

Tokio Marine Group's Revised Business Results Forecasts on an Adjusted Earnings Basis  
for the Fiscal Year Ending March 31, 2014

Tokio Marine Holdings, Inc. (the "Company") has revised downward its FY2013 business forecasts on an adjusted earnings basis for the fiscal year ending March 31, 2014 ("FY2013") for the Tokio Marine Group (the "Group"), originally announced on May 20, 2013, to reflect the Group's recent business performance. The Group's total adjusted earnings forecast for FY2013 has been revised downward by 13.0 billion yen to 213.0 billion yen.

In the domestic non-life insurance business segment, the Company's original forecast was revised downward by 11.0 billion yen to adjusted earnings of 59.0 billion yen, despite improvements in underlying profitability, owing to factors such as the increased accumulation of the reserve for outstanding claims denominated in foreign currency caused by the weakening yen and the increased accumulation of the reserve for outstanding claims associated with the government decision to raise the consumption tax rate.

In the domestic life insurance business segment, the Company's original forecast was revised downward by 28.0 billion yen to adjusted earnings of 35.0 billion yen, despite the improvement in the investment environment, mainly owing to the change in risk discount rate (from 7% to 8%) reflecting the increase of the interest rate (an impact of minus 44.4 billion yen)\*1.

In the international insurance business segment, the Company's original forecast was revised upward by 25.0 billion yen to an adjusted earnings of 115.0 billion yen, mainly owing to the decrease of the reserve for outstanding claims relating to the 2011 flood in Thailand and growth measures implemented by each entity.

With respect to its financial and other businesses segment, the Company has revised its original forecast upward by 1.0 billion yen to 4.0 billion yen.

(Hundred millions of Yen, except percentages)

Business Segment	FY2011 Actual Results	FY2012 Actual Results	FY2013 Business Plan	FY2013 Revised Forecasts
<b>Domestic non-life insurance business</b>	<b>-261</b>	<b>483</b>	<b>700</b>	<b>590</b>
Tokio Marine & Nichido	-187	546	720	600
Nisshin Fire	-16	-9	10	30
Others	-57	-54	-30	-40
<b>Domestic life insurance business</b>	<b>159</b>	<b>1,103</b>	<b>630</b>	<b>350</b>
Tokio Marine & Nichido Life	764	897	670	300
Tokio Marine & Nichido Financial Life and others	-605	205	-40	50
<b>International insurance business (*2)</b>	<b>-119</b>	<b>692</b>	<b>900</b>	<b>1,150</b>
Non-life insurance business (*3)	-397	660	920	1,150
Direct insurance	-364	558	800	1,020
Reinsurance	-33	102	120	130
Life insurance business	10	47	20	10
Adjustment relating to natural disasters (*4)	279	-	-	-
<b>Financial /other businesses</b>	<b>26</b>	<b>-187</b>	<b>30</b>	<b>40</b>
<b>Tokio Marine Group Total</b>	<b>-195</b>	<b>2,091</b>	<b>2,260</b>	<b>2,130</b>
<b>Tokio Marine Group ROE</b>	<b>-0.7%</b>	<b>6.7%</b>	<b>6.6%</b>	<b>6.0%</b>

Notes;

In order to capture and enhance the corporate value of the Tokio Marine Group, "adjusted earnings" is used to determine earnings and ROE (see Appendix 2 for details). See Appendix 1 for business performance indices for major business segments.

\*1 This is the impact predicted by raising the risk discount rate by 1% in accordance with the rise in the risk-free interest rate, which is the reference rate for the risk discount rate. At the end of the fiscal year 2013, the risk discount rate will be determined based on the risk-free interest rate as of the end of March 2014.

\*2 Overhead costs for international operations are charged to the international insurance business.

\*3 The figures under non-life insurance business include some amounts from the life insurance business undertaken by overseas subsidiaries that are composite life and non-life insurance companies.

\*4 Losses from natural disasters which occurred in February and March of 2011 are included in the international insurance business segment's FY2010 Actual Results. An equivalent amount is reversed in the international insurance business segment's FY2011 Actual Results.

## Appendix 1

### Business Performance Indices for Major Business Segments

#### 1. Domestic non-life insurance business

Indices for Tokio Marine & Nichido and Nisshin Fire are as follows:

(Hundred millions of Yen)

	FY2011 Actual Results	FY2012 Actual Results	FY2013 Business Plan	FY2013 Revised Forecasts
<b>Net premiums written</b>	<b>19,196</b>	<b>20,083</b>	<b>20,495</b>	<b>20,849</b>
Tokio Marine & Nichido	17,830	18,696	19,110	19,470
Nisshin Fire	1,366	1,387	1,385	1,379

#### 2. Domestic life insurance business

Indices for Tokio Marine & Nichido Life are as follows:

(Hundred millions of Yen)

	FY2011 Actual Results	FY2012 Actual Results	FY2013 Business Plan	FY2013 Revised Forecasts
<b>Annualized premiums for new policies</b>	<b>573</b>	<b>806</b>	<b>810</b>	<b>913</b>
<b>Annualized premiums for policies in force</b>	<b>4,194</b>	<b>4,704</b>	<b>5,184</b>	<b>5,275</b>

\* Annualized premiums are the aggregate amount of premiums divided by the duration of insurance policies to show the amount of premiums per year.

#### 3. International insurance business

Indices for the international insurance business are as follows:

(Hundred millions of Yen)

	FY2011 Actual Results	FY2012 Actual Results	FY2013 Business Plan	FY2013 Revised Forecasts
<b>Net premiums written</b>	<b>4,997</b>	<b>7,343</b>	<b>9,266</b>	<b>9,917</b>
Non-life insurance business	4,667	6,830	8,709	9,248
Direct insurance	4,106	6,047	7,877	8,264
Reinsurance	561	783	832	984
Life insurance business	329	513	556	669

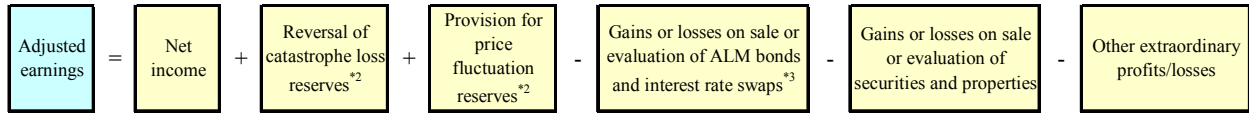
\* Net premiums written are calculated taking into account the ratio of respective equity interest of the Tokio Marine Group in each local subsidiary.

The business plans described above are based on information available to the Company as of the date of this document. Actual results may materially differ from the plans.

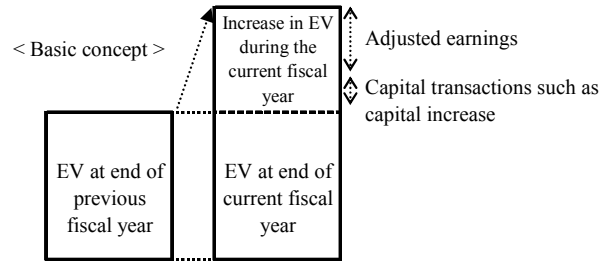
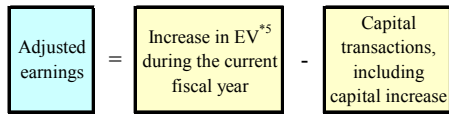
Adjusted earnings and adjusted ROE

1. Adjusted earnings<sup>\*1</sup>

(1) Non-life insurance business



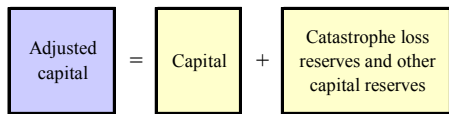
(2) Life insurance business<sup>\*4</sup>



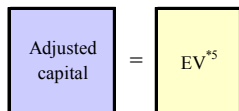
(3) Other businesses ... Net income determined following financial accounting principles

2. Adjusted capital<sup>\*1</sup> (average balance basis)

(1) Non-life insurance business



(2) Life insurance business<sup>\*4</sup>



(3) Other businesses ... Net assets determined following financial accounting principles

- \*1 Each adjustment item is after tax
- \*2 Reversals are subtracted
- \*3 ALM: asset liability management  
Excluded as compensation for fluctuations in the market value of liabilities of ALM
- \*4 Calculations are based on (3) criteria for life insurance companies in certain regions  
  
(Overhead costs incurred by the head office are deducted from profits)
- \*5 EV: embedded value  
An indexed value in which the net present value of profits to be gained from policies in-force is added to the net asset value

3. Adjusted ROE

