

Financial Summary for the 3rd Quarter of FY2020 Ended In December 31, 2020

**February 12, 2021
Meiji Yasuda Life Insurance Company**

I. Our actions to the COVID-19 (1/3)

Our main actions

Customer

From March to September 2020 • Introduction to special treatments such as extension of the premium grace period and interest rate exemption for new policy loans

From April 2020 • Special treatment for death and disability benefits due to the COVID-19

New

※ See page 3 for the details of applications for special treatment and insurance claim payments

From January 2021 • Extension of the premium grace period for customers in areas where a state of emergency has been reissued

Local Community

1st Half of FY2020

2nd Half of FY2020

“Employee Giving Campaign to Support MY Local Community” (¥520 million to 1,210 organizations)

- Implemented “Employee Giving Campaign” in which the Company makes donations along with its employees for local governments and medical institutions, etc. that need support

Donations to Tokyo and Osaka (¥100 million)

- Donated ¥50 million to Tokyo and Osaka, separately as part of local community support

“MY Giving Campaign to Support Local Community”

New

- For the arrival of the third wave, donated to the local governments where our branches are located or that have entered into collaboration agreements with the Company
- Additional donations of ¥10 million to Tokyo and Osaka, separately

Donations to “Ashinaga Foundation” (¥100 million)

- Donation to support orphans

Additional donations to “Ashinaga Foundation” (¥50 million)

New

- Additional donations from the Company matched to the annual employee donations

Signed a special sponsorship agreement with “J. League”

- Collaborating with the J. League, the company deployed information website to introduce the attractiveness of local communities and provided the live-streaming of exercise to allow viewers to join remotely

Additional support for J. League clubs

New

- Provided additional support to create an environment where each club can engage in competitions and community contributions stably

Promotion of “Wellness for All at Roadside Station”

- Supporting measures to prevent the outbreak of the COVID-19 at “Roadside Station”

Our main actions

Employee

Efforts to prevent COVID-19 infection

- Installing the COVID-19 contact-confirming App (“COCOA”) to company smartphones (“MY Phone”) lent to all sales-advisors and recommending the App installation to executives and staffs

Implementation of infection prevention measures

- As preventive measures, we are promoting body temperature measurement before coming to the office, visiting customers based on the appointment in advance, and wearing masks, etc.
- To ensure the safety of customers and employees, PCR tests at company expense were conducted for 11,000 sales-advisors who were working in areas in the state of emergency and wished taking the test.

New

Encouraging WFH

- Promote active use of remote work and staggered work hours. In addition, from FY2021, we will conduct a trial run of the "remote type employees" living in rural areas to engage in head office duties without relocation.
- As a further promotion of WFH, we have conducted 70% reduction of the number of attending employees in eleven prefectures, including Tochigi Prefecture, for which a state of emergency level was lifted. (As of February 12, 2021)

New

Special Management Plan under the COVID-19 pandemic

In FY2020, through the single-year management plan “Always by Your Side!”, we prioritize the execution of essential businesses such as payment of insurance benefits, and the establishment of a system that can provide after-sales follow-up services to customers even in the COVID-19.

Management Targets

Setting KPIs measuring progress of follow-up services as management targets without any performance targets. Also, operating through confirmation indicators measuring those processes and verification indicators measuring management quality, etc.

Essential Policies

Promotion of Customer-Oriented Initiatives

- Secure and careful execution of paying claim benefits
- Dedicated follow-up services to customers

Additional efforts under the COVID-19

- Establishing no-physical-contact infrastructure
- Initiatives regarding two major projects and contribution to society

Implementation of Four Major Reforms in Advance

- Partial implementation of Four Major Reforms in Advance planned during “MY Mutual Way Phase I”

Details of applications and claim payments for special treatment

■ Special treatment application

	Until the end of April	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
The number of extension of the premium grace period ^{*1*2}	4,000	4,000	2,000	1,000	600	400	-	-	-	12,000
The number of new policy loans with interest rate exemption ^{*3}	42,000	25,000	18,000	-	-	-	-	-	-	86,000

*1 The extension period was until September 30, 2020

*2 The extension period is until July 31, 2021 to areas where a state of emergency was issued on January 7 and 13, 2021

*3 The reception period was until June 30, 2020

■ Claim payments

*4 (millions of yen)

		Until the end of Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Death benefits	The number of claims	2	19	27	18	7	18	21	22	30	164
	Amount ^{*4}	5.8	100	160	110	40	40	110	310	160	1,080
	Accidental death benefits	The number of claims	-	3	6	6	2	4	1	5	30
		Amount ^{*4}	-	3.05	20	10	1.13	2.03	5	30	90
Hospitalization benefits	The number of claims	16	92	264	104	219	362	444	387	738	2,626
	Amount ^{*4}	2.92	10	80	20	20	50	50	40	80	390

1 Management targets of the Special After-Sales Service Program “Always by Your Side!” progress steadily

- Steady progress on the management targets in this special program such as Number of customer contacts (Individual Market and Corporate Market) and Number of Sales advisors

2 Insurance premiums and base profit decreased on both the Group basis and Meiji Yasuda Life

- Insurance premiums of the Group decreased by 6.9% year-on-year to ¥1,985.8 billion due to a sales decline of single premium foreign currency-denominated product in Meiji Yasuda Life. Insurance premiums of StanCorp increased by 4.0% to ¥226.2 billion due to solid performance in the group insurance business.
- Although base profit decreased on both the Group basis and Meiji Yasuda Life, it maintained the previous three-year level since FY2017 onward, and continued to maintain a stable level

3 Maintain high level of soundness through strengthening the financial base

- Solvency margin ratio exceeded 1,000% on both the Group basis and Meiji Yasuda Life. Continued to maintain a high level of soundness at 1,124.8% on the Group basis

4 Outlook "Decrease in insurance premiums and base profit" on both the Group basis and Meiji Yasuda Life in FY2020

- In FY2020, insurance premiums and base profit on both the Group basis and Meiji Yasuda Life are expected to decrease, reflecting the impacts such as the unstable financial environment.
- No change has been made for FY2020 Outlook from the first half of FY2020 report.

III. Progress of the Special After-Sales Service Program “Always by Your Side!”

Item		Target In FY2020	Actual results	Target achievement rate
Number of Customer Contacts (Individual Market) *1		5.0 million	4.580 million	91.6%
Number of Customer Contacts (Corporate Market)	Insureds	2.5 million	1.845 million	73.8%
	Corporations	6,800	6,655	97.9%
Number of Sales-advisors *2		34,500 (+1,000 from last year)	35,602 (+2,135 from the beginning of FY2020)	103.2%

- Number of Customer Contacts (Individual Market) was steadily increasing to 4.580 million (target achievement rate 91.6%).
- Number of Customer Contacts (Corporate Market) was progressing smoothly in both insureds and corporations.
- Number of Sales-advisors exceeded the target with a target achievement rate 103.2%.

*1 Including online communication

*2 Target on April 1st, 2021

1. Insurance Premiums and Base Profit of the Group

■ Insurance premiums of the Group

(billions of yen)

	3Q FY2020	Change	3Q FY2019
Insurance premiums of the Group* ¹	1,985.8	-6.9%	2,131.9
Meiji Yasuda Life	1,742.6	-8.1%	1,895.9
Overseas insurance business and other businesses* ²	243.1	+3.0%	235.9
StanCorp	226.2	+4.0%	217.6

■ Base profit of the Group

(billions of yen)

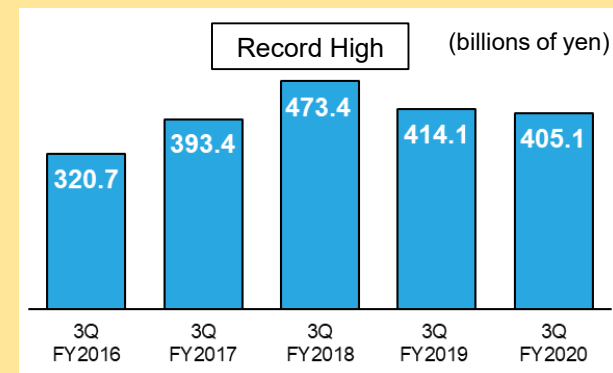
	3Q FY2020	Change	3Q FY2019
Base profit of the Group* ³	405.1	-2.2%	414.1
Meiji Yasuda Life	366.8	-0.9%	370.3
Overseas insurance business and other businesses* ²	41.1	-19.0%	50.7
StanCorp	28.6	-24.0%	37.7

*1 Insurance premiums of the Group is "Insurance premiums and other" in the Consolidated Statements of Income.

*2 Excluding domestic life insurance business. The end of period for consolidated overseas subsidiaries and affiliates is September 30, 2020.

*3 Base profit of the Group is the total of Base profit of the Company and pretax profit of the consolidated subsidiaries and affiliates, which capital gains/losses are deducted (for affiliates shares of affiliates accounted for under the equity method), and internal group transactions of the Group are partially eliminated.

- Insurance premiums of the Group decreased by 6.9% year-on-year to ¥1,985.8 billion, mainly due to a sales decline of single premium foreign currency-denominated product and a reactionary decline of group pension product from the same period of the previous fiscal year at Meiji Yasuda Life.
- Base profit of the Group decreased by 2.2% year-on-year to ¥405.1 billion due to a decline in profits at Meiji Yasuda Life and in the overseas insurance business, but it maintained the previous three-year level from fiscal year 2017 onward.
- Base Profit of the Group

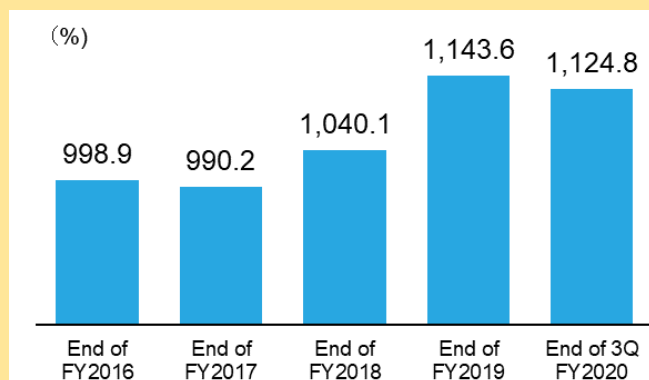


2. Consolidated Solvency Margin Ratio

■ Solvency Margin Ratio

	End of 3Q FY2020		End of FY2019
		Change	
Consolidated solvency margin ratio	1,124.8%	-18.8 ^{pts}	1,143.6%
Meiji Yasuda Life	1,050.4%	-18.9 ^{pts}	1,069.3%

- The consolidated solvency margin ratio was 1,124.8%, decreased by 18.8pts from the end of FY2019, mainly due to changes in the financial environment, but it continues to maintain a high level of soundness.



1. Insurance Premiums, Annualized New Premiums and Annualized Premiums In Force

■ Breakdown of insurance premiums

(billions of yen)

	3Q FY2020	Change	3Q FY2019
Insurance premiums and other	1,742.6	-8.1%	1,895.9
Individual life insurance and annuities	1,137.9	-6.6%	1,218.0
Agency distribution channel	956.8	-5.2%	1,009.3
Level premium products	910.4	-1.5%	924.5
Single premium products	46.3	-45.3%	84.7
Bancassurance channel	154.6	-14.5%	180.8
Group life insurance and pensions	569.3	-12.4%	649.6

■ Annualized new premiums (individual life insurance and individual annuities)

(billions of yen)

	3Q FY2020	Change	3Q FY2019
Annualized new premiums	67.3	-11.5%	76.0
Agency channel	59.5	-10.7%	66.7
Bancassurance channel	6.5	-16.2%	7.8
Third-sector insurance*	25.4	-14.1%	29.6

■ Annualized premiums in force (individual life insurance and individual annuities)

(billions of yen)

	End of 3Q FY2020	Change	End of FY2019
Annualized premiums in force	2,197.8	-1.3%	2,226.7
Third-sector insurance*	452.7	+1.7%	445.2

- Third-sector insurance includes medical insurance, serious disease benefits and premium waiver coverage.

- Insurance premiums decreased by 8.1% year-on-year to ¥1,742.6 billion, mainly due to a sales decline of single premium foreign currency-denominated product and a reactionary decline of group pension product from the same period of the previous fiscal year.

- Sales of level premium product in agency distribution channel decreased only by 1.5%.

- Annualized new premiums decreased by 11.5% year-on-year due to the self-restraint of business activity. Results have been gradually recovering since July, when business activity combining face-to-face and no physical contact operations fully started, and Q3 results have recovered to FY2019's level.

- Annualized premiums in force from third-sector insurance increased 1.7% from the end of FY2019, mainly due to a decrease in surrenders and lapses in response to increased needs of medical coverage following the COVID-19.

2. Base Profit

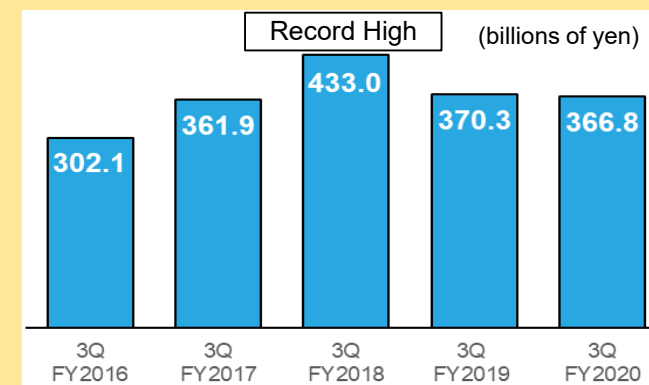
■ Base profit

	3Q FY2020	Difference	3Q FY2019
Base profit	366.8	-0.9%	370.3
Interest, dividends and other income	583.7	-2.9%	601.3

(billions of yen)

- Base profit decreased by 0.9% year-on-year to ¥366.8 billion due to a decrease in interest, dividends and other income, and an increase in costs related to the COVID-19. However, base profit maintained the previous three-year level from FY2017 onward.

■ Base profit



3. Solvency Margin Ratio, Real Net Assets and On-balance Sheet Capital

■ Solvency Margin Ratio

(billions of yen)

	End of 3Q FY2020		End of FY2019
		Change	
Solvency margin ratio *1	1,050.4%	-18.9 ^{pts}	1,069.3%
Total solvency margin (A)	8,429.5	+998.2	7,431.2
Total risk (B)	1,604.9	+215.0	1,389.9

*1 Solvency margin ratio = (A)/(1/2x(B))x100

- The solvency margin ratio was 1,050.4%, decreased by 18.9pts from the end of FY2019 mainly due to the changes in the financial environment, but maintained a high level of financial soundness.

■ Real net assets

(billions of yen)

	End of 3Q FY2020		End of FY2019
		Change	
Real net assets	10,332.1	+835.4	9,496.6
Proportion in General account assets	25.5%	+1.0 ^{pts}	24.5%

- Real net assets continued to maintain a high level of financial soundness at ¥10,332.1 billion.

■ On-balance sheet capital

(billions of yen)

	End of 3Q FY2020		End of FY2019
		Change	
On-balance sheet capital *2	3,847.4	+114.8	3,732.6

*2 The total amount of specified internal reserves and externally financed capital.

- On-balance-sheet capital was ¥3,847.4 billion, an increase of ¥114.8 billion from the end of FY2019, mainly due to an increase in internal reserves.

4. Unrealized Gains and Breakeven Points of Domestic Stocks

■ Unrealized gains in General account investment assets

	End of 3Q FY2020		End of FY2019
		Change	
Unrealized gains in General account	6,302.9	+700.8	5,602.1
Securities with market price ^{*1}	5,788.8	+725.7	5,063.1
Domestic bonds	2,422.2	-210.1	2,632.4
Domestic stocks	2,629.1	+872.9	1,756.1
Foreign securities	651.1	-4.6	655.7
Real estate	547.4	+4.6	542.8

(billions of yen)

^{*1} Including securities that are deemed appropriate to handle under the Financial Instruments and Exchange Act.

■ Breakeven Points of domestic stocks

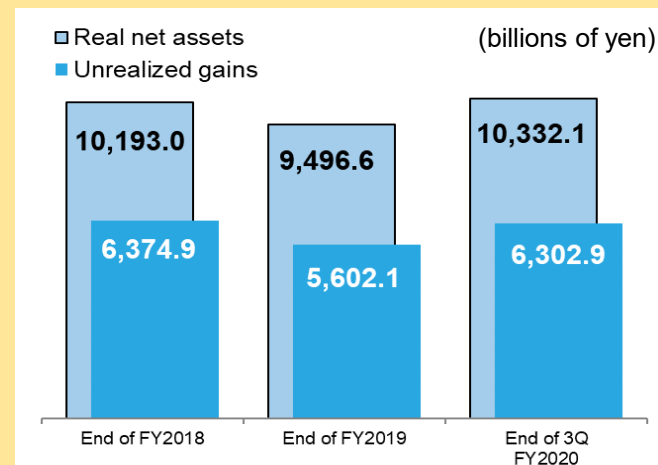
Breakeven Points indicate the level of TOPIX at which unrealized gains and losses cancel out on domestic stocks held if the Company's portfolio and the market indices fully correlate

	End of 3Q FY2020 ^{*2}	End of FY2019
TOPIX	Approx. 660 ^{pts}	Approx. 660 ^{pts}

^{*2} As for Nikkei 225 basis, breakeven point of domestic stocks is estimated approximately ¥10,000.

- Unrealized gains in General account investment assets amounted ¥6,302.9 billion, increased by ¥700.8 billion compared with the end of FY2019.
- Unrealized gains on stocks were ¥2,629.1 billion on a monthly average price basis, an increase of ¥872.9 billion from the end of FY2019, due to a rise in stock prices.

• Changes in Unrealized Gains/Losses



5. Quality Indicators of Policies ((Partial) Surrender, Lapse, and Total Persistency Rate)

■ (Partial) Surrender and lapse rate*1 (individual life insurance and annuities)

	3Q FY2020	Difference	3Q FY2019
(Partial) Surrender and lapse rate	2.86%	-0.14 ^{pts}	3.00%

*1 (Partial) Surrender and lapse rate represents the proportion of surrendered, lapsed and partial surrendered policies to policies in force at the beginning of the fiscal year. The rate is calculated based on annualized premiums from business in force. Insurance policies extending the grace period of insurance premiums are calculated as valid contracts.

■ Total persistency rate*2 (individual life insurance and annuities)

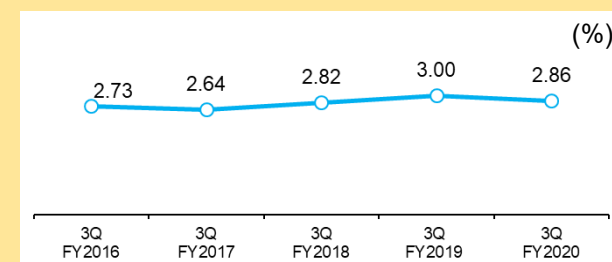
	As of Sep 30, 2020	Change	As of Sep 30, 2019
13th month-total persistency rate	95.3%	+0.8 ^{pts}	94.5%
25th month-total persistency rate	88.8%	0.0 ^{pts}	88.8%
61st month-total persistency rate	70.8%	-0.5 ^{pts}	71.3%

*2 The calculation of total persistency rate is based on the amount of policies in force. Insurance policies extending the grace period of insurance premiums are calculated as valid contracts..

● Indicators of contract quality remained favorable.

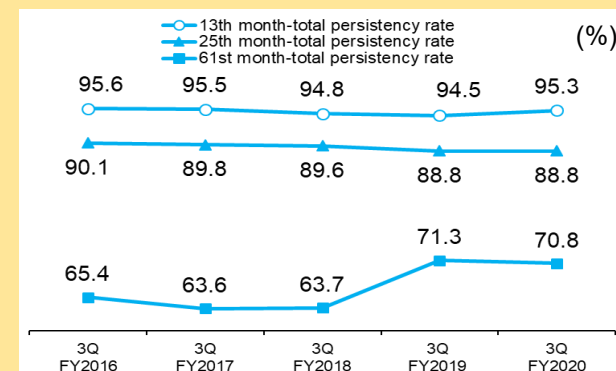
- (Partial) Surrender and lapse rate was 2.86%

■ (Partial) Surrender and lapse rate



- Total persistency rate remained at a high level in all period.

■ Total persistency rate



Insurance Premiums, Base Profit and Net Income of StanCorp

■ Insurance premiums, Base profit and Net Income*1

	3Q FY2020		3Q FY2019
		Change*2	
Insurance premiums and other	226.2	+4.0%	217.6
Equivalent amount of base profit *3	28.6	-24.0%	37.7
Net income	15.6	-35.5%	24.3

※ Exchange rate was ¥107.92 to U.S. \$1 (the end of September 2019) in 3Q FY2019 and ¥105.80 to U.S. \$1 (the end of September 2020) in 3Q FY2020.

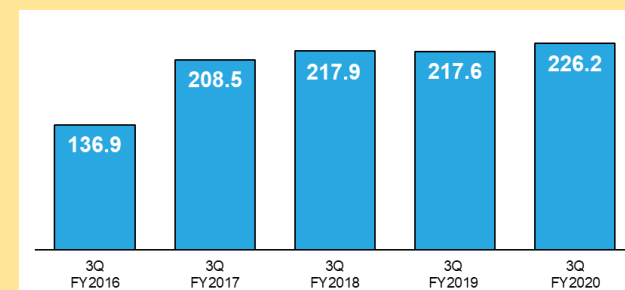
*1 The end of 3Q FY2020 of StanCorp was September 30, 2020. Business results of StanCorp were added up corresponding to its 9 months results of Group from January 2020 to September 2020.

*2 In dollar terms, insurance premiums and other increased by 6.1%, equivalent amount of base profit decreased by 22.5%, net income decreased by 34.2%.

*3 Equivalent amount of base profit of StanCorp is the profit deducted expenses such as expenses for intangible asset amortization associated with purchase accounting and capital gains/losses from pretax profit.

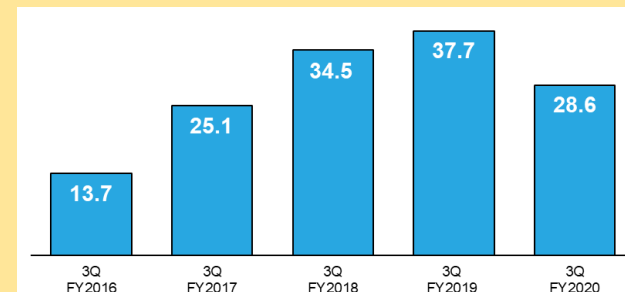
- Insurance premiums of StanCorp amounted ¥226.2 billion, increased by 4.0% year-on-year due to steady growth in new business and good renewal rate of group insurance business.

■ Insurance premiums (billions of yen)



- Base profit decreased by 24.0% year-on-year to ¥28.6 billion mainly due to an increase in death benefit payments associated with the COVID-19 in the U.S.

■ Base profit (billions of yen)



Business Outlook for FY2020

■ Outlook for Insurance premiums of the Group

	FY2020 Outlook		FY2019 (Actual)
		Change	
Insurance premiums of the Group*1	Approx. 2,640.0	Decrease(91%)	2,911.8
Meiji Yasuda Life	Approx. 2,310.0	Decrease(89%)	2,593.3
StanCorp	Approx. 302.0	Flat(103%)	294.4

(billions of yen)

- Insurance premiums and Base profit are expected to decrease both for Meiji Yasuda and the Group basis due to the impact of the unstable financial environment and others.
- No change has been made for FY2020 Outlook from the first half of FY2020 report.

■ Outlook for Base profit of the Group

	FY2020 Outlook		FY2019 (Actual)
		Change	
Base profit of the Group*2	Approx. 510.0	Decrease(80%)	635.5
Meiji Yasuda Life	Approx. 480.0	Decrease(81%)	591.6
StanCorp	Approx. 35.0	Decrease(71%)	49.3

(billions of yen)

※ Business outlook is based on current information and certain assumption that the Group determine reasonable. Actual financial result could be different from the outlook due to various factors.

*1 Insurance premiums of the Group is "Insurance premiums and other" in the Consolidated Statements of Income

*2 Base profit of the Group is the total of Base profit of Meiji Yasuda Life and pretax profit of the consolidated subsidiaries and affiliates, which capital gains/losses are deducted (for affiliates shares of affiliates accounted for under the equity method), and internal group transactions of the Group is partially eliminated