



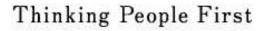
Presentation of Financial Results for the Three Months Ended June 2013

August 9, 2013 The Dai-ichi Life Insurance Company, Limited



Financial Results Highlights

- Dai-ichi Life Group recorded a significant increase in ordinary revenues, including premium and other income. Because Dai-ichi Life raised premiums in April, its sales decreased year-on-year. However, the decrease was more than offset by steady increases in sales of its growth businesses.
- Dai-ichi Life significantly decreased its negative spread and also saw improved capital gains, driving up consolidated ordinary profit and net income. Growth businesses further accumulated policies in force, improving their fundamental profitability.
- Dai-ichi Life and Dai-ichi Frontier Life recognized a significant increase in net income, attaining 71% of our full year forecast for FY2013 even after providing for retained earnings (contingency reserve and/or reserve for price fluctuation).



Overview of the Group's Financial Results

<Translated from Japanese>



Consolidated Financial Results Highlights

- Achieved an increase in both ordinary revenues and net income.
- Realized a high rate of progress against our original earnings forecast, led by favorable investment gains of Dai-ichi Life.

					(billions of yen)	<reference></reference>	
		3 months ended Jun-12	3 months ended Jun-13 (a)	Change		Forecasts as of May 15, 2013 (b)	Progress (a/b)
C	onsol. Ordinary revenues	1,201.6	1,436.0	+234.4	+20%	4,663.0	31%
	Non-consolidated	1,068.9	1,087.8	+18.8	+2%	3,854.0	28%
С	onsol. Ordinary profit	29.4	84.2	+54.7	+186%	176.0	48%
	Non-consolidated	40.6	101.3	+60.7	+150%	175.0	58%
С	onsol. Net income	11.1	26.3	+15.1	+136%	37.0	71%
	Non-consolidated	22.5	42.8	+20.2	+90%	40.0	107%

<Translated from Japanese>



Consolidated Financial Information

Most remarkable are increased premium income from growth businesses and improved investment gains of Dai-ichi Life.

		(billio	ns of yen)				(billior	ns of yen)
	3 months ended Jun-12	3 months ended Jun-13	Change			As of Mar-13	As of Jun-13	Change
Drdinary revenues	1,201.6	1,436.0	+234.4	Total assets		35,694.4	35,734.9	+40.8
Premium and other income	888.3	1,001.2	+112.9	Cash, depos	its and call loans	848.7	777.8	(70.8
Investment income	250.6	339.1	+88.4	Monetary cla	aims bought	285.0	287.6	+2.5
Interest and dividends	166.5	187.3	+20.8	Securities		29,390.9	29,295.8	(95.1
Gains on sale of securities	71.1	85.1	+13.9	Loans		3,140.9	3,179.4	+38.4
Derivative transaction gains	5.6	-	(5.6)	Tangible fixe	d assets	1,236.2	1,228.1	(8.0
Gains on investments in separate accounts	-	54.7	+54.7	Deferred tax	assets	67.6	134.7	+67.
Other ordinary revenues	62.6	95.6	+32.9	Total liabilities		34,045.3	34,205.5	+160.
Drdinary expenses	1,172.1	1,351.8	+179.6	Policy reserv	es and others	31,703.8	31,975.2	+271.
Benefits and claims	679.2	735.3	+56.1	Policy rese	rves	31,012.5	31,303.6	+291.
Provision for policy reserves and others	103.5	305.9	+202.4	Reserve for e	employees' retirement benefits	439.7	410.8	(28.8
Investment expenses	176.7	65.0	(111.7)	Reserve for p	price fluctuations	89.2	103.3	+14.
Losses on sale of securities	12.7	14.3	+1.6	Total net assets		1,649.0	1,529.3	(119.6
Losses on valuation of securities	48.2	1.3	(46.9)	Total shareho	olders' equity	563.3	574.5	+11.2
Derivative transaction losses	-	8.6	+8.6	Total accum	ulated other comprehensive income	1,078.7	950.1	(128.6
Losses on investments in separate accounts	84.1	-	(84.1)	Net unrealiz	zed gains on securities, net of tax	1,099.3	979.7	(119.6
Operating expenses	108.8	119.5	+10.6	Reserve for	land revaluation	(36.9)	(37.2)	(0.2
Drdinary profit	29.4	84.2	+54.7					
Extraordinary gains	3.9	0.3	(3.5)					
Extraordinary losses	6.8	16.2	+9.3					
Provision for reserve for policyholder dividends	17.7	18.5	+0.7					
ncome before income taxes, etc.	8.7	49.8	+41.0	(1) Gains ((losses) on investments in separate	e accounts are	offset by pro	vision for
otal of corporate income taxes	(0.9)	25.1	+26.0	(revers	al of) policy reserves and according	gly they have i	no impact on	ordinary
Ainority interests in income (loss)	(1.4)	(1.6)	(0.2)					
Net income	11.1	26.3	+15.1					

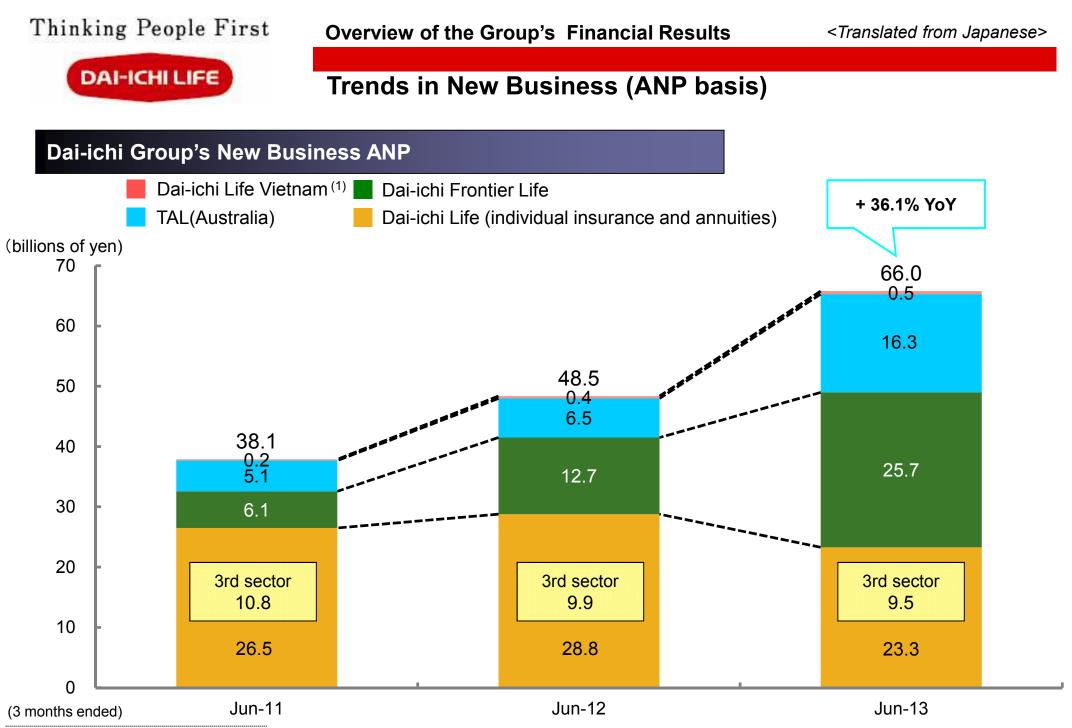
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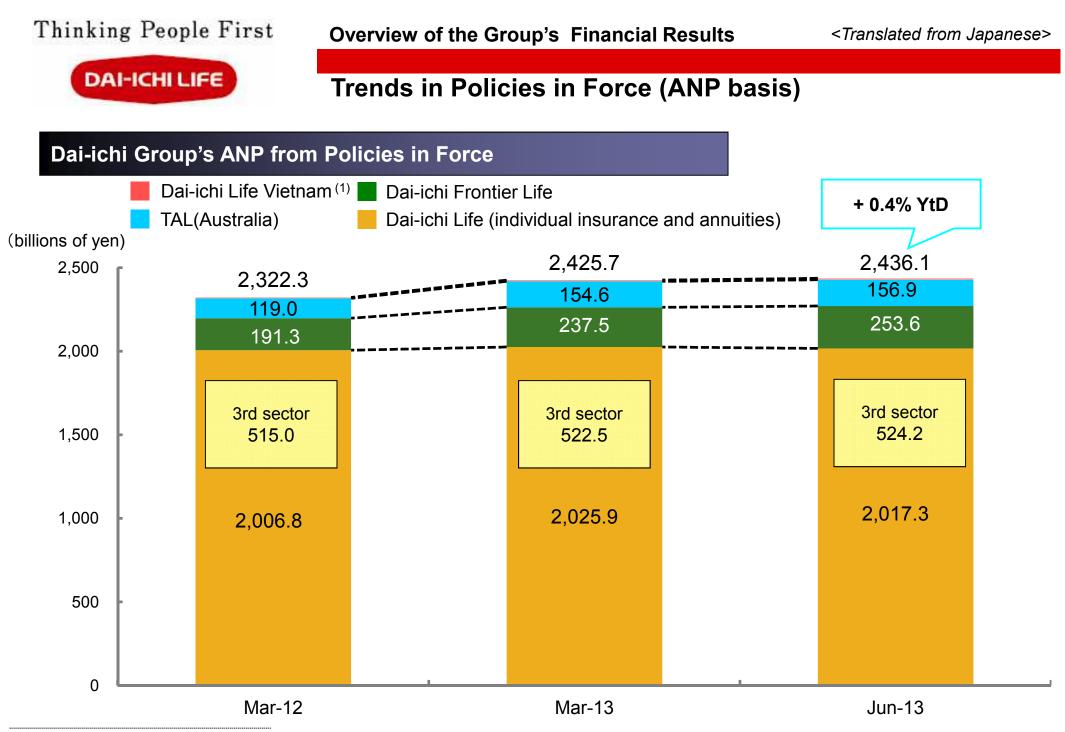
Financial Results of each Group Company

	[Dai-ichi Life]			[Dai-	ichi Frontier	Life	[TAL(Australia)] ⁽¹⁾			[Consolidated]			
		bill	ions of yen		bill	ions of yen		milli	ons of AUD	billions of yen			
	3 months	3 months		3 months	3 months		3 months	3 months		3 months	3 months		
	ended	ended	Change	ended	ended	Change	ended	ended	Change	ended	ended	Change	
	Jun-12	Jun-13		Jun-12	Jun-13		Jun-12	Jun-13		Jun-12	Jun-13		
Ordinary revenues	1,068.9	1,087.8	+2%	106.7	305.0	+186%	574	660	+15%	1,201.6	1,436.0	+20%	
Premium and other income	763.9	673.2	(12%)	90.9	284.0	+212%	444	520	+17%	888.3	1,001.2	+13%	
Investment income	239.9	318.9	+33%	15.6	21.0	+34%	6	43	+564%	250.6	339.1	+35%	
Ordinary expenses	1,028.3	986.4	(4%)	122.3	321.3	+163%	513	639	+25%	1,172.1	1,351.8	+15%	
Benefits and claims	632.0	598.2	(5%)	26.6	109.1	+310%	291	355	+22%	679.2	735.3	+8%	
Provision for policy reserves and others	64.9	124.3	+91%	46.6	181.1	+288%	69	125	+82%	103.5	305.9	+195%	
Investment expenses	135.3	45.4	(66%)	45.1	20.2	(55%)	19	7	(62%)	176.7	65.0	(63%)	
Operating expenses	95.5	96.5	+1%	3.6	10.0	+178%	113	130	+15%	108.8	119.5	+10%	
Ordinary profit (loss)	40.6	101.3	+150%	(15.6)	(16.2)		60	20	(66%)	29.4	84.2	+186%	
Extraordinary gains	3.9	0.3	(92%)							3.9	0.3	(92%)	
Extraordinarylosses	6.7	16.0	+139%	0.0	0.1	+34%				6.8	16.2	+138%	
Minority interests in gain (loss) of subsidiaries										(1.4)	(1.6)		
Net income (loss)	22.5	42.8	+90%	(15.6)	(16.3)		42	9	(78%)	11.1	26.3	+136%	

(1) Figures of TAL are disclosed after re-classifying items from TAL's financial statements under Australian accounting standards to conform to Dai-ichi Life's disclosure standards.



(1) The fiscal year of Dai-ichi Life Vietnam ends on December 31. New business ANPs of Dai-ichi Life Vietnam represent those for the three months ended March 31, 2011, 2012 and 2013.

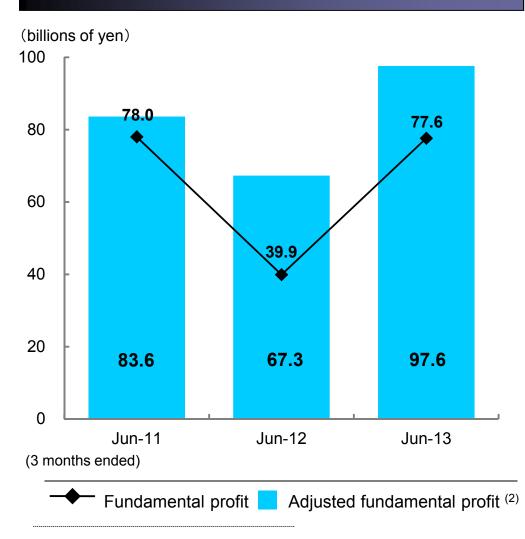


⁽¹⁾ The fiscal year of Dai-ichi Life Vietnam ends on December 31. ANP from policies in force of Dai-ichi Life Vietnam as of Mar-12, Mar-13 and Jun-13 were 5.0 billion yen, 7.5 billion yen and 8.2 billion yen, respectively.



Fundamental Profit

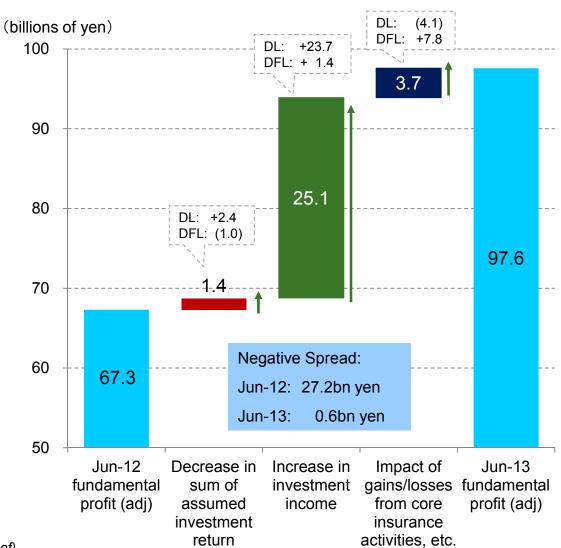




(1) Sum of Dai-ichi Life (DL) and Dai-ichi Frontier Life (DFL)

(2) Adjusted fundamental profit = (fundamental profit) \pm (provision for (reversal of) policy reserve associated with minimum guarantee benefit risk of variable annuities)

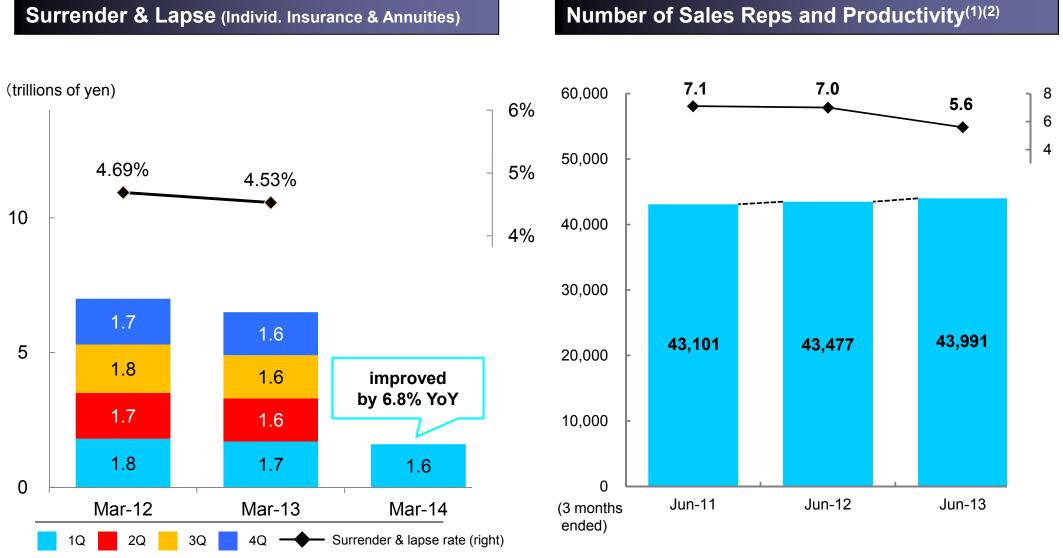
Movement Analysis of Adjusted Fundamental Profit ⁽¹⁾⁽²⁾





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Surrender and Lapse, Number of Sales Representatives and Productivity



(1)

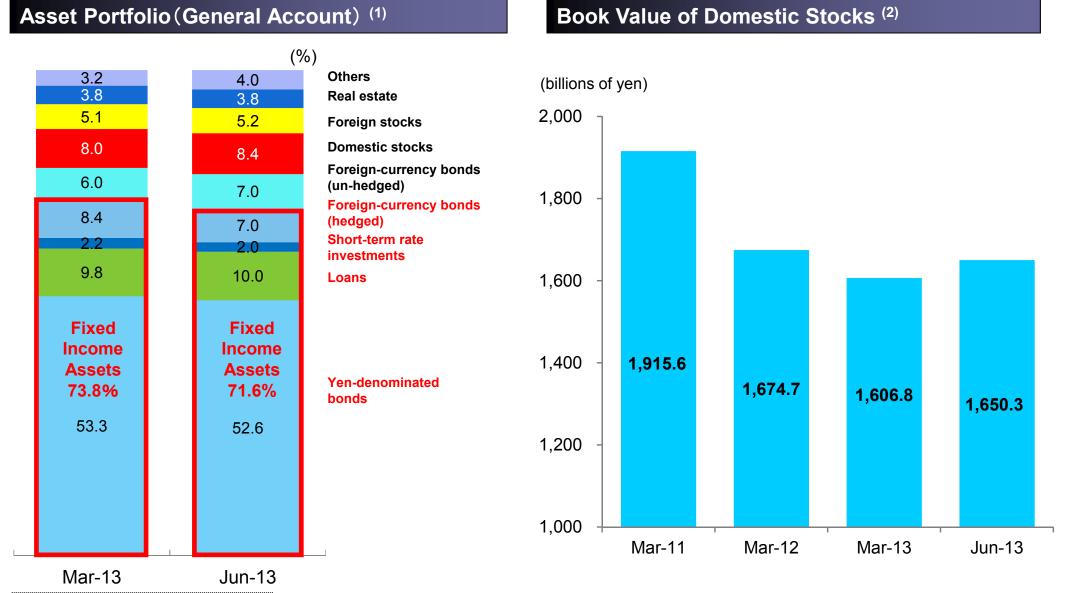
The number of sales representatives does not include those who are not full-time employees of Dai-ichi Life and are engaged mainly in ancillary works. (2) Calculated by dividing the number of new policies (incl. conversions) by the average number of sales representatives in each period (calculated using the number of representatives at the beginning and the end of each period).

Dai-ichi Life's Results (non-consolidated)

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General Account Assets (1)



(1) Carrying amount - basis

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

Dai-ichi Life's Results (non-consolidated)

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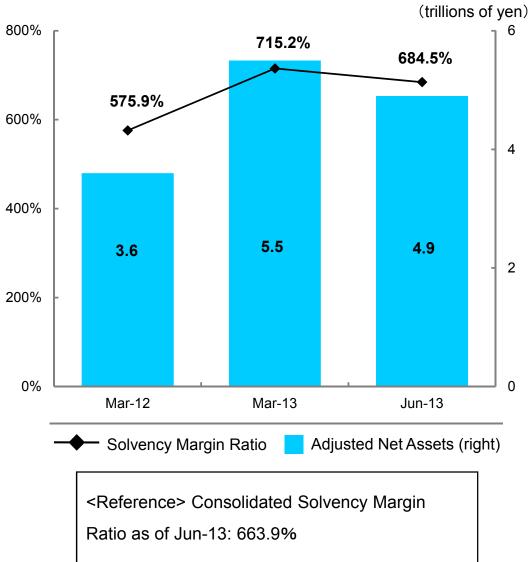


Status of Financial Soundness

Unrealized Gain/Loss(General Account)

Solvency Margin Ratio & Adjusted Net Assets

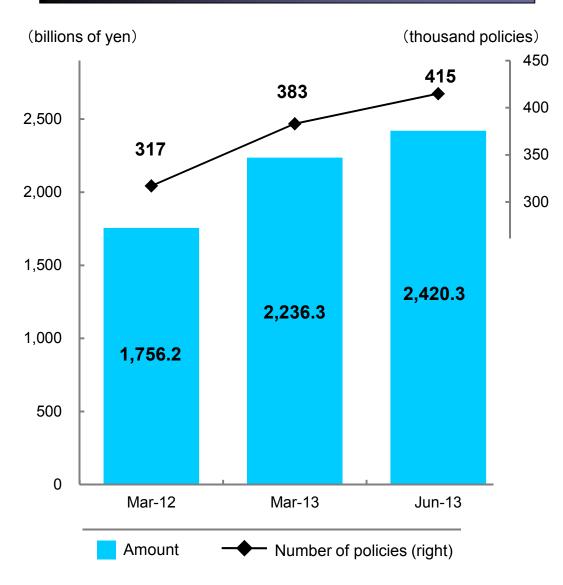
	(billions of yen)							
		As of Mar-13	As of Jun-13	Change				
Se	ecurities	2,814.4	2,099.4	(715.0)				
	Domestic bonds	1,627.5	934.4	(693.1)				
	Domestic stocks	643.3	729.9	+86.5				
	Foreign securities	505.0	402.1	(102.8)				
Re	eal estate	21.4	21.5	+0.0				
General Account total		2,833.9	2,120.1	(713.8)				





Dai-ichi Frontier Life

Policies in Force



Earnings

	(billions of yen							
	3 months	3 months						
	ended	ended						
	Jun-12	Jun-13						
Ordinary revenues	106.7	305.0						
Premium and other income	90.9	284.0						
Variable products	5.8	135.9						
Fixed products (yen-denominated)	40.4	60.7						
Fixed products (foreign currency-denominated)	33.6	53.0						
Investment income	15.6	21.0						
Hedge gain related to GMMB risk (A)	11.3	0.0						
Ordinary expenses	122.3	321.3						
Provision for policy reserves and other	46.6	181.1						
Related to GMMB risk (negative indicates a reversal) (B)	26.6	20.4						
Provision for contingency reserve (C)	0.4	4.6						
Investment expenses	45.1	20.2						
Hedge losses related to GMMB risk (D)	-	-						
Ordinary profit (loss)	(15.6)	(16.2)						
Net income (loss)	(15.6)	(16.3)						
Net income - (A) + (B) + (C) + (D)	0.0	8.7						

[Additional reconciliation items for normalized income]

Reinsurance balance

Reinsurance claims recoveries	10.9	34.3
Reinsurance premiums ceded	15.0	34.4
Net reinsurance income (expense)	(4.0)	(0.1)

Reserve position related to market value adjustment of fixed annuities

(Provision) /reversal for policy reserve	(4.2)	0.1

Consolidated Subsidiaries' Results



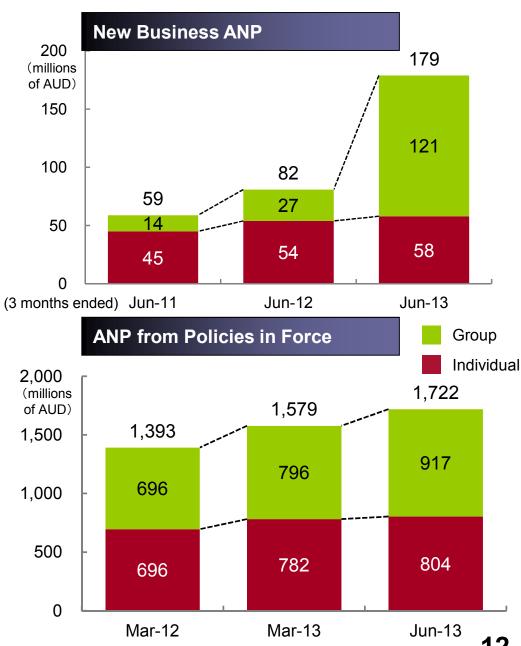
Business Results of TAL⁽¹⁾

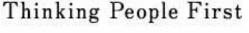
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				(mill	ions of AUD)
		3 month ended Jun-12		3 months ended Jun-13	% Change
Ordinary revenues ⁽²⁾		57	'4	660	+ 15%
Premium and other incor	ne ⁽²⁾	44	4	520	+ 17%
Ordinary profit ⁽²⁾		6	0	20	(66%)
Net income (A) ⁽²⁾		4	2	9	(78%)
Adjustments after tax (B)		((6)	13	
Discount rate changes	S	(1	6)	4	
Amortization charges			5	5	
Others			4	4	
Underlying profit (A + B)		3	6	22	(37%)
<reference></reference>					-
	As of	Jun-12	As	of Jun-13	
JPY/AUD exchange rate		79.65		91.12	

(1) Figures for the consolidated holding company (i.e., TAL Dai-ichi Life Australia Pty Ltd).

(2) Disclosed after re-classifying items from TAL's financial statements under Australian accounting standards to conform to Dai-ichi Life's disclosure standards (excluding adjustments after tax and underlying profit).





DAI-ICHI LIFE

Guidance for the Year Ending March 2014

- In light of uncertainties such as the implementation of domestic growth strategies led by the Japanese government and the Federal Reserve's potential exit from QE3, we made no revision to our original earnings forecast.
- We revised our dividend forecast to 20 yen per share, taking into account our future 1:100 share split to be effective on October 1, 2013.

/1

	(billions of yen unless otherwise note					
		Year ended Mar-13	Year ending Mar-14	Change		
Ordi	inary revenues	5,283.9	4,663.0	(620.9)		
	Dai-ichi Life non-consolidated	4,315.9	3,854.0	(461.9)		
	Dai-ichi Frontier	781.7	595.0	(186.7)		
	TAL (millions of AUD)	2,386	2,520	+133		
Ordinary profit		157.2	176.0	+18.7		
	Dai-ichi Life non-consolidated	173.8	175.0	1.1		
	Dai-ichi Frontier	(28.6)	(11.0)	17.6		
	TAL (millions of AUD)	131	130	(1)		
Net	income	32.4	37.0	+4.5		
	Dai-ichi Life non-consolidated	51.4	40.0	(11.4)		
	Dai-ichi Frontier ⁽¹⁾	(26.5)	(9.9)	16.6		
	TAL (millions of AUD)	91	90	(1)		
Divi	dends per share (yen)	1,600	20 ⁽²⁾			

(Reference)	
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Fundamental profit (Dai-ichi Life non- consolidated) 314.5 around 280.0	(34.5)
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(1) Calculated based on Dai-ichi Life's interest in Dai-ichi Frontier Life.

⁽²⁾ The dividend per share forecast for the fiscal year ending March 2014 reflects our future 1:100 share split to be effective on October 1, 2013. The dividend per share forecast before the share split is 2,000 yen.

EEV



European Embedded Value (i)

■ EEV of the Group increased by approx. 220 billion yen due to the rise in interest rates.

EEV	EEV of the Group (preliminary calculation)					
		Mar-13	Ju	ın-13	Cł	nange
EEV		3,341.9	ca.	3,570	ca.	+220
	Adjusted net worth	3,128.8	ca.	2,700	ca.	(430)
	Value of in-force business	213.1	ca.	860	ca.	+650

EEV of Dai-ichi (stand alone, preliminary calculation)

EEV of Dai-ichi Frontier Life (preliminary calculation)

				(
		Mar-13	Jun-13	Change
Е	EV	3,352.9	ca. 3,590	ca. +240
	Adjusted net worth	3,223.0	ca. 2,820	ca. (400)
	Value of in-force business	129.8	ca. 770	ca. +640

(billions of yen)

				(-] -]
		Mar-13	Ju	n-13	Cha	inge
E	EV	129.3	ca.	130	ca.	(0)
	Adjusted net worth	131.6	ca.	110	ca.	(20)
	Value of in-force business	(2.3)	ca.	10	ca.	+20

(billions of yen)

⁽¹⁾ The EEV calculation above is based on policies in force at the end of June 2013.

⁽²⁾ In the EEV calculation, economic assumptions are set to reflect the economic environment at the end of June 2013, while non-economic assumptions remain the same as those used in calculating EEV as of March 31, 2013. In addition, certain simplified methods are used in calculating value of in-force business.

⁽³⁾ Dai-ichi Life did not obtain actuarial opinion regarding the calculation above from an actuarial firm.

<Translated from Japanese>



European Embedded Value (ii)

(hillions of yon)

EEV of TAL (preliminary calculation)

		Mar-13	Jun-13				Cha	nge
Е	EV	172.6	ca.	160	ca.	(10)		
	Adjusted net worth	87.1	ca.	80	ca.	(0)		
	Value of in-force business	85.4	ca.	80	ca.	(0)		

EEV

<Reference> EEV of TAL in AUD (preliminary calculation)

(millions of AUD)

		Mar-13	Ju	in-13	Cha	nge
E	EV	1,762	ca.	1,800	ca.	+0
	Adjusted net worth	889	ca.	900	ca.	+0
	Value of in-force business	872	ca.	900	ca.	+0

Exchange rates used for EEV as of :Mar-13: JPY 97.93 to AUD 1.00

■ Jun-13: JPY 91.12 to AUD 1.00

⁽¹⁾ The EEV calculation above is based on policies in force at the end of June 2013.

⁽²⁾ In the EEV calculation of TAL, economic assumptions are set to reflect the economic environment at the end of June 2013, while non-economic assumptions remain the same as those used in calculating EEV as of March 31, 2013. In addition, certain simplified methods are used in calculating value of in-force business.

⁽³⁾ Dai-ichi Life or TAL did not obtain an actuarial opinion regarding the calculation above from an actuarial firm.



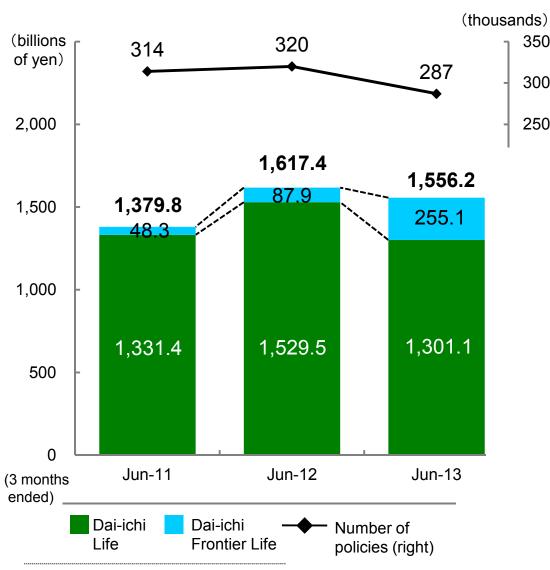
Appendix

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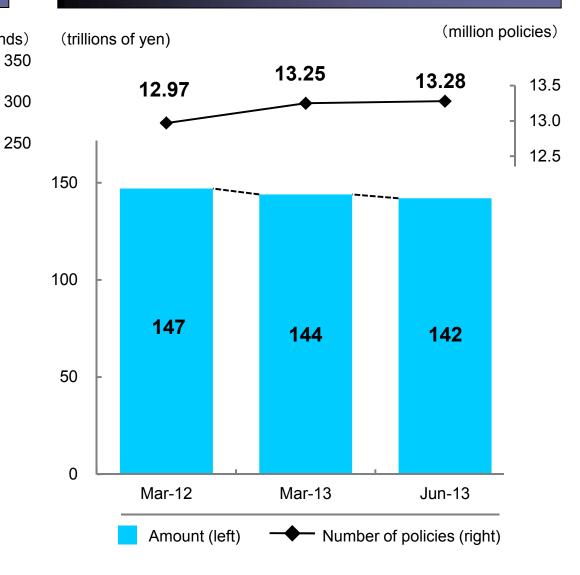
DAI-ICHI LIFE

Policy Trend (Individual Insurance, Individual Annuities)

New Business Amount⁽¹⁾



Sum Insured of Policies in Force⁽¹⁾

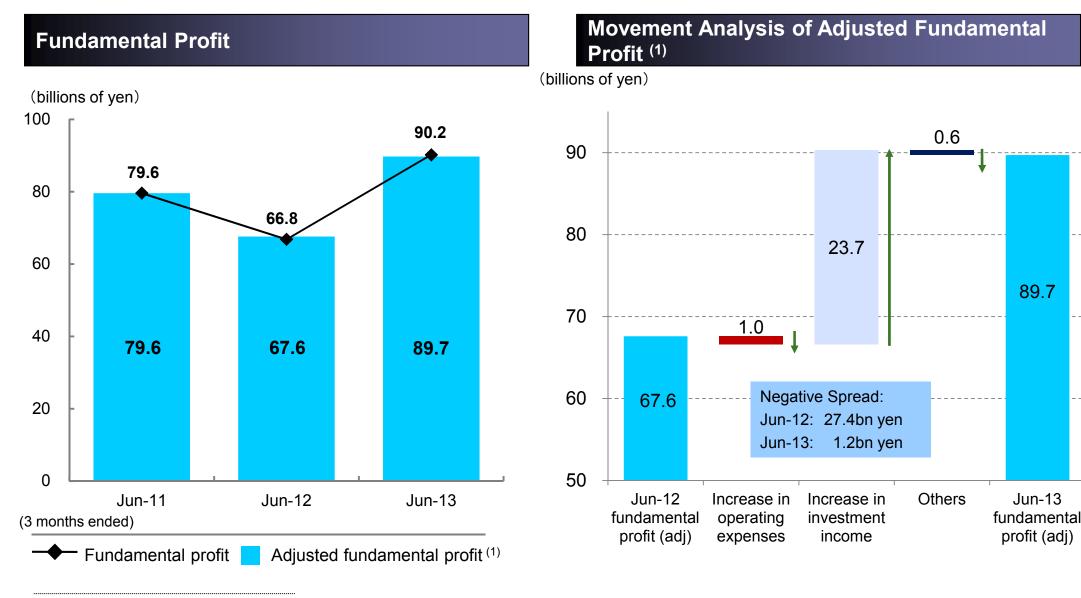


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Appendix

Fundamental Profit – Dai-ichi Life non-consolidated



Appendix

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Summary Financial Statements – Dai-ichi Life non-consolidated

Statements of Earnings⁽¹⁾

		_	(bill	ions of yen)
		3 months ended Jun-12	3 months ended Jun-13	Change
0	rdinary revenues	1,068.9	1,087.8	+18.8
	Premium and other income	763.9	673.2	(90.7)
	Investment income	239.9	318.9	+79.0
	Interest and dividends	166.6	186.7	+20.1
	Gains on sale of securities	70.8	78.9	+8.1
	Gains on investments in separate accounts	-	45.5	+45.5
	Other ordinary revenues	65.0	95.7	+30.6
0	rdinary expenses	1,028.3	986.4	(41.8)
	Benefits and claims	632.0	598.2	(33.8)
	Provision for policy reserves and others	64.9	124.3	+59.3
	Investment expenses	135.3	45.4	(89.8)
	Losses on sale of securities	12.7	14.3	+1.6
	Losses on valuation of securities	49.4	1.3	(48.1)
	Losses on investments in separate accounts	49.6	-	(49.6)
	Operating expenses	95.5	96.5	+1.0
0	rdinary profit	40.6	101.3	+60.7
Extraordinary gains		3.9	0.3	(3.5)
Extraordinary losses		6.7	16.0	+9.3
Provision for reserve for policyholder dividends		17.7	18.5	+0.7
Inc	come before income taxes	20.0	67.0	+47.0
Тс	otal of corporate income taxes	(2.4)	24.2	+26.7
Ne	et income	22.5	42.8	+20.2

Balance Sheet

				(bill	ions of yen)
			As of Mar-13	As of Jun-13	Change
Тс	tal	assets	33,072.4	32,995.6	(76.8)
	Ca	ash, deposits and call loans	729.4	681.1	(48.2)
	Mo	onetary claims bought	283.1	285.6	+2.5
	Se	ecurities	27,161.9	26,931.1	(230.8)
	Lo	ans	3,139.6	3,178.0	+38.3
	Та	ingible fixed assets	1,236.0	1,227.8	(8.1)
	De	eferred tax assets	65.5	132.5	+66.9
Тс	Total liabilities		31,394.7	31,404.6	+9.8
	Pc	olicy reserves and others	29,168.3	29,268.7	+100.4
		Policy reserves	28,637.0	28,759.1	+122.0
		Contingency reserve	495.0	513.0	+18.0
	Re	eserve for employees' retirement benefits	437.5	408.5	(28.9)
	Re	eserve for price fluctuations	88.4	102.4	+14.0
Total net assets		1,677.6	1,590.9	(86.7)	
Total shareholders' equity		623.5	651.1	+27.6	
	To	tal of valuation and translation adjustments	1,053.7	939.4	(114.3)
		Net unrealized gains (losses) on securities, net of tax	1,092.5	977.6	(114.9)
		Reserve for land revaluation	(36.9)	(37.2)	(0.2)

(1) Gains (losses) on investments in separate accounts are offset by provision for (reversal of) policy reserves and accordingly they have no impact on ordinary profit.



Financial Statements of Dai-ichi Frontier Life (summarized)

Statements of Earnings

			IIId)	ions of yen)
		3 months ended Jun-12	3 months ended Jun-13	Change
Ord	inary revenues	106.7	305.0	+198.3
	Premium and other income	90.9	284.0	+193.1
	Investment income	15.6	21.0	+5.3
Ord	inary expenses	122.3	321.3	+199.0
	Benefits and claims	26.6	109.1	+82.4
	Provision for policy reserves and others	46.6	181.1	+134.4
	Investment expenses	45.1	20.2	(24.9)
	Operating expenses	3.6	10.0	+6.4
Ord	inary profit (loss)	(15.6)	(16.2)	(0.6)
Extr	raordinary gains (losses)	(0.0)	(0.1)	(0.0)
Inco	ome (loss) before income taxes	(15.6)	(16.3)	(0.7)
Tota	al of corporate income taxes	0.0	(0.0)	(0.0)
Net	income (loss)	(15.6)	(16.3)	(0.7)

(billions of yen)

Appendix

Balance Sheet

				(billic	ons of yen)
			As of Mar-13	As of Jun-13	Change
Tot	al as	sets	2,373.1	2,517.2	+144.0
	Cas	h, deposits and call loans	62.5	44.9	(17.6)
	Se	curities	2,236.5	2,387.8	+151.3
Tot	al lia	bilities	2,308.6	2,474.3	+165.6
	Po	icy reserves and others	2,269.9	2,451.1	+181.1
		Policy reserves	2,268.4	2,449.5	+181.0
		Contingency reserve	92.4	97.1	+4.6
Tot	al ne	et assets	64.5	42.9	(21.5)
	Tot	al shareholders' equity	57.2	40.8	(16.3)
		Capital stock	117.5	117.5	-
		Capital surplus	67.5	67.5	-
		Retained earnings	(127.7)	(144.1)	(16.3)

<Translated from Japanese>



Summary of Financial Statements of TAL

Balance Sheets^{(1) (2)}

Retained earnings

Statements of Earnings^{(1) (2)}

		(r	nillions of AUD)
	3 months	3 months	
	ended	ended	Change
	Jun-12	Jun-13	
Ordinary revenues	574	660	+85
Premium and other income	444	520	+75
Investment income	6	43	+36
Other ordinary revenues	122	96	(26)
Ordinary expenses	513	639	+126
Benefits and claims	291	355	+63
Provision for policy reserves and others	69	125	+56
Investment expenses	19	7	(12)
Operating expenses	113	130	+17
Other ordinary expenses	19	20	+0
Ordinary profit	60	20	(40)
Total of corporate income taxes	18	11	(7)
Net income	42	9	(33)
Underlying profit	36	22	(13)

Appendix

	_	(r	nillions of AUD)
	As of Mar-13	As of Jun-13	Change
Total assets	5,499	5,569	+69
Cash and deposits	467	455	(12)
Securities	2,808	2,805	(2)
Tangible fixed assets	-	0	+0
Intangible fixed assets	1,263	1,256	(7)
Consolidation goodwill	783	783	-
Other intangible fixed assets	480	473	(7)
Reinsurance receivable	48	56	+7
Other assets	910	995	+84
Total liabilities	3,688	3,749	+60
Policy reserves and others	2,611	2,687	+75
Reinsurance payables	295	305	+9
Other liabilities	680	650	(29)
Deferred tax liabilities	101	106	+5
Total net assets	1,810	1,820	+9
Total shareholders' equity	1,810	1,820	+9
Capital stock	1,630	1,630	-

180

189

(2) Figures for TAL (excluding underlying profit) are disclosed after re-classifying items from TAL's financial statements under Australian accounting standards to conform to Dai-ichi Life's disclosure standards.

+9

⁽¹⁾ Figures for consolidated holding company (i.e., TAL Dai-ichi Life Australia Pty Ltd).

Thinking People First	Appendix	<translated from="" japanese=""></translated>
DAI-ICHI LIFE	Sensitivities to Financial Mar (non-consolidated basis)	kets
	Sensitivities ⁽¹⁾	Breakeven Points ⁽²⁾
Domestic stocks	Nikkei 225 1,000 yen change: June 2013: \pm 170 billion yen (March 2013: \pm 170 billion yen)	Nikkei 225 June 2013: 8,900 yen (March 2013: 8,600 yen)
	10-year JGB Yield 10bp change:	10-year JGB Yield
Domestic bonds	June 2013: ±230 billion yen * (March 2013: ±240 billion yen) * Available-for-sale securities: June 2013: ±40 billion yen (March 2013: ±50 billion yen)	June 2013: 1.2% * (March 2013: 1.2%) * Available-for-sale securities: June 2013: 1.5% (March 2013: 1.4%)
Foreign securities	JPY / USD 1 yen change: June 2013: ± 28 billion yen (March 2013: ± 26 billion yen)	JPY / USD June 2013: \$1 = 88 yen (March 2013: 84 yen)

⁽¹⁾ Sensitivities indicate the impact of fluctuations in the market value of related assets.

(2) 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 the JPY/USD exchange rate (assuming all are in USD).



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