

# Information Meeting for Fiscal Year 2006 1<sup>st</sup> Half Results

# November 30, 2006 SOMPO JAPAN INSURANCE INC.

# Overview of Fiscal Year 2006 1<sup>st</sup> Half Results

Including impact of the abolition of the government reinsurance program for Compulsory Automobile Liability Insurance (CALI) and impact of reinsurance contracts handled by Fortress Re.



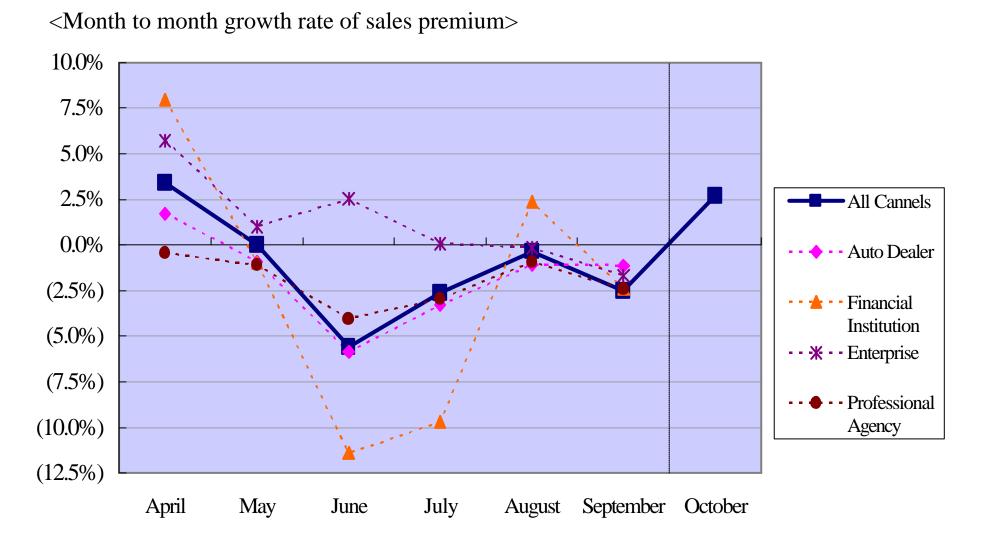
# **Overview of FY2006** 1<sup>st</sup> Half Results (Non-consolidated)

|  | FY2005 1 <sup>st</sup> Half    | FY2006 1 <sup>st</sup> Half  |
|--|--------------------------------|--|
| Net Premiums<br>Written                    | 695.9 bil. JPY<br>growth:+1.6% | 694.7 bil. JPY<br>growth:(0.2%) - Declined mainly by business suspension in June   |
| Loss Ratio<br>(Including Loss Adjustments) | 57.9%                          | 59.7% -Claim payments by natural disaster were 2 bil. JPY  |
| Expense Ratio                              | 30.5%                          | 30.6% -Loss ratio was 57.2%, excluding impact of the abolition of the government reinsurance program for CALI and reinsurance contracts handled by Fortress Re |
| Combined Ratio                             | 88.4%                          | 90.3%  |
| Underwriting Balance                       | 80.9 bil. JPY                  | 67.3 bil. JPY<br>-20.6 bil. JPY booked as outstanding claims by natural disasters  |
| Underwriting Profit                        | 16.7 bil. JPY                  | 8.7 bil. JPY<br>-The increases in interest and dividend income contributed   |
| Investment Profit                          | 32.5 bil. JPY                  | 37.7 bil. JPY  |
| Ordinary Profit                            | 51.9 bil. JPY                  | 49.0 bil. JPY<br>-8.4 bil. JPY special loss by shortage of underwriting reserves<br>of automobile insurance  |
| Net Income                                 | 39.1 bil. JPY                  | 22.8 bil. JPY -2.1 bil. JPY special loss for the expense of administrative order   |

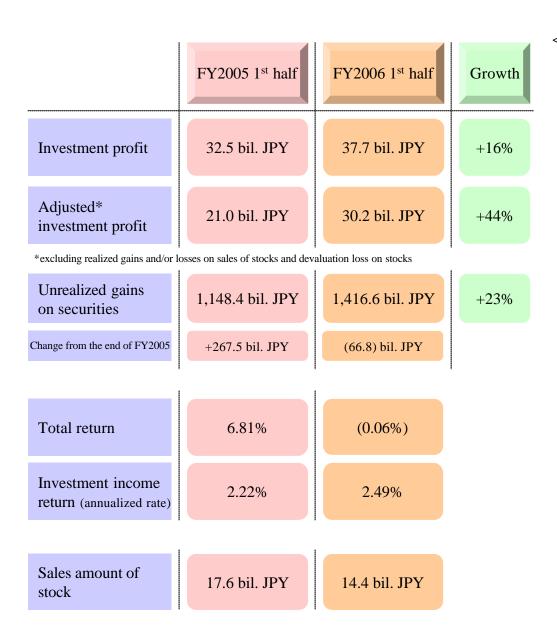
|   |                                    | Ordinary profit      |                | Net income                                     |
|---|------------------------------------|----------------------|----------------|--|
|   | Non-consolidated                   | <b>49.0 bil. JPY</b> |                | 22.8 bil. JPY                                  |
|   | Consolidated                       | 57.6 bil. JPY        |                | 28.2 bil. JPY                                  |
|   |                                    |                      |                |  |
| <pr< th=""><td>incipal consolidated subsidiaries&gt;</td><td>Ordinary profit</td><td>Net income</td><td>Net income<br/>after consolidated<br/>adjustment</td></pr<> | incipal consolidated subsidiaries> | Ordinary profit      | Net income     | Net income<br>after consolidated<br>adjustment |
|   | Yasuda Seguros S.A.                | 0.6 bil. JPY         | 0.4 bil. JPY   | 0.4 bil. JPY                                   |
|   | Sompo Japan Europe                 | 0.5 bil. JPY         | 0.4 bil. JPY   | 0.4 bil. JPY                                   |
|   | Sompo Japan America                | 0.4 bil. JPY         | 0.4 bil. JPY   | 0.4 bil. JPY                                   |
|   | Sompo Japan Asia                   | 0.3 bil. JPY         | 0.2 bil. JPY   | 0.2 bil. JPY                                   |
|   | Sompo Japan Himawari Life          | 8.4 bil. JPY         | 5.2 bil. JPY   | 3.8 bil. JPY                                   |
|   | Sompo Japan DIY Life               | (0.3) bil. JPY       | (0.3) bil. JPY | (0.0) bil. JPY                                 |
|   | Sompo Japan DC Securities          | (0.3) bil. JPY       | (0.3) bil. JPY | (0.3) bil. JPY                                 |

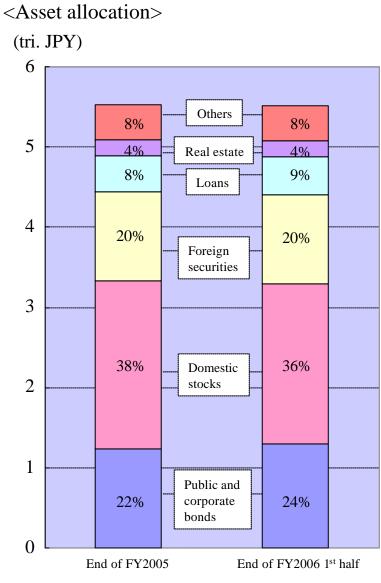
## **P&C Insurance Business: by Insurance Products**

|                      | Net premiums written<br>FY2006 1 <sup>st</sup> half | Growth rate | Overview  |
|----------------------|---|-------------|---|
| Automobile           | 334.4 bil. JPY                                      | (0.7%)      | Number of policies and unit price by sales premium<br>(Excluding the impact of extraordinary policy)<br>Non-fleet : Number (1.3%) Unit (1.0%)<br>Fleet : Number (1.8%) Unit +0.2%<br> |
| CALI                 | 118.3 bil. JPY                                      | (2.4%)      | Number of policies by sales premium (5.7%)  |
| Fire                 | 69.5 bil. JPY                                       | +0.4%       | Reinsurance premium grew by change of booked timing<br>Direct premiums written (3.9%)   |
| Personal<br>Accident | 68.7 bil. JPY                                       | +1.3%       | Long-term medical insurance "Dr. Japan" grew by 1.7 bil. JPY  |
| Marine               | 15.6 bil. JPY                                       | +11.9%      | Sales of cargo insurance were firm supported by a recovery in corporate business results  |
| Others               | 87.9 bil. JPY                                       | +1.3%       | Uptrend of commercial line, mainly liability insurance  |



In all cannels excluding enterprise, growth rate declined in June due to business suspension. Thereafter, it recovered gradually and turned to positive in October.





| Sompo Japan<br>Himawari Life | -FY2006 1 <sup>st</sup> half<br>Annualized new premiums : 20.5 bil. JPY growth (8.9%)<br>Annualized premiums : 219.8 bil. JPY growth +9.1%<br>-Although new business slowed down due to Sompo Japan's administrative order, annualized premiums grew. |
|------------------------------|---|
| Sompo Japan<br>DIY Life      | -FY2006 1 <sup>st</sup> half<br>Premiums : 1.5 bil. JPY growth +13.1%<br>Policies in force : 43,504 growth + 8.3%<br>Renewal rate : 97.0% growth + 0.3 points   |
| Sompo Japan<br>DC Securities | <ul> <li>-As of the end of September 2006</li> <li>Commercial type : Presumably ranked 2<sup>nd</sup> with market share 12.1%</li> <li>Personal type : Presumably ranked top with market share 24.0%</li> </ul>                                       |

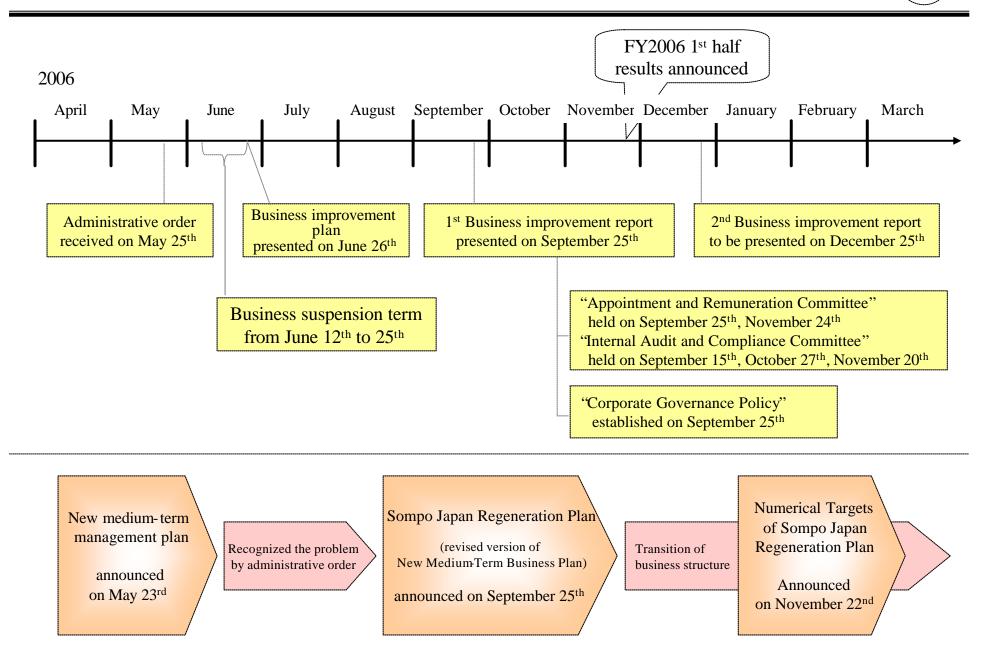
| -Developing | -Developing approaches tailored by respective market, focusing on profitability and growth |   |  |  |  |  |
|-------------|--|---|--|--|--|--|
|             | India  | <ul> <li>-Sompo Japan agreed to establish P&amp;C insurer with Indian state-owned banks, private owned bank, etc. Operation is to start in FY2007.</li> <li>-Those banks have 3,700 branches all over India with strong customer base, and the new insurer will develop local retail business.</li> </ul> |  |  |  |  |
| BRICs       | SJ China   | -Net income : 0.1 bil. JPY in FY2006 1 <sup>st</sup> half<br>-Alliances with leading players : Ping An Life, PICC, Sunshine P&C, Bohai Property   |  |  |  |  |
|             | Yasuda Seguros<br>S.A. (Brazil)  | -Net income was all-time high in FY2004 and 2005, and trended favorably in FY2006.  |  |  |  |  |
| Russia      |  | -Moscow representative office opened in December 2005.<br>-Alliances with Ingosstrakh and Allianz Russia  |  |  |  |  |
| Asia        | SJ Asia  | -Net income was all-time high in FY2005, and trended favorably in FY2006.   |  |  |  |  |
| Europe/U.S. | SJ Europe<br>SJ America  | <ul> <li>-Focusing on support for Japanese corporate clients</li> <li>-SJ Europe became profitable in FY2005 and SJ America is expected to be profitable in FY2006.</li> </ul>  |  |  |  |  |

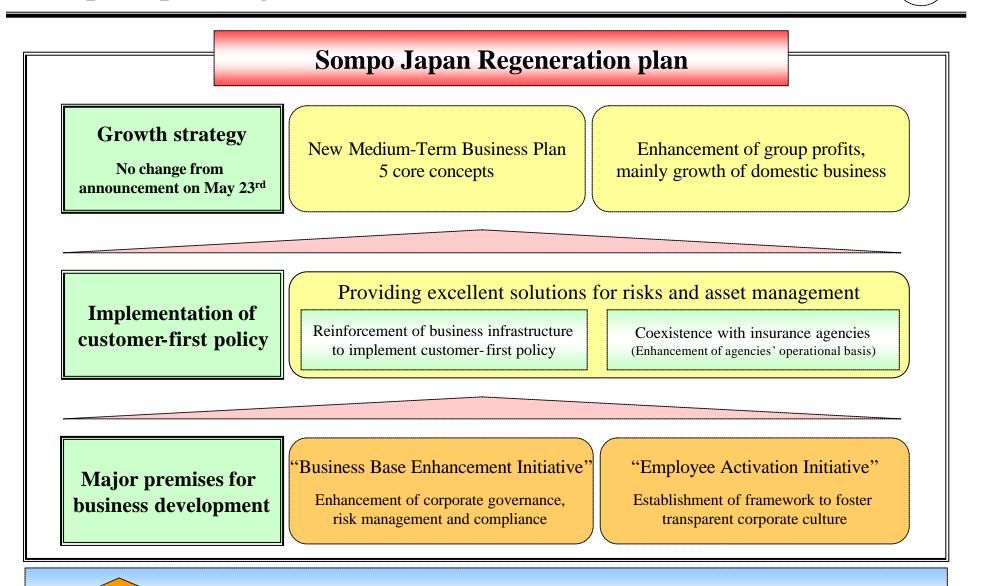
Administrative Order and Sompo Japan Regeneration Plan (Revised Version of New Medium-Term Business Plan)



## **Administrative Order and Medium-Term Business Plan**







**Implementation of Business Improvement Plan** 

Most

important

### **Establishment of transparent corporate governance system with external persons**

-Establishment and announcement of "corporate governance policy" -Establishment of "Internal Audit and Compliance Committee" and "Appointment and Remuneration Committee"

## **Monitoring front-line business operations and reflection to corporate strategies**

-Free discussions by executive officers and front-line employees, and reflection to corporate strategies -Introduction of knowledge management system

## **Enhancement of infrastructure for implementing customer-first policy**

-Establishment of "Customer Relations Office" to reflect customers' opinion to corporate strategies -Improvement of quality of claim payment, reinforcement of claim payment system and management system -Establishment of front-line infrastructure (expansion of strategic call-center, innovation of products, clerical works and systems etc. )

## **Coexisting with agencies (Enhancement of agencies' operation basis)**

-Implementation of agency monitoring system to reflect agencies' opinions to corporate strategies -Creating new business models, primarily in retail market

(expansion of strategic call-center, innovation of products, clerical works and systems etc.)

From recovery of credibility to sustainable growth

No change in growth strategy of New Medium-Term Business Plan

## No change in 5 core concepts

Designating domestic business as core business domain

2

Improving front-line productivity and making more time available for sales efforts by enhancing "pro-active sales infrastructure" 11

3

Creating new business models, primarily in retail market (\*) (\*) includes small and medium-sized companies, large corporate employees market and organizations

4

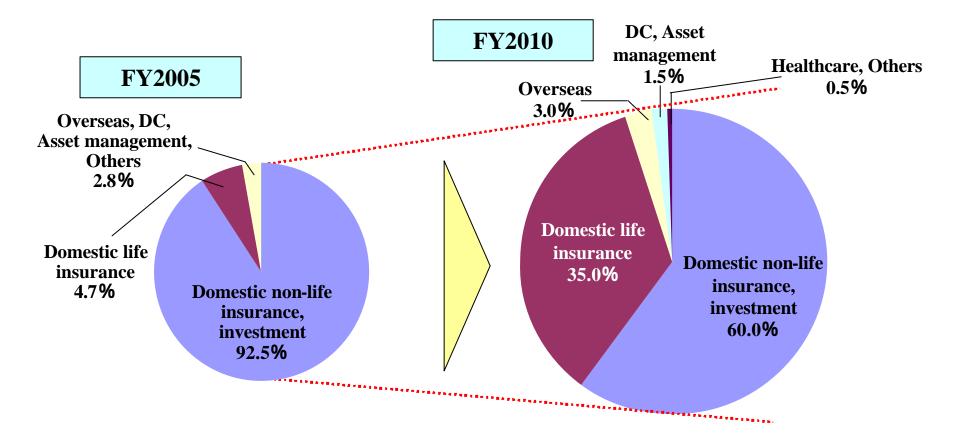
Contributing to profits through overseas profitable business

5

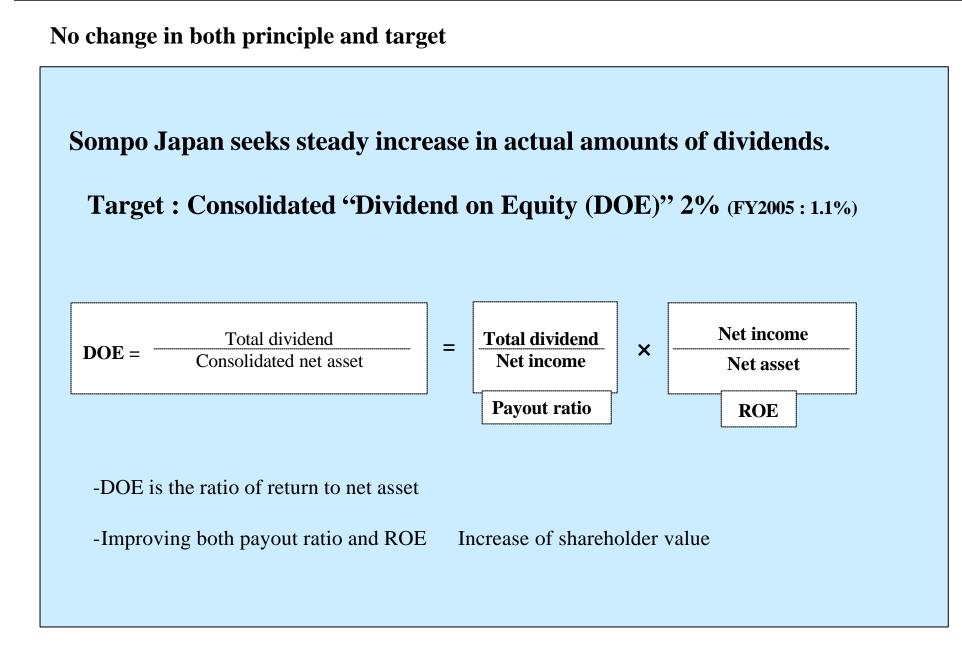
Reinforcing life insurance business and defined contribution pension business, and further investment in new business We stick to medium-targets of "size" (net premiums written) and "profitability" (ROE), with revision of their level.

|  | FY2005 (Result) FY2008 (Plan)                                     |   |  |  |  |  |
|--|---|---|--|--|--|--|
| Net premiums written<br>(non-consolidated)   | Revised   |   |  |  |  |  |
| -The plan announced in May<br>-Toward sustainable growth,<br>as our major premises for bu<br>strategies was delayed. | Medium-targets  |   |  |  |  |  |
| -Annualized growth rate from   |   |   |  |  |  |  |
| Net income<br>(consolidated)   | 82.8 bil. JPY   |   |  |  |  |  |
|  |   |   |  |  |  |  |
| Adjusted<br>consolidated ROE   | 13.0%   |   |  |  |  |  |
| -The plan announced in May   |   |   |  |  |  |  |
| 0  | t premiums written is delayed,<br>i income and profit due to acco | - |  |  |  |  |

No change in the direction

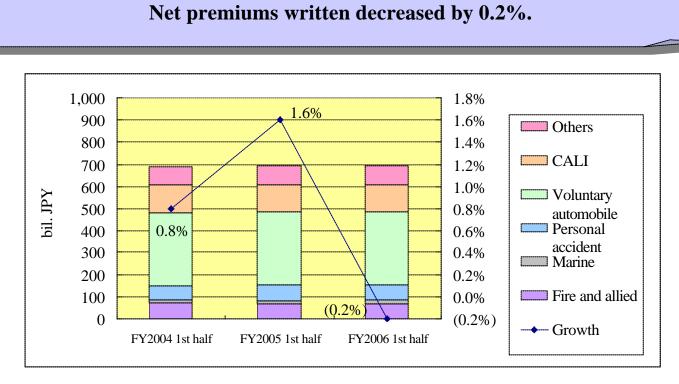


Only Himawari Life Insurance uses adjusted EV increases (note); others use current net income. (Note) The impacts of (1) interest rate fluctuations, (2) discount rate fluctuations, and (3) capital increases and shareholder dividends are deducted from the EV increase.



# Fiscal Year 2006 1<sup>st</sup> Half Results

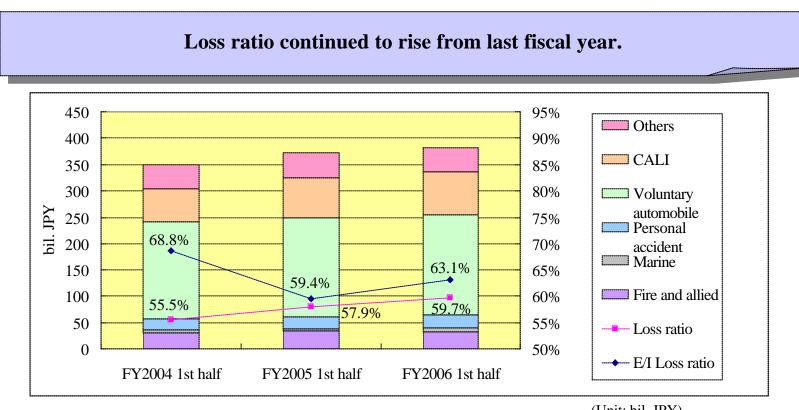




| (Unit: bi | l. JPY) |
|-----------|---------|
|-----------|---------|

| Line                 | FY2004 1st half |           | FY2005 | 1st half  | FY2006 interim |           |  |
|----------------------|-----------------|-----------|--------|-----------|----------------|-----------|--|
| Line                 | Amount          | Growth(%) | Amount | Growth(%) | Amount         | Growth(%) |  |
| Fire and allied      | 70.9            | (2.4%)    | 69.3   | (2.3%)    | 69.5           | 0.4%      |  |
| Marine               | 12.6            | 2.9%      | 14.0   | 10.7%     | 15.6           | 11.9%     |  |
| Personal accident    | 63.8            | 4.9%      | 67.8   | 6.2%      | 68.7           | 1.3%      |  |
| Voluntary automobile | 334.1           | (1.1%)    | 336.6  | 0.7%      | 334.4          | (0.7%)    |  |
| CALI                 | 127.3           | 2.2%      | 121.3  | (2.3%)    | 118.3          | (2.4%)    |  |
| Others               | 79.2            | 6.4%      | 86.8   | 9.6%      | 87.9           | 1.3%      |  |
| Total                | 688.2           | 0.8%      | 695.9  | 1.6%      | 694.7          | (0.2%)    |  |

Note)For FY05 1st half and FY06 1st half, CALI figures are after deduction of postdated policies within the fiscal year.

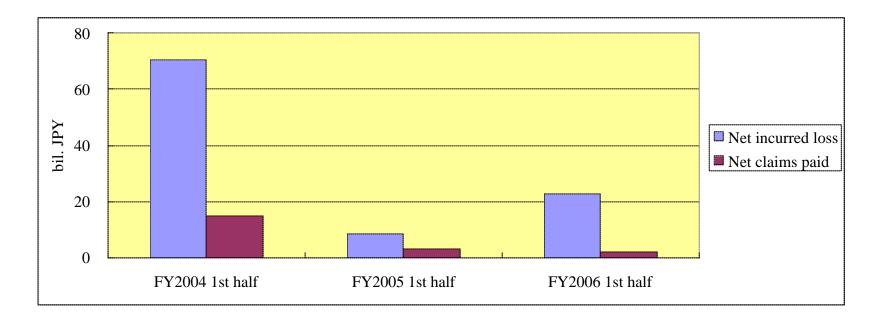


| (Unit: bil. JPY)     |                 |        |        |          |                 |        |  |  |
|----------------------|-----------------|--------|--------|----------|-----------------|--------|--|--|
| T <b>:</b>           | FY2004 1st half |        | FY2005 | 1st half | FY2006 1st half |        |  |  |
| Line                 | Amount          | L/R(%) | Amount | L/R(%)   | Amount          | L/R(%) |  |  |
| Fire and allied      | 29.9            | 43.5%  | 33.2   | 49.3%    | 32.1            | 47.7%  |  |  |
| Marine               | 5.6             | 49.4%  | 5.4    | 43.0%    | 6.7             | 46.3%  |  |  |
| Personal accident    | 21.8            | 37.9%  | 22.8   | 37.1%    | 25.6            | 40.4%  |  |  |
| Voluntary automobile | 185.4           | 60.7%  | 187.8  | 60.7%    | 190.4           | 62.7%  |  |  |
| CALI                 | 62.4            | 54.7%  | 75.8   | 68.5%    | 81.2            | 74.2%  |  |  |
| Others               | 45.1            | 61.0%  | 46.7   | 57.6%    | 46.1            | 55.8%  |  |  |
| Total                | 350.4           | 55.5%  | 372.0  | 57.9%    | 382.4           | 59.7%  |  |  |
| E/I Loss ratio       |                 | 68.8%  |        | 59.4%    |                 | 63.1%  |  |  |

Note 1) "L/R"= (Net claims paid + Loss adjustment) / Net premiums written

2) "E/I Loss ratio" = (Net incurred loss + Loss adjustment) / Earned premiums : ex. Household earthquake, CALI

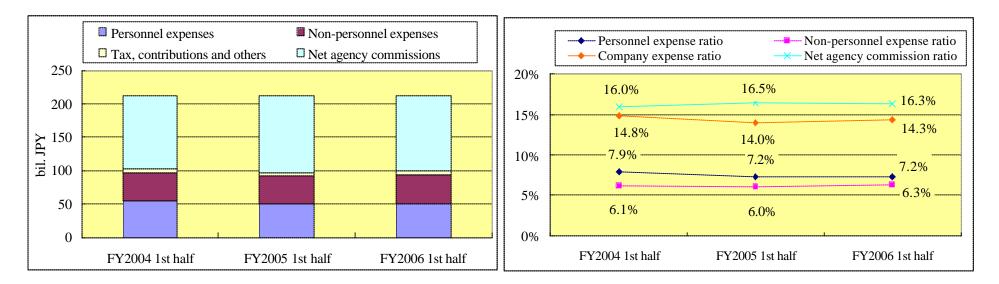
## Net incurred loss increased due to typhoon No.13.



| (Onice one of it) | (Unit: | bil. | JPY) |
|-------------------|--------|------|------|
|-------------------|--------|------|------|

| T in a               | FY2004 1st half   |                 | FY2005            | 1st half        | FY2006 1st half   |                 |  |
|----------------------|-------------------|-----------------|-------------------|-----------------|-------------------|-----------------|--|
| Line                 | Net incurred loss | Net claims paid | Net incurred loss | Net claims paid | Net incurred loss | Net claims paid |  |
| Fire and allied      | 57.0              | 9.1             | 6.6               | 2.2             | 20.2              | 1.2             |  |
| Voluntary automobile | 11.2              | 5.5             | 1.5               | 0.9             | 2.2               | 0.7             |  |
| Others               | 2.0               | 0.3             | 0.3               | 0.0             | 0.0               | 0.0             |  |
| Total                | 70.3              | 15.1            | 8.5               | 3.2             | 22.6              | 2.0             |  |

## Expense ratio was stable with the increase of Non-personal expense and decrease of Agency commission.

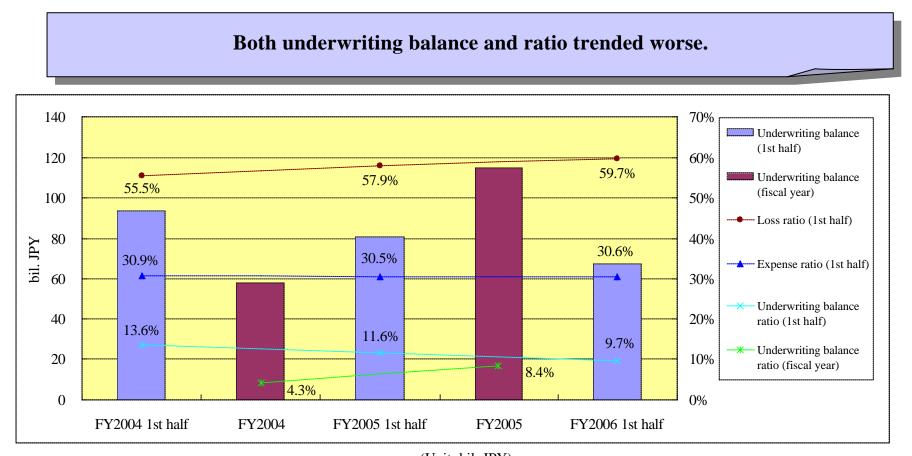


(I Init hil IDV)

| (Unit: bil. JPY)              |        |                 |        |                 |        |          |  |
|-------------------------------|--------|-----------------|--------|-----------------|--------|----------|--|
| I.t.                          | FY2004 | FY2004 1st half |        | FY2005 1st half |        | 1st half |  |
| Item                          | Amount | Change          | Amount | Change          | Amount | Change   |  |
| Personnel expenses            | 54.6   | (6.9)           | 50.1   | (4.4)           | 49.8   | (0.3)    |  |
| Non-personnel expenses        | 41.7   | (1.0)           | 41.5   | (0.1)           | 43.9   | 2.4      |  |
| Tax, contributions and others | 5.8    | (0.2)           | 5.8    | (0.0)           | 5.7    | (0.0)    |  |
| Total company expenses        | 102.2  | (8.3)           | 97.5   | (4.6)           | 99.5   | 2.0      |  |
| Net agency commissions        | 110.3  | (1.2)           | 114.6  | 4.3             | 112.9  | (1.7)    |  |
| Total operating expenses      | 212.5  | (9.5)           | 212.2  | (0.2)           | 212.5  | 0.2      |  |
| <reference></reference>       |        |                 |        |                 |        |          |  |
| Net premiums written          | 688.2  | 5.4             | 695.9  | 7.7             | 694.7  | (1.2)    |  |

| FY2004        | 1st half | FY2005        | 1st half | FY2006 1st half |        |  |
|---------------|----------|---------------|----------|-----------------|--------|--|
| Expense ratio | Change   | Expense ratio | Change   | Expense ratio   | Change |  |
| 7.9%          | (1.1%)   | 7.2%          | (0.7%)   | 7.2%            | 0.0%   |  |
| 6.1%          | (0.2%)   | 6.0%          | (0.1%)   | 6.3%            | 0.3%   |  |
| 0.9%          | 0.0%     | 0.8%          | (0.1%)   | 0.8%            | 0.0%   |  |
| 14.8%         | (1.4%)   | 14.0%         | (0.8%)   | 14.3%           | 0.3%   |  |
| 16.0%         | (0.3%)   | 16.5%         | 0.5%     | 16.3%           | (0.2%) |  |
| 30.9%         | (1.6%)   | 30.5%         | (0.4%)   | 30.6%           | 0.1%   |  |

Note) Figures above are operating expenses regarding underwriting business.



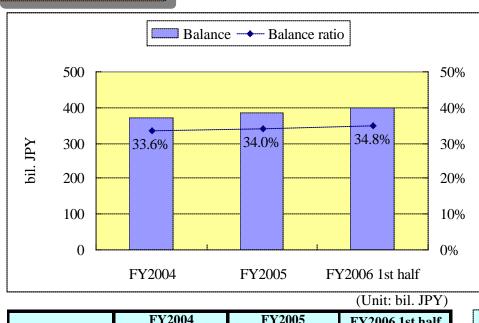
|                    |                                   |        | (Ui    | nıt: bil. JPY) |
|--------------------|-----------------------------------|--------|--------|----------------|
|                    |                                   | FY2004 | FY2005 | FY2006         |
| 1st half           | Loss ratio                        | 55.5%  | 57.9%  | 59.7%          |
|                    | Expense ratio                     | 30.9%  | 30.5%  | 30.6%          |
|                    | Underwriting balance ratio        | 13.6%  | 11.6%  | 9.7%           |
|                    | Underwriting balance              | 93.5   | 80.9   | 67.3           |
| <b>Fiscal year</b> | <b>Underwriting balance ratio</b> | 4.3%   | 8.4%   |                |
|                    | Underwriting balance              | 57.8   | 114.8  |                |

Expense ratio was stable and loss ratio rose. Thus, profitability slightly deteriorated.

Note) Loss adjustments are included in the "Loss ratio"

Balance and ratio of catastrophic loss reserve increased/rose. Solvency margin ratio was maintained at appropriate level.

Total



|                      | (Unit: bil. JPY) |        |                 |  |  |  |
|----------------------|------------------|--------|-----------------|--|--|--|
|                      | FY2004           | FY2005 | FY2006 1st half |  |  |  |
| Balance              | 371.3            | 384.5  | 400.2           |  |  |  |
| Change               | (56.2)           | 13.2   | 15.6            |  |  |  |
| <b>Balance ratio</b> | 33.6%            | 34.0%  | 34.8%           |  |  |  |

| Provision | 66.6  | 68.5 | 34.5 |
|-----------|-------|------|------|
| Reversal  | 122.9 | 55.2 | 18.9 |

<Reference> Solvency Margin Ratio

|       |                           | (Unit: mil. JPY) |
|-------|---------------------------|------------------|
|       |                           | FY2006 interim   |
| Tota  | l of Solvency Margin      | 2,377,414        |
| Tota  | of Risks                  | 471,588          |
|       | Ordinary Insurance Risks  | 76,027           |
|       | Assumed Interest Risks    | 3,592            |
|       | Asset Management Risks    | 263,612          |
|       | Business Management Risks | 10,529           |
|       | Major Catastrophe Risks   | 183,248          |
| Solve | ency Margin Ratio         | 1,008.3%         |

For fire group, provisioning will be continued to compensate the reversal made in FY2004.

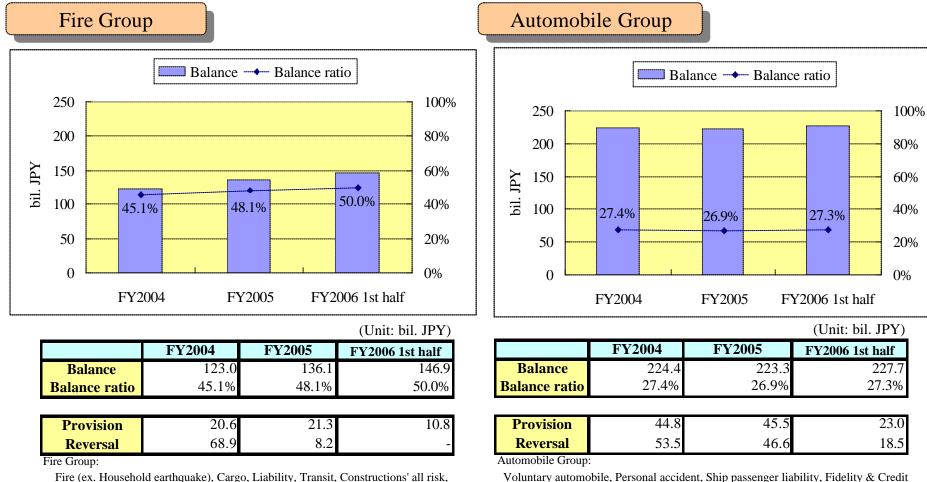
Notes) -"Balance ratio" = Catastrophic loss reserve balance / Net premiums written

(ex. CALI, Household earthquake)

-"Balance" and "Balance ratio" other than FY2006 1st half figures are for the full fiscal year

-Net premiums written as the denominator to calculate FY2006 1st half "Balance ratio" is the doubled figures of the 1st half result

### Both balance and ratio increased/rose in Fire Group and stable in Automobile Group.



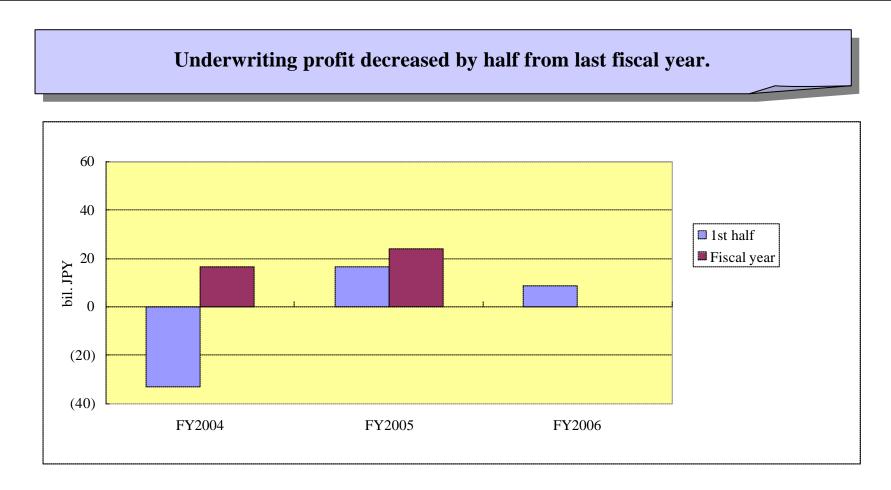
Fire (ex. Household earthquake), Cargo, Liability, Transit, Constructions' all risk, Movables' all risk, Windstorm & Flood

Note) Net premiums written as the denominator to calculate FY2006 1st half "Balance ratio" is the doubled figures of the 1st half result Workers' compensation, Boiler, Business interruption (ex. Nursing care expense) Note) Net premiums written as the denominator to calculate FY2006 1st half

21

"Balance ratio" is the doubled figures of the 1st half result

Guarantee(ex.Guarantee securities), Glass, Machinery, Burglary, Animal,



| (Unit: | bil | JPY)                 |
|--------|-----|----------------------|
| (Onit. | on. | <b>JI I</b> <i>J</i> |

|             | FY2004 FY2005 |      | FY2006 |
|-------------|---------------|------|--------|
| 1st half    | (33.1)        | 16.7 | 8.7    |
| Fiscal year | 16.4          | 24.0 |        |

### Net interest and dividend income increased steadily.

(Unit: mil. JPY)

|  |                 |          |                 |          | FY2006   | 1st half                        |
|--|-----------------|----------|-----------------|----------|----------|---------------------------------|
|  | FY2004 1st half | FY2004   | FY2005 1st half | FY2005   |          | (Compared with FY2005 1st half) |
| Net interest and dividend income ( ·           | •) 15,365       | 36,411   | 22,324          | 49,354   | 29,360   | 7,036                           |
| Interest and dividend income                   | 37,636          | 82,705   | 44,154          | 95,039   | 51,766   | 7,611                           |
| Assumed interest for policyholders, etc.       | (22,271)        | (46,294) | (21,829)        | (45,685) | (22,405) | (575)                           |
| Gains on Money in trust (•                     | •) 1,085        | 1,442    | 1,066           | 2,808    | 1,534    | 467                             |
| Gains on Trading securities (*                 | •) (63)         | (83)     | (28)            | (74)     | 112      | 141                             |
| Realized gains on securities (*                | ) 19,475        | 36,401   | 16,845          | 40,898   | 17,247   | 401                             |
| Redemption gains on securities (*              | •) 464          | 31       | (14)            | 103      | (234)    | (220)                           |
| Devaluation losses on securities (             | 1,106           | 1,626    | 1,570           | 308      | 2,491    | 920                             |
| Gains on derivatives* (                        | •) (10,708)     | (9,225)  | (1,286)         | (4,661)  | (5,341)  | (4,054                          |
| Gains on foreign exchange transactions* (•     | •) (45)         | (2,069)  | (972)           | 82       | 609      | 1,582                           |
| Other investment balance ( ·                   | •) (244)        | (650)    | (467)           | (1,145)  | (260)    | 206                             |
| Gross investment margin                        |                 |          |                 |          |          |                                 |
| (excluding activities other than investments)  | 24,221          | 60,631   | 35,895          | 87,057   | 40,536   | 4,641                           |
| Investment expenses ( ·                        | 4,359           | 8,203    | 3,970           | 7,119    | 3,460    | (509)                           |
| Allowances and losses for bad debts* (         | (3,142)         | (5,969)  | (635)           | (1,624)  | (637)    | (2)                             |
| Written-off expense and devaluation allowances |                 |          |                 |          |          |                                 |
| for equities and bonds ( ·                     | <b>)</b> 46     | 72       | (18)            | (109)    | 2        | 21                              |
| Investment profit                              | 22,958          | 58,324   | 32,578          | 81,672   | 37,710   | 5,131                           |

\* Excluding gains and/or losses as below

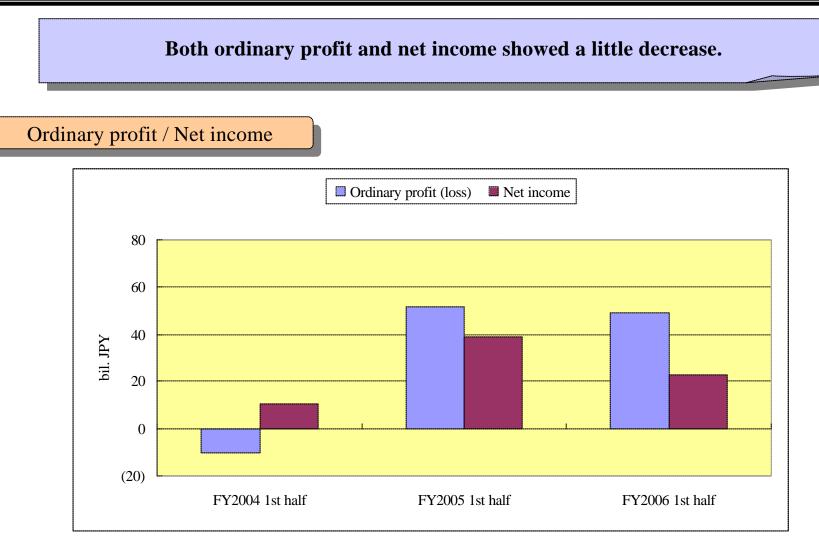
-Gains/losses on derivatives other than asset management purpose

-Gains/losses due to foreign exchange fluctuation on credits to foreign agencies, etc. incurred not by investment divisions

-Allowances and losses for bad debts which are held not for the investment purpose

#### <Reference>

Unrealized gains in securities as of the end of FY2006 1st half : 1,416.6 bil. JPY (66.8 bil. JPY decrease from the end of FY2005)



|                               | FY2004 1st half | FY2005 1st half | FY2006 1st half |
|-------------------------------|-----------------|-----------------|-----------------|
| <b>Ordinary profit (loss)</b> | (10.1)          | 51.9            | 49.0            |
| Net income                    | 10.5            | 39.1            | 22.8            |

Major items were expense for administrative order and shortage of liability reserves of automobile insurance.

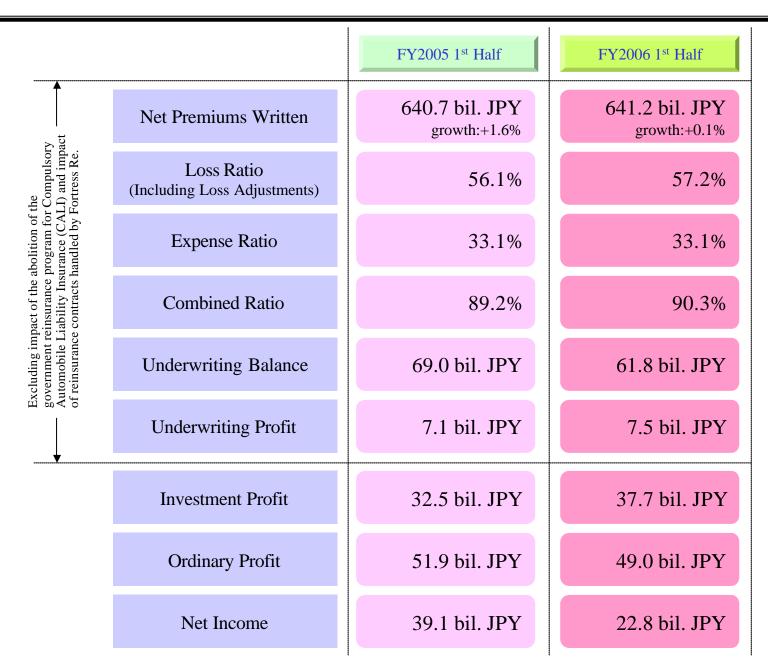
**Special gains and losses : (11.3) bil. JPY** 



- (- )Expense for administrative order : <u>2.1 bil. JPY</u>
- (- )Shortage of liability reserves of automobile insurance : <u>8.4 bil. JPY</u>
- (- )Impairment loss of fixed assets : <u>0.7 bil. JPY</u>

| Adequate cap                                | pital level : approx. 1.55 tri. JPY   |                    |
|---|---|--------------------|
| Minimum capital                             | Risk amount   |                    |
|   | Total capital : approx. 2.5 tri. JPY  |                    |
| Quanti<br>[Minimum Capital] Require<br>even | ting Risk, Investment Risk, Operational risk<br>ified by Tail-VaR method with 99% reliance interval<br>ired capital to maintain Solvency Margin Ratio of 200%<br>after occurrence of losses equal to total risk amount<br>ent value of existing policies' future cash flow, sharehold | lers' equity after |

- Approx. 950 bil. JPY surplus, stemming primarily from increased unrealized gains on securities.
- Sompo Japan seeks steady increase in actual amounts of dividends. Dividend on Equity (DOE) is used as an indicator with the long-term target 2%.
- Surplus earmarked for capital allocation to risk-taking toward higher investment return and expansion of profit in existing and new business.



**Reference:** Overview of FY2006 1<sup>st</sup> Half Results (Non-consolidated) Excluding Special Factors

# Forecast for Fiscal Year 2006



### Growth rate of net premiums written will recover to positive. Loss ratio and expense ratio will rise because of increase of net claims paid and IT investment.

|  | FY2005  |            |           | F     | Y2006 1st h | alf       | FY2006 forecast |            |           |
|--|---------|------------|-----------|-------|-------------|-----------|-----------------|------------|-----------|
|  |         | YOY change | Growth(%) |       | YOY change  | Growth(%) |                 | YOY change | Growth(%) |
| Net premiums written                       | 1,370.9 | 19.0       | 1.4%      | 694.7 | (1.2)       | (0.2%)    | 1,372.0         | 10.8       | 0.1%      |
| Net claims paid                            | 776.0   | (37.0)     | (4.6%)    | 382.4 | 10.4        | 2.8%      | 823.0           | 46.9       | 6.1%      |
| Loss ratio<br>(Including loss adjustments) | 61.3%   |            |           | 59.7% |             |           | 64.7%           |            |           |
| Expense                                    | 416.0   | (2.0)      |           | 212.5 | 0.2         |           | 433.0           | 16.9       |           |
| Expense ratio                              | 30.3%   |            | (0.6%)    | 30.6% |             | 0.1%      | 31.6%           |            | 1.2%      |
| Underwriting balance                       | 114.8   | 57.0       | 98.7%     | 67.3  | (13.6)      | (16.8%)   | 51.0            | (63.8)     | (55.6%)   |
| Underwriting balance ratio                 | 8.4%    |            |           | 9.7%  |             |           | 3.7%            |            |           |
| Underwriting profit                        | 24.0    | 7.5        | 46.1%     | 8.7   | (7.9)       | (47.8%)   | 29.0            | 4.9        | 20.5%     |
| Interest and dividend income               | 95.0    | 12.3       | 14.9%     | 51.7  | 7.6         | 17.2%     | 98.0            | 2.9        | 3.1%      |
| Ordinary profit                            | 114.2   | 40.0       | 54.0%     | 49.0  | (2.8)       | (5.6%)    | 100.0           | (14.2)     | (12.5%)   |
| Net income                                 | 67.8    | 10.9       | 19.3%     | 22.8  | (16.2)      | (41.6%)   | 53.0            | (14.8)     | (21.9%)   |

| Savings premium income | 157 4 | (25,2) | (10.20) | 60.1 | (0,1)  | (10.60) | 145.0 | (12.4) | (7.00()) |
|------------------------|-------|--------|---------|------|--------|---------|-------|--------|----------|
| Savings premium income | 157.4 | (35.3) | (18.3%) | 69.1 | (8.1)  | (10.6%) | 145.0 | (12.4) | (7.9%)   |
| Maturity refunds       | 235.3 | (37.5) | (13.8%) | 99.4 | (18.7) | (15.9%) | 226.0 | (9.3)  | (4.0%)   |

Note) Dividends to policyholders are included in the "Maturity refunds"

(Unit: bil IDV)

## Special factors and strategies in 2<sup>nd</sup> half are reflected to the trend in 1<sup>st</sup> half.

| Net premiums written | 1       |        |                                 |        | (Unit:  | bil. JPY) | Net claims paid      |        |                 |        |          | (Unit: 1 | bil. JPY) |
|----------------------|---------|--------|---------------------------------|--------|---------|-----------|----------------------|--------|-----------------|--------|----------|----------|-----------|
|                      | FY2005  |        | FY2006 1st half FY2006 forecast |        |         |           | FY2005               |        | FY2006 1st half |        | FY2006 f | orecast  |           |
|                      | Amount  | Growth | Amount                          | Growth | Amount  | Growth    |                      | Amount | L/R             | Amount | L/R      | Amount   | L/R       |
| Fire and allied      | 152.0   | 1.1%   | 69.5                            | 0.4%   | 148.8   | (2.2%)    | Fire and allied      | 74.0   | 50.5%           | 32.1   | 47.7%    | 78.9     | 55.0%     |
| Marine               | 28.3    | 12.5%  | 15.6                            | 11.9%  | 29.8    | 5.1%      | <b>Marine</b>        | 12.4   | 47.5%           | 6.7    | 46.3%    | 14.2     | 50.7%     |
| Personal accident    | 127.6   | 5.7%   | 68.7                            | 1.3%   | 133.0   | 4.2%      | Personal accident    | 48.0   | 41.3%           | 25.6   | 40.4%    | 51.7     | 42.0%     |
| Voluntary automobile | 674.0   | 0.7%   | 334.4                           | (0.7%) | 672.0   | (0.3%)    | Voluntary automobile | 393.7  | 63.6%           | 190.4  | 62.7%    | 405.8    | 66.0%     |
| CALI                 | 237.9   | (2.6%) | 118.3                           | (2.4%) | 232.2   | (2.4%)    | CALI                 | 155.3  | 71.2%           | 81.2   | 74.2%    | 164.4    | 76.7%     |
| Others               | 150.8   | 6.0%   | 87.9                            | 1.3%   | 156.2   | 3.5%      | Others               | 92.4   | 65.6%           | 46.1   | 55.8%    | 108.0    | 72.8%     |
| Total                | 1,370.9 | 1.4%   | 694.7                           | (0.2%) | 1,372.0 | 0.1%      | Total                | 776.0  | 61.3%           | 382.4  | 59.7%    | 823.0    | 64.7%     |

Note) Loss adjustments are included in L/R (Loss Ratio)

-4.2 bil. JPY increase in net premiums written is expected, owing to strategies in 2<sup>nd</sup> half.

-24 bil. JPY of net incurred loss for natural disasters is expected, including 19 bil. JPY for fire, 4 bil. JPY for automobile and 1 bil. JPY for others.

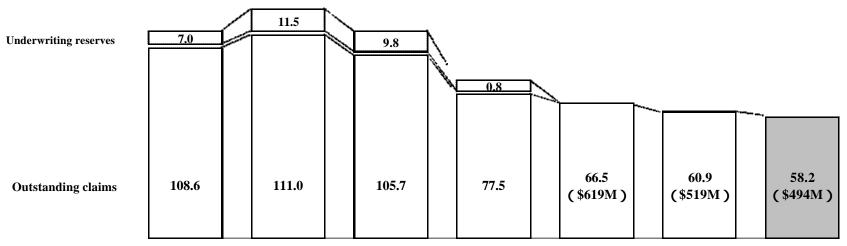
|   |                                    | Ordinary profit |                | Net income                                     |
|---|------------------------------------|-----------------|----------------|--|
|   | Non-consolidated                   | 100.0 bil. JPY  |                | <b>53.0 bil. JPY</b>                           |
|   | Consolidated                       | 112.0 bil. JPY  |                | 60.0 bil. JPY                                  |
|   |                                    |                 |                |  |
| <pr< td=""><td>incipal consolidated subsidiaries&gt;</td><td>Ordinary profit</td><td>Net income</td><td>Net income<br/>after consolidated<br/>adjustment</td></pr<> | incipal consolidated subsidiaries> | Ordinary profit | Net income     | Net income<br>after consolidated<br>adjustment |
|   | Yasuda Seguros S.A.                | 1.1 bil. JPY    | 0.8 bil. JPY   | 0.8 bil. JPY                                   |
|   | Sompo Japan Europe                 | 0.5 bil. JPY    | 0.4 bil. JPY   | 0.4 bil. JPY                                   |
|   | Sompo Japan America                | 0.6 bil. JPY    | 0.6 bil. JPY   | 0.6 bil. JPY                                   |
|   | Sompo Japan Asia                   | 0.6 bil. JPY    | 0.5 bil. JPY   | 0.5 bil. JPY                                   |
|   | Sompo Japan Himawari Life          | 12.8 bil. JPY   | 8.1 bil. JPY   | 5.1 bil. JPY                                   |
|   | Sompo Japan DIY Life               | (0.0) bil. JPY  | (0.0) bil. JPY | (0.0) bil. JPY                                 |
|   | Sompo Japan DC Securities          | (0.8) bil. JPY  | (0.8) bil. JPY | (0.8) bil. JPY                                 |

31

|   | No policy                        | Wa | as effectiv                             | ve | as of Jan                    | ua | ry 2005 a               | nnd | no new                        | aco           | cident in                      | cur   | red.                         |         |  |
|---|----------------------------------|----|---|----|------------------------------|----|-------------------------|-----|-------------------------------|---------------|--------------------------------|-------|------------------------------|---------|--|
|   | FY2002.3                         |    | FY2002.6                                |    | FY2003.3                     |    | FY2004.3                |     | FY2005.3                      |               | FY2006.3                       |       | FY2006.9                     |         | Total as of<br>the end of<br>Sep. 2006<br>(Unit: bil. JPY)   |
| Premiums<br>Claims<br>Comissions  | -<br>-<br>-                      |    | (5.9)<br>(1.0)<br>(0.1)                 |    |                              |    | +5.4<br>(25.5)<br>(0.4) |     | +1.0 (11.1) (0.1)             |               | +2.2<br>(7.8)<br>(0.1)         |       | +1.1<br>(3.9)<br>+0.0        |         | $ \begin{array}{r} (0.001, 0.$ |
| Outstanding claims<br>Underwriting reserves<br>Others<br>Total  | (108.6)<br>(7.0)<br>-<br>(115.6) |    | (2.4) $(2.4)$ $(3.0)$ $(19.4)$ $(31.8)$ | +  | +5.3<br>+1.6<br>+1.5<br>+3.3 | +  |                         | +   | +11.0<br>+0.8<br>+5.2<br>+7.0 |               | +5.6<br>+0.0<br>+17.6<br>+17.5 | +     | +2.7<br>+0.0<br>+1.3<br>+1.2 |         | $(58.2) \\ (58.2) \\ +1.4 \\ (4.0) \\ (111.9)$   |
| (Outstanding claims and Underwriting reserves : "+" represent reversal and "()" represent provision.) |                                  |    |   |    |                              |    |                         |     |                               | Japan : Total |                                | +35.5 | research 1                   | (111.7) |  |

**[Other items]** Foreign exchange gains and losses, expenses for lawsuit and settlement receipt following the arbitration, etc.

#### **[Trend of outstanding claims and underwriting reserves ]** (Unit: bil. JPY)



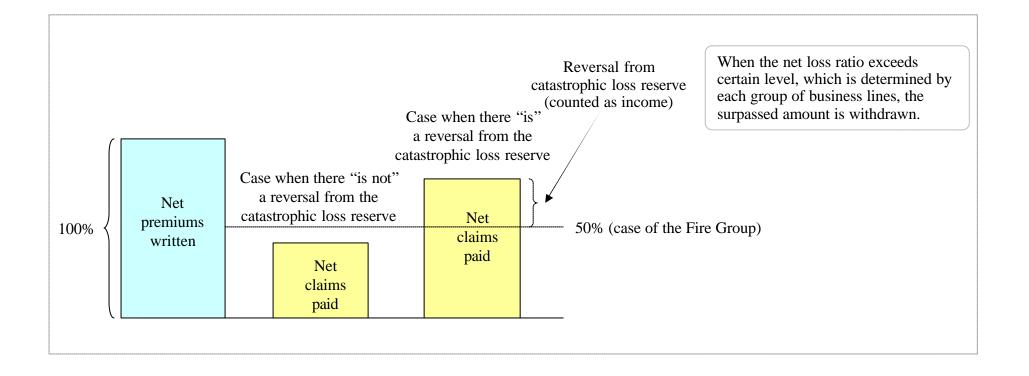
-Reserve to prepare for losses by typhoon or catastrophic disaster etc. in which Law of Large Numbers does not work.

-Certain portion of the premiums income is reserved as Liability.

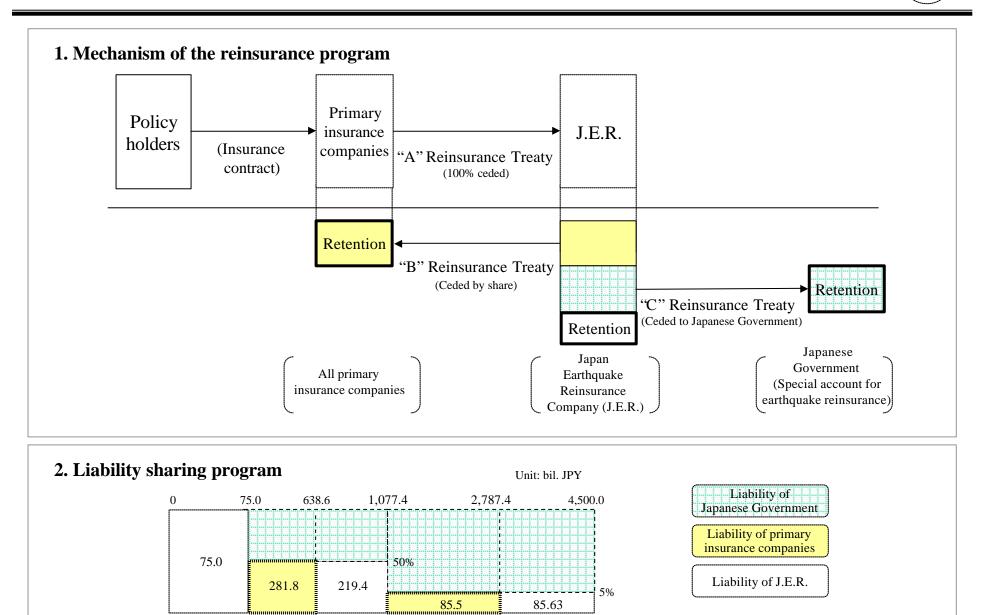
-When the loss ratio (percentage of net claims paid to net premiums written) exceeds certain level, reversal from the reserve is counted as income.

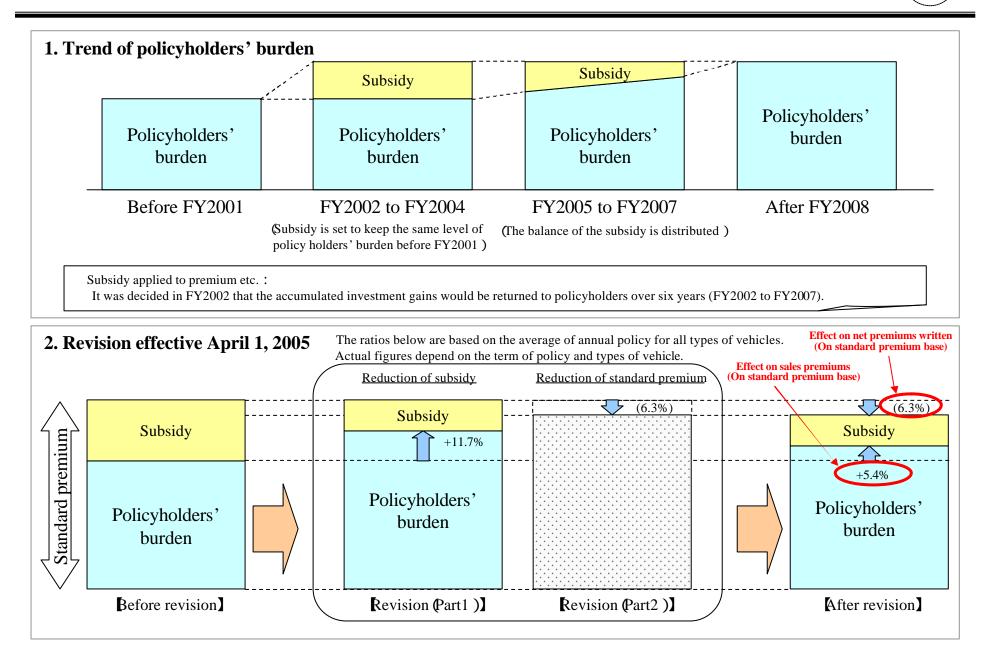
32

-One of mechanism to level the profit (loss) and cover the solvency of insurance companies.



## <Reference> Reinsurance Program for Household Earthquake (





#### Statistical IBNR (Incurred But Not Reported) reserve rules

More precise reserve rules will be introduced in FY2006, because current calculation methods based on the reserve shortfalls in the past three years and the rate of increase in incurred losses have occasionally generated insufficiency in IBNR reserves for long-tail liability reserves.



#### Sompo Japan's approach

Anticipatorily introducing new-methods for IBNR reserves calculation in FY 2005 and additionally booking shortfalls

[Insurance Products to be adopted]

Automobile (liability for personal injury), Liability, and Workers Compensation (approach already introduced as of FY2004 for certain special liability policies)

#### Calculation of forecasted final losses incurred

| Fiscal year | Fiscal years elapsed |  |     |             |        |       |     |   |  |
|-------------|----------------------|--|-----|-------------|--------|-------|-----|---|--|
| of accident | 1                    | 2                                      | ••• | 13          | 14     | 15    | 16  |   |  |
| 1990        | XXX                  | XXX                                    | XXX | XXX         | XXX    | XXX   | XXX | _ |  |
| 1991        |                      | Cumulative loss                        |     | -           | XXX    | XXX   | XXX |   |  |
| 1992        |                      | are input for eac<br>and a triangle dr |     | accident XX | XXX    | XXX   | XXX |   |  |
| 1993        | XXX                  | XXX                                    | XXX | XXX         | XXX    | XXX   | XXX |   |  |
| •••         | XXX                  | XXX                                    | XXX | ххх         |        |       | XXX |   |  |
| 2004        | XXX                  | XXX                                    | XXX | XXX         | Extrap |       | XXX |   |  |
| 2005        | XXX                  | XXX                                    | XXX | XXX         | XXX    | XXX   | XXX | ~ |  |
|             |                      |  |     |             |        | Total | XXX | _ |  |
| 2)          | ·                    | to be incurred in<br>color) are estim  | 1   |             | -      |       |     | - |  |

3) The forecasted final losses incurred are calculated for each fiscal year of accident

 The column total for the 16th year elapsed will become the forecasted final losses incurred as of FY2005.

## Contacts

```
Sompo Japan Insurance Inc.
Investor Relations Office, Corporate Planning Department
Telephone: +81-3-3349-3913
Fax : +81-3-3348-7322
E-Mail : AMizuguchi@sompo-japan.co.jp
KYoshida7@sompo-japan.co.jp
HWatanabe11@sompo-japan.co.jp
```

-This presentation is prepared for information only and is not a solicitation, or offer, to buy or sell the securities of Sompo Japan.

-Information contained in this presentation other than past facts are opinions or estimates at the time preparing the issue.

-These opinions or estimates of future performance are not guaranteed by Sompo Japan, and a large differentiation from described opinions or estimates may occur due to various uncertain factors.