Financial

Financial and Revenue Base

Top-Line Indicators

Annualized Net Premium from Policies In force

3,955.8 billion yen



Corporate Value Indicators

Group European Embedded Value (EEV)

5,936.5 billion yen



ROEV (Average Since Demutualization)

* An indicator of the Company representing the source for shareholder returns

** The upper limit of the Company's stock repurchase amount of 28.0 billion yen is included in the 94.6 billion yen for fiscal 2018, as resolved at the May 15, 2019 Board of Directors meeting.

*** Total payout ratio was based on consolidated adjusted net income until fiscal 2015, and Group adjusted profit from fiscal 2016.

**** Rating for Dai-ichi Life (as of July 31, 2019). The ratings represent the opinions of the rating agencies, and do not guarantee the payment of insurance benefits, etc. The ratings may change at the discretion of the rating agencies.

Profit Indicators

Net Income Attributable to Shareholders of Parent Company / Group Adjusted Profit*







Rating Information****



Standard & Poor's (S&P)

Insurer financial

strength rating





Japan Credit Rating

Vie	tn	am	1			
No.	of	pol	icies	in	force	

DAI-ICHI LIFE

Neo First Life

ションテもななに、とっておきを。 第一フロンティア生命 国家ーキタフレーア

Dai-ichi Frontier Life

910 thousand

15.46 million

Inclusion in the ESG Indices

Dai-ichi Life Gro Dai-ichi Life

Dai-ichi life Holdings has been highly evaluated by ESG rating organizations internationally, and we are incorporated into the following ESG indices (as of 2019 August).



MSCI (1) MSCI Japan ESG Select Leaders Index







Human Resources

Number of Female Managers/ Percentage of Female Managers

906 / 25.6%



Figures as of the end of the fiscal year are represented by figures from April 1 of the following fiscal year.

Strong Brand

Japan

No. of policies in force of three Group insurance companies



Annual Report 2019 4

"By your side, for life," the Philosophy We Embrace



Since **1902**

By your side, for life – the origin of our founding philosophy

At the end of the Meiji era, with many insurance companies in Japan merely pursuing profits and as the true value in life insurance was not understood, the trust in the industry was yet to be established.

With a spirit of innovation, Tsuneta Yano, our founder, established Dai-ichi Life as the first mutual company in Japan.

By bringing about high policyholder dividends by setting optimal insurance premiums and rigorous cost reductions, life insurance which, at the time, was seen as a pure loss unless you die, gradually came to be recognized as a useful way of building assets, building public trust in the life insurance industry.

Just a start-up company at the time, Dai-ichi Life was a pioneer in gaining customers' trust through pursuit of what's best and through life insurance business we contributed to more secure livelihood for the population, which was a social issue at the time.





2019

A secure future for every community we serve. Using the best of our local and global capabilities.

It is 117 years since the founding of Dai-ichi Life. Today Dai-ichi Life Group is a global insurance group with three companies in Japan, seven companies in seven countries overseas, and two asset management companies, one in Japan and one overseas. Our founder's pursuit of what's best and innovation spirit as the driving forces behind the Group mission, By your side, for life,

will lead our Group's 70,000 employees globally. A secure future for every community we serve, using the best of our local and global capabilities. The Dai-ichi Life Group will continue to meet the diverse needs of people in all countries and regions around the world where we serve, in addition to contributing to solving social issues.





Introduction Nanagement Strategies

Message from the President



Medium-term Management Plan

Summary of Business

A History of Solving Social Issues for Over a Century

The history of the Dai-ichi Life Group is a history of helping to solve social issues through the life insurance business and related services.

Since our founding, we have grown in a tandem with the development of Japan while solving social issues by offering peace of mind that matches the needs of people in each era.

In line with our mission, "By your side, for life," all Group companies will continue to take on the challenge of solving social issues in Japan and overseas by providing new value in step with changes in the times.



1900s

Livelihood security becomes a social need when social infrastructure is underdeveloped

· Supporting asset building with savings-type products

· Contributing to the eradication of tuberculosis



- · Provided insurance with outstanding savings features across Japan amid expansion in business, providing support for the population's asset building
- Established Hoseikai with the goal of preventing and treating tuberculosis, which was the biggest cause of death in Japan at the time

1950s

Urgent need to restore independence and develop infrastructure in a post-war reconstruction era

- · With income growth, promoting protection-type products to support family well-being
- · Contributing to public health by addressing cardiovascular diseases and cancer treatment
- · Contributing to post-war reconstruction through investment and lending



- · Contributed to the stability of post-war household finances by providing protection-type products for emergencies
- · Established the Public Health Award, honoring the efforts of groups and individuals who make outstanding contributions in the field of public health and hygiene
- Supported infrastructure development and corporate growth to underpin post-war reconstruction through investment and lending

"Pursue What's Best" – Serve Customers with Integrity

Based on the customer-first commitment set out by our founder, Tsuneta Yano, Dai-ichi Life Group has constantly aimed for business management that achieves its growth by facing and resolving the issues of customers and society. This conviction remains unchanged till now and will not change in the future as the Group's business operations are expanding globally.

The founder, Tsuneta Yano



* Maddison Project Database, version 2018. Bolt, Jutta, Robert Inklaar, Herman de Jong and Jan Luiten van Zanden (2018), "Rebasing 'Maddison': new income comparisons and the shape of long-run economic development", Maddison Project Working paper 10. For the references to the original research on individual countries, see Appendix A of Bolt et al. (2018).

1990s

Aging society and diversifying protection needs

· In addition to death coverage, addressing the needs of an aging society by providing insurance policies for healthcare, nursing care.



 Contributed to forming diverse life plans through proposals and follow-up based on the unique Total Life Plan concept · Enhanced the added value of the Total Life Plan through a bold alliance strategy (alliances with non-life and cancer insurers, etc.)



"Spirit of Innovation" - Challenge to Change with agility

The history of the Dai-ichi Life Group is also a history of constantly taking on the challenge of innovation. Starting with the bold move to establish Dai-ichi Life as Japan's first mutual company, and our demutualization in 2010 and subsequent transition to a holding company structure, we have demonstrated innovation in step with the times.

Today, we continue rising tirelessly to the challenge of innovation, beginning in 2007 when we started to develop our domestic multi-brand strategy in anticipation of diversifying customer needs and also as the first Japanese life insurance company to expand overseas.

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Fiscal 2018 **15.46 million policies**



2000s

Emergence of new customer needs and social issues due to the diversification of values and advances in science and technology

· Contributing to improving people's quality of life by providing diverse products and services leveraging advances in science and technology







• Developed a product strategy and services that encourage improving the quality of life, including health promotion through the three domestic brands, and established a system for delivering products and services through optimal channels

· Expanded business partnerships anticipating changes in customer and social needs and pursued new value leveraging advances in science and technology



Ceremony for demutualization and listing on the stock exchange (2010) Management Strategies

Introduction

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Data Sect

Business Foundation to Support Growth

By diversifying and expanding our business for the past 10 years while leveraging such Group strengths as diverse human resources, know-how, well-known brands, and the sound financial base cultivated since our founding, we have built a solid business foundation on a global scale.



The Dai-ichi Life Group's History of Reform Since 2007

2	007	2008 2010	2011 201	2 2013	2015 2		17 2019
Organizational Structure Developed governance to support global business expansion		 New foundati as a listed company 	ion		 Establishes regional headquarters in New York and Singapore 	 Transition to a holding company structure 	
Domestic Life Insurance Business Established three brands in the domestic life insurance market to respond to diversified customer needs					 Neo First Life commences business 		
Overseas Life Insurance Business Established a balanced business portfolio by covering both growth and stable markets	 Vietnam Dai-ichi Life Vietnam becomes a subsidiary India Establishes Star Union Dai-ichi Life 	 Thailand Acquires share of OCEAN LIFE Australia Acquires share of Tower Australia Group Limited (currently TAL Group) 	• Australia Tower Australia Group Limited becomes a subsidiary	 Indonesia Acquires share of Panin Life (currently Panin Dai-ichi Life) 	• U.S.A. Protective becomes a Subsidiary		Cambodia Dai-ichi Life Cambodia commences business
Asset Management Established a global trilateral structu		arkets		Acquires share of Janus Capital Group Inc.	:	Asset Management One begins operations	Janus Henderson Group plc begins operations

Market share	surance Business
Mainel Silaie	No. 2 Based on new business annualized net premium
Bancassurance channel market sha	are No. 1 Based on single-premium income
Third-sector product market sha	
Overseas Life Ins	surance Business
U.S.A. acquisitions	57 acquisitions (Protective)
Australian market share	No. 1 (TAL)
Vietnamese market share	No. 1 (among foreign-affiliated life insurance companies in Vietnam) (Dai-ichi Life Vietnam)
Asset Manageme	nt Business
Total assets under management * Pensions & investments	* No. 2 in Japan and Asia region (Asset Management One) and the Company's estimates
Total assets under	
Over 10 trillic	on yen each in the U.S. n markets (Janus Henderson)
Talent and know	w-how
Group employees 70,000 in 8	8 countries
Participants in glob 2,800* emp	al exchange program Ioyees
* Total for the past five	e years
Number of sales e 44,265 (mployees (Japan) as of March 31, 2019)
Advanced opera	
ПлуТесн	
Well-known bra a long history	nds established over
By your side, for life DATHCIGLIFE	TAL
	ective. LAL 1907 Since 1869
a builten ene oroup	
Since 1902 Since	l business diversification
since 1902 Since	I business diversification
Since 1902 Since	
since 1902 Since	ofit
since 1902 Since rogress in globa roup Adjusted Pro	ofit
since 1902 Since	ofit 22% 78% 2018 236.3 billion
since 1902 Since	ofit
since 1902 Since	ofit 22% 78% 2018 236.3 billion
since 1902 Since	ofit
since 1902 Since rogress in globa roup Adjusted Pro 10% 2012 100.0 billion 90%	ofit

Introduction

Management Strategies

Message from the President

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Medium-ter

Data

Section

Annual Report 2019 10