

## Outline of the Seminar Schedule for the Year 2015 (Tentative)

F A L I A

| Target            | Course Classification |                                     | Theme   | Focus  | Major Subjects   | Schedule                           | Application Period | Number of Participants Invited |
|-------------------|-----------------------|-------------------------------------|---|--|--|------------------------------------|--------------------|--------------------------------|
|                   |                       | Course Title                        |   |  |  |                                    |                    |                                |
| Middle Management | Professional          | Individual Life Insurance Marketing | Individual Life Insurance Sales Strategies responding to Changes in Life Insurance Market | Individual life insurance sales strategies from the perspective of distribution channels including Bancassurance, utilization of IT, product development, etc. responding to the changes of life insurance market and social environment | <ul style="list-style-type: none"> <li>* Marketing Organization and Sales Policy of a Life Insurance Co.</li> <li>* Salesperson System and Field Education System</li> <li>* Mobile Terminal for Sales Support and CRM</li> <li>* Product Development in response to Changes in the Social Environment</li> <li>* Financial Institution Agency (Bancassurance, Securities Companies) Strategy of a Life Insurance Co.</li> <li>* Medium to Long-Term Marketing Strategy at a Life Insurance Co.</li> </ul> | 8 days<br>(May 20 - May 27, 2015)  | Feb. 16 - Mar. 20  | 20                             |
|                   |                       | Product Development Strategy        | Product Development Strategy responding to Changes in the Social Environment              | Strategies of individual insurance product development which supports the concept of "Total Life Planning" and product strategies for the corporate market   | <ul style="list-style-type: none"> <li>* Product Strategy that supports the concept of "Total Life Planning"</li> <li>* Product Development and Control of Pricing Risk</li> <li>* Product Development Strategy for Corporate Markets (Group Insurance Products &amp; Corporate Pension Plans)</li> <li>* Products and its Sales Strategy for Bancassurance</li> <li>* Direction of Product Development Strategy</li> </ul>  | 8 days<br>(Jul. 29 - Aug. 5, 2015) | Apr. 28 - May 29   | 20                             |
|                   |                       | Investment Risk Management          | Essence of Investment Risk Management and ERM at a Life Insurance Company                 | Investment Risk Management Philosophy under ERM  | <ul style="list-style-type: none"> <li>* Enterprise Risk Management</li> <li>* ALM strategy for a Life Insurer</li> <li>* Risk Management for Several Investment Vehicles</li> </ul>   | 4 days<br>(Sep. 8 - Sep. 11, 2015) | Jun. 8 - Jul. 6    | 10                             |
|                   |                       | Risk Management                     | Risk Management Practice at a Life Insurance Company                                      | Effective Framework for Risk Management and Integrated Risk Management based on the Global Trend   | <ul style="list-style-type: none"> <li>* Necessity and Framework of Risk Management</li> <li>* Asset Management from the Perspective of ALM</li> <li>* Control of Pricing Risk</li> <li>* Operational Risk Management</li> <li>* Control Self Assessment</li> </ul>  | 8 days<br>(Dec. 2 - Dec. 9, 2015)  | Sep. 1 - Oct. 2    | 20                             |

\* Top Executives Seminar is not scheduled in FY 2015.