Supplemental Material for FY2016 Conference Call (Business results for the year ended March 31, 2017)

May 19, 2017 Tokio Marine Holdings, Inc.

| Ordinary Income | FY2015 | FY2016 | YoY | | FY2017 Projections | YoY | |
|---|---|---------------------------------------|--|--|--|---|---|
| | | | Change | % | Projections | Change | % |
| dinary income (TMHD Consolidated) | 4,579.0 | 5,232.6 | + 653.5 | + 14.3% | | | |
| Net premiums written (TMHD Consolidated) | 3,265.5 | 3,480.4 | + 214.8 | + 6.6% | 3,490.0 | + 9.5 | + 0.3% |
| Tokio Marine & Nichido | 2,128.3 | 2,116.1 | - 12.1 | - 0.6% | 2,140.0 | + 23.8 | + 1.1% |
| Nisshin Fire | 138.6 | 140.1 | + 1.4 | + 1.0% | 141.5 | + 1.3 | + 1.0% |
| Life insurance premiums ^{*1} (TMHD Consolidated) | 471.6 | 904.4 | + 432.7 | + 91.7% | 890.0 | - 14.4 | - 1.6% |
| | 040.4 | 866.7 | + 47.2 | + 5.8% | 933.6 | + 66.8 | + 7.79 |
| Tokio Marine & Nichido Life (Insurance premiums and other) Ordinary Profit | 819.4 FY2015 | FY2016 | Yo | | FY2017 Projections | Yo | |
| Ordinary Profit | FY2015 | FY2016 | Yo | Y % | FY2017 Projections | Yo Change | Y % |
| | | | Yo | Υ | FY2017 | Yo | Y % |
| Ordinary Profit | FY2015 | FY2016 | Yo | Y % | FY2017 Projections | Yo Change | Y % + 4.59 |
| Ordinary Profit rdinary profit (TMHD Consolidated) | FY2015 385.8 | FY2016 387.6 | Yo Change + 1.8 | Y % + 0.5% | FY2017 Projections | Yo Change + 17.3 | Y % + 4.5% + 8.5% |
| Ordinary Profit Idinary profit (TMHD Consolidated) Tokio Marine & Nichido | FY2015 385.8 377.2 | FY2016 387.6 312.4 | Yo Change + 1.8 | Y % + 0.5% - 17.2% | FY2017 Projections 405.0 | Yo Change + 17.3 + 26.5 | Y % + 4.5% + 8.5% - 27.9% |
| Ordinary Profit Indinary profit (TMHD Consolidated) Tokio Marine & Nichido Nisshin Fire | 385.8 377.2 9.7 | 387.6 312.4 9.0 | Yo Change + 1.8 - 64.8 - 0.6 | Y % + 0.5% - 17.2% - 7.2% | FY2017 Projections 405.0 339.0 6.5 | Yo Change + 17.3 + 26.5 - 2.5 | Y |
| Ordinary Profit Indinary profit (TMHD Consolidated) Tokio Marine & Nichido Nisshin Fire Tokio Marine & Nichido Life | 385.8 377.2 9.7 29.0 | 387.6 312.4 9.0 13.2 | Yo Change + 1.8 - 64.8 - 0.6 - 15.7 | + 0.5% + 0.5% - 17.2% - 7.2% - 54.3% | FY2017 Projections 405.0 339.0 6.5 34.5 | Yo Change + 17.3 + 26.5 - 2.5 + 21.2 | Y 96 + 4.59 + 8.59 - 27.99 + 160.49 - 2.49 |
| Ordinary Profit Idinary profit (TMHD Consolidated) Tokio Marine & Nichido Nisshin Fire Tokio Marine & Nichido Life Overseas subsidiaries | FY2015 385.8 377.2 9.7 29.0 145.7 | 387.6 312.4 9.0 13.2 174.1 | Yo Change + 1.8 - 64.8 - 0.6 - 15.7 + 28.4 | Y % + 0.5% - 17.2% - 7.2% - 54.3% + 19.5% | FY2017 Projections 405.0 339.0 6.5 34.5 170.0 | Yo Change + 17.3 + 26.5 - 2.5 + 21.2 - 4.1 | Y 96 + 4.59 + 8.59 - 27.99 + 160.49 - 2.49 |
| Ordinary Profit Indinary profit (TMHD Consolidated) Tokio Marine & Nichido Nisshin Fire Tokio Marine & Nichido Life Overseas subsidiaries Financial and general | FY2015 385.8 377.2 9.7 29.0 145.7 5.7 | 387.6 312.4 9.0 13.2 174.1 6.2 | Yo Change + 1.8 - 64.8 - 0.6 - 15.7 + 28.4 + 0.5 | Y % + 0.5% - 17.2% - 7.2% - 54.3% + 19.5% | FY2017 Projections 405.0 339.0 6.5 34.5 170.0 5.7 | Yo Change + 17.3 + 26.5 - 2.5 + 21.2 - 4.1 - 0.5 | Y % + 4.59 + 8.59 - 27.99 + 160.49 |

| ■ Net Income | FY2015 | FY2016 | Yo | oY % | FY2017 Projections | Yo | 94 |
|---|---------|--------|--------|---------|-----------------------|--------|----------|
| | - | | | | | | |
| Net income attributable to owners of the parent | 254.5 | 273.8 | + 19.3 | + 7.6% | 280.0 | + 6.1 | + 2.2% |
| Tokio Marine & Nichido | 301.6 | 248.6 | - 52.9 | - 17.6% | 270.0 | + 21.3 | + 8.6% |
| Nisshin Fire | 6.1 | 6.5 | + 0.4 | + 7.0% | 4.5 | - 2.0 | - 31.6% |
| Tokio Marine & Nichido Life | 14.7 | 8.7 | - 5.9 | - 40.4% | 23.9 | + 15.1 | + 171.7% |
| Overseas subsidiaries | 111.5 | 135.6 | + 24.0 | + 21.6% | 127.0 | - 8.6 | - 6.4% |
| Financial and general | 3.4 | 4.0 | + 0.5 | + 16.7% | 3.8 | - 0.2 | - 6.8% |
| Purchase method adjustments | - 0.0 | - 4.4 | - 4.4 | | - 2.8 | + 1.6 | |
| Amortization of goodwill/negative goodwill | - 18.6 | - 51.1 | - 32.5 | | - 43.6 | + 7.5 | |
| Others (Elimination, etc.)* ² | - 164.2 | - 74.2 | + 90.0 | | - 102.8 | - 28.5 | |

^{*1 &}quot;Insurance premiums and other" at Tokio Marine & Nichido Life can exceed "Life insurance premiums" on a consolidated basis due to the difference in accounting format between life and non-life operations; the consolidated results are shown in the non-life format.

^{*2 &}quot;Others" include figures of other group companies and consolidation adjustments (dividends paid to Tokio Marine & Nichido, etc.).