(Unofficial Translation)

FY2012-3Q Financial Results Conference Call for Institutional Investors and Analysts Q&A Summary

Date: February 13, 2013 18:30 – 19:30

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< Change in Pricing Strategy >

Q1. Although we expected premium increases in light of the reduction in the standard assumed rate of return from April, certain life insurance companies have announced price reductions of their core products from April 2013. Please explain your current impressions about the competitive environment of the life insurance industry and the possibility that price competition may intensify.

A1. Basically, I believe the intensity of the competitive environment will depend on individual company's product strategy. We have been planning various responses in product features, including changes in assumed rates of return, to deal with the decrease in the statutory standard assumed rate of return. However, before all companies launch their new products in April, consumers cannot compare protection and benefit features of those products and, so, it is difficult to assess whether our products will remain attractive to our customers from a price perspective.

Regarding the possibility that the price competition may intensify, price is not the only factor that affects the competitiveness of insurance products and, so, we believe the competition is not going to intensify just in terms of pricing. Although we know that the price is an important factor for customers in selecting insurance products, we'd rather strengthen our consulting skills in explaining the protection and benefits, etc., that our products offer, to win customers' trust and to withstand competition.

Q2. In the midst of news that various life insurance companies will change the pricing of their life insurance products from April, please explain whether the mindset of customers who are targeted by your sales representative channel or the competitive environment has changed.

A2. While some customers reacted to the news relating the changes in pricing of the products, it does not mean that the customer mindset generally or competitive environment drastically changed and we have not seen a significant surge in consumer demand in anticipation of price increase.

< Investment >

Q3. Please explain the reason why the losses on valuation of securities of Dai-ichi Life on a non-consolidated basis for the nine months ended December 2012, 53.4 billion yen, decreased approximately 20% compared to the figure for the six months ended September 2012, 65.1 billion yen. Also, would it be reasonable to estimate that losses on valuation of securities will drastically decrease if stock prices remain at current levels at the end of March?

A3. There are two reasons for the limited improvement in losses on valuation: first, the losses resulted from changes in prices of individual stocks and, second, our domestic stocks were valued at the average fair (market) value during December 2012 and stock prices continuously increased in December so the full movement was not reflected. If stock prices remain at current levels through the end of March, it is expected that capital gains/losses, including losses on valuation of securities, will significantly improve compared to the figures as of December 2012.

Q4. The graph of the asset portfolio of Dai-ichi Life's general account (page 9 in the presentation material) indicates the portion of foreign-currency bonds (un-hedged) at the end of December 2012 increased compared to the figure at the end of March 2012 (and September 2012). Does it mean Dai-ichi Life changed its policy towards investment risks, including its policy in relation to the accumulation of super long-term bonds?

A4. We have not changed our basic investment policies and we have not shifted to "risk-on" since the third quarter. Rather, we have slightly accelerated the pace of purchasing policy-reserve-matching bonds.

Q5. It seems like you have accelerated the pace of reduction in your stock holdings in the 3rd quarter compared to the first two quarters. If stock prices remain at current levels, will Dai-ichi reduce domestic stocks further during the next fiscal year. If so, how much do you plan to reduce?

A5. We have a strict plan to reduce our stock holdings, irrespective of the situation in the financial markets. We have reduced approximately 40 billion yen of domestic stocks, other than losses on valuation of securities. We will explain the details of the reduction plan covering fiscal year 2013 and after, when we explain the details of our next medium-term management plan in the future. While the expected reduction will not be as great as those of recent years, we would like to continue to steadily reduce domestic stocks by tens of billions of yen in each year under the next management plan.

< Dai-ichi Frontier Life / bancassurance >

Q6. Please explain the reason the 21.6 billion yen hedge losses related to guaranteed minimum maturity benefit (GMMB) risks were much greater than the 13.6 billion yen reversal of reserve for policy reserves related to GMMB risks.

A6. To understand the gains and losses associated with GMMB risk of DFL's variable annuities, you have to take into account provision for policy reserve associated with GMMB risks, related hedge gains/losses and also the risk premium received on the policies. For the nine months ended December 31, 2012, we provided 13.6 billion yen for the GMMB policy reserve whereas the effective hedge loss was approximately 10 billion yen (21.6 billion yen of hedge losses less approximately 12.0 billion yen risk premium income), which indicates that DFL's hedge effect was approximately 70% (10 billion yen divided by 13.6 billion yen). The 70% is consistent with what we explained to you in the past.

Q7. Please explain how the recovery in the financial markets has affected the bancassurance channel and whether it will affect your product strategy next year and beyond.

A7. From December 2012 to February 2013, DFL has rapidly increased its sales of variable annuity products introduced in August 2012, and our impression is customers' risk-taking appetite has changed. Although the yen has been weakening, our sales of foreign currency-denominated fixed annuity with longer duration remain steady. We believe DFL's well-balanced product lineup and our decision not to provide single premium whole-life insurance contributed to DFL's topline as the financial markets improve. We will establish DFL's product strategies covering the next fiscal year, taking into account the market trends and requests from individual financial institutions.

< Overseas Businesses >

Q8. You announced that you decided to dissolve the joint venture life insurance venture in China. Please indicate your policy on entering the Chinese life insurance market going forward.

A8. As we have worked on this project for a long time, it was a hard decision. We decided to dissolve this particular venture due to unique factors: Dai-ichi Life and the partner company gradually recognized that there were differences in their management strategies in running the venture. Although there are varying perspectives on China's macroeconomic environment, we continue to regard the Chinese life insurance market as a large life insurance market with high potential and will continue to evaluate opportunities to enter the market.

Q9. TAL has increased its new business annualized net premium (ANP) and achieved larger growth than the market average for years. Do you think this trend will continue for the next several years?

A9. TAL's new business ANP tends to jump up, when it acquires large group policies, so there can be some fluctuation in its results. TAL has steady achieved an annual growth rate of 10% on average in new business ANP from its retail business through the direct and agent distribution channels, outpacing market growth, and the acquisiton of new group policies is in addition to that. Although affected by factors such as ups and downs of the Australian economy and changes in the sales regulation, we expect TAL to continue to grow steadily.

Q10. My impression is you are working on new opportunities to enter the life insurance markets of certain countries outside Japan. Please indicate the progress on such opportunities.

A10. Talking about such opportunities, each project has its own time span and, so, we are always working on the evaluation or due diligence of a number of potential projects. Among these candidates, we pick up the ones that most suit our strategy and/or that could most contributes to our growth and decide whether we actually acquire them.

Q11. You plan to provide approximately 150 billion yen for additional policy reserve in this fiscal year and actually provided 67.4 billion yen in the first half. Please indicate the amount provided in the 3rd quarter and the amount to be provided in the 4th quarter?

A11. For additional policy reserve, we provided approximately 44 billion yen in the 3rd quarter and plan to provide slightly more than 40 billion yen for the 4th quarter.

Q12. You explained in the past that provision for additional policy reserve would peak out in this fiscal year and decreases to the level of around 120 billion yen from the next fiscal year on, contributing to an increase in profits. On the other hand, you recorded one-off gains on sales of beneficial interests associated with securitization of your mortgage loans in this fiscal year. Is it appropriate to suppose that your net income for the next fiscal year will not necessarily increase in line with recognizing less additional policy reserve due to the offset by the decrease in one-off gains in the next fiscal year?

A12. It's difficult to comment on results expectations for next year as we have not finalized results for the current fiscal year and, so, do not have much basis for comment.

Q13. You mentioned that your full-year results would potentially exceed your earnings forecast. On the other hand, you also mentioned that you would consider providing for reserves more than you originally planned. Please indicate the likelihood that your net income for the current fiscal year to significantly increase compared to the forecast.

A13. We recorded 24.6 billion yen consolidated net income for the first three quarters and net income up to now has exceeded the figure for our forecast significantly. However, we have not changed our forecast for the following two reasons: 1) We still have 1.5 months to close the book, during which we might see some fluctuations in prices of domestic stocks, especially those for which we recorded valuation losses; and 2) We have to consider how far we accelerate strengthening our capital base by accumulating internal reserves during the current fiscal year, taking into account progress of our acquisition opportunities at hand.

Q14. You mentioned earlier that you'd like to place priority on strengthening capital base. Do you plan to provide for additional policy reserve more than you originally planned or are there other alternatives? What do you exactly mean to "place priority on strengthening capital base"?

A14. We provide for additional policy reserve along with our strict schedule and so have no plan to increase the provision. Instead, we might us a portion to provide for quasi-liability reserves, such as contingency reserve and/or reserve for price fluctuation, if our net income is to increase significantly. We will decide the final amount to be provided, taking into account our financial results for the full fiscal year and acquisition opportunities going forward.

<Capital Policy>

Q15. If you recognize the gap between your target and actual capital level, how do you plan to fill it?

A15. Under the next medium-term management plan, we will strive to achieve the target capital level of a 99.95% confidence interval, while securing funds for investment in growth areas. To achieve this target, we will continue steps such as reducing the duration mismatch between assets and liabilities, selling our equity holdings to limit related risks, and the steady increase in new business value in the domestic and overseas markets. We initially planned to achieve the target by the end of March 2015 but we have so far progressed ahead of schedule.

Q16. You explained in the past that your capital level has generally satisfied the confidence interval of 99.5% under your internal capital model on an economic value basis. Please indicate your plan to disclose the capital level under your model going forward.

A16. We plan to provide such information at a meeting or a conference call in the coming May, when we disclose our earnings forecast and next medium-term management plan.

Q17. Is it appropriate to calculate the positive impact of price changes in foreign currency-denominated bonds to your EEV using the sensitivity to changes in foreign currency exchange rates disclosed in your presentation material?

A17. On page 22 of the presentation material, we disclosed our sensitivity to changes in the JPY/USD exchange rate – 1 yen change in the JPY/USD exchange rate impacts the unrealized gains of foreign currency-denominated securities by 25 billion yen on a before-tax basis. You can calculate the impact of depreciation of the yen to our EEV by using the impact on an after-tax basis.

Note: We made partial additions and alterations in preparing the above summary for clarity.