

Overview of Overseas Insurance Business

March 2, 2022

James Shea

CEO of Overseas Insurance and Reinsurance Business



Overseas Insurance Business Has Established a World Class Executive Team	2
Overseas Insurance Business - Aligned With SOMPO Group's Strategic Initiatives	3
Overseas Insurance Business – A Growing Contribution to Overall SOMPO Profitability	4
SOMPO Holdings Has Strategically Focused On Expanding The Overseas Insurance Business	5
Overseas Commercial P&C Achieving Geographic And Product Diversification	6
Overseas Commercial P&C Results By Segment	7
Overseas Insurance Business – The Retail Operations	8
Overseas Insurance Business - Well Positioned With Strong Growth and Profit Potential	9

James Shea Is Supported By A Deeply Experienced Executive Team

• **Christopher Gallagher**, CEO Sompo International Commercial P&C

- **Christopher Sparro**, CEO U.S. Insurance
- **Julian James**, CEO International Insurance
- **Michael Chang**, CEO Global Risk Solutions
- **Bob Haney**, CEO AgriSompo
- **Christopher Donelan**, CEO Global Reinsurance

• **Katsuyuki Tajiri**, CEO Sompo International Retail

- **Daniel Neo**, CEO Sompo International Asia

• **David Camputo**, Chief Audit Executive

• **Brian Goshen**, Chief Administrative Officer

- **Alfred Goxhaj**, Chief Information Officer

• **Windy Lawrence**, General Counsel

• **Michael McGuire**, Chief Financial Officer

- **Mark Silverstein**, Chief Investment Officer

• **Satyan Sawhney**, Chief Risk Officer

Significant Accomplishments Achieved

Built brand, trust and reputation within commercial insurance marketplace

Meaningfully expanded global underwriting capabilities

All Overseas Insurance Business under common management

Next Steps

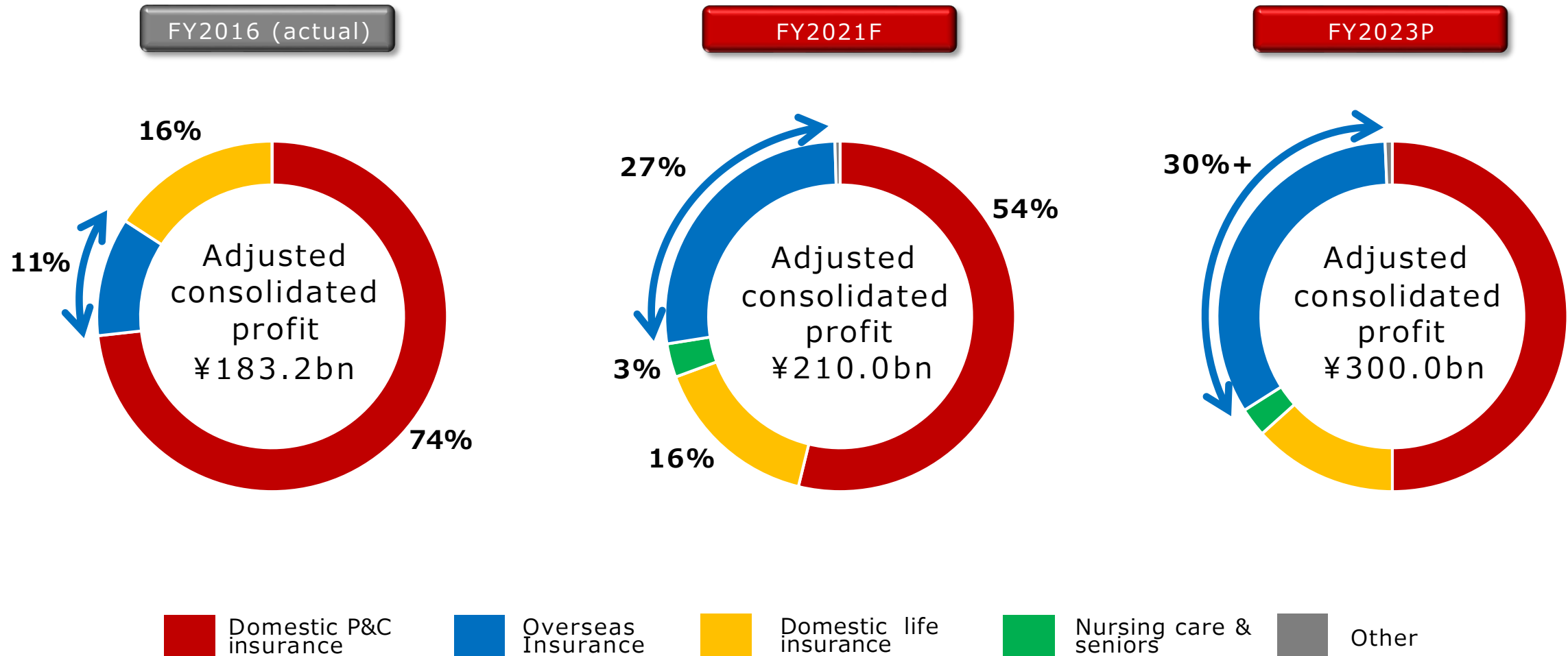
Cultural Shift

Geographical Shift

Structure/Service Shift

Overseas Insurance Business – A Growing Contribution to Overall SOMPO Profitability

By FY 2023 aim to grow the ratio of overseas insurance business to total portfolio adjusted profits to 30%+ through expansion of scale and diversification



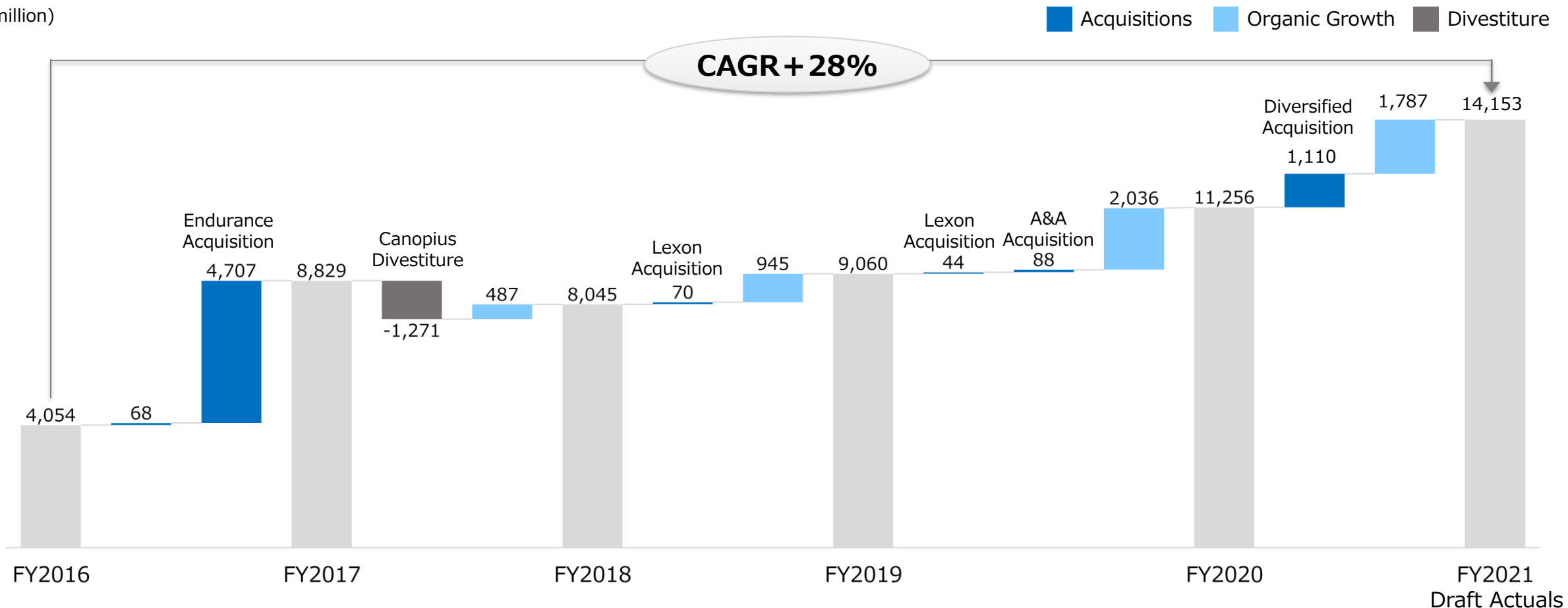
SOMPO Holdings Has Strategically Focused On Expanding The Overseas Insurance Business



Overseas Insurance Business has achieved global scale through organic growth, acquisitions, divestitures and managing through hardening market cycle

Gross Written Premiums

(\$ million)

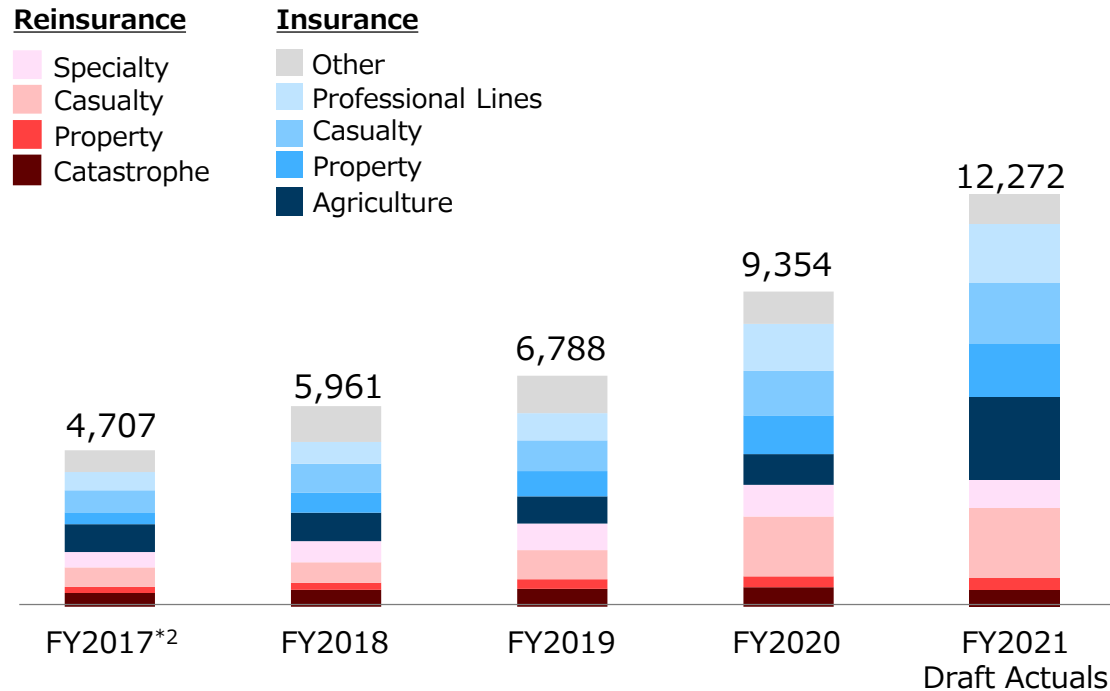


2021 Draft Actuals Are Not Audited and Could Change From Currently Disclosed Amounts.
Final Results Will Be Reported in May 2022 in Conjunction with SOMPO Holdings Reporting Full Year Results.

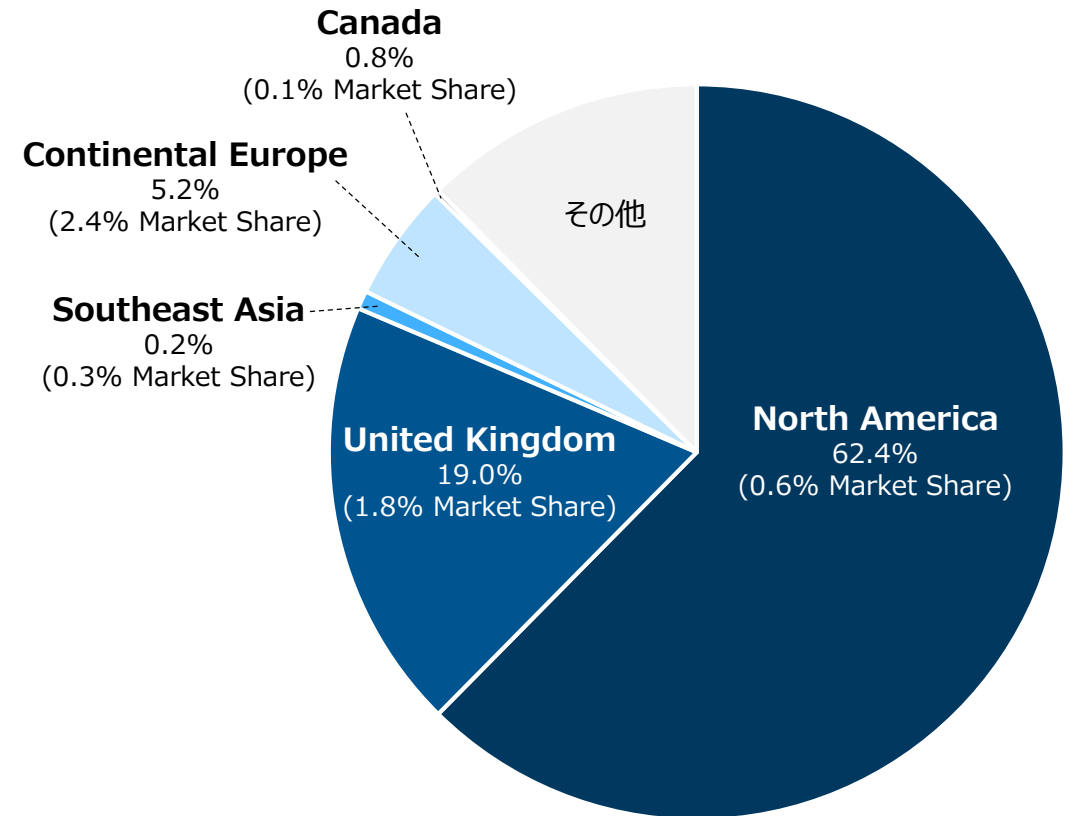
Overseas Commercial P&C Achieving Geographic And Product Diversification

Overseas Commercial P&C*¹ Product Diversification (GWP)

(\$ million)



Overseas Commercial P&C*¹ Premiums by Location (FY2020 GWP)



*1 Sompo International Commercial Division
 *2 Exclude f.Sompo America's and others figure

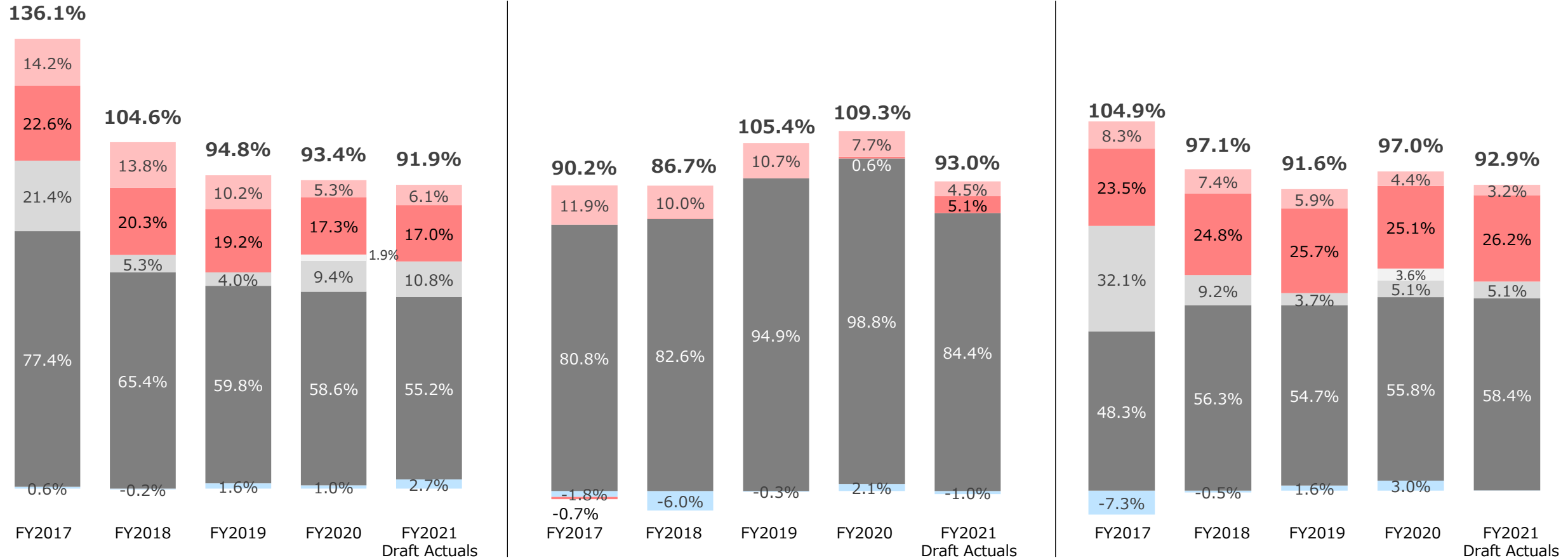
Overseas Commercial P&C Results By Segment

Insurance Segment Combined Ratio (excl. Agri Sampo North America)

Agri Sampo North America Combined Ratio

Reinsurance Segment Combined Ratio

Non-Cat L/R (Current Accident Year)
 Cat L/R (Current Accident Year)
 Covid-19 L/R
 Policy Year Development (L/R)
 Acquisition Ratio
 Expense Ratio



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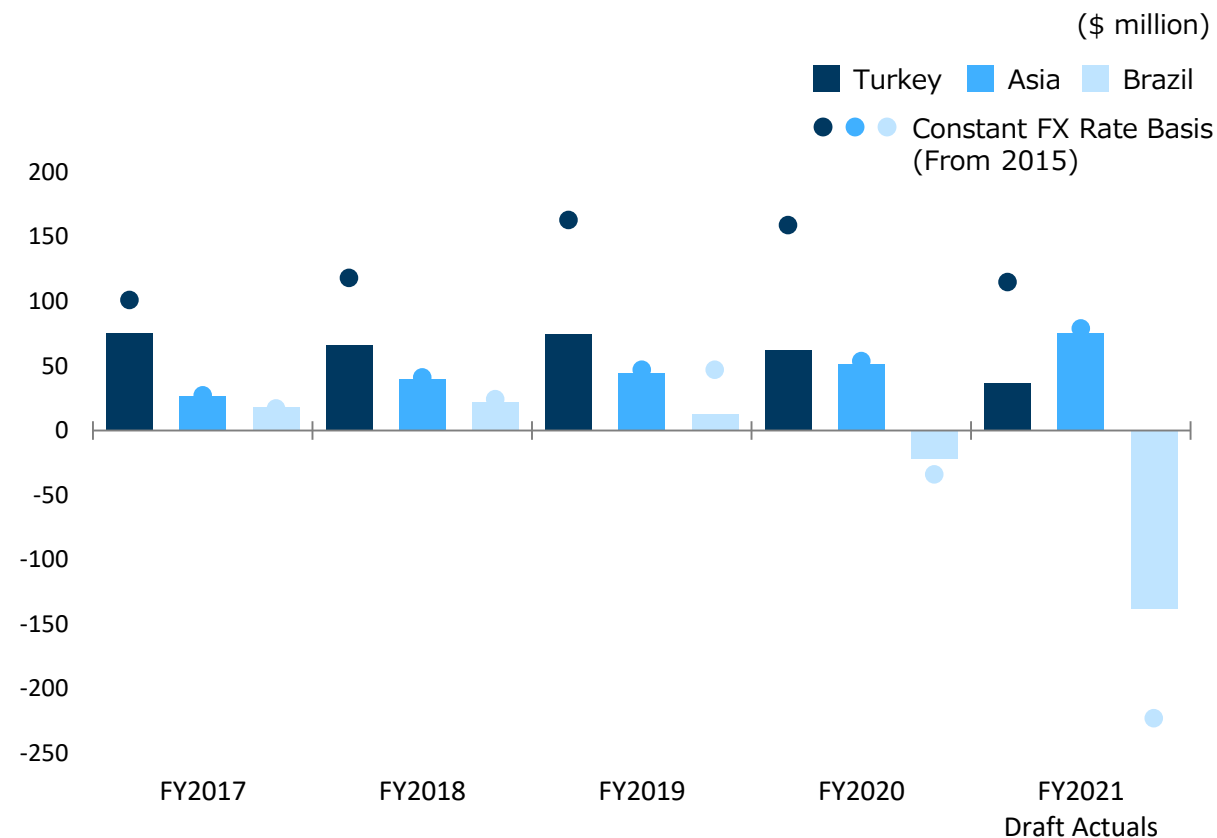
Overseas Insurance Business – The Retail Operations

Major Results

\$ million	FY2017	FY2018	FY2019	FY2020	FY2021 Draft Actual
Gross Written Premium					
Turkey	620.8	518.1	565.4	479.0	-
Brazil	1,053.2	950.6	967.4	712.2	-
Asia	635.3	727.6	753.3	713.0	-
Total	2,309.3	2,196.3	2,286.1	1,904.2	1,890.1
Adjusted Profit (Operating Income)*					
Turkey	75.4	66.4	74.6	62.3	-
Brazil	17.8	22.0	12.6	-22.4	-
Asia	26.6	39.5	44.5	51.2	-
Total	119.8	127.9	131.7	91.1	-22.9
Combined Ratio					
Turkey	93.1%	99.8%	102.0%	97.6%	-
Brazil	104.2%	100.3%	101.2%	106.4%	-
Asia	104.4%	100.1%	99.5%	95.6%	-
Total	101.3%	100.2%	100.8%	101.4%	108.4%

*Use Net Income for some equity method affiliates

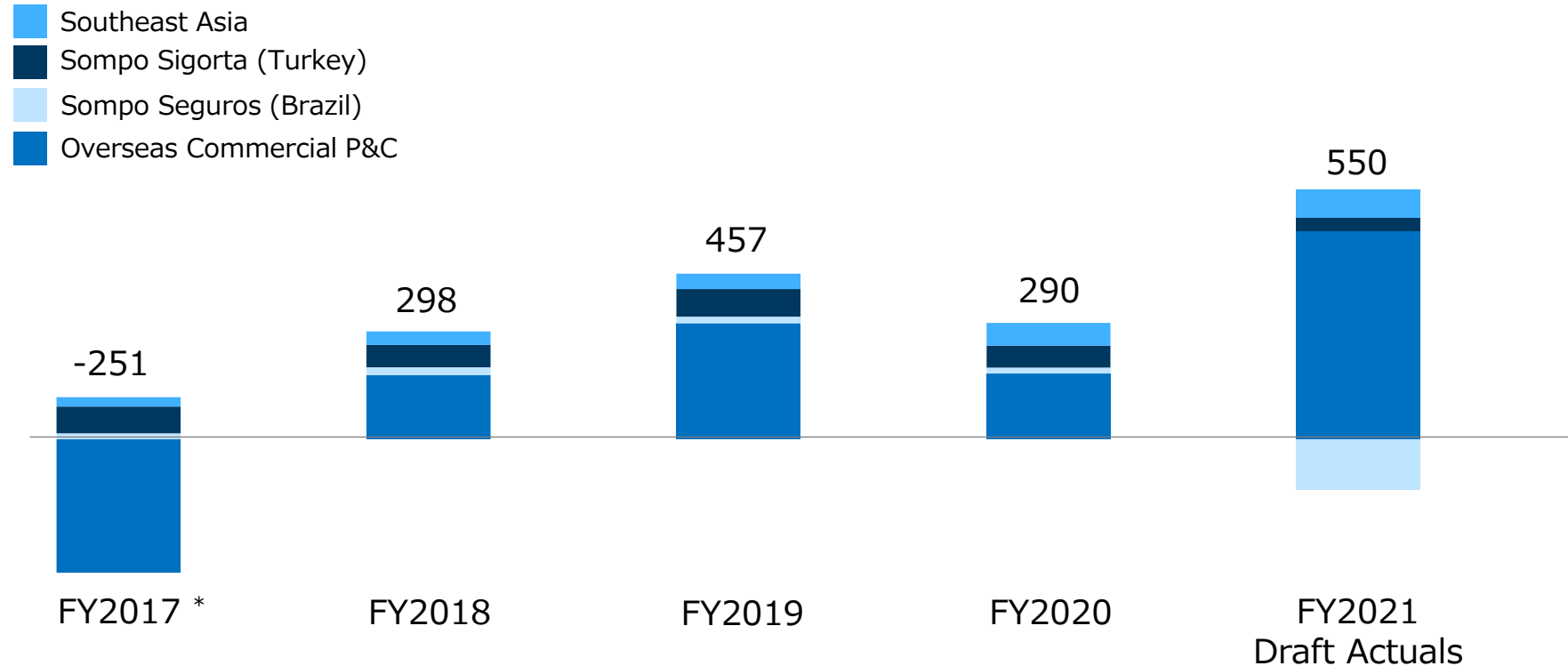
(Reference) Trend of Adjusted Profit (Operating Income)* by Regions



Note: The columns represent reported Operating Income while the circles represent Operating Income Based on Constant FX Rate (From 2015)

Adjusted profit (Operating Income Available to SOMPO Holdings)

(\$ million)



*Exclude decrease in tax expenses in connection with the reorganization

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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.

Contacts



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