(Unofficial Translation)

FY2014-2Q Financial Results Conference Call for Institutional Investors and Analysts Q&A Summary

Date: November 14, 2014 17:30 - 18:30

Respondent: Seiji Inagaki, Executive Officer
General Manager, Corporate Planning Department
The Dai-ichi Life Insurance Company, Limited (the "Company")

< Sales Results >

Q1. According to page 8 in the presentation material, although the value of new business per sales representative increased, the number of new policies did not increase substantially. Please explain whether the improvement in productivity is due to an improvement in product mix or other factors.

A1. As the number of new policies increased only slightly year-on-year, it seems that the product mix and new business margin resulted in an improvement in productivity. Of the new products launched in January 2014, sales in growth areas such as Crest Way, a nursing-care protection product, were favorable. In addition, an improvement in unit cost, including operating expenses, contributed to a steady increase in profitability.

< Investment >

Q2. Please explain the contribution of interest and dividends from alternative investments which have the characteristics of capital gains for the first half of the year.

A2. Interest and dividends which have the characteristics of capital gains accounted for approximately 30 billion yen.

Q3. According to page 10 in the presentation material, while you accumulated hedged foreign bonds, the proportion of domestic bonds with a maturity of more than 10 years increased. Please indicate whether you acquired hedged foreign bonds with a maturity of more than 10 years.

A3. For investments in hedged foreign bonds, we follow a benchmark under which we customize the index of foreign bonds and therefore bonds with a maturity of more than 10 years are included to a certain extent.

Q4. Please explain whether you expect certain capital gain-like interest and dividends for the second half of the year.

A4. As we assume that the financial environment will remain stable, it is not necessarily the case that we expect capital gain-like income in the second half of the year. For example, in the event there is a loss on disposal of a fund-type investment, this will decrease investment gains/losses within fundamental profit.

Q5. Please provide the breakdown of the approximately 30 billion yen capital gain-like interest and dividend by quarter and trend compared to the same period in the previous year.

A5. Interest and dividends concentrated in the first quarter and decreased slightly year-on-year.

Q6. While the positive spread for the first quarter was 6.9 billion yen, it increased to 15.7 billion yen for the second quarter. Please discuss the reason for the increase in the second quarter.

A6. The increase in positive spread in the second quarter was due mainly to the increase in interest of foreign bonds and dividends from foreign stocks.

Q7. Please explain whether you recorded capital gains, considering the potential write-off of deferred tax assets (DTAs) resulting from the decrease in corporate tax rate. In addition, please discuss whether you will prepare for the write-off of DTAs by recording capital gains in the second half of the year.

A7. Currently all assets have net unrealized gains and we record capital gains only when we conduct a rebalancing of our portfolio. Therefore, capital gains in the first half of the year were recorded in the regular course of business. In the same way, particularly the extent of write-off of DTAs is uncertain, we do not intend to specifically target capital gains in the second half of the year.

< Cost Reduction >

Q8. Despite an increase in policy acquisition costs, it seems that operating expenses decreased due to a decrease in fixed costs. Please discuss whether such trend will continue in the second half of the year.

A8. In the first half of the year, we reduced fixed costs such as property expenses and depreciation expenses by more than 3 billion yen. In addition, a decrease in variable expenses contributed to a decrease in operating expenses for the first half of the year. Although we believe we have already achieved the goal of cutting fixed costs in the first half of the year, we will strive to further decrease fixed costs in the second half of the year, by setting higher goals.

< Dai-ichi Frontier >

Q9. Please explain whether the substantial improvement in the value of new business of Dai-ichi Frontier (DFL) is due mainly to the significant increase in new business. If so, please discuss whether it can be expected that VNB will decrease to previous levels in the event new business decreases going forward.

A9. While the improvement in DFL's VNB was mainly attributable to an increase in sales volume, it also reflects the impact of changes in the product mix due to sales of foreign currency-denominated fixed products which have been strong since the second half of the previous year. As DFL is selling insurance products that are similar to investment products, it is possible that the product mix will change in relation to changes in the financial environment and that the sales of foreign currency-denominated products will slow down due to changes in the competitive environment. Therefore, the future trend in VNB is unclear. However we do not currently expect VNB will substantially increase or decrease going forward.

Q10. Please discuss whether you intend to maintain the current product mix by continuing to focus on sales of foreign currency-denominated fixed products.

A10. Given that sales of variable products were also strong due to the favorable stock market in the second quarter, it is possible that the product mix will change in light of the financial environment going forward.

Q11. On page 12 of the presentation material, sum insured of policies in-force of DFL as of September 30, 2014 accounted for slightly less than 4.2 trillion yen. As the presentation material of Analyst Day held in September stated that the goal for sum insured of policies in-force as of March 31, 2015 was 4.2 trillion yen, it seems that DFL has already achieved this goal in the first half of the year. Please explain the current expectation for the full year. In addition, you have said that DFL is expected to turn profitable for the year ending March 31, 2016. However, given the financial results for the first half of the year, would it be reasonable to expect that DFL will turn profitable this year?

A11. As sales of DFL remain very strong, thereby achieving the initial goal in the first half of the year, we revised the goal of premium income upward to 1.4 trillion yen. While fundamental profitability of DFL has steadily increased, whether DFL turns profitable for the full year will depend on market volatility. Taking into account a potential increase in the volatility of the stock market and errors in hedging, we do not think that it is highly likely that DFL will turn profitable for the year ending March 31, 2015. In case the volatility stabilizes and the market gradually improves, we think the possibility to achieve profit for the year will increase.

Q12. In the event the yen depreciates, it seems that there would be foreign exchange losses on foreign currency-denominated assets from DFL's assets under management. Please tell us your view on this.

A12. For the foreign currency-denominated products that DFL sells, the policyholders assume the foreign exchange fluctuation risks and there is no impact on DFL as a result of depreciation of the yen.

< Asset Management Business >

Q13. We understand that a fund manager from PIMCO transferred to Janus and that there was an increase in fund inflow. Please discuss whether it is possible that Dai-ichi will make a large allocation to Janus, such as providing seed money to bond funds managed by Janus. In addition, please provide the contribution to consolidated profit of Janus and DIAM.

A13. As you pointed out, we heard that Janus had a positive impact on fund inflow due to the transfer of a fund manager. Although our basic policy regarding the provision of seed money and the use of outside investment managers remains unchanged, it is possible that we will change the mix regarding the investment in Janus. Additionally, the contribution to consolidated profit of Janus and DIAM (sum of two companies) is 2 to 3 billion yen.

< TAL >

Q14. I heard that TAL's CEO will change. Please explain whether there is a change in TAL's management policy.

A14. In September we announced that the CEO of TAL would change from Mr. Minto to Mr. Clark. As Mr. Clark has worked as the head of TAL's insurance section, there will be no change in the management policy.

Q15. Please discuss whether it is possible that TAL will seek inorganic growth opportunities.

A15. Although TAL has invested in online brokers, etc., we don't currently expect further inorganic growth.

< Acquisition of Protective >

Q16. It seems that the conditions of Dai-ichi will change as a result of the addition of Protective Life Corporation (Protective) to Dai-ichi Group in early 2015. Please explain how the consolidation of Protective will affect Dai-ichi's medium-term management plan.

A16. The acquisition of Protective is on track, with the closing of the deal scheduled from

December 2014 to January 2015. After that, Protective's results for the fiscal year ending December 31, 2015 will be consolidated in Dai-ichi's results for the fiscal year ending March 31, 2016. We are now examining the revision of goals of Action D and will explain those at a later stage.

< Earnings Forecast for the Fiscal Year Ending March 31, 2015 >

Q17. Dai-ichi revised its consolidated ordinary profit forecast upward from 246 billion yen to 318 billion yen. However, as the progress of consolidated ordinary profit for the first half of the year exceeds 70%, based on the forecast the ordinary profit for the second half of the year is calculated to decrease compared to that for the first half of the year. Please explain the background of the decrease.

A17. We recognize that we steadily accumulated capital gains for the first half or the year. However, we make a slightly conservative forecast for the profit in the second half of the year. Taking into account the hedging effects of foreign currency-denominated assets and potential derivative transaction losses in the event the yen depreciation progresses, the profit level for the second half of the year is expected to decrease compared to that for the first half of the year. Meanwhile, we expect that the financial and economic environment as of September 30, 2014 will remain similar and we do not reflect the impact due to the changes in the market since October 2014.

Q18. You maintain the original forecast for consolidated net income. Please explain how you reflect the impact of a potential decrease in corporate tax rate to the forecast.

A18. Although we made a preliminary calculation of the impact of the potential decrease in corporate tax rate, we did not reflect the impact to our current forecast. Given that the outcome, including the magnitude of the decrease in corporate tax rate, is unclear, we maintained our forecast.

Q19. On page 14 of the presentation material, Dai-ichi's non-consolidated fundamental profit forecast was revised upward significantly, from 340 billion yen to 400 billion yen. Assuming that the current exchange rate conditions continue, please discuss whether the fundamental profit for the fiscal year ending March 31, 2016 will also increase by around 60 billion yen due to the effect of the depreciation of the yen, or whether the increase was a one-time effect.

A19. The depreciation of the yen will positively affect fundamental profit. However, rather than the effect of the depreciation of the yen, whether capital gain-like interest and dividends is a one-time effect or not will have a greater impact. If the exchange rate condition follows a yen-depreciation trend, interest and dividends is expected to increase when reported on a yen basis. However, we think our fundamental profit for the next year will be conservatively forecasted.

Q20. The upward revision of consolidated ordinary profit (246 billion yen to 318 billion yen) does not include the potential reversal of contingency reserve. If reversed, please explain whether it will positively affect ordinary profit.

A20. As you pointed out, this upward revision does not reflect the impact of the reversal of contingency reserve. Assuming that there is a reversal, it will increase ordinary profit. However, we set a higher priority on using the increase in net income to cover the write-off of DTAs. In addition, if necessary we will consider the reversal of retained earnings within liabilities.

Q21. Please explain whether the increases in ordinary profit and fundamental profit were due to the exchange rate conditions or capital gains.

A21. As the impact of the depreciation of the yen will have a moving average effect, it did not significantly affect fundamental profit for the first half of the year. The major difference compared to our original forecast is interest and dividends. As we flexibly made allocations to hedged foreign bonds, the fundamental profit forecast increased by several billions of yen. Additionally, as the operating expenses improve, the insurance-related gains/losses forecast will slightly increase compared to our original assumptions.

Q22. Please explain whether you maintain your forecast of 80 billion yen in consolidated net income. Additionally, given the higher progress of net income, net income is likely to achieve the goals of the medium-term management plan. Please discuss the relationship between the current medium-term management plan and the current earnings progress.

A22. We are conscious of the numbers we disclosed, including the 25 yen dividend per share forecast. However, please understand that the bottom line will be affected by changing factors, including the trend in the decrease of the corporate tax rate. Of the goals in our medium-term management plan, our current figures for the first half of the year exceeded the goal of 100 billion yen in adjusted net income, and we are confident that fundamental profitability will increase ahead of the schedule for the three years.

< Shareholder Return >

Q23. In the year ended March 31, 2012, the corporate tax rate decreased and Dai-ichi reversed its contingency reserve. Please explain whether you will consider a reversal if the decrease in tax rate is determined. Also, if the decrease in tax rate is not determined, net income and EPS are expected to increase. Given that, please discuss whether it is

possible to change the current shareholder dividend policy.

A23. Whether to reverse the contingency reserve as a result of a decrease in corporate tax rate depends on the magnitude of the decrease in the tax rate. We previously explained that a 1% decrease in effective tax rate will decrease net income by approximately 20 billion yen. However, whether we will cover such decrease will depend on the impact of the decrease in the tax rate to net income. Also, if the decrease in the tax rate is postponed, we will consider any changes, taking into account our aim of 30% total shareholder return ratio in the medium-to long-term.

Q24. If the reduction in corporate tax rate is not determined, Dai-ichi's profit is expected to substantially increase. In the event that the corporate tax rate cut is postponed to the next fiscal year, it seems that the consolidation of Protective will somewhat mitigate the decrease in profit. From the perspective of seeking stable shareholder dividends, in the event it is certain that Dai-ichi is able to maintain a 30% payout ratio for both this year and next year, is it be possible that you will raise dividends this year?

A24. As the corporate tax cut will be conducted in the medium-term, even if the tax cut is postponed this year and net income increases, it is possible that the corporate tax cut will be conducted next year. While profits of Protective will be added, we believe that we need to take into account the potential impact of the tax cut. For shareholder returns going forward, as explained before, we would like to enhance shareholder return by aiming to achieve a stable dividend in the medium-term.

Note: For clarity purposes, we made partial additions and alterations in preparing the above summary.

assumptions. As such, these forward-looking statements are subject to various risks and uncertainties and actual business results may vary substantially from the forecasts expressed or implied in forward-looking statements. Consequently, you are cautioned not to place undue reliance on forward-looking statements. The Company disclaims any obligation to revise forward-looking statements in light of new information, future events or other findings.