



# Overview of 2Q FY2014 Results and Full-Year Projections

Tokio Marine Holdings, Inc.  
November 19, 2014

◆ **Abbreviations used in this material**

TMNF: Tokio Marine & Nichido Fire Insurance Co., Ltd.

NF : Nisshin Fire & Marine Insurance Co., Ltd.

TMNL : Tokio Marine & Nichido Life Insurance Co., Ltd.

FL: Former Tokio Marine & Nichido Financial Life Insurance Co., Ltd.



## I. 2Q FY2014 Results

- **Consolidated Results Overview**
  - Ordinary Income ----- 3
  - Ordinary Profit ----- 4
  - Net Income ----- 5
- **Domestic Non-Life**
  - TMNF 2Q Financial Results ----- 6
  - TMNF Combined Ratio ----- 7
  - TMNF NPW & Loss Ratio ----- 8
  - TMNF Asset Management ----- 9
  - NF 2Q Financial Results ----- 10
- **Domestic Life**
  - TMNL 2Q Financial Results -----11
- **International Insurance Business**
  - Net Premiums Written -----12
  - Adjusted Earnings -----13
  - PHLY / Delphi / TMK (Lloyd’s business) --14
- **Adjusted Earnings (Group Total)**
  - 2Q Results -----15

## II. FY2014 Revised Projections

- **Consolidated Projections**
  - Ordinary Profit -----17
  - Net Income -----18
- **Adjusted Earnings (Group Total)**
  - FY2014 Projections -----19
- **Domestic Non-Life**
  - TMNF FY2014 Financial Projections -----20
  - TMNF Combined Ratio -----21
  - TMNF NPW & Loss Ratio ----- 22
  - NF FY2014 Financial Projections ----- 23
- **Domestic Life**
  - FY2014 Projections ----- 24
  - TMNL FY2014 Financial Projections ----- 25
- **International Insurance Business**
  - Net Premiums Written ----- 26
  - Adjusted Earnings ----- 27
  - PHLY / Delphi / TMK (Lloyd’s business) ----- 28



## I. 2Q FY2014 Results

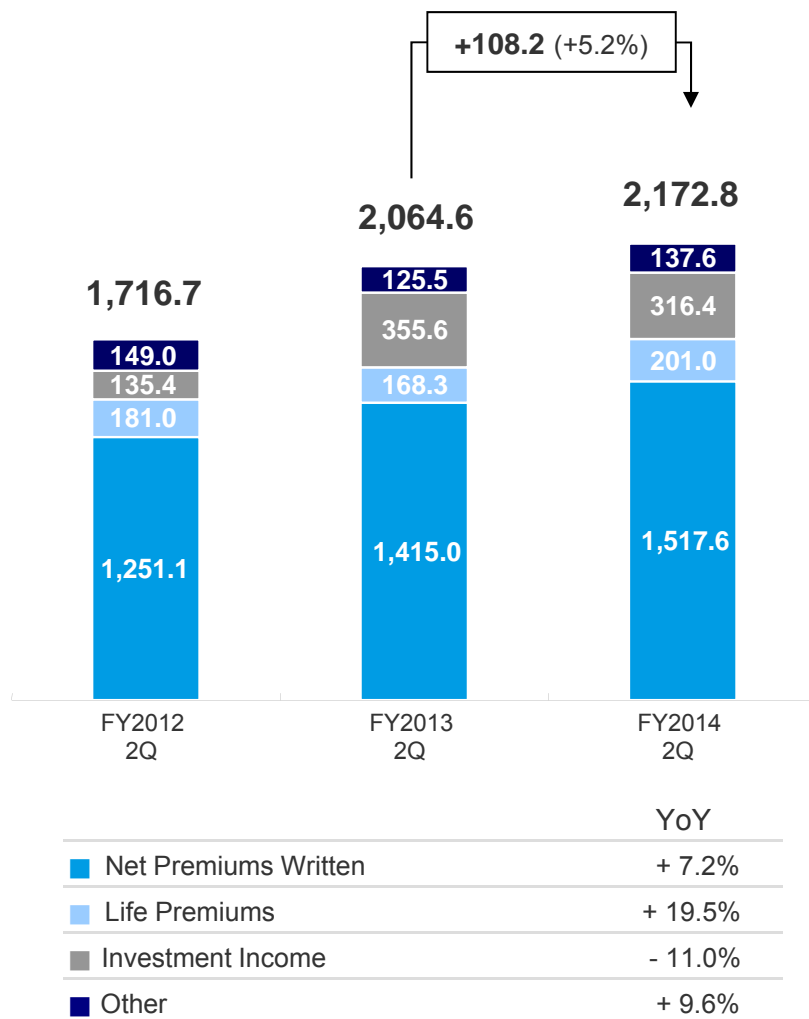
# Ordinary Income

Consolidated	Domestic Life
Domestic Non-Life	International



TOKIO MARINE

## ■ Ordinary Income (billions of yen)



### – Net Premiums Written

- Increased in domestic non-life business including TMNF mainly in auto
- Increased at overseas subsidiaries mainly due to organic growth and depreciation of the yen

### – Life Insurance Premiums

- Increased mainly due to an increase in in-force policies at TMNL and revenue growth at overseas subsidiaries mainly in Asia (excl. Japan)
- Decreased at FL due to an increase in the number of surrender associated with the recovery of the market environment

### – Investment Income

- Decreased mainly due to a decrease in investment gains on separate accounts at FL

### – Other

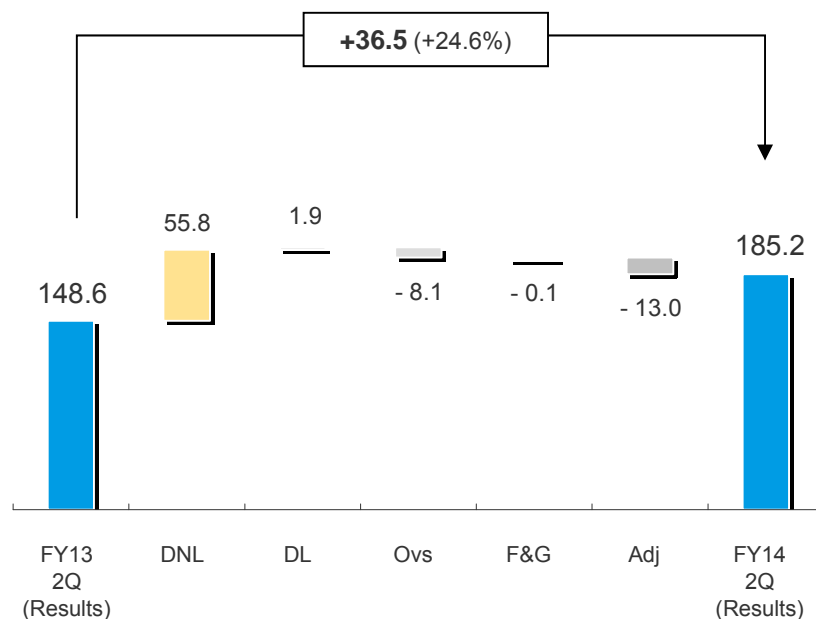
- Increased mainly due to an increase in amount taken down from underwriting reserves associated with an increase in the number of surrender at FL

# Ordinary Profit

Consolidated	Domestic Life
Domestic Non-Life	International



## Ordinary Profit (billions of yen)



(billions of yen)

	FY2013 2Q	FY2014 2Q	Change
Domestic Non-Life (DNL)	111.5	167.3	55.8
Domestic Life (DL)	7.9	9.9	1.9
Overseas Subsidiaries (Ovs)	70.4	62.3	- 8.1
Financial and General (F&G)	3.0	2.8	- 0.1
Consolidation Adjustments (Adj)	- 44.2	- 57.2	- 13.0
<b>Total</b>	<b>148.6</b>	<b>185.2</b>	<b>36.5</b>

On pages 4 and 5, figures of each business domain are calculated as follows, and they differ from segment information in the Summary Report:  
 Domestic Non-Life: Total of TMNF and NF  
 Domestic Life: Total of TMNL and FL  
 Consolidation Adjustments: Total of the followings: i) purchase method adjustments, ii) amortization of goodwill and negative goodwill, and iii) others (elimination, etc.)

\* The amount of dividends transferred between overseas subsidiaries which is to be eliminated on a consolidated basis, are deducted from the amount of ordinary income associated with "Overseas Subsidiaries"

### Domestic Non-Life

TMNF: Increased by ¥47.3B YoY

- Underwriting profit increased mainly due to:
  - ✓ Increase in net premiums earned associated with revenue growth
  - ✓ Decrease in net incurred losses mainly in auto
- Net investment income and other increased mainly due to:
  - ✓ Increase in dividends from overseas subsidiaries

NF: Increased by ¥8.4B YoY

- Increased mainly due to:
  - ✓ Decrease in net incurred losses mainly in fire and auto
  - ✓ Increase in amount taken down from catastrophe loss reserves due to the progress of claims payment relating to the snowstorms in Feb. 2014

### Domestic Life

- Increased mainly due to:
  - ✓ Increase in in-force policies and net investment income at TMNL
  - ✓ Decrease in premiums ceded from FL

### Overseas Subsidiaries

- Decreased mainly due to an increase in natural catastrophe losses and the reversal effect of temporary increase factors in FY2013, despite the positive effect of the depreciation of the yen

### Consolidation Adjustments

- Negative adjustment increased mainly due to an increase in elimination of intra-group dividends associated with an increase in dividends from consolidated subsidiaries at TMNF

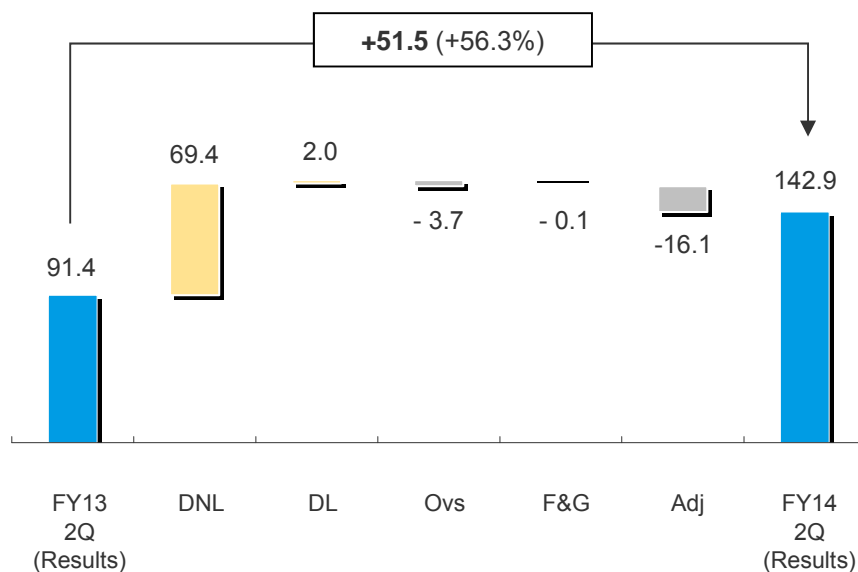
# Net Income

Consolidated	Domestic Life
Domestic Non-Life	International



TOKIO MARINE

## Net Income (billions of yen)



(billions of yen)

	FY2013 2Q	FY2014 2Q	Change
Domestic Non-Life (DNL)	72.2	141.6	69.4
Domestic Life (DL)	4.7	6.8	2.0
Overseas Subsidiaries (Ovs)	54.5	50.8	-3.7
Financial and General (F&G)	2.0	1.8	-0.1
Consolidation Adjustments (Adj)	-42.1	-58.3	-16.1
<b>Total</b>	<b>91.4</b>	<b>142.9</b>	<b>51.5</b>

On pages 4 and 5, figures of each business domain are calculated as follows, and they differ from segment information in the Summary Report:

Domestic Non-Life: Total of TMNF and NF

Domestic Life: Total of TMNL and FL

Consolidation Adjustments: Total of the followings: i) purchase method adjustments, ii) amortization of goodwill and negative goodwill, and iii) others (elimination, etc.)

\* The amount of dividends transferred between overseas subsidiaries which is to be eliminated on a consolidated basis, are deducted from the amount of net income associated with "Overseas Subsidiaries"

### – Domestic Non-Life

TMNF: Increased by ¥60.5B YoY

- Increased mainly due to the same factors as in ordinary profit, as well as a decrease in valuation allowance associated with a determination of liquidation of a securities subsidiary

### – Domestic Life

- Increased due to the same factors as in ordinary profit

### – Overseas Subsidiaries

- Decreased due to the same factors as in ordinary profit

### – Consolidation Adjustments

- Negative adjustment increased due to the same factors as in ordinary profit



## Changes in Major P/L Items

(billions of yen, except for %)

	FY2013 2Q Results	FY2014 2Q Results	YoY	
			Change	%
<b>Underwriting profit/loss</b>	<b>8.2</b>	<b>50.1</b>	41.8	505.2%
Net premiums written	971.2	1,007.9	36.7	3.8%
Private insurance	838.5	868.2	29.7	3.5%
Net incurred losses*	- 625.0	- 602.8	22.2	- 3.6%
Private insurance*	- 505.1	- 486.2	18.8	- 3.7%
Business expenses	- 298.8	- 303.9	- 5.1	1.7%
Private insurance	- 273.2	- 278.7	- 5.4	2.0%
Provision/Reversal of catastrophe loss reserves	- 24.2	- 23.9	0.3	- 1.4%
<b>Net investment income (loss) and other</b>	<b>98.9</b>	<b>105.4</b>	6.5	6.6%
Net investment income/loss	108.9	112.2	3.3	3.1%
Interest and dividends	87.9	103.2	15.3	17.4%
Gains/Losses on sales of securities	49.7	40.1	- 9.5	- 19.3%
Impairment losses on securities	- 3.5	- 0.9	2.5	- 73.6%
Gains/Losses on derivatives	- 1.1	- 5.3	- 4.2	379.1%
<b>Ordinary profit/loss</b>	<b>107.6</b>	<b>155.0</b>	47.3	44.0%
<b>Extraordinary gains/losses</b>	<b>- 4.5</b>	<b>- 10.0</b>	- 5.4	117.9%
<b>Net income/loss</b>	<b>69.7</b>	<b>130.2</b>	60.5	86.9%

\*Including loss adjustment expenses

(Notes)

1. Plus and minus of the figures in the above table correspond to positive and negative to profit respectively
2. Private insurance includes all lines excluding compulsory automobile liability insurance and residential earthquake insurance

### Underwriting Profit

Increased by ¥41.8B YoY to ¥50.1B

- Net premiums written (Private insurance)
  - Increase in all lines mainly in auto (See p.8 for details)  
(5.3% increase excluding the impact of the reorganization of the U.S. branch as an overseas subsidiary)
- Net incurred losses (Private insurance)
  - Decrease in net incurred losses relating to natural catastrophes occurred during the period  
(2Q FY13: approx. ¥19B , 2Q FY14: approx. ¥16B)
  - Net incurred losses other than the above also decreased mainly in auto
- Business expenses
  - Increase due to the impact of the consumption tax hike and an increase in agency commissions associated with revenue growth, etc.
- Catastrophe loss reserves
  - Decrease in net provision due to an increase in amount taken down in fire associated with the claims payment relating to the snowstorms\*, despite a decrease in amount taken down in auto  
(Claims paid in 2Q FY14 relating to the snowstorms in Feb. 2014: approx. ¥42B)

### Net Investment Income and Other (See p.9 for details)

Increased by ¥6.5B YoY to ¥105.4B mainly due to an increase in dividends from overseas subsidiaries

### Net Income

Increased by ¥60.5B YoY to ¥130.2B mainly due to a decrease in valuation allowance associated with a determination of liquidation of a securities subsidiary, in addition to the factors above

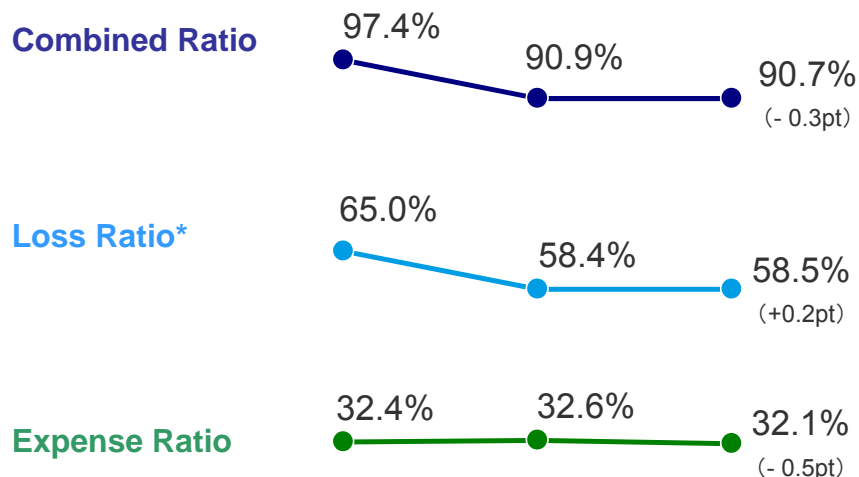
# TMNF Combined Ratio

Consolidated	Domestic Life
Domestic Non-Life	International



## ■ Combined Ratio (Private insurance: W/P basis)

※( ) : YoY Change



(billions of yen)

	FY2012 2Q Results	FY2013 2Q Results	FY2014 2Q Results	YoY Change
Net premiums written	803.0	838.5	868.2	29.7
Net claims paid*	521.8	489.2	508.2	19.0
Business expenses	260.5	273.2	278.7	5.4
Corporate expenses	108.5	111.8	107.4	- 4.4
Agency commissions	152.0	161.4	171.3	9.9

### (Reference)

Private insurance E/I loss ratio*	66.3%	62.1%	58.0%	- 4.1pt
Auto insurance E/I loss ratio*	69.1%	64.3%	60.0%	- 4.3pt

\* Including loss adjustment expenses

### — Loss Ratio

- W/P basis loss ratio increased by 0.2 points YoY to 58.5%
  - Increase in net premiums written
  - Claims payment relating to the snowstorms in Feb. 2014

### — Expense Ratio

- Improved by 0.5 points YoY to 32.1%
  - Increase in net premiums written
  - Impact of the consumption tax hike

### — Combined Ratio

- W/P basis combined ratio improved by 0.3 points YoY to 90.7% due to the factors above

### (Reference)

- E/I basis loss ratio improved by 4.1 points YoY to 58.0% due to a decrease in net incurred losses in all lines mainly in auto
- E/I basis combined ratio improved by 4.6 points YoY to 90.1%



# TMNF NPW & Loss Ratio

Consolidated	Domestic Life
Domestic Non-Life	International



TOKIO MARINE

## Net Premiums Written by Line

(billions of yen, except for %)

	FY2013 2Q Results	FY2014 2Q Results	YoY	
			Change	%
Fire	114.6	117.3	2.6	2.3%
Marine	32.2	32.8	0.6	2.0%
P.A.	92.5	96.2	3.6	3.9%
Auto	466.1	486.9	20.8	4.5%
CALI	131.9	139.1	7.1	5.4%
Other	133.6	135.4	1.7	1.3%
<b>Total</b>	<b>971.2</b>	<b>1,007.9</b>	36.7	3.8%
<b>Private insurance Total</b>	<b>838.5</b>	<b>868.2</b>	29.7	3.5%

### Major Factors of Changes in NPW

- Fire: Increased mainly due to revenue growth in the domestic household sector, despite the impact of the reorganization of the U.S. branch as an overseas subsidiary
- Marine: Increased mainly due to revenue growth in hull insurance, despite the impact of the reorganization of the U.S. branch as an overseas subsidiary
- P.A.: Increased mainly due to rate revisions associated with revisions of reference-loss-cost rates by the General Insurance Rating Organization of Japan, as well as revenue growth in nationwide group P.A. insurance for employment injury
- Auto: Increased mainly due to product and rate revisions and an increase in number of policies
- CALI: Increased mainly due to rate revisions in Apr. 2013
- Other: Increased mainly due to revenue growth in major contracts

## W/P Loss Ratio by Line

	FY2013 2Q Results	FY2014 2Q Results	YoY
			Change
Fire	51.5%	76.4%	24.9pt
Marine	65.5%	50.4%	- 15.1pt
P.A.	49.7%	46.6%	- 3.0pt
Auto	63.7%	61.0%	- 2.7pt
CALI	90.1%	84.7%	- 5.4pt
Other	49.6%	44.6%	- 5.0pt
<b>Total</b>	<b>62.6%</b>	<b>62.1%</b>	- 0.5pt
<b>Private insurance Total</b>	<b>58.4%</b>	<b>58.5%</b>	0.2pt

### Major Factors of Changes in W/P Loss Ratio

- Fire: Worsened mainly due to claims payment relating to the snowstorms in Feb. 2014
- Marine: Improved mainly due to the reversal effect of a major claims payment in FY2013
- P.A.: Improved mainly due to revenue growth
- Auto: Improved mainly due to a decrease in the number of claims and revenue growth
- CALI: Improved mainly due to revenue growth
- Other: Improved due to revenue growth and the reversal effect of a major claims payment in FY2013

# TMNF Asset Management Results

Consolidated	Domestic Life
Domestic Non-Life	International



TOKIO MARINE

## ■ TMNF Net Investment Income and Other

(billions of yen)

	FY2013 2Q Results	FY2014 2Q Results	YoY Change
<b>Net investment income and other</b>	<b>98.9</b>	<b>105.4</b>	6.5
<b>Net investment income</b>	<b>108.9</b>	<b>112.2</b>	3.3
<b>Net interest and dividends income</b>	<b>61.8</b>	<b>78.2</b>	16.4
Interest and dividends income	87.9	103.2	15.3
Dividends from domestic stocks	26.4	31.0	4.5
Dividends from foreign stocks	28.8	41.3	12.5
Income from domestic bonds	16.0	14.9	- 1.1
Income from foreign bonds	3.7	2.1	- 1.6
Income from other foreign securities*	3.5	6.2	2.6
Transfer of investment income on deposit premiums	- 26.0	- 24.9	1.0
<b>Net capital gains</b>	<b>47.0</b>	<b>33.9</b>	- 13.0
Gains/Losses on sales of securities	49.7	40.1	- 9.5
Impairment losses on securities	- 3.5	- 0.9	2.5
Impairment losses on domestic stocks	- 0.5	- 0.9	- 0.3
Gains/Losses on derivatives	- 1.1	- 5.3	- 4.2
Other investment income and expenses	0.8	- 1.0	- 1.8
Others (Gains/Losses on foreign exchange, etc.)	1.0	1.1	0.0
<b>Other ordinary income and expenses</b>	<b>- 9.9</b>	<b>- 6.7</b>	3.1

\* Income from foreign securities excluding foreign stocks and foreign bonds

– Net investment income and other increased by ¥6.5B YoY to ¥105.4B

- Net interest and dividends income increased by ¥16.4B YoY to ¥78.2B
  - Dividends from foreign stocks:
    - ✓ Increase in dividends from overseas subsidiaries
  - Dividends from domestic stocks:
    - ✓ Increase in dividends from business-related equities
- Net capital gains decreased by ¥13.0B YoY to ¥33.9B
  - Gains/Losses on sales of securities:
    - ✓ Due to the reversal effect of sales of domestic bonds in FY2013
  - Gains/Losses on derivatives:
    - ✓ Due to an increase in net losses on hedges mainly owing to the decline in interest rates and the depreciation of the yen
- Other ordinary income and expenses improved by ¥3.1B YoY to ¥ - 6.7B

## ■ Sales of Business-Related Equities

(billions of yen)

	FY2013 2Q Results	FY2014 2Q Results	YoY Change
<b>Sales of business-related equities</b>	<b>56</b>	<b>54</b>	- 2

– Sales of business-related equities decreased by ¥2B YoY to ¥54B

## Changes in Major P/L Items

(billions of yen, except for %)

	FY2013 2Q Results	FY2014 2Q Results	YoY	
			Change	%
<b>Underwriting profit/loss</b>	<b>2.5</b>	<b>11.2</b>	8.6	344.5%
Net premiums written	69.1	68.7	- 0.4	- 0.7%
Private insurance	59.1	58.2	- 0.8	- 1.5%
Net incurred losses*	- 43.3	- 37.3	5.9	- 13.8%
Private insurance*	- 34.8	- 29.2	5.5	- 15.9%
Business expenses	- 22.3	- 22.1	0.2	- 1.1%
Private insurance	- 20.0	- 19.6	0.3	- 1.7%
Provision/Reversal of catastrophe loss reserves	- 1.9	0.6	2.5	- 133.9%
<b>Net investment income (loss) and other</b>	<b>1.6</b>	<b>1.2</b>	- 0.3	- 21.8%
Net investment income/loss	1.7	1.3	- 0.4	- 23.0%
Interest and dividends	2.3	2.2	- 0.0	- 2.6%
Gains/Losses on sales of securities	0.6	0.1	- 0.5	- 82.3%
Impairment losses on securities	-	- 0.0	- 0.0	-
<b>Ordinary profit/loss</b>	<b>3.8</b>	<b>12.3</b>	8.4	220.0%
<b>Extraordinary gains/losses</b>	<b>- 0.0</b>	<b>- 0.1</b>	- 0.0	-
<b>Net income/loss</b>	<b>2.5</b>	<b>11.4</b>	8.9	356.2%
<b>Loss ratio (All lines total, W/P basis)*</b>	<b>61.7%</b>	<b>64.2%</b>	2.4pt	-
<b>Expense ratio (All lines total, W/P basis)</b>	<b>32.3%</b>	<b>32.2%</b>	- 0.1pt	-
<b>Combined ratio*</b>	<b>94.0%</b>	<b>96.3%</b>	2.3pt	-

\* Including loss adjustment expenses

(Notes)

1. Plus and minus of the figures in the above table correspond to positive and negative to profit respectively
2. Private insurance includes all lines excluding compulsory automobile liability insurance and residential earthquake insurance

### Underwriting Profit

- Increased by ¥8.6B YoY to ¥11.2B
  - ↘ Decrease in net premiums written due to a decrease in fire mainly in long-term policies, despite a revenue growth in auto owing to an increase in new policies and rate revisions
  - ↗ Decrease in net incurred losses mainly in fire and auto
  - ↗ Increase in amount taken down from catastrophe loss reserves associated with claims payment relating to the snowstorms in Feb. 2014

### Net Investment Income and Other

- Decreased by ¥0.3B YoY to ¥1.2B mainly due to a decrease in gains on sales of securities

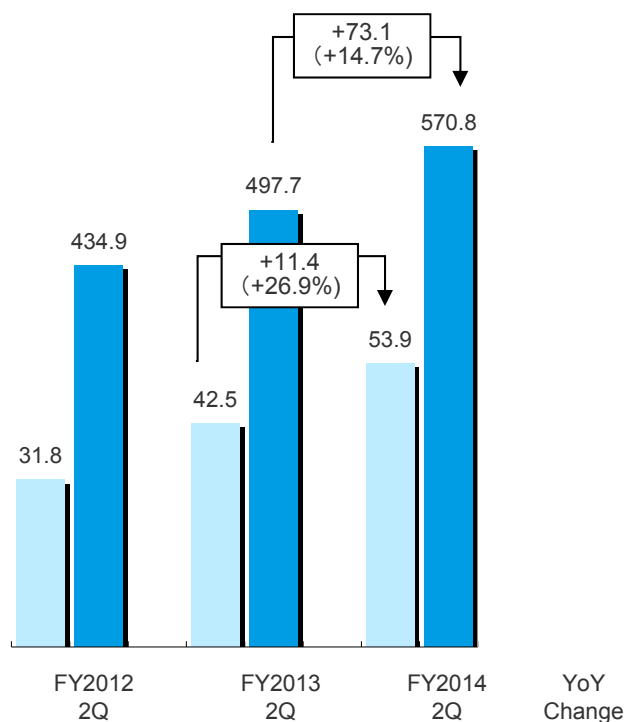
### Net Income

- Accordingly, increased by ¥8.9B to ¥11.4B

## Annualized Premiums (ANP) and Key Figures

(billions of yen)

- New Policy
- In-force Policy



- New Policies ANP
  - Increased by 26.9% YoY due to favorable sales growth in the first-sector line and individual annuity
- In-force Policies ANP
  - Increased by 7.0% from the end of FY2013 (YoY increase of 14.7%) due to a steady increase in in-force policies
- Insurance Premiums and Other
  - Increased by ¥50.5B YoY to ¥344.7B due to a favorable increase in new policies and in-force policies
- Net Income
  - Increased by ¥0.8B YoY to ¥5.9B due to an increase in insurance premiums and other as mentioned above, and an increase in investment income

	FY2012 2Q	FY2013 2Q	FY2014 2Q	YoY Change
Ordinary income	300.8	342.6	396.0	53.3
Insurance premiums and other	257.3	294.2	344.7	50.5
Net income	7.5	5.0	5.9	0.8
Core operating profit	14.1	10.9	10.7	-0.1

# Net Premiums Written

Consolidated	Domestic Life
Domestic Non-Life	International



TOKIO MARINE

## ■ Net Premiums Written (NPW)

(billions of yen, except for %)

	FY2013 2Q Results	FY2014 2Q Results	YoY		(Ref.) YoY (Excluding FX effects) <sup>*2</sup>
	As of end- Jun. 2013	As of end- Jun. 2014	Change	%	
	JPY 98.5	JPY 101.3			
Applied FX rate (USD/JPY)					
North America	240.1	263.2	23.1	10%	7%
Europe (incl. Middle East)	76.3	77.4	1.1	1%	- 12%
South & Central America	50.2	64.1	13.8	28%	23%
Asia	50.3	52.9	2.5	5%	4%
Reinsurance	70.4	85.1	14.7	21%	14%
<b>Total Non-Life<sup>*1</sup></b>	<b>487.4</b>	<b>542.8</b>	<b>55.3</b>	<b>11%</b>	<b>6%</b>
<b>Life</b>	<b>34.1</b>	<b>55.3</b>	<b>21.1</b>	<b>62%</b>	<b>57%</b>
<b>Total</b>	<b>521.4</b>	<b>598.1</b>	<b>76.6</b>	<b>15%</b>	<b>9%</b>

\*1: Total Non-Life figures include some life insurance figures of composite overseas subsidiaries

\*2: Excluding FX effects due to yen conversion

— Net premiums written increased by 15% YoY mainly due to the progress of growth measures in each business segment and the depreciation of the yen

### North America

- Increased mainly due to rate increases on the renewal book and strong sales in new business at Philadelphia and Delphi

### Europe

- Increased due to the depreciation of the yen, although NPW on a local currency basis decreased mainly due to the softening of the market

### South & Central America

- Increased due to strong sales of auto insurance in Brazil, the mainstay product in the local business

### Asia

- Increased mainly due to strong sales of auto insurance in Malaysia and India, despite the decrease in Thailand due to the slowdown in auto sales

### Reinsurance

- Increased mainly due to the expansion of non-catastrophe business and multi-year policies, despite the softening of the market

### Life

- Increased due to sales growth in Singapore and Malaysia

# Adjusted Earnings

Consolidated	Domestic Life
Domestic Non-Life	International



TOKIO MARINE

## Adjusted Earnings

(billions of yen, except for %)

	FY2013 2Q Results	FY2014 2Q Results	YoY		(Ref.) YoY (Excluding FX effects) <sup>2</sup>
			Change	%	
Applied FX rate (USD/JPY)	As of end- Jun. 2013 JPY 98.5	As of end- Jun. 2014 JPY 101.3			
North America	34.9	30.6	- 4.2	- 12%	- 15%
Europe (incl. Middle East)	10.9	8.3	- 2.5	- 23%	- 34%
South & Central America	1.0	3.1	2.0	190%	179%
Asia	15.4	9.7	- 5.7	- 37%	- 38%
Reinsurance	7.2	5.6	- 1.5	- 22%	- 26%
<b>Total Non-Life<sup>1</sup></b>	<b>71.0</b>	<b>57.7</b>	<b>- 13.2</b>	<b>- 19%</b>	<b>- 23%</b>
<b>Life</b>	<b>0.7</b>	<b>3.9</b>	<b>3.2</b>	<b>431%</b>	<b>393%</b>
<b>Total (After adjustment)</b>	<b>71.0</b>	<b>61.1</b>	<b>- 9.9</b>	<b>- 14%</b>	<b>- 18%</b>

\*1: Total Non-Life figures include some life insurance figures of composite overseas subsidiaries

\*2: Excluding FX effects due to yen conversion

- Steady progress in light of FY2014 projections\*, although decreased YoY mainly due to natural catastrophe losses and the reversal effect of a decrease in reserves in FY2013 related to Thai flood

\* Original projections for FY2014 full year results: ¥105B

(Progress: approx. 58%)

### North America

- Decreased mainly due to an increase in natural catastrophe losses at Philadelphia and a decrease in realized gain at Delphi

### Europe

- Decreased mainly due to the following factors:
  - Reversal effect of a decrease in reserves recorded in FY2013
  - Decrease in foreign exchange gains associated with the depreciation of the dollar to the pound

### South & Central America

- Increased mainly due to organic growth and improved combined ratio in auto business in Brazil

### Asia

- Decreased mainly due to the reversal effect of a decrease in reserves related to Thai flood recorded in FY2013

### Reinsurance

- Decreased mainly due to the following factors:
  - Decrease in foreign exchange gains associated with the depreciation of the dollar to the pound
  - Impact of natural catastrophe losses (including an increase in reserves for claims occurred in the previous years)

### Life

- Increased mainly due to an increase in new policies in Singapore

## ■ Net Premiums Written

(billions of yen, except for %)

	FY2013 2Q Results	FY2014 2Q Results	YoY		(Ref.) YoY (Excluding FX effects)*
			Change	%	
Applied FX rate (USD/JPY)	As of end- Jun. 2013	As of end- Jun. 2014			
	JPY 98.5	JPY 101.3			
Philadelphia	117.0	132.5	15.5	13%	10%
Delphi	91.8	100.3	8.5	9%	6%
Tokio Marine Kiln (Lloyd's business) (former Kiln)	62.7	62.9	0.2	0%	- 13%

\* Excluding FX effects due to yen conversion

## ■ Adjusted Earnings

(billions of yen, except for %)

	FY2013 2Q Results	FY2014 2Q Results	YoY		(Ref.) YoY (Excluding FX effects)*
			Change	%	
Applied FX rate (USD/JPY)	As of end- Jun. 2013	As of end- Jun. 2014			
	JPY 98.5	JPY 101.3			
Philadelphia	16.4	12.8	- 3.5	- 22%	- 24%
Delphi	17.2	15.8	- 1.3	- 8%	- 11%
Tokio Marine Kiln (Lloyd's business) (former Kiln)	10.2	9.1	- 1.0	- 11%	- 22%

\* Excluding FX effects due to yen conversion

# Adjusted Earnings (Group Total)

Consolidated	Domestic Life
Domestic Non-Life	International



TOKIO MARINE

## Adjusted Earnings by Business Domain

(billions of yen)

Business Domain	FY2013 2Q Results	FY2014 2Q Results	Change
<b>Domestic Non-Life</b>	<b>33.6</b>	<b>75.7</b>	42.0
TMNF	32.0	69.7	37.7
NF	3.5	8.0	4.5
Other	-1.9	-2.1	-0.1
<b>Domestic Life<sup>*1,2</sup></b>	<b>0.6</b>	<b>53.5</b>	52.8
TMNL	-5.0	47.2	52.2
FL	6.0	7.6	1.6
Other	-0.2	-1.3	-1.1
<b>International Insurance</b>	<b>71.0</b>	<b>61.1</b>	-9.9
North America	34.9	30.6	-4.2
Europe (incl. Middle East)	10.9	8.3	-2.5
South & Central America	1.0	3.1	2.0
Asia	15.4	9.7	-5.7
Reinsurance	7.2	5.6	-1.5
International Non-Life <sup>*3</sup>	71.0	57.7	-13.2
International Life	0.7	3.9	3.2
<b>Financial &amp; General</b>	<b>2.8</b>	<b>2.6</b>	-0.2
<b>Group Total</b>	<b>108.2</b>	<b>192.9</b>	84.7

\*1: Excluding capital transactions

\*2: Simplified calculation method is applied for EV as of end of Sept. 2013 and as of end of Sept. 2014. The calculation is an unaudited basis

\*3: International Non-Life figures include some life insurance figures of composite overseas subsidiaries

Group total adjusted earnings increased by ¥84.7B YoY to ¥192.9B.

### Domestic Non-Life

TMNF: Increased by ¥37.7B YoY to ¥69.7B

- Increase in net premiums earned mainly in auto
- Decrease in net incurred losses related to natural catastrophes
- Decrease in net incurred losses other than the above, in auto and fire, etc.

### Domestic Life

TMNL: Increased by ¥52.2B YoY to ¥47.2B

- Increase in EV associated with the steady increase in policies
- Reversal effect of the FY2013 decrease in EV due to change in risk discount rate

### International Insurance

Decreased by ¥9.9B YoY to ¥61.1B

- Increase in natural catastrophe losses
- Reversal effect of the decrease in net incurred losses related to Thai flood recorded in FY2013

## TMNF Adjusted Earnings

Net income of TMNF for accounting purposes ¥ 130.2B	+	Provision for catastrophe reserves, etc. net of taxes ¥ 16.5B	+	Provision for price fluctuation reserves, net of taxes ¥ 1.2B	-	Gains/losses on sales or evaluation of ALM bonds and interest rate swaps, net of taxes ¥ 0.9B	-	Gains/losses on sales or evaluation of stocks and properties held, net of taxes ¥ 25.5B	-	Other extraordinary profits/losses and valuation reserves etc., net of taxes ¥ 51.8B	=	Adjusted earnings of TMNF ¥ 69.7B
--	---	--	---	--	---	--	---	--	---	---	---	--------------------------------------





## II. FY2014 Revised Projections

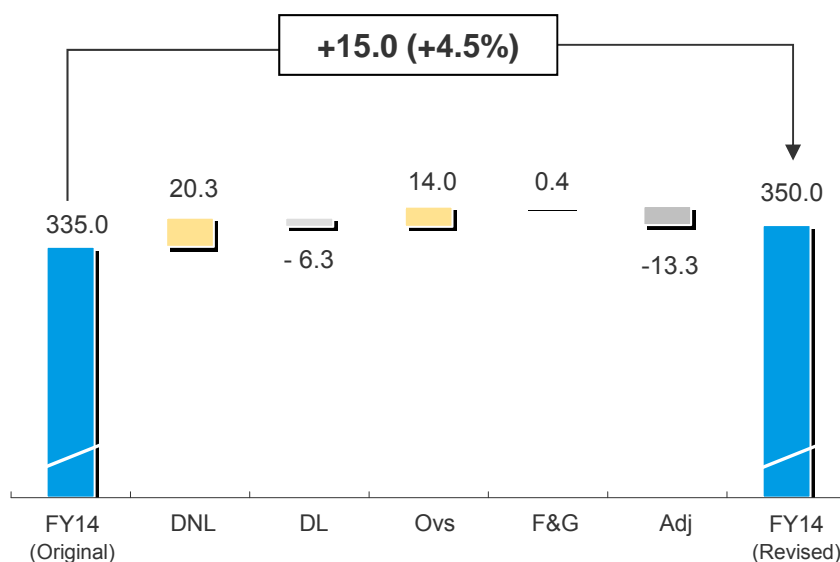
# Ordinary Profit

Consolidated	Domestic Life
Domestic Non-Life	International



TOKIO MARINE

## ■ Ordinary Profit (billions of yen)



(billions of yen)

	FY2014 (Original)	FY2014 (Revised)	Change
Domestic Non-Life (DNL)	277.8	298.1	20.3
Domestic Life (DL)	16.9	10.5	- 6.3
Overseas Subsidiaries (Ovs)	120.4	134.4	14.0
Financial and General (F&G)	5.5	5.9	0.4
Consolidation Adjustments (Adj)	- 85.6	- 98.9	- 13.3
<b>Total</b>	<b>335.0</b>	<b>350.0</b>	<b>15.0</b>

On pages 17 and 18, figures of each business domain are calculated as follows, and they differ from segment information in the Summary Report:  
 Domestic Non-Life: Total of TMNF and NF  
 Domestic Life: Total of TMNL and FL  
 Consolidation Adjustments: Total of the followings: i) purchase method adjustments, ii) amortization of goodwill and negative goodwill, and iii) others (elimination, etc.)

\* The amount of dividends transferred between overseas subsidiaries which is to be eliminated on a consolidated basis, are deducted from the amount of ordinary profit associated with "Overseas Subsidiaries"

### – Domestic Non-Life

TMNF : Upward revision by ¥15.0B from the original projections

- Underwriting Profit (Downward revision by ¥17.0B)  
Mainly due to an increase in provision for reserves for foreign currency denominated outstanding claims due to the depreciation of the yen and revision of net incurred losses in fire, other lines, etc. occurred in the past years
- Net Investment Income and Other (Upward revision by ¥32.9B)  
Due to an increase in dividends from overseas subsidiaries and domestic stocks, etc.

### – Domestic Life

- Downward revision mainly due to projecting an increase in provision for underwriting reserves

### – Overseas Subsidiaries

- Upward revision reflecting the recent favorable results and the depreciation of the yen

### – Consolidation Adjustments

- Increase in negative adjustment mainly due to an increase in elimination of intra-group dividends associated with an increase in dividends from subsidiaries at TMNF

### (Ref.) Assumption of economic indicators applied in FY2014 projections

	FY2014 Projections (Original) (Applied figures are as of end Mar. 2014)	FY2014 Projections (Revised) (Applied figures are as of end Sept. 2014)
Applied FX rate (USD/JPY)	102.92	109.45
Nikkei Stock Average (JPY)	14,827	16,173

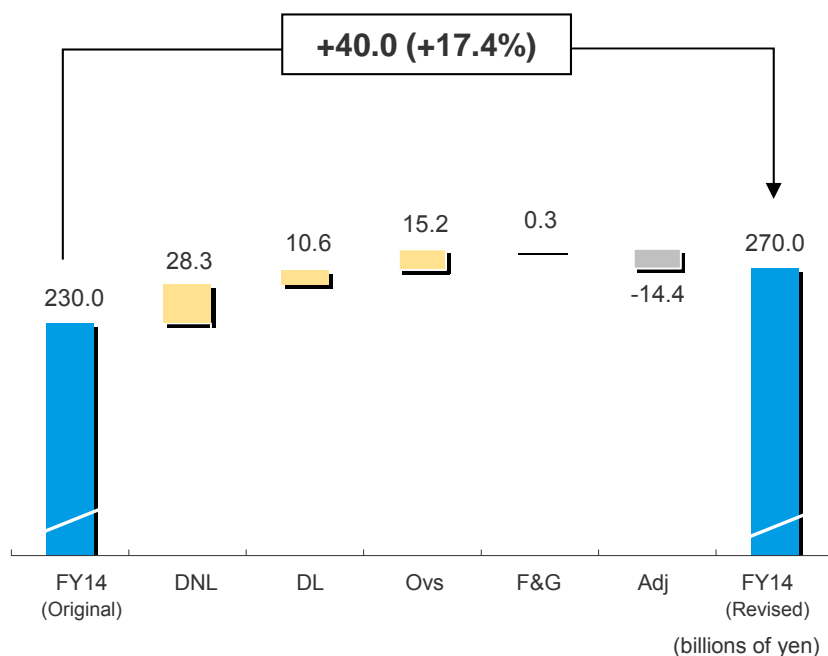
# Net Income

Consolidated	Domestic Life
Domestic Non-Life	International



TOKIO MARINE

## Net Income (billions of yen)



(billions of yen)

	FY2014 (Original)	FY2014 (Revised)	Change
Domestic Non-Life (DNL)	209.8	238.1	28.3
Domestic Life (DL)	11.3	21.9	10.6
Overseas Subsidiaries (Ovs)	90.8	106.0	15.2
Financial and General (F&G)	3.4	3.7	0.3
Consolidation Adjustments (Adj)	- 85.3	- 99.7	- 14.4
<b>Total</b>	<b>230.0</b>	<b>270.0</b>	<b>40.0</b>

On pages 17 and 18, figures of each business domain are calculated as follows, and they differ from segment information in the Summary Report:

Domestic Non-Life: Total of TMNF and NF

Domestic Life: Total of TMNL and FL

Consolidation Adjustments: Total of the followings: i) purchase method adjustments, ii) amortization of goodwill and negative goodwill, and iii) others (elimination, etc.)

\* The amount of dividends transferred between overseas subsidiaries which is to be eliminated on a consolidated basis, are deducted from the amount of net income associated with "Overseas Subsidiaries"

- Domestic Non-Life
  - TMNF: Upward revision by ¥22.0B from the original projections
    - Upward revision mainly due to the same factors as in ordinary profit as well as a decrease in valuation allowance associated with a determination of liquidation of a securities subsidiary
- Domestic Life
  - Upward revision due to the recording of deferred tax assets of FL despite the decreasing factors in ordinary profit
- Overseas Subsidiaries
  - Upward revision due to the same factors as in ordinary profit
- Consolidation adjustments
  - Increase in negative adjustment due to the same factors as in ordinary profit

# Adjusted Earnings (Group Total)

Consolidated	Domestic Life
Domestic Non-Life	International



TOKIO MARINE

## Adjusted Earnings by Business Domain

(billions of yen)

Business Domain	FY2013 Results	FY2014 Projections		
		Original (a)	Revised (b)	Difference (b) - (a)
<b>Domestic Non-Life</b>	34.0	106.0	108.0	2.0
TMNF	35.0	107.0	103.0	- 4.0
NF	2.7	3.0	8.0	5.0
Other	- 3.7	- 4.0	- 3.0	1.0
<b>Domestic Life<sup>*1</sup></b>	104.5	75.0	89.0	14.0
TMNL <sup>*2</sup>	90.9	75.0	90.0	15.0
FL <sup>*3</sup>	14.0	0.0		
Other	- 0.4	0.0	- 1.0	- 1.0
<b>International Insurance</b>	136.9	105.0	120.0	15.0
North America	73.4	67.0	74.0	7.0
Europe (incl. Middle East)	23.2	16.0	16.0	0.0
South & Central America	1.8	2.0	5.0	3.0
Asia	23.8	9.0	12.0	3.0
Reinsurance	14.9	9.0	9.0	0.0
International Non-Life <sup>*4</sup>	136.9	103.0	116.0	13.0
International Life	2.2	4.0	6.0	2.0
<b>Financial &amp; General</b>	2.5	5.0	5.0	0.0
<b>Group Total</b>	278.1	291.0	322.0	31.0
<b>Adjusted ROE (Group total)</b>	7.6%	7.4%	7.9%	0.5%

\*1: Excluding capital transactions

\*2: FY2014 Projections (Revised) reflects the impact of the merger of TMNL and FL in Oct. 2014

\*3: From FY2014 Projections (Revised), figures are included in TMNL

\*4: International Non-Life figures include some life insurance figures of composite overseas subsidiaries

Group total adjusted earnings revised upward by ¥31B from the original projections to ¥322B. Projected Adjusted ROE is 7.9%.

### - Domestic Non-Life

TMNF : Downward revision by ¥4B to ¥103B

➤ Decrease in net incurred losses in auto

➤ Negative effect\* from the depreciation of the yen

\*Increase in provision for reserves for foreign currency denominated outstanding claims and losses on FX derivatives

➤ Revision of net incurred losses occurred in the previous years in fire and other lines

NF : Upward revision by ¥5B to ¥8B

➤ Decrease in net incurred losses mainly in auto and fire

### - Domestic Life

TMNL : Upward revision by ¥15B to ¥90B

➤ Change in risk discount rate reflecting the interest rate decline

➤ Increase in value of new business due to a steady increase in new policies

➤ Impact of the merger with FL

### - International Insurance

Upward revision by ¥15B to ¥120B

➤ Increase due to the depreciation of the yen

➤ Increase in North America and South & Central America, etc.

## TMNF Adjusted Earnings

Net income of TMNF for accounting purposes ¥ 227.0B	+	Provision for catastrophe reserves, etc. net of taxes ¥ 2.8B	+	Provision for price fluctuation reserves, net of taxes ¥ 2.5B	-	Gains/losses on sales or evaluation of ALM bonds and interest rate swaps, net of taxes ¥ 1.2B	-	Gains/losses on sales or evaluation of stocks and properties held, net of taxes ¥ 51.6B	-	Other extraordinary profits/losses and valuation reserves etc., net of taxes ¥ 76.5B	=	Adjusted earnings of TMNF ¥ 103.0B
--	---	---	---	--	---	--	---	--	---	---	---	---------------------------------------



## Changes in Major P/L Items

(billions of yen, except for %)

	FY2013 Results	FY2014 Projections				
		Original (a)	Revised (b)	Difference (b) - (a)	YoY	
					Change	%
<b>Underwriting profit/loss</b>	<b>- 13.2</b>	<b>113.0</b>	<b>96.0</b>	- 17.0	109.2	-
Net premiums written	1,966.3	2,014.0	2,014.0	-	47.6	2.4%
Private insurance	1,695.2	1,732.6	1,731.3	- 1.3	36.1	2.1%
Net incurred losses*	- 1,314.3	- 1,287.6	- 1,275.5	12.1	38.7	- 2.9%
Private insurance*	- 1,074.9	- 1,050.2	- 1,037.8	12.3	37.1	- 3.5%
Business expenses	- 594.5	- 607.4	- 612.1	- 4.7	17.6	3.0%
Private insurance	- 545.9	- 559.9	- 563.9	- 4.0	17.9	3.3%
Provision/Reversal of catastrophe loss reserves	- 39.0	7.2	- 4.0	- 11.3	35.0	- 89.6%
<b>Net investment income (loss) and other</b>	<b>156.5</b>	<b>156.4</b>	<b>189.4</b>	32.9	32.8	21.0%
Net investment income/loss	165.2	181.0	206.0	24.9	40.8	24.7%
Interest and dividends	148.4	156.3	180.7	24.3	32.2	21.7%
Gains/Losses on sales of securities	83.8	67.9	79.6	11.6	- 4.1	- 5.2%
Impairment losses on securities	- 0.5	-	- 0.9	- 0.9	- 0.3	61.9%
Gains/Losses on derivatives	- 4.2	3.9	- 5.0	- 9.0	- 0.8	20.3%
<b>Ordinary profit/loss</b>	<b>146.5</b>	<b>270.0</b>	<b>285.0</b>	15.0	138.4	94.5%
<b>Extraordinary gains/losses</b>	<b>- 5.4</b>	<b>- 5.6</b>	<b>- 12.9</b>	- 7.3	- 7.5	137.6%
<b>Net income/loss</b>	<b>90.8</b>	<b>205.0</b>	<b>227.0</b>	22.0	136.1	149.9%

\*Including loss adjustment expenses (Notes)

1. Plus and minus of the figures in the above table correspond to positive and negative to profit respectively
2. Private insurance includes all lines excluding compulsory automobile liability insurance and residential earthquake insurance

### Underwriting Profit

Downward revision by ¥17.0B from the original projections

- Decrease in net incurred losses in auto
- Increase in net provision for reserves for foreign currency denominated outstanding claims due to the depreciation of the yen
- Increase in net provision for catastrophe loss reserves due to a decrease in claims paid in auto
- Revision of net incurred losses occurred in the past years in fire, other lines, etc.

### Net Investment Income and Other

Upward revision by ¥32.9B from the original projections

- Increase in dividends from overseas subsidiaries
- Increase in gains on sales of securities associated with the rise of the stock market
- Decrease in gains on derivatives mainly due to the depreciation of the yen

### Net Income

Upward revision mainly due to a decrease in valuation allowance associated with a determination of liquidation of a securities subsidiary, in addition to the factors above

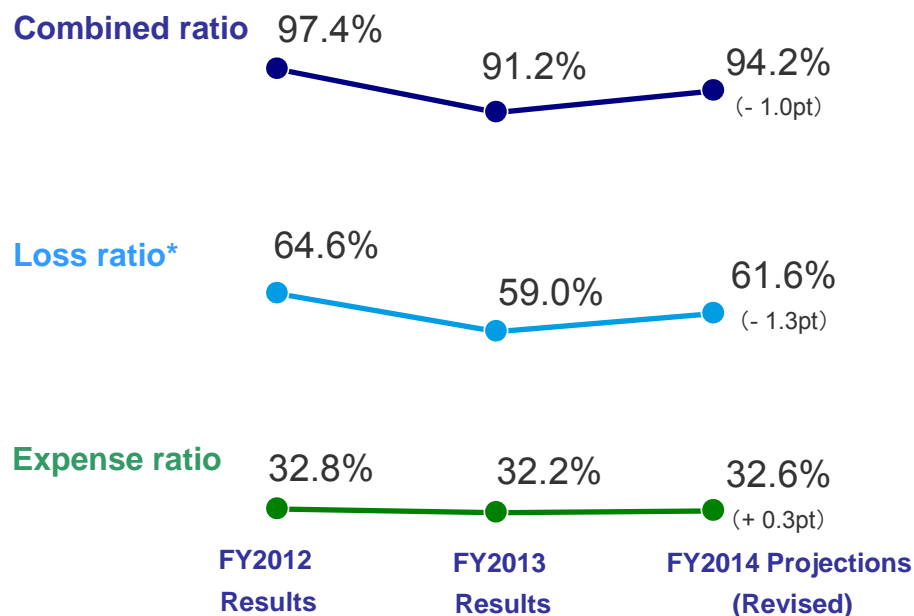
# TMNF Combined Ratio

Consolidated	Domestic Life
Domestic Non-Life	International



## ■ Combined Ratio (Private insurance: W/P basis)

※( ) : Change from the original projections



- Loss Ratio  
Downward revision by 1.3 points from the original projections mainly due to revising the projections for claims paid in auto
- Expense Ratio  
Upward revision by 0.3 points from the original projections mainly due to an increase in overseas commission ratio
- Combined Ratio  
Accordingly, projected to improve by 1.0 point from the original projections to 94.2%

(billions of yen)

	FY2013 Results	FY2014 Projections			
		Original (a)	Revised (b)	Difference (b) - (a)	YoY Change
Net premiums written	1,695.2	1,732.6	1,731.3	- 1.3	36.1
Net claims paid*	999.8	1,089.7	1,066.3	- 23.4	66.5
Business expenses	545.9	559.9	563.9	4.0	17.9
Corporate expenses	221.4	221.4	222.9	1.4	1.4
Agency commissions	324.5	338.4	341.0	2.5	16.5

(Reference)

Private insurance E/I loss ratio*	65.0%	61.2%	61.0%	- 0.3pt	- 4.1pt
Auto insurance E/I loss ratio*	65.3%	65.8%	63.1%	- 2.7pt	- 2.2pt

\* Including loss adjustment expenses

# TMNF NPW & Loss Ratio

Consolidated	Domestic Life
Domestic Non-Life	International



TOKIO MARINE

## Net Premiums Written by Line

(billions of yen, except for %)

	FY2013 Results	FY2014 Projections				
		Original (a)	Revised (b)	Difference (b) - (a)	YoY	
					Change	%
Fire	258.4	259.6	256.1	- 3.5	- 2.3	- 0.9%
Marine	65.1	65.8	63.6	- 2.2	- 1.5	- 2.3%
P.A.	162.7	168.4	168.9	0.5	6.1	3.8%
Auto	947.3	980.6	986.6	6.0	39.3	4.2%
CALI	269.7	279.7	280.9	1.2	11.2	4.2%
Other	262.8	259.6	257.6	- 1.9	- 5.2	- 2.0%
<b>Total</b>	<b>1,966.3</b>	<b>2,014.0</b>	<b>2,014.0</b>	-	47.6	2.4%
Private insurance Total	1,695.2	1,732.6	1,731.3	- 1.3	36.1	2.1%

### Major Factors of Revision in NPW

- Fire: Downward revision mainly due to a temporary increase in premiums ceded
- Marine: Downward revision reflecting the trend of freight movement
- Auto: Upward revision mainly due to projecting an increase in the number of new policies reflecting the recent results

## W/P Loss Ratio by Line

	FY2013 Results	FY2014 Projections			
		Original (a)	Revised (b)	Difference (b) - (a)	YoY Change
Fire	52.3%	69.3%	69.1%	- 0.2pt	16.8pt
Marine	60.4%	57.7%	61.3%	3.6pt	0.9pt
P.A.	55.4%	53.2%	52.6%	- 0.6pt	- 2.8pt
Auto	63.6%	64.8%	62.7%	- 2.2pt	- 0.9pt
CALI	88.4%	85.0%	84.7%	- 0.3pt	- 3.6pt
Other	50.5%	56.4%	55.5%	- 0.8pt	5.0pt
<b>Total</b>	<b>63.0%</b>	<b>65.9%</b>	<b>64.8%</b>	- 1.2pt	1.8pt
Private insurance Total	59.0%	62.9%	61.6%	- 1.3pt	2.6pt

### Major Factors of Revision in W/P Loss Ratio

- Marine: Upward revision due to natural catastrophe losses overseas
- Auto: Downward revision mainly due to revenue growth, as well as reflecting a decrease in claims paid in the first half



## Changes in Major P/L Items

(billions of yen, except for %)

	FY2013 Results	FY2014 Projections				
		Original (a)	Revised (b)	Difference (b-a)	YoY	
					Change	%
<b>Underwriting profit/loss</b>	1.6	6.3	11.3	5.0	9.7	606.3%
Net premiums written	137.2	137.9	136.5	- 1.4	- 0.7	- 0.6%
Private insurance	117.0	117.0	115.9	- 1.0	- 1.0	- 0.9%
Net incurred losses*	- 92.5	- 91.6	- 84.8	6.7	7.6	- 8.2%
Private insurance*	- 75.5	- 74.1	- 67.5	6.6	8.0	- 10.6%
Business expenses	- 44.6	- 45.1	- 45.0	0.1	- 0.3	0.9%
Private insurance	- 40.0	- 40.4	- 40.3	0.0	- 0.3	0.9%
Provision/Reversal of catastrophe loss reserves	- 0.9	2.6	1.0	- 1.6	1.9	- 214.0%
<b>Net investment income (loss) and other</b>	3.2	1.6	1.8	0.2	- 1.3	- 41.6%
Net investment income/loss	3.3	2.1	2.2	0.0	- 1.1	- 33.7%
Interest and dividends	4.8	4.5	4.6	0.1	- 0.2	- 5.1%
Gains/Losses on sales of securities	1.2	-	0.0	0.0	- 1.2	- 96.1%
Impairment losses on securities	-	-	- 0.0	- 0.0	- 0.0	-
<b>Ordinary profit/loss</b>	4.7	7.8	13.1	5.3	8.3	176.3%
<b>Extraordinary gains/losses</b>	- 0.2	- 0.2	- 1.2	- 0.9	- 0.9	-
<b>Net income/loss</b>	3.3	4.8	11.1	6.3	7.7	231.3%
<b>Loss ratio (All lines total, W/P basis)*</b>	63.9%	67.0%	65.9%	- 1.1pt	2.0pt	-
<b>Expense ratio (All lines total, W/P basis)</b>	32.5%	32.7%	32.9%	0.2pt	0.5pt	-
<b>Combined ratio*</b>	96.4%	99.7%	98.9%	- 0.9pt	2.5pt	-

\* Including loss adjustment expenses

(Notes)

1. Plus and minus of the figures in the above table correspond to positive and negative to profit respectively
2. Private insurance includes all lines excluding compulsory automobile liability insurance and residential earthquake insurance

### Underwriting Profit

- Upward revision by ¥5.0B from the original projections

- ↘ Downward revision of net premiums written reflecting the first half results
- ↗ Decrease in net incurred losses mainly in auto and fire
- ↘ Decrease in amount taken down from catastrophe loss reserves due to a decrease in claims paid mainly in auto

### Net Investment Income and Other

- Upward revision by ¥0.2B from the original projections due to an increase in interest and dividends income

### Net income

- Accordingly, revised upward by ¥6.3B from the original projections



# FY2014 Projections - Domestic Life

## TMNL and FL merged on Oct. 1, 2014

(Name of the new company: Tokio Marine & Nichido Life Insurance Co., Ltd. (TMNL))

### Annualized Premiums (billions of yen)

	New Policies ANP				In-force Policies ANP			
	FY2013 Results	FY2014 Projections			FY2013 Results	FY2014 Projections		
		Original (a)	Revised (b)	Difference (b)-(a)		Original (a)	Revised (b)	Difference (b)-(a)
<b>Total of TMNL and FL</b>	95.0	90.5	109.9	19.3	749.8	782.2	795.7	13.4
TMNL <sup>*1</sup>	95.0	90.5	109.9	19.3	533.3	782.2	795.7	13.4
FL <sup>*2</sup>	-	-	-	-	216.5			

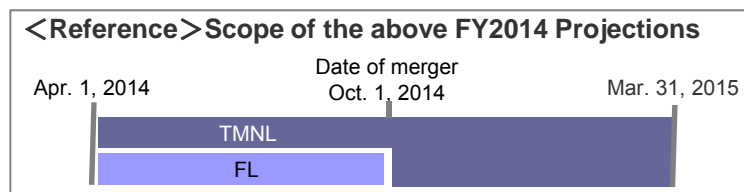
### Key Figures (billions of yen)

	Insurance premiums and other				Net income				Core operating profit			
	FY2013 Results	FY2014 Projections			FY2013 Results	FY2014 Projections			FY2013 Results	FY2014 Projections		
		Original (a)	Revised (b)	Difference (b)-(a)		Original (a)	Revised (b)	Difference (b)-(a)		Original (a)	Revised (b)	Difference (b)-(a)
<b>Total of TMNL and FL</b>	651.6	709.6	730.4	20.8	21.2	11.3	22.0	10.6	24.5	23.1	22.6	-0.4
TMNL <sup>*1</sup>	645.5	707.0	727.9	20.9	10.7	11.2	21.1	9.9	21.3	23.3	20.4	-2.9
FL <sup>*2</sup>	6.1	2.5	2.4	-0.0	10.4	0.1	0.8	0.7	3.2	-0.2	2.2	2.4

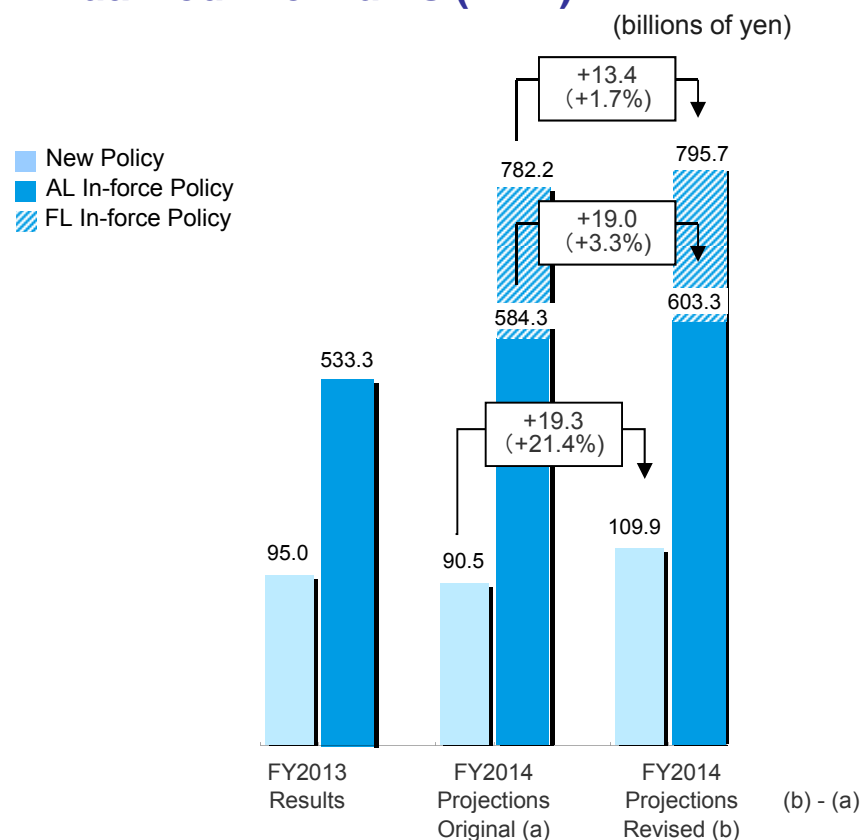
(Notes)

\*1: FY2014 projections include FL's second half (FL's first half are not included)

\*2: Projections for the first half of FY2014 projected at the beginning of the year are shown in the FY2014 Projections "Original" column and its actual results are shown in the FY2014 Projections "Revised" column



## Annualized Premiums (ANP)



- New Policies ANP
  - Upward revision by ¥19.3B from the original projections reflecting favorable results mainly in the first-sector line
- In-force Policies ANP
  - Upward revision by ¥13.4B from the original projections reflecting favorable results of new policies (Upward revision by ¥19.0B excluding figures of FL)
- Insurance Premiums and Other
  - Upward revision by ¥20.9B from the original projections mainly due to a favorable increase in new policies and in-force policies
- Net Income
  - Upward revision by ¥9.9B from the original projections mainly due to the recording of deferred tax assets of FL, despite a projected increase in provision for underwriting reserves for policies of FL

	FY2013 Results	FY2014 Projections Original (a)	FY2014 Projections Revised (b)	(b) - (a)
Ordinary income	746.2	793.5	821.8	28.2
Insurance premiums and other	645.5	707.0	727.9	20.9
Net income	10.7	11.2	21.1	9.9
Core operating profit	21.3	23.3	20.4	-2.9

# Net Premiums Written

Consolidated	Domestic Life
Domestic Non-Life	International



TOKIO MARINE

## Net Premiums Written (NPW)

(billions of yen, except for %)

	FY2013 Results	FY2014 Projections				YoY		(Ref.) YoY (Excluding FX effects) <sup>2</sup>
		Original (a)	Revised (b)	Difference (b-a)	Change	%		
Applied FX rate (USD/JPY)	As of end-Dec. 2013 JPY 105.3	As of end-Mar. 2014 JPY 102.9	As of end-Sep. 2014 JPY 109.4					
North America	520.9	528.0	570.0	42.0	49.1	9%	5%	
Europe (incl. Middle East)	157.6	164.0	156.0	-8.0	-1.6	-1%	-3%	
South & Central America	107.1	119.0	126.0	7.0	18.9	18%	18%	
Asia	100.6	105.0	114.0	9.0	13.4	13%	9%	
Reinsurance	107.3	106.0	132.0	26.0	24.7	23%	19%	
<b>Total Non-Life<sup>1</sup></b>	<b>993.7</b>	<b>1,022.0</b>	<b>1,098.0</b>	<b>76.0</b>	<b>104.3</b>	<b>10%</b>	<b>7%</b>	
<b>Life</b>	<b>80.7</b>	<b>87.0</b>	<b>114.0</b>	<b>27.0</b>	<b>33.3</b>	<b>41%</b>	<b>36%</b>	
<b>Total</b>	<b>1,074.5</b>	<b>1,109.0</b>	<b>1,212.0</b>	<b>103.0</b>	<b>137.5</b>	<b>13%</b>	<b>9%</b>	

\*1: Total Non-Life figures include some life insurance figures of composite overseas subsidiaries

\*2: Excluding FX effects due to yen conversion

- Upward revision by ¥103B from the original projections to ¥1,212B, due to the effect of the depreciation of the yen (approx. ¥55B) and premium growth mainly in North America, South & Central America, Reinsurance, and Life

### North America

- Upward revision by ¥42B mainly due to rate increases of the renewal book at Philadelphia and Delphi

### Europe

- Downward revision by ¥8B mainly due to the softening of the market

### South & Central America

- Upward revision by ¥7B due to strong sales of auto insurance in Brazil

### Asia

- Upward revision by ¥9B mainly due to strong sales of auto insurance in Malaysia

### Reinsurance

- Upward revision by ¥26B due to the expansion of non-catastrophe business and multi-year policies

### Life

- Upward revision by ¥27B due to sales growth in Singapore

# Adjusted Earnings

## Adjusted Earnings

(billions of yen, except for %)

	FY2013 Results	FY2014 Projections					(Ref.) YoY (Excluding FX effects) <sup>2</sup>
		Original (a)	Revised (b)	Difference (b-a)	YoY		
		As of end-Mar. 2014	As of end-Sep. 2014		Change	%	
Applied FX rate (USD/JPY)	As of end-Dec. 2013	As of end-Mar. 2014	As of end-Sep. 2014				
	JPY 105.3	JPY 102.9	JPY 109.4				
North America	73.4	67.0	74.0	7.0	0.6	1%	-3%
Europe (incl. Middle East)	23.2	16.0	16.0	0.0	-7.2	-31%	-32%
South & Central America	1.8	2.0	5.0	3.0	3.2	167%	166%
Asia	23.8	9.0	12.0	3.0	-11.8	-47%	-49%
Reinsurance	14.9	9.0	9.0	0.0	-5.9	-42%	-44%
<b>Total Non-Life<sup>1</sup></b>	<b>136.9</b>	<b>103.0</b>	<b>116.0</b>	13.0	-20.9	-15%	-18%
<b>Life</b>	<b>2.2</b>	<b>4.0</b>	<b>6.0</b>	2.0	3.8	192%	181%
<b>Total (After adjustment)</b>	<b>136.9</b>	<b>105.0</b>	<b>120.0</b>	15.0	-16.9	-12%	-15%

\*1: Total Non-Life figures include some life insurance figures of composite overseas subsidiaries

\*2: Excluding FX effects due to yen conversion

- Upward revision by ¥15B from the original projections to ¥120B, due to the effect of the depreciation of the yen (approx. ¥6B) and profit growth mainly in North America and South & Central America

### North America

- Upward revision by ¥7B mainly due to an increase in investment income at Delphi

### South & Central America

- Upward revision by ¥3B mainly due to revenue growth and improved combined ratio in Brazil

### Asia

- Upward revision by ¥3B mainly due to special temporary factors in Singapore

### Life

- Upward revision by ¥2B mainly due to profit growth associated with revenue growth in Singapore



## Net Premiums Written

(billions of yen, except for %)

	FY2013 Results	FY2014 Projections					(Ref.) YoY (Excluding FX effects)*
		Original (a)	Revised (b)	Difference (b-a)	YoY		
Applied FX rate (USD/JPY)	As of end-Dec. 2013	As of end-Mar. 2014	As of end-Sep. 2014			Change	%
	JPY 105.3	JPY 102.9	JPY 109.4				
Philadelphia	260.8	270.0	293.0	23.0	32.2	12%	8%
Delphi	197.7	197.0	214.0	17.0	16.3	8%	4%
Tokio Marine Kiln (Lloyd's business) (former Kiln)	130.7	136.0	130.0	- 6.0	- 0.7	- 1%	- 3%

\* Excluding FX effects due to yen conversion

## Adjusted Earnings

(billions of yen, except for %)

	FY2013 Results	FY2014 Projections					(Ref.) YoY (Excluding FX effects)*
		Original (a)	Revised (b)	Difference (b-a)	YoY		
Applied FX rate (USD/JPY)	As of end-Dec. 2013	As of end-Mar. 2014	As of end-Sep. 2014			Change	%
	JPY 105.3	JPY 102.9	JPY 109.4				
Philadelphia	36.0	33.0	34.0	1.0	- 2.0	- 5%	- 8%
Delphi	33.2	30.0	36.0	6.0	2.8	8%	4%
Tokio Marine Kiln (Lloyd's business) (former Kiln)	22.3	16.0	16.0	0.0	- 6.3	- 27%	- 29%

\* Excluding FX effects due to yen conversion



- **Status of investments in Securitized Products**
- **Definition of Adjusted Earnings**

# Status of investments in Securitized Products

## ■ Status of Investments in Securitized Products

(Sum of major subsidiaries (domestic and overseas) as of the end of 2Q FY2014)

(billions of yen)

	As of the end of 2Q FY2014 <sup>*1</sup>	Domestic Offices	Overseas Offices
<b>CDS</b>	<b>41.8</b>	<b>41.8</b>	-
AAA	-	-	-
AA	-	-	-
A	-	-	-
BBB	41.8	41.8	-
Other than above	-	-	-
<b>ABS (Securitized products)</b>	<b>655.5</b>	<b>21.7</b>	<b>633.7</b>
Agency MBS <sup>*2</sup>	136.6	-	136.6
AAA	110.4	20.4	89.9
AA	15.6	-	15.6
A	32.9	1.0	31.9
BBB	71.9	-	71.9
Other than above	287.9	0.2	287.6
<b>Total</b>	<b>697.4</b>	<b>63.6</b>	<b>633.7</b>
<b>Financial guarantee reinsurance (relating to securitized products)</b>	<b>130.6</b>	<b>130.6</b>	-

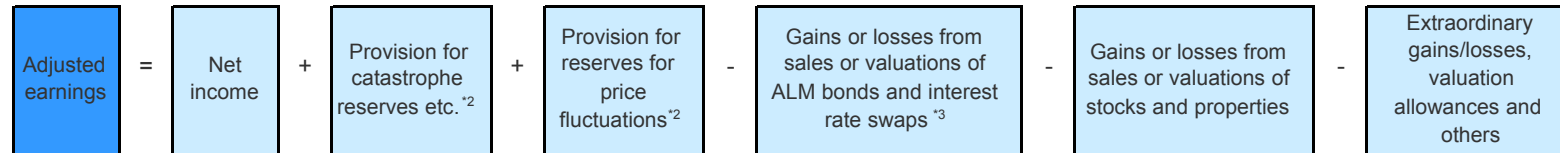
\*1 CDS: Notional value ABS: Market value Financial guarantee reinsurance: Par outstanding

\*2 Agency MBS: MBS by Fannie Mae, Freddie Mac, and Ginnie Mae

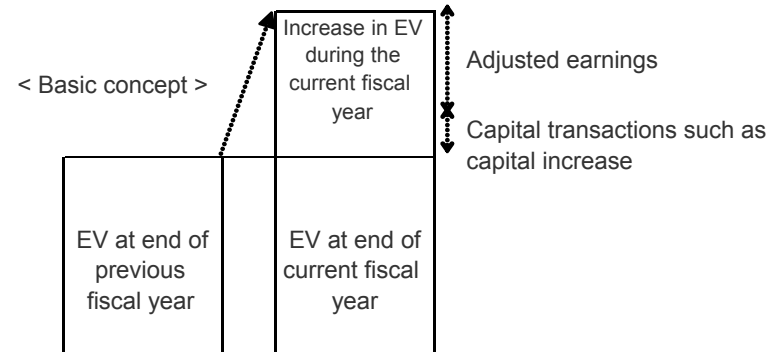
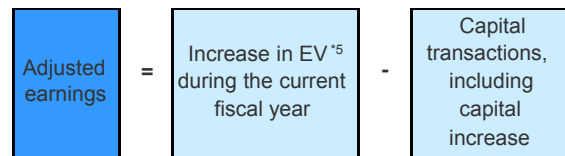
# Definition of Adjusted Earnings

## 1. Adjusted earnings\*1

(1) Property and casualty insurance business



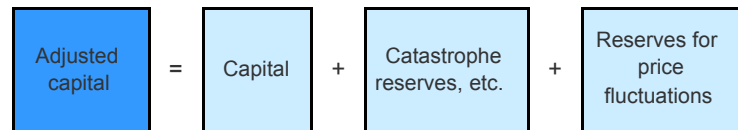
(2) Life insurance business\*4



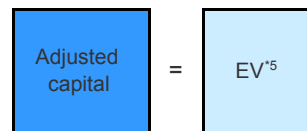
(3) Other businesses ... Net income determined following financial accounting principles

## 2. Adjusted capital\*1 (average balance basis)

(1) Property and casualty insurance business

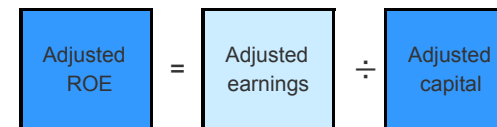


(2) Life insurance business\*4



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

## 3. Adjusted ROE



- \*1 Each adjustment is after-tax basis
- \*2 Reversal are subtracted
- \*3 ALM: Asset Liability management  
Excluded as counter balance items against market value fluctuations of liabilities
- \*4 Calculations are based on net income basis for life insurance companies in certain regions.
- \*5 EV: Embedded Value  
An index in which the net asset value and the net present value of profits generated from the existing policies are combined

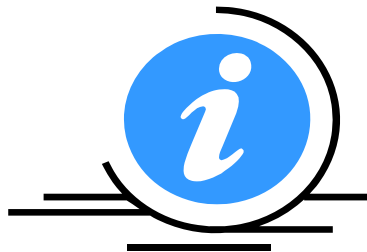




## Disclaimer

These presentation materials include business projections and forecasts relating to expected financial and operating results of Tokio Marine Holdings and certain of its affiliates in current and future periods. All such forward looking information is based on information and assumptions available to Tokio Marine Holdings when the materials were prepared and is subject to a range of inherent risks and uncertainties. Actual results may vary materially from those estimated, anticipated, expected or projected in the accompanying materials and no assurances can be given that any such forward looking information will prove to have been accurate. Investors are cautioned not to place undue reliance on forward looking statements in these materials. Tokio Marine Holdings undertakes no obligation to update or revise any of this forward looking information, whether as a result of new information, recent or future developments, or otherwise.

These presentation materials do not constitute an offering of securities in any jurisdiction. To the extent distribution of these presentation materials or the information included herein is restricted by law, persons receiving these materials must inform themselves of and observe any such restrictions.



For further information...

Investor Relations Group, Corporate Planning Dept.

Tokio Marine Holdings, Inc.

E-mail: [ir@tokiomarinehd.com](mailto:ir@tokiomarinehd.com)

URL : [www.tokiomarinehd.com](http://www.tokiomarinehd.com)

Tel : +81-3-3285-0350