

# Presentation of Financial Results for the Year Ended March 31, 2019

May 15, 2019

Dai-ichi Life Holdings, Inc.



Dai-ichi Life  
Holdings

- I am Taisuke Nishimura, Chief of Corporate Planning Unit, Dai-ichi Life Holdings, Inc.
- Thank you for joining our conference call to discuss the Dai-ichi Life Group's financial results for the fiscal year ended March 2019.
- I will go over the presentation material, followed by a question and answer session.
- Please turn to page 1.

## 1. <New Business> Domestic Life up 31.1% YoY

- **Multi-brand, multi-channel strategy** among our three domestic life companies drove sales. Together, new business annualized net premiums increased by 31.1%.
- With the contribution of **Dementia insurance launched in late December, three domestic life companies' value of new business has recorded positive growth.**

## 2. <Consolidated Results>

### Net income exceeded annual forecast, dividends increased to 58 yen

- Dai-ichi Life reported better than expected fundamental profit, enabling the Group to report better than expected **Group adjusted profit of 236.3 billion yen, or 103% comparing to prior year.**
- We increased the proposed dividend per share to **58 yen, an increase of 8 yen YoY,** and share repurchase 28 yen billion of outstanding shares, maintaining **total payout ratio of 40%.**

## 3. <Guidance> Maintain profit growth, and the Group forecast dividend expected to increase by 4 yen to 62 yen

- For FY2019 the Group's forecast adjusted profit is expected to be about **240.0 billion yen, including contributions from growth of Overseas Life business due to M&A, etc.**
- The Group forecasts 62 yen per share dividend, a seventh consecutive year of growth.

- We wish to highlight three points with respect to the Group's financial results.
- First, to support sales results, we are promoting a multi-brand, multi-channel strategy through which our three brands launch competitive products that reach customers through optimal channels. As a result, new business grew across the sales representative, agent, and bancassurance channels, bringing the total new business annualized net premiums of the three companies up by 31.1% year-on-year. Dementia insurance, launched in late December contributed to a 5.6% growth in value of new business.
- "JUST" sold more than 1 million policies in the twelve months to April; of which sales of dementia insurance reached to 100,000 policies since launch.
- Second, consolidated revenues increased but profits decreased year-on-year. Group Adjusted Profits, a source of shareholder returns, declined slightly, too. But the result exceeded expectations. The reason was Dai-ichi Life's interest and dividend income that exceeded our plan on the back of a favorable stock market.
- We forecast dividend payment of 58 yen per share, up from initial forecast of 53 yen per share. And we decided share repurchase amount of 28 billion yen, maintaining total payout ratio at 40%.
- For fiscal year 2019 we forecast a decrease in revenues and increase in profit. Our forecast for the group adjusted profit to reach 240.0 billion yen based on stable revenues in domestic life insurance market and growth in Overseas Life insurance business. Cash dividend payment forecast is equal to 62 yen per, a 4 yen annual increase.
- Please turn to the next page.

# Overview of Group Financial Results - Consolidated Financial Results Highlights

(billions of yen unless otherwise noted)

	Year ended Mar-18	Year ended Mar-19 (a)	Change		Forecast for year ending Mar-19 (b) *Announced on February 14, 2019	
					(a/b)	
<b>Ordinary revenues</b>	<b>7,037.8</b>	<b>7,184.0</b>	<b>+ 146.2</b>	<b>+ 2%</b>	<b>7,007.0</b>	<b>103%</b>
Dai-ichi Life	3,791.9	3,739.5	(52.3)	(1%)	3,621.0	103%
Dai-ichi Frontier Life	1,809.4	2,036.9	+ 227.5	+ 13%	2,007.0	101%
Protective Life (millions of USD) <sup>(1)</sup>	9,772	8,717	(1055)	(11%)	9,190	95%
TAL (millions of AUD) <sup>(1)</sup>	3,769	3,917	+ 147	+ 4%	3,830	102%
<b>Ordinary profit</b>	<b>471.9</b>	<b>432.9</b>	<b>(39.0)</b>	<b>(8%)</b>	<b>414.0</b>	<b>105%</b>
Dai-ichi Life	358.8	346.6	(12.2)	(3%)	330.0	105%
Dai-ichi Frontier Life	60.8	39.1	(21.7)	(36%)	25.0	156%
Protective Life (millions of USD)	435	383	(51)	(12%)	470	82%
TAL (millions of AUD)	199	153	(45)	(23%)	200	77%
<b>Net income <sup>(2)</sup></b>	<b>363.9</b>	<b>225.0</b>	<b>(138.8)</b>	<b>(38%)</b>	<b>220.0</b>	<b>102%</b>
Dai-ichi Life	169.9	172.9	+ 2.9	+ 2%	165.0	105%
Dai-ichi Frontier Life	37.0	19.9	(17.1)	(46%)	14.0	143%
Protective Life (millions of USD)	1,106	302	(804)	(73%)	370	82%
TAL (millions of AUD)	128	111	(17)	(14%)	140	80%
<b>Group Adjusted Profit</b>	<b>243.2</b>	<b>236.3</b>	<b>(6.9)</b>	<b>(3%)</b>	<b>app. 230.0</b>	<b>103%</b>

(1) Figures for Protective Life and TAL are disclosed after re-classifying items from Protective Life and TAL's financial statements under US and Australian accounting standards, respectively, to conform to Dai-ichi Life Holdings' disclosure standards. For consolidation, these financial statements are translated into Japanese yen at rates of 1USD=113.00 yen (Dec-17) and 111.00 yen (Dec-18), 1 AUD=81.66 yen (Mar-18) and 78.64 yen (Mar-19), respectively.

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

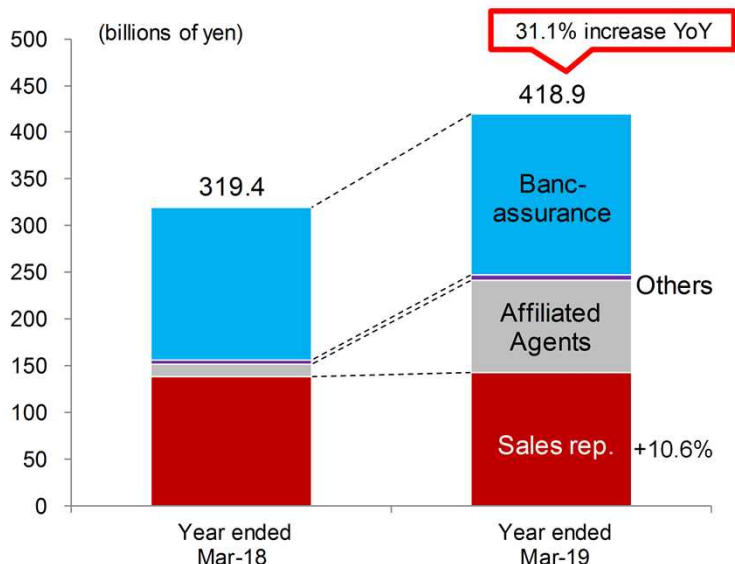
- This slide presents an overview of the financial results of the Group and its major subsidiaries.
- Consolidated ordinary revenues increased by 146.2 billion yen year-on-year. Sales of Dai-ichi Frontier Life's foreign currency-denominated insurance products increased significantly, leading to an increase in premium and other income.
- Consolidated ordinary profit decreased by 39.0 billion yen. Dai-ichi Life's profit decreased by 12.2 billion yen. While fundamental profit exceeded our expectations, derivative transaction expenses and losses from foreign exchange transactions increased, leading to a decrease in profit. Dai-ichi Frontier Life's profit decreased due to losses related to market value adjustments, on the back of a decline in overseas interest rates. Protective Life's profit decreased due to a large amount of claims during the first half. TAL profit declined due to increases in claims in both the individual and group insurance segments.
- Net income attributable to shareholders of the parent company (or consolidated net income) was 225.0 billion yen, lower by 138.8 billion yen. Net income for the previous fiscal year included a number of one-time items such as a share exchange gain of 33.5 billion yen on the Janus Henderson merger and a one-time increase in profit of 90.1 billion yen associated with the US corporate tax rates reduction.
- Group Adjusted Profit was 236.3 billion yen, lower by 6.9 billion yen compared to a previous year.
- Please turn to the next page.

# Domestic Life Insurance Business

- Sales of our major products including “JUST” from Dai-ichi Life and “Neo de Kigyo” from Neo First Life launched last year went well. As we reinforced our multi-brand strategy, **New Business** annualized net premiums of our three domestic life insurance companies **increased 31.1% YoY**.
- **Value of New Business** for the first half have declined (YoY) but it increased for the fiscal year with contribution from dementia insurance, launched in late December.

## New Business ANP by Channel

Combined New Business ANP of three domestic life insurance companies



## Value of New Business

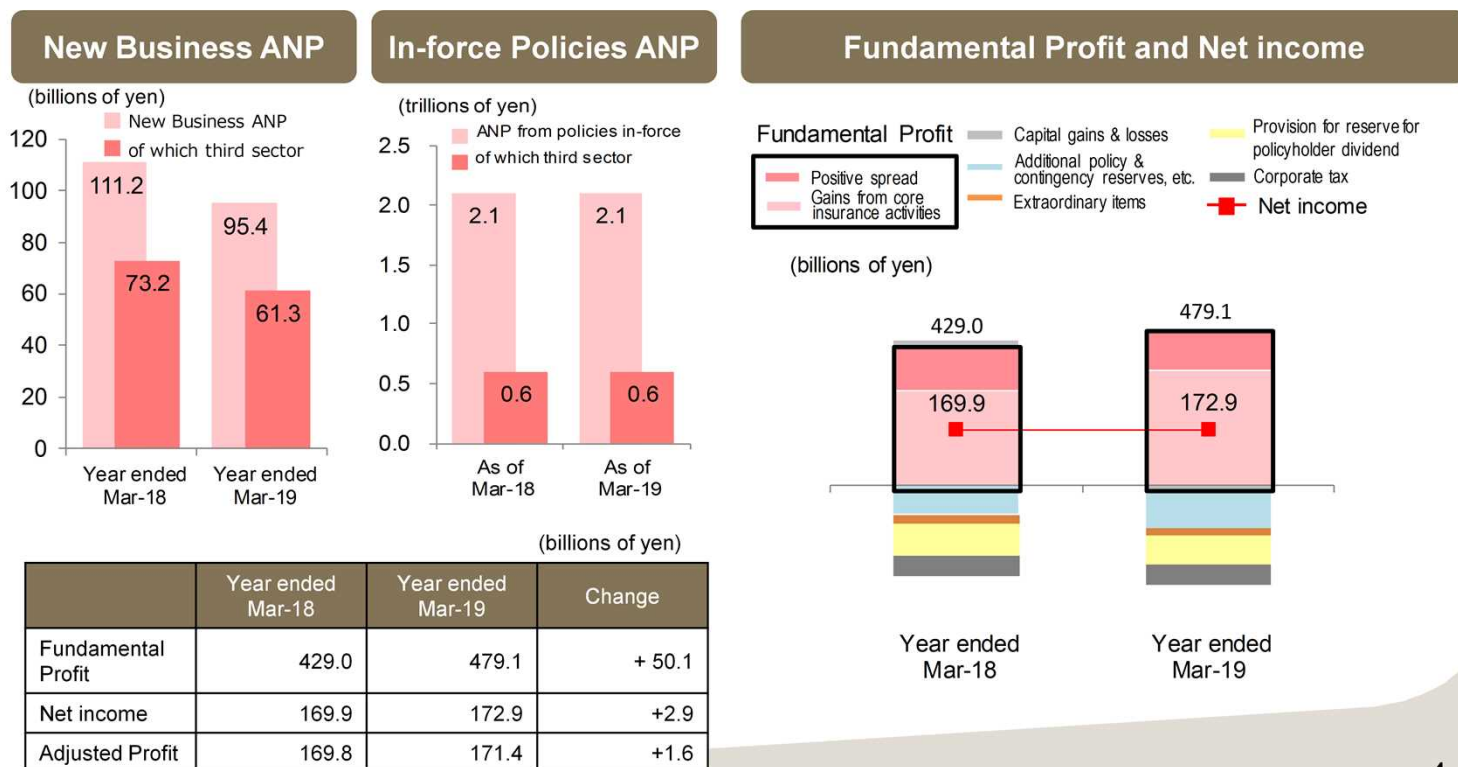


- This slide summarizes performance of the domestic life insurance business.
- Three domestic life companies are focused on developing competitive products while new channels are being developed in a group effort. Our multi-brand, multi-channel strategy has been put into practice as we offer products and services through optimal channels tailored to individual customer needs.
- As a result Dai-ichi Life’s “JUST” with “Health Check-up Discount” rider sold well and sales of dementia insurance, launched in late December, 2018, exceeded our expectations. Dai-ichi Life sold 1 million policies of “JUST” in twelve months to April, and also sold more than 100,000 dementia policies since launch to April. Neo First Life deepened its relationship with affiliated agents and accelerated the sale of medical insurance products. Finally, Dai-ichi Frontier Life continued to develop sales channels expanding into local banks in addition to megabanks, and Dai-ichi Life’s sales representatives, leading to favorable sales growth of their products.
- As a result, revenues across all channels, including sales representatives, agents, and bancassurance channels, increased and the total of the new business annualized net premium (ANP) for the three companies increased by 31.1% year-on-year. The Group stopped offering some insurance products for business owners in February. Excluding sales of such discontinued products, new business ANP for the three companies grew 4% year-on-year.
- The value of new business declined for the first half (YoY), for whole fiscal year it increased 5.6% (YoY) due to the contribution of dementia insurance.
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# Domestic Life Insurance Business: Dai-ichi Life

- ANP from policies in-force was flat.
- Three key indicators fundamental profit, net profit and adjusted profit, kept growing.

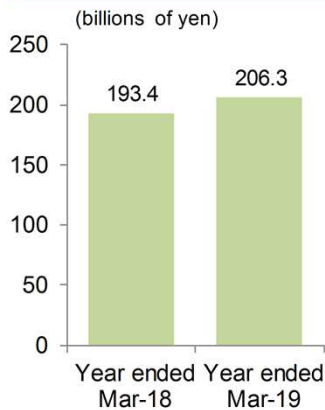


- This slide shows the results of Dai-ichi Life.
- New business ANP declined year-on-year due to a shift in sales activities of Dai-ichi Life's sales representatives and agent channels to include products across our three domestic brands such as Dai-ichi Frontier Life and Neo First Life products. The sale by the Company's sales representatives of Dai-ichi Life Group products increased by 10.6% (YoY) as illustrated on page 3.
- Both positive spread and gains from core insurance activities were above expectation; fundamental profit increased from 429.0billion yen to 479.1 billion yen. Gains from core insurance activities increased mainly due to a decrease in provision for policy reserves for newly introduced products accompanying a price revision in March last year.
- Increase in fundamental profit was partly offset by increase in both derivative transaction expenses and losses from foreign exchange transactions. As a result net profit and adjusted profit increased.
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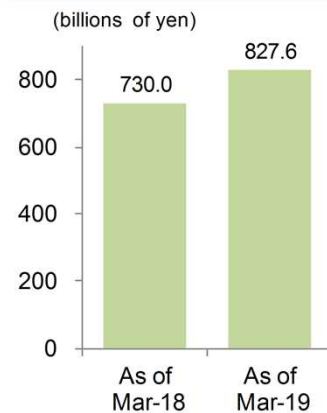
# Domestic Life Insurance Business: Dai-ichi Frontier Life

- New Business increased due to enhanced relationships with local banks while Dai-ichi Life sales reps continued to expand sales.
- Fluctuations in financial markets, provision for minimum benefit guarantees and losses related to market value adjustments depressed results. Excluding market related impacts, operating income was in line with prior years.

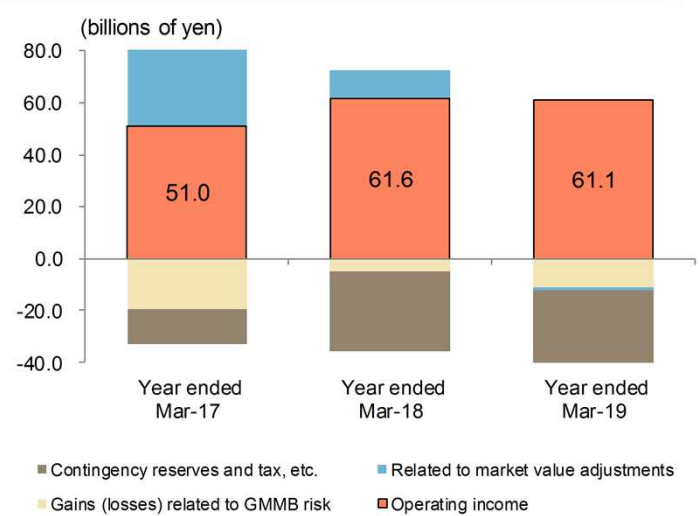
## New Business ANP



## In-force Policies ANP



## Items contributing to Net Income



	(billions of yen)		
	Year ended Mar-18	Year ended Mar-19	Change
Operating income	61.6	61.1	(0.5)
Net income	37.0	19.9	(17.1)
Adjusted Profit	29.1	20.7	(8.4)

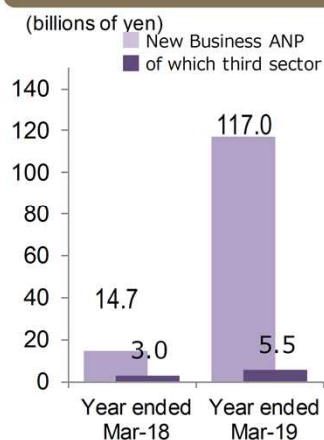
Note: Operating income is an internal KPI that represents basic profitability by excluding Gains (losses) related to guaranteed minimum maturity benefits (GMMB) risk and Gains (losses) related to MVA and provision for contingency reserves, etc. from net income.

- This slide shows the performance of Dai-ichi Frontier Life.
- New business ANP increased as the company expanded sales channels into local banks and Dai-chi Life sales representatives in addition to megabanks, and thus sale of foreign currency denominated fixed insurance increased.
- The chart on the right shows the factors that cause net income to fluctuate. Toward the end of the fiscal year, both domestic stock market and interest rates declined, so provision for minimum benefit guarantees and losses related to market value adjustment contributed negatively. In particular, Australian dollar interest rate dropped substantially, but the impact was partly offset by the gains on investments in trading securities.
- Despite such impacts, operating income remained stable.
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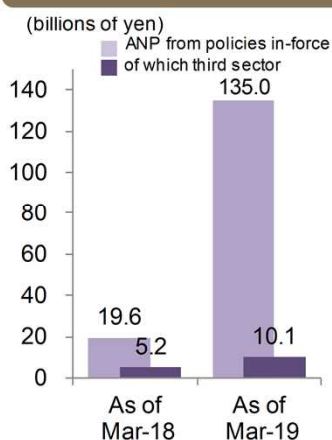
## Domestic Life Insurance Business: Neo First Life

- ANP for both New Business and the In-force policies improved due to sales growth of “Neo de Kigyo”.
- While our group stopped offering this product in February 2019, sales of medical products continued to grow due to expanding partner agents.

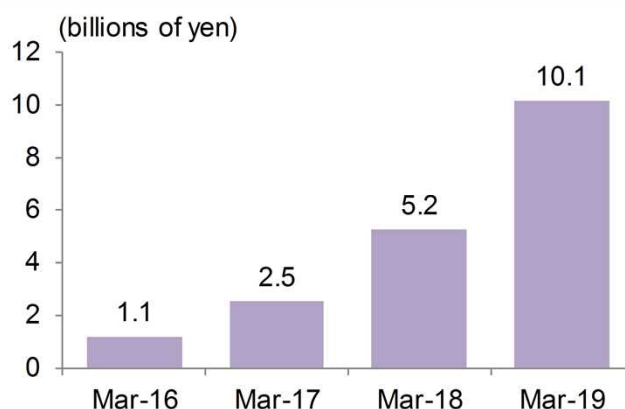
### New Business ANP



### In-force Policies ANP



### In-force Policies Third Sector ANP



(billions of yen)

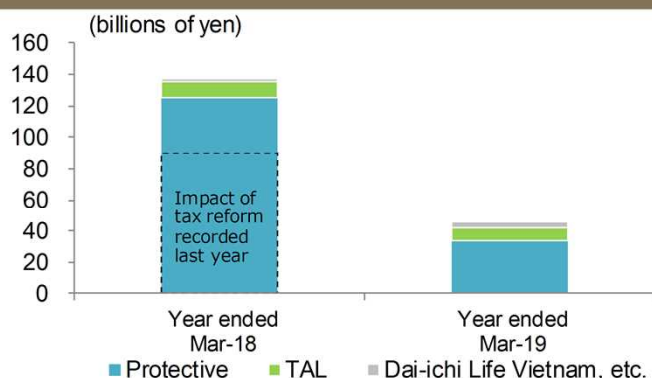
	Year ended Mar-18	Year ended Mar-19	Change
Premium & other income	24.5	181.1	+ 156.5
Net income	(8.3)	(8.5)	(0.2)
Adjusted Profit	(8.3)	(8.5)	(0.2)

- This slide shows business results of Neo First Life.
- “Neo de Kigyo” was launched in March, 2018. It is an insurance product for business owners, and was sold mainly through Dai-ichi Life’s affiliated agents channel. From August, distribution by Dai-ichi Life’s sales representatives commenced distribution and that boosted annualized net premium of policies in-force. We have suspended sale of product and watching for decision from National Tax Agency.
- On the other hand sales of medical products continued to grow as Company deepened relationship with partner agents.
- In terms of business performance, both net loss and adjusted loss was booked due to an increase in costs relating to a business expansion, but loss was kept at the same level as the previous year.
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# Overseas Life Insurance and Asset Management Businesses

- Tax reform impact at Protective, and higher claims at TAL, reduced contribution from overseas life Insurance business.
- Janus Henderson began to contribute to net profit as it became an equity-method affiliate in the second quarter.

## Net Income from Overseas Life Insurance Business

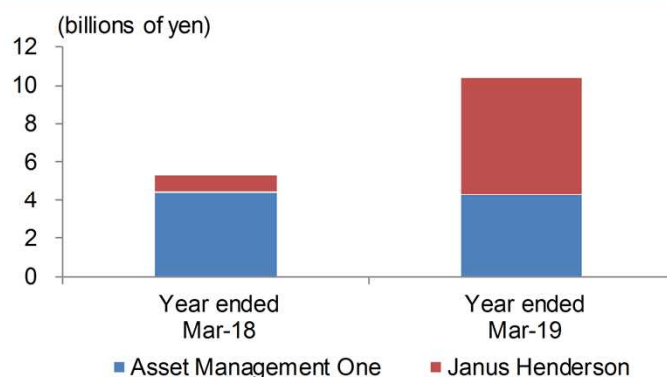


### <Net income from Overseas Life Insurance Business>

(billions of yen)

	Year ended Mar-18	Year ended Mar-19
Protective	125.0	33.5
TAL	10.5	8.7
Dai-ichi Life Vietnam, etc.	1.3	3.5
Overseas Life Insurance business	136.9	45.8

## Net Income from Asset Management Business



### <Net income from Asset Management Business>

(billions of yen)

	Year ended Mar-18	Year ended Mar-19
Asset Management One	4.4	4.3
Janus Henderson <sup>(1)</sup>	0.8	6.1
Asset Management business	5.3	10.4

(1) Net income from Janus Henderson for the Year ended Mar-18 reflects 20% equity interest in Janus Capital before the merger.

- Net income for the overseas life insurance business and the asset management business, shown here, is denominated in yen.
- Net income of Protective returned to normal levels, declining sharply in the relation to the inflated one-time number achieved in the preceding year as a result of tax reform effects. And also TAL's profit declined on higher claims, etc.
- In the asset management business, Janus Henderson became an equity-method affiliate in May last year, significantly contributing to earnings increase.
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- Adjusted operating earnings decreased mainly due to lower earnings in the Life Marketing segment, partially offset by increases in the Acquisition and Asset Protection segments.
- The Liberty Life acquisition closed May 1, 2018 and Great-West Life agreement is scheduled to close in the first half of 2019.

## Life Marketing

- Despite recovery in second half, year-to-date earnings decreased mainly due to higher life claims.

## Acquisitions

- Earnings increased due to Liberty acquisition contribution and investment income.

## Annuities

- Earnings decreased due to unfavorable adjustment of DAC/VOBA amortization partially offset by favorable SPIA<sup>(\*)</sup> mortality.

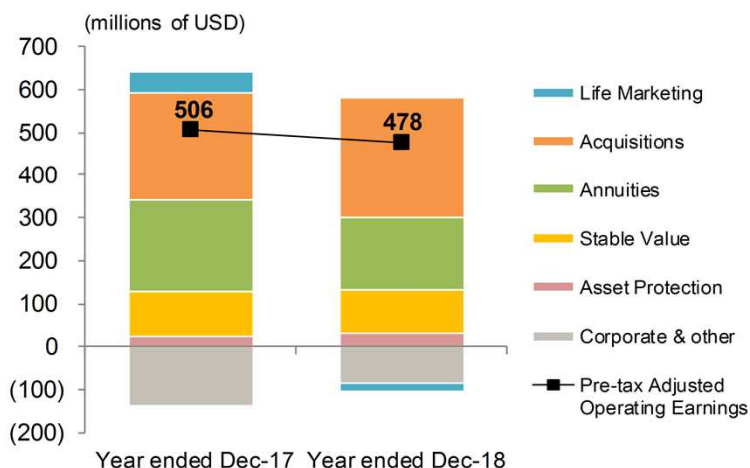
## Stable Value

- Earnings decreased mainly due to lower interest spreads.

## Asset Protection

- Earnings increased mainly due to favorable loss ratios and service contract performance.

## Segment Pre-tax Adjusted Operating Earnings



	Year ended Dec-17	Year ended Dec-18	Change
Pre-tax Operating income (million USD) <sup>(2)</sup>	506	478	(28)
Net income (billions of yen)	125	33.5	(91.4)
Adjusted Profit (billions of yen)	34.9	33.5	(1.3)

(1) Protective's fiscal year ends on December 31.  
 (2) Pre-tax Adjusted Operating Earnings are income before income tax, excluding realized gains and losses on investments and derivatives etc.

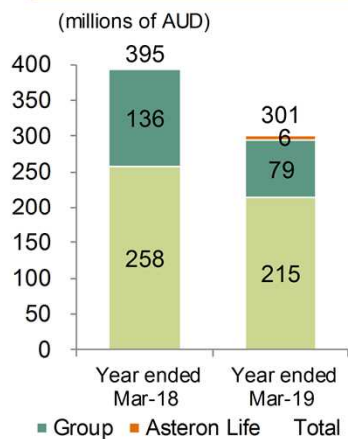
\* SPIA – single premium immediate annuity.

- This slide shows the performance of Protective for the year ended in December 2018.
- Pre-tax operating earnings decreased due to lower earnings in the Life Marketing and Annuities segments. Despite recovery in second half, Life Marketing earnings decreased mainly due to higher life claims during the first half. Annuities segment had unfavorable impact of adjustments to financial environment that led to earnings decrease.
- Acquisitions earnings increased thanks to the contribution from Liberty policy blocks acquisition, completed in May last year, partly offset by the expected runoff of the in-force blocks. Lower interest spreads lead to earnings decrease in the Stable Value segment.
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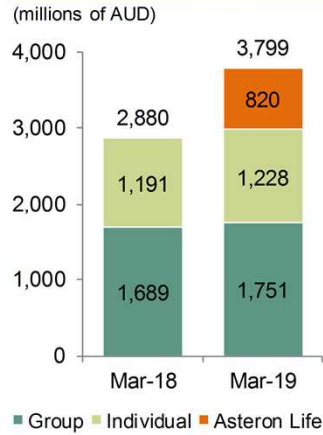
## Overseas Life Insurance Business: TAL<sup>(1)</sup>

- Completed Suncorp Life (Asteron Life<sup>(2)</sup>) acquisition contributed to substantial increase of In-force Policies ANP.
- Underlying profit declined due to increased claims, etc.

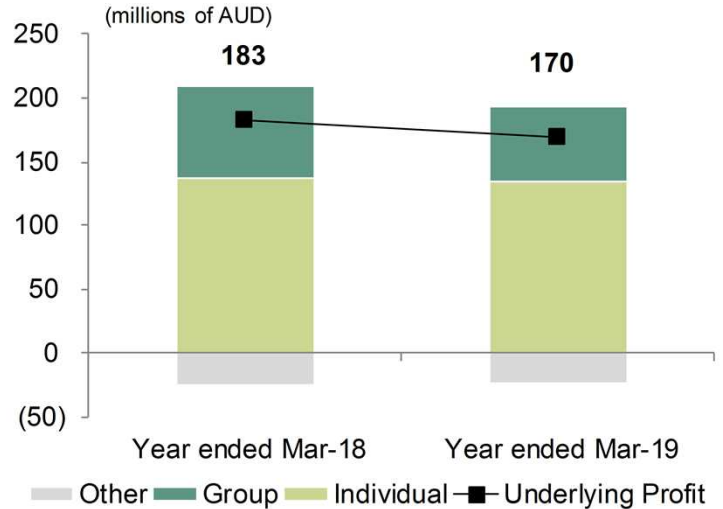
### New Business ANP



### In-force Policies ANP



### Underlying Profits



	Year ended Mar-18	Year ended Mar-19	Change
Underlying Profit (mil. AUD)	183	170	(13)
Net income (billions of yen)	10.5	8.7	(1.7)
Adjusted Profit (billions of yen)	10.5	9.8	(0.7)

(1) Figures for the consolidated holding company (i.e., TAL Dai-ichi Life Australia Pty Ltd).  
 (2) Suncorp's Australian life insurance business, acquired on February 28, 2019, was renamed Asteron Life & Superannuation Limited.

- This slide shows the performance of TAL.
- The Australian individual insurance continues to face tough market conditions, including industry regulatory reforms, resulting in new business ANP in the individual insurance segment of TAL to decrease year-on-year. In the group insurance segment, new business ANP also decreased compared to the previous year, when several large-scale policies were gained. ANP from policies in-force including acquired on February 28 Suncorp Life (currently Asteron Life) increased by 31% year-on-year.
- Underlying profits declined by 7% year-on-year due to factors such as increase in claims in both the individual and group insurance segment compared to the previous year.
- Please turn to page 11.

# Earnings Guidance

# Earnings Guidance - Guidance for the Year Ending March 2020

- Group adjusted profit continue to grow due to growth in overseas life insurance business.

(billions of yen unless otherwise noted)

	Year ended Mar-19	Year ending Mar-20 *Forecast of May 15, 2019	Change
<b>Ordinary revenues</b>	<b>7,184.0</b>	<b>6,931.0</b>	<b>(253.0)</b>
Dai-ichi Life	3,739.5	3,485.0	(254.5)
Dai-ichi Frontier Life	2,036.9	1,695.0	(341.9)
Protective Life (millions of USD)	8,717	10,370	+1,652
TAL (millions of AUD)	3,917	4,890	+972
<b>Ordinary profit</b>	<b>432.9</b>	<b>417.0</b>	<b>(15.9)</b>
Dai-ichi Life	346.6	314.0	(32.6)
Dai-ichi Frontier Life	39.1	41.0	+1.8
Protective Life (millions of USD)	383	430	+46
TAL (millions of AUD)	153	230	+76
<b>Net income<sup>(1)</sup></b>	<b>225.0</b>	<b>226.0</b>	<b>+0.9</b>
Dai-ichi Life	172.9	151.0	(21.9)
Dai-ichi Frontier Life	19.9	30.0	+10.0
Protective Life (millions of USD)	302	350	+47
TAL (millions of AUD)	111	160	+48
<b>Dividends per share (yen)</b>	<b>58</b>	<b>62</b>	<b>+4</b>
<b>Group Adjusted Profit</b>	<b>236.3</b>	<b>app. 240.0</b>	<b>+3.6</b>

(Reference) Fundamental Profit

Dai-ichi Life Group	605.8	app. 510.0	(95.8)
Dai-ichi Life	479.1	app. 390.0	(89.1)

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

- We expect a decline in revenues but increase in profit year-on-year. The reason for the revenue decrease is mainly due to our conservative assumptions on the financial markets and our sales trends.
- On the other hand, the projected increase in profits are expected to be supported by the absence of one-time increases in claims of overseas business and recovery of organic growth trends. We also expect contribution from recent M&A activities.
- As mentioned earlier, for FY2018 we forecast per share dividends equal to 58 yen, a 5 yen higher than our initial forecast and 8 yen increase YoY.
- Let me explain the background of the reason why we decided to increase cash dividends part of total payout ratio this time. In the first year of the mid-term business plan we have been involved in three overseas M&A projects which would contribute to profit going forward. So this is our message to investors that we are more confident of profit growth.
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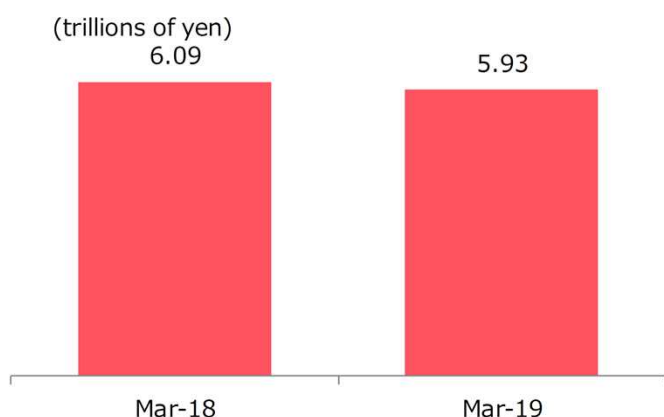




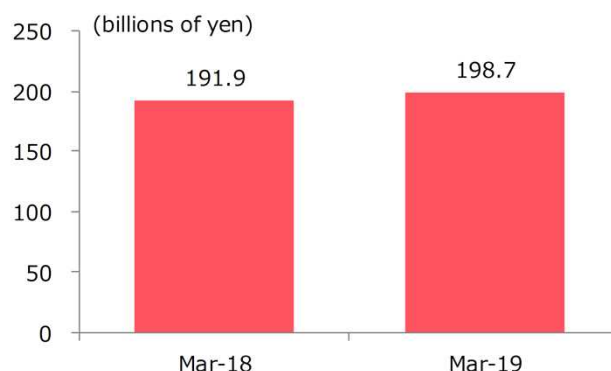
## Group European Embedded Value (EEV)

- Group EEV as of March 2019 was 5.9 trillion yen
- EEV declined due to changes in financial environment, but value of new business, return from existing business and acquisition contributed positively
- Value of New Business, including affiliates in Asia, increased by 3.5% to 198.7 billion yen from 191.9 billion yen

## Group EEV



## VNB and new business margins



	Mar-18	Mar-19	change
The Group	4.30%	3.78%	(0.51)pp
Dai-ichi Life	6.98%	7.39%	+0.40pp
Dai-ichi Frontier Life	0.96%	0.17%	(0.79)pp
TAL	8.04%	5.24%	(2.80)pp

- Let me explain our Group EEV.
- The Group EEV at the end of March 2019 was 5.9 trillion yen, slightly down from 6.0 trillion yen at the end of the previous fiscal year. Although domestic interest rates and stock prices had a negative impact, they were offset by increase in value of new business (VoNB) achieved through our sales channel strategy, product characteristics generating higher revenues and the results of M&As.
- VoNB, including the VoNB of two Asian affiliates, reached 198.7 billion yen, up 3.5% from 191.9 billion yen in the previous fiscal year.
- The new business margin decreased from 4.3% to 3.7% mainly due to changes in the product mix, but at Dai-ichi Life the margin improved from 6.9% to 7.3%, partly due to the sales of dementia insurance and other factors.
- The decline in the margins of Dai-ichi Frontier Life was due to the increase in corporate bond investment as the sales of US dollar products increase. The profitability of these products is not reflected in the value of new business calculated at a risk-free rate, and they contribute to the increase in EV as excess earnings. The decline in TAL's new business margin was the result of a slowdown in new business as large-scale industry reorganization progressed and unit costs increased.
- Please see the next page.

# Movement Analysis of Group EEV (March 2019)

(billions of yen)

	Mar-18	Mar-19	Description of change
Values as of March 2017, March 2018	5,495.4	6,094.1	
(1) Adjustments	(105.0)	(122.4)	
Shareholder dividend	(50.7)	(58.4)	
Repurchase of the company's shares	(23.0)	(39.0)	
Foreign exchange variance	(31.3)	(24.9)	
Adjusted values as of March 2017, 2018	5,390.4	5,971.7	
(2) Value of new business	190.2	197.4	Increase in sale of insurance for business owners, dementia products
(3) Changes in Protective Life's acquisition business	0.0	37.9	Acquisition of Liberty Life's policy block
(4) Expected existing business contribution (market-consistent approach)	322.1	357.1	
Risk-free rate	19.9	21.8	
In excess of risk-free rate	302.2	335.3	Includes realization of investment spread of Dai-ichi Frontier Life
(5) Expected existing business contribution (top-down approach)	34.4	41.5	Increase reflects release of discount at Protective Life
(6) Non-economic experience variances	(25.2)	(3.4)	
(7) Non-economic assumptions changes	(46.1)	(65.2)	
(8) Economic variances	150.5	(576.2)	Decline in interest rates and stock prices
(9) Changes in value of non-covered business	14.8	(10.4)	
(10) Other variances	62.8	(13.9)	March 2018 variances includes tax reform impact of 50.1 billion yen
Values as of March 2018, 2019	6,094.1	5,936.5	
R o E V	13.1%	(0.6%)	

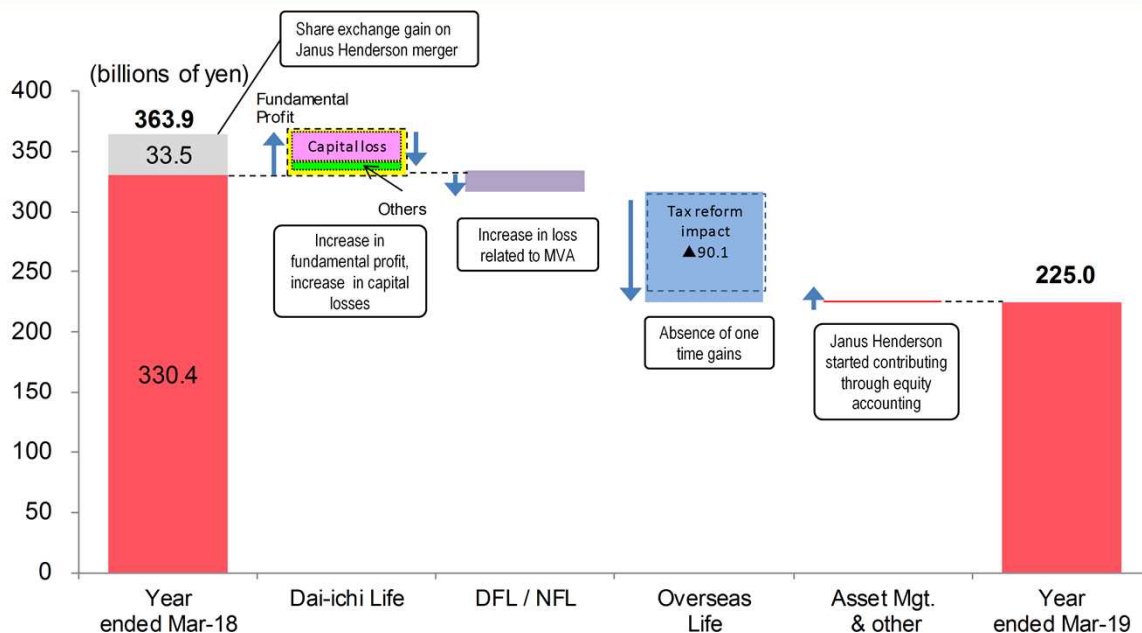
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- This slide analysis the variation factors of group EEV.
- As for the increase and decrease of EV based on our corporate efforts, in addition to the value of new business of 197.4 billion yen, EV increased by 37.9 billion yen due to the Protective acquisition of Liberty Life's policies block. The acquisition of Asteron Life (formerly Sun Corp Life) by TAL is currently evaluated at the acquisition price and does not affect the change in EV.
- Expected return includes Dai-ichi Frontier Life's foreign currency denominated insurance product's characteristics such as realization of investment spread increasing EV as an excess earnings, that are being managed in corporate bonds, contribute to the increase in EV.
- On the other hand, the difference between economic assumptions and actual results were significantly negative due mainly to falling interest rates and falling stock prices in Japan, and the Group RoEV was slightly lower by 0.6%. Looking at RoEVs of Group companies, Dai-ichi Frontier Life, which has a growing share of foreign currency-denominated products, is expanding its EV amid continuing low interest rates in Japan. Neo-First Life is substantially growing its policies sales. Dai-ichi Life Vietnam's EV is also growing significantly.
- This the end of my presentation.

# Appendix



# Overview of the Group's Financial Results – Change in consolidated Net Income for the FY ended March 19

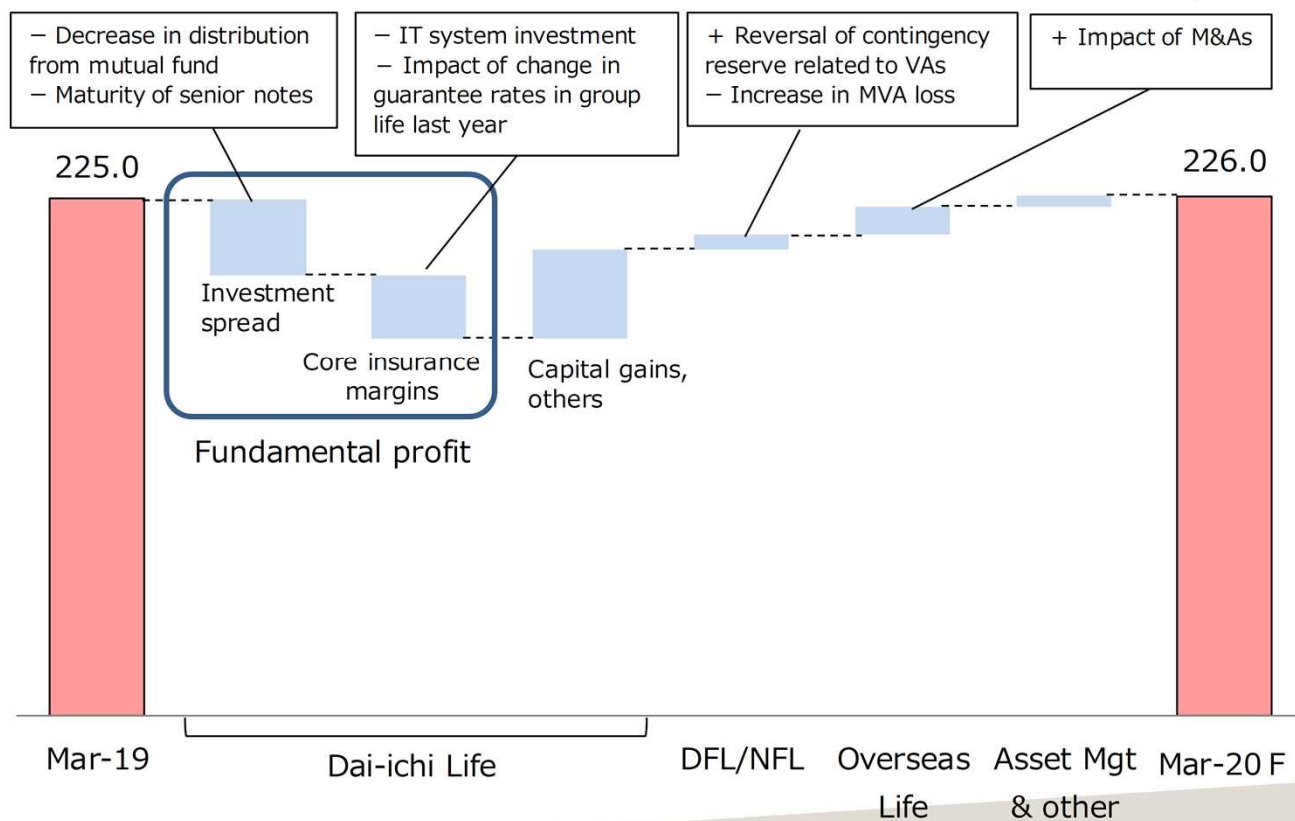


<b>Net Income</b>	<b>363.9</b>
MVA adjustment (DL)	(0.0)
MVA adjustment (DFL)	(7.9)
Goodwill	+7.0
US tax reform impact	(90.1)
Share exchange gain	(33.5)
Others	+3.9
<b>Adjusted Profit</b>	<b>243.2</b>

<b>Net Income</b>	<b>225.0</b>
MVA adjustment (DL)	(0.0)
MVA adjustment (DFL)	+0.7
Goodwill	+8.2
Others	+2.3
<b>Adjusted Profit</b>	<b>236.3</b>

# Overview of the Group's Financial Results – Change in consolidated Net Income for the FY ending March 20

(billions of yen)



# Trends in Business (Annualized Net Premium Basis)

## New Business ANP

## ANP from Policies In-force

(billions of yen)

	Year ended Mar-18	Year ended Mar-19	Change	As of Mar-18	As of Mar-19	Change
Domestic Life	319.4	418.9	+31.1%	2,895.5	3,092.4	+6.8%
Dai-ichi Life	111.2	95.4	(14.2%)	2,145.8	2,129.7	(0.8%)
Third sector	73.2	61.3	(16.3%)	647.9	675.2	+4.2%
Dai-ichi Frontier Life	193.4	206.3	+6.7%	730.0	827.6	+13.4%
Neo First Life	14.7	117.0	+694.5%	19.6	135.0	+586.1%
Overseas Life	87.0	89.8	+3.2% +6.3%	775.6	863.4	+11.3% +14.3%
Protective <sup>(1)</sup>	36.6	41.3	+12.9% +14.9%	498.1	507.0	+1.8% +3.6%
TAL	32.2	23.6	(26.6%) (23.8%)	235.2	298.8	+27.0% +31.9%
Dai-ichi Life Vietnam <sup>(1)</sup>	18.1	24.8	+36.5% +42.2%	42.2	57.5	+36.1% +41.8%
Dai-ichi Life Group	406.4	508.7	+25.2% +25.8%	3,671.1	3,955.8	+7.8% +8.4%

- For overseas companies, % change shown in yen(upper) and local currency(lower).
- % changes for Overseas Life(lower) and Dai-ichi Life Group(lower) excludes effect from currency fluctuation.

(billions of yen)

	Year ended Mar-18	Year ended Mar-19	Change
Dai-ichi Life	111.2	95.4	(15.7)
Affiliated agents	11.4	7.4	(3.9)
Dai-ichi Frontier Life	193.4	206.3	+ 12.9
Sales representatives	28.7	33.4	+ 4.6
Affiliated agents	0.7	1.6	+ 0.9
Neo First Life	14.7	117.0	+ 102.3
Sales representatives	-	20.7	+ 20.7
Affiliated agents	11.6	89.7	+ 78.1
Domestic Life Insurance	319.4	418.9	+ 99.4

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

(billions of yen)

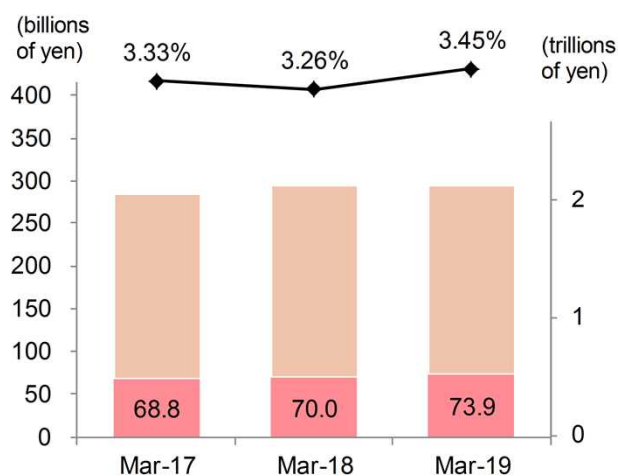
	Year ended Mar-18	Year ended Mar-19	Change
<b>Fundamental profit</b>	429.0	479.1	+50.1
of which positive spread	136.7	126.3	(10.4)
of which gains from core insurance activities	292.1	352.8	+60.6
<b>Net capital gains (losses)</b>	19.0	(20.2)	(39.2)
of which negt gains or losses on sales of securities	118.3	136.3	+18.0
of which derivative transaction gains or losses	(32.7)	(48.2)	(15.4)
of which foreign exchange gains or losses	(75.0)	(95.9)	(20.8)
<b>Non-recurrent gains (losses)</b>	(89.2)	(112.2)	(23.0)
of which provision for additional policy reserve	(84.5)	(81.8)	+2.6
of which provision for contingency reserve	(4.4)	0.0	+4.4
of which reinsurance premium related to new deal	-	(128.9)	(128.9)
of which reversal of policy reserves related to reinsurance	-	98.6	+98.6
<b>Ordinary income</b>	358.8	346.6	(12.2)



# Dai-ichi Life's Results – Quality of In-force Business, Sales Force & Productivity

## Surrender & Lapse based on Annualized Net Premium (ANP) (Individual Insurance & Annuities)

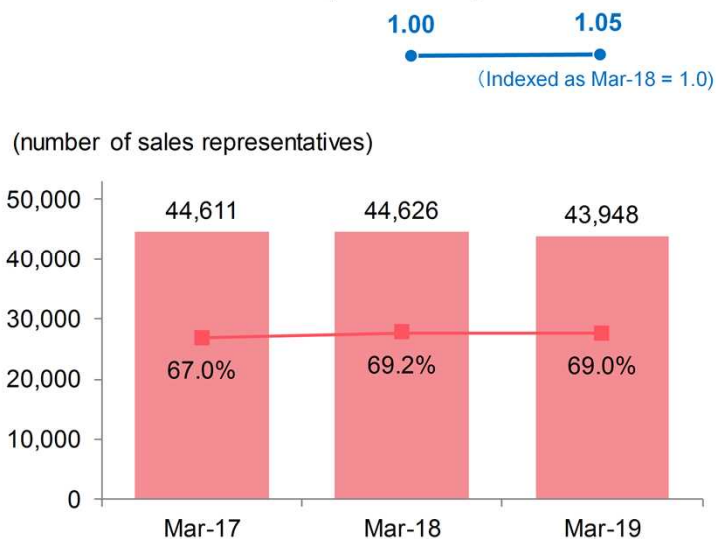
### Surrender & Lapse Rate



■ Surrender & Lapse based on ANP  
■ Beginning balance of in-force ANP (right axis)

## Number of Sales Reps and Productivity

### VGSR per sales rep <sup>(2)</sup>

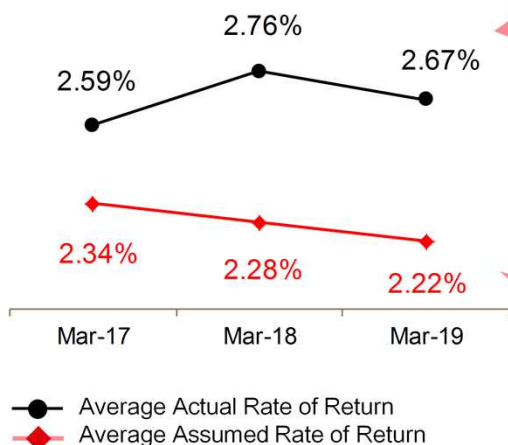


■ Number of sales reps <sup>(1)</sup>  
■ Percentage of Chief Designers <sup>(3)</sup>

- (1) The number of sales representatives does not include employees who have licenses to sell insurance products but are engaged mainly in sales supportive functions.  
 (2) Calculated by dividing the number of new policy and VGSR (value of gross sales revenue) respectively, by the average number of sales representatives in each period. VGSR is an internal index of revenue of the sales force and is the value of new business before deduction of operating expenses etc. excluding the effect associated with environmental changes.  
 (3) Chief Designers are the core group of sales representatives that meet certain Dai-ichi Life sales performance standards.

# Dai-ichi Life's Results - Positive Spread and Additional Policy Reserve

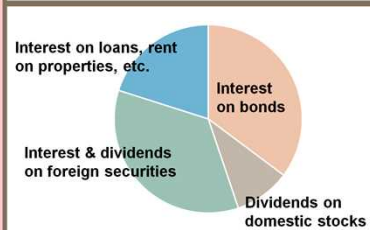
## Investment Spread



### Maintaining a positive investment spread

- Increase of un-hedged foreign currency bonds
- Flexible action in changing environment

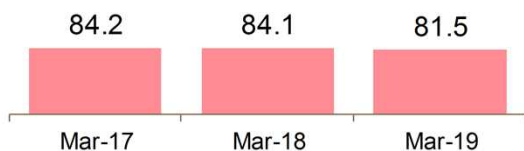
### Components of Interest and Dividend Income (Mar-19)



- **Assumed rate of return (policy liability cost) is on a downward trend** because of provision for additional policy reserves and adequate pricing assumptions for new policies.

## Provision for Additional Policy Reserve <sup>(1)</sup>

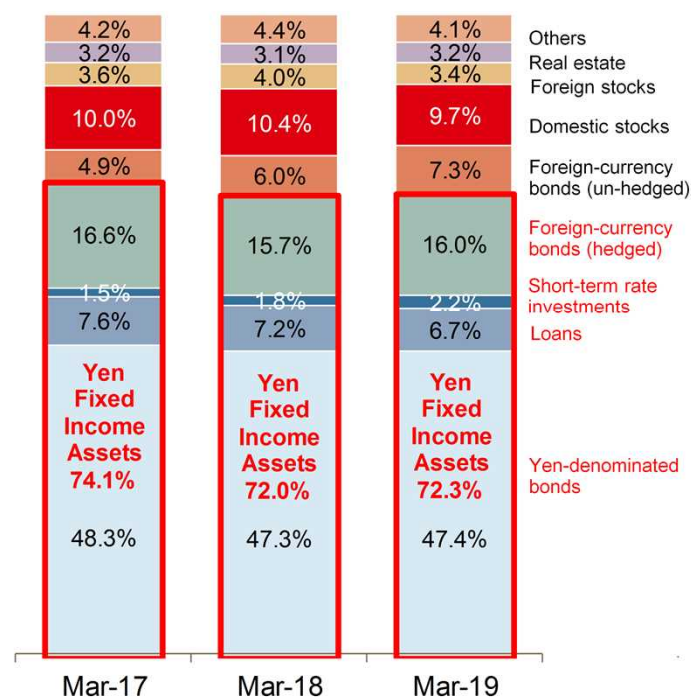
(billions of yen)



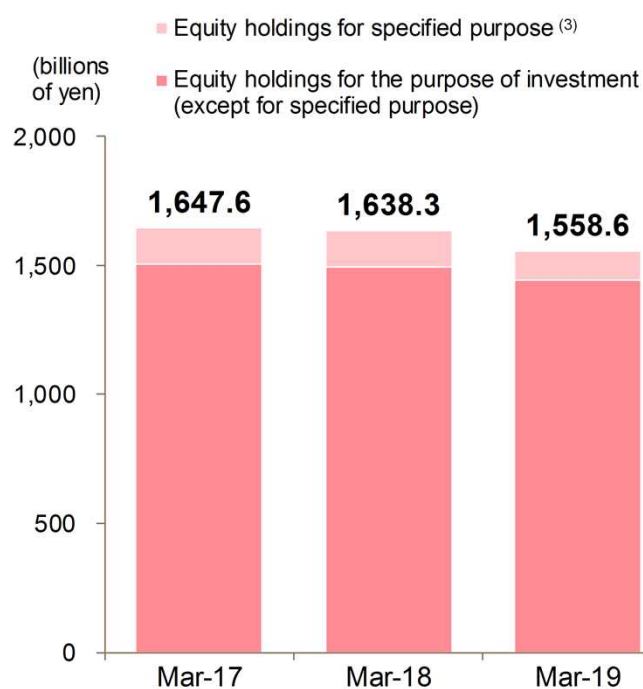
(1) Additional Policy Reserve is provided for whole life policies signed before March 1996 and paid in full

# Dai-ichi Life's Results - General Account Assets (1)

## Asset Portfolio (General Account) (1)



## Book Value of Domestic Stocks (2)



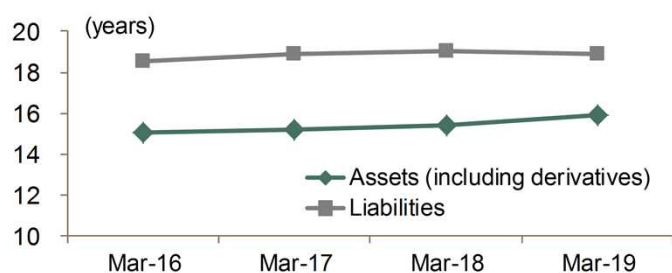
(1) Carrying amount - basis

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

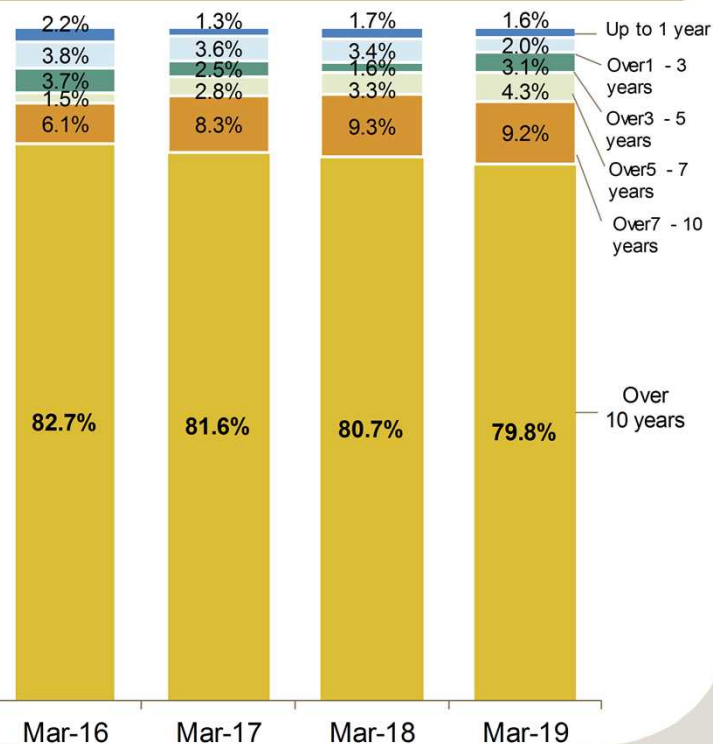
(3) Equity holdings other than those held solely for the purpose of investment (excluding stocks of unlisted companies and equity holdings that contributed to the retirement benefit trust)

# Dai-ichi Life's Results - General Account Assets (2)

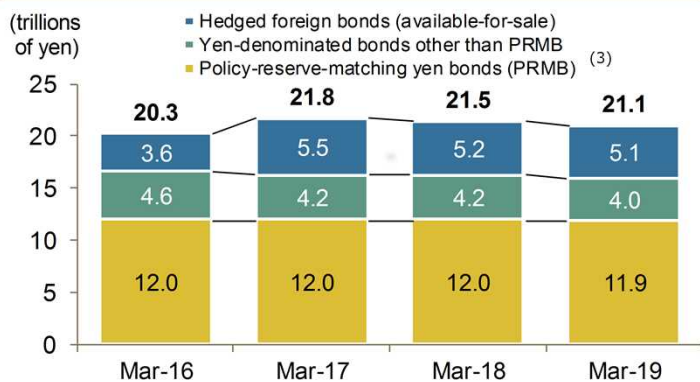
## Duration of Fixed Income Assets and Liabilities (1)



## Maturity Profile of Domestic Bonds (4)



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

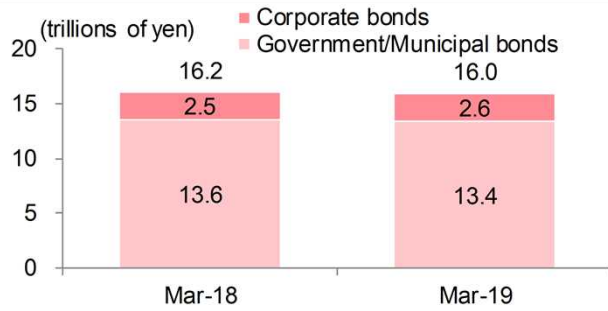


- (1) Represents insurance liabilities associated with individual insurance and annuities in the company's general account and duration of yen-based fixed income assets (including derivatives)
- (2) Represents yen-denominated bonds and foreign bonds with currency hedges in the company's general account. The balance is shown on an amortized cost basis.
- (3) PRMB is a unique category for bonds, accepted under Japanese GAAP. PRMB is reported at amortized cost if the bonds meet certain requirements.
- (4) Represents domestic bonds in the company's general account. The balance is shown on a carrying amount basis.

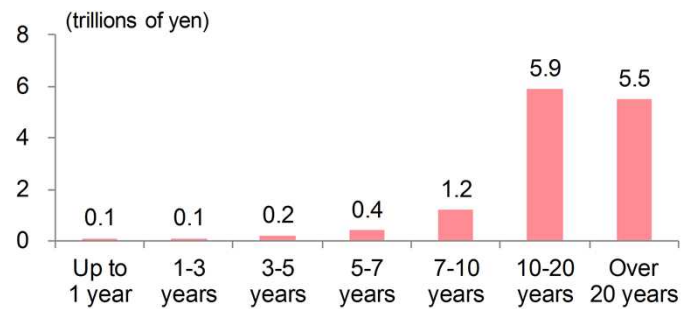


# Dai-ichi Life's Results - General Account Assets (3)

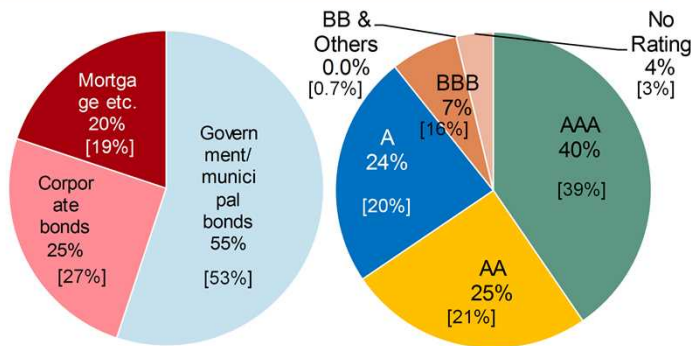
## Yen-denominated Bonds <sup>(1)</sup>



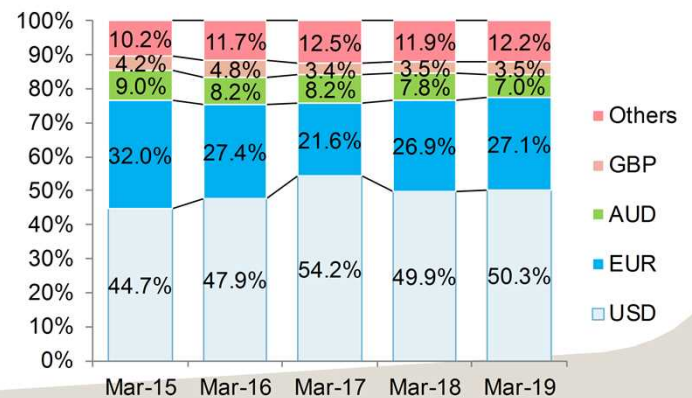
## Domestic Government Bonds <sup>(2)</sup> by Maturity (Mar-19)



## Foreign Currency Bond Portfolio <sup>(2)(3)(4)</sup> (Mar-19)



## 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 brackets are as of March 31, 2018.

# Dai-ichi Life's Results - Measures of Financial Soundness

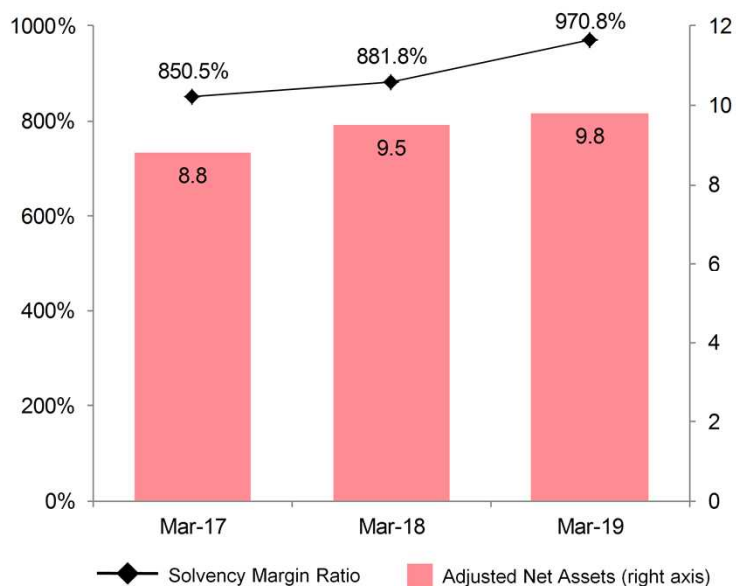
## Unrealized Gains/Losses (General Account)

(billions of yen)

	As of Mar-18	As of Mar-19	Change
Securities	5,827.1	6,038.6	+211.4
Domestic bonds	3,229.6	3,477.6	+248.0
Domestic stocks	2,015.9	1,791.3	(224.5)
Foreign bonds	414.0	602.6	+188.6
Foreign stocks	141.1	133.6	(7.5)
Real estate	218.2	274.2	+56.0
General Account total	6,049.1	6,333.9	+284.7

## Solvency Margin Ratio & Adjusted Net Assets

(trillions of yen)



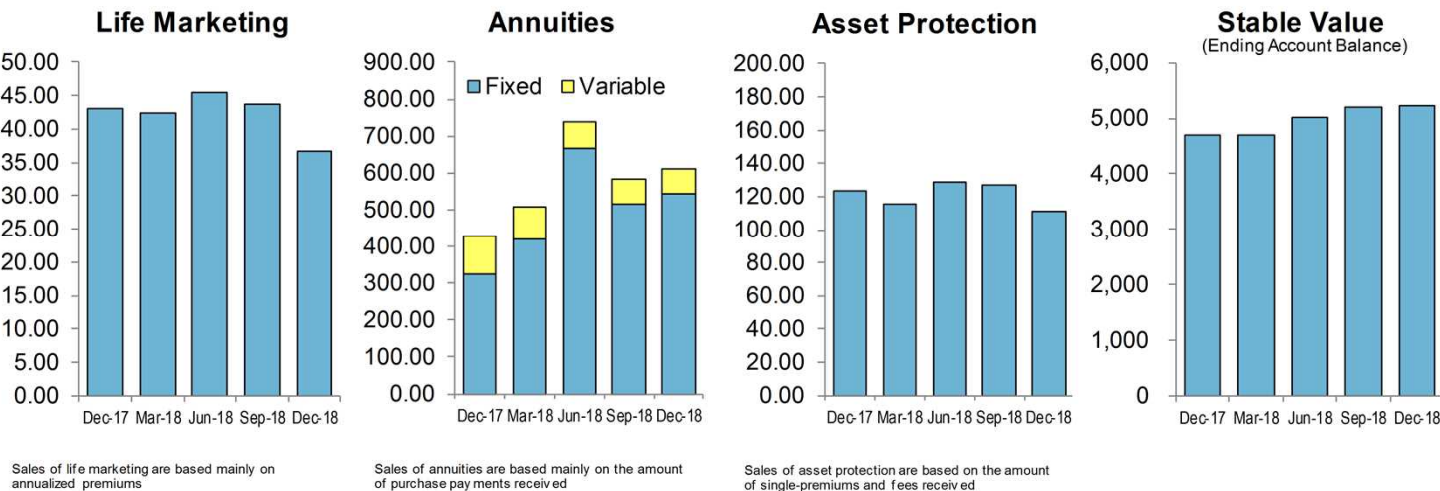
<Reference> Consolidated Solvency Margin Ratio  
of Dai-ichi Life Holdings  
as of March 31, 2019: 869.7%

	Sensitivities <sup>(1)</sup>	Breakeven Points <sup>(2)</sup>
Domestic stocks	Nikkei 225 1,000 yen change: March 2019: ±150 billion yen (March 2018: ±170 billion yen)	Nikkei 225 March 2019: 9,900 yen (March 2018: 9,500 yen)
Domestic bonds	10-year JGB Yield 10bp change: March 2019: ± 270 billion yen* (March 2018: ± 260 billion yen)  * Available-for-sale securities: March 2019: ± 30 billion yen (March 2018: ± 30 billion yen)	10-year JGB Yield March 2019: 1.2%* (March 2018: 1.2%)  * Available-for-sale securities: March 2019: 1.4% (March 2018: 1.4%)
Foreign securities	JPY / USD 1 yen change: March 2019: ± 29 billion yen (March 2018: ± 27 billion yen)	JPY / USD March 2019: \$1 = 108 yen (March 2018: 103 yen)

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

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

Sales results (millions of USD)



## Results Highlights<sup>(1)</sup>

(millions of USD)

	Year ended Dec-17	Year ended Dec-18	Change	
Life Marketing	50.7	(19.3)	(70.1)	--
Acquisitions	249.7	282.7	+ 32.9	+ 13.2%
Annuities	213.0	167.1	(45.8)	(21.5%)
Stable Value	105.2	102.3	(2.9)	(2.8%)
Asset Protection	24.3	29.9	+ 5.5	+ 22.8%
Corporate & other	(136.3)	(84.2)	+ 52.1	+ 38.2%
Pre-tax Adjusted Operating Earnings <sup>(2)</sup>	506.8	478.5	(28.3)	(5.6%)
Realized Gain (Loss) on investments	149.1	(241.5)	(390.6)	--
Realized Gain (Loss) on derivatives	(221.0)	146.0	+ 367.0	--
Tax	(671.4)	80.6	+ 752.1	--
Net Income	1,106.5	302.3	(804.1)	(72.7%)

<Reference>

(Yen)

	Dec-17	Dec-18
JPY / USD exchange rate	113.00	111.00

(1) Protective's fiscal year ends on December 31.

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



## New Business ANP <sup>(1)</sup>

(millions of AUD)					
		Year ended Mar-17	Year ended Mar-18	Year ended Mar-19	Change
Individual	New sales	148	139	106	(32)
	Change in in-force	100	119	108	(10)
	Sub-total	248	258	215	(43)
Group	New sales	5	160	21	(138)
	Change in in-force	-	(23)	57	+ 81
	Sub-total	6	136	79	(57)
Asteron Life <sup>(3)</sup>	New sales	-	-	1	+ 1
	Change in in-force	-	-	4	+ 4
	Sub-total	-	-	6	+ 6
Total		254	395	301	(93)

\* Change in in-force is due to renewal of insurance contract and premium adjustment etc.

## Reconciliation of Net income to Underlying Profit <sup>(1)</sup>

(millions of AUD)			
	Year ended Mar-18	Year ended Mar-19	% Change
Net income (A) <sup>(2)</sup>	128	111	(14%)
Adjustments after tax (B)	54	58	
Discount rate changes	8	9	
Amortization charges	19	12	
Preferred stock dividends	9	9	
Others	16	28	
Underlying profit (A + B)	183	170	(7%)

### <Reference>

	(yen)	
	As of Mar-18	As of Mar-19
JPY/AUD exchange rate	81.66	78.64

(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 Holdings' disclosure standards.

(3) Suncorp's Australian life insurance business, acquired on February 28, 2019, was renamed Asteron Life & Superannuation Limited (Asteron Life).

# Group's Results – Summary Financial Statements

## Statement of Earnings

(billions of yen)

	Year ended Mar-18	Year ended Mar-19	Change
Ordinary revenues	7,037.8	7,184.0	+146.2
Premium and other income	4,884.5	5,344.0	+459.4
Investment income	1,802.6	1,583.2	(219.3)
Interest and dividends	1,197.3	1,244.2	+46.8
Gains on sale of securities	236.7	279.2	+42.5
Derivative transaction gains	—	—	—
Foreign exchange gains	—	—	—
Gains on investments in separate accounts	127.4	36.6	(90.7)
Other ordinary revenues	350.6	256.8	(93.7)
Ordinary expenses	6,565.8	6,751.1	+185.3
Benefits and claims	3,789.9	3,839.1	+49.1
Provision for policy reserves and others	1,223.8	1,309.2	+85.4
Investment expenses	548.9	541.5	(7.4)
Losses on sale of securities	115.9	141.7	+25.8
Losses on valuation of securities	4.7	11.1	+6.4
Derivative transaction losses	78.9	41.5	(37.3)
Foreign exchange losses	245.2	162.3	(82.9)
Losses on investments in separate accounts	—	—	—
Operating expenses	661.1	703.5	+42.4
Ordinary profit	471.9	432.9	(39.0)
Extraordinary gains	34.1	2.5	(31.6)
Extraordinary losses	34.4	28.6	(5.8)
Provision for reserve for policyholder dividends	95.0	87.5	(7.5)
Income before income taxes, etc.	376.7	319.3	(57.4)
Total of corporate income taxes	12.8	94.3	+81.4
Net income attributable to non-controlling interests	—	—	—
Net income attributable to shareholders of parent company	363.9	225.0	(138.8)

## Balance Sheet

(billions of yen)

	As of Mar-18	As of Mar-19	Change
Total assets	53,603.0	55,941.2	+2,338.2
Cash, deposits and call loans	1,055.8	1,255.6	+199.7
Monetary claims bought	195.1	199.1	+4.0
Securities	44,916.9	47,065.0	+2,148.0
Loans	3,487.6	3,353.2	(134.4)
Tangible fixed assets	1,130.5	1,145.2	+14.7
Deferred tax assets	1.2	17.1	+15.9
Total liabilities	49,853.7	52,227.6	+2,373.9
Policy reserves and others	45,513.7	48,279.4	+2,765.6
Policy reserves	44,597.7	47,325.7	+2,728.0
Bonds payable	968.9	1,062.2	+93.3
Other liabilities	1,998.1	1,420.9	(577.1)
Net defined benefit liabilities	413.1	422.3	+9.1
Reserve for price fluctuations	195.7	218.2	+22.4
Deferred tax liabilities	357.8	311.0	(46.8)
Total net assets	3,749.2	3,713.5	(35.6)
Total shareholders' equity	1,589.6	1,708.8	+119.1
Total accumulated other comprehensive income	2,158.3	2,003.6	(154.6)
Net unrealized gains on securities, net of tax	2,238.1	2,101.5	(136.5)
Reserve for land revaluation	(12.4)	(13.4)	(1.0)

The following items include items that are offset by provision for (reversal of) policy reserves and unrealized gains (losses) on investments. There is impact of Gains (losses) but they do not have a significant impact on business results. (Gains or losses on investments in separate accounts, foreign exchange gains or losses, derivative transaction gains or losses)

# Dai-ichi Life's Results – Summary Financial Statements

## Statement of Earnings

(billions of yen)

	Year ended Mar-18	Year ended Mar-19	Change
Ordinary revenues	3,791.9	3,739.5	(52.3)
Premium and other income	2,321.9	2,314.9	(7.0)
Investment income	1,151.2	1,140.4	(10.8)
Interest and dividends	836.0	805.1	(30.8)
Gains on sale of securities	229.6	274.7	+45.1
Derivative transaction gains	-	-	-
Gains on investments in separate accounts	53.1	37.1	(16.0)
Other ordinary revenues	318.6	284.2	(34.4)
Ordinary expenses	3,433.0	3,392.9	(40.1)
Benefits and claims	2,265.2	2,328.4	+63.1
Provision for policy reserves and others	166.3	8.2	(158.0)
Investment expenses	290.3	360.7	+70.4
Losses on sale of securities	111.2	138.4	+27.1
Losses on valuation of securities	0.8	7.8	+7.0
Derivative transaction losses	32.7	48.2	+15.4
Foreign exchange losses	75.0	95.9	+20.8
Losses on investments in separate accounts	-	-	-
Operating expenses	408.6	390.2	(18.3)
Ordinary profit	358.8	346.6	(12.2)
Extraordinary gains	0.5	2.4	+1.9
Extraordinary losses	30.1	23.0	(7.0)
Provision for reserve for policyholder dividends	95.0	87.5	(7.5)
Income before income taxes	234.2	238.5	+4.3
Total of corporate income taxes	64.3	65.6	+1.3
Net income	169.9	172.9	+2.9

## Balance Sheet

(billions of yen)

	As of Mar-18	As of Mar-19	Change
Total assets	36,339.1	35,947.1	(392.0)
Cash, deposits and call loans	638.6	797.0	+158.4
Monetary claims bought	191.1	199.1	+8.0
Securities	30,961.1	30,755.5	(205.6)
Loans	2,562.3	2,348.2	(214.1)
Tangible fixed assets	1,116.1	1,122.8	+6.7
Deferred tax assets	-	-	-
Total liabilities	33,450.9	33,061.8	(389.0)
Policy reserves and others	30,953.8	30,882.6	(71.2)
Policy reserves	30,407.2	30,353.7	(53.4)
Contingency reserve	598.4	598.4	-
Bonds payable	476.2	476.2	-
Other liabilities	1,054.7	639.4	(415.2)
Reserve for employees' retirement benefits	392.9	400.6	+7.6
Reserve for price fluctuations	181.4	198.4	+17.0
Deferred tax liabilities	203.7	201.1	(2.6)
Total net assets	2,888.2	2,885.2	(2.9)
Total shareholders' equity	696.0	684.1	(11.8)
Total of valuation and translation adjustments	2,192.2	2,201.1	+8.8
Net unrealized gains (losses) on securities, net of tax	2,213.8	2,211.1	(2.7)
Reserve for land revaluation	(12.4)	(13.4)	(1.0)

# Dai-ichi Frontier Life's Results – Summary Financial Statements

## Profit and Loss Statement

	(billions of yen)		
	Year ended Mar-18	Year ended Mar-19	Change
Ordinary revenues	1,809.4	2,036.9	+227.5
Premium and other income	1,607.9	1,876.0	+268.0
Investment income	201.4	160.9	(40.5)
Hedge gains related to GMMB risk	--	--	--
Foreign exchange gains	--	--	--
Ordinary expenses	1,748.6	1,997.8	+249.2
Benefits and claims	784.8	702.8	(82.0)
Provision for policy reserves and others (negative indicates a reversal)	691.3	1,131.0	+439.7
Related to GMMB risk	(4.6)	(5.2)	(0.5)
Contingency reserve	7.0	9.4	+2.4
Investment expenses	202.3	74.3	(127.9)
Hedge losses related to GMMB risk	23.5	15.6	(7.8)
Foreign exchange losses	164.5	66.5	(97.9)
Operating expenses	61.4	78.0	+16.6
Ordinary profit	60.8	39.1	(21.7)
Extraordinary gains	--	--	--
Extraordinary losses	4.1	5.4	+1.3
Total of corporate income taxes	19.6	13.6	(5.9)
Net income	37.0	19.9	(17.1)
[Additional reconciliation items for net income]			
Net income	37.0	19.9	(17.1)
Gains (losses) related to GMMB risk <sup>(1)</sup>	(4.8)	(11.4)	(6.5)
Gains (losses) related to market value adjustment <sup>(2)</sup>	11.0	(1.0)	(12.1)
Operating income	61.6	61.1	(0.5)
Provision for contingency reserves and price fluctuation reserves, and tax	(30.7)	(28.6)	+2.1

## Balance Sheet

	(billions of yen)		
	As of Mar-18	As of Mar-19	Change
Total assets	7,534.6	8,755.4	+1,220.7
Cash, deposits and call loans	171.9	209.9	+38.0
Securities	6,765.2	7,858.0	+1,092.7
Total liabilities	7,382.6	8,560.7	+1,178.0
Policy reserves and others	7,110.3	8,241.4	+1,131.0
Policy reserves	7,097.8	8,221.7	+1,123.9
Contingency reserve	121.9	131.4	+9.4
Total net assets	152.0	194.7	+42.6
Total shareholders' equity	130.0	150.0	+19.9
Capital stock	117.5	117.5	-
Capital surplus	67.5	67.5	-
Retained earnings	(54.9)	(34.9)	+19.9

- (1) Together with provision for policy reserves related to GMMB risk and related hedge gains (losses), risk charge included in premium for variable products, payments related to minimum guarantee and reinsurance account balance are accounted for in "Gains (losses) related to GMMB risk" (For Year ended March 2018: 13.9 billion yen. For Year ended March 2019: 8.1 billion yen).
- (2) Provision or reversal of policy reserve related to market value adjustment excludes those parts that have no impact on ordinary profit.

The following items include items that are offset by provision for (reversal of) policy reserves and unrealized gains (losses) on investments. There is impact of gains (losses) but they do not have a significant impact on business results. (Gains or losses on investments in separate accounts, foreign exchange gains or losses, derivative transaction gains or losses)



# Protective Life's Results - Summary Financial Statements

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

(millions of USD)

	Year ended Dec-18	Year ended Dec-19	Change
Ordinary revenues	9,772	8,717	(1,055)
Premium and other income	5,358	5,654	+296
Investment income	3,965	2,604	(1,361)
Other ordinary revenues	449	458	+9
Ordinary expenses	9,337	8,333	(1,003)
Benefits and claims	4,705	5,270	+564
Provision for policy reserves and others	3,002	793	(2,209)
Investment expenses	569	1,118	+548
Operating expenses	887	879	(7)
Other ordinary expenses	172	272	+99
Ordinary profit	435	383	(51)
Extraordinary profits	1	-	(1)
Extraordinary losses	1	0	(0)
Total of corporate income taxes	(671)	80	+752
Net income	1,106	302	(804)

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

(millions of USD)

	As of Dec-17	As of Dec-19	Change
Total assets	79,635	89,928	+10,293
Cash and deposits	395	251	(143)
Securities	60,193	69,105	+8,912
Loans	8,435	9,426	+990
Tangible fixed assets	119	191	+72
Intangible fixed assets	2,819	3,117	+298
Goodwill	793	825	+32
Other intangible fixed assets	1,990	2,259	+269
Reinsurance receivable	182	188	+5
Total liabilities	72,508	84,161	+11,652
Policy reserves and other	63,599	75,919	+12,319
Reinsurance payables	272	279	+7
Bonds payable	4,186	4,338	+152
Other liabilities	3,124	2,702	(421)
Total net assets	7,127	5,767	(1,359)
Total shareholders' equity	7,114	7,193	+78
Total accumulated other comprehensive income	12	(1,425)	(1,438)

(1) Disclosed after re-classifying items from Protective Life's financial statements under U.S. accounting standards to conform to Dai-ichi Life Holdings' disclosure standards.  
 (2) The fiscal year of Protective Life ends on December 31.



# TAL's Results – Summary Financial Statements

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

(millions of AUD)

	Year ended Mar-18	Year ended Mar-19	Change
Ordinary revenues	3,769	3,917	+147
Premium and other income	3,482	3,656	+174
Investment income	152	158	+6
Other ordinary revenues	135	101	(33)
Ordinary expenses	3,570	3,763	+193
Benefits and claims	2,476	2,599	+123
Provision for policy reserves and others	262	276	+14
Investment expenses	40	44	+3
Operating expenses	663	725	+61
Other ordinary expenses	127	118	(9)
Ordinary profit	199	153	(45)
Extraordinary gains (losses)	-	-	-
Total of corporate income taxes	70	42	(28)
Net income	128	111	(17)
Underlying profit	183	170	(13)

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

(millions of AUD)

	As of Mar-18	As of Mar-19	Change
Total assets	6,099	11,341	+5,241
Cash and deposits	1,235	933	(302)
Securities	2,041	6,543	+4,502
Tangible fixed assets	0	0	(0)
Intangible fixed assets	1,150	1,122	(27)
Goodwill	786	786	-
Other intangible fixed assets	363	335	(27)
Reinsurance receivable	129	285	+156
Other assets	129	285	+156
Deferred tax assets	-	213	+213
Total liabilities	3,699	8,354	+4,655
Policy reserves and others	2,396	6,736	+4,340
Reinsurance payables	277	363	+85
Bonds payable	240	246	+6
Other liabilities	688	1,008	+319
Deferred tax liabilities	96	-	(96)
Total net assets	2,400	2,986	+586
Total shareholders' equity	2,400	2,986	+586
Capital stock	1,630	2,130	+500
Retained earnings	769	855	+86

(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 Holdings' disclosure standards.

# Group Summary Statement of Earnings Matrix

(billions of yen)

	Dai-ichi Life			Dai-ichi Frontier Life			Neo First Life			Protective			TAL			Consolidated		
	Year ended Mar-18	Year ended Mar-19	Change	Year ended Mar-18	Year ended Mar-19	Change	Year ended Mar-18	Year ended Mar-19	Change	Year ended Dec-17	Year ended Dec-18	Change	Year ended Mar-18	Year ended Mar-19	Change	Year ended Mar-18	Year ended Mar-19	Change
Ordinary revenues	3,791.9	3,739.5	(52.3)	1,809.4	2,036.9	+227.5	24.6	181.2	+156.5	1,104.3	967.6	(136.7)	307.8	308.0	+0.2	7,037.8	7,184.0	+146.2
Premium and other income	2,321.9	2,314.9	(7.0)	1,607.9	1,876.0	+268.0	24.5	181.1	+156.5	605.4	627.6	+22.1	284.3	287.5	+3.2	4,884.5	5,344.0	+459.4
Investment income	1,151.2	1,140.4	(10.8)	201.4	160.9	(40.5)	0.0	0.0	+0.0	448.0	289.0	(159.0)	12.4	12.4	+0.0	1,802.6	1,583.2	(219.3)
Interest and dividends	836.0	805.1	(30.8)	119.1	154.4	+35.2	0.0	0.0	+0.0	235.2	278.9	+43.7	2.9	1.7	(1.2)	1,197.3	1,244.2	+46.8
Gains on sale of securities	229.6	274.7	+45.1	4.9	1.5	(3.4)	0.0	-	(0.0)	2.1	2.7	+0.5	-	-	-	236.7	279.2	+42.5
Derivative transaction gains <sup>(1)</sup>	-	-	-	-	-	-	-	-	-	-	6.7	+6.7	-	-	-	-	-	-
Foreign exchange gains <sup>(1)</sup>	-	-	-	-	-	-	-	-	-	-	0.0	+0.0	-	0.0	+0.0	-	-	-
Gains on investments in separate accounts	53.1	37.1	(16.0)	74.2	-	(74.2)	-	-	-	-	-	-	-	-	-	127.4	36.6	(90.7)
Other ordinary revenues	318.6	284.2	(34.4)	0.0	0.0	+0.0	0.0	0.0	(0.0)	50.7	50.9	+0.1	11.0	8.0	(3.0)	350.6	256.8	(93.7)
Ordinary expenses	3,433.0	3,392.9	(40.1)	1,748.6	1,997.8	+249.2	32.9	189.7	+156.7	1,055.1	925.0	(130.1)	291.5	295.9	+4.4	6,565.8	6,751.1	+185.3
Benefits and claims	2,265.2	2,328.4	+63.1	784.8	702.8	(82.0)	1.7	10.7	+9.0	531.7	584.9	+53.2	202.2	204.4	+2.2	3,789.9	3,839.1	+49.1
Provision for policy reserves and others	166.3	8.2	(158.0)	691.3	1,131.0	+439.7	14.2	114.7	+100.4	339.2	88.0	(251.2)	21.4	21.7	+0.3	1,223.8	1,309.2	+85.4
Investment expenses	290.3	360.7	+70.4	202.3	74.3	(127.9)	0.0	0.0	(0.0)	64.3	124.1	+59.7	3.3	3.4	+0.1	548.9	541.5	(7.4)
Losses on sale of securities	111.2	138.4	+27.1	3.7	1.7	(2.0)	-	-	-	0.9	1.6	+0.6	-	-	-	115.9	141.7	+25.8
Losses on valuation of securities	0.8	7.8	+7.0	-	-	-	-	-	-	1.3	3.2	+1.9	-	-	-	4.7	11.1	+6.4
Derivative transaction losses	32.7	48.2	+15.4	11.5	0.0	(11.4)	-	-	-	34.5	-	(34.5)	-	-	-	78.9	41.5	(37.3)
Foreign exchange losses	75.0	95.9	+20.8	170.0	66.5	(103.4)	-	-	-	0.0	-	(0.0)	0.0	-	(0.0)	245.2	162.3	(82.9)
Losses on investments in separate accounts	-	-	-	-	0.4	+0.4	-	-	-	-	-	-	-	-	-	-	-	-
Operating expenses	408.6	390.2	(18.3)	61.4	78.0	+16.6	16.7	63.6	+46.8	100.3	97.6	(2.6)	54.1	57.0	+2.8	661.1	703.5	+42.4
Ordinary profit	358.8	346.6	(12.2)	60.8	39.1	(21.7)	(8.2)	(8.5)	(0.2)	49.1	42.5	(6.5)	16.2	12.0	(4.2)	471.9	432.9	(39.0)
Extraordinary gains	0.5	2.4	+1.9	-	-	-	0.0	-	(0.0)	0.1	-	(0.1)	-	-	-	34.1	2.5	(31.6)
Extraordinary losses	30.1	23.0	(7.0)	4.1	5.4	+1.3	0.0	0.0	(0.0)	0.1	0.0	(0.0)	-	-	-	34.4	28.6	(5.8)
Provision for reserve for policyholder dividends	95.0	87.5	(7.5)	-	-	-	-	-	-	-	-	-	-	-	-	95.0	87.5	(7.5)
Income before income taxes, etc.	234.2	238.5	+4.3	56.7	33.6	(23.0)	(8.2)	(8.5)	(0.2)	49.1	42.5	(6.6)	16.2	12.0	(4.2)	376.7	319.3	(57.4)
Total of corporate income taxes	64.3	65.6	+1.3	19.6	13.6	(5.9)	0.0	0.0	+0.0	(75.8)	8.9	+84.8	5.7	3.3	(2.4)	12.8	94.3	+81.4
Net income attributable to non-controlling interests	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net income attributable to shareholders of parent company	169.9	172.9	+2.9	37.0	19.9	(17.1)	(8.3)	(8.5)	(0.2)	125.0	33.5	(91.4)	10.5	8.7	(1.7)	363.9	225.0	(138.8)

(1) As for Dai-ichi Frontier Life's non-consolidated Statement of Earnings, currency swap gains (losses) realized at the time of the settlement are reported as Derivative transaction gains (losses) as from the fiscal year ended March 31, 2019. This item was previously reported as foreign exchange gains (losses). As a result, 5.5 billion yen reported as Foreign exchange losses for the fiscal year ended March 31, 2018, has been reclassified as Derivative transaction losses.

# Group Summary Balance Sheet Matrix

(billions of yen)

	Dai-ichi Life			Dai-ichi Frontier Life			Neo First Life			Protective			TAL			Consolidated		
	As of Mar-18	As of Mar-19	Change	As of Mar-18	As of Mar-19	Change	As of Mar-18	As of Mar-19	Change	As of Dec-17	As of Dec-18	Change	As of Mar-18	As of Mar-19	Change	As of Mar-18	As of Mar-19	Change
Total assets	36,339.1	35,947.1	(392.0)	7,534.6	8,755.4	+1,220.7	44.9	157.4	+112.4	8,998.7	9,982.0	+983.3	498.0	891.8	+393.7	53,603.0	55,941.2	+2,338.2
Cash, deposits and call loans	638.6	797.0	+158.4	171.9	209.9	+38.0	35.0	86.1	+51.1	44.6	27.9	(16.7)	100.8	73.3	(27.4)	1,055.8	1,255.6	+199.7
Monetary claims bought	191.1	199.1	+8.0	4.0	-	(4.0)	-	-	-	-	-	-	-	-	-	195.1	199.1	+4.0
Securities	30,961.1	30,755.5	(205.6)	6,765.2	7,858.0	+1,092.7	2.4	15.2	+12.7	6,801.8	7,670.7	+868.8	166.6	514.5	+347.8	44,916.9	47,065.0	+2,148.0
Loans	2,562.3	2,348.2	(214.1)	-	-	-	-	0.0	+0.0	953.2	1,046.3	+93.0	0.2	1.4	+1.1	3,487.6	3,353.2	(134.4)
Tangible fixed assets	1,116.1	1,122.8	+6.7	0.2	0.3	+0.0	0.2	0.2	+0.0	13.5	21.2	+7.7	0.0	0.0	(0.0)	1,130.5	1,145.2	+14.7
Intangible fixed assets	99.2	106.9	+7.6	5.5	7.6	+2.1	0.0	0.3	+0.3	318.5	346.0	+27.4	93.9	88.2	(5.6)	414.9	444.8	+29.8
Total liabilities	33,450.9	33,061.8	(389.0)	7,382.6	8,560.7	+1,178.0	26.8	137.7	+110.9	8,193.4	9,341.8	+1,148.4	282.5	638.1	+355.6	49,853.7	52,227.6	+2,373.9
Policy reserves and others	30,953.8	30,882.6	(71.2)	7,110.3	8,241.4	+1,131.0	16.0	130.8	+114.7	7,186.7	8,427.0	+1,240.3	195.7	529.7	+334.0	45,513.7	48,279.4	+2,765.6
Policy reserves	30,407.2	30,353.7	(53.4)	7,097.8	8,221.7	+1,123.9	15.8	130.3	+114.5	7,113.8	8,349.1	+1,235.2	Δ86.6	205.0	+291.7	44,597.7	47,325.7	+2,728.0
Bonds payable	476.2	476.2	-	-	-	-	-	-	-	473.0	481.5	+8.5	19.6	19.4	(0.2)	968.9	1,062.2	+93.3
Other liabilities	1,054.7	639.4	(415.2)	83.3	90.2	+6.8	10.7	6.7	(3.9)	353.0	300.0	(52.9)	36.6	60.4	+23.7	1,998.1	1,420.9	(577.1)
Net defined benefit liabilities	392.9	400.6	+7.6	-	-	-	-	-	-	10.5	9.0	(1.5)	-	-	-	413.1	422.3	+9.1
Reserve for price fluctuations	181.4	198.4	+17.0	14.3	19.8	+5.4	0.0	0.0	-	-	-	-	-	-	-	195.7	218.2	+22.4
Deferred tax liabilities	203.7	201.1	(2.6)	8.5	17.3	+8.7	0.0	0.0	+0.0	139.2	93.1	(46.0)	7.8	-	(7.8)	357.8	311.0	(46.8)
Total net assets	2,888.2	2,885.2	(2.9)	152.0	194.7	+42.6	18.1	19.6	+1.5	805.3	640.2	(165.1)	215.5	253.7	+38.1	3,749.2	3,713.5	(35.6)
Total shareholders' equity	696.0	684.1	(11.8)	130.0	150.0	+19.9	18.1	19.5	+1.4	836.5	845.7	+9.1	234.1	280.4	+46.3	1,589.6	1,708.8	+119.1
Total accumulated other comprehensive income	2,192.2	2,201.1	+8.8	21.9	44.6	+22.7	0.0	0.0	+0.0	Δ31.2	Δ205.5	(174.3)	Δ18.5	Δ26.7	(8.1)	2,158.3	2,003.6	(154.6)
Net unrealized gains on securities, net of tax	2,213.8	2,211.1	(2.7)	21.9	44.6	+22.7	0.0	0.0	+0.0	2.9	Δ156.5	(159.4)	-	-	-	2,238.1	2,101.5	(136.5)
Reserve for land revaluation	Δ12.4	Δ13.4	(1.0)	-	-	-	-	-	-	-	-	-	-	-	-	Δ12.4	Δ13.4	(1.0)

# Group— Consolidated Solvency Margin Ratio

(billions of yen)			
	As of Mar-18	As of Mar-19	Change
Total solvency margin (A)	7,291.8	7,334.4	+ 42.6
Common stock, etc. <sup>(1)</sup>	1,223.9	1,314.7	+ 90.7
Reserve for price fluctuations	195.7	218.2	+ 22.4
Contingency reserve	721.1	730.9	+ 9.8
General reserve for possible loan losses	0.4	0.1	(0.3)
(Net unrealized gains (losses) on securities (before tax) and deferred hedge gains (losses) (before tax) ) × 90% <sup>(2)</sup>	2,799.5	2,639.3	(160.2)
Net unrealized gains (losses) on real estate × 85% <sup>(2)</sup>	155.5	199.8	+ 44.3
Sum of unrecognized actuarial differences and unrecognized past service cost	(11.5)	(15.1)	(3.5)
Policy reserves in excess of surrender values	2,320.0	2,334.5	+ 14.5
Qualifying subordinated debt	759.2	844.2	+ 85.0
Excluded portion of policy reserves in excess of surrender values and qualifying subordinated debt	(749.6)	(728.7)	+ 20.8
Excluded items	(165.0)	(265.0)	(100.0)
Others	42.3	61.3	+ 18.9
Total risk (B) $\sqrt{R_1^2 + R_5^2 + R_8^2 + R_9^2} + (R_2 + R_3 + R_7)^2 + R_4 + R_6$	1,739.5	1,686.4	(53.0)
Insurance risk R <sub>1</sub>	120.2	123.2	+ 2.9
General insurance risk R <sub>5</sub>	5.2	5.9	+ 0.6
Catastrophe risk R <sub>6</sub>	2.0	1.5	(0.4)
3rd sector insurance risk R <sub>8</sub>	201.3	194.4	(6.8)
Small amount and short-term insurance risk R <sub>9</sub>	—	—	—
Assumed investment yield risk R <sub>2</sub>	253.2	261.8	+ 8.6
Guaranteed minimum benefit risk R <sub>7</sub> <sup>(3)</sup>	81.0	72.8	(8.2)
Investment risk R <sub>3</sub>	1,332.5	1,280.3	(52.1)
Business risk R <sub>4</sub>	39.9	38.8	(1.1)
Solvency margin ratio $\frac{(A)}{(1/2) \times (B)} \times 100$	838.3%	869.7%	+ 31.4%

- (1) Expected disbursements from capital outside the Company and accumulated other comprehensive income, etc. are excluded.  
 (2) Multiplied by 100% if losses.  
 (3) Calculated by standard method.

## Dai-ichi Group

(billions of yen)

	As of Mar-18	As of Mar-19	Change
EEV of the Group	6,094.1	5,936.5	(157.6)
EEV for Covered Businesses <sup>(1)</sup>	6,320.8	6,128.7	(192.1)
Adjusted net worth	6,723.9	7,127.8	+403.9
Value of in-force business	(403.0)	(999.1)	(596.0)
Adjustments to net worth etc. of non-covered businesses <sup>(2)</sup>	(226.6)	(192.2)	+34.4

	Year ended Mar-18	Year ended Mar-19	Change
Value of new business	190.2	197.4	+7.1
Present value of premium income (B)	4,427.2	5,219.8	+792.5
New business margin (A/B)	4.30%	3.78%	(0.51)pts

(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 (as of Mar-18: 1,209.3 billion yen, Mar-19: 1,257.1 billion yen) of non-consolidated Dai-ichi Life Holdings, adjustments related to interest (as of Mar-18: minus 1,471.0 billion yen, Mar-19: minus 1,466.6 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.



# EEV – Subsidiaries



Dai-ichi Life  
Holdings

(billions of yen)

Dai-ichi Life	As of Mar-18	As of Mar-19	Change
EEV	4,887.0	4,550.5	(336.5)
Adjusted net worth	5,878.1	6,059.0	+180.9
Value of in-force business	(991.0)	(1,508.5)	(517.4)

	Year ended Mar-18	Year ended Mar-19	Change
Value of new business	149.0	139.5	(9.4)
Present value of premium income	2,133.4	1,888.2	(245.2)
New business margin	6.98%	7.39%	+ 0.40pts

Dai-ichi Frontier Life	As of Mar-18	As of Mar-19	Change
EEV	401.9	416.8	+14.8
Adjusted net worth	243.9	429.4	+185.4
Value of in-force business	157.9	(12.6)	(170.6)

	Year ended Mar-18	Year ended Mar-19	Change
Value of new business	13.1	3.0	(10.0)
Present value of premium income	1,366.6	1,773.4	+406.7
New business margin	0.96%	0.17%	(0.79)pts

Neo First Life	As of Mar-18	As of Mar-19	Change
EEV	50.7	93.7	+42.9
Adjusted net worth	18.7	20.7	+1.9
Value of in-force business	31.9	73.0	+41.0

	Year ended Mar-18	Year ended Mar-19	Change
Value of new business	3.0	31.8	+28.7
Present value of premium income	100.0	649.3	+549.2
New business margin	3.06%	4.90%	+ 1.84pts

	Year ended Mar-18	Year ended Mar-19	Change
Value of new business (ultimate unit cost base)	8.6	32.4	+23.7
Present value of premium income	100.0	649.3	+549.2
New business margin (ultimate unit cost base)	8.69%	5.00%	(3.69)pts

Note: Dai-ichi Life Vietnam applies traditional method..

Note: Fiscal year ends on December 31 for Protective and Dai-ichi Life Vietnam.

(billions of yen)

Protective	As of Dec-17	As of Dec-18	Change
EEV	658.6	662.7	+4.1
Adjusted net worth	442.1	424.1	(17.9)
Value of in-force business	216.5	238.6	+22.1

	Year ended Dec-17	Year ended Dec-18	Change
Value of new business	1.2	3.5	+2.2
Present value of premium income	527.4	599.7	+72.3
New business margin	0.24%	0.59%	+ 0.35pts
Exchange rate (yen/USD)	113.00	111.00	

TAL	As of Mar-18	As of Mar-19	Change
EEV	282.0	339.9	+57.9
Adjusted net worth	132.9	175.9	+43.0
Value of in-force business	149.1	164.0	+14.8

	Year ended Mar-18	Year ended Mar-19	Change
Value of new business	18.6	10.8	(7.7)
Present value of premium income	231.8	207.0	(24.8)
New business margin	8.04%	5.24%	(2.80)pts
Exchange rate (yen/AUD)	81.66	78.64	

Dai-ichi Life Vietnam	As of Dec-17	As of Dec-18	Change
EEV	61.3	85.3	+24.0
Adjusted net worth	28.9	39.0	+10.0
Value of in-force business	32.3	46.3	+13.9

	Year ended Dec-17	Year ended Dec-18	Change
Value of new business	5.1	8.7	+3.5
Present value of premium income (B)	67.7	102.0	+34.3
New business margin (A/B)	7.68%	8.54%	+ 0.86pts
Exchange rate (yen/VND)	0.0050	0.0048	

# EEV – Sensitivity Analysis (as of Mar-2019)

## Dai-ichi Life Group

(billions of yen, upper: change in value, lower: percentage to EEV)

Assumptions	Sensitivities	EEV for covered business			Adjustments to net worth etc. of non-covered businesses	Value of New Business
			Adjusted net worth	Value of in-force business		
50bp upward parallel shift in risk-free yield curve	492.1 8%	486.7 8%	(1,452.2) (24%)	1,938.9 33%	5.4 0%	18.2 9%
50bp downward parallel shift in risk-free yield curve	(605.5) (10%)	(599.9) (10%)	1,582.7 27%	(2,182.6) (37%)	(5.6) (0%)	(21.7) (11%)
10% decline in equity and real estate values	(468.0) (8%)	(452.9) (8%)	(439.6) (7%)	(13.3) (0%)	(15.1) (0%)	0.0 0%
Dai-ichi Life Group EEV	5,936.5	6,128.7			(192.2)	197.4

## Dai-ichi Life

(billions of yen, upper: change in value, lower: percentage to EEV)

Assumptions	Sensitivities			Value of New Business
		Adjusted net worth	Value of in-force business	
50bp upward parallel shift in risk-free yield curve	498.0 11%	(1,271.4) (28%)	1,769.4 39%	10.7 8%
50bp downward parallel shift in risk-free yield curve	(611.5) (13%)	1,392.4 31%	(2,004.0) (44%)	(13.7) (10%)
10% decline in equity and real estate values	(441.8) (10%)	(444.0) (10%)	2.1 0%	0.1 0%
Dai-ichi Life EEV	4,550.5			139.5

# EEV – Reclassification from ALM point of view

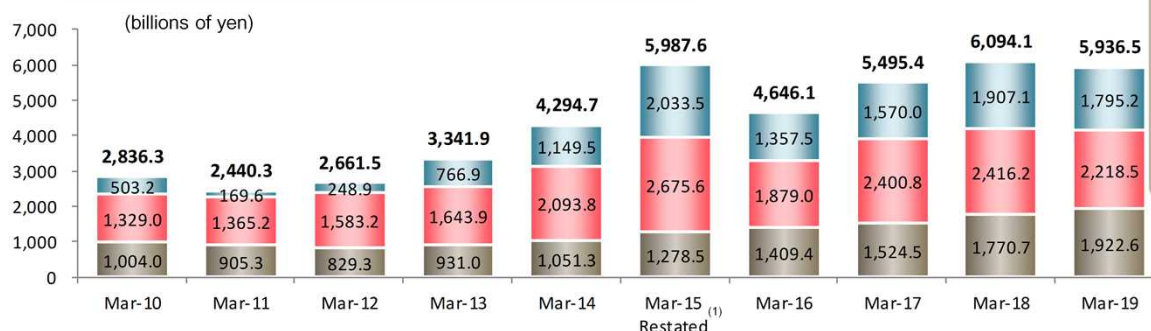
## Reclassification of EEV from ALM point of view

### EEV of the Group

	As of Mar-18	As of Mar-19	Change
Group EEV	6,094.1	5,936.5	(157.6)
Covered Businesses	6,320.8	6,128.7	(192.1)
Adjusted net worth	6,723.9	7,127.8	+403.9
Value of in-force business	(403.0)	(999.1)	(596.0)
Adjustment for non-covered businesses	(226.6)	(192.2)	+34.4

	As of Mar-18	As of Mar-19
Group EEV	6,094.1	5,936.5
Unrealized gains on other assets <sup>(2)</sup>	1,907.1	1,795.2
VIF <i>plus</i> unrealized gains on Yen-denominated fixed income assets <sup>(3)</sup>	2,416.2	2,218.5
Net worth, etc. <i>plus</i> retained earnings in liabilities <sup>(4)</sup>	1,770.7	1,922.6

### 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.).

(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 and adjustments relating to net worth of non-covered businesses excluding unrealized gains.

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