

Materials for FY2014 1Q Results Briefing - Conference Call

Aug. 8, 2014 (Fri)

MS&AD

INSURANCE GROUP

MS&AD Insurance Group Holdings, Inc.

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Abbreviations of company names used in this presentation.

• MS&AD Holdings	MS&AD Insurance Group Holdings, Inc.
• MSI	Mitsui Sumitomo Insurance Co., Ltd.
• ADI	Aioi Nissay Dowa Insurance Co., Ltd.
• Mitsui Direct General	Mitsui Direct General Insurance Co., Ltd.
• MSI Aioi Life	Mitsui Sumitomo Aioi Life Insurance Co., Ltd.
• MSI Primary Life	Mitsui Sumitomo Primary Life Insurance Co., Ltd.

Summary of FY 2014 1Q Results

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1. Consolidated Earnings for FY 2014 1Q (1) - Overview (i)

- Net premiums written rose by 6.3% due to generally healthy performances by domestic non-life insurance companies combined with strong contributions from overseas subsidiaries
- Life insurance premiums rose substantially due to strong sales by MSI Primary Life, and a reduction in policy cancellations

(¥bn)

	FY2013 1Q	FY2014 1Q	YoY Change	Change Ratio
	Results	Results		
Direct premiums written* (excluding deposit premiums from policyholders)	783.8	822.7	38.9	5.0%
Net premiums written*	690.4	733.8	43.3	6.3%
Mitsui Sumitomo Insurance	337.4	355.1	17.7	5.3%
Aioi Nissay Dowa Insurance	281.4	289.8	8.3	3.0%
Mitsui Direct General Insurance	8.9	8.6	- 0.3	-3.6%
Overseas subsidiaries	61.7	78.9	17.2	28.0%
Life insurance premiums	33.5	245.4	211.8	631.7%

*Direct premiums written and net premiums written exclude Good Result Return premiums of the "ModoRich" auto insurance product, which contains a special clause related to premium adjustment and refund at maturity, same hereafter.

<Reference: Gross life insurance premiums>

	FY2013 1Q	FY2014 1Q	YoY Change	Change Ratio
	Results	Results		
MSI Aioi Life	96.2	103.6	7.4	7.7%
MSI Primary Life	121.8	226.7	104.9	86.2%

2. Consolidated Earnings for FY 2014 1Q (1) - Overview (ii)

- Ordinary profit declined by 21.8% to 92.3 billion yen due to factors such as a reduction in investment profit at domestic non-life companies.
- Net income for the first quarter declined by 22.1% to 64.7 billion yen.
- Group core profit declined by 16.1% to 64.7 billion yen

(¥bn)

	FY2013 1Q Results	FY2014 1Q Results	YoY Change	
			YoY Change	Change Ratio
Ordinary profit	118.0	92.3	- 25.7	- 21.8%
Mitsui Sumitomo Insurance	66.6	35.0	- 31.6	- 47.4%
Aioi Nissay Dowa Insurance	37.6	44.7	7.1	19.1%
Mitsui Direct General Insurance	1.1	1.1	- 0.0	- 4.8%
MSI Aioi Life	5.1	4.1	- 0.9	- 18.7%
MSI Primary Life	9.7	0.9	- 8.8	- 90.3%
Overseas subsidiaries	11.4	10.3	- 1.0	- 9.4%
Consolidation adjustments, etc.	- 13.7	- 4.1	9.6	-
Net income* ¹	83.1	64.7	- 18.3	- 22.1%
Mitsui Sumitomo Insurance	48.8	24.4	- 24.3	- 49.9%
Aioi Nissay Dowa Insurance	27.1	39.4	12.2	45.0%
Mitsui Direct General Insurance	0.8	0.8	- 0.0	- 4.3%
MSI Aioi Life	2.1	1.4	- 0.6	- 32.2%
MSI Primary Life	6.2	0.8	- 5.4	- 86.1%
Overseas subsidiaries	9.4	8.2	- 1.2	- 13.1%
Consolidation adjustments, etc.	- 11.6	- 10.4	1.1	-
Group Core Profit* ²	77.1	64.7	- 12.3	- 16.1%

*1 Net income of subsidiaries is in equity stake basis, same hereafter. *2 The definition of Group Core Profit, please refer to the last page.

3. Consolidated Earnings for FY 2014 1Q (2) - YoY Results Comparisons

- Consolidated ordinary profit was greatly affected by a 26.9 billion yen year-on-year reduction in net investment income and other at domestic non-life insurance companies.
- In domestic non-life insurance, underwriting income excluding natural disaster and catastrophe reserves boosted profit by 9.3 billion yen
- Domestic life insurance operations reduced profit by 9.7 billion yen

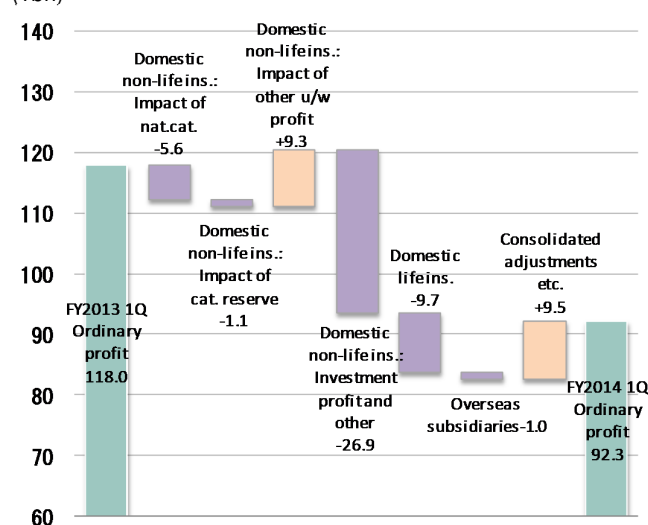
Factors in YoY changes in consolidated ordinary profit

(¥bn)

	FY2013 1Q (a)	FY2014 1Q (b)	Difference (b)-(a)
Consolidated ordinary profit	118.0	92.3	- 25.7
Domestic non-life insurance companies* ¹	4.5	- 1.1	- 5.6
Impact of natural catastrophe* ²			- 1.1
Domestic non-life insurance companies* ¹	19.8	18.6	- 1.1
Impact of cat. reserve			- 1.1
Domestic non-life insurance companies* ¹	14.5	23.8	9.3
Impact of other underwriting profit			9.3
Domestic non-life insurance companies*	65.4	38.4	- 26.9
Investment profit and other			- 26.9
Domestic life insurance subsidiaries	14.9	5.1	- 9.7
Overseas subsidiaries	11.4	10.3	- 1.0
Consolidation adjustments, etc.	- 12.5	- 3.0	9.5

Consolidated ordinary profit

(¥bn)



*1 The figures for domestic non-life insurance companies are the sum of figures for Mitsui Sumitomo Insurance and Aioi Nissay Dowa Insurance.

*2 "Natural Catastrophe Impact" is the total of incurred losses resulting from domestic natural catastrophes occurring in Japan during the period, heavy snowfalls in Feb. 2014 in Japan and the Thailand floods.

4. Domestic Non-life Insurance Companies (1) - MSI&ADI Results for FY 2014 1Q (i)

- Net premiums written increased by 4.2%, or 26.0 billion yen, for the simple sum of MSI and ADI, mainly due to strong performances in automobile insurance and fire insurance
- Underwriting profit increased by 2.5 billion yen for the simple sum of MSI and ADI, as the effect of an increase in premiums and a reduction in incurred losses offset higher company expenses

	MSI (Non-consolidated)		ADI (Non-consolidated)		<Reference> Simple Sum		
		YoY Change		YoY Change		YoY Change	
Net premiums written	355.1	17.7	289.8	8.3	644.9	26.0	
Growth rate of net premiums written	5.3%	1.2pt	3.0%	0.3pt	4.2%	0.7pt	
Net claims paid	(-)	205.1	-3.7	181.3	11.2	386.5	7.5
<Incurred loss> (Excluding loss adjustment expenses)	(-)	200.5	2.6	157.1	-7.8	357.7	-5.1
Commissions and collection expenses	(-)	64.1	3.3	55.8	3.3	119.9	6.7
Operating expenses and general and administrative expenses (underwriting)	(-)	53.4	3.9	48.2	2.7	101.6	6.6
Provision for ordinary underwriting reserves	(-)	8.0	6.6	0.7	2.3	8.8	9.0
Reversal of catastrophe reserve		1.9	-11.3	16.7	10.2	18.6	-1.1
Underwriting profit		9.7	-13.6	31.6	16.1	41.3	2.5
Ratios							
Net loss ratio ^{*1}		63.9%	-3.5pt	67.1%	2.2pt	65.3%	-0.9pt
Net expenses ratio		33.1%	0.4pt	35.9%	1.1pt	34.4%	0.8pt
Combined ratio		97.0%	-3.1pt	103.0%	3.3pt	99.7%	-0.1pt
<Reference: Business performance excluding residential earthquake insurance and CALI ^{*2} >							
Net loss ratio		60.7%	-3.0pt	64.4%	3.7pt	62.3%	0.0pt
Net expenses ratio		34.9%	1.0pt	37.7%	1.9pt	36.2%	1.4pt
Combined ratio		95.6%	-2.0pt	102.1%	5.6pt	98.5%	1.4pt

*1 Net loss ratio is on a "written-to-paid" basis, same hereafter. *2 CALI stands for Compulsory Automobile Liability Insurance, same hereafter.

5. Domestic Non-life Insurance Companies (1) - MSI&ADI Results for FY 2014 1Q (ii)

- The net investment profit and other ordinary profit decreased by 26.9 billion yen for the simple sum of MSI and ADI, due to reductions in gains on sales of securities and interest and dividends income
- Net income in the first quarter for the simple sum of MSI and ADI fell by 12.1 billion yen to 63.8 billion yen

	MSI (Non-consolidated)		ADI (Non-consolidated)		<Reference> Simple Sum		
		YoY Change		YoY Change		YoY Change	
Underwriting profit		9.7	-13.6	31.6	16.1	41.3	2.5
Net interest and dividends income		26.1	-3.8	13.0	-5.7	39.1	-9.5
Gains on sales of securities		3.5	-11.4	1.2	-5.2	4.7	-16.6
Impairment losses on securities	(-)	3.6	3.0	0.2	-2.2	3.8	0.8
Investment profit and Other ordinary profit		25.3	-17.9	13.0	-9.0	38.4	-26.9
Ordinary profit		35.0	-31.6	44.7	7.1	79.8	-24.4
Extraordinary income		0.6	1.5	9.4	9.9	10.1	11.5
Income before income taxes		35.7	-30.0	54.2	17.1	89.9	-12.9
Net income		24.4	-24.3	39.4	12.2	63.8	-12.1

6. Domestic Non-life Insurance Companies FY 2014 1Q (2) - Impact of Natural Catastrophes

- No incurred losses in this quarter due to natural catastrophes in Japan occurring during the current fiscal year
- Claims payment relating to the heavy snowfalls in Japan in this February progressed smoothly at 46.3 billion yen
- Total incurred losses relating to natural disasters in Japan, the heavy snowfalls in this February, and the Thai floods rose to 1.1 billion yen.

Impact of natural catastrophes in Japan, heavy snowfalls in Feb and flooding in Thailand

(¥bn)

	Net Claims Paid		Provision for O/S*		Incurred Losses		Balance of O/S* as of Jun. 30, 2014
		YoY Change		YoY Change		YoY Change	
Nat Cat in Japan (Occurred in FY2014)	-	-1.9	-	-1.1	-	-3.1	-
Mitsui Sumitomo Insurance	-	-0.9	-	-0.7	-	-1.7	-
Aioi Nissay Dowa Insurance	-	-0.9	-	-0.3	-	-1.3	-
Heavy snowfalls in Japan (Occurred in Feb. 2014)	46.3	46.3	-44.7	-44.7	1.6	1.6	19.0
Mitsui Sumitomo Insurance	23.5	23.5	-22.6	-22.6	0.9	0.9	14.1
Aioi Nissay Dowa Insurance	22.7	22.7	-22.0	-22.0	0.7	0.7	4.8
Flooding in Thailand (Occurred in FY2011)	1.1	-14.4	-1.6	21.6	-0.5	7.2	19.8
Mitsui Sumitomo Insurance	0.8	-13.5	-1.2	19.1	-0.4	5.5	17.8
Aioi Nissay Dowa Insurance	0.0	-0.7	-0.1	2.3	-0.0	1.5	0.8
Overseas subsidiaries	0.2	-0.2	-0.3	0.2	-0.0	0.0	1.1
Total	47.5	29.9	-46.4	-24.1	1.1	5.7	38.8

* "O/S" stands for outstanding claims, same hereafter.

7. Domestic Non-life Insurance Companies FY 2014 1Q (3) - Catastrophe Reserve

- At Mitsui Sumitomo Insurance, the reversal of the catastrophe reserve fell by 10.8 billion yen due to an improvement in the loss ratio for automobile insurance
- At Aioi Nissay Dowa Insurance, the reversal of the catastrophe reserve increased by 10.3 billion yen due to steady progress in the payment of claims relating to the heavy snowfalls in February
- The change for the two companies combined was an excess reversal of 18.6 billion yen, with their net reversals decreasing by 1.1 billion yen year-on-year overall

Catastrophe reserve

(¥bn)

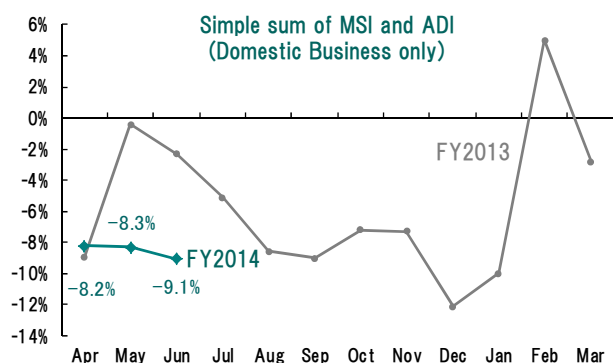
	Mitsui Sumitomo Insurance				Aioi Nissay Dowa Insurance			
	Reversal	Provision	Change	Balance as of Jun. 30, 2014	Reversal	Provision	Change	Balance as of Jun. 30, 2014
Fire and allied	14.2	4.1	-10.1	90.3	19.7	2.2	-17.4	87.0
Marine	-	0.7	0.7	70.0	-	0.1	0.1	13.9
Personal accident	0.1	1.2	1.0	63.2	-	0.5	0.5	59.5
Voluntary automobile	1.4	5.1	3.6	23.1	6.3	5.5	-0.8	20.3
Other	0.0	2.8	2.8	149.8	0.6	1.5	0.8	51.4
Total	16.0	14.0	-1.9	396.6	26.7	10.0	-16.7	232.4
YoY Change	-10.8	0.5	11.3		10.3	0.1	-10.2	

8. Domestic Non-life Insurance Companies (FY 2014 1Q) - (4) Voluntary Auto Insurance

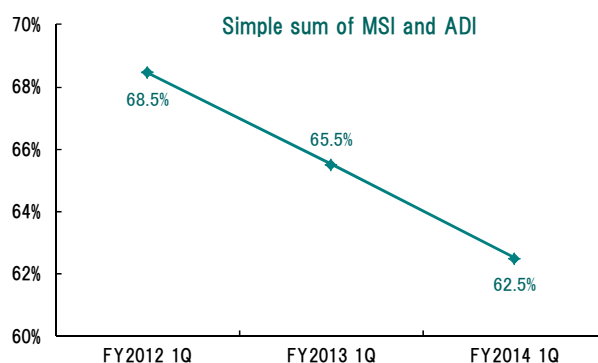
- The number of accidents remained at a low level, and the Earned to Incurred loss ratio continued to improve. However, the average payout per claim continued to increase
- Insurance premium revenue grew, mainly due to an increase in insurance premium unit price resulting from rate revisions

**Natural disasters* quoted in this page does not include heavy snowfalls occurred in Feb. 2014.

Trend in the Number of Accidents (per day, %YOY, excl. the number of accidents caused by natural disasters)



Earned to Loss Ratio (excl. loss adjustment expenses)



Insurance Premiums and Claims

Mitsui Sumitomo Insurance

<Domestic, Sales Basis>	No. of Contracts	Insurance Premium Unit Price	Insurance Premiums
Factors increasing/decreasing insurance premiums	- 0.1%	+2.6%	+2.5%
<Domestic>	Property damage liability	Vehicle damage (Excl. natural disasters)	
Changes in average payout per claim	+1.0%	+2.7%	

Aioi Nissay Dowa Insurance

<Domestic, Sales Basis>	No. of Contracts	Insurance Premium Unit Price	Insurance Premiums
Factors increasing/decreasing insurance premiums	- 1.5%	+2.4%	+0.9%
<Domestic>	Property damage liability	Vehicle damage (Excl. natural disasters)	
Changes in average payout per claim	+1.8%	+2.3%	

* "Changes in average payout per claim" means change in average payout per claim over one-year period ended Jun 30, 2014 compared with average payout per claim in one-year period ended Mar. 31, 2014.
* All figures for factors of increase/decrease in insurance premiums are based on sales results (Apr.- Jun.), %YoY

9. Domestic Life Insurance/ MSI Aioi Life - Results for FY 2014 1Q

- The amount of new policies decreased by 2.0%, due to factors such as a reduction in individual annuities
- Annualized premiums of new policies increased by 22.3% due to strong third-sector sales
- Net income for the quarter decreased by 0.6 billion yen to 1.4 billion yen due to factors such as a reduction in gains on sales of securities and an increase in company expenses

MSI Aioi Life

	FY 2013 1Q Results	FY 2014 1Q		
		Results	Change	Change Ratio
Amount of new policies*	625.1	612.6	- 12.4	-2.0%
Amount of policies in force*	21,105.0	21,295.8	190.8	0.9%
Annualized premiums of new policies*	8.9	10.9	1.9	22.3%
of which, third sector insurance	1.7	3.4	1.7	100.6%
Annualized premiums of policies in force*	335.8	339.8	3.9	1.2%
of which, third sector insurance	61.1	63.3	2.1	3.5%
Gross premiums income	96.2	103.6	7.4	7.7%
Ordinary profit	5.1	4.1	- 0.9	-18.7%
Net Income	2.1	1.4	- 0.6	-32.2%
Core profit	3.8	4.4	0.5	15.4%

* Total sum of personal insurance and personal annuity insurance.

10. Domestic Life Insurance Companies - Results for FY 2014 1Q - MSI Primary Life

- Insurance premiums increased by 86.2% to 226.7 billion yen, due to steady growth in sales of fixed and variable whole life insurance
- Net income for the quarter decreased by 5.4 billion yen to 0.8 billion yen due to an increase in the burden of the policy reserve for insurance in foreign currencies, reflecting a drop in foreign currency interest rates
- On the other hand, unrealized gains increased in regard to bonds held as policy reserves

MSI Primary Life

(¥bn)

	FY 2013 1Q Results	FY 2014 1Q		
		Results	YoY Change	Change Ratio
Amount of new policies*	115.5	218.7	103.2	89.3%
Amount of policies in force*	(At the beginning of the FY) 4,024.3	4,177.2	(Change from the beginning of the FY) 152.8	3.8%
Gross premiums income	121.8	226.7	104.9	86.2%
Ordinary profit	9.7	0.9	- 8.8	- 90.3%
Net Income	6.2	0.8	- 5.4	- 86.1%
Core profit	16.8	- 1.1	- 18.0	- 107.0%

* Total sum of personal insurance and personal annuity insurance..

11. Overseas Subsidiaries - Results for FY 2014 1Q

- Net premiums written increased in all regions on a local currency basis. Owing partly to the effects of new consolidations and exchange rates, net premiums written increased by 28.0%
- In spite of the improvement in underwriting income, net income for the quarter decreased by 1.2 billion yen to 8.2 billion yen due to a reduction in the investment income balance, which was subject to foreign exchange gains in the previous term

Overseas Subsidiaries

(¥bn)

	FY2013 1Q Results	FY2014 1Q		
		Results	YoY Change	Change ratio
Net premiums written	61.7	78.9	17.2	28.0%
Asia*	28.8	36.7	7.9	27.4%
Europe	16.5	23.6	7.1	43.4%
Americas	9.2	10.5	1.3	14.5%
Reinsurance	7.0	7.9	0.8	11.9%
Net income	9.4	8.2	-1.2	-13.1%
Asia*	4.5	3.7	-0.8	-18.1%
Europe	1.8	2.2	0.3	18.0%
Americas	0.3	0.2	-0.1	-33.5%
Reinsurance	2.6	2.0	-0.6	-24.0%

*ADI's Australian subsidiary has been included in "Asia" as a consolidated subsidiary from FY2014.

FY 2014 1Q Results Data

Non-consolidated Results for FY 2014 1Q - Mitsui Sumitomo Insurance Page 12-14

Non-consolidated Results for FY 2014 1Q - Aioi Nissay Dowa Insurance Page 15-17

12. Non-consolidated Results for FY 2014 1Q - Mitsui Sumitomo Insurance (i)

(¥bn)

	FY2013 1Q Results	FY2014 1Q Results	
			YoY Change
Net premiums written	337.4	355.1	17.7
Growth rate of net premiums written	4.1%	5.3%	1.2 pt
Net loss ratio	67.4%	63.9%	-3.5 pt
Net expense ratio	32.7%	33.1%	0.4 pt
Combined ratio	100.1%	97.0%	-3.1 pt
Incurred losses (Excl. loss adjustment expenses)	197.8	200.5	2.6
Underwriting profit	23.3	9.7	-13.6
Net interest and dividends income	29.9	26.1	-3.8
Gains on sales of securities	15.0	3.5	-11.4
Impairment losses on securities	-0.5	-3.6	-3.0
Investment profit	46.7	26.0	-20.7
Ordinary profit	66.6	35.0	-31.6
Extraordinary income	-0.8	0.6	1.5
Net income	48.8	24.4	-24.3
(Excl. residential earthquake insurance and CALI)			
Growth rate of net premiums written	4.8%	4.0%	-0.8 pt
Net loss ratio	63.7%	60.7%	-3.0 pt
Net expense ratio	33.9%	34.9%	1.0 pt
Combined ratio	97.6%	95.6%	-2.0 pt

13. Non-consolidated Results for FY 2014 1Q - Mitsui Sumitomo Insurance (ii)

Net premiums written

	(¥bn)		
	FY2013 1Q Results	FY2014 1Q	
		Results	Growth
Fire and allied	41.7	46.1	10.6%
Marine	14.8	16.1	8.9%
Personal accident	38.2	39.4	3.3%
Voluntary automobile	154.7	159.0	2.8%
CALI	35.3	41.0	16.0%
Other	52.5	53.2	1.3%
Total	337.4	355.1	5.3%
Excluding residential earthquake insurance and CALI	301.8	313.9	4.0%

Net loss ratio

	FY2013 1Q Results	FY2014 1Q	
		Results	Change
Fire and allied	101.4%	96.9%	-4.5pt
Marine	48.7%	47.1%	-1.6pt
Personal accident	58.0%	56.1%	-1.9pt
Voluntary automobile	62.7%	59.1%	-3.6pt
CALI	99.7%	88.6%	-11.1pt
Other	44.6%	41.4%	-3.2pt
Total	67.4%	63.9%	-3.5pt
Excluding residential earthquake insurance and CALI	63.7%	60.7%	-3.0pt

14. Non-consolidated Results for FY 2014 1Q - Mitsui Sumitomo Insurance (iii)

Incurred losses*¹ and EI loss ratio (including loss adjustment expenses)

	FY 2013 1Q					FY 2014 1Q					
	Incurred Losses* ¹ (a)	EI Loss Ratio	Nat Cat Impact* ² (b)	(a)-(b)	EI Loss Ratio (Excluding Nat Cat Impact)	Incurred Losses* ¹ (c)	EI Loss Ratio	Nat Cat Impact* ² (d)	(c)-(d)	EI Loss Ratio (Excluding Nat Cat Impact)	YoY Change
Fire and allied (Excluding residential earthquake insurance)	21.6	46.9%	-4.6	26.2	56.9%	27.2	55.8%	0.7	26.5	54.2%	-2.7pt
Marine	10.3	71.3%	0.0	10.3	71.2%	8.6	56.3%	0.0	8.6	56.2%	-15.0pt
Personal accident	20.6	61.5%	-0.0	20.6	61.5%	21.4	61.6%	0.0	21.4	61.4%	-0.1pt
Voluntary automobile	103.8	68.8%	0.1	103.7	68.7%	103.1	66.3%	-0.2	103.4	66.5%	-2.2pt
Other	24.5	55.0%	0.2	24.3	54.5%	25.4	53.7%	-0.0	25.4	53.8%	-0.7pt
Total (A)³	181.1	62.4%	-4.2	185.3	63.9%	185.9	61.6%	0.5	185.4	61.4%	-2.5pt
Residential earthquake insurance (B)	—	—	—	—	—	—	—	—	—	—	—
CALI (C)	35.2	—	—	35.2	—	36.3	—	—	36.3	—	—
Total (A)+(B)+(C)	216.3	—	-4.2	220.6	—	222.2	—	0.5	221.7	—	—

*1 Incurred losses = net claims paid + loss adjustment expenses + provision for outstanding claims

*2 "Nat Cat (Natural Catastrophe) Impact" is the total of incurred losses resulting from domestic natural catastrophes occurring in Japan during the period, heavy snowfalls in Feb. 2014 in Japan and the Thailand floods.

*3 Total (A) excludes residential earthquake insurance and CALI.

* Earned premium, the denominator of the EI loss ratio, is calculated by adjusting unearned premium (excluding natural catastrophe reserves) and premium reserve.

15. Non-consolidated Results for FY 2014 1Q - Aioi Nissay Dowa Insurance(i)

(¥bn)

	FY2013 1Q Results	FY2014 1Q Results	
			YoY Change
Net premiums written	281.4	289.8	8.3
Growth rate of net premiums written	2.7%	3.0%	0.3 pt
Net loss ratio	64.9%	67.1%	2.2 pt
Net expense ratio	34.8%	35.9%	1.1 pt
Combined ratio	99.7%	103.0%	3.3 pt
Incurred losses (Excl. loss adjustment expenses)	165.0	157.1	-7.8
Underwriting profit	15.4	31.6	16.1
Net interest and dividends income	18.7	13.0	-5.7
Gains on sales of securities	6.4	1.2	-5.2
Impairment losses on securities	-2.4	-0.2	2.2
Investment profit	21.1	12.1	-8.9
Ordinary profit	37.6	44.7	7.1
Extraordinary income	-0.4	9.4	9.9
Net income	27.1	39.4	12.2
(Excl. residential earthquake insurance and CALI)			
Growth rate of net premiums written	3.7%	1.4%	-2.3 pt
Net loss ratio	60.7%	64.4%	3.7 pt
Net expense ratio	35.8%	37.7%	1.9 pt
Combined ratio	96.5%	102.1%	5.6 pt

16. Non-consolidated Results for FY 2014 1Q - Aioi Nissay Dowa Insurance (ii)

Net premiums written

(¥bn)

	FY2013 1Q	FY2014 1Q	
	Results	Results	Growth
Fire and allied	28.8	28.5	-1.1%
Marine	2.8	2.5	-9.7%
Personal accident	18.9	18.7	-1.5%
Voluntary automobile	168.5	171.2	1.6%
CALI	34.0	38.9	14.4%
Other	28.2	29.8	5.7%
Total	281.4	289.8	3.0%
Excluding residential earthquake insurance and CALI	247.2	250.7	1.4%

Net loss ratio

	FY2013 1Q	FY2014 1Q	
	Results	Results	Change
Fire and allied	75.2%	129.3%	54.1pt
Marine	63.4%	52.8%	-10.6pt
Personal accident	48.4%	46.6%	-1.8pt
Voluntary automobile	60.8%	58.5%	-2.3pt
CALI	95.6%	84.9%	-10.7pt
Other	52.6%	48.1%	-4.5pt
Total	64.9%	67.1%	2.2pt
Excluding residential earthquake insurance and CALI	60.7%	64.4%	3.7pt

17. Non-consolidated Results for FY 2014 1Q - Aioi Nissay Dowa Insurance (iii)

Incurred losses*¹ and EI loss ratio (including loss adjustment expenses)

(¥bn)

	FY 2013 1Q					FY 2014 1Q					
	Incurred Losses* ¹ (a)	EI Loss Ratio	Nat Cat Impact* ² (b)	(a)-(b)	EI Loss Ratio (Excluding Nat Cat Impact)	Incurred Losses* ¹ (c)	EI Loss Ratio	Nat Cat Impact* ² (d)	(c)-(d)	EI Loss Ratio (Excluding Nat Cat Impact)	YoY Change
Fire and allied (Excluding residential earthquake insurance)	15.4	44.3%	-0.5	16.0	45.9%	16.9	46.9%	0.4	16.4	45.7%	-0.2pt
Marine	1.7	69.2%	—	1.7	69.2%	1.7	57.1%	—	1.7	57.1%	-12.1pt
Personal accident	9.4	56.0%	0.0	9.4	56.0%	8.2	49.0%	0.0	8.2	48.9%	-7.1pt
Voluntary automobile	100.9	62.5%	0.1	100.7	62.3%	97.4	58.9%	0.3	97.1	58.7%	-3.6pt
Other	17.3	70.9%	0.0	17.2	70.5%	12.9	49.7%	-0.1	13.1	50.3%	-20.2pt
Total (A)* ³	144.9	60.3%	-0.2	145.2	60.4%	137.3	55.5%	0.6	136.7	55.2%	-5.2pt
Residential earthquake insurance (B)	—	/	—	—	/	—	/	—	—	/	/
CALI (C)	32.5	/	—	32.5	/	33.0	/	—	33.0	/	/
Total (A)+(B)+(C)	177.5	/	-0.2	177.7	/	170.4	/	0.6	169.7	/	/

*1 Incurred losses = net claims paid + loss adjustment expenses + provision for outstanding claims

*2 "Nat Cat (Natural Catastrophe) Impact" is the total of incurred losses resulting from domestic natural catastrophes occurring in Japan during the period, heavy snowfalls in Feb. 2014 in Japan and the Thailand floods.

*3 Total (A) excludes residential earthquake insurance and CALI.

* Earned premium, the denominator of the EI loss ratio, is calculated by adjusting unearned premium and premium reserve.

Definition of "Group Core Profit"

Group Core Profit = Consolidated net income
 - Net capital gains/losses on stock portfolio (gains/losses on sales etc.)
 - Net evaluation gains/losses on credit derivatives
 - Other incidental factors
 + Equity in earnings of the non-consolidated group companies

Caution About Forward-looking Statements

This presentation contains statements about future plans, strategies, and earnings forecasts for MS&AD Insurance Group Holdings and MS&AD Group companies that constitute forward-looking statements. These statements are based on information currently available to the MS&AD Group. Investors are advised that actual results may differ substantially from those expressed or implied by forward-looking statements for various reasons. Actual performance could be adversely affected by (1) economic trends surrounding our business, (2) fierce competition in the insurance sector, (3) exchange-rate fluctuations, and (4) changes in tax and other regulatory systems.

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