

Group Life Insurance

Sales Results of Products and Services for Corporate Clients

Dai-ichi has been offering a range of products and services to corporate clients, including consultation on welfare, pension, and retirement benefit systems, as well as a broad range of information through seminars.

In group insurance, Dai-ichi is proposing to its corporate clients general welfare group term life insurance products that support systems for condolence money and retirement benefits at the time of death, and group term life insurance and (group) medical care insurance products, which help employees prepare insurance by themselves.

In the arena of group annuities, Dai-ichi is proposing the New DB Master Plan II, which takes advantage of a standardized system design by fixing the amount of contributions in the defined benefit (DB) system, and the Dai-ichi Life DC Smart Plan, which is designed to manage the corporate defined contribution (DC) plans of multiple companies by using a single pension code in the DC system, in addition to customized pension plans to meet the needs of customers.

A look at the status of group life insurance as of March 31, 2012 shows that the number of organizations with policies in force declined, reflecting surrenders in association with changes in employment systems and revisions to benefit programs. As a result, the sum insured of group insurance policies in force fell by 3.5% from the end of the previous fiscal year, to ¥50,491.5 billion.

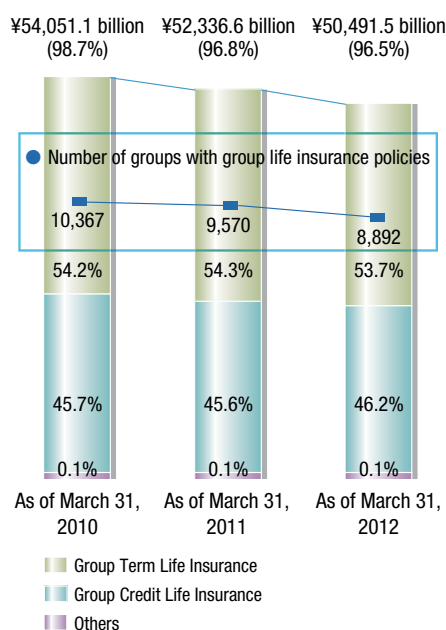
With respect to group annuities, the sum insured of group annuity policies in force as of March 31, 2012, remained nearly flat, increasing 0.4% from the end of the previous fiscal year, to ¥6,065.9 billion, although the number of groups with annuity policies declined due to the abolition of the tax-qualified pension plan.

The balance of the group annuity assets of DIAM Co., Ltd. increased by 5.0% from the end of the previous fiscal year, to ¥3,802.2 billion.

As a result, the balance of group annuity assets for the overall Dai-ichi Life Group as of March 31, 2012 increased by 2.1% from the end of the previous fiscal year, to ¥9,868.2 billion.

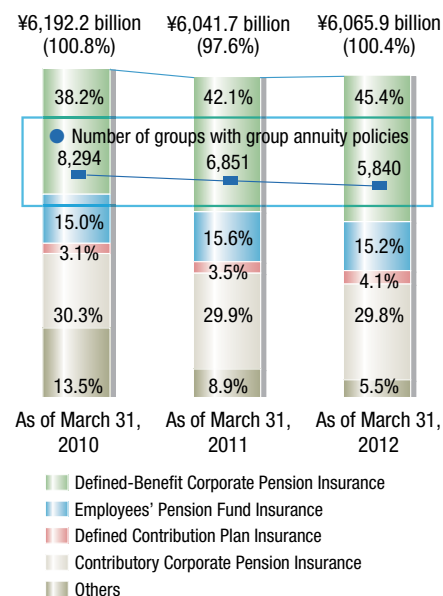
Policies in Force of Group Life Insurance

(Figures in parentheses show the year-on-year comparison.)



Policies in Force of Group Annuities

(Figures in parentheses show the year-on-year comparison.)



*The amount of group annuities is the amount of outstanding policy reserves.

International Insurance Business

Services for International Companies Operating in Japan

Dai-ichi provides comprehensive welfare services to international companies operating in Japan through its International Corporate Relations Department. We have concluded transactions with more than 500 international companies in terms of corporate insurance alone.

Services provided to international companies cover a broad array of products. These include the planning of bereaved families' compensation through group term insurance, management of corporate pension assets, and consultation on the introduction of the defined contribution pension. Moreover, business alliances with Sampo Japan and AFLAC have enabled Dai-ichi to provide an even more extensive product lineup, including long-term disability insurance and accident insurance.

As a representative of Japanese insurance companies, Dai-ichi has become a member of the International Group Program (IGP), the international group insurance network created at the initiative of John Hancock Life Insurance Company, a major U.S. insurer. In principle, one representative life insurance company for each country or region becomes a member of the IGP. Currently, insurance companies in more than 70 countries and regions have become members and have formed an international group insurance network that spans the globe.

Our group term insurance business takes advantage of the IGP system, in which global member companies cooperate in providing support to multinational companies. The number of companies that have joined the IGP has been steadily increasing, reaching over 830 worldwide.

Services for Japanese Companies Operating Overseas

To support the overseas expansion and operations of Japanese companies, Dai-ichi manages a group reinsurance business through which it introduces Japanese companies to Dai-ichi's partner insurance companies in countries and regions that have concluded a reinsurance agreement. Dai-ichi also provides group insurance services to Japanese companies through its partner insurance companies. At present, Dai-ichi has 14 partner insurance companies and underwrote 297 reinsurance policies (as at the end of March 2012).

To improve services provided by our partner insurance companies, we dispatch staff to provide support in the form of sophisticated services that meet the needs of customers.

We are also working to enhance the welfare services for Japanese companies operating overseas through the IGP system described above.

Individual Reinsurance

Dai-ichi also operates an individual reinsurance business. We focus mainly on the Asian region, where we have developed strong relationships with Asian life insurance companies by providing them with the management expertise we have developed. Today, Dai-ichi conducts a reinsurance business with nine life insurance companies in four countries and regions in Asia.