



# **COMPANY PRESENTATION**

**Nippon Life Insurance Company**

**January 2018**

## Career in Nippon Life



Yuki Hemmi

日本生命保険相互会社

Nippon Life Insurance Company  
〒100-82881-6-6 Marunouchi Chiyoda-ku  
Nippon Life Marunouchi Building

2015

Kumagaya Branch Office  
Sales Reps Management

2016

Human Resource  
Development Office  
Recruiting Graduates

2017~

International Planning &  
Operations Department  
(MLC Limited Management)

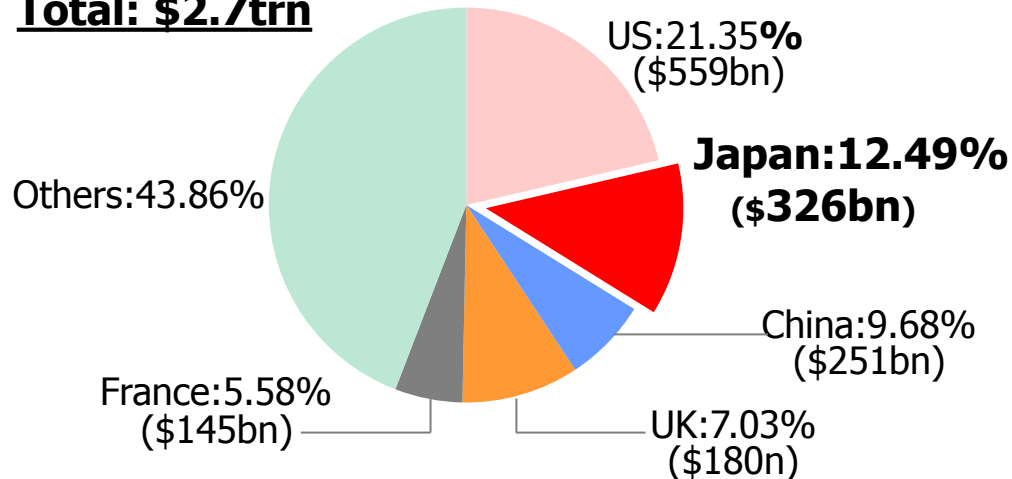
# Japanese Life Insurance Market



## Life insurance market by country

(premium volume, FY2016)

**Total: \$2.7trn**



Source: Sigma No.3 / 2017 "World insurance in 2016" (Swiss Re)

- ✓ Japan is the 2<sup>nd</sup> largest life insurance market in the world (in terms of premium income)
- ✓ Approximately 12% of total global life insurance premiums.

## Market share of the leading players

(premium income, FY2016)

	Japan <sup>1,2</sup>	US <sup>4</sup>	UK <sup>4</sup>	France <sup>4</sup>
No. 1	<b>Nippon Life<sup>3</sup></b> (18.4%)	New York Life (10.9%)	Prudential (6.0%)	Credit Agricole (22.4%)
No. 2	Dai-ichi (15.7%)	Northwestern Mutual (8.6%)	Legal & General (3.4%)	CNP (18.3%)
No. 3	Sumitomo (11.6%)	Prudential (7.4%)	AVIVA (2.9%)	Societe Generale (8.3%)
# of Insurers	41	814	435	-

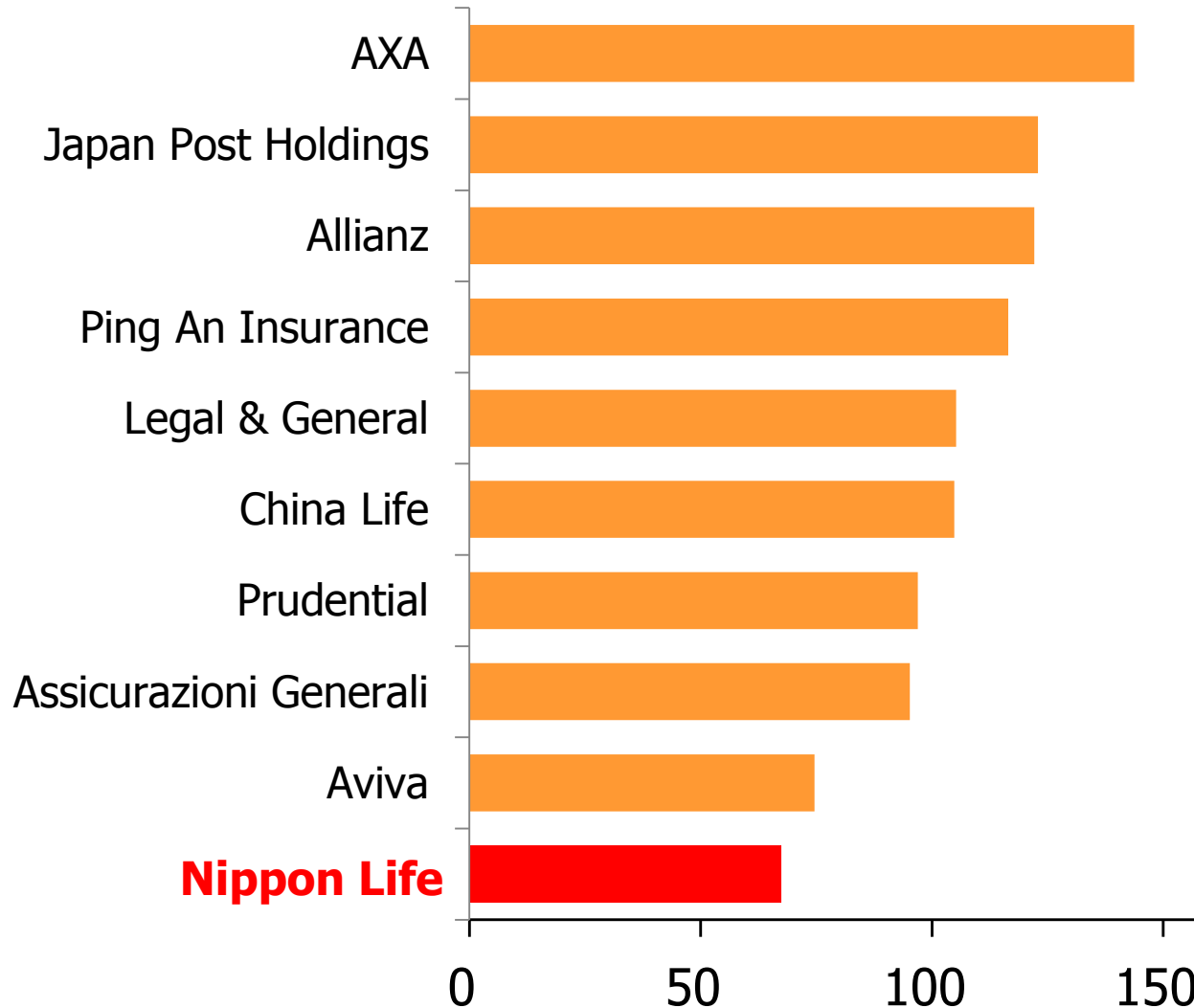
- ✓ Nippon Life has the largest market share in Japan.
- ✓ The share was 18.4% in FY2016.

1. Excluding Japan Post Insurance, 2. Only domestic business, 3. Including Mitsui Life, 4. CY2016

# Global Presence of Nippon Life – Fortune Global 500



<by revenue 2016, in \$billion>



✓ The 10<sup>th</sup> largest Life insurer in the world

✓ **The largest among mutual insurance companies**

✓ Ranked 111<sup>th</sup> in Global Fortune 500 firms

# Snapshot of Nippon Life



<As of March 2017>

- ✓ Yearly 46.3 billion USD premium income※
- ✓ Total assets of 641.3 billion USD ※
- ✓ Financial rating  
A+ (S&P), A1 (Moody's)
- ✓ Total 11.8 million customers
- ✓ About 50,900 sales representatives



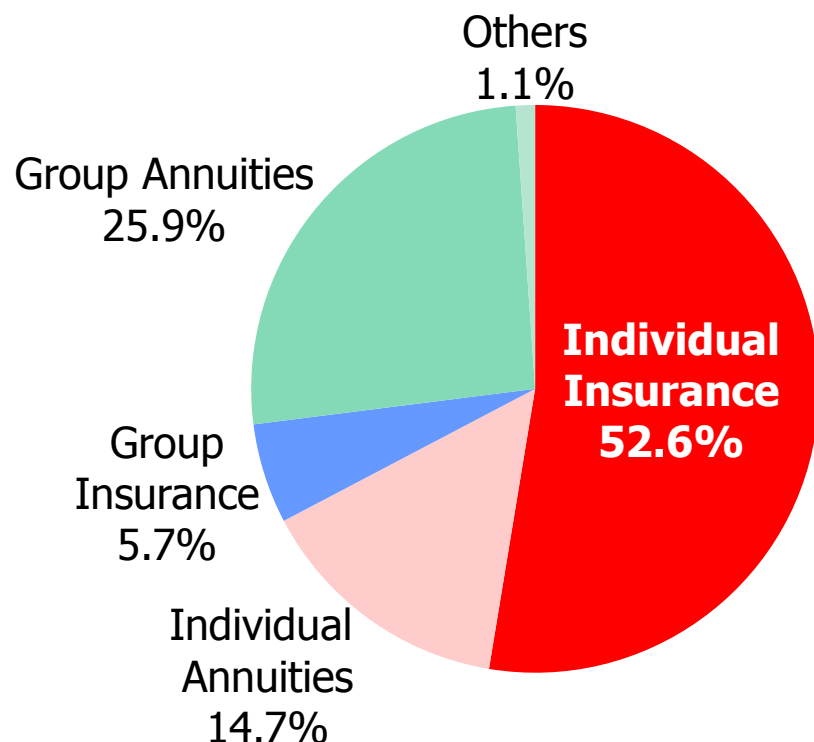
# Business and Channel Mix of Nippon Life



- ✓ More than half of our premium income is generated from the profitable individual segment.
- ✓ We generate sales through various channels, mainly through sales representatives

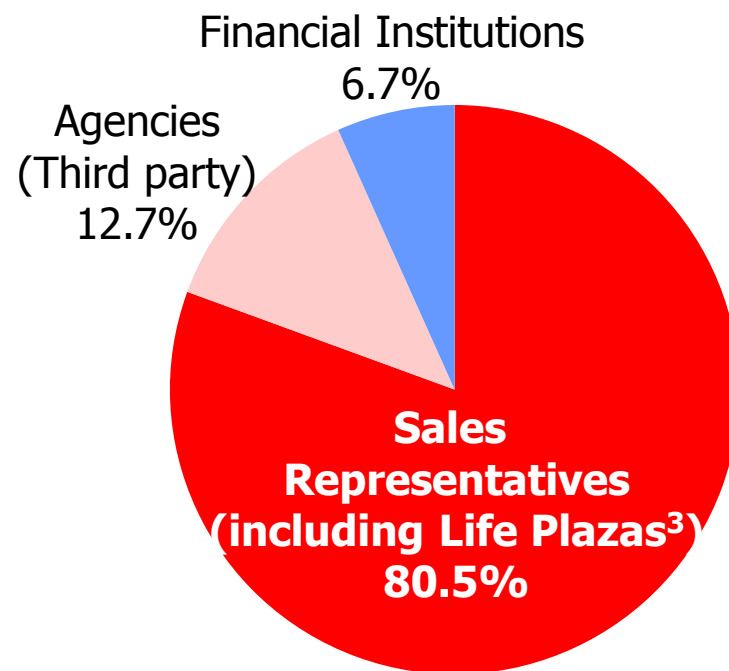
## Business mix

(premium income by segment)<sup>1</sup>



## Channel mix

(AP of new policies by channel)<sup>2</sup>



1. FY2016. Non-consolidated basis

2. FY2016. AP denotes Annualized Premium. Channel mix of individual insurance

3. Service centers providing customers and potential customers with information seminars and advice on insurance products, as well as on tax, asset management, medical and nursing care and variable annuity products

# Mid-term Business Plan (2017-2020)



## **1. Improving profitability amid the ultra low-interest rate environment and the aging society with a low birth rate**

→ Product development, Investment strategy, reflecting such changes

## **2. Delivering the value of "Insurance +α"**

→ Expanding the social role of the Nippon Life Group

## **3. Steadily expanding the profit of Nippon Life's Group Company Business including overseas**

→ Strengthening both Life Insurance & Asset Management businesses



**ERM, Advanced IT utilization, HR development**

# Nippon Life's Group Company Business



- ✓ Accelerate the growth of 11 core group companies and diversify profit sources

## Domestic Insurance



## Asset Management



## Overseas Insurance

<United States>



<Asia Pacific>





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# **Nippon Life's International Operations**

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## Career in Nippon Life



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Nippon Life Marunouchi Building

2016

Chiba Branch Office  
Sales Reps Management

2017~

International Planning &  
Operations Department  
(Sequis Life Management)

# Nippon Life's Overseas Operations



## Europe

### Asset Management



### Rep Office



## Asia

### Insurance



### Asset Management



### Rep Office



### Research Office



## North America

### Insurance



### Asset Management



### Rep Office



# Nippon Life's Life Insurance Business



## Nippon Life Benefit

### Established:

— 1991 (equity participation in 1991)

### Ownership:

— 97% (3% by Principal)

### Premium: 2016.1-2016.12

— USD 360 million



## Bangkok Life

### Established:

— 1951 (equity participation in 1997)

### Ownership:

— 24.35% (Publicly listed)

### Premium: 2016.1-2016.12

— USD 1,229 million



## Great Wall Changsheng Life

### Established:

— 2003 (partner change in 2009)

### Ownership:

— 30% (70% by Greatwall Asset Management)

### Premium: 2016.1-2016.12

— USD 294 million



## Reliance Nippon Life Insurance

### Established:

— 2001 (equity participation in 2011)

### Ownership:

— 49% (51% by Reliance Group)

### Premium: 2016.4-2017.3

— USD 604 million



## Sequis Life

### Established:

— 1984 (equity participation in 2014)

### Ownership:

— 20% (80% by GSK Group)

### Premium: 2016.1-2016.12

— USD 240 million



## MLC

### Established:

— 1886 (equity participation in 2016)

### Ownership:

— 80% (20% by NAB)

### Premium: 2015.10-2016.9

— USD 1,370 million



# Sequis Life (Indonesia)

- Founded in 1984, and Nippon Life joined the management in 2014
- Subsidiary Life insurance company of Gunung Sewu Group in Indonesia

## About Sequis Life

### ■ Overview

Head Office	Jakarta, Indonesia
Shareholders	Nippon Life 20.00% Gunung Sewu Kapital 80.00%
Core Business	Providing life insurance mainly through agency channel with more than 13,000 sales agents
Number of Employees	783 (Expats from NLI : 3) [2017/March]
Business Scale (IND)	<ul style="list-style-type: none"> <li>• Annualized Premium Income: \$2.3 tri, #10 in the market of Indonesia, as at Sep 2017</li> <li>• Annualized Premium Income (Agent): \$2.2 tri, as at Sept 2017</li> </ul>



<Ranking of Annualized Premium Income (Agent) Sep/2017> (Million INDs)

Rank	Company	Premium	Share
1	PRUDENTIAL	171,759	42.2%
2	ALLIANZ	43,563	10.7%
3	AJB BUMIPUTERA	28,634	7.0%
4	MANULIFE	25,887	6.4%
5	<b>SEQUIS</b>	<b>22,602</b>	<b>5.6%</b>

# MLC Limited (Australia)



- Founded by James Garvan in 1886, celebrating 130 year anniversary in 2017
- Providing all Australians with the enduring security and protection of life insurance

## About MLC Limited

### ■ Overview

Company Brand	MLC Limited (MLC = <u>M</u> utual <u>L</u> ife & <u>C</u> itizens)
Head Office	Melbourne Australia
Shareholders	Nippon Life 80.00% National Australia Bank 20.00%
Core Business	Providing life insurance through broad sales channels (retail, group, bank) with the 130 history brand "MLC"
Number of Employees	1,390 (Expats from NLI : 7) [2017/September]
Business Scale (AUD)	<ul style="list-style-type: none"> <li>• Premium in Force : \$1.9 bn, #3 in the market in 2017, up from #5 in 2015</li> <li>• Total Assets: \$5.1 bn as at Sept 2017</li> </ul>



<Ranking of Inforce Premium June/2017> (Million AUDs)

Rank	Company	Premium	Share
1	TAL Life	2,837	17%
2	AIA Australia	2,305	14%
3	MLC Life	1,900	11%
4	AMP Life	1,891	11%
5	OnePath Insurance	1,667	10%



# Nippon Life's ESG Investments



- ✓ Investment in green bonds and other ESG bonds fits in with the fund management philosophy of the life insurance business, which is highly social and public
- ✓ Cumulative investment is approximately 170 billion yen (\$1.4 billion)
- ✓ Signed the PRI (Principles for Responsible Investment) and set a quantitative target for investment of JPY 200 billion

Green bonds by Paris



It contributes to the Green Project promoted by the city and funds are utilized to introduce high-energy efficient streetcars and to plant trees.

Sustainable Development bonds by the World Bank



The funds raised are used to finance an array of sustainable development projects in developing countries focusing on poverty reduction and inclusive growth.

Women bonds by Banco del Estado de Chile



The bank launched its Crece Mujer Emprendedora Program for women and uses funds to support the program, provide financial services for women and offer loans to female entrepreneurs in Chile.