

# Presentation of Financial Results for the Year Ended March 2011

May 13, 2011
The Dai-ichi Life Insurance Company, Limited

\_



## **Financial Results Highlights**

- Total amount of claims and benefits to be incurred in relation to the Great East Japan Earthquake is estimated to be 30.5 billion yen. Loss on valuation of securities of 110.4 billion yen was recognized in the 4th quarter as a consequence of stock price declines in aftermath of the earthquake. For the fiscal year, consolidated net profit was 19.1 billion yen.
- The Company successfully implemented action items set out in its mid-term management plan
  - <Reshaping the Core Businesses> Thanks to robust sales of our flagship products, Daiichi Life's (non-consolidated) value of new business increased by 6.2% year-on-year. Surrender & lapse rate improved significantly to 4.66%.
  - <Initiatives for Growth> Thanks to robust sales of our new product, annualized net premium from third-sector products increased by 16.7% year-on-year. Moreover, the Company completed the acquisition of 100% ownership of TOWER Australia.
  - <Capital Management> The Company reduced domestic equities and increased Policy-Reserve-Matching bonds as planned. Moreover, the Company issued US Dollar-denominated perpetual subordinated notes in order to raise capital necessary to support its growth strategies (USD 1.3 billion)
- Embedded value as of March 2011 was 2,440.3 billion yen, a decrease of 396.0 billion yen compared to the previous year-end.



#### Impact of the Great East Japan Earthquake

■ Total amount of claims and benefits to be incurred in relation to the Great East Japan Earthquake is estimated to be 30.5 billion yen. This estimate is based on Dai-ichi's sum insured of policies in force, its market share, etc..

#### **Estimate of Claims & Benefits**

#### Reference

(billions of yen)

Total amount of benefits and claims to be incurred in relation to the earthquake

#### 30.5 billion yen

(including benefits and claims to be reported in the future)

Expense the amount as a component of "provision for policy reserves and others" in the fiscal year ended

March 2011

Dai-ichi's Sum Insured of Policies in Force 102 Dai-ichi's Sum Insured of New Business & Conversion 103 Pukushima Prefectures 104 Pukushima Prefectures 105 Pukushima Pukushima Prefectures 105 Pukushima Prefectures 105 Pukushima Pukushima Prefectures 105 Pukushima Pukushima Prefectures 105 Pukushima Pukushima Prefectures 105 Pukushima Pukushima Prefectures 105 Pukushima Pukushima Prefectures 105 Pukushima Pukushima Prefectures 105 Pukushima Prefectures 105

Source: Statistics of Life Insurance Business in Japan, 2009

(Reference)
Sum of benefits, claims and annuities for year ended March 2011<sup>(1)</sup>: 1 trillion 786.4 billion yen

<sup>(1)</sup> Non-consolidated basis

<sup>(2)</sup> Figures for the fiscal year ended March 2010, sum of individual insurance and individual annuities

<sup>(3)</sup> Gross increase by conversion (i.e., before netting out decrease by conversion)



## **Consolidated Financial Results Highlights**

- Consolidated ordinary revenues decreased by 14% year-on-year, to 4,571.5 billion yen.
- Consolidated ordinary profit was impacted by loss on valuation of securities, decreasing by 57% year-on-year to 81.1 billion yen.

(billions of yen)

#### <Reference>

		Year ended Mar-10	Year ended Mar-11 (a)	Cha	inge
Or	dinary revenues	5,294.0	4,571.5	(722.4)	(14%)
	Non-consolidated	4,331.5	4,308.4	(23.0)	(1%)
Or	dinary profit	188.2	81.1	(107.0)	(57%)
	Non-consolidated	193.6	78.9	(114.7)	(59%)
Ne	t income <sup>(1)</sup>	55.6	19.1	(36.5)	(66%)
	Non-consolidated	60.8	16.9	(43.8)	(72%)

Forecasts	
as of May 14, 2010 (b)	Achievement (a/b)
4,326.0	106%
3,972.0	108%
195.0	42%
209.0	38%
50.0	38%
62.0	27%

<sup>(1)</sup> Although the Company was a mutual company for the year ended Mar-10, we show "net income" rather than "net surplus", in light of our subsequent demutualization.



(3)

# **Consolidated Financial Information (summarized)**

#### **Statement of Earnings (Summarized)**(1)

(billions of yen)

(billions of yer			ns of yen)	
		Year ended Mar-10	Year ended Mar-11	Change
Ord	dinary revenues	5,294.0	4,571.5	(722.4)
	Premium and other income	3,704.2	3,312.4	(391.8)
	Investment income	1,247.2	922.7	(324.4)
	Interest and dividends	708.4	698.7	(9.7)
	Gains on sale of securities	242.7	212.3	(30.3)
	Derivative transaction gains	-	9.2	+9.2
	Gains on investment in separate accounts	289.6	-	(289.6)
	Other ordinary revenues	342.5	336.3	(6.2)
Ord	dinary expenses	5,105.7	4,490.3	(615.4)
	Benefits and claims	2,656.9	2,711.3	+54.4
	Provision for policy reserves and others	1,194.2	466.4	(727.7)
	Investment expenses	340.3	444.6	+104.3
	Losses on sale of securities	207.8	120.9	(86.9)
	Losses on valuation of securities	7.8	179.6	+171.7
	Losses on investment in separate accounts	-	40.1	+40.1
	Operating expenses	475.8	434.8	(40.9)
Ord	dinary profit	188.2	81.1	(107.0)
Ex	traordinary gains (losses) <sup>(1)</sup>	(23.7)	28.4	+52.2
Pro	ovision for reserve for policyholder dividends <sup>(1)</sup>	92.5	78.5	(14.0)
Inc	ome before income taxes, etc.(2)	71.9	31.1	(40.7)
Tot	al of corporate income taxes	17.0	12.1	(4.8)
Mir	nority interests in income (loss)	(0.7)	(0.0)	+0.6
Ne	t income (2)	55.6	19.1	(36.5)

#### **Balance Sheet (Summarized)**

(billions of yen)

		As of Apr-10	As of Mar-11	Change
Tot	al assets	32,104.2	32,297.8	+193.6
	Cash, deposits and call loans	437.3	501.9	+64.5
	Monetary claims bought	289.8	291.1	+1.2
	Securities	25,147.3	25,597.7	+450.3
	Loans	3,834.9	3,627.9	(206.9)
	Tangible fixed assets	1,244.0	1,296.1	+52.0
	Deferred tax assets	339.5	477.2	+137.6
Tot	ral liabilities	31,140.0	31,566.0	+425.9
	Policy reserves and others	29,204.7	29,641.9	+437.2
	Policy reserves	28,632.6	29,039.4	+406.7
	Reserve for employees' retirement benefits	411.4	420.0	+8.6
	Reserve for price fluctuations	115.5	80.5	(34.9)
Tot	al net assets	964.1	731.8	(232.3)
	Total shareholders' equity	558.7	548.9	(9.7)
	Total accumulated other comprehensive income (3)	393.6	171.1	(222.5)
	Net unrealized gains on securities, net of tax	462.2	238.8	(223.4)
	Reserve for land revaluation	(63.5)	(65.1)	(1.6)

<sup>(1)</sup> Although 925 million yen of the "provision for allowance for policyholder dividends" was included in the extraordinary loss for the year ended Mar-10, such amount was recorded as "provision for policyholder dividends" and so excluded from extraordinary gains (losses) in the above table.

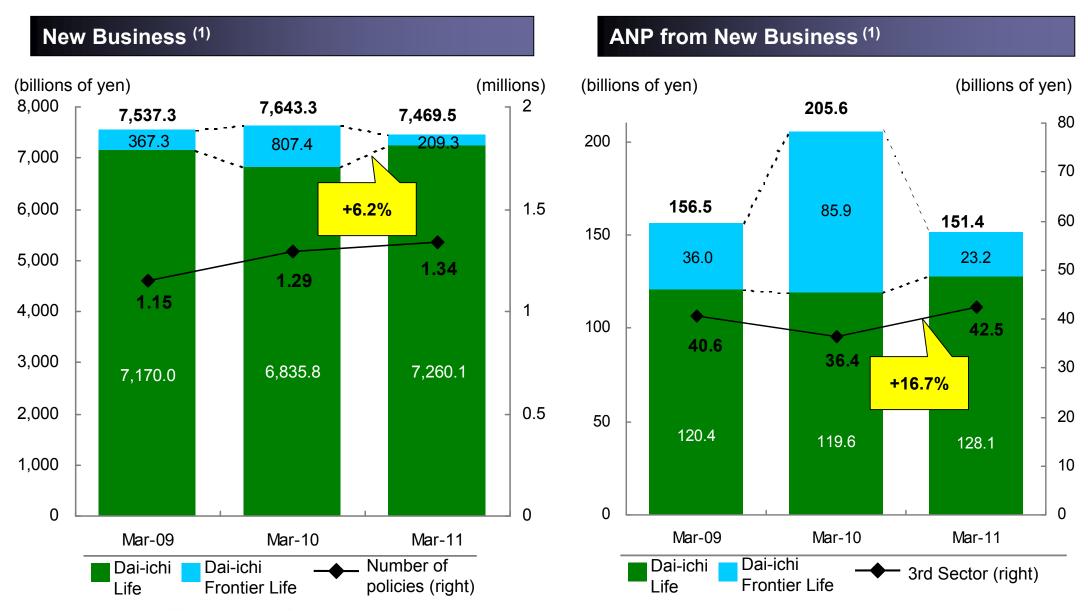
Although the Company was a mutual company for the fiscal year ended Mar-10, we show "net income" rather than "net surplus", in light of our subsequent demutualization.

<sup>&</sup>quot;Total of valuation and translation adjustments" as of Apr-10 was recorded as "Total accumulated other comprehensive income".



(1)

#### **New Business (Individual Insurance, Individual Annuities)**

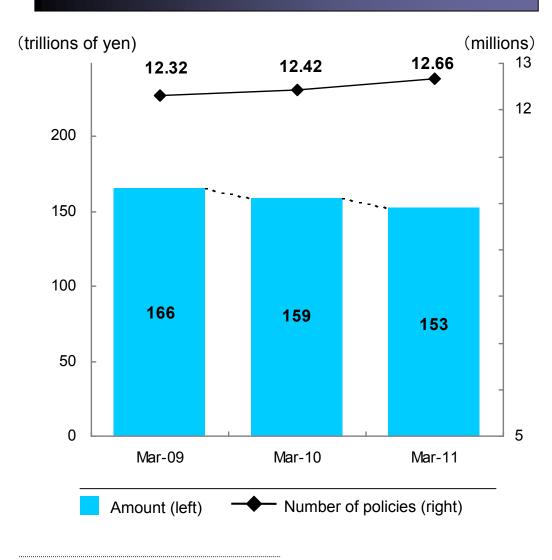


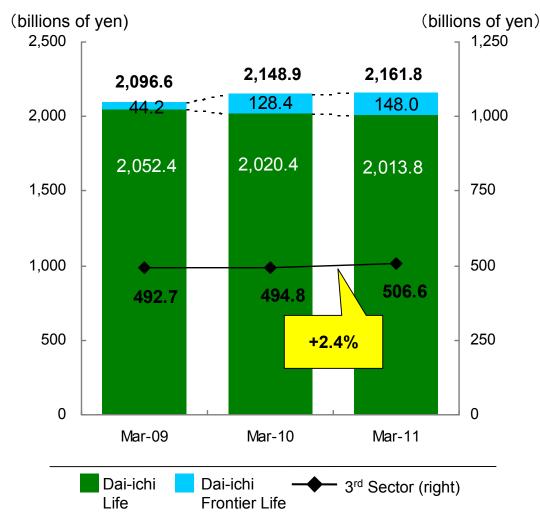


# Policies in Force (Individual Insurance, Individual Annuities)

#### **Sum Insured and Policies in Force**(1)

## ANP from Policies in Force<sup>(1)</sup>





(1)

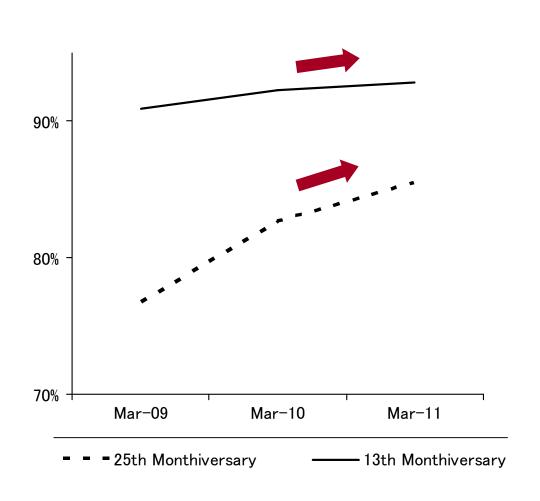


# **Surrender and Lapse, Persistency Rate**

## Surrender & Lapse (Individ. Insurance & Annuities)(1)

#### (%) (trillions of yen) 15 5.79 6 5.60 4.66 5 improved by 0.94 points 10 4 2.5 1.9 3 2.5 2.2 1.8 5 2 1.8 2.4 2.5 1.8 1 2.6 2.5 1.7 0 0 Mar-09 Mar-10 Mar-11 Surrender & lapse rate (right)

## Persistency Rate (1)

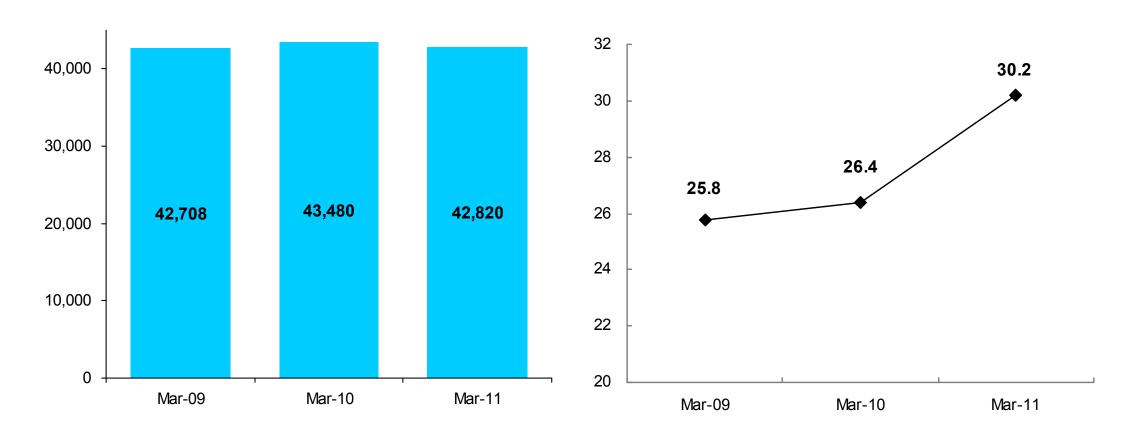




#### **Sales Channel Situation**

# Sales Representative of Dai-ichi Life<sup>(1)</sup>

## Number of New Policies per Sales Rep<sup>(1)(2)</sup>

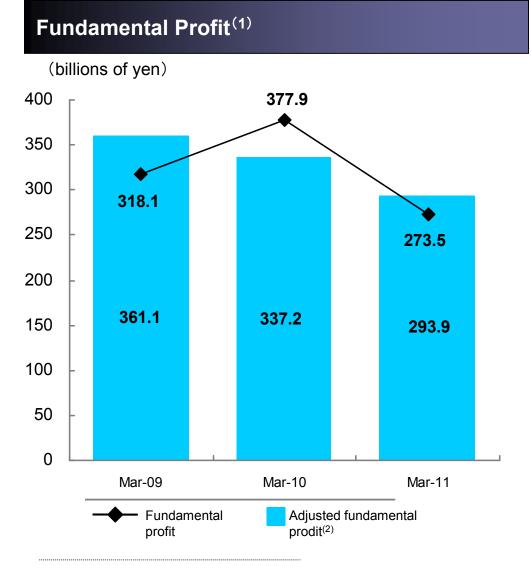


<sup>(1)</sup> The above figures are non-consolidated basis and the number of sales representatives does not include those who are not full-time employees of Dai-ichi Life and are engaged mainly in ancillary works.

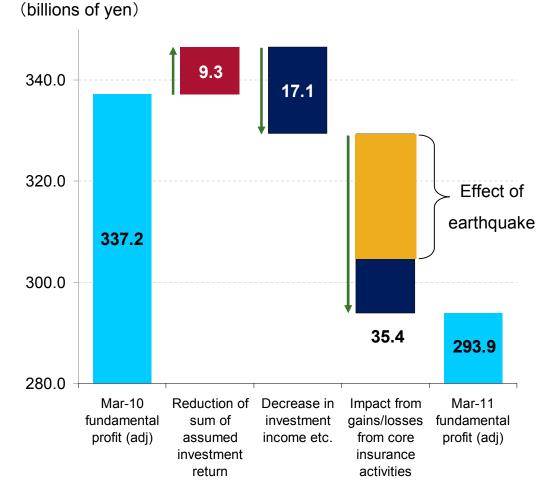
Number of new policies (incl. conversions) as the numerator and the average number of sales reps in each period (calculated from numbers at the beginning and end of each period) as the denominator.



#### **Fundamental Profit**



# Movement Analysis of Adjusted Fundamental **Profit** (1) (2)



<sup>(1)</sup> Sum of Dai-ichi Life and Dai-ichi Frontier Life

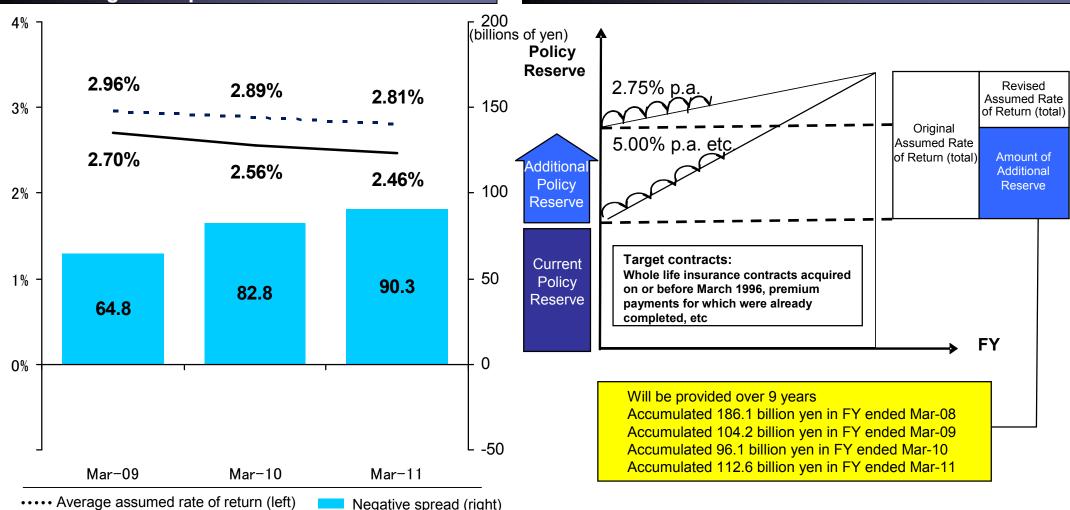
<sup>(2)</sup> Adjusted fundamental profit = (fundamental profit) + (provision for policy reserve associated with minimum guarantee benefit risk of variable annuities)



## **Initiatives to Reduce Negative Spread**



#### Accumulation of Additional Policy Reserve (1)



(1)

Average actual rate of return (left)

4.6



5.2

(%)

#### **General Account Assets**

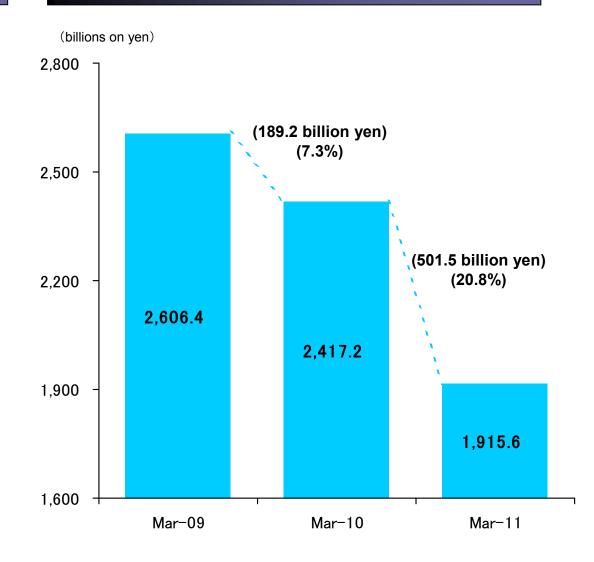
#### Asset Portfolio (General Account) (1)

Others

# Asset Fortiono (General Account)

#### 4.3 4.2 Real estate 4.9 5.2 Foreign stocks 8.5 **Domestic stocks** 11.0 Foreign-currency 4.9 bonds (un-hedged) 4.8 Foreign-currency 12.1 9.9 bonds (hedged) 1.5 Short-term rate 1.2 investment 12.2 13.0 Loans **Fixed Income Fixed Income Assets Assets** 72.8% 69.5% Yen-denominated 47.0 bonds 45.4

## **Book Value of Domestic Stocks** (1)(2)



Mar-10

Mar-11

<sup>(1)</sup> Non-consolidated basis

<sup>(2)</sup> Book value of domestic stocks with fair value (exclude stocks of subsidiaries / affiliated companies and unlisted companies)



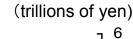
#### **Status of Financial Soundness**

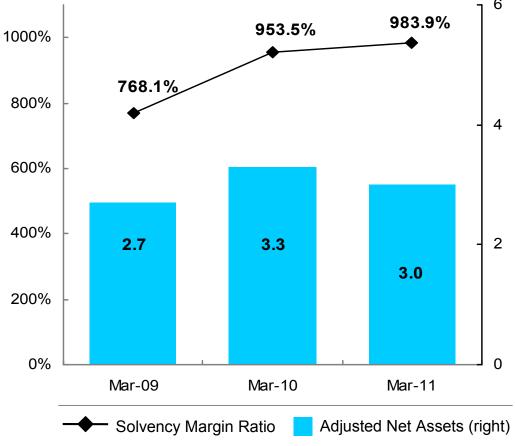
## Unrealized Gain/Loss (General Account) (1)

#### (billions of yen)

		As of Mar-10	As of Mar-11	Change
Se	ecurities	851.4	614.1	(237.3)
	Domestic bonds	265.7	383.8	+118.0
	Domestic stocks	522.5	305.6	(216.9)
	Foreign securities	59.8	(80.4)	(140.3)
Real estate		90.8	20.5	(70.3)
General Account total		942.0	639.2	(302.8)

#### Solvency Margin Ratio & Adjusted Net Assets (1)

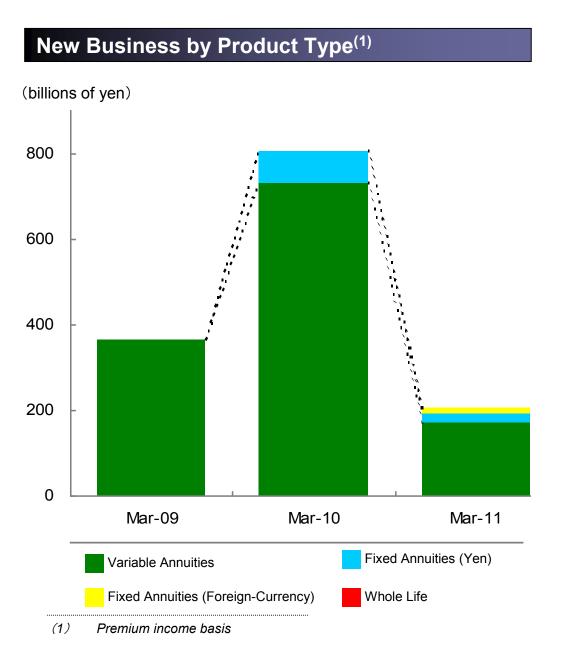




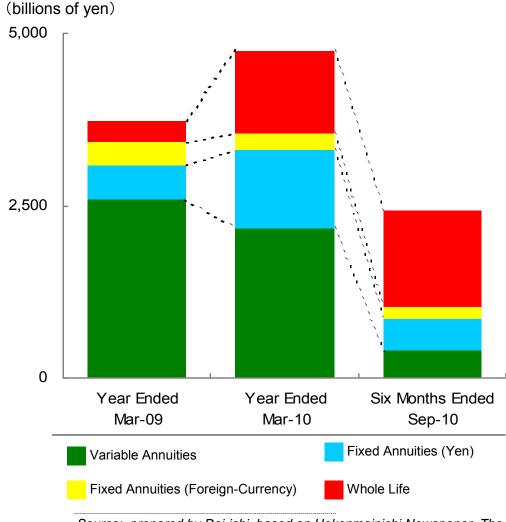
<Reference> Solvency Margin Ratio based on new standard, to be formally introduced from the fiscal year end March 2012: 547.7%



# **Dai-ichi Frontier Life (1)**



# Reference: Bancassurance Market Trend (Single Premium Products)<sup>(1)</sup>

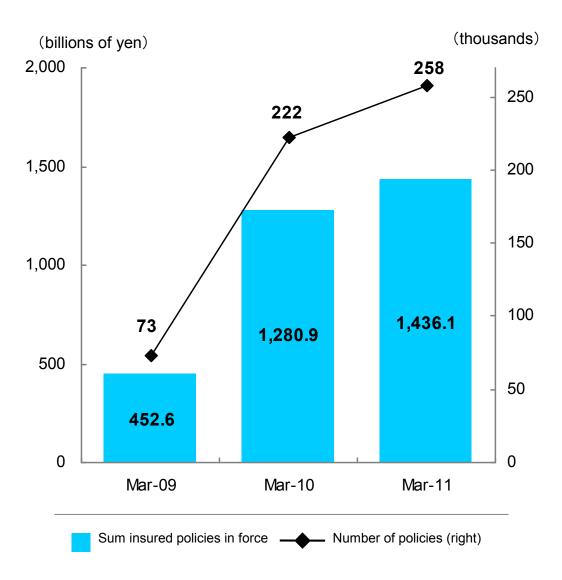


Source: prepared by Dai-ichi, based on Hokenmainichi Newspaper, The Japan Financial News and The Nikkei Newspaper



# **Dai-ichi Frontier Life (2)**

# **Policies in Force**



# **Earnings**

(billions of yen)

		Year ended Mar-10	Year ended Mar-11
Ord	dinary revenues	961.3	253.8
	Insurance premiums and other	863.2	251.7
	Variable products	732.4	174.2
	Fixed products	72.1	32.3
	Investment income	97.9	2.1
Ord	dinary expenses	969.6	255.0
	Provisions for policy reserve and other	864.0	142.7
	Related to GMMB risk (negative indicates a reversal) (A)	(36.9)	20.1
	Provision for contingency reserve (B)	40.4	(8.3)
	Investment expenses	16.2	15.9
	Hedge loss related to GMMB risk (C)	15.8	7.1
Ord	dinary profit (loss)	(8.3)	(1.1)
Net	income (loss)	(8.3)	(0.9)

Net income (loss)	(8.3)	(0.9)
Net income+(A)+(B)+(C)	11.0	18.0



#### **Overseas Business**

Company Name	Premium Revenue for Fiscal Year ended		Notes	
Company Name	Mar-11 <sup>(1)(2)</sup>	YoY	Notes	
Dai-ichi Life Vietnam	VND 994.7bn	+33.7%	Market share 5.0%→5.7%→6.3%→7.2%	
(Wholly owned since Jan 2007)	(4.1bn yen)	<b>33.1.</b> / <b>3</b>	(2007) (2008) (2009) (2010)	
Ocean Life Insurance (Thailand)	THB 11,608mn (31.3bn yen)	10.40/		
(24% stake, since Jul 2008)		+8.1%		
Star Union Dai-ichi Life (India)	INR 7,279mn		Ranked 11 out of 22 in terms of first	
(26% stake, in operation since Feb 2009)	(13.3bn yen)	-	year premium among private life insurers (for year ended Mar-11)	
TOWER Australia Group Ltd.	AUD 942mn	.07.50/		
(29.7% stake in 2008; acquisition of 100% ownership in May 2011)	(76.7bn yen)	+27.5%		

<sup>(1)</sup> TOWER Australia's fiscal year ends in September. Other three companies' fiscal year end in December.

<sup>(2)</sup> Exchange rates used are as follows: 1 VND=0.0042 Yen; 1 THB = 2.7 Yen; 1 INR = 1.84 Yen; 1 AUD = 81.45 Yen.

<sup>(3)</sup> YoY change for Star Union Dai-ichi Life (India) is not shown because this is the first full year after it started operation in Feb 2009.



#### **European Embedded Value of the Dai-ichi Life Group**

(billions of yen)

■ Group EEV as of March 31, 2011 was 2 trillion 440.3 billion yen. It decreased by 396 billion yen compared to previous year-end because unrealized gains on securities decreased.

#### The EEV of the Group

		As of Mar-10	As of Mar-11	Change
EEV	1	2,836.3	2,440.3	(396.0)
	Adjusted net worth <sup>(1)</sup>	1,821.4	1,454.2	(367.2)
	Value of in-force business <sup>(1)</sup>	1,014.8	986.0	(28.8)

#### <Reference>

As of Sep-10
2,142.3
2,051.6
90.7

	Year ended Mar-10	Year ended Mar-11	Change
Value of new business	118.9	158.1	+39.1

#### **EEV of Dai-ichi (stand alone)**

(billions of yen)

#### **EEV of Dai-ichi Frontier Life**

(billions of yen)

		As of Mar-10	As of Mar-11	Change
EEV		2,868.0	2,479.6	(388.4)
	Adjusted net worth	1,880.9	1,518.7	(362.1)
	Value of in-force business	987.1	960.9	(26.2)

	Year ended Mar-10	Year ended Mar-11	Change
Value of new business	135.6	158.5	+22.8

		As of Mar-10	As of Mar-11	Change
Ε	EV	146.3	137.8	(8.4)
	Adjusted net worth <sup>(1)</sup>	115.5	109.9	(5.6)
	Value of in-force business <sup>(1)</sup>	30.7	27.9	(2.8)

	Year ended Mar-10	Year ended Mar-11	Change
Value of new business	(18.5)	(0.4)	+18.0

<sup>(1)</sup> Dai-ichi Frontier Life reduces the risk of failing to recover the initial cost related to new business by a surplus relief reinsurance. Effective Sep-10, an adjustment regarding the surplus relief reinsurance has been made for Dai-ichi Frontier Life's EEV calculation. The adjustment does not affect the total EEV amount, because it is a transfer of the future cost regarding the reinsurance from value of in-force business (VIF) to adjusted net worth (ANW). The effect to ANW of Dai-ichi Frontier Life is (¥43.3) billion and that to VIF is ¥43.3 billion: impact on ANW/VIF of the group is 90.0% of those figures, based on Dai-ichi Life's interest in Dai-ichi Frontier Life. Mar-10 figures shown above are adjusted in the same way so as to be comparable to Mar-11.



# **Guidance for the Year Ending March 2012**

■ Although we forecast premium income of Dai-ichi Life non-consolidated will decrease year-on-year, we believe insurance and investment income will improve year-on-year. Consequently, we expect consolidated net income of 37.0 billion yen.

(billions of yen unless otherwise noted)

		(billions of join arriage outlet wice note		
		Year ended Mar-11	Year ending Mar-12 (F)	Change
Nikkei 225 (yen)		9,852 <sup>(1)</sup>	10,000	+148
JPY/USD (yen)		83.1	83.0	(0.1)
JPY/EUR (yen)		117.5	117.0	(0.5)
10-Year JGB Yield		1.25%	1.25%	±0.00%
Ordinary revenues		4,571.5	4,334.0	(237.5)
Dai-ichi Life non-c	onsolidated	4,308.4	3,828.0	(480.4)
Dai-ichi Frontier		253.8	421.0	+167.1
Ordinary income		81.1	168.0	+86.8
Dai-ichi Life non-c	onsolidated	78.9	178.0	+99.0
Dai-ichi Frontier		(1.1)	(19.0)	(17.8)
Net income		19.1	37.0	+17.8
Dai-ichi Life non-c	onsolidated	16.9	32.0	+15.0
Dai-ichi Frontier <sup>(2)</sup>		(8.0)	(17.1)	(16.2)
Dividends per share (yen) 1,60			1,600	±0
(Reference)				
Fundamental profit (Dai-ichi Life non- consolidated)		275.9	around 270.0	-

<sup>(1)</sup> Average value during March.

<sup>(2)</sup> Calculated based on Dai-ichi Life's interest in Dai-ichi Frontier Life.



# **Appendix**

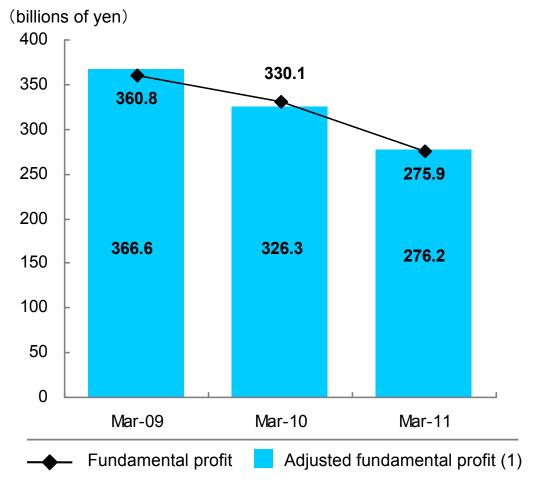


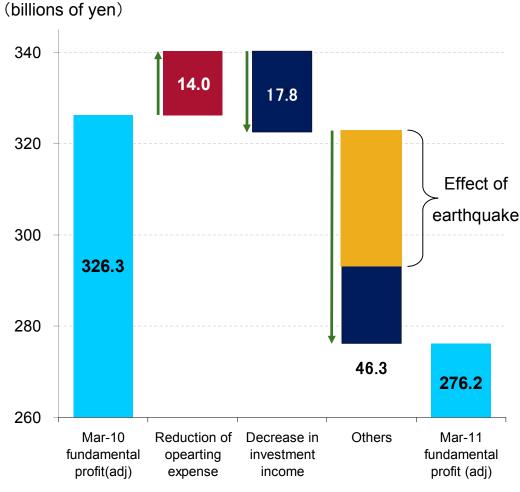
#### Fundamental Profit - Dai-ichi Life non-consolidated

#### **Fundamental Profit**

(1)

**Movement Analysis of Adjusted Fundamental Profit** (1)





Adjusted fundamental profit = (fundamental profit) + (provision for policy reserve associated with minimum guarantee benefit risk of variable annuities)



# Summary Financial Statements – Dai-ichi Life non-consolidated

#### Statement of Earnings<sup>(1)</sup>

#### **Balance Sheet**

(hillions of ven)

			(DIII	ions of yen)
		Year ended Mar-10	Year ended Mar-11	Change
Or	dinary revenues	4,331.5	4,308.4	(23.0)
	Premium and other income	2,837.2	3,056.5	+219.3
	Investment income	1,153.4	922.6	(230.7)
	Interest and dividends	708.0	698.1	(9.9)
	Gains on sale of securities	242.5	212.2	(30.3)
	Derivative transaction gains	-	9.8	+9.8
	Gains on investments in separate accounts	193.1	-	(193.1)
	Other ordinary revenues	340.8	329.2	(11.6)
Or	dinary expenses	4,137.9	4,229.5	+91.6
	Benefits and claims	2,610.5	2,625.0	+14.4
	Provision for policy reserves and others	328.2	322.5	(5.6)
	Investment expenses	330.0	429.5	+99.5
	Losses on sale of securities	207.8	120.9	(86.9)
	Losses on valuation of securities	10.5	179.6	+169.1
	Losses on investments in separate accounts	-	32.0	+32.0
	Operating expenses	438.7	424.6	(14.0)
Or	dinary profit	193.6	78.9	(114.7)
Ε×	traordinary gains (losses) <sup>(1)</sup>	(23.6)	28.2	+51.9
Provision for reserve for policyholder dividends (1)		92.5	78.5	(14.0)
Income before income taxes		77.4	28.6	(48.7)
То	tal of corporate Income taxes	16.6	11.7	(4.8)
Ne	et income (2)	60.8	16.9	(43.8)
1-	(1) Although 025 million ven of the "provision for allowance for policyholder dividends" was inc			

			_	(billid)	ons of yen)
			As of Apr-10	As of Mar-11	Change
To	tal	assets	30,822.4	30,869.6	+47.1
	Ca	ash, deposits and call loans	397.6	467.1	+69.5
	М	onetary claims bought	289.8	291.1	+1.2
	Se	ecurities	23,987.9	24,294.5	+306.6
	Lc	ans	3,834.3	3,627.4	(206.9)
	Та	ngible fixed assets	1,243.6	1,295.8	+52.2
	De	eferred tax assets	337.6	475.1	+137.5
To	tal	tal liabilities 29,822.1 30,103		30,103.2	+281.0
	Po	olicy reserves and others	27,896.2	28,190.8	+294.6
		Policy reserves	27,324.8	27,589.5	+264.6
		Contingency reserve	527.0	502.0	(25.0)
	Re	eserve for employees' retirement benefits	409.6	418.3	+8.6
	Re	eserve for price fluctuations	115.4	80.4	(35.0)
To	tal	net assets	1,000.3	766.4	(233.8)
Total shareholders' equity		604.6	592.8	(11.8)	
	То	tal of valuation and translation adjustments	395.6	173.6	(221.9)
		Net unrealized gains (losses) on securities, net of tax	461.1	237.5	(223.5)
		Reserve for land revaluation	(63.5)	(65.1)	(1.6)

Although 925 million yen of the "provision for allowance for policyholder dividends" was included in the extraordinary loss for the fiscal year ended Mar-10, such amount was recorded as "provision for policyholder dividends" and was excluded from extraordinary gains (losses) in the above table.

Although the Company was a mutual company for the fiscal year ended Mar-10, we show "net income" rather than "net surplus", in light of our subsequent demutualization.



# **Summary Financial Statements of Dai-ichi Frontier Life**

# **Statement of Earnings**

(billions of yen)

	(Simons of ye			one or join,
		Year ended Mar-10	Year ended Mar-11	Change
Ordinary revenues		961.3	253.8	(707.4)
	Premium and other income	863.2	251.7	(611.5)
	Investment income	97.9	2.1	(95.8)
Orc	linary expenses	969.6	255.0	(714.5)
	Benefits and claims	45.5	85.0	+39.4
	Provision for policy reserves and other	864.0	142.7	(721.3)
	Investment expenses	16.2	15.9	(0.2)
	Operating expenses	38.6	10.4	(28.1)
Orc	linary profit (loss)	(8.3)	(1.1)	+7.1
Extraordinary gains (losses)		(0.0)	0.2	+0.2
Income(loss) before income taxes		(8.3)	(0.9)	+7.4
Total of corporate income taxes		0.0	0.0	+0.0
Net income (loss)		(8.3)	(0.9)	+7.4

# **Balance Sheet**

(billions of yen)

				(Dillic	nis or yen,
			As of Mar-10	As of Mar-11	Change
Tota	al asse	ets	1,423.1	1,566.7	+143.6
	Cash,	, deposits and call loans	30.0	23.9	(6.0)
	Secu	rities	1,313.5	1,455.4	+141.9
Tota	al liabi	ilities	1,305.7	1,450.0	+144.3
	Polic	y reserves and other	1,300.2	1,443.0	+142.7
	F	Policy reserves	1,299.6	1,441.9	+142.3
		Contingency reserve	44.7	36.4	(8.3)
Total net assets		117.4	116.7	(0.6)	
	Total shareholders' equity		116.2	115.3	(0.9)
	C	Capital stock	117.5	117.5	-
	C	Capital surplus	67.5	67.5	-
	F	Retained earnings	(68.7)	(69.6)	(0.9)



#### **Sensitivities to Financial Markets (March 2011)**

#### Sensitivities(1)(2)

#### **Breakeven Points**<sup>(2)(3)</sup>

**Domestic stocks** 

Nikkei 225 1,000 yen change: ±220 billion yen (±270 billion yen)

Nikkei 225 8,400 yen (8,700 yen)

**Domestic bonds** 

10-year JGB Yield 10bp change: ±160 billion yen (±150 billion yen)

10-year JGB Yield 1.5% (1.6%)

**Foreign securities** 

JPY / USD 1 yen change: ±20 billion yen (±18 billion yen)

JPY / USD \$1 = 87 yen (95 yen)

<sup>(1)</sup> Sensitivities indicate the impact of fluctuation in market value of the related assets.

<sup>(2)</sup> Figures in parentheses are as of March 2010.

<sup>(3)</sup> Breakeven points indicate assumptions when unrealized gains or losses of the related assets would be zero. Figures for foreign securities are calculated for foreign exchange factors only, based on JPY/USD rate (assuming all are in USD).



# **Actions for the Great East Japan Earthquake**

# Major Actions of Life Insurance Association of Japan ("LIAJ")

	11th	Establishment of the Task Force of the Large
		Earthquake Countermeasures
		- Extension of the grace period of premium
	12th	payment up to 6 months
Mar.		- Simple and quick payment of benefits, claims and policy loans
	14th	Decided contribution of 300 million yen as a
		donation
	15th	All life insurers decided full payment of accident related benefits and claims
	1st	Initiation of the inquriry system for insurance policy within disaster areas <sup>(1)</sup>
	13th	Provide data files compiled by the Police to member
		companies
	19th	-Information sharing on death of insured persons
		among member companies
Apr.		-Request for disclosure of official family registry (to life insurers) fulfilled
	22nd	-Request for disclosure of residence certificate (to
	ZZIIG	life insurers) fulfilled
		- Further extension of the grace period of premium
		payment by 3 months (final due date: December
	27th	31, 2011)
		- Special treatment for the due date of the
		extended premium payment

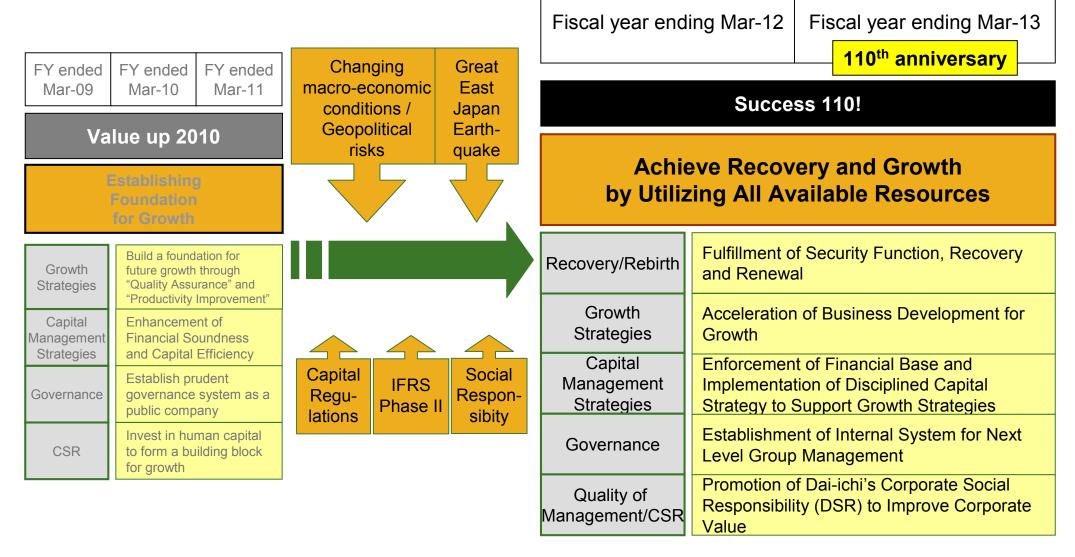
# Major Actions of Dai-ichi

	11th	Establishment of disaster countermeasures headquarters
	12th	<ul> <li>Extension of the grace period of premium payment up to 6 months</li> <li>Simple and quick payment of benefits, claims and policy loans</li> <li>Full payment of accident related benefits and claims</li> <li>Aid to people in disaster areas by sending relief goods (food and water, etc.)</li> </ul>
	14th	Aid to people in disaster areas by sending support teams (constantly sending several persons)
Mar.	15th	Contribution of 100 million yen as a donation
war.	16th	Application of special interest rate for policy loans
	25th	Watanabe, President of Dai-ichi Life visited Miyagi, Fukushima and lw ate Prefectures (to Mar. 29)
	27th	- Opening of the call center operatin on Sundays and holidays 9AM - 5PM, in addition to w eekdays and Saturdays - Installation of special dial for earthquake victims (from Apr. 8)
	30th	- Treatment of deemed hospitalization - Automatic extension of the grace period of premium payment
	8th	Send consolatory letters to policyholders w ithin disaster areas (580 thousand letters)
Apr.	13th	- Establishment of temporary customer service windows in the areas severely damaged by the earthquake, including Ishinomaki and Kesennuma City in Miyagi Prefecture and Miyako City in Iwate Prefecture - Started making outbound calls to policyholders within disaster areas
	25th	Dispatch of volunteers to disaster areas hosted by Nippon Keidanren (sending several persons each week)
	7-8th	Search for policyholder's safety through Google Person Finder etc. (mobilizing 400 employees)
May	16th-	Send several dozen employees continuously for safety confirmation of customers who are inaccessible because they live in shelters (lw ate, Miyagi and Fukushima)

<sup>(1)</sup> In case a victim does not know to which company her/his insurance policy belong has difficulty making insurance claims, it enables her/him to identify her/his own policy by using this system, having LIAJ request each life insurance company to check whether it has such policy.



# Medium-term Management Plan for fiscal year 2011 and 2012





#### **Investor Contact**

The Dai-ichi Life Insurance Company, Limited Investor Relations Center Corporate Planning Department +81 50 3780 6930

#### **Disclaimer**

The information in this presentation is subject to change without prior notice. Neither this presentation nor any of its contents may be disclosed or used by any other party for any other purpose, without the prior written consent of the Company.

Statements contained herein that relate to the future operating performance of the Company are forward-looking statements. Forward-looking statements may include – but are not limited to – words such as "believe," "anticipate," "plan," "strategy," "expect," "forecast," "predict," "possibility" and similar words that describe future operating activities, business performance, events or conditions. Forward-looking statements are based on judgments made by the Company's management based on information that is currently available to it and are subject to significant 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.