

Highlights of 1H FY2018 Results

November 19, 2018
Sompo Holdings, Inc.



- Hello. I'm Yukinori Kuroda, Head of Investor Relations at Sompo Holdings.
- Thank you for participating in our conference call today.
- I would like to go through our financial results for 1H FY2018 and our revised business forecasts for FY2018 focused on numerical data.
- In our presentation for analysts scheduled to be held next week, Sompo Holdings' management team, including CEO, will discuss the Company's management strategy.
- Let's now turn to page 2.

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* SI stands for Sompo International(hereafter).

Highlights of 1H FY2018 Results



- ◆ Consolidated ordinary profit for 1H FY2018 increased by ¥24.0 billion to ¥27.8 billion and consolidated net income for 1H FY2018 increased by ¥20.2 billion to ¥22.1 billion.
- ◆ Full-year business forecasts are revised to conservatively reflect current environment, including large domestic natural disasters. Consolidated ordinary profit for FY2018 is expected to be ¥237.0 billion and consolidated net income for FY2018 is expected to be ¥170.0 billion (decreased by ¥40.0 billion against previous forecast).

1H FY2018 Actual

- Sompo Japan Nipponkoa's underwriting profit decreased sharply, mainly due to additional provisions to the reserve for outstanding losses and claims related to incurred losses from large domestic natural disasters such as Typhoon No.21, while its investment profit progressed firmly due partly to steady reduction of strategic-holding stocks.
- Adjusted profit in Overseas insurance business increased due partly to rebound of the impact of hurricanes in North America in FY2017.
- Domestic life insurance business progressed as planned mainly due to strong sales of new income compensation line and steady growth in policies in force.
- Nursing care business progressed almost in line with the plan in light of occupancy rate improvement.

Revision of FY2018 Forecast

- Consolidated ordinary profit is expected to be ¥237.0 billion and consolidated net income is expected to increase by ¥30.1 billion to ¥170.0 billion (decreased by ¥40.0 billion against previous forecast).
- Business forecasts for FY2018 is revised mainly due to incurred loss from large domestic natural disasters (e.g. Typhoon No.21), as well as a minor adjustment of SI's strong top-line growth in light of current environment.

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- In 1H FY2018, consolidated ordinary profit increased by ¥24.0 billion to ¥27.8 billion and consolidated net income increased by ¥20.2 billion to ¥22.1 billion, mainly due to rebound of the impact of hurricanes in North America, while incurred loss related to domestic natural disasters increased.
- Full-year business forecasts are revised to reflect current environment. Revised consolidated ordinary profit for FY2018 is ¥237.0 billion and revised consolidated net income for FY2018 is ¥170.0 billion mainly due to incurred loss from domestic natural disasters, as well as a minor adjustment of SI's business forecasts.
- In addition, let me provide some additional information not shown on the slide. As disclosed separately today, we announced that the Board of Directors has resolved to cancel a portion of the Company's treasury stock that it had bought back to date for the purpose of shareholder return. The portion of the Company's treasury stock represents approximately 10% of the total number of issued shares.
- Please turn to page 4.

1. Consolidated financial results

2. Domestic P&C insurance

3. Overseas insurance

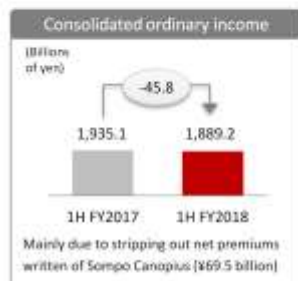
4. Domestic life insurance

5. Nursing care & healthcare, etc.

6. ERM & asset management

Overview of 1H FY2018 Results – Consolidated Basis

- ◆ Consolidated ordinary profit increased by ¥24.0 billion to ¥27.8 billion and consolidated net income increased by ¥20.2 billion to ¥22.1 billion mainly due to rebound of the impact of hurricanes in North America in FY2017, while an increase of incurred loss from Typhoon No.21, etc.



(Billions of yen)	1H FY2017	1H FY2018	Change
Consolidated ordinary income	1,935.1	1,889.2	-45.8 (-2.4%)
Net premiums written (P&C)	1,498.8	1,440.3	-58.4 (-3.9%)
Life insurance premiums	168.4	170.4	+1.9 (+1.2%)
Consolidated ordinary profit	3.7	27.8	+24.0
Sampo Japan Nipponkoa	47.5	-3.2	-50.8
Overseas insurance subsidiaries	17.9	9.5	-8.3
Himawari Life	6.7	13.5	+6.7
Nursing care (SOMPO Care ^{*1})	1.7	2.4	+0.7
Consolidated adjustment ^{*2} /Others	-70.3	5.4	+75.8
Consolidated net income ^{*3}	1.9	22.1	+20.2
Sampo Japan Nipponkoa	32.4	0.1	-32.3
Overseas insurance subsidiaries	17.1	6.1	-10.9
Himawari Life	4.2	9.4	+5.1
Nursing care (SOMPO Care ^{*1})	0.9	2.2	+1.2
Consolidated adjustment ^{*2} /Others	-53.0	4.0	+57.1
(Reference) Adjusted profit (by business)	29.9	28.3	-1.6
Domestic P&C insurance	48.9	-19.4	-68.4
Overseas insurance	-35.2	27.1	+62.4
Domestic life insurance	14.7	17.7	+3.0
Nursing care & healthcare, etc.	1.5	2.8	+1.3

*1 FY2017(Actual) was sum of former SOMPO Care and SOMPO Care Next. (The same shall apply hereafter.)

*2 "Purchase method" accounting was adopted upon the establishment of Sampo Holdings. The figures therefore include adjustments for gains/losses on sales, etc.

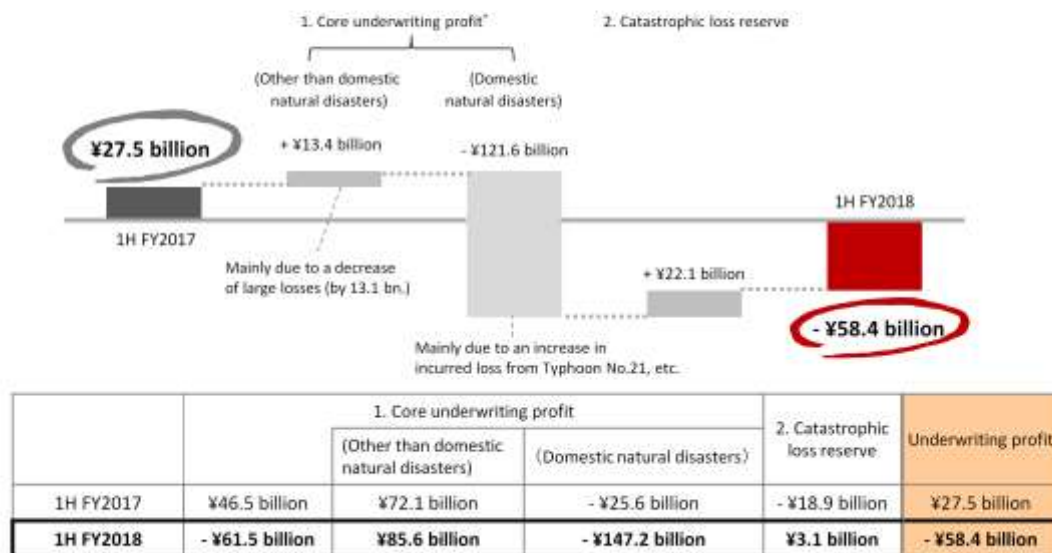
*3 Consolidated net income denotes net income (loss) attributable to shareholders of the parent. (The same shall apply hereafter.)

- This page shows an overview of our consolidated results for 1H FY2018.
- In the following pages, we will discuss the main factors behind these results.
- Please turn to page 5.

Main Points of Consolidated Results – (1) Underwriting Profit

- ◆ Mainly due to impact from Typhoon No.21, etc., underwriting profit decreased by ¥86.0 billion to - ¥58.4 billion.

Changing factors of underwriting profit (Sompo Japan Nipponkoa)



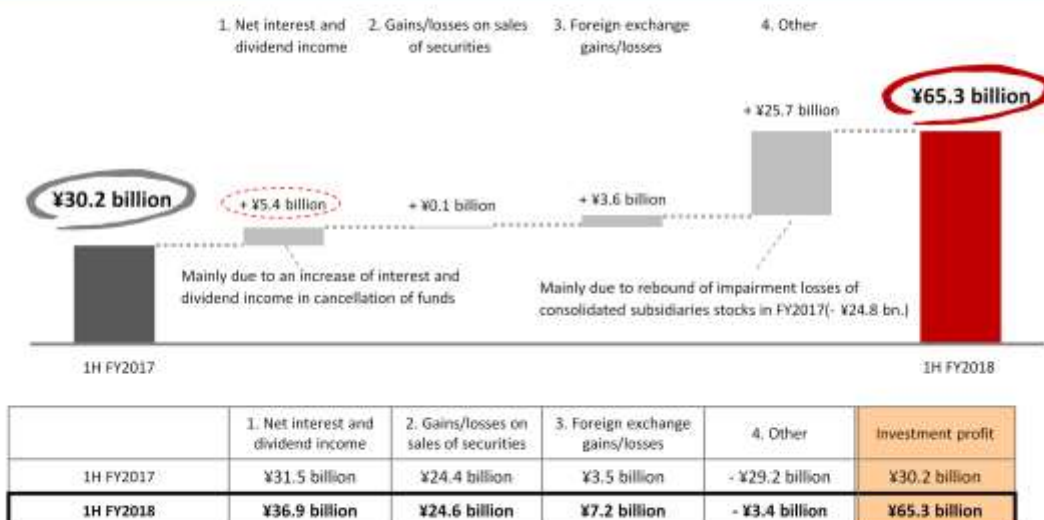
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- This page shows the status of underwriting profit of Sompo Japan Nipponkoa.
- Underwriting profit decreased by ¥86.0 billion to - ¥58.4 billion, mainly due to an increase of incurred loss related to domestic natural disasters such as Typhoon No.21 by ¥121.6 billion (YoY).
- Underwriting profit excluding domestic natural disasters increased by ¥13.4 billion mainly due to a decrease of large losses by ¥13.1 billion to ¥1.6 billion.
- Moreover, the progress rate for claims payments for domestic natural disasters such as Typhoon No. 21 stood at around 15% as of the end of September. With the progress rate expected to increase to nearly 90% for the full year, the full-year business forecasts will reflect the impact of a gain on the reversal of the catastrophic loss reserve.
- Please turn to page 6.

Main Points of Consolidated Results – (2) Investment Profit

- ◆ Investment profit steadily increased by ¥35.0 billion to ¥65.3 billion.

Changing factors of investment profit (Sompo Japan Nipponkoa)

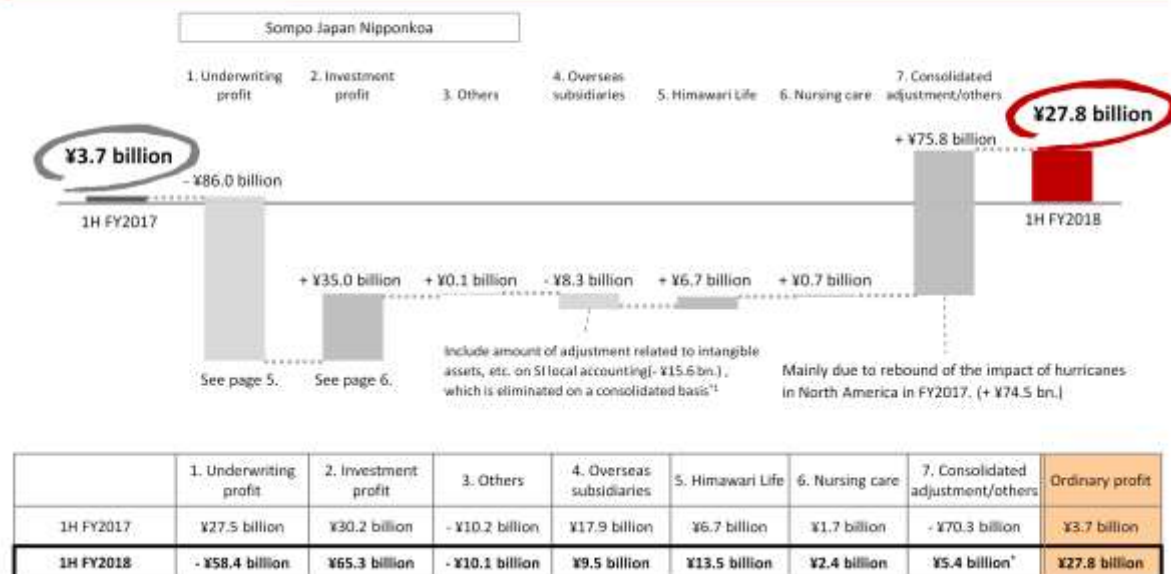


- Investment profit increased by ¥35.0 billion to ¥65.3 billion.
- Main factors are an increase of interest and dividend income in cancellation of funds and others, and rebound of impairment losses of consolidated subsidiaries stocks in FY2017, etc.
- Please turn to page 7.

Main Points of Consolidated Results – (3) Ordinary Profit

- ◆ Consolidated ordinary profit increased by ¥24.0 billion to ¥27.8 billion mainly due to rebound of the impact of hurricanes in North America in FY2017, while an increase in incurred loss from Typhoon No.21, etc.

Changing factors of consolidated ordinary profit



* Net amortization amount (before tax) of goodwill and intangible assets, etc. of SI for 1H FY2018: ¥13.1 billion

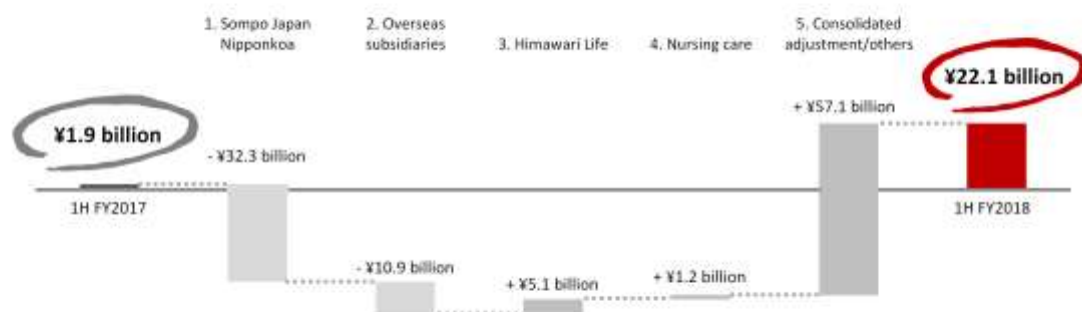
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- This page shows consolidated ordinary profit.
- Consolidated ordinary profit increased by ¥24.0 billion to ¥27.8 billion.
- Main factors are rebound of the impact of hurricanes in North America in FY2017 (+ ¥74.5 billion), as well as underwriting profit and investment profit as explained.
- By the way, overseas subsidiaries look like decreasing in earnings. However, the reason for the decrease is that the amortization of intangible assets, etc., were reflected in earnings from the current fiscal year based on SI's local accounting. Excluding these noise factors, the earnings of overseas subsidiaries substantially increased.
- Page 8 shows consolidated net income. Please take a look at this page later.
- Please turn to page 9.

Main Points of Consolidated Results – (4) Net Income

◆ Consolidated net income increased by ¥20.2 billion to ¥22.1 billion.

Changing factors of consolidated net income



	1. Somo Japan Nipponkoa	2. Overseas subsidiaries	3. Himawari Life	4. Nursing care	5. Consolidated adjustment/others	Net income
1H FY2017	¥32.4 billion	¥17.1 billion	¥4.2 billion	¥0.9 billion	- ¥53.0 billion	¥1.9 billion
1H FY2018	¥0.1 billion	¥6.1 billion	¥9.4 billion	¥2.2 billion	¥4.0 billion	¥22.1 billion

Business Forecasts for FY2018 – Consolidated Basis

- ◆ Business forecasts for FY2018 is revised in light of current environment. Consolidated ordinary profit is expected to be ¥237.0 billion, and consolidated net income is expected to be ¥170.0 billion.

(Billions of yen)	FY2017 (Actual) A	FY2018 (Previous forecasts) B	FY2018 (Revised forecasts) C	(Change) C-B	Change C-A
Net premiums written (P&C)	2,854.7	2,780.0	2,715.0	-65.0	-139.7 (-4.9%)
Life insurance premiums	346.9	360.0	357.5	-2.5	+10.5 (+3.0%)
Consolidated ordinary profit	141.8	290.0	237.0	-53.0	+95.1
Sompo Japan Nipponkoa	175.2	250.0	220.0	-30.0	+44.7
Overseas subsidiaries	-36.6	41.0	26.0	-14.9	+62.7
Himawari Life	12.7	17.6	17.6	-	+4.8
Nursing care (SOMPO Care)	3.4	6.7	5.2	-1.5	+1.7
Consolidated adjustment/others	-12.8	-25.4	-31.9	-6.4	-19.0
Consolidated net income	139.8	210.0	170.0	-40.0	+30.1 (+21.6%)
Sompo Japan Nipponkoa	170.0	187.0	166.0	-21.0	-4.0
Overseas subsidiaries	-37.8	30.1	21.1	-9.0	+59.0
Himawari Life	8.1	12.0	12.0	-	+3.8
Nursing care (SOMPO Care)	2.9	4.2	3.8	-0.4	+0.8
Consolidated adjustment/others	-3.4	-23.4	-32.9	-9.5	-29.4
Consolidated net income per share (Yen)	361	551	456	-95	+95
(Reference) Adjusted profit (by business)	162.7	220.0	105.0	-115.0	-57.7 (-35.5%)
Domestic P&C insurance	85.3	118.0	14.0	-104.0	-71.3
Overseas insurance	44.0	63.0	54.0	-9.0	+9.9
Domestic life insurance	29.2	32.0	32.0	-	+2.7
Nursing care & healthcare, etc.	4.1	6.0	5.0	-1.0	+0.8
Adjusted profit per share (Yen)	420	578	281	-296	-13.8 (-33.0%)

- This page presents an overview of business forecasts for FY2018.
- As we mentioned earlier, we have revised our business forecasts. We explain main points in the next page. Please turn to page 10.

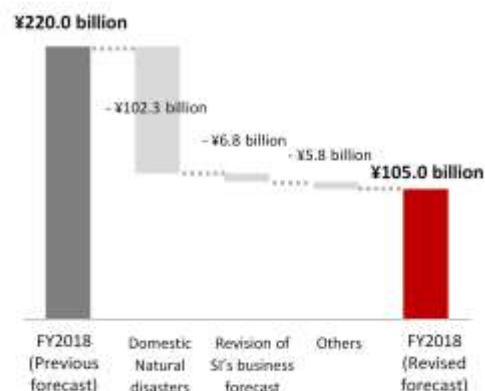
Main Points of Revised Business Forecasts for FY2018

- ◆ Business forecasts for FY2018 is revised mainly due to incurred loss from large domestic natural disasters (e.g. Typhoon No.21), as well as a minor adjustment of SI's strong top-line growth in light of current environment.

Main points of assumptions (consolidated net income)



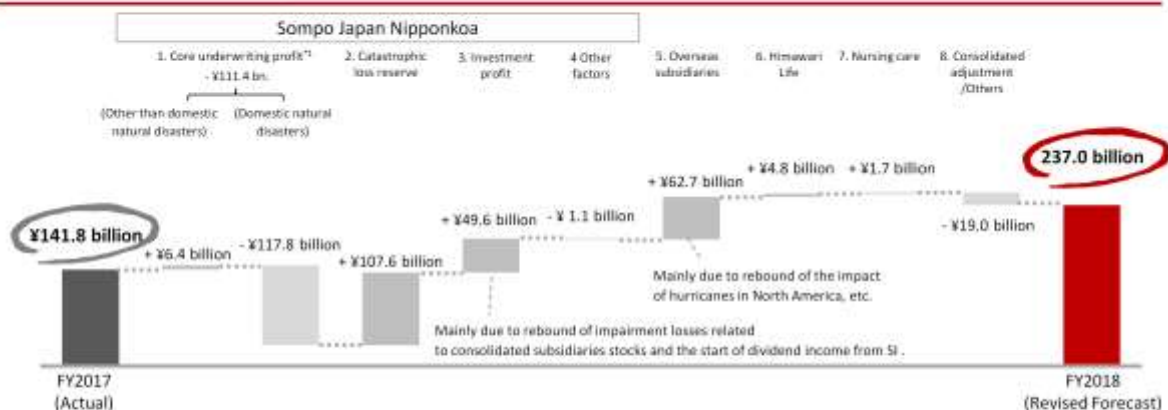
(Reference) Difference between the previous and revised forecasts of adjusted consolidated profit



- Revised forecast of consolidated net income for FY2018 decreased by ¥40.0 billion against the previous forecast.
- The main reasons for the shortfall are two factors.
- The first factor is the impact of domestic natural disasters such as Typhoon No.21. Based on forecast of incurred losses, net reversal of catastrophic loss reserve and reinstatement premium, revised forecast of consolidated net income for FY2018 decrease by ¥19.1 billion against the previous forecast.
- The second factor is the revision of SI's business forecast. The main difference between the previous forecast and the current environment is the extent of market hardening. Net premiums written were adjusted as actual conditions. There was also an impact from changes in the market value of securities holdings, although this item has no impact on adjusted profit. Based on these factors, we revised the bottom-line forecast by just over ¥13.0 billion.
- For reference, page 11 shows a breakdown of the forecast of consolidated ordinary profit, page 12 shows progress of quarterly results, and page 13 shows our numerical management targets. Please take a look at this page later.
- Please turn to page 15.

(Reference) Breakdown of Business Forecasts for FY2018

Main components of consolidated ordinary profit



	1. Core underwriting profit		2. Catastrophic loss reserve	3. Investment profit	4. Other factors	5. Overseas subsidiaries	6. Himawari Life	7. Nursing care	8. Consolidated adjustment /Others	Ordinary profit
	(Other than domestic natural disasters)	(Domestic natural disasters)								
FY2017 Actual	¥134.0 billion	- ¥57.1 billion	¥17.9 billion	¥97.8 billion	- ¥17.4 billion	- ¥36.6 billion	¥12.7 billion	¥3.4 billion	- ¥12.8 billion	¥141.8 billion
FY2018 Revised forecasts	¥140.4 billion	- ¥175.0 billion	¥125.5 billion	¥147.5 billion	- ¥18.5 billion	¥26.0 billion^{*2}	¥17.6 billion	¥5.2 billion	- ¥31.9 billion^{*2}	¥237.0 billion
(Reference) FY2018 Previous forecasts	¥165.8 billion	- ¥48.0 billion	¥10.1 billion	¥142.1 billion	- ¥20.1 billion	¥41.0 billion ^{*3}	¥17.6 billion	¥6.7 billion	- ¥25.4 billion ^{*3}	¥290.0 billion

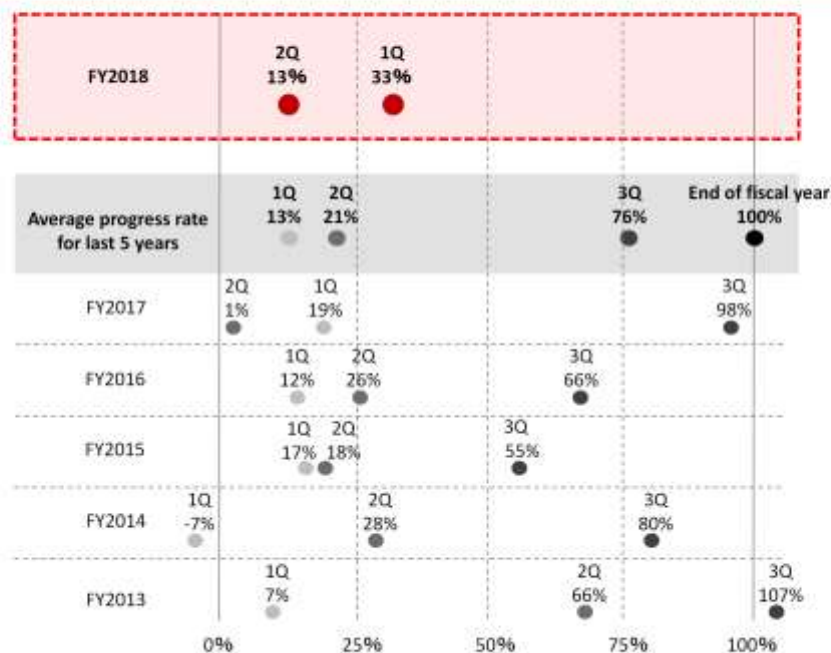
^{*1} Core underwriting profit is underwriting profit less the impact related to catastrophic loss reserve.

^{*2} The goodwill for the SI acquisition is ¥1,513 million. Combined with intangible assets, the net amortization amount is around ¥2,000 million (as of the date of acquisition). The amortization period for the goodwill is 10 years, and the amortization period for intangible asset has been set appropriately. The total annual amortization costs is projected at ¥25.9 billion for FY2018 revised forecast. (FY2018 previous forecast: ¥24.5 billion)

Amount of adjustment related to intangible assets, etc. on SI local accounting (- ¥28.4 billion) is eliminated on a consolidated basis. (FY2018 previous forecast: - ¥31.7 billion)

(Reference) Historical Progress Rates of Quarterly Results

Progress in each quarter (consolidated net income)



(Reference) Numerical Management Targets, etc.

Numerical management targets

(Billions of yen)	FY2017	FY2018				
	(Actual) A	(1H Actual) B	(Previous forecasts) B	(Revised forecasts) C	Change C-B	Change C-A
Domestic P&C insurance ^{*1}	85.3	-19.4	118.0	14.0	-104.0	-71.3
Overseas insurance	44.0	27.1	63.0	54.0	-9.0	+9.9
Domestic life insurance	29.2	17.7	32.0	32.0	-	+2.7
Nursing care & healthcare, etc.	4.1	2.8	6.0	5.0	-1.0	+0.8
Total (Adjusted consolidated profit)	162.7	28.3	220.0	105.0	-115.0	-57.7
Adjusted consolidated ROE^{*2}	6.4%	-	8.3%	4.0%	-4.2%	-2.3%
Consolidated net income (J-GAAP)	139.8	22.1	210.0	170.0	-40.0	+30.1
ROE (J-GAAP)	7.6%	-	10.9%	8.8%	-2.1%	+1.3%

Definition of adjusted profit

Domestic P&C insurance

Net income
 + Provisions for catastrophic loss reserve (after tax)
 + Provisions for reserve for price fluctuation (after tax)
 - Gains/losses on sales of securities and impairment losses on securities (after tax)
 - Special factors (e.g. dividend from subsidiaries)

Overseas insurance

Net income
 (including major non-consolidated subsidiaries)
 Adjusted profit of SI is operating income^{*3}

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 cost (after tax)
 - Depreciation of acquisition cost (after tax)

Nursing care & healthcare, etc.

Net income

^{*1} Total of Sompo Japan Nipponkoa, Saison Automobile & Fire, Sompo 24, Sompo Japan Nipponkoa Insurance Services, DC Securities and Sompo Risk Management (former Sompo Risk Management & Healthcare)

^{*2} 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 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)

^{*3} Adjusted profit of SI is defined as operating income, which excludes one-time factors (operating income = net income - net foreign exchange gains/losses - net realized and unrealized gains/losses - net impairment losses recognized in earnings, etc.). Actual for the overseas insurance business in FY2017 includes a decrease in tax expenses in connection with the reorganization of SI.

1. Consolidated financial results

2. Domestic P&C insurance

3. Overseas insurance

4. Domestic life insurance

5. Nursing care & healthcare, etc.

6. ERM & asset management

Overview of 1H FY2018 Results – Sampo Japan Nipponkoa

- ◆ Mainly due to an increase of incurred loss from domestic natural disasters, net income decreased by ¥32.3 billion to ¥0.1 billion.

(Billions of yen)	1H FY2017	1H FY2018	Change
Net premiums written	1,106.6	1,093.4	-13.1 (-1.2%)
(excl. CALI, household earthquake)	952.3	954.2	+1.9 (+0.2%)
Net premiums earned (excl. CALI, household earthquake)	933.6	936.3	+2.6 (+0.3%)
Loss ratio	61.3%	63.4%	+2.1pt
(excl. CALI, household earthquake)	58.8%	60.8%	+2.0pt
E/I loss ratio (excl. CALI, household earthquake)	61.2%	73.4%	+12.1pt
Net expense ratio	32.1%	32.1%	+0.0pt
(excl. CALI, household earthquake)	33.9%	33.5%	-0.3pt
Combined ratio	93.4%	95.5%	+2.1pt
(excl. CALI, household earthquake)	92.7%	94.3%	+1.7pt
Underwriting profit	27.5	-58.4	-85.9
Investment profit	30.2	65.3	+35.0
Ordinary profit	47.5	-3.2	-50.8
Net income	32.4	0.1	-32.3
+ Provisions for catastrophic loss reserve (after tax)	13.6	-2.2	-15.9
+ Provisions for reserve for price fluctuation (after tax)	1.9	1.5	-0.4
- Gains/losses on sales of securities and impairment losses on securities (after tax)	-0.6	17.2	+17.9
- Special factors (after tax) [*]	-1.7	-0.6	+1.0
Adjusted profit	50.4	-17.1	-67.6

Mainly due to an increase of incurred loss from domestic natural disasters (from ¥25.8 bn. To ¥147.2 bn.).

(Reference)
Adjusted
profit

* Special factors are gains /losses related to stock future, etc.

- This page provides an overview of the results of Sampo Japan Nipponkoa.
- In the following pages, I will go through each item.
- Please turn to page 16.

◆ Other lines kept on leading top-line growth and net premiums written increased by 0.2%.

Net premiums written by product line

(Billions of yen)	1H FY2017	1H FY2018	Change		FY2018 (Revised forecasts)
Fire and Allied Lines	135.9	130.4	-5.4	(-4.0%)	259.7
Marine	23.4	23.3	-0.1	(-0.7%)	46.0
Personal Accident	98.1	93.8	-4.3	(-4.4%)	173.4
Voluntary Automobile	538.0	534.0	-3.9	(-0.7%)	1,067.2
CALI	153.9	138.9	-15.0	(-9.8%)	277.0
Other	157.0	172.8	+15.8	(+10.1%)	310.4
of which, Liability	89.4	97.0	+7.5	(+8.4%)	166.0
Total	1,106.6	1,093.4	-13.1	(-1.2%)	2,134.0
Total (excl. CALI, household earthquake)	952.3	954.2	+1.9	(+0.2%)	1,856.1

(Reference) Year-on-Year comparison of
voluntary automobile insurance
(April - September 2018)

	# of vehicles	Unit premium	Total Premium
Non-fleet	+0.1%	-1.4%	-1.3%
Fleet	+1.8%	-1.6%	+0.2%
Total	+0.4%	-1.5%	-1.1%

(Performance evaluation basis)

(Main changing factors)

Fire and Allied Lines: Decreased mainly due to transfer of overseas reinsurance assumed to SI

Personal Accident : Mainly due to transfer of a part of the product to Other lines

Voluntary Automobile: Impact from rate revision in Jan. 2018 (voluntary auto as a whole: -1.7%) was covered partly by an increase in the number of vehicles

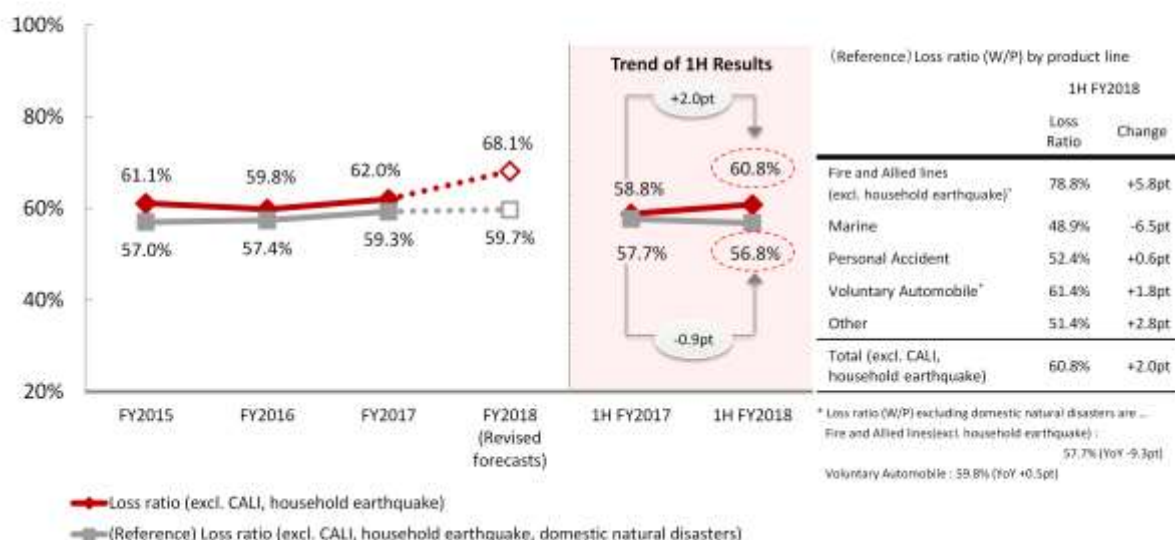
Other: Maintained strong sales of packaged products to small and medium-sized enterprises (YoY +12.9% on a performance evaluation basis)

- Net premiums written (excl. CALI, household earthquake) increased by 0.2%.
- Fire and allied lines decreased mainly due to transfer of overseas reinsurance assumed to SI, personal accident also decreased mainly due to transfer of a part of the product to other lines, and voluntary automobile decreased mainly due to the impact from rate revision in January 2018, while these decreases were covered by a favorable trend in other line. Especially sales of packaged products to small and medium-sized enterprises increased by double-digit percentage.
- Please turn to page 17.

Loss Ratio (W/P)

- ◆ W/P loss ratio in 1H FY2018 rose mainly due to domestic natural disasters.
- ◆ W/P loss ratio in FY2018 is expected to increase as claims paid for domestic natural disasters progress.

Loss ratio(W/P)



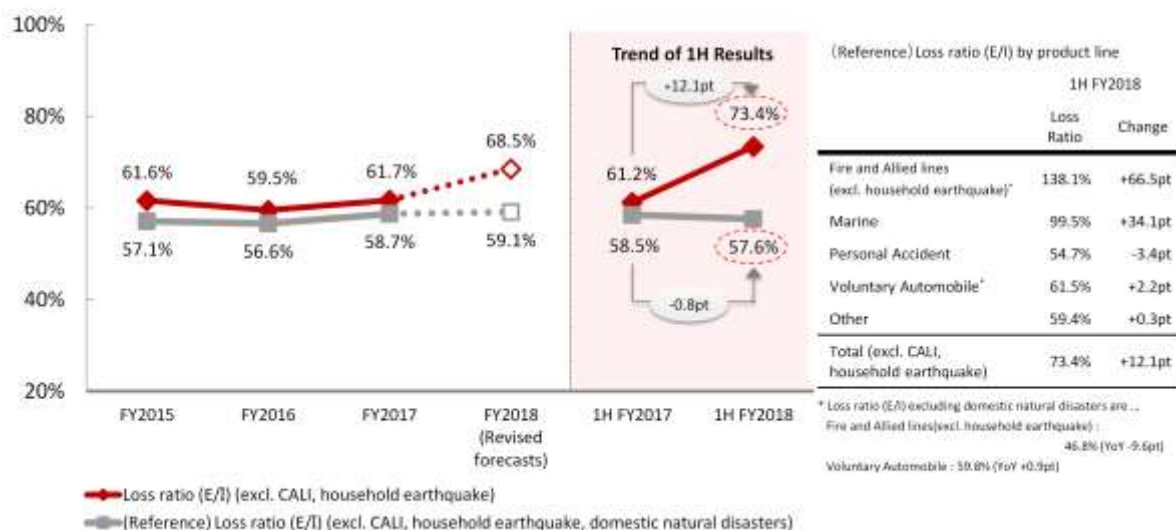
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- This page shows loss ratio on a written paid basis.
- Loss ratio in 1H FY2018 rose by 2.0pt to 60.8% mainly due to the impact of domestic natural disasters centered on fire and allied lines. Loss ratio excluding domestic natural disasters improved by 0.9pt.
- Loss ratio in FY2018 is expected to rise by 6.2pt as claims paid for domestic natural disasters progress.
- Please turn to page 18.

Loss Ratio (E/I)

- ◆ Mainly due to incurred loss from domestic natural disasters(¥147.2 bn.), E/I loss ratio in 1H FY2018 rose.
- ◆ Revised forecasts in FY2018 conservatively includes incurred loss from domestic natural disasters(¥175.0 bn.) and large losses.

Loss ratio(E/I)



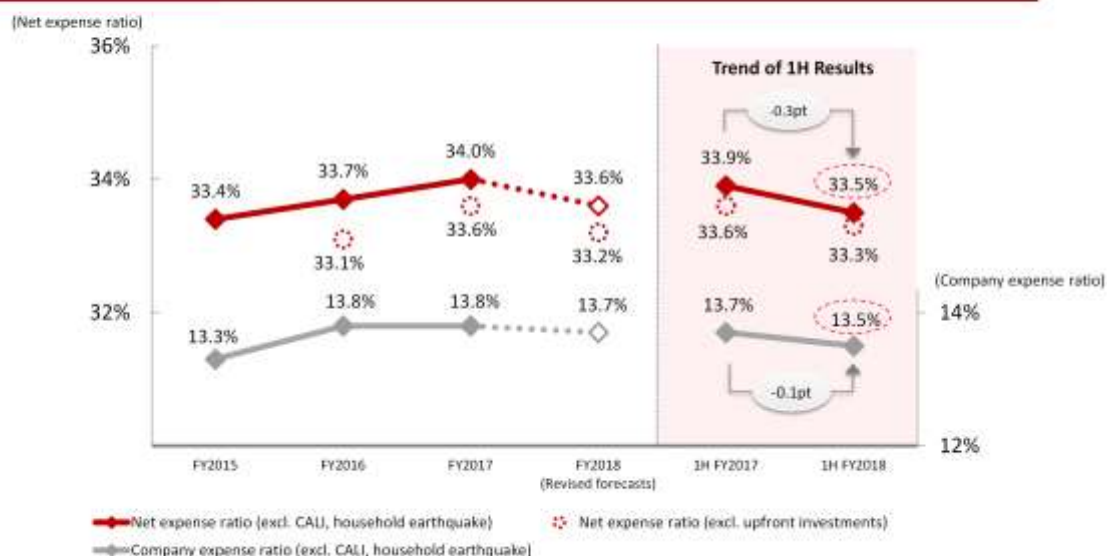
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- This page shows loss ratio on an earned incurred basis.
- As loss ratio on written paid basis, E/I loss ratio rose mainly due to the impact of domestic natural disasters. E/I loss ratio in 1H FY2018 rose by 12.1pt to 73.4%.
- E/I loss ratio in FY2018 is expected to rise by 6.8pt to 68.5%. The main reason was the impact of domestic natural disasters. Another reason was that large losses were conservatively included in the forecast to a considerable extent.
- Please turn to page 19.

Net Expense Ratio

- ◆ Net expense was controlled as planned, with reducing company expense steadily.

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

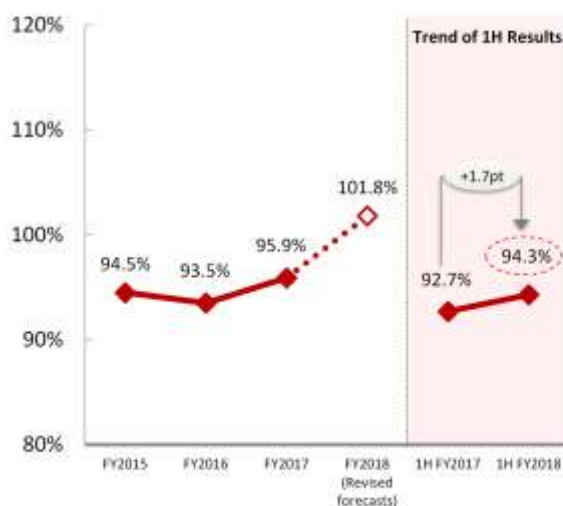


* Ratio of general administrative and selling expense related with underwriting to net premium written

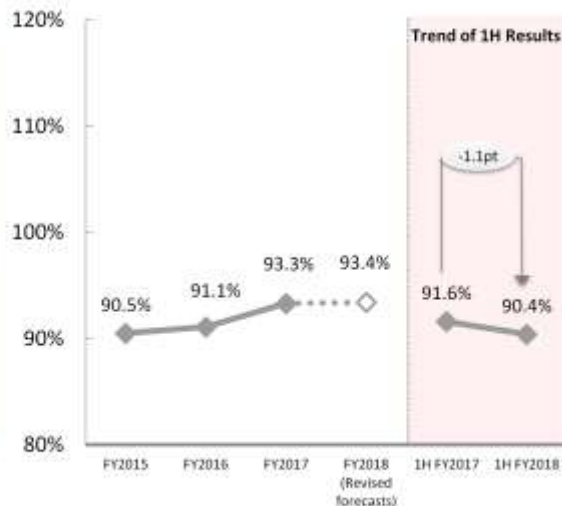
- This page shows net expense ratio.
- Net expense ratio in 1H FY2018 improved by 0.3pt to 33.5%. We recognize that the net expense ratio progressed as planned, because both personnel and property expenses are being properly controlled.
There have been no notable changes to the full-year business forecasts.
- Please turn to page 20.

- ◆ Combined ratio in 1H FY2018 increased by 1.7pt to 94.3%.
- ◆ Revised forecast in FY2018 is expected to be 101.8% with progress of claims paid related to domestic natural disasters.

Combined ratio (excl. CALI, household earthquake)



(Reference) excl. CALI, household earthquake, domestic natural disasters



- This page shows the combined ratio, which is the sum of the loss ratio and the net expense ratio, and the one excluding domestic natural disasters for reference.
- Please turn to page 21.

Investment Profit

- ◆ Investment profit in 1H FY2018 increased by ¥35.0 billion to ¥65.3 billion with steady progress.
- ◆ Revised forecast in FY2018 is revised upward to ¥147.5 billion in light of current favorable environment (increase by ¥5.3 billion against previous forecast).

Investment profit (Sompo Japan Nipponkoa, non-consolidated)

(Billions of yen)		1H FY2017	1H FY2018	Change	FY2018 (Revised forecasts)
Net interest and dividend income	1	31.5	36.9	+5.4	91.2
Interest and dividend income ^{*1}		51.5	55.7	+4.1	130.4
of which, dividends from overseas subsidiaries		0.0	0.0	+0.0	22.6
Gains on sales of securities ^{*1}	2	24.4	24.6	+0.1	55.4
of which, domestic stocks		21.7	37.8	+16.1	69.0
Impairment losses on securities ^{*1}	3	-25.3	-0.6	+24.6	-1.5
of which, domestic stocks		-12.0	-0.4	+11.5	-1.5
Gains on derivatives	4	-5.1	-6.3	-1.2	-9.6
Other investment income	5	4.7	10.6	+5.9	11.9
Investment profit	1+2+3+4+5	30.2	65.3	+35.0	147.5

*1 Refer to next page for the breakdown

Mainly due to rebound of impairment losses of consolidated subsidiaries stocks in FY2017(- ¥24.8 bn.)

(Reference)
Reduction of strategic-holding stocks

Actual ^{*2}	¥55.2 billion
Stock future ^{*3}	¥19.8 billion
Total	¥75.0 billion

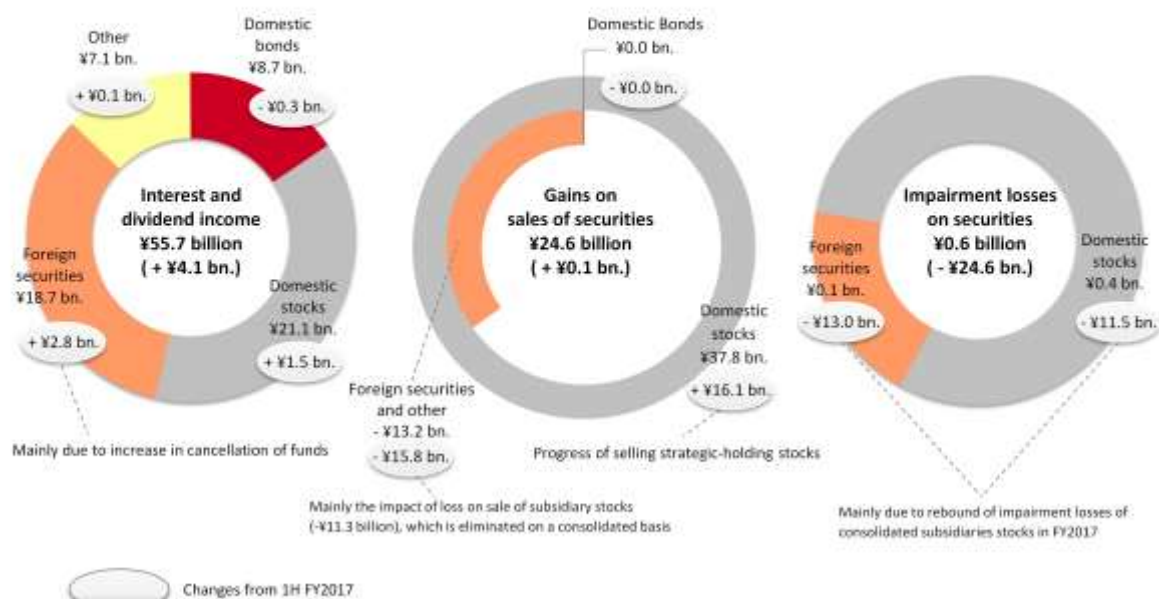
*2 Net reduction on fair value basis (market value of sales minus market value of purchase)

*3 Short position of Nikkei 225 Futures

- This page shows investment profit.
- Investment profit in 1H FY2018 was as we mentioned earlier.
- To say a few more words about the reduction of strategic-holding stocks, the sale of actual stocks amounted to ¥55.2 billion as of September 30, 2018. This represents steady progress against the full-year sales plan of around ¥100.0 billion. Looking at the sales amounts agreed upon with issuers, we have already completed negotiations on the planned sales amounts, which have exceeded the overall sales forecast for the current fiscal year. Therefore, while we will need to continue watching stock market conditions closely, sales of strategic-holding stocks could finish beyond our forecast.
- Revised forecast of investment profit in FY2018 is expected to increase by ¥5.3 billion against previous forecast to ¥147.5 billion in light of current favorable environment.
- Page 22 shows the details of interest and dividend income, gains on sales of securities and impairment losses on securities.
- Please turn to page 23.

(Reference) Breakdown of Investment Profit

Breakdown of interest and dividend income, gains on sales of securities, and impairment losses on securities (1H FY2018)



(Reference) Business Forecasts for FY2018 – Sampo Japan Nipponkoa

(Billions of yen)	FY2017	FY2018			Change C-A
	(Actual) A	(Previous forecasts) B	(Revised forecasts) C	(Change) C-B	
Net premiums written	2,168.0	2,146.0	2,134.0	-12.0 (-0.6%)	-34.0 (-1.6%)
(excl. CALI, household earthquake)	1,876.0	1,863.5	1,856.1	-7.3 (-0.4%)	-19.8 (-1.1%)
Net premiums earned (excl. CALI, household earthquake)	1,882.1	1,872.8	1,860.2	-12.6 (-0.7%)	-21.8 (-1.2%)
Loss ratio	64.4%	64.1%	69.9%	+5.8pt	+5.6pt
(excl. CALI, household earthquake)	62.0%	61.5%	68.1%	+6.7pt	+6.2pt
E/I loss ratio (excl. CALI, household earthquake)	61.7%	60.2%	68.5%	+8.3pt	+6.8pt
Net expense ratio	32.3%	32.0%	32.1%	+0.1pt	-0.2pt
(excl. CALI, household earthquake)	34.0%	33.6%	33.6%	+0.1pt	-0.3pt
Combined ratio	96.7%	96.1%	102.0%	+5.9pt	+5.4pt
(excl. CALI, household earthquake)	95.9%	95.0%	101.8%	+6.8pt	+5.9pt
Underwriting profit	94.8	128.0	91.0	-37.0 (-28.9%)	-3.8 (-4.0%)
Investment profit	97.8	142.1	147.5	+5.3 (+3.8%)	+49.6 (+50.8%)
Ordinary profit	175.2	250.0	220.0	-30.0 (-12.0%)	+44.7 (+25.6%)
Net income	170.0	187.0	166.0	-21.0 (-11.2%)	-4.0 (-2.4%)
+Provisions for catastrophic loss reserve (after tax)	-12.8	-7.3	-90.5	-83.2	-77.6
+Provisions for reserve for price fluctuation (after tax)	7.5	3.0	3.0	-	-4.4
Gains/losses on sales of securities and impairment losses on securities (after tax)	29.1	36.1	38.8	+2.7	+9.6
-Special factors (after tax)*	47.6	25.9	21.5	-4.3	-26.0
Adjusted profit	87.8	120.6	18.0	-102.5 (-85.0%)	-69.7 (-79.4%)

* Special factors are a decrease in tax expenses in connection with the reorganization of SI, etc., loss on sale of fixed assets, gains/losses related to stock future and dividend from consolidated subsidiaries, etc.

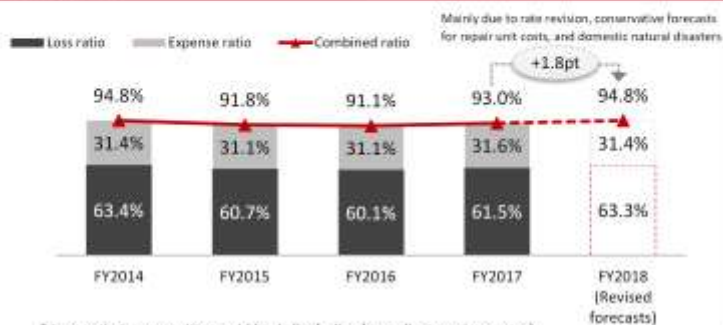
- Please take a look at this page for details of business forecasts for Sampo Japan Nipponkoa. In conjunction with these forecasts, please take a look at the assumptions for the business forecasts on page 24, and the automobile insurance-related data on page 25.
- Please turn to page 26.

(Reference) Assumption of Business Forecasts for FY2018

	Previous forecasts	Revised forecasts
Losses from domestic natural disasters (occurring in the fiscal year)	¥48.0 billion	¥175.0 billion
Catastrophic loss reserve	Net reversal : ¥10.1 billion (Fire and allied lines: net reversal ¥5.5 billion, Voluntary automobile: net reversal ¥19.0 billion)	Net reversal : ¥125.5 billion (Fire and allied lines: net reversal ¥103.2 billion, Voluntary automobile: net reversal ¥25.5 billion)
Provision rate of catastrophic loss reserve	Provision rate of fire group : fire 14.0% other 5.0% Provision rate of automobile group : 3.2%	(Unchanged)
Market indicators	(Stock) Nikkei 225 : ¥21,454 (Interest yield) 10y JGB : 0.05% (Foreign exchange) 1US\$: ¥106.24 1Euro : ¥130.52 * Assumptions for market indicators are based on ones as of end of March 2018.	(Stock) Nikkei 225 : ¥24,120 (Interest yield) 10y JGB : 0.13% (Foreign exchange) 1US\$: ¥113.57 1Euro : ¥132.14 * Assumptions for market indicators are based on ones as of end of September 2018.
Interest and dividend income	Gross : ¥131.5 billion Net : ¥92.4 billion	Gross : ¥130.4 billion Net : ¥91.2 billion
Realized gains on securities	Realized gains on security sales : ¥51.1 billion Impairment losses on securities : ¥1.0 billion	Realized gains on security sales : ¥55.4 billion Impairment losses on securities : ¥1.5 billion
Reserve for price fluctuation	Net provision : ¥4.2 billion	(Unchanged)

(Reference) Indicators Related to Automobile Insurance

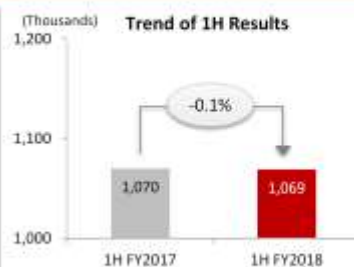
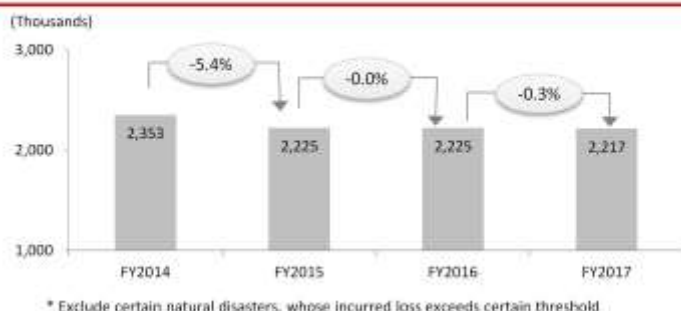
Combined ratio



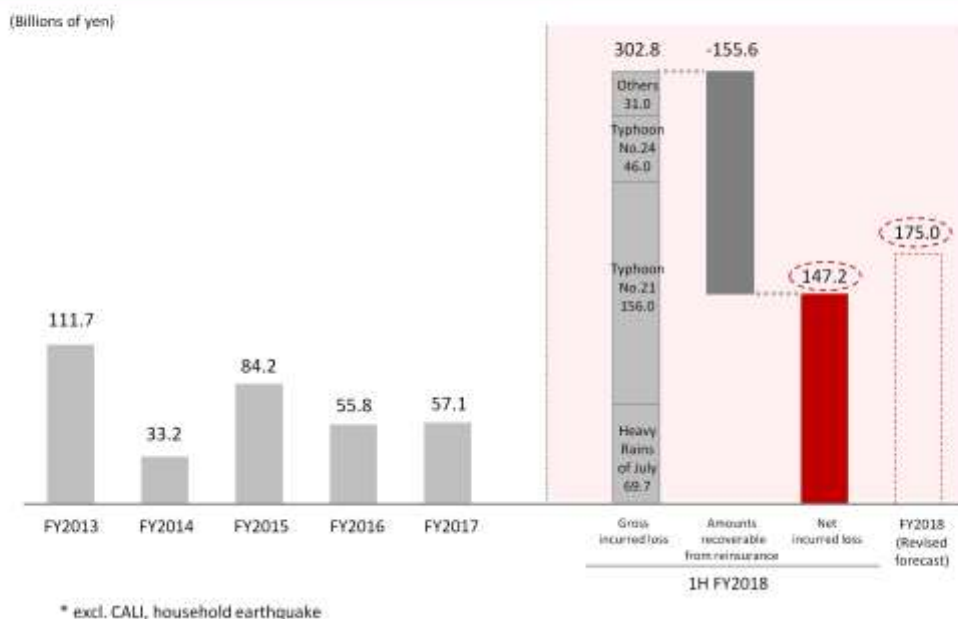
Trend of 1H Results



The number of reported claims



Net incurred loss related to domestic natural disasters that occurred in the fiscal year



- For reference, this page shows the incurred loss related to domestic natural disasters which are significant noise factors in the current fiscal year.
- In 1H FY2018, gross incurred loss was ¥302.8 billion and net incurred loss was ¥147.2 billion. More than half of gross incurred loss in 1H FY2018 was the impact from Typhoon No.21.
- We forecast net incurred loss on domestic natural disasters of ¥175.0 billion in FY2018 forecast, allowing for some buffer, and based on the incurred loss from Typhoon No.24 from October onward and winter snow damage.
- The next page shows reference data for reserves and related items.
- Please turn to page 29.

(Reference) Fund and Reserve

Underwriting reserves and reserve for outstanding losses and claims (at the end of 1H FY2018)

(Billions of yen)	Ordinary underwriting reserve ^{*1}		Catastrophic loss reserve		Reserve for outstanding losses and claims	
	Amount	Change	Amount	Change	Amount	Change
Fire and allied lines ^{*2}	718.3	-18.7	147.7	-8.1	221.8	+102.0
Marine	19.4	-1.0	50.8	+1.2	34.9	+11.1
Personal accident	134.0	+9.0	73.5	+2.9	62.0	-2.7
Voluntary automobile	311.0	-0.7	54.1	-5.9	399.3	+0.7
CALI ^{*2}	432.5	+3.2	-	-	76.4	-3.9
Other	340.4	+17.5	216.7	+6.6	219.5	-0.4
Total	1,955.9	+9.3	543.1	-3.1	1,014.2	+106.7
Total (excluding CALI and household earthquake)	1,517.8	+9.5	543.1	-3.1	933.9	+106.9

	Amount	Change		Change
Reserve for saving-type products ^{*3}	1,346.0	-19.9	Impact of exchange rates on reserve for outstanding losses and claims	+4.2

*1 Include reserves for maturity refund of non-saving-type insurance.

*2 Underwriting reserves of earthquake insurance and CALI are included in ordinary underwriting reserves.

*3 Deposit of premiums by policyholders and its investment profit cumulated as total of reserves for maturity refund and reserves for policyholders' dividends.

1. Consolidated financial results

2. Domestic P&C insurance

3. Overseas insurance

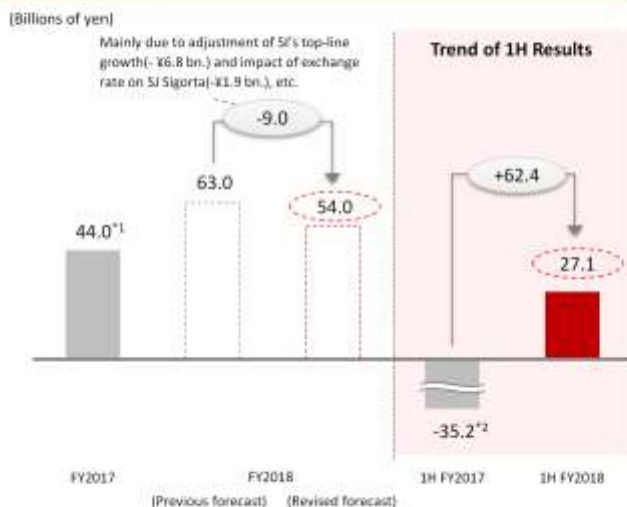
4. Domestic life insurance

5. Nursing care & healthcare, etc.

6. ERM & asset management

- Adjusted profit in 1H FY2018 increased by ¥62.4 billion to ¥27.1 billion mainly due to rebound of the impact of hurricanes in North America in FY2017.
- Revised forecast in FY2018 is expected to be ¥54.0 billion.(decrease by - ¥9.0 billion against previous forecast.)

Adjusted profit*1



(Reference) Net premiums written*1



*1 Net premiums written of subsidiaries and affiliates reflect holding shares of each company. This treatment does not coincide with financial statements.

Adjusted profits have been adjusted to reflect shareholdings and other factors.

Net premiums written from Sompo Canopus in FY2017 was ¥129.7 bn. and adjusted profit was -¥26.8 bn. The impact slips in FY2018 by completing sales of Sompo Canopus.

*2 Net premiums written from Sompo Canopus in 1H FY2017 was ¥69.5 bn. and adjusted profit was -¥17.1 bn.

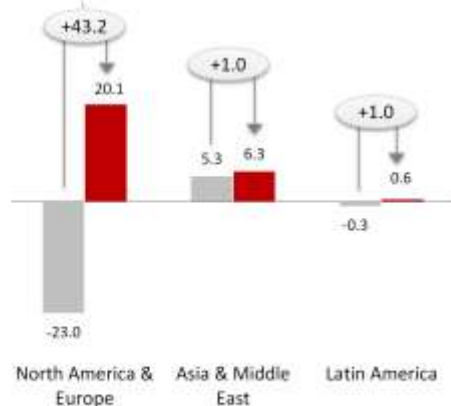
- This page presents an overview of results for the overseas insurance business.
- In 1H FY2018, adjusted profit increased by ¥62.4 billion to ¥27.1 billion mainly due to rebound of the impact of hurricanes in North America in FY2017 (¥57.6 billion, after tax).
- Revised forecast of adjusted profit for FY2018 is expected to decrease from ¥63.0 billion in the previous forecast to ¥54.0 billion, mainly due to an adjustment of SI's business forecast(- ¥6.8 billion against the previous forecast) and impact of exchange rate on SJ Sigorta (- ¥1.9 billion against the previous forecast).
- We have provided a breakdown of business results by region on page 30 and the main points of business results by company on page 31.
Please take a look at these pages later.
- Please turn to page 32.

◆ Bottom-line of all areas increased, and North America & Europe's top-line increased centered on SI.

Adjusted profit (by region)

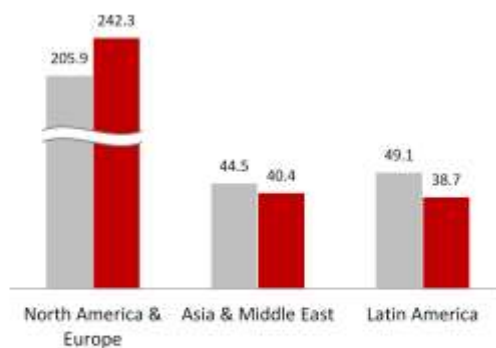
(Billions of yen) ■ 1H FY2017 (excl. Sampo Canopus) ■ 1H FY2018

Mainly due to rebound of the impact of hurricanes in North America



Net premiums written (by region)

(Billions of yen) ■ 1H FY2017 (excl. Sampo Canopus) ■ 1H FY2018



(Reference) Business Results by Company

(Billions of yen)		Net premiums written (FY2018)				Adjusted profit (FY2018)				Key points	(Reference) Exchange rate
		1H Actual	Forecasts			1H Actual	Forecasts				Jun. 2018 ³⁾ (YoY Change)
			Change	Previous	Revised		Change	Previous	Revised		
North America & Europe ¹⁾	SJ ²⁾	242.3	+36.3	400.1	376.2	20.1	+43.2	50.5	43.7	* Refer to page32 and 33	110.54 JPY/USD (-1.3%)
Asia & Middle East	SJ Sigorta (Turkey)	17.4	-6.1	42.5	29.9	3.6	-0.4	6.7	4.7	Adjusted profit (Local currency) progressed as planned mainly due to favorable loss ratio, while JPY-based adjusted profit in FY2018 is revised downward (decrease by -¥1.9 bn.)	24.05 JPY/TRY (-24.3%)
	Sompo Singapore	3.8	+0.2	7.7	7.7	0.3	-0.5	0.8	0.7	Basically in line with the plan.	80.79 JPY/SGD (-0.6%)
	Berjaya Sompo (Malaysia)	6.9	+1.1	15.5	14.1	0.5	+0.0	1.0	1.0	Basically in line with the plan.	27.33 JPY/MYR (+4.8%)
	Sompo Indonesia	3.2	+1.0	8.9	7.1	0.1	+0.2	0.4	0.1	Top-line is revised conservatively in light of the impact of exchange rate.	0.0077 JPY/IDR (-8.3%)
	Sompo China NK China	2.8	+0.2	5.3	5.1	0.8	+0.7	0.1	0.6	Favorable loss ratio against the plan.	16.66 JPY/RMB (+1.0%)
	Sompo Hong Kong	1.9	+0.1	3.2	3.4	0.2	+0.0	0.4	0.4	Basically in line with the plan.	14.09 JPY/HKD (-1.8%)
	Universal Sompo (India)	2.1	+0.0	7.4	5.8	0.3	+0.2	0.2	0.2	Basically in line with the plan.	1.58 JPY/INR (-8.7%)
Latin America	Sompo Seguros (Brazil)	38.7	-10.3	96.6	85.3	0.6	+1.0	2.2	1.9	Top-line was impacted by exchange rate, while bottom-line progressed as planned mainly due to an improving loss ratio.	28.63 JPY/BRL (-15.5%)
Other (non-consolidated) ^{1,2)}		1.8	-0.8	3.9	3.7	0.2	+0.7	0.1	0.1	-	-
Total		321.5	+21.9	591.6	538.7	27.1	+45.2	63.0	54.0	-	-

*1 Excl. Sompo Canopus which was completed to be sold.

*2 Incl. former Sompo America, Sompo Mexico and SINK Europe. (hereafter)

*2 Sum of Sompo Thailand, PGA Sompo (Philippines), United Insurance (Vietnam).

*3 Universal Sompo's exchange rate is based on September 2018.

Exchange rate for revised forecasts for FY2018 is based on September 2018.

JPY/USD: 113.57 (against exchange rate for previous forecasts for FY2018: +6.9%), JPY/TRY: 18.95 (-29.7%), JPY/BRL: 28.30 (-11.9%).

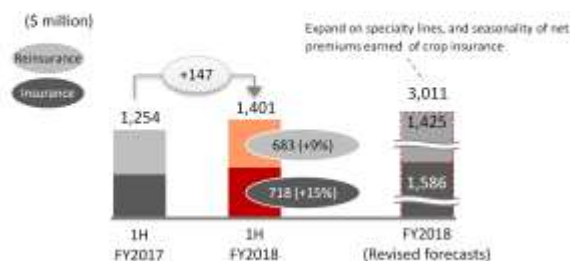
(Reference) Overview of Business Results of SI (1)

Change factors of adjusted profit

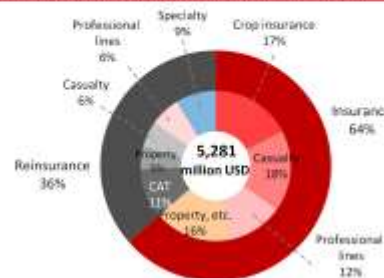


^{*1} 1H FY2017 (actual) excluded the impact of hurricanes in North America (hereafter), and one-time merger cost is excluded as a special factor in underwriting income in FY2017.

Net premiums earned



(Reference) Gross premiums written by product line^{*2} (FY2017)



^{*2} The product mix doesn't include former Sompo America, Sompo Mexico and SINK Europe.

- I would like to provide some supplementary information on SI which is the largest overseas vehicle.
- Top-line in 1H FY2018 increased centered on insurance business. Amount of net losses and loss expenses increased mainly due to an increase of policies in force, while we have controlled company expense to a certain extent, despite top-line growth.
- In one-on-one and other meetings, we have received many questions from everyone regarding the hardening market conditions. The average pace of growth for the industry average is generally believed to have remained in the positive lower single digits.
However, SI has outperformed the industry average by delivering rate-hikes in the upper single digits.
But in the previous forecast, we had anticipated a rate-hike of just over 10% as announced. Therefore the main feature of our revisions to business forecasts is that we have adjusted top-line growth in light of the current environment.
- For reference, the next page shows numerical data on SI.
Please refer to this page later.
- Please turn to page 35.

(Reference) Overview of Business Results of SI (2)

	FY2017	1H FY2018		FY2018	
	(Actual)	(Actual)		(Revised forecasts)	
(\$ million)			YoY Change		YoY Change
Gross premiums written	5,281	3,815	+550	5,891	+610
Net premiums written	2,888	2,192	+353	3,313	+424
Net premiums earned	2,719	1,401	+147	3,011	+291
Net losses and loss expenses	2,211	825	+87	1,825	-386
Expense ^{*1}	879	459	+28	929	+50
Loss ratio ^{*1}	81.3%	58.9%	+0.0pt	60.6%	-20.7pt
Expense ratio ^{*1}	32.3%	32.8%	-1.6pt	30.9%	-1.5pt
Combined ratio ^{*1}	113.6%	91.7%	-1.5pt	91.5%	-22.2pt
Underwriting income	-428	118	+92	269	+697
Net investment income	263	137	+13	279	+15
Net income (After Preferred dividend)	-195	124	+18	327	+522
+) Net foreign exchange gains	11	-8	-10	-8	-19
+) Net realized and unrealized gains, net impairment losses, etc.	-29	69	+87	+69	+99
+) Income tax expense	-13	-3	-4	-3	+10
+) One-time merger cost	56	-	-56	-	-56
+) A decrease in tax expense in connection with reorganization, etc. ^{*2}	681	-	-	-	-681
Adjusted profit	511	182	+33	385	-126

*1 The denominator of loss ratio, expense ratio and combined ratio is net premiums earned

One-time merger cost is excluded as a special factor in expense, expense ratio and combined ratio in FY2017

*2 Impact of US tax reform (FY2017): around + ¥ 0.5 billion (consolidated basis), only a limited impact from FY2018 onward

(Reference) Timing of recognizing net premiums earned in crop insurance (Seasonality) 1Q: 10-15% 2Q: 25-30% 3Q: 30-35% 4Q: 25-30%

1. Consolidated financial results

2. Domestic P&C insurance

3. Overseas insurance

4. Domestic life insurance

5. Nursing care & healthcare, etc.

6. ERM & asset management

Overview of 1H FY2018 Results – Himawari Life

- Due partly to strong sales of new income compensation line, annualized new premium of protection-type products expanded.
- Net income increased by ¥5.1 billion to ¥9.4 billion, progressed favorably. (Business forecast for FY2018 was unchanged.)

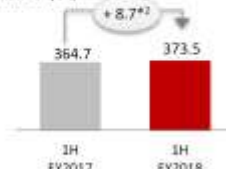
Major indicators

(Billions of yen)	1H FY2017	1H FY2018	Change		FY2018 (Revised forecasts)
Annualized new premium	18.1	17.9	-0.2	(-1.2%)	42.3
of which, protection-type product	8.7	10.8	+2.1	(+24.5%)	28.0
Premium and other income	213.7	216.0	+2.2	(+1.1%)	452.0
Expense	46.3	45.0	-1.3	(-2.9%)	99.6
Investment profit	22.3	23.0	+0.6	(+2.9%)	45.3
of which, general account	21.0	21.6	+0.5	(+2.8%)	44.7
Basic profit	9.8	16.6	+6.7	(+68.3%)	22.9
Ordinary profit	8.9	15.4	+6.4	(+72.0%)	21.9
Net income	4.2	9.4	+5.1	(+119.8%)	12.0
Adjusted profit	14.7	17.7	+3.0	(+20.7%)	32.0

(Reference)
Amount of business in force*1
(Trillions of yen)



(Reference)
Annualized premium in force*1
(Billions of yen)



*1 The sum of individual insurance and individual annuities.

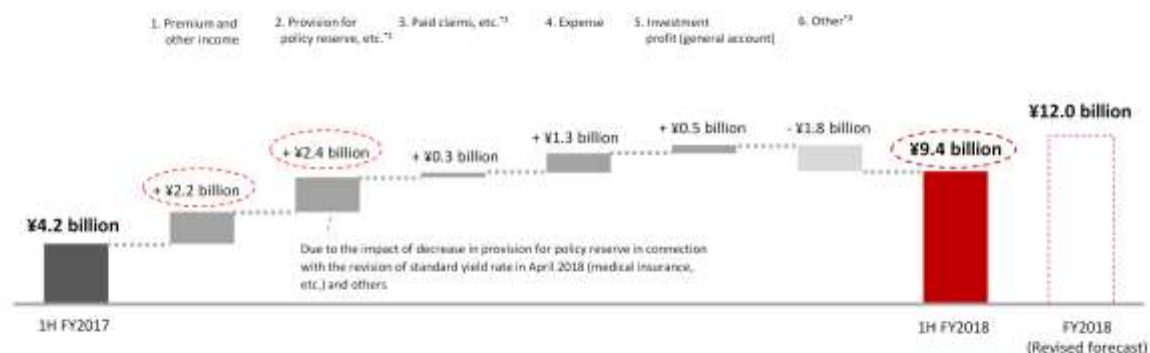
*2 Of which protection-type +¥6.4 bn.

- This page presents an overview of the results of Himawari Life.
- In 1H FY2018, due partly to provision and reversal in policy reserve, ordinary profit increased by ¥6.4billion to ¥15.4 billion and net income increased by ¥5.1 billion to ¥9.4 billion. Full-year business forecasts have not been revised, taking into consideration factors such as seasonality of costs and other items in the second half of the fiscal year.
- Please refer to next page for an analysis of the main components of net income and to page 37 for the status of adjusted profit.
- Please turn to page 39.

Net Income (J-GAAP) – Himawari Life

- ◆ Due partly to decrease in provision for policy reserve in addition to expansion in policies in force, progress rate for net income was 79%.

Changing factors of net income



	1. Premium and other income	2. Provision for policy reserve, etc.	3. Paid claims, etc.	4. Expense	5. Investment profit (general account)	6. Other	Net income
1H FY2017	¥213.7 billion	- ¥145.9 billion	- ¥32.8 billion	- ¥46.3 billion	¥21.0 billion	- ¥5.3 billion	¥4.2 billion
1H FY2018	¥216.0 billion	- ¥143.5 billion	- ¥32.5 billion	- ¥45.0 billion	¥21.6 billion	- ¥7.1 billion	¥9.4 billion
FY2018 Revised forecasts	¥452.0 billion	- ¥304.6 billion	- ¥69.3 billion	- ¥99.6 billion	¥44.7 billion	- ¥11.7 billion	¥12.0 billion

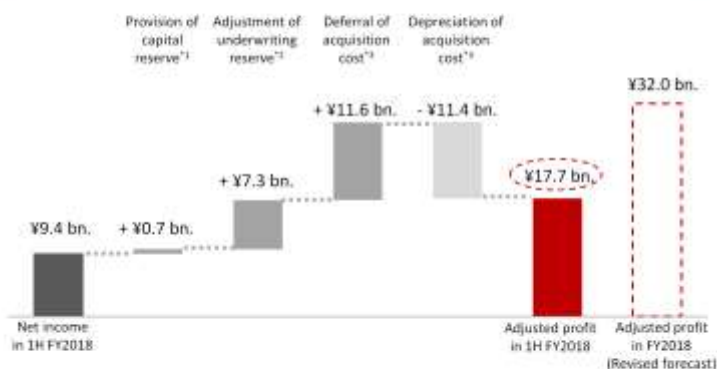
*1 Include the impact of cancellation refund, maturity insurance amount, survival benefits, pension and other refund and gains or losses on investments in separate accounts

*2 Include the effect of provision or reversal of reserve for outstanding claims (excluding maturity insurance amount and survival benefits)

*3 The sum of other ordinary expense, special gains and losses, provision for reserve of policy holder dividend, corporate tax, etc.

◆ Progress rate of adjusted profit in 1H FY2018 (¥17.7 billion) was 55% against FY2018 forecasts (¥32.0 billion).

Conversion from net income to adjusted profit



(Reference) Adjusted net assets



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

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

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

1. Consolidated financial results

2. Domestic P&C insurance

3. Overseas insurance

4. Domestic life insurance

5. Nursing care & healthcare, etc

6. ERM & asset management

◆ Due partly to continuous improvement of occupancy rate, net income in nursing care increased by ¥1.2 billion.

Results of nursing care business (SOMPO Care^{*1})

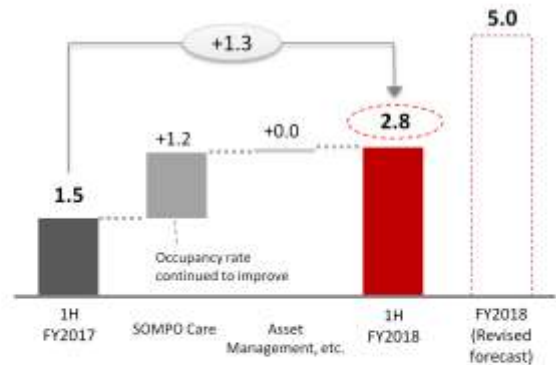
(Billions of yen)	1H FY2018		FY2018
	(Actual)	(Change)	(Revised forecasts)
Sales	61.8	+2.4	123.2
Net income	2.2	+1.2	3.8
Occupancy rate ^{*2}			
(SOMPO-no-le)	91.6%	+2.7pt	92.8%
(SOMPO-no-le S)	91.8%	+4.1pt	92.1%
(La vie Re)	85.8%	+2.7pt	87.8%
Number of users of at-home nursing care services (headcount)	47,025	+2,641	-

*1 Former SOMPO Care and SOMPO Care Next merged in July 2018.

*2 Occupancy rate = the number of residents / capacity of facilities
SOMPO-no-le, SOMPO-no-le S, and La vie Re are brands of former SOMPO Care's nursing homes, serviced residential complexes for elderly, and former SOMPO Care Next's nursing homes respectively.

Changing factors of adjusted profit (Nursing Care & Healthcare, etc.^{*3})

(Billions of yen)

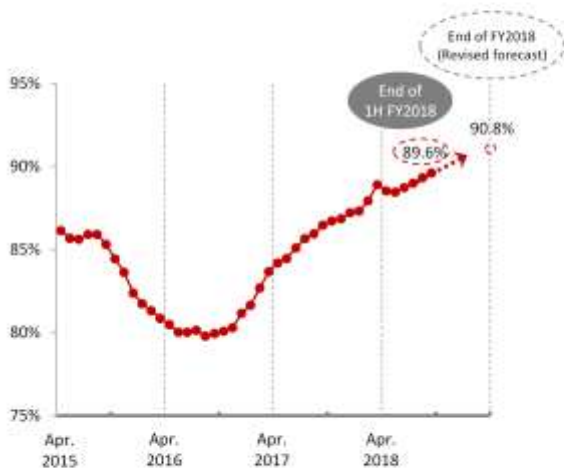


*3 Nursing care & healthcare business is the sum of SOMPO Care and asset management, etc.

- This page shows the nursing and healthcare business.
- Mainly due to an improvement in the occupancy rate, a main indicator of the nursing care business, net income in 1H FY2018 increased by ¥1.2 billion to ¥2.2 billion.
- For reference, trends of the occupancy rate, etc. are shown on page 40.
- Please turn to page 42.

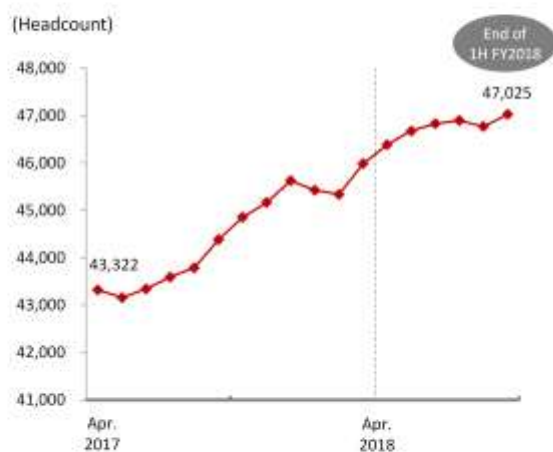
(Reference) Major indicators of SOMPO Care

Progress of occupancy rate*



* Integrate the occupancy rate of former SOMPO Care and SOMPO Care Next

Progress of Number of users of at-home nursing care services



1. Consolidated financial results

2. Domestic P&C insurance

3. Overseas insurance

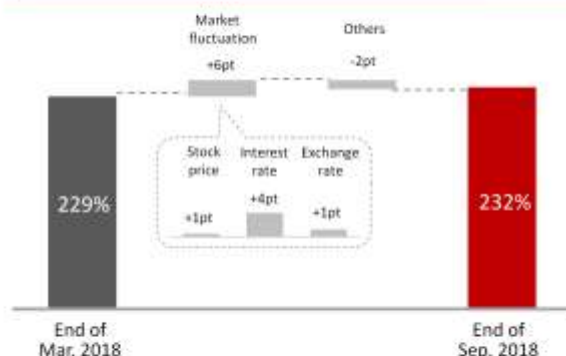
4. Domestic life insurance

5. Nursing care & healthcare, etc.

6. ERM & asset management

Financial Soundness – ESR (99.5%VaR)

◆ ESR (99.5%VaR) as of end of 1H FY2018 was 232% with stable financial soundness.

Trend of ESR (99.5%VaR)^{*1}

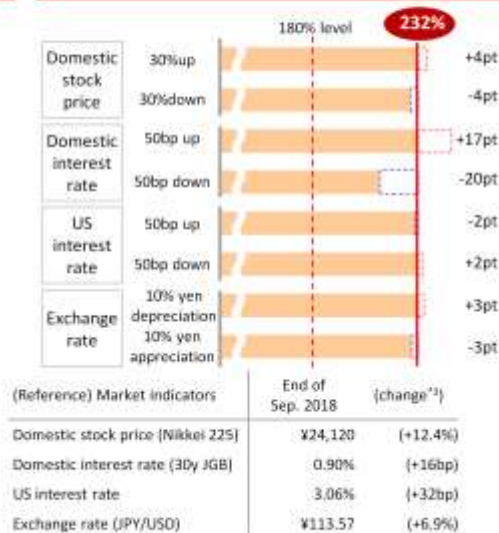
*1 In accordance with Solvency II

*2 Target range is around 180% to 250% (99.5%VaR).

250% level: The level set based on capital efficiency (ROE).

180% level: The level leading to stable financial soundness, based on the result of stress test, etc.

Sensitivity of ESR (99.5%VaR)



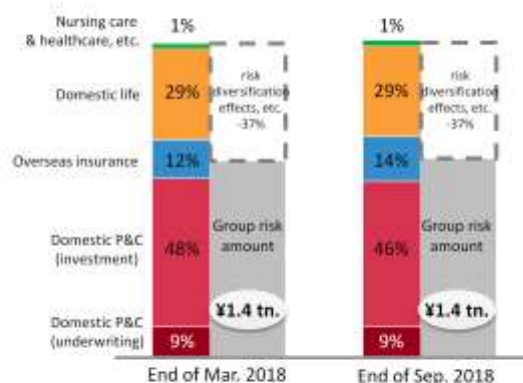
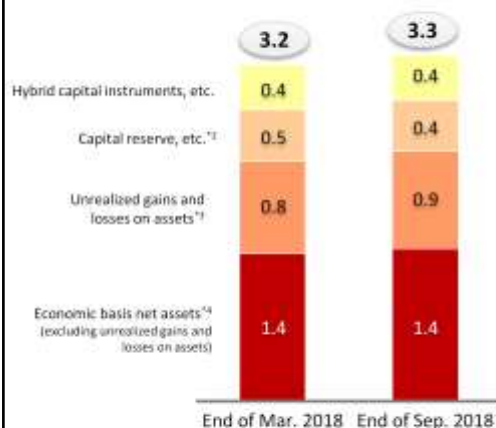
*3 Against the end of March 2018

- I'd like to provide an update on the status of ESR. There have been no particular changes, and our financial soundness does not present any problems.
- Page 43 presents a breakdown of adjusted capital and risk. Please take a look at this page later.
- Please turn to page 44.

(Reference) Breakdown of Adjusted Capital and Risk

Adjusted capital^{*1}Risk amount^{*5}

(Trillions of yen)



*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 business : Before reflecting risk diversification effect among businesses and before-tax basis.

-Group total risk : Sum of risk amount of each business less risk diversification effect among businesses and tax impact.

Asset Portfolio – Group-wide

- ◆ Built a stable portfolio centered on bonds, considering liability, liquidity, quality and other characteristics.

Amount of investment assets (as of end of September 2018, group consolidated base)

(Trillions of yen)



Investment assets by company

(Billions of yen)	Amount of investment assets	Composition
Sompo Japan Nipponkoa	5,960.5	56.2%
Overseas group subsidiaries	1,428.7	13.5%
(Of which, SI)	(1,155.9)	(10.9%)
Himawari Life (General account)	3,070.5	29.0%
Saison Automobile & Fire and Sonpo 24	66.6	0.6%
Other domestic subsidiaries	78.5	0.7%
Total	10,605.0	100.0%

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

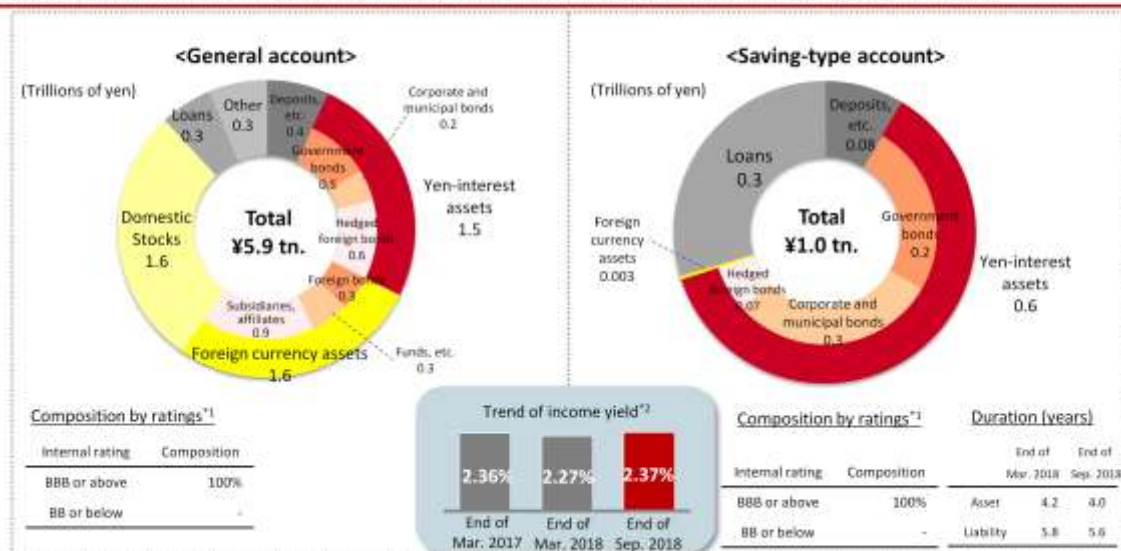
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- In closing, we present our Group-wide asset portfolio, and in following page we also present the asset portfolios of Sompo Japan Nipponkoa, SI and Himawari Life. There have been no changes to the direction of our investment policy. Please take a look at these pages later.
- That brings my presentation to a close. Thank you for your attention.

Asset Portfolio – Sompo Japan Nipponkoa

- ◆ The general account is managed with diversified investments while the saving-type account utilizes portfolio management based on ALM.

Amount of investment assets (as of end of September 2018, Sompo Japan Nipponkoa, non-consolidated)



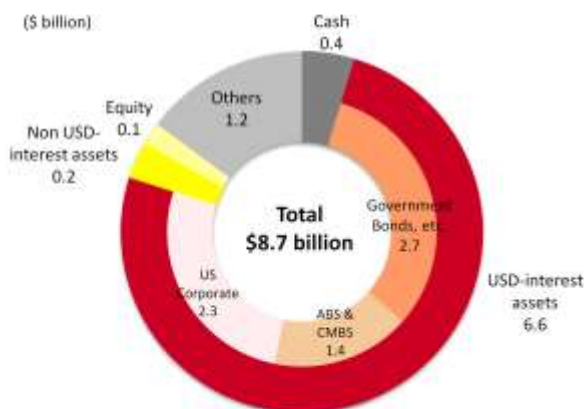
*1 Total of yen-interest assets and foreign currency bonds

*2 Excluding overseas subsidiaries' shares, etc.

Asset Portfolio - SI

- ◆ Emphasize on liquid, high quality assets to meet company liabilities, while investing in USD-interest assets at the base.

Amount of investment assets (as of end of June 2018, SI, consolidated)



Composition by ratings

Rating	Composition
BBB or above	93%
BB or below	7%

Duration (years)

	End of Dec. 2017	End of Jun. 2018
Asset	3.6	3.4
Liability	2.9	2.9

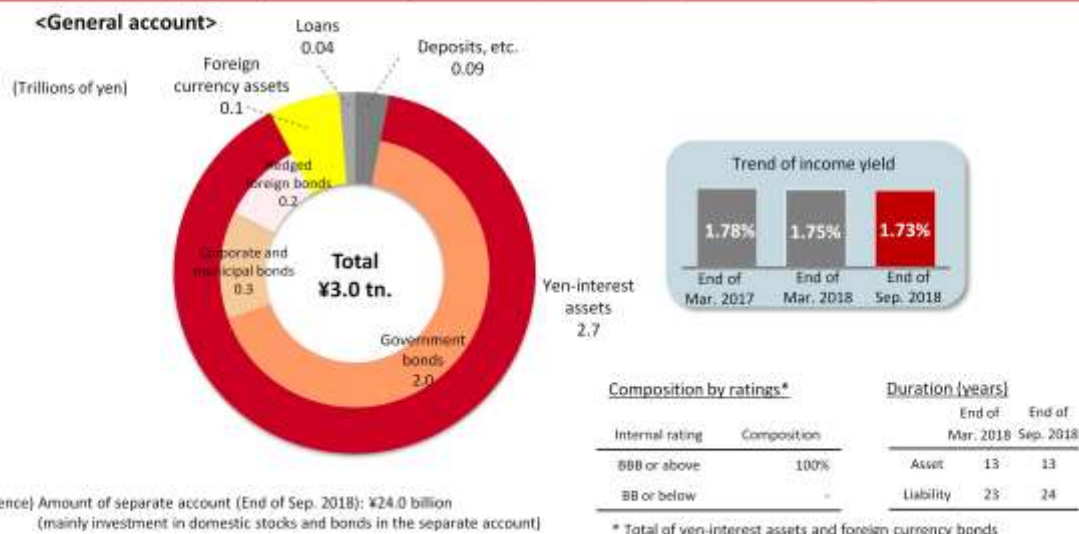
(Reference) Income yield* at the end of June 2018: 3.06%

*Incl. Changes in unrealized gains and losses on certain funds, etc.

Asset Portfolio – Himawari Life

- ◆ Manage the portfolio through disciplined ALM, which mainly consists of yen-interest assets.
- ◆ Slightly increased allocation to foreign currency assets, in light of the domestic low interest rate environment.

Amount of investment assets (as of end of September 2018, Himawari Life, non-consolidated)



Note Regarding Forward-looking Statements

The forecasts included in this document are based on the currently available information and certain assumptions that we believe reasonable. Accordingly, the actual results may differ materially from those projected herein depending on various factors.

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