# Announcement of Changes in Executive Personnel and Changes in Responsibilities of Executive Personnel (as of April 1, 2017)

Meiji Yasuda Life Insurance Company (President: Akio Negishi) hereby announces changes in its executive personnel and changes in the responsibilities of its executive personnel that will be implemented on April 1, 2017.

Note: This document is a translation from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

#### **Changes in Executive Personnel**

Note: "New Title" and "Former Title" indicate titles that have changed. As such, the new title represents titles indicated in "New Title" and in "No Change/Current Title" (if applicable), while the current title represents titles indicated in "Former Title" and in "No Change/Current Title" (if applicable).

## 1. Changes in Executive Officers and Operating Officers

New Title	Former Title	No Change/Current Title	Name
Senior Managing	Managing Executive		Masao Aratani
Executive Officer	Officer		
Senior Managing	Managing Executive		Shinya Makino
Executive Officer	Officer		
Senior Managing	Managing Executive		Tetsuo Maejima
Executive Officer	Officer		
Managing Executive	Operating Officer:		Hideki Nagashima
Officer	General Manager,		
	Human Resources		
	Department		
Managing Executive	Operating Officer:		Shinji Nakatani
Officer	General Manager,		
	Group Insurance		
	Administration		
	Department		
Managing Operating	Operating Officer	Chief General Manager,	Kazuhiko Umakoshi
Officer		Metropolitan Marketing	
		Headquarters	
Executive Officer	Operating Officer:		Tsuyoshi Mizuno
	General Manager,		
	Affiliated Companies		
	Department		
Operating Officer	Associate Officer	General Manager,	Masanao Kawamura
		Corporate Market	
		Development Department	

New Title	Former Title	No Change/Current Title	Name
Operating Officer	Associate Officer	General Manager,	Masahiro Koyama
		Agency Department	
Operating Officer:	General Manager,		Toshiyuki Sumiyoshi
General Manager,	General Agent Channel		
Human Resources	Department		
Department			
Operating Officer		General Manager,	Yasushi Ueda
		Profit Management &	
		Actuarial Department	

Note: Please refer to Appendix 1 for the reason of the appointment of the Executive Officers and Operating Officers.

#### 2. Retirees in Executive Officers and Operating Officers

New Title	Former Title	No Change/Current Title	Name
Retire	Senior Managing		Takashi Ito
	Executive Officer		
Retire	Senior Managing		Kikuo Asano
	Executive Officer		
Retire	Senior Managing		Tatsuo Ogoshi
	Executive Officer		
Retire	Operating Officer:		Satomi Matsumura
	General Manager,		
	Tachikawa Regional		
	Office		

#### Notes:

- 1. Mr. Takashi Ito will be appointed as Chairman of MYJ Co., Ltd. on April 1, 2017.
- 2. Mr. Kikuo Asano will be appointed as President of Meiji Yasuda Real Estate Management Company Limited on April 1, 2017.
- 3. Mr. Ogoshi Tatsuo will be appointed as Advisor on April 1, 2017.

## 3. Changes and Retirees in Associate Officers

New Title	Former Title	No Change/Current Title	Name
Associate Officer		General Manager,	Ryosuke Nishikawa
		Corporation & Worksite	
		Market Development	
Associate Officer:	General Manager,		Akihisa Matsuda
General Manager,	Koriyama Regional		
General Agent Channel	Office		
Department			
Associate Officer:	General Manager,		Kazuhisa Koide
General Manager,	Saitama Regional Office		
Gunma Regional Office			
Associate Officer		General Manager, Fukuoka Regional Office	Kenji Soejima
Retire	Associate Officer: General Manager, MYRA Development		Yoshiaki Yamaguchi
Retire	Associate Officer:		Kenichi Kaji
	Responsible for the matters relevant to ERM		

Note: Mr. Yoshiaki Yamaguchi will be appointed as Representative Director, President of Meiji Yasuda Insurance Service Company, Limited on April 1, 2017.

#### **Changes in Responsibilities of Executive Officers and Operating Officers**

Note: "New Title" and "Former Title" indicate titles that have changed. As such, the new title represents titles indicated in "New Title" and in "No Change/Current Title" (if applicable), while the current title represents titles indicated in "Former Title" and in "No Change/Current Title" (if applicable).

#### (as of April 1, 2017)

New Title	Former Title	No Change/Current Title	Name
Credit Investment Department	International Business Department	Deputy President: Chief Executive, Investment Division  Investment Planning & Research Department, Corporate Finance Department, Securities Investment Department, Separate Account Investment Department, Real Estate Investment Department, Credit Analysis & Investment Risk Management Department, Investment Administration Department, Secretarial Department	Toshihiko Yamashita
Chief Executive, Public Marketing Division  Public Market Development Department	Chief Executive, Group  Marketing Division  Corporate Market Development Department, Public Market Development Department, Group Service Support Department	Senior Managing Executive Officer	Akio Sakai
Group Market Planning & Research Department	Affiliated Companies Department	Senior Managing Executive Officer  Marketing Planning & Research Department, Field Personnel Department	Tadashi Onishi
Senior Managing Executive Officer  International Business Department	Managing Executive Officer	Corporate Communications Department, Corporate Planning Department, Research Department	Masao Aratani
Senior Managing Executive Officer  Policy Administration Department	Managing Executive Officer	Profit Management & Actuarial Department Information Systems Department	Shinya Makino

New Title	Former Title	No Change/Current Title	Name
Senior Managing	Managing Executive		Tetsuo Maejima
Executive Officer:	Officer		
Chief Executive,			
Corporate Marketing			
Division			
	Legal Affairs Department	Corporate Market Development	
		Department	
	J	J	
Chief Executive,		Managing Executive	Masahiko Sagara
General Agent Marketing		Officer	
Division			
General Agent Channel Department	Underwriting Department, Group Insurance Administration Department,		
	Group Pension Administration		
J	Department		
		Managing Executive	Takashi Kikugawa
		Officer	
Credit Investment Department		Corporate Finance Department,	
		Investment Administration Department	
J		J	
Chief Executive,		Managing Executive	Yasuyuki Ayai
Individual Insurance		Officer	
Marketing Division			
Agency Department	Corporate Finance Development Department, Policy Service		
	Department, Claims Administration		
<u>J</u>	Department		
Managing Executive	Operating Officer:		Hideki Nagashima
Officer	General Manager, Human		
	Resources Department		
Affiliated Companies Department, Risk Management Control			
Department, Legal Affairs Department			
J			
Managing Executive	Operating Officer:		Shinji Nakatani
Officer	General Manager, Group		
	Insurance Administration		
	Department		
Underwriting Department, Group Insurance Administration Department,			
Group Pension Administration			
Department			

New Title	Former Title	No Change/Current Title	Name
Managing Operating	Operating Officer	Chief General Manager,	Kazuhiko Umakoshi
Officer		Metropolitan Marketing	
		Headquarters	
Executive Officer	Operating Officer:		Tsuyoshi Mizuno
	General Manager,		
	Affiliated Companies		
	Department		
Policy Service Department, Claims Administration Department, General Affairs Department			
Operating Officer	Associate Officer	General Manager,	Masanao Kawamura
		Corporate Market	
		Development Department	
Operating Officer	Associate Officer	General Manager, Agency	Masahiro Koyama
		Department	
Operating Officer:	General Manager,		Toshiyuki Sumiyoshi
General Manager,	General Agent Channel		,
Human Resources	Department		
Department			
Operating Officer		General Manager, Profit	Yasushi Ueda
		Management & Actuarial	
		Department	

Note: Please refer to Appendix 2 for the Responsibilities of Executive Officers and Operating Officers.

#### 1. Basic principle for the appointment of the executive officers and the operating officers

- The appointment was made by taking account of continuous business expansion and the activation of the organization through the hiring of next generation human resources with a view of steadily pursuing our strategies for medium- and long-term growth.
- In the appointment, priority is placed on their possession of social credibility, as well as their knowledge and experience and internal / external assessment that assure corporate management will be executed in an appropriate, fair and efficient manner.

#### 2. Basic principle for the appointment of the new operating officers effective 1 April, 2017

- Strive to further invigorate sales force through the collaboration of individual, group and general agent marketing channels, as well as strengthening advisor channel.
- Appointed diverse and appropriate human resources aiming to contribute to the stable and sound improvement of medium- and long-term corporate value by implementing growth strategies, operating base strategy and brand strategy in line with the next Medium-Term Business Plan.
- In addition, the newly appointed members are expected to demonstrate their capabilities in maximizing the organization's performance based on their managerial experiences, multifaceted assessment as well as assessment result based on the Company's human resource criteria.

Name	Reason
Masanao	Appointed as the operating officer based on his significant business experience
Kawamura	especially in enhancing productivity of the corporate marketing channel as well as his
	leadership in strengthening collaboration with individual insurance marketing division.
	Expected to demonstrate capabilities in the reinforcement of the unity of corporate
	marketing channel as well as the cooperation among related departments.
Masahiro	Appointed as the operating officer based on his significant business experience
Koyama	especially in his leadership in the business development of the individual insurance
	marketing division as well as the expanding of sales personnel workforce. Expected to
	demonstrate capabilities in the reinforcement of the unity of distribution channel of
	agency as well as the cooperation among related departments.
Toshiyuki	Appointed as the operating officer based on his significant business experience
Sumiyoshi	especially in strengthening relations with general agent as well as reinforcing
	development of corporate customers. Expected to play the leading role in the "Human
	Resource Reform" including the realization of work engagement through sustainable
	human resource development.
Yasushi	Appointed as the operating officer based on his significant business experience
Ueda	especially in budget control, upgrading of profit verification as well as the introduction
	of strategic pricing. Expected to play the leading role in securing long term, stable profit
	based on ERM as well as maintaining and upgrading of the financial soundness.

## 3. Basic principle for the appointment of the senior managing executive officers, managing executive officers and executive officers effective 1 April, 2017

- (1) In appointing the senior managing executive officers and managing executive officers, priority is placed on their capabilities in planning overall business strategy and in assisting the president through their achievements.
- (2) In appointing the executive officers, priority is placed on below points:
  - Strive to further invigorate sales force through the collaboration of individual, group and general agent marketing channels, as well as strengthening advisor channel.
  - Appointed diverse and appropriate human resources aiming to contribute to the stable and sound improvement of medium- and long-term corporate value by implementing growth strategies, operating base strategy and brand strategy in line with the next Medium-Term Business Plan.
  - In addition, the newly appointed members are expected to demonstrate their capabilities in maximizing the organization's performance based on their managerial experiences as operating officer and others, multifaceted assessment as well as assessment result based on the Company's human resource criteria.

Name	Reason
Masao Aratani	Appointed as the senior managing executive officer based on his significant
	business experience especially in the formulation of next Medium-Term
	Business Plan, leadership in brand strategy as well as enhancement of
	corporate governance. Expected to play the leading role in promoting next
	Medium-Term Business Plan as well as carrying out various reforms to
	enhance corporate value through the reinforcement of brand strategy.
Shinya Makino	Appointed as the senior managing executive officer based on his significant
	business experience especially in profit management based on economic
	value as well as his leadership in IT strategy. Expected to play the leading
	role in enhancing pricing strategy, business and investment efficiency and IT
	governance, in addition to enhance administrative support function.
Tetsuo Maejima	Appointed as the senior managing executive officer based on his significant
	business experience especially in group marketing development and
	cultivation as well as strengthening collaboration with individual insurance
	marketing division. Expected to play the leading role in strengthening and
	enhancing corporate marketing channel through promoting the growth
	strategy in the corporate marketing division and establishing collaboration
	with other deparements.
Hideki Nagashima	Appointed as the managing executive officer based on his significant
	business experience especially in promoting reforms to enhance corporate
	value, diversity management and "Work Style Reforms". Expected to play the
	leading role in strengthening group governance and enhancing ERM.

Name	Reason
Shinji Nakatani	Appointed as the managing executive officer based on his significant
	business experience especially in promoting administrative efficiency and
	high quality as well as promoting female advancement. Expected to play the
	leading role in further enhancement of the policy administration of individual
	insurance, group insurance and group pension as well as female
	advancement.
Tsuyoshi Mizuno	Appointed as the executive officer based on his significant business
	experience especially in developing operating policy and enhancing
	corporate governance of domestic subsidiaries, affiliates and others.
	Expected to play the leading role in the realization of innovation as the result
	of claim payment and policy management enhancement through
	"Administrative Service Reforms" as well as "General Affairs and
	Infrastructural Management Reforms".

## 4. Reason for the appointment of the managing operating officer effective 1 April, 2017

In appointing the managing operating officer, priority is placed on their capabilities in assisting the president through their business operation.

Name	Reason
Kazuhiko Umakoshi	Appointed as the managing operating officer based on his significant
	business experience especially in reinforcing and developing worksite market
	as well as promoting small- and medium-sized corporations development
	channel. Expected to play the leading role in the development and cultivation
	of worksite marketing and small- and medium-sized corporation marketing as
	well as further reinforcing Basic Education & Training Center.

Appendix2

## **Responsibilities of Executive Officers and Operating Officers**

(as of April 1, 2017)

Name	Title	Responsibilities
Nobuya Suzuki	Representative	Internal Audit Department
	Executive Officer	
Toshihiko Yamashita	Deputy President	≪Chief Executive, Investment Division≫
		Investment Planning & Research Department,
		Corporate Finance Department*,
		Credit Investment Department*,
		Securities Investment Department,
		Separate Account Investment Department,
		Real Estate Investment Department,
		Credit Analysis & Investment Risk Management Department*,
		Investment Administration Department*,
		Secretarial Department
Masahiro Ifuku	Deputy President	Credit Analysis & Investment Risk Management Department,
		Product Development Department,
		Human Resources Department
Akio Sakai	Senior Managing	≪Chief Executive, Public Marketing Division≫
	Executive Officer	Public Market Development Department
Tadashi Onishi	Senior Managing	Marketing Planning & Research Department,
	Executive Officer	Field Personnel Department,
		Group Market Planning & Research Department
Masao Aratani	Senior Managing	International Business Department*,
	Executive Officer	Corporate Communications Department,
		Corporate Planning Department,
		Research Department
Shinya Makino	Senior Managing	Policy Administration Department,
	Executive Officer	Profit Management & Actuarial Department,
		Information Systems Department
Tetsuo Maejima	Senior Managing	≪Chief Executive, Corporate Marketing Division≫
	Executive Officer	Corporate Market Development Department

Name	Title	Responsibilities
Masahiko Sagara	Managing	≪Chief Executive, General Agent Marketing Division≫
	Executive Officer	General Agent Channel Department
Takashi Kikugawa	Managing	Corporate Finance Department,
	Executive Officer	Credit Investment Department,
		Investment Administration Department
Yasuyuki Ayai	Managing	≪Chief Executive, Individual Insurance Marketing Division≫
	Executive Officer	Agency Department
Teruki Umezaki	Managing	Customer Service Planning & Administration Department,
	Executive Officer	Customer Relations Department,
		Compliance Control Department
Kazunori Yamauchi	Managing	International Business Department
	Executive Officer	
Hideki Nagashima	Managing	Affiliated Companies Department,
ŭ	Executive Officer	Risk Management Control Department,
		Legal Affairs Department
Shinji Nakatani	Managing	Underwriting Department,
	Executive Officer	Group Insurance Administration Department,
		Group Pension Administration Department
Takashi Tsunematsu	Managing	[Chief General Manager, Central Tokyo Marketing
	Operating Officer	Headquarters]
Kazuhiko Umakoshi	Managing	Chief General Manager, Metropolitan Marketing
	Operating Officer	Headquarters]
Tsuyoshi Mizuno	Executive Officer	Policy Service Department,
·		Claims Administration Department,
		General Affairs Department
Michihiko Hayashi	Operating Officer	【Chief General Manager, Osaka Marketing Headquarters】
Yoshiro Shimizu	Operating Officer	【Chief General Manager, Fukuoka Marketing Headquarters】

Name	Title	Responsibilities
Hideki Yamaguchi	Operating Officer	[Chief General Manager, Nagoya Marketing Headquarters]
Shiro Kishimoto	Operating Officer	[General Manager, Compliance Control Department]
Koichi Nagao	Operating Officer	[General Manager, Group Market Planning & Research Department]
Atsushi Nakamura	Operating Officer	[General Manager, Corporate Planning Department]
Masanao Kawamura	Operating Officer	[General Manager, Corporate Market Development Department]
Masahiro Koyama	Operating Officer	[General Manager, Agency Department]
Toshiyuki Sumiyoshi	Operating Officer	[General Manager, Human Resources Department]
Yasushi Ueda	Operating Officer	[General Manager, Profit Management & Actuarial Department]

<sup>(\*)</sup>This mark indicates that no authority to approve individual matters is held at these Departments.