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## **Materials for FY 2013 1Q Results Briefing Conference Call**

**August 9, 2013 (Fri)**

MS&AD Insurance Group Holdings, Inc.

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MS&AD Insurance Group Holdings, Inc.

I am Masataka Kitagawa from the Corporate Communications and Investor Relations Dept. of MS&AD Holdings.

Thank you for finding the time in your busy schedules to participate in our conference call today.

Today's materials include our "Quarterly Earnings Report" and "Explanation for Business Results," in addition to the "Materials for FY 2013 1Q Results Briefing Conference Call" in slide format.

My explanation will be based solely on the slides.

## Addendum 1: Consolidated Earnings for FY 2013 (1<sup>st</sup> Qtr.)

Net premiums written increased both in domestic non-life insurance companies and in overseas subsidiaries.  
Net Income for the 1<sup>st</sup> Qtr. significantly increased, and Group Core Profit in FY 2013 1Q has reached 77.1 billion yen.  
(¥bn)

	FY 2012 1st Qtr.	FY 2013 1st Qtr.		
	Results	Results	YOY Change	Change Ratio
Direct premiums written*1 (excluding deposit premiums from policyholders)	745.2	783.8	38.6	5.2%
Net premiums written*1	658.2	690.4	32.1	4.9%
Mitsui Sumitomo Insurance	324.1	337.4	13.2	4.1%
Aioi Nissay Dowa Insurance	274.0	281.4	7.4	2.7%
Mitsui Direct General Insurance	8.9	8.9	0.0	0.3%
Overseas subsidiaries	51.1	61.7	10.5	20.7%
Ordinary Profit/(Loss)	19.1	118.0	98.8	515.7%
Mitsui Sumitomo Insurance	10.3	66.6	56.3	545.1%
Aioi Nissay Dowa Insurance	10.5	37.6	27.0	257.7%
Net Income/(Loss)*2	11.2	83.1	71.8	638.2%
Mitsui Sumitomo Insurance	10.5	48.8	38.3	365.1%
Aioi Nissay Dowa Insurance	4.9	27.1	22.1	444.7%
Mitsui Direct General Insurance	0.9	0.8	0.0	-4.7%
MSI Aioi Life	0.4	2.1	1.6	362.2%
MSI Primary Life	4.0	6.2	2.2	55.8%
Overseas subsidiaries	6.8	9.4	2.6	38.8%
Consolidation adjustments, etc.	-16.4	-11.6	4.8	0.0%

\*1 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.

\*2 Net income of subsidiaries is on an equity stake basis.

Please take a look at the first page of the slides in "Addendum 1".

I will now give a brief overview of consolidated earnings for the three months ended June 30, 2013.

First of all, in our top lines, in addition to increased earnings in domestic non-life insurance companies, a significant increase in earnings of overseas subsidiaries in all regions contributed to net premiums written, which increased by 32.1 billion yen, or 4.9% from the same period in the previous year.

Meanwhile, net income rose markedly by 71.8 billion yen from the same period in the previous year to 83.1 billion yen, and reached a record high since FY2007 when we started to announce quarterly results.

This was largely due to a significant decrease in the loss on devaluation of securities resulting from an upturn in the investment market, along with a significant improvement in investment income due to a gain on sales of securities and improved net interest and dividends income.

Also, Group Core Profit in FY 2013 1Q reached 77.1 billion yen along the forecasts at the beginning of the year.

## Addendum 2: Domestic Non-life Insurance Business

### (1) MSI&ADI Results for FY 2013 (1<sup>st</sup> Qtr.)

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	MSI (Non-consolidated)		ADI (Non-consolidated)		<Reference> MSI & ADI (Simple Sum)	
		YoY Change		YoY Change		YoY Change
Net Premiums Written	337.4	13.2	281.4	7.4	618.9	20.7
Net Claims Paid (—)	208.9	-14.7	170.0	-13.0	378.9	-27.8
Incurred Loss (—)	197.8	-7.2	165.0	-13.5	362.9	-20.8
Commissions and Collection Expenses (—)	60.7	2.2	52.4	2.2	113.2	4.4
Operating Expenses and General and Administrative Expenses (—)	49.5	-0.4	45.4	1.7	94.9	1.2
Provision for Outstanding Claims (—)	1.3	2.9	-1.6	4.3	-0.2	7.3
Provision for Catastrophe Loss Reserve (—)	-13.2	19.9	-6.5	14.8	-19.8	34.7
<b>Underwriting Profit/(Loss)</b>	<b>23.3</b>	<b>-1.9</b>	<b>15.4</b>	<b>0.4</b>	<b>38.8</b>	<b>-1.4</b>
Net Interest and Dividends Income	29.9	7.5	18.7	6.8	48.7	14.4
Gains/(Losses) on sale of securities	15.0	12.6	6.4	2.9	21.4	15.6
Impairment Losses on securities (—)	0.5	-26.2	2.4	-12.5	3.0	-38.7
<b>Investment Profit/(Loss)</b>	<b>43.3</b>	<b>58.2</b>	<b>22.1</b>	<b>26.6</b>	<b>65.4</b>	<b>84.9</b>
<b>Ordinary Profit/(Loss)</b>	<b>66.6</b>	<b>56.3</b>	<b>37.6</b>	<b>27.0</b>	<b>104.2</b>	<b>83.4</b>
<b>Extraordinary Profit/(Loss)</b>	<b>-0.8</b>	<b>-2.4</b>	<b>-0.4</b>	<b>-1.5</b>	<b>-1.3</b>	<b>-4.0</b>
<b>Income/(Loss) before income taxes</b>	<b>65.8</b>	<b>53.9</b>	<b>37.1</b>	<b>25.5</b>	<b>102.9</b>	<b>79.4</b>
<b>Net Income/(Loss)</b>	<b>48.8</b>	<b>38.3</b>	<b>27.1</b>	<b>22.1</b>	<b>76.0</b>	<b>60.5</b>
<Excluding residential earthquake and CALI*>						
Ratios						
Net Loss Ratio	63.7%	-7.7%	60.7%	-6.8%	62.3%	-7.3%
Net Expense Ratio	33.9%	-1.0%	35.8%	0.6%	34.8%	-0.2%
Combined Ratio	97.6%	-8.7%	96.5%	-6.2%	97.1%	-7.5%

\* On the basis of exclusion of Good Result return premiums "ModoRich" auto insurance products

\* "CALI" stands for Compulsory Automobile Liability Insurance.

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Next I will provide an overview of the earnings of the two core non-life insurance companies for the three months ended June 30, 2013. Please take a look at "Addendum 2".

Net premiums written by the two companies combined increased by 20.7 billion yen, up 3.5%, due to factors such as increased earnings from fire insurance where household segment performed well, and auto insurance due to the effect of a rate revision, for both companies.

Incurred loss decreased significantly by 20.8 billion yen for the two companies combined, compared to the same period last year, largely due to a decrease in domestic natural catastrophes, and caused steadily improvement of underwriting profit. On the other hand, the reversal of catastrophe reserves decreased by 34.7 billion yen compared to the previous year, due to a decrease in net claims paid for domestic natural catastrophes and the Thailand Floods.

As a result, the combined underwriting income for the two companies was 38.8 billion yen, down 1.4 billion yen compared to the same period last year.

With regard to investments, loss on devaluation of securities was limited to 3.0 billion yen for the two companies combined, which was an improvement of 38.7 billion yen compared to the same period last year. In addition, the gain on sales of securities improved by 15.6 billion yen due to steadily sales of strategic equity holdings, and net interest and dividends received increased by 14.4 billion yen, resulting in the sum of investment income and other income improving by 84.9 billion yen to 65.4 billion yen.

As a result, ordinary profit of the two core domestic non-life insurance companies rose by 83.4 billion yen to 104.2 billion yen, and net income rose by 60.5 billion yen from the same period in the previous year to 76.0 billion yen.

## Addendum 3: Domestic Non-life Insurance Business

### (2) Results for FY 2013 (1<sup>st</sup> Qtr.)

#### Natural catastrophes in Japan and Thai Flood

(¥ bn)

	Net Claims Paid		Increase in provision for		Incurred Losses		Outstanding Claims
		Change	O/S*	Change		Change	
Nat cat in Japan (FY2013)	1.9	-12.8	1.1	-12.3	3.1	-25.1	1.1
Mitsui Sumitomo Insurance	0.9	-7.0	0.7	-6.5	1.7	-13.6	0.7
Aioi Nissay Dowa Insurance	0.9	-5.8	0.3	-5.7	1.3	-11.5	0.3
Thai Flood	15.6	-8.0	-23.3	8.3	-7.7	0.3	65.2
Mitsui Sumitomo Insurance	14.3	-7.0	-20.3	7.8	-6.0	0.7	55.7
Aioi Nissay Dowa Insurance	0.7	-1.4	-2.4	1.1	-1.6	-0.3	4.6
Overseas Subsidiaries	0.5	0.5	-0.6	-0.6	-0.0	-0.0	4.9
<b>Total</b>	<b>17.6</b>	<b>-20.8</b>	<b>-22.2</b>	<b>-3.9</b>	<b>-4.5</b>	<b>-24.8</b>	<b>66.4</b>

\* O/S: Outstanding Claims

The impact of natural catastrophe losses is summarized here in “Addendum 3”.

I will now explain details.

The table in “Addendum 3” summarizes the impact of “Natural catastrophe losses in Japan” occurring during the current fiscal year and the “Thailand floods” losses.

The natural catastrophe losses in Japan occurring during the current fiscal year amounted to 3.1 billion yen for the two companies combined, which was down 25.1 billion yen compared to the same period in the previous year when large-scale natural catastrophes occurred, despite storm damage caused by low pressure systems in April this year.

Also, a total of 15.6 billion yen was paid by the Group during the three months ended June 30, 2013 for claims related to the Thailand floods.

Furthermore, loss reserves (“Incurred Losses” in the table) was decreased 7.7 billion yen for the entire Group, having the effect of progress of claims survey of Thailand Floods.

The effect of exchange rate on Incurred Losses of “Thailand Floods” was minimal.

As a result, the net claims paid during the three months ended June 30, 2013 for “Natural catastrophes in Japan occurring during the current fiscal year” and the “Thailand floods” amounted to 17.6 billion yen, and the incurred loss was minus 4.5 billion yen.

## Addendum 4: Domestic Non-life Insurance Business

### (3) Results for FY 2013 (1st Qtr.)

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#### Catastrophe Reserves

(¥bn)

	Mitsui Sumitomo Insurance				Aioi Nissay Dowa Insurance			
	Reversal	Provisions	Change	Outstanding (End of June 30, 2013)	Reversal	Provisions	Change	Outstanding (End of June 30, 2013)
Fire and Allied	13.4	3.7	-9.7	101.3	5.6	2.2	-3.4	106.2
Marine	-	0.6	0.6	67.4	0.0	0.1	0.0	13.3
Personal Accident	1.3	1.1	-0.1	64.9	0.0	0.6	0.6	57.2
Voluntary Automobile	10.4	4.9	-5.4	13.4	10.4	5.4	-5.0	15.7
Other	1.5	2.9	1.3	140.1	0.2	1.4	1.2	50.8
Total	26.8	13.5	-13.2	387.3	16.4	9.9	-6.5	243.5
YoY Change	-18.6	1.3	19.9		-13.6	1.1	14.8	

#### Impairment Losses on Securities

(¥bn)

	MS&AD Holdings (Consolidated)	Mitsui Sumitomo Insurance (Non-consolidated)	Aioi Nissay Dowa Insurance (Non-consolidated)	Other Subsidiaries (Non-consolidated)	Consolidation Adjustments (Incl. Adj. for Purchase Method)
Impairment Losses on Securities	2.8	0.5	2.4	0.0	-0.1
YoY Change	-51.9	-26.2	-12.5	-0.1	-13.1

Please take a look at the table at the top of “Addendum 4.” I will now explain the situation concerning the catastrophe reserves.

The table here indicates the reversals and provisions for catastrophe reserves, and shows separate figures for Mitsui Sumitomo Insurance and Aioi Nissay Dowa Insurance.

As I indicated earlier in Addendum 3, the decrease in the impact of natural catastrophes and payment of claims for the Thailand floods and decrease of loss ratio of voluntary automobile insurance were the main factors that led to a significant decrease in the reversal of catastrophe reserves.

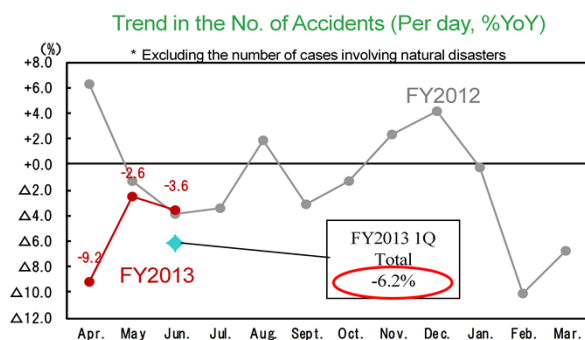
This table states the net change in the balance of the catastrophe reserves. The net change was an increase of 19.9 billion yen for Mitsui Sumitomo Insurance and an increase of 14.8 billion yen for Aioi Nissay Dowa Insurance compared to the same period last year.

The table in the lower section summarizes impairment of losses on securities, which decreased 51.9 billion yen compared to the same period last year.

Strategic equity holdings are being sold steadily, and sales by the two companies combined during the three months ended June 30, 2013 totaled 29.5 billion yen.

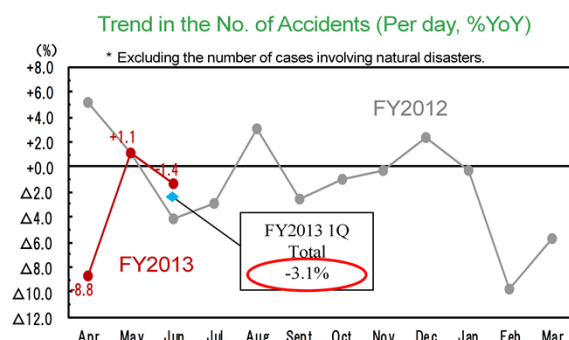
## Addendum 5: Domestic Non-life Insurance Business (4) Results for FY 2013 (1st Qtr.) - Auto Insurance

### Mitsui Sumitomo Insurance



\* Comparison of accident numbers covered by the 5 main insurance coverage.

### Aioi Nissay Dowa Insurance



### Insurance Premiums, Claims, & Earned to Incurred Loss Ratio

#### Mitsui Sumitomo Insurance

<Domestic, Sales Basis>	No. of Contract	Insurance Premium Unit Price	Insurance Premiums
Factors Inc./Dec. Insurance Premiums	+0.4%	+2.0%	+2.5%
<Domestic>	Bodily injury liability	Property damage liability	Vehicles damage (Excluding natural disasters)
Chg. In average payout per claim	-1.4%	+0.3%	+1.7%
<Excluding Loss Adj. Expenses>	Jun. 2011	Jun. 2012	Jun. 2013
EI Loss Ratio	66.4%	65.6%	61.9%

\* All figures for factors of increase/decrease in insurance premiums are based on sales results (Apr.-Jun.), %YoY

\* "Changes in average payout per claim" means change in average payout per claim over one-year period ended June 30, 2013 compared with average payout per claim in one-year period ended March 31, 2013.

\* The EI loss ratio excludes loss adjustment expenses. The period each year from Apr. -Jun.

#### Aioi Nissay Dowa Insurance

<Domestic, Sales Basis>	No. of Contract	Insurance Premium Unit Price	Insurance Premiums
Factors Inc./Dec. Insurance Premiums	-0.8%	+2.7%	+1.8%
<Domestic>	Bodily injury liability	Property damage liability	Vehicles damage (Excluding natural disasters)
Chg. In average payout per claim	+1.8%	+1.5%	+3.2%
<Excluding Loss Adj. Expenses>	Jun. 2011	Jun. 2012	Jun. 2013
EI Loss Ratio	57.0%	59.3%	57.6%

Now, I would like to discuss the improvement in underwriting results for auto insurance. Please take a look at "Addendum 5."

The line graphs on the upper section show changes in the number of accidents compared to the same months in the preceding year for both Mitsui Sumitomo Insurance and Aioi Nissay Dowa Insurance.

The number of accidents decreased 6.2% for Mitsui Sumitomo Insurance and 3.1% for Aioi Nissay Dowa Insurance compared to the same period last year, reflecting changes in the number of traffic accidents throughout society as a whole, the effect of the company's efforts for "loss control", and improvement of safety mind of policyholders after the revision of the non-fleet grade system implemented last October.

Next, could you please take a look at the change in the "average payout per claim" shown in the middle of the table in the lower section. There was a continuing rise in the payout per claim for vehicles damage by both companies, reflecting an increase in repair costs in particular.

At the same time, as shown in the section just above that, there continued to be an increase in insurance premiums for both companies as a result of rate revisions implemented last year and the year before last, resulting in insurance premium unit prices shifting at the level exceeding those of the same period in the previous year by over 2%.

The lower section indicates the earned-incurred loss ratio for the three months ended June 30, 2013.

The earned-incurred loss ratio for the first quarter and the third quarter are calculated using a simplified method in some part, as has been in the past. However, it can be inferred that underwriting results have been improving as expected due to conditions I described earlier.



## MSI Aioi Life

(¥ bn)

	FY 2012 1st Qtr. Results	FY 2013 1st Qtr. Results	YOY Change	Change Ratio
Amount of New Policies	962.3	<b>625.1</b>	-337.2	-35.0%
Amount of Policies in Force	(At Last FY end) 20,074.6	<b>20,287.4</b>	(Change from Last FY end) 212.8	1.1%
Annualized Premiums for Policies in Force	(At Last FY end) 319.7	<b>322.3</b>	(Change from Last FY end) 2.6	0.8%
Gross Premiums Income	95.6	<b>96.2</b>	0.5	0.6%
Net Income/(Loss)	0.4	<b>2.1</b>	1.6	362.2%

## MSI Primary Life

(¥ bn)

	FY 2012 1st Qtr. Results	FY 2013 1st Qtr. Results	YOY Change	Change Ratio
Amount of New Policies	71.2	<b>115.5</b>	44.3	62.2%
Amount of Policies in Force	(At Last FY end) 3,661.4	<b>3,584.5</b>	(Change from Last FY end) -76.9	-2.1%
Annualized Premiums of Policies in Force	(At Last FY end) 434.2	<b>419.0</b>	(Change from Last FY end) -15.2	-3.5%
Gross Premiums Income	75.2	<b>121.8</b>	46.5	61.9%
Net Income/(Loss)	4.0	<b>6.2</b>	2.2	55.8%

Next, I will explain the condition of the domestic life insurance companies. Please look at “Addendum 6”. First, I will explain the situation of MSI Aioi Life.

In sales during the three months ended June 30, 2013, amount of new policies decreased by 337.2 billion yen to 625.1 billion yen due to the impact of a rate revision in April and a revision of the portfolio of products sold.

The amount of policies in force increased 212.8 billion yen from the end of the previous fiscal year to 20,287.4 billion yen.

Net income for the quarter ended June 30, 2013 rose by 1.6 billion yen to 2.1 billion yen, due to a shift toward highly profitable products and a decrease in provisions for the policy reserve stemming from a decline in new policies.

Next, at MSI Primary Life, amount of new policies increased by 44.3 billion yen from the same period last year to 115.5 billion yen due to the continued solid performance of foreign currency dominated fixed whole-life products, in addition to the solid performance of variable products resulting from the improved investment environment.

The amount of policies in force decreased by 76.9 billion yen to 3,584.5 billion yen compared to the end of the previous fiscal year due to a high level of cancellations, reflecting a weak yen and high share prices since last year.

Despite the decrease in market value of assets in fixed amount products mainly consist of Australian dollar denominated products, caused by the effect of rising interest rates and the strong yen and weak Australian dollar during the three months ended June 30, 2013, net income rose by 2.2 billion yen compared to the same period last year, to 6.2 billion yen, due to factors such as commission income increasing as a result of an increase in the amount of policies in force for variable products compared to the same period last year, and gains from cancellation deductions.

## Addendum 7: Overseas Subsidiaries - Results for FY 2013 (1st Qtr.)

### Overseas Subsidiaries

(¥ bn)

	FY 2012 1st Qtr. Results	FY 2013 1st Qtr. Results	YOY Change	Change
Net Premiums Written	51.1	61.7	10.5	20.7%
Asia	23.2	28.8	5.6	24.1%
Europe	14.0	16.5	2.4	17.6%
Americas	7.4	9.2	1.7	23.8%
Reinsurance	6.3	7.0	0.7	11.4%
Net Income/(Loss)	6.8	9.4	2.6	38.8%
Asia	3.9	4.5	0.6	15.7%
Europe	1.0	1.8	0.8	80.6%
Americas	0.6	0.3	- 0.2	-42.2%
Reinsurance	1.2	2.6	1.4	120.6%

Next, I would like to discuss on the overseas insurance subsidiaries. Please take a look at “Addendum 7.”

Net premiums written increased in all areas, amounting to an increase of 10.5 billion yen compared to the same period last year, or by 20.7% to 61.7 billion yen overall.

Meanwhile, net income for the quarter increased by 2.6 billion yen year on year to 9.4 billion yen due to improvements in reinsurance business, Asia and Europe.



## Addendum 8: Non-consolidated Results for FY 2013 1Q Mitsui Sumitomo Insurance (1)

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(¥bn)

	FY 2012 1st Qtr. Results	FY 2013 1st Qtr.	
		Results	Change
Net premiums written	324.1	337.4	13.2
Net premiums written, growth rate	1.9%	4.1%	2.2pt
Net loss ratio	74.9%	67.4%	-7.5pt
Net expense ratio	33.5%	32.7%	-0.8pt
Combined ratio	108.4%	100.1%	-8.3pt
Incurred losses	205.1	197.8	-7.2
Underwriting profit/(loss)	25.2	23.3	-1.9
Net interest and dividends income	22.3	29.9	7.5
Gains/losses on sale of securities	2.3	15.0	12.6
Impairment losses on securities	-26.7	-0.5	26.2
Investment profit/(loss)	-12.0	46.7	58.8
Ordinary profit/(loss)	10.3	66.6	56.3
Extraordinary income/(loss)	1.5	-0.8	-2.4
Net income/(loss)	10.5	48.8	38.3
(Excluding CALI and residential earthquake insurance)			
Net premiums written, growth rate	0.4%	4.8%	4.4pt
Net loss ratio	71.4%	63.7%	-7.7pt
Net expense ratio	34.9%	33.9%	-1.0pt
Combined ratio	106.3%	97.6%	-8.7pt

\* On the basis of exclusion of Good Result return premiums "ModoRich" auto insurance products.

\* Net loss ratio is on a "written-to-paid" basis.

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In the following pages from Addendum 8 to Addendum 13, you will find the non-consolidated earnings of both Mitsui Sumitomo Insurance and Aioi Nissay Dowa Insurance for FY2013 1Q. Please have a look at these.

This concludes my presentation.

## Addendum 9: Non-consolidated Results for FY 2013 1Q Mitsui Sumitomo Insurance (2)

### Net premiums written

(¥bn)

	FY2012	FY2013	
	1st Qtr.	1st Qtr.	Growth
Fire and allied	35.5	<b>41.7</b>	<b>17.3%</b>
Marine	13.5	<b>14.8</b>	<b>9.8%</b>
Personal accident	38.0	<b>38.2</b>	<b>0.4%</b>
Voluntary auto	149.7	<b>154.7</b>	<b>3.3%</b>
CALI	35.8	<b>35.3</b>	<b>-1.3%</b>
Other	51.3	<b>52.5</b>	<b>2.3%</b>
Total	324.1	<b>337.4</b>	<b>4.1%</b>
Excluding CALI, and residential earthquake insurance	287.9	<b>301.8</b>	<b>4.8%</b>

### Net loss ratio

	FY2012	FY2013	
	1st Qtr.	1st Qtr.	Change
Fire and allied	152.1%	<b>101.4%</b>	<b>-50.7pt</b>
Marine	50.9%	<b>48.7%</b>	<b>-2.2pt</b>
Personal accident	55.7%	<b>58.0%</b>	<b>2.3pt</b>
Voluntary auto	67.7%	<b>62.7%</b>	<b>-5.0pt</b>
CALI	104.0%	<b>99.7%</b>	<b>-4.3pt</b>
Other	42.7%	<b>44.6%</b>	<b>1.9pt</b>
Total	74.9%	<b>67.4%</b>	<b>-7.5pt</b>
Excluding CALI, and residential earthquake insurance	71.4%	<b>63.7%</b>	<b>-7.7pt</b>

## Addendum 10: Non-consolidated Results for FY 2013 1Q Mitsui Sumitomo Insurance (3)

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### Incurred losses and EI loss ratio (Excluding loss adjustment expenses)

(¥ bn)

	FY2012 1st Qtr.					FY2013 1st Qtr.					
	Incurred Losses (a)	EI Loss Ratio	Natural Catastrophe Impact (b)	(a)-(b)	EI Loss Ratio (Excluding catastrophe impact)	Incurred Losses (c)	EI Loss Ratio	Natural Catastrophe Impact (d)	(c)-(d)	EI Loss Ratio (Excluding catastrophe impact)	YoY Change
Fire and allied (Excluding residential earthquake)	28.6	61.6%	6.9	21.7	46.6%	20.4	44.3%	-4.6	25.1	54.3%	7.6pt
Marine	6.6	48.9%	0.0	6.6	48.6%	9.9	68.4%	0.0	9.9	68.3%	19.7pt
Personal accident	19.0	57.1%	-0.0	19.0	57.1%	18.6	55.5%	-0.0	18.6	55.5%	-1.6pt
Voluntary Auto	95.6	65.6%	1.1	94.4	64.8%	93.5	61.9%	0.1	93.3	61.8%	-3.0pt
Other	21.0	46.7%	0.3	20.6	45.8%	23.2	52.1%	0.2	23.0	51.5%	5.7pt
Totals (A)	171.0	60.2%	8.5	162.5	57.2%	165.8	57.2%	-4.2	170.0	58.6%	1.4pt
Residential earthquake(B)	-		-	-		-		-	-		
CALI (C)	34.0		-	34.0		32.0		-	32.0		
Total (A)+(B)+(C)	205.1		8.5	196.5		197.8		-4.2	202.1		

\* On the basis of exclusion of Good Result return premiums "ModoRich" auto insurance products

\* Incurred losses = net claims paid + provision for outstanding claims.

\* Total (A) excludes residential earthquake insurance and CALI

\* The impact of natural catastrophes is the total of incurred losses resulting from domestic natural catastrophes occurring in Japan during the year and the Thailand floods.  
(¥bn)

<Reference>	Net Claims Paid		Increase in provision for		Incurred Losses		Outstanding Claims
		Change	O/S*	Change		Change	
Great East Japan E/Q (excluding residential earthquake insurance)	2.7	1.2	-2.5	-1.1	0.1	0.1	2.0

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## Addendum 11: Non-consolidated Results for FY 2013 1Q Aioi Nissay Dowa Insurance (1)

(¥bn)

	FY 2012 1st Qtr. Results	FY 2013 1st Qtr. Results	
			Change
Net premiums written	274.0	281.4	7.4
Net premiums written, growth rate	1.3%	2.7%	1.4pt
Net loss ratio	71.4%	64.9%	-6.5pt
Net expense ratio	34.3%	34.8%	0.5pt
Combined ratio	105.7%	99.7%	-6.0pt
Incurred losses	178.5	165.0	-13.5
Underwriting profit/(loss)	15.0	15.4	0.4
Net interest and dividends income	11.9	18.7	6.8
Gains/losses on sale of securities	3.4	6.4	2.9
Impairment losses on securities	-14.9	-2.4	12.5
Investment profit/(loss)	-3.5	21.1	24.7
Ordinary profit/(loss)	10.5	37.6	27.0
Extraordinary income/(loss)	1.0	-0.4	-1.5
Net income/(loss)	4.9	27.1	22.1
(Excluding CALI and residential earthquake insurance)			
Net premiums written, growth rate	-0.1%	3.7%	3.8pt
Net loss ratio	67.5%	60.7%	-6.8pt
Net expense ratio	35.2%	35.8%	0.6pt
Combined ratio	102.7%	96.5%	-6.2pt

## Addendum 12: Non-consolidated Results for FY 2013 1Q Aoi Nissay Dowa Insurance (2)

### Net premiums written

(¥bn)

	FY2012	FY2013	
	1st Qtr.	1st Qtr.	Growth
Fire and allied	25.6	<b>28.8</b>	<b>12.6%</b>
Marine	2.5	<b>2.8</b>	<b>11.7%</b>
Personal accident	19.1	<b>18.9</b>	<b>-0.6%</b>
Voluntary auto	163.6	<b>168.5</b>	<b>3.0%</b>
CALI	35.3	<b>34.0</b>	<b>-3.7%</b>
Other	27.7	<b>28.2</b>	<b>1.8%</b>
Total	274.0	<b>281.4</b>	<b>2.7%</b>
Excluding CALI, and residential earthquake insurance	238.3	<b>247.2</b>	<b>3.7%</b>

### Net loss ratio

	FY2012	FY2013	
	1st Qtr.	1st Qtr.	Change
Fire and allied	110.6%	<b>75.2%</b>	<b>-35.4pt</b>
Marine	51.4%	<b>63.4%</b>	<b>12.0pt</b>
Personal accident	48.6%	<b>48.4%</b>	<b>-0.2pt</b>
Voluntary auto	64.1%	<b>60.8%</b>	<b>-3.3pt</b>
CALI	98.8%	<b>95.6%</b>	<b>-3.2pt</b>
Other	61.2%	<b>52.6%</b>	<b>-8.6pt</b>
Total	71.4%	<b>64.9%</b>	<b>-6.5pt</b>
Excluding CALI, and residential earthquake insurance	67.5%	<b>60.7%</b>	<b>-6.8pt</b>

## Addendum 13: Non-consolidated Results for FY 2013 1Q Aioi Nissay Dowa Insurance (3)

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### Incurred losses and EI loss ratio (Excluding loss adjustment expenses)

(¥ bn)

	FY2012 1st Qtr.					FY2013 1st Qtr.					
	Incurred Losses (a)	EI Loss Ratio	Natural Catastrophe Impact (b)	(a)-(b)	EI Loss Ratio (Excluding catastrophe impact)	Incurred Losses (c)	EI Loss Ratio	Natural Catastrophe Impact (d)	(c)-(d)	EI Loss Ratio (Excluding catastrophe impact)	YoY Change
Fire and allied (Excluding residential earthquake)	28.5	84.5%	9.6	18.8	55.8%	14.7	42.3%	-0.5	15.3	43.9%	-11.6pt
Marine	1.1	50.1%	-	1.1	50.1%	1.7	67.3%	-	1.7	67.3%	17.3pt
Personal accident	8.8	52.2%	0.0	8.8	52.2%	8.8	52.7%	0.0	8.8	52.7%	0.5pt
Voluntary Auto	93.9	59.3%	1.7	92.1	58.2%	93.0	57.6%	0.1	92.9	57.5%	-0.7pt
Other	13.8	55.5%	0.2	13.6	54.5%	16.5	67.5%	0.0	16.4	67.1%	12.6pt
Total (A)	146.3	61.9%	11.6	134.7	57.0%	134.9	56.1%	-0.2	135.2	56.3%	-0.6pt
Residential earthquake (B)	-	-	-	-	-	-	-	-	-	-	-
CALI (C)	32.1	-	-	32.1	-	30.0	-	-	30.0	-	-
Total (A)+(B)+(C)	178.5	-	11.6	166.9	-	165.0	-	-0.2	165.3	-	-

\* Incurred losses = net claims paid + provision for outstanding claims

\* Total (A) excludes residential earthquake insurance and CALI

\* The impact of natural catastrophes is the total of incurred losses resulting from domestic natural catastrophes occurring in Japan during the year and the Thailand floods.  
(¥bn)

<Reference>	Net Claims Paid		Increase in provision for		Incurred Losses		Outstanding Claims
		Change	O/S*	Change		Change	
Great East Japan E/Q (excluding residential earthquake insurance)	0.0	-0.5	0.0	0.4	-	0.0	0.3

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**Abbreviations of company names used in this presentation.**

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

### 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.