, CEO, Representative Executive Officer of Japan Post Co., Ltd., who delivered speeches.



[Speeches at the Signing Ceremony (Summary)] *In order of speech

Mr. Masami Ishii, the Director and President, CEO, Representative Executive Officer of Japan Post Insurance



Since the start of the service in 1916, the Postal Life Insurance has contributed to the stability of Japanese people's lives by selling simple and inexpensive insurance products through the nationwide post office network. Even in the 21st century, life insurance sales at the post office play an important role to sustain the customers' lives throughout the country.

Signing of this memorandum expresses our desire to contribute to the enhancement of Vietnamese society as well as its postal service by sharing our experience. I hope the success with Vietnam Post will become the role model in other Asian countries.

Mr. Do Ngoc Binh, the Chairman of Vietnam Post



On 18 January, 2016, Vietnam Post and Dai-ichi Life Insurance Company of Vietnam, Limited ("DLVN"), have entered into a 15-year exclusive distribution agreement for life insurance products. Until 2030, DLVN will be our sole partner in terms of distribution of life insurance products through our post office network.

I am convinced that we can grow further by leveraging the advantages of three companies: nation-wide distribution network of Vietnam Post, Dai-ichi Life Group's expertise in life insurance business and Japan Post Insurance's know-how in life insurance sales. Additionally, I hope that this long-term relationship among the three companies will lead to further enhancement of the relationship between Japan and Vietnam.

Mr. Koichiro Watanabe, the President and Representative Director of Dai-ichi Life



I believe this cooperation among the three companies is one part of the big wave of the relationship between two countries, Vietnam and Japan.

By signing this memorandum, we aim to further enhance our overseas partnership with Japan Post Insurance. We will also support the distribution of DLVN's products through the network of Vietnam Post, by leveraging the experience and expertise of Japan Post Insurance and Dai-ichi Life in terms of life insurance sales. Furthermore, we would like to contribute to not only the growth of three companies but to the enhancement of Vietnamese life insurance market, and the development of Vietnamese society and economy as well. I am convinced that our partnership shall be contributory to the reinforcement of the relationship between Vietnam and Japan.

Mr. Masatsugu Nagato, the Director and Representative Executive Officer, President and CEO of Japan Post Holdings Co., Ltd.



I believe a critical factor when working is “with whom” we work with. I am truly grateful that we have tied up with two splendid partners in this memorandum. The first partner is Vietnam Post. When I visited Hanoi 25 years ago, I was impressed to see Vietnam as a country with highly educated people and full of energy. I am delighted that we can work together with Vietnam Post, a leading company of the potential Asian leader, Vietnam.

The second partner is Dai-ichi Life. I have been impressed by Dai-ichi Life in several points. For example, their corporate culture “to become the only one rather than number one”, their “customer-first” principle proven by their endeavor to be at customers’ service as highest priority when natural disasters occur, and their selection of the right business partners without rushing to conclusions also proven by their acquisition of a life insurance company in USA.

The signing of this memorandum is just the beginning. From now on, we will work together in carrying out various initiatives.

Mr. Toru Takahashi, the President and CEO, Representative Executive Officer of Japan Post Co., Ltd.



Japan Post has worked together with Vietnam Post to improve the quality of their postal services for the last 10 month, based on the consulting agreement regarding improvement of postal services with Vietnam Post which was signed in June 2015. Vietnam Post had been very cooperative and listened to our proposal with diligence. This shows that each employee of Vietnam Post understands the roles and social responsibilities of the postal business and that they have pride in what they are doing.

I am deeply impressed with this. By signing this trilateral memorandum, I am very pleased that one of our group companies has entered into a new relationship with Vietnam Post.