# Presentation of Financial Results for the Six Months Ended September 2016

November 14, 2016

Dai-ichi Life Holdings, Inc.



# Overview of the Group's Financial Results - Financial Results Highlights



- Revenues and profit for the six months ended September 30, 2016 were down year-on-year. The decrease in revenues was due to controlled sales of single premium products amidst the persistent low interest rate environment as well as a decrease in interest and dividend income from foreign currency-denominated securities affected by the appreciation of the yen. The decrease in profit was mainly due to accounting effects to Dai-ichi Frontier Life in light of interest rate fluctuations.
- Downward revisions were made to both Dai-ichi Frontier Life's ordinary revenues and consolidated ordinary revenues forecasts based on the progress of insurance sales of Dai-ichi Frontier Life. In addition, due to the appreciation of the yen, downward revisions were made to both Dai-ichi Life's fundamental profit and consolidated fundamental profit forecasts. However, consolidated ordinary profit, net income, and dividends per share forecasts have not been changed.
- Group embedded value at the end of September 2016 decreased from the end of March 2016 to 4.4 trillion yen. The stronger yen mainly caused Dai-ichi Life's foreign currency-denominated assets and EV of the overseas business converted into yen to decrease. EV increased for each overseas business on a local currency basis.

# Overview of the Group's Financial Results - Consolidated Financial Results Highlights



- Ordinary revenues declined as the Group elected to control sales amidst the low interest rate environment. Based on this premise, both Dai-ichi Frontier Life's ordinary revenues and consolidated ordinary revenues forecasts were revised downward.
- Appreciation of the yen and other factors affected the bottom line, but it remained in line with the original fiscal year guidance (billions of yen) < Reference>

			( , - ,			1101010100				
		6 months ended Sep-15	6 months ended Sep-16 (a)	Change		Forecasts as of May 13, 2016	Forecasts as of November 14, 2016 (b)	Progres (a/b)		
Consol. Ordinary revenues		3,683.3	3,190.1	(493.2)	(13%)	6,460.0	6,277.0	51%		
	Non-consolidated	2,104.9	2,027.7	(77.2)	(4%)	3,796.0	3,796.0	53%		
С	onsol. Ordinary profit	241.2	220.3	(20.8)	(9%)	406.0	406.0	54%		
	Non-consolidated	184.0	182.6	(1.4)	(1%)	324.0	324.0	56%		
С	onsol. Net Income <sup>(1)</sup>	135.1	106.0	(29.1)	(22%)	197.0	197.0	54%		
	Non-consolidated	90.9	84.8	(6.1)	(7%)	133.0	133.0	64%		

<sup>(1)</sup> Figures of "Consol. Net Income" represent those of "Net income attributable to shareholders of parent company".

### Overview of the Group's Financial Results - Consolidated Financial Information



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

(billions of yen)

### **Balance Sheet (summarized)**

(billions of yen)

(alliens of year)					
	6 months ended Sep-15	6 months ended Sep-16	Change		
Ordinary revenues	3,683.3	3,190.1	(493.2)		
Premium and other income	2,790.0	2,270.6	(519.3)		
Investment income	710.0	713.5	+3.5		
Interest and dividends	530.5	523.0	(7.4)		
Gains on sale of securities	129.7	100.9	(28.7)		
Derivative transaction gains	-	13.5	+13.5		
Other ordinary revenues	183.2	205.8	+22.5		
Ordinary expenses	3,442.1	2,969.7	(472.3)		
Benefits and claims	1,966.4	1,789.8	(176.5)		
Provision for policy reserves and others	557.1	218.5	(338.6)		
Investment expenses	398.2	425.2	+27.0		
Losses on sale of securities	33.7	33.3	(0.4)		
Losses on valuation of securities	5.7	10.1	+4.3		
Derivative transaction losses	22.8	-	(22.8)		
Foreign exchange losses <sup>(2)</sup>	173.1	293.5	+120.3		
Losses on investments in separate accounts	120.8	39.0	(81.7)		
Operating expenses	325.8	315.9	(9.9)		
Ordinary profit	241.2	220.3	(20.8)		
Extraordinary gains	0.1	4.4	+4.3		
Extraordinary losses	11.6	25.8	+14.2		
Provision for reserve for policyholder dividends	45.7	45.0	(0.7)		
Income before income taxes, etc.	183.9	153.9	(30.0)		
Total of corporate income taxes	48.7	47.8	(8.0)		
Net income attributable to non-controlling interests	0.0	0.0	+0.0		
Net income attributable to shareholders of parent company	135.1	106.0	(29.1)		

(billions of ye					
		As of Mar-16	As of Sep-16	Change	
To	otal assets	49,924.9	49,741.8	(183.0)	
	Cash, deposits and call loans	960.3	1,105.0	+144.7	
	Monetary claims bought	239.2	221.4	(17.8)	
	Securities	41,560.0	41,286.4	(273.5)	
	Loans	3,715.5	3,573.3	(142.2)	
	Tangible fixed assets	1,178.8	1,161.8	(16.9)	
	Deferred tax assets	1.3	1.2	(0.0)	
To	tal liabilities	46,991.9	46,903.5	(88.3)	
	Policy reserves and others	43,894.0	43,121.3	(772.6)	
	Policy reserves	42,922.5	42,229.6	(692.8)	
	Bonds payable	485.6	923.4	+437.8	
	Other liabilities	1,486.6	1,595.7	+109.1	
	Net defined benefit liabilities	443.8	443.9	+0.1	
	Reserve for price fluctuations	155.2	164.7	+9.5	
	Deferred tax liabilities	270.7	271.9	+1.1	
To	otal net assets	2,932.9	2,838.2	(94.6)	
	Total shareholders' equity	1,129.2	1,180.7	+51.5	
	Total accumulated other comprehensive income	1,802.6	1,656.5	(146.1)	
	Net unrealized gains on securities, net of tax	1,840.0	1,805.4	(34.6)	
	Reserve for land revaluation	(16.4)	(18.6)	(2.2)	

<sup>(1)</sup> 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.

<sup>(2)</sup> Foreign exchange losses (293.5 billion yen) include foreign exchange losses of 249.9 billion yen accounted for by Dai-ichi Frontier Life, most of which are offset by reversal of policy reserves and therefore have no impact on ordinary profit.

# Overview of the Group's Financial Results - Financial Results of each Group Company



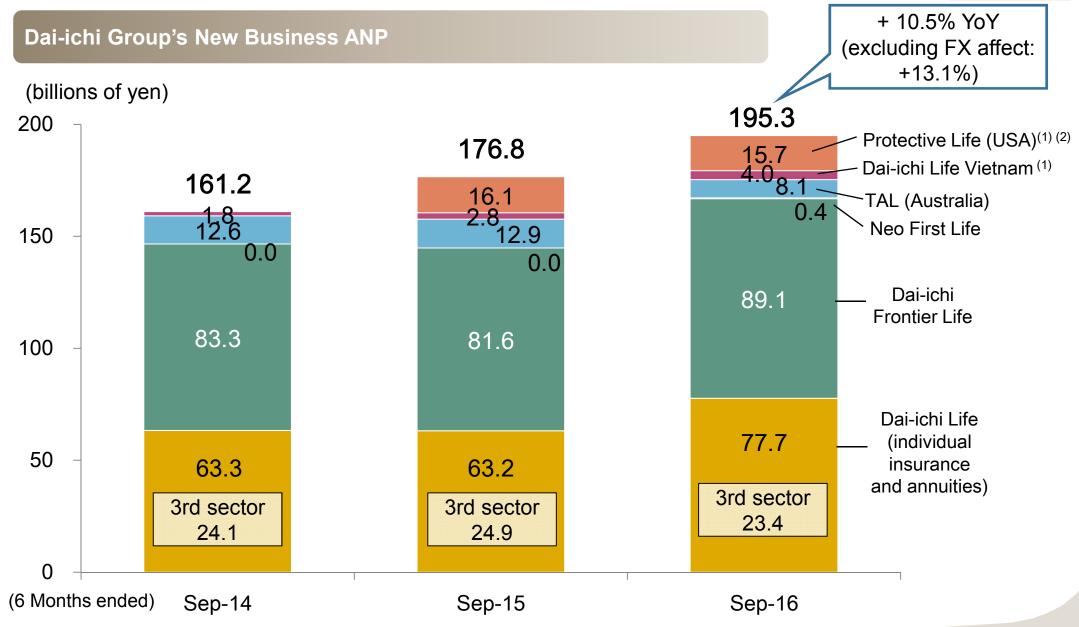
	[[	Dai-ichi Lif	e]	【Dai-ichi Frontier Life】		[Protective Life (USA)] <sup>(1)</sup>		[TAL (Australia)] <sup>(1)</sup>			[Consolidated]			
		billic	ns of yen		billio	ns of yen	millions of USD			millior	s of AUD	billions of yen		
	6 months ended Sep-15	6 months ended Sep-16	Change	6 months ended Sep-15	6 months ended Sep-16	Change	5 months ended Jun-15	6 months ended Jun-16	6 months ended Sep-15	6 months ended Sep-16	Change	6 months ended Sep-15	6 months ended Sep-16	Change
Ordinary revenues	2,104.9	2,027.7	(4%)	1,040.6	635.5	(39%)	3,472	4,312	1,626	1,844	+13%	3,683.3	3,190.1	(13%)
Premium and other income	1,407.1	1,314.2	(7%)	991.9	540.6	(45%)	2,130	2,693	1,449	1,662	+15%	2,790.0	2,270.6	(19%)
Investment income	545.9	526.2	(4%)	48.6	61.5	+27%	1,149	1,412	14	138	+863%	710.0	713.5	+0%
Ordinary expenses	1,920.9	1,845.0	(4%)	1,008.2	635.7	(37%)	3,282	3,971	1,550	1,722	+11%	3,442.1	2,969.7	(14%)
Benefits and claims	1,363.1	1,145.3	(16%)	296.0	310.2	+5%	1,865	2,393	937	1,135	+21%	1,966.4	1,789.8	(9%)
Provision for policy reserves and others	26.7	161.3	+503%	410.6	0.6	(100%)	929	807	168	173	+3%	557.1	218.5	(61%)
Investment expenses	162.4	130.4	(20%)	244.6	289.6	+18%	60	284	90	22	(76%)	398.2	425.2	+7%
Operating expenses	201.5	208.8	+4%	51.0	31.9	(37%)	308	384	301	334	+11%	325.8	315.9	(3%)
Ordinary profit (loss)	184.0	182.6	(1%)	32.4	(0.2)		189	340	75	122	+62%	241.2	220.3	(9%)
Extraordinary gains	0.1	4.4	+3,511%					0				0.1	4.4	+3,326%
Extraordinary losses	10.4	24.3	+134%	1.2	1.5	+23%		0	0		(100%)	11.6	25.8	+122%
Net income <sup>(2)</sup> (loss)	90.9	84.8	(7%)	28.6	(1.7)		126	227	56	78	+40%	135.1	106.0	(22%)

<sup>(1)</sup> Figures of Protective Life and TAL are disclosed after re-classifying items from Protective Life and TAL's financial statements under United States' and Australian accounting standards, respectively, to conform to Dai-ichi Life's disclosure standards. For consolidation, these financial statements are translated into Japanese yen at rates of 1USD=122.45 yen (Jun-15) and 102.91 yen (Jun-16),1 AUD=84.06 yen (Sep-15) and 77.04 yen (Sep-16), respectively.

<sup>(2)</sup> Figures of "Consolidated Net income (loss)" represent those of "Net income (loss) attributable to shareholders of parent company".

# Overview of the Group's Financial Results - Trends in New Business (ANP basis)



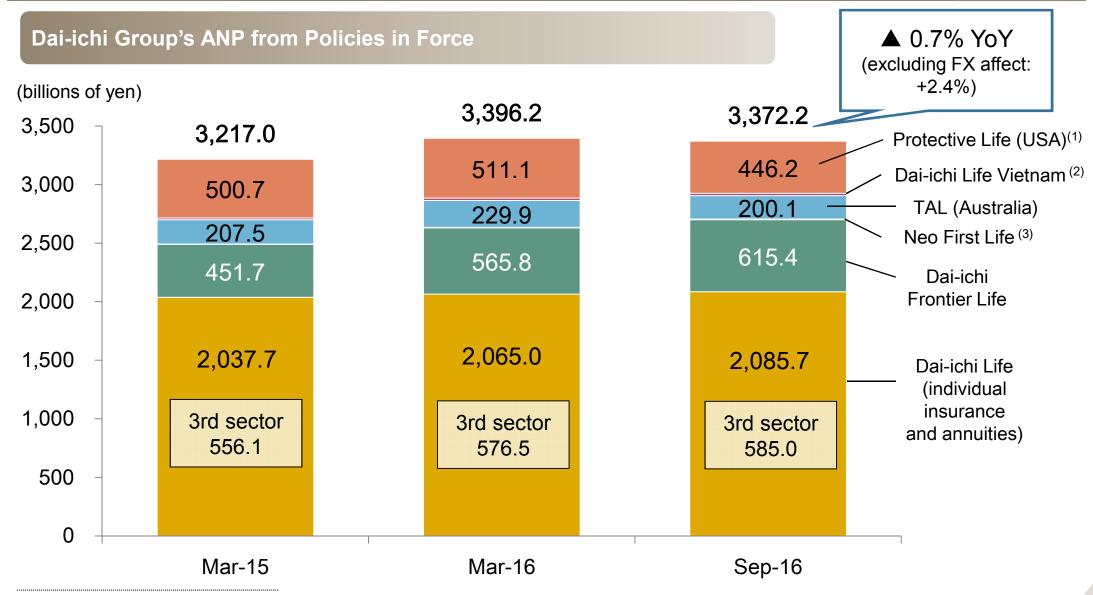


<sup>(1)</sup> The fiscal year of Protective Life and Dai-ichi Life Vietnam ends on December 31.

<sup>(2)</sup> The figures of Protective Life are provided for the five months ended June 30, 2015 and for the six months ended June 30, 2016.

# Overview of the Group's Financial Results - Trends in Policies in Force (ANP basis)





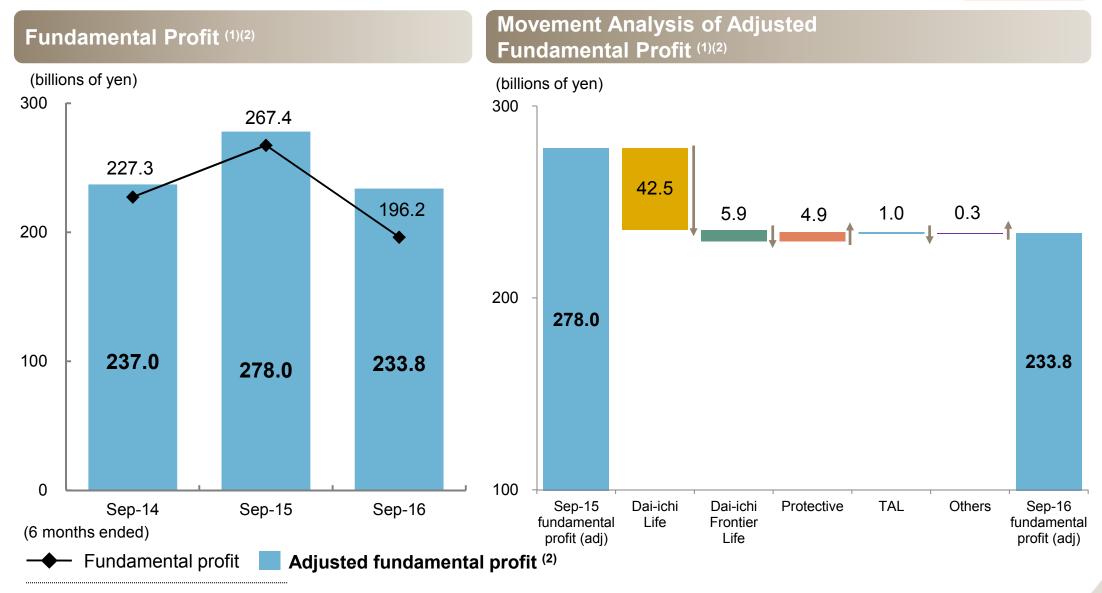
<sup>(1)</sup> The fiscal year of Protective Life ends on December 31. Protective was acquired affective February 1, 2015 and is reported on a one quarter lag. ANP from policies in-force of the company as of March 2015 represent those as of February 1, 2015 (date of acquisition).

<sup>(2)</sup> The fiscal year of Dai-ichi Life Vietnam ends on December 31. ANP from policies in-force of the company represent those as of December 2014, December 2015 and June 2016 were 15.5 billion yen, 20.3 billion yen and 20.3 billion yen, respectively.

<sup>(3)</sup> ANP from policies in-force of Neo First Life as of March 2015, March 2016 and September 2016 were 3.7 billion yen, 3.9 billion yen and 4.3 billion yen, respectively.

### Overview of the Group's Financial Results - Fundamental Profit





<sup>(1)</sup> Sum of fundamental profit of Dai-ichi Life, Dai-ichi Frontier Life and Neo First Life, Protective's operating income before tax, TAL's underlying profit before tax and Dai-ichi Life Vietnam's net income before tax (after partial elimination of intra-group transactions). The figures of Neo First Life are provided for the three months ended September 30, 2014, for the six months ended September 30, 2016 and the figures of Protective Life are provided for the five months ended June 30, 2015 and for the six months ended June 30, 2016.

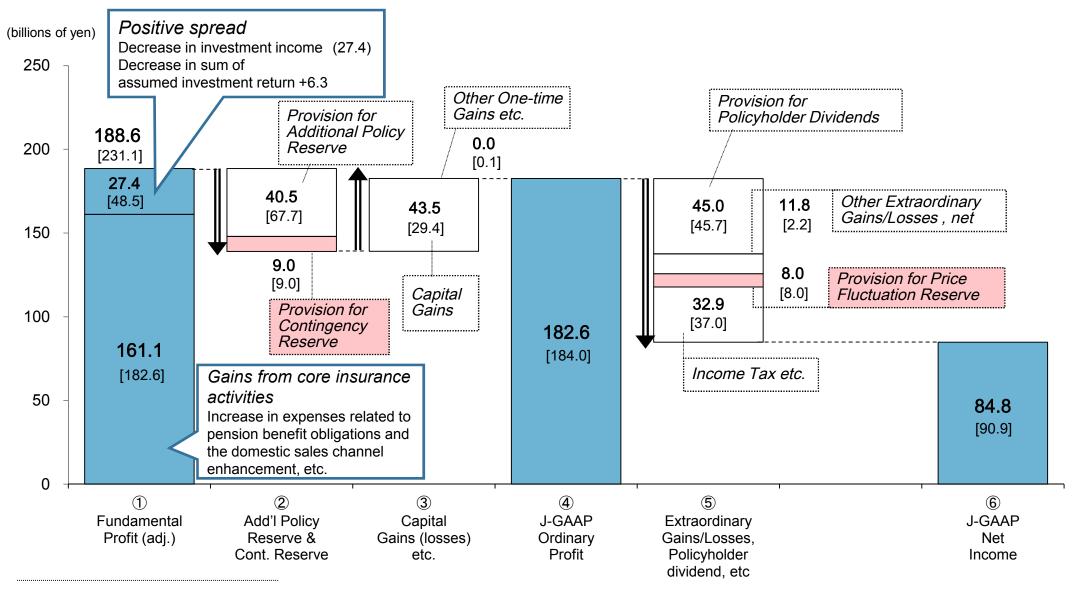
<sup>(2)</sup> Adjusted fundamental profit = (fundamental profit) ± (provision for (reversal of) policy reserve associated with minimum guarantee benefit risk of variable insurance) ± (provision for (reversal of) policy reserve associated with market value adjustments of fixed life insurance products)

Note: Provision for (reversal of) policy reserve associated with market value adjustments of fixed life insurance products excludes those parts that have no impact on the ordinary profit.

### **Profit Structure of Dai-ichi Life (non-consolidated)**

The breakdown of fundamental profit guidance of Dai-ichi Life is shown on page 28.





<sup>(1)</sup> Figures in [] are for previous comparable period.

<sup>(2)</sup> Adjusted fundamental profit = (fundamental profit) ± (provision for (reversal of) policy reserve associated with minimum guarantee benefit risk of variable insurance) ± (provision for (reversal of) policy reserve associated with market value adjustments of fixed life insurance products).

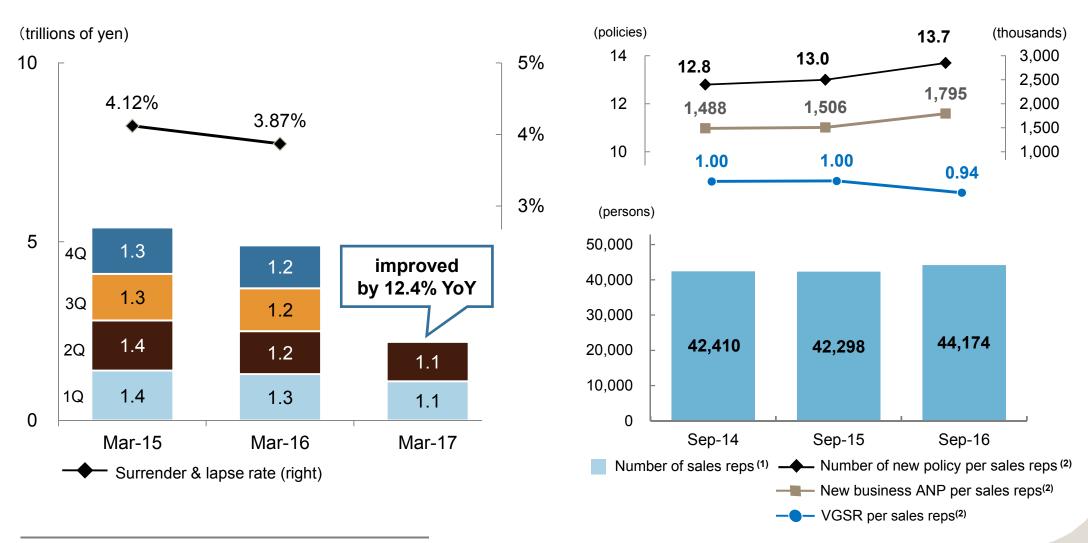
Note: Provision for (reversal of) policy reserve associated with market value adjustments of fixed life insurance products excludes those parts that have no impact on the ordinary profit.

# Dai-ichi Life's Results (non-consolidated) - Surrender and Lapse, Number of Sales Representatives and Productivity



### Surrender & Lapse (Individual Insurance & Annuities)

#### **Number of Sales Reps and Productivity**

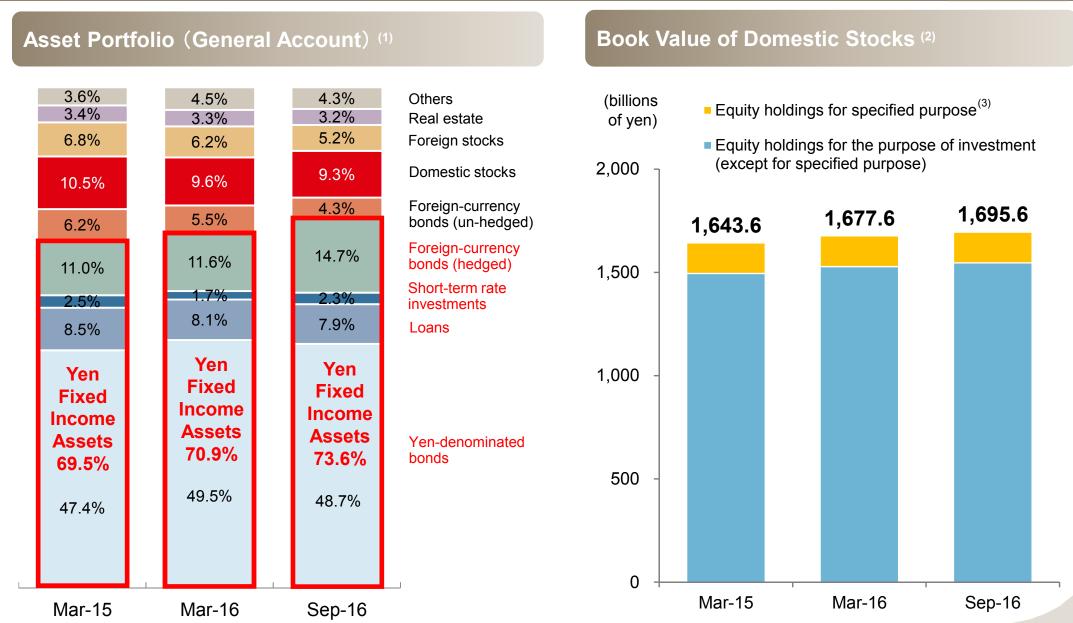


<sup>(1)</sup> The number of sales representatives does not include those who are not full-time employees of Dai-ichi Life and are engaged mainly in ancillary work.

<sup>(2)</sup> Calculated by dividing the number of new policy, new business ANP (annualized net income) and VGSR (value of gross sales revenue) respectively, by the average number of sales representatives in each period. VGSR is an internal index of sales and is the value of new business before deduction of operating expenses etc. excluding the effect associated with environmental changes, treating the figure for year ended March ended 2015 as 1.00).

# Dai-ichi Life's Results (non-consolidated) - General Account Assets (i)





<sup>(1)</sup> Carrying amount - basis

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

<sup>(3)</sup> Equity holdings other than those held solely for the purpose of investment (excluding stocks of unlisted companies and contributed to the retirement benefit trust)

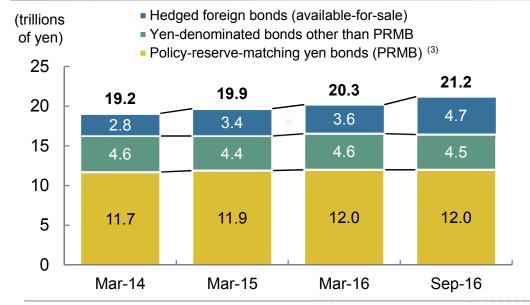
### Dai-ichi Life's Results (non-consolidated) -**General Account Assets (ii)**



#### Duration of Fixed Income Assets and Liabilities (1)

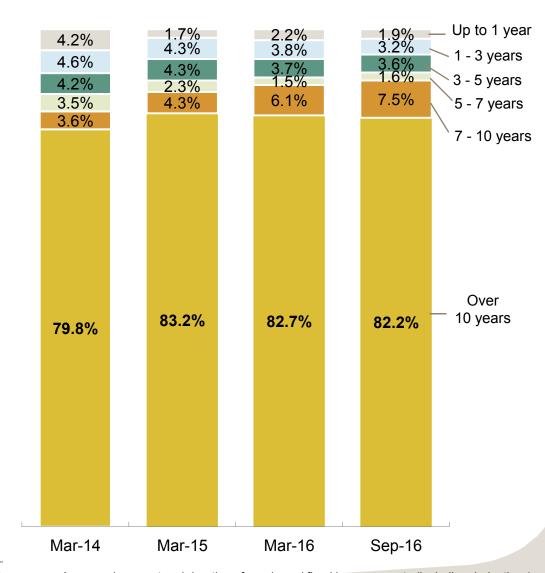
#### (years) 20 18 16 14 Assets (including derivatives) 12 -Liabilities 10 Mar-14 Mar-15 Mar-16 Sep-16

### Yen and Currency-hedged Foreign Bonds (2)



(1)

#### **Maturity Profile of Domestic Bonds** (4)



Represents insurance liabilities associated with individual insurance and annuities in the company's general account and duration of yen-based fixed income assets (including derivatives)

Represents yen-denominated bonds and foreign bonds with currency hedges in the company's general account. The balance is shown on an amortized cost basis. (2) (3)

PRMB is a unique category for bonds, accepted under Japanese GAAP. PRMB is reported at amortized cost if the bonds meet certain requirements.

Represents domestic bonds in the company's general account. The balance is shown on a carrying amount basis.

# Dai-ichi Life's Results (non-consolidated) - Status of Financial Soundness

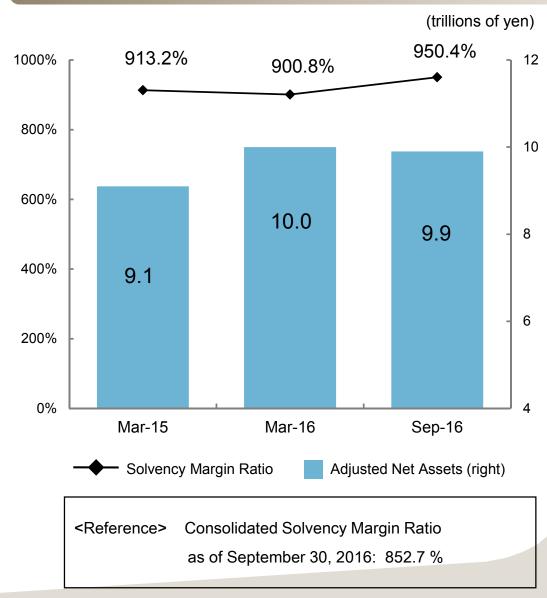


#### **Unrealized Gains/Losses (General Account)**

(billions of yen)

_		Dimono di yeni		
		As of Mar-16	As of Sep-16	Change
Securities		6,212.0	6,012.0	(199.9)
	Domestic bonds	4,022.9	4,141.5	+118.5
	Domestic stocks	1,312.8	1,230.8	(81.9)
	Foreign bonds	678.7	598.2	(80.5)
	Foreign stocks	172.0	39.0	(132.9)
Real estate		130.3	136.6	+6.3
General Account total		6,334.6	6,171.3	(163.2)

#### **Solvency Margin Ratio & Adjusted Net Assets**



#### Consolidated Subsidiaries' Results - Dai-ichi Frontier Life



### **Earnings**

(billions of yon)

(billions of				
	6 months	6 months		
	ended	ended		
	Sep-15	Sep-16		
Ordinary revenues	1,040.6	635.5		
Premium and other income <sup>(1)</sup>	991.9	540.6		
Variable products	94.0	30.1		
Fixed products (yen-denominated)	160.4	8.9		
Fixed products (foreign currency-denominated)	632.3	435.1		
Investment income	48.6	61.5		
Hedge gains related to GMMB risk (A)	6.8	7.5		
Ordinary expenses	1,008.2	635.7		
Provision for policy reserves and others	440.6	(22.6)		
(negative indicates a reversal) (2)	410.6	(32.6)		
Related to GMMB risk (B)	28.1	29.3		
Related to market value adjustment (C) <sup>(3)</sup>	(17.3)	8.4		
Contingency reserve (D)	(7.4)	(0.2)		
Investment expenses	244.6	289.6		
Hedge losses related to GMMB risk (E)	-	-		
Ordinary profit (loss)	32.4	(0.2)		
Net income (loss)	28.6	(1.7)		
Net income - (A) + (B) + (C) + (D) + (E)	25.1	28.2		

<sup>(1)</sup> Hybrid products combining fixed and variable portions are categorized in fixed products.

### **Sum Insured of Policies in-Force** and Underlying Earning Capacity



<sup>(4)</sup> Sum insured at the end of each period

<sup>(2)</sup> Figures in 'Provision for policy reserves and others(negative indicates a reversal)' include figures of reversal of policy reserves which are showed in other ordinary revenues and provision of reserves for outstanding claims on the statement of earnings.

Excludes those parts that have no impact on the ordinary profit

#### Consolidated Subsidiaries' Results - Business Results of Protective



#### Earnings (1)(2)

(millions of USD)

	5 months ended Jun-15	6 month Jun	
	Actual	Plan	Actual
Life Marketing	10.0	37.9	38.2
Acquisitions	73.9	116.3	113.9
Annuities	87.3	111.0	110.5
Stable Value	15.4	14.5	29.6
Asset Protection	9.9	12.4	10.7
Corporate & other	(7.9)	(34.8)	(30.4)
Pre-tax Operating Earnings	188.8	257.3	272.6
Realized Gain (Loss) on investments	(158.6)	n.a.	184.0
Realized Gain (Loss) on derivatives	159.5	n.a.	(116.2)
Tax	(63.0)	(87.5)	(113.0)
Net Income	126.7	148.9	227.4

#### <Reference>

	Jun-15		Jun-16
JPY / USD exchange rate	122.45	n.a.	102.91

#### [Life Marketing]

 Favorable investment income and other items partially offset by unfavorable mortality against plan.

#### [Acquisitions]

 Unfavorable mortality and lapse partially offset by favorable spread and expenses against plan.

#### [Annuities]

 Favorable mortality partially offset by unfavorable variable annuity fee income and spread against plan.

#### [Stable Value]

 Favorable spread and other items against plan.

#### [Asset Protection]

 Net unfavorable claims experience against plan.

<sup>(1)</sup> Figures for the consolidated holding company, Protective Life Corporation (Protective). Protective's fiscal year ends on December 31 and that there is a 3-month lag when consolidating the company's results.

<sup>(2)</sup> Segment operating income (loss) is income before income tax, excluding realized gains and losses on investments and derivatives etc.

#### Consolidated Subsidiaries' Results - Business Results of TAL (1)



#### **Group Insurance New Business ANP Earnings** (Change in in-force) **Group Insurance** (New acquisition) (millions of AUD) Individual Insurance (millions of AUD) 6 months 6 months (Change in in-force) 200 Individual Insurance % Change ended ended (New acquisition) Sep-15 Sep-16 154 133 150 106 Ordinary revenues (2) + 13% 1,626 1,844 28 19-Premium and other income (2) 1,449 1,662 + 15% 100 45 50 Ordinary profit (2) 42 75 122 + 62% Net income (A) (2) 56 + 40% 78 50 74 73 68 Adjustments after tax (B) 25 0 (23)Discount rate changes 0 (9)(6 months ended) 10 10 (50)Amortization charges Sep-14 Sep-15 Sep-16 15 Others 0 Underlying profit (A + B) 81 79 (2%)**ANP from Policies in-Force** Group <Reference> Individual (millions of AUD) As of As of 3,000 Sep-15 Sep-16 2,666 2,597 JPY/AUD exchange rate 84.06 77.04 2,254 2,000 1,655 1.540 1,325 Figures for the consolidated holding company (i.e., TAL Dai-ichi Life Australia Pty Ltd). Disclosed after re-classifying items from TAL's financial statements under Australian 1,000 accounting standards to conform to Dai-ichi Life's disclosure standards (excluding adjustments after tax and underlying profit). 1.057 1,010 929 0

Sep-16

Mar-16

Mar-15

### **Earnings Guidance - Guidance for the Year Ending March 2017**



- The second quarter results were mainly in line with our annual forecasts. However, we are revising some of our forecasts downward based on the progress of Dai-ichi Frontier Life's insurance sales and the impact on Dai-ichi Life from the appreciation of the yen
- Regarding ordinary profit, net income and dividends per share, we maintain our original guidance

		(Reference)		
	Year ended Mar-16	Year ending Mar-17 *Forecast revised on Nov 14, 2016	Change	Year ending Mar-17 *Original forecast on May 13, 2016
Ordinary revenues	7,333.9	6,277.0	(1,056.9)	6,460.0
Dai-ichi Life non-consolidated <sup>(1)</sup>	4,265.7	3,796.0	(469.7)	3,796.0
Dai-ichi Frontier	1,967.5	1,218.0	(749.5)	1,401.0
Protective Life (millions of USD)	6,784	8,460	+1,675	8,460
TAL (millions of AUD)	3,231	3,900	+668	3,900
Ordinary profit	418.1	406.0	(12.1)	406.0
Dai-ichi Life non-consolidated	344.2	324.0	(20.2)	324.0
Dai-ichi Frontier	29.6	21.0	(8.6)	21.0
Protective Life (millions of USD)	399	460	+60	460
TAL (millions of AUD)	152	180	+27	180
Net income <sup>(2)</sup>	178.5	197.0	+18.4	197.0
Dai-ichi Life non-consolidated	129.1	133.0	+3.8	133.0
Dai-ichi Frontier	24.3	15.0	(9.3)	15.0
Protective Life (millions of USD)	268	300	+31	300
TAL (millions of AUD)	119	120	+0	120
Dividends per share (yen)	35	40	+5	40
(Reference) Fundamental Profit				
Dai-ichi Life Group	535.1	around 460.0	(75.1)	around 500.0
Dai-ichi Life non-consolidated	465.4	around 350.0	(115.4)	around 380.0

<sup>(1)</sup> Regarding Dai-ichi Life's transition to a holding company structure, please refer to page 29.

<sup>(2)</sup> Represents net income attributable to shareholders of parent company.

### EEV – European Embedded Value (i)



■ Group EEV decreased due mainly to the appreciation of the yen.

■ EEV of growing businesses (Dai-ichi Frontier Life, Protective Life and TAL) increased

Year ended Mar-16

216.1

on local currency basis.

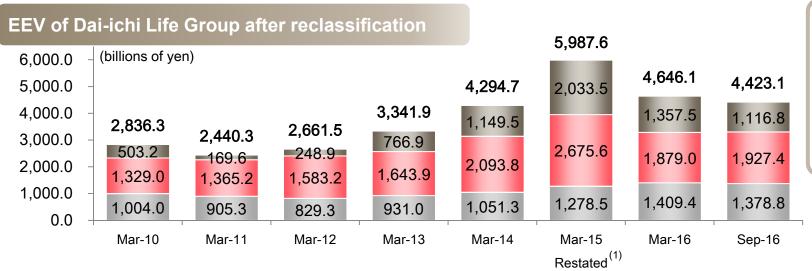
EEV of the Group

\	7 of the Gloup	(billions of yell)		
		Mar-16	Sep-16	Change
EEV	1	4,646.1	4,423.	1 (223.0)
	Adjusted net worth	6,287.3	6,228.	3 (59.0)
	Value of in-force business	(1,641.2)	(1,805.	2) (163.9)

	6 months ended Sep-15 Restated <sup>(1)</sup>	6 months ended Sep-16	Change	
Value of new business	143.5	45.2	(98.2)	

		Mar-16	Sep-16
Е	EEV	4,646.1	4,423.1
	Unrealized gains on other assets <sup>(2)</sup>	1,357.5	1,116.8
	VIF plus unrealized gains on yen-denominated fixed income assets <sup>(3)</sup>	1,879.0	1,927.4
	Adjusted net worth less unrealized gains on securities	1,409.4	1,378.8

Reclassification of EEV from ALM point of view



VIF + unrealized gains : Future profit from in-force business

Unrealized gains on other assets<sup>(2)</sup>

VIF *plus* unrealized gains on yen-denominated fixed income assets<sup>(3)</sup>

Adjusted net worth less unrealized gains on securities Accumulated realized gain

(1) EEV of Dai-ichi Life Group as of Mar-15 and value of new business for the 6 months ended Sep-15 are restated using the ultimate forward rate.

(2) Dai-ichi Life's unrealized gains excluding those on yen-denominated fixed income assets (i.e. stocks, foreign bonds (excluding hedged bonds) and real estate etc.), which are affected by movement of stock prices etc.

<sup>(3)</sup> VIF of the Group plus unrealized gains on Dai-ichi Life's yen-denominated fixed assets as well as Dai-ichi Frontier Life's and Neo First Life's assets etc. (after some adjustments). This item is mainly affected by interests rates thus the amount changes in VIF and unrealized gains on yen-denominated fixed income assets etc. based on changes in interest rate levels offset each other.

### EEV – European Embedded Value (ii)



#### EEV of Dai-ichi Life

(billions of yen)

		Mar-16	Sep-16	Change
EEV	1	4,441.4	4,258.8	(182.6)
	Adjusted net worth	6,483.3	6,462.0	(21.3)
	Value of in-force business	(2,041.9)	(2,203.2)	(161.2)

	6 months ended Sep-15 Restated <sup>(1)</sup>	6 months ended Sep-16	Change	Year ended Mar-16
Value of new business	101.2	29.3	(71.8)	134.6

#### EEV of Dai-ichi Frontier Life

(billions of yen)

		Mar-16	Sep-16	Change
EEV		303.2	308.5	+5.3
	Adjusted net worth	183.8	225.8	+42.0
	Value of in-force business	119.4	82.7	(36.6)

	6 months ended Sep-15 Restated <sup>(1)</sup>	ended 6 months Sep-15 Sep 16		Year ended Mar-16
Value of new business	32.7	8.0	(24.6)	53.2

#### EEV of Neo First Life

(billions of yen)

		Mar-16	Sep-16	Change
EΕV		41.4	40.6	(0.7)
	Adjusted net worth	27.7	24.9	(2.8)
	Value of in-force business	13.6	15.7	+2.0

<sup>(1)</sup> EEV of Dai-ichi Life and Dai-ichi Frontier Life for the 6 months ended Sep-15 is restated using the ultimate forward rate.

### **EEV – European Embedded Value (iii)**



**EEV of Protective Life** 

(billions of yen)

EEV of	Protective	Life in	USE
--------	------------	---------	-----

(millions of USD)

		Dec-15	Jun-16	Change
Ε	EV	551.2	522.0	(29.2)
	Adjusted net worth	414.9	346.3	(68.5)
	Value of in-force business	136.3	175.6	+39.3

		Dec-15	Jun-16	Change
El	EV	4,570	5,072	+501
	Adjusted net worth	3,440	3,365	(74)
	Value of in-force business	1,130	1,707	+576

5 months

ended

Jun-15

18

6 months

ended

Jun-16

8

	5 months	6 months
	ended	ended
	Jun-15	Jun-16
Value of new business	2.2	0.8

11 month ended Dec-15		
5.6	Value of new business	

11 month ended Dec-15

Exchange rate for value of new business for the 5 months ended Jun-15:

JPY 122.45 to USD 1.00

Exchange rate for EEV as of Dec-15 and value of new business for the 11 months ended Dec-15: Exchange rate for EEV as of Jun-16 and value of new business for the 6 months ended Jun-16:

JPY 120.61 to USD 1.00

JPY 102.91 to USD 1.00

**EEV of TAL** 

(billions of yen)

EEV of	TAL i	n AL	JD
--------	-------	------	----

(millions of AUD)

		Mar-16	Sep-16	Change
EEV		267.3	251.5	(15.7)
	Adjusted net worth	135.9	127.6	(8.3)
	Value of in-force business	131.3	123.8	(7.4)

		Mar-16	Sep-16	Change
Е	EV	3,099	3,265	+166
	Adjusted net worth	1,576	1,657	+80
	Value of in-force business	1,522	1,608	+85

	6 months ended Sep-15	6 months ended Sep-16	Change
Value of new business	7.3	7.0	(0.2)

Year
ended
Mar-16
22.5

	6 months ended Sep-15	6 months ended Sep-16	Change
Value of new business	86	91	+4

Year ended Mar-16 262

Exchange rate for value of new business for the 6 months ended Sep-15:

JPY 84.06 to AUD 1.00

Exchange rate for EEV as of Mar-16 and value of new business for the year ended Mar-16:

JPY 86.25 to AUD 1.00 JPY 77.04 to AUD 1.00

Exchange rate for EEV as of Sep-16 and value of new business for the 6 months ended Sep-16 :



### **Appendix**

# Overview of the Group's Financial Results - Balance Sheet of each Group Company



				1		
	【Dai-ichi Life】	[Dai-ichi Frontier Life]	[Protective Life (USA)] <sup>(1)</sup>	【TAL(Australia)】 <sup>(1)</sup>	[Others] <sup>(2)</sup> (including consolidation adjustments)	[Consolidated] <sup>(2)</sup>
	billions of yen	billions of yen	millions of USD	millions of AUD	billions of yen	billions of yen
	As of	As of	As of	As of		As of
	Sep-16	Sep-16	Jun-16	Sep-16		Sep-16
Total Assets	36,193.9	6,253.4	74,866	7,172	(962.7)	49,741.8
Cash, deposits and call loans	818.7	99.3	430	1,355	38.0	1,105.0
Securities	30,370.8	5,798.4	56,457	2,909	(917.0)	41,286.4
Loans	2,807.9	-	7,422	-	1.5	3,573.3
Tangible fixed assets	1,149.6	0.2	110	0	0.5	1,161.8
Intangible fixed assets	83.4	3.4	2,849	1,192	(89.8)	382.1
Goodwill	-	-	732	786	(88.8)	47.1
Other intangible assets	22.5	0.0	2,100	406	(0.0)	269.9
Reinsurance receivable	2.3	62.1	184	182	(2.3)	95.2
Total Liabilities	33,214.9	6,164.1	69,139	4,951	27.8	46,903.5
Policy Reserve and others	30,746.2	5,915.4	59,819	3,590	26.9	43,121.3
Reinsurance payable	0.6	149.5	244	307	(2.2)	196.7
Bonds payable	476.2	-	4,345	-	-	923.4
Other liabilities	1,185.3	71.7	2,893	950	(32.2)	1,595.7
Total net assets	2,979.0	89.3	5,726	2,221	(990.5)	2,838.2
Total shareholders' equity	1,206.5	41.0	5,960	2,221	(851.2)	1,180.7
Capital stock	343.1	117.5	0	1,630	(243.1)	343.1
Capital surplus	343.4	67.5	5,554	-	(652.7)	329.7

<sup>(1)</sup> Figures of Protective Life and TAL are disclosed after re-classifying items from Protective Life and TAL's financial statements under U.S. and Australian accounting standards, respectively, to conform to Dai-ichi Life's disclosure standards. For consolidation, these financial statements are translated into Japanese yen at rates of 1 USD=102.91 yen and 1 AUD=77.04 yen, respectively.

<sup>(2)</sup> Figures in 'Others' and 'Consolidated' include figures of other consolidated companies which are not on this page as well as consolidation adjustment.

# Appendix – Summary Financial Statements (Dai-ichi Life non-consolidated)



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

Balance Sheet

(billions of yen) (billions of yen)

(emiliano en yen				
6 months ended Sep-15	6 months ended Sep-16	Change		
2,104.9	2,027.7	(77.2)		
1,407.1	1,314.2	(92.8)		
545.9	526.2	(19.7)		
404.6	376.8	(27.8)		
121.7	89.6	(32.1)		
-	38.1	+38.1		
151.8	187.2	+35.3		
1,920.9	1,845.0	(75.8)		
1,363.1	1,145.3	(217.7)		
26.7	161.3	+134.6		
162.4	130.4	(32.0)		
32.7	31.3	(1.4)		
5.0	9.5	+4.4		
24.6	-	(24.6)		
28.5	43.5	+15.0		
35.5	9.8	(25.7)		
201.5	208.8	+7.3		
184.0	182.6	(1.4)		
0.1	4.4	+4.3		
10.4	24.3	+13.9		
45.7	45.0	(0.7)		
128.0	117.7	(10.2)		
37.0	32.9	(4.1)		
90.9	84.8	(6.1)		
	ended Sep-15 2,104.9 1,407.1 545.9 404.6 121.7 - 151.8 1,920.9 1,363.1 26.7 162.4 32.7 5.0 24.6 28.5 35.5 201.5 184.0 0.1 10.4 45.7 128.0 37.0	ended Sep-15         ended Sep-16           2,104.9         2,027.7           1,407.1         1,314.2           545.9         526.2           404.6         376.8           121.7         89.6           -         38.1           151.8         187.2           1,920.9         1,845.0           1,363.1         1,145.3           26.7         161.3           162.4         130.4           32.7         31.3           5.0         9.5           24.6         -           28.5         43.5           35.5         9.8           201.5         208.8           184.0         182.6           0.1         4.4           10.4         24.3           45.7         45.0           128.0         117.7           37.0         32.9		

		_	•	
		As of Mar-16	As of Sep-16	Change
Tota	al assets	35,894.9	36,193.9	+299.0
C	Cash, deposits and call loans	645.2	818.7	+173.5
Ν	Nonetary claims bought	233.2	215.3	(17.8)
5	Securities	30,250.1	30,370.8	+120.7
L	oans	2,826.0	2,807.9	(18.0)
ī	angible fixed assets	1,164.1	1,149.6	(14.5)
Tota	al liabilities	32,791.7	33,214.9	+423.1
F	Policy reserves and others	30,635.2	30,746.2	+111.0
	Policy reserves	29,984.2	30,141.3	+157.1
	Contingency reserve	576.0	585.0	+9.0
E	Bonds payable	215.7	476.2	+260.5
C	Other liabilities	1,095.0	1,185.3	+90.2
F	Reserve for employees' retirement benefits	377.9	382.5	+4.5
F	Reserve for price fluctuations	148.4	156.4	+8.0
	Deferred tax liabilities	138.6	81.9	(56.7)
Tota	ıl net assets	3,103.1	2,979.0	(124.1)
T	otal shareholders' equity	1,175.5	1,206.5	+30.9
ī	otal of valuation and translation adjustments	1,926.6	1,771.6	(155.0)
	Net unrealized gains (losses) on securities, net of tax	1,946.9	1,780.4	(166.5)
	Reserve for land revaluation	(16.4)	(18.6)	(2.2)

<sup>(1)</sup> 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.

# Appendix – Summary Financial Statements (Dai-ichi Frontier Life )

28.6

(1.7)

(30.4)



### **Statement of Earnings**

Net income (loss)

Balance Sheet

(billions of yen)

		ended Sep-15	ended Sep-16	Change
Oı	dinary revenues	1,040.6	635.5	(405.0)
	Premium and other income	991.9	540.6	(451.2)
	Investment income	48.6	61.5	+12.9
	Other ordinary revenues	0.0	33.2	+33.2
	Transfer from policy reserves	-	33.2	+33.2
Oı	dinary expenses	1,008.2	635.7	(372.4)
	Benefits and claims	296.0	310.2	+14.1
	Provision for policy reserves and others	410.6	0.6	(410.0)
	Investment expenses	244.6	289.6	+44.9
	Foreign exchange losses	144.5	249.9	+105.4
	Operating expenses	51.0	31.9	(19.1)
Oı	dinary profit (loss)	32.4	(0.2)	(32.6)
E	draordinary gains (losses)	(1.2)	(1.5)	(0.2)
Inc	come (loss) before income taxes	31.1	(1.7)	(32.8)
То	tal of corporate income taxes	2.4	0.0	(2.4)

(billions of yen)

			(811110110 01 ) 011)			
			As of Mar-16	As of Sep-16	Change	
То	tal	assets	6,132.2	6,253.4	+121.1	
	Са	sh and deposits	118.4	99.3	(19.0)	
	Se	ecurities	5,836.5	5,798.4	(38.1)	
То	tal	liabilities	6,046.3	6,164.1	+117.7	
	Po	olicy reserves and others	5,948.1	5,915.4	(32.6)	
		Policy reserves	5,941.1	5,907.8	(33.2)	
		Contingency reserve	114.6	114.4	(0.2)	
То	tal	net assets	85.9	89.3	+3.4	
	То	tal shareholders' equity	42.7	41.0	(1.7)	
		Capital stock	117.5	117.5	-	
		Capital surplus	67.5	67.5	-	
		Retained earnings	(142.2)	(143.9)	(1.7)	

# **Appendix – Summary Financial Statements (Protective Life)**



#### **Statement of Earnings** (1)(2)

**Balance Sheet** (1)(2)

(millions of USD)

(millions of USD)

(IIIIIIIIII)			
	5 months	6 months	
	ended	ended	
	Jun-15	Jun-16	
Or <u>dinary revenues</u>	3,472	4,312	
Premium and other income	2,130	2,693	
Investment income	1,149	1,412	
Other ordinary revenues	193	206	
Ordinary expenses	3,282	3,971	
Benefits and claims	1,865	2,393	
Provision for policy reserves and others	929	807	
Investment expenses	60	284	
Operating expenses	308	384	
Other ordinary expenses	118	100	
Ordinary profit	189	340	
Total of corporate income taxes	63	113	
Net income	126	227	

(millions of				
		As of Dec-15	As of Jun-16	Change
To	tal assets	68,493	74,866	+6,373
	Cash and deposits	397	430	+33
	Securities	50,843	56,457	+5,613
	Loans	7,360	7,422	+61
	Tangible fixed assets	113	110	(3)
	Intangible fixed assets	2,663	2,849	+185
	Goodwill	732	732	-
	Other intangible fixed assets	1,915	2,100	+185
	Reinsurance receivable	165	184	+18
To	tal liabilities	63,912	69,139	+5,227
	Policy reserves and others	57,893	59,819	+1,925
	Reinsurance payables	244	244	(0)
	Bonds payable	2,238	4,345	+2,107
	Other liabilities	2,409	2,893	+483
To	tal net assets	4,581	5,726	+1,145
	Total shareholders' equity	5,822	5,960	+138
	Total accumulated other comprehensive income	(1,241)	(233)	+1,007

<sup>(1)</sup> Disclosed after re-classifying items from Protective Life's financial statements under U.S. accounting standards to conform to Dai-ichi Life's disclosure standards.

<sup>(2)</sup> The fiscal year of Protective Life ends on December 31. Protective was acquired affective February 1, 2015 and is reported on a one quarter lag.

# Appendix – Summary Financial Statements (TAL)



#### **Statement of Earnings** (1)(2)

### Balance Sheet (1)(2)

(millions of AUD)

(millions of AUD)

(					
	6 months ended Sep-15	6 months ended Sep-16	Change		
Ordinary revenues	1,626	1,844	+218		
Premium and other income	1,449	1,662	+212		
Investment income	14	138	+124		
Other ordinary revenues	162	44	(118)		
Ordinary expenses	1,550	1,722	+171		
Benefits and claims	937	1,135	+198		
Provision for policy reserves and others	168	173	+4		
Investment expenses	90	22	(68)		
Operating expenses	301	334	+33		
Other ordinary expenses	53	56	+3		
Ordinary profit	75	122	+46		
Total of corporate income taxes	19	44	+24		
Net income	56	78	+22		
Underlying profit	81	79	(1)		

		(millions of AOD)		
		As of Mar-16	As of Sep-16	Change
То	tal assets	7,043	7,172	+129
	Cash and deposits	1,358	1,355	(2)
	Securities	2,859	2,909	+50
	Tangible fixed assets	0	0	(0)
	Intangible fixed assets	1,207	1,192	(14)
	Goodwill	786	786	_
	Other intangible fixed assets	420	406	(14)
	Reinsurance receivable	148	182	+34
	Other assets	1,470	1,531	+61
То	tal liabilities	4,890	4,951	+60
	Policy reserves and others	3,491	3,590	+99
	Reinsurance payables	332	307	(24)
	Other liabilities	978	950	(28)
	Deferred tax liabilities	89	103	+13
То	tal net assets	2,152	2,221	+68
	Total shareholders' equity	2,152	2,221	+68
	Capital stock	1,630	1,630	-
	Retained earnings	522	590	+68

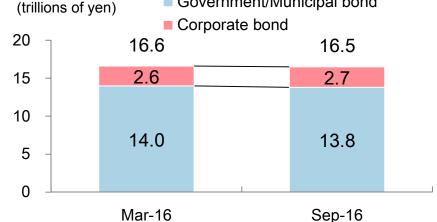
<sup>(1)</sup> Figures for consolidated holding company (i.e., TAL Dai-ichi Life Australia Pty Ltd).

<sup>(2)</sup> 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.

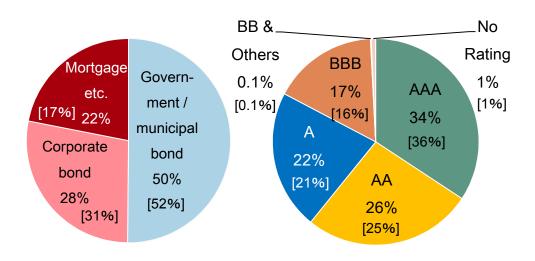
# Appendix – Profile of Bonds (Dai-ichi Life non-consolidated)

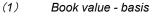


# Yen-denominated Bonds (1) (trillions of yen) Government/Municipal bond Corporate bond 16.6



#### Foreign Currency Bond Portfolio (2)(3)(4) (Sep-16)

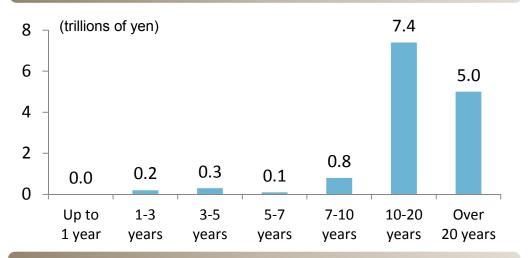




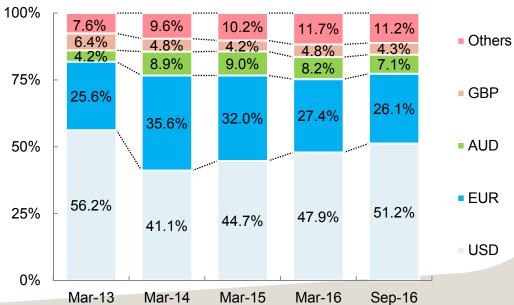
<sup>(2)</sup> Carrying amount - basis

(4) Figures in [] are as of March 31, 2016.

#### Domestic Government Bonds (2) by Maturity (Sep-16)



#### Foreign Currency Bonds by Currency (2)



<sup>(3)</sup> Rating breakdown based on ratings from S&P & Moody's, excluding mortgage etc.

### Dai-ichi Life non-consolidated: Sensitivities to Financial Markets



#### Sensitivities (1)

Breakeven Points (2)

**Domestic stocks** 

Nikkei 225 1,000 yen change:

September 2016: ±170 billion yen (March 2016: ±170 billion yen)

10-year JGB Yield 10bp change:

September 2016: ±290 billion yen \* (March 2016: ±290 billion yen)

\* Available-for-sale securities: September 2016: ±40 billion yen (March 2016: ±40 billion yen)

Foreign securities

**Domestic bonds** 

JPY / USD 1 yen change:

September 2016: ±27 billion yen (March 2016: ±29 billion yen)

Nikkei 225

September 2016: 9,600 yen (March 2016: 9,400 yen)

10-year JGB Yield

September 2016: 1.3% \* (March 2016: 1.3%)

\* Available-for-sale securities: September 2016: 1.4% (March 2016: 1.4%)

JPY / USD

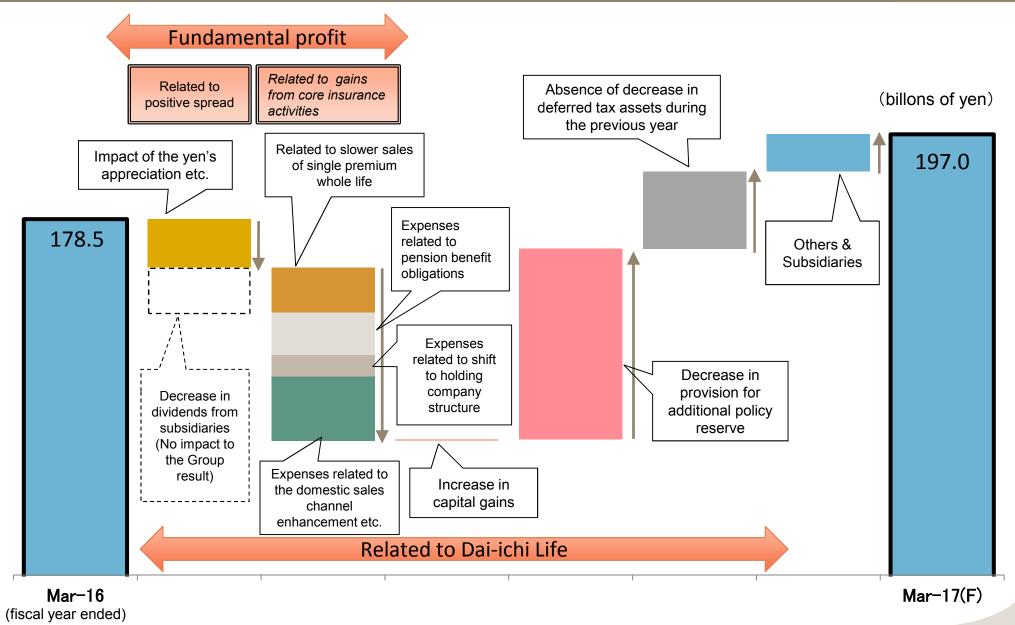
September 2016: \$1 = 103 yen (March 2016: 103 yen)

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

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

### [Reproduced] Analysis of the reasons for the increase/decrease in consolidated net income (1)



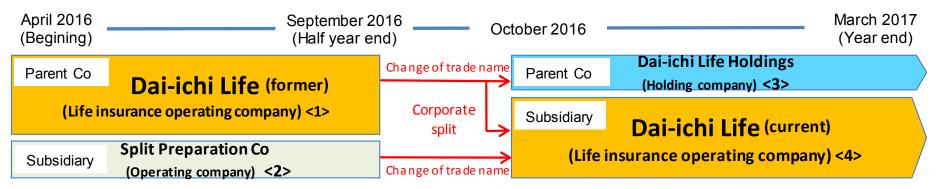


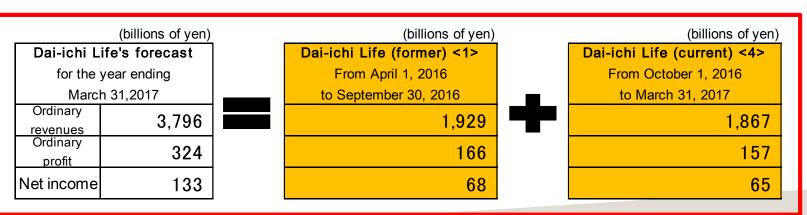
<sup>(1)</sup> Figures of "Consol. Net Income" represent those of "Net income attributable to shareholders of parent company".

# [Reproduced] Disclosure of Dai-ichi Life's Transition to a Holding Company Structure



- In this presentation the guidance for Dai-ichi Life as a life insurance operating company for the year ending March 31, 2017 will be the sum of the results of former Dai-ichi Life <1> and current Dai-ichi Life as a life insurance operating company after the corporate split <4>. The impact of the results of the Split Preparation Company <2> will be marginal to the consolidated results.
- Dai-ichi Life as a parent company of the Group recognized dividends received from its subsidiaries and affiliates, among others, in dividend and interest and dividend income. After the corporate split, Dai-ichi Life Holdings will hold shares in some of the subsidiaries and affiliates and thus recognize dividends from them. On the other hand, Dai-ichi Life, as a life insurance operating company, will receive less dividends and interest. But there is no impact on a consolidated basis.
- In the ordinary course of business, Dai-ichi Life Holdings will recognize dividend income from its subsidiaries and affiliates, management fees, and incur holding company operating expenses. The guidance for Dai-ichi Life Holdings for the year ending March 31, 2017 is indicated in column <3> of the tables below.
- See page 30 for guidance on the listed holding company on a non-consolidated basis for the year ending March 31, 2017.



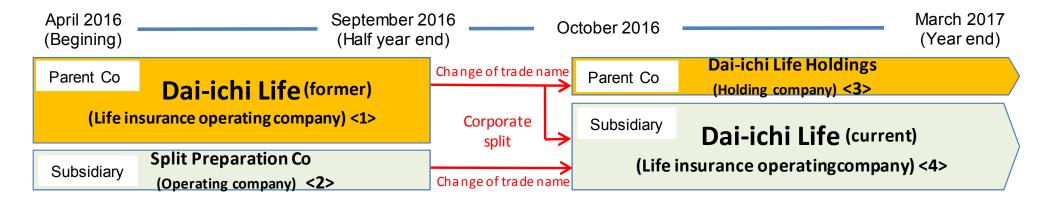


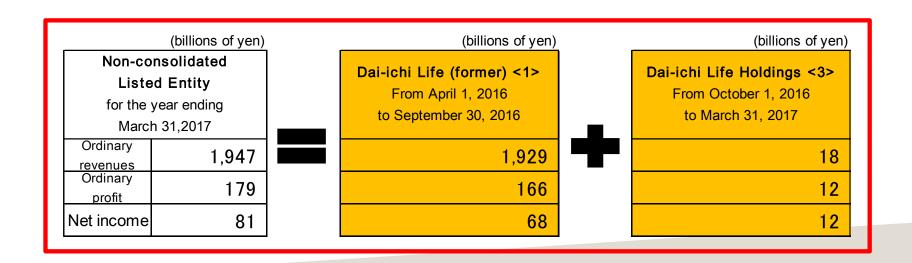
(billions of yen)		
Dai-ichi Life Holdings <3>		
From October 1, 2016		
to March 31, 2017		
18		
12		
12		

### [Reproduced] Guidance for Non-consolidated Listed Entity



- Dai-ichi Life shifted to a holding company structure on October 1, 2016 by means of a corporate split. Prior to the split, Dai-ichi Life, as a parent company of the Group, reported its consolidated results as a listed entity. On and after the split, Dai-ichi Life Holdings, a successor company, is the listed entity and reports the consolidated results.
- The guidance on the non-consolidated company basis for the year ending March 31, 2017 as a listed entity is the sum of the results from former Dai-ichi Life as a parent company <1> and the results of the holding company <3>.







#### **Investor Contact**

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#### **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 Daiichi Life Holdings, Inc. (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.