

# Presentation of Financial Results for the Nine Months Ended December 2016

February 14, 2017

Dai-ichi Life Holdings, Inc.



**Dai-ichi Life**  
Holdings

- This is Seiji Inagaki of Dai-ichi Life Holdings, Inc.
- Thank you for joining our conference call to discuss the Dai-ichi Life Group's third quarter financial results for the year ending March 31, 2017.
- As usual, I will go over the presentation material, followed by a question and answer session.
- Please turn to page 1.



- During the nine months ended December 31, 2016, we continued to strategically hold back sales of single-premium products in the domestic life insurance business because of the limited rise in interest rates in Japan. At the same time, sales of protection-type products aimed at corporate executives and level-premium product sales were favorable and new business on a group basis increased year-on-year.
- Dai-ichi Life's net income made steady progress towards achieving the annual forecast because despite a positive spread decrease, capital gains increased due to improvements in the financial environment. Consolidated net income made good progress due to factors that included improvement in investment income, increased contribution from our overseas businesses, and one-off factors that drove profit upward.
- Group embedded value (preliminary calculation) at the end of December 2016 increased from the end of September 2016 to approximately 5.1 trillion yen due to higher stock prices and the rise in interest rates.

- The following three items highlight today's presentation.
- The first item is our business results. During the third quarter, the financial environment improved. However, the increase in interest rates in Japan was relatively moderate and we continued to hold back sales of single premium products. At the same time, as we shifted our product portfolio to protection-type products, we introduced products such as those aimed at corporate executives. Level-premium insurance sales were also favorable, contributing to the increase in new business on a group basis.
- The second item is net income. Even though income from interest and dividends decreased due to the strong yen during the first half of the period, capital gains of Dai-ichi Life increased as the financial environment improved, and we made steady progress towards achieving our annual forecast. On a consolidated basis, investment income of each group company improved and contribution from our overseas businesses increased. In addition, one-off factors such as reversal of policy reserves at Dai-ichi Frontier Life and profit booked in relation to the reorganization of Asset Management One drove profit upward. As a result, Net income attributable to shareholders of the parent company (net income) made good progress towards achieving our annual forecast.
- The third item is regarding embedded value. The group embedded value based on preliminary calculations at the end of December 2016 increased from the end of September 2016 by approximately 690 billion yen to approximately 5.1 trillion yen due to factors that included higher stock prices and the rise in interest rates in Japan.
- Please turn to page 2.



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

- Ordinary revenues made steady progress towards achieving our annual forecast as we strategically held back sales in light of the low interest rate environment.
- Ordinary profit and net income attributable to shareholders of the parent company made good progress towards achieving our annual forecast.

(billions of yen)

	9 months ended Dec-15	9 months ended Dec-16 (a)	Change		Forecasts as of November 14, 2016 (b)	Progress (a/b)
Consol. Ordinary revenues	5,418.9	4,728.6	(690.2)	(13%)	6,277.0	75%
Dai-ichi Life <sup>(1)</sup>	3,103.8	2,959.1	(144.6)	(5%)	3,796.0	78%
Consol. Ordinary profit	324.7	326.5	+1.8	+1%	406.0	80%
Dai-ichi Life <sup>(1)</sup>	236.7	232.2	(4.4)	(2%)	324.0	72%
Consol. Net income <sup>(2)</sup>	173.5	183.5	+9.9	+6%	197.0	93%
Dai-ichi Life <sup>(1)</sup>	105.5	101.7	(3.7)	(4%)	133.0	77%

(1) In relation to the shift to a holding company structure, unaudited Dai-ichi Life results for FY2016 presented above are the sum of former Dai-ichi Life results + Dai-ichi Life Split Preparation Company results for the first half and current Dai-ichi Life results for the third quarter. Please refer to page 28 for details.

(2) Figures of "Consol. Net Income" represent those of "Net income attributable to shareholders of parent company".

2

- Our consolidated financial results are highlighted here.
- Consolidated ordinary revenues decreased by 13% year-on-year to 4,728.6 billion yen. On the other hand, consolidated ordinary profit increased by 1% to 326.5 billion yen, and consolidated net income attributable to shareholders of the parent company (net income) increased by 6% to 183.5 billion yen.
- Our top line declined because we held back sales of single-premium products. The increase in ordinary profit and net income were due to improvements in investment income of each group company, increased profit contribution from our overseas life insurance businesses, and the one-off factors mentioned on the previous slide. Progress against our annual forecasts for ordinary profit and net income were high at 80% and 93% respectively.
- Please turn to page 3.



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



Dai-ichi Life  
Holdings

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

(billions of yen)

	9 months ended Dec-15	9 months ended Dec-16	Change
Ordinary revenues	5,418.9	4,728.6	(690.2)
Premium and other income	4,166.3	3,245.1	(921.1)
Investment income	981.4	1,187.2	+205.8
Interest and dividends	789.2	786.9	(2.2)
Gains on sale of securities	161.4	177.2	+15.7
Gains on investments in separate accounts	-	97.2	+97.2
Other ordinary revenues	271.1	296.2	+25.0
Ordinary expenses	5,094.2	4,402.1	(692.0)
Benefits and claims	2,876.3	2,641.2	(235.1)
Provision for policy reserves and others	1,056.9	726.2	(330.7)
Investment expenses	383.7	256.9	(126.8)
Losses on sale of securities	44.5	68.9	+24.4
Losses on valuation of securities	3.2	11.6	+8.4
Derivative transaction losses	45.2	31.0	(14.2)
Foreign exchange losses	111.9	58.6	(53.3)
Losses on investments in separate accounts	50.9	-	(50.9)
Operating expenses	485.5	467.0	(18.4)
Ordinary profit	324.7	326.5	+1.8
Extraordinary gains	0.2	17.1	+16.9
Extraordinary losses	17.5	31.2	+13.6
Provision for reserve for policyholder dividends	72.2	66.0	(6.1)
Income before income taxes, etc.	235.1	246.3	+11.2
Total of corporate income taxes	61.5	62.8	+1.3
Net income attributable to non-controlling interests	0.0	0.0	(0.0)
Net income attributable to shareholders of parent company	173.5	183.5	+9.9

### Balance Sheet (summarized)

(billions of yen)

	As of Mar-16	As of Dec-16	Change
Total assets	49,924.9	51,179.1	+1,254.2
Cash, deposits and call loans	960.3	1,137.1	+176.8
Monetary claims bought	239.2	214.8	(24.4)
Securities	41,560.0	42,933.0	+1,372.9
Loans	3,715.5	3,512.8	(202.6)
Tangible fixed assets	1,178.8	1,162.9	(15.8)
Deferred tax assets	1.3	0.0	(1.3)
Total liabilities	46,991.9	48,114.3	+1,122.4
Policy reserves and others	43,894.0	43,562.5	(331.4)
Policy reserves	42,922.5	42,653.1	(269.3)
Bonds payable	485.6	905.4	+419.7
Other liabilities	1,486.6	2,316.4	+829.8
Net defined benefit liabilities	443.8	442.6	(1.2)
Reserve for price fluctuations	155.2	169.2	+13.9
Deferred tax liabilities	270.7	330.0	+59.3
Total net assets	2,932.9	3,064.7	+131.7
Total shareholders' equity	1,129.2	1,254.3	+125.0
Total accumulated other comprehensive income	1,802.6	1,809.1	+6.4
Net unrealized gains on securities, net of tax	1,840.0	1,990.7	+150.6
Reserve for land revaluation	(16.4)	(19.0)	(2.6)

(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.

- I will explain the trends in major line items of the consolidated financial statements.
- Ordinary revenues decreased by approximately 690 billion yen year-on-year due to a decrease of premium and other income.
- Ordinary expenses also decreased by approximately 690 billion yen, out of which benefits and claims decreased by approximately 240 billion yen, reflecting a number of dissolutions of employees' pension funds and related payments of surrender values during the prior year. The impact was offset by policy reserves, therefore impact to profit was marginal. The reduction in provision for policy reserves by approximately 330 billion yen also reflected the fact that we held back sales of single premium product.
- Extraordinary gains included gains on changes in equity of approximately 12.5 billion yen relating to the reorganization of Asset Management One.
- As a result, net income attributable to shareholders of parent company increased by approximately 10 billion yen.
- Please turn to page 4.



## Overview of the Group's Financial Results – Segment Results



Dai-ichi Life  
Holdings

	Domestic Life Insurance Business			Overseas Insurance Business			Other Businesses			Consolidated <sup>(1)</sup>		
	billions of yen			billions of yen			billions of yen			billions of yen		
	9 months ended Dec-15	9 months ended Dec-16	Change	9 months ended Dec-15	9 months ended Dec-16	Change	9 months ended Dec-15	9 months ended Dec-16	Change	9 months ended Dec-15	9 months ended Dec-16	Change
Ordinary revenues	4,626.6	3,828.6	Δ17%	814.8	928.6	+14%	24.4	21.6	Δ11%	5,418.9	4,728.6	Δ13%
Segment profit	281.2	268.2	Δ5%	43.2	59.4	+38%	3.7	3.4	Δ9%	324.7	326.5	+1%

- Ordinary revenue: Decrease in premium and other income due to strategic hold back of single premium product sales
- Segment profit: Decrease due to increase in hedge costs for restraining movement of policy reserves related to minimum guarantees of variable annuities at Dai-ichi Frontier Life

- Ordinary revenue: Increase factors include Protective's one-month shorter comparable prior period and Protective's favorable gains on investments
- Segment profit: Increase factors include initial profit contribution from the fixed insurance block acquired by Protective and Protective's favorable gains on investments

- Decrease factors include reduced equity income from Janus Capital Group due to yen valuation base on a stronger yen and Dai-ichi Life Information Systems Co., Ltd. (a former Dai-ichi Life subsidiary) exclusion from the scope of consolidation this third quarter

(1) The difference between "Ordinary profit" shown on the Consolidated Statement of Earnings and the sum of "Segment profit" for each business is due to elimination of dividend income from affiliated companies of Dai-ichi Life Holdings.

- Segment results are shown here.
- With the shift to a holding company structure, business segment information is categorized into three segments as shown above: domestic life insurance business, overseas insurance business and other businesses, which is mainly made up of the asset management business.
- Profit contribution from the overseas insurance segment expanded during the nine months ended December 31, 2016.
- Please turn to page 5.



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



Dai-ichi Life  
Holdings

	【Dai-ichi Life】 <sup>(1)</sup>			【Dai-ichi Frontier Life】			【Protective Life (USA)】 <sup>(2)</sup>		【TAL (Australia)】 <sup>(2)</sup>			【Consolidated】		
	billions of yen			billions of yen			millions of USD		millions of AUD			billions of yen		
	9 months ended Dec-15	9 months ended Dec-16	Change	9 months ended Dec-15	9 months ended Dec-16	Change	8 months ended Sep-15	9 months ended Sep-16	9 months ended Dec-15	9 months ended Dec-16	Change	9 months ended Dec-15	9 months ended Dec-16	Change
Ordinary revenues	3,103.8	2,959.1	(5%)	1,520.3	866.9	(43%)	4,910	6,723	2,378	2,718	+14%	5,418.9	4,728.6	(13%)
Premium and other income	2,100.9	1,893.7	(10%)	1,451.7	723.8	(50%)	3,373	3,973	2,229	2,473	+11%	4,166.3	3,245.1	(22%)
Investment income	778.6	801.1	+3%	68.5	143.0	+109%	1,247	2,400	21	183	+738%	981.4	1,187.2	+21%
Ordinary expenses	2,867.1	2,726.8	(5%)	1,470.4	826.5	(44%)	4,633	6,249	2,249	2,559	+14%	5,094.2	4,402.1	(14%)
Benefits and claims	2,006.0	1,718.0	(14%)	394.2	421.5	+7%	2,910	3,540	1,440	1,690	+17%	2,876.3	2,641.2	(8%)
Provision for policy reserves and others	131.8	245.1	+86%	850.5	306.0	(64%)	464	1,609	220	246	+12%	1,056.9	726.2	(31%)
Investment expenses	179.6	176.2	(2%)	142.7	54.1	(62%)	605	348	47	32	(32%)	383.7	256.9	(33%)
Operating expenses	295.9	308.7	+4%	74.3	40.4	(46%)	498	581	459	504	+10%	485.5	467.0	(4%)
Ordinary profit	236.7	232.2	(2%)	49.8	40.3	(19%)	276	474	128	159	+24%	324.7	326.5	+1%
Extraordinary gains	0.2	4.6	+2,124%	--	--	--	0	0	--	--	--	0.2	17.1	+7,543%
Extraordinary losses	15.4	28.7	+86%	2.0	2.4	+18%	--	0	0	--	--	17.5	31.2	+78%
Net income <sup>(3)</sup>	105.5	101.7	(4%)	43.4	33.7	(22%)	187	320	99	113	+13%	173.5	183.5	+6%

(1) Regarding Dai-ichi Life's transition to a holding company structure, please refer to page 28.

(2) 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 Holding's disclosure standards. For consolidation, these financial statements are translated into Japanese yen at rates of 1USD=119.96 yen (Sep-15) and 101.12 yen (Sep-16), 1 AUD=87.92 yen (Dec-15) and 84.36 yen (Dec-16), respectively.

(3) Figures of "Consolidated Net income" represent those of "Net income attributable to shareholders of parent company".

■ These are the financial results of each group company.

■ Please turn to page 6.



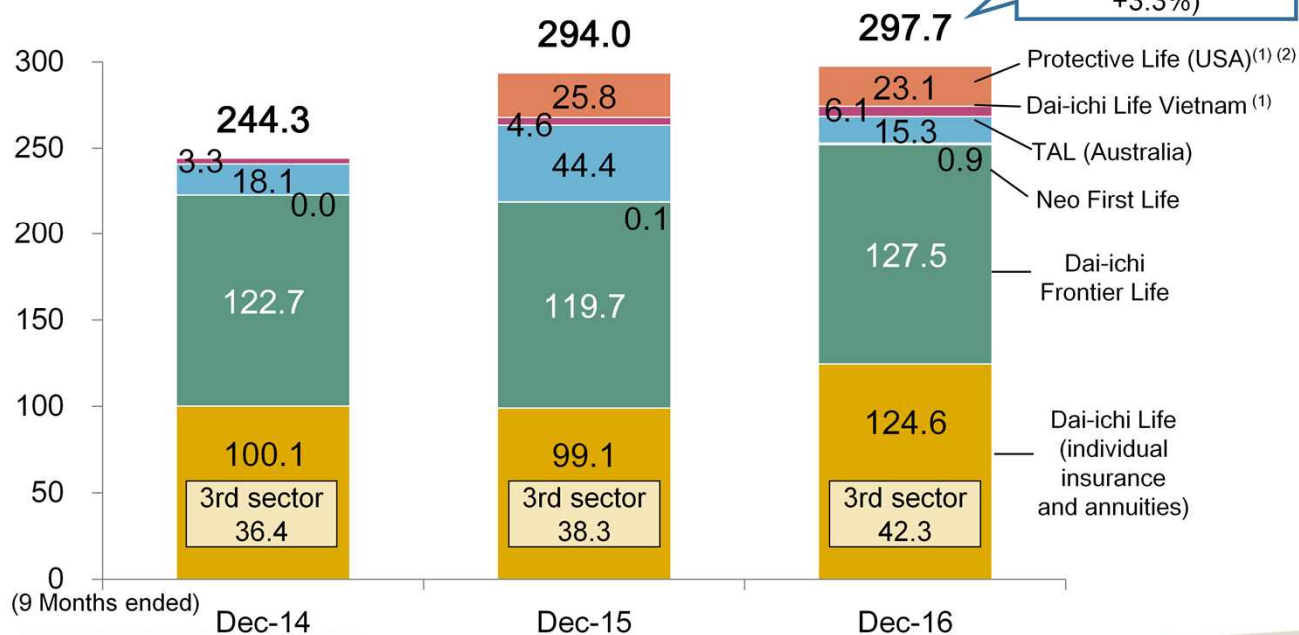
## Overview of the Group's Financial Results - Trends in New Business (ANP basis)



Dai-ichi Life  
Holdings

### Dai-ichi Group's New Business ANP

(billions of yen)



<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 eight months ended September 30, 2015 and for the nine months ended September 30, 2016.

6

- I will explain the recent trends in annualized net premium (ANP) of our new business.
- This slide shows the combined totals of the Group companies.
- New business ANP of Dai-ichi Life was driven by level-premium savings products and increased by 25.7% year-on-year. New business of third-sector products increased by 10.6%, reflecting sales of a newly introduced corporate protection-type nursing insurance.
- New Business of Dai-ichi Frontier Life increased 6.5% year-on-year due to an increase in sales of annuity products with short term of deferment.
- New business of Protective Life increased on a USD basis year-on-year (the comparable period covered only eight months) and slightly decreased on a yen basis because of the strong yen. Since Protective Life's third quarter ended in September (fiscal year ending in December), yen conversion was based on exchange rates as of the end of September.
- Because the magnitude of the new business in group insurance acquired during the previous period was large, new business of TAL decreased by 64.1% year-on-year on an AUD basis, or 65.6% on a JPY basis.
- As a result, the Group's overall new business increased by 1.3%, or 3.3% when excluding the effects of foreign currency rates.
- Please turn to page 7.



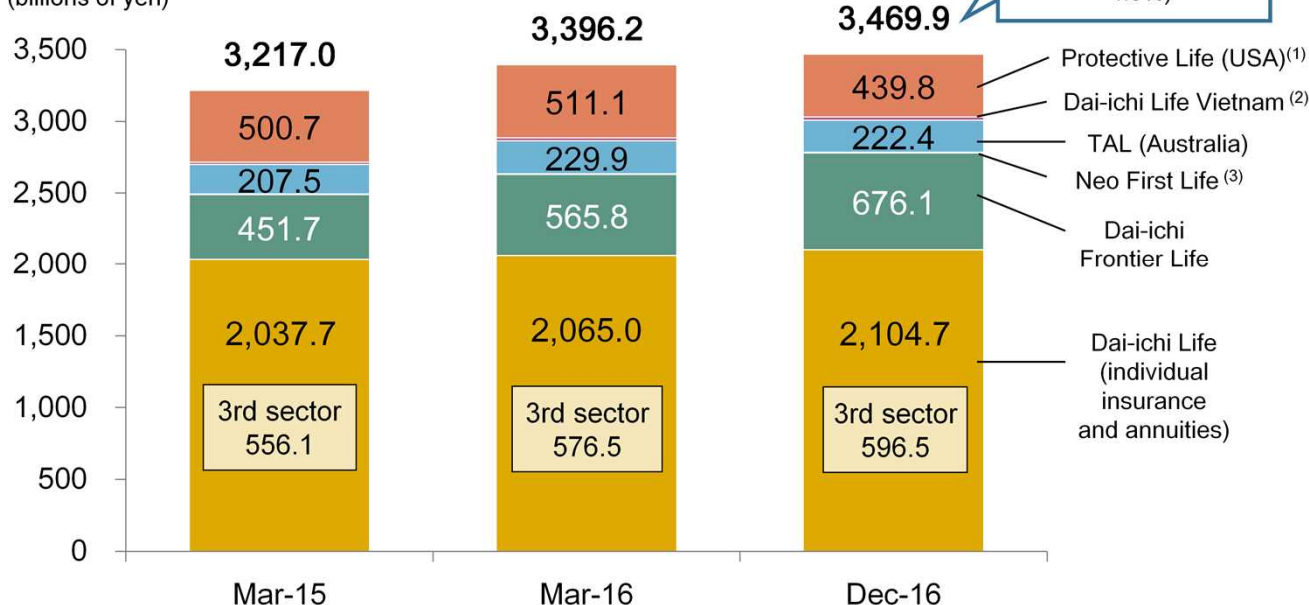
## Overview of the Group's Financial Results - Trends in Policies in Force (ANP basis)



Dai-ichi Life  
Holdings

### Dai-ichi Group's ANP from Policies in Force

(billions of yen)



(1) The fiscal year of Protective Life ends on December 31. Protective was acquired effective 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).

(2) 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 September 2016 were 15.5 billion yen, 20.3 billion yen and 21.9 billion yen, respectively.

(3) ANP from policies in-force of Neo First Life as of March 2015, March 2016 and December 2016 were 3.7 billion yen, 3.9 billion yen and 4.7 billion yen, respectively.

7

- I will explain the trends in ANP from policies in force.
- The Group's overall policies in force maintained positive growth with an increase of 2.2%, or 4.9% when excluding the effects of foreign currency rates.
- Please turn to page 8.

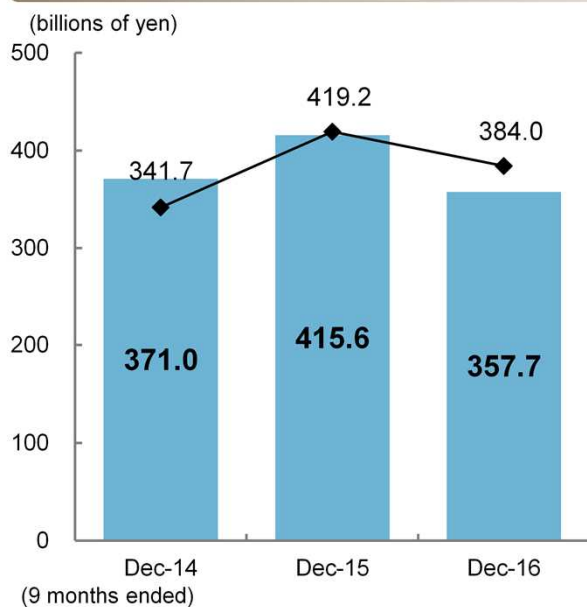


## Overview of the Group's Financial Results - Fundamental Profit

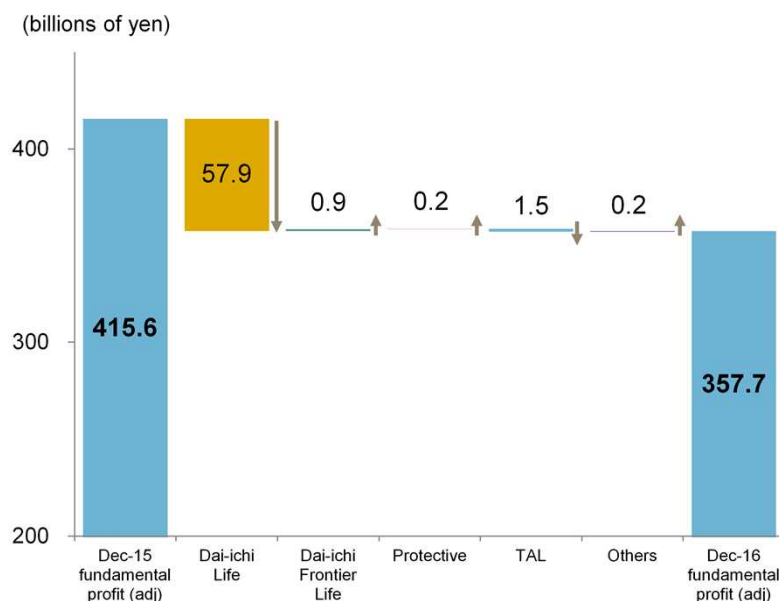


Dai-ichi Life  
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### Fundamental Profit <sup>(1)(2)</sup>



### Movement Analysis of Adjusted Fundamental Profit <sup>(1)(2)</sup>



◆ Fundamental profit ■ Adjusted fundamental profit <sup>(2)</sup>

(1) 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 six months ended December 31, 2014, for the nine months ended December 31, 2015 and for the nine months ended December 31, 2016 and the figures of Protective Life are provided for the eight months ended September 30, 2015 and for the nine months ended September 30, 2016.

(2) 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.

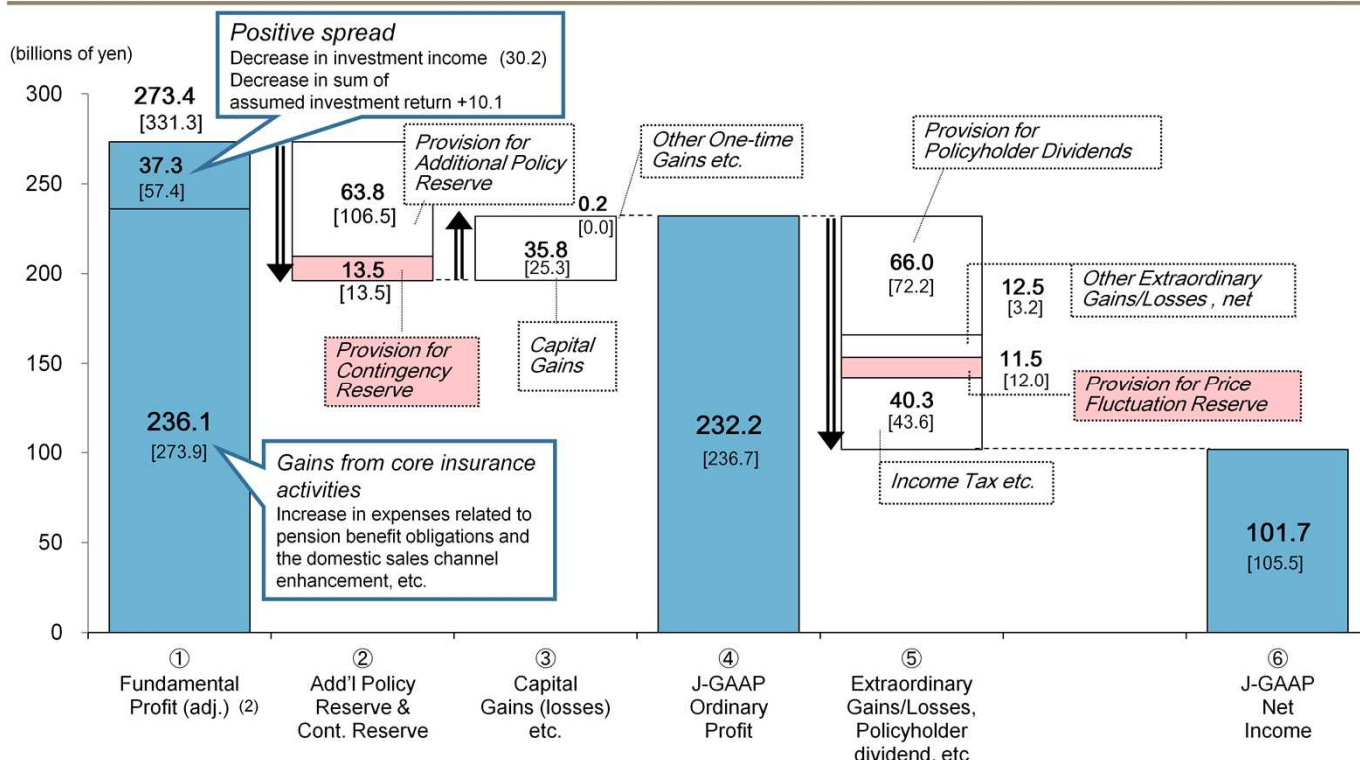
8

- I will explain the fundamental profit of our group companies.
- As shown in the bar graph, our adjusted fundamental profit declined significantly year-on-year to 357.7 billion yen from 415.6 billion yen.
- As shown in the chart on the right, Dai-ichi Life's fundamental profit decline was the leading factor for the entire decline. I will explain the decrease in detail on the next slide.
- Please turn to page 9.



# Profit Structure of Dai-ichi Life <sup>(1)</sup>

The breakdown of fundamental profit guidance of Dai-ichi Life is shown on page 27.



(1) Figures in [] are for previous comparable period.

(2) 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). Provision for (reversal of) policy reserve associated with market value adjustments of fixed life insurance products excludes elements that have no impact on ordinary profit.

9

- Positive spread declined year-on-year due to a decrease in yen-converted interest and dividend income from foreign currency denominated assets impacted by the strong yen during the first half of the period. Gains from core insurance activities also declined year-on-year due to an increase in retirement benefit expenses attributable to lower interest rates and expenses related to strategic investments in our sales representative channel in order to strengthen and expand the capabilities of our sales representatives.
- As for items that are not related to adjusted fundamental profit, Dai-ichi Life reduced the provision for additional policy reserves. Also, net capital gains increased year-on-year due to an improvement in gains on derivative transactions but could not offset the decrease in fundamental profit. Ordinary profit and net income declined marginally year-on-year.
- Please turn to page 10.

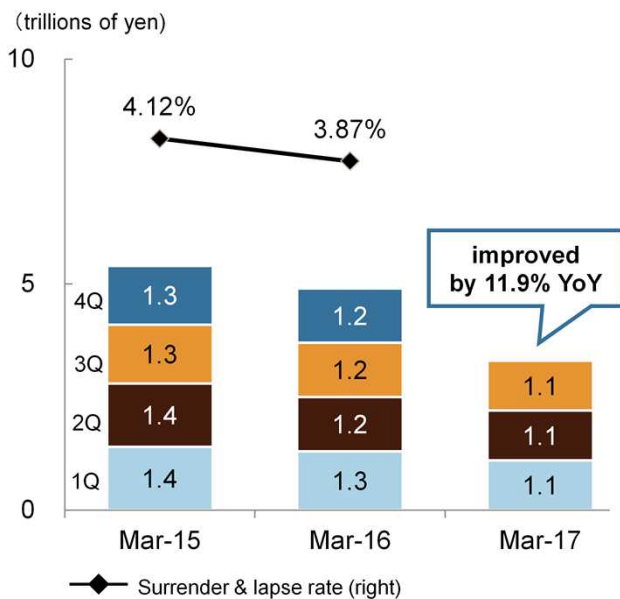


## Dai-ichi Life's Results - Surrender and Lapse, Number of Sales Representatives and Productivity

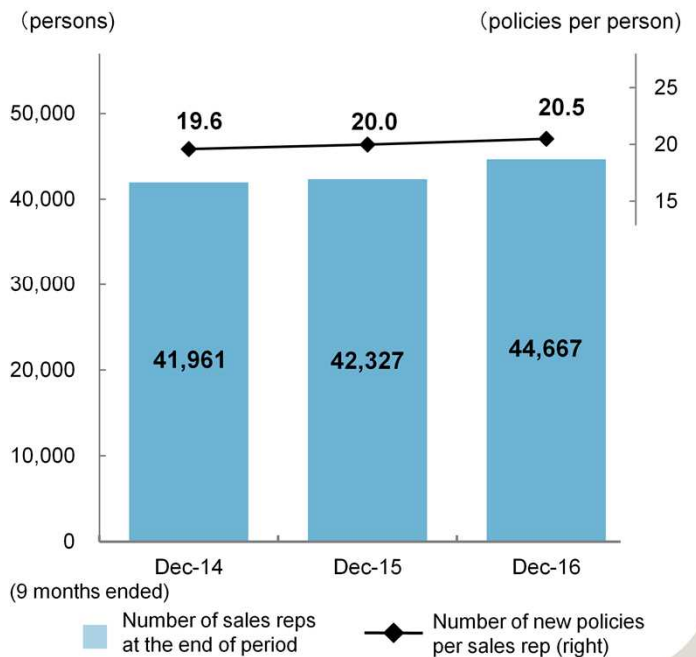


Dai-ichi Life  
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### Surrender & Lapse (Individual Insurance & Annuities)



### Number of Sales Reps and Productivity<sup>(1)(2)</sup>



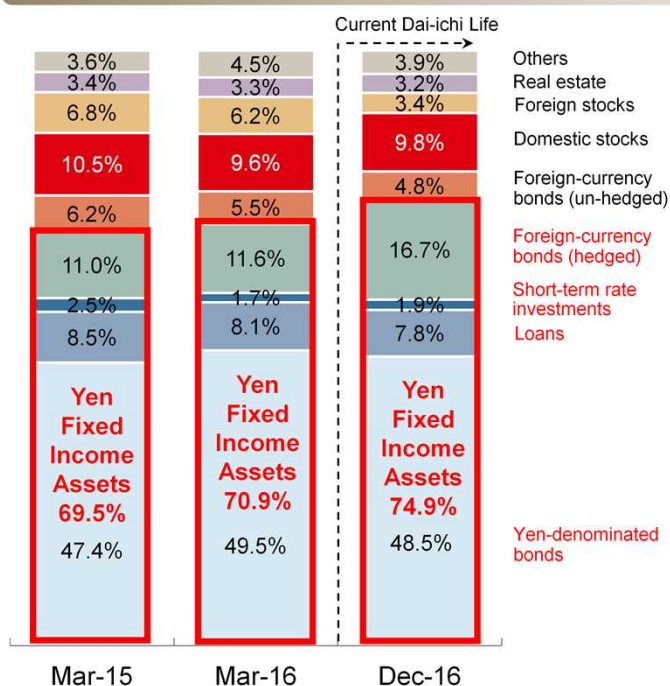
(1) The number of sales representatives does not include those who are not full-time employees of Dai-ichi Life and are engaged mainly in ancillary work.  
 (2) Calculated by dividing the number of new policies (incl. conversions) by the average number of sales representatives in each period.

10

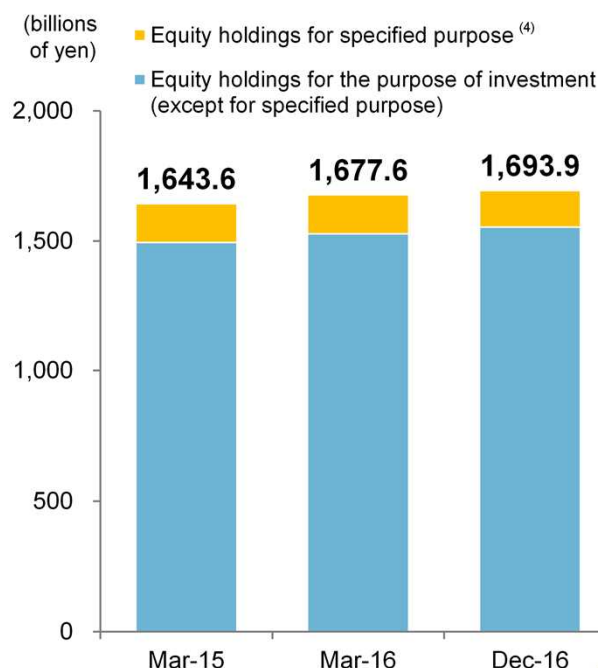
- The graph on the left shows the amount and the rate of surrenders and lapses for Dai-ichi Life. The number of surrenders and lapses improved by 11.9% year-on-year.
- The graph on the right shows the trends in the number of our sales representatives and their productivity.
- Dai-ichi Life actively invests in the sales representative channel for sustainable growth of its core insurance business and the number of sales representatives increased. The increase in the number of new policies per sales representative represents the improvement in productivity.
- Please turn to page 11.



## Asset Portfolio (General Account) <sup>(1) (2)</sup>



## Book Value of Domestic Stocks <sup>(3)</sup>



(1) On October 1, 2016, the shift was made to a holding company structure and stocks of certain subsidiaries and affiliates of former Dai-ichi Life were held by Dai-ichi Life Holdings. Figures for Dec-16 show the asset allocation of current Dai-ichi Life.

(2) Carrying amount - basis

(3) Book value of domestic stocks with fair value (excluding stocks of subsidiaries / affiliated companies and unlisted companies)

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

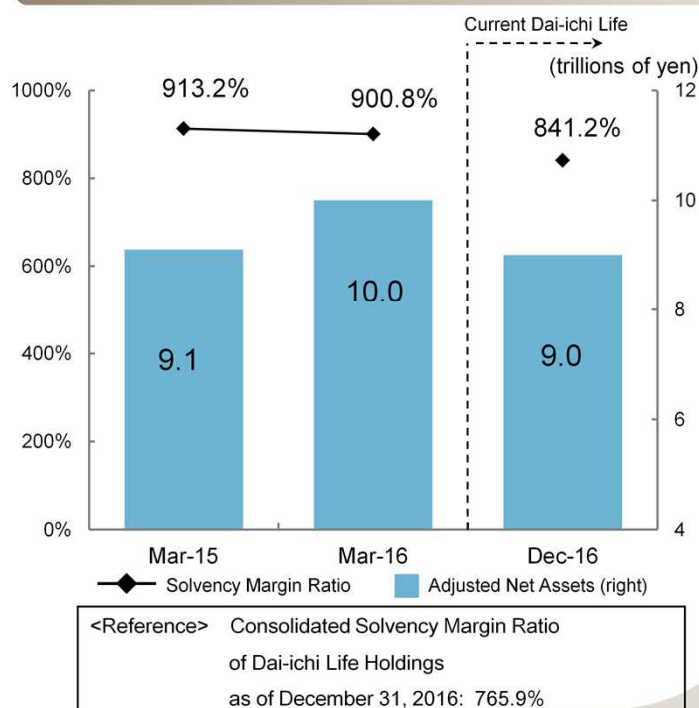
- I will explain our investment portfolio.
- The graph on the left shows the breakdown of Dai-ichi Life's general account portfolio. On October 1, 2016, former Dai-ichi Life shifted to a holding company structure by means of corporate split. Please note that after the corporate split, foreign and domestic stocks of subsidiaries etc. held by former Dai-ichi Life were then held by Dai-ichi Life Holdings. The changes in asset allocation between "Mar-16" and "Dec-16" are based on discontinuous figures.
- During the nine months ended December 31, 2016, in light of persistent low interest rates in Japan, we increased the allocation to foreign currency-denominated bonds with currency hedges.
- The percentage of domestic stocks increased mainly because of market value fluctuations. On the right-hand side, the book value of domestic listed stocks are presented in two categories: equity holdings for specified purpose and equity holdings for the purpose of investment. The book value of domestic stocks compared to the previous fiscal year-end increased mainly because we invested in growth companies during the first half of FY2016.
- Please turn to page 12.



## Unrealized Gains/Losses (General Account)

	As of Mar-16	As of Dec-16	Change
Securities	6,212.0	5,740.3	(471.6)
Domestic bonds	4,022.9	3,502.9	(520.0)
Domestic stocks	1,312.8	1,610.6	+297.8
Foreign bonds	678.7	475.0	(203.6)
Foreign stocks	172.0	111.5	(60.5)
Real estate	130.3	161.5	+31.2
General Account total	6,334.6	5,874.1	(460.4)

## Solvency Margin Ratio & Adjusted Net Assets



12

- I will explain the financial soundness of Dai-ichi Life.
- The chart on the left shows the change in unrealized gains in our general account assets. Since stocks of subsidiaries etc. that are held by Dai-ichi Life Holdings are not accounted for, the figures between “Mar-16” and “Dec-16” are discontinuous.
- Based on this, unrealized gains in our general account assets decreased by approximately 460 billion yen compared to the previous fiscal year end. Although partially offset by an increase in unrealized gains on domestic stocks, the decrease was due mainly to declines in unrealized gains on bonds due to the rise in interest rates.
- The solvency margin ratio of current Dai-ichi Life shown on the graph on the right was at a high level of 841.2% at the end of December 2016. It decreased compared to the previous fiscal year end because shareholders' equity was held by Dai-ichi Life Holdings following the shift to a holding company structure. The figures between “Mar-16” and “Dec-16” are discontinuous.
- Please turn to page 13.





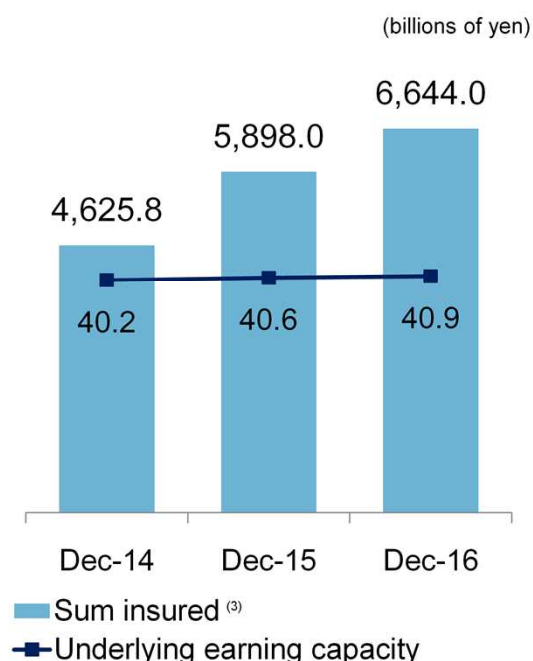
## Earnings

	(billions of yen)	
	9 months ended Dec-15	9 months ended Dec-16
Ordinary revenues	1,520.3	866.9
Premium and other income <sup>(1)</sup>	1,451.7	723.8
Variable products	127.8	38.7
Fixed products (yen-denominated)	255.0	20.7
Fixed products (foreign currency-denominated)	915.3	570.4
Investment income	68.5	143.0
Hedge gains related to GMMB risk (A)	-	-
Ordinary expenses	1,470.4	826.5
Provision for policy reserves and other (negative indicates a reversal)	850.5	306.0
Related to GMMB risk (B)	16.7	(0.5)
Contingency reserve (C)	(5.3)	(0.8)
Investment expenses	142.7	54.1
Hedge losses related to GMMB risk (D)	5.7	27.5
Related to market value adjustment (E) <sup>(2)</sup>	(19.8)	(18.9)
Ordinary profit (loss)	49.8	40.3
Net income (loss)	43.4	33.7
Net income - (A) + (B) + (C) + (D) + (E)	40.6	40.9

(1) Hybrid products combining fixed and variable portions are categorized in fixed products.

(2) Excludes those parts that have no impact on the ordinary profit

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



(3) Sum insured at the end of each period

- I will explain the results of Dai-ichi Frontier Life (DFL).
- During the nine months ended December 31, 2016, premium and other income declined significantly year-on-year because sales of insurance products slowed down in light of drastic changes in the financial environment.
- DFL reversed its provision for policy reserves related to GMMB risk due to improvements in investment income resulting from high stock prices and the weaker yen. However, cost related to hedging increased due to high volatility in the market compared to the previous period and profitability, after reflecting hedge losses, deteriorated.
- Under such circumstances, Ordinary profit and Net income decreased year-on-year. However, there was a significant improvement compared to the first half of the period. This was due mainly to a reversal of provision for policy reserves related to market value adjustment due to the rise in interest rates.
- For reference, the graph on the right illustrates DFL's underlying earnings capacity excluding market-related factors. It has been improving in accordance with the growth of policies in force.
- Please turn to page 14.



## Earnings <sup>(1)(2)</sup>

(millions of USD)

	8 months ended Sep-15	9 months ended Sep-16	
	Actual	Plan	Actual
Life Marketing	29.6	58.3	36.9
Acquisitions	132.9	172.6	184.0
Annuities	133.3	166.5	164.1
Stable Value	28.2	21.5	44.3
Asset Protection	15.2	18.7	16.2
Corporate & other	(16.8)	(49.6)	(60.2)
Pre-tax Operating Earnings	322.6	388.0	385.5
Realized Gain (Loss) on investments	(150.0)	n.a.	183.3
Realized Gain (Loss) on derivatives	104.3	n.a.	(95.3)
Tax	(89.8)	(132.0)	(152.8)
Net Income	187.1	224.6	320.7

<Reference>

	Sep-15		Sep-16
JPY / USD exchange rate	119.96	n.a.	101.12

### [Life Marketing]

- Unfavorable unlocking and mortality against plan.

### [Acquisitions]

- Favorable spreads and expenses offset by unfavorable mortality against plan.

### [Annuities]

- Unfavorable variable annuity fees offset by favorable mortality against plan.

### [Stable Value]

- Participating income, favorable spread, and higher average account balance against plan.

### [Asset Protection]

- Net unfavorable claims experience against plan.

(1) Protective's fiscal year ends on December 31 and there is a three-month lag when consolidating the company's results. Sep-15 results are for the eight-month period following the acquisition on February 1, 2015.

(2) Pre-tax Operating Earnings are income before income tax, excluding realized gains and losses on investments and derivatives etc.

- I will explain the results of Protective Life.
- While the Life Marketing business underperformed, Protective's Acquisitions business and Stable Value business were both consistent with the annual plan. Pre-tax operating earnings of the entire business are on track with the annual plan.
- Protective also recognized favorable realized gain on investments net of derivatives, however, the variance was due mainly to capital gains attributable to Protective's re-insurers.
- Based on the above, net income for the nine months ended September 30, 2016 performed favorably compared to the annual plan and showed a significant increase from the previous comparable period which only covered eight months and is therefore not directly comparable.
- Please turn to page 15.



## Business Results of TAL <sup>(1)</sup>



Dai-ichi Life  
Holdings

### Earnings

(millions of AUD)

	9 months ended Dec-15	9 months ended Dec-16	% Change
Ordinary revenues <sup>(2)</sup>	2,378	2,718	+ 14%
Premium and other income <sup>(2)</sup>	2,229	2,473	+ 11%
Ordinary profit <sup>(2)</sup>	128	159	+ 24%
Net income (A) <sup>(2)</sup>	99	113	+ 13%

Adjustments after tax (B)	40	20
Discount rate changes	2	1
Amortization charges	15	15
Others	23	4

Underlying profit (A + B)	140	133	(5%)
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#### <Reference>

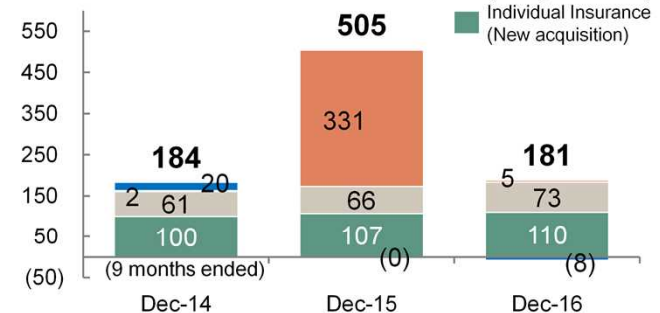
	As of Dec-15	As of Dec-16
JPY/AUD exchange rate	87.92	84.36

(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 Holding's disclosure standards (excluding adjustments after tax and underlying profit).

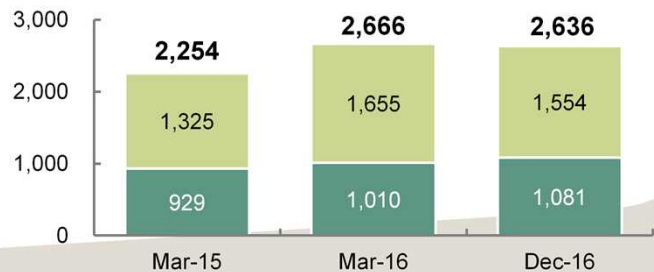
### New Business ANP

(millions of AUD)



### ANP from Policies in-Force

(millions of AUD)



15

- I will now discuss the results of TAL.
- TAL increased new business ANP in individual insurance by 6% year-on-year in AUD terms. On the other hand, new business ANP in group insurance significantly decreased because, during the previous fiscal year, TAL became the insurance provider to one of the biggest superannuation funds in Australia boosting new business ANP in group insurance for the previous period. In-force ANP was almost flat year-to-date, with a 1% decrease.
- Premium and other income increased by 11% year-on-year because of contribution from the new business in group insurance acquired during the previous fiscal year. However, claims experience in the individual business was unfavorable, resulting in a decrease in underlying profit by 5% year-on-year.
- Net income increased by 13% year-on-year due to favorable investment gains.
- Please turn to page 16.



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

- Made good progress towards achieving our annual forecast. We maintain our annual forecast considering the financial environment may become increasingly uncertain.

	(billions of yen unless otherwise noted)			(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
<b>Ordinary revenues</b>	<b>7,333.9</b>	<b>6,277.0</b>	<b>(1,056.9)</b>	<b>6,460.0</b>
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
<b>Ordinary profit</b>	<b>418.1</b>	<b>406.0</b>	<b>(12.1)</b>	<b>406.0</b>
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
<b>Net income<sup>(2)</sup></b>	<b>178.5</b>	<b>197.0</b>	<b>+18.4</b>	<b>197.0</b>
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
<b>Dividends per share (yen)</b>	<b>35</b>	<b>40</b>	<b>+5</b>	<b>40</b>
(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

(1) Regarding Dai-ichi Life's transition to a holding company structure, please refer to page 28.  
 (2) Represents net income attributable to shareholders of parent company.

- I will explain our earnings guidance for the year ending March 31, 2017.
- As explained at the beginning of the presentation, business results for the nine months ended December 31, 2016 made steady progress towards achieving our forecast for the fiscal year and included one-off factors that drove profit upward. However, there are uncertainties relating to the policies of the new U.S. administration and the global financial environment could significantly change moving forward. We maintain our forecast because we believe that it is necessary to continue to closely observe how changes in the financial environment will impact the group's profitability.
- Please turn to page 17.



■ Preliminary calculation of our European Embedded Value (EEV) at the end of December 2016 increased from the end of September mainly due to high stock prices and rise in interest rates

EEV of the Group

(preliminary calculation, billions of yen)

	Sep-16	Dec-16	Change
EEV of the Group	4,423.1	ca. 5,110	ca. +690
EEV for Covered Businesses <sup>(1)</sup>	4,423.1	ca. 5,310	ca. +890
Adjusted net worth	6,228.3	ca. 6,190	ca. (40)
Value of in-force business	(1,805.2)	ca. (880)	ca. +930
Adjustments to net worth etc. of non-covered businesses <sup>(2)</sup>	–	ca. (200)	ca. (200)

Following the shift to a holding company structure on October 1, 2016, Group EEV is indicated differently from the past (this change does not effect the actual amount of group EEV)

- (1) "Covered businesses" are the business areas that are to be covered by the EEV methodology set forth by the EEV principle. The EEV principle requires covered businesses to be disclosed. In the past, Dai-ichi Group categorized all of its businesses as covered businesses. However, following the shift to a holding company structure on October 1, 2016, subsidiaries engaged in the life insurance business (Dai-ichi Life, Dai-ichi Frontier Life, Neo First Life, Protective, TAL, Dai-ichi Vietnam and its subsidiaries) are categorized as covered businesses.
- (2) "Adjustments relating to net worth of non-covered businesses" include net worth (1,208.7 billion yen) of non-consolidated Dai-ichi Life Holdings as of December 31, 2016, adjustments related to interest (minus 1,457.7 billion yen) in six subsidiaries of Dai-ichi Life Holdings that are engaged in the insurance business, and fair value adjustments to assets and liabilities of Dai-ichi Life Holdings

- This slide shows a preliminary calculation of our European Embedded Value (EEV) at the end of December 2016. The EEV calculation is based on policies in force at the end of December 2016 and the economic assumptions reflect the economic environment at the end of December 2016.
- Regarding the EEV of the group, following the shift to a holding company structure, domestic and overseas subsidiaries engaged in the life insurance business are subject to EEV calculation and shown as EEV for covered businesses. Adjustments to net worth are applied to group companies engaged in non-covered businesses. However, this change does not effect the actual amount of group EEV.
- Group EEV as of December 31, 2016 was approximately 5.1 trillion yen, an increase of approximately 690 billion yen from September 30, 2016, due to higher stock prices, rise in super long-term interest rates in Japan, and the weaker yen.
- Please turn to page 18.





**Dai-ichi Life** (Current Dai-ichi Life preliminary calculation, billions of yen)

	Sep-16	Dec-16	Change
EEV	4,258.8	ca. 4,190	ca. (70)
Adjusted net worth	6,462.0	ca. 5,560	ca. (910)
Value of in-force business	(2,203.2)	ca. (1,370)	ca. +840

**Dai-ichi Frontier Life** (preliminary calculation, billions of yen)

	Sep-16	Dec-16	Change
EEV	308.5	ca. 320	ca. +10
Adjusted net worth	225.8	ca. 120	ca. (100)
Value of in-force business	82.7	ca. 200	ca. +110

Decreased because shareholders' equity was held by Dai-ichi Life Holdings following the shift to a holding company structure. Virtually, Dai-ichi Life's EEV increased.

**Protective** (preliminary calculation, billions of yen)

	Jun-16	Sep-16	Change
EEV	522.0	ca. 510	ca. (10)
Adjusted net worth	346.3	ca. 370	ca. +20
Value of in-force business	175.6	ca. 140	ca. (40)

Exchange rate for EEV as of Jun-16: JPY 102.91 to USD 1.00

Exchange rate for EEV as of Sep-16: JPY 101.12 to USD 1.00

**Protective (in USD)** (preliminary calculation, millions of USD)

	Jun-16	Sep-16	Change
EEV	5,072	ca. 5,000	ca. (100)
Adjusted net worth	3,365	ca. 3,600	ca. +300
Value of in-force business	1,707	ca. 1,400	ca. (300)

**TAL** (preliminary calculation, billions of yen)

	Sep-16	Dec-16	Change
EEV	251.5	ca. 270	ca. +20
Adjusted net worth	127.6	ca. 140	ca. +20
Value of in-force business	123.8	ca. 120	ca. +0

Exchange rate for EEV as of Sep-16: JPY 77.04 to AUD 1.00

Exchange rate for EEV as of Dec-16: JPY 84.36 to AUD 1.00

**TAL (in AUD)** (preliminary calculation, millions of AUD)

	Sep-16	Dec-16	Change
EEV	3,265	ca. 3,200	ca. (100)
Adjusted net worth	1,657	ca. 1,700	ca. +0
Value of in-force business	1,608	ca. 1,500	ca. (100)

Note 1: EEV was not re-measured for Neo First Life. EEV as of the end of September is applied.

Note 2: EEV was not re-measured for Dai-ichi Life Vietnam. Local currency based EEV as of the end of June is applied.

- This is the EEV of each company.
- Dai-ichi Life's EEV decrease was because shareholders' equity was held by Dai-ichi Life Holdings following the shift to a holding company structure. Without considering this factor, Dai-ichi Life's EEV increased.
- This concludes my presentation.



## Appendix – EEV of Dai-ichi Life Group after reclassification



Dai-ichi Life  
Holdings

### Reclassification of EEV from ALM point of view

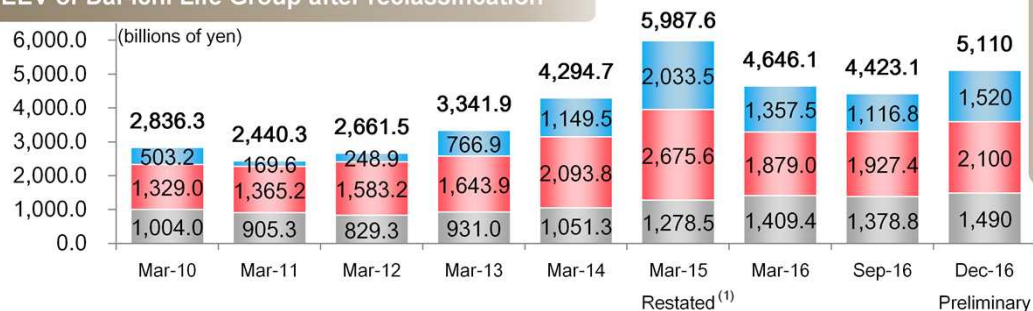
#### EEV of the Group

(preliminary calculation, billions of yen)

	Sep-16	Dec-16	Change
Group EEV	4,423.1	ca. 5,110	ca. +690
Covered Businesses	4,423.1	ca. 5,310	ca. +890
Adjusted net worth	6,228.3	ca. 6,190	ca. (40)
Value of in-force business	(1,805.2)	ca. (880)	ca. +930
Adjustment for non-covered businesses	-	ca. (200)	ca. (200)

	Sep-16	Dec-16
EEV	4,423.1	ca. 5,110
Unrealized gains on other assets <sup>(2)</sup>	1,116.8	ca. 1,520
VIF plus unrealized gains on Yen-denominated fixed income assets <sup>(3)</sup>	1,927.4	ca. 2,100
Net worth, etc. plus retained earnings in liabilities <sup>(4)</sup>	1,378.8	ca. 1,490

#### EEV of Dai-ichi Life Group after reclassification



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>

Net worth, etc. plus retained earnings in liabilities<sup>(4)</sup>

**Accumulated realized gain**

- (1) EEV of Dai-ichi Life Group as of Mar-15 is 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.
- (3) 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.
- (4) The sum of adjusted net worth of EEV for covered businesses excluding unrealized gains and adjustments relating to net worth of non-covered businesses.



## Appendix



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



Dai-ichi Life  
Holdings

### Statement of Earnings <sup>(1) (2)</sup>

	Current Dai-ichi Life (billions of yen)		
	9 months ended Dec-15	9 months ended Dec-16	Change
Ordinary revenues	3,103.8	2,959.1	(144.6)
Premium and other income	2,100.9	1,893.7	(207.2)
Investment income	778.6	801.1	+22.4
Interest and dividends	589.1	564.4	(24.7)
Gains on sale of securities	151.7	155.3	+3.5
Gains on investments in separate accounts	5.4	50.8	+45.3
Other ordinary revenues	224.2	264.2	+40.0
Ordinary expenses	2,867.1	2,726.8	(140.2)
Benefits and claims	2,006.0	1,718.0	(288.0)
Provision for policy reserves and others	131.8	245.1	+113.2
Investment expenses	179.6	176.2	(3.4)
Losses on sale of securities	43.2	66.6	+23.3
Losses on valuation of securities	1.3	10.7	+9.4
Derivative transaction losses	44.5	0.4	(44.1)
Foreign exchange losses	39.2	45.2	+6.0
Operating expenses	295.9	308.7	+12.8
Ordinary profit	236.7	232.2	(4.4)
Extraordinary gains	0.2	4.6	+4.4
Extraordinary losses	15.4	28.7	+13.2
Provision for reserve for policyholder dividends	72.2	66.0	(6.1)
Income before income taxes	149.2	142.1	(7.0)
Total of corporate income taxes	43.6	40.3	(3.3)
Net income	105.5	101.7	(3.7)

### Balance Sheet <sup>(2)</sup>

	Current Dai-ichi Life (billions of yen)		
	As of Mar-16	As of Dec-16	Change
Total assets	35,894.9	36,137.1	+242.1
Cash, deposits and call loans	645.2	696.4	+51.2
Monetary claims bought	233.2	208.7	(24.4)
Securities	30,250.1	30,716.2	+466.0
Loans	2,826.0	2,745.6	(80.4)
Tangible fixed assets	1,164.1	1,150.8	(13.2)
Total liabilities	32,791.7	33,661.0	+869.2
Policy reserves and others	30,635.2	30,818.6	+183.4
Policy reserves	29,984.2	30,223.0	+238.8
Contingency reserve	576.0	589.5	+13.5
Bonds payable	215.7	476.2	+260.5
Other liabilities	1,095.0	1,492.5	+397.4
Reserve for employees' retirement benefits	377.9	386.0	+8.0
Reserve for price fluctuations	148.4	159.9	+11.5
Deferred tax liabilities	138.6	142.0	+3.3
Total net assets	3,103.1	2,476.1	(627.0)
Total shareholders' equity	1,175.5	547.3	(628.2)
Total of valuation and translation adjustments	1,926.6	1,928.7	+2.0
Net unrealized gains (losses) on securities, net of tax	1,946.9	1,978.5	+31.6
Reserve for land revaluation	(16.4)	(19.0)	(2.6)

- (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.  
 (2) Regarding Dai-ichi Life's transition to a holding company structure, please refer to page 28.



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



Dai-ichi Life  
Holdings

### Statement of Earnings

(billions of yen)

	9 months ended Dec-15	9 months ended Dec-16	Change
Ordinary revenues	1,520.3	866.9	(653.4)
Premium and other income	1,451.7	723.8	(727.9)
Investment income	68.5	143.0	+74.4
Ordinary expenses	1,470.4	826.5	(643.9)
Benefits and claims	394.2	421.5	+27.2
Provision for policy reserves and others	850.5	306.0	(544.5)
Investment expenses	142.7	54.1	(88.6)
Foreign exchange losses	72.7	13.5	(59.2)
Operating expenses	74.3	40.4	(33.8)
Ordinary profit	49.8	40.3	(9.4)
Extraordinary gains (losses)	(2.0)	(2.4)	(0.3)
Income before income taxes	47.7	37.8	(9.8)
Total of corporate income taxes	4.3	4.1	(0.2)
Net income	43.4	33.7	(9.6)

### Balance Sheet

(billions of yen)

	As of Mar-16	As of Dec-16	Change
Total assets	6,132.2	6,554.0	+421.7
Cash and deposits	118.4	115.6	(2.7)
Securities	5,836.5	6,064.1	+227.6
Total liabilities	6,046.3	6,464.9	+418.6
Policy reserves and others	5,948.1	6,254.1	+306.0
Policy reserves	5,941.1	6,246.8	+305.6
Contingency reserve	114.6	113.8	(0.8)
Total net assets	85.9	89.1	+3.1
Total shareholders' equity	42.7	76.5	+33.7
Capital stock	117.5	117.5	-
Capital surplus	67.5	67.5	-
Retained earnings	(142.2)	(108.4)	+33.7



## Appendix – Summary Financial Statements (Protective Life)



Dai-ichi Life  
Holdings

### Statement of Earnings <sup>(1)(2)</sup>

(millions of USD)

	8 months ended Sep-15	9 months ended Sep-16
Ordinary revenues	4,910	6,723
Premium and other income	3,373	3,973
Investment income	1,247	2,400
Other ordinary revenues	289	349
Ordinary expenses	4,633	6,249
Benefits and claims	2,910	3,540
Provision for policy reserves and others	464	1,609
Investment expenses	605	348
Operating expenses	498	581
Other ordinary expenses	155	168
Ordinary profit	276	474
Total of corporate income taxes	89	152
Net income	187	320

### Balance Sheet <sup>(1)(2)</sup>

(millions of USD)

	As of Dec-15	As of Sep-16	Change
Total assets	68,493	76,154	+7,660
Cash and deposits	397	623	+225
Securities	50,843	57,406	+6,562
Loans	7,360	7,571	+211
Tangible fixed assets	113	112	(1)
Intangible fixed assets	2,663	2,790	+127
Goodwill	732	732	-
Other intangible fixed assets	1,915	2,041	+125
Reinsurance receivable	165	221	+55
Total liabilities	63,912	70,134	+6,221
Policy reserves and others	57,893	60,870	+2,976
Reinsurance payables	244	242	(1)
Bonds payable	2,238	4,244	+2,006
Other liabilities	2,409	2,810	+401
Total net assets	4,581	6,020	+1,439
Total shareholders' equity	5,822	6,053	+231
Total accumulated other comprehensive income	(1,241)	(33)	+1,207

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

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



## Appendix – Summary Financial Statements (TAL)



Dai-ichi Life  
Holdings

### Statement of Earnings <sup>(1)(2)</sup>

(millions of AUD)

	9 months ended Dec-15	9 months ended Dec-16	Change
Ordinary revenues	2,378	2,718	+340
Premium and other income	2,229	2,473	+244
Investment income	21	183	+161
Other ordinary revenues	127	61	(65)
Ordinary expenses	2,249	2,559	+310
Benefits and claims	1,440	1,690	+250
Provision for policy reserves and others	220	246	+26
Investment expenses	47	32	(15)
Operating expenses	459	504	+44
Other ordinary expenses	81	85	+4
Ordinary profit	128	159	+30
Total of corporate income taxes	29	46	+17
Net income	99	113	+13
Underlying profit	140	133	(6)

### Balance Sheet <sup>(1)(2)</sup>

(millions of AUD)

	As of Mar-16	As of Dec-16	Change
Total assets	7,043	7,247	+203
Cash and deposits	1,358	1,430	+72
Securities	2,859	2,892	+33
Tangible fixed assets	0	0	(0)
Intangible fixed assets	1,207	1,185	(21)
Goodwill	786	786	-
Other intangible fixed assets	420	399	(21)
Reinsurance receivable	148	197	+49
Other assets	1,470	1,540	+70
Total liabilities	4,890	4,991	+100
Policy reserves and others	3,491	3,623	+132
Reinsurance payables	332	308	(23)
Other liabilities	978	970	(7)
Deferred tax liabilities	89	88	(0)
Total net assets	2,152	2,255	+103
Total shareholders' equity	2,152	2,255	+103
Capital stock	1,630	1,630	-
Retained earnings	522	625	+103

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

(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 Holding's disclosure standards.

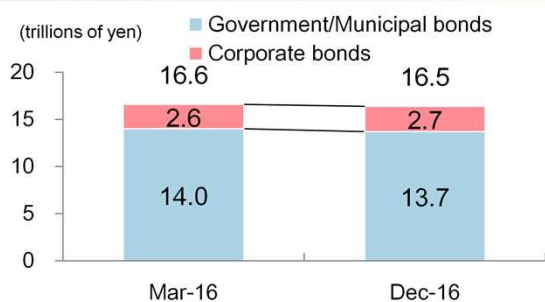


## Appendix – Profile of Bonds (Dai-ichi Life)

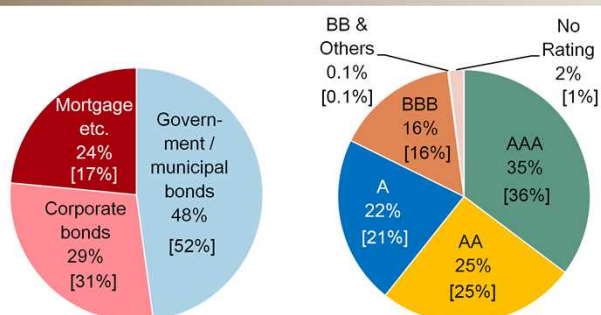


Dai-ichi Life  
Holdings

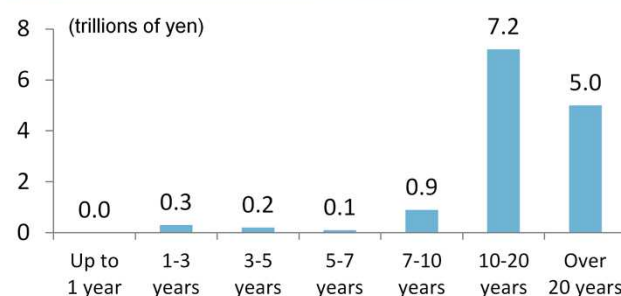
### Yen-denominated Bonds <sup>(1)</sup>



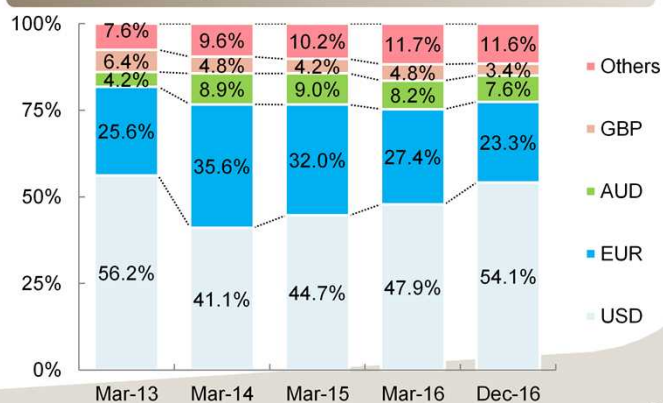
### Foreign Currency Bond Portfolio <sup>(2)(3)(4)</sup> (Dec-16)



### Domestic Government Bonds <sup>(2)</sup> by Maturity (Dec-16)



### Foreign Currency Bonds by Currency <sup>(2)</sup>



- (1) Book value - basis  
 (2) Carrying amount - basis  
 (3) Rating breakdown based on ratings from S&P & Moody's, excluding mortgage etc.  
 (4) Figures in [] are as of March 31, 2016.



## Dai-ichi Life: Sensitivities to Financial Markets

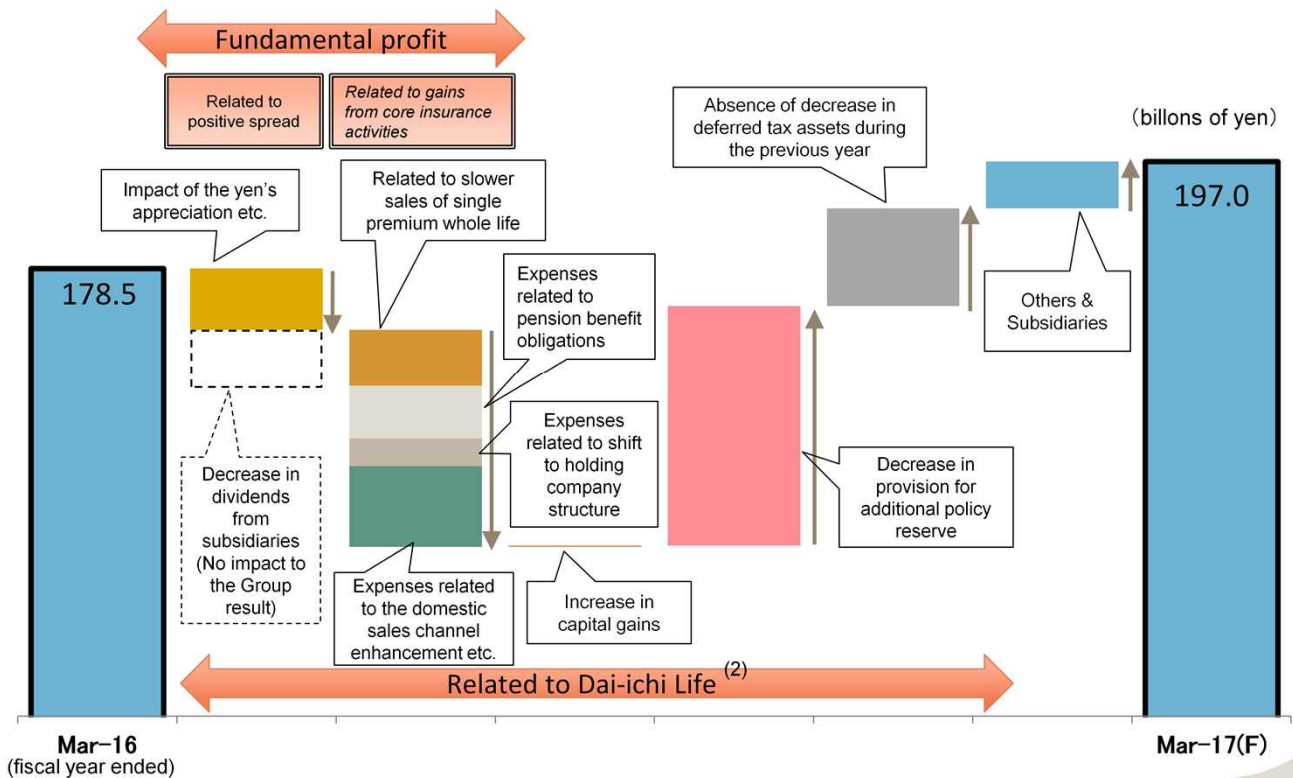
	Sensitivities <sup>(1)</sup>	Breakeven Points <sup>(2)</sup>
Domestic stocks	<p>Nikkei 225 1,000 yen change:</p> <p>December 2016: ±170 billion yen (March 2016: ±170 billion yen)</p>	<p>Nikkei 225</p> <p>December 2016: 9,600 yen (March 2016: 9,400 yen)</p>
Domestic bonds	<p>10-year JGB Yield 10bp change:</p> <p>December 2016: ±270 billion yen * (March 2016: ±290 billion yen)</p> <p>* Available-for-sale securities: December 2016: ±30 billion yen (March 2016: ±40 billion yen)</p>	<p>10-year JGB Yield</p> <p>December 2016: 1.3% * (March 2016: 1.3%)</p> <p>* Available-for-sale securities: December 2016: 1.4% (March 2016: 1.4%)</p>
Foreign securities	<p>JPY / USD 1 yen change:</p> <p>December 2016: ±19 billion yen (March 2016: ±29 billion yen)</p>	<p>JPY / USD</p> <p>December 2016: \$1 = 105 yen (March 2016: 103 yen)</p>

(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 currency 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 <sup>(1)</sup>**



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

(2) Regarding Dai-ichi Life's transition to a holding company structure, please refer to page 28.

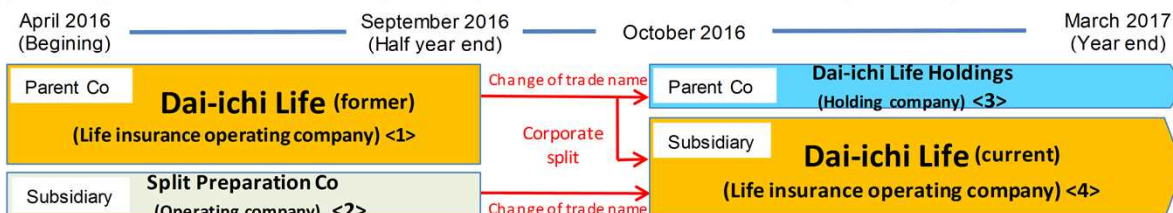


## [Reproduced] Disclosure of Dai-ichi Life's Results Relating to the Transition to a Holding Company Structure



Dai-ichi Life  
Holdings

- In this presentation the guidance for Dai-ichi Life as a life insurance operating company for the year ending March 31, 2017 is 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> is marginal to the consolidated results.
- Former 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 held shares in some of the subsidiaries and affiliates and thus recognized dividends from them. On the other hand, current Dai-ichi Life, as a life insurance operating company, will receive less dividends and interest. But there is no impact on a consolidated basis.
- Dai-ichi Life Holdings recognizes dividend income from its subsidiaries and affiliates, management fees, and incurs 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 29 for guidance on the listed holding company on a non-consolidated basis for the year ending March 31, 2017.

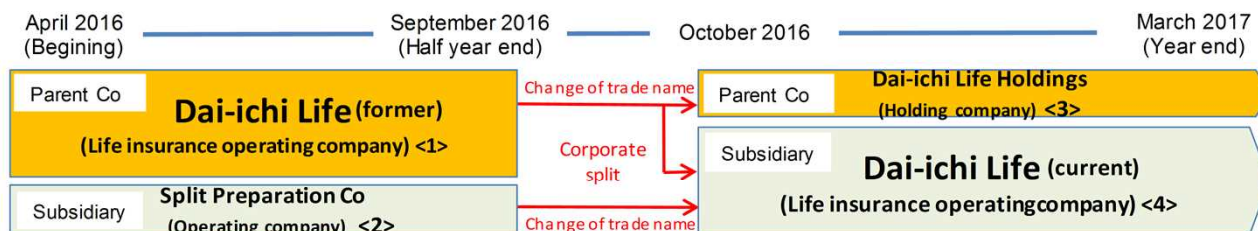


(billions of yen)			(billions of yen)		(billions of yen)		(billions of yen)
Dai-ichi Life's forecast for the year ending March 31, 2017			Dai-ichi Life (former) <1> From April 1, 2016 to September 30, 2016			Dai-ichi Life (current) <4> From October 1, 2016 to March 31, 2017	
Ordinary revenues	3,796	=	1,929	+	1,867	Dai-ichi Life Holdings <3> From October 1, 2016 to March 31, 2017	
Ordinary profit	324		166		157		
Net income	133		68		65		



## [Reproduced] Guidance for the 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>.



(billions of yen)		(billions of yen)		(billions of yen)	
Non-consolidated Listed Entity for the year ending March 31, 2017		Dai-ichi Life (former) <1> From April 1, 2016 to September 30, 2016		Dai-ichi Life Holdings <3> From October 1, 2016 to March 31, 2017	
Ordinary revenues	1,947	1,929		18	
Ordinary profit	179	166		12	
Net income	81	68		12	



## Investor Contact

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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.