

# Financial Analysts Briefing Supplement Fourth Quarter 2014

This document is a Fourth Quarter statistical supplement to the Financial Analysts Briefing book. As you review the supplement, please note the following:

Aflac believes that an analysis of operating earnings, a non-GAAP financial measure, is vitally important to an understanding of the company's underlying profitability drivers. Aflac defines operating earnings as the profits derived from operations, inclusive of interest cash flows associated with notes payable, but before realized investment gains and losses from securities transactions, impairments, and derivative and hedging activities, as well as other and nonrecurring items. Aflac's derivative activities are primarily used to hedge foreign exchange and interest rate risk in our investment portfolio as well as manage foreign exchange risk in certain notes payable and forecasted cash flows denominated in yen. Management uses operating earnings to evaluate the financial performance of Aflac's insurance operations because realized gains and losses from securities transactions, impairments, and derivative and hedging activities, as well as other and nonrecurring items, tend to be driven by general economic conditions and events or related to infrequent activities not directly associated with the company's insurance operations, and therefore may obscure the underlying fundamentals and trends in Aflac's insurance operations. A reconciliation of operating earnings to net earnings is included on page 5.

On October 1, 2009, Aflac Incorporated acquired Continental American Insurance Company (now referred to as Aflac Group Insurance). Beginning in the fourth quarter of 2009, Aflac U.S. sales and financial results reflect the inclusion of this acquisition.

On January 1, 2010, the company adopted amended accounting guidance, which resulted in the consolidation of certain company investments in Variable Interest Entities (VIEs). As a result, the interest rate, foreign currency, and credit default swaps on certain VIEs are now marked to market with the impact being included as part of realized investment gains and losses and therefore, excluded from operating earnings.

On January 1, 2012, the company retrospectively adopted revised accounting guidance for Accounting for Costs Associated with Acquiring or Renewing Insurance Contracts, which resulted in an immaterial decrease to deferred policy acquisition costs and earnings in prior periods.

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**For more information, contact:**

**Robin Y. Wilkey**  
**Phone. 706.596.3264**  
**Fax. 706.324.6330**  
**aflac.com**

**Stock Price Range and Other Data**

Year	Total Actual Shares Traded (000 omitted)	Price Range			Year Close % Change	AFL Relative Perform. to S&P 500 Composite Avg. (1994 Close = 100)	Annual Relative % Change	AFL Relative Perform. to S&P Life Composite Avg. (1994 Close = 100)	Annual Relative % Change
		High	Low	Close					
1974	—	\$ .13	\$ .06	\$ .06	—	—	—	—	
1975 *	3,084	.21	.06	.18	218.2 %	—	—	—	
1976	2,883	.28	.17	.28	57.1	—	—	—	
1977	2,624	.32	.25	.29	5.5	—	—	—	
1978	5,154	.40	.22	.23	(20.7)	—	—	—	
1979	3,290	.36	.21	.28	21.7	—	—	—	
1980	3,494	.29	.18	.19	(32.1)	—	—	—	
1981	2,484	.26	.18	.20	2.6	—	—	—	
1982	4,243	.42	.19	.39	97.4	—	—	—	
1983	4,502	.61	.38	.61	58.4	—	—	—	
1984	5,201	.84	.46	.78	27.9	—	—	—	
1985	13,408	1.56	.77	1.39	77.6	—	—	—	
1986	19,387	2.50	1.39	1.74	25.3	—	—	—	
1987	49,914	2.47	1.32	1.89	8.6	—	—	—	
1988	27,245	2.27	1.54	1.84	(2.7)	—	—	—	
1989	70,347	3.00	1.79	2.40	30.8	—	—	—	
1990	38,959	2.57	1.62	2.55	6.3	—	—	—	
1991	39,803	4.15	2.39	3.99	56.3	—	—	—	
1992	35,563	4.65	3.20	4.60	15.4	—	—	—	
1993	40,913	5.67	4.13	4.75	3.3	—	—	—	
1994	46,430	6.02	4.21	5.33	12.3	100.0	—	—	
1995	52,772	7.46	5.32	7.25	35.9	101.4	100.0	—	
1996	62,101	11.00	7.07	10.69	47.4	124.3	96.5	(3.5) %	
1997	61,771	14.47	9.38	12.78	19.6	113.4	120.2	24.5	
1998	100,659	22.66	11.35	21.94	71.7	153.7	116.3	(3.2)	
1999	180,514	28.38	19.50	23.60	7.5	138.3	192.3	65.4	
2000	218,965	37.47	16.78	36.10	53.0	235.5	244.9	27.3	
2001	418,406	36.10	23.00	24.56	(32.0)	184.2	335.8	37.1	
2002	485,387	33.45	23.10	30.12	22.6	294.8	251.3	(25.2)	
2003	479,602	36.91	28.00	36.18	20.1	280.2	373.5	48.6	
2004	397,333	42.60	33.85	39.84	10.1	283.1	358.0	(4.1)	
2005	405,829	49.65	35.50	46.42	16.5	320.2	327.5	(8.5)	
2006	437,580	49.40	41.63	46.00	(0.9)	279.3	315.7	(3.6)	
2007	558,870	63.91	45.18	62.63	36.2	367.3	272.1	(13.8)	
2008	984,507	68.81	29.68	45.84	(26.8)	437.1	338.4	24.4	
2009	1,796,345	47.75	10.83	46.25	.9	357.2	490.8	45.0	
2010	967,837	58.31	39.91	56.43	22.0	386.4	437.5	(10.9)	
2011	1,076,441	59.54	31.25	43.26	(23.3)	296.2	434.0	(.8)	
2012	787,975	54.93	38.14	53.12	22.8	320.8	429.4	(1.1)	
2013	669,573	67.62	48.17	66.80	25.8	311.2	471.7	9.9	
2014	504,676	66.69	54.99	61.09	(8.5)	255.5	371.1	(21.3)	
							340.7	(8.2)	

\*First full year traded on NYSE

**Aflac Incorporated**

**Price Performance of Aflac Incorporated and Market Indexes**  
(Relative Performance Based on 1994 Closing Prices)

	1994	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
<b>Aflac</b>	<b>5.33</b>	<b>36.10</b>	<b>24.56</b>	<b>30.12</b>	<b>36.18</b>	<b>39.84</b>	<b>46.42</b>	<b>46.00</b>	<b>62.63</b>	<b>45.84</b>	<b>46.25</b>	<b>56.43</b>	<b>43.26</b>	<b>53.12</b>	<b>66.80</b>	<b>61.09</b>
Rel. Perf.		6.8	4.6	5.6	6.8	7.5	8.7	8.6	11.7	8.6	8.7	10.6	8.1	10.0	12.5	11.5
<b>Dow Jones Ind.</b>	<b>3834.44</b>	<b>10786.85</b>	<b>10021.50</b>	<b>8341.63</b>	<b>10453.92</b>	<b>10783.01</b>	<b>10717.50</b>	<b>12463.15</b>	<b>13264.82</b>	<b>8776.39</b>	<b>10428.05</b>	<b>11577.51</b>	<b>12217.56</b>	<b>13104.14</b>	<b>16576.66</b>	<b>17823.07</b>
Rel. Perf.		2.8	2.6	2.2	2.7	2.8	2.8	3.3	3.5	2.3	2.7	3.0	3.2	3.4	4.3	4.6
<b>S&amp;P Life</b>	<b>100.00</b>	<b>201.57</b>	<b>183.25</b>	<b>151.23</b>	<b>189.51</b>	<b>228.11</b>	<b>275.73</b>	<b>317.00</b>	<b>347.08</b>	<b>175.15</b>	<b>198.22</b>	<b>243.79</b>	<b>188.90</b>	<b>211.15</b>	<b>337.56</b>	<b>336.21</b>
Rel. Perf.		2.0	1.8	1.5	1.9	2.3	2.8	3.2	3.5	1.8	2.0	2.4	1.9	2.1	3.4	3.4
<b>NYSE Comp.</b>	<b>2653.37</b>	<b>6945.57</b>	<b>6236.39</b>	<b>5000.00</b>	<b>6464.00</b>	<b>7250.06</b>	<b>7753.95</b>	<b>9139.02</b>	<b>9740.32</b>	<b>5757.05</b>	<b>7184.96</b>	<b>7964.02</b>	<b>7477.03</b>	<b>8443.51</b>	<b>10400.33</b>	<b>10839.24</b>
Rel. Perf.		2.6	2.4	1.9	2.4	2.7	2.9	3.4	3.7	2.2	2.7	3.0	2.8	3.2	3.9	4.1
<b>S&amp;P 500</b>	<b>459.27</b>	<b>1320.28</b>	<b>1148.08</b>	<b>879.82</b>	<b>1111.92</b>	<b>1211.92</b>	<b>1248.29</b>	<b>1418.30</b>	<b>1468.36</b>	<b>903.25</b>	<b>1115.10</b>	<b>1257.64</b>	<b>1257.60</b>	<b>1426.19</b>	<b>1848.36</b>	<b>2058.90</b>
Rel. Perf.		2.9	2.5	1.9	2.4	2.6	2.7	3.1	3.2	2.0	2.4	2.7	2.7	3.1	4.0	4.5
<b>Nikkei</b>	<b>19723.06</b>	<b>13785.69</b>	<b>10542.62</b>	<b>8578.95</b>	<b>10676.64</b>	<b>11488.76</b>	<b>16111.43</b>	<b>17225.83</b>	<b>15307.78</b>	<b>8859.56</b>	<b>10546.44</b>	<b>10228.92</b>	<b>8455.35</b>	<b>10395.18</b>	<b>16291.31</b>	<b>17450.77</b>
Rel. Perf.		.7	.5	.4	.5	.6	.8	.9	.8	.4	.5	.5	.4	.5	.8	.9

**Relative Performance AFL/Other Averages**  
(1994 Close = 100)

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
AFL/DJIA	240.6	176.2	259.6	248.8	265.6	311.4	265.4	339.5	375.5	318.9	350.4	254.6	291.5	289.7	246.4
AFL/S&P Life	335.8	251.3	373.5	358.0	327.5	315.7	272.1	338.4	490.8	437.5	434.0	429.4	471.7	371.1	340.7
AFL/NYSE Comp.	258.6	195.9	299.7	278.5	273.4	297.9	250.4	319.9	396.2	320.3	352.5	287.9	313.0	319.6	280.4
AFL/S&P 500	235.5	184.2	294.8	280.2	283.1	320.2	279.3	367.3	437.1	357.2	386.4	296.2	320.8	311.2	255.5
AFL/Nikkei	968.5	861.6	1298.4	1253.2	1282.5	1065.5	987.6	1513.1	1913.5	1621.8	2040.2	1892.2	1889.9	1516.4	1294.7

**Annual Percent Change in Relative Performance**

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
AFL/DJIA	63.0	(26.8)	47.3	(4.2)	6.8	17.2	(14.8)	27.9	10.6	(15.1)	9.9	(27.4)	14.5	(.6)	(14.9)
AFL/S&P Life	37.1	(25.2)	48.6	(4.1)	(8.5)	(3.6)	(13.8)	24.4	45.0	(10.8)	(.8)	(1.1)	9.9	(21.3)	(8.2)
AFL/NYSE Comp.	51.4	(24.2)	53.0	(7.1)	(1.8)	9.0	(15.9)	27.7	23.8	(19.2)	10.1	(18.3)	8.7	2.1	(12.3)
AFL/S&P 500	70.2	(21.8)	60.1	(5.0)	1.0	13.1	(12.8)	31.5	19.0	(18.3)	8.2	(23.3)	8.3	(3.0)	(17.9)
AFL/Nikkei	110.1	(11.0)	50.7	(3.5)	2.3	(16.9)	(7.3)	53.2	26.5	(15.2)	25.8	(7.3)	(.1)	(19.8)	(14.6)

**AFL Trading Volume**

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
No. Shar. Trad.(Act.) (000 omitted)	218,965	418,406	485,387	479,602	397,333	405,829	437,580	558,870	984,507	1,796,345	967,837	1,076,441	787,975	669,573	504,676

## Aflac Incorporated

### Price Performance of Aflac Incorporated and Market Indexes

(Closing Prices and Relative Performance - 1994 Close = 100)

	<u>12/31/13</u>	<u>1/31/14</u>	<u>2/28/14</u>	<u>3/31/14</u>	<u>4/30/14</u>	<u>5/31/14</u>	<u>6/30/14</u>	<u>7/31/14</u>	<u>8/31/14</u>	<u>9/30/14</u>	<u>10/31/14</u>	<u>11/30/14</u>	<u>12/31/14</u>
<b>Aflac</b>	<b>66.80</b>	<b>62.78</b>	<b>64.08</b>	<b>63.04</b>	<b>62.72</b>	<b>61.23</b>	<b>62.25</b>	<b>59.74</b>	<b>61.24</b>	<b>58.25</b>	<b>59.73</b>	<b>59.73</b>	<b>61.09</b>
Rel. Perf.	12.5	11.8	12.0	11.8	11.8	11.5	11.7	11.2	11.5	10.9	11.2	11.2	11.5
<b>Dow Jones Ind.</b>	<b>16576.66</b>	<b>15698.85</b>	<b>16321.71</b>	<b>16457.66</b>	<b>16580.84</b>	<b>16717.17</b>	<b>16826.60</b>	<b>16563.30</b>	<b>17098.45</b>	<b>17042.90</b>	<b>17390.52</b>	<b>17828.24</b>	<b>17823.07</b>
Rel. Perf.	4.3	4.1	4.3	4.3	4.3	4.4	4.4	4.3	4.5	4.4	4.5	4.6	4.6
<b>S&amp;P Life</b>	<b>337.56</b>	<b>310.00</b>	<b>318.43</b>	<b>323.16</b>	<b>316.91</b>	<b>314.11</b>	<b>335.04</b>	<b>324.29</b>	<b>337.76</b>	<b>328.25</b>	<b>331.43</b>	<b>332.73</b>	<b>336.21</b>
Rel. Perf.	3.4	3.1	3.2	3.2	3.2	3.1	3.4	3.2	3.4	3.3	3.3	3.3	3.4
<b>NYSE Comp.</b>	<b>10400.33</b>	<b>9967.65</b>	<b>10425.86</b>	<b>10527.77</b>	<b>10627.18</b>	<b>10756.32</b>	<b>10979.43</b>	<b>10726.43</b>	<b>11046.33</b>	<b>10702.93</b>	<b>10845.00</b>	<b>10955.41</b>	<b>10839.24</b>
Rel. Perf.	3.9	3.8	3.9	4.0	4.0	4.1	4.1	4.0	4.2	4.0	4.1	4.1	4.1
<b>S&amp;P 500</b>	<b>1848.36</b>	<b>1782.59</b>	<b>1859.45</b>	<b>1872.34</b>	<b>1883.95</b>	<b>1923.57</b>	<b>1960.23</b>	<b>1930.67</b>	<b>2003.37</b>	<b>1972.29</b>	<b>2018.05</b>	<b>2067.56</b>	<b>2058.90</b>
Rel. Perf.	4.0	3.9	4.0	4.1	4.1	4.2	4.3	4.2	4.4	4.3	4.4	4.5	4.5
<b>Nikkei</b>	<b>16291.31</b>	<b>14914.53</b>	<b>14841.07</b>	<b>14827.83</b>	<b>14304.11</b>	<b>14632.38</b>	<b>15162.10</b>	<b>15620.77</b>	<b>15424.59</b>	<b>16173.52</b>	<b>16413.76</b>	<b>17459.85</b>	<b>17450.77</b>
Rel. Perf.	.8	.8	.8	.8	.7	.7	.8	.8	.8	.8	.8	.9	.9

### Relative Performance AFL/Other Averages

(1994 Close = 100)

	<u>12/31/13</u>	<u>1/31/14</u>	<u>2/29/14</u>	<u>3/31/14</u>	<u>4/30/14</u>	<u>5/31/14</u>	<u>6/30/14</u>	<u>7/31/14</u>	<u>8/31/14</u>	<u>9/30/14</u>	<u>10/31/14</u>	<u>11/30/14</u>	<u>12/31/14</u>
AFL/DJIA	289.7	287.5	282.3	275.4	272.0	263.3	266.0	259.3	257.5	245.7	247.0	240.9	246.4
AFL/S&P Life	371.1	379.7	377.3	365.8	371.1	365.5	348.4	345.4	340.0	332.7	337.9	336.6	340.7
AFL/NYSE Comp.	319.6	313.4	305.8	297.9	293.6	283.2	282.1	277.1	275.8	270.8	274.0	271.3	280.4
AFL/S&P 500	311.2	303.3	296.8	290.0	286.7	274.1	273.5	266.5	263.3	254.3	254.9	248.8	255.5
AFL/Nikkei	1516.4	1556.7	1596.8	1572.3	1621.6	1547.6	1518.4	1414.4	1468.3	1332.0	1345.8	1265.2	1294.7

### Monthly Percent Change in Relative Performance

	<u>12/31/13</u>	<u>1/31/14</u>	<u>2/29/14</u>	<u>3/31/14</u>	<u>4/30/14</u>	<u>5/31/14</u>	<u>6/30/14</u>	<u>7/31/14</u>	<u>8/31/14</u>	<u>9/30/14</u>	<u>10/31/14</u>	<u>11/30/14</u>	<u>12/31/14</u>
AFL/DJIA	(2.3)	(.8)	(1.8)	(2.4)	(1.2)	(3.2)	1.0	(2.5)	(.7)	(4.6)	.5	(2.5)	2.3
AFL/S&P Life	(1.6)	2.3	(.6)	(3.1)	1.5	(1.5)	(4.7)	(.8)	(1.6)	(2.1)	1.6	(.4)	1.2
AFL/NYSE Comp.	(1.5)	(1.9)	(2.4)	(2.6)	(1.4)	(3.5)	(.4)	(1.8)	(.5)	(1.8)	1.2	(1.0)	3.4
AFL/S&P 500	(1.7)	(2.6)	(2.1)	(2.3)	(1.1)	(4.4)	(.2)	(2.6)	(1.2)	(3.4)	.2	(2.4)	2.7
AFL/Nikkei	(3.2)	2.7	2.6	(1.5)	3.1	(4.6)	(1.9)	(6.9)	3.8	(9.3)	1.0	(6.0)	2.3

### AFL High, Low, Close & Trading Volume

	<u>12/31/13</u>	<u>1/31/14</u>	<u>2/29/14</u>	<u>3/31/14</u>	<u>4/30/14</u>	<u>5/31/14</u>	<u>6/30/14</u>	<u>7/31/14</u>	<u>8/31/14</u>	<u>9/30/14</u>	<u>10/31/14</u>	<u>11/30/14</u>	<u>12/31/14</u>
High	67.62	66.69	64.48	66.01	64.47	63.91	63.52	64.20	61.64	61.76	61.02	60.30	62.46
Low	65.13	61.34	60.45	62.10	60.60	60.87	61.20	59.64	58.50	57.70	54.99	58.43	57.05
Close	66.80	62.78	64.08	63.04	62.72	61.23	62.25	59.74	61.24	58.25	59.73	59.73	61.09
No. Shar. Trad.(Act.) (000 omitted)	39,966	44,988	37,518	39,134	41,040	36,061	34,716	35,319	40,856	49,622	60,705	39,264	45,451

**Aflac Incorporated and Subsidiaries**

**Share Data**  
(In thousands)

		Beginning Shares Outstanding	Shares Issued		Shares Purchased		Ending Shares Outstanding	QTD Weighted Avg. Shares			YTD Weighted Avg. Shares		
			Stk. Bon. & DRP	Stk. Opt. & Misc.	Treas. Shares	Misc. Purch.*		Avg. Shares	Dilutive Shares	Avg. Diluted	Avg. Shares	Dilutive Shares	Avg. Diluted
2009	1	466,615	355	539	–	85	467,424	466,097	1,035	467,132	466,097	1,035	467,132
	2	467,424	–	64	–	4	467,484	466,401	1,884	468,285	466,249	1,460	467,709
	3	467,484	–	345	–	52	467,777	466,586	3,128	469,714	466,362	2,016	468,378
	4	467,777	–	914	–	123	468,568	467,128	3,993	471,121	466,552	2,511	469,063
2010	1	468,568	–	948	–	94	469,422	467,926	4,524	472,450	467,926	4,524	472,450
	2	469,422	–	1,348	–	1	470,769	468,824	3,715	472,539	468,377	4,120	472,497
	3	470,769	–	278	–	3	471,044	469,868	3,701	473,569	468,880	3,979	472,859
	4	471,044	–	711	2,000	94	469,661	469,506	4,252	473,758	469,038	4,047	473,085
2011	1	469,661	324	830	3,100	151	467,564	468,012	4,092	472,104	468,012	4,092	472,104
	2	467,564	421	86	1,000	4	467,067	466,498	3,254	469,752	467,317	3,673	470,990
	3	467,067	507	67	1,000	2	466,639	465,910	1,883	467,793	466,843	3,076	469,919
	4	466,639	437	159	900	25	466,310	465,559	2,175	467,734	466,519	2,851	469,370
2012	1	466,310	381	971	–	199	467,463	465,887	2,646	468,533	465,887	2,646	468,533
	2	467,463	524	129	–	6	468,110	466,788	1,802	468,590	466,337	2,224	468,561
	3	468,110	401	278	–	65	468,724	467,422	2,299	469,721	466,702	2,249	468,951
	4	468,724	364	737	1,948	91	467,786	467,364	2,927	470,291	466,868	2,419	469,287
2013	1	467,786	364	978	2,979	124	466,025	466,462	2,662	469,124	466,462	2,662	469,124
	2	466,025	406	692	2,284	19	464,820	465,213	2,762	467,975	465,834	2,712	468,546
	3	464,820	310	908	308	19	465,710	464,324	3,067	467,391	465,325	2,727	468,052
	4	465,710	284	1,118	7,641	58	459,413	462,058	3,447	465,505	464,502	2,906	467,408
2014	1	459,413	284	976	6,535	110	454,028	454,731	2,968	457,699	454,731	2,968	457,699
	2	454,028	342	199	1,607	12	452,950	452,559	2,821	455,380	453,639	2,895	456,534
	3	452,950	304	183	2,928	10	450,499	451,246	2,735	453,981	452,833	2,841	455,674
	4	<b>450,499</b>	<b>321</b>	<b>240</b>	<b>8,590</b>	<b>25</b>	<b>442,445</b>	<b>446,370</b>	<b>2,660</b>	<b>449,030</b>	<b>451,204</b>	<b>2,796</b>	<b>454,000</b>

\* Includes swapped shares and/or shares purchased for deferred compensation program

**Aflac Incorporated and Subsidiaries**

**Summary of Operating Results by Business Segment**

(In Millions, except per-share data)

	Years Ended December 31,					3 Months Ended December 31,			12 Months Ended December 31		
	2009	2010	2011	2012	2013	2013	2014	% Change	2013	2014	% Change
Aflac Japan	\$ 2,800	\$ 3,260	\$ 3,829	3,904	\$ 3,628	\$ 853	\$ 770	(9.7) %	\$ 3,628	\$ 3,458	(4.7) %
Aflac U.S.	776	922	904	997	1,038	205	201	(2.2)	1,038	1,073	3.3
Interest expense, non-insurance operations	(73)	(140)	(168)	(184)	(198)	(51)	(48)		(198)	(198)	
Parent company, other operations and eliminations	(68)	(60)	(63)	(59)	(69)	(17)	(37)		(69)	(80)	
Pretax operating earnings	3,435	3,982	4,502	4,658	4,399	990	886	(10.6)	4,399	4,253	(3.3)
Income taxes	1,158	1,380	1,556	1,561	1,512	339	305	(10.4)	1,512	1,456	(3.7)
Operating earnings*	2,277	2,602	2,946	3,097	2,887	651	581	(10.7)	2,887	2,797	(3.1)
Reconciling items:											
Impact from Derivatives and Hedging	(3)	(1)	(159)	100	212	103	55		212	(8)	
Realized investment gains (losses), net of tax	(788)	(273)	(850)	(326)	41	(97)	28		41	119	
Other and non-recurring items, net of tax	11	—	—	(5)	18	18	39		18	43	
Net earnings	\$ 1,497	\$ 2,328	\$ 1,937	\$ 2,866	\$ 3,158	\$ 675	\$ 703	4.2 %	\$ 3,158	\$ 2,951	(6.5) %
Earnings per share of common stock:											
Net earnings (basic)	\$ 3.21	\$ 4.96	\$ 4.16	\$ 6.14	\$ 6.80	\$ 1.46	\$ 1.57	7.5 %	\$ 6.80	\$ 6.54	(3.8) %
Net earnings (diluted)	3.19	4.92	4.12	6.11	6.76	1.45	1.57	8.3	6.76	6.50	(3.8)
Operating earnings (basic)*	\$ 4.88	\$ 5.55	\$ 6.32	\$ 6.63	\$ 6.22	\$ 1.41	\$ 1.30	(7.8) %	\$ 6.22	\$ 6.20	(.3) %
Operating earnings (diluted)*	4.85	5.50	6.27	6.60	6.18	1.40	1.29	(7.9)	6.18	6.16	(.3)

\* See definition of operating earnings on cover page

Numbers may fail to foot due to rounding

Aflac Group Insurance included starting 4th quarter 2009

Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs

**Aflac Incorporated and Subsidiaries**

**Consolidated Statements of Earnings**

(In Millions, except per-share data)

	Years Ended December 31,					3 Months Ended December 31,			12 Months Ended December 31		
	2009	2010	2011	2012	2013	2013	2014	% Change	2013	2014	% Change
<b>Revenues:</b>											
Net premiums, principally supplemental health	\$ 16,621	\$ 18,073	\$ 20,362	\$ 22,148	\$ 20,135	\$ 4,910	\$ 4,489	(8.6) %	\$ 20,135	\$ 19,072	(5.3) %
Net investment income	2,765	3,007	3,280	3,473	3,293	826	808	(2.2)	3,293	3,319	.8
Realized investment gains (losses)	(1,212)	(422)	(1,552)	(349)	399	20	143		399	215	
Other income	80	74	81	92	112	45	74		112	122	
Total revenues	<u>18,254</u>	<u>20,732</u>	<u>22,171</u>	<u>25,364</u>	<u>23,939</u>	<u>5,801</u>	<u>5,514</u>	(4.9)	<u>23,939</u>	<u>22,728</u>	(5.1)
<b>Benefits and Expenses:</b>											
Benefits and claims, net	11,308	12,106	13,749	15,330	13,813	3,396	3,069	(9.6)	13,813	12,937	(6.3)
Acquisition and operating expenses:											
Amortization of D.A.C.	942	958	1,033	1,117	1,074	284	267		1,074	1,108	
Insurance commissions	1,568	1,637	1,725	1,744	1,528	370	340		1,528	1,436	
Insurance expenses	1,977	2,159	2,336	2,415	2,222	591	624		2,222	2,261	
Interest expense	72	149	196	261	293	82	79		293	317	
Other operating expense	152	162	182	195	193	50	60		193	178	
Total acquisition and operating expenses	<u>4,711</u>	<u>5,065</u>	<u>5,472</u>	<u>5,732</u>	<u>5,310</u>	<u>1,377</u>	<u>1,370</u>	(.4)	<u>5,310</u>	<u>5,300</u>	(.2)
Total benefits and expenses	<u>16,019</u>	<u>17,171</u>	<u>19,221</u>	<u>21,062</u>	<u>19,123</u>	<u>4,773</u>	<u>4,439</u>	(7.0)	<u>19,123</u>	<u>18,237</u>	(4.6)
Pretax earnings	2,235	3,561	2,950	4,302	4,816	1,028	1,075		4,816	4,491	
Income taxes	<u>738</u>	<u>1,233</u>	<u>1,013</u>	<u>1,436</u>	<u>1,658</u>	<u>353</u>	<u>372</u>		<u>1,658</u>	<u>1,540</u>	
Net earnings	<u>\$ 1,497</u>	<u>\$ 2,328</u>	<u>\$ 1,937</u>	<u>\$ 2,866</u>	<u>\$ 3,158</u>	<u>\$ 675</u>	<u>\$ 703</u>	4.2 %	<u>\$ 3,158</u>	<u>\$ 2,951</u>	(6.5) %
Operating earnings *	<u>\$ 2,277</u>	<u>\$ 2,602</u>	<u>\$ 2,946</u>	<u>\$ 3,097</u>	<u>\$ 2,887</u>	<u>\$ 651</u>	<u>\$ 581</u>	(10.7) %	<u>\$ 2,887</u>	<u>\$ 2,797</u>	(3.1) %
<b>Earnings Per Share of Common Stock:</b>											
Net earnings (basic)	\$ 3.21	\$ 4.96	\$ 4.15	\$ 6.14	\$ 6.80	\$ 1.46	\$ 1.57	7.5 %	\$ 6.80	\$ 6.54	(3.8) %
Net earnings (diluted)	3.19	4.92	4.12	6.11	6.76	1.45	1.57	8.3	6.76	6.50	(3.8)
Operating earnings (basic) *	\$ 4.88	\$ 5.55	\$ 6.31	\$ 6.63	\$ 6.22	\$ 1.41	\$ 1.30	(7.8) %	\$ 6.22	\$ 6.20	(.3) %
Operating earnings (diluted) *	4.85	5.50	6.27	6.60	6.18	1.40	1.29	(7.9)	6.18	6.16	(.3)

\* See definition of operating earnings on cover page

Numbers may fail to foot due to rounding

Aflac Group Insurance included starting 4th quarter 2009

Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs

**Aflac Incorporated and Subsidiaries**

**Analysis of Net Earnings and Net Earnings Per Diluted Share**

(In Millions, except for per-share data)

	Net Earnings	Real. Inv. Gains/(Losses)		Other and Non-Recurring Items	Operating Currency Impact	Net Earnings Per Share	Real. Inv. Gains/(Losses)		Other and Non-Recurring Items Per Share	Operating Currency Impact Per Share
		Securities Transactions/Impairments	Impact From Derivatives and Hedging				Securities Transactions/Impairments Per Share	Impact From Derivatives and Hedging Per Share		
2003	\$ 768	\$ (191)	\$ (3)	\$ —	\$ 33	\$ 1.47	\$ (.37)	\$ —	\$ —	\$ .06
2004	1,266	(5)	(13)	131	39	2.45	(.01)	(.03)	.26	.08
2005	1,483	167	(10)	34	(8)	2.92	.33	(.02)	.07	(.02)
2006	1,483	51	—	—	(39)	2.95	.10	—	—	(.08)
2007	1,634	18	2	—	(11)	3.31	.04	—	—	(.02)
2008	1,254	(655)	(3)	—	111	2.62	(1.37)	—	—	.23
2009	1,497	(788)	(3)	11	124	3.19	(1.67)	(.01)	.02	.26
2010	2,328	(273)	(1)	—	92	4.92	(.58)	—	—	.19
2011	1,937	(850)	(159)	—	170	4.12	(1.81)	(.34)	—	.36
2012	2,866	(326)	100	(5)	8	6.11	(.69)	.21	(.01)	.01
2013	3,158	41	212	18	(357)	6.76	.09	.45	.04	(.76)
<b>2014</b>	<b>2,951</b>	<b>119</b>	<b>(8)</b>	<b>43</b>	<b>(117)</b>	<b>6.50</b>	<b>.26</b>	<b>(.02)</b>	<b>.10</b>	<b>(.26)</b>
2011 1	389	(357)	(19)	—	49	.83	(.75)	(.04)	—	.10
2	274	(480)	26	—	51	.58	(1.03)	.06	—	.11
3	736	155	(189)	—	45	1.57	.33	(.41)	—	.09
4	538	(168)	23	—	26	1.14	(.36)	.05	—	.06
2012 1	785	(81)	52	—	20	1.68	(.17)	.11	—	.04
2	483	(228)	(44)	—	6	1.03	(.49)	(.09)	—	.01
3	1,017	124	62	—	2	2.16	.26	.13	—	—
4	581	(141)	30	(5)	(20)	1.24	(.29)	.06	(.01)	(.04)
2013 1	892	42	60	—	(71)	1.90	.08	.13	—	(.15)
2	889	55	75	—	(103)	1.90	.12	.16	—	(.22)
3	702	41	(26)	—	(97)	1.50	.09	(.06)	—	(.21)
4	675	(97)	103	18	(85)	1.45	(.21)	.22	.04	(.18)
2014 1	732	25	(61)	(6)	(48)	1.60	.05	(.13)	(.01)	(.10)
2	810	45	15	(7)	(13)	1.78	.10	.03	(.01)	(.03)
3	706	21	(17)	17	(19)	1.56	.05	(.04)	.04	(.04)
4	<b>703</b>	<b>28</b>	<b>55</b>	<b>39</b>	<b>(37)</b>	<b>1.57</b>	<b>.07</b>	<b>.12</b>	<b>.09</b>	<b>(.08)</b>

Addition of quarters may not equal annual amounts due to rounding

Aflac Group Insurance included starting 4th quarter 2009

Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs



## Aflac Incorporated and Subsidiaries

### Consolidated Balance Sheets

(In Millions, except per-share data)

	2009	2010	2011	2012	2013	2014
<b>Assets:</b>						
Investments and cash:						
Securities available for sale:						
Fixed Maturities	\$ 36,781	\$ 43,100	\$ 42,222	\$ 51,466	\$ 53,227	\$ 61,407
Fixed Maturities - consolidated variable interest entities	–	5,255	5,350	5,787	4,843	4,166
Perpetual securities	7,263	5,974	5,149	3,728	2,479	2,240
Perpetual securities - consolidated variable interest entities	–	1,538	1,290	574	468	429
Equity securities	24	23	25	23	21	28
Securities held to maturity:						
Fixed Maturities	26,687	29,470	46,366	54,137	44,178	34,159
Fixed Maturities - consolidated variable interest entities	–	614	643	289	237	83
Other Investments	114	135	168	174	463	171
Cash and cash equivalents	2,323	2,121	2,249	2,041	2,543	4,658
Total investments and cash	73,192	88,230	103,462	118,219	108,459	107,341
Receivables, primarily premiums, net	764	661	680	976	1,165	842
Accrued investment income	649	738	802	842	798	762
Deferred policy acquisition costs	8,533	8,938	9,789	9,658	8,798	8,273
Property and equipment, net	593	620	617	564	481	429
Other assets	375	1,056	887	835	1,606	2,120
Total assets	\$ 84,106	\$ 100,243	\$ 116,237	\$ 131,094	\$ 121,307	\$ 119,767
<b>Liabilities and Shareholders' Equity:</b>						
Liabilities:						
Total policy liabilities	\$ 69,245	\$ 82,310	\$ 94,239	\$ 97,720	\$ 89,402	\$ 83,933
Notes payable	2,599	3,038	3,285	4,352	4,897	5,282
Income taxes, primarily deferred	1,653	1,689	2,308	3,858	3,718	4,924
Other liabilities	2,192	2,666	3,459	9,186	8,670	6,912
Total liabilities	75,689	89,703	103,291	115,116	106,687	101,051
Shareholders' equity:						
Common stock	66	66	66	67	67	67
Additional paid-in capital	1,228	1,320	1,408	1,505	1,644	1,711
Retained earnings	12,410	13,787	15,148	17,387	19,885	22,156
Accumulated other comprehensive income (loss):						
Unrealized foreign currency translation gains (losses)	776	817	984	333	(1,505)	(2,172)
Unrealized gains (losses) on investment securities	(640)	33	1,143	2,570	1,035	4,672
Unrealized gains (losses) on derivatives	–	31	9	(5)	(12)	(26)
Minimum pension liability adjustment	(107)	(128)	(171)	(183)	(81)	(126)
Treasury stock	(5,316)	(5,386)	(5,641)	(5,696)	(6,413)	(7,566)
Total shareholders' equity	8,417	10,540	12,946	15,978	14,620	18,716
Total liabilities & shareholders' equity	\$ 84,106	\$ 100,243	\$ 116,237	\$ 131,094	\$ 121,307	\$ 119,767

Aflac Group Insurance included starting 4th quarter 2009

Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs

**Aflac Incorporated and Subsidiaries**

**Quarterly Financial Results**  
(In Millions, except per-share data)

		Premium Income	Net Invest. Income	Total Rev.	Benefits & Claims	Total Acqu. & Oper. Exp.	Total Benefits & Exp.	Total Pretax Earn.	Oper. Earn. *	Net Earn.	Oper. EPS *		Net EPS		Total Assets	Invest. & Cash	Equity Per Share	Unreal. G/L on Sec. Per Share	Equity excl G/L on Sec. Per Share
											Basic	Dil.	Basic	Dil.					
2007	1	3,156	566	3,751	2,258	857	3,115	636	407	416	.83	.82	.85	.84	61,192	53,268	17.37	2.80	14.56
	2	3,162	572	3,764	2,266	863	3,129	635	407	415	.83	.82	.85	.84	60,114	52,197	16.77	1.80	14.97
	3	3,260	592	3,861	2,331	888	3,219	642	417	420	.86	.85	.86	.85	63,576	55,073	17.33	1.55	15.78
	4	3,395	604	4,018	2,431	1,002	3,433	585	382	382	.79	.78	.79	.78	65,805	57,056	18.08	1.80	16.28
2008	1	3,635	627	4,267	2,538	1,003	3,541	726	475	474	.99	.98	.99	.98	72,269	62,788	17.12	.49	16.63
	2	3,684	637	4,336	2,575	1,021	3,596	740	487	483	1.03	1.01	1.02	1.00	70,552	60,892	16.59	(.45)	17.04
	3	3,647	637	3,691	2,551	992	3,543	148	493	100	1.04	1.02	.21	.21	70,457	60,727	13.64	(1.85)	15.49
	4	3,981	677	4,260	2,835	1,124	3,959	301	458	197	.98	.98	.42	.42	79,331	68,550	14.23	(2.60)	16.82
2009	1	4,115	688	4,818	2,811	1,136	3,947	871	568	569	1.22	1.22	1.22	1.22	71,815	61,729	11.12	(6.39)	17.51
	2	3,995	668	4,313	2,723	1,117	3,840	473	562	314	1.20	1.20	.67	.67	76,041	65,572	13.58	(4.55)	18.13
	3	4,165	692	4,526	2,817	1,160	3,977	549	589	363	1.26	1.25	.78	.77	82,616	71,625	16.85	(2.38)	19.23
	4	4,347	717	4,597	2,956	1,298	4,254	343	558	251	1.19	1.18	.54	.53	84,106	73,192	17.96	(1.37)	19.33
2010	1	4,348	726	5,065	2,857	1,238	4,095	970	664	634	1.41	1.40	1.35	1.34	84,473	73,998	18.17	(.46)	18.63
	2	4,333	727	4,980	2,885	1,215	4,099	881	634	576	1.36	1.34	1.23	1.22	90,501	79,532	20.29	.29	20.00
	3	4,607	765	5,394	3,102	1,245	4,347	1,046	678	684	1.44	1.44	1.46	1.44	97,067	85,585	22.57	1.26	21.31
	4	4,785	789	5,294	3,263	1,368	4,631	664	626	434	1.34	1.32	.92	.92	100,243	88,230	22.44	.14	22.30
2011	1	4,872	794	5,117	3,222	1,304	4,526	591	765	389	1.64	1.62	.83	.83	100,353	88,441	22.48	(.04)	22.52
	2	4,956	784	5,088	3,310	1,334	4,644	444	727	274	1.56	1.55	.59	.58	105,415	92,984	24.52	1.62	22.90
	3	5,210	843	5,987	3,517	1,377	4,894	1,093	770	736	1.65	1.65	1.58	1.57	113,857	100,808	26.05	1.52	24.53
	4	5,324	858	5,979	3,700	1,457	5,157	822	684	538	1.47	1.45	1.15	1.14	116,237	103,462	27.76	2.47	25.29
2012	1	5,378	882	6,240	3,646	1,392	5,038	1,202	814	785	1.75	1.74	1.68	1.68	115,552	103,104	29.19	3.10	26.09
	2	5,467	845	5,902	3,763	1,398	5,161	741	755	483	1.62	1.61	1.04	1.03	122,209	109,255	30.29	3.15	27.14
	3	5,660	869	6,847	3,932	1,435	5,367	1,480	831	1,017	1.78	1.77	2.17	2.16	137,840	124,215	34.10	4.83	29.27
	4	5,643	876	6,375	3,989	1,506	5,495	880	697	581	1.49	1.48	1.24	1.24	131,094	118,219	34.16	5.48	28.67
2013	1	5,184	833	6,208	3,521	1,326	4,847	1,361	790	892	1.69	1.69	1.91	1.90	120,538	107,400	33.34	4.23	29.10
	2	5,013	813	6,044	3,411	1,275	4,686	1,358	759	889	1.63	1.62	1.91	1.90	116,313	103,936	29.46	(.45)	29.91
	3	5,028	821	5,886	3,485	1,332	4,817	1,069	687	702	1.48	1.47	1.51	1.50	119,918	106,712	31.47	.29	31.19
	4	4,910	826	5,801	3,396	1,377	4,773	1,028	651	675	1.41	1.40	1.46	1.45	121,307	108,459	31.82	2.23	29.59
2014	1	4,854	827	5,640	3,220	1,316	4,536	1,104	774	732	1.70	1.69	1.61	1.60	123,292	110,493	34.53	4.25	30.27
	2	4,888	843	5,838	3,293	1,307	4,600	1,238	757	810	1.67	1.66	1.79	1.78	127,871	114,734	38.76	6.41	32.35
	3	4,841	841	5,736	3,355	1,307	4,662	1,074	685	706	1.52	1.51	1.56	1.56	127,253	114,691	39.63	7.51	32.12
	4	<b>4,489</b>	<b>808</b>	<b>5,514</b>	<b>3,069</b>	<b>1,370</b>	<b>4,439</b>	<b>1,075</b>	<b>581</b>	<b>703</b>	<b>1.30</b>	<b>1.29</b>	<b>1.57</b>	<b>1.57</b>	<b>119,767</b>	<b>107,341</b>	<b>42.30</b>	<b>10.50</b>	<b>31.80</b>

\* See definition of operating earnings on cover page

Equity per share amounts have been adjusted for revised accounting guidance for quantifying financial statement misstatements on January 1, 2006

Aflac Group Insurance included starting 4th quarter 2009

Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs

**Aflac Incorporated and Subsidiaries**

**Percentage Increases and Selected Ratios**

	Premium Income	Net Investment Income	Total Revenues	Total Benefits & Claims	Operating Expenses	Pretax Earnings	Effective Tax Rate	Operating Earnings Per Share*	Operating Profit Margins**		Total Assets	Invested Assets	Equity Per Share	Adj. Debt to Cap.***
									Pretax	After-Tax				
2003	15.4 %	10.7 %	11.6 %	14.3 %	11.3 %	(2.0) %	35.8 %	23.5 %	12.8 %	8.2 %	13.1 %	12.5 %	4.9 %	24.5 %
2004	13.9	9.5	16.0	12.7	11.1	47.5	28.6	21.2	13.7	8.9	16.4	17.9	15.4	21.7
2005	6.1	5.8	8.1	4.8	7.3	25.5	33.4	13.9	14.0	9.2	(5.0)	(5.7)	5.7	18.8
2006	2.7	4.8	1.8	1.4	2.8	1.7	34.5	12.2	15.0	9.9	6.1	6.1	6.7	17.1
2007	5.4	7.5	5.3	3.0	8.2	10.4	34.6	14.7	16.1	10.5	10.0	9.8	6.8	15.6
2008	15.2	10.5	7.5	13.1	14.7	(23.4)	34.5	22.0	16.7	10.9	20.6	20.1	(21.3)	18.0
2009	11.2	7.3	10.3	7.7	13.8	16.8	33.0	21.6	17.7	11.7	6.0	6.8	26.2	22.3
2010	8.7	8.7	13.6	7.1	7.0	60.4	34.6	13.4	18.8	12.3	19.2	20.5	24.9	22.5
2011	12.7	9.1	6.9	13.6	8.0	(17.1)	34.3	14.0	19.0	12.4	16.0	17.3	23.7	21.8
2012	8.8	5.9	14.4	11.5	4.8	45.8	33.4	5.3	18.1	12.0	12.8	14.3	23.0	23.4
2013	(9.1)	(5.2)	(5.6)	(9.9)	(7.4)	11.9	34.4	(6.4)	18.7	12.3	(7.5)	(8.3)	(6.8)	24.3
<b>2014</b>	<b>(5.3)</b>	<b>.8</b>	<b>(5.1)</b>	<b>(6.3)</b>	<b>(.2)</b>	<b>(6.7)</b>	<b>34.3</b>	<b>(.3)</b>	<b>18.9</b>	<b>12.4</b>	<b>(1.3)</b>	<b>(1.0)</b>	<b>32.9</b>	<b>26.3</b>
2011 1	12.0	9.4	1.0	12.7	5.3	(39.0)	34.2	15.7	20.6	13.4	18.8	19.5	23.7	22.3
2011 2	14.4	7.9	2.2	14.8	9.8	(49.6)	38.3	15.7	19.3	12.6	16.5	16.9	20.8	22.2
2011 3	13.1	10.1	11.0	13.4	10.6	4.5	32.6	14.6	19.4	12.7	17.3	17.8	15.4	22.4
2011 4	11.3	8.9	12.9	13.4	6.4	23.9	34.6	9.8	16.9	11.0	16.0	17.3	23.7	21.8
2012 1	10.4	11.0	21.9	13.2	6.8	103.1	34.7	7.4	19.8	13.0	15.1	16.6	29.2	24.5
2012 2	10.3	7.8	16.0	13.7	4.8	67.0	34.8	3.9	18.3	11.9	15.9	17.5	23.5	22.4
2012 3	8.6	3.2	14.4	11.8	4.2	35.4	31.3	7.3	18.2	12.7	21.1	23.2	30.9	23.2
2012 4	6.0	2.0	6.6	7.8	3.4	7.0	33.9	2.1	16.2	10.6	12.8	14.3	23.0	23.4
2013 1	(3.6)	(5.6)	(.5)	(3.4)	(4.8)	13.3	34.5	(2.9)	19.9	13.1	4.3	4.2	14.2	22.9
2013 2	(8.3)	(3.8)	2.4	(9.4)	(8.7)	83.3	34.5	.6	19.8	13.0	(4.8)	(4.9)	(2.7)	23.9
2013 3	(11.2)	(5.6)	(14.0)	(11.4)	(7.2)	(27.8)	34.3	(16.9)	17.8	11.7	(13.0)	(14.1)	(7.7)	23.1
2013 4	(13.0)	(5.7)	(9.0)	(14.9)	(8.6)	16.9	34.4	(5.4)	17.2	11.3	(7.5)	(8.3)	(6.8)	24.3
2014 1	(6.4)	(.7)	(9.1)	(8.6)	(.7)	(18.9)	33.7	—	20.5	13.6	2.3	2.9	3.6	23.6
2014 2	(2.5)	3.8	(3.4)	(3.4)	2.3	(8.8)	34.5	2.5	20.1	13.2	9.9	10.4	31.6	22.8
2014 3	(3.7)	2.4	(2.5)	(3.7)	(1.9)	.6	34.3	2.7	18.3	12.0	6.1	7.5	25.9	22.9
2014 4	<b>(8.6)</b>	<b>(2.2)</b>	<b>(4.9)</b>	<b>(9.6)</b>	<b>(.4)</b>	<b>4.4</b>	<b>34.6</b>	<b>(7.9)</b>	<b>16.6</b>	<b>10.9</b>	<b>(1.3)</b>	<b>(1.0)</b>	<b>32.9</b>	<b>26.3</b>

\* Diluted basis. See definition of operating earnings on cover page

\*\* See definition of operating earnings on cover page

\*\*\* Adjusted capitalization is the sum of the debt plus shareholders' equity, excluding the unrealized gains and losses on investment securities and derivatives. The debt amount is the sum of the gross notes payable. Beginning in 3rd quarter of 2012, the debt has been adjusted for 50% of our subordinated debentures. The debt was also adjusted between 2nd quarter of 2013 and the 2nd quarter of 2014 for the portion of senior notes designated as pre-funding of 2014 maturities.

*Equity per share amounts have been adjusted for revised accounting guidance for quantifying financial statement misstatements on January 1, 2006*

*Aflac Group Insurance included starting 4th quarter 2009*

*Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs*

**Aflac Incorporated and Subsidiaries**

**Currency Impact on Operating Earnings Per Share**  
(Diluted Basis)

		Reported	Reported	QTD	YTD	EPS	EPS			Reported	Reported	QTD	YTD	EPS	EPS
		EPS*	Growth	Yen	Yen	Excl.	Growth			EPS*	Growth	Yen	Yen	Excl.	Growth
				Effect	Effect*	1 Yr. Yen	Ex. 1 Yr.					Effect	Effect*	1 Yr. Yen	Ex. 1 Yr.
						Impact*	Yen Impact							Impact*	Yen Impact
<b>2007</b>	<b>1</b>	\$ .82	13.9 %	(.01)	(.01)	\$ .83	15.3 %	<b>2011</b>	<b>1</b>	\$ 1.62	15.7 %	.10	.10	\$ 1.52	8.6 %
	<b>2</b>	.82	9.3	(.02)	(.03)	.84	12.0		<b>2</b>	1.55	15.7	.11	.21	1.44	7.5
	<b>3</b>	.85	18.1	–	(.03)	.85	18.1		<b>3</b>	1.65	14.6	.10	.31	1.55	7.6
	<b>4</b>	.78	18.2	.01	(.02)	.77	16.7		<b>4</b>	1.45	9.8	.05	.36	1.40	6.1
		<u>\$ 3.27</u>	<u>14.7 %</u>			<u>\$ 3.29</u>	<u>15.4 %</u>			<u>\$ 6.27</u>	<u>14.0 %</u>			<u>\$ 5.91</u>	<u>7.5 %</u>
<b>2008</b>	<b>1</b>	\$ .98	19.5 %	.05	.05	\$ .93	13.4 %	<b>2012</b>	<b>1</b>	\$ 1.74	7.4 %	.04	.04	\$ 1.70	4.9 %
	<b>2</b>	1.01	23.2	.08	.13	.93	13.4		<b>2</b>	1.61	3.9	.01	.06	1.60	3.2
	<b>3</b>	1.02	20.0	.04	.17	.98	15.3		<b>3</b>	1.77	7.3	–	.06	1.77	7.3
	<b>4</b>	.98	25.6	.07	.23	.91	16.7		<b>4</b>	1.48	2.1	(.04)	.01	1.52	4.8
		<u>\$ 3.99</u>	<u>22.0 %</u>			<u>\$ 3.76</u>	<u>15.0 %</u>			<u>\$ 6.60</u>	<u>5.3 %</u>			<u>\$ 6.59</u>	<u>5.1 %</u>
<b>2009</b>	<b>1</b>	\$ 1.22	24.5 %	.09	.09	\$ 1.13	15.3 %	<b>2013</b>	<b>1</b>	\$ 1.69	(2.9) %	(.15)	(.15)	\$ 1.84	5.7 %
	<b>2</b>	1.20	18.8	.05	.14	1.15	13.9		<b>2</b>	1.62	0.6	(.22)	(.37)	1.84	14.3
	<b>3</b>	1.25	22.5	.09	.23	1.16	13.7		<b>3</b>	1.47	(16.9)	(.21)	(.58)	1.68	(5.1)
	<b>4</b>	1.18	20.4	.03	.26	1.15	17.3		<b>4</b>	1.40	(5.4)	(.18)	(.76)	1.58	6.8
		<u>\$ 4.85</u>	<u>21.6 %</u>			<u>\$ 4.59</u>	<u>15.0 %</u>			<u>\$ 6.18</u>	<u>(6.4) %</u>			<u>\$ 6.94</u>	<u>5.2 %</u>
<b>2010</b>	<b>1</b>	\$ 1.40	14.8 %	.05	.05	\$ 1.35	10.7 %	<b>2014</b>	<b>1</b>	\$ 1.69	– %	(.10)	(.10)	\$ 1.79	5.9 %
	<b>2</b>	1.34	11.7	.02	.07	1.32	10.0		<b>2</b>	1.66	2.5	(.03)	(.13)	1.69	4.3
	<b>3</b>	1.44	15.2	.07	.14	1.37	9.6		<b>3</b>	1.51	2.7	(.04)	(.18)	1.55	5.4
	<b>4</b>	1.32	11.9	.05	.19	1.27	7.6		<b>4</b>	1.29	(7.9)	(.08)	(.26)	1.37	(2.1)
		<u>\$ 5.50</u>	<u>13.4 %</u>			<u>\$ 5.31</u>	<u>9.5 %</u>			<u>\$ 6.16</u>	<u>(0.3) %</u>			<u>\$ 6.42</u>	<u>3.9 %</u>

\* Addition of quarters may not equal annual amounts due to rounding

See Definition of operating earnings from cover page

Aflac Group Insurance included starting 4th quarter 2009

Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs

**Composition of Invested Assets**  
(In Millions)

	December 31,					
	2009	2010	2011	2012	2013	2014
<b>Debt Securities (1)</b>						
Fixed Maturities	\$ 62,520	\$ 76,326	\$ 91,014	\$ 106,814	\$ 100,147	\$ 92,048
Perpetual Securities	7,554	7,827	6,897	4,213	2,987	2,440
Residential Mortgage Backs	1,000	811	681	519	368	282
Commercial Mortgage Backs	129	127	110	23	24	26
Asset Backed	174	917	561	482	387	271
CDOs	497	5	-	-	-	-
Total debt securities	<u>71,874</u>	<u>86,013</u>	<u>99,263</u>	<u>112,051</u>	<u>103,913</u>	<u>95,067</u>
Equity Securities (1)	21	22	21	20	17	19
<b>Total Portfolio</b>	<u>\$ 71,895</u>	<u>\$ 86,035</u>	<u>\$ 99,284</u>	<u>\$ 112,071</u>	<u>\$ 103,930</u>	<u>\$ 95,086</u>

**Unrealized Gains (Losses) on Investment Securities**  
(In Millions)

	December 31,					
	2009	2010	2011	2012	2013	2014
<b>Available For Sale:</b> Gains	\$ 1,925	\$ 2,539	\$ 3,678	\$ 4,716	\$ 3,659	\$ 8,136
Losses	(3,065)	(2,600)	(1,918)	(784)	(2,136)	(710)
Total AFS	<u>\$ (1,140)</u>	<u>\$ (61)</u>	<u>\$ 1,760</u>	<u>\$ 3,932</u>	<u>\$ 1,523</u>	<u>\$ 7,426</u>
<b>Held to Maturity:</b> Gains	\$ 632	\$ 1,148	\$ 991	\$ 1,214	\$ 2,041	\$ 4,380
Losses	(1,491)	(763)	(1,618)	(798)	(610)	(124)
Total HTM	<u>\$ (859)</u>	<u>\$ 385</u>	<u>\$ (627)</u>	<u>\$ 416</u>	<u>\$ 1,431</u>	<u>\$ 4,256</u>

**Supplemental Investment Data by Segment**

	December 31,						3 Months Ended December 31,	
	2009	2010	2011	2012	2013	2014	2013	2014
<b>Aflac Japan:</b>								
Invested assets (in millions) (1)	¥ 5,984,151	¥ 6,417,206	¥ 7,180,568	¥ 8,870,864	¥ 9,986,250	¥ 10,240,112	¥ 9,986,250	¥ 10,240,112
Return on avg. invested assets (2)	3.65 %	3.48 %	3.18 %	2.89 %	2.86 %	2.80 %	2.80 %	2.84 %
Portfolio yield at end of period	3.77	3.56	3.29	2.87	2.80	2.83	2.80	2.83
Total new money yield	3.03	2.63	2.48	2.40	2.48	2.16	1.52	2.47
<b>Aflac U.S.:</b>								
Invested assets (in millions) (1)	\$ 7,696	\$ 8,778	\$ 9,035	\$ 10,629	\$ 11,564	\$ 12,660	\$ 11,564	\$ 12,660
Return on avg. invested assets (2)	6.66 %	6.37 %	6.41 %	6.25 %	5.70 %	5.46 %	5.50 %	5.25 %
Portfolio yield at end of period	7.17	6.92	6.72	6.28	6.05	5.89	6.05	5.89
New money yield	7.26	5.82	5.75	3.96	4.06	4.32	4.32	4.26

(1) At amortized cost

(2) Net of investment expenses, year-to-date number reflected on a quarterly average basis

**Aflac Incorporated and Subsidiaries**

**Top 20 Global Investment Positions**  
(In Millions)

December 31, 2014

No	Consolidated Corporate/Sovereign Exposure	Total Consolidated Book Value	% of Total Debt Securities	Book Value	% of Total Debt Securities	Seniority	Ratings		
							Moody's	S&P	Fitch
1	<b>JAPAN NATIONAL GOVERNMENT (1)</b>	\$ 37,021	38.94 %	\$ 37,021	38.94 %	Senior	A1	AA-	A+
2	<b>REPUBLIC OF SOUTH AFRICA</b>	498	.52	498	.52 %	Senior	Baa2	BBB-	BBB
3	<b>BANK OF AMERICA NA</b>	377	.40						
	Bank of America Corp.			207	.22	Senior	Baa2	A-	A
	Bank of America Corp.			166	.18	Lower Tier II	Baa3	BBB+	BBB+
	Bank of America NA			4	-	Senior	A2	A	A
4	<b>BANK OF TOKYO-MITSUBISHI UFJ LTD</b>	373	.39						
	BTMU Curacao Holdings NV			373	.39	Lower Tier II	A2	-	A-
5	<b>INVESTCORP SA</b>	357	.38						
	Investcorp Capital Limited			357	.38	Senior	Ba2	-	BB
6	<b>JP MORGAN CHASE &amp; CO</b>	336	.35						
	JPMorgan Chase & Co (including Bear Stearns Companies Inc)			295	.31	Senior	A3	A	A+
	JPMorgan Chase & Co (Bank One Corp)			17	.02	Lower Tier II	Baa1	A-	A
	JPMorgan Chase & Co (FNBC)			13	.01	Senior	Aa1	A+	-
	JPMorgan Chase & Co (NBD Bank)			11	.01	Lower Tier II	A2	A	A
7	<b>DEUTSCHE BANK AG</b>	332	.35						
	Deutsche Postbank AG			199	.21	Lower Tier II	Ba1	-	A-
	Deutsche Bank Capital Trust II			120	.13	Tier1	Ba3	BB	BBB-
	Deutsche BK CAP FDG Capital Trust I			13	.01	Tier1	Ba3	BB	BBB-
8	<b>SUMITOMO MITSUI FINANCIAL GROUP INC</b>	332	.35						
	Sumitomo Mitsui Banking Corporation (includes SMBC International Finance)			207	.22	Upper Tier II	A3	BBB+	-
	Sumitomo Mitsui Banking Corporation			83	.09	Lower Tier II	A2	A	-
	Sumitomo Mitsui Banking Corporation			42	.04	Upper Tier II	A3	BBB+	-
9	<b>NATIONAL GRID PLC</b>	332	.35						
	National Grid Gas PLC			166	.18	Senior	A3	A-	A
	National Grid Electricity Transmission PLC			166	.17	Senior	A3	A-	A
10	<b>TELECOM ITALIA SPA</b>	332	.35						
	Telecom Italia Finance SA			166	.18	Senior	Ba1	BB+	BBB-
	Olivetti Finance NV			166	.17	Senior	Ba1	BB+	BBB-
11	<b>CITIGROUP INC</b>	311	.33						
	Citigroup Inc (includes Citigroup Global Markets Holdings Inc)			249	.26	Senior	Baa2	A-	A
	Citigroup Inc (Citicorp)			61	.07	Senior	Baa2	A-	A
	Citigroup Inc (Citicorp)			1	-	Lower Tier II	Baa3	BBB+	A-
12	<b>BANOBRAS</b>	307	.32	307	.32	Senior	A3	BBB+	BBB+
13	<b>PETROLEOS MEXICANOS (PEMEX)</b>	300	.32						
	Pemex Proj FDG Master TR			249	.26	Senior	A3	BBB+	BBB+
	Premex Finance LTD			51	.06	Senior	A3	A-	A+
14	<b>OMAN, (SULTANATE OF)</b>	290	.31	290	.31	Senior	A1	A	-
15	<b>KONINKLIJKE AHOLD NV</b>	288	.30						
	Koninklijke Ahold NV			274	.28	Senior	Baa3	BBB	BBB
	Ahold USA Lease			14	.02	Senior	Baa3	BBB	-

**Aflac Incorporated and Subsidiaries**

**Top 20 Global Investment Positions**  
(In Millions)

**December 31, 2014**

No.	Consolidated Corporate/Sovereign Exposure	Total Consolidated Book Value	% of Total Debt & Perp Securities	Book Value	% of Total Debt & Perp Securities	Seniority	Ratings		
							Moody's	S&P	Fitch
<b>16</b>	<b>NORDEA BANK AB</b>	\$ 280	.29 %						
	Nordea Bank AB			\$ 213	.22 %	Tier1	Baa3	BBB	BBB+
	Nordea Bank Finland			66	.07	Upper Tier II	Baa2	-	-
	Nordea Bank AB			1	-	Senior	Aa3	AA-	AA-
<b>17</b>	<b>GERMAN AGENCY BANKS</b>	278	.29						
	Landwirtschaftliche Rentenbank			207	.22	Lower Tier II	Aaa	AAA	AAA
	KFW			71	.07	Senior	Aaa	AAA	AAA
<b>18</b>	<b>NAVIENT CORP</b>	278	.29	278	.29	Senior	Ba3	BB	BB
<b>19</b>	<b>AXA</b>	275	.29						
	AXA-UAP			224	.24	Upper Tier II	A3	BBB	BBB
	AXA			51	.05	CC FNB	A3	BBB	BBB
<b>20</b>	<b>DEUTSCHE TELEKOM AG</b>	270	.28						
	Deutsche Telekom AG			249	.26	Senior	Baa1	BBB+	BBB+
	Deutsche Telekom International Finance			21	.02	Senior	Baa1	BBB+	BBB+
	Subtotal	\$ 43,167	45.40 %	\$ 43,167	45.40 %				
	<b>TOTAL FIXED INCOME PORTFOLIO</b>	\$ 95,067	100.00 %	\$ 95,067	100.00 %				

(1) Japan Government Bonds (JGBs) or JGB-backed securities

\*\* If aggregated our total exposure under the Berkshire Hathaway family of companies would have placed it among our top 20 exposures.

However, we consider Berkshire Hathaway Energy company and Burlington Northern Santa Fe, LLC holdings distinct from those of the parent company and believe it appropriate to report them separately.

## Aflac Incorporated and Subsidiaries

### Credit Ratings on Debt and Perpetual Securities

(At Amortized Cost)

	December 31,					
	2009	2010	2011	2012	2013	2014
AAA	3.3 %	3.3 %	1.8 %	1.5 %	1.4 %	1.3 %
AA	34.6	35.7	39.1	46.2	46.7	5.7
A	39.6	36.0	29.7	22.8	23.4	64.1
BBB	15.6	18.8	23.6	24.8	24.4	25.0
BB or Lower	6.9	6.2	5.8	4.7	4.1	3.9
	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>

### Subordination Distribution of Debt Securities

(In Millions)

	December 31, 2013		December 31, 2014	
	Amortized Cost	% of Total	Amortized Cost	% of Total
Fixed maturities				
Senior notes	\$ 97,165	93.5 %	\$ 89,308	93.9 %
Subordinated securities:				
Lower Tier II	3,156	3.1	2,751	2.9
Tier I*	139	.1	131	.1
Surplus Notes	330	.3	301	.3
Trust Preferred - Non-banks	85	.1	85	.1
Other Subordinated - Non-banks	51	—	51	.1
Total fixed maturities	<u>3,761</u>	<u>3.6</u>	<u>3,319</u>	<u>3.5</u>
Perpetual securities				
Upper Tier II	1,920	1.9	1,554	1.6
Tier I	858	.8	703	.8
Other Subordinated - Non-banks	209	.2	183	.2
Total perpetual securities	<u>2,987</u>	<u>2.9</u>	<u>2,440</u>	<u>2.6</u>
Total	<u>\$ 103,913</u>	<u>100.0 %</u>	<u>\$ 95,067</u>	<u>100.0 %</u>

\* Includes Trust Preferred securities

Aflac Group Insurance included starting 4th quarter 2009



## Aflac Incorporated and Subsidiaries

### Below-Investment-Grade Holdings (1)

(In Millions)

	December 31, 2013				December 31, 2014			
	Par Value	Amortized Cost	Fair Value	Unrealized gains (losses)	Par Value	Amortized Cost	Fair Value	Unrealized gains (losses)
Deutsche Bank AG (2)	\$ *	*	*	*	\$ 378	\$ 332	\$ 354	\$ 22
Investcorp Capital Limited	401	401	327	(74)	357	357	332	(25)
Telecom Italia SpA	380	380	328	(52)	332	332	352	20
Commerzbank AG (includes Dresdner Bank)	380	244	336	92	332	213	327	114
Republic of Tunisia	446	275	284	9	307	185	219	34
Navient Corp (formerly SLM Corp)	314	314	227	(87)	278	278	178	(100)
UPM-Kymmene	294	294	233	(61)	257	257	251	(6)
KLM Royal Dutch Airlines(2)	285	209	209	–	249	183	231	48
Barclays Bank PLC(2)	64	47	62	15	228	148	225	77
Bank of Ireland	190	190	134	(56)	166	166	125	(41)
Generalitat de Catalunya	171	63	113	50	149	55	129	74
Energias de Portugal SA (EDP)	137	135	142	7	118	116	124	8
Kommunalkredit Austria	*	*	*	*	108	84	88	4
IKB Deutsche Industriebank AG	123	55	55	–	108	46	70	24
Societe Generale(2)	237	212	198	(14)	83	61	67	6
Alcoa Inc.	*	*	*	*	76	77	102	25
Tokyo Electric Power Co.,Inc.	163	164	166	2	25	25	26	1
Israel Electric Corporation Limited	417	316	316	–	*	*	*	*
Redes Energeticas Nacionais SGPS,S.A. (REN)	95	95	89	(6)	*	*	*	*
Sparebanken Vest(2)	60	60	52	(8)	–	–	–	–
Other Issuers (below \$50M in Par Value) (3)	367	359	354	(5)	336	353	368	15
	<u>\$ 4,524</u>	<u>\$ 3,813</u>	<u>\$ 3,625</u>	<u>\$ (188)</u>	<u>\$ 3,887</u>	<u>\$ 3,268</u>	<u>\$ 3,568</u>	<u>\$ 300</u>

\* Investment grade at respective reporting date

(1) Does not include senior secured bank loans in an externally managed portfolio that were below investment grade when initially purchased

(2) Includes perpetual security

(3) Includes 15 issuers in 2013 and 17 issuers in 2014

**Statements of Earnings**  
 (Before Management Fee)  
 (Unaudited GAAP)  
 (In Millions)

	<u>Years Ended December 31,</u>					<u>3 Months Ended December 31,</u>			<u>12 Months Ended December 31</u>		
	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2013</u>	<u>2014</u>	<u>%</u> <u>Change</u>	<u>2013</u>	<u>2014</u>	<u>%</u> <u>Change</u>
<b>Revenues:</b>											
Net premiums	\$ 4,444	\$ 4,586	\$ 4,743	\$ 4,996	\$ 5,153	\$ 1,285	\$ 1,301	1.2 %	\$ 5,153	\$ 5,211	1.1 %
Net investment income	499	549	588	613	632	159	161	1.8	632	645	2.1
Other income and realized foreign currency translations	10	11	10	19	6	2	1		6	3	
Total revenues	<u>4,953</u>	<u>5,146</u>	<u>5,341</u>	<u>5,628</u>	<u>5,791</u>	<u>1,446</u>	<u>1,463</u>	1.2	<u>5,791</u>	<u>5,859</u>	1.2
<b>Benefits and expenses:</b>											
Incurred claims	2,225	2,268	2,308	2,386	2,466	644	624	(3.0)	2,466	2,478	.5
Increase in future policy benefits	336	286	405	448	423	117	113	(4.4)	423	375	(11.6)
Amortization of deferred policy acquisition costs	419	395	383	400	433	112	109	(2.5)	433	459	6.1
General operating expenses	<u>1,197</u>	<u>1,275</u>	<u>1,341</u>	<u>1,397</u>	<u>1,431</u>	<u>368</u>	<u>416</u>	13.5	<u>1,431</u>	<u>1,474</u>	3.1
Total benefits and expenses	<u>4,177</u>	<u>4,224</u>	<u>4,437</u>	<u>4,631</u>	<u>4,753</u>	<u>1,241</u>	<u>1,262</u>	1.8	<u>4,753</u>	<u>4,786</u>	.7
Pretax operating earnings	<u>\$ 776</u>	<u>\$ 922</u>	<u>\$ 904</u>	<u>\$ 997</u>	<u>\$ 1,038</u>	<u>\$ 205</u>	<u>\$ 201</u>	<u>(2.2) %</u>	<u>\$ 1,038</u>	<u>\$ 1,073</u>	<u>3.3 %</u>
Realized capital gains (losses), net of taxes	<u>(98)</u>	<u>(46)</u>	<u>34</u>	<u>44</u>	<u>4</u>	<u>7</u>	<u>5</u>		<u>4</u>	<u>(23)</u>	

*Aflac Group Insurance included starting 4th quarter 2009*

*Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs*

**Balance Sheets**  
(Unaudited GAAP)  
(In Millions)

	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>
<b>Assets:</b>						
Investments and cash	\$ 8,364	\$ 9,553	\$ 10,450	\$ 12,420	\$ 12,221	\$ 14,311
Receivables, principally premiums, net	379	390	394	428	466	517
Accrued investment income	123	145	162	170	171	176
Deferred policy acquisition costs	2,687	2,549	2,687	2,857	2,979	3,062
Other assets	226	237	249	247	275	317
	<u>226</u>	<u>237</u>	<u>249</u>	<u>247</u>	<u>275</u>	<u>317</u>
Total assets	\$ <u>11,779</u>	\$ <u>12,874</u>	\$ <u>13,942</u>	\$ <u>16,122</u>	\$ <u>16,112</u>	\$ <u>18,383</u>
<b>Liabilities and Shareholders' Equity:</b>						
Future policy benefits	\$ 5,779	\$ 6,078	\$ 6,483	\$ 6,931	\$ 7,354	\$ 7,728
Policy and contract claims	1,023	1,126	1,195	1,278	1,421	1,511
Unearned premium	108	127	128	125	122	117
Other policyholder funds	277	201	200	200	201	—
Deferred income taxes	487	383	204	1,238	617	585
Other liabilities	649	945	879	983	1,083	1,353
Shareholders' equity	3,456	4,014	4,853	5,367	5,314	7,089
	<u>3,456</u>	<u>4,014</u>	<u>4,853</u>	<u>5,367</u>	<u>5,314</u>	<u>7,089</u>
Total liabilities & shareholders' equity	\$ <u>11,779</u>	\$ <u>12,874</u>	\$ <u>13,942</u>	\$ <u>16,122</u>	\$ <u>16,112</u>	\$ <u>18,383</u>

*Aflac Group Insurance included starting 4th quarter 2009*

*Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs*

**Quarterly Statements of Earnings and Percentage Changes**

(Unaudited GAAP – Restated to conform to current classifications)

(In Millions)

		<b>Earned</b>	<b>%</b>	<b>Net</b>	<b>%</b>	<b>Total</b>	<b>%</b>	<b>Total</b>	<b>%</b>	<b>Amort.</b>	<b>%</b>	<b>General</b>	<b>%</b>	<b>Total</b>	<b>%</b>	<b>Pretax</b>	<b>%</b>
		<b>Prem.</b>	<b>Change</b>	<b>Invest.</b>	<b>Change</b>	<b>Rev.</b>	<b>Change</b>	<b>Ben.</b>	<b>Change</b>		<b>Change</b>	<b>Oper.</b>	<b>Change</b>	<b>Oper.</b>	<b>Change</b>	<b>Oper.</b>	<b>Change</b>
				<b>Income</b>								<b>Exp.</b>		<b>Exp.</b>		<b>Earn.</b>	
2007	1	961	10.9	122	10.3	1,085	10.7	572	9.3	80	7.4	264	12.1	344	11.0	169	15.4
	2	972	10.7	124	8.4	1,099	10.6	584	10.8	79	11.8	265	7.6	344	8.5	171	14.1
	3	993	10.7	127	5.4	1,122	10.0	596	9.3	76	12.1	268	9.3	344	9.9	182	12.3
	4	1,010	10.9	127	6.2	1,140	10.4	599	4.4	88	14.3	283	11.1	371	11.8	170	34.2
2008	1	1,050	9.3	123	1.3	1,176	8.4	616	7.8	95	18.4	274	3.8	369	7.2	191	12.6
	2	1,064	9.5	125	.1	1,191	8.4	628	7.6	85	8.2	288	8.5	373	8.4	190	11.1
	3	1,078	8.5	129	1.7	1,209	7.8	637	6.9	88	16.4	280	4.4	368	7.0	204	11.9
	4	1,080	7.0	128	.7	1,211	6.2	645	7.7	102	15.7	304	7.1	406	9.1	160	(5.5)
2009	1	1,103	5.0	125	1.4	1,230	4.7	609	(1.1)	126	32.8	291	6.1	417	13.0	204	7.2
	2	1,094	2.8	127	1.8	1,223	2.7	631	.4	104	21.9	290	1.1	394	5.8	198	4.0
	3	1,110	3.0	123	(4.4)	1,236	2.2	642	.8	93	5.4	285	1.9	378	2.7	216	5.7
	4	1,136	5.2	124	(3.1)	1,264	4.3	680	5.3	96	(6.0)	330	8.7	426	5.0	158	(1.5)
2010	1	1,142	3.5	132	5.6	1,276	3.7	580	(4.7)	125	(1.3)	325	12.1	450	8.0	245	20.0
	2	1,147	4.9	135	6.1	1,285	5.1	655	3.8	82	(20.5)	323	10.8	405	2.6	225	13.9
	3	1,150	3.6	138	11.9	1,290	4.4	668	4.1	89	(4.6)	307	7.6	396	4.6	226	4.8
	4	1,148	1.0	144	16.1	1,295	2.5	649	(4.5)	100	3.8	320	(3.0)	420	(1.5)	226	42.9
2011	1	1,169	2.5	144	8.8	1,316	3.1	642	10.6	107	(14.1)	316	(3.1)	423	(6.1)	251	2.4
	2	1,186	3.4	148	9.7	1,337	4.0	676	3.2	89	8.0	329	2.0	418	3.2	243	7.8
	3	1,192	3.7	147	7.1	1,342	4.0	704	5.4	91	2.6	332	8.2	423	6.9	214	(5.2)
	4	1,195	4.1	149	3.4	1,347	4.0	690	6.3	96	(3.3)	365	13.9	461	9.8	196	(13.1)
2012	1	1,231	5.2	152	5.5	1,385	5.2	678	5.6	110	2.3	326	3.1	436	2.9	271	8.1
	2	1,251	5.5	153	3.6	1,406	5.2	719	6.3	92	3.6	337	2.6	429	2.9	258	6.3
	3	1,254	5.2	153	3.5	1,412	5.2	712	1.1	101	10.8	339	1.9	440	3.8	260	21.5
	4	1,261	5.5	156	4.4	1,425	5.8	724	4.9	98	1.7	395	8.4	493	7.0	208	5.9
2013	1	1,280	4.0	157	3.4	1,438	3.9	691	1.8	120	9.5	346	6.5	466	7.3	281	3.6
	2	1,295	3.5	158	3.1	1,454	3.4	714	(.7)	98	6.4	359	6.4	457	6.4	283	9.9
	3	1,293	3.1	159	4.2	1,453	2.9	724	1.6	103	2.1	357	5.6	460	4.8	269	3.3
	4	1,285	2.0	159	2.0	1,446	1.4	761	5.2	112	14.5	368	(7.1)	480	(2.8)	205	(1.3)
2014	1	1,294	1.1	161	2.5	1,455	1.2	686	(.7)	130	8.4	336	(3.1)	466	(.1)	303	7.9
	2	1,311	1.2	161	2.5	1,473	1.3	708	(.8)	108	9.6	357	(.4)	465	1.7	300	5.7
	3	1,306	1.1	162	1.6	1,468	1.0	722	(.3)	112	9.3	365	1.7	477	3.4	269	.3
	4	<b>1,301</b>	<b>1.2</b>	<b>161</b>	<b>1.8</b>	<b>1,463</b>	<b>1.2</b>	<b>737</b>	<b>(3.2)</b>	<b>109</b>	<b>(2.5)</b>	<b>416</b>	<b>13.5</b>	<b>525</b>	<b>9.8</b>	<b>201</b>	<b>(2.2)</b>

*Aflac Group Insurance included starting 4th quarter 2009*

*Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs*

**Operating Ratios**  
(Before Management Fee)

	<b>Period</b>	<b>Premium Persistency Rate *</b>	<b>Incurred Claims/ Total Rev.</b>	<b>Incurred Claims/ Premium</b>	<b>Tot. Ben./ Total Revenues</b>	<b>Tot. Ben./ Premium</b>	<b>Amort./ Premium</b>	<b>Tot. Oper. Expenses/ Total Rev.</b>	<b>Combined Ratio/ Total Rev.</b>	<b>Pretax Profit Margin</b>
	2003	74.0 %	42.2 %	48.3 %	53.5 %	61.1 %	8.1 %	31.5 %	85.0 %	15.0 %
	2004	73.7	42.6	48.5	54.0	61.4	8.4	31.1	85.1	14.9
	2005	74.4	42.6	48.2	54.2	61.3	8.0	31.5	85.7	14.3
	2006	73.9	38.7	43.8	53.9	61.0	8.2	31.6	85.5	14.5
	2007	73.9	40.1	45.3	52.9	59.7	8.2	31.5	84.4	15.6
	2008	73.2	42.7	47.8	52.8	59.1	8.7	31.6	84.4	15.6
	2009	72.2	44.9	50.1	51.7	57.7	9.4	32.6	84.3	15.7
	2010	73.6	44.1	49.5	49.6	55.7	8.6	32.5	82.1	17.9
	2011	76.2	43.2	48.7	50.8	57.2	8.1	32.3	83.1	16.9
	2012	77.1	42.4	47.8	50.3	56.7	8.0	32.0	82.3	17.7
	2013	76.8	42.6	47.9	49.9	56.1	8.4	32.2	82.1	17.9
	<b>2014</b>	<b>77.2</b>	<b>42.3</b>	<b>47.6</b>	<b>48.7</b>	<b>54.7</b>	<b>8.8</b>	<b>33.0</b>	<b>81.7</b>	<b>18.3</b>
2011	1	73.0	42.9	48.3	48.8	54.9	9.2	32.1	80.9	19.1
	2	75.2	42.3	47.7	50.6	57.0	7.5	31.3	81.9	18.1
	3	75.9	45.0	50.7	52.5	59.1	7.6	31.5	84.0	16.0
	4	76.2	42.6	48.0	51.2	57.7	8.0	34.2	85.4	14.6
2012	1	74.7	42.8	48.2	49.0	55.1	8.9	31.4	80.4	19.6
	2	76.6	42.6	47.9	51.1	57.5	7.4	30.6	81.7	18.3
	3	76.9	42.5	47.9	50.4	56.8	8.0	31.2	81.6	18.4
	4	77.1	41.6	47.1	50.8	57.4	7.8	34.6	85.4	14.6
2013	1	74.7	42.3	47.6	48.0	54.0	9.4	32.5	80.5	19.5
	2	76.3	41.1	46.2	49.1	55.1	7.6	31.4	80.5	19.5
	3	76.7	42.4	47.6	49.8	56.0	7.9	31.7	81.5	18.5
	4	76.8	44.5	50.1	52.7	59.2	8.7	33.1	85.8	14.2
2014	1	73.8	42.1	47.3	47.1	53.0	10.1	32.1	79.2	20.8
	2	76.4	41.5	46.7	48.1	54.1	8.2	31.6	79.7	20.3
	3	76.8	42.9	48.2	49.2	55.2	8.6	32.4	81.6	18.4
	<b>4</b>	<b>77.2</b>	<b>42.7</b>	<b>48.0</b>	<b>50.4</b>	<b>56.6</b>	<b>8.4</b>	<b>35.9</b>	<b>86.3</b>	<b>13.7</b>

\*Premium persistency rate excludes Aflac Group Insurance

Aflac Group Insurance included starting 4th quarter 2009

Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs

**Aflac U.S. Sales Results**  
(In Millions)

	<b>Period</b>	<b>Annl. Prem. In Force</b>	<b>% Change</b>	<b>New Annl. Prem.</b>	<b>% Change</b>	<b>Convers. Prem.</b>	<b>Total New Prem.</b>	<b>% Change</b>
	2003	\$ 3,043	13.8 %	\$ 1,111	4.9 %	\$ 17	\$ 1,128	5.4 %
	2004	3,374	10.9	1,156	4.0	30	1,186	5.1
	2005	3,711	10.0	1,235	6.8	24	1,259	6.1
	2006	4,101	10.5	1,395	13.0	28	1,423	13.1
	2007	4,510	10.0	1,522	9.1	36	1,558	9.5
	2008	4,789	6.2	1,518	(.2)	33	1,551	(.4)
	2009	4,956	3.5	1,426	(6.1)	27	1,453	(6.4)
	2010	4,973	.3	1,357	(4.9)	25	1,382	(4.9)
	2011	5,188	4.3	1,453	7.1	23	1,476	6.8
	2012	5,451	5.1	1,468	1.0	20	1,488	.8
	2013	5,570	2.2	1,407	(4.2)	17	1,424	(4.3)
	<b>2014</b>	<b>5,668</b>	<b>1.8</b>	<b>1,415</b>	<b>.5</b>	<b>18</b>	<b>1,433</b>	<b>.7</b>
2010	1	4,868	2.8	309	(10.3)	7	316	(10.0)
	2	4,887	3.1	327	(2.8)	6	333	(2.4)
	3	4,897	2.6	319	(5.3)	5	324	(5.3)
	4	4,973	.3	401	(1.8)	8	409	(2.3)
2011	1	4,981	2.3	329	6.2	7	336	6.3
	2	5,038	3.1	348	6.4	5	353	5.9
	3	5,085	3.8	336	5.3	4	340	5.0
	4	5,188	4.3	440	9.8	7	447	9.3
2012	1	5,237	5.2	345	5.1	6	351	4.5
	2	5,295	5.1	354	1.6	5	359	1.5
	3	5,324	4.7	331	(1.4)	4	335	(1.5)
	4	5,451	5.1	438	(.6)	6	444	(.7)
2013	1	5,427	3.6	328	(5.0)	4	332	(5.2)
	2	5,484	3.6	359	1.5	5	364	1.4
	3	5,494	3.2	327	(1.4)	3	330	(1.5)
	4	5,570	2.2	393	(10.3)	4	397	(10.4)
2014	1	5,506	1.4	314	(4.5)	4	318	(4.4)
	2	5,537	1.0	331	(8.1)	3	334	(8.2)
	3	5,525	.6	324	(.8)	4	328	(.6)
	<b>4</b>	<b>5,668</b>	<b>1.8</b>	<b>447</b>	<b>13.7</b>	<b>7</b>	<b>454</b>	<b>14.1</b>

*Aflac Group Insurance included starting 4th quarter 2009*

**Aflac U.S. Product Mix**  
(New Annualized Premium Sales, in Millions)

	Income-Loss Protection				Asset-Loss Protection				Supplemental Medical				Other	% of Total
	STD	% of Total	Life	% of Total	Accident	% of Total	Critical Care*	% of Total	Hospital Indemnity	% of Total	Dental/Vision	% of Total		
2007	\$ 300	19.2 %	\$ 85	5.5 %	\$ 492	31.6 %	\$ 360	23.1 %	\$ 212	13.6 %	\$ 106	6.8 %	\$ 3	.2 %
2008	283	18.3	96	6.2	471	30.3	361	23.3	241	15.5	97	6.3	2	.1
2009	257	17.7	91	6.3	436	30.0	329	22.6	254	17.5	83	5.7	4	.2
2010	236	17.1	83	6.0	421	30.4	320	23.2	246	17.8	76	5.5	1	—
2011	266	18.0	83	5.7	443	30.0	356	24.1	232	15.7	96	6.5	—	—
2012	301	20.3	81	5.4	439	29.5	344	23.1	227	15.3	90	6.1	6	.3
2013	302	21.2	75	5.3	388	27.3	296	20.8	240	16.9	89	6.2	34	2.3
<b>2014</b>	<b>320</b>	<b>22.4</b>	<b>83</b>	<b>5.8</b>	<b>403</b>	<b>28.1</b>	<b>307</b>	<b>21.4</b>	<b>235</b>	<b>16.4</b>	<b>85</b>	<b>5.9</b>	<b>—</b>	<b>—</b>
2012 1	70	20.0	21	5.9	103	29.4	83	23.7	52	14.7	22	6.3	—	—
2	73	20.3	20	5.6	109	30.3	79	22.1	55	15.3	23	6.4	—	—
3	69	20.5	19	5.7	101	30.2	73	21.9	51	15.3	22	6.4	—	—
4	90	20.2	21	4.8	126	28.4	108	24.4	70	15.7	23	5.2	6	1.3
2013 1	71	21.3	18	5.4	90	27.2	69	20.8	53	16.0	21	6.4	10	2.9
2	76	20.9	19	5.3	98	26.9	71	19.5	62	17.2	24	6.5	14	3.7
3	70	21.1	18	5.5	92	27.9	65	19.7	53	16.2	22	6.6	10	3.0
4	86	21.5	20	5.0	108	27.2	91	22.8	71	17.8	21	5.4	—	.3
2014 1	69	21.6	20	6.2	89	27.9	67	21.1	53	16.8	20	6.4	—	—
2	75	22.4	21	6.3	93	27.8	68	20.3	55	16.5	22	6.7	—	—
3	76	23.1	20	6.0	95	29.1	66	20.1	50	15.3	21	6.4	—	—
4	<b>101</b>	<b>22.3</b>	<b>22</b>	<b>4.9</b>	<b>126</b>	<b>27.8</b>	<b>107</b>	<b>23.5</b>	<b>76</b>	<b>16.8</b>	<b>22</b>	<b>4.7</b>	<b>—</b>	<b>—</b>

**Aflac U.S. Sales Force Data**

	Recruited	%	Licensed	%	Weekly	%	Monthly	%
	Agents	Increase	Sales Associates	Increase	Average Producers	Increase	Average Producers	Increase
2006	26,108	7.8 %	68,394	8.5 %	10,330	6.4 %	44,482	6.3 %
2007	24,247	(7.1)	71,258	4.2	10,945	6.0	46,818	5.3
2008	25,755	6.2	74,390	4.4	11,232	2.6	48,402	3.4
2009	28,482	10.6	75,315	1.2	11,145	(.8)	48,292	(.2)
2010	22,167	(22.2)	72,535	(3.7)	10,410	(6.6)	45,113	(6.6)
2011	24,495	10.5	74,802	3.1	10,427	.2	45,188	.2
2012	24,955	1.9	76,462	2.2	10,197	(2.2)	44,398	(1.7)
2013	22,041	(11.7)	76,305	(0.2)	9,577	(6.1)	41,505	(6.1)
<b>2014</b>	<b>21,799</b>	<b>(1.1)</b>	<b>70,828</b>	<b>(7.2)</b>	<b>9,340</b>	<b>(2.5)</b>	<b>40,476</b>	<b>(2.5)</b>
2013 1	5,434	(18.9)	75,919	(.5)	9,507	(6.7)	41,200	(6.7)
2	6,307	(1.2)	76,244	(.8)	9,759	(5.1)	42,291	(5.1)
3	5,317	(12.7)	75,895	(.9)	9,253	(5.6)	40,100	(5.6)
4	4,983	(13.8)	76,305	(.2)	9,791	(6.9)	42,430	(6.9)
2014 1	5,599	3.0	73,331	(3.4)	9,024	(5.1)	39,110	(5.1)
2	6,051	(4.1)	74,388	(2.4)	9,353	(4.2)	40,531	(4.2)
3	5,529	4.0	74,604	(1.7)	9,130	(1.3)	39,564	(1.3)
4	<b>4,620</b>	<b>(7.3)</b>	<b>70,828</b>	<b>(7.2)</b>	<b>9,854</b>	<b>.7</b>	<b>42,700</b>	<b>.6</b>

\* Includes cancer, critical illness, and hospital intensive care products

Aflac Group Insurance included starting 4th quarter 2009

**Statements of Earnings**  
(Unaudited GAAP – Yen in Millions)  
(Before Management Fee)

	Years Ended December 31,					3 Months Ended December 31,			12 Months Ended December 31		
	2009	2010	2011	2012	2013	2013	2014	%	2013	2014	%
<b>Revenues:</b>											
Net premiums	¥ 1,137,958	¥ 1,181,389	¥ 1,245,361	¥ 1,368,480	¥ 1,461,132	¥ 363,808	¥ 364,488	.2 %	¥ 1,461,132	¥ 1,462,960	.1 %
Net investment income:											
Yen denominated	141,029	144,220	143,468	151,738	145,931	36,624	38,075	4.0	145,931	150,869	3.4
US\$ denominated	70,700	70,845	70,697	75,471	112,831	30,127	35,547	18.0	112,831	130,543	15.7
Total investment income	211,729	215,065	214,165	227,209	258,762	66,751	73,622	10.3	258,762	281,412	8.8
Other income and realized foreign currency translations	4,059	3,116	3,615	4,603	5,322	989	791		5,322	3,383	
Total revenues	<u>1,353,746</u>	<u>1,399,570</u>	<u>1,463,141</u>	<u>1,600,292</u>	<u>1,725,216</u>	<u>431,548</u>	<u>438,901</u>	1.7	<u>1,725,216</u>	<u>1,747,755</u>	1.3
<b>Benefits and expenses:</b>											
Incurred claims	589,194	588,228	601,114	636,166	638,575	157,237	153,500	(2.4)	638,575	630,077	(1.3)
Increase in future policy benefits	228,281	248,412	278,685	361,043	426,600	107,082	112,812	5.4	426,600	434,224	1.8
Amortization of deferred policy acquisition costs	48,814	49,468	51,863	57,168	62,623	17,280	18,034	4.4	62,623	68,550	9.5
General operating expenses	225,709	227,501	226,132	234,371	243,559	64,221	66,462	3.5	243,559	250,244	2.7
Total benefits and expenses	<u>1,091,998</u>	<u>1,113,609</u>	<u>1,157,794</u>	<u>1,288,748</u>	<u>1,371,357</u>	<u>345,820</u>	<u>350,808</u>	1.4	<u>1,371,357</u>	<u>1,383,095</u>	.9
 Pretax operating earnings	¥ <u>261,748</u>	¥ <u>285,961</u>	¥ <u>305,347</u>	¥ <u>311,544</u>	¥ <u>353,859</u>	¥ <u>85,728</u>	¥ <u>88,093</u>	2.8 %	¥ <u>353,859</u>	¥ <u>364,660</u>	3.1 %
 Realized capital gains (losses), net of taxes	<u>(64,133)</u>	<u>(16,946)</u>	<u>(81,921)</u>	<u>(34,236)</u>	6,956	<u>(6,746)</u>	<u>(6,068)</u>		6,956	<u>(7,535)</u>	

*Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs*



**Statements of Earnings**  
(Unaudited GAAP – Dollars in Millions)  
(Before Management Fee)

	Years Ended December 31,					3 Months Ended December 31,			12 Months Ended December 31		
	2009	2010	2011	2012	2013	2013	2014	%	2013	2014	%
<b>Revenues:</b>											
Net premiums	\$ 12,178	\$ 13,487	\$ 15,619	\$ 17,151	\$ 14,982	\$ 3,625	\$ 3,189	(12.0) %	\$ 14,982	\$ 13,861	(7.5) %
Net investment income											
Yen denominated	1,510	1,645	1,799	1,902	1,497	365	333	(8.7)	1,497	1,429	(4.6)
US\$ denominated	<u>755</u>	<u>808</u>	<u>889</u>	<u>943</u>	<u>1,154</u>	<u>300</u>	<u>310</u>	3.6	<u>1,154</u>	<u>1,233</u>	6.9
Total investment income	2,265	2,453	2,688	2,845	2,651	665	643	(3.2)	2,651	2,662	.4
Other income and realized foreign currency translations	<u>43</u>	<u>37</u>	<u>46</u>	<u>57</u>	<u>55</u>	<u>8</u>	<u>7</u>		<u>55</u>	<u>32</u>	
Total revenues	<u>14,486</u>	<u>15,977</u>	<u>18,353</u>	<u>20,053</u>	<u>17,688</u>	<u>4,298</u>	<u>3,839</u>	(10.7)	<u>17,688</u>	<u>16,555</u>	(6.4)
<b>Benefits and expenses:</b>											
Incurred claims	6,296	6,709	7,534	7,973	6,553	1,568	1,346	(14.2)	6,553	5,977	(8.8)
Increase in future policy benefits	2,450	2,844	3,503	4,523	4,371	1,066	985	(7.6)	4,371	4,107	(6.0)
Amortization of deferred policy acquisition costs	523	563	650	716	641	172	158	(8.3)	641	649	1.1
Operating expenses	<u>2,417</u>	<u>2,601</u>	<u>2,837</u>	<u>2,937</u>	<u>2,495</u>	<u>639</u>	<u>580</u>	(9.3)	<u>2,495</u>	<u>2,364</u>	(5.2)
Total benefits and expenses	<u>11,686</u>	<u>12,717</u>	<u>14,524</u>	<u>16,149</u>	<u>14,060</u>	<u>3,445</u>	<u>3,069</u>	(10.9)	<u>14,060</u>	<u>13,097</u>	(6.8)
Pretax operating earnings	\$ <u>2,800</u>	\$ <u>3,260</u>	\$ <u>3,829</u>	\$ <u>3,904</u>	\$ <u>3,628</u>	\$ <u>853</u>	\$ <u>770</u>	(9.7) %	\$ <u>3,628</u>	\$ <u>3,458</u>	(4.7) %
Realized capital gains (losses), net of taxes	<u>(690)</u>	<u>(228)</u>	<u>(1,043)</u>	<u>(372)</u>	<u>90</u>	<u>(62)</u>	<u>(25)</u>		<u>90</u>	<u>(27)</u>	

*Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs*

**Balance Sheets**  
(Unaudited GAAP – Yen in Millions)

	December 31,					
	2009	2010	2011	2012	2013	2014
<b>Assets:</b>						
Investments and cash	¥ 5,915,236	¥ 6,346,113	¥ 7,190,297	¥ 9,070,942	¥ 9,956,712	¥ <b>10,957,847</b>
Receivables, principally premiums, net	36,566	23,876	23,985	48,978	77,023	<b>46,498</b>
Accrued investment income	48,229	48,160	49,550	57,900	65,595	<b>70,342</b>
Deferred policy acquisition costs	538,430	520,682	552,104	588,831	613,229	<b>628,175</b>
Other assets	59,467	109,003	89,625	75,618	139,790	<b>174,330</b>
 Total assets	 ¥ 6,597,928	 ¥ 7,047,834	 ¥ 7,905,561	 ¥ 9,842,269	 ¥ 10,852,349	 ¥ <b>11,877,192</b>
 <b>Liabilities and Shareholders' Equity:</b>						
Future policy benefits	¥ 5,131,769	¥ 5,380,182	¥ 5,658,866	¥ 6,019,908	¥ 6,510,973	¥ <b>6,981,769</b>
Policy and contract claims	206,913	211,268	216,618	238,612	246,868	<b>255,508</b>
Unearned premiums	75,377	230,014	497,744	1,019,848	1,108,717	<b>1,025,812</b>
Other policyholder funds	301,227	271,956	330,328	443,125	596,488	<b>726,899</b>
Income taxes (prim. deferred)	126,859	129,771	132,268	246,740	339,101	<b>522,342</b>
Other liabilities	130,168	126,952	187,216	696,680	750,833	<b>595,019</b>
Shareholders' equity	625,615	697,691	882,521	1,177,356	1,299,369	<b>1,769,843</b>
 Total liabilities & shareholders' equity	 ¥ 6,597,928	 ¥ 7,047,834	 ¥ 7,905,561	 ¥ 9,842,269	 ¥ 10,852,349	 ¥ <b>11,877,192</b>

*Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs*

**Balance Sheets**  
(Unaudited GAAP – Dollars in Millions)

	December 31,					
	2009	2010	2011	2012	2013	2014
<b>Assets:</b>						
Investments and cash	\$ 64,226	\$ 77,876	\$ 92,492	\$ 104,769	\$ 94,475	\$ 90,899
Receivables, principally premiums, net	397	293	309	566	731	386
Accrued investment income	524	591	637	669	622	584
Deferred policy acquisition costs	5,846	6,390	7,102	6,801	5,819	5,211
Other assets	646	1,337	1,152	873	1,326	1,445
 Total assets	 \$ 71,639	 \$ 86,487	 \$ 101,692	 \$ 113,678	 \$ 102,973	 \$ 98,525
 <b>Liabilities and Shareholders' Equity:</b>						
Future policy benefits	\$ 55,720	\$ 66,023	\$ 72,792	\$ 69,530	\$ 61,780	\$ 57,916
Policy and contract claims	2,247	2,593	2,786	2,756	2,342	2,120
Unearned premiums	818	2,823	6,403	11,779	10,520	8,509
Other policyholder liabilities	3,271	3,337	4,249	5,118	5,660	6,030
Income taxes (prim. deferred)	1,377	1,592	1,702	2,850	3,218	4,333
Other liabilities	1,413	1,557	2,408	8,047	7,124	4,936
Shareholders' equity	6,793	8,562	11,352	13,598	12,329	14,681
 Total liabilities & shareholders' equity	 \$ 71,639	 \$ 86,487	 \$ 101,692	 \$ 113,678	 \$ 102,973	 \$ 98,525

*Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs*

**Quarterly Statements of Earnings and Percentage Changes**  
(Unaudited GAAP – Yen in Millions)

		Earned		Net Investment		Total Revenues		Total Benefits		Amort.	General Operating Expense		Total Operating Expense		Pretax Oper. Earn.		
		Premiums	% Change	Income	% Change	Revenues	% Change	Benefits	% Change		Expense	% Change	Expense	% Change	Earn.	% Change	
2007	1	262,347	4.9	52,108	9.2	315,528	5.7	201,522	3.9	8,859	8.8	49,574	6.0	58,433	6.4	55,573	11.8
	2	264,454	4.3	53,427	10.6	319,057	5.5	203,130	3.4	9,166	9.7	51,104	5.9	60,270	6.5	55,657	12.6
	3	266,961	4.2	53,795	7.7	320,621	4.3	204,375	.7	8,841	9.1	52,298	6.8	61,139	7.1	55,107	16.7
	4	269,937	4.0	52,747	4.6	323,751	4.2	207,267	1.9	10,465	22.7	57,609	8.9	68,074	10.8	48,410	5.8
2008	1	271,920	3.6	52,187	.2	323,989	2.7	202,316	.4	10,132	14.4	53,320	7.6	63,452	8.6	58,221	4.8
	2	273,872	3.6	53,077	(.7)	328,427	2.9	203,421	.1	10,407	13.5	54,766	7.2	65,173	8.1	59,833	7.5
	3	276,489	3.6	54,254	.9	331,252	3.3	206,046	.8	10,034	13.5	54,486	4.2	64,520	5.5	60,686	10.1
	4	278,952	3.3	52,466	(.5)	331,065	2.3	210,398	1.5	11,059	5.7	55,561	(3.6)	66,620	(2.1)	54,047	11.6
2009	1	281,655	3.6	52,462	.5	334,769	3.3	206,007	1.8	11,656	15.0	53,493	.3	65,149	2.7	63,613	9.3
	2	282,289	3.1	52,981	(.2)	336,743	2.5	203,467	-	11,792	13.3	55,238	.9	67,030	2.8	66,246	10.7
	3	285,977	3.4	53,170	(2.0)	339,883	2.6	203,728	(1.1)	11,552	15.1	56,763	4.2	68,315	5.9	67,840	11.8
	4	288,037	3.3	53,116	1.2	342,351	3.4	204,273	(2.9)	13,814	24.9	60,214	8.4	74,028	11.1	64,050	18.5
2010	1	290,832	3.3	53,765	2.5	346,939	3.6	206,510	.2	12,280	5.4	54,273	1.5	66,553	2.2	73,876	16.1
	2	293,109	3.8	54,572	3.0	347,550	3.2	205,037	.8	12,120	2.8	57,487	4.1	69,607	3.8	72,906	10.1
	3	296,816	3.8	53,590	.8	350,806	3.2	209,097	2.6	11,922	3.2	56,111	(1.1)	68,033	(.4)	73,676	8.6
	4	300,632	4.4	53,138	-	354,274	3.5	215,996	5.7	13,146	(4.8)	59,628	(1.0)	72,774	(1.7)	65,504	2.3
2011	1	304,800	4.8	53,414	(.7)	359,857	3.7	212,407	2.9	12,689	3.3	54,608	.6	67,297	1.1	80,153	8.5
	2	308,057	5.1	51,837	(5.0)	360,322	3.7	215,205	5.0	13,233	9.2	56,402	(1.9)	69,635	-	75,482	3.5
	3	312,867	5.4	54,081	.9	367,526	4.8	219,113	4.8	13,444	12.8	55,704	(.7)	69,148	1.6	79,265	7.6
	4	319,637	6.3	54,833	3.2	375,435	6.0	233,074	7.9	12,497	(4.9)	59,418	(.4)	71,915	(1.2)	70,446	7.5
2012	1	328,595	7.8	58,055	8.7	387,957	7.8	235,015	10.6	14,085	11.0	56,114	2.8	70,199	4.3	82,743	3.2
	2	338,028	9.7	55,396	6.9	393,471	9.2	244,044	13.4	14,189	7.2	57,936	2.7	72,125	3.6	77,302	2.4
	3	346,351	10.7	56,073	3.7	404,150	10.0	253,137	15.5	14,193	5.6	58,650	5.3	72,843	5.3	78,170	(1.4)
	4	355,507	11.2	57,685	5.2	414,714	10.5	265,012	13.7	14,701	17.6	61,672	3.8	76,373	6.2	73,329	4.1
2013	1	360,685	9.8	62,272	7.3	425,429	9.7	261,264	11.2	15,122	7.4	57,452	2.4	72,574	3.4	91,591	10.7
	2	367,104	8.6	64,583	16.6	432,746	10.0	266,345	9.1	15,065	6.2	58,491	1.0	73,556	2.0	92,845	20.1
	3	369,535	6.7	65,156	16.2	435,493	7.8	273,248	7.9	15,156	6.8	63,395	8.1	78,551	7.8	83,694	7.1
	4	363,808	2.3	66,751	15.7	431,548	4.1	264,319	(.3)	17,280	17.5	64,221	4.1	81,501	6.7	85,728	16.9
2014	1	365,865	1.4	68,105	9.4	434,923	2.2	260,514	(.3)	16,899	11.8	61,710	7.4	78,609	8.3	95,800	4.6
	2	365,492	(.4)	69,440	7.5	435,766	.7	264,095	(.8)	17,129	13.7	59,805	2.2	76,934	4.6	94,737	2.0
	3	367,115	(.7)	70,244	7.8	438,165	.6	273,380	-	16,488	8.8	62,266	(1.8)	78,754	.3	86,031	2.8
	4	<b>364,488</b>	<b>.2</b>	<b>73,622</b>	<b>10.3</b>	<b>438,901</b>	<b>1.7</b>	<b>266,312</b>	<b>.8</b>	<b>18,034</b>	<b>4.4</b>	<b>66,462</b>	<b>3.5</b>	<b>84,496</b>	<b>3.7</b>	<b>88,093</b>	<b>2.8</b>

*Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs*

**Operating Ratios**  
(Before Management Fee)

<u>Period</u>	<u>Premium Persistence Rate</u>	<u>Incurred Claims/ Total Rev.</u>	<u>Incurred Claims/ Premium</u>	<u>Tot. Ben./ Total Revenues</u>	<u>Tot. Ben./ Premium</u>	<u>Amort./ Premium</u>	<u>Tot. Oper. Expenses/ Total Rev.</u>	<u>Combined Ratio/ Total Rev.</u>	<u>Pretax Profit Margin</u>	
2003	94.2 %	44.3 %	53.1 %	67.8 %	81.1 %	3.5 %	19.4 %	87.2 %	12.8 %	
2004	94.5	43.1	51.3	67.2	79.8	3.3	18.9	86.1	13.9	
2005	94.7	42.6	50.8	66.2	78.9	3.2	19.3	85.5	14.5	
2006	94.7	39.2	46.9	65.4	78.1	3.2	18.8	84.2	15.8	
2007	94.7	39.9	47.9	63.8	76.7	3.5	19.4	83.2	16.8	
2008	94.5	43.0	51.4	62.5	74.7	3.8	19.8	82.3	17.7	
2009	94.0	43.5	51.8	60.4	71.8	4.3	20.3	80.7	19.3	
2010	94.2	42.0	49.8	59.8	70.8	4.2	19.8	79.6	20.4	
2011	94.4	41.1	48.3	60.1	70.6	4.3	19.0	79.1	20.9	
2012	94.9	39.8	46.5	62.3	72.9	4.2	18.2	80.5	19.5	
2013	94.9	37.0	43.7	61.7	72.9	4.3	17.8	79.5	20.5	
<b>2014</b>	<b>94.7</b>	<b>36.1</b>	<b>43.1</b>	<b>60.9</b>	<b>72.7</b>	<b>4.7</b>	<b>18.2</b>	<b>79.1</b>	<b>20.9</b>	
2011	1	94.3	41.9	49.5	59.0	69.7	4.2	18.7	77.7	22.3
	2	94.3	41.9	49.0	59.7	69.9	4.3	19.4	79.1	20.9
	3	94.4	40.5	47.6	59.6	70.0	4.3	18.8	78.4	21.6
	4	94.4	40.1	47.1	62.1	72.9	3.9	19.1	81.2	18.8
2012	1	94.5	41.3	48.8	60.6	71.5	4.3	18.1	78.7	21.3
	2	94.7	40.0	46.5	62.0	72.2	4.2	18.4	80.4	19.6
	3	94.8	38.5	44.9	62.6	73.1	4.1	18.1	80.7	19.3
	4	94.9	39.3	45.9	63.9	74.5	4.1	18.4	82.3	17.7
2013	1	95.0	38.1	44.9	61.4	72.4	4.2	17.1	78.5	21.5
	2	95.1	36.5	43.0	61.5	72.6	4.1	17.0	78.5	21.5
	3	95.1	37.1	43.7	62.7	73.9	4.1	18.1	80.8	19.2
	4	94.9	36.4	43.2	61.2	72.7	4.7	18.9	80.1	19.9
2014	1	94.4	36.5	43.3	59.9	71.2	4.6	18.1	78.0	22.0
	2	94.6	36.2	43.2	60.6	72.3	4.7	17.7	78.3	21.7
	3	94.8	36.6	43.6	62.4	74.5	4.5	18.0	80.4	19.6
	<b>4</b>	<b>94.7</b>	<b>35.0</b>	<b>42.1</b>	<b>60.7</b>	<b>73.1</b>	<b>4.9</b>	<b>19.2</b>	<b>79.9</b>	<b>20.1</b>

*Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs*

**Aflac Japan Sales Results**  
(Yen In Millions)

<u>Period</u>	<u>Annl. Premium In Force (Billions)</u>	<u>% Change</u>	<u>New Annl. Premium Sales</u>	<u>% Change</u>	<u>Convers. Premium</u>	<u>Total New Premium</u>	<u>% Change</u>	
2003	¥ 900.3	7.9 %	¥ 113,203	17.7 %	¥ 7,967	¥ 121,170	11.9 %	
2004	961.9	6.8	116,507	2.9	6,018	122,525	1.1	
2005	1,027.8	6.8	124,846	7.2	3,938	128,784	5.1	
2006	1,083.1	5.4	114,654	(8.2)	2,801	117,455	(8.8)	
2007	1,125.6	3.9	113,114	(1.3)	1,522	114,636	(2.4)	
2008	1,161.7	3.2	113,399	.3	1,293	114,692	–	
2009	1,200.4	3.3	121,490	7.1	855	122,345	6.7	
2010	1,255.6	4.6	135,299	11.4	515	135,813	11.0	
2011	1,343.7	7.0	160,738	18.8	295	161,033	18.6	
2012	1,492.5	11.1	210,400	30.9	220	210,620	30.8	
2013	1,567.1	5.0	149,155	(29.1)	153	149,308	(29.1)	
<b>2014</b>	<b>1,594.4</b>	<b>1.7</b>	<b>114,375</b>	<b>(23.3)</b>	<b>138</b>	<b>114,513</b>	<b>(23.3)</b>	
2010	1	1,211.0	3.6	30,095	10.4	169	30,264	10.0
	2	1,222.2	3.9	33,724	13.2	132	33,856	12.6
	3	1,238.7	4.2	34,507	15.8	114	34,621	15.5
	4	1,255.6	4.6	36,973	6.7	99	37,072	6.5
2011	1	1,271.2	5.0	33,973	12.9	99	34,072	12.6
	2	1,285.1	5.2	36,035	6.9	69	36,104	6.6
	3	1,311.8	5.9	42,243	22.4	53	42,296	22.2
	4	1,343.7	7.0	48,488	31.1	74	48,562	31.0
2012	1	1,384.1	8.9	52,346	54.1	68	52,414	53.8
	2	1,423.6	11.2	53,146	47.5	64	53,210	47.4
	3	1,462.5	11.5	55,669	31.8	47	55,716	31.7
	4	1,492.5	11.1	49,240	1.6	41	49,281	1.5
2013	1	1,523.9	10.1	53,765	2.7	38	53,803	2.6
	2	1,538.1	8.0	30,217	(43.1)	63	30,280	(43.1)
	3	1,553.5	6.2	32,341	(41.9)	31	32,372	(41.9)
	4	1,567.1	5.0	32,832	(33.3)	21	32,853	(33.3)
2014	1	1,576.4	3.4	27,547	(48.8)	38	27,585	(48.7)
	2	1,584.2	3.0	27,912	(7.6)	28	27,940	(7.7)
	3	1,588.2	2.2	25,605	(20.8)	29	25,634	(20.8)
	<b>4</b>	<b>1,594.4</b>	<b>1.7</b>	<b>33,311</b>	<b>1.5</b>	<b>44</b>	<b>33,355</b>	<b>1.5</b>

**Aflac Japan Product Mix**

(New Annualized Premium Sales, Yen in Billions)

		<u>Cancer</u>	<u>% of Total</u>	<u>Medical*</u>	<u>% of Total</u>	<u>Child Endowment</u>	<u>% of Total</u>	<u>WAYS</u>	<u>% of Total</u>	<u>Ordinary Life Other</u>	<u>% of Total</u>	<u>Other</u>	<u>% of Total</u>
2007	¥	37.6	32.8 %	¥ 45.7	39.9 %	¥ 1.1	1.0 %	¥ 6.2	5.4 %	¥ 18.2	15.9 %	¥ 5.7	5.0 %
2008		39.0	34.0	44.0	38.4	2.4	2.1	6.0	5.3	17.7	15.4	5.5	4.8
2009		34.6	28.3	48.0	39.2	10.9	8.9	7.3	6.0	16.8	13.8	4.7	3.8
2010		29.9	22.0	46.5	34.2	25.3	18.6	12.1	8.9	17.1	12.6	5.0	3.7
2011		31.6	19.6	35.9	22.3	27.4	17.0	42.1	26.2	16.6	10.3	7.3	4.6
2012		27.6	13.1	36.8	17.5	24.4	11.6	94.5	44.9	18.0	8.5	9.3	4.4
2013		25.4	17.0	41.6	27.9	17.4	11.7	41.1	27.5	15.4	10.3	8.3	5.6
<b>2014</b>		<b>34.7</b>	<b>30.3</b>	<b>36.4</b>	<b>31.8</b>	<b>11.7</b>	<b>10.2</b>	<b>16.0</b>	<b>14.0</b>	<b>9.5</b>	<b>8.3</b>	<b>6.2</b>	<b>5.4</b>
2012	1	6.8	13.0	8.9	17.1	7.2	13.7	23.2	44.2	4.1	7.8	2.2	4.2
	2	7.1	13.4	9.0	16.9	6.5	12.2	24.1	45.2	4.2	7.9	2.3	4.4
	3	6.5	11.6	9.6	17.2	4.8	8.6	27.9	50.1	4.5	8.1	2.4	4.4
	4	7.2	14.6	9.3	18.8	5.9	12.0	19.3	39.2	5.2	10.5	2.4	4.9
2013	1	6.3	11.9	8.4	15.5	7.9	14.8	22.7	42.3	6.3	11.7	2.2	3.8
	2	7.2	23.6	8.2	27.1	3.5	11.4	7.0	23.3	3.2	10.6	1.2	4.0
	3	6.1	18.9	11.9	36.7	3.0	9.3	5.9	18.2	2.9	9.0	2.6	7.9
	4	5.9	17.8	13.2	40.2	3.0	9.2	5.4	16.5	3.0	9.2	2.3	7.1
2014	1	5.1	18.6	9.8	35.4	3.0	11.0	4.9	17.9	2.5	9.2	2.2	7.9
	2	6.3	22.5	9.8	35.0	2.9	10.4	4.1	14.8	2.6	9.2	2.3	8.1
	3	7.1	27.7	8.6	33.6	3.0	11.6	3.8	15.0	2.2	8.6	.9	3.5
	4	<b>16.2</b>	<b>48.5</b>	<b>8.3</b>	<b>24.9</b>	<b>2.8</b>	<b>8.5</b>	<b>3.1</b>	<b>9.3</b>	<b>2.2</b>	<b>6.5</b>	<b>.8</b>	<b>2.3</b>

**Aflac Japan Sales Force Data**

<u>Number of Agencies by Type</u>				<u>Sales Contribution by Agency Type</u>							
	<u>Individual/Independent Corporate</u>	<u>Affiliated Corporate</u>	<u>Bank**</u>	<u>Total</u>	<u>Individual/Independent Corporate</u>	<u>Affiliated Corporate</u>	<u>Dai-ichi</u>	<u>Bank</u>	<u>Licensed Sales Associates***</u>	<u>Recruited Agencies</u>	
2007	16,213	1,987	261	18,461	56.1 %	35.3 %	8.2 %	.4 %	100,810	3,195	
2008	16,577	1,976	329	18,882	55.0	35.5	6.7	2.8	107,458	3,944	
2009	17,366	1,916	353	19,635	54.7	34.8	4.4	6.1	110,528	4,651	
2010	17,725	1,893	364	19,982	51.1	31.0	3.3	14.6	115,406	4,854	
2011	17,933	1,843	370	20,146	44.0	25.1	2.0	28.9	120,744	5,039	
2012	16,703	1,780	372	18,855	34.7	18.5	1.2	45.6	125,266	3,248	
2013	14,228	1,693	372	16,293	43.8	23.1	1.8	31.3	126,584	1,655	
<b>2014</b>	<b>12,871</b>	<b>1,628</b>	<b>371</b>	<b>14,870</b>	<b>46.1</b>	<b>30.0</b>	<b>2.4</b>	<b>21.5</b>	<b>121,143</b>	<b>958</b>	
2013	1	16,158	1,767	373	18,298	40.4	19.3	1.1	39.2	125,386	363
	2	15,555	1,747	373	17,675	44.7	26.5	2.0	26.8	126,352	554
	3	14,822	1,726	373	16,921	45.6	22.8	2.4	29.2	127,263	402
	4	14,228	1,693	372	16,293	46.7	26.7	2.0	24.6	126,584	336
2014	1	13,878	1,676	372	15,926	45.2	25.5	1.5	27.8	126,273	359
	2	13,559	1,657	372	15,588	46.0	28.7	2.0	23.3	126,564	251
	3	13,197	1,646	371	15,214	46.9	29.0	3.0	21.1	124,685	167
	4	<b>12,871</b>	<b>1,628</b>	<b>371</b>	<b>14,870</b>	<b>46.6</b>	<b>35.5</b>	<b>2.8</b>	<b>15.1</b>	<b>121,143</b>	<b>181</b>

\* Includes stand-alone medical and other medical riders including Rider MAX

\*\* Includes banks selling for Aflac Japan prior to the deregulation in December 2007

\*\*\* Excludes Bank and Post Office Associates

**Yen/Dollar Exchange Rates  
1998 - 2012  
(By Quarter)**

		<u>Closing Rate</u>	<u>Yearly Cum Avg</u>		<u>Closing</u>	<u>Yearly Cum Avg</u>		<u>Closing Rate</u>	<u>Yearly Cum Avg</u>		<u>Closing Rate</u>	<u>Yearly Cum Avg</u>		<u>Closing Rate</u>	<u>Yearly Cum Avg</u>				
<b>1998</b>	1	132.10	128.09	<b>2001</b>	1	123.90	118.14	<b>2004</b>	1	105.69	107.32	<b>2007</b>	1	118.05	119.48	<b>2010</b>	1	93.04	90.54
	2	141.00	131.90		2	124.60	120.43		2	108.43	108.52		2	123.26	120.13		2	88.48	91.32
	3	135.50	134.57		3	119.40	120.86		3	111.05	109.00		3	115.43	119.37		3	83.82	89.38
	4	115.70	130.89		4	131.95	121.54		4	104.21	108.26		4	114.15	117.93		4	81.49	87.73
<b>1999</b>	1	120.55	116.58	<b>2002</b>	1	133.25	132.69	<b>2005</b>	1	107.39	104.50	<b>2008</b>	1	100.19	105.06	<b>2011</b>	1	83.15	82.32
	2	121.10	118.80		2	119.45	129.77		2	110.62	106.04		2	106.42	104.77		2	80.73	81.85
	3	106.95	117.09		3	122.60	126.03		3	113.19	107.79		3	103.57	105.75		3	76.65	80.50
	4	102.40	113.96		4	119.90	125.15		4	118.07	109.88		4	91.03	103.46		4	77.74	79.75
<b>2000</b>	1	106.15	107.13	<b>2003</b>	1	120.20	118.93	<b>2006</b>	1	117.47	116.90	<b>2009</b>	1	98.23	93.37	<b>2012</b>	1	82.19	79.59
	2	105.50	106.91		2	119.80	118.71		2	115.24	115.65		2	96.01	95.44		2	79.31	79.88
	3	108.00	107.16		3	111.25	118.39		3	117.90	115.82		3	90.21	94.79		3	77.60	79.47
	4	114.75	107.83		4	107.13	115.95		4	119.11	116.31		4	92.10	93.49		4	86.58	79.81

**Yen/Dollar Exchange Rates  
2013 - 2014  
(By Quarter)**

		<u>Qtr End</u>	<u>Qtr Avg</u>	<u>Yearly Cum Avg</u>	<u>% change Cum Avg Yen vs.12</u>		<u>Qtr End</u>	<u>Qtr Avg</u>	<u>Yearly Cum Avg</u>	<u>% change Cum Avg Yen vs.13</u>	
<b>2013</b>	1	94.05	92.59	92.59	(14.0) %	<b>2014</b>	1	102.92	102.70	(9.8) %	
	2	98.59	98.76	95.60	(16.4)		2	101.36	102.15	102.42	(6.7) %
	3	97.75	98.93	96.61	(17.7)		3	109.45	103.92	102.89	(6.1) %
	4	105.39	100.54	97.54	(18.2)		4	<b>120.55</b>	<b>114.44</b>	<b>105.46</b>	<b>(7.5) %</b>

Beginning in 2010, Quarter and Yearly averages have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs