

Materials for FY2023 Results Briefing – Conference Call

May 20, 2024 (Mon.)



Today's Key Points (FY2023 Results/FY2024 Forecast)

- Net premiums written increased by 328.5 billion yen year on year, or +8.4% to 4,261.7 billion yen.
- Net income increased by 158.2 billion yen year on year to 369.2 billion yen. Group adjusted profit increased by 157.7 billion yen to 379.9 billion yen.

Domestic Non-Life Insurance	Domestic Non-Life Insurance increased its profit due to a rebound from COVID-19-related losses, an increase in investment profit including an acceleration in the sale of strategic equity holdings and an increase in earned premiums.
Domestic Life Insurance	Domestic Life Insurance increased its profit mainly due to a rebound from COVID-19 related payment at MSA Life.
Overseas Subsidiaries	Overseas Subsidiaries increased premiums in Asia, Americas and Europe including MS Amlin. Due to the profitability improvement at MS Amlin in addition to the other region's profit increase, Group adjusted profit marked record high.

NB: Since the beginning of FY2023, overseas consolidated subsidiaries and overseas equity-method affiliates that have adopted International Financial Reporting Standards (IFRS) have adopted IFRS17 "Insurance Contracts" and the figures for FY2022 are based on the retrospective application of IFRS17 "Insurance Contracts".

- Net premiums written for FY2024 increased by 338.2 billion yen to 4,600.0 billion yen (+7.9% year on year).
- Net income increased by 240.7 billion yen year on year to 610.0 billion yen. Group adjusted profit increased by 250.0 billion yen to 630.0 billion yen.

Domestic Non-Life Insurance	Group adjusted profit in Domestic Non-Life insurance is expected to increase by 241.2 billion yen due to an increase in underwriting profit and investment profit. Plan to sell strategic equity holdings for 675.0 billion yen.
Domestic Life Insurance	Group adjusted profit in Domestic Life Insurance is expected to keep same stable level as last fiscal year.
Overseas Subsidiaries	Group adjusted profit in Overseas Subsidiaries is expected to increase by 13.4 billion yen to 153.0 billion yen due to stable performance of AUL and MS Re (Lloyd's and reinsurance business).
Shareholder Return	<p>For FY2023: Interim dividends (120 yen), Year end dividends (150 yen)</p> <p>The total annual dividends per share for FY2023: 270 yen (+70.0 yen year on year/+30 yen compared to initial forecast)</p> <p>Share buyback of maximum 50.0 billion yen was decided. (of which 10.0 billion already carried out)</p> <p>In addition, maximum 150.0 billion yen share buyback was decided for capital level adjustment</p> <p>For FY2024: The annual dividend forecast for FY2024 is 145 yen. (after 3-for-1 stock split)</p>

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Please also refer to an Excel data file uploaded on our website.

Summary of FY2023 Results

Group Consolidated

(1) Top line

- Net premium written increased by 328.5 billion yen mainly due to a significant increase in overseas subsidiaries.
- Domestic nonlife insurance increased by 27.5 billion yen to 3,027.5 billion yen due to an increase in reinsurance inward from overseas subsidiaries. Overseas insurance subsidiaries increased by 300.7 billion yen due to an increase in new businesses, rate increases, and the impact of the foreign exchange (excluding foreign exchange effects, increased by 209.0 billion yen).

Non-life insurance subsidiaries

(¥bn)

	FY2022 Results	FY2023 Results	YoY Change	Growth
Direct premiums written (excl. deposit premiums from policyholders)	4,149.8	4,479.9	330.1	8.0%
Net premiums written	3,933.2	4,261.7	328.5	8.4%
Mitsui Sumitomo Insurance	1,629.8	1,623.3	- 6.5	- 0.4%
Aioi Nissay Dowa insurance	1,335.5	1,368.9	33.4	2.5%
Mitsui Direct General	34.5	35.2	0.6	2.0%
Overseas subsidiaries	932.9	1,233.6	300.7	32.2%

Life insurance subsidiaries

(¥bn)

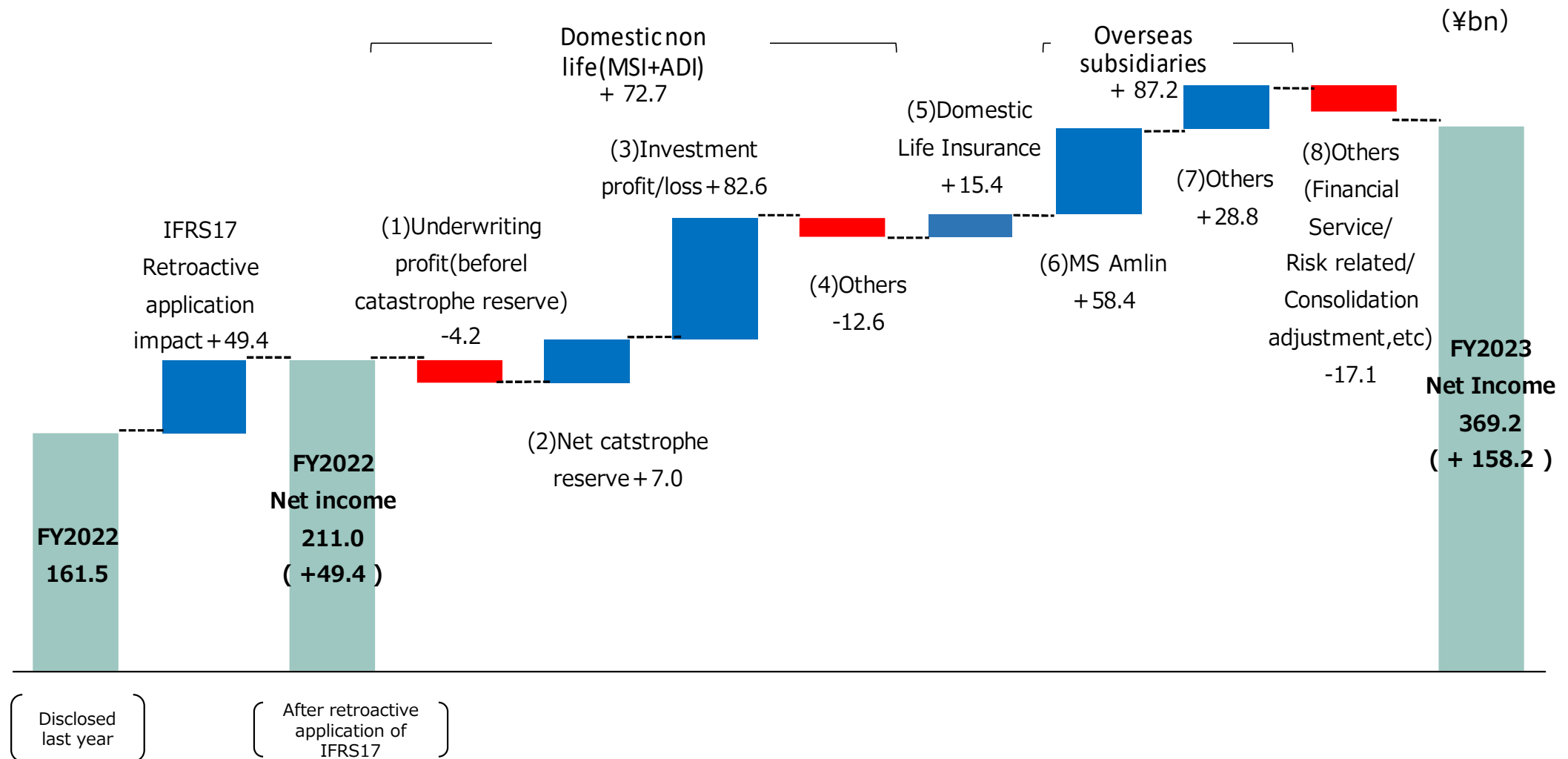
	FY2022 Results	FY2023 Results	YoY Change	Growth
Gross premiums income [†]	1,707.5	1,827.3	119.8	7.0%
MSI Aioi Life	487.1	473.7	- 13.3	- 2.7%
MSI Primary Life	1,220.4	1,353.5	133.1	10.9%
Life insurance premiums	458.4	735.2	276.8	60.4%

[†] Gross premiums income is for domestic life insurance subsidiaries only.

(2) Bottom line

- Net income at two domestic non-life insurance companies (MSI+ADI) increased by 72.7 billion yen mainly due to an increase of (3)Investment profit.
- As of net income at (5)Domestic life insurance subsidiaries, MSA life increased by 15.4 billion yen due to a decrease of Covid19 related losses and MSP Life is almost same as last fiscal year.
- Net income at Overseas insurance subsidiaries increased by 87.2 billion yen due to an overall increase of premium, an improvement of profitability and a decrease of catastrophe losses at MS Amlin, favorable insurance service profit in Asia.

Net income



(3) Bottom line (Breakdown by company)

	FY2022	FY2023			FY2023 annual Forecast ^{†2}	
	Results	Results	YoY Change	Change Ratio	Announced in Nov. 2023	Progress
Ordinary profit/loss	292.2	416.4	124.1	42.5%	400.0	-
Mitsui Sumitomo Insurance	141.2	214.3	73.0	51.8%	180.0	-
Aioi Nissay Dowa Insurance	66.7	79.0	12.3	18.4%	82.0	-
Mitsui Direct General Insurance	- 0.5	- 2.0	- 1.4	-	-	-
MSI Aioi Life	27.8	49.1	21.2	76.2%	44.3	-
MSI Primary Life	31.0	- 26.9	- 57.9	- 186.9%	26.8	-
Overseas subsidiaries	70.9	157.0	86.0	121.3%	-	-
Consolidation adjustments, others	- 45.0	- 54.1	- 9.1	-	-	-
Net income/loss ^{†1}	211.0	369.2	158.2	75.0%	280.0	131.9%
Mitsui Sumitomo Insurance	107.8	167.7	59.8	55.5%	135.0	124.3%
Aioi Nissay Dowa Insurance	43.1	56.0	12.8	29.8%	56.0	100.1%
Mitsui Direct General Insurance	0.8	- 1.5	- 2.4	- 272.7%	- 1.9	-
MSI Aioi Life	12.7	28.1	15.4	121.5%	25.0	112.8%
MSI Primary Life	19.7	19.6	0.0	- 0.3%	16.0	123.1%
Overseas subsidiaries	66.5	153.8	87.2	131.0%	102.0	150.8%
Consolidation adjustments, others	- 40.0	- 54.7	- 14.7	-	- 52.1	-
R O E (Financial accounting base)	6.6%	9.8%	3.2pp	-	8.4%	-

†1: Consolidated net income represents net income attributable to owners of the parent.

Net income of subsidiaries is on an equity stake basis, same hereafter.

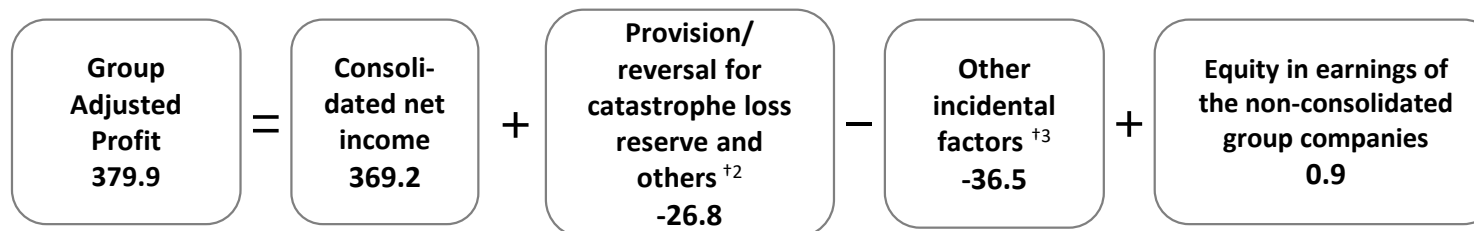
†2: Since the breakdown was not disclosed when consolidated earnings forecast was revised on April 1, 2024, this document compares the forecast with consolidated earnings forecast disclosed in November 2023.

(4) Bottom line (Breakdown of Group adjusted profit)

	FY2022		FY2023		FY2023 annual forecast ^{†4} (announced in Nov 2023)
	Disclosed in FY2023	After restrospective application of IFRS17		YoY Change ^{†1}	
Group Adjusted Profit	172.7	222.2	379.9	157.7	280.0
Domestic non-life insurance busine	118.0	118.3	186.7	68.3	138.0
Domestic life insurance business	34.7	34.7	49.7	15.0	45.0
International business	17.9	67.0	139.5	72.4	94.0
Financial services business and Digital, risk-related services business	2.0	2.0	4.0	1.9	3.0
Group Adjusted ROE ^{†1}	4.8%	6.1%	9.0%	2.9pp	7.5%

†1: Compared with the previous year's figures after retrospective application of IFRS 17.

<Reference>



†2: "+" in case of provision, "-" in case of reversal

†3: Amortization of goodwill and others: -36.5 billion yen

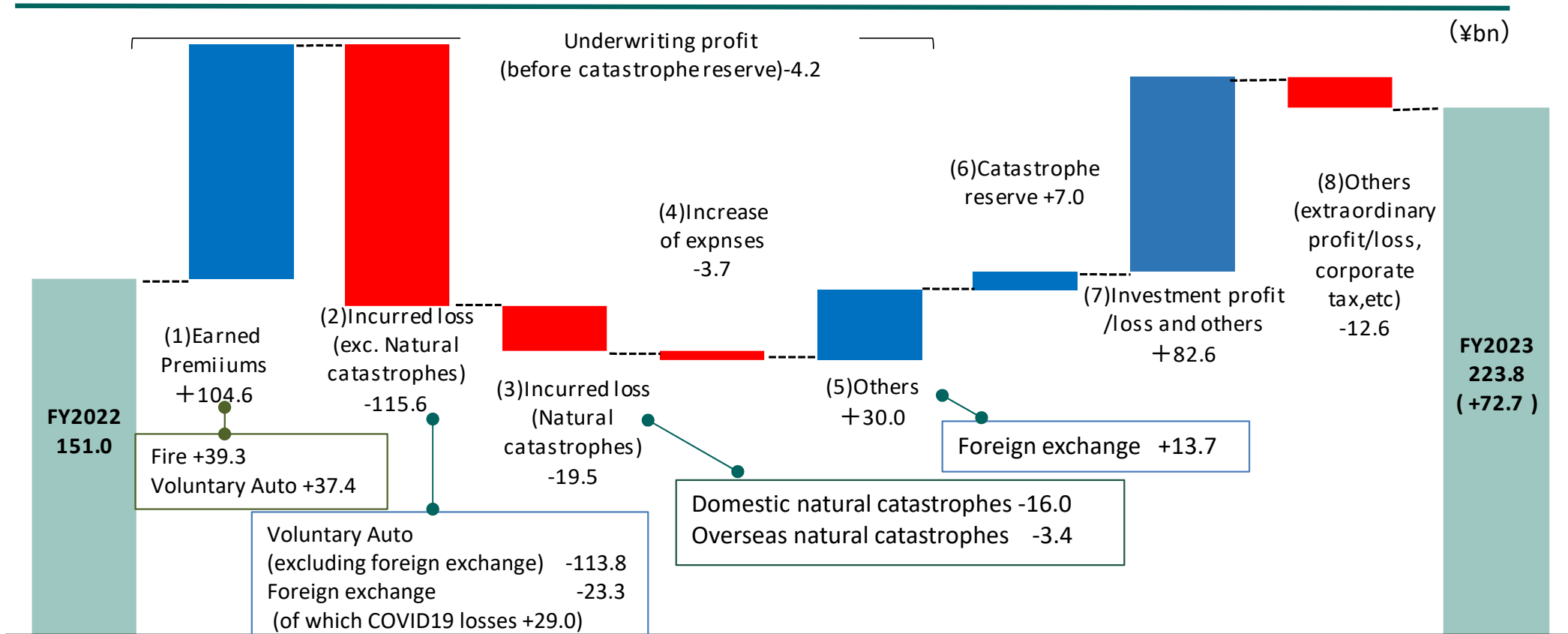
†4: Since the breakdown was not disclosed when consolidated earnings forecast was revised on April 1, 2024, this document compares the forecast with consolidated earnings forecast disclosed in November 2023.

Domestic Non Life Insurance Companies

(1) Bottom line (MSI+ADI)

- Underwriting profit (before catastrophe reserve) decreased due to an increase in (2)automobile insurance losses and (3)natural catastrophe losses despite an increase in (1)Earned premiums of and automobile insurance and fire insurance.
- Investment profit increased due to an increase in interest and dividend income and gains on sales of securities.

Net Income (MSI+ADI)

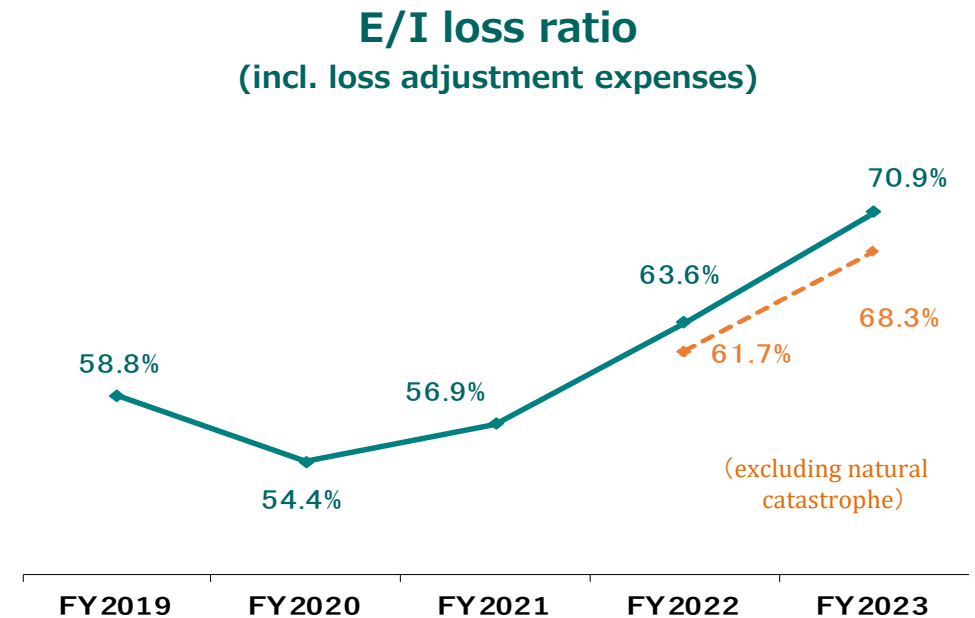
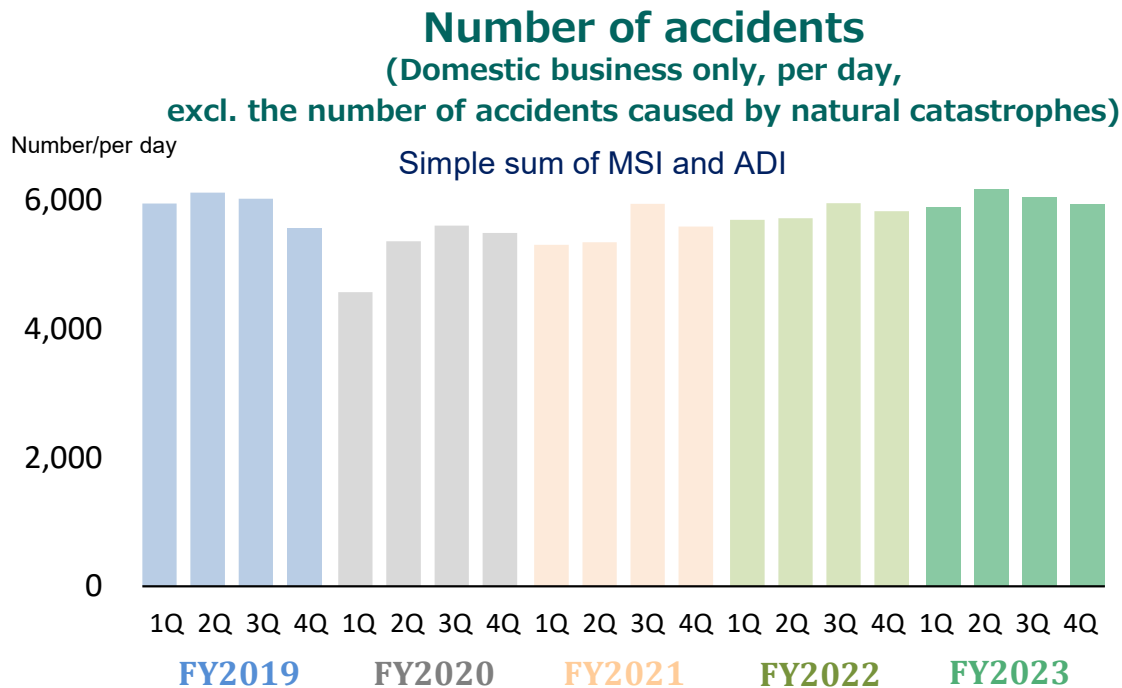


NB1: Excluding CALI and residential EQ base for item (1) to (6)

NB2: Incurred loss of (2) includes loss adjustment expenses

(2) Voluntary automobile insurance

- The cumulative number of accidents at the end of March 2023 increased by 3.8%.
- E/I loss ratio increased by 7.3 points year-on-year to 70.9%.



Mitsui Sumitomo Insurance

<Domestic sales basis>	No. of contracts	Insurance premium unit price	Insurance premium
Factors of increase/decrease in insurance premiums	+0.1%	+1.5%	+1.7%
<Domestic>	Property damage liability	Vehicle damage (Excl. natural catastrophes)	
Changes in average payout per claim	+3.3%	+4.6%	

Premium/Claim

Aioi Nissay Dowa Insurance

<Domestic sales basis>	No. of contracts	Insurance premium unit price	Insurance premium
Factors of increase/decrease in insurance premiums	-0.1%	+1.2%	+1.3%
<Domestic>	Property damage liability	Vehicle damage (Excl. natural catastrophes)	
Changes in average payout per claim	+4.3%	+6.1%	

NB: All figures for factors of increase/decrease in insurance premiums are based on sales results (April to March) year-on-year.

(3) Impact of Natural Catastrophes

- Domestic natural catastrophe losses (MSI+ADI) increased by 12.0 billion yen in Automobile insurance, and 16.0 billion yen in total year on year mainly due to hailstorm in Gunma in July 2023.
- Overseas natural catastrophe losses increased by 1.3 billion yen year on year.

Impact of domestic natural catastrophes

	Incurred losses			Incurred losses FY2023 Forecast ^{†2} Announced in Nov. 2023	(Ref: FY2023) Before reinsurance recovery
	FY2022 Results	FY2023 Results	YoY Change		
Mitsui Sumitomo Insurance	51.2	61.3	10.0	71.0	Typhoon No.2 15.4
Aioi Nissay Dowa Insurance	46.1	52.0	5.9	56.0	Heavy rain in July 16.0
Total	97.4	113.4	16.0	127.0	July hail in Gunma 31.9
					Typhoon No.7 14.6
					Noto earthquake 17.3

Impact of overseas natural catastrophes

	Incurred losses			Incurred losses FY2023 Forecast ^{†2} (Announced in Nov. 2023)
	FY2022 Results	FY2023 Results	YoY Change	
Aioi Nissay Dowa Insurance	16.7	21.5	4.8	24.2
MS Amlin	29.1	26.5	- 2.5	32.2
Other (MSI, overseas subsidiaries)	2.0	1.1	- 0.9	
Consolidation adjustments				
Total	47.9	49.2	1.3	56.4

† 1: The scope of overseas natural catastrophes aggregation is on the Group's internal basis.

† 2: Since the breakdown was not disclosed when consolidated earnings forecast was revised on April 1, 2024, this document compares the forecast with consolidated earnings forecast disclosed in November 2023.

Domestic Life Insurance Companies

(1) MSA Life

- Annualized premiums of new policies for third sector increased by 5.9% year-on-year due to the introduction of medical insurance with relaxed underwriting conditions and long-term care insurance.
- Net income increased by 15.4 billion yen to 28.1 billion yen, record high mainly due to a decrease of COVID-19 related payment.

MSA Life

(¥bn)

	FY2022	FY2023		
			YoY Change	Change Ratio
Amount of new policies(Personal)	1,456.6	1,292.8	- 163.8	-11.2%
Annualized premiums of new policies	27.1	26.9	- 0.2	-0.8%
of which, third sector insurance	13.5	14.3	0.8	5.9%
Amount of policies in force(personal)	23,249.9	22,465.5	- 784.4	-3.4%
Annualized premiums of policies in force	440.5	435.6	- 4.8	-1.1%
of which, third sector insurance	157.5	162.7	5.1	3.3%
Gross premiums income	487.1	473.7	- 13.3	-2.7%
Ordinary profit/loss	27.8	49.1	21.2	76.2%
Extraordinary income/loss	- 1.3	- 1.5	- 0.2	-
Net income/loss	12.7	28.1	15.4	121.5%
Core profit*	24.8	40.4	15.6	63.1%
EEV	908.0	918.9	10.9	
Ref: EEV (UFR-applied)	946.7	932.7	- 13.9	
Net worth	- 3.8	- 174.8	- 171.0	
Value of in-force policies	911.9	1,093.8	181.9	
of which, value of new policies	51.2	46.6	- 4.5	

NB: From 1Q FY2023, the calculation method of hedge cost about foreign exchange in core profit has been adopted. Along with this revision, FY2022 result was calculated based upon new method.

(2) MSP Life

- Gross premium increased by 10.9% due to favorable market conditions to 1,353.5 billion yen, record high.
- Ordinary profit decreased mainly due to an increase in the provision of policy reserve for foreign currency denominated insurance, despite an increase in interest and dividend income. Net income was 19.6 billion yen, almost same level from the previous fiscal year, due to the reversal of price fluctuation reserve.

MSP Life

(¥bn)

	FY2022 Results	FY2023		
		Results	YoY Change	Change Ratio
Amount of new policies(Personal total)	1,279.8	1,437.0	157.2	12.3%
Amount of policies in force(Personal total)	6,932.2	7,905.7	973.5	14.0%
Gross premiums income	1,220.4	1,353.5	133.1	10.9%
Ordinary profit/loss	31.0	- 26.9	- 57.9	-186.9%
Extraordinary income/loss	- 4.1	54.0	58.2	-
Provision/reversal for price fluctuation reserve	- 4.1	54.0	58.2	-
Net income/loss	19.7	19.6	-0.0	-0.3%

Impact of interest rates and foreign exchange rates

(¥bn)

	FY2022 Results	FY2023 Results
Impact of interest rates	- 95.3	- 95.2
Impact of foreign exchange rates	24.6	- 2.9
Total	- 70.7	- 98.2

Overseas subsidiaries

(1) Results summary

- Net premiums written of overseas insurance subsidiaries increased in Europe, Asia and the U.S. due to the expansion of new business and an increase in insurance premium rates.
- Net income increased by 87.2 billion yen (Increased by 138.0 billion yen compared to the figure disclosed in the previous fiscal year).
- In Asia, net income increased by 14.0 billion yen, mainly due to an improvement of insurance service profit and investment profit at MSIG Mingtai (Taiwan) and MS First Capital (Singapore). In Europe, net income increased by 58.7 billion yen, due to profitability improvement, decrease of natural catastrophes and positive impact of the Bermuda tax revision (+13.2 billion yen) at MS Amlin. International Life Insurance net income increased by 13.3 billion yen mainly due to a rebound from financial market fluctuation impact in the previous fiscal year.

Overseas subsidiaries

(¥bn)

	FY2022		FY2023		
	Disclosed last year	IFRS 17 base	Results	YoY Change [†]	Change ratio
Net premiums written	934.1	932.9	1,233.6	300.7	32.2%
Asia	222.2	221.4	249.4	28.0	12.6%
Europe	645.3	644.8	882.4	237.5	36.8%
Americas	66.5	66.5	101.7	35.1	52.8%
Net income/loss	15.7	66.5	153.8	87.2	131.0%
Asia	28.5	31.2	45.2	14.0	44.9%
Europe	- 22.2	31.4	90.1	58.7	186.6%
Americas	3.1	3.5	4.7	1.1	32.3%
International Life Insurance	6.2	0.2	13.6	13.3	—

NB: Compared with the previous year's figures after retrospective application of IFRS 17

(2) <Reference> MS Amlin's financial result for Jan-Dec 2023 ⁺¹

- Insurance service profit was £457mn, an improvement of £347mn year-on-year, driven by top-line growth mainly due to market hardening, business expansion of MS Re, and improvements in profitability through enhancing the underwriting portfolio in all MS Amlin legal entities.
- Financial profit was £53mn (a decrease of £148mn year-on-year). The significant improvements in investment income were materially offset by higher insurance service expenses given the diminished benefit from favorable interest rate fluctuations relative to the prior year.
- Net income was £509mn (an increase of £316mn year-on-year) including the positive impact of £75mn mainly from recognizing deferred tax assets in anticipation of the revision of the corporate tax system in Bermuda.

	(£mn)		
	FY2022 Results(IFRS17 base)	FY2023 Results	YoY change
Insurance service profit/loss	110	457	347
Financial profit/loss	201	53	-148
of which investment income/loss	-108	273	381
of which insurance service expenses(interest rate change impact)(-)	318	-43	-361
of which insurance service expenses(unwind,etc)(-)	-9	-176	-167
Non-operating profit/loss	-52	-92	-41
Corporate tax,etc(-)	-67	91	158
Net income	193	509	316

<Note to MS Amlin's insurance liabilities>

Under IFRS17, the value of insurance liabilities is derived by discounting future cash flows. The impact on profit/loss is as follows:

(1) Discounting of insurance liabilities for current period and prior period underwriting is recognized in "Insurance Service profit/loss"

(2) With regard to insurance liabilities for prior periods, changes in discount rates following changes in interest rates and the decrease in the discount value due to the passage of time are recognized in "Insurance Service Expenses"

【Reference】Main breakdown of insurance service profit/loss ⁺²

Net premium written	3,601	4,721	1,120
Net premium earned	3,199	4,273	1,074
Incurred losses(including loss adjustment expenses)	1,947	2,387	441
Expense for acquisition and other operating expense	1,158	1,435	277
El loss ratio	60.9%	55.9%	-5.0pp
El expense ratio	36.2%	33.6%	-2.6pp
El combined ratio	97.1%	89.5%	-7.6pp

Major natural catastrophe losses
(before discounting) (£mn)

FY2022	FY2023	YoY change
180	151	-29

⁺¹ Local accounting base (simple sum of results of main group companies). Reinsurance premiums related to the transfer of insurance liabilities in the past are excluded from the insurance account.

⁺² Net premium written is based on IFRS4. All other items have been reclassified from 'Insurance service profit/loss' to the conventional terminology, but are based on IFRS17 accounting standards (e.g. incurred losses after discounting). El combined ratio excludes change in loss component.

Reference

Domestic Non-Life Insurance Companies (MSI&ADI) Results (i)

(¥bn)

	Simple Sum (MSI+ADI)		MSI (Non-Consolidated)		ADI (Non-Consolidated)	
		YoY Change		YoY Change		YoY Change
Net premiums written^{†1}	2,992.2	26.9	1,623.3	- 6.5	1,368.9	33.4
Earned premiums ^{†2†3}	2,748.4	104.6	1,515.8	46.0	1,232.5	58.6
Incurred losses (including loss adjustment expenses) ^{†2} (—)	1,926.2	135.1	1,025.3	39.4	900.9	95.7
Underwriting expenses ^{†2} (—)	911.8	3.7	491.6	- 1.0	420.1	4.8
Commissions and collection expenses ^{†2}	572.3	1.6	293.8	- 6.4	278.5	8.1
Other underwriting expenses ^{†2}	339.4	2.1	197.8	5.4	141.6	- 3.2
Underwriting profit/loss prior to reflecting catastrophe reserve	- 58.4	- 4.2	4.7	23.9	- 63.1	- 28.2
Net catastrophe reserve	45.9	7.0	15.9	12.6	29.9	- 5.6
Underwriting profit/loss after reflecting catastrophe reserve	- 12.4	2.7	20.7	36.6	- 33.1	- 33.8
El loss ratio^{†2}	70.1%	2.4pp	67.6%	0.5pp	73.1%	4.5pp
Net loss ratio ^{†1}	66.0%	0.7pp	65.6%	1.3pp	66.4%	- 0.2pp
Net expense ratio ^{†1}	33.3%	- 0.1pp	32.7%	0.2pp	34.2%	- 0.4pp
Combined ratio^{†1}	99.3%	0.6pp	98.3%	1.5pp	100.6%	- 0.6pp

†1 All lines

†2 Excluding residential earthquake and CALI (compulsory auto liability insurance)

†3 “Earned premiums” are calculated with adjustments including unearned premiums (excl. natural catastrophe policy reserves) and reserve funds.

Domestic Non-Life Insurance Companies (MSI&ADI) Results (ii)

(¥bn)

	Simple Sum (MSI+ADI)		MSI (Non-Consolidated)		ADI (Non-Consolidated)	
		YoY Change		YoY Change		YoY Change
Underwriting profit/loss	- 12.4	2.7	20.7	36.6	- 33.1	- 33.8
Net interest and dividends income	188.2	29.1	129.4	19.9	58.8	9.1
Gains/losses on sales of securities	181.6	51.1	98.9	7.5	82.7	43.6
Impairment losses on securities (-)	25.3	- 3.0	24.5	- 1.5	0.7	- 1.5
Investment profit/loss and other ordinary profit/loss	305.8	82.6	193.6	36.4	112.2	46.1
Ordinary profit/loss	293.3	85.4	214.3	73.0	79.0	12.3
Extraordinary income/loss	0.0	10.7	6.9	6.7	- 6.9	3.9
Income before taxes	293.3	96.1	221.2	79.8	72.1	16.2
Taxes and others	69.5	23.3	53.4	19.9	16.0	3.4
Net income/loss	223.8	72.7	167.7	59.8	56.0	12.8
	Simple Sum (MSI+ADI)					
		YoY Change				
<Reference>	244.2	37.6				
Sales of strategic equity holdings						

Domestic Non-Life Insurance Companies (MSI&ADI) Results by class

Net premiums written

(¥bn)

	Simple Sum			MSI (Non-Consolidated)		ADI (Non-Consolidated)	
	FY2022 Results	FY2023 Results	Growth	FY2023		FY2023	
				Results	Growth	Results	Growth
Fire and allied	490.7	457.9	-6.7%	250.5	-5.8%	207.3	-7.7%
Marine	83.9	78.6	-6.3%	73.4	-3.4%	5.1	-34.4%
Personal accident	212.4	219.3	3.2%	158.6	4.5%	60.7	0.2%
Voluntary automobile	1,453.7	1,510.6	3.9%	698.3	1.4%	812.2	6.1%
CALI	275.4	255.2	-7.3%	130.2	-8.3%	124.9	-6.2%
Other	449.1	470.4	4.7%	311.9	2.2%	158.4	10.1%
Total	2,965.3	2,992.2	0.9%	1,623.3	-0.4%	1,368.9	2.5%
Total excluding residential EQ insurance and CALI	2,689.8	2,736.8	1.7%	1,492.9	0.4%	1,243.9	3.5%

Domestic Non-Life Insurance Companies ((i) MSI+ADI) :EI loss ratio by class

EI loss ratio (Simple sum of MSI+ADI)

	EI Loss Ratio			EI Loss Ratio (excl. impact of nat. cat.)		
	FY2022 Results	FY2023		FY2022 Results	FY2023	
		Results	YoY Change		Results	YoY Change
Fire and allied (excl. residential EQ)	80.3%	76.2%	-4.1pp	62.3%	59.0%	-3.3pp
Marine	60.2%	58.7%	-1.5pp	60.1%	58.6%	-1.5pp
Personal accident	63.1%	58.1%	-5.0pp	63.1%	58.1%	-5.0pp
Voluntary automobile	63.6%	70.9%	7.3pp	61.7%	68.3%	6.6pp
Other	71.5%	68.4%	-3.1pp	70.7%	66.6%	-4.1pp
Total (excluding residential EQ insurance and CALI)	67.7%	70.1%	2.4pp	63.4%	65.2%	1.8pp

NB1: Incurred losses = Net loss paid + loss adjustment expenses + movement in outstanding claims reserves

NB2: Earned premiums, a denominator of EI loss ratio, are calculated with adjustments including unearned premiums (excl. natural catastrophe policy reserves) and reserve funds.

NB3: "Impact of nat. cat." means incurred loss from domestic and overseas natural catastrophes in each year.

Domestic Non-Life Insurance Companies ((ii)MSI&ADI) :EI loss ratio by class

EI loss ratio (MSI (Non-consolidated), ADI (Non-consolidated))

	EI Loss Ratio				EI Loss Ratio (excl. impact of nat. cat.)			
	MSI (Non-consolidated)		ADI (Non-consolidated)		MSI (Non-consolidated)		ADI (Non-consolidated)	
	Results	YoY Change	Results	YoY Change	Results	YoY Change	Results	YoY Change
Fire and allied (excl. residential EQ)	72.7%	-3.9pp	80.5%	-4.2pp	60.4%	-1.6pp	57.1%	-5.7pp
Marine	55.5%	-3.3pp	94.3%	18.5pp	55.3%	-3.3pp	94.3%	18.5pp
Personal accident	58.6%	-5.1pp	56.7%	-5.0pp	58.6%	-5.1pp	56.7%	-5.0pp
Voluntary automobile	70.0%	6.8pp	71.7%	7.7pp	67.0%	5.6pp	69.4%	7.4pp
Other	65.3%	-6.3pp	74.7%	3.3pp	63.3%	-7.4pp	73.5%	3.0pp
Total excluding residential EQ insurance and CALI	67.6%	0.5pp	73.1%	4.5pp	63.6%	0.1pp	67.1%	3.9pp

NB1: Incurred losses = Net loss paid + loss adjustment expenses + movement in outstanding claims reserves

NB2: Earned premiums, a denominator of EI loss ratio, are calculated with adjustments including unearned premiums (excl. natural catastrophe policy reserves) and reserve funds.

NB3: "Impact of nat. cat." means incurred loss from domestic and overseas natural catastrophes in each year.

<Reference> Economic Solvency Ratio (ESR)

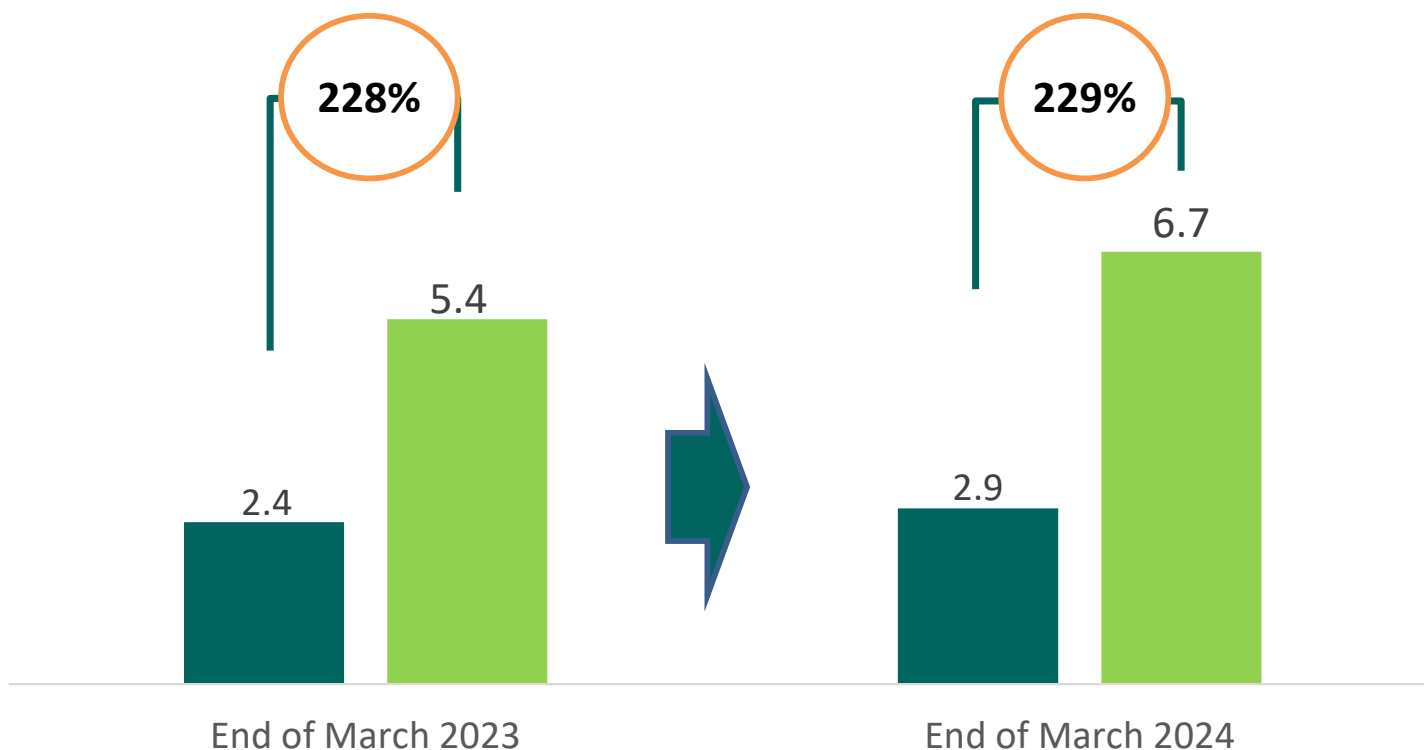
ESR^{†1}

■ Integrated Risk Amount^{†2}

■ Net Asset Value

(¥tn)

Main factors behind changes in ESR (Versus end of March, 2023)



ESR increased by +1pp compared to end of March 2023

Increase factor

*Risk amount reduction due to the sales of strategic equity holdings

*Increase in net assets of fair value due to the fluctuation in the market environment (Domestic interest rate rise, Stock price rise, Yen depreciation)

Decrease factor

*Risk amount increase due to the expansion of higher return asset investment

<Market environment assumptions>

	End of March 2023	End of March 2024	Change
Nikkei stock average	28,041 yen	40,369 yen	+12,328 yen
30-year JGB interest rate	1.26%	1.82%	+0.56pp
Exchange rate (US\$1: Yen)	134 yen	151 yen	+17 yen

^{†1} ESR : Economic Solvency Ratio (= NAV ÷ Integrated Risk Amount)

^{†2} Integrated Risk Amount: risk amount calculated based on Value at Risk with a 99.5% confidence level

Earnings Forecast for FY2024

Group Consolidated

(1) Top line

- Net premiums written of domestic non-life insurance subsidiaries are expected to increase by 338.2 billion yen mainly due to an increase in fire insurance and automobile insurance. Overseas subsidiaries are expected to increase by 252.3 billion yen mainly due to an increase at AUL and MS Re with rate up and business expansion.
- Gross premiums income for life insurance subsidiaries is expected to decrease by 156.3 billion yen.

Non-life insurance subsidiaries

(¥bn)

	FY2023 Results	FY2024 Forecast		
			YoY Change	Change Ratio
Net premiums written	4,261.7	4,600.0	338.2	7.9%
Mitsui Sumitomo Insurance	1,623.3	1,664.0	40.6	2.5%
Aioi Nissay Dowa Insurance	1,368.9	1,415.0	46.0	3.4%
Mitsui Direct General Insurance	35.2	37.0	1.7	5.1%
Overseas subsidiaries	1,233.6	1,486.0	252.3	20.5%

Life insurance subsidiaries

(¥bn)

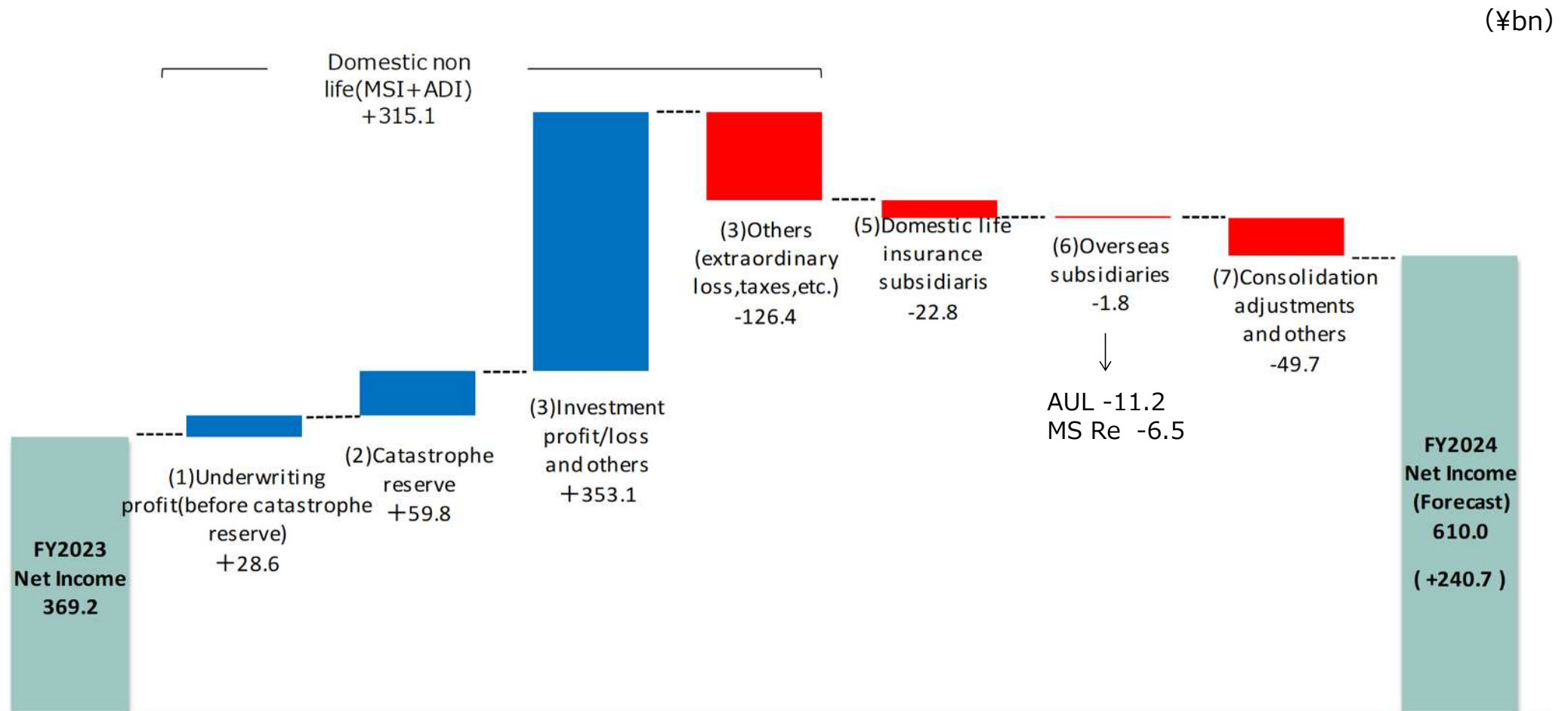
	FY2023 Results	FY2024 Forecast		
			YoY Change	Change Ratio
Gross premiums income ⁺	1,827.3	1,671.0	- 156.3	-8.6%
MSI Aioi Life	473.7	466.0	- 7.7	-1.6%
MSI Primary Life	1,353.5	1,205.0	- 148.5	-11.0%
Life insurance premiums	735.2	831.0	95.7	13.0%

NB:Gross premiums income is for domestic life insurance subsidiaries only.

(2) Bottom line(YoY change)

- Domestic non life insurance net income is expected to increase by 315.1 billion yen mainly due to an increase in (1)Underwriting profit and (3)Investment profit/loss and others following to the sales of strategic equity holdings.
- Domestic life insurance net income is expected to decrease by 22.8 billion yen due to the loss of replacement of bonds at MSA Life.(Excluding the impact of replacement of bonds, almost same as last fiscal year)
- Net income in overseas subsidiaries is expected to decrease by 1.8billion yen. While the net income in Americas and overseas life insurance is expected to increase, the net incomes of AUL and MS Re are expected to decrease as FY2023 benefitted from low natural catastrophe experience (AUL) and one-off positive impact from recognizing deferred tax assets(MS Re).

Year on Year factors in Consolidated Net Income



(3) Bottom line

		(¥bn)	
	FY2023 Results	FY2024 Forecast	YoY Change
Ordinary profit/loss	416.4	871.0	454.5
Mitsui Sumitomo Insurance	214.3	606.0	391.6
Aioi Nissay Dowa Insurance	79.0	129.0	49.9
Net income/loss [†]	369.2	610.0	240.7
Mitsui Sumitomo Insurance	167.7	453.0	285.2
Aioi Nissay Dowa Insurance	56.0	86.0	29.9
Mitsui Direct General Insurance	- 1.5	- 1.2	0.3
MSI Aioi Life	28.1	5.0	- 23.2
MSI Primary Life	19.6	20.0	0.3
Overseas subsidiaries	153.8	152.0	- 1.8
Consolidation adjustments, other	- 54.7	- 104.8	- 50.1
ROE (financial accounting basis)	9.8%	13.8%	4.0pp

† Consolidated net income represents net income attributable to owners of the parent.
Net income of subsidiaries is on an equity stake basis, same hereafter.

(4) Bottom line (Group adjusted profit)

- Group Adjusted Profit is expected to increase by 250.0 billion yen to 630.0 billion yen mainly due to an increase of strategic equity holdings sales profit.
- Replacement of bonds at MSI, ADI, and MSA Life will be planned and result in a loss on sales of approximately 50.0 billion yen (after tax) in group total. This amount will be deducted from group adjusted profit as a special factor.

(¥bn)

	FY2023 Results	FY2024 Forecast	
			YoY Change
Group Adjusted Profit [†]	379.9	630.0	250.0
Domestic non-life insurance	186.7	428.0	241.2
Domestic life insurance	49.7	48.0	- 1.7
International business	139.5	153.0	13.4
Financial services/Risk-related services business	4.0	1.0	- 3.0
Other numerical management targets			
EEV of MSI Aioi Life	918.9	970.0	51.1
Group Adjusted ROE	9.0%	13.0%	4.0pp

† : The effect of unrealized losses on bond replacements is not included in group adjusted income as a special factor.

Major Assumptions for Earnings Forecasts for FY2024

	Mitsui Sumitomo Insurance	Aioi Nissay Dowa Insurance	(¥bn)
Assumptions concerning the financial market environment	Assumes the level at the end of March 2024 (Sales of Strategic equity holdings are based on stock market price at the end of April 2024) Reference(End of March 2024) Nikkei average : ¥ 40,369 USD\$1 = JPY¥ 151 EUR€1 = JPY¥ 163 GBP £ 1 = JPY¥ 191 Reference(End of April 2024) Nikkei average : ¥38,405		
Domestic natural catastrophes	87.5 (+26.1)	71.0 (+18.9)	
Overseas natural catastrophes ^{†1}	- -	14.0 (-7.5)	
Sales of Strategic equity holding(MSI+ADI)	675.0(+430.7)		
Catastrophe reserves Provision	40.1 (+2.1)	36.1 (-22.0)	
(For fire insurance) Reversal	71.5 (+24.2)	62.9 (+3.3)	
Net provision	- 31.3 (-22.0)	- 26.8 (-25.4)	
Catastrophe reserves Provision	23.0 (+0.6)	26.3 (+0.2)	
(For voluntary automobile insurance) Reversal	57.6 (+11.7)	59.6 (+2.3)	
Net provision	- 34.6 (-11.0)	- 33.3 (-2.1)	
Effective corporate tax rate	27.9%		

†1: AUL+MS Re: 53.0 billion yen (+26.4 billion yen)

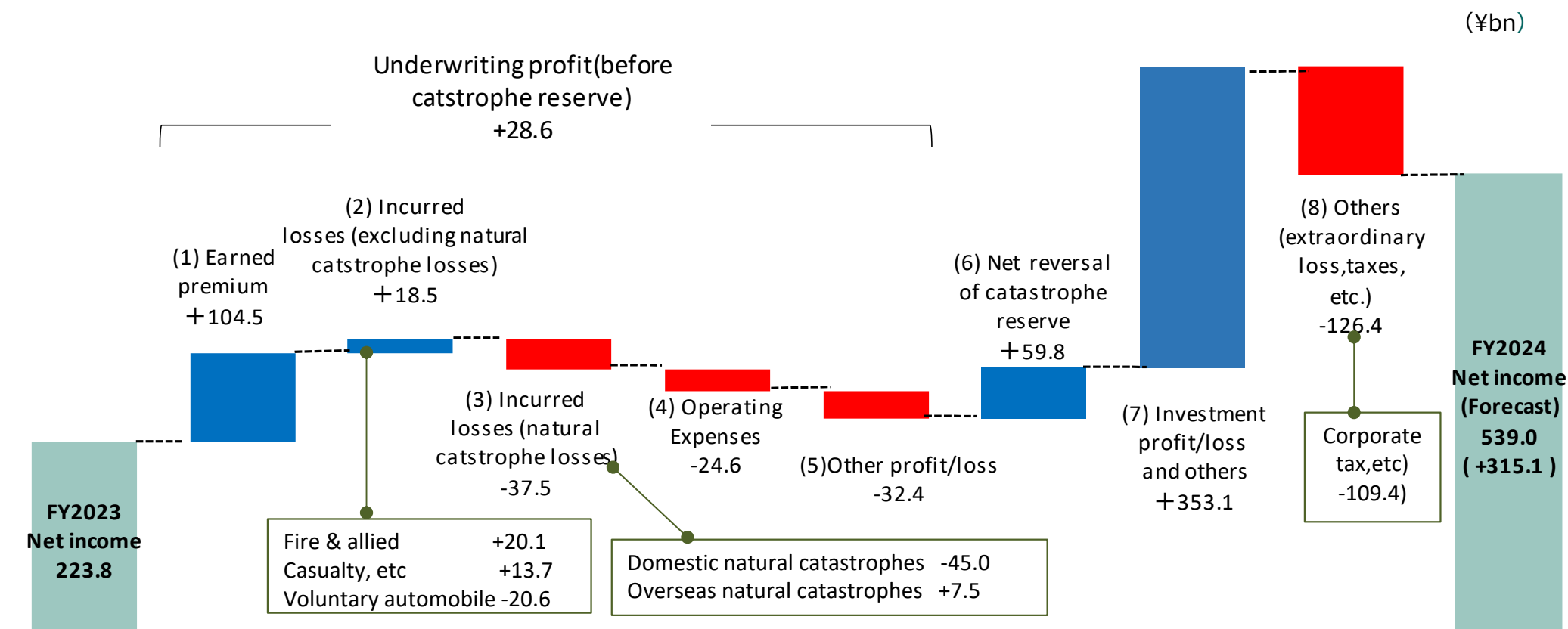
†2: Figures in parentheses show change from the previous year.

Domestic Non Life Insurance Companies

(1) Bottom line (MSI+ADI)

- Underwriting profit (before catastrophe reserve) is expected to increase due to an (1) Earned premium increase following to the impact of rate up of automobile insurance (Jan 2024) and rate up of fire insurance in spite of the loss increase of automobile insurance and domestic natural catastrophes (hailstorm in Hyogo in April).
- Investment profit is expected to increase significantly due to an increase of gains on sales of strategic equity holdings.

Net income(MSI+ADI) Year on Year comparison



NB1: Excluding CALI and residential EQ base for item (1) to (6)

NB2: Incurred loss of (2) includes loss adjustment expenses

Domestic Life Insurance Companies

(1) MSA Life

- FY2024 forecast for net income is 5 billion yen, including a loss on sales of bonds due to the replacement of bonds.

Key financial data

(¥bn)

	FY2023 Results	FY2024 (Forecast)	
		Forecast	YoY Change
Amount of new policies †	1,292.8	1,383.7	7.0%
Annualized premiums of new policies †	26.9	27.8	3.3%
Amount of policies in force †	22,465.5	21,969.2	-2.2%
Annualized premiums of policies in force †	435.6	433.5	-0.5%
Gross premiums income	473.7	466.0	-7.7
Ordinary profit/loss	49.1	16.9	-32.2
Net income/loss	28.1	5.0	-23.2

NB: Amount of new policies, amount of policies in force, annualized premiums of new policies and annualized premiums of policies in force are total sum of personal insurance and personal annuity insurance.

(2) MSP Life

- FY2024 forecast is expected to be at the same level as the previous fiscal year

Key financial data

	FY2023 Results	FY2024		(¥bn)
		Forecast	YoY Change	
Amount of new policies	1,437.0	1,359.4	- 5.4%	
Amount of policies in force	7,905.7	8,286.4	4.8%	
Gross premiums income	1,353.5	1,205.0	- 148.5	
Ordinary profit/loss	- 26.9	42.2	69.2	
Net income/loss	19.6	20.0	0.3	

Overseas subsidiaries

(1) Financial Results Forecast for FY2024

Overseas subsidiaries

(¥bn)

	FY2023 Results	FY2024 Forecast	YoY Change
Net premiums written	1,233.6	1,486.0	252.3
AUL(Lloyd's business)	235.6	295.7	60.0
MS Re (Reinsurance business)	406.7	495.5	88.7
Europe(excluding AUL and MS Re)	240.0	265.5	25.3
Americas	101.7	151.4	49.6
Asia	249.4	277.9	28.4
Net income/loss	153.8	152.0	- 1.8
AUL(Lloyd's business)	34.6	23.4	- 11.2
MS Re (Reinsurance business)	51.9	45.3	- 6.6
Europe(excluding AUL and MS Re)	3.6	4.8	1.2
Americas	4.7	17.2	12.4
Asia	45.2	40.0	- 5.2
Overseas life insurance	13.6	21.3	7.6

<Reference> MS AUL's Result Forecast for FY2024 (Jan.-Dec. 2024) ^{†1}

- Net income of £122mn is anticipated (a decrease of £74mn year-on-year).
- Insurance service profit is expected to be £156mn (a decrease of 88mn year-on-year as 2023 benefitted to some extent from lower than planned natural catastrophe experience). Top-line growth is expected to increase due to a continued positive rating environment as well as organic growth through the profitable decile classes within the portfolio. For 2024, a conservative outlook for both natural catastrophe and non-cat volatility has been applied.

	FY2023 Results(IFRS17 base)	FY2024 Forecast	YoY change
(£mn)			
Insurance service profit/loss	244	156	-88
Financial profit/loss	-15	20	35
of which investment income/loss	56	63	6
of which insurance service expenses(-)	-71	-43	28
Non-operating profit/loss	-63	-12	51
Corporate tax, etc(-)	31	-41	-72
Net income	197	122	-74

【Reference】Main breakdown of insurance service profit/loss ^{†2}

Net premium written	1,495	1,546	51
Net premium earned	1,351	1,560	210
Incurred losses(including loss adjustment expenses)	624	875	251
Expense for acquisition and other operating expense	488	533	46
El loss ratio	46.2%	56.1%	9.9pp
El expense ratio	36.1%	34.2%	-1.9pp
El combined ratio	82.3%	90.3%	8.0pp

^{†1} Local accounting base (simple sum of results of main group companies).

^{†2} Net premium written is based on IFRS4. All other items have been reclassified from 'Insurance service profit/loss' to the conventional terminology, but are based on IFRS17 accounting standards (e.g. incurred losses after discounting). El combined ratio excludes change in loss component.

<Reference> MS Re's Result Forecast for FY2024 (Jan.-Dec. 2024) ^{† 1}

- Net income of \$301mn is anticipated (a decrease of \$66mn year-on-year). Excluding the one-off positive impact from recognizing deferred tax assets in the previous year, it effectively results in an increase in profit.
- Insurance service profit is expected to be \$303mn (an increase of \$66mn year-on-year), due to positive new business growth with insurance clients with well managed and balanced portfolios.

		(\$ mn)	
	FY2023 Results(IFRS17 base)	FY2024 Forecast	YoY change
Insurance service profit/loss	237	303	66
Financial profit/loss	63	30	-33
of which investment income/loss	199	172	-27
of which insurance service expenses(-)	-137	-142	-5
Non-operating profit/loss	-27	-16	11
Corporate tax, etc(-)	94	-16	-110
Net income	366	301	-66

【Reference】Main breakdown of insurance service profit/loss ^{†2}

Net premium written	2,868	3,291	423
Net premium earned	2,496	2,812	316
Incurred losses(including loss adjustment expenses)	1,484	1,631	147
Expense for acquisition and other operating expense	777	878	101
El loss ratio	59.5%	58.0%	-1.5pp
El expense ratio	31.1%	31.2%	0.1pp
El combined ratio	90.6%	89.2%	-1.4pp

†1 Local accounting base (simple sum of results of main group companies).

†2 Net premium written is based on IFRS4. All other items have been reclassified from 'Insurance service profit/loss' to the conventional terminology, but are based on IFRS17 accounting standards (e.g. incurred losses after discounting). El combined ratio excludes change in loss component.

Reference

Earnings Forecast for FY2024 (MSI&ADI) (i)

	Simple Sum		MSI (Non-Consolidated)		ADI (Non-Consolidated)		(¥bn)
		YoY Change		YoY Change		YoY Change	
Net premiums written † 1	3,079.0	86.7	1,664.0	40.6	1,415.0	46.0	
Earned premiums† ²	2,853.0	104.5	1,554.9	39.0	1,298.1	65.5	
Incurring losses (including loss adjustment expenses)† ² (–)	1,945.1	18.8	1,045.1	19.8	900.0	- 0.9	
Underwriting expenses† ² (–)	936.4	24.6	497.7	6.0	438.7	18.5	
Commissions and collection expenses† ²	586.4	14.0	298.6	4.8	287.8	9.2	
Other underwriting expenses† ²	350.0	10.5	199.1	1.2	150.9	9.2	
Underwriting profit/loss prior to reflecting catastrophe reserve	- 29.8	28.6	11.5	6.8	- 41.3	21.8	
Net catastrophe reserve	105.8	59.8	47.5	31.5	58.3	28.3	
Underwriting profit/loss after reflecting catastrophe reserve	76.0	88.4	59.0	38.2	17.0	50.1	
EI loss ratio†²	68.2%	- 1.9pp	67.2%	- 0.4pp	69.3%	- 3.8pp	
Net loss ratio† ¹	69.4%	3.4pp	68.2%	2.6pp	70.8%	4.4pp	
Net expense ratio† ¹	33.2%	- 0.1pp	32.2%	- 0.5pp	34.4%	0.2pp	
Combined ratio†¹	102.6%	3.3pp	100.4%	2.1pp	105.2%	4.6pp	

† 1 All lines

† 2 Excludes residential earthquake and CALI (compulsory auto liability insurance)

NB: "Earned premiums" are calculated with adjustments including unearned premiums (excl. natural catastrophe policy reserves) and reserve funds.

Earnings Forecast for FY2024 (MSI&ADI) (ii)

(¥bn)

	Simple Sum		MSI (Non-Consolidated)		ADI (Non-Consolidated)	
		YoY Change		YoY Change		YoY Change
Underwriting profit/loss	76.0	88.4	59.0	38.2	17.0	50.1
Net interest and dividends income	211.8	23.5	150.5	21.0	61.3	2.4
Gains/losses on sales of securities	517.3	335.6	428.5	329.6	88.8	6.0
Impairment losses on securities (-)	7.2	- 18.1	3.0	- 21.5	4.2	3.4
Investment profit/loss and other ordinary profit/loss	659.0	353.1	547.0	353.3	112.0	- 0.2
Ordinary profit/loss	735.0	441.6	606.0	391.6	129.0	49.9
Extraordinary income/loss	- 17.0	- 16.9	- 4.8	- 11.7	- 12.2	- 5.2
Net income/loss	539.0	315.1	453.0	285.2	86.0	29.9

Domestic Non-life Insurance companies (MSI&ADI) Net premium written by class

Net premiums written

	Simple Sum		(¥bn)			
		Growth	MSI (Non-Consolidated)		ADI (Non-Consolidated)	
				Growth		Growth
Fire and allied	503.0	9.8%	265.1	5.8%	237.9	14.7%
Marine	77.5	-1.4%	73.4	-0.1%	4.1	-20.4%
Personal accident	225.2	2.7%	163.9	3.3%	61.3	0.9%
Voluntary automobile	1,536.7	1.7%	717.6	2.8%	819.1	0.8%
CALI	241.5	-5.4%	122.0	-6.4%	119.5	-4.4%
Other	495.1	5.2%	322.0	3.2%	173.1	9.2%
Total	3,079.0	2.9%	1,664.0	2.5%	1,415.0	3.4%
Total excluding residential EQ insurance and CALI	2,837.1	3.7%	1,541.7	3.3%	1,295.4	4.1%

Domestic Non-Life Insurance Companies (MSI&ADI) EI loss ratio by class

EI loss ratio

	Simple Sum		MSI (Non-consolidated)		ADI (Non-consolidated)	
		YoY Change		YoY Change		YoY Change
Fire and allied	73.8%	-2.4pp	73.1%	0.4pp	74.5%	-6.0pp
Marine	55.3%	-3.4pp	54.6%	-0.9pp	66.7%	-27.6pp
Personal accident	57.1%	-1.0pp	56.7%	-1.9pp	58.0%	1.3pp
Voluntary automobile	70.7%	-0.2pp	71.0%	1.0pp	70.5%	-1.2pp
Other	61.2%	-7.2pp	61.6%	-3.7pp	60.3%	-14.4pp
Total (excluding residential EQ insurance and CALI)	68.2%	-1.9pp	67.2%	-0.4pp	69.3%	-3.8pp
(Excl. impact of nat. cat.)	62.1%	-3.1pp	61.6%	-2.0pp	62.8%	-4.3pp

NB: Incurred losses = Net loss paid + loss adjustment expenses + movement in outstanding claims reserves

NB: Earned premiums, a denominator of EI loss ratio, are calculated with adjustments including unearned premiums (excl. natural catastrophe policy reserves) and reserve funds.

NB: "Impact of nat. cat." means incurred loss from domestic and overseas natural catastrophes in the each year

Abbreviations of company names used in this presentation

• MS&AD Holdings :	MS&AD Insurance Group Holdings, Inc.								
• MS&AD :	MS&AD Insurance Group								
• Mitsui Sumitomo Insurance, MSI :	Mitsui Sumitomo Insurance Co., Ltd.								
• Aioi Nissay Dowa Insurance, ADI :	Aioi Nissay Dowa Insurance Co., Ltd.								
• Mitsui Direct General :	Mitsui Direct General Insurance Co., Ltd.								
• MSA Life :	Mitsui Sumitomo Aioi Life Insurance Co., Ltd.								
• MSP Life :	Mitsui Sumitomo Primary Life Insurance Co., Ltd.								
• MS Amlin :	Sum of business segments including AUL, MS Re, AISE and ACS								
	<table><tr><td>AUL</td><td>MS Amlin Underwriting Limited</td></tr><tr><td>MS Re</td><td>MS Reinsurance*</td></tr><tr><td>AISE</td><td>MS Amlin Insurance SE</td></tr><tr><td>ACS</td><td>MS Amlin Corporate Services Limited</td></tr></table>	AUL	MS Amlin Underwriting Limited	MS Re	MS Reinsurance*	AISE	MS Amlin Insurance SE	ACS	MS Amlin Corporate Services Limited
AUL	MS Amlin Underwriting Limited								
MS Re	MS Reinsurance*								
AISE	MS Amlin Insurance SE								
ACS	MS Amlin Corporate Services Limited								
● MSIG Mingtai:	*Brand name of MS Amlin AG from Sep 2022 MSIG Mingtai Insurance Co.,Ltd								

Definition of “Group Adjusted Profit”

Group Adjusted Profit = Consolidated net income

+ Provision for catastrophe loss reserve and others

- Other incidental factors (amortization of goodwill and other intangible fixed assets and others)

+ Equity in earnings of the non-consolidated group companies

Adjusted Net Assets = Consolidated net assets + Catastrophe reserve and others - Goodwill and other intangible fixed assets

Group Adjusted ROE = Group Adjusted Profit ÷ Adjusted net assets (average of beginning and ending amounts of B/S)

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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