

# Materials for FY2023 3Q Results Briefing – Conference Call

February 14, 2024 (Wed)



MS&AD Insurance Group Holdings, Inc.

## Concerning the Price fixing and BIGMOTOR issues

### ■ Price fixing

<b>Administrative Actions</b>	<ul style="list-style-type: none"><li>On 26<sup>th</sup> December 2023, MSI and ADI were issued administrative actions (Business Improvement Order) by the Financial Services Agency of Japan (“FSA”) pursuant to Article 132, Paragraph 1 of the Insurance Business Act for price fixing.</li><li>The summary of administrative actions were indicated on the News Release on 26<sup>th</sup> December 2023 as below. <a href="https://www.ms-ad-hd.com/en/news/irnews/auto_20231220506355/pdfFile.pdf">https://www.ms-ad-hd.com/en/news/irnews/auto_20231220506355/pdfFile.pdf</a></li></ul>
<b>Action Status</b>	<ul style="list-style-type: none"><li>MSI and ADI have taken measures to prevent recurrence, such as top message announcement, providing training for employees and agents about the Antimonopoly Act, releasing manuals for appropriate underwriting, and establishing internal and external counseling window about the Antimonopoly Act.</li><li>MSI and ADI will formulate a business improvement plan and submit it to the FSA by 29<sup>th</sup> February 2024.</li><li>In addition, MS&amp;AD Holdings, MSI and ADI are developing a system to enhance the predictive power for legal and conduct-related risks, not limited to the price fixing.</li><li>In relation to Fair Trade Commission investigation, we will continue to respond seriously.</li></ul>

### ■ Fraudulent insurance claims concerning BIGMOTOR(BM)

<b>Action Status</b>	<ul style="list-style-type: none"><li>The internal investigations has been taken for total 70,000 of MSI and ADI cases, and 45,000 cases will be completed mainly for prioritized cases, by the end of March 2024. In cases where the investigations have been completed, MSI and ADI are reconfirming client’s intention to apply for insurance without waiting for re-agreements with BM.</li><li>In order to prevent recurrence, we are gradually improving the detection of fraudulent claims and proper certification, ensuring the quality of partner factories, and reviewing the management of the repair car referral system.</li><li>We will continue to request BM to promptly respond to re-agreements, refund fraudulent claims, and compensate the costs associated with retrospective investigations.</li></ul>
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## Today's Key Points (FY2023 3Q Results)

- Net premiums written increased by 258.6 billion yen year on year, or +8.7% to 3,230.4 billion yen.
- Net income increased by 142.5 billion yen year on year to 281.5 billion yen, record high for 3Q due to increase in domestic non life insurance, domestic life insurance and overseas subsidiaries. The progress ratio against revised forecast was 100.6%
- Group adjusted profit increased by 135.1 billion yen to 267.3 billion yen. The progress ratio against revised forecast was 95.5%.

<b>Domestic Non-Life Insurance</b>	Underwriting profit increased due to an increase in earned premiums and a decrease in COVID-19-related losses, while automobile insurance losses and domestic natural catastrophe losses increased. Investment profit increased due to an increase in interest and dividend income and an increase in gains on sales of strategic equity holdings.
<b>Domestic Life Insurance</b>	MSI Aioi Life profit increased due to a rebound from COVID-19 related payment in the previous fiscal year. MSP Life profit increased mainly due to a decrease in valuation losses from bonds held and an increase in interest and dividend income.
<b>Overseas Subsidiaries</b>	Overseas subsidiaries profits increased due to an increase of premiums and a decrease in natural catastrophe losses, Russia Ukraine related losses and COVID-19 related losses in Taiwan in the previous fiscal year.

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 the third quarter of FY2022 are based on the retrospective application of IFRS17 "Insurance Contracts".

## Contents

### Summary of FY2023 3Q Results

Consolidated Earnings	P 5-10
Domestic Non-Life Insurance Companies	P11-14
Domestic Life Insurance Companies	P15-17
Overseas Insurance Subsidiaries	P18-20
Reference	P21-28

### <Reference>Projected Financial Results for FY2023(Announced on 17th November 2023)

Consolidated Earnings Forecasts	P30-34
Major Assumptions for Earnings Forecasts	P35
Domestic Non-Life Insurance Companies	P36-37
Domestic Life Insurance Companies	P38-40
Overseas Insurance Subsidiaries	P41-43
Reference	P44-48

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

# Group Consolidated

## (1) Top line

- Net premium written increased by 258.6 billion yen mainly due to a significant increase in overseas subsidiaries.
- Domestic nonlife insurance increased due to an increase in reinsurance inward from overseas subsidiaries, although the fire insurance premium declined due to a rebound from substantial increase in the previous fiscal year. Overseas insurance subsidiaries increased by 256.2 billion yen due to an increase in new businesses, rate increases, and the impact of the yen depreciation(excluding foreign exchange effects, increased by 178.9 billion yen).

### Non-life insurance subsidiaries

(¥bn)

	FY2022 3Q	FY2023 3Q	YoY Change	Growth
	Results	Results		
Direct premiums written (excl. deposit premiums from policyholders)	3,189.7	<b>3,418.9</b>	229.2	7.2%
Net premiums written	2,971.8	<b>3,230.4</b>	258.6	8.7%
Mitsui Sumitomo Insurance	1,219.7	<b>1,206.4</b>	-13.2	- 1.1%
Aioi Nissay Dowa insurance	1,007.3	<b>1,022.3</b>	14.9	1.5%
Mitsui Direct General	25.1	<b>25.3</b>	0.2	1.0%
Overseas subsidiaries	719.5	<b>975.7</b>	256.2	35.6%

### Life insurance subsidiaries

(¥bn)

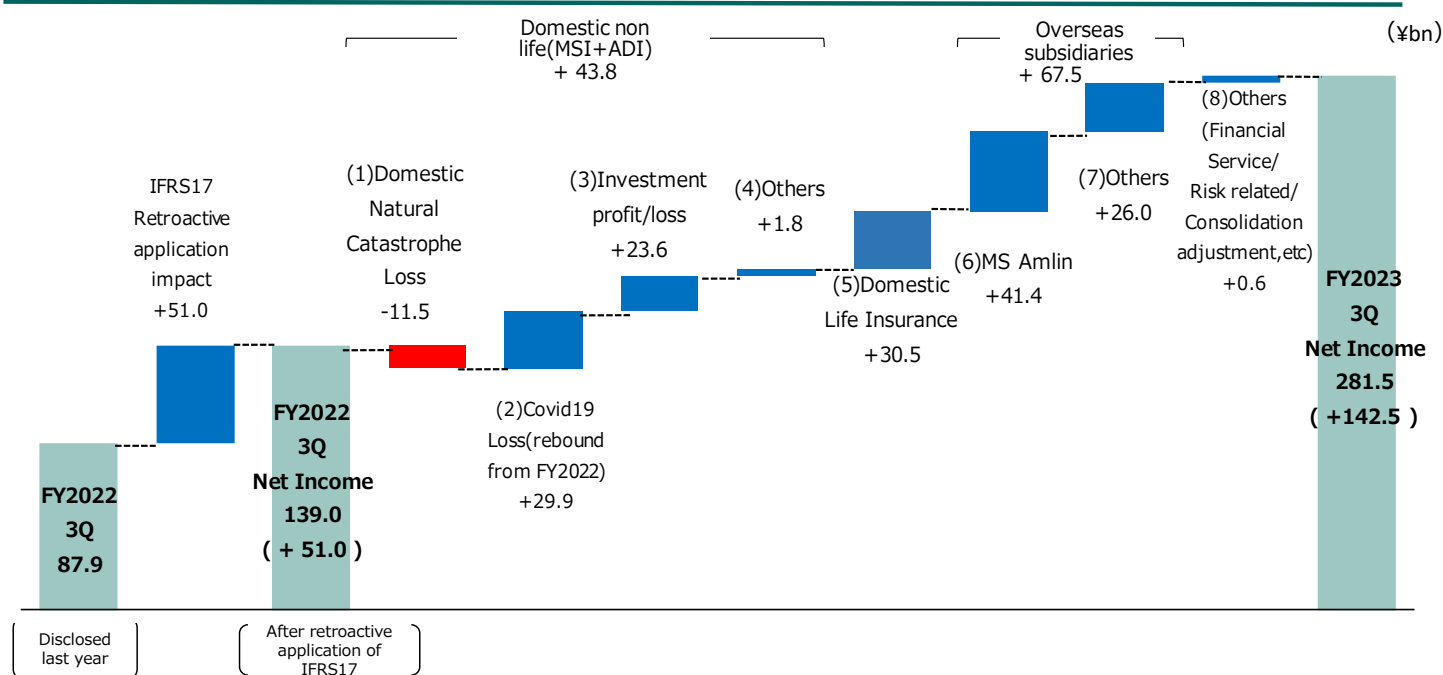
	FY2022 3Q	FY2023 3Q	YoY Change	Growth
	Results	Results		
Gross premiums income <sup>†</sup>	1,227.9	<b>1,334.0</b>	106.0	8.6%
MSI Aioi Life	360.3	<b>350.7</b>	- 9.5	- 2.6%
MSI Primary Life	867.6	<b>983.2</b>	115.5	13.3%
Life insurance premiums	215.0	<b>717.5</b>	502.5	233.7%

<sup>†</sup> Gross premiums income is for domestic life insurance subsidiaries only.

## (2) Bottom line

- Net income of the domestic non life insurance increased by 43.8 billion yen mainly due to (2) COVID 19 losses decrease and (3)Investment profit increase, despite (1) domestic natural catastrophe loss increased
- As for Domestic life insurance, MSI Aioi Life profit increased by 13.3 billion yen due to the reduction of COVID-19 related payment and MSI Primary Life profit increased by 17.1 billion yen.
- Overseas subsidiaries profit increased by 67.5 billion yen due to an increase of premiums, a decrease in natural catastrophe losses, Russia Ukraine related losses and COVID-19 related losses in Taiwan in the previous fiscal year.

### Net Income



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7

## (3) Bottom line (Breakdown by company)

	FY2022 3Q Results	FY2023 3Q		FY2023 Revised Forecast		
		Results	YoY Change	Change Ratio	announced in Nov	Progress
Ordinary profit/loss	222.2	<b>386.5</b>	164.3	74.0%	<b>400.0</b>	-
Mitsui Sumitomo Insurance	148.2	<b>189.6</b>	41.4	28.0%	<b>180.0</b>	-
Aioi Nissay Dowa Insurance	56.5	<b>68.4</b>	11.9	21.1%	<b>82.0</b>	-
Mitsui Direct General Insurance	2.1	<b>- 1.7</b>	- 3.9	- 180.7%	-	-
MSI Aioi Life	18.4	<b>36.9</b>	18.5	100.6%	<b>44.3</b>	-
MSI Primary Life	2.0	<b>22.7</b>	20.6	991.9%	<b>26.8</b>	-
Overseas subsidiaries	37.0	<b>108.0</b>	70.9	191.7%	-	-
Consolidation adjustments, others	- 42.2	<b>- 37.5</b>	4.6	-	-	-
Net income/loss <sup>†</sup>	139.0	<b>281.5</b>	142.5	102.6%	<b>280.0</b>	100.6%
Mitsui Sumitomo Insurance	110.1	<b>143.0</b>	32.8	29.8%	<b>135.0</b>	106.0%
Aioi Nissay Dowa Insurance	37.1	<b>48.1</b>	10.9	29.5%	<b>56.0</b>	86.0%
Mitsui Direct General Insurance	1.9	<b>- 1.3</b>	- 3.3	- 168.0%	<b>-1.9</b>	-
MSI Aioi Life	10.3	<b>23.7</b>	13.3	128.7%	<b>25.0</b>	94.8%
MSI Primary Life	- 0.2	<b>16.9</b>	17.1	-	<b>16.0</b>	105.7%
Overseas subsidiaries	20.1	<b>87.7</b>	67.5	335.0%	<b>102.0</b>	86.0%
Consolidation adjustments, others	- 40.6	<b>- 36.6</b>	3.9	-	<b>-52.1</b>	-

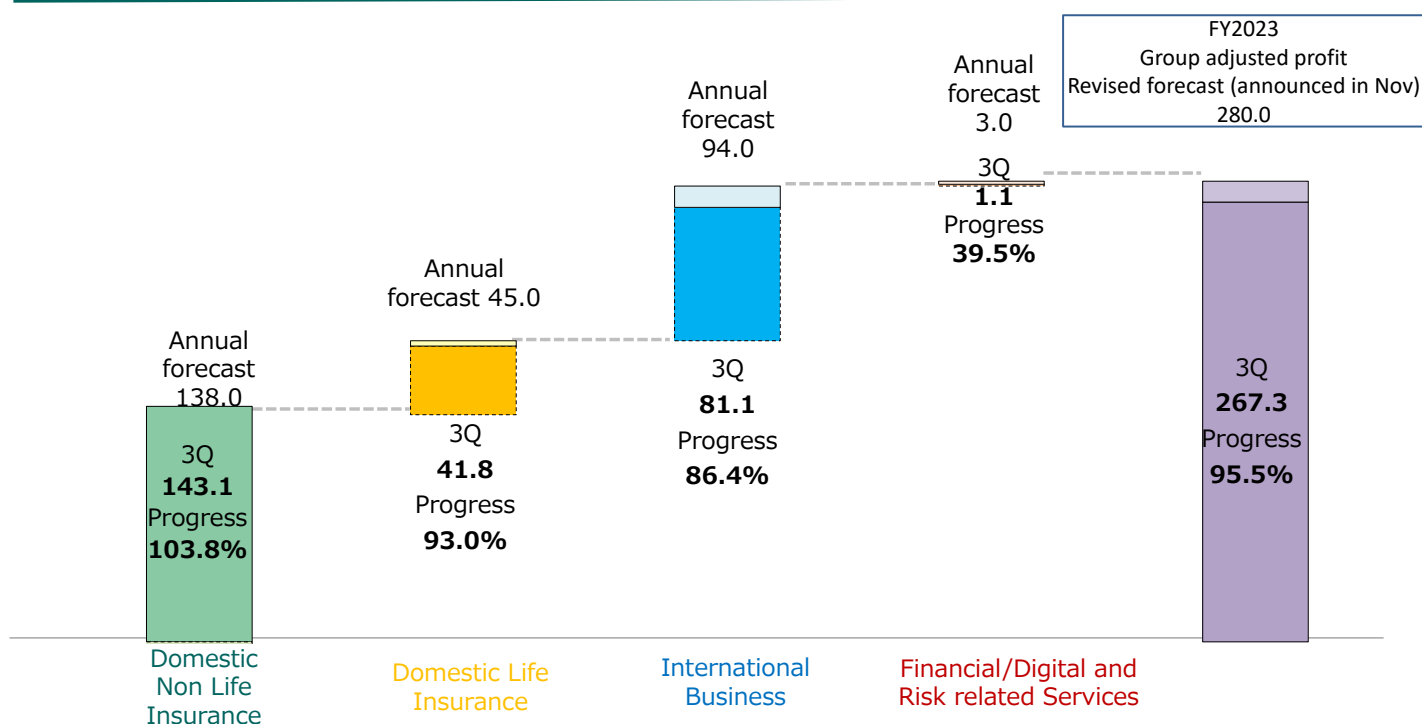
NB: Consolidated net income represents net income attributable to owners of the parent company  
Net income of subsidiaries is on an equity stake basis, same hereafter.

## (4) Bottom line(Group adjusted profit)

- Group adjusted profit was 267.3 billion yen. The progress rate was 95.5% against the full-year forecast(announced in Nov. 2023) of 280.0 billion yen.
- The progress rate of domestic non life insurers was 103.8%, 93.0% for domestic life insurance and 86.4% for international business.

### Progress of Group adjusted profit

(¥bn)



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9

## (5) Bottom line (Breakdown of Group adjusted profit)

(¥bn)

	FY2022 3Q		FY2023 3Q		FY2023 Revised forecast	
	Announced last year	IFRS Base		YoY change <sup>†1</sup>	announced in Nov.	Progress
Group Adjusted Profit	81.2	132.2	267.3	135.1	280.0	95.5%
Domestic non-life insurance business	98.6	100.2	143.1	42.9	138.0	103.8%
Domestic life insurance business	12.2	12.2	41.8	29.6	45.0	93.0%
International business	-29.4	20.0	81.1	61.1	94.0	86.4%
Financial services business and risk-related services business	-0.2	-0.2	1.1	1.4	3.0	39.5%

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

<Ref.>

$$\begin{array}{c}
 \text{Group Adjusted Profit} \\
 267.3
 \end{array}
 =
 \begin{array}{c}
 \text{Consolidated net income} \\
 281.5
 \end{array}
 +
 \begin{array}{c}
 \text{Provision/reversal for catastrophe loss reserve and others}^{\dagger 2} \\
 -45.8
 \end{array}
 -
 \begin{array}{c}
 \text{Other incidental factors}^{\dagger 3} \\
 -31.1
 \end{array}
 +
 \begin{array}{c}
 \text{Equity in earnings of the non-consolidated group companies} \\
 0.4
 \end{array}$$

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

†3 Amortization of goodwill and others: -26.7 billion yen

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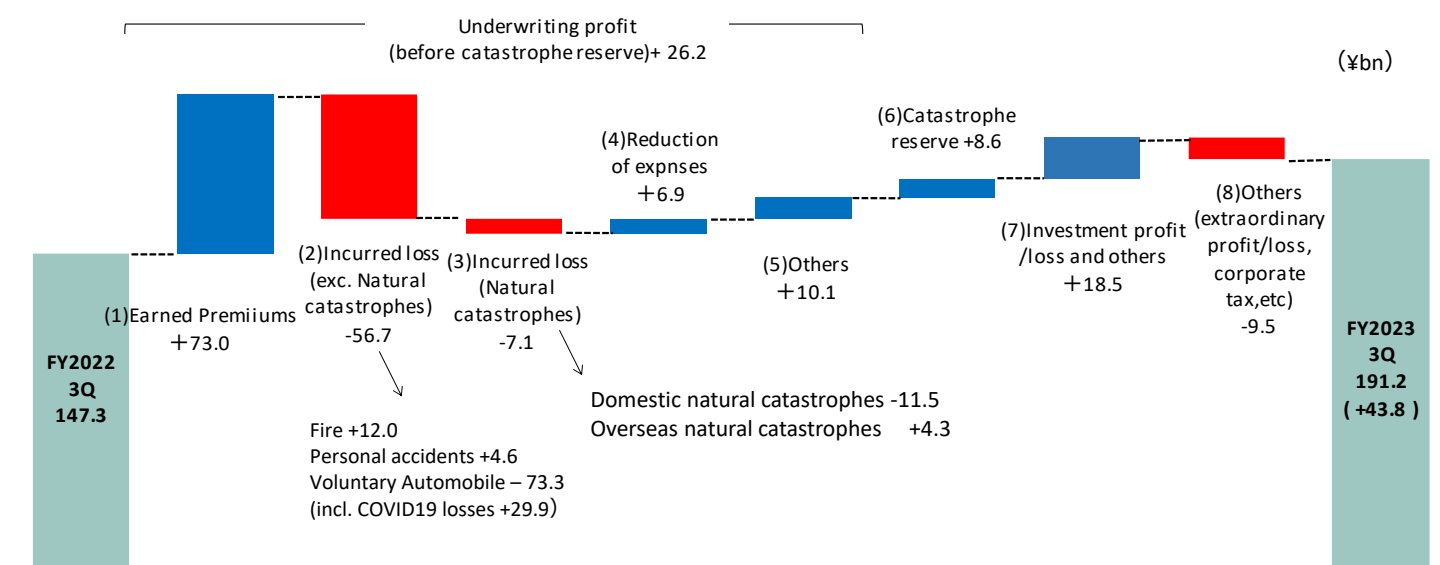
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# Domestic Non Life Insurance Companies

## (1) Bottom line(MSI+ADI)

- Underwriting profit (before catastrophe reserve) increased due to an increase in earned premiums, a decrease of the COVID-19 related losses, despite an increase in automobile insurance losses and natural catastrophe losses.
- Investment profit increased due to an increase in interest and dividend income and gains on sales of securities.

### Net Income (MSI+ADI)



NB1: Excluding CALL and residential EQ base for item (1) to (6)  
NB2: Incurred loss of (2) includes loss adjustment expenses

## (2) Impact of Natural Catastrophes

- Domestic natural catastrophe losses(MSI+ADI) increased by 11.5 billion yen year on year.
- Overseas natural catastrophe losses decreased by 21.1 billion yen year on year.

### Impact of domestic natural catastrophes

	Incurred losses			YoY Change	Incurred losses		(Ref: FY2023 3Q) Before reinsurance
	FY2022 3Q	FY2023 3Q	YoY Change		FY2023 revised	Forecast(announced in Nov.)	
	Results	Results			Forecast(announced in Nov.)		
Mitsui Sumitomo Insurance	47.9	57.4	9.5	71.0	Typhoon No.2	16.6	
Aioi Nissay Dowa Insurance	44.4	46.4	1.9	56.0	Heavy rain in July	15.7	
Total	92.3	103.9	11.5	127.0	July hail in Gunma	28.9	
					Typhoon No.7	12.4	
					Typhoon No.13	11.3	

### Impact of overseas natural catastrophes

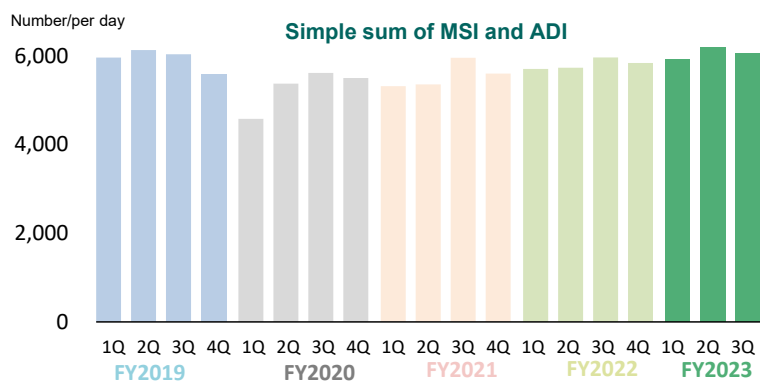
	Incurred losses			YoY Change	Incurred losses	
	FY2022 3Q	FY2023 3Q	YoY Change		FY2023 revised	Forecast(announced in Nov.)
	Results	Results			Forecast(announced in Nov.)	
Aioi Nissay Dowa Insurance	22.2	19.2	- 2.9	24.2		
MS Amlin	34.1	16.8	- 17.2	32.2		
Other subsidiaries	1.7	0.8	- 0.8			
Total	58.1	36.9	- 21.1	56.4		

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

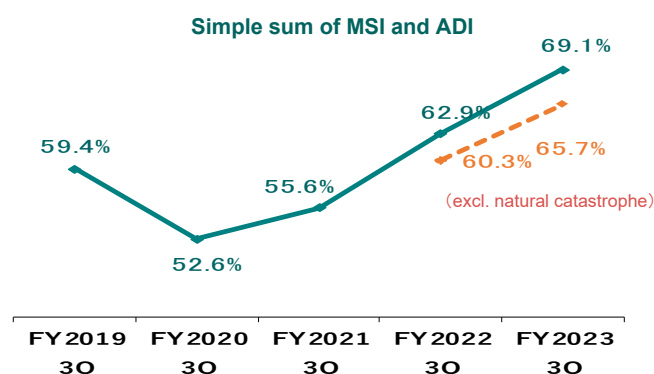
## (3) Voluntary automobile insurance

- The cumulative number of accidents at the end of FY2023 3Q increased by 4.4% year-on-year.
- E/I loss ratio increased by 6.2 points year-on-year to 69.1%.

**Number of accidents**  
(Domestic business only, per day,  
excl. the number of accidents caused by natural catastrophes)



**E/I loss ratio<sup>†1</sup>**  
(incl. loss adjustment expenses)



### Premiums/Claims

#### MSI

<Domestic sales basis>	No. of contracts	Insurance premium unit price	Insurance premium
Factors of increase/decrease in insurance premiums †2	+0.5%	+1.0%	+1.6%
<Domestic>	Property damage liability	Vehicle damage (Excl. natural catastrophes)	
Changes in average payout per claim †3	+6.4%	+5.8%	

### Premiums/Claims

#### ADI

<Domestic sales basis>	No. of contracts	Insurance premium unit price	Insurance premium
Factors of increase/decrease in insurance premiums †2	+0.3%	+0.4%	+1.0%
<Domestic>	Property damage liability	Vehicle damage (Excl. natural catastrophes)	
Changes in average payout per claim †3	+4.4%	+5.4%	

†1 E/I loss ratio is calculated based on April to December of each fiscal year.

†2 All figures for factors of increase/decrease in insurance premiums are based on sales results (April to December) year-on-year.

†3 Increase/decrease in average payout per claim means changes in average payout per claim over one-year period ended Dec. 31, 2023 compared with average payout per claim in one-year period ended Dec. 31, 2022.(Revised calculation method from 2Q, FY2023)

## Domestic Life Insurance Companies

### (1) MSI Aioi Life

- Annualized premiums of new policies increased by 1.0% year-on-year due to the introduction of medical insurance with relaxed underwriting conditions and strong sales of cancer insurance.
- Net income increased by 13.3 billion yen mainly due to a decrease of COVID-19 related payment.

#### MSI Aioi Life

(¥bn)

	FY2022 3Q		FY2023 3Q			
	Results	Results	YoY Change	Change Ratio		
Amount of new policies	1,103.7	978.2	- 125.5	-11.4%		
Annualized premiums of new policies	20.1	20.3	0.2	1.0%		
of which, third sector insurance	9.8	10.6	0.8	8.8%		
Amount of policies in force	(At the beginning of FY) 23,249.9	22,666.8	(Change from the beginning of FY) - 583.0	-2.5%		
Annualized premiums of policies in force	(At the beginning of FY) 440.5	436.8	(Change from the beginning of FY) - 3.6	-0.8%		
of which, third sector insurance	(At the beginning of FY) 157.5	161.3	(Change from the beginning of FY) 3.7	2.4%		
Gross premiums income	360.3	350.7	- 9.5	-2.6%		
Ordinary profit/loss	18.4	36.9	18.5	100.6%		
Extraordinary income/loss	- 1.0	- 1.0	-0.0	-		
Net income/loss	10.3	23.7	13.3	128.7%		
Core profit <sup>†</sup>	14.2	30.2	15.9	111.9%		

NB: From 1Q FY2023, the calculation method of hedge cost about foreign exchange in core profit has been adopted. Along with this revision, FY2022 3Q result was calculated based upon new method.



## (2) MSI Primary Life

- Gross premium increased by 13.3% due to favorable market conditions to 983.2 billion yen, record high for 3Q.
- Net income increased by 17.1 billion yen to 16.9 billion yen, mainly due to a decrease in valuation losses from bonds, etc and an increase in interest and dividend income.

### MSI Primary Life

(¥bn)

	FY2022 3Q		FY2023 3Q	
	Results	Results	YoY Change	Change Ratio
Amount of new policies(Personal total)	899.2	<b>1,046.0</b>	146.8	16.3%
Amount of policies in force(Personal total)	(At the beginning of FY2022) 6,932.2	<b>7,668.4</b>	(Change from the beginning of FY) 736.2	10.6%
Gross premiums income	867.6	<b>983.2</b>	115.5	13.3%
Ordinary profit/loss	2.0	<b>22.7</b>	20.6	991.9%
Extraordinary income/loss	- 2.9	<b>0.5</b>	3.4	-
Provision/reversal for price fluctuation reserve	- 2.9	<b>0.5</b>	3.4	-
Net income/loss	- 0.2	<b>16.9</b>	17.1	-

### Impact of interest rates and foreign exchange rates

(¥bn)

	FY2022 3Q	FY2023 3Q
	Results	Results
Impact of interest rates	- 98.3	<b>- 34.8</b>
Impact of foreign exchange rates	24.2	<b>14.7</b>
Total	- 74.0	<b>- 20.0</b>

## Overseas subsidiaries

## (1) Results summary

- Net premiums written of overseas insurance subsidiaries increased in Europe, Asia and the U.S.. In Europe, MS Amlin increased due to the expansion of new business and an increase in insurance premium rates.
- Net income increased by 67.5 billion yen. (Increased by 118.7 billion yen compared to the figure disclosed in the previous fiscal year).
- In Asia, profits increased by 25.6 billion yen, mainly due to an improvement of earning and expense including a rebound from COVID-19 related losses. In Europe, profits increased by 37.0 billion yen, mainly due to an increase in profits of 41.4 billion yen at MS Amlin. International Life Insurance profit increased by 4.7 billion yen mainly due to a rebound from financial market fluctuation impact in the previous fiscal year.

## Overseas subsidiaries

(¥bn)

	FY2022 3Q		FY2023 3Q		
	Disclosed last year	IFRS 17 base	Results	YoY Change <sup>+</sup>	Change ratio
Net premiums written	721.6	719.5	975.7	256.2	35.6%
Asia	165.7	165.4	184.5	19.0	11.5%
Europe	509.1	507.2	724.5	217.3	42.8%
Americas	46.7	46.7	66.6	19.8	42.5%
Net income/loss	-31.0	20.1	87.7	67.5	335.0%
Asia	6.7	7.3	32.9	25.6	348.8%
Europe	-48.3	4.7	41.8	37.0	775.1%
Americas	2.1	3.0	3.1	0.1	4.6%
International Life Insurance	8.4	5.0	9.8	4.7	94.8%

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

## (2) <Reference> MS Amlin's financial result for Jan-Sep 2023<sup>+1</sup>

- Insurance service profit was £309mn, an improvement of £377mn year-on-year, driven by solid top-line growth and improved portfolio profitability, as well as fewer losses from major natural catastrophes and the Russia-Ukraine War
- Financial profit was £23mn (a decrease of £140mn year-on-year). Although investment income significantly improved compared to the same period of the previous year, the benefit from substantial interest rate hikes in the prior year on 'insurance service expenses (interest rate change impact)' greatly diminished
- Net income for the third quarter was £250mn (an increase of £237mn year-on-year)

(£mn)

	FY2022	FY2023	YoY change
	3Q after IFRS17	3Q	
Insurance service profit/loss	-68	309	377
Financial profit/loss	163	23	-140
of which investment income/loss	-174	99	273
of which insurance service expenses(interest rate change impact)(-)	360	30	-330
of which insurance service expenses(unwind,etc)(-)	-23	-105	-82
Non-operating profit/loss	-27	-60	-33
Net income	13	250	237

<Note to MS Amlin's insurance liabilities>

Under the new accounting standard, insurance liability is valued at a discount to present value. The impact on profit/loss is as follows:

(1) Discounts on changes in insurance liabilities for current year underwriting and insurance liabilities for past year underwriting are recognized in "Insurance Services profit/loss"

(2) With regard to insurance liabilities for the previous year, changes in the discount effect due to changes in interest rates and the decrease in the discount amount due to the passage of time are recognized in "Insurance Finance Expenses"

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

	FY2022	FY2023	
Net premium written	2,886	3,962	1,077
Net premium earned	2,276	3,064	788
Incurred losses(including loss adjustment expenses)	1,538	1,703	166
Expense for acquisition and other operating expense	825	1,053	228
El loss ratio	67.6%	55.6%	-12.0pp
El expense ratio	36.3%	34.4%	-1.9pp
El combined ratio	103.9%	90.0%	-13.9pp

Major natural catastrophe losses  
(before discounting)

(£mn)

FY2022	FY2023	
3Q	3Q	YoY change
212	97	-115

<sup>+1</sup> Local accounting base (simple sum of results of main group companies from this year). Reinsurance premium & other items related to the transfer of insurance liabilities in previous fiscal years are excluded from the insurance account.

<sup>+2</sup> Net premiums written is based on IFRS4 and the items below 'Net premium earned' have been reclassified from 'Insurance service profit/loss' to the conventional classification. However, the classification is based on IFRS17, such as incurred losses are after discounting.

## 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
<b>Net premiums written<sup>†1</sup></b>	<b>2,228.8</b>	<b>1.7</b>	<b>1,206.4</b>	<b>- 13.2</b>	<b>1,022.3</b>	<b>14.9</b>
Earned premiums <sup>†2†3</sup>	2,050.8	73.0	1,135.0	32.4	915.7	40.5
Incurred losses (including loss adjustment expenses) <sup>†2</sup>	(-) 1,408.8	63.8	753.5	19.9	655.3	43.9
Underwriting expenses <sup>†2</sup>	(-) 672.2	- 6.9	360.4	- 6.5	311.7	- 0.3
Commissions and collection expenses <sup>†2</sup>	428.5	- 4.7	219.5	- 7.7	209.0	2.9
Other underwriting expenses <sup>†2</sup>	243.6	- 2.1	140.9	1.2	102.7	- 3.3
<b>Underwriting profit/loss prior to reflecting catastrophe reserve</b>	<b>- 13.8</b>	<b>26.2</b>	<b>26.1</b>	<b>28.6</b>	<b>- 40.0</b>	<b>- 2.3</b>
Net catastrophe reserve	69.1	8.6	27.1	6.6	41.9	2.0
<b>Underwriting profit/loss after reflecting catastrophe reserve</b>	<b>55.2</b>	<b>34.8</b>	<b>53.3</b>	<b>35.2</b>	<b>1.9</b>	<b>- 0.3</b>
<b>EI loss ratio<sup>†2</sup></b>	<b>68.7%</b>	<b>0.7pp</b>	<b>66.4%</b>	<b>- 0.1pp</b>	<b>71.6%</b>	<b>1.7pp</b>
Net loss ratio <sup>†1</sup>	66.1%	1.2pp	66.2%	2.6pp	66.0%	- 0.5pp
Net expense ratio <sup>†1</sup>	33.1%	- 0.2pp	32.3%	- 0.1pp	34.0%	- 0.5pp
<b>Combined ratio<sup>†1</sup></b>	<b>99.2%</b>	<b>1.0pp</b>	<b>98.5%</b>	<b>2.5pp</b>	<b>100.0%</b>	<b>- 1.0pp</b>

†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
<b>Underwriting profit/loss</b>	<b>55.2</b>	<b>34.8</b>	<b>53.3</b>	<b>35.2</b>	<b>1.9</b>	<b>- 0.3</b>
Net interest and dividends income	148.1	8.7	103.9	4.0	44.2	4.7
Gains/losses on sales of securities	105.6	26.1	62.0	13.0	43.5	13.0
Impairment losses on securities (-)	19.6	9.8	19.5	12.1	0.1	- 2.3
<b>Investment profit/loss and other ordinary profit/loss</b>	<b>202.8</b>	<b>18.5</b>	<b>136.3</b>	<b>6.1</b>	<b>66.5</b>	<b>12.3</b>
<b>Ordinary profit/loss</b>	<b>258.1</b>	<b>53.4</b>	<b>189.6</b>	<b>41.4</b>	<b>68.4</b>	<b>11.9</b>
<b>Extraordinary income/loss</b>	<b>- 9.6</b>	<b>10.8</b>	<b>- 3.5</b>	<b>7.8</b>	<b>- 6.0</b>	<b>3.0</b>
<b>Income before taxes</b>	<b>248.5</b>	<b>64.2</b>	<b>186.1</b>	<b>49.3</b>	<b>62.3</b>	<b>14.9</b>
<b>Taxes and others</b>	<b>57.3</b>	<b>20.4</b>	<b>43.0</b>	<b>16.4</b>	<b>14.2</b>	<b>3.9</b>
<b>Net income/loss</b>	<b>191.2</b>	<b>43.8</b>	<b>143.0</b>	<b>32.8</b>	<b>48.1</b>	<b>10.9</b>
	Simple Sum(MSI+ADI)					
		YoY Change				
<Reference> Sales of strategic equity holdings	<b>165.9</b>	<b>45.0</b>				

MS&AD Insurance Group Holdings, Inc.

23

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

### Net premiums written

(¥bn)

	Simple Sum(MSI+ADI)			MSI (Non-Consolidated)		ADI (Non-Consolidated)	
	FY2022 3Q	FY2023 3Q	Growth	FY2023 3Q		FY2023 3Q	
	Results	Results		Results	Growth	Results	Growth
Fire and allied	<b>376.7</b>	<b>332.8</b>	-11.6%	<b>180.1</b>	-10.1%	<b>152.6</b>	-13.4%
Marine	<b>63.0</b>	<b>59.6</b>	-5.5%	<b>55.9</b>	-3.0%	<b>3.7</b>	-31.5%
Personal accident	<b>157.8</b>	<b>163.4</b>	3.5%	<b>116.9</b>	5.0%	<b>46.4</b>	0.1%
Voluntary automobile	<b>1,086.7</b>	<b>1,124.4</b>	3.5%	<b>519.4</b>	1.0%	<b>604.9</b>	5.7%
CALI	<b>204.9</b>	<b>195.3</b>	-4.7%	<b>99.8</b>	-5.5%	<b>95.5</b>	-3.8%
Other	<b>337.7</b>	<b>353.1</b>	4.6%	<b>234.0</b>	1.7%	<b>119.0</b>	10.7%
<b>Total</b>	<b>2,227.0</b>	<b>2,228.8</b>	0.1%	<b>1,206.4</b>	-1.1%	<b>1,022.3</b>	1.5%
Total excluding residential EQ insurance and CALI	<b>2,021.9</b>	<b>2,033.2</b>	0.6%	<b>1,106.5</b>	-0.7%	<b>926.7</b>	2.1%

MS&AD Insurance Group Holdings, Inc.

24

## 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 3Q Results	FY2023 3Q		FY2022 3Q Results	FY2023 3Q	
		Results	YoY Change		Results	YoY Change
Fire and allied (excl. residential EQ)	88.2%	<b>77.5%</b>	-10.7pp	64.1%	<b>56.2%</b>	-7.9pp
Marine	60.9%	<b>54.3%</b>	-6.6pp	60.7%	<b>54.2%</b>	-6.5pp
Personal accident	63.6%	<b>56.6%</b>	-7.0pp	63.6%	<b>56.6%</b>	-7.0pp
Voluntary automobile	62.9%	<b>69.1%</b>	6.2pp	60.3%	<b>65.7%</b>	5.4pp
Other	66.8%	<b>66.0%</b>	-0.8pp	65.8%	<b>64.7%</b>	-1.1pp
Total (excluding residential EQ insurance and CALI)	68.0%	<b>68.7%</b>	0.7pp	62.1%	<b>62.7%</b>	0.6pp

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)	<b>75.1%</b>	-9.1pp	<b>80.5%</b>	-12.6pp	<b>59.0%</b>	-7.5pp	<b>52.8%</b>	-8.5pp
Marine	<b>55.2%</b>	-4.4pp	<b>44.6%</b>	-30.6pp	<b>55.1%</b>	-4.3pp	<b>44.6%</b>	-30.6pp
Personal accident	<b>56.1%</b>	-7.7pp	<b>57.8%</b>	-5.3pp	<b>56.1%</b>	-7.7pp	<b>57.8%</b>	-5.3pp
Voluntary automobile	<b>68.2%</b>	5.6pp	<b>70.0%</b>	6.9pp	<b>64.3%</b>	4.1pp	<b>66.9%</b>	6.6pp
Other	<b>62.4%</b>	-1.0pp	<b>73.6%</b>	-0.6pp	<b>61.0%</b>	-1.4pp	<b>72.5%</b>	-0.7pp
Total excluding residential EQ insurance and CALI	<b>66.4%</b>	-0.1pp	<b>71.6%</b>	1.7pp	<b>61.3%</b>	-0.8pp	<b>64.4%</b>	2.2pp

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

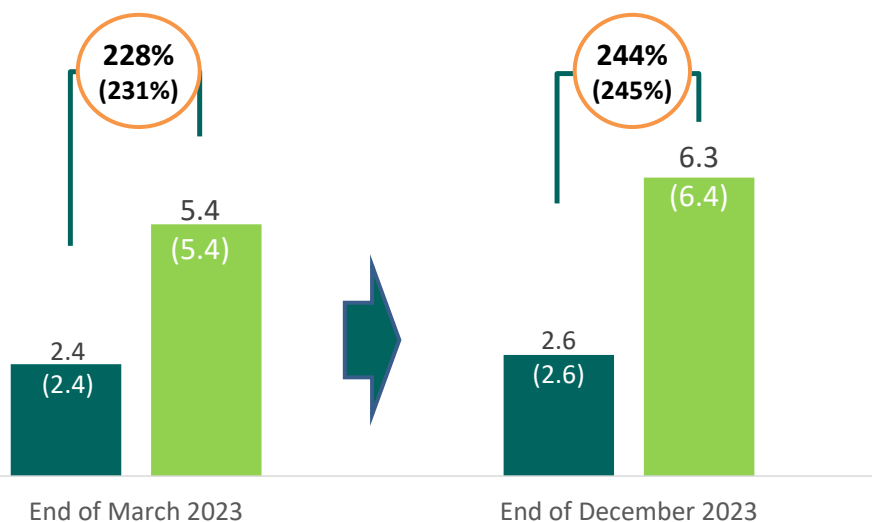
NB2: Earned premiums, a denominator of EI loss ratio, are calculated with adjustments including unearned premiums (excl. natural catastrophe policy reserves) and reserve funds.

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

## <Reference> Economic Solvency Ratio (ESR)

ESR<sup>†1</sup>

■ Integrated Risk Amount<sup>†2</sup>    ■ Net Asset Value  
( ) UFR applied



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

ESR increased by +16pp compared to end of March 2023

- ✓ ESR increased due to an increase in retained earnings, fluctuations in market conditions and a reduction of strategic equity holdings.

### <Market environment assumptions>

	End of March 2023	End of December 2023	Change
Nikkei stock average	28,041 yen	33,464 yen	+5,423 yen
30-year JGB interest rate	1.26%	1.63%	+ 0.37pp
Exchange rate (US\$1: Yen)	134 yen	142 yen	+8 yen

<sup>†1</sup> ESR : Economic Solvency Ratio (= NAV ÷ Integrated Risk Amount)

<sup>†2</sup> Integrated Risk Amount: risk amount calculated based on Value at Risk with a 99.5% confidence level

## Effect of retrospective application of IFRS17

### Effect of retrospective application of IFRS17

(¥bn)

	FY2022 3Q Net Income attributable to owners of the parent	FY2022 Net Income attributable to owners of the parent	Net asset at the end of FY2022
Before retroactive application of IFRS17	87.9	161.5	3,056.2
Difference	51.0 Description: Decrease in insurance liabilities (liabilities related to incurred insurance claims) mainly due to increase in discount rate	49.4 Description: same as left	83.2 Main breakdown: Retained earnings at the beginning of the period 28.5 Net income 49.4 Valuation and translation difference on policy liabilities 2.6 Foreign currency translation adjustment 0.9
After retroactive application of IFRS17	139.0	211.0	3,139.5

## Projected Financial Results for FY2023

The following information is based on  
Projected Financial Results for FY2023  
(announced on Nov 17, 2023).

Announced on Nov 17, 2023

## Group Consolidated

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**(1) Top line**

- Net premiums written of Non-life insurance subsidiaries forecast was revised upward from the initial forecast by 78.0 billion yen to 4,162.0 billion yen in consideration of current performance.
- Gross premium income forecast of life insurance subsidiaries was revised upward from the initial by 100.0 billion yen to 1,581.0 billion yen in consideration of current performance.

**Non-life insurance subsidiaries**

(¥bn)

	FY2022 Results	FY2023 Forecast (Initial)	FY2023 Forecast (Revised)			
			YoY Change	Change Ratio	Change from the Initial	
Net premiums written	3,933.2	4,084.0	<b>4,162.0</b>	228.7	5.8%	78.0
Mitsui Sumitomo Insurance	1,629.8	1,618.0	<b>1,616.0</b>	- 13.8	-0.8%	- 2.0
Aioi Nissay Dowa Insurance	1,335.5	1,360.0	<b>1,363.0</b>	27.4	2.1%	3.0
Mitsui Direct General Insurance	34.5	35.0	<b>35.0</b>	0.4	1.4%	0.0
Overseas subsidiaries	932.9	1,070.0	<b>1,148.0</b>	215.0	23.1%	78.0

**Life insurance subsidiaries**

(¥bn)

	FY2022 Results	FY2023 Forecast (Initial)	FY2023 Forecast (Revised)			
			YoY Change	Change Ratio	Change from the Initial	
Gross premiums income*	1,707.5	1,481.0	<b>1,581.0</b>	- 126.5	-7.4%	100.0
MSI Aioi Life	487.1	477.0	<b>477.0</b>	- 10.1	-2.1%	0.0
MSI Primary Life	1,220.4	1,004.0	<b>1,104.0</b>	- 116.4	-9.5%	100.0
Life insurance premiums	458.4	784.0	<b>827.0</b>	368.5	80.4%	43.0

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

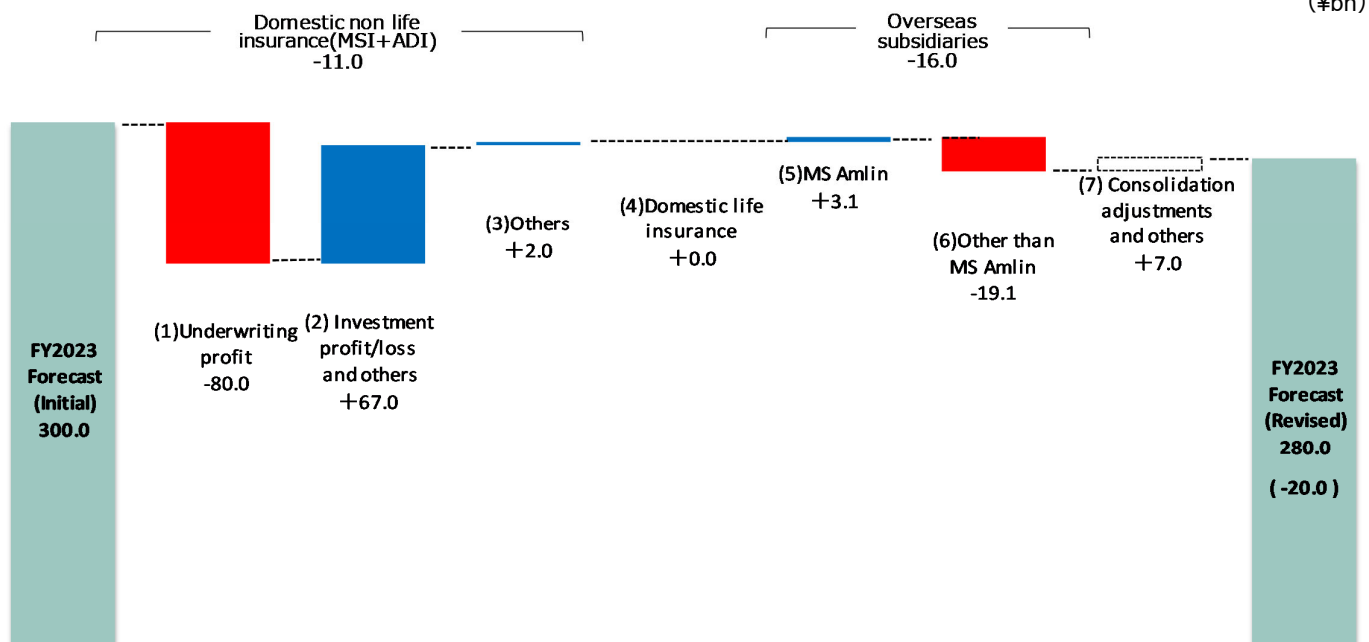
**(2) Bottom line (compared to initial forecast)**

Announced on Nov 17, 2023

- Domestic non life insurance net income forecast reduced by 11.0 billion yen mainly due to decrease of (1)Underwriting profit despite increase of (2)Investment profit/loss and others.
- As for Domestic life insurance net income, MSI Aioi Life is remain unchanged from initial forecast line and MSI Primary Life is also remain unchanged due to recovery of profit margin contribution and risk control such as hedge.
- As for overseas subsidiaries, (5)MS Amlin's annual forecast is remain unchanged (excluding foreign exchange impact). The Asian business is also performing well, but annual forecast lowered by 16.0 billion yen due to the deterioration in earnings in Europe(other than MS Amlin), U.S. and overseas life insurance.

**Consolidate net income compared to initial forecast**

(¥bn)





**(3) Bottom line**

(¥bn)

	FY2022 Results	FY2023 Forecast (Initial)	FY2023 Forecast (Revised)		
				YoY Change	Change from the Initial
Ordinary profit	292.2	420.0	<b>400.0</b>	107.7	- 20.0
Mitsui Sumitomo Insurance	141.2	185.0	<b>180.0</b>	38.7	- 5.0
Aioi Nissay Dowa Insurance	66.7	90.0	<b>82.0</b>	15.2	- 8.0
Net income <sup>†</sup>	211.0	300.0	<b>280.0</b>	68.9	- 20.0
Mitsui Sumitomo Insurance	107.8	142.0	<b>135.0</b>	27.1	- 7.0
Aioi Nissay Dowa Insurance	43.1	60.0	<b>56.0</b>	12.8	- 4.0
Mitsui Direct General Insurance	0.8	- 0.9	<b>- 1.9</b>	- 2.7	- 1.0
MSI Aioi Life	12.7	25.0	<b>25.0</b>	12.3	0.0
MSI Primary Life	19.7	16.0	<b>16.0</b>	- 3.7	0.0
Overseas subsidiaries	66.5	118.0	<b>102.0</b>	35.4	- 16.0
Consolidation adjustments, other	- 40.0	- 60.1	<b>- 52.1</b>	- 12.1	8.0
ROE (financial accounting basis)	6.6%	9.5%	<b>8.4%</b>	1.8pp	- 1.1pp

† 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 forecast was revised downward from initial by 70.0 billion yen to 280.0 billion yen due to reduction in the domestic non-life insurance business and the international business.

(¥bn)

	FY2022		FY2023 Forecast (Initial)	FY2023 Forecast (Revised)		
	Annouced last year	IFRS17 base			YoY Change*	Change from the Initial
Group Adjusted Profit	172.7	222.2	350.0	<b>280.0</b>	57.7	- 70.0
Domestic non-life insurance	118.0	118.3	179.0	<b>138.0</b>	19.6	- 41.0
Domestic life insurance	34.7	34.7	45.0	<b>45.0</b>	10.2	0.0
International business	17.9	67.0	124.0	<b>94.0</b>	26.9	- 30.0
Financial services/Risk-related services	2.0	2.0	2.0	<b>3.0</b>	0.9	1.0
Other numerical management targets						
EEV of MSI Aioi Life	908.0	908.0	960.0	<b>940.0</b>	32.0	- 20.0
Group Adjusted ROE	4.8%	6.1%	10.0%	<b>7.5%</b>	1.4pp	- 2.5pp

NB: Comparison with the IFRS base figure

## Major Assumptions for Earnings Forecasts for FY2023

(¥bn)

	Mitsui Sumitomo Insurance	Aioi Nissay Dowa Insurance
Assumptions concerning the financial market environment	<b>Assumes the level at the end of September 2023</b> Nikkei average : ¥ 31,858 USD\$1 = JPY ¥ 150 EUR€1 = JPY ¥ 158 GBP £ 1 = JPY ¥ 183	
Domestic natural catastrophes	<b>71.0</b> (+22.0)	<b>56.0</b> (+16.5)
Catastrophe reserves (For fire insurance)	Provision	<b>37.0</b> (-0.1)
	Reversal	<b>52.9</b> (+6.6)
	Net provision	<b>-15.9</b> (-6.7)
Catastrophe reserves (For voluntary automobile insurance)	Provision	<b>22.3</b> (+0.1)
	Reversal	<b>51.4</b> (+32.2)
	Net provision	<b>- 29.1</b> (-32.1)
Effective corporate tax rate	<b>27.9%</b>	

NB: Overseas natural catastrophes: MS Amlin: 32.2 (-9.0) billion yen ; ADI: 24.2 (+12.7) billion yen.

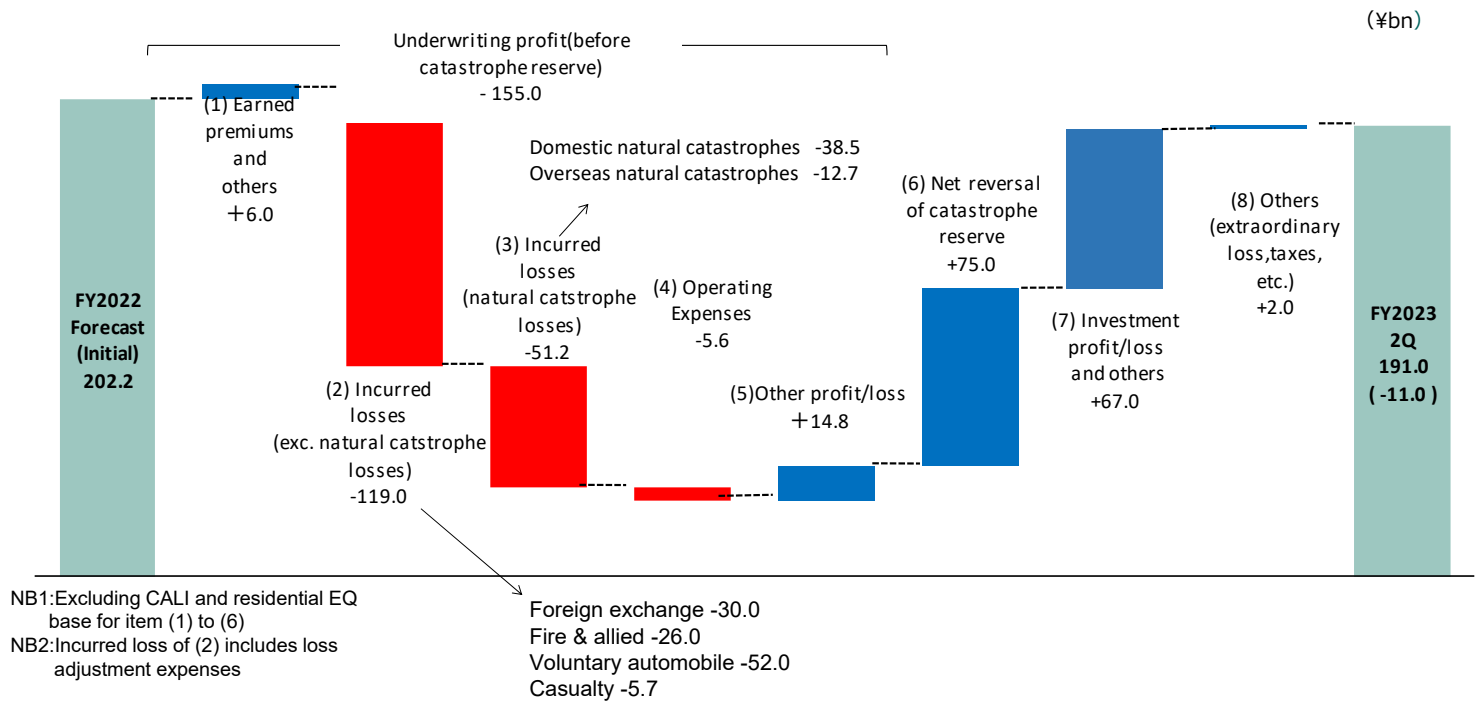
NB: Figures in ( ) show change from the initial forecast.

## Domestic Non Life Insurance Companies

# (1) Bottom line(MSI+ADI)

- Underwriting profit (before catastrophe reserve) lowered due to increased losses in voluntary automobile and natural catastrophes.
- Investment profit increased due to increased gains on sales of securities and dividend income.

## Net income(MSI+ADI) compared to initial forecast



# Domestic Life Insurance Companies

**(1) MSI Aioi Life****Key financial data**

(¥bn)

	FY2022 Results	FY2023 Forecast (Initial)	FY2023 Forecast (Revised)		
				YoY Change	Change from the Initial
Amount of new policies <sup>†</sup>	1,456.6	1,312.0	<b>1,407.8</b>	-3.4%	95.7
Annualized premiums of new policies <sup>†</sup>	27.1	29.3	<b>28.9</b>	6.3%	- 0.4
Amount of policies in force <sup>†</sup>	23,249.9	22,744.4	<b>22,674.7</b>	-2.5%	- 69.6
Annualized premiums of policies in force <sup>†</sup>	440.5	441.6	<b>439.0</b>	-0.3%	- 2.6
Gross premiums income	487.1	477.0	<b>477.0</b>	-2.1%	-
Ordinary profit/loss	27.8	45.6	<b>44.3</b>	16.4	- 1.4
Net income/loss	12.7	25.0	<b>25.0</b>	12.3	-

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

**(2) MSI Primary Life****Key financial data**

(¥bn)

	FY2022 Results	FY2023 Forecast (Initial)	FY2023 Forecast (Revised)		
				YoY Change	Change from the Initial
Amount of new policies	1,279.8	1,077.1	<b>1,255.9</b>	-1.9%	178.8
Amount of policies in force	6,932.2	7,113.0	<b>7,761.3</b>	12.0%	648.3
Gross premiums income	1,220.4	1,004.0	<b>1,104.0</b>	- 116.4	100.0
Ordinary profit/loss	31.0	26.0	<b>26.8</b>	- 4.2	0.8
Net income/loss	19.7	16.0	<b>16.0</b>	- 3.7	-

## Overseas subsidiaries

### (1) Financial Results Forecast for FY2023

#### Overseas subsidiaries

(¥bn)

	FY2022		FY2023 Forecast (Initial)	FY2023 Forecast (Revised)		
	Announced last year	IFRS17 base			YoY Change	Change from the Initial
Net premiums written	934.1	932.9	1,070.0	<b>1,148.0</b>	215.0	78.0
Asia	222.2	221.4	238.7	<b>244.5</b>	23.0	5.8
Europe	645.3	644.8	745.4	<b>804.3</b>	159.4	58.9
Americas	66.5	66.5	85.9	<b>99.2</b>	32.5	13.3
Net income/loss	15.7	66.5	118.0	<b>102.0</b>	35.4	- 16.0
Asia	28.5	31.2	33.8	<b>37.9</b>	6.6	4.1
Europe	- 22.2	31.4	53.0	<b>49.1</b>	17.5	- 3.9
Americas	3.1	3.5	10.7	<b>2.0</b>	- 1.5	- 8.7
International life insurance	6.2	0.2	20.5	<b>13.1</b>	12.7	- 7.4

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

<Reference> MS Amlin's Results Forecast for FY202 (Jan. – Dec. 2022) <sup>†1</sup>

- Net income of FY2023 is expected to be £291 million as planned for the year.
- We anticipate Insurance service profit/loss of FY2023 of £ 350 million, an increase of £ 39 million from the initial forecast for the year, mainly due to a strong top line, driven by market hardening and the resulting increase in interest rate discounts.
- Financial profit/loss is expected to be £34 million, a reduction of £ 26 million from the initial forecast for the year, mainly due to a deterioration in investment returns, caused by results in real estate-related investments

	FY2022 after IFRS17	FY2023 Initial forecast	FY2023 Revised forecast		
				YoY change	Change from initial forecast
Insurance service profit/loss	110	311	<b>350</b>	240	39
Financial profit/loss	201	60	<b>34</b>	-168	-26
of which investment income/loss	-108	194	<b>166</b>	274	-28
of which insurance service expenses(interest rate change impact)(-)	318	0	<b>37</b>	-281	37
of which insurance service expenses(unwind,etc)(-)	-9	-134	<b>-170</b>	-161	-36
Non-operating profit/loss	-52	-62	<b>-71</b>	-19	-9
Net income	193	291	<b>291</b>	98	0
[Reference]Main breakdown of insurance service profit/loss <sup>†2</sup>					
Net premium written	3,601	4,061	<b>4,296</b>	694	235
Net premium earned	3,199	3,745	<b>3,864</b>	665	119
Incurred losses(including loss adjustment expenses)	1,947	2,100	<b>2,161</b>	214	61
Expense for acquisition and other operating expense	1,158	1,335	<b>1,349</b>	191	14
EI loss ratio	60.8%	56.1%	<b>55.9%</b>	-4.9pp	-0.2pp
EI expense ratio	36.2%	35.7%	<b>34.9%</b>	-1.3pp	-0.8pp
EI combined ratio	97.0%	91.8%	<b>90.8%</b>	-6.2pp	-1.0pp

&lt;Note to MS Amlin's insurance liabilities&gt;

Under the new accounting standard, insurance liability is valued at a discount to present value. The impact on profit/loss is as follows:

(1) Discounts on changes in insurance liabilities for current year underwriting and insurance liabilities for past year underwriting are recognized in "Insurance Services profit/loss"

(2) With regard to insurance liabilities for the previous year, changes in the discount effect due to changes in interest rates and the decrease in the discount amount due to the passage of time are recognized in "Insurance Finance Expenses"

## Major natural catastrophe losses (before discounting) (€mn)

FY2022	FY2023 (Revised forecast)		
		YoY change	Change from initial forecast
180	<b>183</b>	3	<b>▲66</b>

<sup>†1</sup> Local accounting base (simple sum of results of main group companies from this year). Reinsurance premium & other items related to the transfer of insurance liabilities in previous fiscal years are excluded from the insurance account.

<sup>†2</sup> Net premiums written is based on IFRS4 and the items below 'Net premium earned' have been reclassified from 'Insurance service profit/loss' to the conventional classification. However, the classification is based on IFRS17, such as incurred losses are after discounting.

## Reference

## Earnings Forecast for FY2023(MSI&amp;ADI) (i)

(¥bn)

	Simple Sum			MSI (Non-Consolidated)			ADI (Non-Consolidated)		
		YoY Change	Change from the initial		YoY Change	Change from the Initial		YoY Change	Change from the Initial
<b>Net premiums written<sup>†1</sup></b>	<b>2,979.0</b>	<b>13.6</b>	<b>1.0</b>	<b>1,616.0</b>	<b>-13.8</b>	<b>-2.0</b>	<b>1,363.0</b>	<b>27.4</b>	<b>3.0</b>
Earned premiums <sup>†2</sup>	2,732.3	88.4	6.0	1,502.6	32.7	4.7	1,229.7	55.7	1.3
Incurring losses (including loss adjustment expenses) <sup>†2</sup> (–)	1,869.0	77.9	170.2	1,001.1	15.2	69.0	867.9	62.7	101.2
Underwriting expenses <sup>†2</sup> (–)	914.0	5.9	5.6	494.5	1.8	0.2	419.5	4.1	5.4
Commissions and collection expenses <sup>†2</sup>	567.6	-3.1	-1.1	291.7	-8.5	-1.2	275.9	5.4	0.1
Other underwriting expenses <sup>†2</sup>	346.4	9.0	6.8	202.8	10.3	1.5	143.6	-1.3	5.3
<b>Underwriting profit/loss prior to reflecting catastrophe reserve</b>	<b>-39.3</b>	<b>14.8</b>	<b>-155.0</b>	<b>6.2</b>	<b>25.5</b>	<b>-63.1</b>	<b>-45.5</b>	<b>-10.6</b>	<b>-91.9</b>
Net catastrophe reserve	67.3	28.3	75.0	27.8	24.4	39.1	39.5	3.9	35.9
<b>Underwriting profit/loss after reflecting catastrophe reserve</b>	<b>28.0</b>	<b>43.2</b>	<b>-80.0</b>	<b>34.0</b>	<b>49.9</b>	<b>-24.0</b>	<b>-6.0</b>	<b>-6.6</b>	<b>-56.0</b>
<b>EI loss ratio<sup>†2</sup></b>	<b>68.4%</b>	<b>0.7pp</b>	<b>6.1pp</b>	<b>66.6%</b>	<b>-0.5pp</b>	<b>4.4pp</b>	<b>70.6%</b>	<b>2.0pp</b>	<b>8.2pp</b>
Net loss ratio <sup>†1</sup>	66.3%	1.0pp	3.1pp	65.8%	1.5pp	2.3pp	66.9%	0.3pp	4.1pp
Net expense ratio <sup>†1</sup>	33.5%	0.1pp	0.2pp	33.0%	0.5pp	0.1pp	34.2%	-0.4pp	0.3pp
<b>Combined ratio<sup>†1</sup></b>	<b>99.8%</b>	<b>1.1pp</b>	<b>3.3pp</b>	<b>98.8%</b>	<b>2.0pp</b>	<b>2.4pp</b>	<b>101.1%</b>	<b>-0.1pp</b>	<b>4.4pp</b>

† 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 FY2023(MSI&amp;ADI) (ii)

(¥bn)

	Simple Sum			MSI (Non-Consolidated)			ADI (Non-Consolidated)		
		YoY Change	Change from the Initial		YoY Change	Change from the Initial		YoY Change	Change from the Initial
<b>Underwriting profit/loss</b>	<b>28.0</b>	<b>43.2</b>	<b>-80.0</b>	<b>34.0</b>	<b>49.9</b>	<b>-24.0</b>	<b>-6.0</b>	<b>-6.6</b>	<b>-56.0</b>
Net interest and dividends income	165.4	6.2	13.6	112.3	2.8	8.0	53.1	3.4	5.6
Gains/losses on sales of securities	138.5	7.9	64.2	68.8	-22.6	19.3	69.7	30.5	44.9
Impairment losses on securities (-)	25.3	-3.1	19.0	21.8	-4.3	18.8	3.5	1.2	0.2
<b>Investment profit/loss and other ordinary profit/loss</b>	<b>234.0</b>	<b>10.7</b>	<b>67.0</b>	<b>146.0</b>	<b>-11.1</b>	<b>19.0</b>	<b>88.0</b>	<b>21.9</b>	<b>48.0</b>
<b>Ordinary profit/loss</b>	<b>262.0</b>	<b>54.0</b>	<b>-13.0</b>	<b>180.0</b>	<b>38.7</b>	<b>-5.0</b>	<b>82.0</b>	<b>15.2</b>	<b>-8.0</b>
<b>Extraordinary income/loss</b>	<b>-10.8</b>	<b>-0.1</b>	<b>0.1</b>	<b>-1.7</b>	<b>-1.9</b>	<b>0.2</b>	<b>-9.1</b>	<b>1.8</b>	<b>-0.1</b>
<b>Net income/loss</b>	<b>191.0</b>	<b>39.9</b>	<b>-11.0</b>	<b>135.0</b>	<b>27.1</b>	<b>-7.0</b>	<b>56.0</b>	<b>12.8</b>	<b>-4.0</b>

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

## Net premiums written

(¥bn)

	Simple Sum		MSI (Non-Consolidated)		ADI (Non-Consolidated)	
		Growth		Growth		Growth
Fire and allied	452.3	-7.8%	245.9	-7.6%	206.4	-8.1%
Marine	80.8	-3.7%	74.1	-2.6%	6.7	-14.6%
Personal accident	218.6	2.9%	157.7	3.8%	60.9	0.5%
Voluntary automobile	1,494.8	2.8%	695.4	1.0%	799.4	4.5%
CALI	256.5	-6.9%	131.4	-7.5%	125.1	-6.2%
Other	476.1	6.0%	311.6	2.1%	164.5	14.3%
Total	2,979.0	0.5%	1,616.0	-0.8%	1,363.0	2.1%
Total excluding residential EQ insurance and CALI	2,722.2	1.2%	1,484.4	-0.2%	1,237.8	3.0%

## Domestic Non-Life Insurance Companies (MSI&amp;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	79.7%	-0.6pp	77.9%	1.3pp	81.8%	-2.9pp
Marine	57.2%	-3.0pp	55.2%	-3.6pp	78.3%	2.5pp
Personal accident	56.1%	-7.0pp	55.4%	-8.3pp	57.9%	-3.8pp
Voluntary automobile	68.5%	4.9pp	68.1%	4.9pp	68.8%	4.8pp
Other	63.9%	-7.6pp	61.9%	-9.7pp	68.0%	-3.4pp
Total (excluding residential EQ insurance and CALI)	68.4%	0.7pp	66.6%	-0.5pp	70.6%	2.0pp
(Excl. impact of nat. cat.)	62.9%	-0.5pp	61.9%	-1.6pp	64.1%	0.9pp

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.								
• MSI Aioi Life :	Mitsui Sumitomo Aioi Life Insurance Co., Ltd.								
• MSI Primary Life :	Mitsui Sumitomo Primary Life Insurance Co., Ltd.								
• MS Amlin :	Sum of business segments including AUL, MS Re, AISE and ACS								
	<table> <tbody> <tr> <td>AUL</td> <td>MS Amlin Underwriting Limited</td> </tr> <tr> <td>MS Re</td> <td>MS Reinsurance<sup>†</sup></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> </tbody> </table>	AUL	MS Amlin Underwriting Limited	MS Re	MS Reinsurance <sup>†</sup>	AISE	MS Amlin Insurance SE	ACS	MS Amlin Corporate Services Limited
AUL	MS Amlin Underwriting Limited								
MS Re	MS Reinsurance <sup>†</sup>								
AISE	MS Amlin Insurance SE								
ACS	MS Amlin Corporate Services Limited								
	<sup>†</sup> Brand name of MS Amlin AG from Sep 2022								

## Definition of “Group Adjusted Profit” and “Group Adjusted ROE”

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)

## Prudence 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.

### Inquiries

Corporate Communications and Investor Relations Dept., MS&AD Insurance Group Holdings, Inc.

Phone: +81-3-5117-0311

<https://www.ms-ad-hd.com/en/ir/contact.html>