

*To Be a **Good Company***

# Overview of 3Q FY2022 Results

February 14, 2023



TOKIOMARINE

**Tokio Marine Holdings**

## Highlight

● Key Messages	.....	3
● Executive Summary		
– Top Line 3Q Results	.....	4
– Adjusted Net Income 3Q Results	.....	5
● Adjusted Net Income:		
Major Change Factors from Nov. Projections	.....	6
● Update on Impact of COVID-19 in Taiwan	.....	7

## 3Q FY2022 Results

– Adjusted Net Income	.....	9
– Natural Catastrophes	.....	10

### ● Domestic Non-Life (TMNF)

– Results	.....	11
– Net Premiums Written	.....	12
– Net Incurred Loss	.....	13
– Combined Ratio	.....	14
– Asset Management	.....	15

### ● Domestic Life (TMNL)

– Results	.....	16
-----------	-------	----

### ● International

– Net Premiums Written	.....	17
– Business Unit Profits	.....	19
– Results (PHLY)	.....	21
– Results (DFG)	.....	22
– Results (TMHCC)	.....	23

## Reference

– Consolidated Net Income	.....	25
– Definition of KPIs	.....	26
– Reconciliation of Adjusted Net Income	...	28
– Reconciliation of Business Unit Profits	...	29
– Impacts of FX Rate Change on the Group's Financial Results	.....	30

#### ◆ Abbreviations used in this material

➤ TMNF: Tokio Marine & Nichido Fire Insurance Co., Ltd.	
➤ TMNL: Tokio Marine & Nichido Life Insurance Co., Ltd.	
➤ PHLY: Philadelphia	
➤ DFG: Delphi	➤ TMK: Tokio Marine Kiln
➤ TMHCC: Tokio Marine HCC	➤ TMSR: Tokio Marine Seguradora

(Blank Page)

**3Q results was  
in line with  
November  
projections  
82.0% progress rate**

- Adjusted net income in 3Q was JPY327.8bn, making a steady progress with the 82.0% progress rate (past five years' average progress rate\*1: 75.7%) against the full-year projections announced in November 2022 (hereinafter, the "November projections")
- Adjusted net income shrank -JPY145.1bn YoY mainly due to increases in net incurred losses related to COVID-19 and natural catastrophes

**No revision to  
full-year  
projections**

- There will be no revision to the November projections of adjusted net income (JPY400.0bn) due to the following reasons:
  - 1) Although there are negative factors such as adverse development of COVID-19 losses in Taiwan (-JPY15.0bn) and increase in losses related to overseas natural catastrophes (-JPY6.0bn) mainly due to Winter Storm Elliott in North America,
  - 2) these negative factors will be offset by an upturn in profits in overseas businesses that continue strong performance and greater-than-expected gains on sale of business-related equities etc.

**Basic trend,  
excl. one-time  
factors,  
remains strong**

- Adjusted net income on a normalized basis excluding one-time factors\*2 such as COVID-19 and natural catastrophes is projected at around JPY580.0bn, exceeding the November projections (JPY560.0bn)
- Current trend remains strong toward achieving the world's top-class EPS growth

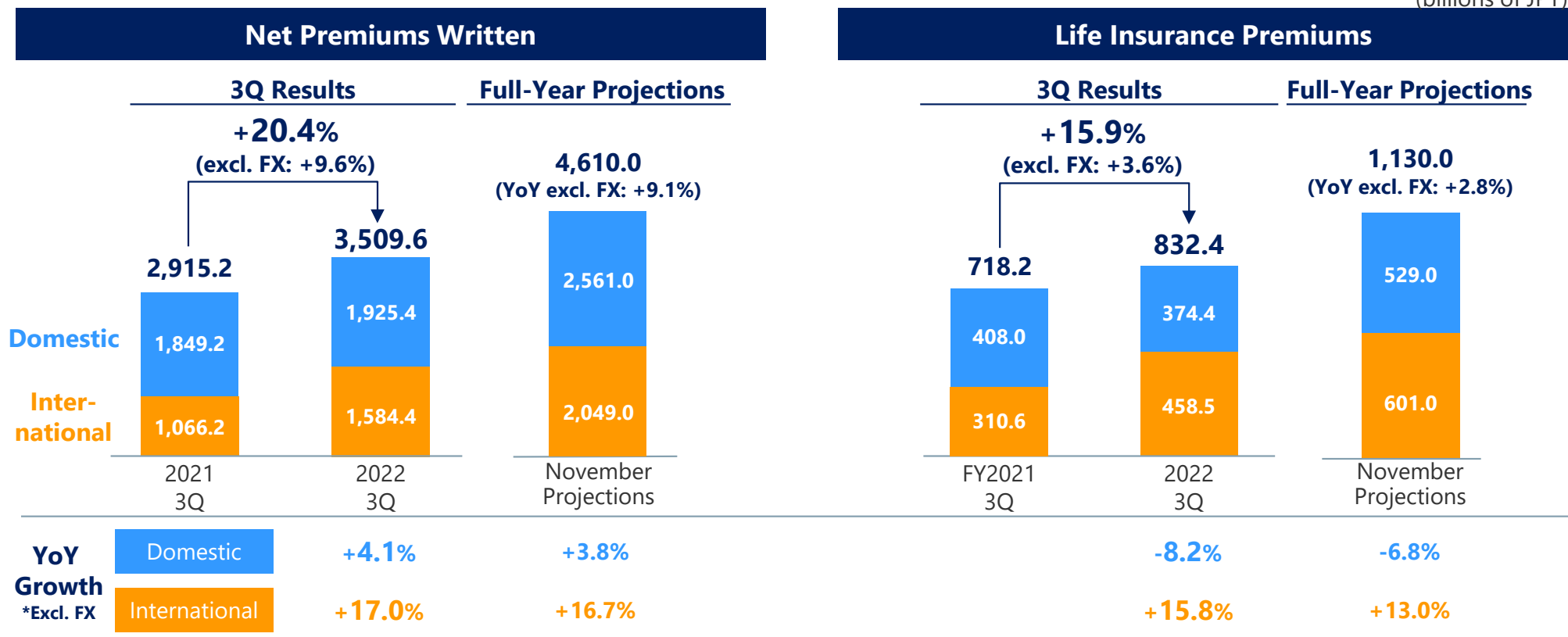
\*1: Progress rate of 3Q results against the projection made in November in FY2017-2021; the same shall apply hereinafter.

\*2: Nat. catastrophes, COVID-19, capital gains in North America, gains from sale of business-related equities (for part of sale exceeding JPY100bn), impact of FX, war, and South African floods

# Executive Summary: Top-Line 3Q Results

- 3Q results remained strong and made steady progress towards November projections, mainly due to rate increases and expansion of underwriting for overseas and increased premiums for domestic fire insurance, resulting in net premiums written increasing by +20.4% (+9.6% excl. FX) and life insurance premiums increasing by +15.9% (+3.6% excl. FX)

(billions of JPY)



### [Domestic]

- Strong performance mainly due to increase in fire insurance premium with rate revisions. In line with November projections

### [International]

- Strong performance leveraging on market hardening with continued rate increases with strict underwriting discipline and expansion of underwriting, etc. In line with November projections

### [Domestic]

- Expect to be mostly in line for full-year despite decline in premiums YoY due to increased cancellations of corporate insurance

### [International]

- Strong performance thanks to rate increases and expansion of underwriting mainly for MSL\* at TMHCC and disability insurance at DFG. In line with November projections

# Executive Summary : Adjusted Net Income 3Q Results

**[Group Results (Adjusted net income)] JPY327.8bn (progress rate against November projections: 82.0%)**

- The results of domestic businesses exceeded the November projections mainly due to a reduction in the negative impact of FX thanks to the appreciation of JPY. Group results were in line with the November projections as robust performances of key international businesses\*<sup>1</sup> offset the impact of Hurricane Ian and COVID-19 in Taiwan

## [Business Unit Profits]

**[TMNF] JPY63.0bn** (Progress rate vs Nov. projections: 121.3%)

- Exceeded Nov. projections mainly due to the reduced negative impact of FX (e.g., provision for foreign currency denominated loss reserves) since JPY became stronger than when Nov. projections was made
- Progress rate against Nov. projections excl. FX effects is around 80%, which is close to our projection

**[TMNL] JPY15.3bn** (Progress rate vs Nov. projections: 57.0%)

- Progressed smoothly vs Nov. projections, considering the COVID-related losses is inclined to 1H and 4Q posting of distributions from investments entrusted to DFG

**[International] JPY187.3bn** (Progress rate vs Nov. projections: 74.9%\*<sup>2</sup>)

- Progressed smoothly vs Nov. projections as strong performances in key businesses\*<sup>1</sup>, etc. offset the impact of Hurricane Ian and COVID-19 losses in Taiwan.

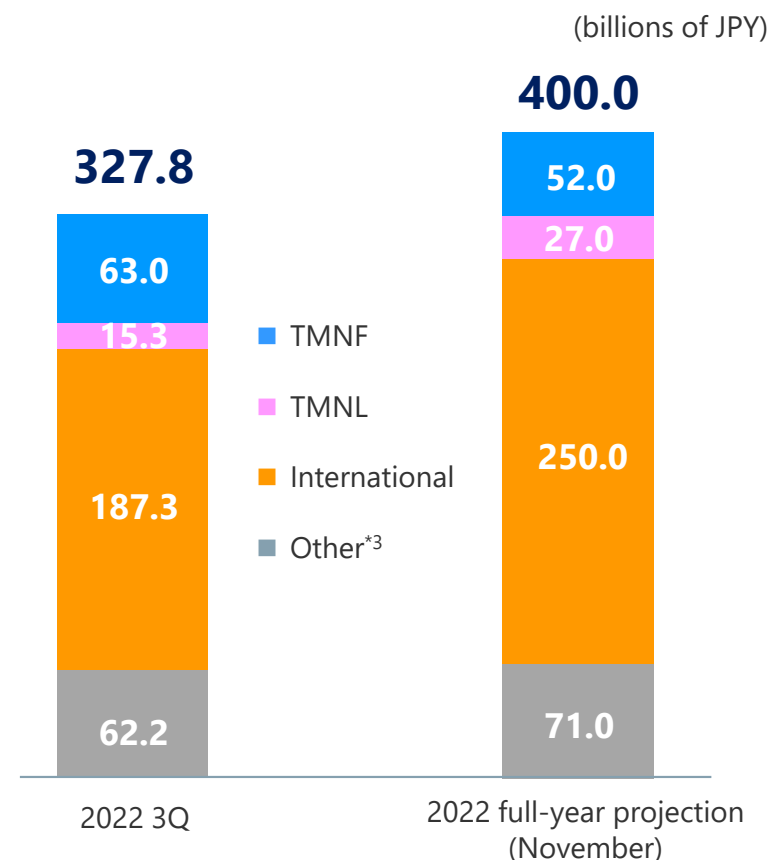
\*1: PHL, DFG, TMHCC, TMK, TMSR, Pure

\*2: Excluding FX

\*3: Domestic non-life other than TMNF, financial and other businesses; gains/losses on sale of business-related equities, etc.; the same shall apply hereinafter.

Progress rate vs Nov. projections **82.0%**

(Ave. progress rate in past 5 years: **75.7%**)

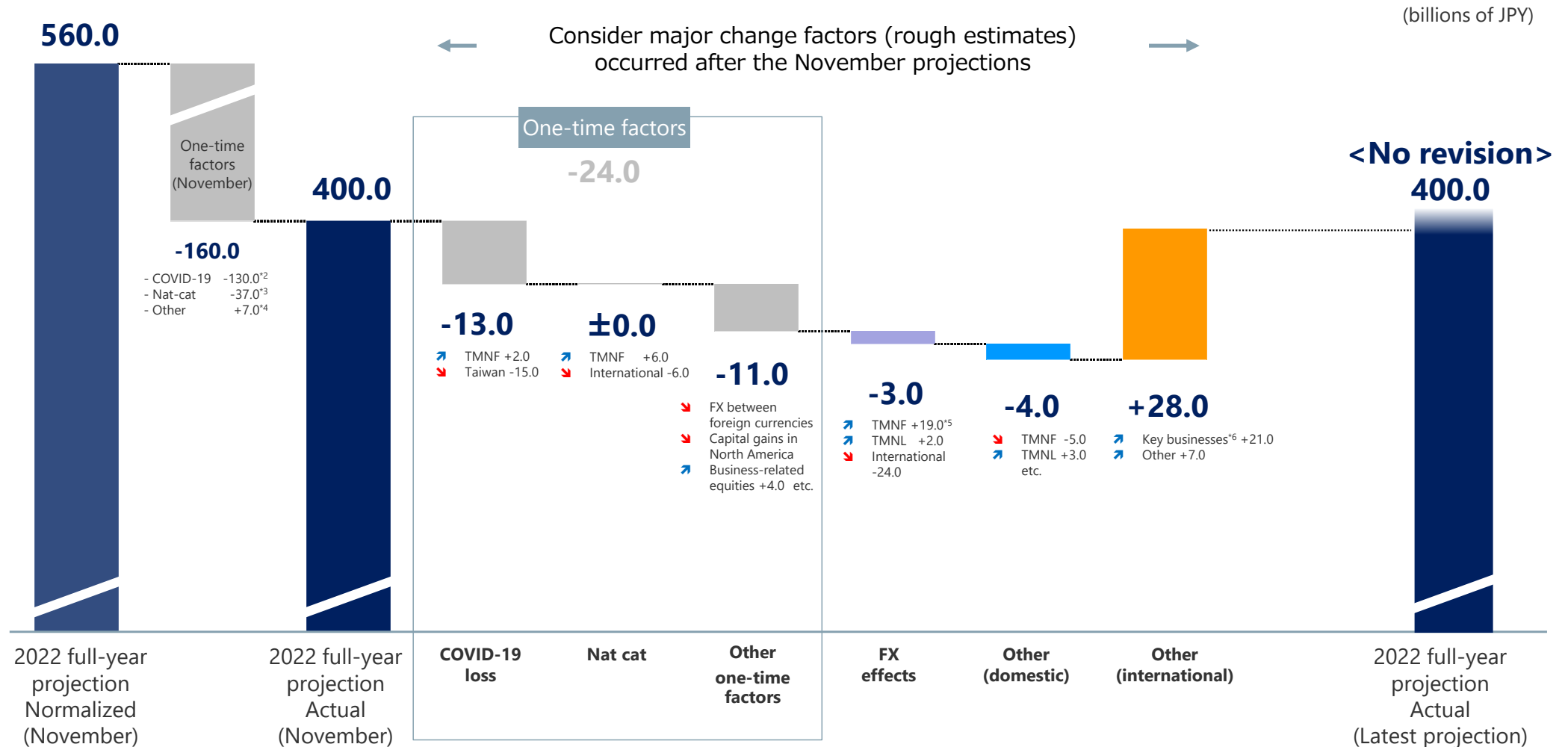




# Adjusted Net Income: Major Change Factors from Nov. Projections (Projection/Preliminary Basis)

[Group Results (Adjusted net income)] No revision to November projections (Actual) of JPY400.0bn

- No revision to Nov. projections (Actual) (JPY400.0bn) as we expect that an uptick in business unit profits of international businesses that are performing well especially in developed markets will offset the negative impact of one-time factors such as COVID-19 in Taiwan and Winter Storm Elliott in North America
- Full-year adjusted net income excl. one-time factors is projected around JPY580.0bn\*1, maintaining a strong basic trend



\*1: An estimate reflecting 4Q preliminary figures of key international businesses \*2: TMNF -25.0; TMNL -9.0; Taiwan -96.0 \*3: Domestic non-life -37.0; International ±0.0

\*4: Mainly FX between foreign currencies +11.0; capital gains in North America, etc. -9.0; war -11.0; business-related equities +5.0 (part of sale exceeding JPY100.0bn); South African floods -3.0; impact of rounding

\*5: Negative impact of FX shrinks from -41.0 to -22.0 as JPY appreciates from end of September \*6: PHLI, DFG, TMHCC, TMK, TMSR, Pure

# Executive Summary: Update on Impact of COVID-19 in Taiwan

- Full-year impact of COVID-19 in Taiwan is projected at -JPY101.0bn (our share, adverse develop by -JPY10.0bn (-JPY15.0bn excl. FX) vs November projections) mainly because the peak of the third wave has arrived earlier than expected

	<b>FY2022 claims projection</b> (TMNewa 100% basis)	<b>Estimated infection rate*<sup>1</sup></b>	<b>Net loss to be recognized by TMHD</b> (our share, after tax)
<b>November Projection</b> (with FX rate as of Sep. 30, 2022)	<b>-JPY207.7bn*<sup>2</sup></b>	<b>44%</b>	<b>-JPY91.0bn*<sup>2,3</sup></b> (of which, COVID-19 loss is -JPY96.0* <sup>2</sup> )
<b>Latest Projection</b> (with FX rate as of Dec. 31, 2022)	<b>-JPY227.2bn</b>	<b>44%</b> *Infection rate as of Jan. 31, 2023 was 42%	<b>-JPY101.0bn*<sup>3</sup></b> (of which, COVID-19 loss is -JPY106.0)

\*1: Includes certain level of risk buffer, with the projection rate of Taiwan

\*2: FY2022 claims projection: -JPY197.0bn, Net loss: -JPY86.0bn, COVID-19 loss: -JPY91.0bn with FX rate as of Dec. 31, 2022

\*3: Includes underwriting profits, etc., other than COVID-19 losses





# 3Q FY2022 Results

[Reference]	Applied FX Rate (USD/JPY)	
	FY2021	FY2022
End of December (Domestic Non-Life & Life)	JPY115.02 (-JPY4.31 from Mar. 31, 2021)	JPY132.70 (-JPY10.31 from Mar. 31, 2022)
End of September (International)	JPY111.92 (-JPY8.42 from Dec. 31, 2020)	JPY144.81 (-JPY29.79 from Dec. 31, 2021)

\*For full-year projections (November), FX rates as of Sep. 30, 2022 were used for all segments including domestic non-life, life, and international

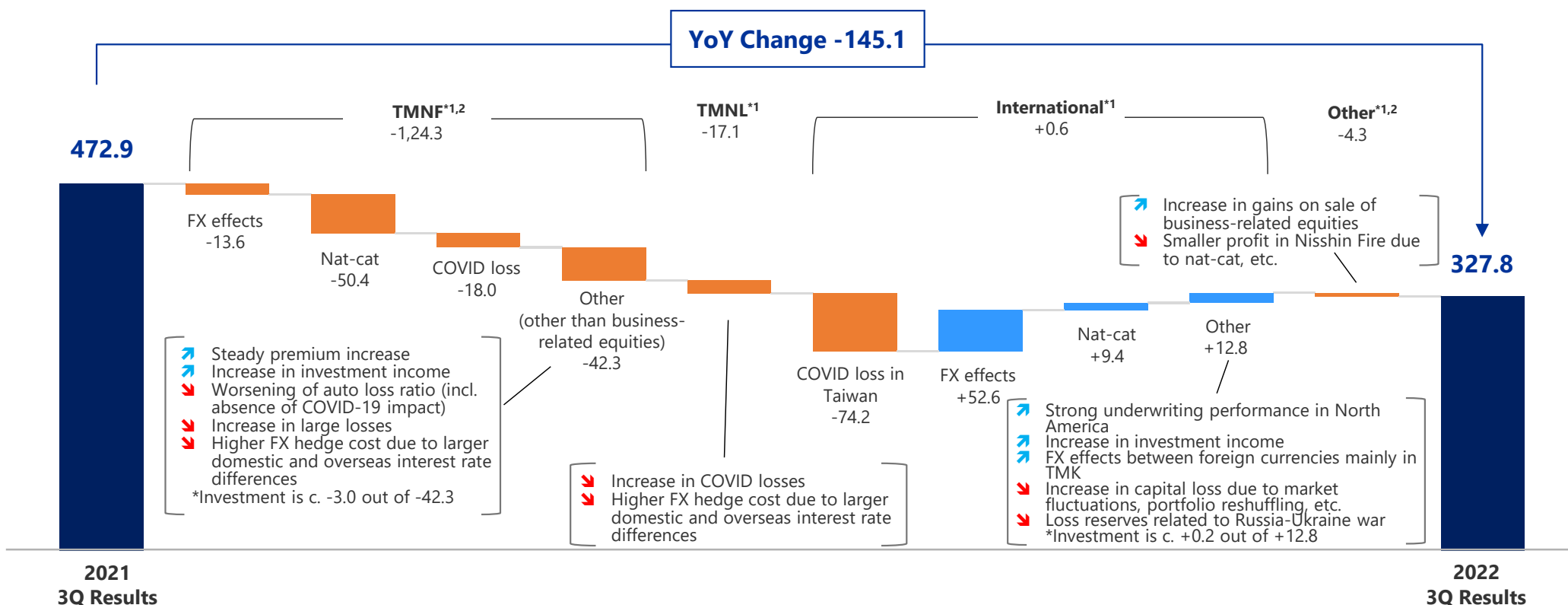
# Consolidated Results: 3Q Adjusted Net Income (YoY Change)

Consolidated	Domestic Life
Domestic Non-Life	International



Adjusted net income in 3Q fell -JPY145.1bn YoY to JPY327.8bn mainly due to one-time factors such as COVID-19 (Taiwan/Japan) and natural catastrophes mainly in Japan

## Adjusted Net Income (billions of JPY)



\*1: All figures are on a business unit profit basis. (Other: Domestic non-life other than TMNF or financial and other businesses; gains/losses on sale of business-related equities, consolidation adjustments, etc.)

\*2: Capital gains from the sale of business-related equities are not included in business unit profits but are included in adjusted net income.

- Net incurred losses relating to natural catastrophes in 3Q rose JPY73.5bn YoY to JPY147.3bn (before tax)
- No revision to full-year projections (Nov. projections: JPY183.0bn for group total; before tax)

## Net incurred losses relating to natural catastrophes (on a business unit profit basis; billions of JPY)

	2021 3Q Results	2022 3Q Results	YoY Change <sup>*2</sup>	FY2022 projections (November)
Before Tax				
Domestic Non-Life <sup>*1</sup>	26.8	99.3	+72.4	125.0
International	47.0	48.0	+1.0	58.0
Total	73.8	147.3	+73.5	183.0
After Tax <sup>*3</sup>				
Domestic Non-Life <sup>*1</sup>	19.3	71.6	+52.2	90.1
International	37.3	37.0	-0.2	45.0
Total	56.6	108.6	+51.9	135.1

※ No revision to the full-year group total projection although certain fluctuations are expected for both domestic and international as stated in page 6 (e.g., reduction in losses relating to Typhoons Nanmadol and Talas, impact of Winter Storm Elliott in North America).

## Major natural catastrophes in FY2022 (natural catastrophes above a certain scale)

[Domestic <sup>*1</sup> ]	Gross incurred losses <sup>*4</sup>	[International]	Net incurred losses <sup>*4</sup>
Typhoon Nanmadol	JPY37.7bn (c. -JPY6.0bn vs Nov. Projection)	Hurricane Ian	JPY32.8bn
Hailstorm (June 2022)	JPY30.9bn	Winter Storm Elliott (North America)	JPY15.0bn (estimate) (Not included in above 3Q results)
Typhoon Talas	JPY15.7bn (c. -JPY3.0bn vs Nov. Projection)		

\*1: Combined total for TMNF, Nisshin Fire, and E.design

\*2: Note that "+" means a negative for profits, while "-" means a positive for profits

\*3: After-tax figures are estimates    \*4: Before tax

- Actual business unit profit progress rate towards the November projections was 121.3% mainly due to the decrease in negative impact of FX from appreciation of JPY
- Business unit profit excluding transient effects<sup>(1)</sup> was steady at JPY177.8bn (progress rate of 84.7% vs five-year average of 81.6%)
- YoY profit decrease by -JPY124.3bn, with the increase in natural catastrophes, loss ratio for auto, and COVID-19 losses, etc.

(billions of JPY, except for %)

	FY2021 3Q Results	FY2022 3Q Results	YoY Change	FY2022 Projection (November projection)	Progress rate
<b>Underwriting profit/loss</b>	<b>148.3</b>	<b>44.3</b>	- 104.0	<b>83.0</b>	53.4%
(Underwriting profit/loss: excluding (1)-(5))	211.2	128.0	- 83.1	163.1	78.5%
Net premiums written (Private insurance)	1,545.5	1,633.4	87.9	2,167.4	
Net premiums earned (Private insurance)*1	1,537.4	1,597.4	60.0	2,145.2	
Net incurred losses (Private insurance)*2	- 866.4	- 1,064.9	- 198.4	- 1,434.2	
(1)Natural catastrophe losses in Japan	- 25.1	- 95.1	- 70.0	- 120.0	
(2)Provision/Reversal of foreign currency denominated outstanding claims reserves	- 7.1	- 18.4	- 11.2	- 40.0	
Other than above	- 834.2	- 951.4	- 117.2	- 1,274.1	
Business expenses (Private insurance)	- 491.2	- 515.7	- 24.5	- 708.7	
(3)Provision/Reversal of catastrophe loss reserves	- 60.4	0.4	60.9	31.3	
Auto	- 26.8	8.6	35.4	24.7	
Fire	- 21.5	- 1.7	19.7	10.6	
(4)Provision/Reversal of nat-cat underwriting reserves	2.0	- 3.3	- 5.3	- 3.5	
(5)Provision/Reversal of underwriting result for the first year*3	27.8	32.6	4.8	52.0	
<b>Net investment income (loss) and other</b>	<b>169.2</b>	<b>206.7</b>	37.4	<b>226.1</b>	91.5%
<b>Ordinary profit/loss</b>	<b>321.2</b>	<b>252.3</b>	- 68.8	<b>311.0</b>	81.2%
<b>Extraordinary gains/losses</b>	<b>- 2.5</b>	<b>- 71.1</b>	- 68.5	<b>- 62.1</b>	114.4%
<b>Net income/loss</b>	<b>246.4</b>	<b>139.7</b>	- 106.7	<b>183.0</b>	76.4%
<b>Reconciliation of Business Unit Profits(P.29)</b>	<b>- 59.0</b>	<b>- 76.6</b>	- 17.6	<b>- 131.0</b>	58.5%
<b>Business Unit Profits</b>	<b>187.4</b>	<b>63.0</b>	<b>- 124.3</b>	<b>52.0</b>	<b>121.3%</b>

\*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

## [Progress towards November projections]

### Business Unit Profits (Actual):

- Exceeded November projections mainly due to the decrease in negative impact of FX (increase in provision for foreign currency denominated loss reserves and losses on derivatives) since JPY became stronger than when November projection was made

(actual progress rate: 121.3% vs 5Y average of 47.7%<sup>(2)</sup>)

### Business Unit Profits (excluding transient effects<sup>(1)</sup>):

- Progress mostly in line with the projections for underwriting profits and investment income / loss

(actual progress rate: 84.7% vs 5Y average of 81.6%)

## [Reference] Reserves Year on Year

### Provision / Reversal of catastrophe loss reserves:

- Increase in takedown due to increase in claims payment for hail damage and reversal of COVID-19 effects for auto

- Increase in takedown due to increase in claims payment for natural catastrophes in Japan and large losses for fire

(1) Excluding impact of natural catastrophes in Japan (-95.1), FX (-c.30.0), COVID (-c.28.0) and South African floods (-c.5.0). Figures are all before tax  
(2) 89.7% excluding FY2018 and FY2019 which were affected by the impact of large natural catastrophes

# Domestic Non-Life 2: TMNF Net Premiums Written

Consolidated	Domestic Life
Domestic Non-Life	International



- 3Q results were steady at +5.7% YoY mainly thanks to significant increase for fire. Increase for 3Q (+5.7%) exceeds full-year projection (+4.8%) as negative impact of shorter insurance period for fire will affect 4Q results

(billions of JPY, except for %)

	FY2021 3Q Results	FY2022 3Q Results	YoY		FY2022 Projection (November projection)	YoY %
			Change	%		
Fire	266.7	320.2	53.4	20.1%	408.9	13.2%
Marine	53.5	61.8	8.2	15.4%	84.7	15.3%
P.A.	129.8	143.7	13.8	10.7%	187.4	11.4%
Auto	835.6	833.4	-2.2	-0.3%	1,111.1	-0.4%
CALI	168.1	158.4	-9.6	-5.8%	214.2	-2.5%
Other	259.9	274.3	14.3	5.5%	375.4	7.3%
<b>Total</b>	<b>1,714.0</b>	<b>1,792.1</b>	<b>78.1</b>	<b>4.6%</b>	<b>2,382.0</b>	<b>4.1%</b>
<b>o/w Private insurance Total</b>	<b>1,545.5</b>	<b>1,633.4</b>	<b>87.9</b>	<b>5.7%</b>	<b>2,167.4</b>	<b>4.8%</b>

## [Progress towards November projections]

- Fire:
  - ➔ Mostly in line with the projections due to rate increase and increase in policies prior to product revision in October 2022. 3Q growth exceeds full-year projections as negative impact of shorter insurance period will affect 4Q results
- Marine:
  - ➔ Mostly in line with the projections due to logistics trend (inflation)
- P.A.:
  - ➔ Mostly in line with the projections including the increase in travel insurance due to reversal of COVID-19 effects
- Auto:
  - ➔ Mostly in line with the projections, with decrease in unit price from rate revision in January 2022 (-2.0%) covered by increase in coverage, etc.  
(Reference) Non-fleet unit price: -0.2%, Non-fleet vehicles: -0.1%
- CALI:
  - ➔ Mostly in line with the projections due to rate decrease in April 2021 (-6.7%) and impact of decrease in new vehicle sales caused by semiconductor shortage. 3Q growth is below full-year projections due to expected recovery in vehicle sales by 4Q
- Other specialty:
  - ➔ Mostly in line with the projections due to increase mainly for liability insurance, etc. 3Q growth is below full-year projections as increase in net premiums written is expected in 4Q

# Domestic Non-Life 3: TMNF Net Incurred Losses

Consolidated	Domestic Life
Domestic Non-Life	International



- Favorable to November projections due to decrease in provision for foreign currency denominated reserves due to appreciation of JPY and less than expected natural catastrophes in Japan and COVID-19 incurred losses. 3Q YoY change rate (+22.9%) is higher than full-year projections (+20.1%) due to the impact of incurred losses for fire and other specialty reported by 3Q
- YoY increase due to increase in natural catastrophes in Japan, increase in provision for foreign currency denominated loss reserves, as well as increases in COVID-19 incurred loss (c. +JPY25.0bn), South African floods (c. +JPY5.0bn), reversal of COVID-19 effects for auto, and increase in large losses, etc.

(billions of JPY, except for %)

	FY2021 3Q Results	Nat-Cat losses in Japan	FY2022 3Q Results	Nat-Cat losses in Japan	YoY		FY2022 Projection (November projection)	YoY %
					Change	%		
Fire	129.4	21.8	216.8	64.7	87.4	67.6%	292.0	39.2%
Marine	37.2	0.1	36.1	0.0	- 1.0	-2.9%	57.2	27.4%
P.A.	67.9	-	86.1	-	18.1	26.7%	124.0	30.1%
Auto	476.8	1.8	529.3	26.7	52.4	11.0%	704.5	11.0%
Other	155.0	1.2	196.5	3.5	41.4	26.8%	256.4	22.8%
<b>Total</b>	<b>866.4</b>	25.1	<b>1,064.9</b>	95.1	198.4	<b>22.9%</b>	<b>1,434.2</b>	<b>20.1%</b>

## [Progress towards November projections]

- Fire:
  - Favorable to November projections due to decrease in provision for foreign currency denominated loss reserves due to appreciation of JPY and less than expected natural catastrophes in Japan, while there is slight above-projection COVID-19 claims payment. YoY change rate for 3Q is above full-year projection due to the impact of Hurricane Ian and South African floods reported in 3Q
- Marine:
  - Favorable to the projections due to decrease in provision for foreign currency denominated loss reserves from appreciation of JPY and decrease in net incurred losses for cargo
- P.A.:
  - Favorable to the projections due to less than expected net incurred losses from COVID-19
- Auto:
  - Mostly in line with the projections due to less than expected natural catastrophes in Japan etc., despite negative impact from reversal of COVID-19 effects and increased loss cost vs projections. 4Q results expected to be slightly worse than the projections following the ongoing loss costs trend
- Other specialty:
  - Favorable to the projections due to decrease in provision for foreign currency denominated reserves from appreciation of JPY etc., offset by slight above-projection COVID-19 claims payment, YoY change rate for 3Q is above full-year projections due to the impact of large losses reported by 3Q

(Notes)

Including loss adjustment expenses in the above table

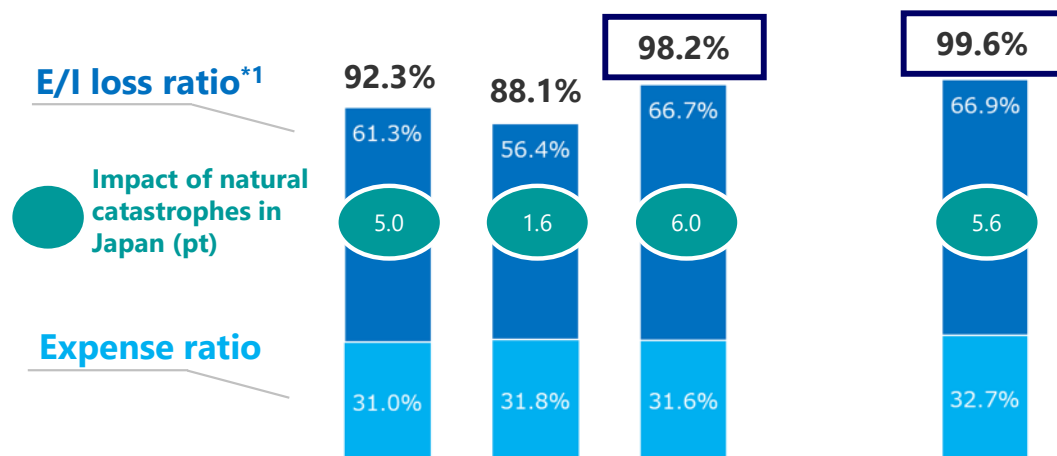
# Domestic Non-Life 4: TMNF Combined Ratio

Consolidated	Domestic Life
Domestic Non-Life	International



- E/I loss ratio is making progress slightly favorable to November projections, while expense ratio is mostly in line with the projections
- YoY expense ratio decreased due to increase in top-line, but combined ratio increased due to increase in E/I loss ratio impacted by increase in natural catastrophes in Japan, etc.

## Combined Ratio (Private insurance E/I basis)



## [Progress towards November projections]

- E/I loss ratio:
  - ➔ Slightly favorable to November projections due to decrease in provision for foreign currency denominated loss reserves from appreciation of JPY, etc.
- Expense ratio:
  - ➔ Corporate expense ratio (10.8%) was below the projections (11.9%) due to increase in top-line (progress mostly in line with projections with expected top-line for 4Q)
  - ➔ Agency commissions ratio (20.7%) performing in line with projections
- Combined Ratio:
  - ➔ Slightly favorable to the projections due to the above factors

## E/I loss ratio\*1

	FY2021 3Q Results	FY2022 3Q Results	YoY Change	FY2022 Projection (November projection)
Fire	50.0%	75.3%	25.3pt	73.2%
Marine	69.0%	58.2%	- 10.8pt	69.6%
P.A.	55.5%	65.3%	9.8pt	68.9%
Auto	57.1%	63.5%	6.4pt	63.4%
Other	58.0%	69.6%	11.6pt	68.7%
<b>Private insurance Total</b>	<b>56.4%</b>	<b>66.7%</b>	<b>10.3pt</b>	<b>66.9%</b>

(billions of JPY)

	FY2020 3Q Results	FY2021 3Q Results	FY2022 3Q Results	YoY Change	FY2022 Projection (November projection)
<b>Net premiums written</b>	<b>1,504.8</b>	<b>1,545.5</b>	<b>1,633.4</b>	87.9	<b>2,167.4</b>
<b>Net premiums earned<sup>*2</sup></b>	<b>1,484.9</b>	<b>1,537.4</b>	<b>1,597.4</b>	60.0	<b>2,145.2</b>
<b>Net incurred losses<sup>*1</sup></b>	<b>910.0</b>	<b>866.4</b>	<b>1,064.9</b>	198.4	<b>1,434.2</b>
<b>Business expenses</b>	<b>466.8</b>	<b>491.2</b>	<b>515.7</b>	24.5	<b>708.7</b>
Corporate expenses	155.2	169.6	176.9	7.3	257.3
Agency commissions	311.5	321.5	338.8	17.2	451.3

\*1 Including loss adjustment expenses

\*2 Excluding provision for nat-cat underwriting reserves

- Exceeded November projections due to decrease in losses on derivatives according to appreciation of JPY and higher than expected gains / losses on sales of securities, etc.

(billions of JPY)

	FY2021 3Q Results	FY2022 3Q Results	YoY Change	FY2022 Projection (November projection)	Progress rate
<b>Net investment income and other</b>	169.2	206.7	37.4	226.1	91.5%
<b>Net investment income</b>	197.6	240.5	42.8	266.3	90.3%
<b>Net interest and dividends income</b>	128.5	175.3	46.7	208.4	84.1%
Interest and dividends	152.5	197.6	45.1	238.0	
Dividends from domestic stocks	59.0	72.0	13.0	74.2	
Dividends from foreign stocks	45.3	80.4	35.1	99.6	
Income from domestic bonds	12.4	12.2	- 0.1	15.9	
Income from foreign bonds	1.7	1.5	- 0.2	1.6	
Income from other domestic securities*1	0.3	0.5	0.1	0.3	
Income from other foreign securities*2	24.8	20.5	- 4.3	35.2	
Transfer of investment income on deposit premiums	- 23.9	- 22.3	1.5	- 29.6	
<b>Net capital gains</b>	69.1	65.2	- 3.8	57.9	112.6%
Gains/Losses on sales of securities	75.6	79.1	3.4	92.6	
Impairment losses on securities	- 4.7	- 2.0	2.6	- 1.6	
Impairment losses on domestic stocks	- 1.5	- 0.3	1.2	- 0.5	
Impairment losses on foreign securities	- 2.5	- 1.5	0.9	- 0.9	
Gains/Losses on derivatives	- 12.5	- 40.5	- 28.0	- 79.7	
Foreign exchange gains/losses	9.9	26.4	16.4	42.5	
Others	0.7	2.2	1.5	4.0	
<b>Other ordinary income and expenses</b>	- 28.4	- 33.7	- 5.3	- 40.2	

\*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.

## [Progress towards November projections]

- Net interest and dividends income:
  - ➔ Progressed steadily towards November projections. Increased YoY due to increase in dividends income from overseas subsidiaries and business-related equities
- Net capital gains:
  - ➔ Exceeded November projections due to decrease in losses on FX related derivatives from appreciation of JPY from the projections and higher than expected gains / losses on sales of securities. Decreased YoY despite increase in FX gains from depreciation of JPY and increase in country interest rate spread, mainly due to the increase in losses on derivatives for FX related derivatives (including hedging costs) exceeding the gain
  - Sales of business-related equities for 3Q were JPY102.0bn (+JPY11.0bn YoY), with capital gains of JPY83.0bn (+JPY10.0bn YoY)



- Annualized premium of new policies for 3Q is slightly below plan (expect to be mostly in line for full-year)
- Business unit profits made steady progress considering the transient effect of COVID-19 and investment income from DFG

(billions of JPY)

	FY2021 3Q Results	FY2022 3Q Results	YoY		FY2022 Projections (November projection)	YoY %
			Change	%		
<b>Annualized Premium of New Policies</b>	37.3	38.3	0.9	2.6%	56.0	7.9%
	Results as of 2022/3E	Results as of 2022/12E	YoY		FY2022 Projections (November projection)	YoY %
			Change	%		
<b>Annualized Premium of Policies in-force</b>	810.8	801.1	- 9.6	- 1.2%	803.0	- 1.0%
	FY2021 3Q Results	FY2022 3Q Results	YoY		FY2022 Projections (November projection)	Progress
			Change	%		
<b>Ordinary income</b>	705.5	724.1	18.6	2.6%	975.0	
Insurance premiums and other	598.2	587.6	- 10.5	- 1.8%	816.0	
<b>Net income</b>	30.6	14.6	- 15.9	- 52.2%	26.0	56.4%
<b>Ordinary profit</b>	37.2	44.1	6.9	18.6%	60.0	
(-) Capital gains / losses	- 2.0	28.2	30.3	-	33.0	
(-) Non-recurring income / losses	- 0.4	- 0.7	- 0.2	-	- 1.0	
<b>Core operating profit</b>	39.7	16.6	- 23.1	- 58.3%	28.0	
<b>Business Unit Profits</b>	32.5	15.3	- 17.1	- 52.7%	27.0	57.0%

## [Progress towards November projections]

### – Annualized Premium of New Policies

- ➔ Slightly below plan (expect to be mostly in line for full-year)

### – Business Unit Profits

- ➔ Steady progress considering the following factors (incorporated in November projections):
  - COVID-19 effect is inclined to 1H
  - investment income (dividends) from DFG will be booked mainly in 4Q

# International 1: Net Premiums Written

Consolidated	Domestic Life
Domestic Non-Life	International



- 3Q results making steady progress towards November projections (strong results primarily for North America GCs incl. TMHCC)
- YoY increase of +14.1% was achieved due to the implementation of growth measures by each business (e.g., rate increases and underwriting expansion)

(billions of JPY, except for %)

		FY2021 3Q Results	FY2022 3Q Results	YoY		(Ref.) YoY % (Excluding FX effects <sup>5</sup> )	FY2022 Projections (November projection)	YoY % (Excluding FX effects <sup>5</sup> )
Applied FX rate (USD/JPY)		As of end Sep. 2021	As of end Sep. 2022	Change	%		As of end Sep. 2022	
		JPY 111.9	JPY 144.8				JPY 144.8	
Developed Markets	North America <sup>*1</sup>	1,033.2	1,481.9	448.7	43.4%	10.8%	1,893.0	8.9%
	PHLY	298.3	417.1	118.7	39.8%	8.1%	532.0	6.7%
	DFG	251.7	368.7	117.0	46.5%	13.2%	470.0	12.4%
	TMHCC	424.5	602.1	177.5	41.8%	9.6%	764.0	8.0%
	Europe <sup>*2</sup>	98.8	120.6	21.7	22.0%	10.4%	182.0	23.4%
Emerging Markets	South & Central America	92.9	182.2	89.3	96.2%	50.8%	242.0	44.9%
	Asia & Oceania <sup>*3</sup>	140.6	187.2	46.6	33.1%	13.9%	250.0	12.6%
	Middle East & Africa	25.9	31.3	5.4	20.8%	7.5%	41.0	4.1%
<b>Total Non-Life<sup>*4</sup></b>		<b>1,391.6</b>	<b>2,003.6</b>	612.0	44.0%	14.0%	<b>2,608.0</b>	12.7%
<b>Life</b>		<b>74.0</b>	<b>102.9</b>	28.8	38.9%	16.4%	<b>136.0</b>	12.6%
<b>Total</b>		<b>1,465.7</b>	<b>2,106.5</b>	640.8	43.7%	<b>14.1%</b>	<b>2,744.0</b>	<b>12.7%</b>

## (Ref.) Pure Reciprocal GWP

Pure	130.7	201.0	70.3	53.8%	18.9%
------	-------	-------	------	-------	-------

The above figures of International Insurance Business are the total of foreign branches of TMNF, equity method investees, and nonconsolidated companies, etc., and are aligned with the disclosure format of our IR materials from before. (Also apply to page 19)

## [3Q (Jan. - Sep.) Results]

- North America (see pages 21-23 for details on the three main companies)

PHLY: Strong performance due to solid renewal ratio and new policies in addition to achieving strong rate increases (3Q result: +9%)

DFG: Strong performance with steady progress in underwriting vs plan at SSL, which was acquired through bolt-on acquisition, in addition to the strong performance of excess WC and disability insurance

TMHCC: Strong performance with strong rate increases (3Q result: +8% (excluding A&H, Surety, Credit)) and expanded underwriting

- Europe

Steady performance, with strong rate increases mainly for property line at Lloyds

- South & Central America

Strong performance due to achievement of large rate increases matching increased loss cost from inflation and increasing in-force policies while maintaining disciplined underwriting

- Asia & Oceania

Strong performance mainly in auto due to recovery of economic activities, etc.

\*1: Figures of "North America" 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 JPY conversion.

(Above notes 1-5 also apply to page 19)

# International 2: Business Unit Profits

Consolidated	Domestic Life
Domestic Non-Life	International



- 3Q results were steady vs Nov. projections despite the effect of Hurricane Ian and COVID-19 in Taiwan
- Impact of COVID-19 in Taiwan (-JPY74.2bn) on YoY profit was covered by strong performance of key entities\* and depreciation of JPY (+JPY52.6bn)
- For full-year profits, strong performance of key businesses\* is expected to offset to a certain degree the impact of Winter Storm Elliott (approx. -JPY15.0bn, before tax), larger losses from COVID-19 in Taiwan (-JPY15.0bn, before tax) and the decrease in positive impact of FX from depreciation of JPY

\*: PHLY, DFG, TMHCC, TMK, TMSR, Pure

(billions of JPY, except for %)

		FY2021 3Q Results	FY2022 3Q Results	YoY		(Ref.) YoY % (Excluding FX effects)	FY2022 Projections (November projection)	Progress rate (Excluding FX effects)
Applied FX rate (USD/JPY)		As of end Sep. 2021	As of end Sep. 2022	Change	%		As of end Sep. 2022	
		JPY 111.9	JPY 144.8				JPY 144.8	
Developed Markets	North America	154.3	226.6	72.2	46.8%	13.0%	302.0	75.0%
	PHLY	33.4	53.2	19.7	58.9%	22.8%	75.0	70.9%
	DFG	72.4	99.5	27.0	37.4%	6.1%	135.0	73.7%
	TMHCC	39.7	67.2	27.4	69.1%	30.6%	87.0	77.3%
	Europe	10.6	- 0.8	- 11.4	- 107.6%	- 102.4%	6.0	- 13.5%
Emerging Markets	South & Central America	5.4	10.6	5.1	93.5%	48.3%	14.0	75.9%
	Asia & Oceania	21.7	- 60.1	- 81.8	- 376.0%	- 332.0%	- 83.0	-
	Middle East & Africa	- 0.1	1.1	1.2	-	-	1.0	112.2%
<b>Total Non-Life</b>		<b>186.4</b>	<b>181.7</b>	- 4.7	- 2.6%	- 27.4%	<b>244.0</b>	74.5%
<b>Life</b>		<b>3.7</b>	<b>0.9</b>	- 2.8	- 75.1%	- 78.9%	<b>- 1.0</b>	-
<b>Pure</b>		<b>7.7</b>	<b>18.2</b>	10.5	136.3%	82.5%	<b>24.0</b>	75.9%
<b>Total</b>		<b>186.6</b>	<b>187.3</b>	0.6	0.4%	- 26.5%	<b>250.0</b>	<b>74.9%</b>

## [3Q (Jan. - Sep.) Results]

- North America (see pages 21-23 for details on the three main companies)
  - PHLY: Strong performance with combined ratio at 92.3% despite the impact of Hurricane Ian
  - DFG: Strong performance due to continued strong underwriting and investment income
  - TMHCC: Strong performance with controlled combined ratio at 87.9% while achieving steady premium increase
- Europe
  - Strong performance with favorable loss ratio except for natural catastrophes despite the transient effects (Hurricane Ian, loss reserves for Russia / Ukraine war and losses due to rise in interest rates, etc.)
- South & Central America
  - Strong performance with strong investment income mainly from inflation-linked bonds held for hedging purposes and measures including rate increases and raising amount of deductibles covering the deteriorating loss ratio for auto due to inflation, etc.
- Asia & Oceania
  - Steady performance excluding the impact of COVID-19 in Taiwan (-JPY74.2bn)
- Life
  - Steady performance due to effect of decrease in underwriting reserves in relation to rise in interest rates
- Pure
  - Strong performance with solid profit increase

## ■ Changes in Major P/L Items

(billions of JPY, except for % and pt)

	FY2021 3Q Results	FY2022 3Q Results	YoY		(Ref.) YoY % (Excluding FX effects <sup>*2</sup> )
			Change	%	
FX rates (USD/JPY)	As of end Sep. 2021	As of end Sep. 2022			
	JPY 111.9	JPY 144.8			
Net premiums written	298.3	417.1	118.7	39.8%	8.1%
Net premiums earned	279.8	388.1	108.2	38.7%	7.2%
Net incurred losses	181.9	238.4	56.4	31.0%	1.3%
Nat-Cat losses	24.4	11.5	- 12.8	- 52.5%	- 63.3%
Commissions / Other Underwriting expenses	85.4	119.6	34.2	40.1%	8.3%
Underwriting profit	12.5	30.0	17.5	140.0%	85.5%
Net investment income / loss	27.9	37.4	9.5	34.3%	3.8%
Business unit profits	33.4	53.2	19.7	58.9%	22.8%
Loss ratio <sup>*1</sup>	65.0%	61.4%	- 3.6pt	-	-
Expense ratio <sup>*1</sup>	30.5%	30.8%	0.3pt	-	-
Combined ratio <sup>*1</sup>	95.5%	92.3%	- 3.3pt	-	-

\*1: Denominator used is net premiums earned.

\*2: Excluding FX effects due to JPY conversion.

## Changes in Major P/L Items

(billions of JPY, except for % and pt)

	FY2021 3Q Results	FY2022 3Q Results	YoY		(Ref.) YoY % (Excluding FX effects <sup>*2</sup> )
			Change	%	
FX rates (USD/JPY)	As of end Sep. 2021	As of end Sep. 2022	Change	%	
	JPY 111.9	JPY 144.8			
Net premiums written	251.7	368.7	117.0	46.5%	13.2%
Net premiums earned	238.6	350.7	112.0	47.0%	13.6%
Net incurred losses	169.2	237.3	68.0	40.2%	8.4%
Nat-Cat losses	-	-	-	-	-
Commissions / Other Underwriting expenses	67.1	95.8	28.6	42.7%	10.3%
Underwriting profit	2.3	17.6	15.3	663.0%	489.7%
Net investment income / loss	138.6	143.7	5.1	3.7%	- 19.9%
Income gain / loss	152.2	181.4	29.1	19.1%	- 7.9%
Capital gain / loss	5.2	- 12.6	- 17.9	- 340.1%	- 285.6%
Business unit profits	72.4	99.5	27.0	37.4%	6.1%
Loss ratio <sup>*1</sup>	70.9%	67.7%	- 3.2pt	-	-
Expense ratio <sup>*1</sup>	28.1%	27.3%	- 0.8pt	-	-
Combined ratio <sup>*1</sup>	99.0%	95.0%	- 4.1pt	-	-

<The reason why the sum of underwriting profit and net investment income is not equal to business unit profits>

- This is because there are other ordinary income/losses that are not included in the left table
- Other ordinary income/losses mostly consist of funding cost for the annuity business, which corresponds to net investment income/loss in the left table

## Net Premiums Written by Segment

(billions of JPY, except for %)

	FY2021 3Q Results	FY2022 3Q Results	YoY		(Ref.) YoY % (Excluding FX effects <sup>*2</sup> )
			Change	%	
FX rates (USD/JPY)	As of end Sep. 2021	As of end Sep. 2022	Change	%	
	JPY 111.9	JPY 144.8			
Non-life	133.7	183.6	49.8	37.3%	6.1%
Life	117.9	185.1	67.2	57.0%	21.3%
Total	251.7	368.7	117.0	46.5%	13.2%

## Loss Ratio by Segment<sup>\*1</sup>

	FY2021 3Q Results	FY2022 3Q Results	Change
Non-life	71.1%	68.4%	- 2.8pt
Life	70.7%	67.0%	- 3.7pt
Total	70.9%	67.7%	- 3.2pt

\*1: Denominator used is net premiums earned.

\*2: Excluding FX effects due to JPY conversion.

## Changes in Major P/L Items

(billions of JPY, except for % and pt)

	FY2021 3Q Results	FY2022 3Q Results	YoY		(Ref.) YoY % (Excluding FX effects <sup>*2</sup> )
			Change	%	
FX rates (USD/JPY)	As of end Sep. 2021	As of end Sep. 2022			
	JPY 111.9	JPY 144.8			
Net premiums written	424.5	602.1	177.5	41.8%	9.6%
Net premiums earned	370.6	561.8	191.2	51.6%	17.2%
Net incurred losses	249.3	374.2	124.9	50.1%	16.0%
Nat-Cat losses	7.1	8.0	0.8	11.8%	- 13.6%
Commissions / Other Underwriting expenses	79.6	119.7	40.1	50.4%	16.2%
Underwriting profit	29.7	57.8	28.0	94.6%	50.4%
Net investment income / loss	20.3	26.6	6.3	31.2%	1.4%
Business unit profits	39.7	67.2	27.4	69.1%	30.6%
Loss ratio <sup>*1</sup>	67.3%	66.6%	- 0.7pt	-	-
Expense ratio <sup>*1</sup>	21.5%	21.3%	- 0.2pt	-	-
Combined ratio <sup>*1</sup>	88.7%	87.9%	- 0.8pt	-	-

<The reason why “net premiums earned – net incurred losses – commissions/other underwriting expenses” is not equal to underwriting profit>

- This is because there are Other underwriting profit/losses that are not included in the left table
- Other underwriting profit/losses include expenses of the shareholding company and so on

## Net Premiums Written by Segment

(billions of JPY, except for %)

	FY2021 3Q Results	FY2022 3Q Results	YoY		(Ref.) YoY % (Excluding FX effects <sup>*2</sup> )
			Change	%	
FX rates (USD/JPY)	As of end Sep. 2021	As of end Sep. 2022			
	JPY 111.9	JPY 144.8			
Non-life : North America	164.4	235.7	71.3	43.4%	10.8%
A&H	129.1	179.9	50.8	39.3%	7.7%
International	130.9	185.0	54.0	41.3%	9.2%
Total	424.5	602.1	177.5	41.8%	9.6%

## Loss Ratio by Segment<sup>\*1</sup>

	FY2021 3Q Results	FY2022 3Q Results	Change
Non-life : North America	69.7%	65.9%	- 3.9pt
A&H	78.2%	76.9%	- 1.3pt
International	50.6%	53.0%	2.4pt
Total	67.3%	66.6%	- 0.7pt

\*1: Denominator used is net premiums earned.

\*2: Excluding FX effects due to JPY conversion.





# Reference

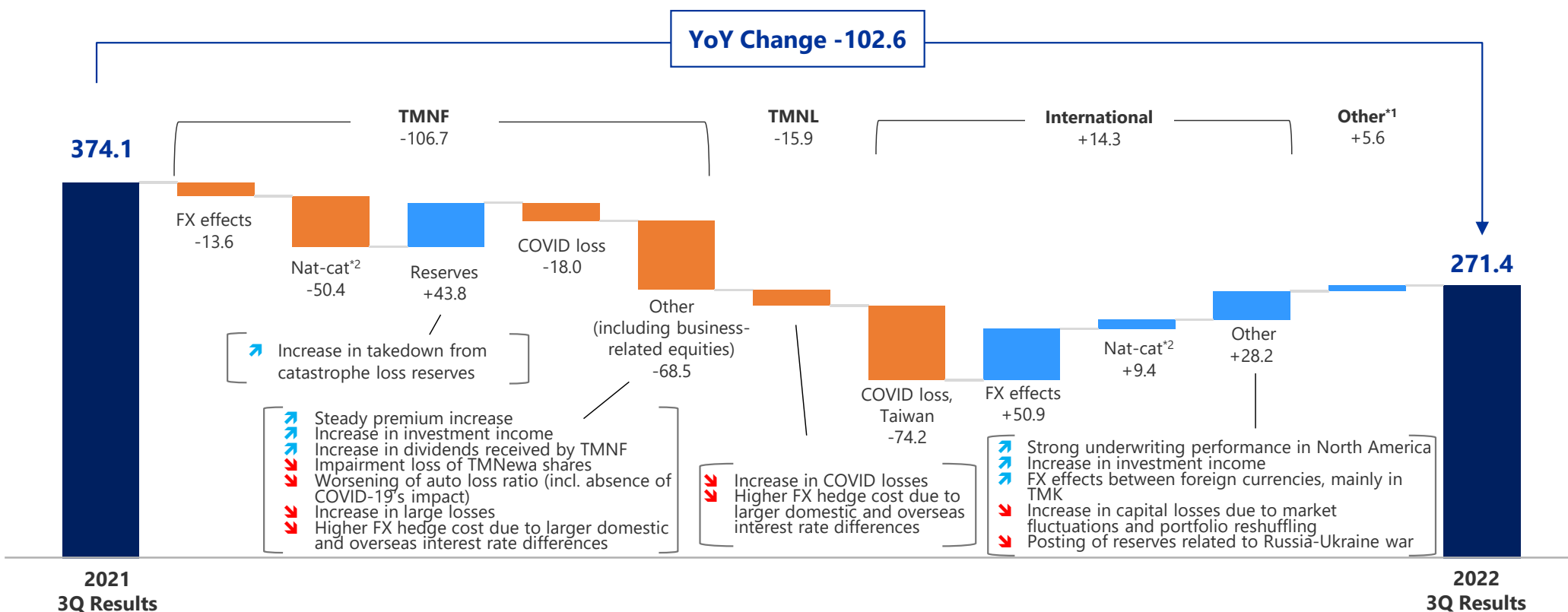
# Consolidated Net Income: 3Q Results (YoY Change)

Consolidated	Domestic Life
Domestic Non-Life	International



Consolidated net income for 3Q fell -JPY102.6bn YoY to JPY271.4bn mainly due to one-time factors such as COVID-19 (Taiwan/Japan) and natural catastrophes mainly in Japan

## Consolidated net income attributable to owners of the parent (billions of JPY)



\*1: Includes consolidation adjustments

\*2: On a business unit profit basis

## 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

## Business Unit Profits

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

### <Main differences>

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

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

$$\begin{aligned}
 \text{Adjusted Net Income}^*1 &= \text{Net Income (consolidated)}^*2 + \text{Provision for catastrophe loss reserves}^*3 + \text{Provision for contingency reserves}^*3 + \text{Provision for price fluctuation reserves}^*3 + \text{Provision for nat-cat underwriting reserves}^*3,4 + \text{Provision for underwriting result for the first year}^*5,6 \\
 &\quad - \text{Gains or losses on sales or valuation of ALM}^*7 \text{ bonds and interest rate swaps} - \text{Gains or losses on sales or valuation of fixed assets and business investment equities} + \text{Amortization of goodwill and other intangible fixed assets} - \text{Other extraordinary gains / losses, valuation allowances, etc.}
 \end{aligned}$$

$$\begin{aligned}
 \text{Adjusted Net Assets}^*1 &= \text{Net assets (consolidated)} + \text{Catastrophe loss reserves} + \text{Contingency reserves} + \text{Price fluctuation reserves} + \text{Natural catastrophe underwriting reserves}^*4 + \text{UW reserves related to underwriting result for the first year}^*5 \\
 &\quad - \text{Goodwill and other intangible fixed assets}
 \end{aligned}$$

$$\begin{aligned}
 \text{Adjusted ROE} &= \frac{\text{Adjusted Net Income}^*1}{\text{Adjusted Net Assets}^*1,8}
 \end{aligned}$$

\*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: Premiums, minus a portion of net incurred losses and business expenses, to be carried forward in preparation for an insured event in the following year.

\*6: Provision for the general underwriting reserves excluding provision for unearned premiums.

\*7: ALM: Asset Liability Management. Excluded since it is counter-balance of ALM related liabilities.

\*8: Average balance basis.

\*9: For the overseas life insurance companies, Business Unit Profits is calculated by using the definition in Other businesses (For profit, excluding head office expenses, etc.).

## Definition of Business Unit Profits

### Non-life insurance business

$$\begin{aligned}
 \text{Business Unit Profits}^*1 &= \text{Net Income} + \text{Provision for catastrophe loss reserves}^*3 + \text{Provision for price fluctuation reserves}^*3 + \text{Provision for nat-cat underwriting reserves}^*3,4 + \text{Provision for underwriting result for the first year}^*5,6
 \end{aligned}$$

### Life insurance business<sup>\*9</sup>

$$\begin{aligned}
 \text{Business Unit Profits}^*1 &= \text{Net Income} + \text{Provision for contingency reserves}^*3 + \text{Provision for price fluctuation reserves}^*3 \\
 &\quad - \text{Gains or losses on sales or valuation of ALM}^*7 \text{ bonds and interest rate swaps} - \text{Gains or losses on sales or valuation of fixed assets, business-related equities and business investment equities} - \text{Other extraordinary gains / losses, valuation allowances, etc.}
 \end{aligned}$$

### Other businesses

Net income determined in accordance with financial accounting principles

$$\begin{aligned}
 &\quad - \text{Gains or losses on sales or valuation of ALM}^*7 \text{ bonds and interest rate swaps} - \text{Gains or losses on sales or valuation of fixed assets, business-related equities and business investment equities} - \text{Other extraordinary gains / losses, valuation allowances, etc.}
 \end{aligned}$$

## Definition of Net Asset Value

$$\begin{aligned}
 \text{Net Asset Value}^*1 &= \text{Net assets (consolidated)} + \text{Catastrophe loss reserves} + \text{Contingency reserves} + \text{Price fluctuation reserves} - \text{Goodwill and other intangible fixed assets} - \text{Planned distribution to shareholders} + \text{Value of life insurance policies in-force} + \text{Other}
 \end{aligned}$$

# Reconciliation of Adjusted Net Income

(billions of JPY)

## ● Reconciliation<sup>\*1</sup>

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

	FY2021 3Q Results	FY2022 3Q Results	YoY Change	FY2022 Projection (November Projection)
<b>Net income attributable to owners of the parent (consolidated)</b>	<b>374.1</b>	<b>271.4</b>	<b>-102.6</b>	<b>370.0</b>
Provision for catastrophe loss reserves <sup>*2</sup>	+43.3	-3.8	-47.1	-25.0
Provision for contingency reserves <sup>*2</sup>	+0.6	+0.9	0.3	+1.0
Provision for price fluctuation reserves <sup>*2</sup>	+5.5	+3.2	-2.2	-19.0
Provision for nat-cat underwriting reserve <sup>*2,3</sup>	-1.5	+2.0	3.5	+2.0
Provision for underwriting result for the first year	-20.6	-25.6	-4.9	-42.0
Gains or losses on sales or valuation of ALM <sup>*4</sup> bonds and interest rate swaps	+0.6	+0.9	0.3	-1.0
Gains or losses on sales or valuation of fixed assets and business investment equities	-0.4	-2.6	-2.1	+2.0
Amortization of goodwill and other intangible fixed assets	+71.0	+96.9	25.8	+128.0
Other extraordinary gains/losses, valuation allowances, etc.	+0.4	-15.5	-16.0	-16.0
<b>Adjusted Net Income</b>	<b>472.9</b>	<b>327.8</b>	<b>-145.1</b>	<b>400.0</b>

\*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 catastrophe

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

# Reconciliation of Business Unit Profits

## ● Domestic Non-life\*<sup>1</sup> (TMNF)

	FY2021 3Q Results	FY2022 3Q Results	YoY	FY2022 Projections (November projection)
Net income for accounting purposes	246.4	139.7	-106.7	183.0
Provision for catastrophe loss reserves <sup>*2</sup>	+43.8	+0.1	-43.6	-21.9
Provision for price fluctuation reserves <sup>*2</sup>	+3.3	+2.7	-0.5	-19.4
Provision for nat-cat underwriting reserves <sup>*2,3</sup>	-1.4	+2.3	3.8	+2.5
Provision for underwriting result for the first year	-20.0	-23.5	-3.4	-37.5
Gains or losses on sales or valuation of ALM <sup>*4</sup> bonds and interest rate swaps	-0.1	+1.2	1.4	-0.2
Gains or losses on sales or valuation of fixed assets, business-related equities, and business investment equities	-52.8	-59.0	-6.2	-67.3
Intra-group dividends	-44.3	-79.8	-35.5	-88.1
Other extraordinary gains/losses, valuation allowances, etc	+12.7	+79.2	66.4	+101.1
<b>Business Unit Profits</b>	<b>187.4</b>	<b>63.0</b>	<b>-124.3</b>	<b>52.0</b>

\*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 Extraordinary gains/losses, head office expenses, etc.

## ● Domestic Life\*<sup>1</sup>

(billions of JPY)

	FY2021 3Q Results	FY2022 3Q Results	YoY	FY2022 Projections (November projection)
Net income for accounting purposes	30.6	14.6	-15.9	26.0
Provision for contingency reserves <sup>*2</sup>	+0.3	+0.4	0.0	+0.9
Provision for price fluctuation reserves <sup>*2</sup>	+0.6	+0.5	-0.0	+0.9
Gains or losses on sales or valuation of ALM <sup>*4</sup> bonds and interest rate swaps	+0.8	-0.3	-1.1	-0.9
Gains or losses on sales or valuation of fixed assets, business-related equities, and business investment equities	+0.1	+0.0	-0.0	+0.0
Other extraordinary gains/losses, valuation allowances, etc	-	-	-	-
<b>Business Unit Profits</b>	<b>32.5</b>	<b>15.3</b>	<b>-17.1</b>	<b>27.0</b>

## ● International Insurance\*<sup>1</sup>

	FY2021 3Q Results	FY2022 3Q Results	YoY	FY2022 Projections (November projection)
Net income for accounting purposes	189.0	203.4	14.3	270.0
Adjustment of non-controlling interests	-1.4	-0.1	1.3	
Difference of subsidiaries covered	-6.8	-15.1	-8.3	
Other adjustments <sup>*5</sup>	+5.9	-0.7	-6.7	
<b>Business Unit Profits</b>	<b>186.6</b>	<b>187.3</b>	<b>0.6</b>	<b>250.0</b>

# Impact of FX Rate Change on the Group's Financial Results

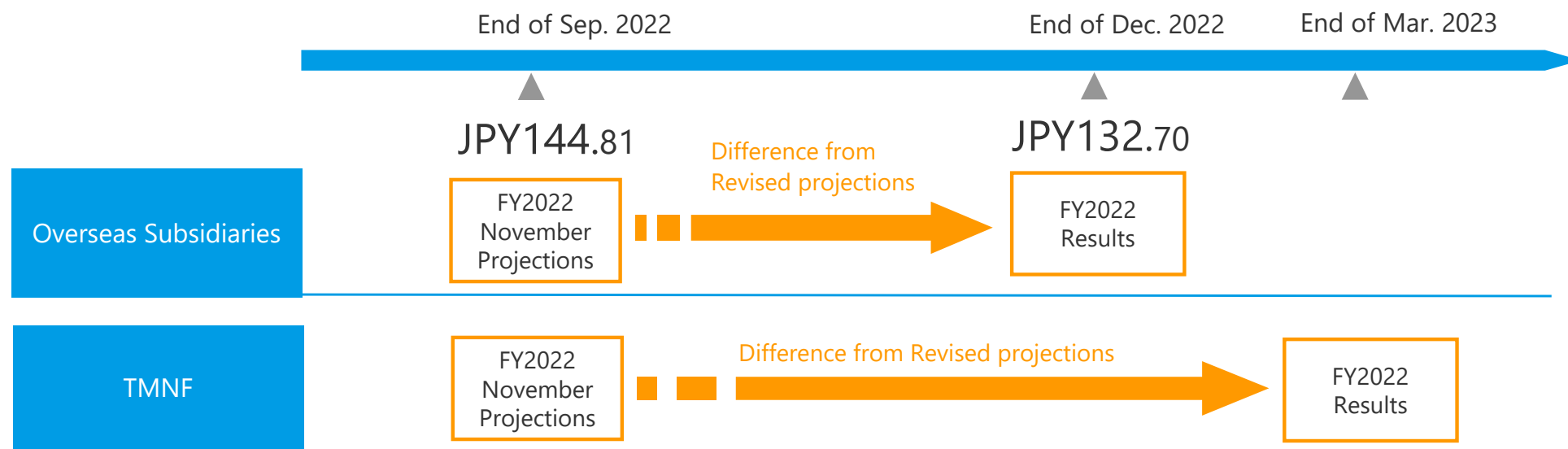
- Estimated impact of the depreciation of JPY to USD by 1 yen\*<sup>1</sup> on November projections

Impact on net income on financial accounting basis* <sup>2</sup>		Impact on adjusted net income* <sup>2</sup>	
<ul style="list-style-type: none"> <li>■ Increase in overseas subsidiaries profit: circa +¥1.4bn                             <ul style="list-style-type: none"> <li>➤ Increase in profit from local subsidiaries</li> <li>➤ Increase in amortization of intangible fixed assets and goodwill</li> </ul> </li> <li>■ Change in reserves for foreign currency denominated loss reserves and FX derivatives income, etc. at TMNF: circa -¥2.0bn</li> </ul>		<ul style="list-style-type: none"> <li>■ Increase in overseas subsidiaries profit: (Of the factors stated in the left, amortization of intangible fixed assets and goodwill has no impact as it is added back to adjusted net income) circa +¥2.2bn</li> <li>■ Change in reserves for foreign currency denominated loss reserves and FX derivatives income, etc. at TMNF: circa -¥2.0bn</li> </ul>	
<b>Total:</b>	circa -¥0.5bn	<b>Total:</b>	circa +¥0.2bn

\*1: Assumes the FX rate of each currency changes by the same margin as USD.

\*2: Estimated impact on the FY2022 projections on an after-tax basis.

- Reference: applied FX rate (USD/JPY)



## **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.**

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

**Tel : +81-3-6704-4547**

*To Be a **Good Company***



**Tokio Marine Holdings**