

Highlights of 3Q FY2023 Results

February 14, 2024

Sompo Holdings, Inc.

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Exchange rate (USD/JPY)		
3Q FY2023	¥141.83 (YoY : +6.9%)	End of Dec. 2023
Actual	- Overseas* 149.58 (YoY : +3.3%)	End of Sep. 2023
FY2023	¥149.58	End of Sep. 2023
Forecast		

* Overseas Insurance/Reinsurance Business

Executive Summary

3Q FY2023

High progress against full-year forecast

- **Adjusted consolidated profit increased by ¥159.1 bn. to ¥242.6 bn.** and progress rate against the full-year forecast was 86%, mainly due to growth of underwriting income and net investment income in Overseas insurance/reinsurance business and absence of the COVID-19 impact in Domestic P&C insurance and Domestic Life for FY2022
- Partly due to partial sales of stocks held at HD, **consolidated net income increased by ¥370.1 bn. to ¥323.0 bn.** and progress rate against the full-year forecast was 99%

Full-year forecast for FY2023

Full-year forecast remains unchanged

- **Full-year forecast of ¥280.0 bn. for FY2023 remains unchanged**
- Key point of Domestic P&C insurance business is incurred loss in auto insurance, while the **impact of domestic natural disasters and major accidents progressed as planned**
- **USD-basis adjusted profit from Overseas insurance/reinsurance business for FY2023 is expected to exceed the forecast**
- Other businesses progressing as planned

Capital policy

Sold shares held at HD. Plan to improve capital efficiency

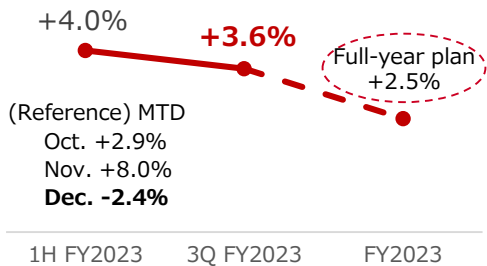
- Sold shares held at HD based on risk-capital balance (**impact on net income : approx. ¥60.0 bn.**)
- Plan to improve further capital efficiency through the use of generated capital (impact on ESR : 4pt against end of Sep. 2023)
- **Announced a stock split (1:3) with a record date of the end of March 2024** in order to expand the investor base and increase the liquidity of the stock.

Topics (1) Domestic P&C Insurance Business

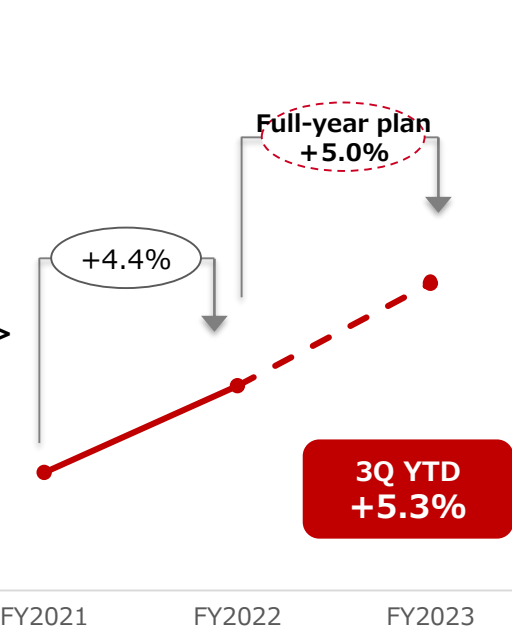
Incurring losses in auto line increased slightly against the forecast, but are trending away from the peak

- Accident rate increased by 3.6%, while December MTD decreased by 2.4%, indicating peak may be passed
- Repair cost per unit increased by 5.3% in line with full-year forecast (5.0%)

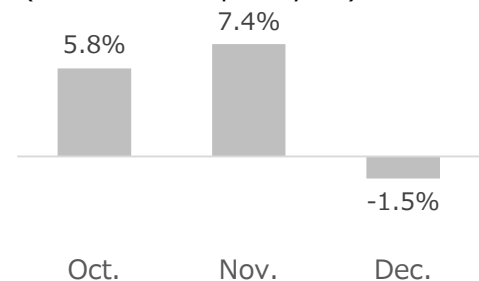
<Automobile insurance accident rate> (Increase over prior year)



<Increase in repair cost per unit*2> (Increase over prior year)



<Number of automobile reported claims*1> (Increase over prior year)



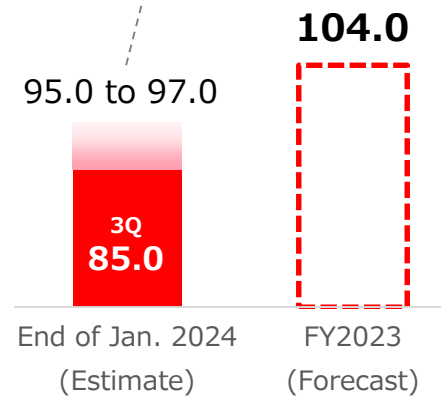
Domestic natural disasters and major accidents remain within budget

- Domestic natural catastrophe losses remained within the forecast
- The impact of major accidents has been below the forecast

<Domestic natural disasters>

(¥ bn.)

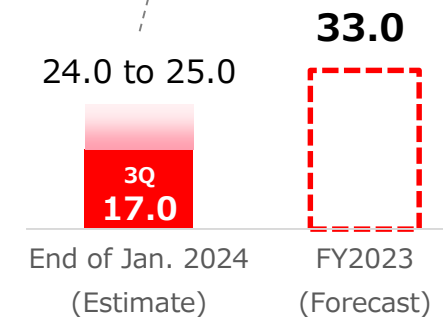
Incl. Noto Peninsula earthquake and heavy snow in Jan.



<Major accidents>

(¥ bn.)

About 70% of the full-year forecast



*1 Excl. claims caused by natural disasters which exceeds certain threshold, and incl. the number of accidents that did not result in claim payment

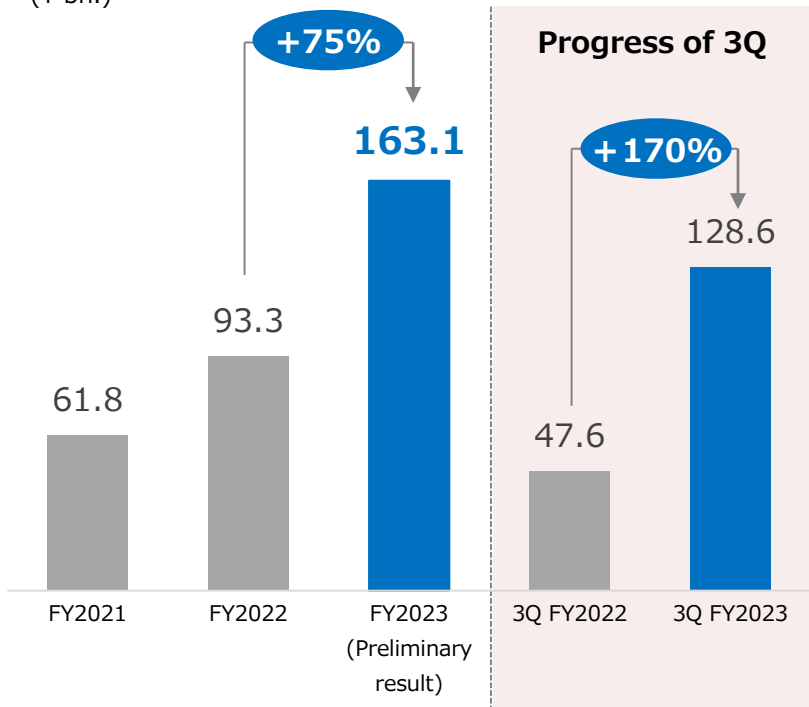
*2 Combined vehicle insurance (excl. natural disasters) and property damage liability insurance

Topics (2) Overseas Insurance/Reinsurance Business

Record-high adjusted profit in FY2023*1

- Adjusted profit increased by approx. + ¥70.0 bn. to ¥163.1 bn., a record high

(¥ bn.)



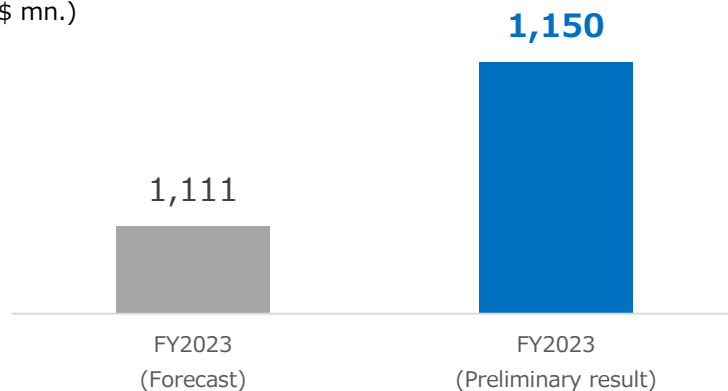
USD-basis adjusted profit exceeded the forecast

- USD-basis adjusted profit exceeded the forecast by \$39 mn. to \$1,150 mn (+68% growth, YoY)
- Strengthened 2019 and prior accident year reserves in 4Q FY2023, and the balance for future years

(Main changing factors against the forecast)

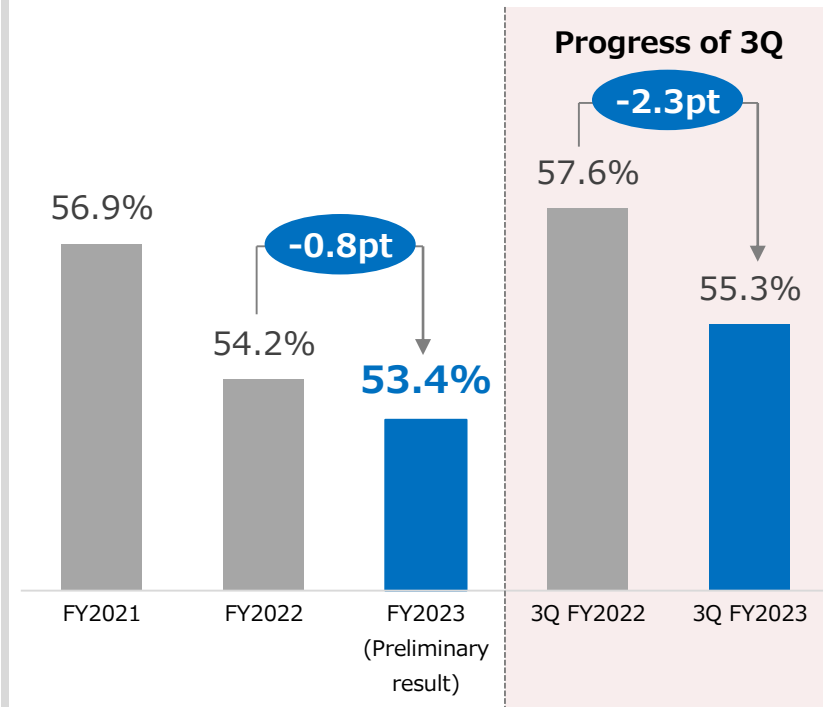
- Catastrophe losses below forecast (+ \$139 mn.)
- Higher than expected net investment income on improving book yields (+ \$86 mn.)
- Deferred tax asset*2 (+ \$399 mn.)
- Adverse prior year reserve development to strengthen legacy reserves (- \$575 mn.)

(\$ mn.)



Accident-year basis attritional loss ratio of SI*3 continued to improve

- Loss ratio decreased by 0.8pt to 53.4% due to strong rate environment and underwriting based on profitability



*1 Full-year preliminary results for overseas insurance/reinsurance business are unaudited and subject to change. Final figures will be announced together with the full-year results of Sompo Holdings in next May. Exchange rate (USD/JPY) is ¥141.83 (The same shall apply hereafter).

*2 Related to Bermuda adopting new corporate tax regime (15%) in 2025, which will make the impact of decrease in corporate tax for future years

*3 Accident-year basis loss ratio ex AgriSompo, and Cats/COVID-19. For the FY2023, the commercial business within Sompo Sigorta, Sompo Seguros and Asia subsidiaries are included within Si Commercial

Group Consolidated Results

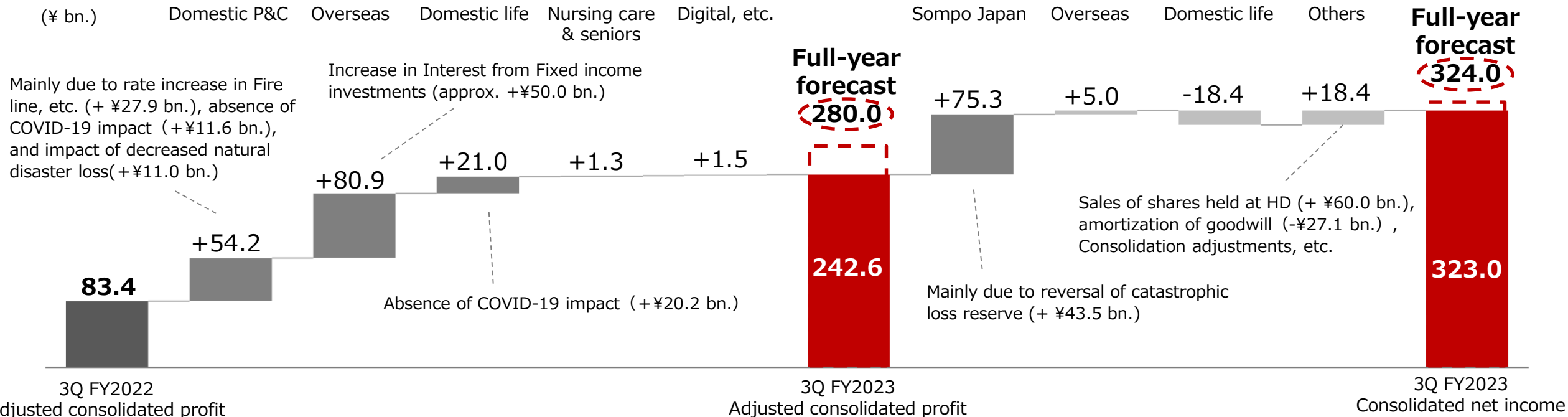


Breakdown of Adjusted Consolidated Profit/Consolidated Net Income

- Adjusted consolidated profit for 3Q FY2023 up ¥159.1 bn. to ¥242.6 bn. due to growth in all businesses
- Adjusted consolidated profit forecast of ¥280.0 bn. for FY2023 unchanged

Increase/decrease factors of adjusted consolidated profit (after tax)

Conversion to net income*1



	Domestic P&C	Overseas	Domestic life	Nursing care & seniors	Digital, etc.	Adjusted consolidated profit	Consolidated net income
3Q FY2022	¥20.8 bn.	¥47.6 bn.	¥8.9 bn.	¥4.3 bn.	¥1.7 bn.	¥83.4 bn.	- ¥47.1 bn.*2
3Q FY2023	¥75.0 bn.	¥128.6 bn.	¥29.9 bn.	¥5.6 bn.	¥3.3 bn.	¥242.6 bn.	¥323.0 bn.
FY2023 (Forecast)	¥58.0 bn.	¥168.0 bn.	¥40.0 bn.	¥7.0 bn.	¥3.0 bn.	¥280.0 bn.	¥324.0 bn.

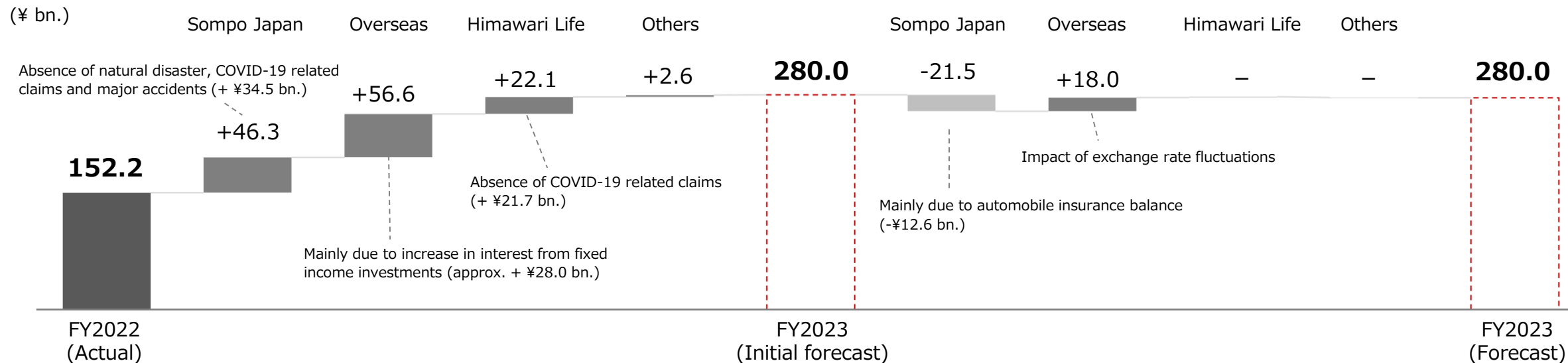
*1 Consolidated net income denotes net income (loss) attributable to shareholders of the parent (The same shall apply hereafter).

Due to the application of IFRS9 and IFRS17 in SI local accounting, unrealized losses on securities and changes in fair value of insurance liabilities are recognized in consolidated net income. Adjusted profit remains unchanged.

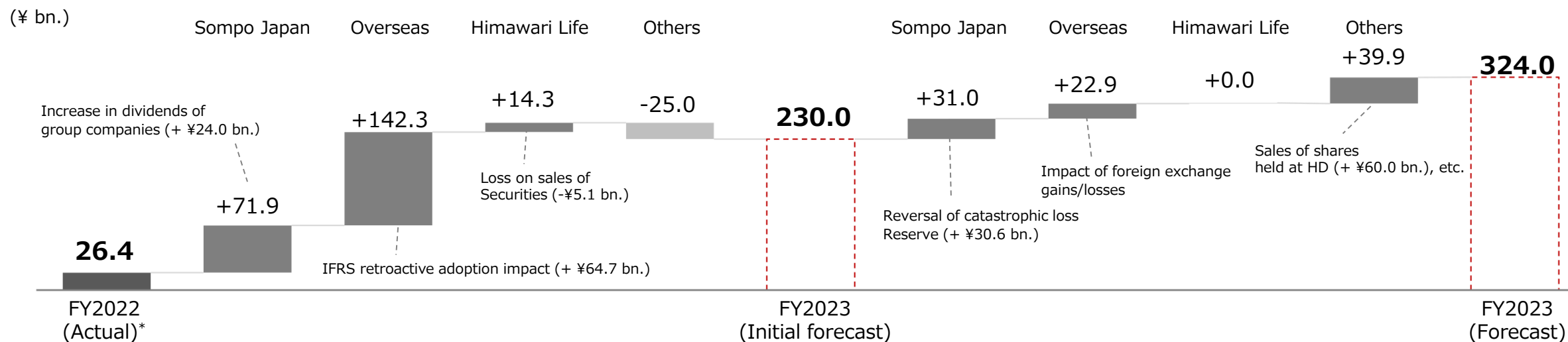
*2 Financial impact from the accounting change above in the amount of -¥84.7 bn. (underwriting reserve + ¥4.1 bn., reserve for outstanding losses and claims + ¥75.2 bn., unrealized gains and losses on securities available for sale - ¥164.0 bn.) are included.

(Reference) Breakdown of Revised Full-Year Forecasts for FY2023

Increase / decrease factors of adjusted consolidated profit



Increase / decrease factors of consolidated net income



* Includes impact of the retroactive adjustments due to the adoption of IFRS9 and IFRS17

(Reference) Consolidated Financials

(¥ bn.)	3Q results			Full-year results		
	3Q FY2022 Actual*1	3Q FY2023 Actual	Variance	FY2022 Actual*1	FY2023 Forecast	Variance
Consolidated ordinary income	3,631.2	3,848.5	+217.3	4,525.8	-	-
Net premiums written	2,996.1	2,956.9	-39.1	3,670.7	3,780.0	+109.2
Life insurance premiums	235.3	231.7	-3.6	316.7	337.0	+20.2
Consolidated ordinary profit	-39.1	432.4	+471.5	49.5	451.0	+401.4
Sompo Japan	39.4	188.3	+148.9	124.9	263.0	+138.0
Overseas insurance subsidiaries	-39.2	175.4	+214.7	15.3	216.5	+201.2
Himawari Life	-5.7	18.2	+23.9	2.9	22.8	+19.8
SOMPO Care	5.9	7.7	+1.7	7.9	9.8	+1.9
Consolidation adjustments*2/Others	-39.5	42.7	+82.2	-101.6	-61.2	+40.3
Consolidated net income	-47.1	323.0	+370.1	26.4	324.0	+297.5
Sompo Japan	33.8	151.6	+117.7	108.0	211.0	+102.9
Overseas insurance subsidiaries	-43.1	133.7	+176.8	9.0	174.3	+165.3
Himawari Life	-4.7	11.5	+16.2	0.9	15.3	+14.4
SOMPO Care	3.9	5.1	+1.1	5.4	6.5	+1.0
Consolidation adjustments*2/Others	-37.0	21.0	+58.0	-97.0	-83.2	+13.7
Adjusted consolidated profit	83.4	242.6	+159.1	152.2	280.0	+127.7
Domestic P&C insurance	20.8	75.0	+54.2	32.0	58.0	+25.9
Overseas insurance/reinsurance	47.6	128.6	+80.9	93.3	168.0	+74.6
Domestic life insurance	8.9	29.9	+21.0	17.8	40.0	+22.1
Nursing care & seniors	4.3	5.6	+1.3	5.9	7.0	+1.0
Digital, etc.	1.7	3.3	+1.5	3.0	3.0	-0.0

*1 Includes impact of the retroactive adjustments due to the adoption of IFRS9 and IFRS17, *2 Includes below adjusted consolidated profit remains unchanged

(¥ bn.)	3Q FY2022	FY2022	(¥ bn.)	3Q FY2022	3Q FY2023
			Amortization of goodwill	21.4	24.4
Consolidated ordinary profit	-95.8	-73.0	Consolidation adjustments (pre-tax)	3.2	3.1
Consolidated net income	-84.7	-64.7	Consolidation adjustments (after-tax)	2.3	2.2

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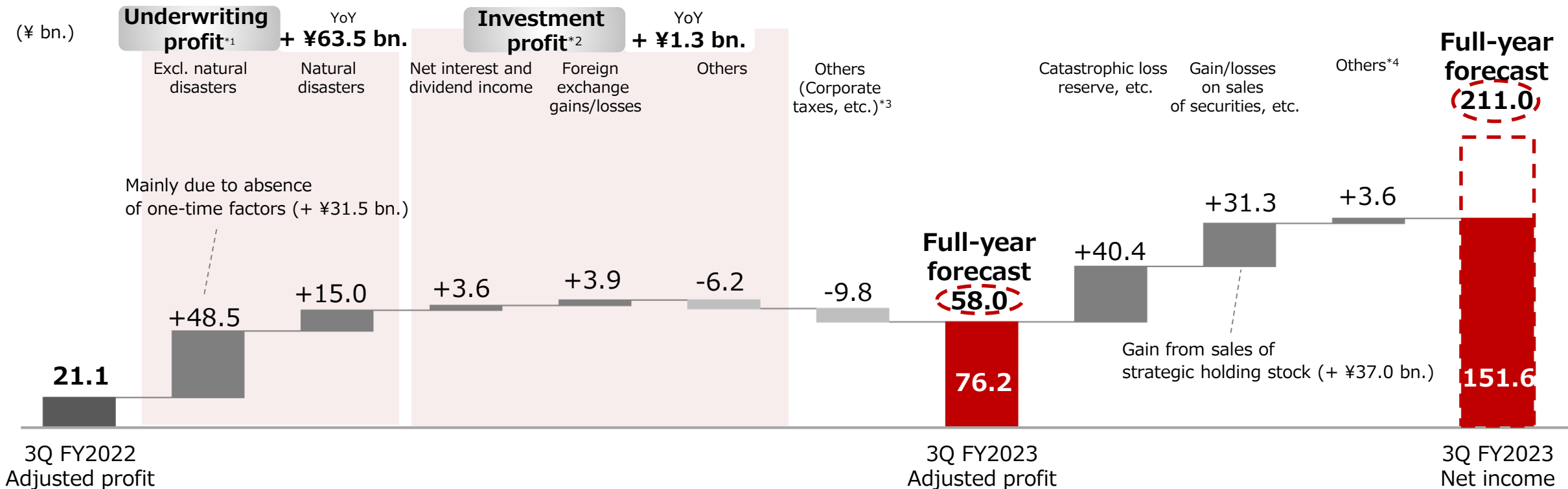


Breakdown of Adjusted Profit/Net income (Sompo Japan)

- Adjusted profit for 3Q FY2023 is ¥76.2 bn. (+ ¥55.0 bn.) due to the absence of one-time factors such as natural disasters, COVID-19 related claims and major accidents incurred in FY2022
- Adjusted consolidated profit forecast of ¥58.0 bn. for FY2023 unchanged

Increase/decrease factors of adjusted profit

Conversion to net income



*1 Excl. the impact related to catastrophic loss reserve, contingency reserve, natural disaster policy reserves

*2 Excl. the impact Gain/losses on sales of securities

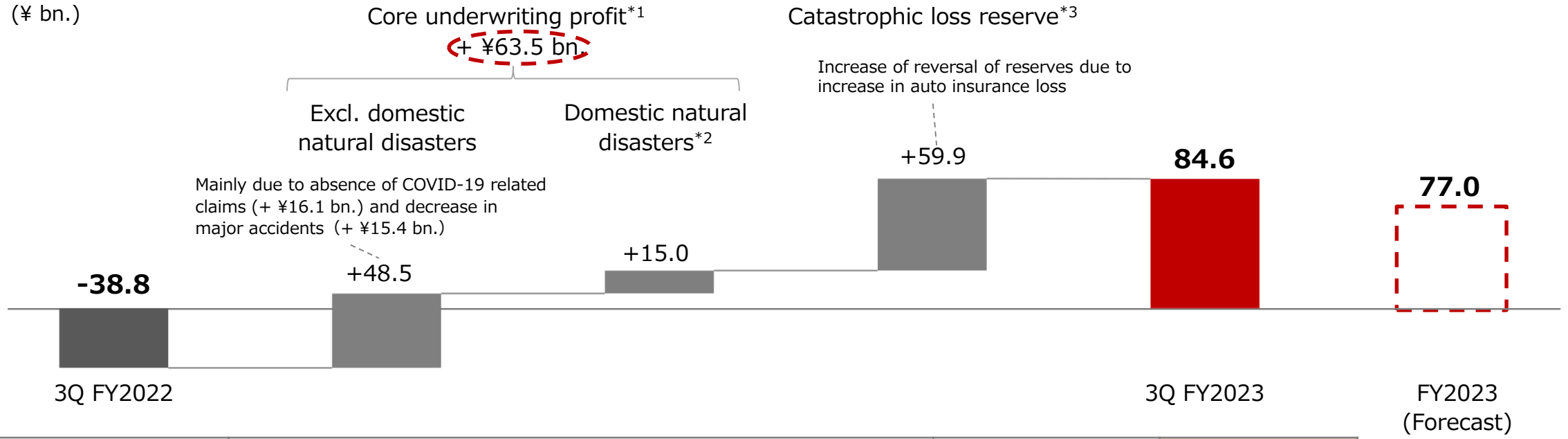
*3 Excl. expense with the exception of underwriting, other ordinary gains/losses, extraordinary gains/losses, corporate taxes, etc.

*4 Dividends from subsidiaries, effect of natural disaster policy reserves, and gains/losses on stock futures, etc.

Underwriting Profit (Sompo Japan)

- Core underwriting profit for 3Q FY2023 increased by ¥63.5 bn. YoY, mainly due to the absence of COVID-19 related claims and major accidents incurred in FY2022

Increase/decrease factors of underwriting profit



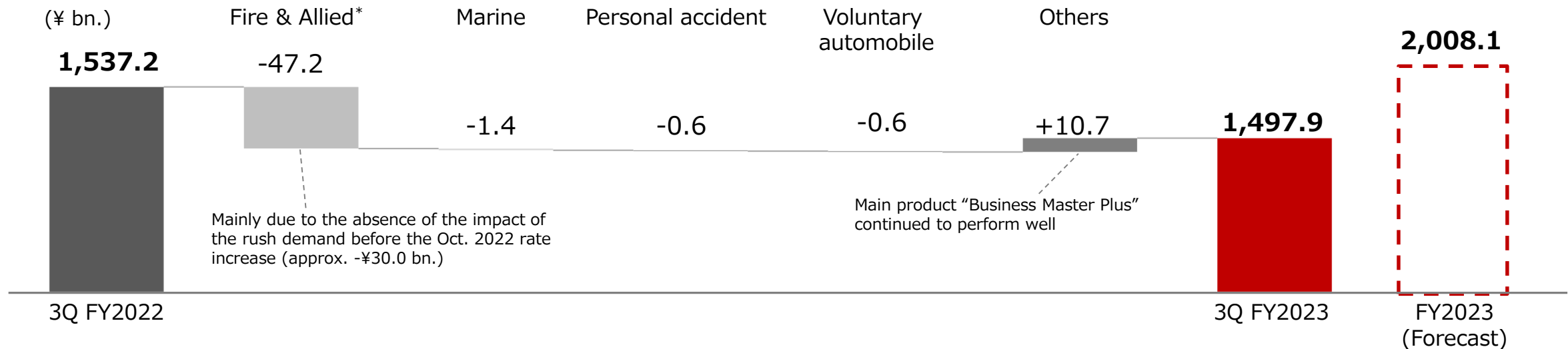
	Core underwriting profit*1*2			Catastrophic loss reserve*3	Underwriting profit
	(Excl. domestic natural disasters)	(Domestic natural disasters)			
3Q FY2022	- ¥41.7 bn.	¥58.2 bn.	- ¥100.0 bn.	¥2.8 bn.	- ¥38.8 bn.
3Q FY2023	¥21.7 bn.	¥106.7 bn.	-¥85.0 bn.	¥62.8 bn.	¥84.6 bn.
FY2023 (Forecast)	¥15.4 bn.	¥119.4 bn.	- ¥104.0 bn.	¥61.5 bn.	¥77.0 bn.

*1 Core underwriting profit is underwriting profit less the impact related to catastrophic loss reserve, contingency reserve, natural disaster policy reserves
 *2 Since outstanding loss reserve is worked out by a compendium method in 3Q results and incurred losses related to natural disasters are not aggregated, the figures of losses incurred from domestic natural disasters are approximated value reflecting the current situation as of the end of December
 *3 Catastrophic loss reserve, contingency reserve, natural disaster reserve

Net Premiums Written (Sompo Japan)

- Net premiums written for 3Q FY2023 was 1,497.9 bn., almost unchanged YoY when excluding the impact of the rush demand prior to the rate increase in FY2022
- The negative impact of strict underwriting in Fire & Allied based on profitability was offset by premium growth in other lines.

Increase/decrease factors of net premiums written (excl. CALI, household earthquake)



	Fire & Allied*	Marine	Personal accident	Voluntary automobile	Others		Total (excl. CALI, household earthquake)	Total
						Of which Liability		
3Q FY2022	¥305.7 bn.	¥42.2 bn.	¥119.4 bn.	¥809.6 bn.	¥260.0 bn.	¥129.4 bn.	¥1,537.2 bn.	¥1,694.2 bn.
3Q FY2023	¥258.5 bn.	¥40.8 bn.	¥118.8 bn.	¥808.9 bn.	¥270.7 bn.	¥129.4 bn.	¥1,497.9 bn.	¥1,646.8 bn.
FY2023 (Forecast)	¥379.7 bn.	¥50.5 bn.	¥154.6 bn.	¥1,075.7 bn.	¥347.5 bn.	¥159.7 bn.	¥2,008.1 bn.	¥2,189.0 bn.

Reference

<Sales performance premiums>
(Jan. Fiscal YTD, Preliminary)

Total
(Excl. CALI) **+0.5%**
YoY

<Auto insurance non-fleet renewal rate>

Jan.
(Preliminary) **91.2%**

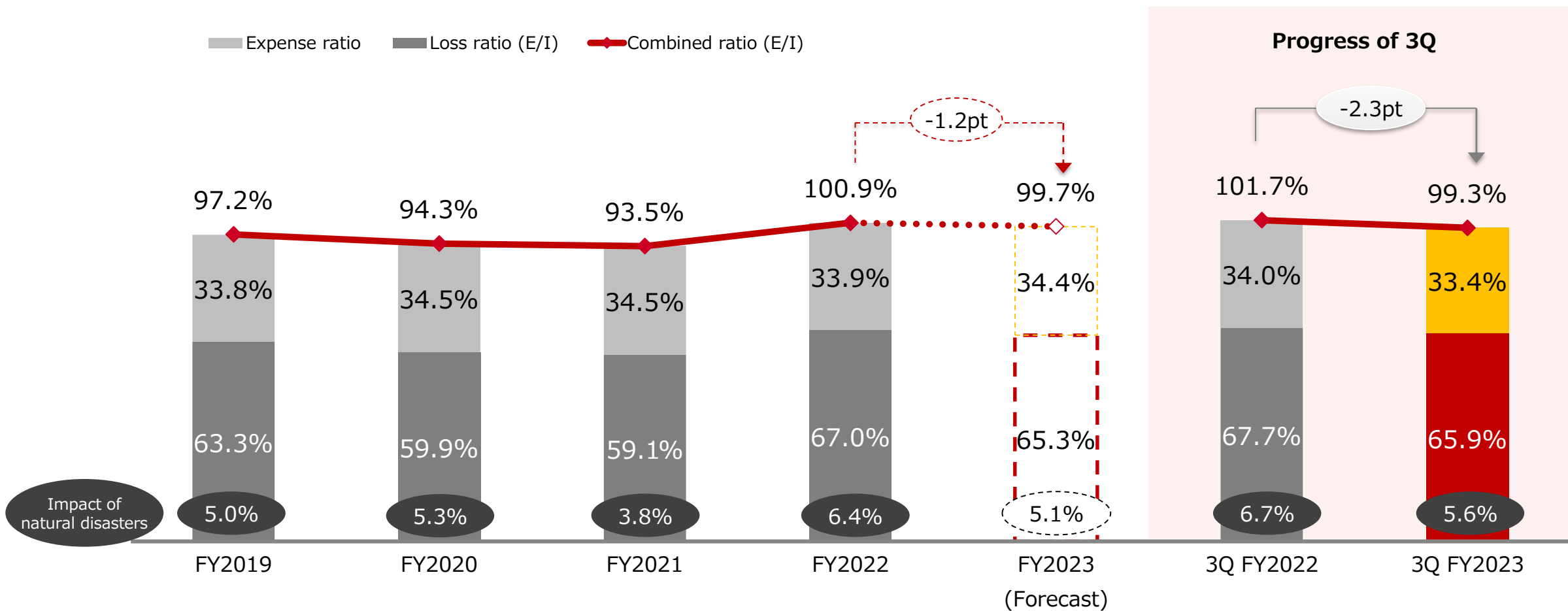
Remained within the previous year's renewal rate range

* Excl. household earthquake

Combined Ratio (Sompo Japan)

- Combined ratio for 3Q FY2023 decreased by 2.3pt YoY to 99.3%, mainly due to lower natural catastrophe losses

Combined ratio (E/I) * (excl. CALI, household earthquake)

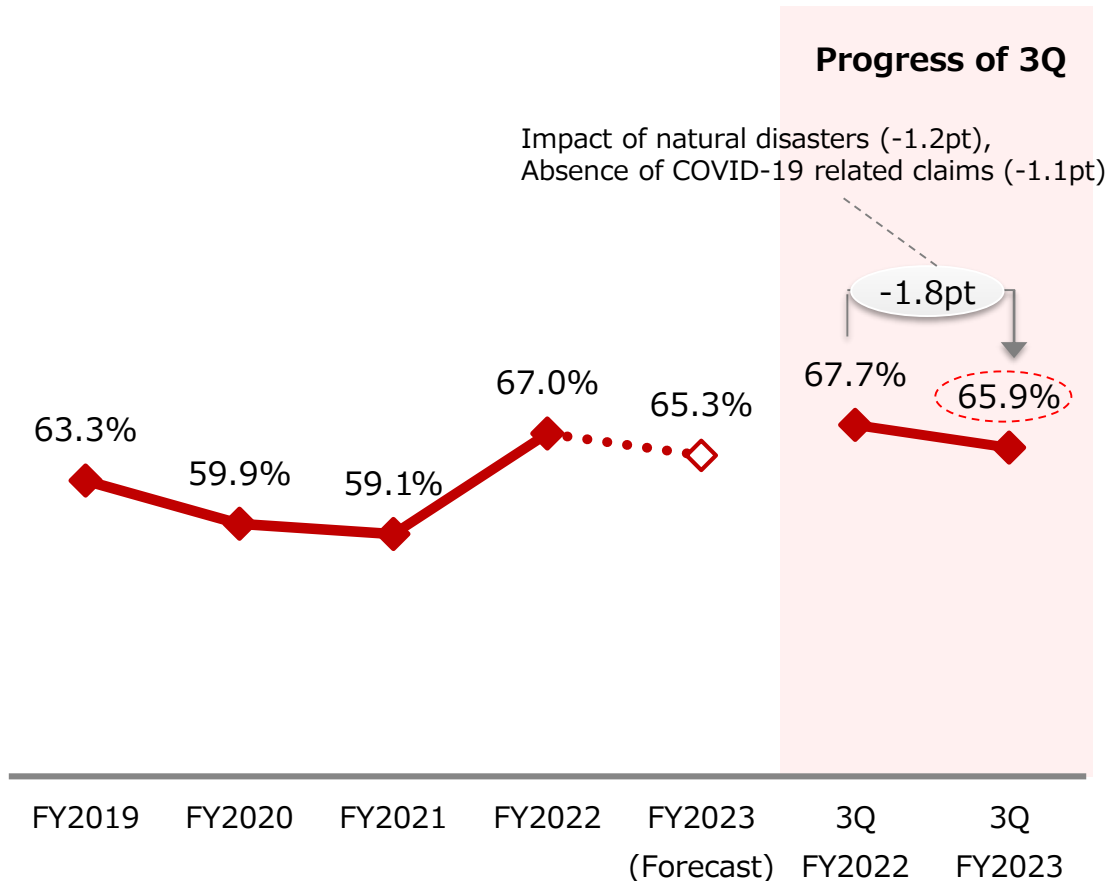


* Loss Ratio (E/I) + Net Expense Ratio (The same shall apply hereafter)

Loss Ratio (Sompo Japan)

- Loss ratio(E/I) for 3Q FY2023 decreased by 1.8pt YoY, mainly due to lower natural catastrophe losses and the absence of COVID-19 related claims

Loss ratio (E/I) (excl. CALI, household earthquake)



* Foreign exchange impact (Provision) on foreign currency reserve for outstanding claims in 3Q FY2023 : ¥4.2 bn.

Loss ratio (E/I) by product line

	3Q FY2023		FY2023
	Actual	Variance	(Forecast)
Fire & Allied (Excl. household)	68.0%	-21.7pt	68.3%
Marine	65.0%	+15.9pt	71.3%
Personal Accident	53.4%	-8.7pt	53.5%
Voluntary Automobile	69.1%	+4.9pt	66.3%
Others	59.3%	-1.6pt	62.7%
Total (Excl. CALI, household earthquake)	65.9%	-1.8pt	65.3%

(Main drivers of variance)

Fire & Allied : Decrease in domestic natural disasters (-10.4pt), impact of major accidents (-7.8pt)

Personal Accident : COVID-19 related claims (-10.7pt)

Voluntary Automobile : Increase in number of reported claims / rise in unit repair cost, etc. (+3.4pt), increase in domestic natural disasters (+0.7pt), impact of major accidents (+0.6pt)

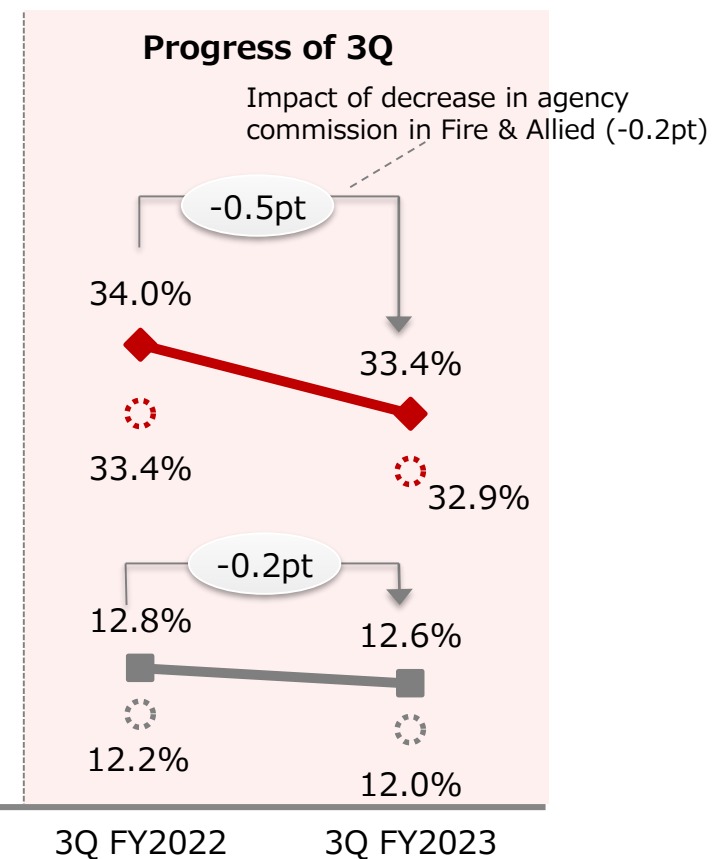
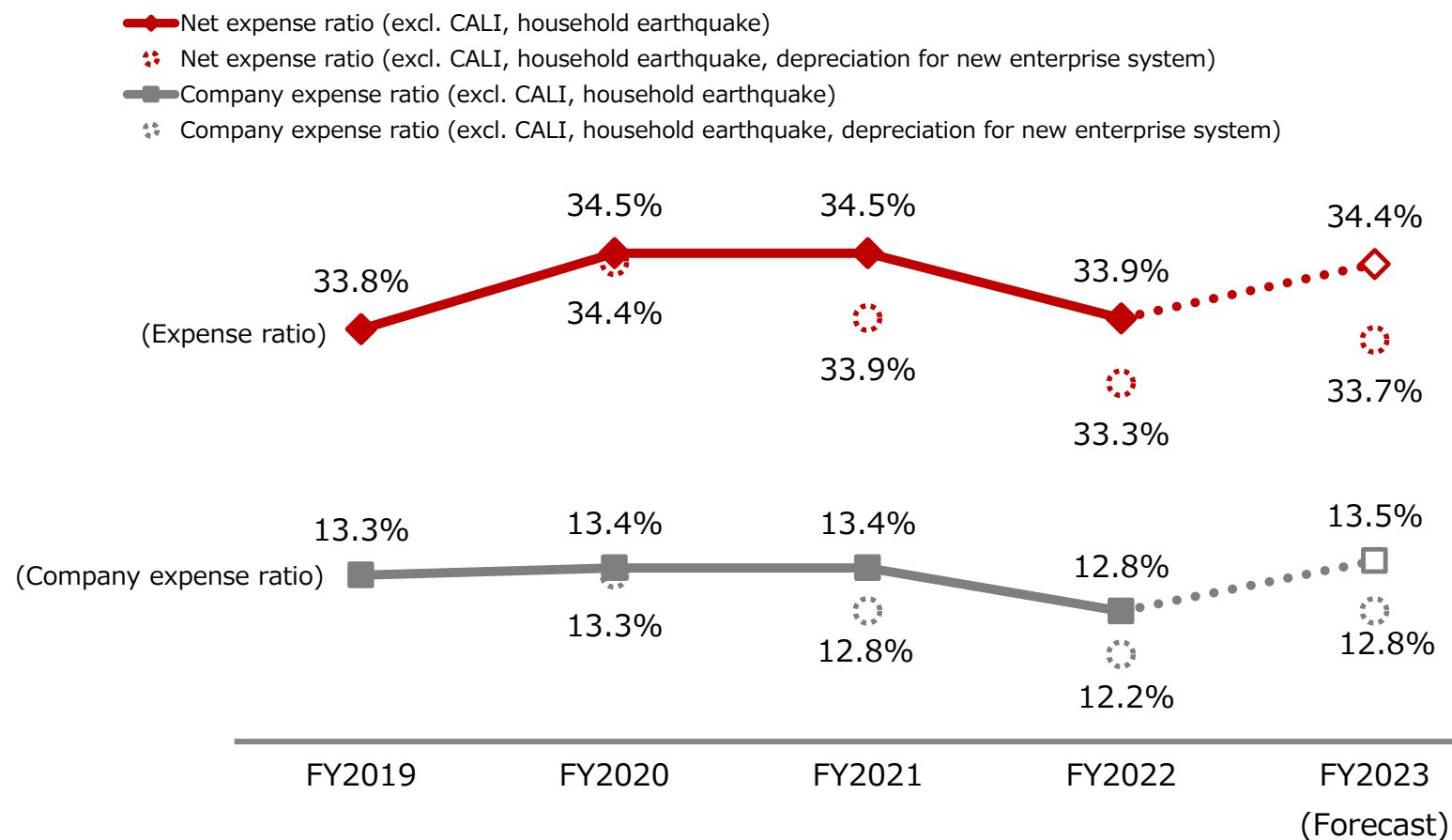
(Reference) Loss ratio (W/P)

	3Q FY2023		FY2023
	Actual	Variance	(Forecast)
Fire & Allied (Excl. household)	82.6%	+10.3pt	73.7%
Marine	54.5%	+14.5pt	60.9%
Personal Accident	52.6%	-8.5pt	55.0%
Voluntary Automobile	65.2%	+5.3pt	64.1%
Others	55.7%	-0.8pt	61.2%
Total (Excl. CALI, household earthquake)	65.2%	+3.9pt	64.6%

Expense Ratio (Sompo Japan)

- Net expense ratio for 3Q FY2023 improved by 0.5pt YoY, due to lower agency commissions associated with product line renewals in Fire & Allied lines

Net expense ratio, Company expense ratio* (excl. CALI, household earthquake)

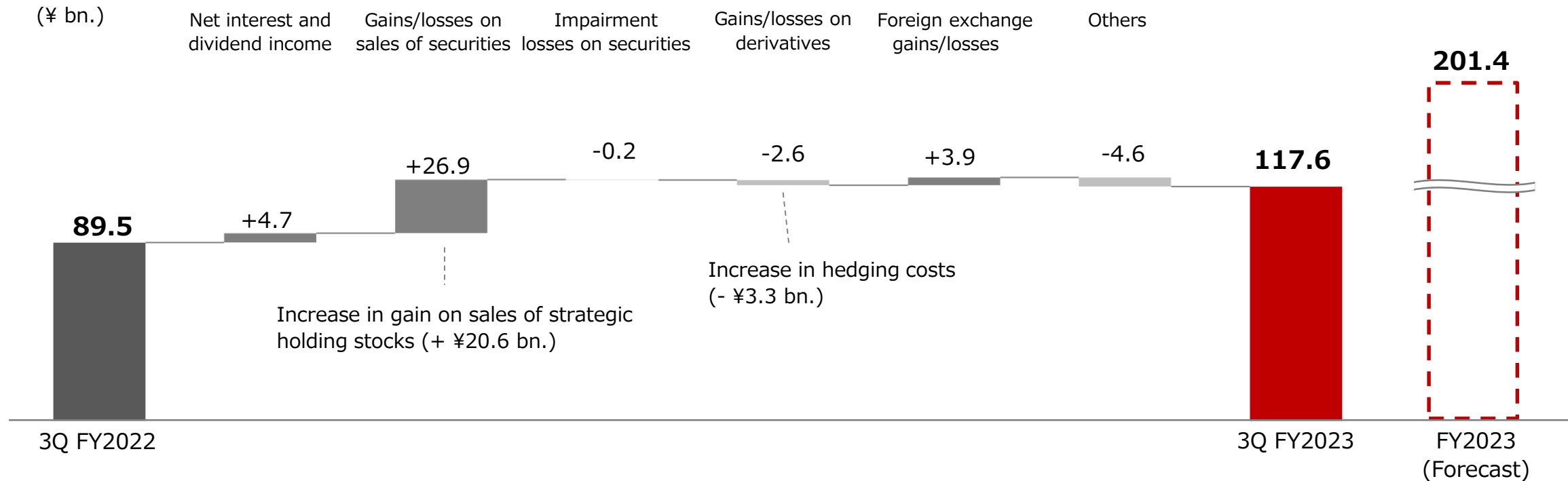


* Ratio of general administrative and selling expense related with underwriting to net premiums written

Investment Profit (Sompo Japan)

- Investment profit for 3Q FY2023 increased by ¥28.1 bn. YoY to ¥117.6 bn., mainly due to gain on sales of strategic holding stocks

Increase/decrease factors of investment profit

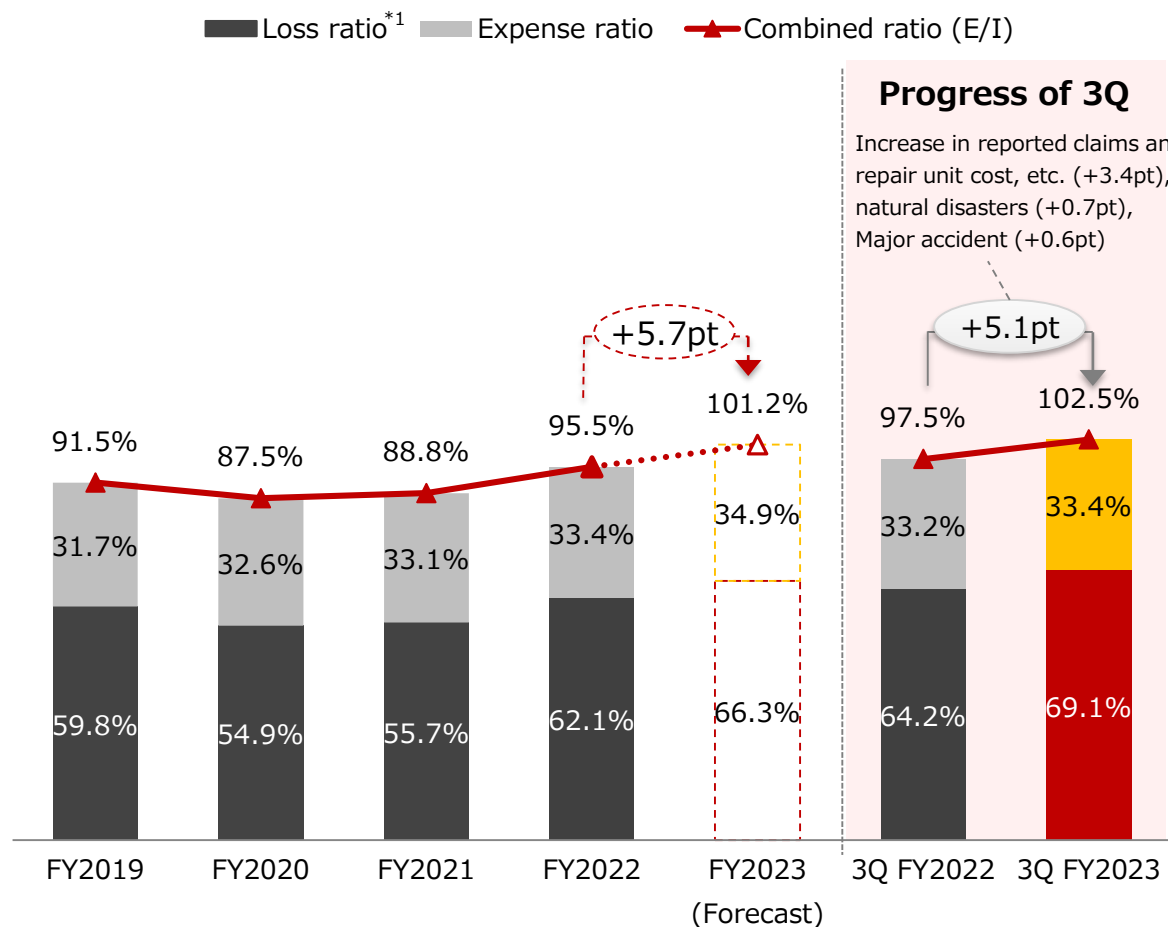


	Net interest and dividend income	Gains/losses on sales of securities	Impairment losses on securities	Gains/losses on derivatives	Foreign exchange gains/losses	Others	Investment profit
3Q FY2022	¥73.3 bn.	¥18.6 bn.	- ¥1.3 bn.	- ¥7.4 bn.	¥10.2 bn.	- ¥3.8 bn.	¥89.5 bn.
3Q FY2023	¥78.0 bn.	¥45.6 bn.	- ¥1.5 bn.	- ¥10.1 bn.	¥14.2 bn.	- ¥8.5 bn.	¥117.6 bn.
FY2023 (Forecast)	¥175.7 bn.	¥49.4 bn.	- ¥7.1 bn.	- ¥15.4 bn.	¥11.1 bn.	- ¥12.3 bn.	¥201.4 bn.

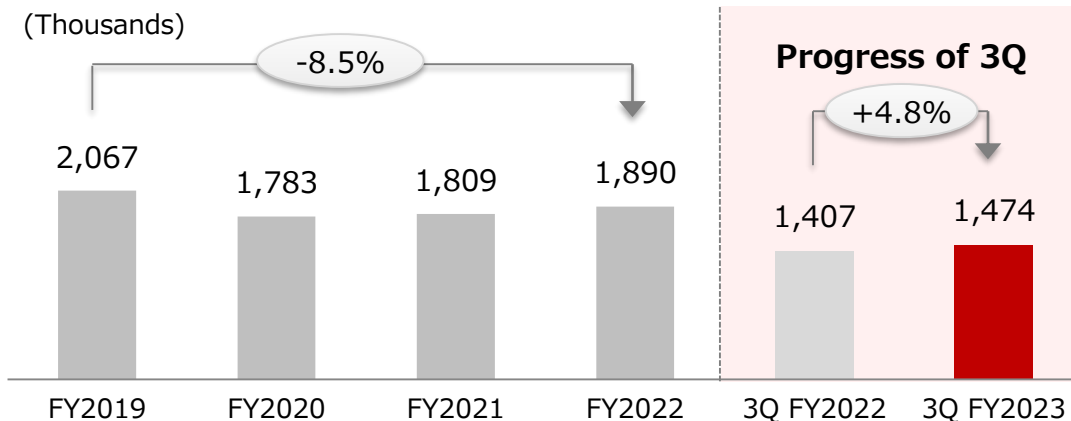
	Reduction of strategic holding stocks
3Q FY2022	¥58.9 bn.
3Q FY2023	¥63.5 bn.
FY2023 (Forecast)	¥70.0 bn.

(Reference) Indicators Related to Automobile Insurance (Sompo Japan)

Combined ratio (E/I)

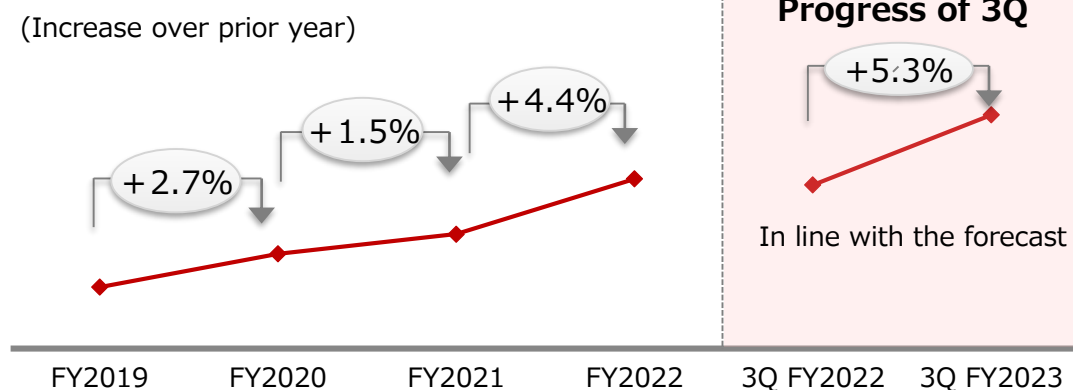


The number of reported claims*2



*2 Excl. claims caused by natural disasters which exceeds certain threshold, and incl. the number of accidents that did not result in claim payment

Repair cost per unit*3

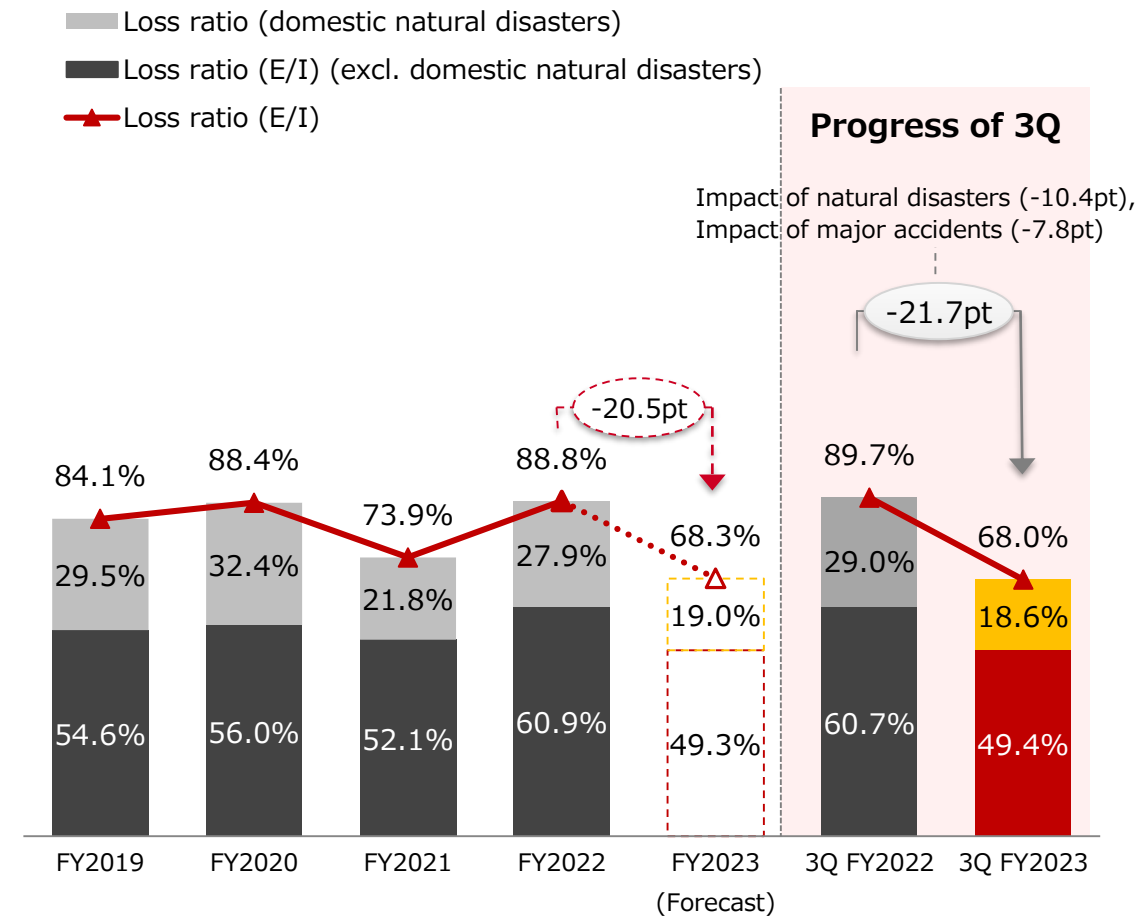


*1 Loss ratio is on a E/I basis (incl. loss adjustment expense)

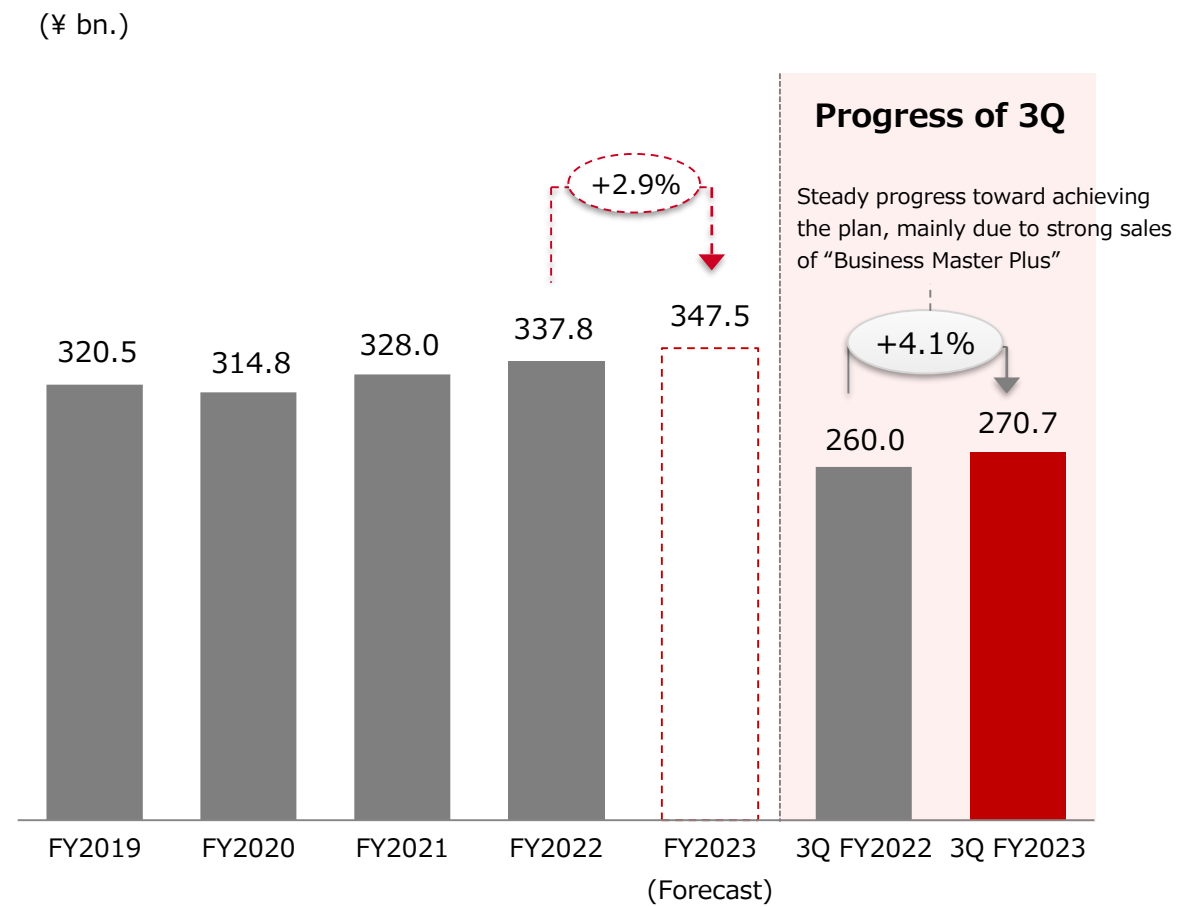
*3 Combined vehicle insurance (excl. natural disasters) and property damage liability insurance

(Reference) Indicators Related to Fire & Allied, Casualty (Others) (Sompo Japan)

Fire & Allied insurance* loss ratio (E/I)



Casualty (Other) insurance net premiums written



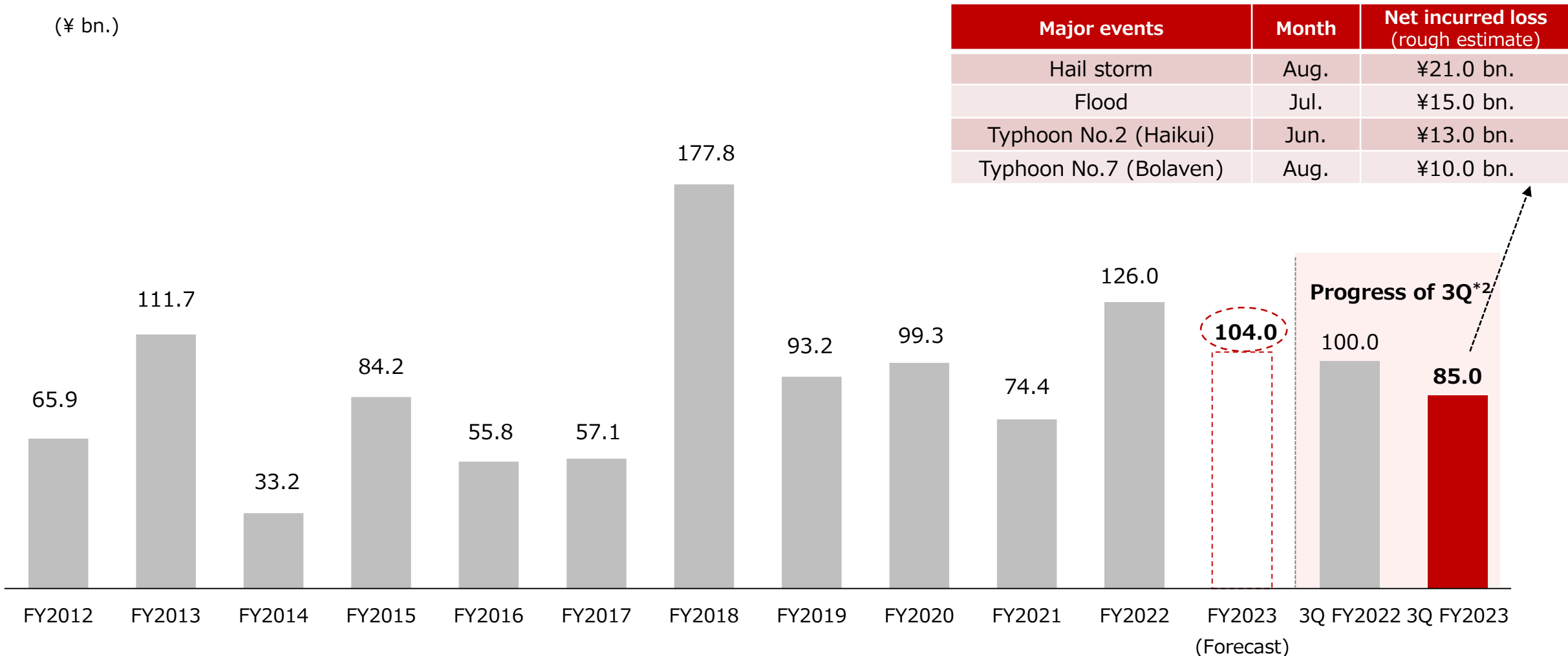
* excl. household earthquake



(Reference) Domestic Natural Disasters (Sompo Japan)

Net incurred losses related to domestic natural disasters (accident year basis)*1

(¥ bn.)



*1 Excl. CALI, household earthquake

*2 Since outstanding loss reserve is worked out by a compendium method in 3Q results and incurred losses related to natural disasters are not aggregated, the figures of losses incurred from domestic natural disasters are approximated value reflecting the current situation as of the end of December

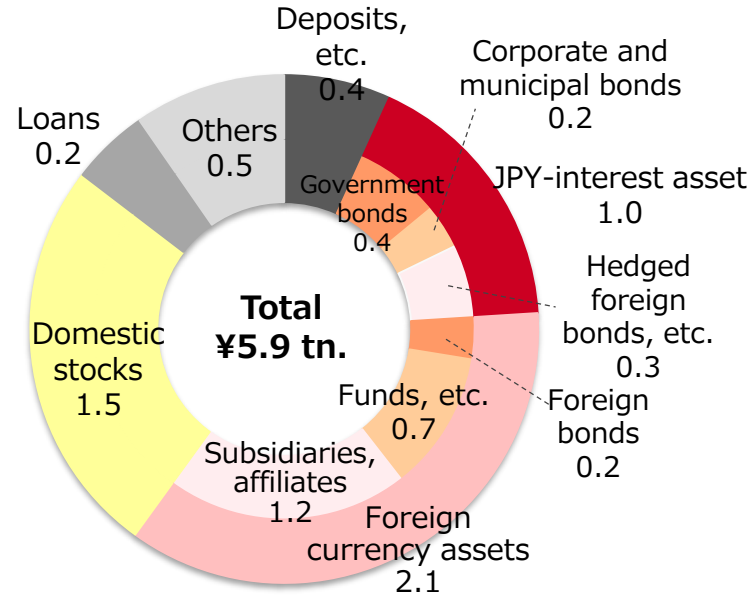


(Reference) Asset Portfolio (Sompo Japan)

Asset portfolio

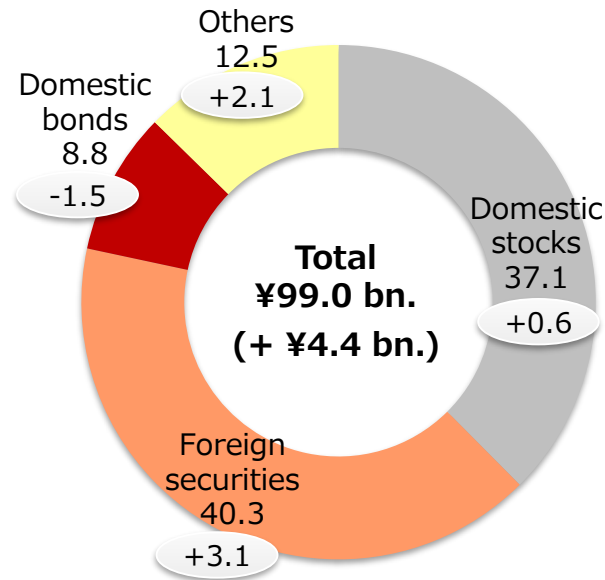
(as of the end of Dec. 2023, General account)

(¥ tn.)



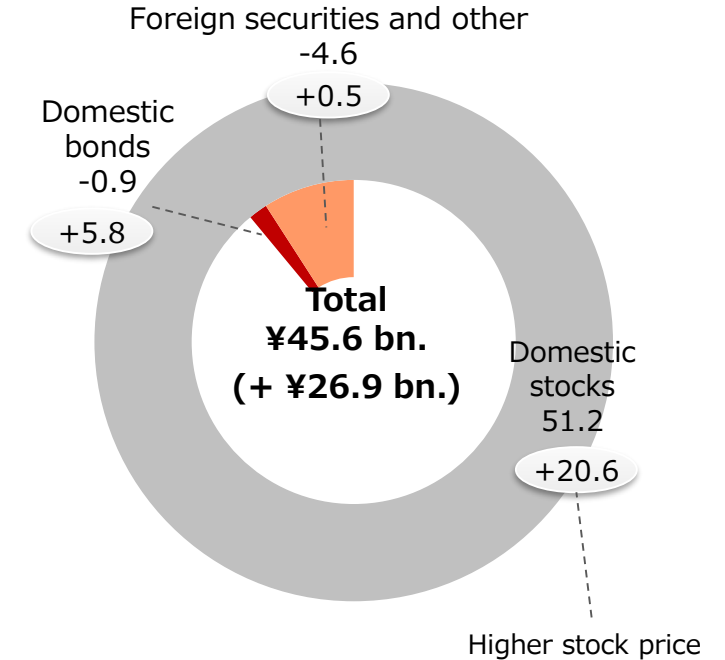
Breakdown of interest and dividend income

(¥ bn.)



Breakdown of gains/losses on sales of securities

(¥ bn.)



: Variance from 3Q FY2022

	End of Mar. 2021	End of Mar. 2022	End of Mar. 2023	End of Dec. 2023
--	------------------	------------------	------------------	------------------

Income yield*	3.0%	3.0%	3.0%	3.5%
Duration (years)	Asset	8.2	7.9	7.9
	Liability	8.3	7.7	7.6

* Excl. overseas subsidiaries' shares, etc.

(Reference) Sompo Japan Financials

(¥ bn.)	3Q results			Full-year results		
	3Q FY2022	3Q FY2023	Variance	FY2022 Actual	FY2023 Forecast	Variance
Net premiums written	1,694.2	1,646.8	-47.4	2,225.5	2,189.0	-36.5
(excl. CALI, household earthquake)	1,537.2	1,497.9	-39.3	2,014.7	2,008.1	-6.5
Net premiums earned (excl. CALI, household earthquake)	1,489.6	1,526.7	+37.1	1,979.7	2,027.4	+47.7
E/I loss ratio (excl. CALI, household earthquake)	67.7%	65.9%	-1.8pt	67.0%	65.3%	-1.7pt
Written paid (W/P) loss ratio	62.9%	66.9%	+4.0pt	64.1%	66.8%	+2.7pt
(excl. CALI, household earthquake)	61.3%	65.2%	+3.9pt	62.8%	64.6%	+1.9pt
Expense ratio	33.5%	33.3%	-0.2pt	33.5%	34.5%	+1.0Pt
(excl. CALI, household earthquake)	34.0%	33.4%	-0.5pt	33.9%	34.4%	+0.5Pt
Combined ratio (E/I)*1 (excl. CALI, household earthquake)	101.7%	99.3%	-2.3pt	100.9%	99.7%	-1.2pt
(Reference) Combined ratio (W/P) (excl. CALI, household earthquake)	95.3%	98.6%	+3.3pt	96.7%	99.0%	+2.4pt
Underwriting profit	-38.8	84.6	+123.4	-19.8	77.0	+96.8
Investment profit	89.5	117.6	+28.1	158.5	201.4	+42.8
Ordinary profit	39.4	188.3	+148.9	124.9	263.0	+138.0
Net income	33.8	151.6	+117.7	108.0	211.0	+102.9
Provisions for catastrophic loss reserve (after tax)	-1.2	-42.9	-41.6	-7.1	-42.3	-35.1
Provisions for reserve for price fluctuation (after tax)	+2.3	+2.4	+0.0	+3.2	+3.1	-0.0
Gains/losses on sales of securities and impairment losses on securities (after tax)	-12.1	-31.3	-19.2	-20.4	-28.5	-8.0
Special factors (after tax)*2	-1.6	-3.6	-1.9	-50.4	-85.3	-34.8
Adjusted profit	21.1	76.2	+55.0	33.1	58.0	+24.8

*1 Loss ratio(E/I) + Net expense ratio

*2 Dividend from consolidated subsidiaries and gains/losses related to stock futures, etc.

Results by Business

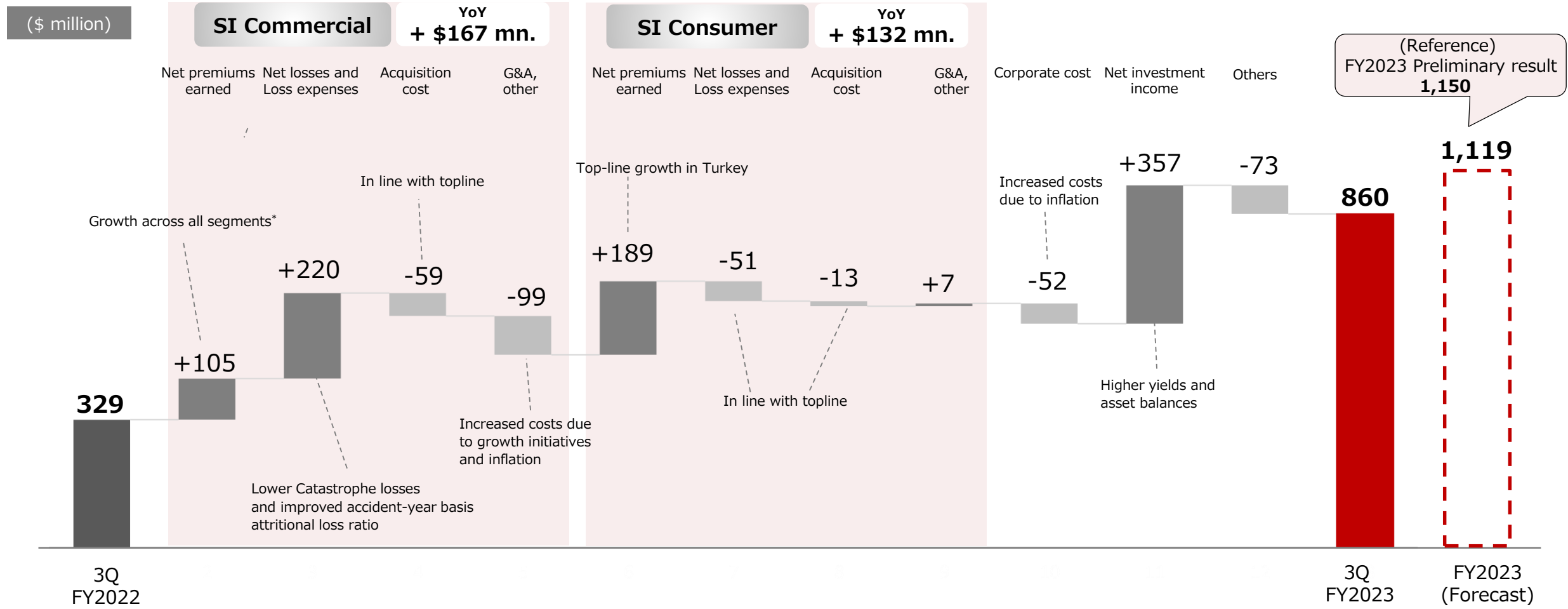
Domestic P&C Insurance Business (Sompo Japan)	10
Overseas Insurance/Reinsurance Business	23
Domestic Life Insurance Business	32
Nursing Care & Seniors Business	39
ERM	43



Breakdown of Adjusted Profit (Overseas Insurance/Reinsurance Business)

- Adjusted profit of \$860 million is significantly higher than a year ago resulting from improved underwriting income partially due to lower catastrophes and higher net investment income from improved yields and higher investment balances

Increase/decrease factors of adjusted profit

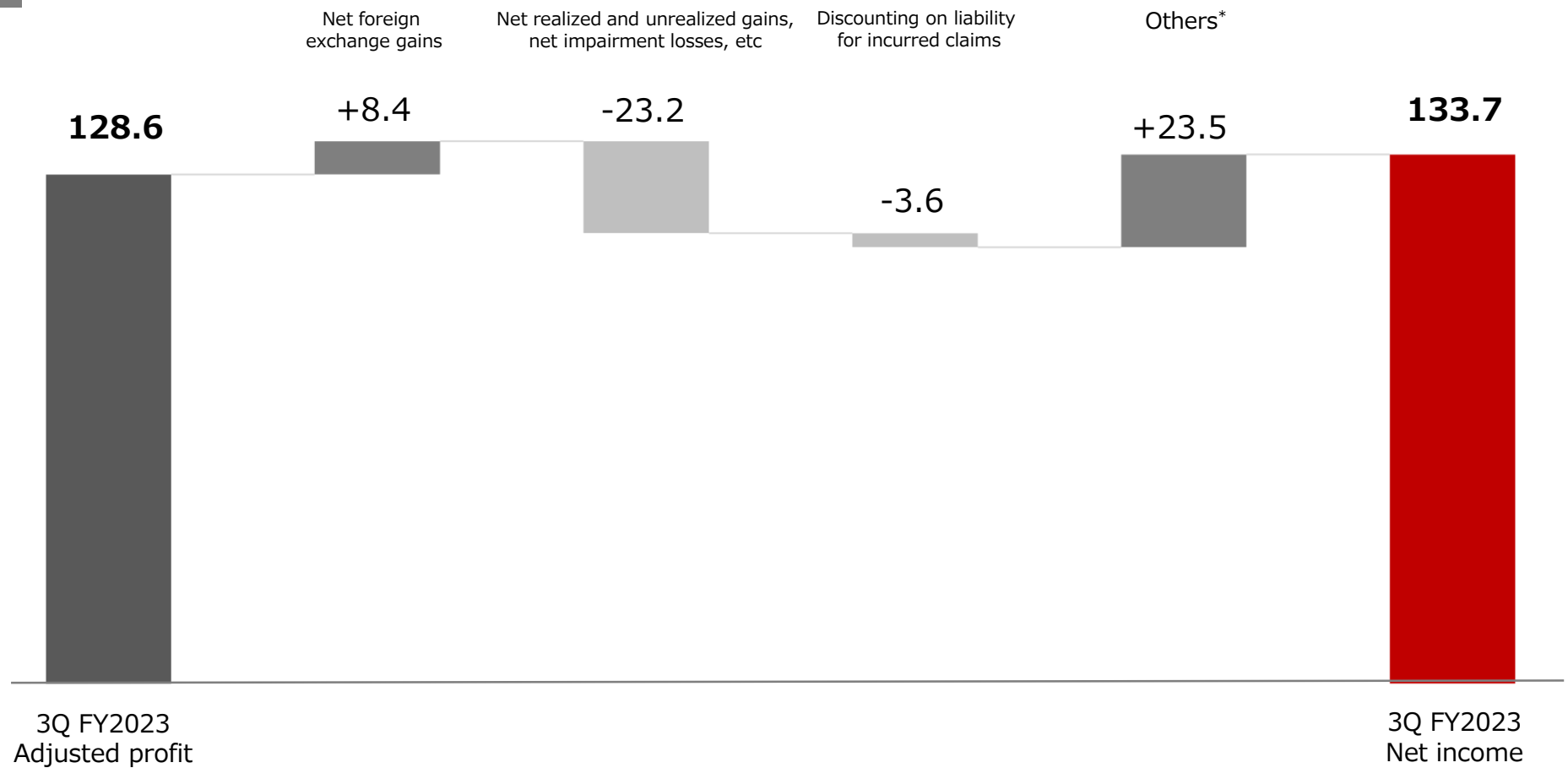


* Excl. AgriSompo

(Reference) Conversion from Adjusted Profit to Net Income

Conversion to net income

(¥ bn.)

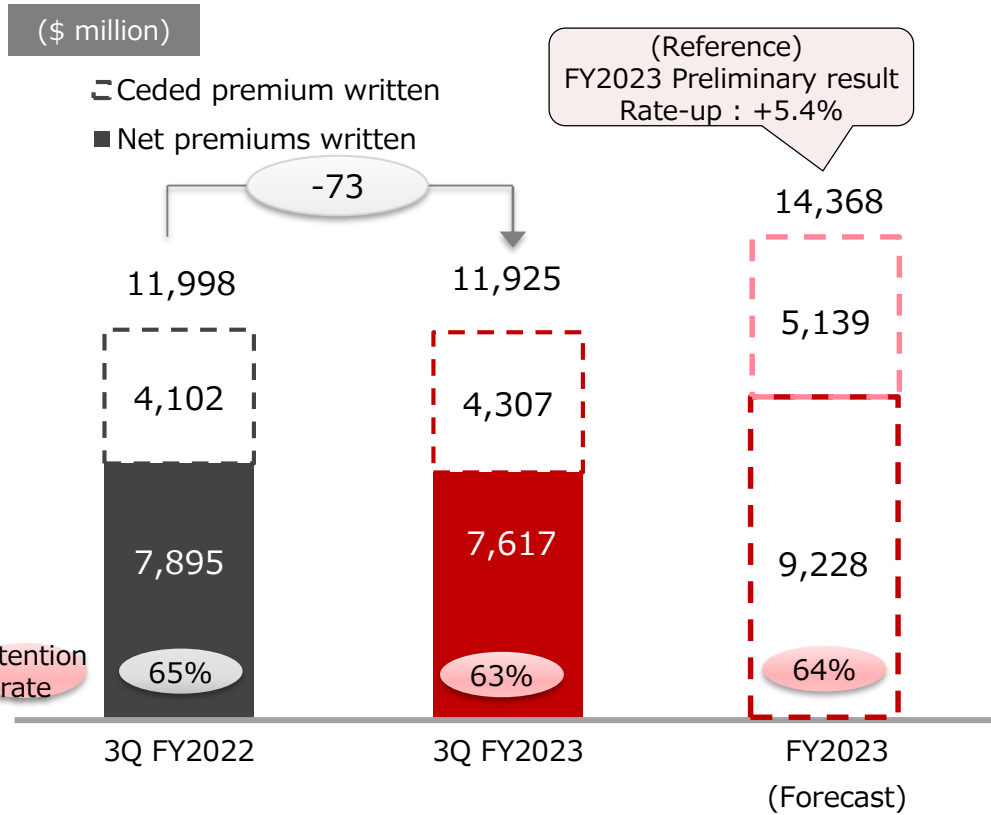


* Tax, etc.

Top-Line (SI Commercial P&C)

- As gross premiums written strongly progressed in North America and Global Markets, net premiums earned increased by \$105 million

Gross premiums written



(Main drivers of variance for 3Q FY2023)

- North America : Continued pricing improvements above of loss cost trends
- Global Markets : Topline growth in EMEA, Brazil and Asia
- AgriSompo : Cotton and soybean commodity prices declined and select non-renewals to reduce geographic concentrations
- Reinsurance : Strong pricing achieved paired with disciplined underwriting

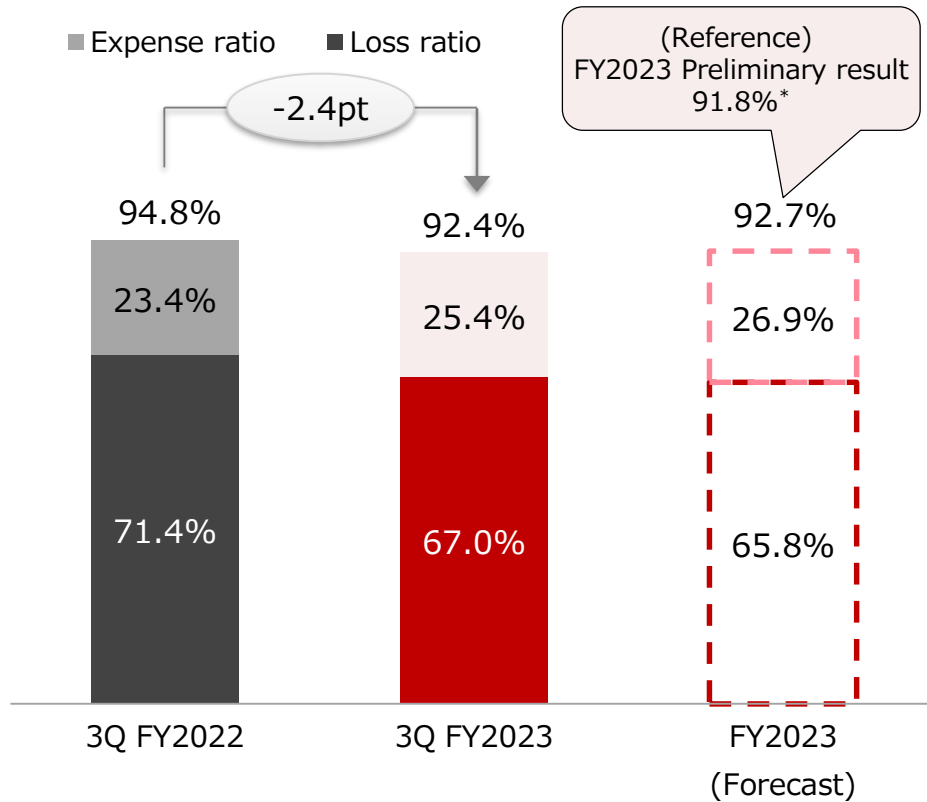
(Reference) Topline by segment (\$ million)

		3Q FY2022	3Q FY2023	Variance
Gross premiums written	North America	3,383	3,640	+256 (+7.6%)
	Global Markets	1,762	1,834	+72 (+4.1%)
	AgriSompo	3,032	2,615	-417 (-13.8%)
	Reinsurance	3,820	3,835	+14 (+0.4%)
Net premiums written	North America	1,830	2,007	+176 (+9.6%)
	Global Markets	937	937	-0 (-0.1%)
	AgriSompo	1,652	1,282	-370 (-22.4%)
	Reinsurance	3,447	3,391	-56 (-1.6%)
Net premiums earned	North America	1,786	2,030	+244(+13.7%)
	Global Markets	922	938	+15 (+1.7%)
	AgriSompo	1,268	1,086	-182 (-14.4%)
	Reinsurance	2,630	2,673	+43 (+1.7%)
Retention rate	North America	54%	55%	+1pt
	Global Markets	53%	51%	-2pt
	AgriSompo	54%	49%	-5pt
	Reinsurance	90%	88%	-2pt

Combined Ratio (SI Commercial P&C)

- Combined ratio improved by 2.4pts to 92.4%, mainly due to lower losses from natural disasters

Combined ratio



(Main drivers of variance for 3Q FY2023 combined ratio)

- North America : Improved accident year margins and lower catastrophe losses
- Global Markets : Impact of Turkey–Syria earthquake and inflation in Turkey
- AgriSompo : Challenging growing conditions in some U.S. regions and declining corn prices
- Reinsurance : Reduced losses from natural disasters

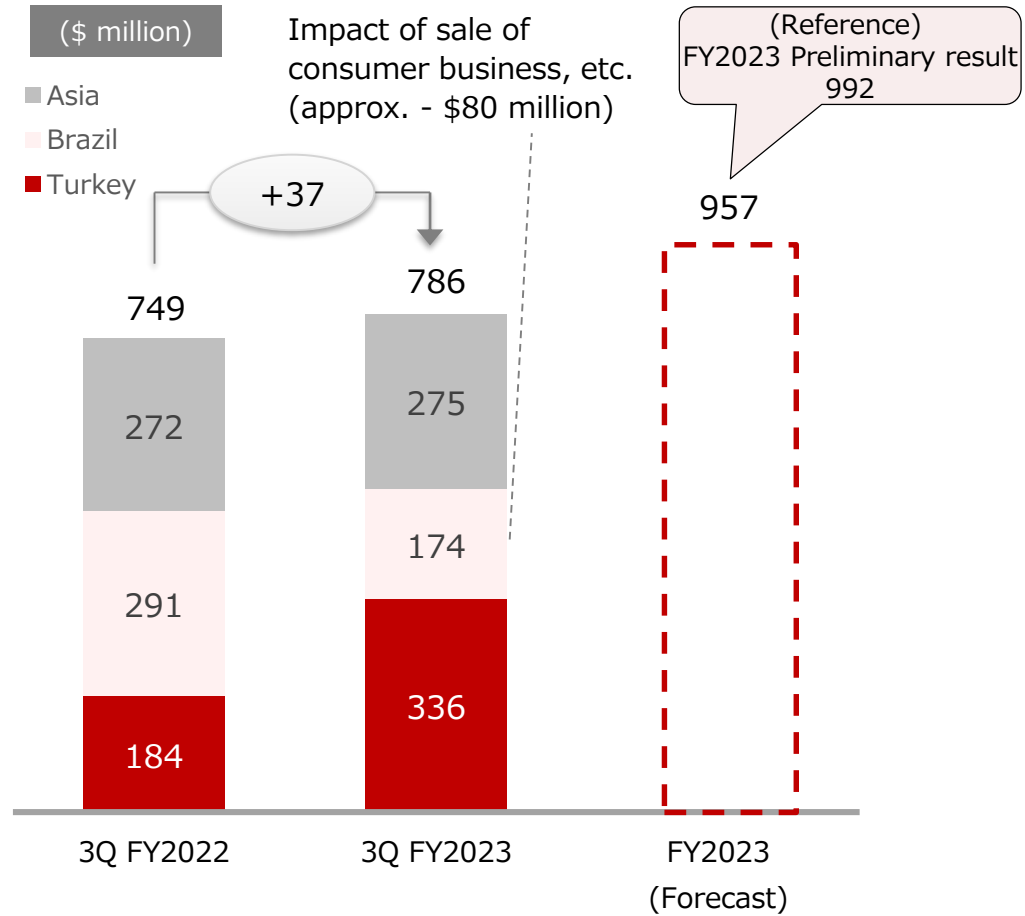
(Reference) Combined ratio by segment		3Q FY2022	3Q FY2023	Variance
Loss ratio	North America	79.0%	66.9%	-12.1pt
	Global Markets	60.4%	61.7%	+1.3pt
	AgriSompo	85.8%	91.9%	+6.1pt
	Reinsurance	63.1%	58.7%	-4.4pt
Expense ratio	North America	21.2%	22.4%	+1.2pt
	Global Markets	30.2%	32.9%	+2.7pt
	AgriSompo	9.4%	11.4%	+2.0pt
	Reinsurance	29.5%	30.8%	+1.3pt
Combined ratio	North America	100.2%	89.3%	-10.9pt
	Global Markets	90.6%	94.5%	+3.9pt
	AgriSompo	95.3%	103.3%	+8.0pt
	Reinsurance	92.6%	89.5%	-3.1pt
Underwriting income (& million)	North America	-1.7	217.7	+219.5
	Global Markets	91.9	54.5	-37.3
	AgriSompo	60.9	-36.8	-97.7
	Reinsurance	193.6	282.2	+88.6
Total		350.7	518.1	+167.3

* Excludes 4Q FY2023 one-time reserve addition of \$575 million, see page 5 for further details

SI Consumer Performance Overview

- Net premiums written grew by \$37 million mainly due to inflation in Turkey, offsetting the sale of the Brazil consumer lines
- Combined ratio improved by 19.5pts to 94.7% with underwriting income of \$47 million, up \$132 million YoY, due to profitability improvement in Turkey and Brazil

Net premiums written



	Combined ratio	3Q FY2022	3Q FY2023	Variance
Loss ratio	Turkey	118.1%	62.8%	-55.3pt
	Brazil	77.4%	62.9%	-14.6pt
	Asia	48.1%	56.3%	+8.2pt
	Total	71.1%	60.5%	-10.5pt
Expense ratio	Turkey	49.3%	26.7%	-22.6pt
	Brazil	44.8%	39.5%	-5.3pt
	Asia	39.4%	39.6%	+0.3pt
	Total	43.1%	34.2%	-8.9pt
Combined ratio	Turkey	167.5%	89.5%	-77.9pt
	Brazil	122.2%	102.4%	-19.9pt
	Asia	87.5%	96.0%	+8.5pt
	Total	114.2%	94.7%	-19.5pt
Underwriting Income (\$ million)	Turkey	-63.6	34.7	+98.3
	Brazil	-54.3	-4.2	+50.0
	Asia	33.4	17.3	-16.1
	Total	-84.4	47.8	+132.3

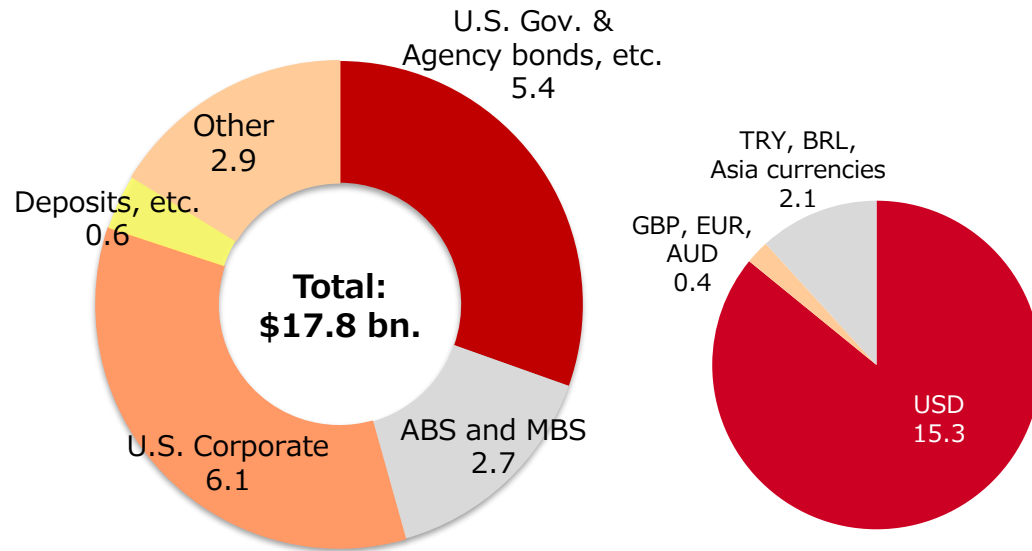
(Main drivers of variance for 3Q FY2023 combined ratio)
 Turkey : Strong growth in topline due to inflation
 Brazil : Underwriting loss improved partially due to impact of sale of consumer business, etc. and the absence of one-time items
 Asia : Increase in loss ratios within motor and health

Asset Portfolio/Investment Income

- Investment income increased by \$357 million to \$702 million more than doubled from a year ago due to higher book yields and larger asset balances

Asset Portfolio (Overseas*, at the end of Sep. 2023)

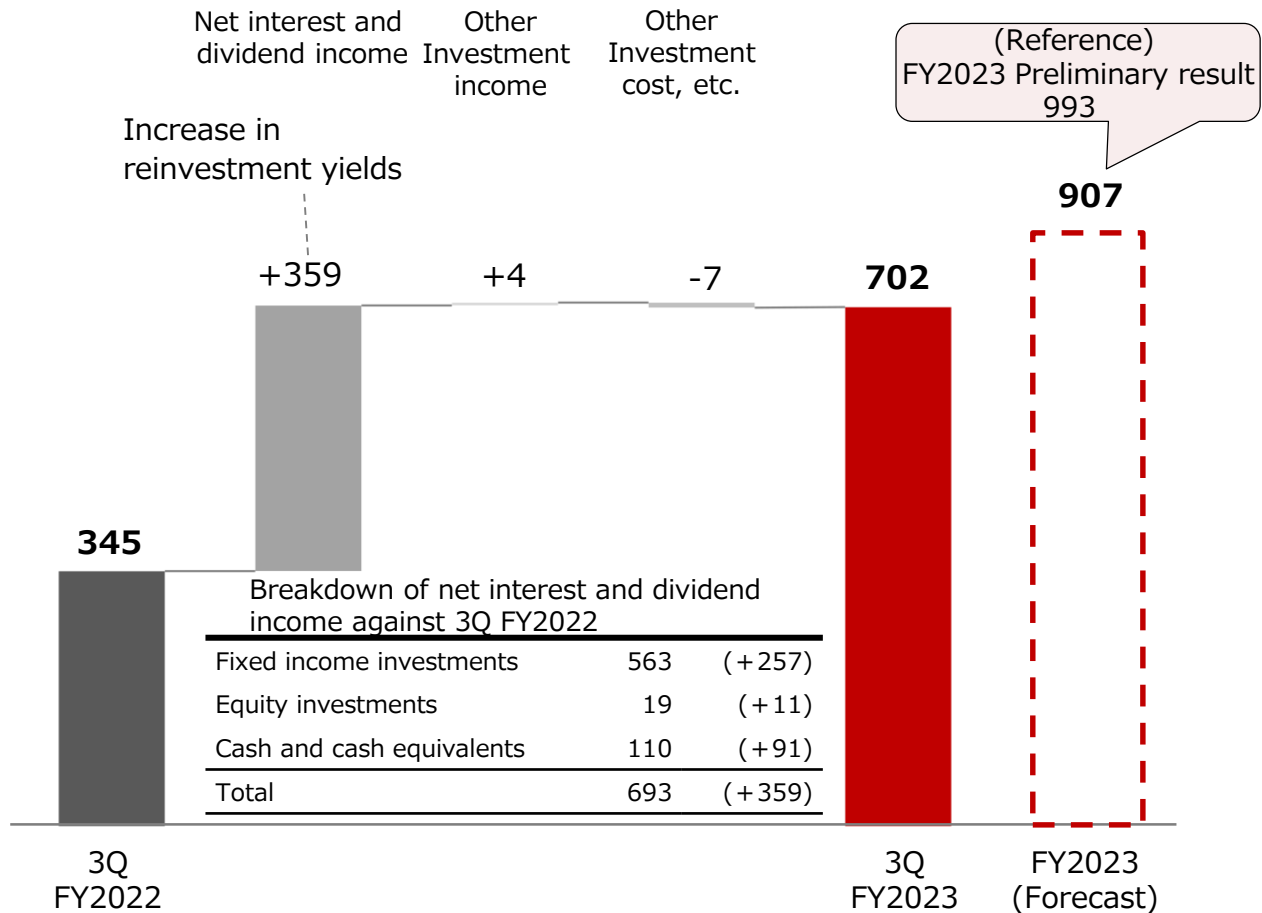
(\$ bn.)



	Dec. 2021	Dec. 2022	Sep. 2023
Bond market yield	2.4%	6.7%	7.2%
Bond book yield	2.7%	4.6%	5.4%
Duration (years)			
Asset	2.9	3.2	3.2
Liability	2.8	2.4	2.3

Breakdown of Overseas investment income

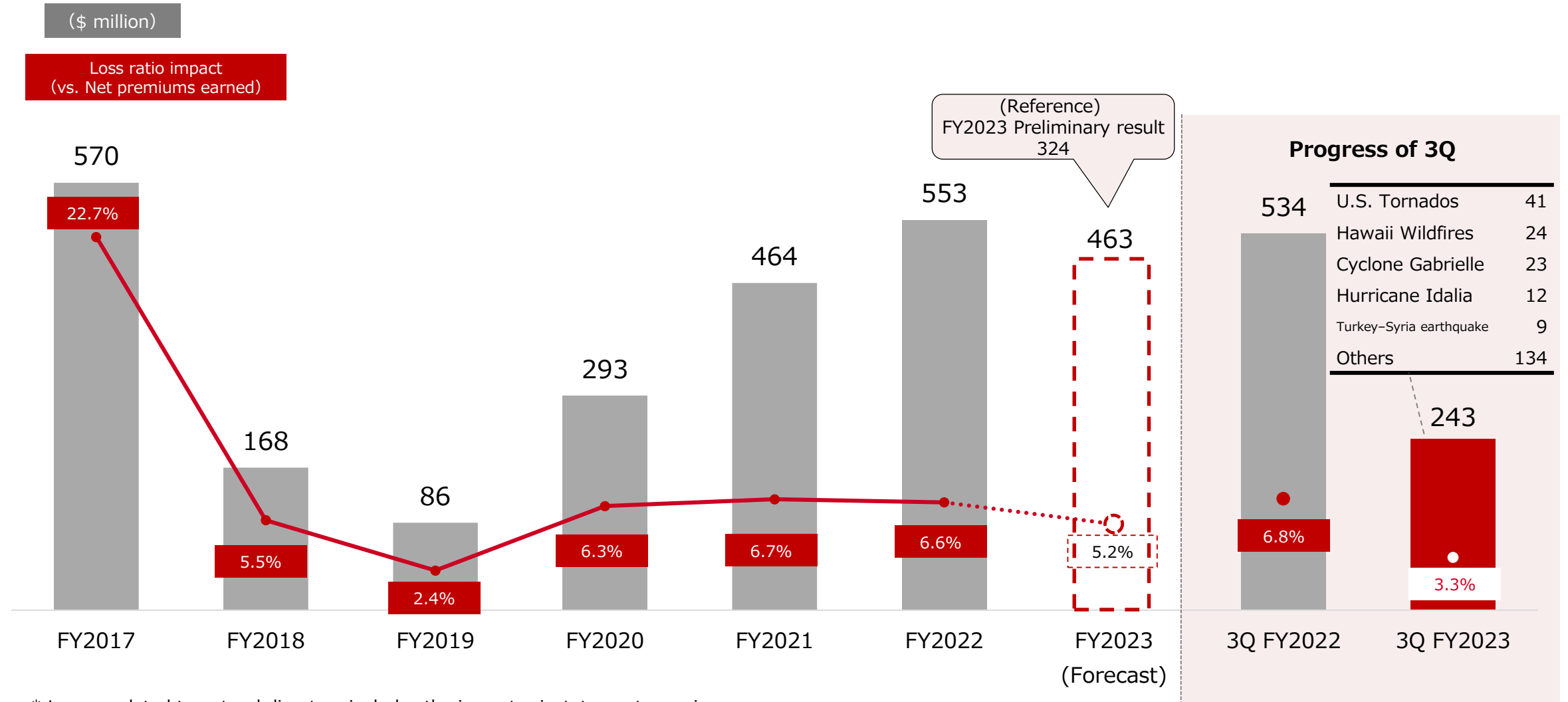
(\$ million)



*Excludes Non-consolidated Sompo International Holdings entities

(Reference) Overseas Natural Disasters

Net incurred losses related to overseas natural disasters* (accident year)



* Losses related to natural disasters includes the impact reinstatement premiums

(Reference) Financials

	3Q FY2022	3Q FY2023				Variance		FY2023 Forecast	
	Overseas	SI Commercial	SI Consumer	Corporate	Overseas			Overseas	
(\$ mn.)	Gross premiums written	12,904	11,925	955	—	12,880	-23	(-0.2%)	15,623
	Net premiums written	8,650	7,617	786	—	8,404	-245	(-2.8%)	10,188
	Net premiums earned	7,223	6,728	789	—	7,518	+294	(+4.1%)	9,801
	Net losses and loss expenses	5,153	4,505	477	—	4,982	-170	(-3.3%)	6,460
	Expense	1,820	1,710	269	—	1,980	+160	(+8.8%)	2,719
	Underwriting Income	193	518	47	-125	440	+247	(+128.0%)	513
	Loss ratio	71.3%	67.0%	60.5%	—	66.3%	-5.1pt	—	65.9%
	Expense ratio	26.1%	25.4%	34.2%	—	28.0%	+1.9pt	—	29.0%
	Combined ratio	97.4%	92.4%	94.7%	—	94.3%	-3.1pt	—	94.9%
	Net investment income	345	—	—	—	702	+357	(+103.3%)	907
Net income*1	-298	—	—	—	893	+1,192	—	1,165	
¥ bn.)	Net income*1	-43.1	—	—	—	133.7	+176.8	—	174.3
	Net foreign exchange gains	-9.0	—	—	—	-8.4	+0.5	—	-7.8
	Net realized and unrealized gains, net impairment losses, etc*2	+206.8	—	—	—	+23.2	-183.5	(-88.7%)	+14.6
	Discounting on liability for incurred claims	-106.0	—	—	—	+3.6	+109.6	—	-7.7
	Others*3	-0.9	—	—	—	-23.5	-22.6	—	-5.4
	Total Overseas adjusted profit	47.6	—	—	—	128.6	+80.9	(+169.8%)	168.0

*1 Includes effect of the adoption of IFRS9 and IFRS17 from FY2023. No change in the definition of adjusted profit

*2 Includes unrealized gains and losses of securities

*3 Includes corporate tax, etc.

Results by Business

Domestic P&C Insurance Business (Sompo Japan)	10
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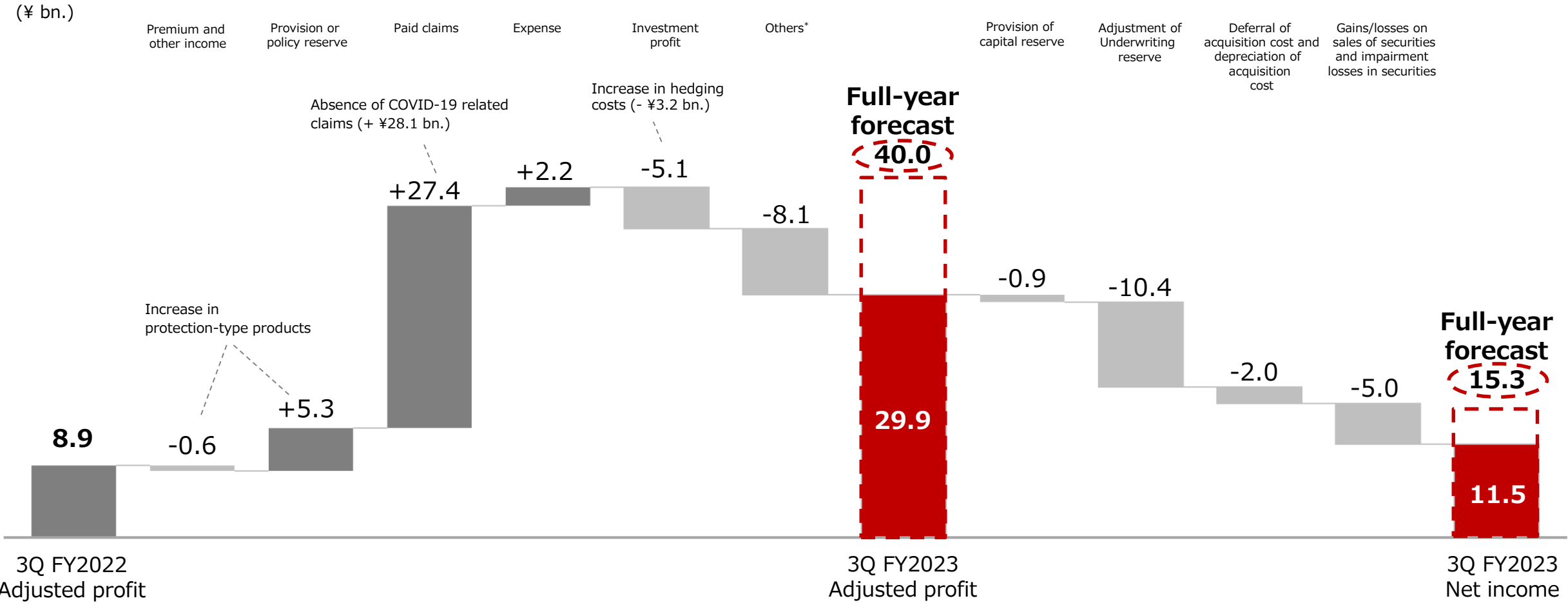


Breakdown of Adjusted Profit/Net Income (Himawari Life)

- Adjusted profit for 3Q FY2023 was ¥29.9 bn. (+ ¥21.0 bn.), showing a good progress mainly due to the absence of the COVID-19 impact

Increase / decrease factors of adjusted profit

Conversion to net income

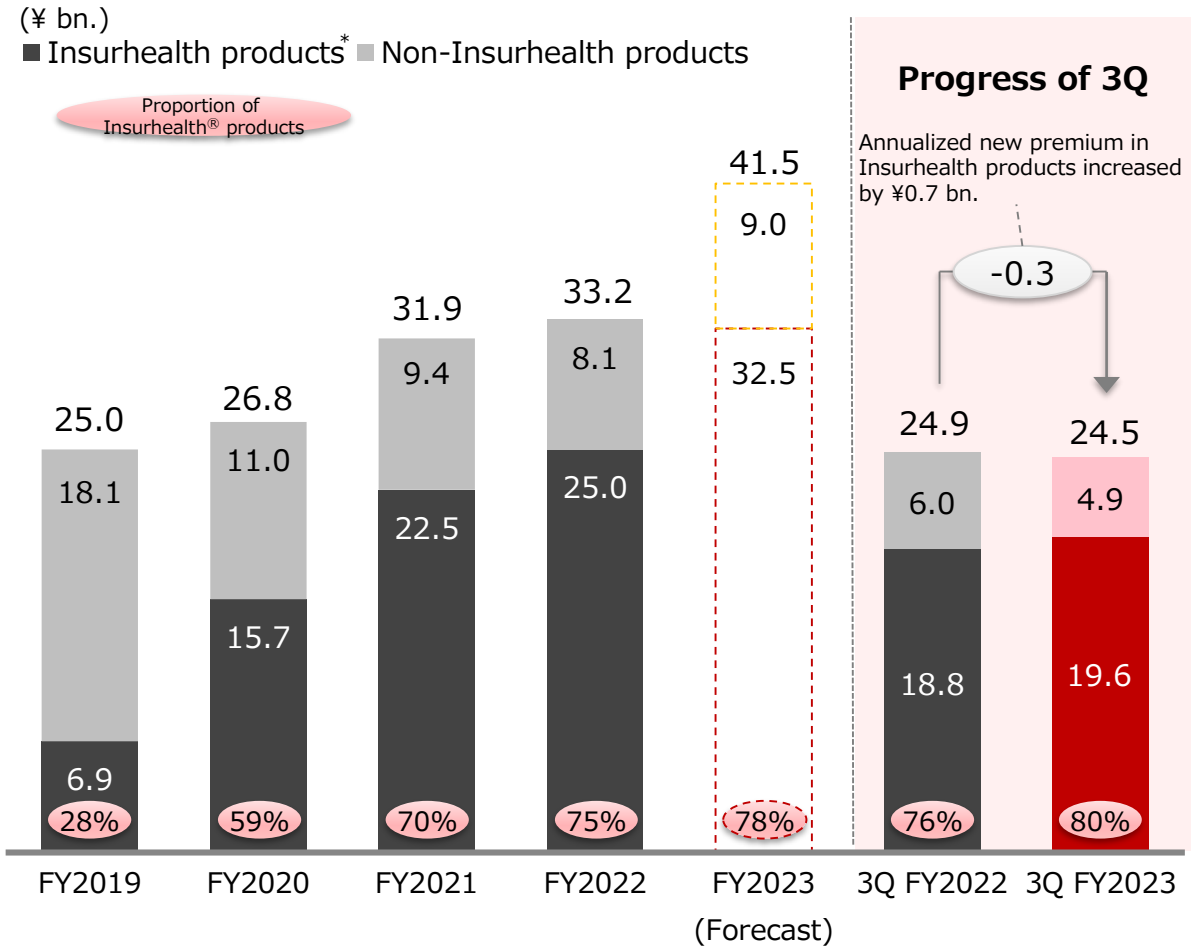


* Corporate tax, etc.

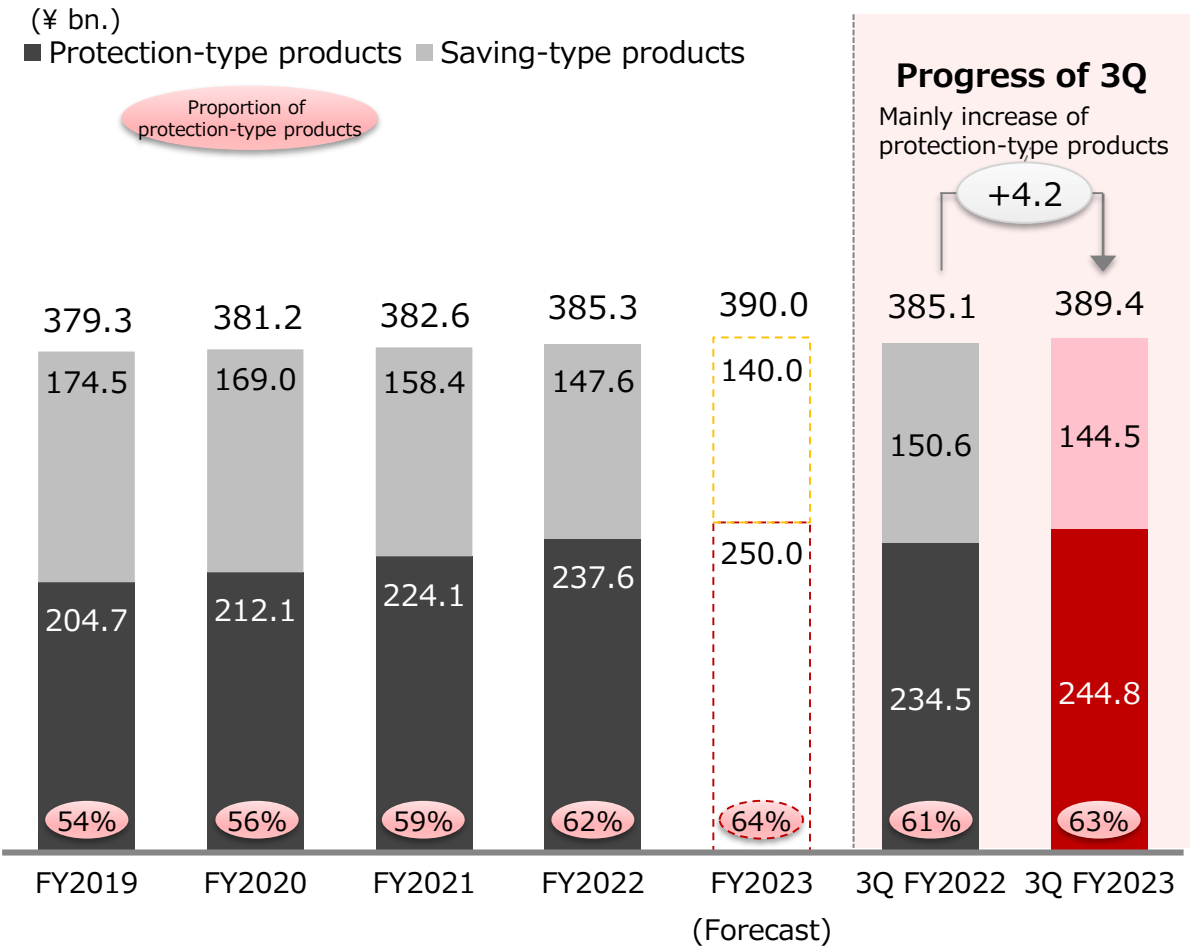
Annualized New Premium and Annualized Premium in Force

- Annualized premiums in force continued to increase primarily due to Insurhealth® cancer insurance

Annualized new premium



Annualized premium in force



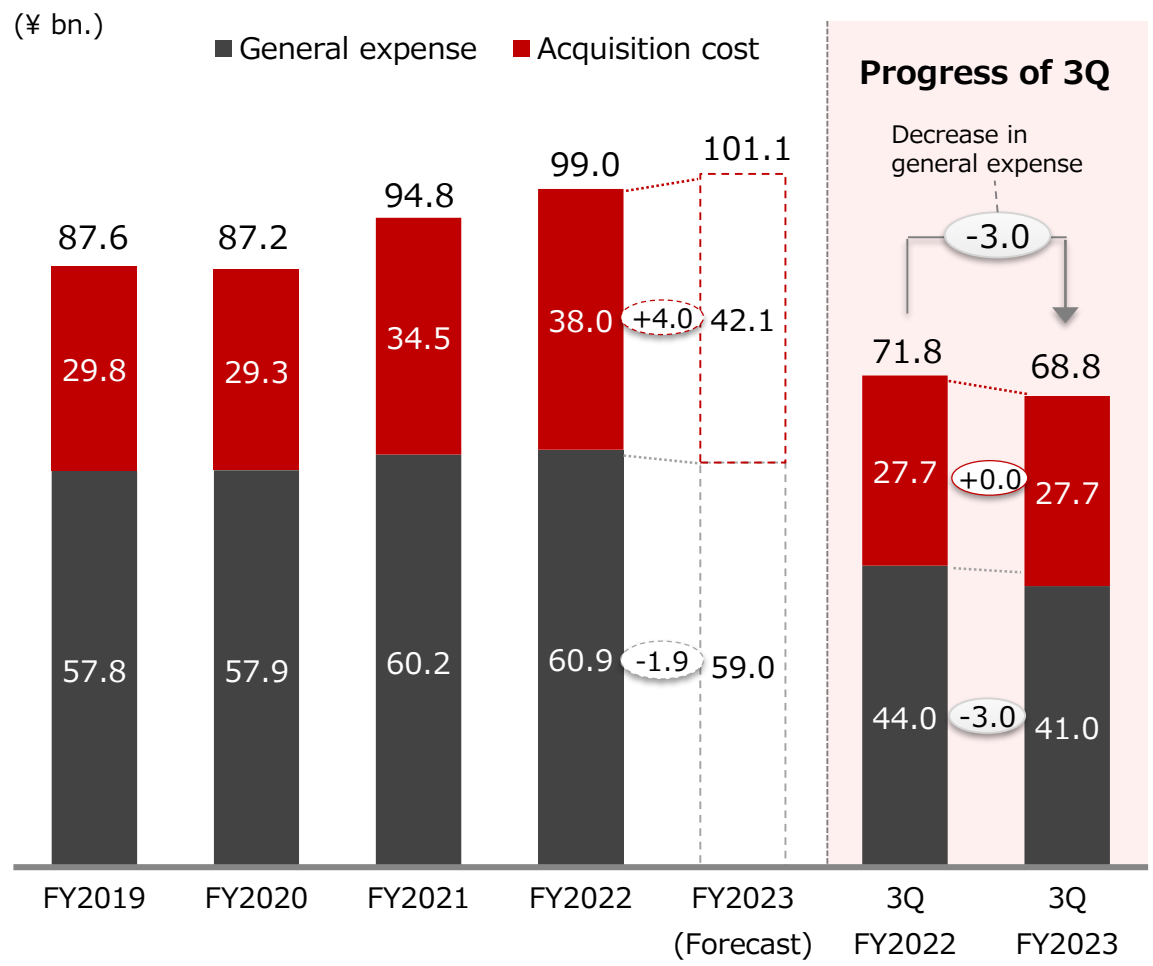
* Insurhealth® is a new type of product that is aimed to provide both traditional insurance and healthcare support



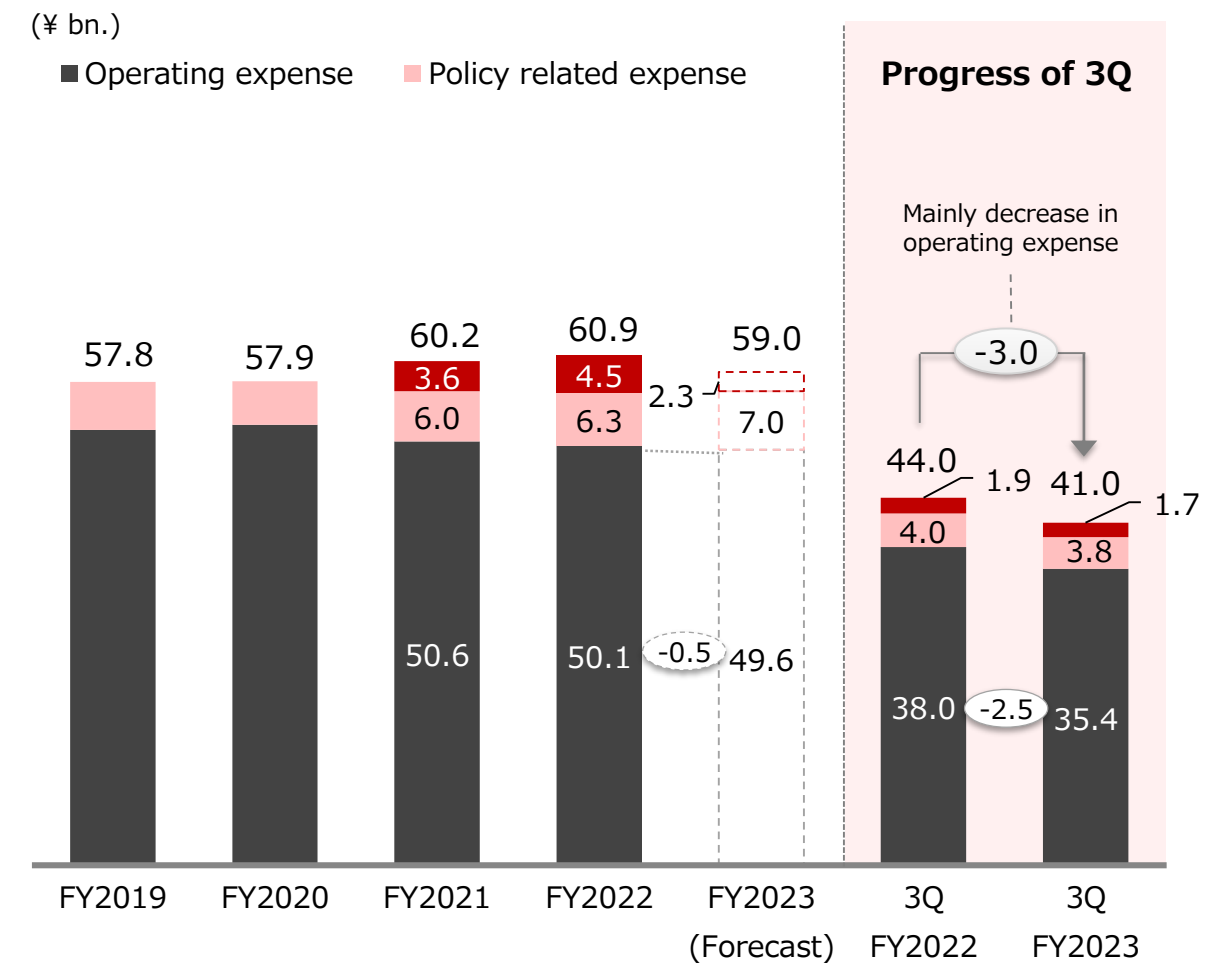
Expense

- Expense for 3Q 2023 decreased by ¥3.0 bn. YoY, due to appropriately controlled general expense

Expense



General expense



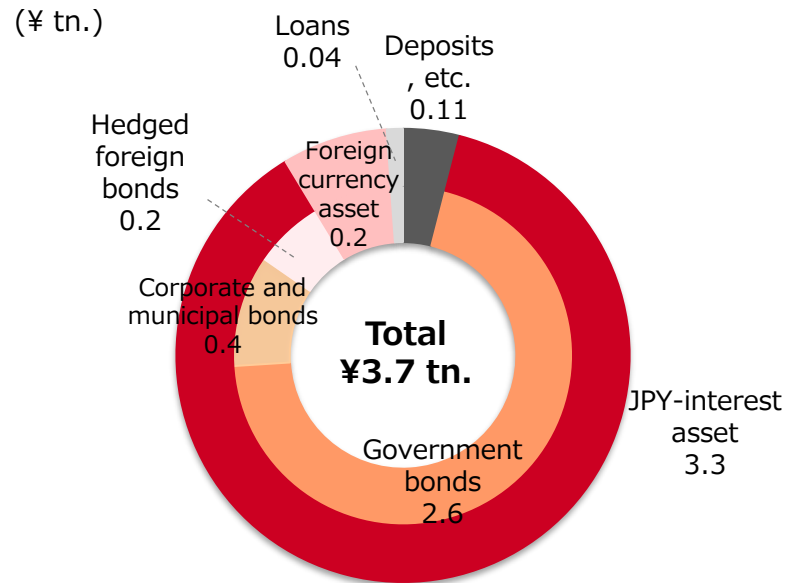


Asset Portfolio/Investment Income

- Asset and liability durations nearly equal due to rising interest rate

Asset portfolio

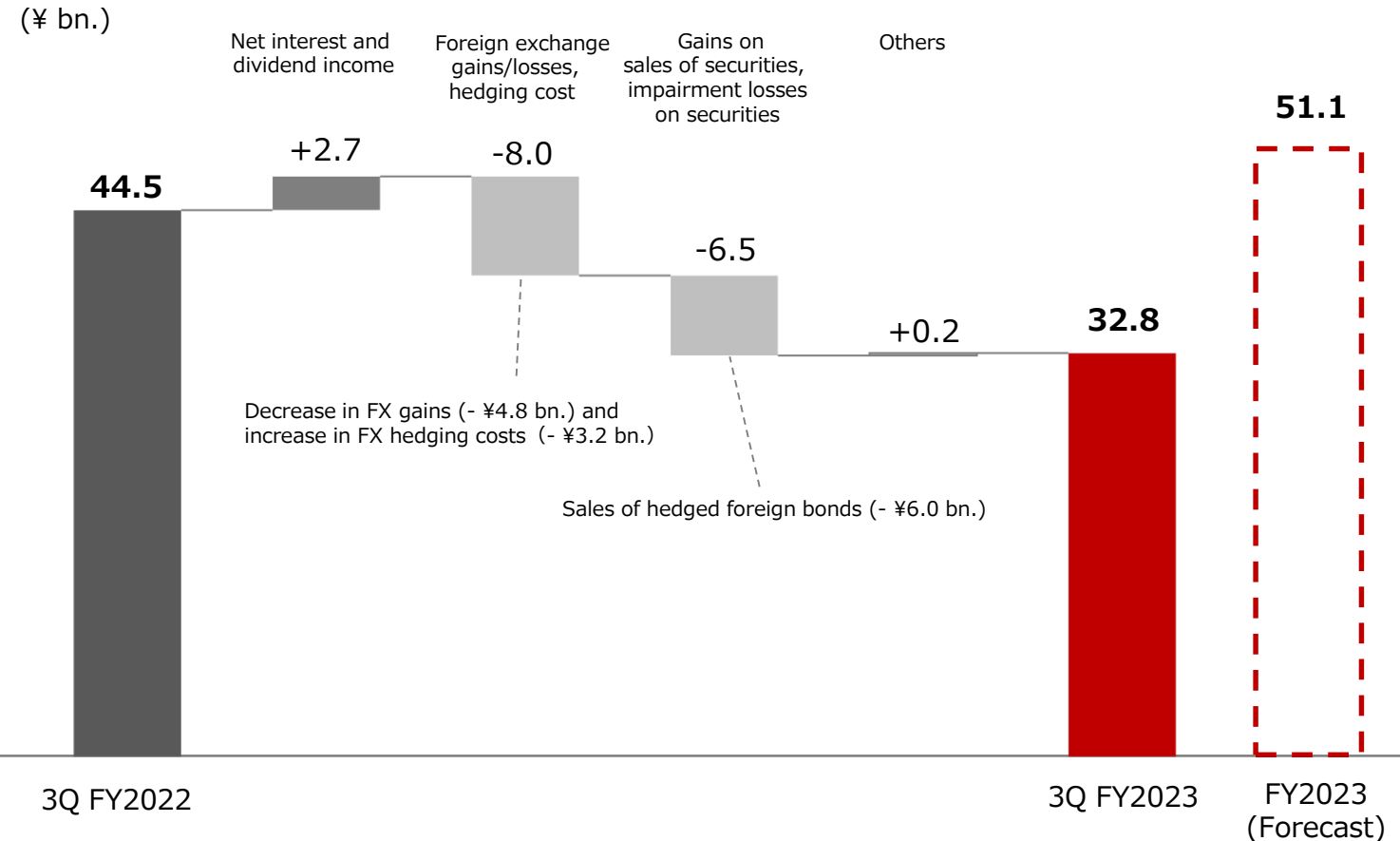
(as of the end of Dec. 2023, General account)



	End of Mar. 2021	End of Mar. 2022	End of Mar. 2023	End of Dec. 2023
Income yield	1.5%	1.5%	1.5%	1.5%
Duration (years)	Asset	15	16	16
	Liability	26	24	20
	Gap	10	8	3

(Reference) Composition of rating (Total of JPY-interest assets and foreign currency bonds) : Securities rated below or equal to BB are not held.

Increase/decrease factors of investment profit (General account)



(Reference) Financials

(¥ bn.)	3Q results				Full-year results		
	3Q FY2022	3Q FY2023	Variance		FY2022	FY2023 Forecast	Variance
Annualized new premium	24.9	24.5	-0.3	(-1.4%)	33.2	41.5	+8.2
Premium and other income*1	319.9	319.2	-0.6	(-0.2%)	434.4	439.8	+5.3
Provision for policy reserve, etc.*2	198.7	192.9	-5.7	(-2.9%)	270.1	267.0	-3.0
Paid claims, etc.	93.4	65.9	-27.4	(-29.4%)	113.4	89.0	-24.4
Expense	71.8	68.8	-3.0	(-4.2%)	99.0	101.1	+2.1
Investment profit	44.6	36.9	-7.7	(-17.4%)	60.3	52.5	-7.7
of which, general account	44.5	32.8	-11.6	(-26.1%)	58.8	51.1	-7.7
Basic profit	-8.1	26.2	+34.4	-	-1.8	32.3	+34.1
Ordinary profit*1	-2.8	20.5	+23.3	-	6.3	26.3	+20.0
Net income	-4.7	11.5	+16.2	-	0.9	15.3	+14.4
Provision of capital reserve	1.0	0.9	-0.1	(-13.9%)	+1.3	+1.4	+0.0
Adjustment of Underwriting reserve	10.5	10.4	-0.0	(-0.8%)	+13.8	+14.7	+0.8
Deferral of acquisition cost	19.5	19.4	-0.0	(-0.1%)	+26.7	+29.8	+3.0
Depreciation of acquisition cost	-17.8	-17.4	+0.3	-	-23.5	-24.9	-1.4
Gains/losses on sales of securities and impairment losses in securities	0.3	5.0	+4.6	(+1,377.1%)	-1.5	+3.6	+5.1
Adjusted profit	8.9	29.9	+21.0	(+236.6%)	17.8	40.0	+22.1

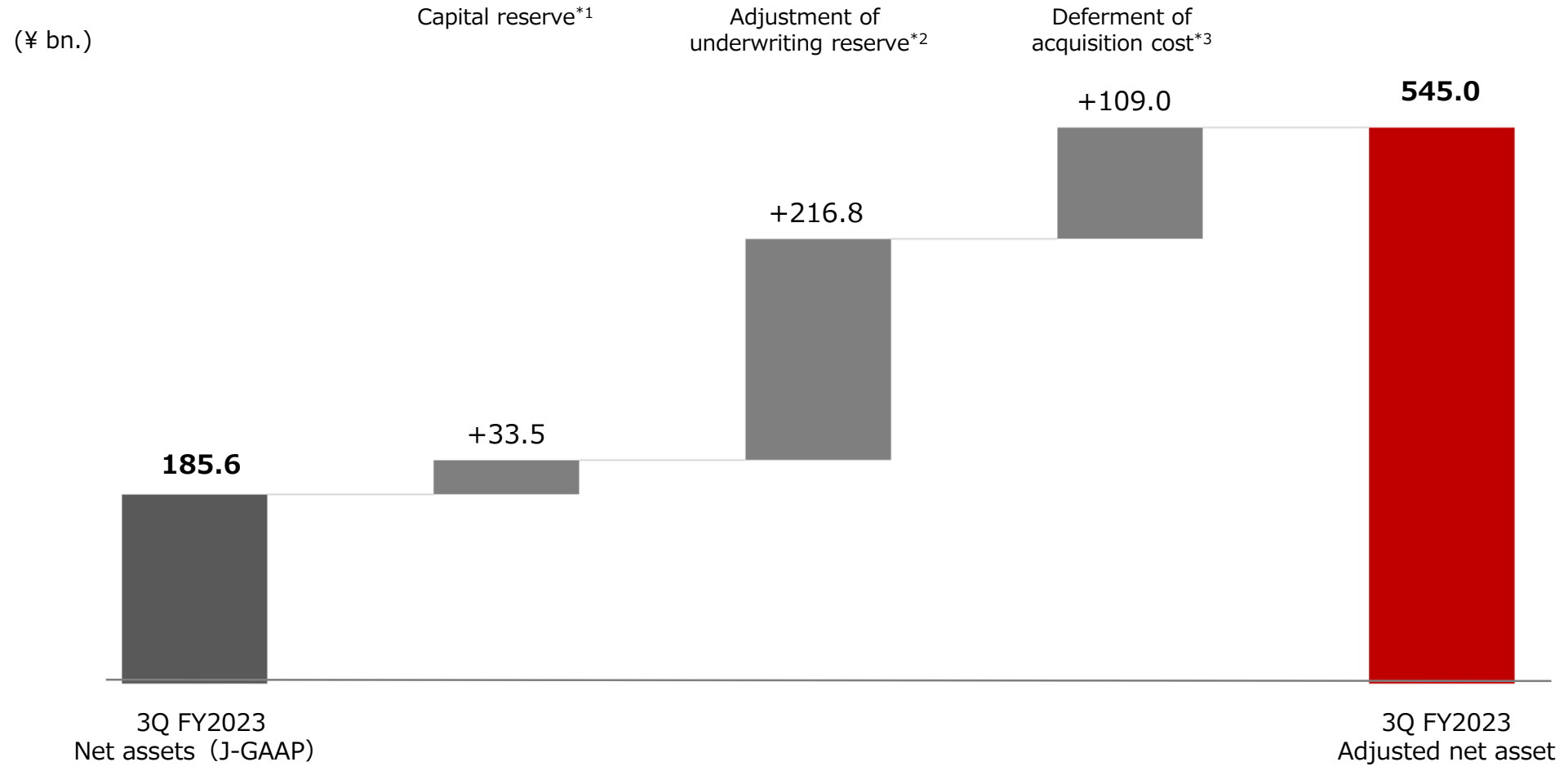
Adjusted profit

*1 Figures based on legally required format for life insurance companies (which differs from the consolidated statement format)

*2 Incl. the impact of cancellation refund, maturity insurance payment, survival benefits, pension & other refund, and gains or losses on investments in separate accounts

(Reference) Conversion from Net Assets to Adjusted Net Assets

Conversion from net assets to adjusted net assets



*1 Contingency reserve and reserve for price fluctuation (after tax)

*2 Re-calculation of underwriting reserve, which was calculated conservatively, with factors used for calculation of premiums (after tax)

*3 Acquisition cost, such as commissions for new contacts, depreciated over 10 years (after tax)

Results by Business

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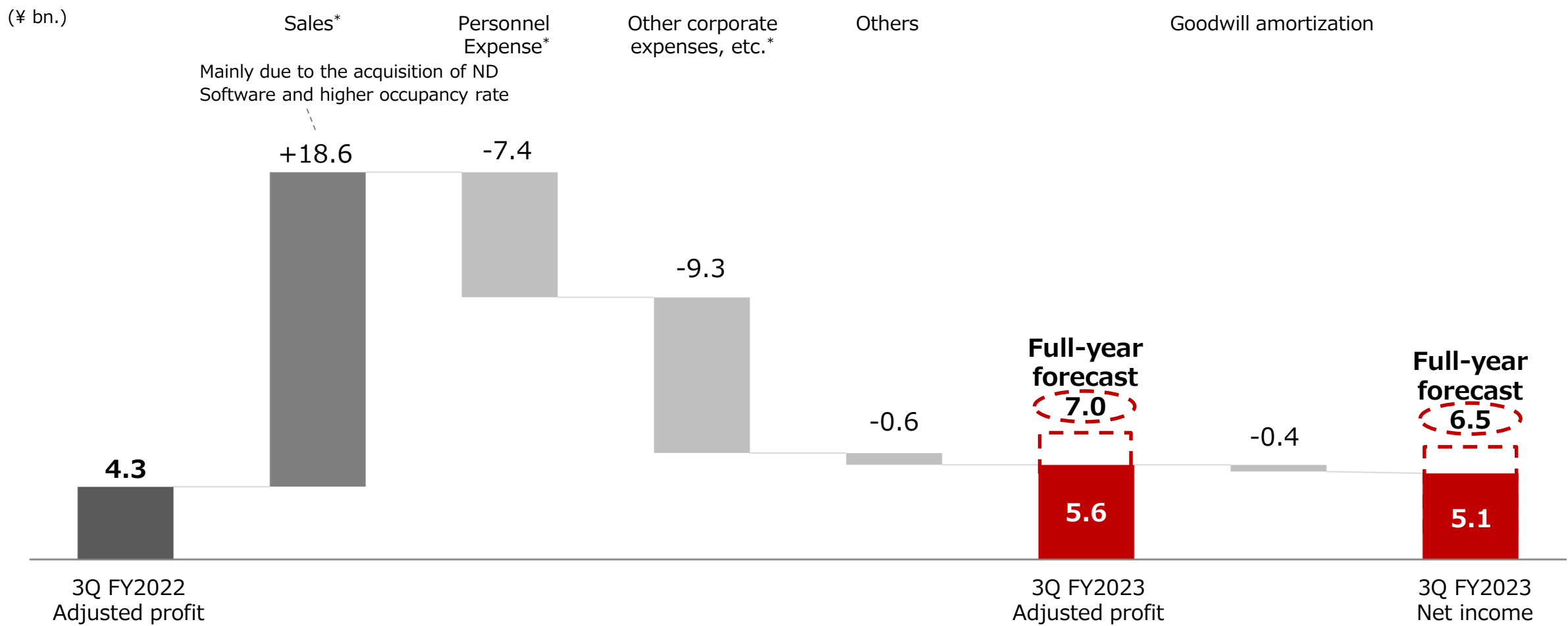


Breakdown of Adjusted Profit/Net Income (Nursing Care & Seniors)

- Adjusted profit for 3Q FY2023 increased by ¥1.3 bn. to ¥5.6 bn., partly due to the acquisition of ND Software

Increase / decrease factors of adjusted profit

Conversion to net income

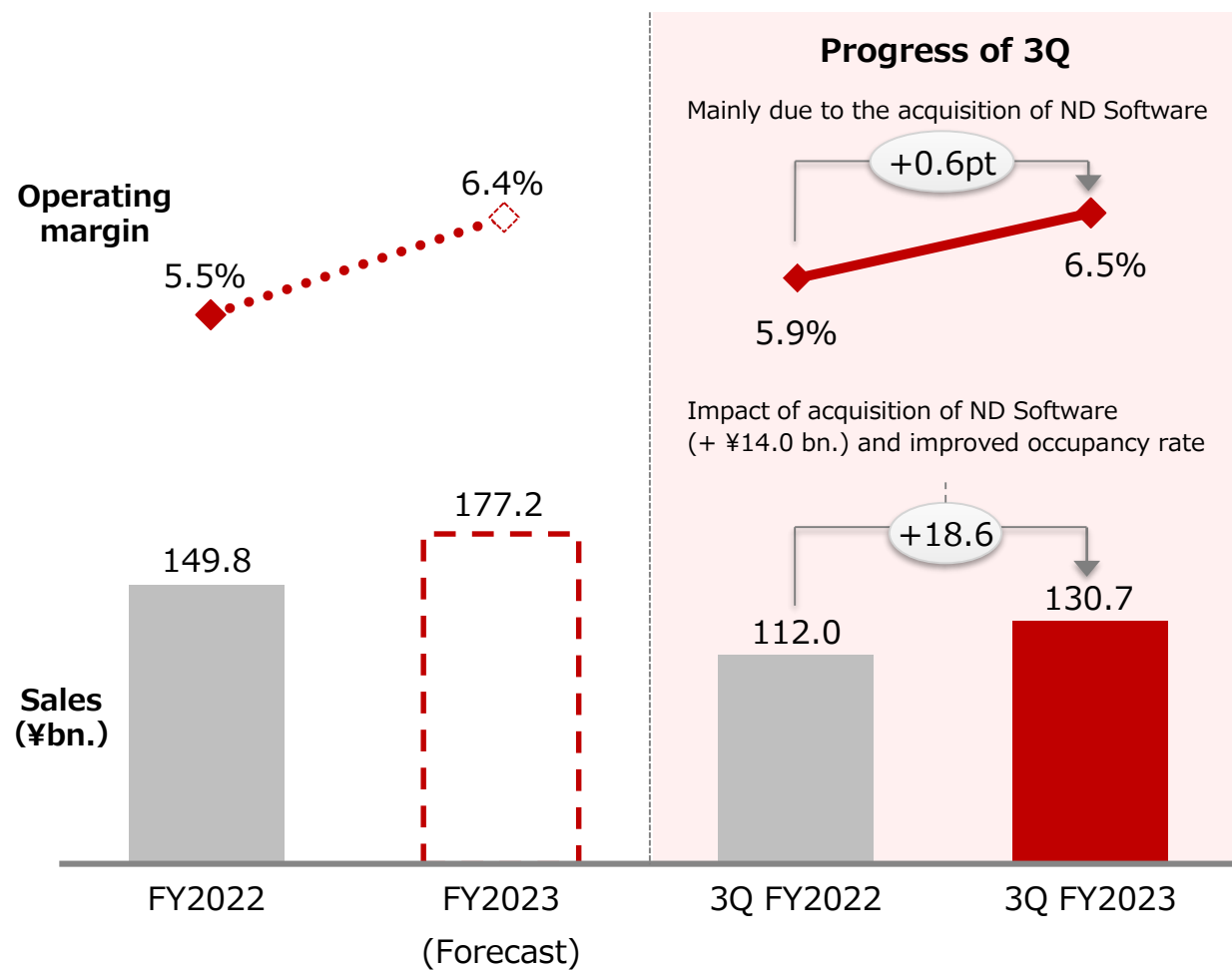


* Acquisition of ND Software : Sales + ¥14.0 bn., Personal expense - ¥5.5 bn., Corporate expense - ¥7.0 bn.

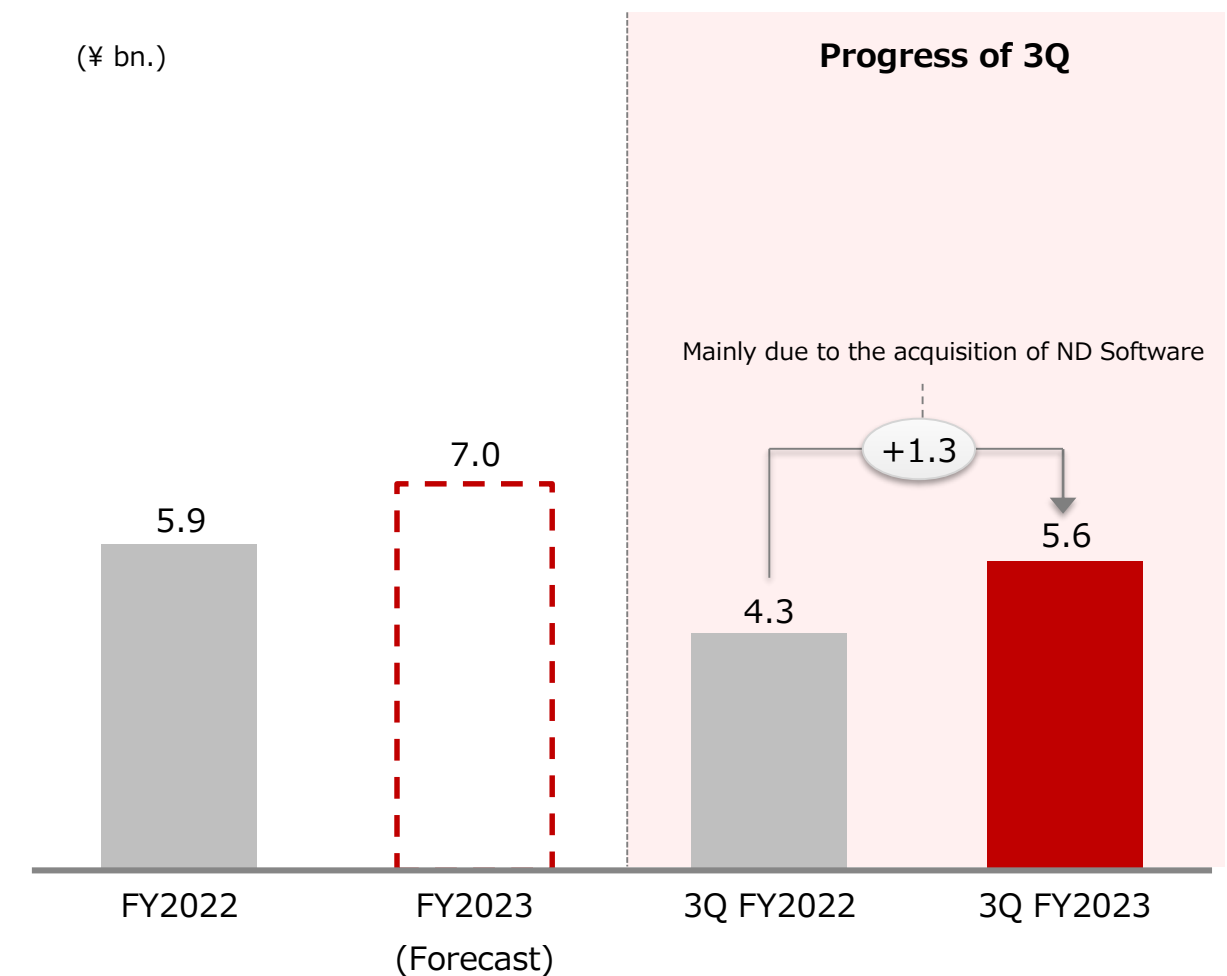
Sales/Operation Margin/Adjusted Profit

- 3Q FY2023 sales increased by ¥18.6 bn. due to acquisition of ND Software Co., Ltd. and improved occupancy rate

Sales and operating margin of the Nursing care & seniors business

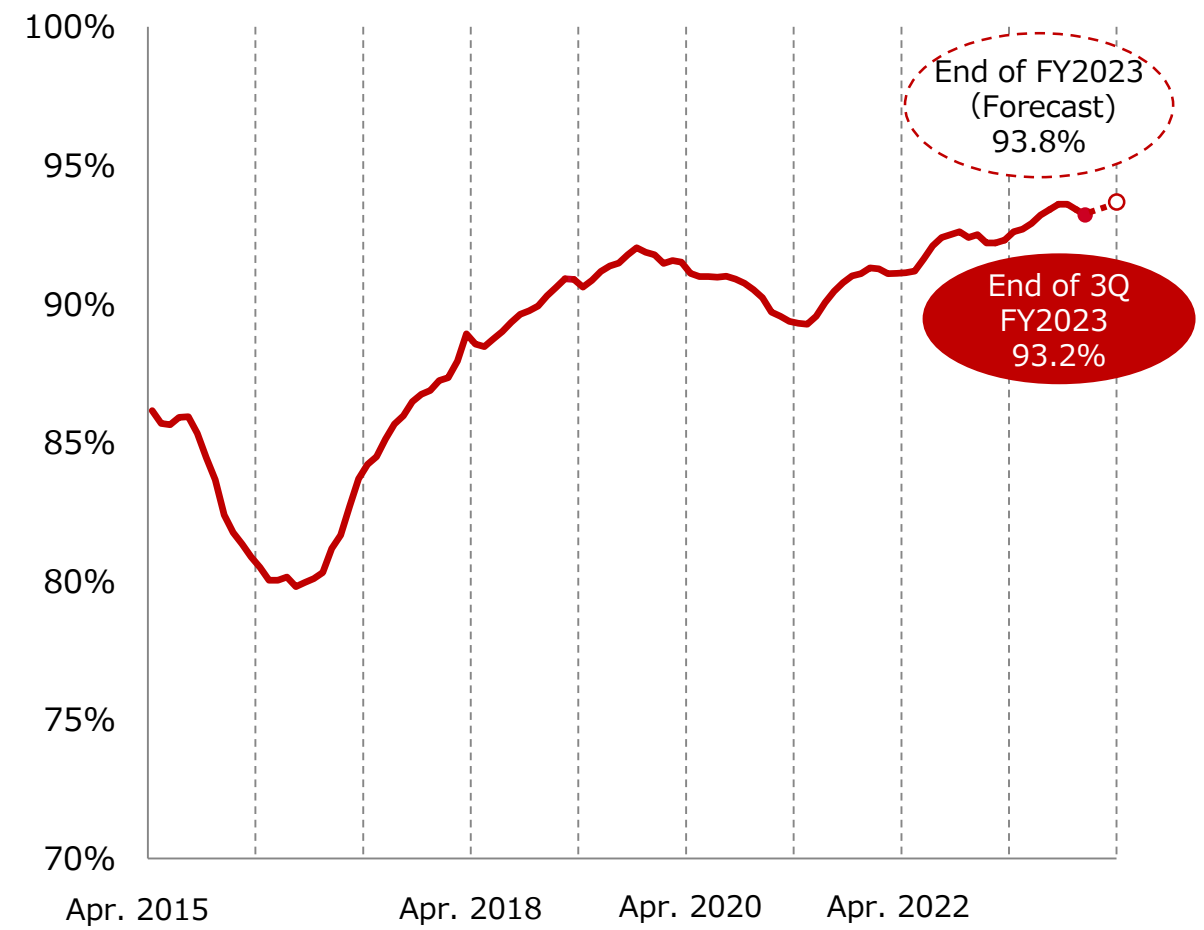


Adjusted profit of the Nursing care & seniors business



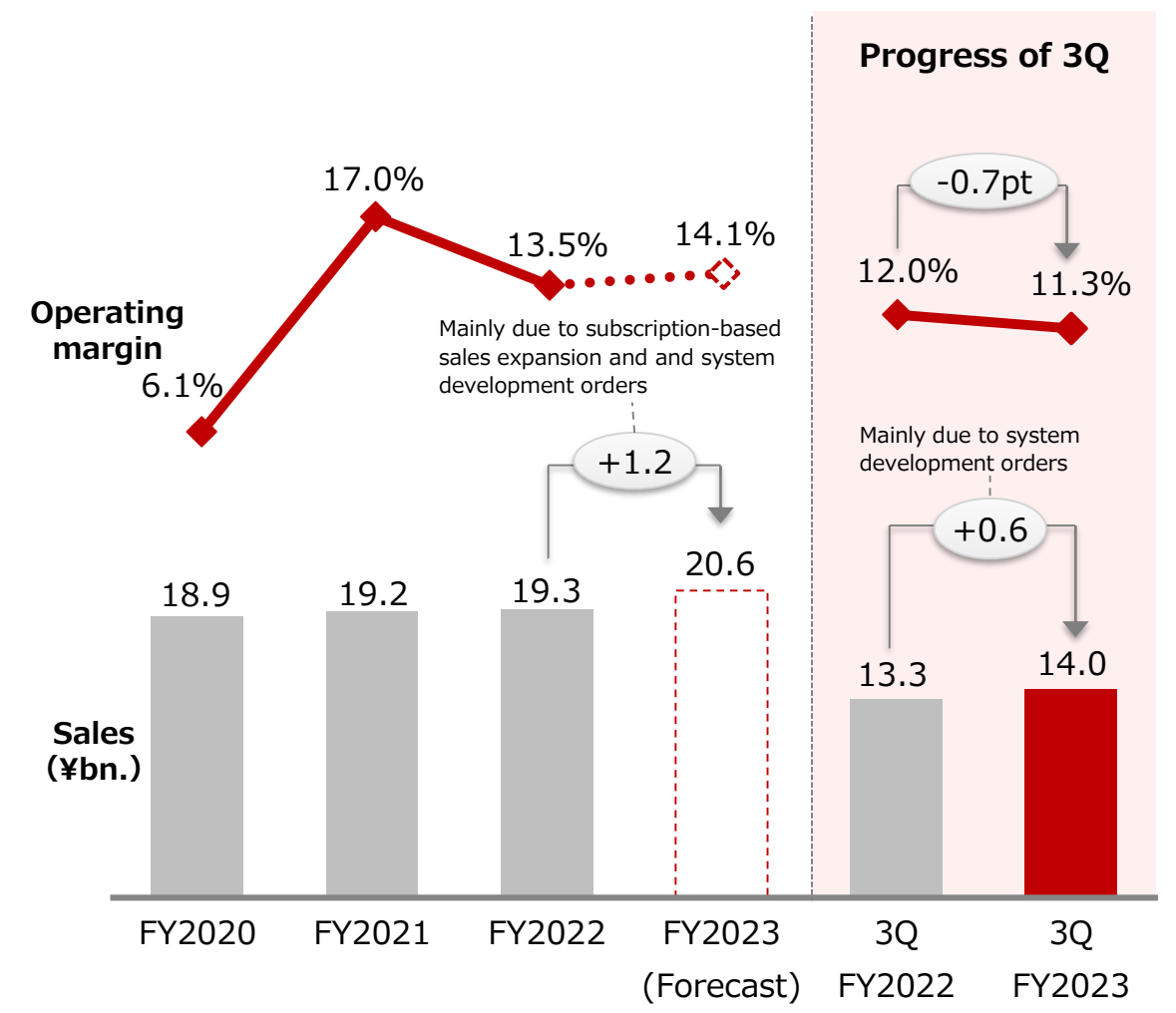
(Reference) Occupancy Rate/ ND Software Performance Overview

Occupancy rate*1*2 (SOMPO Care)



*1 Occupancy rate = the number of residents / capacity of facilities
 *2 The occupancy rate represents the sum of former SOMPO Care and SOMPO Care Next

ND Software Performance Overview*3



*3 ND Software consolidated basis

Results by Business

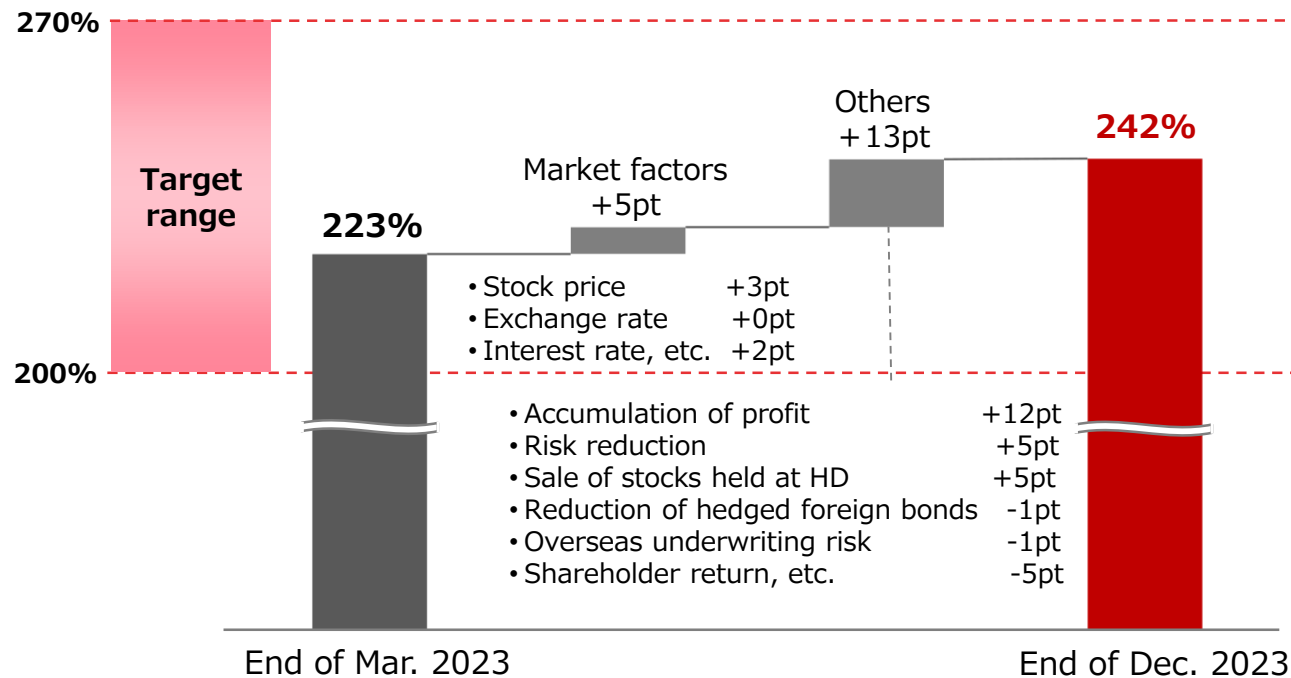
Domestic P&C Insurance Business (Sompo Japan)	10
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Financial Soundness – ESR (99.5% VaR)

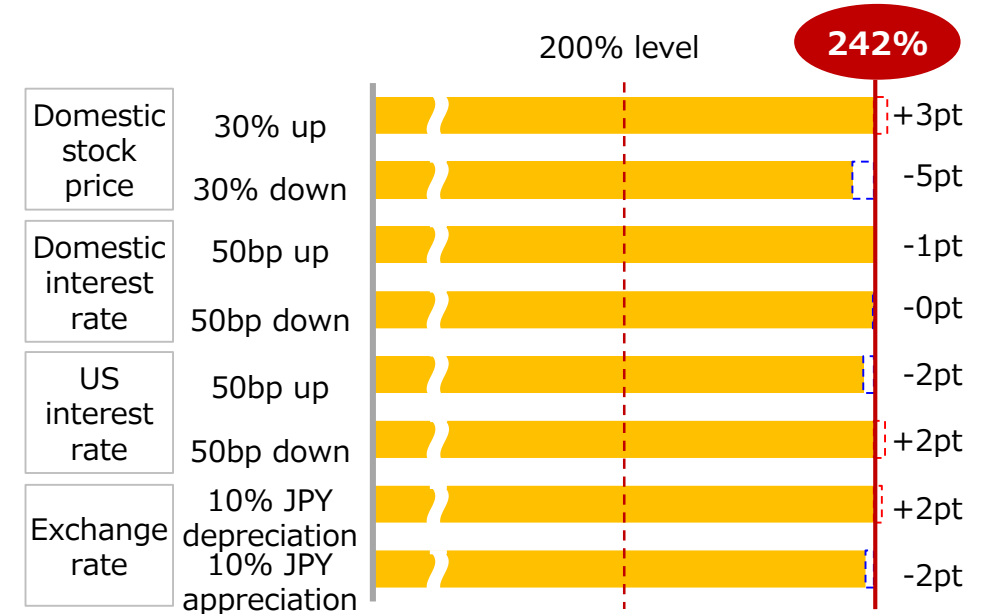
- As a result of profit accumulation of profit and reduction of stock price risk and interest rate risk, etc., ESR has gone up by 19pts to 242% against the end of Mar. 2023

Trend of ESR (99.5%VaR)*1



Sensitivity analysis of ESR (99.5%VaR)

(as of the end of Dec. 2023)



(Reference) Market indicators	End of Dec. 2023	(Variance*3)
Domestic stock price (TOPIX)	2,366.39	(+18.1%)
Domestic interest rate (30y JGB)	1.66%	(+36bp)
US interest rate (10y Treasury)*2	4.57%	(+70bp)
Exchange rate (JPY/USD)	¥141.83	(+6.2%)

*2 End of the Sep. 2023, variance is against end of Dec. 2022

*3 Against end of Mar. 2023

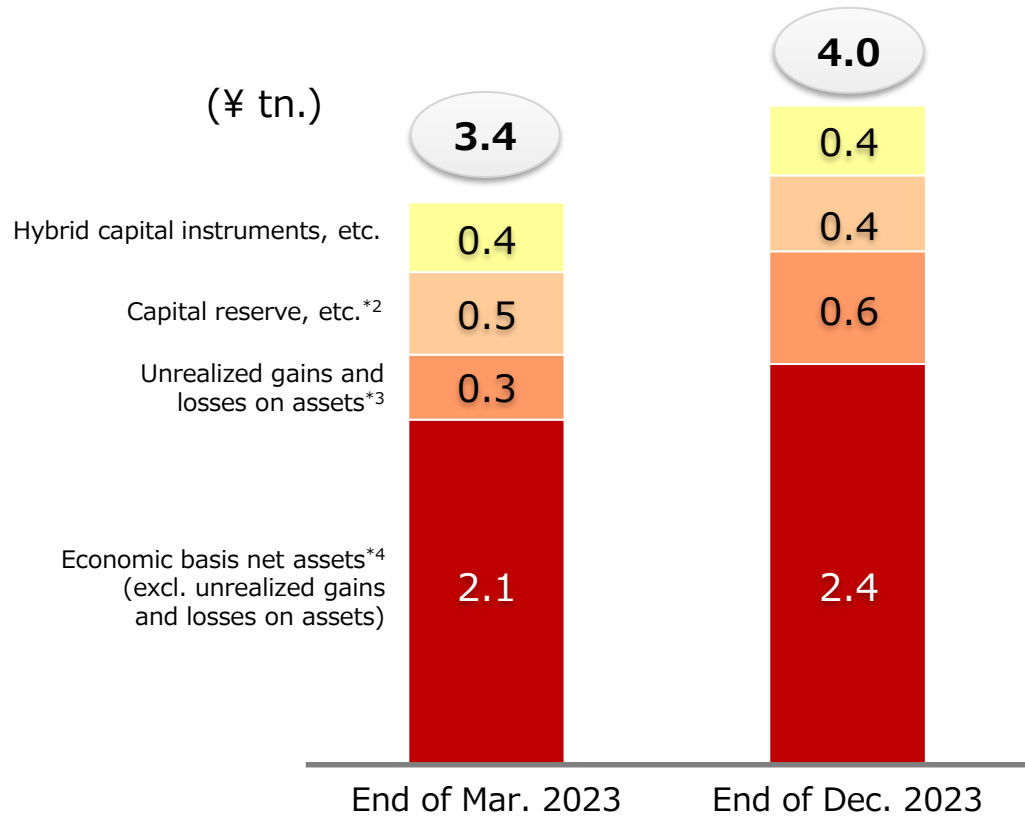
Risk reduction initiative (progress against the FY2023 target)

Stock price risk	Reduction of strategic holding stocks	¥63.5 bn./¥70.0 bn.
Interest rate risk	Investment in super long-term bonds	¥217.0 bn./¥300.0 bn.

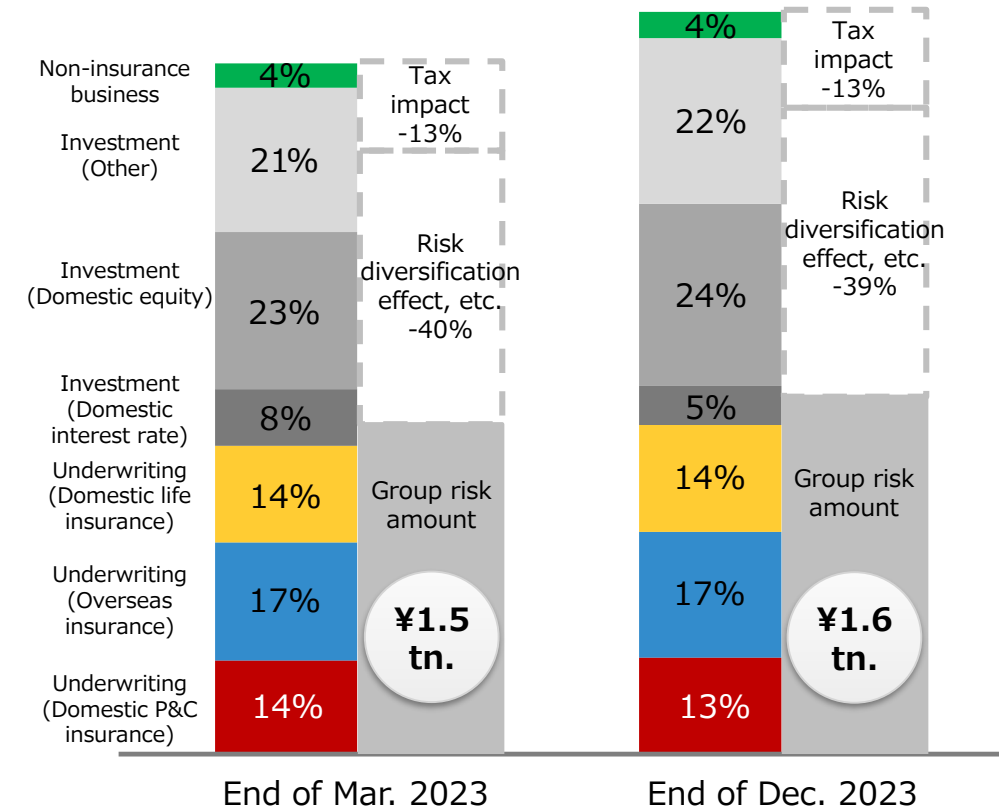
*1 In accordance with Solvency II

(Reference) Breakdown of Adjusted Capital and Risk

Adjusted capital*1



Risk amount*5



*1 Formula for adjusted capital: Adjusted capital = Total of net assets on the non-consolidated balance sheet + value in force – goodwill, etc.
 + unrealized gains and losses on non mark-to-market assets + capital reserve, etc. + hybrid capital instruments

*2 Reserve for price fluctuation and catastrophic loss reserve, etc. (after tax)

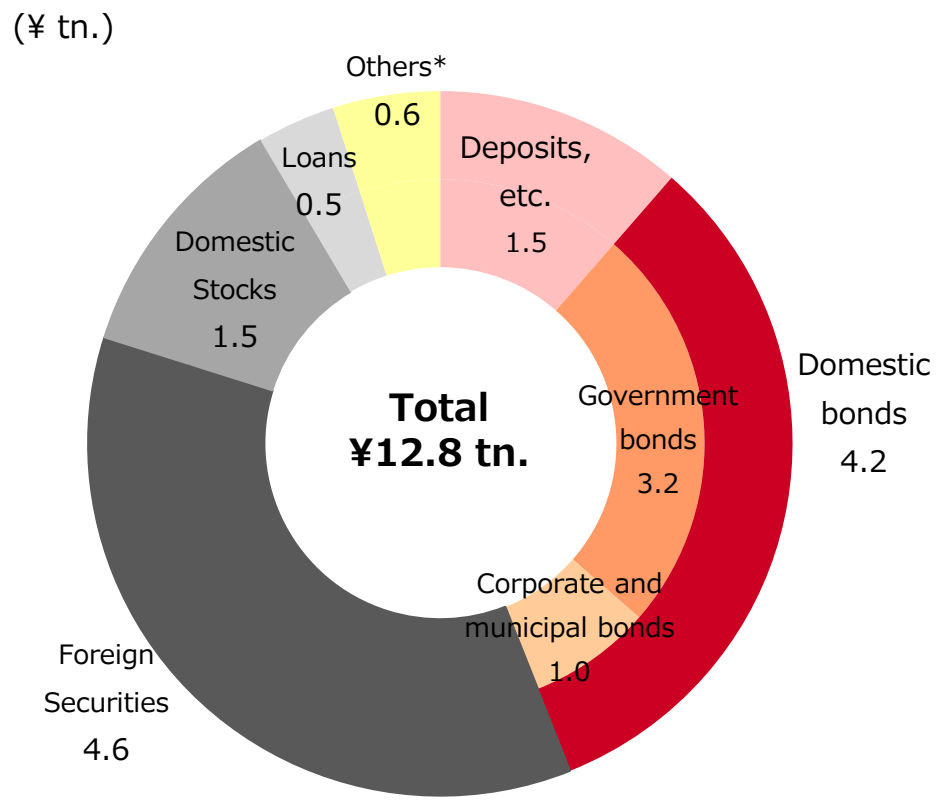
*3 Unrealized gains and losses on securities, etc., including non mark-to-market assets

*4 Total of net assets on non-consolidated balance sheets, and value in force of P&C and life insurance business (excl. goodwill and attributable to non-controlling shareholders, etc.)

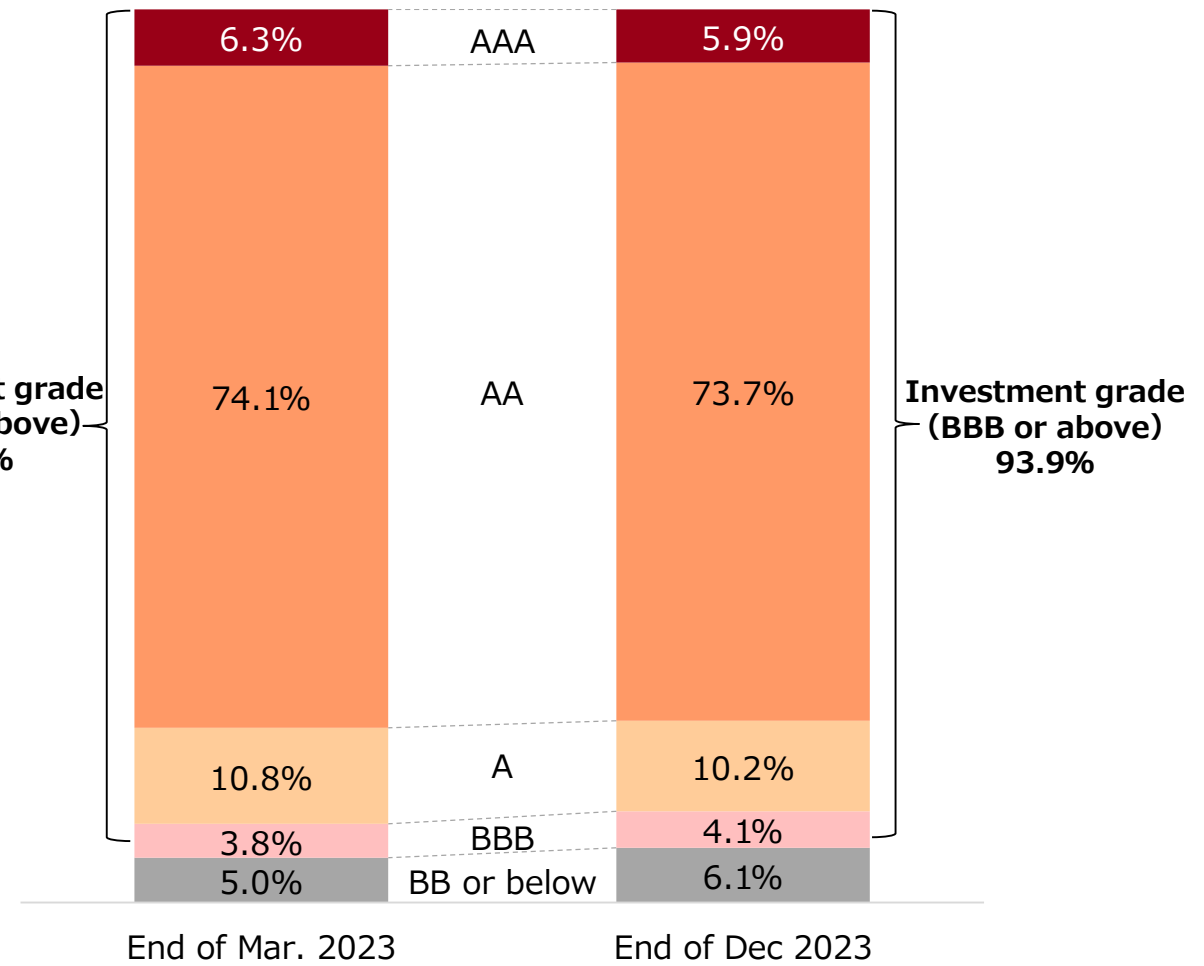
*5 Risk : 1 year holding period, 99.5%VaR
 •Risk amount of each risk factor : Before reflecting risk diversification effect among risk factors and before-tax basis
 •Group total risk : Sum of risk amount of each risk factor less risk diversification effect among risk factors and tax impact

(Reference) Asset Portfolio – Group Consolidated

Amount of investment assets
(as of the end of Dec. 2023, group consolidated basis)



Group fixed income assets by rating



* Others include lands, buildings and stocks of non-consolidated subsidiaries, etc.

(Reference) Management Indicators, etc.

Management indicators

(¥ bn.)	3Q FY2023		FY2023
	Actual	Variance	(Forecast)
Domestic P&C insurance	75.0	+54.2	58.0
Overseas insurance	128.6	+80.9	168.0
Domestic life insurance	29.9	+21.0	40.0
Nursing care & seniors	5.6	+1.3	7.0
Digital, etc.	3.3	+1.5	3.0
Total (Adjusted consolidated profit)	242.6	+159.1	280.0
Adjusted consolidated ROE*3	-	-	10%+
ROE (J-GAAP)	-	-	14.6%

Definition of adjusted profit*1

Domestic P&C insurance

Net income
 + Provisions for catastrophic loss reserve, etc. (after tax)
 + Provisions for reserve for price fluctuation (after tax)
 - Gains/losses on sales of securities and impairment losses on securities (after tax)

Overseas insurance

Operating Income*2
 Equity-method affiliates are in principle included as net income

Domestic life insurance

Net income
 + Provision of contingency reserve (after tax)
 + Provision of reserve for price fluctuation (after tax)
 + Adjustment of underwriting reserve (after tax)
 + Deferral of acquisition costs (after tax)
 - Depreciation of acquisition costs (after tax)
 - Gains/losses on sales of securities and impairment losses on securities (after tax)

Nursing care & seniors

Others

Net income

Digital

Net income
 - Gains/losses and impairment losses on investment (after tax)

*1 Adjusted profit for each business excludes one-time factors and special factors such as subsidiary dividends, etc.

*2 Operating income excluding one-time factors (= Net income - Net foreign exchange gains/losses - Net realized and unrealized gains/losses - Net impairment losses recognized in earnings, etc.)

*3 Adjusted consolidated ROE = Adjusted consolidated profit / Adjusted consolidated net assets (The denominator is the average balance at the end/start of each fiscal year.)

Adjusted consolidated net assets = Consolidated net assets (excluding life insurance subsidiary's net assets) + Catastrophic loss reserve, etc., in domestic P&C insurance (after tax) + Reserve for price fluctuation in domestic P&C insurance (after tax) + Domestic life insurance adjusted net assets

Domestic life insurance adjusted net assets = Net assets (J-GAAP) + Contingency reserve (after tax) + Reserve for price fluctuation (after tax) + Adjustment of underwriting reserve (after tax) + Non-depreciated acquisition cost (after tax)

Note Regarding Forward-looking Statements

Forecasts included in this document are based on currently available information and certain assumptions that we consider reasonable at this point in time. Actual results may differ materially from those projected herein depending on various factors.

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