



Tokio Marine Holdings

*To Be a **Good Company***

FY2020 Results and FY2021 Projections

Tokio Marine Holdings, Inc.
May 20, 2021



Highlight

– Top-line and Bottom-line	.....	3-5
– Impacts of COVID-19	.....	6
– Natural Catastrophes	.....	7

FY2020 Results

● Domestic Non-Life (TMNF)

– Results	.....	9
– Net Premiums Written	.....	10
– Net Incurred Loss	.....	11
– Combined Ratio	.....	12
– Asset Management Results	.....	13

● Domestic Life (TMNL)

– Results	14
-----------	-------	----

● International

– Net Premiums Written	.....	15
– Business Unit Profits	.....	16
– Results (PHLY)	.....	17
– Results (Delphi)	.....	18
– Results (TMHCC)	.....	19

◆ 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.
- PHLY : Philadelphia
- TMHCC : Tokio Marine HCC
- TMK : Tokio Marine Kiln

FY2021 Projections

● Domestic Non-Life (TMNF)

– Financial Projections	.....	21
– Net Premiums Written	.....	22
– Net Incurred Loss	.....	23
– Combined Ratio	.....	24
– Asset Management	.....	25

● Domestic Life (TMNL)

– Financial Projections	26
-------------------------	-------	----

● International

– Net Premiums Written	.....	27
– Business Unit Profits	.....	28

Economic Solvency Ratio

– Target Range of Economic Solvency Ratio	••	30
– ESR and Sensitivity	.....	31

Reference

– Financial Results / Projections: NF	.....	33-34
– Definition of KPIs	.....	35-36
– Adjusted Net Income / Adjusted Net Assets / Adjusted ROE	.....	37-39
– Business Unit Profits	.....	40-41
– Supplementary Information on TMNL MCEV	••	42

Highlight



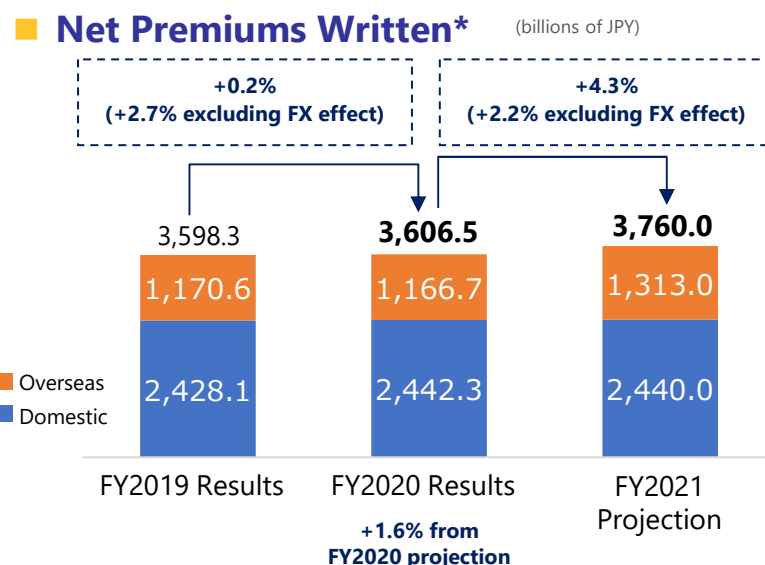
Highlight-1: Results and Projections of Top-line

Consolidated	Domestic Life
Domestic Non-Life	International



Net Premiums Written: Strong growth of +2.7% YoY excluding the FX effect (slightly better than FY2020 projections).
FY2021 Projection: Expecting continued strong performance of +2.2% YoY excluding the FX effect.
Life Insurance Premiums: Decrease of 0.7% YoY excluding the FX effect due to surrenders of corporate insurance, etc. (slightly better than FY2020 projections)
FY2021 Projection: Expecting decrease of 4.9% YoY excluding the FX effect.

*As consolidation adjustments are included, the sum does not match the simple total for domestic and overseas

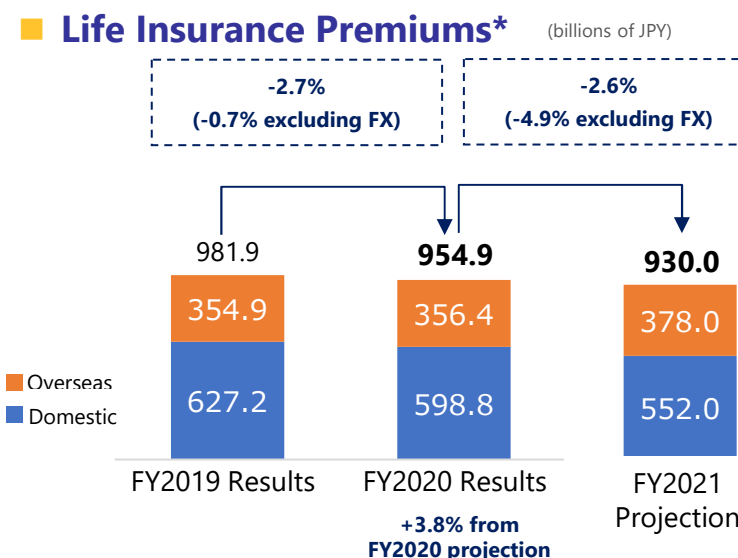


[FY2020 Results]

- Domestically, NPW increased by 0.6% with the effects of rate revision in auto and fire insurance and higher premiums from expanded specialty insurance offsetting the decline in premiums primarily due to COVID-19 and CALI rate cuts.
- Overseas, the decline in premiums due to COVID-19 and profitability-focused underwriting was offset with rate increase at each entity, etc., resulting in an increase of 7.7% on a local currency basis (-0.3% when FX is factored in).

[FY2021 Projection]

- Domestically, the decline in premiums primarily due to CALI rate cuts was offset by the effects of a reaction to the impact of COVID-19 and rate revision in auto, etc., and remained largely flat overall.
- Overseas, NPW are expected to increase by 6.0% on a local currency basis (+12.5% when FX is factored in) mainly due to rate increase in North America, etc.



[FY2020 Results]

- Domestically, life insurance premiums fell 4.5% due to a decline in in-force policies from surrender in corporate insurance, despite countering the self-imposed suspension of face-to-face sales activities during COVID-19 with new medical insurance products.
- Overseas, life insurance premiums rose 6.5% on a local currency basis (+0.4% when FX is factored in) due to rate increase for TMHCC medical stop-loss and expanded underwriting, etc.

[FY2021 Projection]

- Domestically, expecting decrease of 7.8% due to a decline in in-force policies from increased surrender in corporate insurance, etc.
- Overseas, life insurance premiums are expected to remain largely flat on a local currency basis (+6.0% when FX is factored in).

Highlight-2 : Bottom-line Results

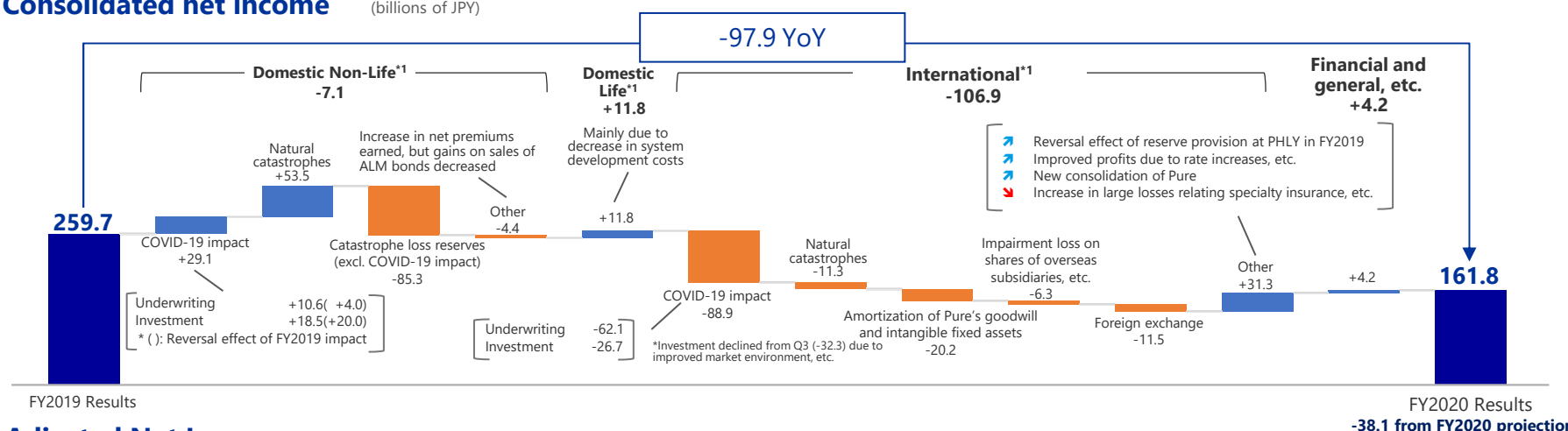
Consolidated	Domestic Life
Domestic Non-Life	International



Consolidated net income was JPY161.8 billion, down JPY97.9 billion YoY primarily due to the impact of COVID-19 and an increase in various reserves, and below FY2020 Projection due to the increase in various reserves, etc. Adjusted net income which reflects the Group's underlying capabilities deducting catastrophe loss reserves, etc. grew JPY49.4 billion YoY to JPY336.1 billion, mostly in line with FY2020 Projection.

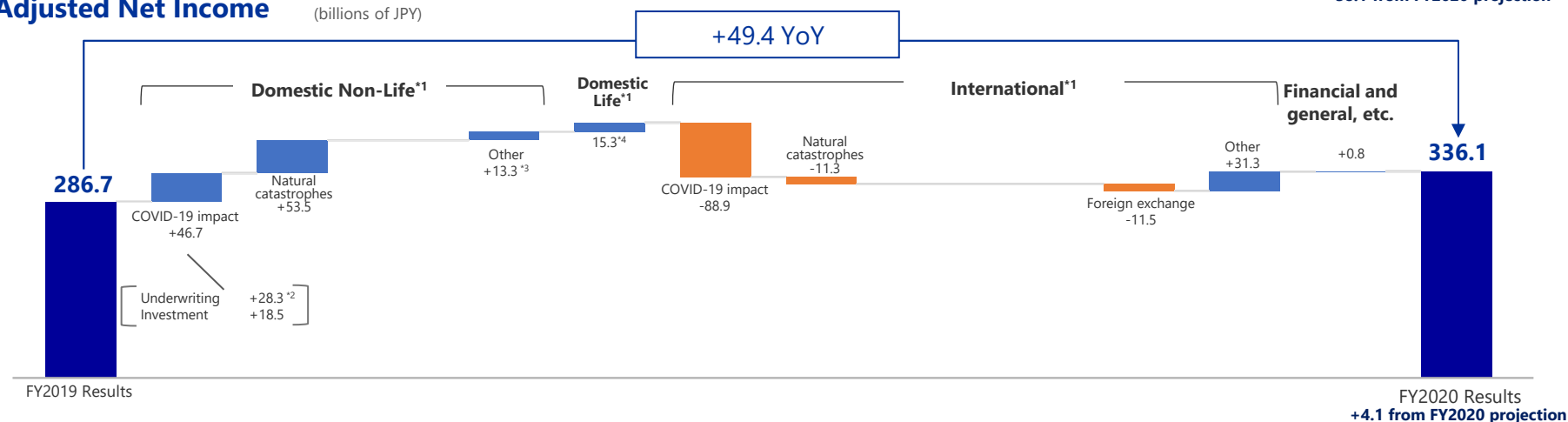
Consolidated net income

(billions of JPY)



Adjusted Net Income

(billions of JPY)



*1 Includes consolidation adjustments. Note that P/L related to overseas business such as group reinsurance recorded by TMNF is included in international insurance.

*2 Difference from consolidated net income is due to deduction of provision of catastrophe loss reserves in connection with COVID-19

*3 Difference from consolidated net income is due to deductions such as gain from sales of ALM bonds

*4 Difference from consolidated net income is due to deductions such as gain from sales of ALM bonds

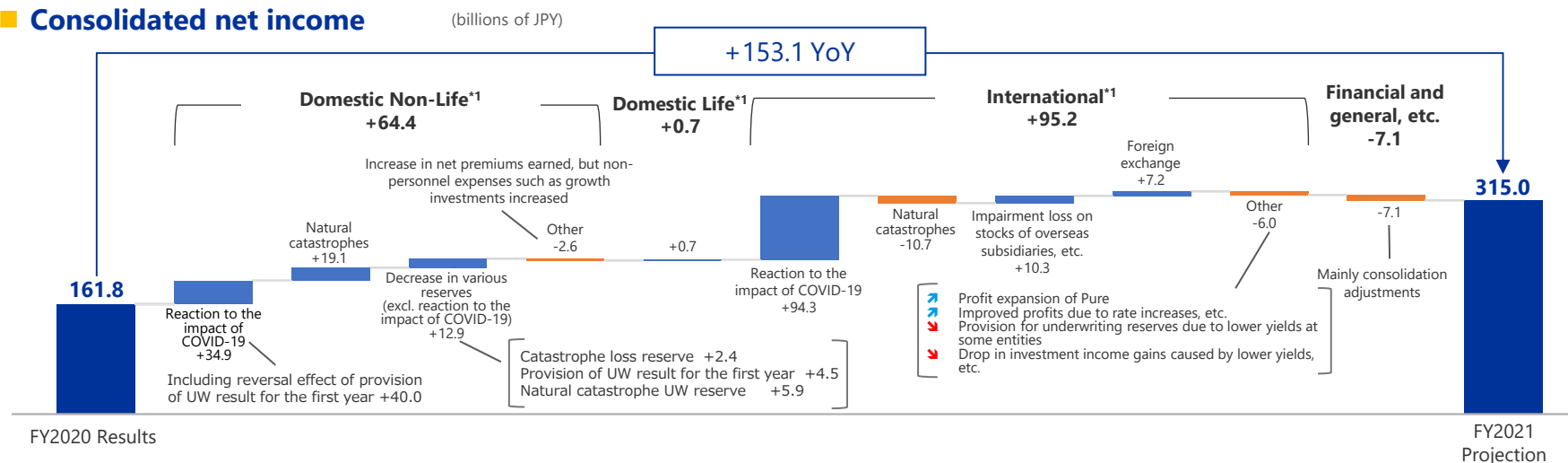
Highlight-3 : FY2021 Bottom-line Projections

Consolidated	Domestic Life
Domestic Non-Life	International

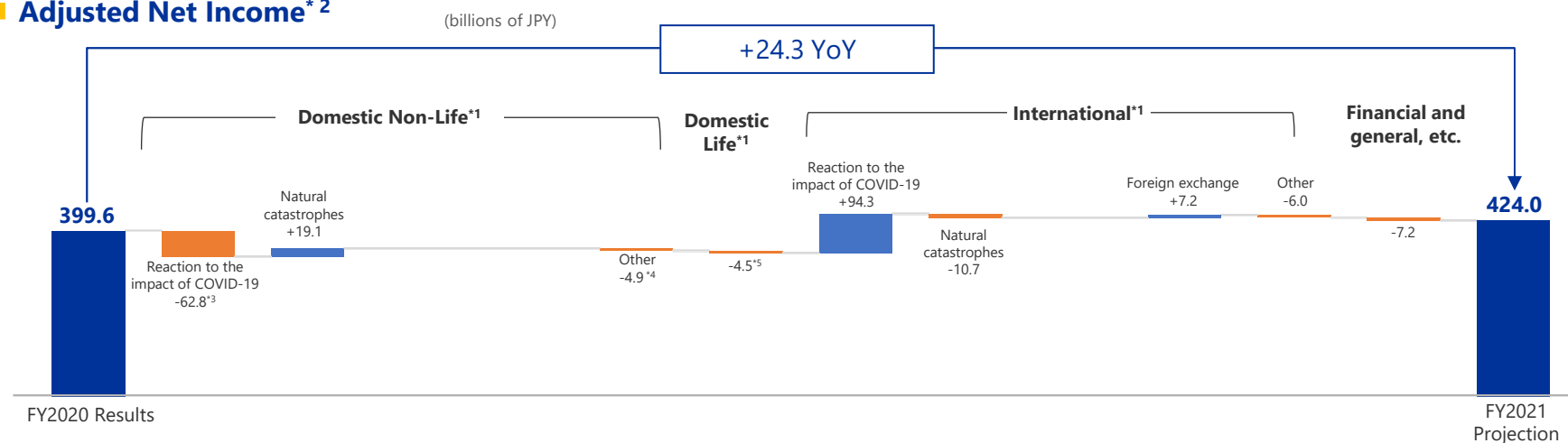


Consolidated net income is expected to increase JPY153.1 billion YoY to JPY315.0 billion mainly due to rate increase at each entity, reversal effect of the impact of COVID-19 and increase in various reserves.
Adjusted net income which reflects the Group's underlying capabilities excludes the impact of various reserves, etc., is expected to grow JPY24.3 billion YoY to JPY424.0 billion.

Consolidated net income



Adjusted Net Income*2



*1 Includes consolidation adjustments. Note that P/L related to overseas business such as group reinsurance recorded by TMNF is included in international insurance.

*2 Partial revision of definitions from FY2021. See P35-36 for details

*3 Difference from consolidated net income is due to deduction of provision of various reserves in connection with COVID-19.

*4 Difference from consolidated net income is due to deductions such as valuation allowances.

*5 Difference from consolidated net income is due to deductions such as gain from sales of ALM bonds.

Impacts of COVID-19

The impacts from COVID-19 is -JPY63.0 billion (improved from FY2020 Projection)

■ Impacts on Adjusted Net Income (billions of JPY, projection is estimates)

		FY2020 Projection (November Projection)	FY2020 Results	Key Details
Domestic Non-Life	Underwriting	+24.0	+24.3	<ul style="list-style-type: none"> Fall in net incurred losses in auto and P.A. insurance Increased provision of underwriting result for the first year in auto insurance
	Investment	-4.0	-1.5	<ul style="list-style-type: none"> Lower dividends income Impairment losses in stock holdings <p>*Less decrease in dividends income from FY2020 Projection</p>
International	Underwriting	-65.0	-62.1	<ul style="list-style-type: none"> Net incurred losses from Event Cancellation, BI and trade credit insurance
	Investment	-34.0	-26.7	<ul style="list-style-type: none"> Decrease in income gains due to lower interest rates, etc. Losses on valuation and sale of stocks, default losses on credit risk assets <p>*Losses on valuation of stocks improved from FY2020 Projection due to improved stock prices</p>
Domestic Life		+3.0	+3.1	<ul style="list-style-type: none"> Decrease in hedge costs due to the contraction in interest rate differentials between Japan and overseas
Total		-76.0	-63.0	

* Plus and minus of the figures in the above table correspond to positive and negative to profit, respectively.

Natural Catastrophes

Net incurred losses (before tax) relating to natural catastrophes are JPY59.6 billion YoY decrease to JPY136.2 billion.

In light of the recent trends, expecting a global total of JPY126.0 billion for FY2021.

■ Net incurred losses relating to natural catastrophes (business unit profit basis, billions of JPY)

	FY2019 Results	FY2020 Results	YoY Change*1	Adjusted FY2020 Projection	FY2021
Before tax					
Domestic Non-Life	174.7	100.4	-74.2	86.5	74.0
International	21.1	35.7	+14.6	42.0	52.0
Total	195.8	136.2	-59.6	128.5	126.0
After tax*2					
Domestic Non-Life	125.9	72.4	-53.5	62.3	53.3
International	16.8	28.2	+11.3	33.0	40.0
Total	142.7	100.6	-42.1	95.3	93.3

■ Major natural catastrophes in FY2020 *Natural catastrophes larger than a certain size listed

Gross incurred losses*3

Heavy rains in July 2020	JPY32.4 billion
Typhoon Haishen	JPY30.6 billion

*1 "+" means a negative for profits, while "-" means a positive for profits

*2 After-tax figures are estimates

*3 Before tax and total of Domestic Non-life

FY2020 Results

<Reference>

	Applied FX Rate (USD/JPY)	
	FY2019	FY2020
End of March (Domestic Non-Life & Life)	JPY108.83 (+JPY2.16 from Mar. 31, 2019)	JPY110.71 (-JPY1.88 from Mar. 31, 2020)
End of December (International)	JPY109.56 (+JPY1.44 from Dec. 31, 2018)	JPY103.50 (+JPY6.06 from Dec. 31, 2019)

Domestic Non-Life 1: TMNF Results

Consolidated	Domestic Life
Domestic Non-Life	International



Underwriting profit decreased JPY55.4 billion YoY due to increases in various reserves, despite an increase in net premiums earned and a decrease in net incurred losses (increase of JPY133.1 billion excluding various reserves)

Net investment income and other declined JPY11.8 billion YoY, due to a fall in dividends and gains on sale of securities.

Net income fell JPY60.5 billion YoY to JPY109.3 billion (below FY2020 projection due to increases in various reserves)

(billions of JPY)

	FY2019 Results	FY2020 Results	COVID-19 Impacts	YoY Change	FY2020 projection (November projection)	COVID-19 Impacts
Underwriting profit/loss	38.4	- 16.9	- 25.2	- 55.4	74.0	- 22.5
(Underwriting profit/loss: excluding (1),(2) and (3))	4.6	137.7		133.1	138.0	
Net premiums written (Private insurance)	1,969.9	2,021.9		52.0	1,968.5	
Net premiums earned (Private insurance)*1	1,917.2	1,986.6		69.4	1,958.3	
Net incurred losses (Private insurance)*2	- 1,270.8	- 1,208.4	56.8	62.3	- 1,185.6	
Natural catastrophe losses	- 162.5	- 96.7		65.7	- 80.0	
Provision/Reversal of foreign currency denominated outstanding claims reserves	2.0	- 1.8		- 3.8	2.9	
Other than above	- 1,110.3	- 1,109.8		0.4	- 1,108.6	
Business expenses (Private insurance)	- 638.2	- 639.8		- 1.6	- 636.8	
(1)Provision/Reversal of catastrophe loss reserves	66.0	- 71.8		- 137.8	- 27.3	
Auto	18.0	- 35.4		- 53.5	- 4.8	
Fire	41.5	- 22.0		- 63.6	- 11.2	
(2)Provision/Reversal of nat-cat underwriting reserves	- 21.1	- 8.3		12.8	- 8.5	
(3)Provision/Reversal of underwriting result for the first year*3	- 10.9	- 74.5		- 63.5	- 28.1	
Net investment income (loss) and other	182.0	170.2	- 1.5	- 11.8	144.9	- 4.8
Ordinary profit/loss	223.9	157.2		- 66.6	222.0	
Extraordinary gains/losses	- 12.6	- 18.0		- 5.3	- 18.8	
Net income/loss	169.9	109.3	- 19.7	- 60.5	155.0	- 20.7

*1 Excluding provision for nat-cat underwriting reserves

*2 Including loss adjustment expenses

*3 Provision for the general underwriting reserves excluding provision for unearned premiums (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

-45.6 from FY2020 projection

**Various reserves
increased by JPY90.6
billion**

Underwriting Profit:

Declined JPY55.4 billion YoY to -JPY16.9 billion mainly due to the following factors:

- Net premiums written (Private insurance) (see P.10 for details):
 - Increase in auto and fire insurance due to effects of rate revision
- Net incurred losses (Private insurance) (see P.11 for details):
 - Decrease in natural catastrophes
 - Decrease in auto and P.A. accident frequency due to COVID-19
 - Increase in net incurred losses in overseas due to COVID-19
- Catastrophe loss reserves:
 - Decrease in takedown of reserves due to decline in natural catastrophes and due to COVID-19
 - Decrease in provisions due to absence of one-off special provision for fire insurance in FY2019 (JPY36.0 billion)
- Natural catastrophe underwriting reserves:
 - Decrease in provisions due to reaching maximum limit of provisions
- Provision of underwriting result for the first year:
 - Increase due to a drop in net incurred losses in auto

Net Investment Income and Other (see p.13 for details):

Decreased JPY11.8 billion YoY to JPY170.2 billion, mainly due to decrease in gains on sale of securities and lower dividends from overseas subsidiaries and domestic stocks

Extraordinary Gains / Losses:

Decreased JPY5.3 billion YoY to -JPY18.0 billion, mainly due to valuation losses of affiliate equities and a reaction to sales gains on affiliate equities in FY2019

Net income:

Decreased JPY60.5 billion YoY to JPY109.3 billion, mainly due to the above factors

Domestic Non-Life 2: TMNF Net Premiums Written

Consolidated	Domestic Life
Domestic Non-Life	International



Net premiums written (private insurance) increased by JPY52.0 billion YoY to JPY 2,021.9 billion, driven by an increase in auto and fire insurance due to rate revision despite a decrease in P.A. and marine due to COVID-19 (increased from FY2020 projection due to an increase in fire, etc.)

For all lines, NPW increased JPY13.8 billion YoY to JPY2,261.3 billion due to the above factors despite the impact of CALI rate reduction in April 2020 (increased from FY2020 projection due to an increase in fire, etc.)

(billions of JPY, except for %)

	FY2019 Results	FY2020 Results	YoY		FY2020 projection (November projection)
			Change	%	
Fire	321.8	353.2	31.3	9.7%	313.1
Marine	65.3	61.4	-3.8	-5.9%	61.9
P.A.	179.0	161.4	-17.6	-9.8%	164.8
Auto	1,078.3	1,105.2	26.8	2.5%	1,093.4
CALI	276.8	238.7	-38.1	-13.8%	235.7
Other	326.0	341.2	15.1	4.7%	335.8
Total	2,247.5	2,261.3	13.8	0.6%	2,205.0
o/w Private insurance Total	1,969.9	2,021.9	52.0	2.6%	1,968.5

+53.3 from FY2020 projection

Fire:

- Increased due to rate revision in October 2019 and January 2021
- Increased new policies due to demand for natural catastrophes
- Increase in premium ceded

Marine:

- Decreased due to reduced movement of goods due to COVID-19

P.A.:

- Decrease in travel insurance due to COVID-19

Auto:

- Increased due to effects of rate revision in January 2020, etc.
- Number of vehicles insured increased from steady sales measures despite a fall in new vehicle sales due to COVID-19

CALI:

- Fell due to rate reduction in April 2020
- Decrease in new vehicle sales due to COVID-19

Other:

- Increase due to large contracts and sales expansion in inland marine insurance and workers' compensation
- Rate increase in general liability and aviation insurance(reinsurance from overseas)
- Decrease in event cancellation insurance, etc. due to COVID-19

Domestic Non-Life 3: TMNF Net Incurred Loss

Consolidated	Domestic Life
Domestic Non-Life	International



Net incurred losses fell JPY62.3 billion YoY to JPY1,208.4 billion, primarily due to a decline in natural catastrophes (-JPY65.7 billion) and COVID-19 (-JPY56.8 billion)

(billions of JPY, except for %)

	FY2019 Results	Nat-Cat losses	FY2020 Results	Nat-Cat losses	YoY		FY2020 projection (November projection)
					Change	%	
Fire	264.6	130.6	267.9	86.8	3.2	1.2%	215.7
Marine	49.6	2.1	37.8	1.2	- 11.8	-23.8%	42.6
P.A.	97.4	-	85.7	-	- 11.7	-12.0%	80.1
Auto	652.5	14.4	598.2	4.8	- 54.2	-8.3%	636.6
Other	206.4	15.2	218.6	3.8	12.1	5.9%	210.4
Total	1,270.8	162.5	1,208.4	96.7	- 62.3	-4.9%	1,185.6

+22.7 from FY2020 projection

- Fire:
 - Decrease in natural catastrophes
 - Increase in domestic and overseas large losses
 - Increase in water leakage for household fire, etc.
 - Increase in overseas BI due to impact of COVID-19
- Marine:
 - Decrease in small size losses both for hull and cargo
- P.A.:
 - Lower accident frequency due to COVID-19-related stay at home policies
- Auto:
 - Lower accident frequency due to COVID-19-related stay at home policies
 - Lower accident frequency due to spread of vehicle safety systems, etc.
 - Decrease in natural catastrophes
- Other:
 - Increase in large losses in overseas (increase in net incurred losses for trade credit insurance, etc.)
 - Decrease in natural catastrophes

(Notes)

Including loss adjustment expenses in the above table

Domestic Non-Life 4: TMNF Combined Ratio

Consolidated	Domestic Life
Domestic Non-Life	International

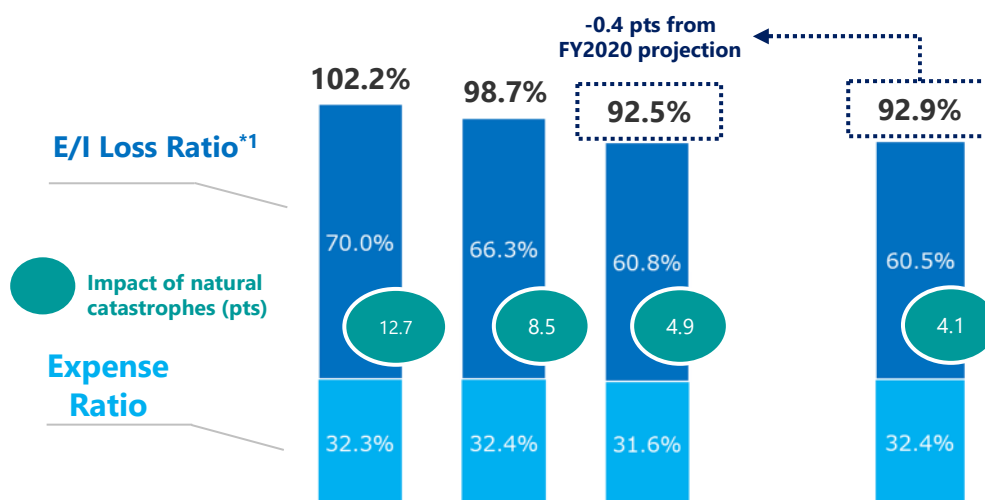


E/I loss ratio fell 5.5 pts YoY to 60.8% due to a decline in natural catastrophes and the effect of stay at home policies due to COVID-19, etc.

Expense ratio declined 0.8 pts YoY to 31.6% due to falling corporate expense ratio despite a rise in agency commission ratio mainly due to the consumption tax hike.

Combined ratio fell 6.2 pts YoY to 92.5% due to the factors above, etc.

Combined Ratio (Private insurance: E/I basis)



E/I Basis Loss Ratio:

Improved for all lines due to a decline in natural catastrophes and a lower accident frequency due to stay at home policies related to COVID-19, etc.

Expense Ratio:

Corporate expense ratio fell 1.0 pts due to the fall in non-personnel expenses

Agency commission ratio rose 0.2 pts due to the effect of the consumption tax hike, etc.

Combined ratio:

Due to the above factors, combined ratio improved 6.2 pts YoY to 92.5%

(billions of JPY)

	FY2018 Results	FY2019 Results	FY2020 Results	YoY Change	FY2020 projection (November projection)
Net premiums written	1,895.0	1,969.9	2,021.9	52.0	1,968.5
Net premiums earned*2	1,875.9	1,917.2	1,986.6	69.4	1,958.3
Net incurred losses*1	1,312.7	1,270.8	1,208.4	- 62.3	1,185.6
Business expenses	611.1	638.2	639.8	1.6	636.8
Corporate expenses	230.6	233.8	219.8	- 13.9	227.1
Agency commissions	380.5	404.3	419.9	15.5	409.7

*1 Including loss adjustment expenses

*2 Excluding provision for nat-cat underwriting reserves

E/I Loss Ratio*1

	FY2019 Results	FY2020 Results	YoY Change	FY2020 projection (November projection)
Fire	91.7%	84.1%	- 7.6pt	69.8%
Marine	78.2%	61.4%	- 16.9pt	68.2%
P.A.	55.5%	51.9%	- 3.6pt	47.8%
Auto	60.8%	54.3%	- 6.5pt	58.3%
Other	65.2%	64.3%	- 0.9pt	64.4%
Private insurance Total	66.3%	60.8%	- 5.5pt	60.5%

Domestic Non-Life 5: TMNF Asset Management Results

Consolidated	Domestic Life
Domestic Non-Life	International



Net investment income and other decreased by JPY11.8 billion YoY to JPY170.2 billion, mainly due to deteriorating gains on sales of securities and decline in dividends income from overseas subsidiaries and domestic stocks (increased from FY2020 projection due to the effect of dividends income from overseas subsidiaries, etc.)

+25.3 from FY2020 projection (billions of JPY)

	FY2019 Results	FY2020 Results	COVID-19 Impacts	YoY Change	FY2020 projection (November projection)	COVID-19 Impacts
Net investment income and other	182.0	170.2	- 1.5	- 11.8	144.9	- 4.8
Net investment income	220.7	201.9	- 1.5	- 18.8	179.1	- 4.8
Net interest and dividends income	151.4	128.7	- 9.0	- 22.6	110.7	- 12.2
Interest and dividends	189.2	163.3		- 25.9	145.5	
Dividends from domestic stocks	66.5	55.8		- 10.6	53.8	
Dividends from foreign stocks	63.0	50.9		- 12.0	39.2	
Income from domestic bonds	20.7	17.5		- 3.1	16.9	
Income from foreign bonds	4.1	2.5		- 1.6	3.3	
Income from other domestic securities*1	2.1	0.6		- 1.5	- 0.3	
Income from other foreign securities*2	20.8	23.9		3.1	20.8	
Transfer of investment income on deposit premiums	- 37.8	- 34.5		3.2	- 34.7	
Net capital gains	69.3	73.1	7.4	3.7	68.3	7.3
Gains/Losses on sales of securities	110.6	83.7		- 26.8	77.4	
Impairment losses on securities	- 22.1	- 1.6		20.5	- 2.9	
Impairment losses on domestic stocks	- 18.1	- 0.6		17.5	- 1.1	
Impairment losses on foreign securities	- 4.0	- 0.6		3.3	- 1.7	
Gains/Losses on derivatives	- 15.7	- 24.0		- 8.2	- 7.2	
Foreign exchange gains/losses	- 3.5	14.1		17.7	0.1	
Other investment income and expenses	0.5	0.3		- 0.1	0.5	
Others	- 0.3	0.4		0.7	0.3	
Other ordinary income and expenses	- 38.7	- 31.7		7.0	- 34.1	

*1 Income from domestic securities excluding domestic stocks and domestic bonds.

*2 Income from foreign securities excluding foreign stocks and foreign bonds.

Note: Plus and minus of the figures in the above table correspond to positive and negative to profit respectively.

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Net interest and dividends income:

- Red arrow: Fall in dividends income from overseas subsidiaries
- Red arrow: Fall in dividends income from domestic stocks

Net capital gains:

- Red arrow: Reaction to gains on sales according to position adjustment of portfolio in FY2019
- Blue arrow: Reaction to impairment losses on securities of business-related equities in FY2019
- Blue arrow: Improvement in foreign exchange gains/losses due to the depreciation of the yen

JPY83.0 billion capital gains from sales of business-related equities, JPY5.0 billion increase YoY

(Sales of business-related equities were JPY106.0 billion)

Domestic Life: TMNL Results

Consolidated	Domestic Life
Domestic Non-Life	International



New policies ANP rose 6.9% YoY as strong sales of new medical insurance and installment variable annuities offset the impact of the self-imposed suspension of face-to-face sales activities during the COVID-19 pandemic (better than FY2020 projection mainly due to strong sales of above products)

Net income increased JPY12.1billion YoY to JPY46.4billion mainly due to a reaction to an increase in system development expenses in FY2019 and a drop in FX hedging costs (slightly below FY2020 projection, mainly due to increase in initial cost related to an increase in new policies ANP)

(billions of JPY)

	FY2019 Results	FY2020 Results	YoY		FY2020 projection (November projection)
			Change	%	
New policies ANP	40.5	43.3	2.7	6.9%	38.0
In-force policies ANP	837.2	819.9	- 17.3	- 2.1%	804.0

■ +5.3 from FY2020 projection ■

(billions of JPY)

	FY2019 Results	FY2020 Results	COVID-19 Impacts	YoY Change	FY2020 projection (November projection)	COVID-19 Impacts
Ordinary income	993.7	1,017.8		24.0	950.0	
Insurance premiums and other	875.1	843.7		- 31.3	836.0	
Net income	34.2	46.4	3.1	12.1	47.0	3.0
Ordinary profit	40.6	59.8		19.2	60.0	
(-) Capital gains / losses	- 8.5	- 6.9		1.5	- 4.0	
(-) Non-recurring income / losses	- 0.3	- 1.6		- 1.2	0.0	
Core operating profit	49.5	68.4	1.0	18.8	65.0	2.0
Increase in MCEV*	- 70.3	205.2	10.4	275.6	164.0	- 11.0
Value of new business + Existing business contribution	62.8	88.9	1.8	26.1	71.0	- 10.0

■ -0.5 from FY2020 projection ■

* Excluding capital transactions

– New Policies ANP

- Strong sales of new medical insurance targeting seniors and installment variable annuities
- Impact of the self-imposed suspension of face-to-face sales activities during the COVID-19 pandemic

– In-force Policies ANP

- For corporate insurance, the increase in new policies fell short of the decrease due to surrenders, etc. (+2.0% YoY excluding corporate insurance)

– Net Income

- Drop in business expenses due to factors such as a reaction to the increased system development costs in FY2019
- Decrease in FX hedging costs for overseas investment assets

– Business Unit Profits (Increase in MCEV)

- Higher yen interest rates and reaction to the lower yen interest rates in FY2019

International 1: Net Premiums Written

Consolidated	Domestic Life
Domestic Non-Life	International



Net premiums written rose 1.0% YoY on a local currency basis (and outperformed FY2020 projection due to rate increase and other factors) as favorable rate increases and other factors exceeded the decline associated with the impact of COVID-19 (-JPY62.0 billion) and bottom line-focused underwriting.

In the core North America segment, NPW grew 7.0% YoY on a local currency basis excluding the impact of COVID-19, capturing the hardening market.

		+7.0% (excluding COVID-19 impact)				(billions of JPY, except for %)
Applied FX rate (USD/JPY)	FY2019 Results	FY2020 Results	YoY		(Ref.) YoY % (Excluding FX effects*)	FY2020 Projection (November projection)
	As of end Dec. 2019 JPY 109.5	As of end Dec. 2020 JPY 103.5	Change	%		As of end Sep. 2020 JPY 105.8
North America**1	1,124.0	1,095.8	- 28.1	- 2.5%	3.2%	1,098.0
Philadelphia	369.2	336.4	- 32.8	- 8.9%	- 3.5%	340.0
Delphi	278.2	279.5	1.3	0.5%	6.4%	281.0
TMHCC	399.1	413.5	14.4	3.6%	9.7%	404.0
Europe & Middle East & Africa**2	196.1	164.1	- 32.0	- 16.3%	- 11.3%	166.0
South & Central America	136.0	105.6	- 30.4	- 22.4%	5.9%	98.0
Asia & Oceania	184.5	174.3	- 10.2	- 5.5%	- 1.4%	168.0
Total Non-Life**3	1,649.5	1,539.9	- 109.6	- 6.6%	0.7%	1,530.0
Life	92.0	93.3	1.3	1.5%	6.5%	91.0
Total	1,741.6	1,633.3	- 108.2	- 6.2%	1.0%	1,621.0

Comparison with FY2020 projection: +12.3

*1: North American figures include European business of TMHCC, but do not include North American business of TMK.

*2: Figures of "Europe, Middle East & Africa" include North American business of TMK, but do not include European business of TMHCC.

*3: Total Non-Life figures include some life insurance figures of composite overseas subsidiaries.

*4: Excluding the FX impact for conversion to the Japanese yen.

The above figures of International Insurance Business are the total of foreign branches of TMNF, equity method investees, and non-consolidated companies, etc., and are aligned with the disclosure format of our IR materials from before. (All of the above notes also apply to page 16.)

North America (see P17-19 for details)

▶ PHLY: Despite a rate increase for the renewal book (+10.6%), NPW shrank due to COVID-19 impacts and bottom line-focused underwriting

▶ Delphi: NPW increased thanks to expanded underwriting of non-life business

▶ TMHCC: Despite the impact of COVID-19, NPW rose due to the rate increase in the renewal book (circa +15% (excluding A&H, Surety, Credit))

Europe, Middle East & Africa

▶ TMK: NPW fell due to increase in reinsurance to stabilize earnings and run-off of company business despite rate increase (circa +10%)

▶ Hollard: Decreased mainly due to changes to managerial accounting rules applied (-JPY16.7 billion)

South & Central America

▶ NPW grew on a local currency basis due to expanded underwriting of auto insurance and corporate lines

Asia & Oceania

▶ NPW decreased mainly due to a decline in new vehicle sales associated with COVID-19

Life

▶ NPW increased thanks to favorable performance in Thailand and Singapore

International 2: Business Unit Profits

Consolidated	Domestic Life
Domestic Non-Life	International



Business unit profits fell by JPY78.3 billion YoY to JPY101.1 billion mainly due to the impact of COVID-19 (-JPY80.0 billion) but outperformed FY2020 projection thanks to the favorable improvement of COVID-19 impact.

Of the JPY80.0 billion decline, -JPY60.0 billion was related to underwriting (mainly event cancellation, business interruption and trade credit insurance), and -JPY20.0 billion was related to investment.

						(billions of JPY, except for %)	
Applied FX rate (USD/JPY)		FY2019 Results	FY2020 Results	YoY		(Ref.) YoY % (Excluding FX effects)	FY2020 Projection (November projection)
		As of end Dec. 2019	As of end Dec. 2020				As of end Sep. 2020
		JPY 109.5	JPY 103.5	Change	%		JPY 105.8
	North America	147.2	116.3	- 30.8	- 21.0%	- 16.2%	92.0
	Philadelphia	27.0	39.9	12.8	47.7%	56.3%	31.0
	Delphi	76.5	45.6	- 30.9	- 40.4%	- 36.9%	38.0
	TMHCC	41.9	25.3	- 16.5	- 39.6%	- 36.0%	21.0
	Europe & Middle East & Africa	2.2	- 11.8	- 14.1	- 615.5%	- 661.4%	- 15.0
	South & Central America	10.8	10.9	0.1	0.9%	38.2%	9.0
	Asia & Oceania	16.6	- 6.0	- 22.7	- 136.2%	- 130.5%	4.0
Total Non-Life		179.0	97.3	- 81.7	- 45.6%	- 39.5%	82.0
Life		12.9	8.8	- 4.0	- 31.1%	- 28.6%	- 3.0
Pure		-	8.2	8.2	-	-	9.0
Total		179.5	101.1	- 78.3	- 43.7%	- 37.1%	75.0

Comparison with FY2020 projection: +26.1

<Reference> Comparison with FY2020 Projection

Outperformed mainly due to takedown of reserves at key entities in 4Q (PHLY, TMHCC) and favorable improvement of COVID-19 impact on investment (Delphi, Life)

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– North America (see P17-19 for details)

➡ PHLY: Profits grew, despite the impact of COVID-19, due to a reaction to the past reserve provision in FY2019 and profitability improvement initiatives, etc.

➡ Delphi: Profits shrank mainly due to the impact of COVID-19

➡ TMHCC: Profits shrank mainly due to the impact of COVID-19 despite improvements made by rate increase, etc.

– Europe, Middle East & Africa

➡ Profits declined mainly due to the impact of COVID-19 despite improvements made by rate increase and portfolio improvement at TMK

– South & Central America

➡ Profits remained mostly flat due to stronger yen despite the decline in car accidents associated with COVID-19

– Asia & Oceania

➡ Profits shrank due to the reserve provision for trade credit insurance in Australia

– Life

➡ Profits shrank mainly due to a reaction to the rise in stock prices in Singapore in FY2019

– Pure

➡ Profits increased thanks to the new consolidation (recorded for the applicable portion of the period)

Changes in Major P/L Items

(billions of JPY, except for % and pt)

	FY2019 Results	FY2020 Results	YoY		(Ref.) YoY % (Excluding FX effects ^{*2})
FX rates (USD/JPY)	As of end Dec. 2019	As of end Dec. 2020	Change	%	
	JPY 109.5	JPY 103.5			
Net premiums written	369.2	336.4	- 32.8	- 8.9%	- 3.5%
Net premiums earned	371.4	338.1	- 33.3	- 9.0%	- 3.6%
Net incurred losses	268.1	216.8	- 51.2	- 19.1%	- 14.4%
Nat-Cat losses	12.2	14.5	2.3	19.4%	26.3%
Commissions / Other Underwriting expenses	113.6	103.2	- 10.3	- 9.1%	- 3.8%
Underwriting profit	- 10.3	18.0	28.3	-	-
Net investment income / loss	38.5	28.6	- 9.8	- 25.6%	- 21.3%
Business unit profits	27.0	39.9	12.8	47.7%	56.3%
Loss ratio ^{*1}	72.2%	64.1%	- 8.1pt	-	-
Expense ratio ^{*1}	30.6%	30.5%	- 0.1pt	-	-
Combined ratio ^{*1}	102.8%	94.7%	- 8.1pt	-	-

★1: Denominator used is net premiums earned.

★2: Excluding FX effects due to yen conversion.

Changes in Major P/L Items

(billions of JPY, except for % and pt)

	FY2019 Results	FY2020 Results	YoY		(Ref.) YoY % (Excluding FX effects ^{*2})
FX rates (USD/JPY)	As of end Dec. 2019	As of end Dec. 2020	Change	%	
	JPY 109.5	JPY 103.5			
Net premiums written	278.2	279.5	1.3	0.5%	6.4%
Net premiums earned	269.8	275.3	5.4	2.0%	8.0%
Net incurred losses	190.3	199.6	9.3	4.9%	11.1%
Nat-Cat losses	-	-	-	-	-
Commissions / Other Underwriting expenses	74.8	76.4	1.5	2.0%	8.0%
Underwriting profit	4.6	-0.6	- 5.3	- 114.8%	- 115.7%
Net investment income / loss	163.4	121.5	- 41.8	- 25.6%	- 21.2%
Business unit profits	76.5	45.6	- 30.9	- 40.4%	- 36.9%
Loss ratio ^{*1}	70.5%	72.5%	2.0pt	-	-
Expense ratio ^{*1}	27.8%	27.7%	- 0.1pt	-	-
Combined ratio ^{*1}	98.3%	100.3%	2.0pt	-	-

<-JPY41.8 billion YoY decrease in net investment income>

Net investment income in the table on the left includes hedging gains/losses for stock price options. Excluding their impact, the YoY change in net investment income is -JPY37.5 billion.

Net Premiums Written by Segment

(billions of JPY, except for %)

	FY2019 Results	FY2020 Results	YoY		(Ref.) YoY % (Excluding FX effects ²⁾)
FX rates (USD/JPY)	As of end Dec. 2019	As of end Dec. 2020	Change	%	
	JPY 109.5	JPY 103.5			
Non-life	140.2	146.2	5.9	4.2%	10.3%
Life	137.9	133.3	- 4.5	- 3.3%	2.4%
Total	278.2	279.5	1.3	0.5%	6.4%

Loss Ratio by Segment^{*1}

	FY2019 Results	FY2020 Results	Change
Non-life	70.4%	75.8%	5.4pt
Life	70.6%	69.0%	-1.7pt
Total	70.5%	72.5%	2.0pt

★1: Denominator used is net premiums earned.

★2: Excluding FX effects due to yen conversion.

Changes in Major P/L Items

(billions of JPY, except for % and pt)

	FY2019 Results	FY2020 Results	YoY		(Ref.) YoY % (Excluding FX effects ^{*2})
FX rates (USD/JPY)	As of end Dec. 2019	As of end Dec. 2020	Change	%	
	JPY 109.5	JPY 103.5			
Net premiums written	399.1	413.5	14.4	3.6%	9.7%
Net premiums earned	385.4	394.2	8.7	2.3%	8.3%
Net incurred losses	265.5	279.5	14.0	5.3%	11.4%
Nat-Cat losses	1.3	5.0	3.7	274.9%	296.8%
Commissions / Other Underwriting expenses	80.6	88.3	7.7	9.6%	16.0%
Underwriting profit	23.1	8.1	- 14.9	- 64.8%	- 62.7%
Net investment income / loss	27.9	22.5	- 5.3	- 19.1%	- 14.4%
Business unit profits	41.9	25.3	- 16.5	- 39.6%	- 36.0%
Loss ratio ^{*1}	68.9%	70.9%	2.0pt	-	-
Expense ratio ^{*1}	20.9%	22.4%	1.5pt	-	-
Combined ratio ^{*1}	89.8%	93.3%	3.5pt	-	-

<Expense ratio and combined ratio>

The calculation method of expense ratio for the purpose of managerial accounting was changed effective FY2020. Accordingly, the expense ratio and combined ratio for FY2019 were recalculated using the new calculation method. This has not changed the bottom-line result.

Net Premiums Written by Segment

(billions of JPY, except for %)

	FY2019 Results	FY2020 Results	YoY		(Ref.) YoY % (Excluding FX effects ^{*2})
FX rates (USD/JPY)	As of end Dec. 2019	As of end Dec. 2020	Change	%	
	JPY 109.5	JPY 103.5			
Non-life : North America	156.8	153.3	- 3.4	- 2.2%	3.5%
A&H	142.1	147.5	5.4	3.8%	9.9%
International	100.1	112.6	12.5	12.5%	19.1%
Total	399.1	413.5	14.4	3.6%	9.7%

Loss Ratio by Segment^{*1}

	FY2019 Results	FY2020 Results	Change
Non-life : North America	72.0%	83.8%	11.8pt
A&H	81.6%	75.2%	-6.4pt
International	44.9%	46.6%	1.7pt
Total	68.9%	70.9%	2.0pt

★1: Denominator used is net premiums earned.

★2: Excluding FX effects due to yen conversion.

FY2021 Projections

<Reference>

Assumptions used for FY2021 Projections	
FX Rate USD/JPY	Nikkei Stock Average
JPY110.71 (Mar. 31, 2021)	JPY29,178 (Mar. 31, 2021)

Domestic Non-Life 1: TMNF

Consolidated	Domestic Life
Domestic Non-Life	International



Underwriting profit is projected to increase by JPY125.9 billion YoY to JPY109.0 billion due to decreases in various reserves and an increase in net premiums earned, while business expenses and net incurred losses will also increase due to a reaction to the impact of COVID-19 and other factors.

Net income is projected to increase by JPY110.6 billion YoY to JPY220.0 billion.

	(billions of JPY)		
	FY2020 Results	FY2021 Projections	YoY Change
Underwriting profit/loss	- 16.9	109.0	125.9
(Underwriting profit/loss: excluding (1),(2) and (3))	137.7	122.3	- 15.3
Net premiums written (Private insurance)	2,021.9	2,041.1	19.1
Net premiums earned (Private insurance)*1	1,986.6	2,030.7	44.0
Net incurred losses (Private insurance)*2	- 1,208.4	- 1,232.5	- 24.1
Natural catastrophe losses	- 96.7	- 70.0	26.7
Provision/Reversal of foreign currency denominated outstanding claims reserves	- 1.8	-	1.8
Other than above	- 1,109.8	- 1,162.5	- 52.7
Business expenses (Private insurance)	- 639.8	- 675.9	- 36.1
(1)Provision/Reversal of catastrophe loss reserves	- 71.8	- 50.0	21.8
Auto	- 35.4	- 3.2	32.2
Fire	- 22.0	- 32.7	- 10.7
(2)Provision/Reversal of nat-cat underwriting reserves	- 8.3	-	8.3
(3)Provision/Reversal of underwriting result for the first year*3	- 74.5	36.6	111.1
Net investment income (loss) and other	170.2	178.0	7.7
Ordinary profit/loss	157.2	288.0	130.7
Extraordinary gains/losses	- 18.0	- 4.2	13.8
Net income/loss	109.3	220.0	110.6

*1 Excluding provision for nat-cat underwriting reserves

*2 Including loss adjustment expenses

*3 Provision for the general underwriting reserves excluding provision for unearned premiums

(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:

- Projected to increase JPY125.9 billion YoY to JPY109.0 billion mainly due to the following factors:
 - Net premiums written (private insurance) (see P. 22 for details):
 - Increase in P.A. due to a reaction to the impact of COVID-19 in FY2020
 - Increase in auto and Other due to the effect of product and rate revisions, etc.
 - Net incurred losses (private insurance) (see P. 23 for details):
 - Decrease in fire and Other due to decreases in natural catastrophes and large losses
 - Increase in net incurred losses in auto due to a reaction to COVID-19's impact in FY2020, etc.
 - Business expenses (private insurance) (see P. 24 for details):
 - Increase in non-personnel expenses due to investments for growth and a reaction to COVID-19's impact
 - Catastrophe loss reserves:
 - Higher W/P loss ratio in auto due to a reaction to COVID-19's impact in FY2020 (increase in takedown of reserves)
 - Lower W/P loss ratio in fire due to a decline in natural catastrophes (decrease in takedown of reserves)
 - Reversal of underwriting result for the first year:
 - Decrease due to an increase in net incurred losses in auto

Net Investment Income and Other (see P. 25 for details):

- Projected to increase JPY7.7 billion YoY to JPY178.0 billion due to an increase in dividends from overseas subsidiaries, etc.

Extraordinary Gains/Losses:

- Projected to improve JPY13.8 billion YoY to -JPY4.2 billion due to a reaction to the valuation losses of affiliate equities posted in FY2020

Net Income:

- Projected to increase JPY110.6 billion YoY to JPY220.0 billion due to the above factors, etc.

Domestic Non-Life 2: TMNF Net Premiums Written

Consolidated	Domestic Life
Domestic Non-Life	International



Net premiums written (private insurance) are projected to increase by JPY19.1 billion YoY to JPY2,041.1 billion due to increases in NPW in P.A., auto, and Other as a result of factors such as a reaction to COVID-19's impact in FY2020, the effect of rate revisions, and implementation of growth measures, although NPW in fire will decrease due to an increase in premiums ceded, etc.

For all lines, NPW are projected to move sideways due to an impact of rate reduction in CALI in April 2021, etc.

(billions of JPY, except for %)

	FY2020 Results	FY2021 Projections	YoY	
			Change	%
Fire	353.2	341.1	-12.0	-3.4%
Marine	61.4	63.1	1.7	2.9%
P.A.	161.4	172.8	11.4	7.1%
Auto	1,105.2	1,116.1	10.8	1.0%
CALI	238.7	220.2	-18.4	-7.7%
Other	341.2	348.3	7.1	2.1%
Total	2,261.3	2,262.0	0.6	0.0%
o/w Private insurance Total	2,021.9	2,041.1	19.1	0.9%

— Fire:

- ↘ Increase in premiums ceded
- ↘ Reaction to the last-minute demand surge before the rate revision in January 2021

— Marine:

- ↗ Reaction to a drop in NPW in FY2020 due to the impact of COVID-19 (e.g., reduced movement of goods)

— P.A.:

- ↗ Reaction to a drop in NPW in FY2020 due to the impact of COVID-19 (e.g., travel insurance)

— Auto:

- ↗ Increase due to the rate revision in January 2020
- ↗ Increase due to the product revision in April 2021
- ↗ Increase in number of vehicles insured thanks to the steady implementation of sales measures

— CALI:

- ↘ Decrease due to the rate reduction in April 2021

— Other:

- ↗ Increase in general liability and inland marine insurance due to product revision, etc.

Domestic Non-Life 3: TMNF Net Incurred Loss

Consolidated	Domestic Life
Domestic Non-Life	International



Net incurred losses are projected to rise by JPY24.1 billion YoY to 1,232.5 billion reflecting increases in auto, P.A., and marine, due to a reaction to the lower accidents frequency in FY2020 as a result of the COVID-19 pandemic, while net incurred losses in fire and Other will decline due to reductions in natural catastrophes (-JPY26.7 billion) and large losses.

(billions of JPY, except for %)

	FY2020 Results	Nat-Cat losses	FY2021 Projections	Nat-Cat losses	YoY	
					Change	%
Fire	267.9	86.8	214.3		- 53.5	-20.0%
Marine	37.8	1.2	42.4		4.5	12.1%
P.A.	85.7	-	94.6		8.9	10.4%
Auto	598.2	4.8	680.9		82.6	13.8%
Other	218.6	3.8	200.1		- 18.5	-8.5%
Total	1,208.4	96.7	1,232.5	70.0	24.1	2.0%

(Notes)

Including loss adjustment expenses in the above table

- Fire:
 - Decrease in natural catastrophes
 - Reaction to large losses in FY2020
 - Reaction to an increase in BI (overseas) in FY2020 due to COVID-19
 - Increase in water damage and so on in household fires
- Marine:
 - Reaction to a decrease in small size losses in FY2020
- P.A.:
 - Reaction to the lower accident frequency in FY2020 due to COVID-19
- Auto:
 - Reaction to the lower traffic accidents frequency in FY2020 due to COVID-19
- Other:
 - Reaction to an increase in overseas large losses in FY2020 (e.g., trade credit insurance)

Domestic Non-Life 4: TMNF Combined Ratio

Consolidated	Domestic Life
Domestic Non-Life	International

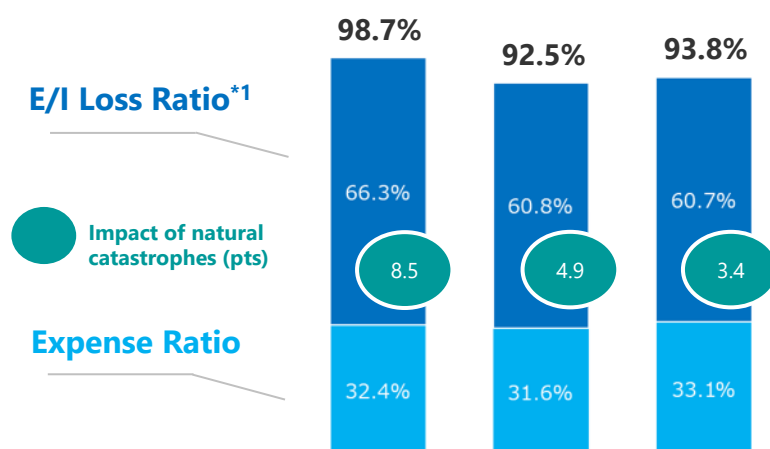


E/I loss ratio is projected to fall 0.1 pts YoY to 60.7% due to reductions in natural catastrophes and large losses, despite a reaction to the impact of COVID-19.

Expense ratio is projected to rise 1.5 pts YoY to 33.1% mainly due to an increase in non-personnel expenses as a result of a reaction to COVID-19's impact.

Due to the above factors, combined ratio is projected to rise 1.3 pts YoY to 93.8%.

Combined Ratio (Private insurance: E/I basis)



(billions of JPY)

	FY2019 Results	FY2020 Results	FY2021 Projections	YoY Change
Net premiums written	1,969.9	2,021.9	2,041.1	19.1
Net premiums earned*2	1,917.2	1,986.6	2,030.7	44.0
Net incurred losses*1	1,270.8	1,208.4	1,232.5	24.1
Business expenses	638.2	639.8	675.9	36.1
Corporate expenses	233.8	219.8	247.7	27.8
Agency commissions	404.3	419.9	428.2	8.3

*1 Including loss adjustment expenses

*2 Excluding provision for nat-cat underwriting reserves

- E/I Basis Loss Ratio:
 - ➡ Projected to significantly decline in fire and Other due to reductions in natural catastrophes and large losses
 - ➡ Projected to increase in auto, marine, and P.A., due to factors such as a reaction to the lower accidents frequency in FY2020 as a result of COVID-19's impact
- Expense Ratio:
 - ➡ Corporate expense ratio is projected to increase 1.3 pts mainly due to higher non-personnel expenses as investments for growth and a reaction to COVID-19's impact
 - ➡ Agency commission ratio is projected to rise 0.2 pts due to driver rating improvement in auto insurance, etc.
- Combined Ratio:
 - Projected to rise 1.3 pts YoY to 93.8% due to the above factors

E/I Loss Ratio*1

	FY2020 Results	FY2021 Projections	YoY Change
Fire	84.1%	63.7%	- 20.4pt
Marine	61.4%	67.1%	5.7pt
P.A.	51.9%	56.4%	4.5pt
Auto	54.3%	61.1%	6.7pt
Other	64.3%	57.5%	- 6.8pt
Private insurance Total	60.8%	60.7%	- 0.1pt

Domestic Non-Life 5: TMNF Asset Management

Consolidated	Domestic Life
Domestic Non-Life	International



Net investment income and other is projected to increase by JPY7.7 billion YoY to JPY178.0 billion mainly due to an improvement of gains/losses on derivatives and an increase in dividends from overseas subsidiaries.

(billions of JPY)

	FY2020 Results	FY2021 Projections	YoY Change
Net investment income and other	170.2	178.0	7.7
Net investment income	201.9	209.0	7.1
Net interest and dividends income	128.7	130.0	1.2
Interest and dividends	163.3	162.4	- 0.8
Dividends from domestic stocks	55.8	52.6	- 3.1
Dividends from foreign stocks	50.9	58.9	7.9
Income from domestic bonds	17.5	16.0	- 1.5
Income from foreign bonds	2.5	2.1	- 0.4
Income from other domestic securities*1	0.6	- 0.0	- 0.7
Income from other foreign securities*2	23.9	23.5	- 0.3
Transfer of investment income on deposit premiums	- 34.5	- 32.3	2.1
Net capital gains	73.1	78.9	5.8
Gains/Losses on sales of securities	83.7	80.9	- 2.8
Impairment losses on securities	- 1.6	-	1.6
Impairment losses on domestic stocks	- 0.6	-	0.6
Impairment losses on foreign securities	- 0.6	-	0.6
Gains/Losses on derivatives	- 24.0	- 2.2	21.7
Foreign exchange gains/losses	14.1	-	- 14.1
Other investment income and expenses	0.3	0.2	- 0.0
Others	0.4	- 0.0	- 0.5
Other ordinary income and expenses	- 31.7	- 31.0	0.6

*1 Income from domestic securities excluding domestic stocks and domestic bonds.

*2 Income from foreign securities excluding foreign stocks and foreign bonds.

Note: Plus and minus of the figures in the above table correspond to positive and negative to profit respectively.

– Net interest and dividends income:

- ➡ Increase in dividends income from overseas subsidiaries

– Net capital gains:

- ➡ Decrease in losses on derivatives
- ➡ Decrease in foreign exchange gains as a reaction to the gains posted in FY2020

Capital gains from sales of business-related equities are projected to decline by JPY2.0 billion YoY to JPY81.0 billion (Sales of business-related equities: JPY100.0 billion)

ANP on new policies are projected to rise 3.8% YoY mainly due to the expanded sales of protection type products and installment variable annuities.

Net income is projected to increase by JPY0.5 billion YoY to JPY47.0 billion as factors for increasing income such as contribution of the accumulated in-force policies to profit and a reaction to provisions for various reserves will be offset by a reaction to smaller business expenses in FY2020 and increase in initial costs due to the sales expansion.

(billions of JPY)

	FY2020 Results	FY2021 Projections	YoY	
			Change	%
New policies ANP	43.3	45.0	1.6	3.8%
In-force policies ANP	819.9	796.0	- 23.9	- 2.9%
Ordinary income	1,017.8	923.0	- 94.8	
Insurance premiums and other	843.7	808.0	- 35.7	
Net income	46.4	47.0	0.5	
Ordinary profit	59.8	57.0	- 2.8	
(-) Capital gains / losses	- 6.9	- 3.0	3.9	
(-) Non-recurring income / losses	- 1.6	- 0.0	1.6	
Core operating profit	68.4	60.0	- 8.4	
Business unit profit	52.7	48.0	- 4.7	
Value of New Business	55.0	58.0	2.9	

– New Policies ANP

- Sales expansion of protection type products and installment variable annuities
- Reaction to smaller sales as a result of self-imposed suspension of on face-to-face sales activities in FY2020

– In-force Policies ANP

- Reduction mainly caused by surrender in corporate insurance will continue

– Net Income

- Contribution of the accumulated in-force policies to profit
 - Reaction to provisions for various reserves in FY2020*
 - Reaction to smaller business expenses due to self-imposed suspension of sales activities in FY2020
 - Increase in initial costs due to the sales expansion
- * Until FY2020, TMNL set aside price fluctuation reserves at a rate exceeding the statutorily required rate. The reserves, however, reached a sufficient balance, and therefore the provision rate will be lowered from FY2021.
- * Contingency reserves are expected to decline as a larger amount was posted in FY2020 due to the rising stock prices.

– Value of new business

- Increase with the top-line revenue growth

International 1: Net Premiums Written

Consolidated	Domestic Life
Domestic Non-Life	International



NPWs are projected to grow 11.1% YoY thanks to factors such as the weaker Japanese yen (+JPY101.1 billion), a reaction to the impact of COVID-19 in FY2020, rate increases, and business expansion.

(billions of JPY, except for %)

		FY2020 Results	FY2021 Projections	YoY		(Ref.) YoY % (Excluding FX effects ⁵)
Applied FX rate (USD/JPY)		As of end-Dec. 2020 JPY 103.5	As of end-Mar. 2021 JPY 110.7	Change	%	
Developed Markets	North America ^{*1}	1,095.8	1,235.0	139.1	12.7%	5.3%
	Philadelphia	336.4	365.0	28.5	8.5%	1.4%
	Delphi	279.5	311.0	31.4	11.2%	4.0%
	TMHCC	413.5	482.0	68.4	16.5%	9.0%
	Europe ^{*2}	130.9	142.0	11.0	8.4%	-0.2%
Emerging Markets	South & Central America	105.6	113.0	7.3	7.0%	8.4%
	Asia & Oceania ^{*3}	174.3	194.0	19.6	11.3%	6.1%
	Middle East & Africa	33.1	36.0	2.8	8.5%	2.7%
Total Non-Life ^{*4}		1,539.9	1,720.0	180.0	11.7%	5.1%
Life		93.3	95.0	1.6	1.7%	-2.5%
Total		1,633.3	1,815.0	181.6	11.1%	4.6%

★1: North American figures include European business of TMHCC, but do not include North American business of TMK.

★2: Figures of "Europe" include North American business of TMK, but do not include European business of TMHCC.

★3: Figures of "Asia & Oceania" include developed markets in Asia and Oceania.

★4: Total Non-Life figures include some life insurance figures of composite overseas subsidiaries.

★5: Excluding FX effects due to yen conversion.

The above figures of International Insurance Business are the total of foreign branches of TMNF, equity method investees, and non-consolidated companies, etc., and are aligned with the disclosure format of our IR materials from before. (All of the above notes also apply to page 28.)

North America

- PHLY: Expected to increase through the rate increase of the renewal book and contribution from the newly acquired operation despite having a conservative view on economic recovery after COVID-19 crisis and continued underwriting focusing on profitability
- Delphi: Projected to grow due to the expanded underwriting of life and non-life insurance
- TMHCC: Projected to increase due to the rate increase of the renewal book and new risk taking to capture the hardening market

Europe (Separated from the Middle East & African segment from this report)

- Projected to be almost flat on a local currency basis due to the expected rate increase in Lloyd's business, although reinsurance will be increased to stabilize earnings

South & Central America

- Projected to increase thanks to an increase in auto insurance following the recovery in vehicle sales, expanded underwriting of corporate lines, and a JV established with the Caixa Bank group

Asia & Oceania

- Projected to increase in auto following the recovery in vehicle sales

International 2: Business Unit Profits

Consolidated	Domestic Life
Domestic Non-Life	International



Business Unit Profits are projected to grow by JPY75.3 billion YoY thanks to factors such as a reaction to the impact of COVID-19 in FY2020 and the profit expansion of Pure, while natural catastrophes are projected to be at the same level as the average year (-JPY9.6 billion)

(billions of JPY, except for %)

		FY2020 Results	FY2021 Projections	YoY		(Ref.) YoY (Excluding FX effects)
Applied FX rate (USD/JPY)		As of end-Dec. 2020	As of end-Mar. 2021	Change	%	
		JPY 103.5	JPY 110.7			
Developed Markets	North America	116.3	149.0	32.6	28.0%	19.4%
	Philadelphia	39.9	38.0	- 1.9	- 4.8%	- 11.0%
	Delphi	45.6	65.0	19.3	42.5%	33.2%
	TMHCC	25.3	44.0	18.6	73.7%	62.3%
	Europe	- 12.4	8.0	20.4	-	-
Emerging Markets	South & Central America	10.9	6.0	- 4.9	- 45.1%	- 44.3%
	Asia & Oceania	- 6.0	14.0	20.0	-	-
	Middle East & Africa	0.6	1.0	0.3	57.6%	42.9%
Total Non-Life		97.3	173.0	75.6	77.7%	67.9%
Life		- 0.5	- 5.0	- 4.4	-	-
Pure		8.2	13.0	4.7	57.9%	47.6%
Total		91.6	167.0	75.3	82.2%	70.6%

North America

- ➡ PHL: Projected to decline due to the assumption that natural catastrophes will be at the same level as the average year and a drop in investment income caused by lower yields, despite a reaction to the impact of COVID-19
- ➡ Delphi: Expected to grow mainly due to a reaction to the impact of COVID-19, although investment income will decline due to lower yields
- ➡ TMHCC: Projected to rise mainly due to a reaction to the impact of COVID-19, despite a reaction to the reserve takedown posted in FY2020

Europe (Separated from the Middle East & African segment from this report)

- ➡ Projected to rise thanks to a reaction to the impact of COVID-19, despite the assumption that natural catastrophes will be at the same level as the average year

South & Central America

- ➡ Projected to shrink due to a reaction to the impact of COVID-19, although a JV established with Caixa Bank group will contribute to profits

Asia & Oceania

- ➡ Expected to grow mainly due to a reaction to the reserve provision for trade credit insurance posted in FY2020 in Australia

Life Insurance (BUP is calculated on a financial accounting basis from this report as in the case of Domestic Life)

- ➡ Projected to decline due to the provision for underwriting reserves in Singapore and Thailand

Pure

- ➡ Expected to grow in line with the projection made at the time of acquisition

Economic Solvency Ratio

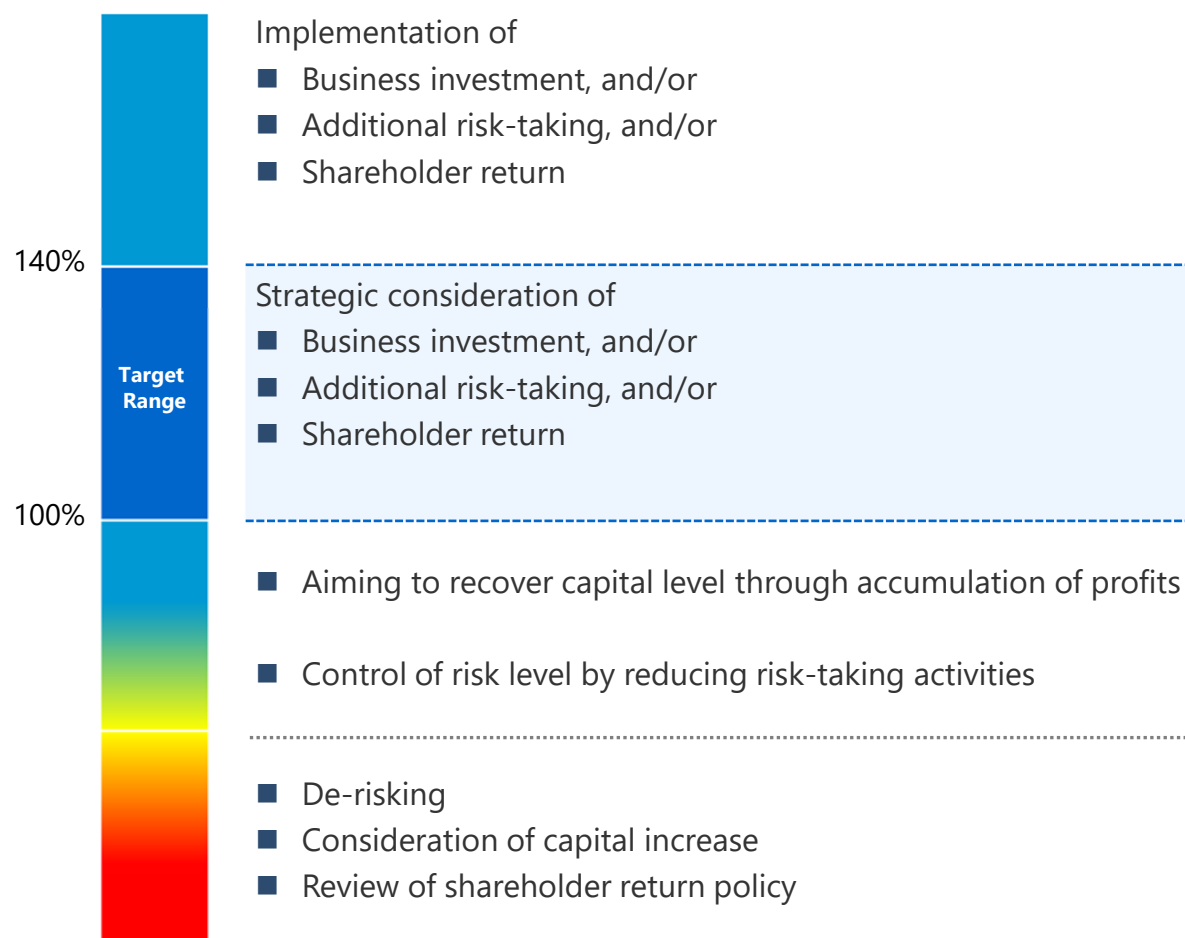


New Economic Solvency Ratio (ESR) Target Range

ESR was revised to deduct restricted capital from its calculation so that the ability to make investments and provide shareholder return can be shown in an easier-to-understand manner.

The model based on 99.95% VaR (equivalent to AA credit rating) is continued to be used for risk calculation.

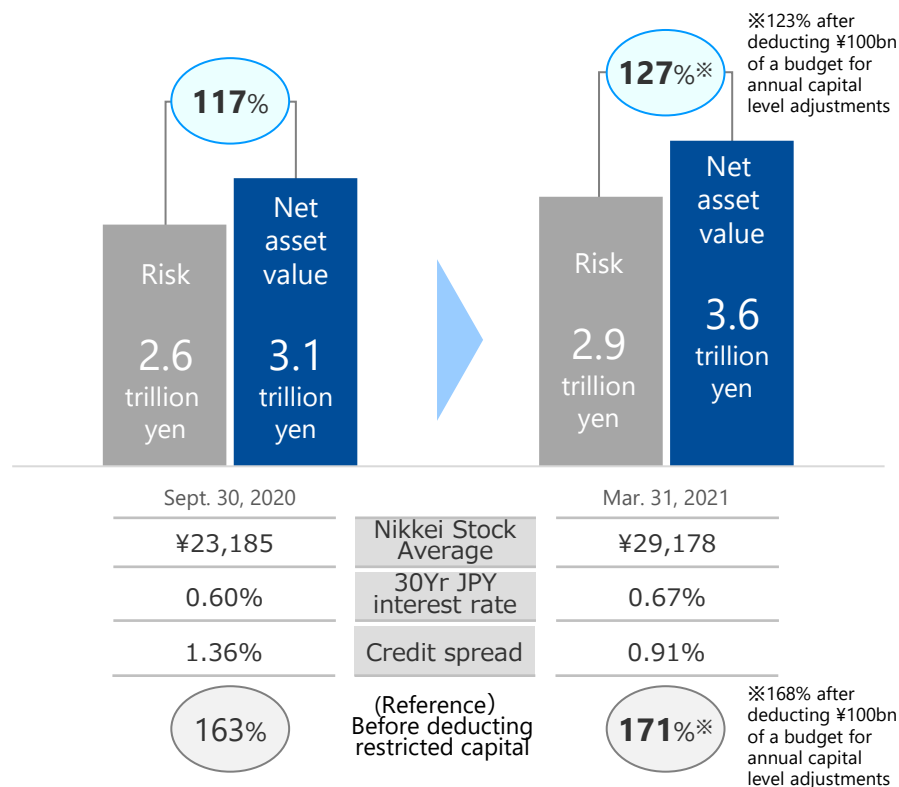
The target range for the new ESR is 100% to 140%.



ESR and Sensitivity

ESR as of March 31, 2021 was 127% (within the target range) reflecting profit contributions in 2H, rises in stock prices and shareholder return, etc.

ESR*1



Factors changing net asset value

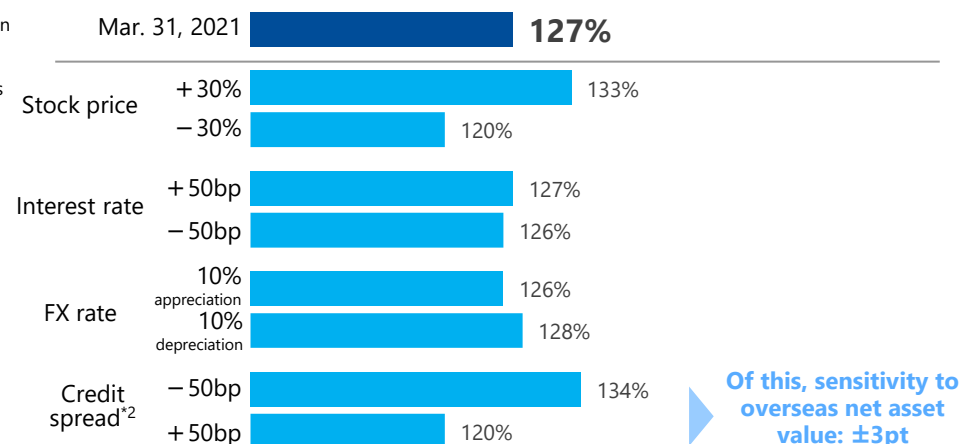
- 2H adjusted net income contribution
- Higher stock prices
- Tighter credit spreads
- Shareholder return, etc.

Factors changing risk

- Increase in equity risk caused by higher stock prices, etc.

*1: Net asset value of overseas subsidiaries shows the balance as of three months earlier (June 30, 2020 and Dec. 31, 2020).

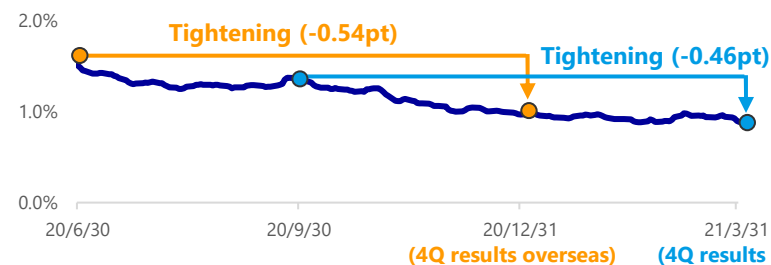
ESR Sensitivity (based on parallel shift)



Stock price: Continue to sell business-related equities
 Interest rate: Control the impact of interest rate fluctuations through ALM
 FX rate: Limited impact on ESR
 Credit: Allow risk-taking within the risk limits

*2: Due to different consolidated accounting periods adopted by overseas subsidiaries (refer to *1), the period of credit spread fluctuations reflected on ESR differ.

<Credit spread of U.S. corporate bonds>



Reference



Domestic Non-Life: NF FY2020 Results

Underwriting profit was JPY6.8 billion, increasing JPY4.0 billion YoY, mainly due to an increase in net premiums earned and a decrease in net incurred losses.

Net investment income and other was JPY17.2 billion, rising JPY13.6 billion YoY, chiefly owing to an increase in gains on sales of securities.

As a result of the above, net income grew to JPY17.0 billion, up JPY13.3 billion YoY (slightly better than FY2020 projection mainly due to the increase in net premiums earned).

	FY2019 Results	FY2020 Results	COVID-19 Impacts	YoY Change	FY2020 projection (Pre COVID- 19 Basis)
Underwriting profit/loss	2.7	6.8	1.5	4.0	6.8
(Underwriting profit/loss: excluding provision/reversal of catastrophe loss reserves)	- 0.2	7.4		7.6	7.4
Net premiums written (Private insurance)	131.7	133.5		1.7	132.7
Net premiums earned (Private insurance)*1	129.6	133.1		3.5	132.6
Net incurred losses (Private insurance)*2	- 80.5	- 75.6		4.8	- 74.4
Natural catastrophe losses	- 12.1	- 5.6		6.4	- 6.5
Other than above	- 68.3	- 69.9		- 1.5	- 67.9
Business expenses (Private insurance)	- 45.3	- 44.8		0.5	- 45.0
Provision/Reversal of catastrophe loss reserves	3.0	- 0.6		- 3.6	- 0.6
Auto	- 2.7	12.1		14.9	- 2.8
Fire	2.7	- 13.3		- 16.0	2.6
Provision/Reversal for nat-cat underwriting reserves	- 1.8	0.0		1.9	0.0
Provision/Reversal of underwriting result for the first year*3	- 2.1	- 5.3		- 3.1	- 5.7
Net investment income (loss) and other	3.6	17.2	0.2	13.6	16.7
Net investment income/loss	4.0	17.5		13.5	17.0
Interest and dividends	4.7	4.0		- 0.6	4.0
Gains/Losses on sales of securities	3.1	14.9		11.8	14.9
Impairment losses on securities	- 1.2	- 0.1		1.1	-
Gains/Losses on derivatives	- 0.9	- 0.3		0.5	- 0.4
Ordinary profit/loss	5.7	23.5		17.7	22.9
Extraordinary gains/losses	- 0.0	- 0.6		- 0.5	- 0.6
Net income/loss	3.7	17.0	1.1	13.3	16.0

*1 Excluding provision for nat-cat underwriting reserves

*2 Including loss adjustment expenses

*3 Provision for the general underwriting reserves excluding provision for unearned premiums

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.

+ 1.0 from FY2020 projections

Underwriting Profit

Increased JPY4.0 billion YoY to JPY6.8 billion, mainly due to the following factors

- Net premiums written (Private insurance):
 - Increase in auto insurance due to rate revision and higher rate of policies with riders
 - Increase in sales of specialty insurance
- Net incurred losses (Private insurance):
 - Decrease in natural catastrophes
 - Increase in small size losses in fire and large losses in specialty insurance despite lower traffic accidents frequency due to COVID-19 related stay at home policies
- Catastrophe loss reserves:
 - Decrease in takedown of the reserves due to smaller claims paid for natural catastrophes
 - ※Increase/Decrease of provision in auto and fire is mainly due to balance transfer between the lines
- Provision/Reversal of underwriting result for the first year:
 - Increase due to a drop in net incurred losses in auto insurance

Net Investment Income and Other

- Increased JPY13.6 billion YoY to JPY17.2 billion, chiefly owing to an increase in gains on sales of business-related equities

Net Income

- Rose JPY13.3 billion YoY to JPY17.0 billion due to the above factors, etc.

Domestic Non-Life: NF FY2021 Projections

Underwriting profit is projected to increase by JPY8.0 billion YoY to JPY14.8 billion mainly due to reductions in various reserves.

Net investment income and other is projected to decrease by JPY12.0 billion YoY to JPY5.1 billion mainly due to a reaction to gains on sales of securities in FY2020.

Net income is projected to decrease by JPY5.6 billion YoY to JPY11.4 billion due to the above factors.

	(billions of JPY)		
	FY2020 Results	FY2021 Projections	YoY Change
Underwriting profit/loss	6.8	14.8	8.0
(Underwriting profit/loss; excluding provision/reversal of catastrophe loss reserves)	7.4	11.5	4.0
Net premiums written (Private insurance)	133.5	133.8	0.3
Net premiums earned (Private insurance)*1	133.1	134.4	1.2
Net incurred losses (Private insurance)*2	- 75.6	- 78.1	- 2.4
Natural catastrophe losses	- 5.6	- 4.0	1.6
Other than above	- 69.9	- 74.1	- 4.1
Business expenses (Private insurance)	- 44.8	- 45.7	- 0.9
Provision/Reversal of catastrophe loss reserves	- 0.6	3.3	3.9
Auto	12.1	- 2.8	- 15.0
Fire	- 13.3	6.7	20.1
Provision/Reversal for nat-cat underwriting reserves	0.0	0.0	- 0.0
Provision/Reversal of underwriting result for the first year*3	- 5.3	0.9	6.2
Net investment income (loss) and other	17.2	5.1	- 12.0
Net investment income/loss	17.5	5.4	- 12.0
Interest and dividends	4.0	3.8	- 0.2
Gains/Losses on sales of securities	14.9	3.2	- 11.6
Impairment losses on securities	- 0.1	-	0.1
Gains/Losses on derivatives	- 0.3	- 0.1	0.1
Ordinary profit/loss	23.5	19.5	- 4.0
Extraordinary gains/losses	- 0.6	- 3.5	- 2.9
Net income/loss	17.0	11.4	- 5.6

*1 Excluding provision for nat-cat underwriting reserves

*2 Including loss adjustment expenses

*3 Provision for the general underwriting reserves excluding provision for unearned premiums

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

Projected to increase by JPY8.0 billion YoY to JPY14.8 billion mainly due to the following factors:

- Net premiums written (Private insurance):
 - ➡ Sales expansion and Increase in auto insurance due to higher rate of policies with riders
 - ➡ Increase in specialty insurance due to sales expansion
- Net incurred losses (Private insurance):
 - ➡ Higher traffic accident frequency in auto insurance
 - ➡ Decrease in natural catastrophes
- Catastrophe loss reserves:
 - Increase in the takedown due to a rise in the W/P loss ratio in fire
 - ※ Increase/Decrease of provision in auto and fire is the reversal effect of balance transfer between the lines in FY2020.
- Provision/Reversal of underwriting result for the first year:
 - ➡ Reaction to provisions in auto insurance in FY2020

— Net Investment Income and Other

- ➡ Projected to decrease JPY12.0 billion YoY to JPY5.1 billion mainly due to a reaction to gains on sales of business-related equities in FY2020

— Net Income:

- ➡ Projected to decrease JPY5.6 billion YoY to JPY11.4 billion due to the above factors, etc.

Adjusted Net Income (Group total)

Enhancing transparency and comparability /
Linking with shareholder return

- For the Group total, “**Adjusted Net Income**” based on financial accounting is used from the perspective of enhancing transparency and comparability as well as linking with shareholder return
- Profit indicator for the Group total as the base for calculating capital efficiency (adjusted ROE) and source of dividends
- Calculation methods have been partially revised from FY2021 to enhance transparency and comparability

Business Unit Profit

Creating long-term corporate value

- For each business domain, “**Business Unit Profits**” is used from the perspective of accurately assessing corporate value including economic value, etc. for the purpose of long-term expansion
- KPIs for life insurance business are based on Net Income from FY2021

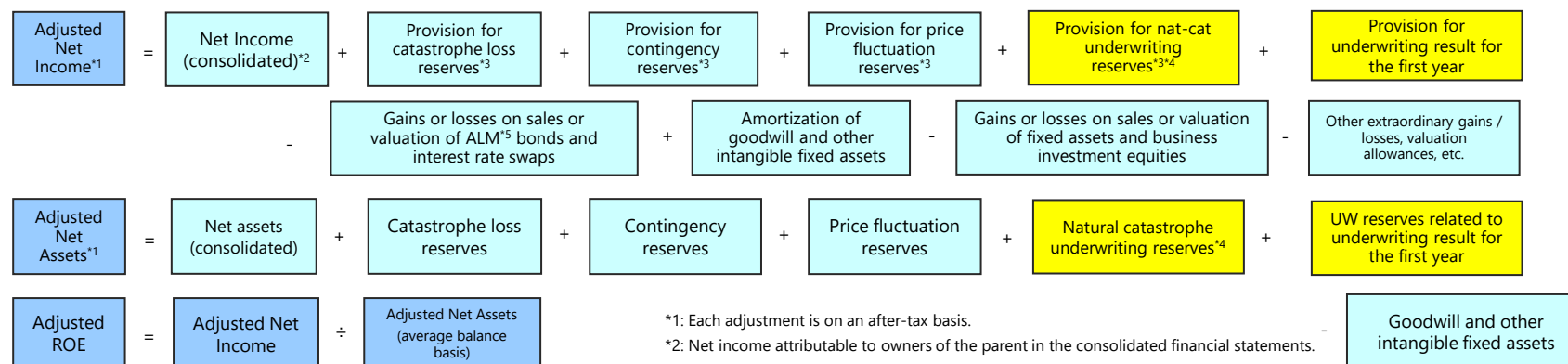
<Main differences>

		Adjusted Net Income	Business Unit Profit
Domestic Non-life	Gains or losses on sales of business-related equities	Included	Excluded
	Provision for reserves of capital nature, etc.	Excluded	Excluded
Other than the above	Amortization expense of goodwill and other intangible fixed assets	Excluded	Excluded

Definition of KPIs 2

*Definition been partially revised from FY2021 to enhance transparency and comparability (parts highlighted in yellow)

Definition of Adjusted Net Income / Adjusted Net Assets / Adjusted ROE



*1: Each adjustment is on an after-tax basis.

*2: Net income attributable to owners of the parent in the consolidated financial statements.

*3: In case of reversal, it is subtracted from the equation.

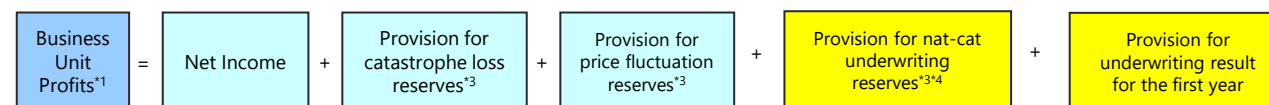
*4: Unearned fire insurance premiums corresponding to large natural catastrophe risk.

*5: ALM: Asset Liability Management. Excluded since it is counter balance of ALM related liabilities.

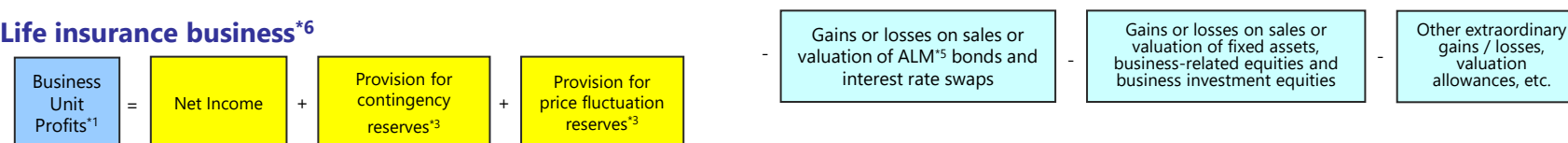
*6: For the overseas life insurance companies, Business Unit Profit is calculated by using the definition in Other businesses.

Definition of Business Unit Profits

Non-life insurance business

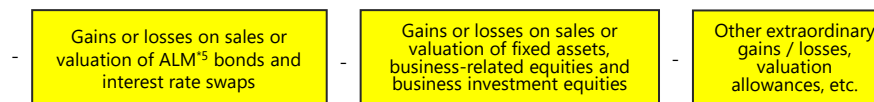


Life insurance business^{*6}

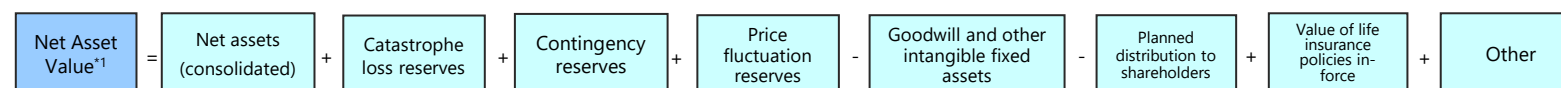


Other businesses

Net income determined in accordance with financial accounting principles



Definition of Net Asset Value



Reconciliation of Adjusted Net Income: FY2020 Results

Adjusted Net Income for FY2020 rose by JPY49.4 billion YoY to JPY336.1 billion.

● Reconciliation^{*1}

Note: Factors positive to profit are shown with a plus sign

(billions of JPY)

	FY2019 Results	FY2020 Results	YoY Change
Net income attributable to owners of the parent (consolidated)	259.7	161.8	-97.9
Provision for catastrophe loss reserves ^{*2}	-49.7	+53.2	102.9
Provision for contingency reserves ^{*2}	+0.8	+1.4	0.6
Provision for price fluctuation reserves ^{*2}	+6.9	+7.1	0.2
Gains or losses on sales or valuation of ALM ^{*3} bonds and interest rate swaps	-12.5	+3.6	16.1
Gains or losses on sales or valuation of fixed assets and business investment equities	+8.5	+8.2	-0.3
Amortization of goodwill and other intangible fixed assets	+77.7	+88.1	10.3
Other extraordinary gains/losses, valuation allowances, etc.	-4.8	+12.4	17.3
Adjusted Net Income	286.7	336.1	49.4

*1 Each adjustment is on an after-tax basis.

*2 In case of reversal, it is subtracted from the equation.

*3 ALM: Asset Liability Management. Excluded since it is the counter-balance of ALM related liabilities.

● Provision for catastrophe loss reserves:

➡ Increased mainly due to a decrease in natural catastrophes and the impact of COVID-19 in Domestic Non-life

● Gains or losses on sales or valuation of ALM bonds and interest rate swaps:

➡ Improved mainly due to a reaction to the losses on sales in FY2019

● Amortization of goodwill and other intangible fixed assets:

➡ Increased mainly due to the consolidation of Pure

● Other extraordinary gains or losses, valuation allowances, etc.:

➡ Increased mainly due to allowances for sales and valuation losses on equities of overseas subsidiaries, etc.

Reconciliation of Adjusted Net Income: FY2021 Projection

Adjusted Net Income for FY2021 is projected to rise by JPY24.3 billion YoY to JPY424.0 billion

● Reconciliation^{*1}

(billions of JPY)

Note: Factors positive to profit are shown with a plus sign

	FY2020 Results	FY2021 Projections	YoY Change
Net income attributable to owners of the parent (consolidated)	161.8	315.0	153.1
Provision for catastrophe loss reserves ^{*2}	+53.2	+33.0	-20.2
Provision for contingency reserves ^{*2}	+1.4	+0.0	-1.4
Provision for price fluctuation reserves ^{*2}	+7.1	+7.0	-0.1
Provision for nat-cat underwriting reserve ^{*2,3}	+5.9	-0.0	-5.9
Provision for underwriting result for the first year	+57.5	-27.0	-84.5
Gains or losses on sales or valuation of ALM ^{*3} bonds and interest rate swaps	+3.6	+1.0	-2.6
Gains or losses on sales or valuation of fixed assets and business investment equities	+8.2	-0.0	-8.2
Amortization of goodwill and other intangible fixed assets	+88.1	+94.0	5.8
Other extraordinary gains/losses, valuation allowances, etc.	+12.4	-0.0	-12.4
Adjusted Net Income	399.6	424.0	24.3

*1 Each adjustment is on an after-tax basis.

*2 In case of reversal, it is subtracted from the equation.

*3 Unearned premiums for fire insurance corresponding to the risk of large-scale natural catastrophes

*4 ALM: Asset Liability Management. Excluded since it is the counter-balance of ALM related liabilities.

- Provision for catastrophe loss reserves:
 - ➡ Decrease mainly due to a reaction to a decrease in natural catastrophes and the impact of COVID-19 in Domestic Non-life
- Provision of underwriting result for the first year:
 - ➡ Decrease mainly due to a reaction to a decrease in natural catastrophes and the impact of COVID-19 in Domestic Non-life
- Other extraordinary gains or losses, valuation allowances, etc.:
 - ➡ Decrease mainly due to the reversal effect of allowances for sales and valuation losses on equities of overseas subsidiaries, etc.

Adjusted Net Assets / ROE (FY2020 Results and FY2021 Projections)



(billions of JPY)

Adjusted Net Assets*1

	FY2020 Results	FY2021 Projections	YoY Change
Net assets(consolidated)	3,664.0	3,822.0	157.9
Catastrophe loss reserves	+744.7	+777.0	32.2
Contingency reserves	+43.1	+43.0	-0.1
Price fluctuation reserves	+92.2	+99.0	6.7
Nat-Cat underwriting reserves	+22.5	+22.0	-0.5
Provision of underwriting result for the first year	+84.8	+57.0	-27.8
Goodwill and other intangible fixed assets	-851.7	-791.0	60.7
Adjusted Net Assets	3,799.8	4,032.0	232.1

*1 Each adjustment is on an after-tax basis

Adjusted ROE

	FY2020 Results	FY2021 Projections	YoY Change
Net income(consolidated)	161.8	315.0	153.1
Net assets(consolidated)*2	3,518.0	3,743.0	225.0
Financial accounting basis ROE	4.6%	8.4%	3.8pt

	FY2020 Results	FY2021 Projections	YoY Change
Adjusted Net Income	399.6	424.0	24.3
Adjusted Net Assets*2	3,542.3	3,916.0	374.0
Adjusted ROE	11.3%	10.8%	-0.5pt

*2 average balance basis

Business Unit Profits (FY2020 Results and FY2021 Projections)



(billions of JPY)

Business Domain	FY2020 Results ^{*3}	FY2021 Projections	YoY Change
Domestic Non-Life	191.5	145.0	-46.5
TMNF	175.3	139.0	-36.3
Domestic Life^{*1}	52.7	48.0	-4.7
TMNL	52.7	48.0	-4.7
International Insurance	91.6	167.0	75.3
North America	116.3	149.0	32.6
Philadelphia	39.9	38.0	-1.9
Delphi	45.6	65.0	19.3
TMHCC	25.3	44.0	18.6
Europe	-12.4	8.0	20.4
South & Central America	10.9	6.0	-4.9
Asia & Oceania	-6.0	14.0	20.0
Middle East & Africa	0.6	1.0	0.3
International Non-Life ^{*2}	97.3	173.0	75.6
International Life	-0.5	-5.0	-4.4
Pure	8.2	13.0	4.7
Financial & General	7.3	4.0	-3.3

*1: Excluding capital transactions

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

*3: Based on the new definition (see p. 36 for details)

Reconciliation of Business Unit Profits (FY2020 Results and FY2021 Projections)



(billions of JPY)

Domestic Non-life*1 (TMNF)

	FY2020 Results	FY2021 Projections	YoY
Net income for accounting purposes	109.3	220.0	110.6
Provision for catastrophe loss reserves*2	+52.0	+36.6	-15.4
Provision for price fluctuation reserves*2	+4.4	+4.4	0.0
Provision for nat-cat underwriting reserves*2,3	+6.0	-	-6.0
Provision for underwriting result for the first year	+53.7	-26.4	-80.1
Gains or losses on sales or valuation of ALM*3 bonds and interest rate swaps	+1.1	+0.7	-0.3
Gains or losses on sales or valuation of fixed assets, business-related equities, and business investment equities	-58.5	-59.4	-0.8
Intra-group dividends	-43.9	-52.8	-8.9
Other extraordinary gains/losses, valuation allowances, etc	+51.0	+16.4	-34.6
Business Unit Profits	175.3	139.4	-35.8

*1 Each adjustment is on an after-tax basis.

*2 In case of reversal, it is subtracted from the equation.

*3 Unearned premiums for fire insurance corresponding to the risk of large-scale natural catastrophes

*4 ALM: Asset Liability Management. Excluded since it is the counter-balance of ALM related liabilities.

*5 Extra ordinary gains/losses, head office expenses, etc.

*6 Based on the previous definition

Domestic Life*1

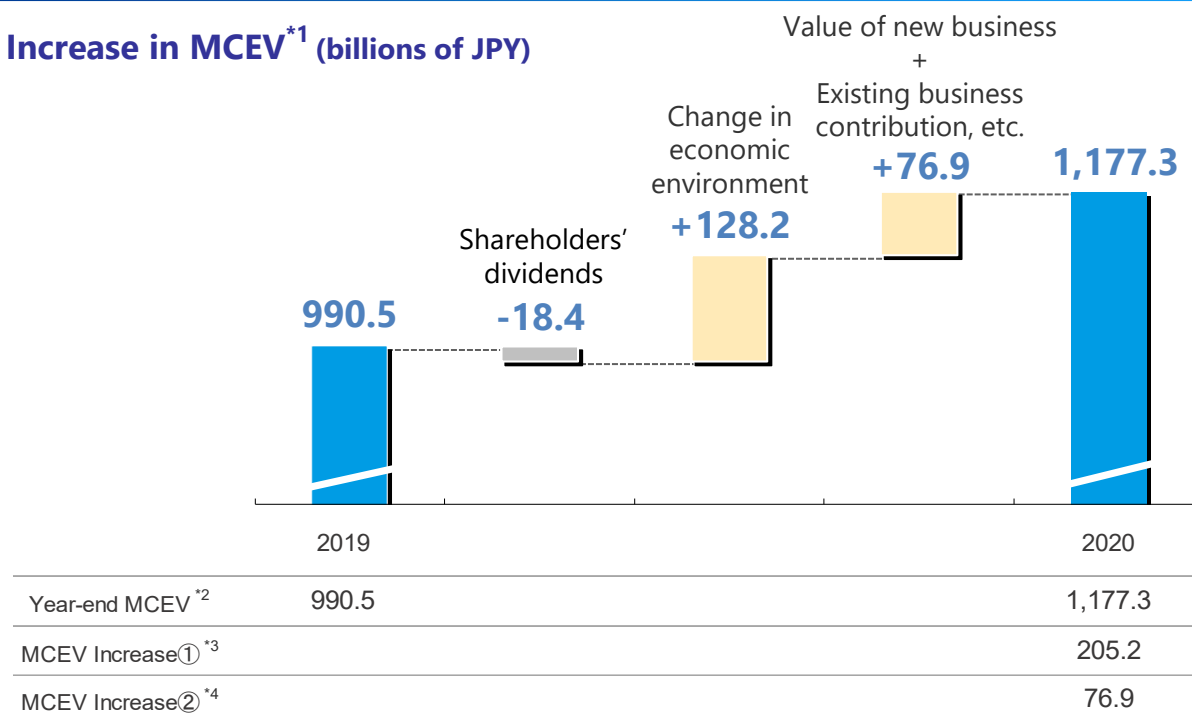
	FY2020 Results	FY2021 Projections	YoY
Net income for accounting purposes	46.4	47.0	0.5
Provision for contingency reserves*2	+ 1.1	+ 0.3	- 0.8
Provision for price fluctuation reserves*2	+ 2.5	+ 0.9	- 1.6
Gains or losses on sales or valuation of ALM*3 bonds and interest rate swaps	+ 2.5	+ 0.5	- 2.0
Gains or losses on sales or valuation of fixed assets, business-related equities, and business investment equities	0.0	0.0	-
Other extraordinary gains/losses, valuation allowances, etc	-	-	-
Business Unit Profits	52.7	48.0	- 4.7

International Insurance*1

	FY2020 Results*6	FY2021 Projections
Overseas subsidiaries Net income for accounting purposes	130.7	184.0
Difference with EV (Life)	+5.0	
Adjustment of non-controlling interests	-2.1	
Difference of subsidiaries covered	-44.7	
Other adjustments*5	+12.2	
Business Unit Profits	101.1	167.0

TMNL Supplement on MCEV

● Breakdown of Increase in MCEV^{*1} (billions of JPY)



*1: Figures are before review by an independent third party

*2: Figures are after payment of shareholders' dividends of the prior fiscal year

*3: Excluding the effects of payment of shareholders' dividends

*4: Excluding the effects of payment of shareholders' dividends and changes in economic environment

● Break down of MCEV Balance & Value of New Business, etc. (billions of JPY)

	FY2019	FY2020	YoY Change
Fiscal Year-end MCEV	990.5	1,177.3	186.8
Adjusted net worth	1,113.0	854.6	- 258.3
Value of in-force	- 122.4	322.7	445.2
Value of new business	37.3	55.0	17.7
Value of new business + Existing business contribution	62.8	88.9	26.1

Note: Figures are before review by an independent third party

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For further information...

Investor Relations Group, Corporate Planning Dept.

Tokio Marine Holdings, Inc.

URL : www.tokiomarinehd.com/en/inquiry/

Tel : +81-3-3285-0350

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