# Financial Results for the Six Months Ended September 30, 2022

November 14, 2022 Dai-ichi Life Holdings, Inc.



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September 2021

June 2021

¥111.92

¥110.58



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Currency Exe	change Rates(	ТТМ)				
As of end	¥/US\$	¥/Euro	¥/AU\$			
September 2022	¥144.81	¥142.32	¥94.17			
June 2022	¥136.68	¥142.67	¥93.90			
March 2022	¥122.39	¥136.70	¥92.00			
December 2021	¥115.02	¥130.51	¥83.42			

¥129.86

¥131.58

¥80.46

¥83.12

Group Company Name Abbreviation, Equity Share and Fiscal Year							
Domest	ic Life Insurance Business	Equity Share	Fiscal Year				
DL	Dai-ichi Life	100%					
DFL	Dai-ichi Frontier Life	100%	Apr -Mar				
NFL	Neo First Life	100%					
Oversea	s Insurance Business						
PLC	[USA] Protective Life Corporation	100%	Jan – Dec				
TAL	[Australia] TAL Dai-ichi Life Australia	100%	Apr -Mar				
DLVN	[Vietnam] Dai-ichi Life Insurance Company of V	/ietnam 100%					
DLKH	[Cambodia] Dai-ichi Life Insurance (Cambodia)	100%	Jan – Dec				
DLMM	[Myanmar] Dai-ichi Life Insurance Myanmar	100%					
SUD	[India] Star Union Dai-ichi Life Insurance Comp	any 45.9%	Apr -Mar				
PDL	[Indonesia] PT Panin Dai-ichi Life	40%					
OLI	[Thailand] OCEAN LIFE INSURANCE PUBLIC CO	MPANY 24%	Jan – Dec				
DLRe	[Bermuda] Dai-ichi Life Reinsurance Bermuda	100%					
Other B	usiness (Asset Management)						
AMOne	Asset Management One	49%(Voting rights) 30%(Economic interest)					

# **Key Highlights**

contact with customers.

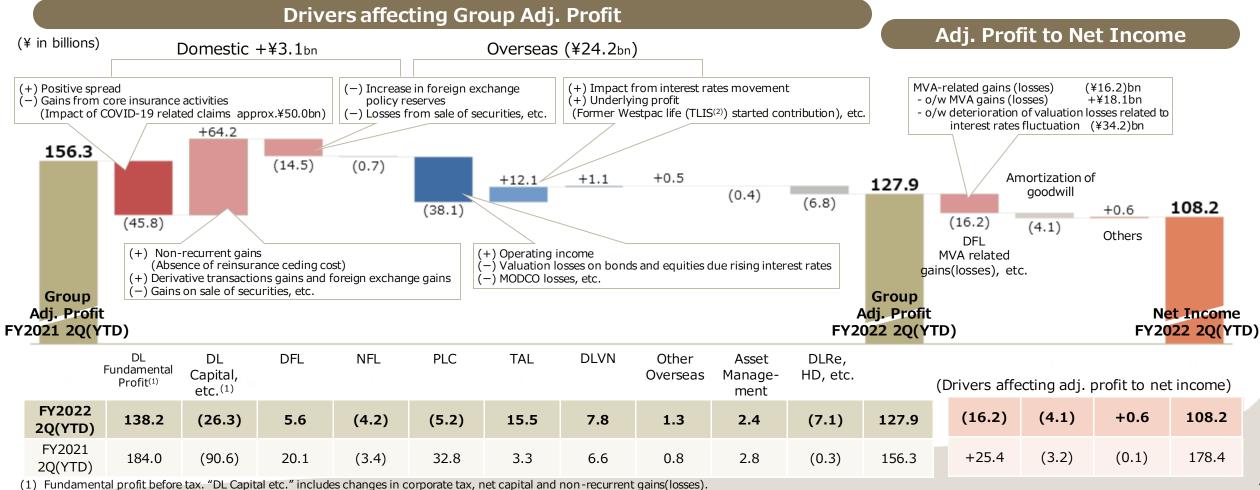


			Holaings
2Q Resu	Ilts Profit af	ffected by an in	crease in COVID-19 payment in Japan and rising overseas interest rates
Profit	Group Adj. Profit	¥127.9bn	Down 18% YoY: The increase in hospitalization payment was offset by positive spread and absence of reinsurance ceding cost at DL. Adj. profit was affected by non-operating losses at PLC and increase in regular policy reserves at DFL due to rising overseas interest rates.
	Net Income	¥108.2bn	<ul> <li>Down 39% YoY: In addition to the decrease in group adj. profit, net income was affected by deterioration of MVA related valuation losses due to rising interest rates.</li> </ul>
New Business	Group NB ANP	<b>¥185.5</b> bn	<ul> <li>Up 14% YoY (excl. exchange rate impact): While DL/NFL sales decreased, DFL sales grew steadily thanks to rising overseas interest rates. PLC/DLVN also increased in overseas.</li> </ul>
(NB)	Group VNB	<b>¥68.5</b> bn	<ul> <li>Down 12% YoY (excl. exchange rate impact): While significant growth at DFL/PLC thanks to strong sales, group VNB decreased YoY due to weak results at DL/NFL.</li> </ul>
Economic Value	Group EEV	¥ <b>7,083.8</b> bn	<ul> <li>Down 3% vs Mar-2022 (Adjusted): Positive effect of rising domestic interest rates was outweighed by the negative impacts of rising overseas interest rates and falling equity markets.</li> </ul>
FY2022 Fo			ull-year profit and VNB forecasts based on 2Q progress ecast remains unchanged from initial guidance
Forecast	Group Adj. Profit	approx. ¥240.0bn	<ul> <li>The increase in hospitalization benefit and currency hedging cost, and deterioration of non- operating result at PLC were reflected.</li> </ul>
FUTECASE	Group VNB	approx. ¥135.0bn	While DFL/PLC are expected to increase, weak DL products sales affected on forecast.
Dividend	Dividend per share	¥86 (forecast)	<ul> <li>Dividend per share forecast remains unchanged at ¥86 (+¥3 YoY).</li> <li>FY2022 remittances from subsidiaries are expected to secure our estimate (Approx.¥240bn)</li> </ul>
Торіс			<b>B to acquire ipet Holdings as a wholly owned subsidiary</b> in growth domestic market, diversify business portfolio, improve risk profile, and expand points of

# Highlights: Profit - Group Adjusted Profit and Net Income



- Group adj. profit decreased by 18% YoY. While gains from core insurance activities deteriorated due to increase in COVID-19 hospitalization payments, DL profit increased thanks to an increase in investment income and improvement of capital gains due to Yen depreciation, and absence of reinsurance ceding cost. DFL profit was affected by an increase in regular policy reserves for foreign currency denominated products due to rising overseas interest rates. PLC was also affected by non-operating (valuation) losses.
- Net income decreased by 39%, affected by the deterioration of valuation losses related to interest rates fluctuation (on trading securities) included in the MVA related gains (losses) at DFL.

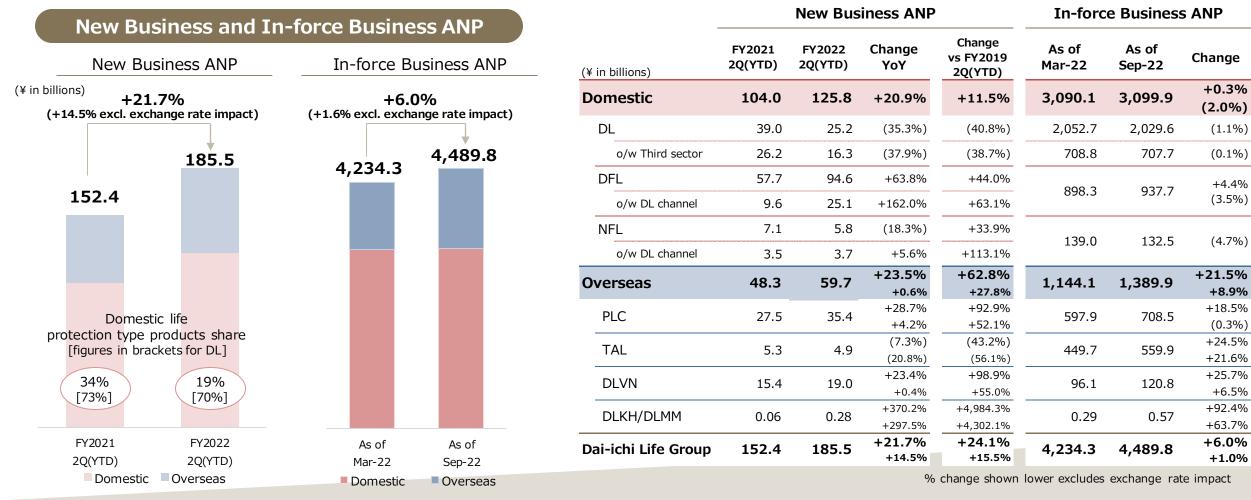


(2) Official name is: TAL Life Insurance Services Limited

# Highlights: New Business - New Business and In-force Business ANP

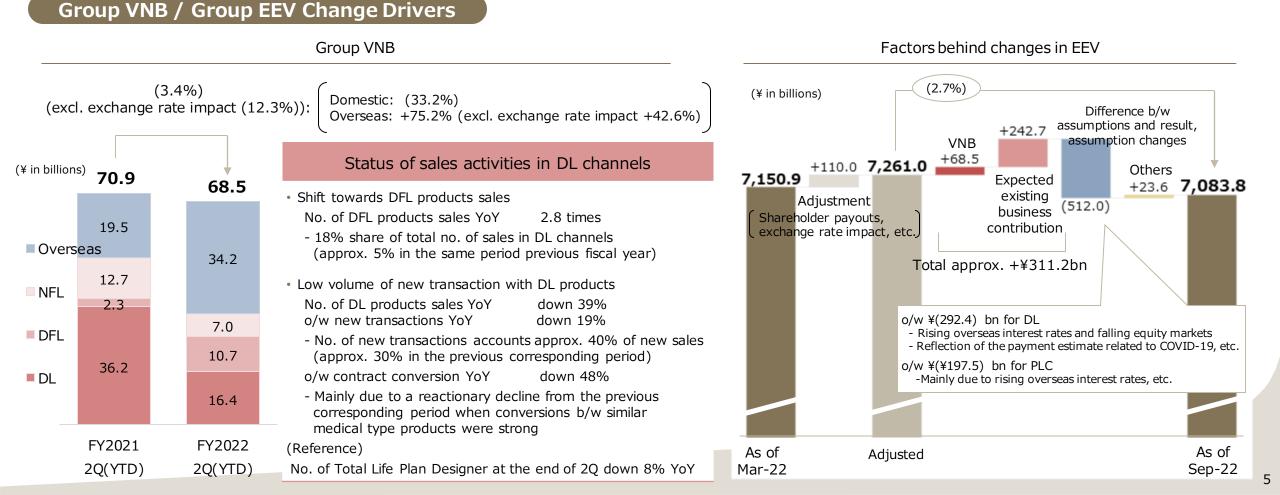


- Domestic new business ANP increased by 22% YoY thanks to steady growth at DFL reflecting attractiveness of DFL products in the rising overseas interest rates. DL continued a reactionary decline from relatively strong sales of new medical type products in the previous fiscal year and a shift in the sales activities of sales reps towards DFL products. NFL showed relatively weak sales due to an increase in competition. (Total new business ANP of DL channel including DFL/NFL products sales increased by 4% YoY.)
- In overseas, new business ANP increased by 23% YoY. Excluding exchange rate impact, ANP increased by 0.6% thanks to PLC/DLVN growth. In-force business ANP increased due to the consolidation of former Westpac life closed the deal on August 1.





- Group VNB decreased by 12% YoY (excl. exchange rate impact) due to weak sales of DL products and NFL, despite strong sales of DFL products and PLC.
- > DL products sales were affected by a shift in the sales activities of sales reps towards DFL products and low volume of new transaction with DL products.
- Group EEV decreased by 1% from the end of March (down 2.7% after adjustment) to ¥7,083.8bn. The positive impact of rising domestic interest rates was outweighed by the negative impacts of rising overseas interest rates and falling equity markets.



## **Overview of Group Financial Results/Group Earnings Forecast**



- While ordinary revenues forecast revised upward due to an increase in premiums and foreign exchange gains at DFL, full-year profit and VNB forecasts were revised downward based on 2Q progress.
- Dividend per share forecast remains unchanged at ¥86 (+¥3 YoY). FY2022 remittances from subsidiaries are expected to secure our estimate (¥240bn).

	2021	2022	Chang	ge (%)	Actual	FY2022 F	Forecast Revision	Revision	(Ref.)FY202
(¥ in billions unless otherwise noted) Ordinary revenues	2Q(YTD) 3,765.7	2Q(YTD) 5,615.0	YoY + 1,849.2	(%) + <b>49%</b>	vs. Forecast 58%	May 2022 <b>7,612.0</b>	9,650.0	Change + 2,038.0	Actual <b>8,209</b>
Dai-ichi Life	2,143.5	2,068.6	(74.8)	(3%)	55%	3,563.0	3,731.0	+ 2,030.0	4,450
Dai-ichi Frontier Life	871.0	2,515.5	+ 1,644.4	+ 189%	69%	2,105.0	3,656.0	+ 1,551.0	2,214
Protective (US\$ in millions) <sup>(1)</sup>	7,253	8,861	+ 1,608	+ 22%	60%	9,750	14,710	+ 4,960	13,4
TAL (AU\$ in millions) <sup>(1)</sup>	3,279	4,238	+ 958	+ 29%	55%	7,680	7,680	-	6,4
Ordinary profit	286.2	219.2	(66.9)	(23%)	51%	512.0	430.0	(82.0)	590
Dai-ichi Life	179.9	221.2	+ 41.3	+ 23%	59%	383.0	373.0	(10.0)	37
Dai-ichi Frontier Life	56.5	(11.4)	(67.9)	-	(105%)	59.0	10.0	(49.0)	12
Protective (US\$ in millions) <sup>(1)</sup>	362	(49)	(411)	_	(38%)	340	130	(210)	Ę
TAL (AU\$ in millions) <sup>(1)</sup>	63	201	+ 138	+ 219%	78%	260	260	_	1
Net income <sup>(2)</sup>	178.4	108.2	(70.2)	(39%)	49%	285.0	219.0	(66.0)	409
Dai-ichi Life	93.4	111.9	+ 18.4	+ 20%	62%	187.0	179.0	(8.0)	19
Dai-ichi Frontier Life	45.6	(10.6)	(56.2)	-	(141%)	45.0	7.0	(38.0)	13
Protective (US\$ in millions) <sup>(1)</sup>	297	(38)	(335)	-	(35%)	280	100	(180)	2
TAL (AU\$ in millions) <sup>(1)</sup>	37	158	+ 120	+ 320%	88%	180	180	_	1
Group Adjusted Profit	156.3	127.9	(28.3)	(18%)	53%	approx.270.0	approx.240.0	(30.0)	296
Group VNB	70.9	68.5	(2.3)	(3%)	51%	approx.154.0	approx.135.0	(19.0)	126
				Divide	ends per share (¥)	86	86	-	;
(Reference) Fundamental Profit	261.5	202.4	(59.0)	(23%)	55%	approx.420.0	approx.370.0	(50.0)	550
Dai-ichi Life	184.0	138.2	(45.8)	(25%)	58%	approx.300.0	approx.240.0	(60.0)	40

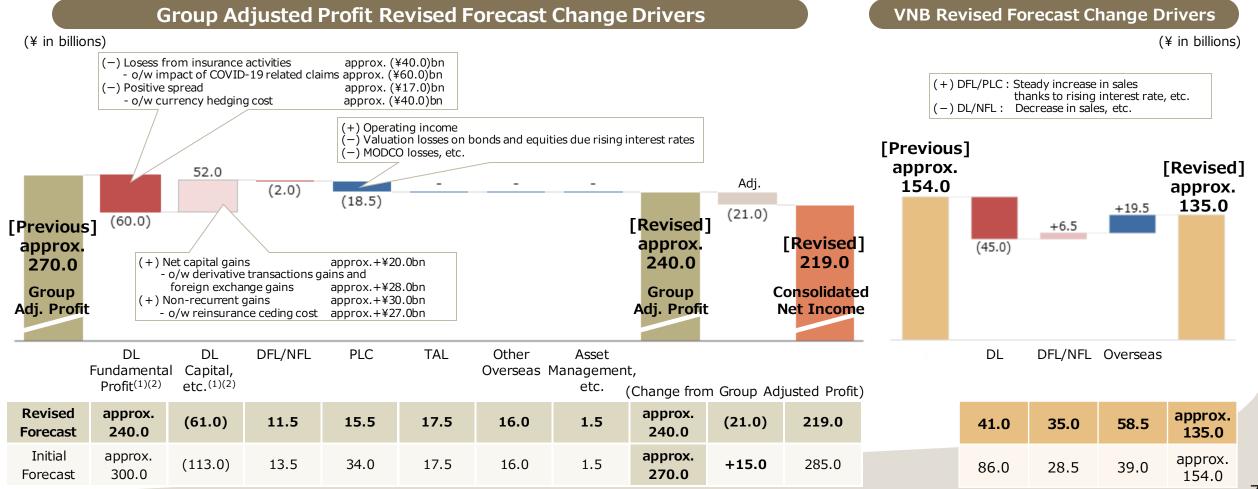
<sup>(2) &</sup>quot;Net Income" represent "Net income attributable to shareholders of parent company.

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# FY2022 Group Adjusted Profit and Value of New Business Revised Forecast



- Group adj. profit is currently forecasted approx. ¥240bn, taking into account additional COVID-19 hospitalization payments and increase in currency hedging cost at DL, and continued deterioration of non-operating (valuation) losses at PLC, considering expansion of COVID-19 new infections after July and financial market conditions. Net income is forecasted ¥219bn, affected by the deterioration of valuation losses related to interest rates fluctuation (on trading securities) included in the MVA related gains (losses) at DFL.
- Group VNB is currently forecasted approx. ¥135bn mainly due to weak DL products sales while DFL/PLC are expected to increase.



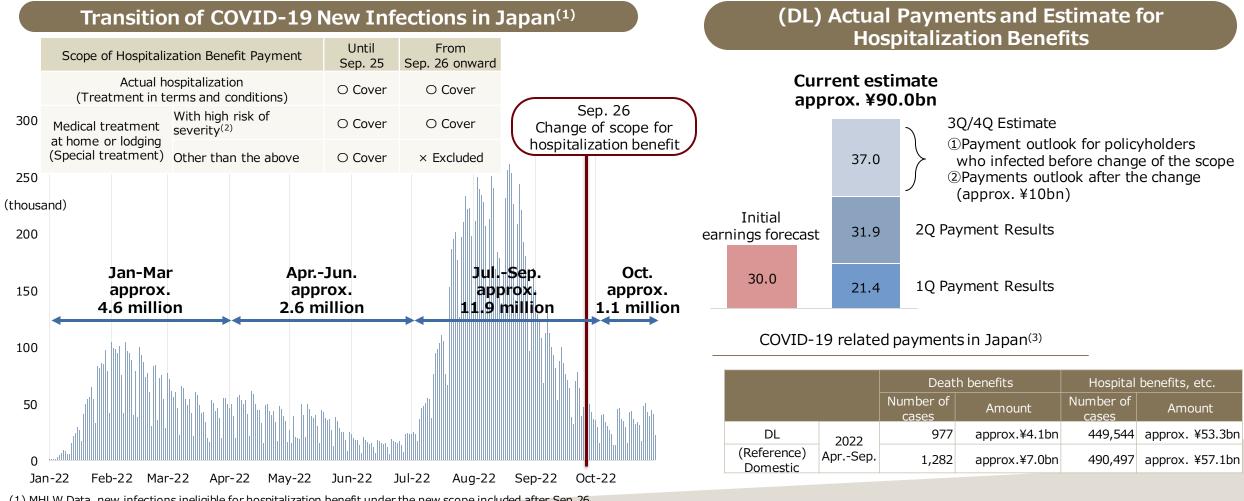
(1) Fundamental profit before tax. "DL Capital etc." includes changes in corporate tax, net capital and non-recurrent gains(losses). (2) Both initial and revised forecast based on the revised fundamental profit calculation method

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# **DL Hospitalization Benefit Payment for COVID-19 infections**



- Since September 26, the scope of benefit payment for "deemed hospitalization" for COVID-19 infections has been changed.
- DL reflected the current estimate for full-year hospitalization payment related to COVID-19 which is expected to be approx. ¥90bn into the current earnings forecast, based on the expansion of new infections mainly in July-September, increased by ¥60bn from the initial forecast of approx. ¥30bn.



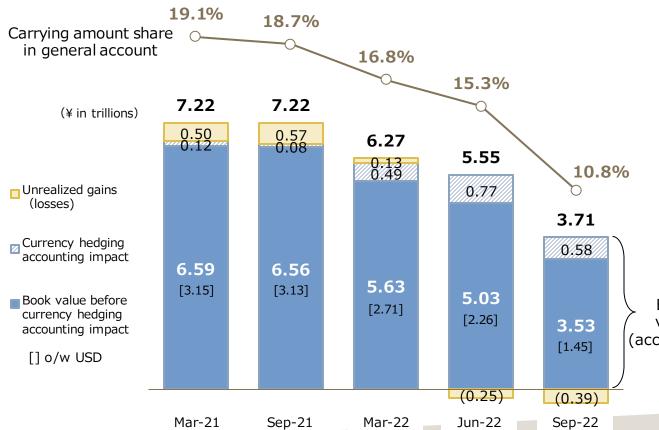
(1) MHLW Data, new infections ineligible for hospitalization benefit under the new scope included after Sep.26

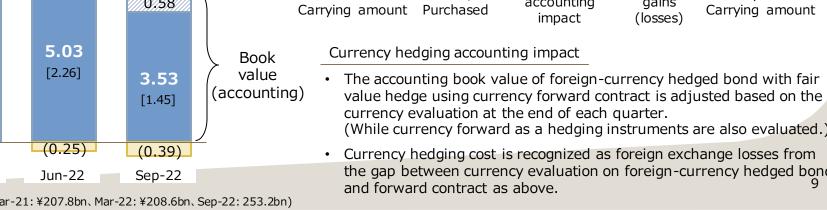
(2) Those who are 65 years of age or older, or who require hospitalization, or have a risk of severity and need treatment of COVID-19 medicine or administration of oxygen, or pregnant women.

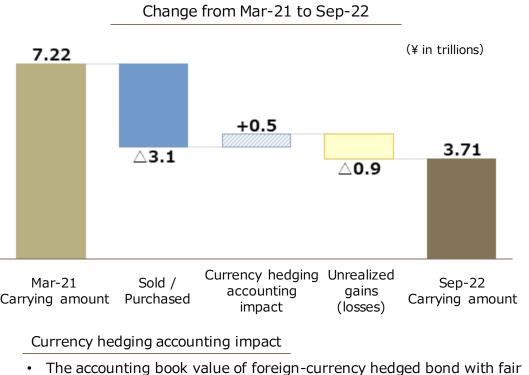
# DL Foreign-Currency Hedged Bond Investment 1 (Balance)

- DL executed significant reduction of foreign-currency hedged bond from the point of risk-return aspect under the rapid overseas interest rates hike especially in the shorter-end of yield curve.
- Reconsider investment process for foreign-currency hedged bond and implement stricter asset allocation and risk management.
- Based on the interest rates forecast and market liquidity going forward, DL will continue to reduce the exposure.

#### **Breakdown of Foreign-Currency Hedged Bond** (Carrying amount)<sup>(1)</sup>



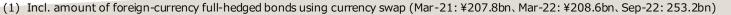




Dai-ichi Life Holdinas

(While currency forward as a hedging instruments are also evaluated.)

Currency hedging cost is recognized as foreign exchange losses from the gap between currency evaluation on foreign-currency hedged bond



# DL Foreign-Currency Hedged Bond Investment 2 (P/L·Currency hedging cost)



- 2Q YTD interest income from the foreign-currency hedged bond decreased by only 3% YoY thanks to Yen depreciation, even after significant reduction of the balance.
- While currency hedging cost in 2Q YTD was relatively low due to a limited rolled amount of currency forward contract, a large amount of currency forward contract is scheduled to be rolled in 2H. The estimate for full-year currency hedging cost remains unchanged at approx. ¥90bn from the previous estimate at the end of June due to significant reduction of the balance, even though current short-term overseas interest rates is already higher than our previous expectation.

#### Gains (losses) on Foreign-Currency Hedged Bond

	FY2021/2Q	FY2022/2Q				
(¥ in billions)	Foreign-currency hedged bonds	Foreign-currency hedged bonds	(Ref.)Foreign currency bonds (unhedged) <sup>(1)</sup>			
Interest, dividends	84.2	81.5	24.6			
and other income	(Yen depreciation impact vs plan: approx. +10.0)					
Currency hedging cost	(13.5)	(23.2)				
Gains (losses) on sale of securities	(33.5)	(150.1)	61.5			
Carrying amount	7,228.9	3,717.3	1,427.6			
Book value	6,653.1	4,114.9	1,309.7			
Unrealized gains (losses)	575.8	(397.5)	117.8			
(Ref.) Book value before currency hedging accounting impact	6,569.8	3,532.5				

FY2022 Currency hedging cost estimate

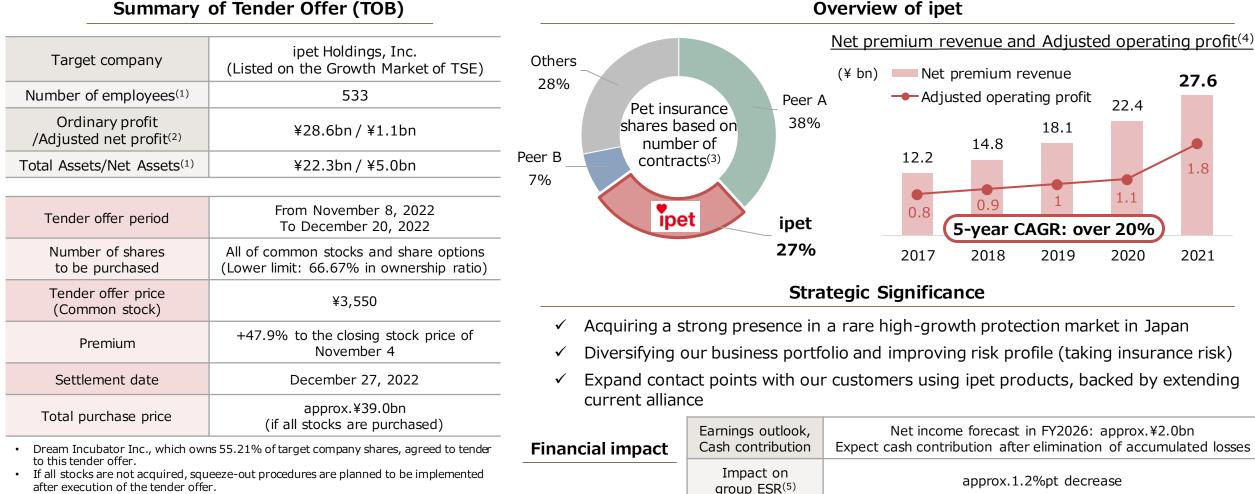
- Currency forward contract will be rolled every 3 to 6 months (based on currency type, rolling amount and timing)
- Foreign-currency hedged bond exposure is expected to be reduced further in 2H.

Overseas short-term interest rates assumption	as of Mar-22 (Initial budget)	as of Jun-22 (end of 1Q)	as of Sep-22 (Current)			
USD	2.6%	3.5%	4.5-5.5%			
EUR	(0.0%)	0.5%	2.5-3.0%			
Foreign-currency hedged bond reduction plan for full-year	approx. ¥600bn	approx. >¥1.0tn	in addition to ¥2.1tn in 1H further reduction is expected			
Currency hedging cost estimate for full-year	approx. ¥50bn	approx. ¥90bn	approx. ¥90bn (no change from June)			

# Commencement of TOB to acquire ipet Holdings as a wholly owned subsidiary



- Commenced a tender offer to acquire ipet Holdings(ipet), a major domestic pet insurance company which has had a business alliance with DL since 2019.
- Aim to acquire a strong presence in a rare high-growth market in Japan, diversify business portfolio, improve risk profile, and expand contact points with customers.



Summary of Tender Offer (TOB)

(1) As of March 2022 (Consolidated basis) (2) FY2021 results - net profit is adjusted basis (non-GAAP) on unearned premium method and excluding the impact of catastrophic reserve (3) As of December 2021, ipet disclosure material (4) Figures at and before FY2019 are of ipet Insurance Co., Ltd. (5) Estimate

# Overview of the pet-related market, and characteristics and strengths of ipet



Pet insurance is a rare growth market in Japan, and ipet has strong competitive advantages as one of the largest player which realized growth exceeding a whole industry and peers.

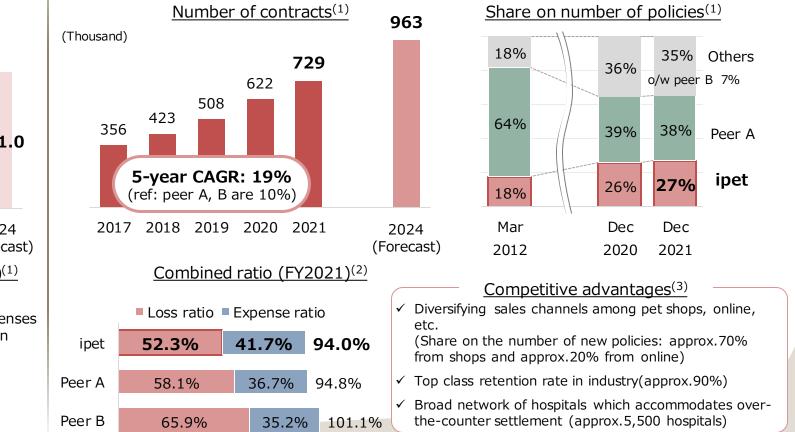
#### **Overview of Pet Insurance**

- Domestic pet insurance market has a high growth potential along with increasing trend of number of policies
- Insurance coverage ratio is still low, and there is a large room for further growth

#### Market size of pet insurance<sup>(1)</sup> Pet insurance premium(¥ bn) -----Number of policies (mil) **2.5** Pet-related business 1.5 Market size 141.0 approx.¥1.6 trillion 101.7 (FY2020) 58. 5-year CAGR: 15% 2017 2018 2019 2020 2021 2024 (Forecast) Pet insurance coverage ratio(gap between other countries)<sup>(1)</sup> approx.8% as of 2016 ✓ Increase in medical expenses approx.16% ✓ Companion animalization Japan as of 2021 (as a family/friend) England 25% Sweden 65%

#### Characteristics and Strengths of ipet

- · ipet realized growth exceeding a whole industry and expands its market share
- Maintain a lower loss ratio compared to peers, due to coverage of young healthy insured which were acquired through pet shop sales channel



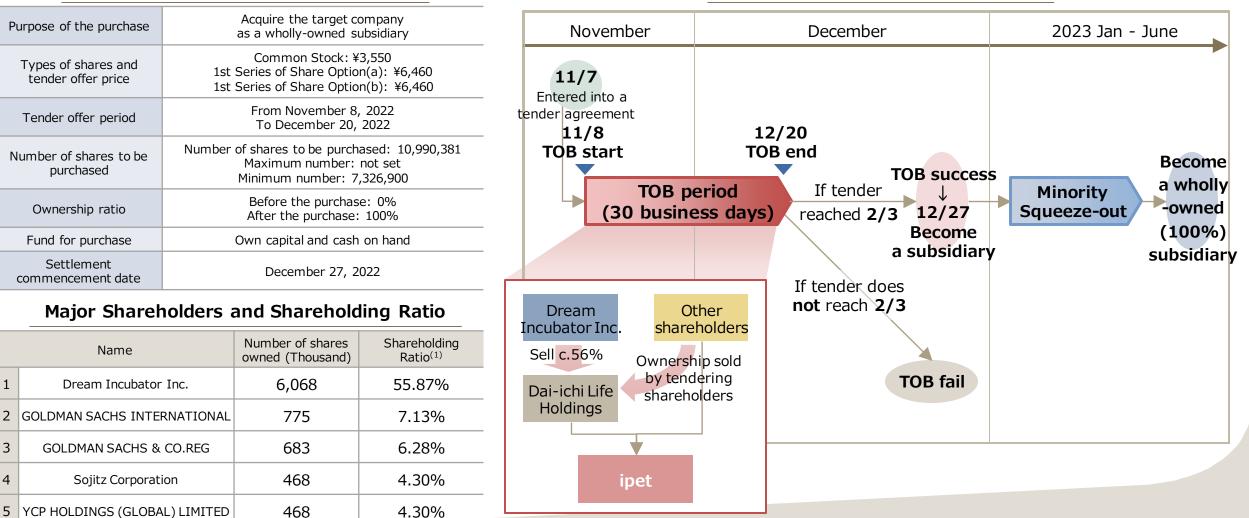
(1) ipet disclosure material (2) Based on figures published by each companies (Earned premium basis) (3) Each figures are for FY2021

# [Reference] Outline of purchase (partial excerpts) and planned schedule

- Dai-ichi Life Holdings
- If tender reached 2/3 of total outstanding shares, TOB will be executed successfully and ipet will become a subsidiary. Afterwards, remaining shares are planned to be acquired from minority shareholders, and ipet will become a wholly-owned subsidiary.

#### **Outline of Purchase (partial excerpts)**

#### Planned Schedule



(1) Percentage of shares owned to the total number of shares issued (excluding treasury stock) (as of March-end 2022)



# Group Companies Performance Overview

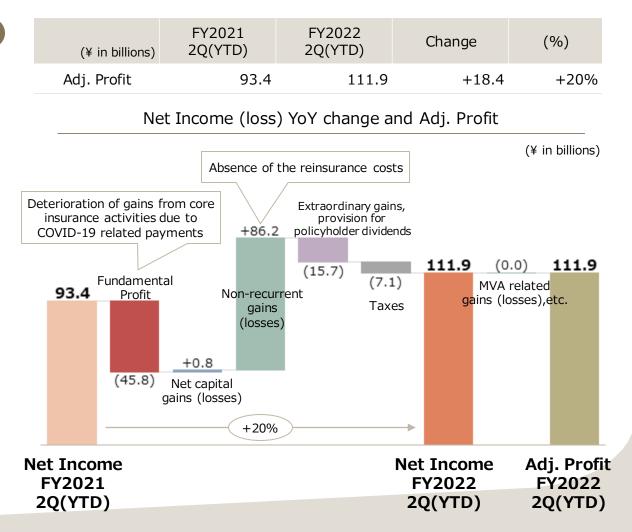
#### [Group Companies Performance Overview]

# Domestic Life Insurance Business: Dai-ichi Life



- Fundamental profit decreased by 25% to 138.2bn YoY mainly due to deterioration of gains from core insurance activities due to an increase in COVID-19 hospitalization payments partially offset by increase in positive spread thanks to Yen depreciation and lower assumed interest burden.
- Adj. profit increased by 20% to ¥111.9bn YoY driven by improvement of non-recurrent losses due to an absence of reinsurance ceding cost.

Performance Results							
(¥ in billions)	FY2021 2Q(YTD)	FY2022 2Q(YTD)	Change	(%)			
Premium and other income	1,098.3	1,156.0	+ 57.6	+ 5%			
Fundamental profit <sup>(1)</sup>	184.0	138.2	(45.8)	(25%)			
Positive spread	46.7	65.7	+ 18.9	+ 41%			
Foreign exchange hedging cost	(14.9)	(26.2)	(11.3)				
Gains from core insurance activities	137.3	72.5	(64.8)	(47%)			
Net capital gains (losses)	110.2	111.1	+ 0.8	+ 1%			
Net gains (losses) on sales of securities	91.7	58.4	(33.3)				
Gains (losses) from mutual investment funds cancellation	36.6	28.4	(8.2)				
Derivative transaction gains (losses)	(23.8)	9.6	+ 33.5				
Foreign exchange gains (losses) exclude hedging cost	(3.0)	14.0	+ 17.1				
Loss on valuation of securities	(2.1)	(6.1)	(4.0)				
Non-recurrent gains (losses)	(114.4)	(28.2)	+ 86.2	-			
Provision for additional policy reserve	(34.6)	(34.0)	+ 0.6				
Provision for contingency reserve	-	-	-				
Reinsurance income (loss)	(79.8)	4.9	+ 84.8				
Ordinary profit	179.9	221.2	+ 41.3	+ 23%			
Extraordinary gains (losses)	(13.2)	(21.1)	(7.8)				
Provision for price fluctuation reserve	(9.0)	(8.5)	+ 0.5				
Provision for reserve for PH dividends	(35.7)	(43.5)	(7.8)				
Total of corporate income taxes	(37.4)	(44.6)	(7.1)				
Net income (losses)	93.4	111.9	+ 18.4	+ 20%			
(Reference) Reinsurance ceding impact <sup>(2)</sup>	approx.+6.5	approx.+11.5	approx.+5.5				



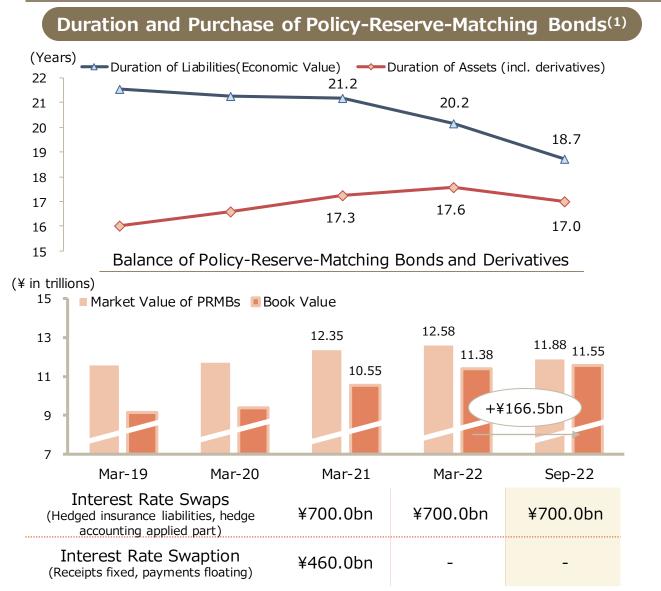
(1) Both FY2021 and FY2022 figures are based on the revised calculation method for fundamental profit.

(2) Estimated impact of strategic whole life insurance reinsurance transactions (ceding), which has been implemented since FY2018, reduces assumed interest and impacts gains from core insurance activities.

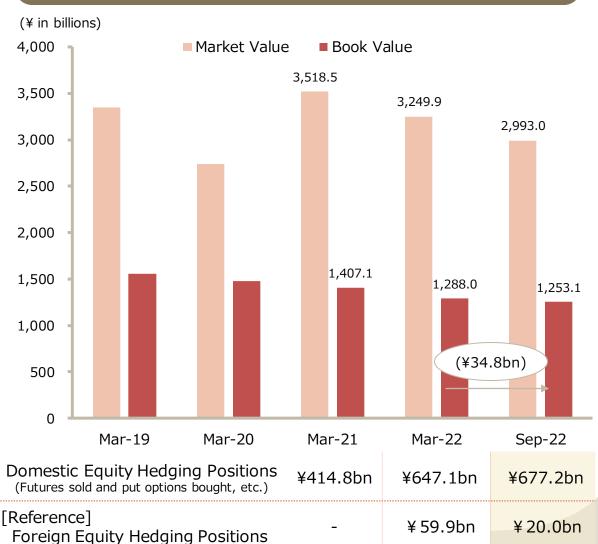
#### [Group Companies Performance Overview]

# Dai-ichi Life – Initiatives for Market Risk Reduction





#### Domestic Equity (Market Value/Book Value)<sup>(2)</sup>



1) Economic value-based duration of insurance liabilities associated with individual insurance and annuities in the general account, duration of yen-based fixed income assets (including interest rate swaps), and the balance of policy-reserve-matching bonds(PRMB) and derivatives. PRMB is a unique category for bonds, accepted under Japanese GAAP. PRMB is reported at amortized cost if the bonds meet certain requirements.

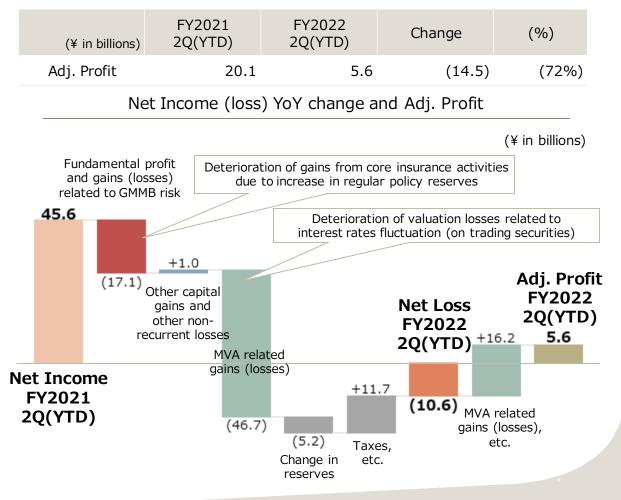
(2) Within domestic equity (excluding stocks of subsidiaries, affiliates and not-listed domestic stocks) the book value of equity held for purposes other than pure investment as of end of Sep-22 was ¥74.6 billion.

# Domestic Life Insurance Business: Dai-ichi Frontier Life



Fundamental profit decreased by 87% YoY to ¥2.8bn mainly due to a decrease in gains from core insurance activities affected by increase of regular policy reserves for foreign currency denominated products, partially offset by increase in positive spread. Net income decreased from ¥45.6bn to (¥10.6)bn due to the deterioration of valuation losses related to interest rates fluctuation included in the MVA related gains (losses), offset by one-time gains on reaching policy targets driven by Yen depreciation. Adj. profit excluding MVA related losses decreased by 72% YoY to ¥5.6bn.

Performance Results <sup>(1)</sup>							
(¥ in billions)	FY2021 2Q(YTD)	FY2022 2Q(YTD)	Change	(%)			
Premium and other income	627.9	1,228.8	+ 600.8	+ 96%			
Fundamental profit <sup>(2)</sup>	21.3	2.8	(18.5)	(87%)			
Positive spread and gains from core insurance activities	23.3	8.7	(14.6)				
Gains (losses) related to GMMB risk	(1.9)	(5.8)	(3.8)				
Net capital gains (losses)	35.9	(34.6)	(70.6)				
Gains (losses) related to GMMB risk	(0.7)	0.6	+ 1.3				
Gains (losses) related to MVA	24.4	(22.2)	(46.7)				
Other capital gains(losses)(sale of securities, etc.)	12.2	(12.9)	(25.2)				
Non-recurrent gains (losses)	(0.7)	20.4	+ 21.1				
Reversal of contingency reserve	(0.7)	(5.9)	(5.2)				
Gains (losses) related to MVA (reinsurance)	_	_	_				
Other non-recurrent gains (losses) (reinsurance income(loss), etc.)	0.0	26.3	+ 26.3				
Ordinary profit (loss)	56.5	(11.4)	(67.9)	-			
Extraordinary gains (losses)	(2.7)	(2.8)	(0.0)				
Provision for price fluctuation reserve	(2.7)	(2.8)	(0.0)				
Total of corporate income taxes	(8.1)	3.6	+ 11.7				
Net income (loss)	45.6	(10.6)	(56.2)	-			
Fundamental profit and gains (losses) related to GMMB risk	20.5	3.4	(17.1)				
Other capital and other non-recurrent gain (losses)	12.3	13.3	+ 1.0				
Gains (losses) related to MVA	24.4	(22.2)	(46.7)				
Provision for contingency reserves and price fluctuation reserves, and tax	(11.6)	(5.1)	+ 6.5				



(1) Effective from the 1Q FY2021, performance results items have been revised by rearranging previous operating profit to disclosing items other capital gains (sale of securities, etc.), other non-recurrent gains (losses) on sale of securities and reinsurance income (loss), etc. (2) Both FY2021 and FY2022 figures are based on the revised calculation method for fundamental profit.

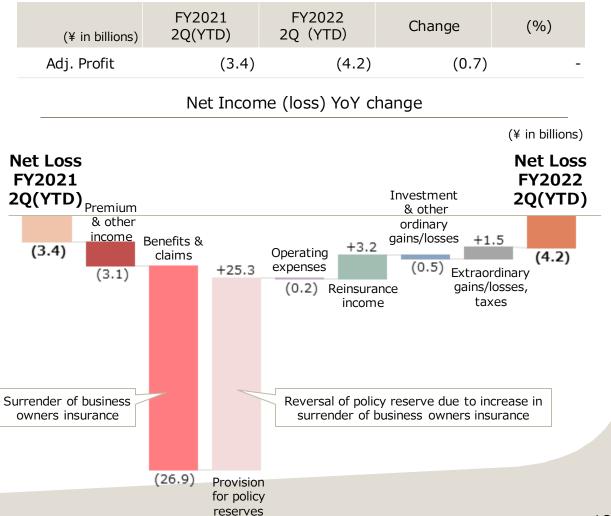
#### [Group Companies Performance Overview]

# **Domestic Life Insurance Business: Neo First Life**



- Premium and other income decreased by 5% YoY due to surrender of business owners insurance while medical insurance in-force policies increased.
- Net loss increased from (¥3.4)bn to (¥4.2)bn YoY due to higher COVID-19 related hospitalization payments.

Performance Results							
(¥ in billions)	FY2021 2Q(YTD)	FY2022 2Q(YTD)	Change	(%)			
Premium and other income	67.1	63.9	(3.1)	(5%)			
Benefits and claims	(20.3)	(47.2)	(26.9)				
Claims, annuities, benefits	(4.2)	(10.4)	(6.2)				
Surrender value, other refunds	(16.0)	(36.7)	(20.7)				
Provision for policy reserves, etc.	(32.2)	(6.8)	+ 25.3				
Provision/reversal for contingency reserve	(0.0)	(0.0)	+ 0.0				
Operating expenses	(16.0)	(16.3)	(0.2)				
Reinsurance income	(1.4)	1.7	+ 3.2				
Investment and other ordinary	(0.5)	(1.0)	(0.5)				
Investment gains (losses)	0.2	0.2	+ 0.0				
Other ordinary gains (losses)	(0.7)	(1.3)	(0.5)				
Ordinary profit (loss)	(3.4)	(5.7)	(2.3)	-			
Extraordinary gains (losses)	(0.0)	(0.0)	+ 0.0				
Total of corporate income taxes	(0.0)	1.4	+ 1.4				
Net income (loss)	(3.4)	(4.2)	(0.7)	-			
Fundamental profit <sup>(1)</sup>	(3.3)	(5.7)	(2.3)	-			



(1) Both FY2021 and FY2022 figures are based on the revised calculation method for fundamental profit.

# **Overseas Insurance Business – Protective, USA**



- Pre-tax adjusted operating income increased by 11% YoY to \$302m primarily due to improvement in Retail business driven by decrease of death benefit and increase in operating income from investment management at Stable Value Products business, partially offset by the absence of one-off factor recognized in the previous corresponding period in Acquisitions business.
- Incurred net loss of \$38 million, mainly due to non-operating valuation losses associated with financial market fluctuations. (Note: PLC's financial results for 3Q(July-September) of FY2022 are scheduled for release around November 14, local time.)

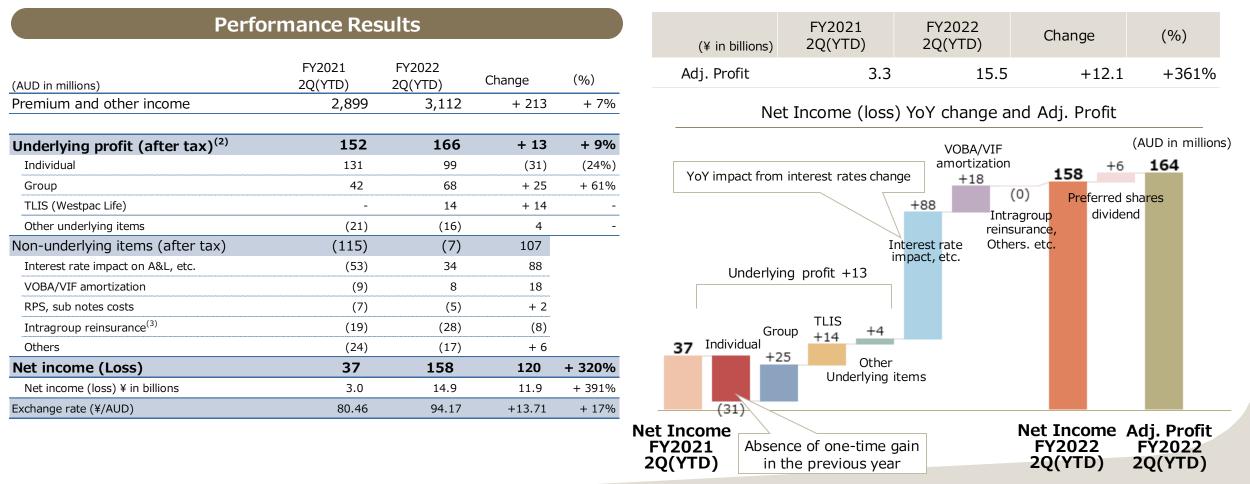
Perforn	nance Res	ults			(¥ in billions)	FY2021 2Q(YTD)	FY2022 2Q(YTD)	Change	(%)
(USD in millions)	FY2021 2Q(YTD)	FY2022 2Q(YTD)	Change	(%)	Adj. Profit	32.8	(5.2)	(3	8.1) -
Premiums and policy fees	3,110	3,193	+ 83	+ 3%					
Pre-tax adj. operating income <sup>(1)</sup>	271	302	+ 31	+ 11%		Net Incom	ne (loss) YoY d	hange	
Retail Life & Annuity	20	71	+ 51	+ 247%	(USD in millions)				
Acquisitions	211	162	(49)	(23%)					sses and adjustments
Stable Value Products	65	90	+ 25	+ 38%	+51			due to financ	ial markets fluctuation
Asset Protection	18	25	+ 7	+ 41%		+32		_ \ /	
Corporate & Other	(44)	(48)	(3)	-	297	(40)	(3)		
Non-operating income (loss)	89	(352)	(442)		Retail Life	& <sup>(49)</sup> SV/A	P (3	З)	
Fixed maturities - realized gains (losses)	38	(0)	(38)		Annuity	Acquisitions	Corporate & Fix		
Credit losses, realized gains(losses) on equity, others	7	(193)	(201)				Others matu real		
Commercial mortgage loans	92	14	(78)				gai	ns	
Modco - net realized gains and losses	(9)	(177)	(167)		Pre-tax	adj. operating in	come +31	Non- operating	Net Los
Derivatives related VA, FIA, IUL and STRANN	2	155	+ 152					income (los	<sup>ss)</sup> <b>FY2022</b>
VA/VUL market impacts	17	(69)	(87)						2Q(YTD)
Related DAC/VOBA amortization	(60)	(82)	(21)						
Income tax expense	(63)	11	+ 75		Net Income				+75
Net income (loss)	297	(38)	(335)	-	FY2021				(38)
Net income (loss) (¥ in billions)	32.8	(5.2)	(38.1)	-	2Q(YTD)			(403)	
Exchange rate (¥/USD)	110.58	136.68	+ 26.10	+ 24%				(403)	Taxes

(1) Derived from net income by excluding realized gains and losses on investments and derivatives, etc.

# **Overseas Insurance Business – TAL, Australia**



- Underlying profit increased by 9% YoY to AU\$166m mainly due to strong performance in both Individual (excluding the impact of one-time contribution at Asteron Life through insurance liabilities valuation model change in previous comparative period) and Group segment, as well as the profit contribution from Westpac Life (renamed to TLIS<sup>(1)</sup>) that has started since August upon completion of acquisition.
- Net income increased to AU\$158m, due to higher underlying profit and recovery from adverse impact of yield curve movement in the previous year.



Official name is: TAL Life Insurance Services Limited

(2) Following completion of integration process, from FY2021 3Q, underlying profit of Asteron Life was integrated into Individual, Group and Other underlying items. FY2021 2Q results are also reclassified for comparability. (3) From the perspective of Group capital efficiency, the profit and loss associated with reinsurance from TAL to a Group company (DL) is shown.

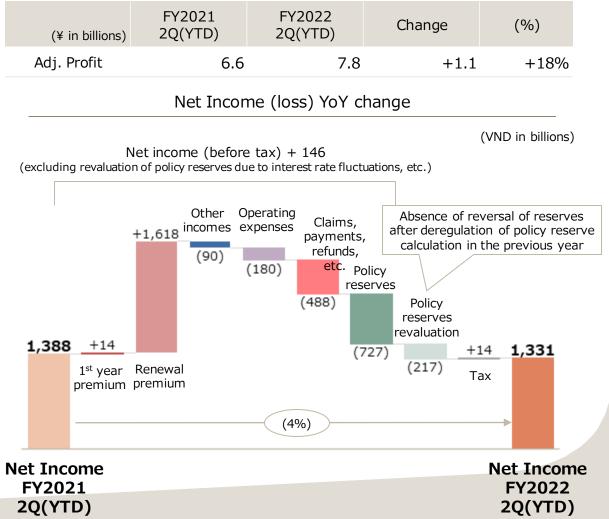
# Overseas Insurance Business – Dai-ichi Life Vietnam



- The premium and other income increased by 19% YoY, thanks to a recovery of first year premium due to alleviation of activity restriction, and continuous increase in renewal premium.
- Net income slightly decreased to VND1,331bn due to the absence of one-time reversal of reserves after deregulation of policy reserve calculation for some products in the previous year, while renewal premium increased.

ГСПОП	nunce nes			
(VND in billions)	FY2021 2Q(YTD)	FY2022 2Q(YTD)	Change	(%)
Premium and other income	8,767	10,401	+ 1,633	+ 19%
First year premium	3,306	3,321	+ 14	+ 0%
Renewal premium <sup>(1)</sup>	5,460	7,079	+ 1,618	+ 30%
Other incomes	754	664	(90)	
Investment related income, etc.	1,092	900	(191)	
Reinsurance related income	(337)	(236)	+ 101	
Operating expenses	(4,467)	(4,648)	(180)	
First year commission, distribution expense, etc.	(3,565)	(3,702)	(136)	
Renewal commission, administration expense	(902)	(946)	(43)	
Claims, payments and refunds, etc.	(938)	(1,427)	(488)	
Provision for policy reserves, etc.	(2,379)	(3,324)	(945)	
Provision for policy reserves (before revaluation)	(2,707)	(3,434)	(727)	
Revaluation of policy reserves interest rate, etc.	328	110	(217)	
Income tax expense, etc.	(348)	(334)	+ 14	
Net income (loss)	1,388	1,331	(56)	(4%)
Net income (loss) ¥ in billions	6.6	7.8	1.1	+ 18%
Exchange rate (¥/VND)	0.0048	0.0059	0.0011	+ 23%
Net income excl. revaluation impacts (after tax)	1,125	1,243	+ 117	+ 10%

**Performance Results** 

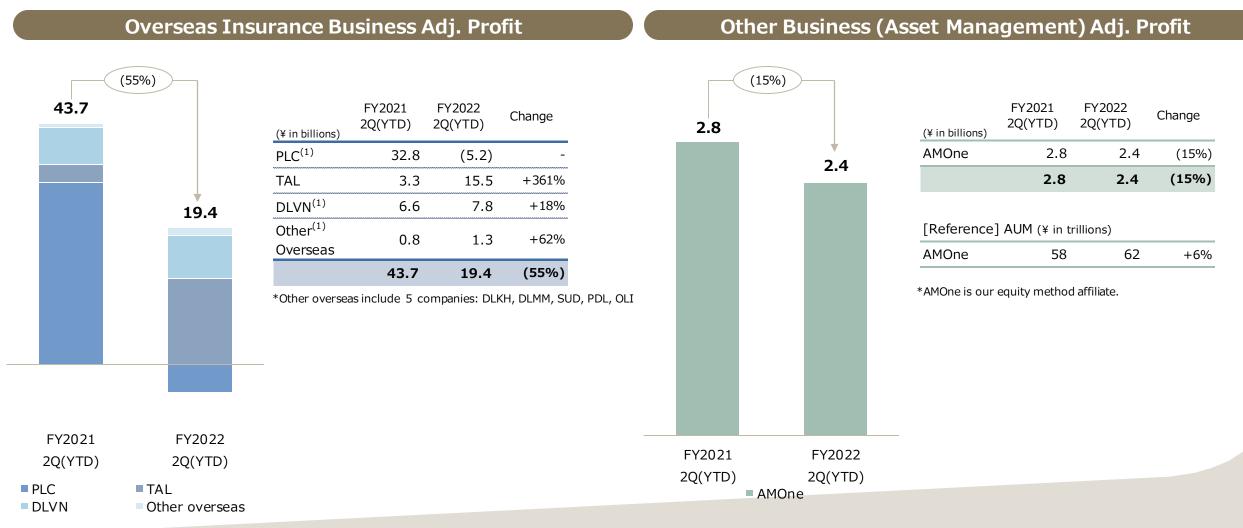


#### [Group Companies Performance Overview]

#### **Overseas Insurance Business and Other Business (Asset Management)**



- Overseas adj. profit decreased by 55% to ¥19.4bn due to significant profit decline at PLC partially offset by TAL, DLVN and other overseas entities.
- Other Business (Asset Management) adj. profit decreased by 15% to ¥2.4bn due to financial market fluctuation.



(1) Fiscal year ends on December 31, for PLC, DLVN, DLKH, DLMM, PDL, OLI.



# Group EEV (European Embedded Value)

#### EEV – European Embedded Value – 1

- Dai-ichi Life Holdinas
- Group EEV decreased by 0.9% (¥67.0bn) to ¥7,083.8bn. Decrease at DL due to market fluctuations was offset by an increase in overseas subsidiaries, including positive effect of Yen depreciation.
- Group VNB decreased by 3% (¥2.3bn) YoY due to weak sales of DL products and NFL, despite strong sales of DFL products and PLC. (12% decreased excl. exchange rate impact)

(¥ in billions)	As of Mar-22	As of Sep-22	Change
EEV of the Group	7,150.9	7,083.8	(67.0)
EEV for Covered Businesses <sup>(1)</sup>	7,200.0	7,017.1	(182.9)
Adjusted net worth	6,035.8	4,185.1	(1,850.6)
Value of in-force business	1,164.2	2,831.9	+1,667.7
Adjustments related to non-covered businesses <sup>(2)</sup>	(49.1)	66.7	+ 115.9
_(¥ in billions)	FY2021 2Q (YTD)	FY2022 2Q (YTD)	Change
Value of new business of the Group (A)	70.9	68.5	(2.3)

#### Dai jahi lifa Craun

(¥ in billions)	FY2021 2Q (YTD)	FY2022 2Q (YTD)	Change
Value of new business of the Group (A)	70.9	68.5	(2.3)
Present value of premium income (B)	2,172.4	2,824.6	+652.1
New business margin (A/B)	3.26%	2.43%	(0.84)%pt

<sup>(1) &</sup>quot;Covered businesses" are the business areas that are to be covered by the EEV methodology set forth by the EEV principle. Our 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. Internal reinsurance transactions with Dai-ichi Life Reinsurance Bermuda are included in the each ceding group company's EEV.

<sup>(2) &</sup>quot;Adjustments related to non-covered businesses" include net worth (as of Mar-22: ¥1,266.2 billion, Sep-22: ¥1,424.1 billion) of non-consolidated Dai-ichi Life Holdings, adjustments related to interest (as of Mar-22: minus ¥1,415.4 billion, Sep-22: minus ¥1,470.8 billion) 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.



Domestic	Group Com	panies					
			(¥ in billions)				(¥ in billions)
Dai-ichi Life	As of Mar-22	As of Sep-22	Change		FY2021 2Q (YTD)	FY2022 2Q (YTD)	Change
EEV	4,976.6	4,656.6	(319.9)	Value of new business	36.2	16.4	(19.8)
Adjusted net worth	4,944.1	3,375.0	(1,569.0)	Present value of premium income	844.7	779.1	(65.6)
Value of in-force business	32.4	1,281.5	+1,249.0	New business margin	4.30%	2.12%	(2.18)%pt
Dai-ichi Frontier Life	As of Mar-22	As of Sep-22	Change		FY2021 2Q (YTD)	FY2022 2Q (YTD)	Change
EEV	585.5	585.8	+0.2	Value of new business	2.3	10.7	+8.4
Adjusted net worth	362.0	(23.1)	(385.2)	Present value of premium income	480.6	930.0	+449.3
Value of in-force business	223.4	608.9	+ 385.5	New business margin	0.48%	1.16%	+ 0.68%pt

Neo First Life	As of Mar-22	As of Sep-22	Change
EEV	190.4	195.7	+5.3
Adjusted net worth	12.8	7.1	(5.6)
Value of in-force busi	nes: 177.5	188.5	+11.0

	FY2021 2Q (YTD)	FY2022 2Q (YTD)	Change
Value of new business	12.7	7.0	(5.7)
Present value of premium income	100.4	71.5	(28.9)
New business margin	12.72%	9.85%	(2.87)%pt
VNB (ultimate unit cost base)	14.1	8.9	(5.1)
NB margin (ultimate unit cost base)	14.04%	12.47%	(1.56)%pt



#### **Overseas Group Companies**

			(¥ in billions)
Protective	As of Dec-21	As of Jun-22	Change
EEV	881.9	889.8	+7.9
Adjusted net worth	428.5	431.1	+2.5
Value of in-force business	453.3	458.7	+5.4
Exchange rate (¥/US\$)	115.02	136.68	

			(¥ in billions)
	FY2021 2Q (YTD)	FY2022 2Q (YTD)	Change
Value of new business	4.1	22.4	+18.2
Present value of premium income	582.4	876.2	+293.8
New business margin	0.72%	2.56%	+ 1.84%pt
Exchange rate (¥/US\$)	110.58	136.68	

TAL	As of Mar-22	As of Sep-22	Change
EEV	455.3	538.8	+83.5
Adjusted net worth	240.9	327.6	+86.6
Value of in-force business	214.3	211.2	(3.1)
Exchange rate (¥/AU\$)	92.00	94.17	

Dai-ichi Life Vietnam	As of Dec-21	As of Jun-22	Change
EEV	131.0	171.1	+40.0
Adjusted net worth	68.1	88.3	+20.2
Value of in-force business	62.9	82.8	+19.8
Exchange rate (¥/VND)	0.0050	0.0059	

	FY2021 2Q (YTD)	FY2022 2Q (YTD)	Change
Value of new business	6.1	2.9	(3.2)
Present value of premium income	93.0	90.3	(2.7)
New business margin	6.66%	3.27%	(3.39)%pt
Exchange rate (¥/AU\$)	80.46	94.17	

	FY2021 2Q (YTD)	FY2022 2Q (YTD)	Change
Value of new business	9.1	8.8	(0.2)
Present value of premium income	71.1	77.3	+6.1
New business margin	12.86%	11.47%	(1.39)%pt
Exchange rate (¥/VND)	0.0048	0.0059	

# Group and Dai-ichi Life EEV Sensitivity Analysis (as of Sep-2022)



#### Dai-ichi Life Group

( $\downarrow$ in billions, upper: change in value, lower: percentage to EEV·VNB)					[Breakdown for covered business]		
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	+225.5	+214.1	+11.3	(0.5)	(1,318.4)	+1,532.6	
Sobp upward parallel shift in risk-free yield curve	+3%	+3%	+0%	(1%)	(19%)	+22%	
Fobs downward parallel chift is rick free wield own	(367.4)	(355.6)	(11.7)	(1.8)	+1,462.0	(1,817.7)	
50bp downward parallel shift in risk-free yield curve	(5%)	(5%)	(0%)	(3%)	+21%	(26%)	
100/ decline in equity and werk estate values	(456.3)	(438.1)	(18.1)	(1.7)	(408.6)	(29.5)	
10% decline in equity and real estate values	(6%)	(6%)	(0%)	(3%)	(6%)	(0%)	
Dai-ichi Life Group EEV	7,083.8	7,017.1	66.7	68.5			

#### Dai-ichi Life

(¥ in billions, upper: change in value, lower: percentage to EEV·VNB)

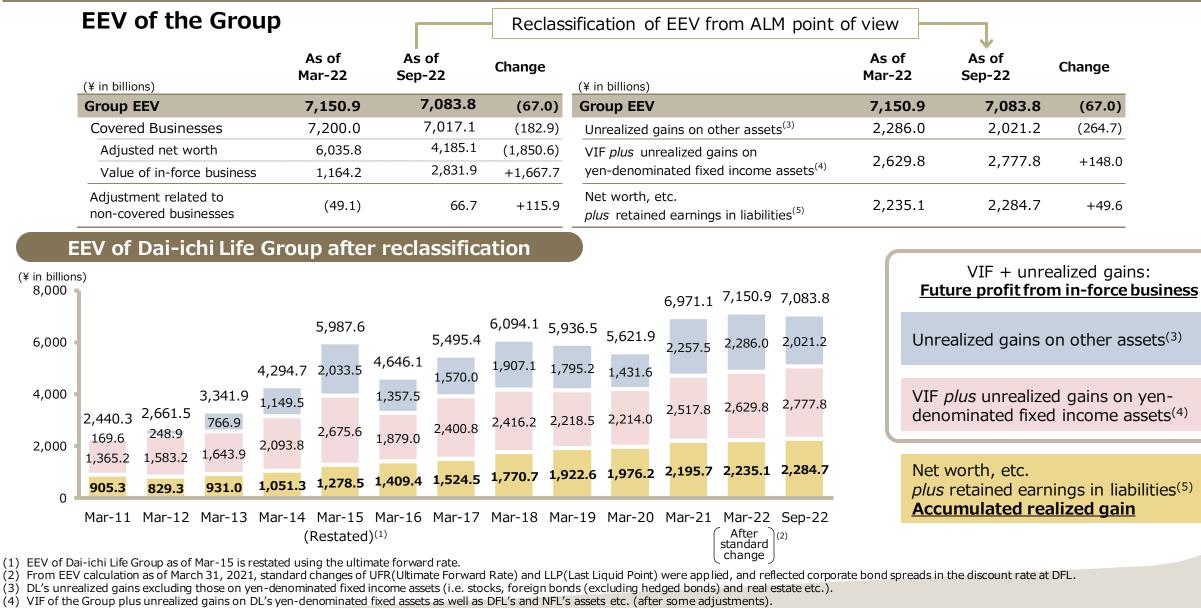
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#### [Breakdown of Sensitivities]

Assumptions	Sensitivities	Value of New Business	Adjusted net worth	Value of in-force business
50bp upward parallel shift in risk-free yield curve	+260.8	+1.7	(1,152.4)	+1,413.2
Sobp upward parallel shift in risk-free yield curve	+6%	+11%	(25%)	+30%
50bp downward parallel shift in risk-free yield curve	(398.2)	(3.9)	+1,284.7	(1,682.9)
Sobp downward parallel shift in fisk-free yield curve	(9%)	(24%)	+28%	(36%)
10% decline in equity and real estate values	(417.8)	-	(417.8)	-
10% decline in equity and real estate values	(9%)	-	(9%)	-
Dai-ichi Life EEV	4,656.6	16.4		

# EEV of Dai-ichi Life Group after reclassification





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.

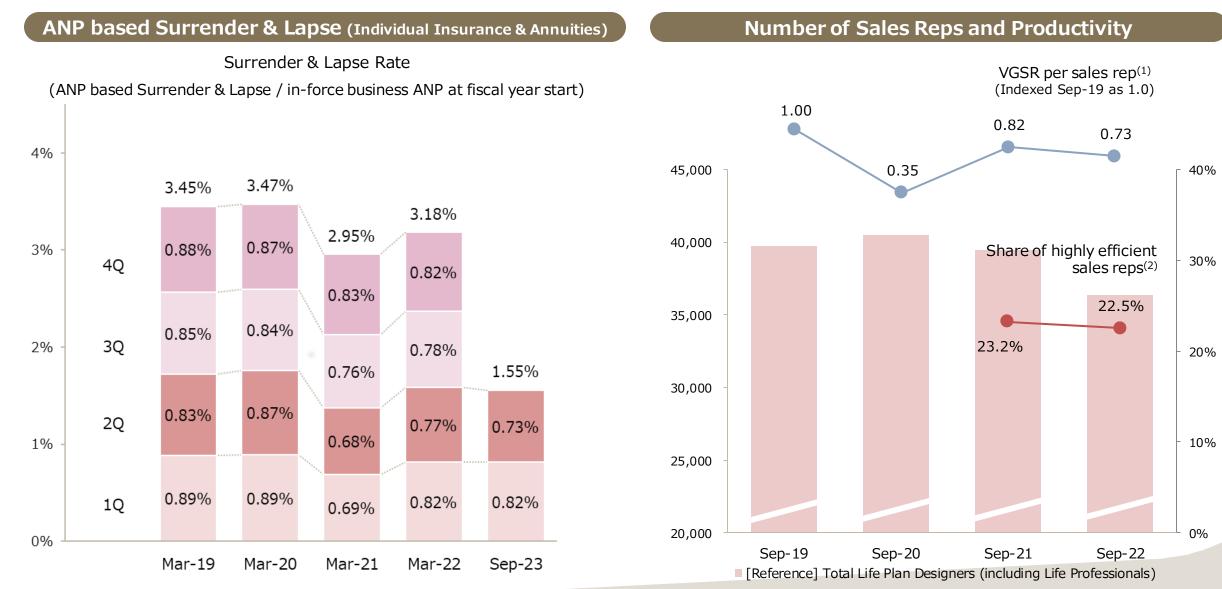
(5) The sum of adjusted net worth of EEV for covered businesses and adjustments relating to net worth of non-covered businesses excluding unrealized gains.



# Reference Data

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





(1) Calculated by dividing the value of gross sales revenue (an internal index of revenue of the sales force and is the value of new business excluding the effect associated with environmental changes) by the average number of sales representatives in each period (excluding sales reps less than 1 year in service).

(2) The share of sales representatives with high customer consulting ability who meet prescribed qualification level.

#### Dai-ichi Life's Results – General Account Assets [1] Breakdown of Investment Income and Expenses



#### **Interest and Dividends**

(¥ in billions)	FY2021 2Q(YTD)	FY2022 2Q(YTD)	Change	(%)
Interest and dividends	425.2	422.7	(2.5)	(1%)
Domestic bonds	133.9	135.1	+1.1	+ 1%
Domestic stocks	36.9	37.0	+0.1	+ 0%
Foreign securities	160.0	179.2	+19.2	+ 12%
Other securities	36.0	12.3	(23.6)	(66%)
Loans	19.6	19.5	(0.0)	(0%)
Real estate	35.9	34.6	(1.3)	(4%)

[Reference] Rates of return during FY2021

(¥ in billions)	Interest and dividends	Average daily balance	Return <sup>(1)</sup>
General account total	831.1	35,080.9	2.37%
Domestic bonds	269.4	16,666.5	1.62%
Domestic stocks	74.4	1,405.6	5.30%
Foreign securities	320.8	10,144.5	3.16%
Other securities	50.9	874.8	5.82%
Loans	38.8	2,576.6	1.51%
Real estate <sup>(2)</sup>	71.1	790.9	9.00%

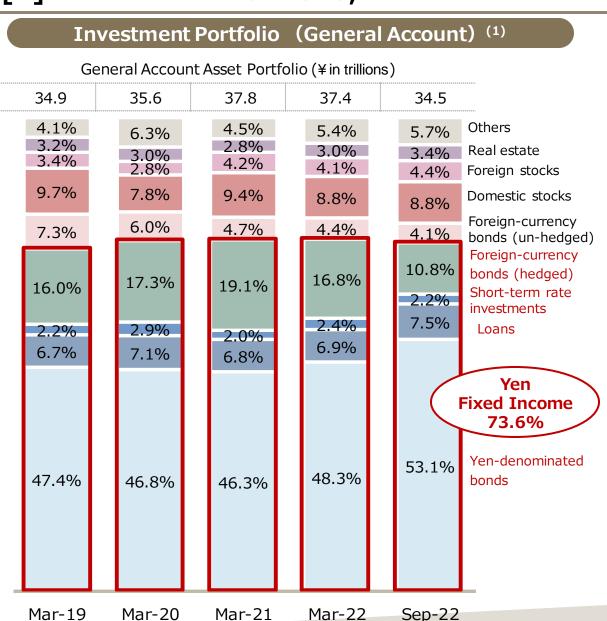
#### Gains/Losses on Sale and Valuation of Securities

(¥ in billions)	FY2021 2Q(YTD)	FY2022 2Q(YTD)	Change	(%)
Gains on sale of securities	167.4	271.9	+104.4	+ 62%
Domestic bonds	62.2	38.7	(23.5)	(38%)
Domestic stocks	42.5	91.0	+48.5	+ 114%
Foreign securities	59.7	136.8	+77.0	+ 129%
Other securities	2.9	5.2	+2.3	+ 82%
Losses on sale of securities	75.7	213.5	+137.8	+ 182%
Domestic bonds	4.5	15.0	+10.5	+ 233%
Domestic stocks	4.8	2.6	(2.2)	(47%)
Foreign securities	48.5	188.0	+139.5	+ 287%
Other securities	17.7	7.8	(9.9)	(56%)
Net gains or losses	91.7	58.4	(33.3)	(36%)
Losses on valuation of securities	2.1	6.1	+4.0	+ 185%
Domestic bonds	-	-	-	-
Domestic stocks	2.0	2.0	(0.0)	(1%)
Foreign securities	0.1	4.1	+4.0	+ 3,082%
Other securities	_	_	-	-

# Dai-ichi Life's Results – General Account Assets [2] Investment Portfolio, Return and Average Assumed Rate of Return



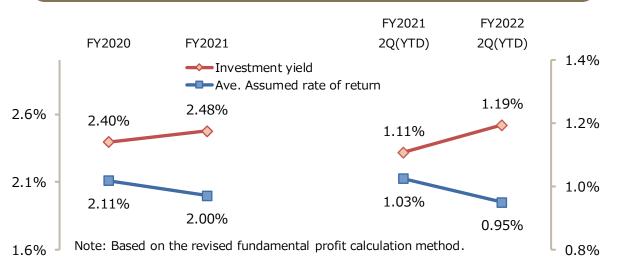
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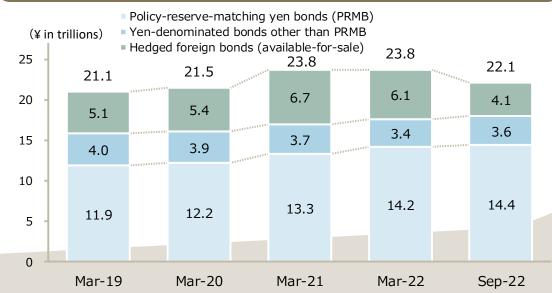
Carrying amount - basis

(2) Book value - basis

#### **Investment Yield & Ave. Assumed Rate of Return**

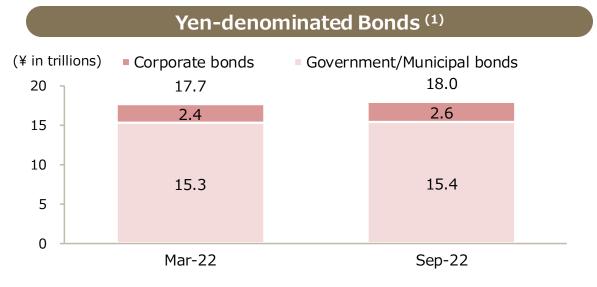


#### JPY and Currency-hedged Foreign Bonds (2)

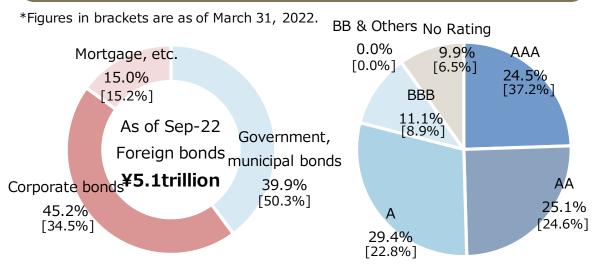


# Dai-ichi Life's Results – General Account Assets [3] Yen-denominated Bonds and Foreign Currency Bonds





#### Foreign Currency Bond Portfolio<sup>(2)(3)</sup> (Sep-22)

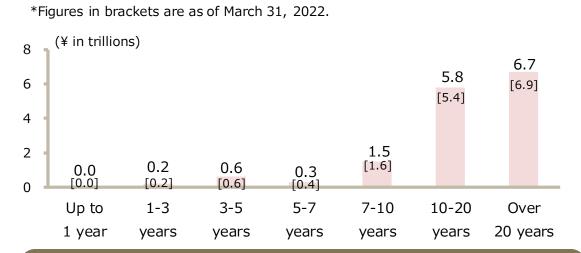


(1) Book value - basis

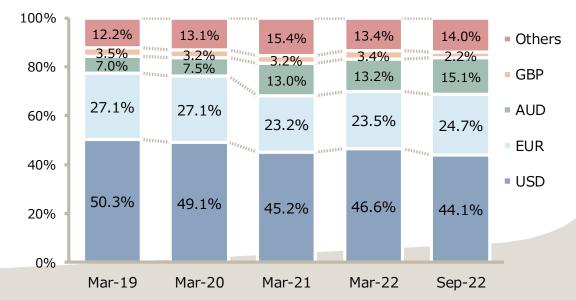
(2) Carrying amount - basis

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

#### Domestic Government Bonds <sup>(2)</sup> by Maturity (Sep-22)



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



#### Dai-ichi Life's Results – Measures of Financial Soundness **Unrealized Gains/Losses & Solvency Margin Ratio**



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

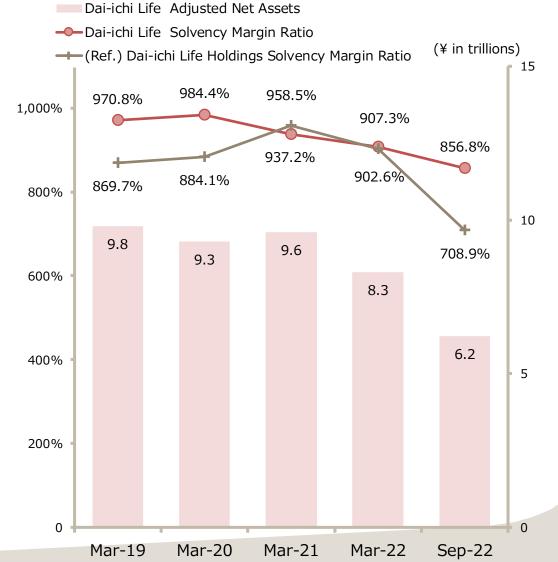
	As of	As of		
(¥ in billions)	Mar-22	Sep-22	Change	(%)
Securities	4,439.2	2,413.2	(2,026.0)	(46%)
Domestic bonds	1,804.2	745.6	(1,058.6)	(59%)
Foreign bonds	378.7	(268.7)	(647.5)	(171%)
o/w Hedged foreign currency bonds	139.7	(397.5)	(537.3)	(384%)
Domestic stocks	1,961.9	1,739.9	(222.0)	(11%)
Foreign stocks	256.8	180.9	(75.8)	(30%)
Real estate	487.6	490.7	+ 3.0	+ 1%
General Account total	4,913.3	2,855.0	(2,058.2)	(42%)

	Sensitivities <sup>(1)</sup>	Breakeven Points <sup>(2)</sup>
Domestic	10-year JGB Yield 10bp change: September 2022: ± ¥270bn* (March 2022: ± ¥290bn)	10-year JGB Yield September 2022: 0.5%* (March 2022: 0.8%)
bonds	* Available-for-sale securities: September 2022: ± ¥20bn (March 2022: ± ¥20bn)	* Available-for-sale securities: September 2022: 1.4% (March 2022: 1.5%)
Domestic stocks	Nikkei 225 1,000 yen change: September 2022: ± ¥110bn (March 2022: ± ¥110bn)	Nikkei 225 September 2022: ¥10,800 (March 2022: ¥11,000)
Foreign Securities	JPY / USD 1 yen change: September 2022: ± ¥16bn (March 2022: ± ¥21bn)	JPY / USD September 2022: \$1 = ¥118 (March 2022: ¥107)

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

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

#### Solvency Margin Ratio & Adjusted Net Assets



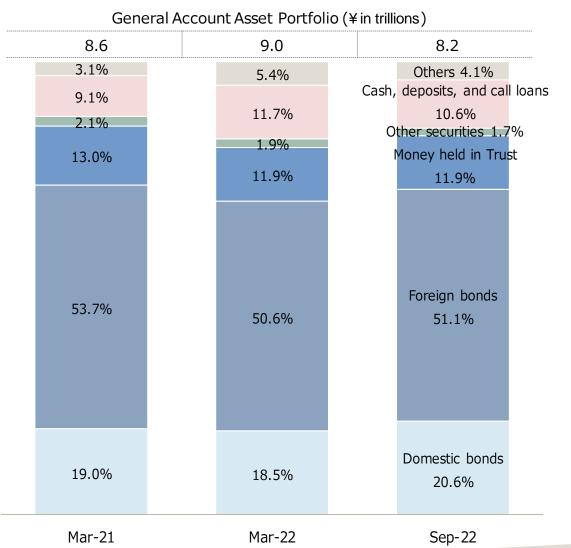
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## [Dai-ichi Frontier Life] Investment Portfolio



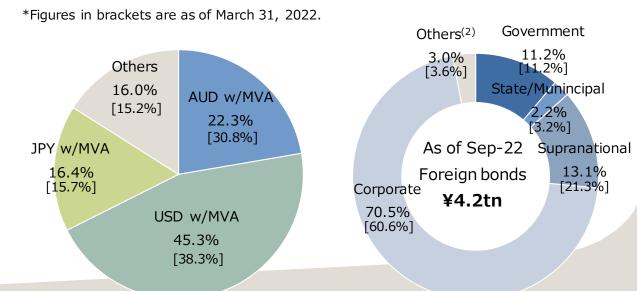
#### Investment Portfolio (General Account)<sup>(1)</sup>

Book Value / Market Value Information on Securities (Sep-22)



	Book	Market	Unrealized
(¥ in billion)	Value	Value	Gains/Losses
Policy-reserve matching bonds	4,202.1	3,837.0	(365.1)
Securities available for sale	2,009.4	1,896.2	(113.2)
Domestic bonds	451.6	448.8	(2.7)
Foreign securities	1,387.7	1,281.1	(106.6)
Other securities	146.1	142.6	(3.4)

Investment Amounts by Product Fund & Foreign Currency Bonds



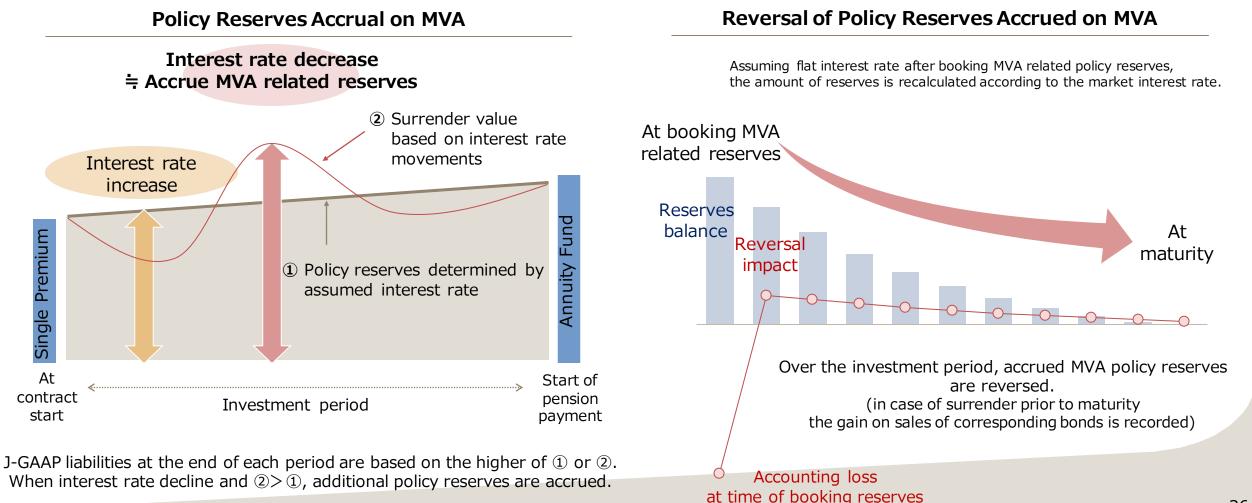
(1) Carrying amount - basis

(2) Includes structured bonds backed by government bonds and corporate bonds.

## Gains and Losses on Market Value Adjustment (MVA)



- For products with MVA option, the J-GAAP liabilities are recognized as the greater of surrender value or the value of policy reserves determined by assumed interest rate. When interest rate decreases, the surrender value will be higher than the value of policy reserves, resulting in an accrual of MVA related policy reserves.
- Gains/losses on MVA are offset on an accounting basis over time, therefore excluded from group adjusted profit calculation.





PLC Sales Performance								
	FY2021	FY2022	Change	!				
(USD in millions)	2Q(YTD)	2Q(YTD)	YoY	(%)				
Retail Life & Annuity	1,993	2,261	+268	+13%				
Traditional life	132	109	(23)	(17%)				
Universal life	38	49	+11	+ 29%				
BOLI/COLI <sup>(1)</sup>	519	1,353	+ 834	+ 161%				
Fixed annuity	809	406	(403)	(50%)				
Variable annuity	495	344	(151)	(31%)				
Stable Value Products	2,710	3,417	+707	+26%				
Asset Protection	376	429	+53	+14%				

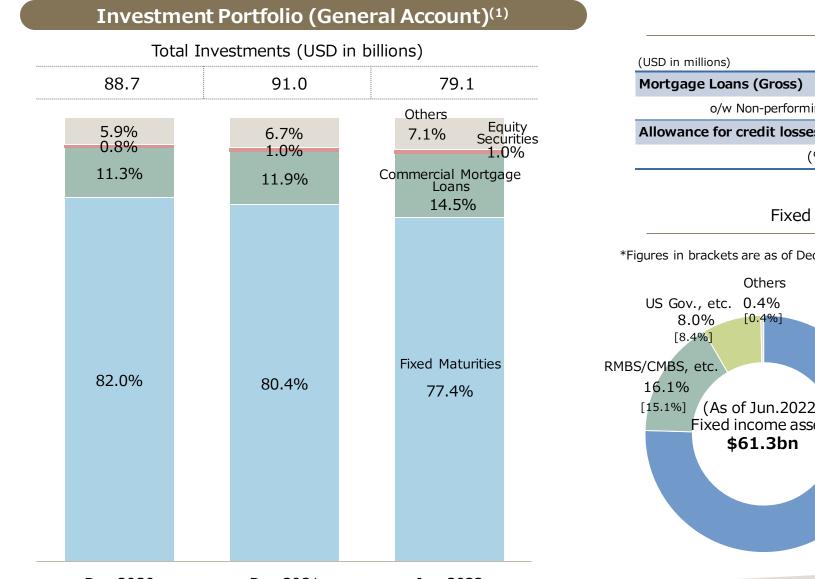
TAL Sales Performance <sup>(2)</sup>								
	FY2021	FY2022	Change					
(AUD in millions)	2Q(YTD)	2Q(YTD)	YoY	(%)				
New Business ANP	66	52	(13)	(21%)				
(TAL) Individual	43	29	(14)	(33%)				
Group	22	22	(0)	(1%)				
TLIS (Westpac Life)	-	0	+ 0	-				
Change in in-force	186	239	+ 53	+ 29%				
(TAL) Individual	136	111	(25)	(19%)				
Group	49	103	+ 53	+ 109%				
TLIS (Westpac Life)	-	25	+ 25					

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

(1) Bank Owned Life Insurance (BOLI)/Company Owned Life Insurance (COLI) is a form of life insurance (usually UL or VUL) purchased by banks/companies as funding mechanisms for employee retirement and benefit program liabilities, etc.

## [PLC] Investment Portfolio



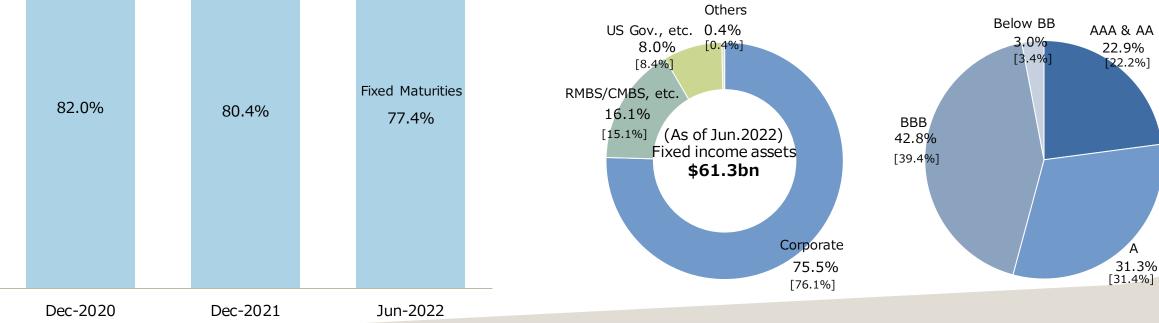


#### Commercial Mortgage Loans

(USD in millions)	Dec-2021	Jun-2022	Change
Mortgage Loans (Gross)	10,966	11,555	+ 589
o/w Non-performing	-	-	-
Allowance for credit losses	103	77	(26)
(% of Mortgage loans)	0.9%	0.7%	(0.27%pt)

#### Fixed Income Allocation and Credit Quality

\*Figures in brackets are as of Dec 31, 2021.



# **Group Adjusted Profit**



(¥ in billions)		Items	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021 2Q(YTD)	FY2021	FY2022 2Q(YTD)
Domestic Life Insurance Business													
Dai-ichi Life	Net income	1	85.5	152.1	129.1	117.1	169.9	172.9	128.6	196.0	93.4	199.7	111.
	Adjustment (1) Provision for contingency reserve (in excess of statutory amount, net of tax)	2	24.9	19.2	12.9	12.9	-	-	21.6	(21.6)	-	-	-
	Adjustment (2) Provision for price fluctuation reserve (in excess of statutory amount, net of tax)	3	9.7	-	-	-	-	-	-	-	-	-	
	Adjustment (3) Gains or losses on accounting for market value adjustment, net of tax	4	(0.6)	(0.2)	(0.4)	(0.2)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0
	Adjustment (4) Gains on change in equity	5	-	-	-	-	-	(1.4)	-	-	-	-	
	Sub-total	6	34.0	18.9	12.5	12.7	(0.0)	(1.4)	21.6	(21.6)	(0.0)	(0.0)	(0.0
	Adjusted net profit	7	119.5	171.1	141.6	129.9	169.8	171.4	150.2	174.4	93.4	199.7	111
Dai-ichi Frontier Life	Net income	8	(15.2)	(21.9)	24.3	50.2	37.0	19.9	(100.0)	86.3	45.6	138.6	(10.
	Adjustment (1) Provision for contingency reserve (in excess of statutory amount, net of tax)	9	-	-	-	-	-	-	(30.0)	48.0	-	1.5	
	Adjustment (2) Provision for price fluctuation reserve (in excess of statutory amount, net of tax)	10	-	-	-	-	-	-	-	-	-	-	
	Adjustment (3) Gains or losses on accounting for market value adjustment, net of tax	11	(0.9)	46.9	7.5	(27.0)	(7.9)	0.7	193.5	(77.2)	(25.4)	(81.5)	16
	Adjustment (4) Group Tax Sharing System Introduction	12	-	-	-	-	-	-	-	-	-	(39.5)	
	Sub-total	13	(0.9)	46.9	7.5	(27.0)	(7.9)	0.7	163.5	(29.2)	(25.4)	(119.6)	16
	Adjusted net profit	14	(16.1)	24.9	31.8	23.2	29.1	20.7	63.4	57.1	20.1	19.0	5
Neo First Life	Net income	15	-	0.4	(7.1)	(5.9)	(8.3)	(8.5)	(16.3)	(14.1)	(3.4)	(6.8)	(4.
	Adjustment Group Tax Sharing System Introduction	16	-	-	-	-	-	-	-	-	-	(1.3)	
	Adjusted net profit	17	-	0.4	(7.1)	(5.9)	(8.3)	(8.5)	(16.3)	(14.1)	(3.4)	(8.1)	(4.
Adjusted profits of domesctic life ins	urance business	18	103.4	196.6	166.4	147.1	190.6	183.6	197.4	217.4	110.1	210.6	113
Overseas Insurance Business													
Protective Life	Adjusted net profit	19	-	-	32.3	45.7	34.9	33.5	50.7	37.4	32.8	54.9	(5.
TAL	Adjusted net profit	20	8.6	12.1	10.3	12.7	10.5	9.8	11.0	15.2	3.3	12.3	15
Dai-ichi Life Vietnam	Adjusted net profit	21	1.0	1.3	0.5	0.5	(2.0)	0.2	6.0	5.9	6.6	14.1	7
Adjusted profits of overseas insuran	ce business	22	10.8	15.7	45.7	61.5	46.8	46.9	70.3	60.2	43.7	83.0	19
Dai-ichi Re	Adjusted net profit	23	-	-	-	-	-	-	-	-	0.1	0.0	(5.4
Other Business (Asset Management)	Adjusted net profit	24	4.4	6.1	5.9	5.8	5.3	10.4	12.0	9.9	2.8	5.2	2.
Holding company & Intermediate holding company	Adjusted net profit	25	-	-	-	0.0	0.3	(3.5)	(4.4)	(4.0)	(0.1)	(2.0)	(1.
Consolidation adjustment	Adjustment (1) Dividends from subsidiaries and affiliates	26	2.7	3.6	13.5	4.4	-	-	-	-	-	-	
	Adjustment (2) Redeemable preference shares dividend from TAL	27	-	-	-	-	-	1.0	0.8	0.7	0.3	0.7	0
	Adjustment (3) Amortization of goodwill	28	5.1	8.6	6.3	5.6	7.0	8.2	56.4	5.7	3.2	6.9	4
	Adjustment (4) Gains on change in equity (Dai-ichi Life)	29	-	-	-	-	-	1.4	-	-	-	-	
	Adjustment (5) Gains on change in equity (Holding company)	30	-	-	-	(12.4)	(33.5)	-	-	(34.9)	-	-	
	Adjustment (6) Impact of U.S. Tax change	31	-	-	-	-	(90.1)	-	-	-	-	-	
	Adjustment (7) Others	32	(0.1)	(2.2)	(0.3)	0.0	3.9	2.3	0.5	(0.8)	0.1	0.7	(0.
Group Adjusted Profits (Items 33=18+	22+23+24+25-26-27)	33	116.0	214.7	204.6	210.1	243.2	236.3	274.5	282.8	156.3	296.1	127.
Consolidated net income (Items 34=33		34	77.9	142.4	178.5	231.2	363.9	225.0	32.4	363.7	178.4	409.3	108.

# [Reference] Revision of Fundamental Profit Calculation Method



- From the perspective of reflecting the economic reality and achieving consistency in the insurance sector, the calculation method of fundamental profit is scheduled to be revised from FY2022. Our fundamental profit forecast reflects this revision, and to be disclosed based on revised standard from 1Q.
- If the revision reflected for the actual FY2021 results, the fundamental profit (positive spread) would decrease by ¥88.7 billion. No impact on the adjusted profit, group underlying performance indicator, as well as ordinary profit and net income.

Fundam	ental prof	it revised amounts			Rev	rised items		Direction of revision
	[Before]	Revised amounts for DL (FY2021 actual)	[After]		① Gains (losses) fro mutual investment	m nt funds cancellation	I	
(¥ in billions) Fundamental profit	FY2021 <b>496.4</b>	Reclassified from positive spread	FY2021 <b>407.6</b>	Change (88.7)	<sup>(2)</sup> Foreign exchange	impact in gains (los curities	sses) on	Excluded
o/w Positive spread	219.5	1)Gains (losses) from mutual investment funds cancellation 46.0	130.7	(88.7)		Gains (losses) from in-force reinsurance c		<u>from</u> Fundamental profit
o/w Gains from core insurance activities	276.8	<ul> <li>②Foreign exchange impact in gains (losses) on redemption of securities</li> <li>16.6</li> </ul>	276.8	-	<sup>3</sup> Gains (losses) from reinsurance	Other reinsurance related gains (losses) associated wit other profits (losses) treated		
Net capial gains	68.5	Reclassified from foreign exchange	157.3	+88.7		outside of fundamenta		
o/w Foreign exchange gains (losses)	(10.4)	(26.0) (26.0) (26.0)	15.6	+26.0	④ Foreign exchange hedging cost			Included in Fundamental
Non-recurrent gains (losses)	(186.0)		(186.0)		De ierdensemb		la at di a ci a	profit
Ordinary profit	378.9	* No impact on ordinary profit, net income,	378.9		Revised amounts	s for domestic life su	Ibsidiarie	S
Net income	199.7	and adjusted profit	199.7					
Adjusted profit	199.7		199.7		(¥ in billions)	[Before]	[After]	Change
					DL DL	496.4	407.	6 (88.7)

DFL

NFL

FY2021 Domestic

Life

43.9

(7.9)

43.9

(7.9)

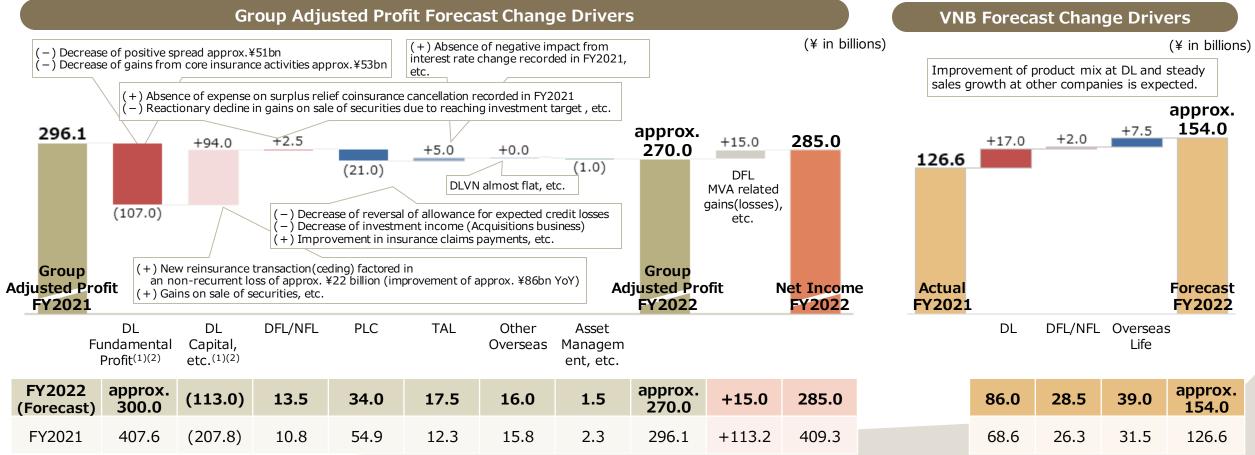
③ Revision associated with gains (losses) related to reinsurance have been already adopted and will not impact group results.

(0.0)

# FY2022 Group Adjusted Profit and Value of New Business Forecast



- At DL improvement in reinsurance ceding related losses and gains on sales of securities will almost offset the decrease in fundamental profit due to increase in currency hedging costs and higher Covid-19 related insurance claims. Taking into account expanded the scale of reinsurance ceding executed in FY2021 and current interest rate trends, new budget for FY2022 includes reinsurance ceding of approximately ¥100 billion policy reserves.
- While PLC expects a certain improvement in Covid-19 related insurance claims, a reactionary decline in one-time investment gains recorded in FY2021 will have a major impact.
- Group value of new business is expected to be affected by improvement of product mix due to decrease in conversion policies with limited additional profitability at DL and increase in new business at other group companies.



(1) Fundamental profit before tax. "DL Capital etc." includes changes in corporate tax, net capital and non-recurrent gains(losses). (2) FY2022 forecast and FY2021 based on the revised fundamental profit calculation method

## **Adjusted ROE Definition and Past Results**



#### Adjusted ROE = [Numerator] Adjusted profit ÷ [Denominator] Adjusted net assets (Average of year beginnning and ending value)

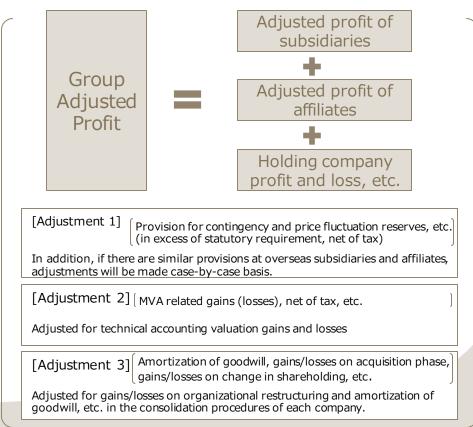
Adjusted net assets = Net assets - Goodwill - Unrealized gains/losses on fixed-income assets\* + MVA balance at Dai-ichi Frontier Life(net of tax)

\* Dai-ichi Life, Neo First Life: Amount classified as net unrealized gains on securities within fixed-income assets, net of tax<sup>(1)</sup> Dai-ichi Frontier Life, Protective Life: Net unrealized gains on securities, net of tax

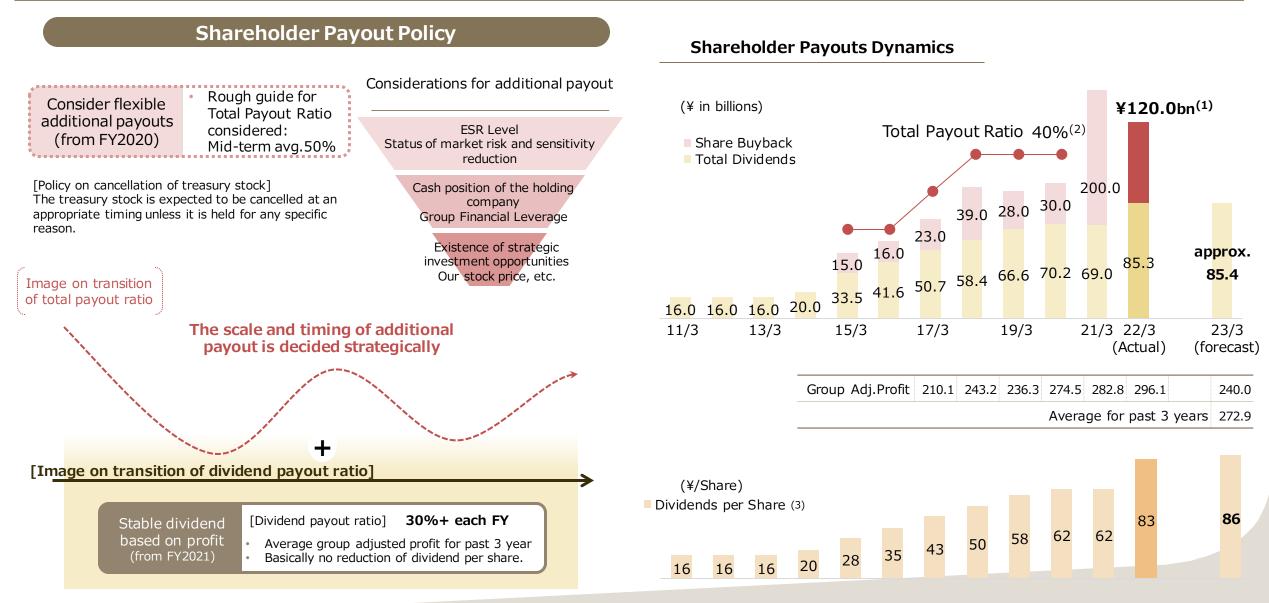
#### Adjusted ROE historical data

	FY2017	FY2018	FY2019	FY2020	FY2021
(¥ in billions/ %	b)	1	1	3	
roup Adjusted ROE	8.5%	7.6%	9.5%	8.9%	8.0%
Numerator (Adjusted Profit)	243.2	236.3	274.5	282.8	296.1
Denominator (Average Adjusted net assets)	2,856.5	3,095.8	2,875.3	3,172.3	3,714.6
Denominator (FY end Adjusted net assets)	3,100.8	3,090.7	2,659.9	3,684.7	3,744.4
[Calculation of denominator]					
Net assets	3,747.9	3,712.4	3,775.8	4,806.2	4,407.8
(-) Goodwill	51.4	48.9	39.4	42.6	56.2
(-) Unrealized gains / losses on fixed-income assets	603.5	595.6	1,258.8	1,200.5	628.7
(+) [DFL] MVA balance	7.9	22.8	182.4	121.8	21.6
Net assets for Adjusted ROE	3,100.8	3,090.7	2,659.9	3,684.7	3,744.4
o/w Shareholder's equity	1,589.6	1,708.8	1,641.5	1,893.6	1,996.3
ai-ichi Life Adjusted ROE	8.0%	7.6%	7.9%	8.4%	8.2%
Numerator (Adjusted Profit)	169.8	171.4	150.2	174.4	199.7
Denominator (Average Adjusted net assets)	2,127.4	2,243.6	1,913.8	2,077.1	2,450.5
Denominator (FY end Adjusted net assets)	2,309.6	2,177.7	1,650.0	2,504.3	2,396.7
[Calculation of denominator]					
Net assets	2,888.2	2,885.2	2,549.9	3,190.2	2,756.9
(-) Unrealized gains / losses on fixed-income assets	578.6	707.5	899.8	685.8	360.2
Net assets for Adjusted ROE	2,309.6	2,177.7	1,650.0	2,504.3	2,396.7
o/w Shareholder's equity	696.0	684.1	630.1	679.1	631.5

#### Definition of Group Adjusted Profit







(1) Max. amount of share buybacks resolved in the BOD on May 12, 2022.

(2) Calculated based on the adj. profit level after deducting temporary upside factors of financial derivatives in DL (3) Figures before March 31, 2013 are converted taken into account the share split.

## **Group – Summary of Consolidated Financial Statements**



### **Statement of Earnings**

(¥ in billions)	FY2021 2Q(YTD)	FY2022 2Q(YTD)	Change
Ordinary revenues	3,765.7	5,615.0	+1,849.2
Premium and other income	2,422.8	3,269.4	+846.5
Investment income	1,118.0	1,717.1	+599.1
Interest and dividends	689.8	746.3	+56.4
Gains on sale of securities	192.7	286.0	+93.3
Derivative transaction gains	-	31.1	+31.1
Foreign exchange gains	-	635.3	+635.3
Gains on investments in separate accounts	63.2	_	(63.2)
Other ordinary revenues	224.8	628.4	+403.6
Ordinary expenses	3,479.5	5,395.8	+1,916.2
Benefits and claims	2,742.0	3,589.0	+846.9
Provision for policy reserves and others	4.1	80.4	+76.2
Investment expenses	218.5	907.0	+688.4
Losses on sale of securities	76.4	276.7	+200.2
Losses on valuation of securities	1.6	6.1	+4.5
Derivative transaction losses	42.8	_	(42.8)
Foreign exchange losses	47.4	_	(47.4)
Losses on investments in separate accounts	-	95.6	+95.6
Operating expenses	363.6	398.5	+34.8
Ordinary profit	286.2	219.2	(66.9)
Extraordinary gains	0.1	0.5	+0.4
Extraordinary losses	16.3	24.4	+8.1
Provision for reserve for policyholder dividends	35.7	43.5	+7.8
Income before income taxes, etc.	234.3	151.7	(82.5)
Total of corporate income taxes	55.8	43.5	(12.2)
Net income attributable to non-controlling interests	-	-	-
Net income attributable to shareholders of parent company	178.4	108.2	(70.2)

#### **Balance Sheet**

(¥ in billions)	As of Mar-22	As of Sep-22	Change
Total assets	65,881.1	63,849.2	(2,031.8)
Cash, deposits and call loans	2,663.7	2,507.3	(156.4)
Monetary claims bought	255.9	251.5	(4.3)
Securities	51,504.7	48,881.7	(2,623.0)
Loans	3,978.5	4,338.3	+359.7
Tangible fixed assets	1,159.7	1,211.0	+51.3
Deferred tax assets	9.3	315.7	+306.3
Total liabilities	61,472.6	60,896.9	(575.6)
Policy reserves and others	52,745.9	54,649.7	+1,903.7
Policy reserves	51,407.6	53,221.6	+1,814.0
Bonds payable	870.3	906.3	+35.9
Other liabilities	5,906.7	3,893.8	(2,012.8)
Net defined benefit liabilities	392.5	390.9	(1.5)
Reserve for price fluctuations	287.3	298.6	+11.3
Deferred tax liabilities	256.3	0.1	(256.2)
Total net assets	4,408.5	2,952.2	(1,456.2)
Total shareholders' equity	1,996.3	2,005.8	+9.5
Total accumulated other comprehensive income	2,411.5	945.9	(1,465.5)
Net unrealized gains on securities, net of tax	2,397.9	752.4	(1,645.4)
Reserve for land revaluation	16.6	30.5	+13.9

Gains(losses) on investments in separate accounts, foreign exchange gains(losses) and derivative transaction gains(losses) include items that are offset by provision for (reversal of) policy reserves and unrealized gains (losses) on investments.



Premium and other income Investment income Interest and dividends Gains on sale of securities	FY2021 2Q(YTD) 2,143.5 1,098.3 651.5 425.2 167.4	<b>FY2022</b> 2Q(YTD) 2,068.6 1,156.0 718.7 422.7 271.9 9.6 - 193.8 1,847.4	Change (74.8 +57.6 +67.2 (2.5 +104.4 +9.6 (46.6 (199.8
Investment income Interest and dividends Gains on sale of securities	1,098.3 651.5 425.2 167.4 - 46.6 393.6	1,156.0 718.7 422.7 271.9 9.6 - 193.8	+57.6 +67.2 (2.5 +104.4 +9.6 (46.6 (199.8
Investment income Interest and dividends Gains on sale of securities	651.5 425.2 167.4 - 46.6 393.6	718.7 422.7 271.9 9.6 - 193.8	+67.2 (2.5 +104.4 +9.6 (46.6 (199.8
Interest and dividends Gains on sale of securities	425.2 167.4 - 46.6 393.6	422.7 271.9 9.6 - 193.8	(2.5 +104.4 +9.6 (46.6 (199.8
Gains on sale of securities	167.4 - 46.6 393.6	271.9 9.6 - 193.8	+104.4 +9.6 (46.6 (199.8
	- 46.6 393.6	9.6 - 193.8	+9.6 (46.6 (199.8
	393.6	- 193.8	(46.6 (199.8
Derivative transaction gains	393.6		(199.8
Gains on investments in separate accounts			
Other ordinary revenues	1,963.6	1,847.4	-
Ordinary expenses			(116.1
Benefits and claims	1,465.3	1,156.4	(308.8
Provision for policy reserves and others	16.5	36.3	+19.7
Investment expenses	160.4	341.5	+181.3
Losses on sale of securities	75.7	213.5	+137.8
Losses on valuation of securities	2.1	6.1	+4.(
Derivative transaction losses	23.8	-	(23.8
Foreign exchange losses	18.0	12.2	(5.8
Losses on investments in separate accounts	-	61.7	+61.7
Operating expenses	203.2	195.5	(7.6
Other ordinary expenses	117.9	117.4	(0.5
Depreciation expenses	19.6	20.3	+0.6
Ordinary profit (loss)	179.9	221.2	+41.3
Extraordinary gains	0.1	0.5	+0.4
Extraordinary losses	13.4	21.6	+8.2
Provision for reserve for policyholder dividends	35.7	43.5	+7.8
Income before income taxes (losses)	130.9	156.5	+25.6
Total of corporate income taxes	37.4	44.6	+7.1
Net income (loss)	93.4	111.9	+18.4

Balance Sheet							
(¥ in billions)	As of Mar-22	As of Sep-22	Change				
Total assets	38,681.5	35,629.6	(3,051.9)				
Cash, deposits and call loans	921.8	760.5	(161.3)				
Monetary claims bought	239.8	228.0	(11.8)				
Securities	32,740.8	29,697.5	(3,043.2)				
Loans	2,569.1	2,581.2	+12.0				
Tangible fixed assets	1,128.1	1,175.7	+47.6				
Deferred tax assets	-	174.2	+174.2				
Total liabilities	35,924.5	33,730.8	(2,193.7)				
Policy reserves and others	30,131.7	30,034.3	(97.3)				
Policy reserves	29,533.8	29,410.3	(123.4)				
Contingency reserve	599.8	599.8	-				
Bonds payable	368.7	368.7	-				
Other liabilities	4,371.3	2,549.2	(1,822.0)				
Reserve for employees' retirement benefits	398.3	399.9	+1.6				
Reserve for price fluctuations	250.4	258.9	+8.5				
Deferred tax liabilities	115.4	-	(115.4)				
Total net assets	2,756.9	1,898.7	(858.2)				
Total shareholders' equity	631.5	529.7	(101.7)				
Total of valuation and translation adjustments	2,125.4	1,368.9	(756.4)				
Net unrealized gains(losses) on securities net of tax	2,130.4	1,382.1	(748.2)				
Reserve for land revaluation	16.6	30.5	+13.9				

Gains(losses) on investments in separate accounts, foreign exchange gains(losses) and derivative transaction gains(losses) include items that are offset by provision for (reversal of) policy reserves and unrealized gains (losses) on investments.



Statement of Earnings					
(¥ in billions)	FY2021 2Q(YTD)	FY2022 2Q(YTD)	Change		
Ordinary revenues	871.0	2,515.5	+1,644.4		
Premium and other income	627.9	1,228.8	+600.8		
Investment income	121.8	754.5	+632.7		
Hedge gains related to GMMB risk	-	0.6	+0.6		
Foreign exchange gains	-	647.7	+647.7		
Ordinary expenses	814.4	2,526.9	+1,712.4		
Benefits and claims	737.5	2,321.2	+1,583.6		
Provision for policy reserves and others (negative indicates a reversal)	-	0.6	+0.6		
Related to GMMB risk	1.7	4.9	+3.2		
Contingency reserve	0.7	5.9	+5.2		
Investment expenses	48.5	159.9	+111.4		
Hedge losses related to GMMB risk	0.7	-	(0.7)		
Foreign exchange losses	29.6	-	(29.6)		
Operating expenses	23.6	37.7	+14.1		
Ordinary profit (loss)	56.5	(11.4)	(67.9)		
Extraordinary gains	-	-	-		
Extraordinary losses	2.7	2.8	+0.0		
Total of corporate income taxes	8.1	(3.6)	(11.7)		
Net income (loss)	45.6	(10.6)	(56.2)		

[Additional reconciliation items for net income]

Net income (loss)	45.6	(10.6)	(56.2)
Fundamental profit and gains (losses) related to GMMB $risk^{(1)}$	20.5	3.4	(17.1)
Other capital gains and other non-recurrent losses	12.3	13.3	+1.0
Gains (losses) related to MVA <sup>(2)</sup>	24.4	(22.2)	(46.7)
Provision for contingency reserves and price fluctuation reserves, and tax	(11.6)	(5.1)	+6.5

Balance She	et		
(¥ in billions)	As of Mar-22	As of Sep-22	Change
Total assets	9,937.0	9,032.1	(904.8)
Cash, deposits and call loans	1,052.1	879.3	(172.8)
Securities	7,311.4	6,833.3	(478.1)
Total liabilities	9,671.0	8,891.9	(779.0)
Policy reserves and others	8,523.7	7,992.9	(530.8)
Policy reserves	8,499.1	7,967.6	(531.4)
(MVA balance)	30.0	4.7	(25.2)
Contingency reserve	114.1	120.0	+5.9
Total net assets	266.0	140.2	(125.8)
Total shareholders' equity	275.0	224.4	(50.6)
Capital stock	117.5	117.5	-
Capital surplus	67.5	67.5	-
Retained earnings	90.0	39.4	(50.6)
Net unrealized gains on securities, net of tax	(9.0)	(84.2)	(75.2)

- 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 6months ended September 2021 : ¥(0.2) billion. For 6months ended September 2022 : ¥(0.8) billion).
- (1) Provision or reversal of policy reserve related to market value adjustment excludes those parts that have no impact on ordinary profit.

Gains(losses) on investments in separate accounts, foreign exchange gains(losses) and derivative transaction gains(losses) include items that are offset by provision for (reversal of) policy reserves and unrealized gains (losses) on investments.



### **Statement of Earnings**

(US\$ in millions)	FY2021 2Q(YTD)	FY2022 2Q(YTD)	Change
Ordinary revenues	7,253	8,861	+1,608
Premium and other income	3,110	3,193	+83
Investment income	2,963	2,058	(905)
Other ordinary revenues	1,179	3,609	+2,430
Ordinary expenses	6,891	8,911	+2,020
Benefits and claims	3,159	3,260	+100
Provision for policy reserves and others	2,930	-	(2,930)
Investment expenses	64	2,995	+2,931
Operating expenses	566	576	+9
Other ordinary expenses	170	2,079	+1,909
Ordinary profit (loss)	362	(49)	(411)
Extraordinary profits	-	-	-
Extraordinary losses	0	0	(0)
Total of corporate income taxes	63	(11)	(75)
Net income (loss)	297	(38)	(335)

### **Balance Sheet**

(US\$ in millions)	As of Dec-21	As of Jun-22	Change
Total assets	131,895	116,548	(15,347)
Cash and deposits	726	603	(122)
Securities	90,603	76,948	(13,654)
Loans	12,499	13,052	+552
Tangible fixed assets	227	223	(4)
Intangible fixed assets	3,121	4,024	+903
Goodwill	752	985	+232
Other intangible fixed assets	2,338	3,010	+671
Reinsurance receivable	15,380	12,149	(3,231)
Total liabilities	121,569	112,864	(8,704)
Policy reserves and other	110,561	105,042	(5,519)
Reinsurance payables	508	575	+67
Bonds payable	1,666	1,665	(1)
Other liabilities	7,220	5,501	(1,719)
Total net assets	10,326	3,684	(6,642)
Total shareholders' equity	7,944	7,667	(276)
Total accumulated other comprehensive income	2,381	(3,983)	(6,365)



### Statement of Earnings

(AU\$ in millions)	FY2021 2Q(YTD)	FY2022 2Q(YTD)	Change
Ordinary revenues	3,279	4,238	+958
Premium and other income	3,112	3,481	+368
Investment income	116	2	(113)
Other ordinary revenues	50	753	+703
Ordinary expenses	3,216	4,036	+820
Benefits and claims	2,481	2,488	+7
Provision for policy reserves and others	141	640	+499
Investment expenses	20	287	+266
Operating expenses	475	515	+40
Other ordinary expenses	98	104	+6
Ordinary profit (loss)	+63	201	+138
Extraordinary gains (losses)	-	-	-
Total of corporate income taxes	+25	42	+17
Net income (loss)	37	158	+120
Underlying profit	152	166	+13

### **Balance Sheet**

(AU\$ in millions)	As of Mar-22	As of Sep-22	Change
Total assets	14,041	17,424	+3,382
Cash and deposits	904	1,135	+230
Securities	7,077	8,752	+1,675
Tangible fixed assets	30	24	(6)
Intangible fixed assets	1,039	1,025	(13)
Goodwill	786	786	-
Other intangible fixed assets	252	238	(13)
Reinsurance receivable	183	303	+120
Other assets	4,706	5,544	+838
Deferred tax assets	99	638	+539
Total liabilities	10,708	13,217	+2,509
Policy reserves and others	8,320	10,404	+2,083
Reinsurance payables	1,029	1,038	+8
Bonds payable	-	-	-
Other liabilities	1,358	1,774	+416
Deferred tax liabilities	-	-	-
Total net assets	3,333	4,206	+873
Total shareholders' equity	3,333	4,206	+873
Capital stock	2,130	3,055	+925
Retained earnings	1,202	1,151	(51)



### **Statement of Earnings**

(VND in billions)	FY2021 2Q(YTD)	FY2022 2Q(YTD)	Change
Ordinary revenues	10,309	11,789	+1,480
Premium and other income	9,224	10,701	+1,476
Investment income	1,083	1,086	+3
Other ordinary revenues	1	1	+0
Ordinary expenses	8,573	10,125	+1,552
Benefits and claims	1,707	1,858	+150
Provision for policy reserves and others	2,384	3,412	+1,027
Investment expenses	0	190	+190
Operating expenses	4,438	4,614	+176
Other ordinary expenses	42	49	+7
Ordinary profit (loss)	1,735	1,663	(71)
Extraordinary profits	2	2	+0
Extraordinary losses	0	0	(0)
Total of corporate income taxes	348	334	(14)
Net income (loss)	1,388	1,331	(56)

#### **Balance Sheet**

(VND in billions)	As of Dec-21	As of Jun-22	Change
Total assets	46,392	50,858	+4,466
Cash and deposits	9,106	10,655	+1,549
Securities	29,860	31,490	+1,629
Loans	977	1,052	+75
Tangible fixed assets	114	98	(15)
Intangible fixed assets	42	48	+5
Reinsurance receivable	-	-	-
Total liabilities	32,844	35,979	+3,135
Policy reserves and other	30,170	33,583	+3,412
Reinsurance payables	232	4	(228)
Other liabilities	2,437	2,388	(49)
Total net assets	13,547	14,879	+1,331
Total shareholders' equity	13,547	14,879	+1,331

## **Group Summary Statement of Earnings Matrix**



	Da	i-ichi Lif	<u>e</u>	<u>Dai-ichi</u>	i Frontie	er Life	Nec	o First Li	fe	<u>Pr</u>	otective	2		TAL			<u>DLVN</u>		Con	solidate	<u>ed</u>
(¥ in billions)	FY2021 2Q(YTD)	FY2022 2Q(YTD)	Change	FY2021 2Q(YTD)	FY2022 2Q(YTD)	Change	FY2021 2Q(YTD)	FY2022 2Q(YTD)	Change	FY2021 2Q(YTD)	FY2022 2Q(YTD)	Change	FY2021 2Q(YTD)	FY2022 2Q(YTD)	Change	FY2021 2Q(YTD)	FY2022 2Q(YTD)	Change	FY2021 2Q(YTD)	FY2022 2Q(YTD)	Change
Ordinary revenues	2,143.5	2,068.6	(74.8)	871.0		+1,644.4	89.5	110.1	+20.6	802.0	1,211.1	+409.1	263.8	399.1	+135.2	49.4	69.5	+20.0	3,765.7	5,615.0	+1,849.2
Premium and other income	1,098.3	1,156.0	+57.6	627.9	1,228.8	+600.8	89.3	109.8	+20.5	343.9	436.5	+92.5	250.4	327.8	+77.4	44.2	63.1	+18.8	2,422.8	3,269.4	+846.5
Investment income	651.5	718.7	+67.2	121.8	754.5	+632.7	0.2	0.2	+0.0	327.6	281.2	(46.3)	9.3	0.2	(9.1)	5.1	6.4	+1.2	1,118.0	1,717.1	+599.1
Interest and dividends	425.2	422.7	(2.5)	83.5	92.9	+9.4	0.1	0.2	+0.0	174.3	223.0	+48.6	(0.1)	0.2	+0.3	4.6	6.4	+1.7	689.8	746.3	+56.4
Gains on sale of securities	167.4	271.9	+104.4	20.8	13.4	(7.3)	0.0	-	(0.0)	4.4	0.8	(3.5)	-	-	-	-	-	_	192.7	286.0	+93.3
Derivative transaction gains	-	9.6	+9.6	-	-	_	-	-	-	-	53.9	+53.9	-	-	_	-	-	-	-	31.1	+31.1
Foreign exchange gains	-	-	-	-	647.7	+647.7	-	-	-	-	-	-	0.0	-	(0.0)	-	0.0	+0.0	-	635.3	+635.3
Gains on investments in separate accounts	46.6	-	(46.6)	16.5	-	(16.5)	-	-	_	-	-	-	-	-	-	-	-	-	63.2	-	(63.2)
Other ordinary revenues	393.6	193.8	(199.8)	121.2	532.1	+410.8	0.0	0.0	(0.0)	130.4	493.3	+362.9	4.0	70.9	+66.9	0.0	0.0	+0.0	224.8	628.4	+403.6
Ordinary expenses	1,963.6	1,847.4	(116.1)	814.4	2,526.9	+1,712.4	92.9	115.9	+22.9	762.0	1,217.9	+455.9	258.8	380.1	+121.3	41.1	59.7	+18.5	3,479.5	5,395.8	+1,916.2
Benefits and claims	1,465.3	1,156.4	(308.8)	737.5	2,321.2	+1,583.6	43.9	91.4	+47.4	349.3	445.5	+96.2	199.6	234.3	+34.7	8.1	10.9	+2.7	2,742.0	3,589.0	+846.9
Provision for policy reserves and others	16.5	36.3	+19.7	-	0.6	+0.6	32.2	6.8	(25.3)	324.0	-	(324.0)	11.3	60.3	+48.9	11.4	20.1	+8.6	4.1	80.4	+76.2
Investment expenses	160.4	341.5	+181.1	48.5	159.9	+111.4	0.0	0.0	+0.0	7.1	409.4	+402.3	1.6	27.0	+25.3	0.0	1.1	+1.1	218.5	907.0	+688.4
Losses on sale of securities	75.7	213.5	+137.8	0.6	90.9	+90.2	-	-	-	0.1	0.8	+0.7	-	-	-	-	-	-	76.4	276.7	+200.2
Losses on valuation of securities	2.1	6.1	+4.0	-	-	-	-	-	-	(0.5)	(0.0)	+0.4	-	-	-	-	-	-	1.6	6.1	+4.5
Derivative transaction losses	23.8	-	(23.8)	17.8	32.5	+14.6	-	-	-	1.0	-	(1.0)	-	-	-	-	-	-	42.8	-	(42.8)
Foreign exchange losses	18.0	12.2	(5.8)	29.6	-	(29.6)	-	-	-	0.0	0.0	(0.0)	-	0.0	+0.0	0.0	-	(0.0)	47.4	-	(47.4)
Losses on investments in separate accounts	-	61.7	+61.7	-	33.8	+33.8	-	-	-	-	-	-	-	-	-	-	-	-	-	95.6	+95.6
Operating expenses	203.2	195.5	(7.6)	23.6	37.7	+14.1	16.0	16.3	+0.2	62.6	78.7	+16.0	38.2	48.5	+10.3	21.3	27.2	+5.9	363.6	398.5	+34.8
Ordinary profit (loss)	179.9	221.2	+41.3	56.5	(11.4)	(67.9)	(3.4)	(5.7)	(2.3)	40.0	(6.8)	(46.8)	5.0	18.9	+13.8	8.3	9.8	+1.4	286.2	219.2	(66.9)
Extraordinary gains	0.1	0.5	+0.4	-	-	-	-	-	-	-	-	-	-	-	-	0.0	0.0	+0.0	0.1	0.5	+0.4
Extraordinary losses	13.4	21.6	+8.2	2.7	2.8	+0.0	0.0	0.0	(0.0)	0.0	0.0	(0.0)	-	-	-	0.0	0.0	(0.0)	16.3	24.4	+8.1
Provision for reserve for policyholder dividends	35.7	43.5	+7.8	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	35.7	43.5	+7.8
Income before income taxes, etc.	130.9	156.5	+25.6	53.7	(14.2)	(67.9)	(3.4)	(5.7)	(2.2)	39.9	(6.8)	(46.7)	5.0	18.9	+13.8	8.3	9.8	+1.4	234.3	151.7	(82.5)
Total of corporate income taxes	37.4	44.6	+7.1	8.1	(3.6)	(11.7)	0.0	(1.4)	(1.4)	7.0	(1.6)	(8.6)	2.0	4.0	+1.9	1.6	1.9	+0.2	55.8	43.5	(12.2)
Net income attributable to non-controlling interests	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net income (loss)	93.4	111.9	+18.4	45.6	(10.6)	(56.2)	(3.4)	(4.2)	(0.7)	32.8	(5.2)	(38.1)	3.0	14.9	+11.9	6.6	7.8	+1.1	178.4	108.2	(70.2)



	Da	ai-ichi Lif	<u>e</u>	<u>Dai-ich</u>	i Frontie	<u>r Life</u>	Neo	o First Li	fe	P	rotective	2		TAL			DLVN		Co	nsolidate	<u>.d</u>
(¥ in billions)	As of Mar-22	As of Sep-22	Change	As of Mar-22	As of Sep-22	Change	As of Mar-22	As of Sep-22	Change	As of Dec-21	As of Jun-22	Change	As of Mar-22	As of Sep-22	Change	As of Dec-21	As of Jun-22	Change	As of Mar-22	As of Sep-22	Change
Total assets	38,681.5	35,629.6	(3,051.9)	9,937.0	9,032.1	(904.8)	415.1	416.5	+1.3	15,170.6	15,929.9	+759.2	1,291.8	1,640.8	+349.0	231.9	300.0	+68.1	65,881.1		(2,031.8)
Cash, deposits and call loans	921.8	760.5	(161.3)	1,052.1	879.3	(172.8)	269.2	254.9	(14.3)	83.5	82.5	(1.0)	83.2	106.8	+23.6	45.5	62.8	+17.3	2,663.7	2,507.3	(156.4)
Monetary claims bought	239.8	228.0	(11.8)	16.0	23.5	+7.5		-		-	-		-	-		-			255.9	251.5	(4.3)
Securities	32,740.8	29,697.5	(3,043.2)	7,311.4	6,833.3	(478.1)	82.3	92.9	+10.6	10,421.1	10,517.3	+96.1	651.1	824.2	+173.1	149.3	185.7	+36.4	51,504.7	48,881.7	(2,623.0)
Loans	2,569.1	2,581.2	+12.0	-	-	_	1.7	1.6	(0.1)	1,437.7	1,784.0	+346.3	1.2	1.4	+0.1	4.8	6.2	+1.3	3,978.5	4,338.3	+359.7
Tangible fixed assets	1,128.1	1,175.7	+47.6	1.3	1.2	(0.0)	0.3	0.3	(0.0)	26.1	30.4	+4.3	2.8	2.2	(0.5)	0.5	0.5	+0.0	1,159.7	1,211.0	+51.3
Intangible fixed assets	128.5	130.2	+1.6	15.4	16.1	+0.7	6.3	8.0	+1.7	359.0	550.1	+191.0	95.6	96.5	+0.9	0.2	0.2	+0.0	502.7	683.2	+180.4
Deferred tax assets	-	174.2	+174.2	42.6	70.4	+27.7	1.3	1.5	+0.2	-	13.5	+13.5	9.1	60.1	+50.9	0.3	0.3	(0.0)	9.3	315.7	+306.3
Total liabilities	35,924.5	33,730.8	(2,193.7)	9,671.0	8,891.9	(779.0)	403.0	408.7	+5.6	13,982.9	15,426.3	+1,443.4	964.9	1,223.9	+259.0	164.2	212.2	+48.0	61,472.6	60,896.9	(575.6)
Policy reserves and others	30,131.7	30,034.3	(97.3)	8,523.7	7,992.9	(530.8)	396.1	403.0	+6.8	12,716.7	14,357.1	+1,640.4	765.5	979.8	+214.3	150.8	198.1	+47.2	52,745.9	54,649.7	+1,903.7
Policy reserves	29,533.8	29,410.3	(123.4)	8,499.1	7,967.6	(531.4)	392.8	396.8	+4.0	12,590.2	14,224.7	+1,634.5	184.0	345.5	+161.4	146.2	192.1	+45.9	51,407.6	53,221.6	+1,814.0
Bonds payable	368.7	368.7	-	-	-	-	-	-	-	191.6	227.6	+35.9	-	-	-	-	-	-	870.3	906.3	+35.9
Other liabilities	4,371.3	2,549.2	(1,822.0)	473.4	346.9	(126.5)	6.4	5.3	(1.1)	830.5	751.9	(78.5)	104.7	146.4	+41.6	12.1	14.0	+1.9	5,906.7	3,893.8	(2,012.8)
Net defined benefit liabilities	398.3	399.9	+1.6	-	-	-	-	-	-	9.4	10.9	+1.4	-	-	_	0.0	0.0	+0.0	392.5	390.9	(1.5)
Reserve for price fluctuations	250.4	258.9	+8.5	36.8	39.6	+2.8	0.0	0.0	+0.0	-	-	-	-	-	-	-	-	-	287.3	298.6	+11.3
Deferred tax liabilities	115.4	-	(115.4)	-	-	_	-	-	_	176.0	-	(176.0)	-	-	_	-	-	_	256.3	0.1	(256.2)
Total net assets	2,756.9	1,898.7	(858.2)	266.0	140.2	(125.8)	12.1	7.7	(4.3)	1,187.7	503.5	(684.1)	326.8	416.8	+89.9	67.7	87.7	+20.0	4,408.5	2,952.2	(1,456.2)
Total shareholders' equity	631.5	529.7	(101.7)	275.0	224.4	(50.6)	12.2	7.9	(4.2)	926.5	892.9	(33.6)	306.2	376.9	+70.7	67.9	75.7	+7.8	1,996.3	2,005.8	+9.5
Total accumulated other comprehensive income	2,125.4	1,368.9	(756.4)	(9.0)	(84.2)	(75.2)	(0.1)	(0.1)	(0.0)	261.2	(389.3)	(650.5)	20.6	39.9	+19.2	(0.1)	12.0	+12.1	2,411.5	945.9	(1,465.5)
Net unrealized gains on securities, net of tax	2,130.4	1,382.1	(748.2)	(9.0)	(84.2)	(75.2)	(0.1)	(0.1)	(0.0)	277.5	(540.9)	(818.4)	-	-	-	-	-	-	2,397.9	752.4	(1,645.4)
Reserve for land revaluation	16.6	30.5	+13.9	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	16.6	30.5	+13.9

## **Group– Consolidated Solvency Margin Ratio**



(¥ in billions)	As of Mar-22	As of Sep-22	Change
Total solvency margin (A)	8,344.4	6,359.4	(1,984.9)
Common stock, etc. <sup>(1)</sup>	1,561.3	1,477.9	(83.4)
Reserve for price fluctuations	287.3	298.6	+ 11.3
Contingency reserve	715.9	721.9	+ 5.9
General reserve for possible loan losses	0.2	1.0	+ 0.7
(Net unrealized gains (losses) on securities (before tax) and deferred hedge gains (losses) (before tax) ) $\times$ 90% $^{(2)}$	2,946.3	983.8	(1,962.5)
Net unrealized gains (losses) on real estate $\times$ 85% <sup>(2)</sup>	361.7	363.5	+ 1.7
Sum of (before tax) unrecognized actuarial differences and unrecognized past service cost	t 11.9	16.1	+ 4.1
Policy reserves in excess of surrender values	2,250.8	2,275.7	+ 24.8
Qualifying subordinated debt	1,003.7	1,003.7	_
Excluded portion of policy reserves in excess of surrender values and qualifying subordinated debt	(582.5)	(605.8)	(23.2)
Total margin related to small amount and short-term insurance	0.0	0.0	_
Excluded items	(278.6)	(274.3)	+ 4.3
Others	65.9	97.1	+ 31.1
<b>Total risk (B)</b> $\sqrt{[} {\sqrt{(R_1^2 + R_5^2) + R_8 + R_9}^2 + (R_2 + R_3 + R_7)^2] + R_4 + R_6}$	1,848.7	1,794.1	(54.6)
Insurance risk R <sub>1</sub>	149.5	168.0	+ 18.4
General insurance risk R5	4.1	4.9	+ 0.7
Catastrophe risk R <sub>6</sub>	1.5	1.9	+ 0.3
3rd sector insurance risk R <sub>8</sub>	185.4	189.9	+ 4.5
Small amount and short-term insurance risk R9	0.0	0.0	_
Assumed investment yield risk R <sub>2</sub>	209.9	204.6	(5.2)
Guaranteed minimum benefit risk R7 <sup>(3)</sup>	76.1	78.7	+ 2.5
Investment risk R <sub>3</sub>	1,487.3	1,430.2	(57.1)
Business risk R4	42.2	41.5	(0.7)
Solvency margin ratio (A) $/$ { (1/2) $\times$ (B) }	902.6%	708.9%	(193.7%pt)

(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.



### **Investor Contact**

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