

**(Unofficial Translation)**  
**FY2017-1Q Financial Results Conference Call for Institutional Investors and Analysts**  
**Q&A Summary**

Date: August 9, 2017 18:00 - 18:45  
Respondent: Toshiaki Sumino, Executive Officer, Chief of Corporate Planning Unit  
Dai-ichi Life Holdings, Inc. (the “Company”)

**< Dai-ichi Life Insurance Company, Limited’s Results >**

**Q1: You explained that gains on distribution from mutual funds were included in income from interest and dividends. Could you provide the actual amount and how that compared to the previous first quarter?**

A1: Income from interest and dividends of capital nature was no more than 30.0 billion yen, which was an increase of around 12.0 billion yen compared to the previous first quarter.

**Q2: Dai-ichi Life’s third sector new business on an annualized net premium basis was 1.5 times higher compared to the previous quarter. What was the split between products for individuals and products for corporate customers? Did sales results increase without taking into consideration sales of products for corporate customers?**

A2: A product with enhanced nursing protection coverage for business owners accounted for about one fourth of total third sector new business on an annualized net premium basis. The product was launched last September and it contributed to the increase of third sector new business. In addition, the Company adjusted the compensation level of the sales representatives which led to the growth in sales of flagship products for individuals that also contributed to the performance of third sector new business.

**Q3: On page 12 of the presentation material, you describe the decrease in gains from core insurance activities were due to an increase in expenses related to strategic investments in the domestic sales channel. Do you see any favorable outcome so far from such investments?**

A3: The graph in the section “Number of Sales Reps and Productivity” on page 13 represents the outcome of strategic investments so far. Although sales of policies per representative declined as the company controlled sales of savings-type products, because we enhanced the training system for sales representatives, we are seeing improvements in the value of gross sales revenues of new policies which reflects productivity from a profitability perspective.

**<Dai-ichi Frontier Life's Results >**

**Q4: Ordinary revenues are favorable to your initial annual plan but is there any possibility that you may revise your annual guidance? Also, if possible, could you provide monthly figures for the first quarter?**

A4: While ordinary revenues are indeed exceeding our initial plan, we believe it is not to the extent that we should revise our annual guidance. The products we modified in April are well received and we have an impression that the situation is improving by the month. As for foreign-currency denominated products, we need to carefully observe whether we can maintain current sales trends as our peers have entered the market with competing products.

**Q5: What is the reason behind the decrease in operating expenses?**

A5: We revised the commission structure to sales agents from the latter half of last year. For most sales agents, instead of an upfront one-time payment at the beginning of the fiscal year, we now make payments in installments and this led to the decrease in operating expenses.

**< Overseas Business Overall >**

**Q6: You mentioned that overseas business overall performed better than expected. Could you elaborate on the situation by each region?**

A6: Our main overseas subsidiaries, Protective and TAL, are doing better than our initial assumption. Profitability of Dai-ichi Vietnam is facing a tough situation due to the effect of low local interest rates but the impact on consolidated profit is limited.

**< Protective Life's Results >**

**Q7: On page 23 of the presentation material, you describe that there was unfavorable mortality impact in the Acquisitions business. Is this a trend that will continue moving forward or was it a one-time?**

A7: Unfavorable mortality in Protective's Acquisitions business should not be considered as a continuing trend. We believe that it is within the expected range and a fluctuation that can occur from time to time.

< TAL's Results >

**Q8: You explained that TAL signed with a number of new partners in Group business during the first quarter. Could you elaborate on the background of these deals? Also, is this a one-time impact or should we expect new deals to continue to increase moving forward?**

A8: We made deals with three mid-size entities. Agreements were concluded during the previous fiscal year and obligations started this fiscal year as new business. As for the future, there are a couple of candidates that we would like to do business with and our intention is to further expand new partners to maintain the position as the market leader in the Australian group insurance market.

< Group Results >

**Q9: What was the level of Group Adjusted Profit for the first quarter? Also, how will the tax applied for the share exchange gain on the Janus and Henderson merger be treated for adjusted profit?**

A9: Group Adjusted Profit for the first quarter was about 47.0 billion yen. Share exchange gain is a non-cash item and is accounted for in adjusted profit. Tax, if any, involves payment of cash and is not applicable as an adjustment item.

< Earnings Guidance >

**Q10: During your explanation of your earnings guidance, you touched on the share exchange gain related to the Janus Henderson merger. On an annual basis, will this gain be offset by loss on sale of real estate or impairment loss? Also, when do you expect the tax treatment for the share exchange gain related to the Janus Henderson merger to be determined?**

A10: We accounted for the share exchange gain related to the Janus Henderson merger in our earnings guidance to a certain extent. There is a possibility that gains or losses relating to the valuation of real estate may be recorded for this fiscal year but they are based on economic rationality and not related to the share exchange gain. As for the direction or timing of the tax treatment for the share exchange gain, it is currently under verification and I will refrain from making comments at this time.

**< Revision of the Standard Life Table >**

**Q11: Coinciding with the revision to the standard life table, I assume that you will be reviewing your pricing structure by the next fiscal year. What is your current position?**

A11: As our product strategy is fundamental to our business strategy, I cannot comment on our position at this point in time. However, I can mention that Dai-ichi Frontier Life will not be affected by the revision of the standard life table. On the other hand, Dai-ichi Life and Neo First Life will need to implement certain measures. Particularly, since Dai-ichi Life's line-up consists of a variety of products, we will implement a strategic approach.

**< European Embedded Value >**

**Q12: Could you provide an estimate for value of new business for the first quarter?**

A12: Because we only made simplified calculations, I will hold back from commenting in detail but value of new business is growing at a pace similar to the latter half of the previous fiscal year.

**Q13: You mentioned above (A12) that value of new business is growing at a pace similar to the latter half of the previous fiscal year. Could you confirm that my understanding is correct that the decline in sales for Dai-ichi Life since April was offset by revised assumed rates of return and the favorable sales of third sector products?**

A13: Your understanding is correct.

**Q14: Considering EEV for the first quarter was up and looking at current interest rates, would it be fair to say that economic solvency ratio as of June 30, 2017 did not deteriorate compared to the end of March, 2017?**

A14: We do not disclose economic solvency ratio as of June 30, 2017. However, compared to 151% as of the end of March, 2017, we estimate that it is gradually improving.

Note: We made partial additions and alterations in preparing the above summary for clarity.

**【Disclaimer】**

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

Statements contained herein that relate to the future operating performance of the Company are forward-looking statements. Forward-looking statements may include – but are not limited to – words such as “believe,” “anticipate,” “plan,” “strategy,” “expect,” “forecast,” “predict,” “possibility” and similar words that describe future operating activities, business performance, events or conditions. Forward-looking statements are based on judgments made by the Company’s management based on information that is currently available to it and are subject to significant assumptions. As such, these forward-looking statements are subject to various risks and uncertainties and actual business results may vary substantially from the forecasts expressed or implied in forward-looking statements. Consequently, you are cautioned not to place undue reliance on forward-looking statements. The Company disclaims any obligation to revise forward-looking statements in light of new information, future events or other findings.