

## DAIDO LIFE

Years ended March 31	2013	2014	2015	2016	¥ millions 2017
<b>Statement of Operation Data:</b>					
<b>Ordinary revenues:</b>					
Income from insurance premiums	¥724,517	¥712,866	¥792,715	¥748,914	¥766,336
Investment income	142,588	160,483	169,016	165,153	154,066
Other ordinary income	16,901	19,968	19,320	21,671	24,029
<b>Total ordinary revenues</b>	<b>884,006</b>	<b>893,318</b>	<b>981,052</b>	<b>935,739</b>	<b>944,431</b>
<b>Ordinary expenses:</b>					
Insurance claims and other payments	569,293	522,489	494,272	502,896	484,881
Provision for policy and other reserves	76,097	119,712	231,264	181,357	204,770
Investment expenses	54,799	46,369	39,128	34,443	48,244
Operating expenses	99,036	99,377	99,152	102,531	103,099
Other ordinary expenses	17,158	14,058	19,770	24,203	20,739
<b>Total ordinary expenses</b>	<b>816,385</b>	<b>802,008</b>	<b>883,588</b>	<b>845,431</b>	<b>861,736</b>
<b>Ordinary profit</b>	<b>67,621</b>	<b>91,309</b>	<b>97,464</b>	<b>90,307</b>	<b>82,695</b>
<b>Net extraordinary gains (losses)</b>	<b>(11,163)</b>	<b>(17,410)</b>	<b>(2,653)</b>	<b>4,413</b>	<b>(12,450)</b>
<b>Provision for reserve for policyholder dividends</b>	<b>14,202</b>	<b>13,951</b>	<b>14,462</b>	<b>13,788</b>	<b>13,636</b>
<b>Income before income taxes</b>	<b>42,255</b>	<b>59,948</b>	<b>80,348</b>	<b>80,932</b>	<b>56,608</b>
<b>Income taxes:</b>					
Current	12,798	26,644	28,104	29,351	20,777
Deferred	570	(2,656)	1,064	(2,896)	(7,286)
Total income taxes	13,369	23,987	29,168	26,455	13,491
<b>Net income</b>	<b>¥ 28,886</b>	<b>¥ 35,960</b>	<b>¥ 51,180</b>	<b>¥ 54,476</b>	<b>¥ 43,116</b>

As of March 31	2013	2014	2015	2016	¥ millions 2017
<b>Balance Sheet Data:</b>					
<b>Assets:</b>					
<b>Total assets</b>	<b>¥5,399,189</b>	<b>¥5,572,800</b>	<b>¥5,977,975</b>	<b>¥6,152,026</b>	<b>¥6,298,188</b>
<b>Liabilities:</b>					
Policy reserves	4,783,783	4,896,850	5,125,125	5,301,162	5,501,639
<b>Total liabilities</b>	<b>4,936,237</b>	<b>5,041,936</b>	<b>5,297,596</b>	<b>5,488,203</b>	<b>5,654,175</b>
<b>Net assets:</b>					
Total stockholders' equity	325,329	352,559	388,865	433,499	448,016
Total valuation and translation adjustment	137,622	178,304	291,513	230,323	195,996
<b>Total net assets</b>	<b>¥ 462,951</b>	<b>¥ 530,863</b>	<b>¥ 680,379</b>	<b>¥ 663,823</b>	<b>¥ 644,013</b>

\* The above figures are calculated based on the prevailing accounting standards of each fiscal year.

Years ended March 31	2013	2014	2015	2016	¥ millions 2017
<b>Policy Results:</b>					
<b>Policy amount in force *</b>	<b>¥36,933,235</b>	<b>¥37,255,621</b>	<b>¥38,156,747</b>	<b>¥39,205,952</b>	<b>¥40,992,241</b>
Individual term life insurance	32,900,930	32,882,207	33,209,130	33,673,604	34,772,475
<i>J-type product, T-type product and Kaigo Relief</i>	775,298	1,192,991	1,764,379	2,415,881	3,166,600
<b>New policy amount *</b>	<b>3,992,546</b>	<b>3,698,182</b>	<b>4,063,816</b>	<b>4,315,542</b>	<b>5,121,169</b>
Individual term life insurance	3,374,850	3,108,689	3,228,184	3,426,632	4,088,485
<i>J-type product, T-type product and Kaigo Relief</i>	436,498	472,806	657,003	786,609	934,940
<b>Surrender and lapse amount *</b>	<b>2,738,436</b>	<b>2,537,348</b>	<b>2,378,329</b>	<b>2,472,006</b>	<b>2,525,540</b>
<b>Surrender and lapse rate</b>	<b>7.49%</b>	<b>6.87%</b>	<b>6.38%</b>	<b>6.48%</b>	<b>6.44%</b>

\* The total of individual insurance, individual annuities, "J-type product," "T-type product" and "Kaigo Relief." The new policy amount includes net increase from conversions.

Years ended March 31	2013	2014	2015	2016	¥ millions 2017
<b>Other Data:</b>					
<b>Core profit</b>	<b>¥ 84,635</b>	<b>¥ 110,673</b>	<b>¥ 107,654</b>	<b>¥ 104,829</b>	<b>¥ 105,677</b>
<b>Embedded value (EV) *</b>	<b>923,500</b>	<b>1,145,900</b>	<b>1,306,700</b>	<b>1,078,000</b>	<b>1,417,400</b>
<b>Solvency margin ratio</b>	<b>1,043.2%</b>	<b>1,156.4%</b>	<b>1,363.7%</b>	<b>1,341.9%</b>	<b>1,252.6%</b>
<b>Number of in-house sales representatives</b>	<b>3,943</b>	<b>3,833</b>	<b>3,790</b>	<b>3,867</b>	<b>3,843</b>
<b>Number of agents</b>	<b>13,459</b>	<b>13,432</b>	<b>13,675</b>	<b>13,793</b>	<b>13,878</b>

\* MCEV is shown in terms of hundreds of millions of yen.