

Sompo Japan Insurance Monthly Sales Report

【Monthly sales premiums in FY2020】

(Unit: million yen, %)

| Lines | April <Result> | | May <Result> | | June <Result> | | July <Result> | | August <Result> | | September <Result> | |
|-------------------|----------------|------------|--------------|------------|---------------|------------|---------------|------------|-----------------|------------|--------------------|------------|
| | Amount | YoY change | Amount | YoY change | Amount | YoY change | Amount | YoY change | Amount | YoY change | Amount | YoY change |
| Auto | 122,001 | 0.6 | 76,725 | (2.3) | 88,304 | (0.0) | 90,259 | 0.2 | 79,982 | 1.8 | 87,929 | 1.0 |
| CALI | 16,724 | (24.5) | 15,838 | (35.0) | 20,601 | (14.6) | 20,485 | (22.1) | 17,283 | (20.4) | 21,183 | (22.5) |
| Personal accident | 19,905 | (8.1) | 13,797 | (1.1) | 14,514 | (7.3) | 12,080 | (11.2) | 10,411 | (4.4) | 8,662 | (10.8) |
| Others | 43,206 | (7.1) | 31,285 | (2.6) | 28,885 | 9.2 | 38,079 | 3.2 | 24,972 | 5.9 | 25,949 | (21.3) |
| Fire | 43,208 | 7.0 | 25,406 | 2.4 | 33,934 | 4.8 | 36,063 | 11.4 | 30,434 | 8.6 | 64,076 | 20.8 |
| Marine | 9,007 | (4.6) | 5,474 | (1.2) | 4,721 | 3.7 | 5,364 | (0.8) | 5,061 | (6.4) | 6,002 | (8.9) |
| Total | 254,049 | (2.8) | 168,524 | (6.0) | 190,959 | (0.3) | 202,330 | (1.1) | 168,144 | (0.0) | 213,801 | (1.3) |

| Lines | October <Result> | | November <Result> | | December <Result> | | January <Result> | | February <Result> | | March <Result> | |
|-------------------|------------------|------------|-------------------|------------|-------------------|------------|------------------|------------|-------------------|------------|----------------|------------|
| | Amount | YoY change | Amount | YoY change | Amount | YoY change | Amount | YoY change | Amount | YoY change | Amount | YoY change |
| Auto | 93,331 | 1.8 | 81,501 | 1.8 | 97,033 | 1.6 | 65,234 | (0.6) | 80,939 | (0.4) | 134,686 | (0.9) |
| CALI | 19,962 | (6.6) | 18,799 | (14.6) | 18,723 | (13.4) | 17,780 | (17.6) | 22,092 | (11.3) | 28,825 | (1.2) |
| Personal accident | 11,900 | (8.7) | 9,620 | (10.5) | 10,614 | (10.5) | 16,470 | (4.2) | 6,137 | (8.7) | 10,340 | (6.7) |
| Others | 28,901 | (2.0) | 24,201 | 2.1 | 26,911 | (2.0) | 36,637 | 0.8 | 22,536 | (0.0) | 36,142 | (0.3) |
| Fire | 34,863 | 4.2 | 35,791 | 4.5 | 55,011 | 22.3 | 24,633 | (0.4) | 27,331 | 2.8 | 54,921 | 3.6 |
| Marine | 5,974 | 2.4 | 4,852 | (7.8) | 5,829 | (0.3) | 4,055 | (5.5) | 4,866 | (15.2) | 7,067 | 3.0 |
| Total | 194,932 | 0.0 | 174,765 | (0.7) | 214,121 | 3.3 | 164,810 | (2.9) | 163,900 | (2.3) | 271,980 | (0.1) |

【Cumulative total in FY2020】

(Unit: million yen, %)

| Lines | April <Result> | | May <Result> | | June <Result> | | July <Result> | | August <Result> | | September <Result> | |
|-------------------|----------------|------------|--------------|------------|---------------|------------|---------------|------------|-----------------|------------|--------------------|------------|
| | Amount | YoY change | Amount | YoY change | Amount | YoY change | Amount | YoY change | Amount | YoY change | Amount | YoY change |
| Auto | 122,001 | 0.6 | 198,726 | (0.5) | 287,030 | (0.4) | 377,289 | (0.2) | 457,271 | 0.1 | 545,200 | 0.3 |
| CALI | 16,724 | (24.5) | 32,562 | (30.0) | 53,163 | (24.7) | 73,648 | (24.0) | 90,931 | (23.4) | 112,114 | (23.2) |
| Personal accident | 19,905 | (8.1) | 33,702 | (5.3) | 48,216 | (5.9) | 60,296 | (7.0) | 70,707 | (6.7) | 79,369 | (7.1) |
| Others | 43,206 | (7.1) | 74,490 | (5.3) | 103,375 | (1.6) | 141,454 | (0.4) | 166,426 | 0.5 | 192,375 | (3.1) |
| Fire | 43,208 | 7.0 | 68,614 | 5.2 | 102,548 | 5.1 | 138,611 | 6.7 | 169,045 | 7.0 | 233,120 | 10.5 |
| Marine | 9,007 | (4.6) | 14,480 | (3.3) | 19,201 | (1.7) | 24,565 | (1.5) | 29,626 | (2.4) | 35,628 | (3.5) |
| Total | 254,049 | (2.8) | 422,574 | (4.1) | 613,533 | (3.0) | 815,862 | (2.5) | 984,006 | (2.1) | 1,197,807 | (2.0) |

| Lines | October <Result> | | November <Result> | | December <Result> | | January <Result> | | February <Result> | | March <Result> | |
|-------------------|------------------|------------|-------------------|------------|-------------------|------------|------------------|------------|-------------------|------------|----------------|------------|
| | Amount | YoY change | Amount | YoY change | Amount | YoY change | Amount | YoY change | Amount | YoY change | Amount | YoY change |
| Auto | 638,531 | 0.5 | 720,032 | 0.6 | 817,065 | 0.7 | 882,299 | 0.6 | 963,238 | 0.5 | 1,097,924 | 0.4 |
| CALI | 132,077 | (21.1) | 150,876 | (20.3) | 169,599 | (19.6) | 187,379 | (19.4) | 209,471 | (18.6) | 238,296 | (16.9) |
| Personal accident | 91,270 | (7.3) | 100,890 | (7.6) | 111,505 | (7.9) | 127,975 | (7.5) | 134,112 | (7.5) | 144,452 | (7.5) |
| Others | 221,276 | (3.0) | 245,477 | (2.5) | 272,388 | (2.4) | 309,026 | (2.1) | 331,562 | (1.9) | 367,703 | (1.8) |
| Fire | 267,984 | 9.6 | 303,775 | 9.0 | 358,786 | 10.8 | 383,419 | 10.0 | 410,750 | 9.5 | 465,671 | 8.8 |
| Marine | 41,602 | (2.7) | 46,454 | (3.3) | 52,282 | (3.0) | 56,337 | (3.2) | 61,203 | (4.2) | 68,270 | (3.5) |
| Total | 1,392,739 | (1.7) | 1,567,504 | (1.6) | 1,781,625 | (1.0) | 1,946,435 | (1.2) | 2,110,335 | (1.3) | 2,382,315 | (1.1) |