

Highlights of 1H FY2023 Results

November 17, 2023

Sompo Holdings, Inc.

Our Response to Bigmotor's Fraudulent Insurance Claims	4
Concept of the next MTMP	5
Highlight of 1H FY2023 Results and FY2023 Forecast	6
Topics	7
Performance Overview	
Breakdown of Adjusted Consolidated Profit / Consolidated Net Income	9
Breakdown of Adjusted Profit / Net Income – Sompo Japan	10
Breakdown of Adjusted Profit / Net Income – Overseas Insurance / Reinsurance Business	11
Breakdown of Adjusted Profit / Net Income – Himawari Life	12
Breakdown of Adjusted Profit / Net Income – Nursing Care & Seniors	13
(Reference) Breakdown of Revised Full-Year Forecasts for FY2023	14
(Reference) Consolidated Financials	15
Results by business	
Domestic P&C Business (Sompo Japan)	
Underwriting Profit	17
Net Premiums Written	18
Combined Ratio	19
Loss Ratio	20
Expense Ratio	21
Investment Profit	22
(Reference) Indicators Related to Automobile Insurance	23
(Reference) Indicators Related to Fire & Allied, Casualty (Others)	24
(Reference) Domestic Natural Disasters	25
(Reference) Asset Portfolio	26
(Reference) Sompo Japan Financials	27

Overseas Insurance/Reinsurance Business	
Underwriting Profit (Overseas Insurance/reinsurance)	29
Top-Line (SI Commercial P&C)	30
Combined Ratio (SI Commercial P&C)	31
SI Consumer Performance Overview	32
Asset Portfolio / Investment Income	33
(Reference) Overseas Natural Disasters	34
(Reference) Financials	35

Domestic Life Insurance Business	
Annualized New Premium and Annualized Premium in Force	37
Expense	38
Asset Portfolio / Investment Income	39
(Reference) Financials	40
(Reference) Conversion from Net Assets to Adjusted Net Assets	41

Nursing Care & Seniors Business	
Sales/Operating Margin/Adjusted Profit	43
(Reference) Occupancy Rate/Number of Facilities	44

ERM	
Financial Soundness – ESR (99.5% VaR)	46
(Reference) Breakdown of Adjusted Capital and Risk	47
(Reference) Asset portfolio - Group Consolidated	48
(Reference) Management Indicators, etc.	49

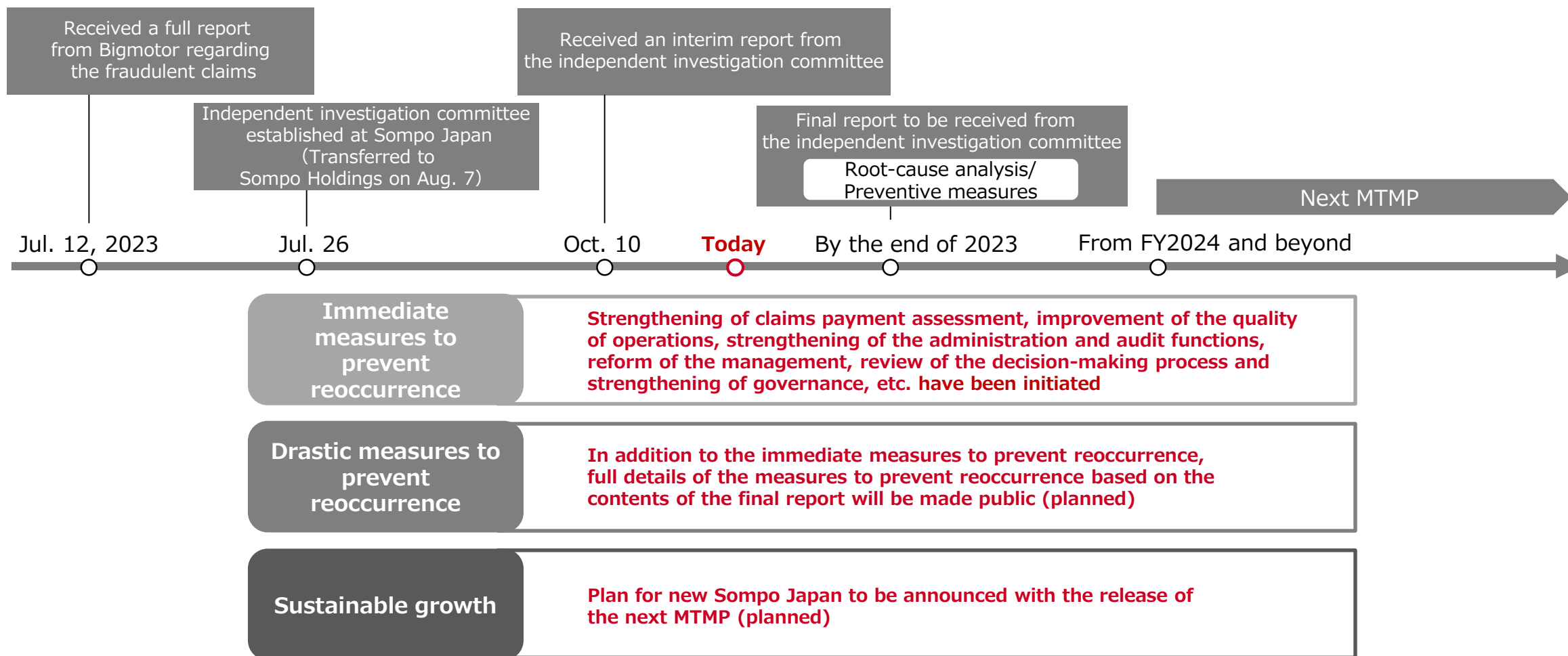
Exchange rate (USD/JPY)		
1H FY2023 Actual	149.58 (YoY : +3.3%)	End of Sep. 2023
	– Overseas* 144.99 (YoY : +8.5%)	End of Jun. 2023
FY2023 Revised forecast	Revised forecast 149.58 (Against initial forecast : +12.0%)	End of Sep. 2023
	(Reference) Initial forecast 133.53	End of Mar. 2023

* Overseas Insurance/Reinsurance Business

Our Response to Bigmotor's Fraudulent Insurance Claims

- Take drastic measures in light of the final report (to be received by the end of this year) of the independent investigation committee on the fraudulent insurance claims by Bigmotor
- Then, SOMPO Group as a whole will develop and execute reforms that contribute to Sompo Japan's sustainable growth

History of our response and future plans



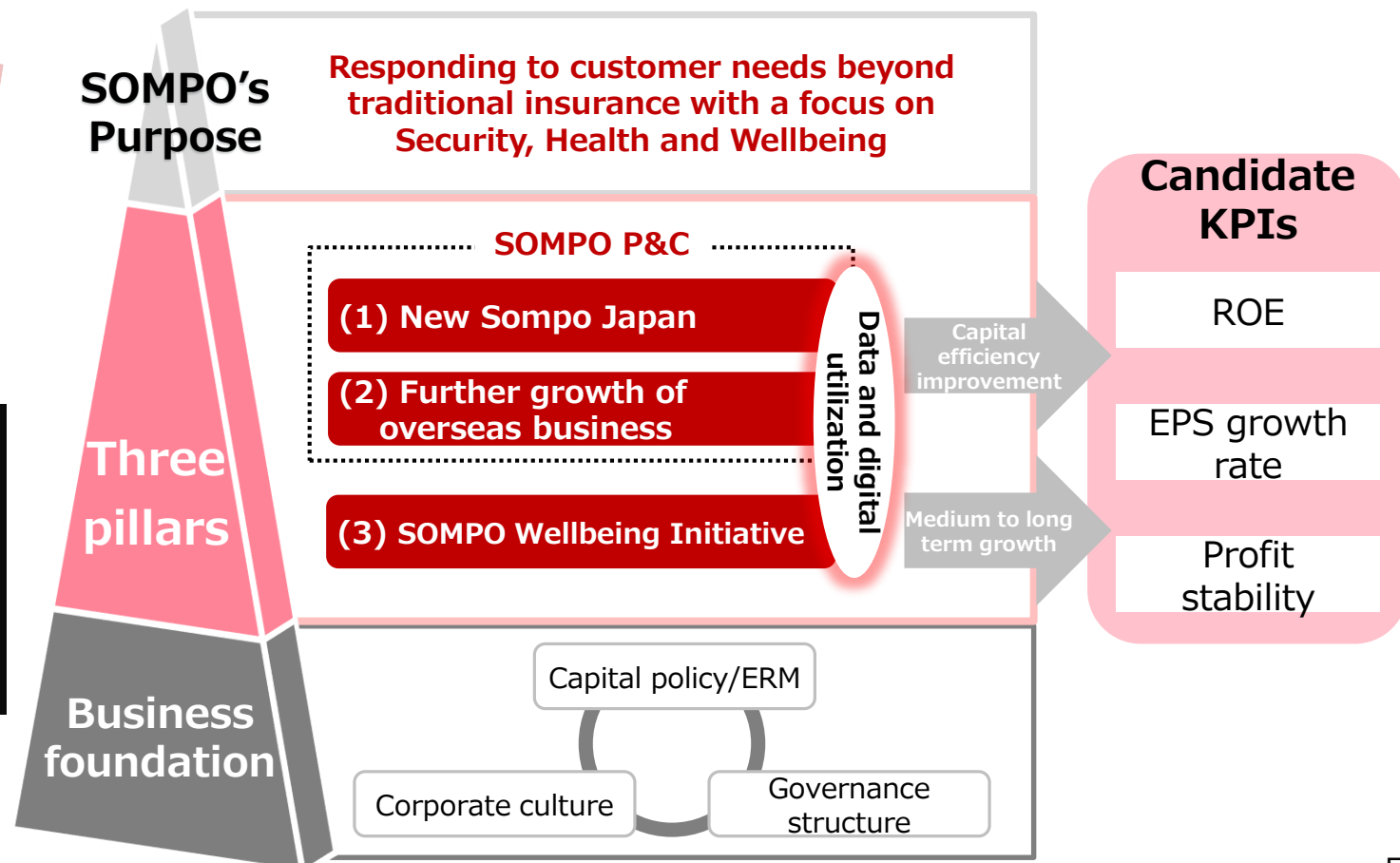
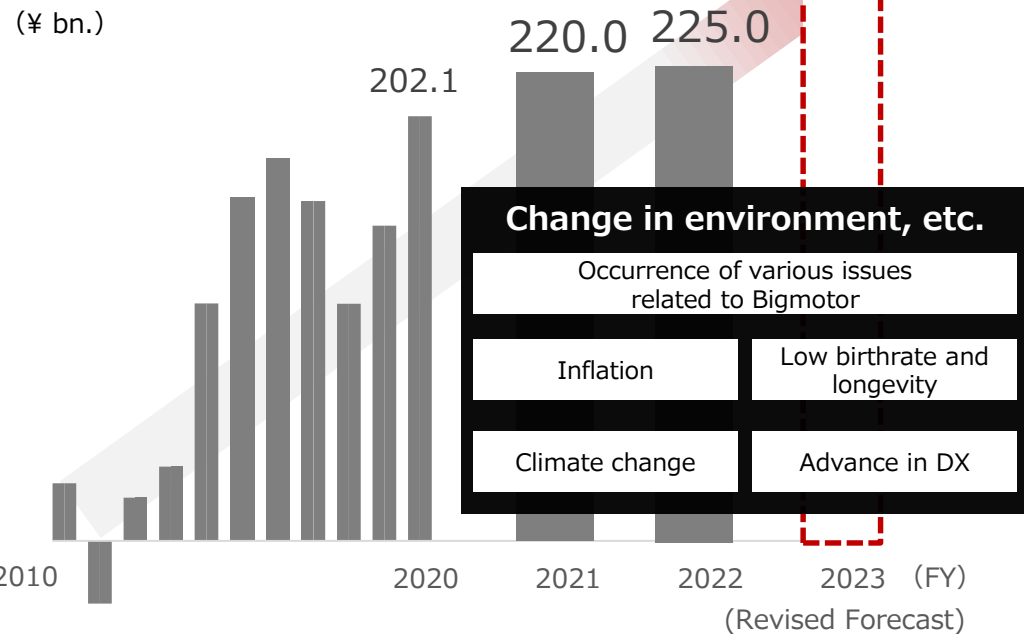
Concept of the next MTMP

- Under the keywords of "Resilience" and "Connection," the next MTMP will pursue unique business development based on three pillars to continue responding to customer needs
- Achieve sustainable growth through the challenge of wellbeing, in addition to a one-step improvement in ROE and profit stability



<Adjusted consolidated profit*>

Adjusted consolidated profit for FY2023 is expected to be the highest ever, partly due to growth in overseas insurance business



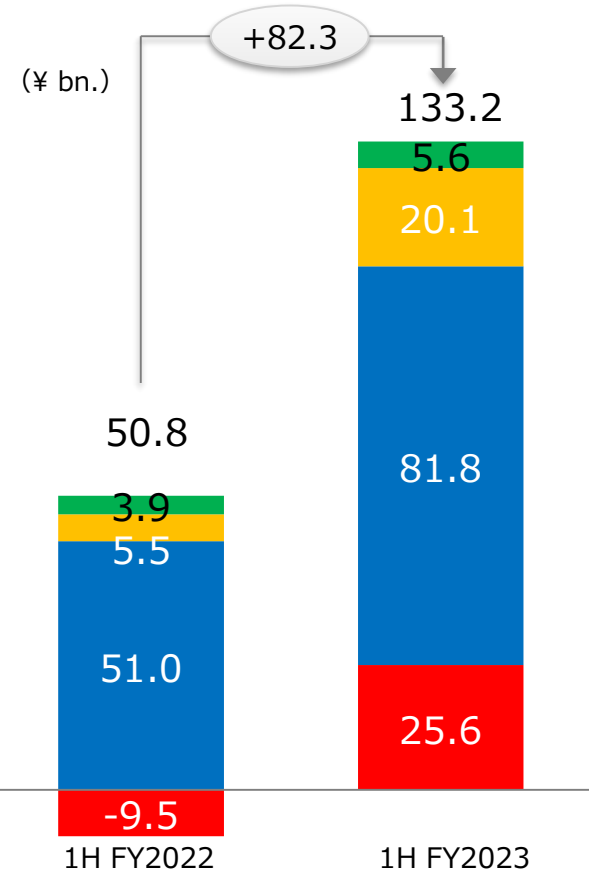
*Normal-year-basis (excluding one-time factor, e.g., COVID-19 and natural disasters)

Highlight of 1H FY2023 Results and FY2023 Forecast

- Adjusted consolidated profit for 1H FY2023 was ¥133.2 bn. (+¥82.3 bn. YoY) mainly due to increased investment income in the overseas business and absence of COVID-19 impact
- In 2H FY2023, domestic P&C and overseas insurance profits are expected to increase, and the revised forecast of adjusted consolidated profit for the full year remains unchanged at ¥280.0 bn.

Adjusted consolidated profit for 1H FY2023

- Domestic P&C
- Overseas
- Domestic Life
- Nursing & Seniors, etc.



<Main factors of change> (after tax, approximate)

Increase of investment income*1

+¥25.0 bn.

Overseas +¥25.0 bn.

Absence of COVID-19 impact

+¥23.0 bn.

Domestic P&C +¥7.0 bn.
Domestic Life +¥16.0 bn.

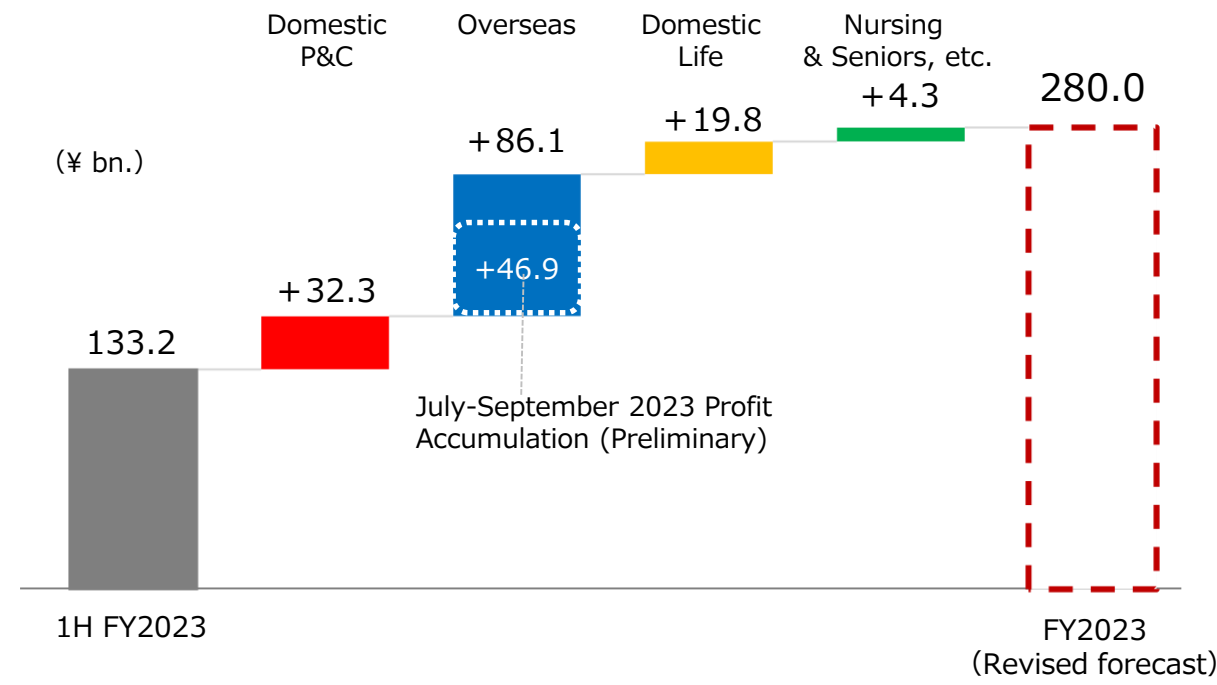
Improvement of fire insurance base balance*2

+¥22.0 bn.

Domestic P&C +¥22.0 bn.

*1 exchange rate impact (+¥1.8 bn.)
*2 excluding natural disasters, major accidents and COVID-19

Factors for building up 2H FY2023 results (adjusted consolidated profit)

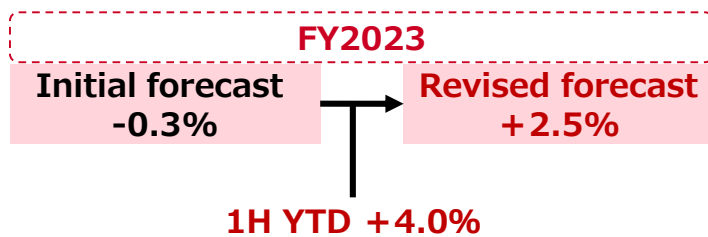


- Domestic P&C**
 - Accumulation of investment income, etc. (approx. +¥19.0 bn.)
 - Accumulation of underwriting profit (approx. +¥13.0 bn.)
- Overseas**
 - Accumulation of investment income through steady increase in book yield (approx. +¥60.0 bn.)
 - Accumulation of underwriting profit due to increase in premiums (approx. +¥28.0 bn.)
- Domestic Life**
 - Increase in policies (+170,000 policies)

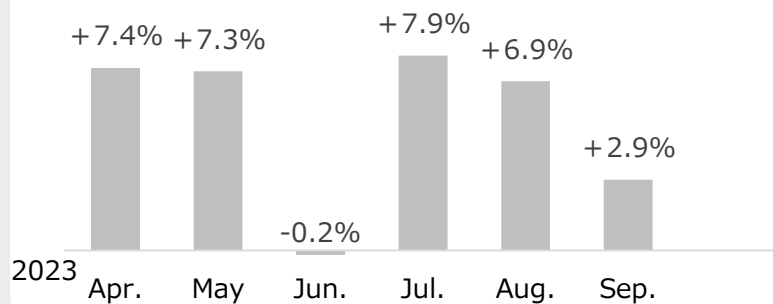
Automobile Insurance (Sompo Japan)

Accident rate remained above plan; rate of increase in unit repair cost was in line with the assumption

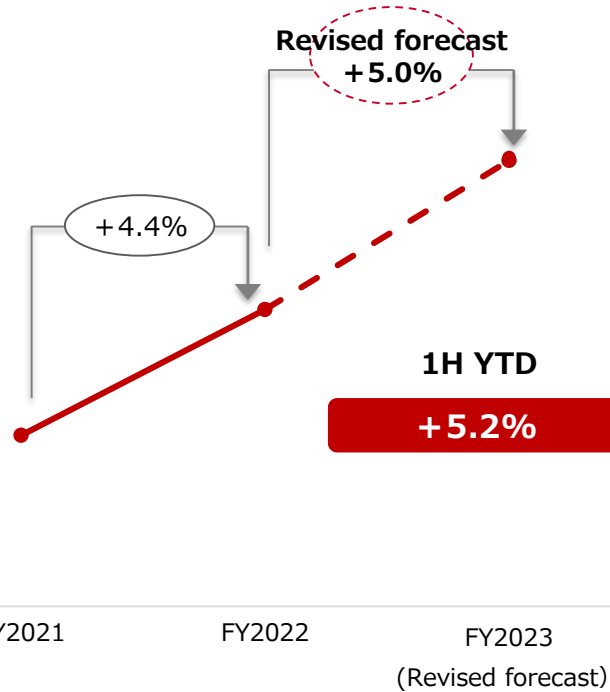
<Automobile insurance accident rate*1>
(Increase over prior year)



<Number of automobile reported claims>
(Increase over prior year, excl. natural disasters)



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

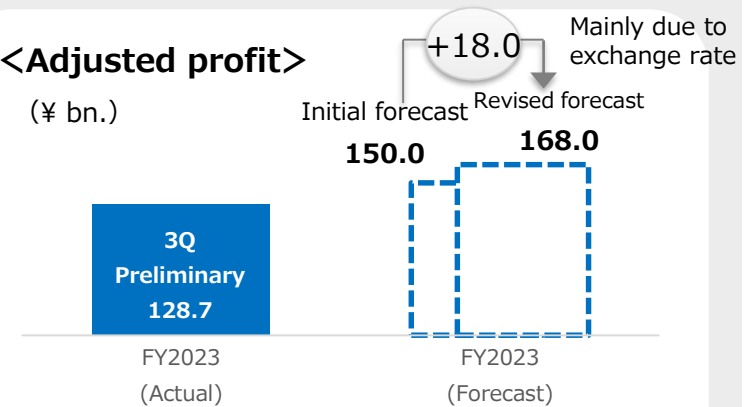


Overseas business*2

Q3 adjusted profit exceeded the plan

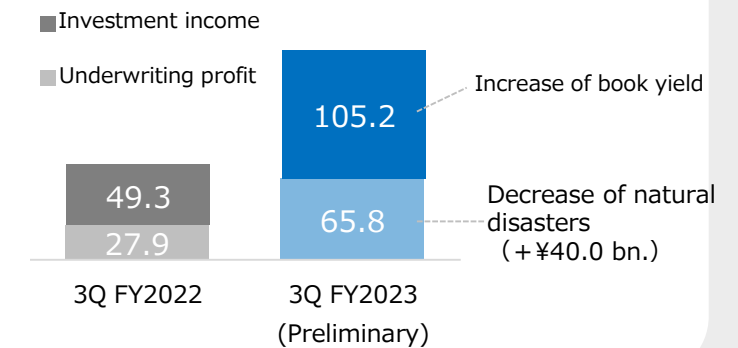
<Adjusted profit>

(¥ bn.)



<Profit breakdown (before tax) >

(¥ bn.)



*1 The automobile insurance accident rate is the ratio of the number of accidents to the number of policies in force. The number of accidents is the number of accident reports received minus the number of accidents that did not result in claims payment.

*2 Following exchange rates were used for FX conversion; FY 2023 Initial forecast: ¥133.53/US\$, 3Q preliminary results and FY2023 Revised forecast : ¥149.58 /US\$, 3Q preliminary results for the overseas business are unaudited and subject to change. Final figures will be announced together with the 3Q results of Sompo Holdings in next February.

Performance Overview

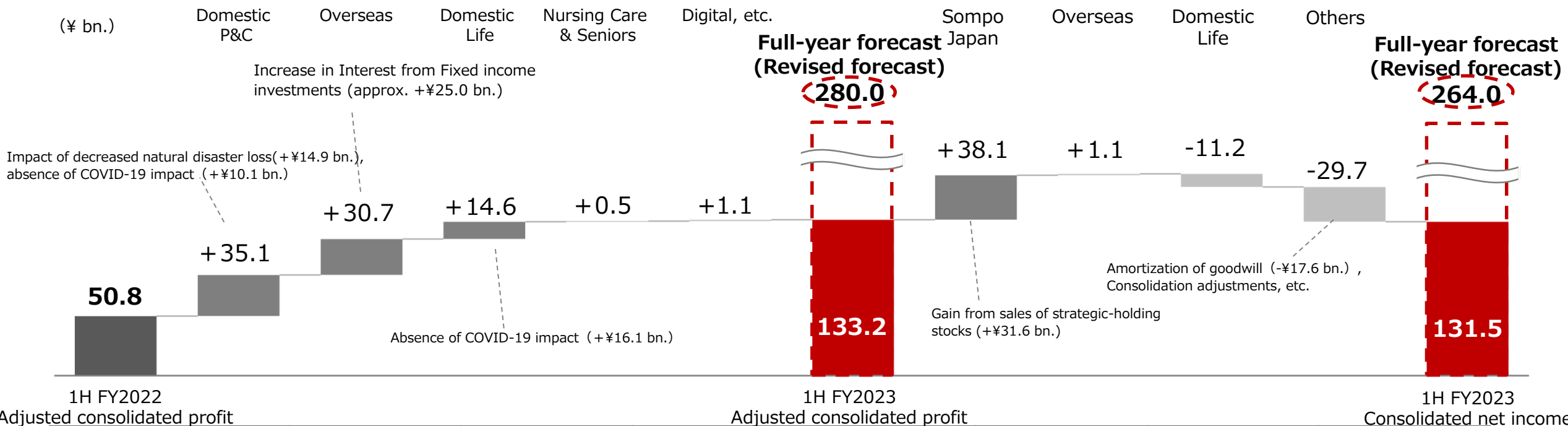


Breakdown of Adjusted Consolidated Profit / Consolidated Net Income

- Adjusted consolidated profit for 1H FY2023 was ¥133.2 bn. (+¥82.3 bn.) due to decrease of incurred claims in Domestic P&C and increased interest and dividend income in the overseas business
- Maintains initial forecast of ¥280.0 bn. in revised consolidated profit for FY2023, a record high, mainly due to increased profit from overseas insurance

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

Conversion to net income*1



	Domestic P&C	Overseas	Domestic Life	Nursing & Seniors	Digital, etc.	Adjusted Consolidated profit	Consolidated net income
1H FY2022	-¥9.5 bn.	¥51.0 bn.	¥5.5 bn.	¥2.8 bn.	¥1.0 bn.	¥50.8 bn.	-¥77.1 bn. *2
1H FY2023	¥25.6 bn.	¥81.8 bn.	¥20.1 bn.	¥3.3 bn.	¥2.2 bn.	¥133.2 bn.	¥131.5 bn.
FY2023 (Revised Forecast)	¥58.0 bn.	¥168.0 bn.	¥40.0 bn.	¥7.0 bn.	¥3.0 bn.	¥280.0 bn.	¥264.0 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.

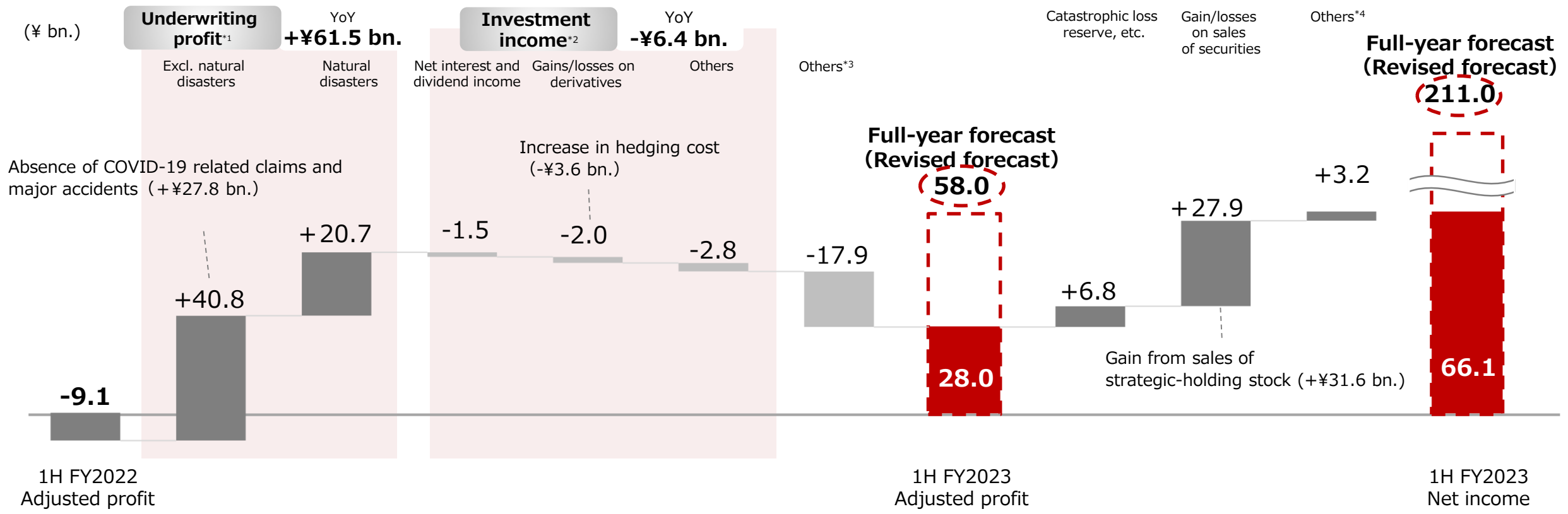
*2 Financial impact from the accounting change above in the amount of -¥28.1 bn. (underwriting reserve +¥2.5 bn., reserve for outstanding losses and claims +¥47.3 bn., unrealized gains and losses on securities available for sale -¥107.0 bn.) are included.

Breakdown of Adjusted Profit / Net Income – Sompo Japan

- Adjusted profit for 1H FY2023 is ¥28.0 bn. (+¥37.1 bn.) due to the absence of natural disasters, COVID-19 related claims and major accidents
- On the other hand, adjusted profit for FY2023 was revised to ¥58.0 bn., mainly due to deteriorating profitability of automobile insurance

Increase/decrease factors of adjusted profit

Conversion to net income



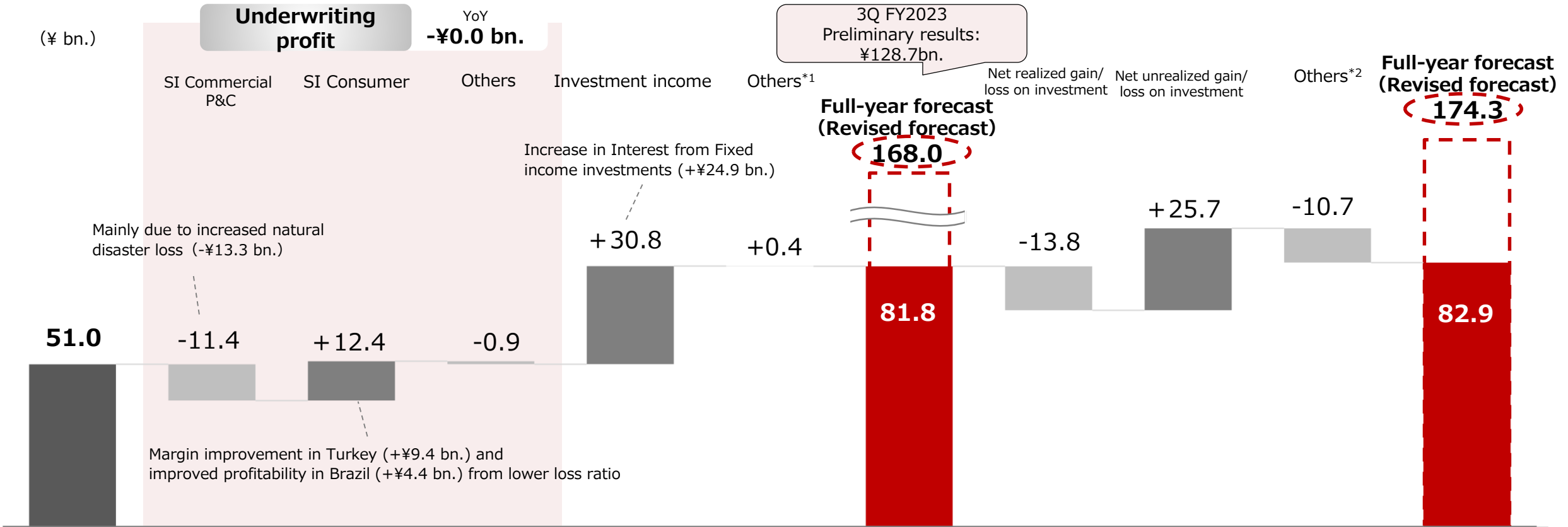
*1 excl. the impact related to catastrophic loss reserve
 *2 excl. the impact Gain/losses on sales of securities
 *3 Extraordinary gains/losses, corporate taxes, etc.
 *4 Dividends from subsidiaries, effect of natural disaster policy reserves, and gains/losses on stock futures, etc.

Breakdown of Adjusted Profit / Net Income – Overseas Insurance / Reinsurance Business

- Adjusted profit for 1H FY2023 increased by ¥30.7 bn. to ¥81.8 bn., driven by investment income mainly due to an increase in interest from fixed income investments
- Preliminary result of adjusted profit for 3Q FY2023 is ¥128.7 bn., showing steady progress. Full-year adjusted profit is expected to be ¥168.0 bn., up ¥18.0 bn. from the initial forecast

Increase / decrease factors of adjusted profit

Conversion to net income



1H FY2022
Adjusted profit

1H FY2023
Adjusted profit

1H FY2023
Net income

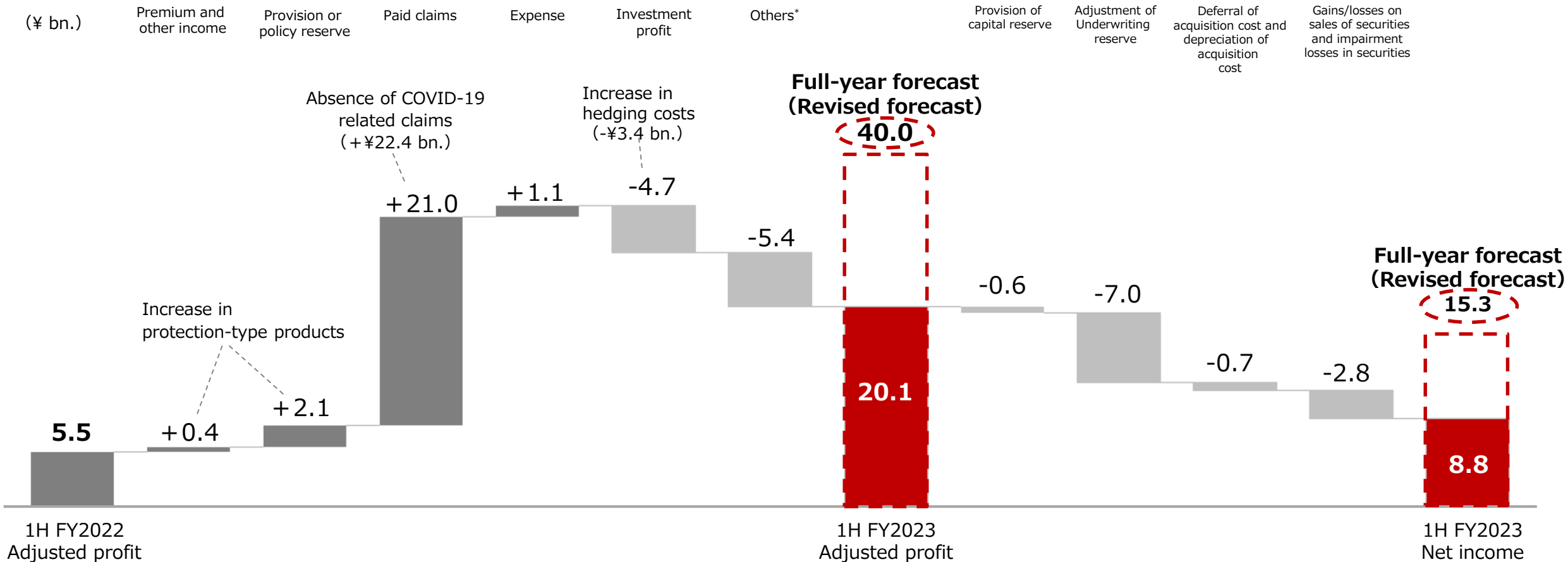
*1 Tax, etc.
*2 Includes effect of IFRS17 adoption

Breakdown of Adjusted Profit / Net Income – Himawari Life

- Adjusted profit for 1H FY2023 was ¥20.1 bn. (+¥14.6 bn.), showing a good progress mainly due to the absence of COVID-19 impact
- Adjusted profit for FY2023 is expected to increase by ¥22.1 bn. to ¥40.0 bn. (unchanged from the initial forecast)

Increase / decrease factors of adjusted profit

Conversion to net income



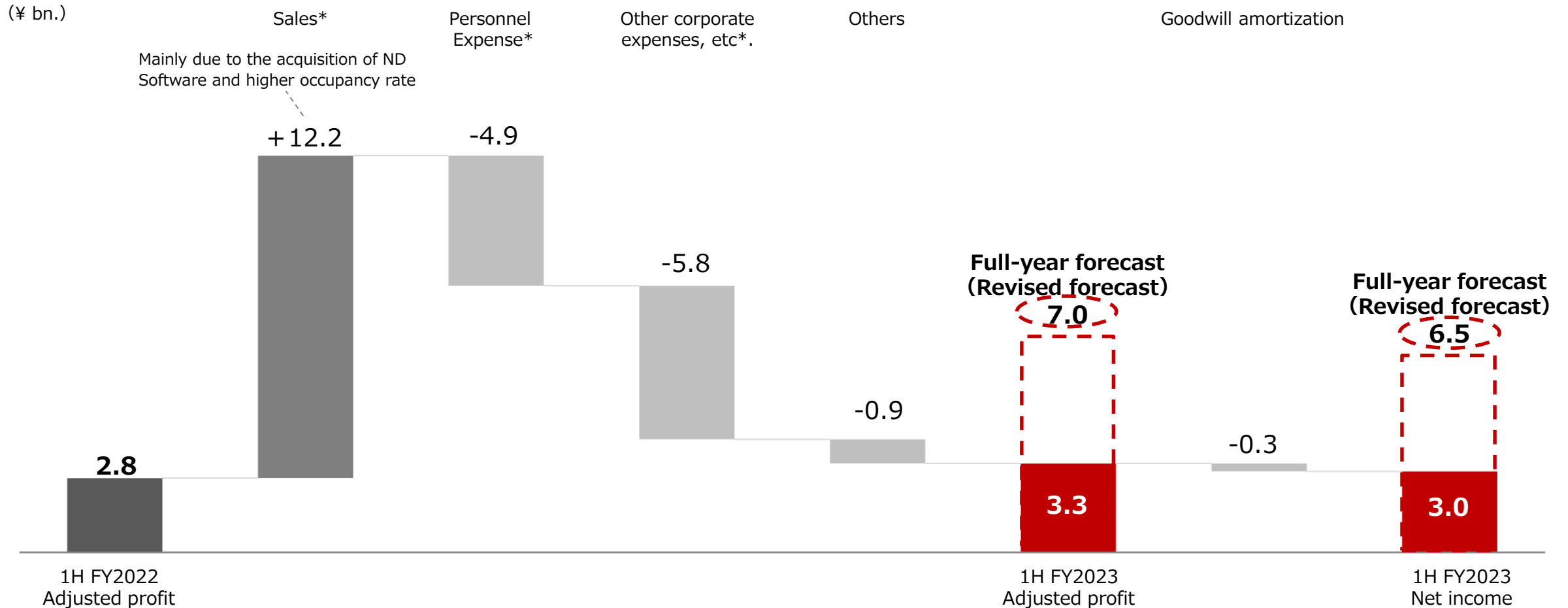
*Corporate tax, etc.

Breakdown of Adjusted Profit / Net Income – Nursing Care & Seniors

- Adjusted profit for 1H FY2023 was ¥3.3 bn. (+¥0.5 bn.) due to the acquisition of ND Software
- Since the company is performing well against the plan, adjusted profit forecast for FY2023 remains unchanged at ¥7.0 bn.

Increase / decrease factors of adjusted profit

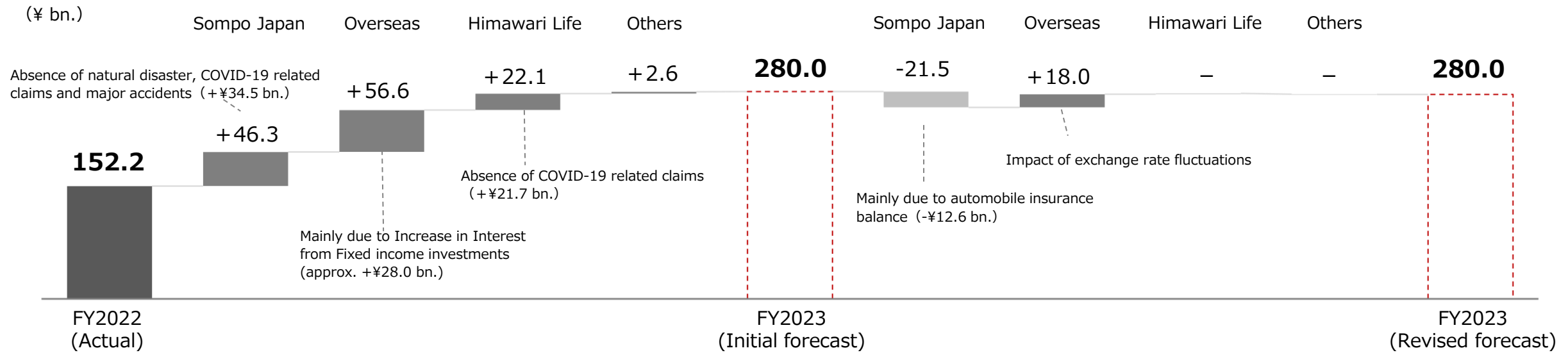
Conversion to net income



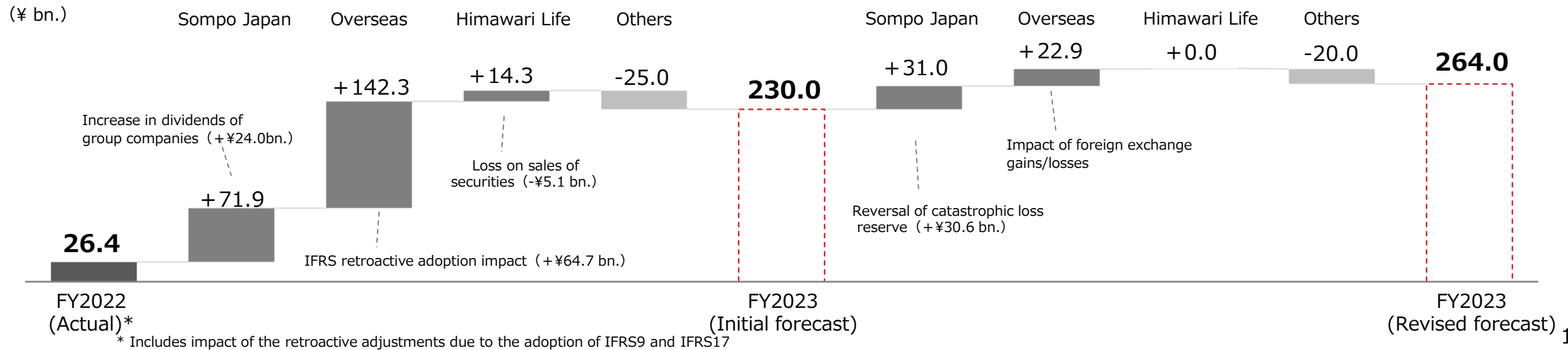
* Acquisition of ND Software : Sales+¥9.3 bn., Personal expense -¥3.6 bn., Corporate expense -¥3.9 bn.

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

Increase / decrease factors of adjusted consolidated profit



Increase / decrease factors of consolidated net income



(Reference) Consolidated Financials

Overview			By business		
Consolidated	Domestic P&C	Overseas	Domestic life	Nursing care & seniors	ERM



(¥ bn.)	1H results			Full-year results				
	1H FY2022 Actual*1	1H FY2023 Actual	Variance	FY2022*1 Actual (A)	FY2023			Variance (C-A)
					Initial forecast (B)	Revised forecast (C)	Variance (C-B)	
Consolidated ordinary income	2,525.7	2,659.6	+133.8	4,525.8	-	-	-	-
Net premiums written (P&C)	2,103.2	2,088.9	-14.3	3,670.7	3,731.0	3,780.0	+49.0	+109.2
Life insurance premiums	156.8	155.3	-1.4	316.7	334.0	337.0	+3.0	+20.2
Consolidated ordinary profit	-88.0	181.0	+269.1	49.5	322.0	365.0	+43.0	+315.4
Sompo Japan	-50.0	91.0	+141.0	124.9	225.0	263.0	+38.0	+138.0
Overseas insurance subsidiaries	-11.7	103.4	+115.2	15.3	191.5	216.5	+25.0	+201.2
Himawari Life	-4.6	12.9	+17.6	2.9	22.9	22.8	-0.0	+19.8
SOMPO Care	3.7	4.8	+1.1	7.9	9.9	9.8	-0.0	+1.9
Consolidate adjustment**2/Others	-25.3	-31.1	-5.8	-101.6	-127.4	-147.2	-19.8	-45.6
Consolidated net income	-77.1	131.5	+208.6	26.4	230.0	264.0	+34.0	+237.5
Sompo Japan	-34.3	66.1	+100.5	108.0	180.0	211.0	+31.0	+102.9
Overseas insurance subsidiaries	-18.3	82.9	+101.2	9.0	151.4	174.3	+22.9	+165.3
Himawari Life	-3.7	8.8	+12.6	0.9	15.3	15.3	+0.0	+14.4
SOMPO Care	2.5	3.0	+0.4	5.4	6.3	6.5	+0.2	+1.0
Consolidate adjustment**2/Others	-23.2	-29.5	-6.3	-97.0	-123.0	-143.2	-20.2	-46.2
Adjusted consolidated profit	50.8	133.2	+82.3	152.2	280.0	280.0	-	+127.7
Domestic P&C insurance	-9.5	25.6	+35.1	32.0	80.0	58.0	-22.0	+25.9
Overseas insurance	51.0	81.8	+30.7	93.3	150.0	168.0	+18.0	+74.6
Domestic life insurance	5.5	20.1	+14.6	17.8	40.0	40.0	-	+22.1
Nursing care & seniors	2.8	3.3	+0.5	5.9	7.0	7.0	-	+1.0
Digital, etc.	1.0	2.2	+1.1	3.0	2.0	3.0	+1.0	-0.0

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

(¥ bn.)	1H FY2022	FY2022
Consolidated ordinary profit	-64.4	-73.0
Consolidated net income	-57.1	-64.7

*2 Includes below
(¥ bn.)

	1H FY2022	1H FY2023
Amortization of goodwill	13.6	15.9
Consolidation adjustments (pre-tax)	+2.2	+2.4
Consolidation adjustments (after-tax)	+1.6	+1.7

Results by business

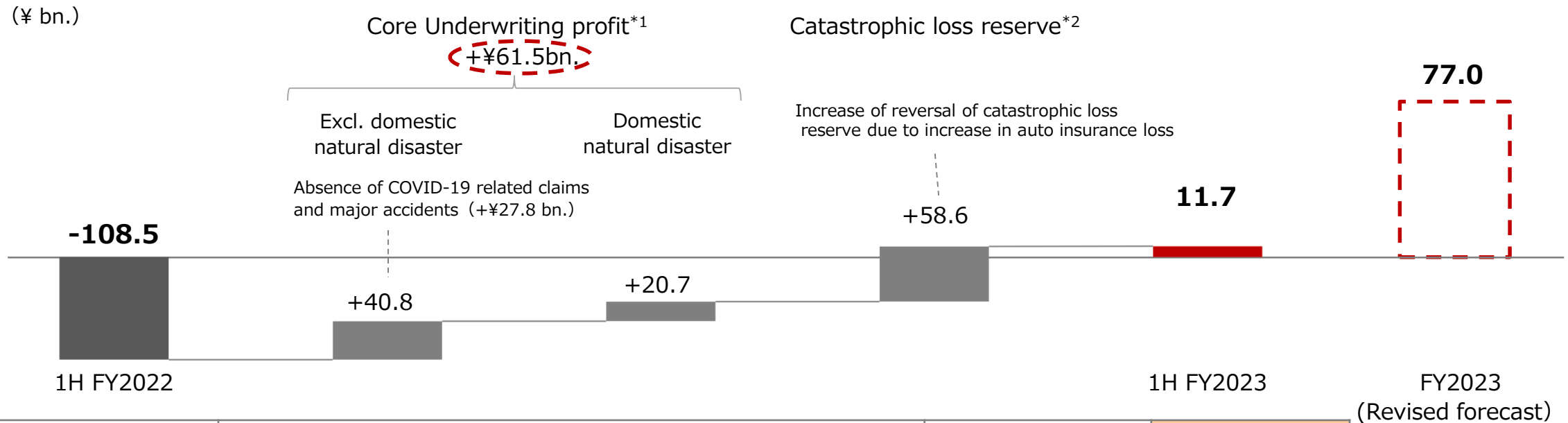
Title	Page
Domestic P&C Business (Sompo Japan)	16
Overseas Insurance/Reinsurance Business	28
Domestic Life Insurance Business	36
Nursing Care & Seniors Business	42
ERM	45



Underwriting Profit (Sompo Japan)

- Core underwriting profit for 1H FY2023 increased by ¥61.5 bn. YoY, mainly due to the absence of one-time factors
- Core underwriting profit for FY2023 is expected to offset the impact of an increase in the accident rate for automobiles, mainly due to an increase in premiums earned for fire insurance

Increase/decrease factors of underwriting profit (Sompo japan)



	Core Underwriting profit*1			Catastrophic loss reserve*2	Underwriting profit
	(Excl. domestic Natural disaster)	(Domestic Natural disaster)			
1H FY2022	-¥64.4 bn.	¥37.2 bn.	-¥101.6 bn.	-¥44.1 bn.	-¥108.5 bn.
1H FY2023	-¥2.8 bn.	¥78.1 bn.	-¥80.9 bn.	+¥14.5 bn.	¥11.7 bn.
FY2023 (Revised forecast)	¥15.4 bn.	¥119.4 bn.	-¥104.0 bn.	+¥61.5 bn.	¥77.0 bn.

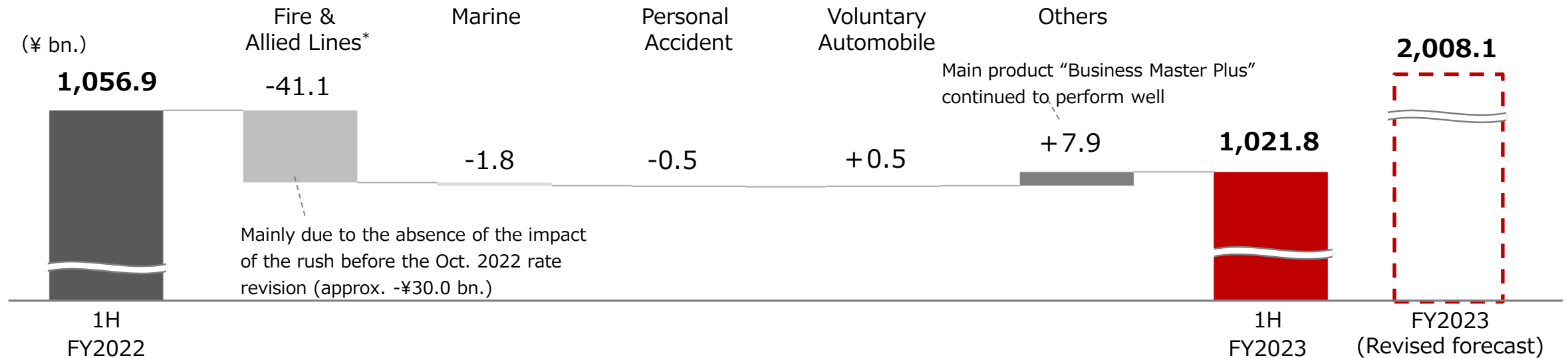
*1 Core underwriting profit is underwriting profit less the impact related to catastrophic loss reserve.

*2 Catastrophic loss reserve, contingency reserve, natural disaster reserve

Premiums written (Sompo Japan)

- Premiums written for 1H FY2023 was 1,021.8 bn., staying almost flat YoY if excluding the impact of the rush demand before the rate increase in FY2022
- Based upon the 1H result, premiums written for FY2023 is expected to be ¥2,008.1 bn.

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



	Fire & Allied Lines*	Marine	Personal Accident	Voluntary Automobile	Others		Total (excl. CALI, household earthquake)	Total
						Of which Liability		
1H FY2022	¥218.7 bn.	¥29.7 bn.	¥84.9 bn.	¥538.6 bn.	¥184.8 bn.	¥95.1 bn.	¥1,056.9 bn.	¥1,162.0 bn.
1H FY2023	¥177.5 bn.	¥27.9 bn.	¥84.3 bn.	¥539.2 bn.	¥192.7 bn.	¥95.6 bn.	¥1,021.8 bn.	¥1,124.7 bn.
FY2023 (Revised 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> (Oct. Fiscal YTD, Preliminary)	YoY
Total (Excl. CALI and impact of the rush before the Oct. 2022 rate revision)	+0.9%
<Auto insurance non-fleet renewal rate>	
Oct. (Preliminary)	91%
Remained within the previous year's renewal rate range	

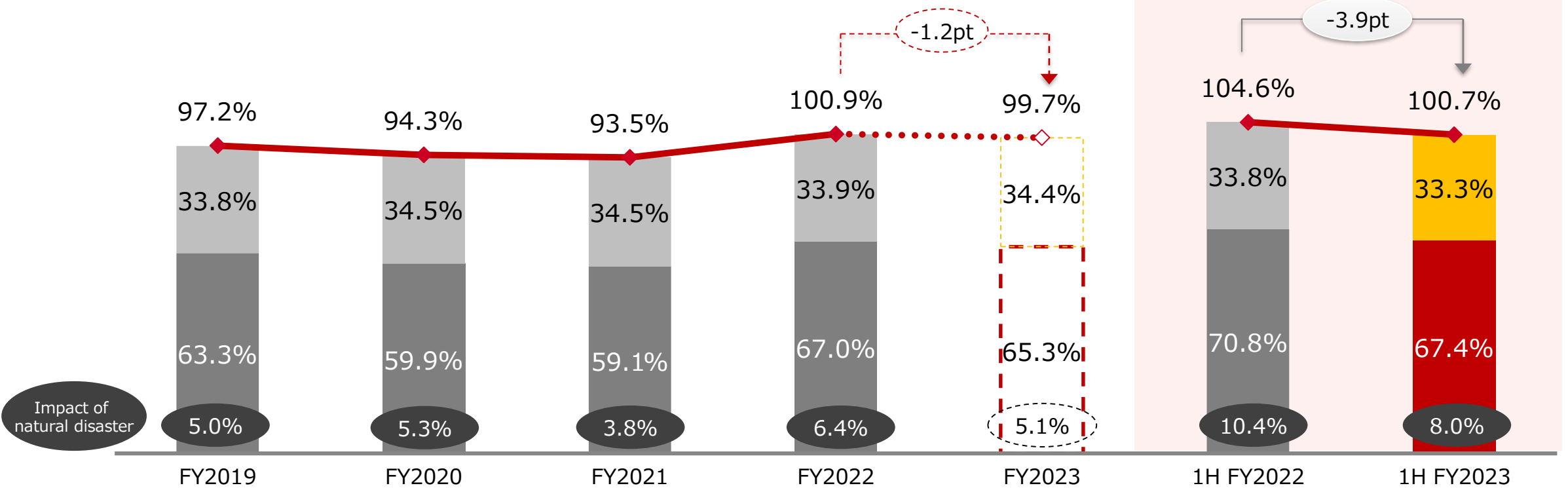
* Excludes household earthquake

Combined Ratio (Sompo Japan)

- Combined ratio for 1H FY2023 decreased by 3.9pt YoY to 100.7%, mainly due to lower loss of natural disasters
- Combined ratio for FY2023 is expected to decrease by 1.2pt YoY to 99.7%, due to the absence of one-time factors(e.g. the impact of natural disasters and COVID-19 related claims)

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

Net expense ratio
 Loss ratio(E/I)
 Combined ratio(E/I)



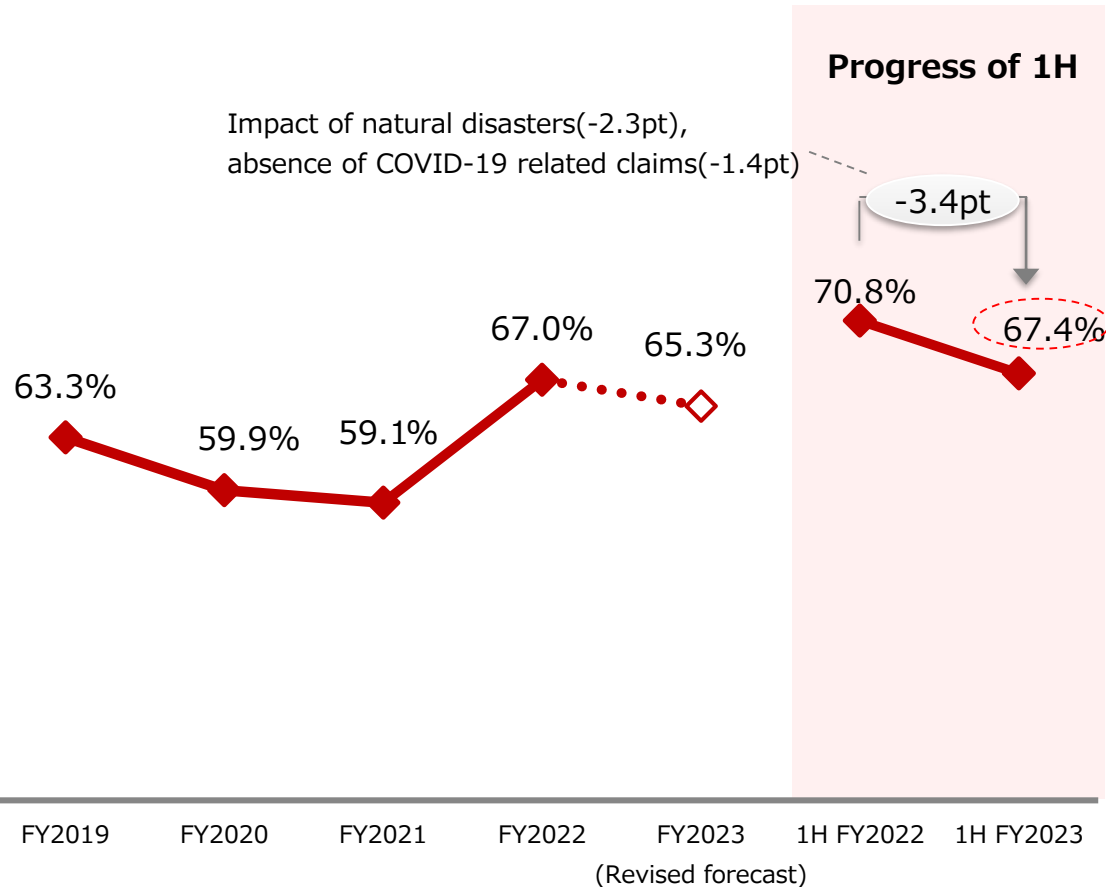
* Loss Ratio (E/I) + Net Expense Ratio (The same shall apply hereafter)

(Revised forecast)

Loss Ratio (Sompo Japan)

- Loss ratio(E/I) for 1H FY2023 decreased by 3.4pt YoY, mainly due to lower loss of natural disasters and the absence of COVID-19 related claims
- Loss ratio(E/I) for FY2023 is expected to be 65.3%, with the offsetting the increasing accident rate of automobile insurance by the improved profitability of fire insurance

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



Loss ratio(E/I) by product line

	1H FY2023		FY2023
	Actual	Variance	Revised forecast
Fire & Allied (Excl. CALI, household earthquake)	75.4%	-35.1pt	68.3%
Marine	73.0%	+31.8pt	71.3%
Personal Accident	54.7%	-13.5pt	53.5%
Voluntary Automobile	68.6%	+6.7pt	66.3%
Others	59.5%	-4.1pt	62.7%
Total (Excl. CALI, household earthquake)	67.4%	-3.4pt	65.3%

(Main drivers of variance)

Fire & Allied : Decrease in domestic natural disaster(-18.3pt), impact of major accidents(-11.4pt)

Personal Accident : COVID-19 related claims(-14.2pt)

Voluntary Automobile : Increase in number of reported claims / rise in unit repair cost, etc. (+4.8pt), impact of major accidents (+0.9pt)

(Reference) Loss ratio(W/P)

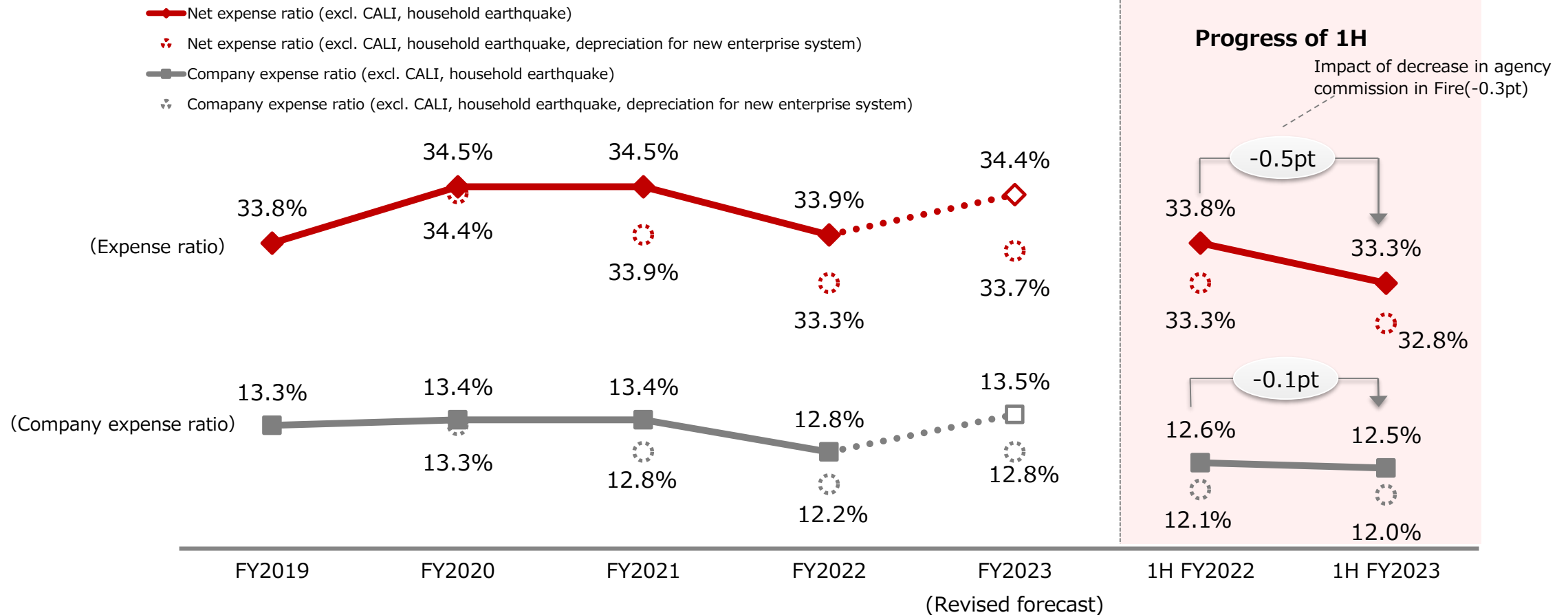
	1H FY2023		FY2023
	Actual	Variance	Revised forecast
Fire & Allied (Excl. CALI, household earthquake)	78.5%	+18.6pt	73.7%
Marine	50.8%	+15.1pt	60.9%
Personal Accident	48.0%	-7.3pt	55.0%
Voluntary Automobile	62.7%	+4.8pt	64.1%
Others	51.4%	-0.2pt	61.2%
Total (Excl. CALI, household earthquake)	61.8%	+5.4pt	64.6%

* Foreign exchange impact (provision) on foreign currency reserve for outstanding claims in 1H FY2023: ¥6.9 bn.

Expense Ratio (Sompo Japan)

- Net expense ratio for 1H FY2023 improved by 0.5pt, due to a decrease in agency commission associated with product line renewals in Fire & Allied lines
- On the other hand, as the rush demand for fire insurance in FY2022 is over, the net expense ratio for the full year of FY2023 is expected to be 34.4%

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

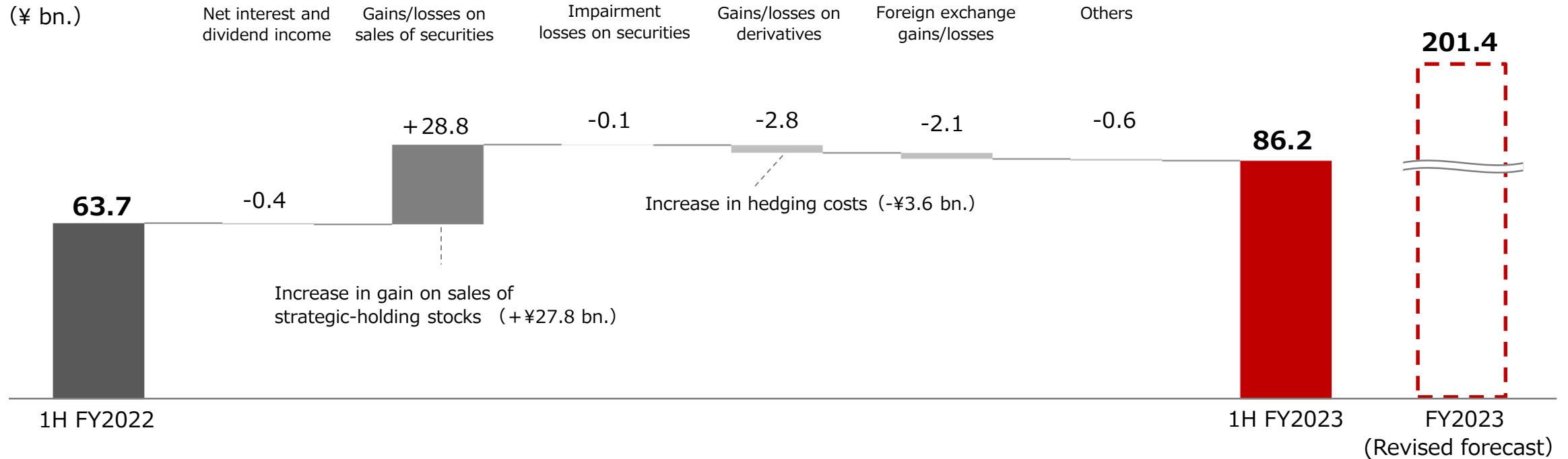


* Ratio of general administrative and selling expense related with underwriting to net premiums written

Investment Profit (Sompo Japan)

- Investment profit for 1H FY2023 increased by ¥22.5 bn. YoY to ¥86.2 bn., mainly due to gain from sales of strategic-holding stocks
- Investment profit for FY2023 is expected to be ¥201.4 bn., up +¥33.8 bn. YoY from the initial forecast, mainly due to an increase in net interest and dividends

Increase/decrease factors of investment

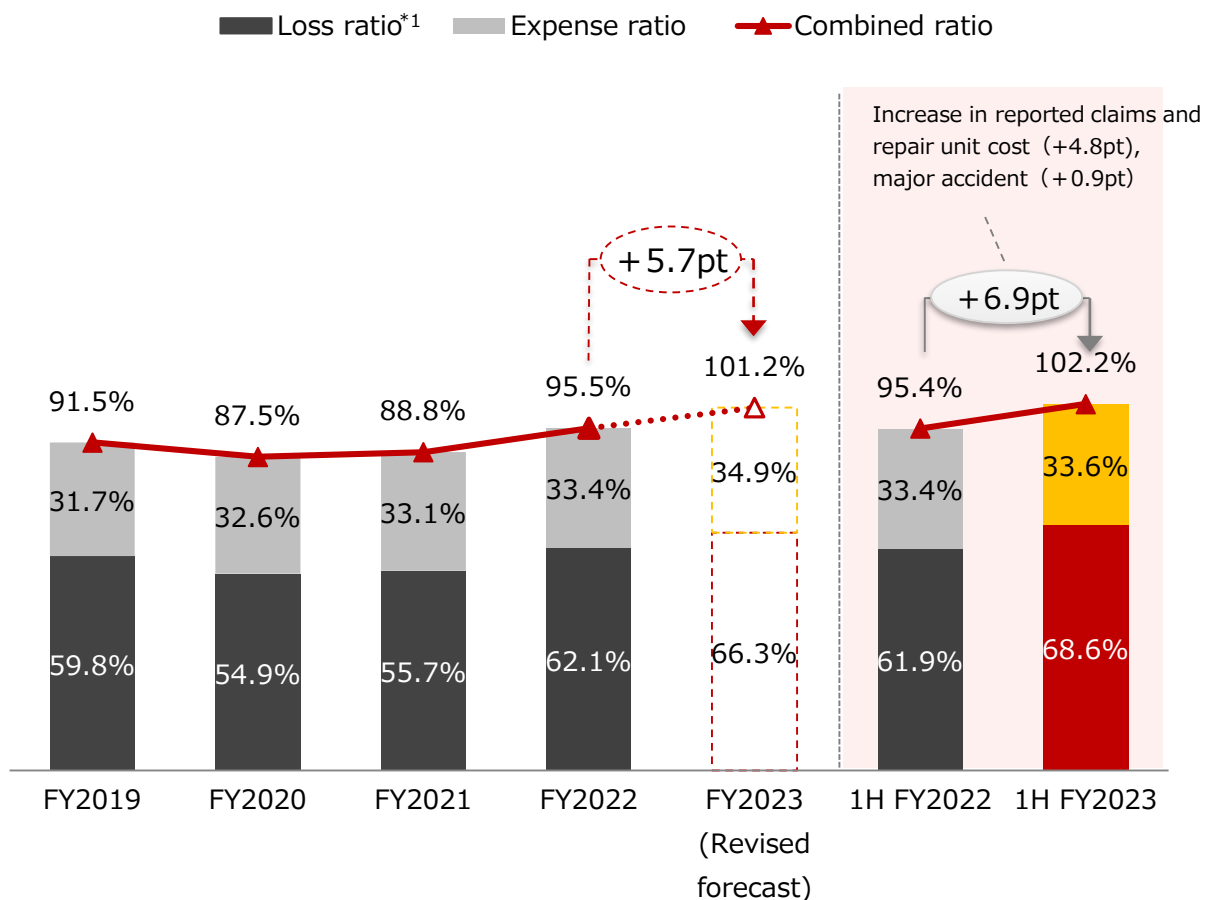


	Net interest and dividend income	Gains/losses on sales of securities	Impairment losses on securities	Gains/losses on derivatives	Foreign exchange gains/losses	Others	Investment profit
1H FY2022	¥46.8 bn.	¥12.0 bn.	-¥1.3 bn.	-¥4.2 bn.	¥13.2 bn.	-¥2.8 bn.	¥63.7 bn.
1H FY2023	¥46.3 bn.	¥40.9 bn.	-¥1.5 bn.	-¥7.0 bn.	¥11.1 bn.	-¥3.5 bn.	¥86.2 bn.
FY2023 (Revised 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
¥29.4 bn.
¥52.9 bn.
¥70.0 bn.

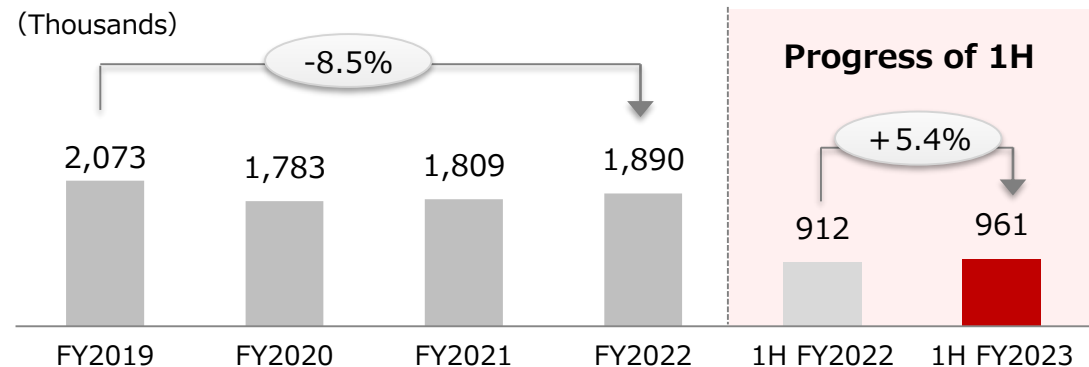
(Reference) Indicators Related to Automobile Insurance (Sompo Japan)

Combined ratio(E/I)



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

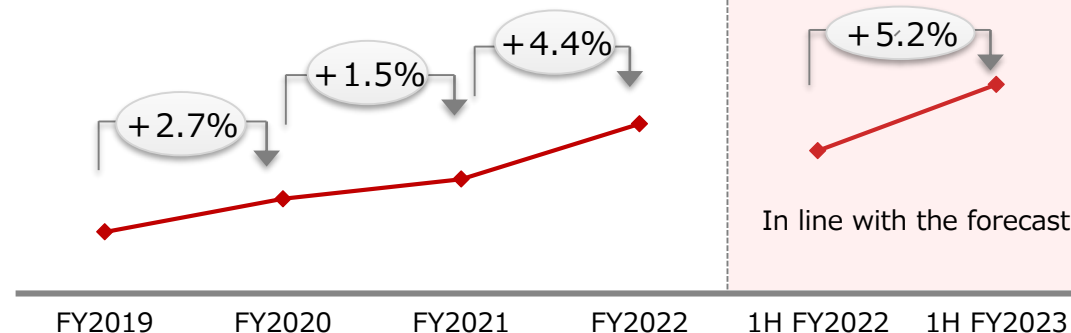
The number of reported claims*2



*2 Excl. claims caused by natural disasters the total loss from which exceeds certain guideline amount

Repair cost per unit*3

(Increase over prior year)



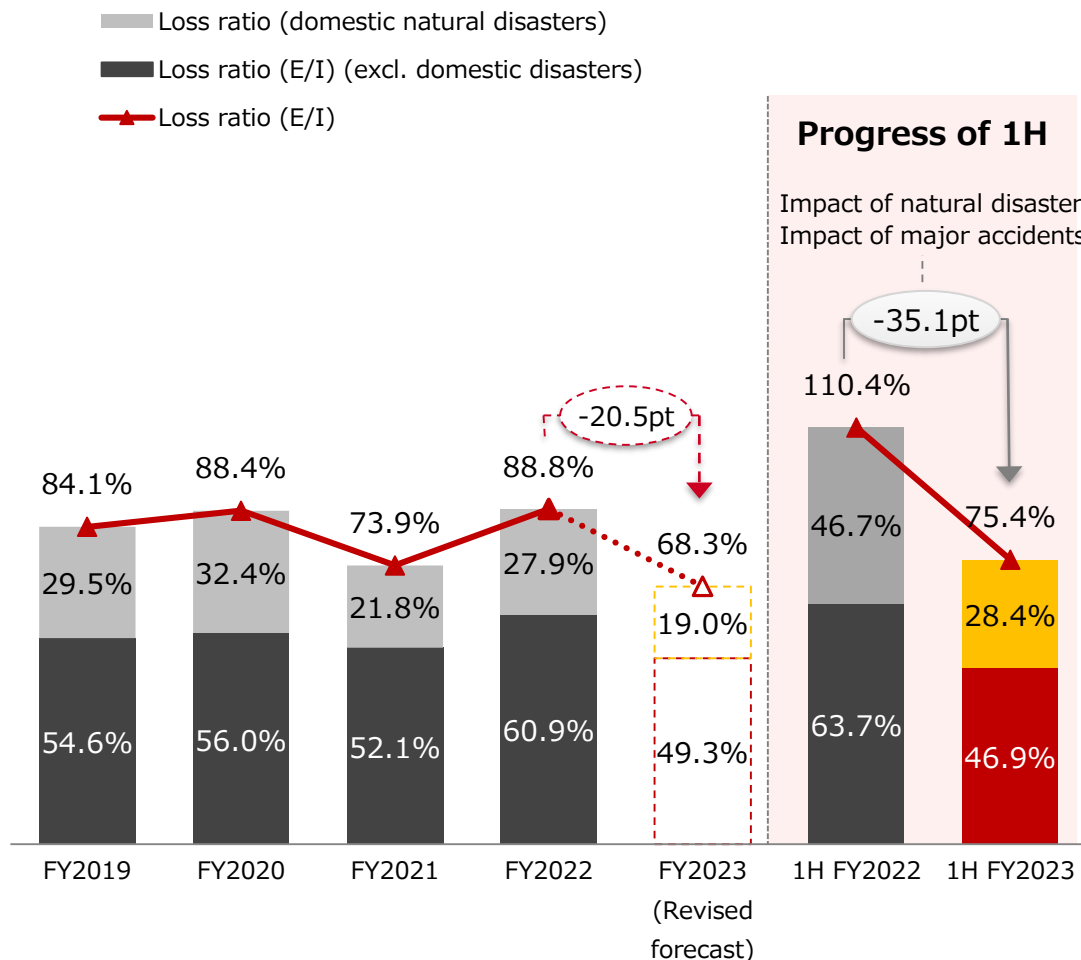
*3 Combined vehicle insurance (excl. natural disasters) and property damage liability insurance

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

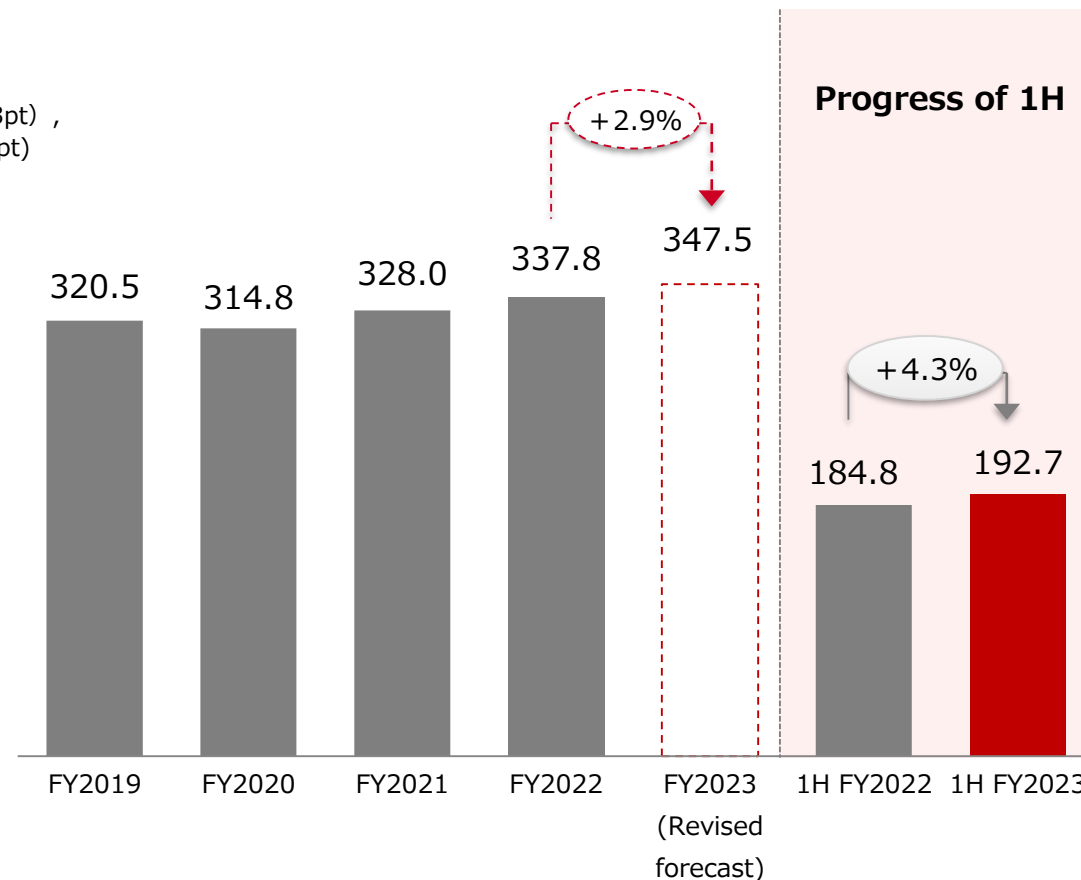


Fire & Allied insurance* loss ratio (E/I)

Casualty (Other) insurance net premiums written



(¥ bn.)

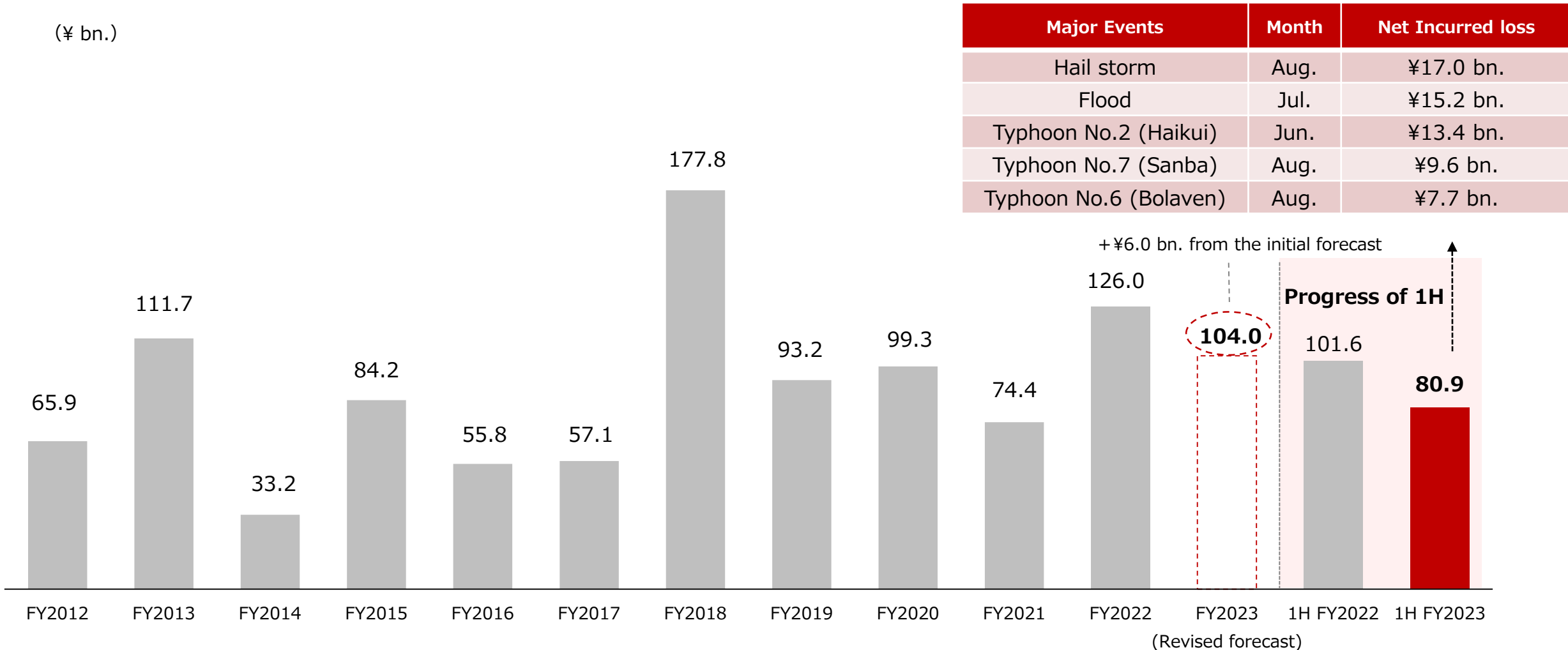


* Excl. household earthquake

(Reference) Domestic Natural Disasters (Sompo Japan)

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

(¥ bn.)

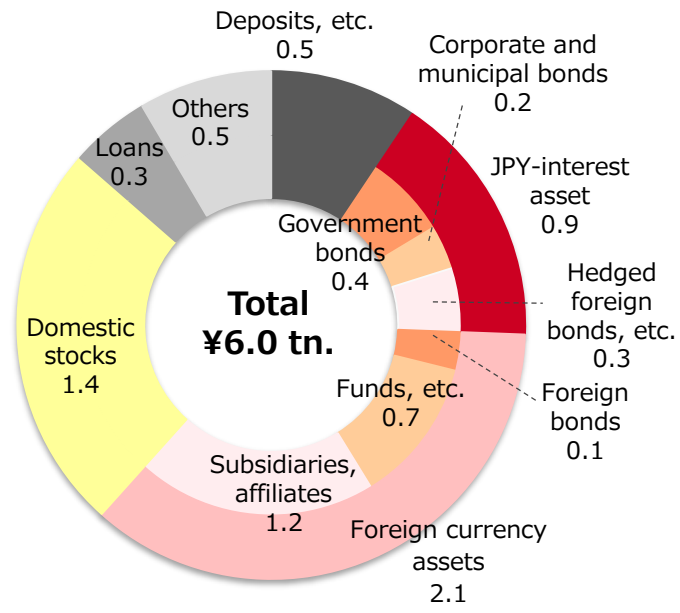


* Excl. CALI, household earthquake

(Reference) Asset Portfolio (Sompo Japan)

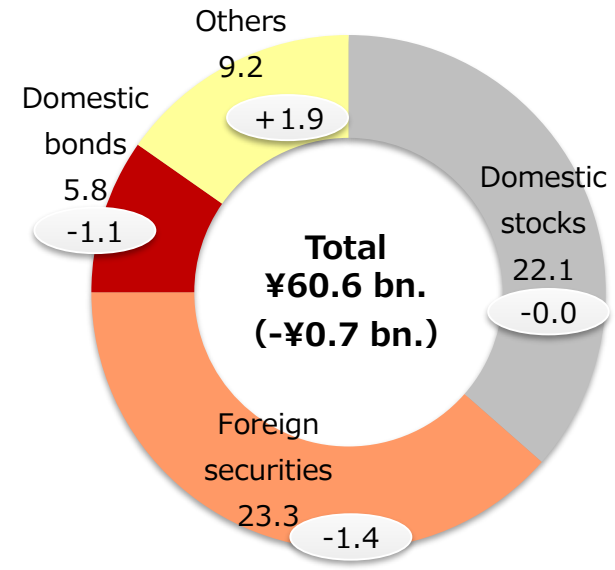
Asset portfolio (as of the end of Sep. 2023, General account)

(¥ tn.)



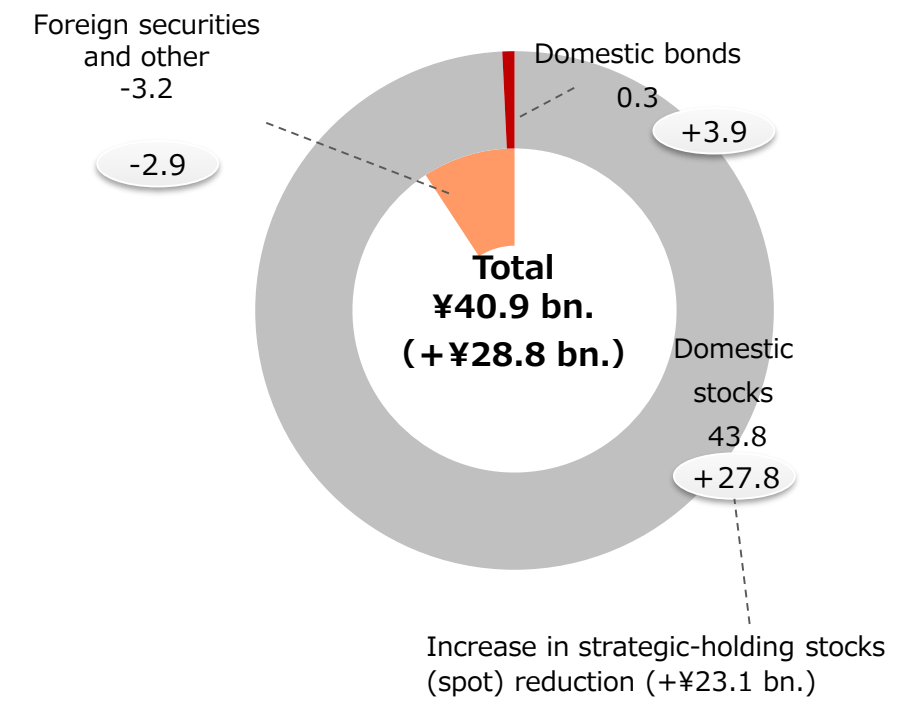
Breakdown of interest and dividend income


(¥ bn.)



Breakdown of gains/losses on sales of securities

(¥ bn.)



 : Variance from 1H FY2022

		End of Mar. 2021	End of Mar. 2022	End of Mar. 2023	End of Sep. 2023
Income yield*		3.0%	3.0%	3.0%	3.2%
Duration (years)	Asset	8.2	7.9	7.9	8.0
	Liability	8.3	7.7	7.6	7.2

* Excl. overseas subsidiaries' shares, etc.

(Reference) Sompo Japan Financials

Overview			By business		
Consolidated	Domestic P&C	Overseas	Domestic life	Nursing care & seniors	ERM



(¥ bn.)	1H results			Full-year forecast				
	1H FY2022	1H FY2023	Variance	FY2022 Actual (A)	Initial forecast (B)	FY2023 Revised forecast (C)	Variance (C-B)	Variance (C-A)
Net premiums written	1,162.0	1,124.7	-37.3	2,225.5	2,225.0	2,189.0	-36.0	-36.5
(excl. CALI, household earthquake)	1,056.9	1,021.8	-35.0	2,014.7	2,047.4	2,008.1	-39.3	-6.5
Net premiums earned (excl. CALI, household earthquake)	982.0	1,008.5	+26.5	1,979.7	2,047.9	2,027.4	-20.4	+47.7
E/I loss ratio (excl. CALI, household earthquake)	70.8%	67.4%	-3.4pt	67.0%	63.0%	65.3%	+2.2pt	-1.7pt
Written paid (W/P) loss ratio	58.2%	63.3%	+5.1pt	64.1%	64.5%	66.8%	+2.2pt	+2.7pt
(excl. CALI, household earthquake)	56.3%	61.8%	+5.4pt	62.8%	62.4%	64.6%	+2.2pt	+1.9pt
Expense ratio	33.5%	33.2%	-0.3pt	33.5%	34.4%	34.5%	+0.1pt	+1.0pt
(excl. CALI, household earthquake)	33.8%	33.3%	-0.5pt	33.9%	34.2%	34.4%	+0.2pt	+0.5pt
Combined ratio (E/I)* ¹ (excl. CALI, household earthquake)	104.6%	100.7%	-3.9pt	100.9%	97.3%	99.7%	+2.4pt	-1.2pt
(Reference) Combined ratio (W/P) (excl. CALI, household earthquake)	90.2%	95.1%	+4.9pt	96.7%	96.7%	99.0%	+2.4pt	+2.4pt
Underwriting profit	-108.5	11.7	+120.2	-19.8	73.0	77.0	+4.0	+96.8
Investment profit	63.7	86.2	+22.5	158.5	167.5	201.4	+33.8	+42.8
Ordinary profit	-50.0	91.0	+141.0	124.9	225.0	263.0	+38.0	+138.0
Net income	-34.3	66.1	+100.5	108.0	180.0	211.0	+31.0	+102.9
Provisions for catastrophic loss reserve (after tax)	+32.4	-8.4	-40.9	-7.1	-11.7	-42.3	-30.6	-35.1
Provisions for reserve for price fluctuation (after tax)	+1.5	+1.6	+0.0	+3.2	+3.1	+3.1	-	-0.0
Gains/losses on sales of securities and impairment losses on securities (after tax)	-7.3	-27.9	-20.6	-20.4	-21.0	-28.5	-7.5	-8.0
Special factors (after tax)* ²	-1.4	-3.2	-1.8	-50.4	-70.9	-85.3	-14.3	-34.8
Adjusted profit	-9.1	28.0	+37.1	33.1	79.5	58.0	-21.5	+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

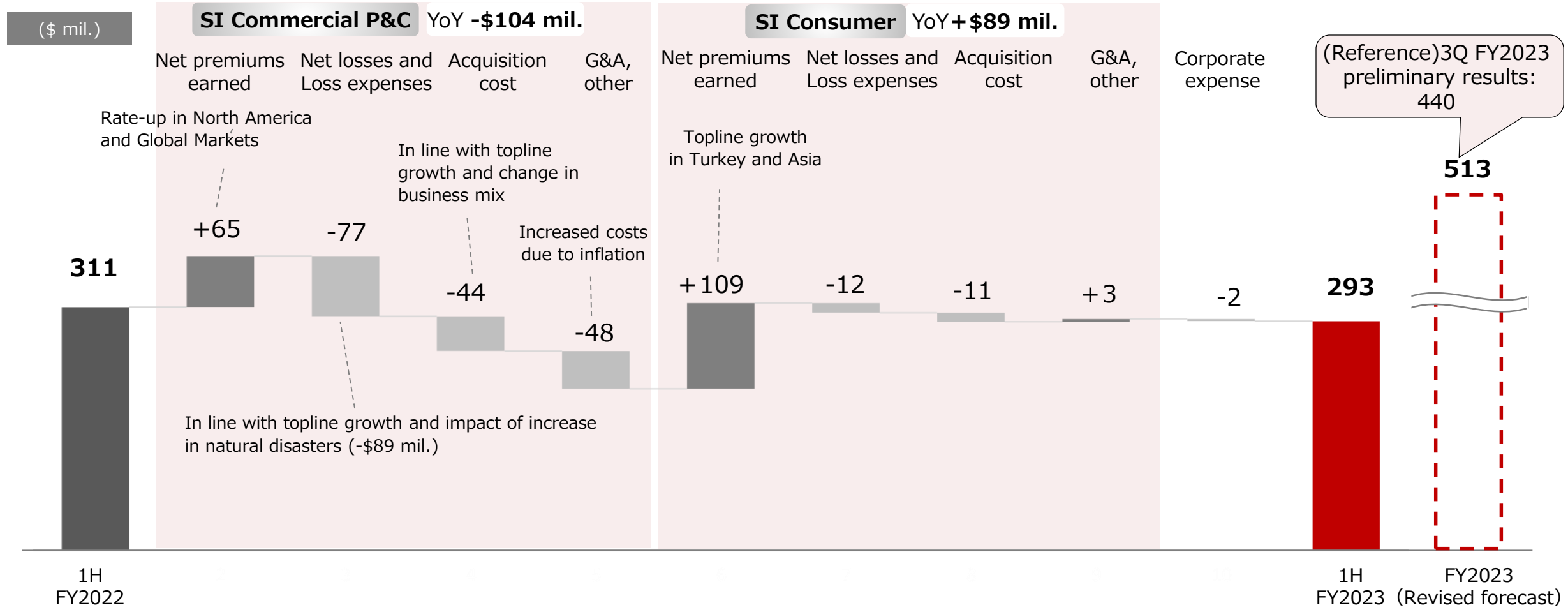
Title	Page
Domestic P&C Business (Sompo Japan)	14
Overseas Insurance/Reinsurance Business	26
Domestic Life Insurance Business	34
Nursing Care & Seniors Business	40
ERM	43



Underwriting Profit (Overseas Insurance/reinsurance)

- 1H FY2023 underwriting income was \$293 mil., offsetting the impact of natural disasters and inflation by the topline growth
- Preliminary underwriting income result for 3Q FY2023 was \$440 mil., with \$513 mil. forecasted for FY2023

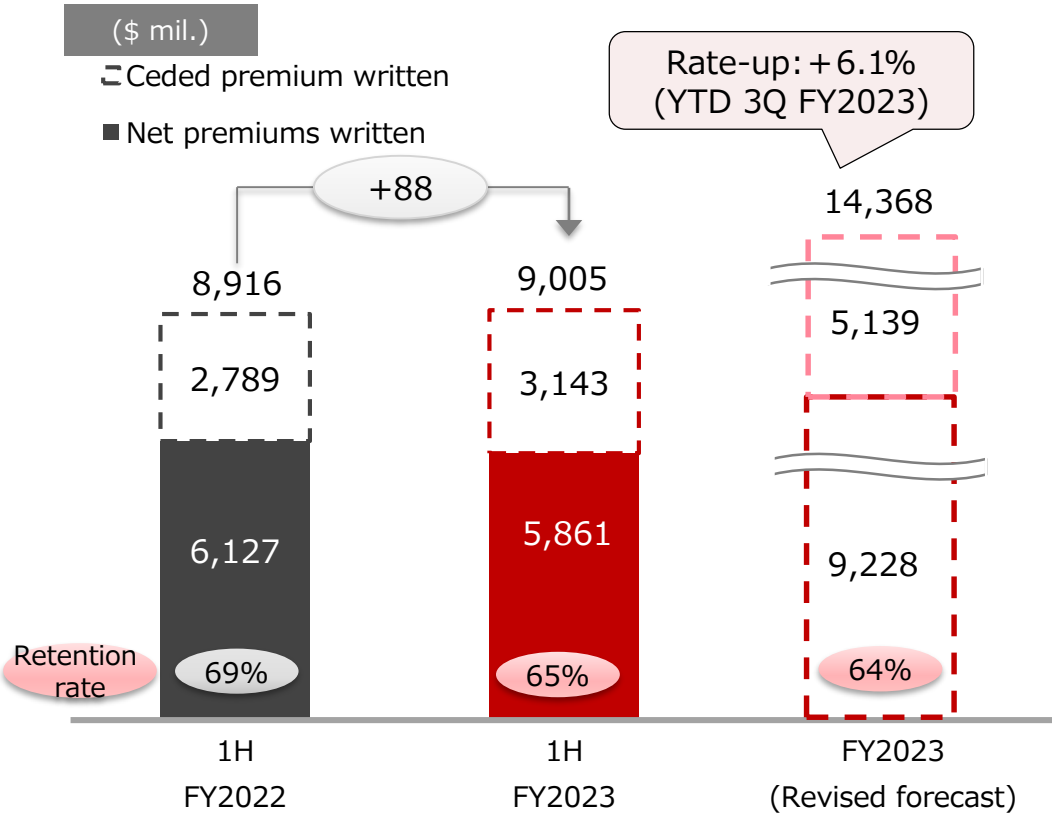
Increase/decrease factors of underwriting profit



Top-line (SI Commercial P&C)

- 1H FY2023 gross premiums written increased by \$88 mil. YoY due to strong growth in North America and Global Markets
- Strategic ceding increased in AgriSompo to reduce the impact of challenging growing conditions and geographic concentration

Gross premiums written



(Main drivers of variance for 1H FY2023)

North America : Continued rate-up mainly in property and casualty lines

Global Markets : Strong topline growth in EMEA, Brazil and Asia

AgriSompo : Cotton and other commodity price declined and more ceding due to challenging growing conditions

Reinsurance : Timing of renewals (normalizes in 3Q)

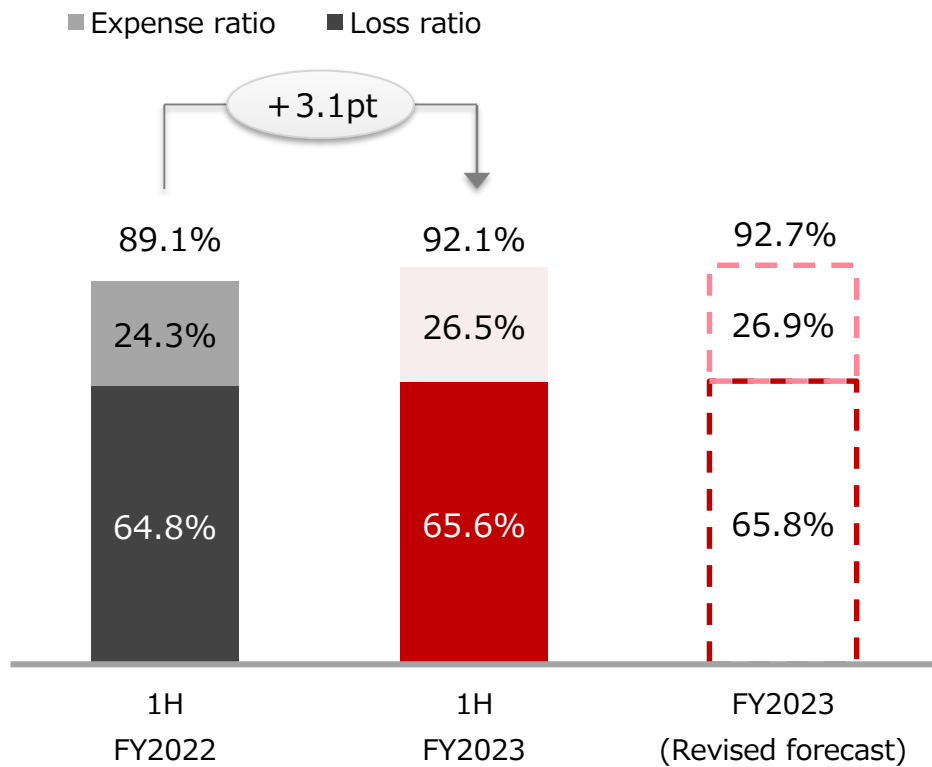
(Reference) Topline by segment

		1H FY2022	1H FY2023	Variance	
Gross premiums written	North America	2,220	2,407	+186	(+8.4%)
	Global Markets	1,131	1,276	+145	(+12.9%)
	AgriSompo	2,217	2,063	-154	(-7.0%)
	Reinsurance	3,347	3,257	-89	(-2.7%)
Net premiums written	North America	1,156	1,320	+163	(+14.1%)
	Global Markets	584	632	+48	(+8.3%)
	AgriSompo	1,297	1,001	-296	(-22.8%)
	Reinsurance	3,061	2,908	-153	(-5.0%)
Net premiums earned	North America	1,169	1,342	+173	(+14.9%)
	Global Markets	596	625	+28	(+4.7%)
	AgriSompo	651	553	-97	(-15.0%)
	Reinsurance	1,752	1,729	-22	(-1.3%)
Retention rate	North America	52%	55%		+3pt
	Global Markets	52%	50%		-2pt
	AgriSompo	58%	49%		-10pt
	Reinsurance	91%	89%		-2pt

Combined Ratio (SI Commercial P&C)

- Combined ratio adversely went up by 3.1pt YoY to 92.1%, mainly due to increased losses from natural disasters and increase in operating costs due to inflation

Combined ratio



(Main drivers of variance for 1H FY2023 combined ratio)
 North America : Improved pricing leading to better margins
 Global Markets : Impact of Turkey-Syria earthquake and inflation in Turkey
 AgriSompo : Decrease in net premiums earned and increase in losses related to the FY2022 drought in Texas
 Reinsurance : Increase in losses from natural disasters

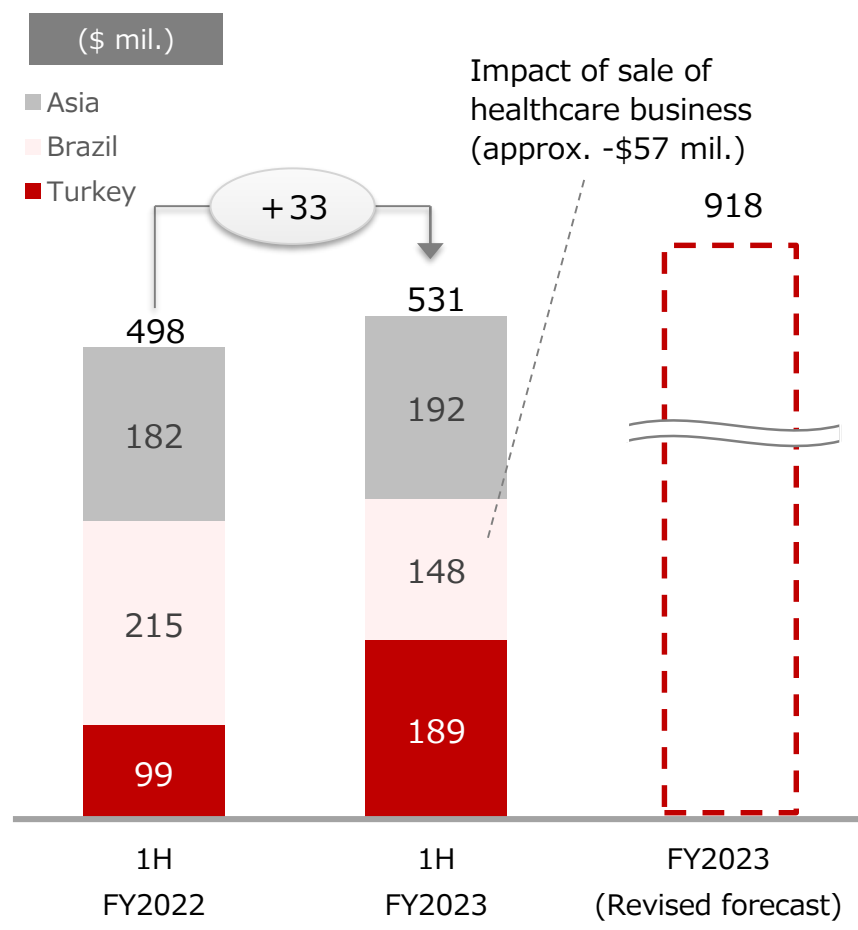
(Reference) Combined ratio by segment		1H FY2022	1H FY2023	Variance
Loss ratio	North America	69.1%	65.3%	-3.8pt
	Global Markets	56.7%	62.9%	+6.2pt
	AgriSompo	81.3%	88.2%	+6.9pt
	Reinsurance	58.6%	59.6%	+1.0pt
Expense ratio	North America	20.8%	23.2%	+2.5pt
	Global Markets	31.9%	33.2%	+1.2pt
	AgriSompo	9.0%	13.6%	+4.5pt
	Reinsurance	29.9%	30.8%	+0.9pt
Combined ratio	North America	89.8%	88.6%	-1.2pt
	Global Markets	88.6%	96.1%	+7.5pt
	AgriSompo	90.3%	101.8%	+11.5pt
	Reinsurance	88.5%	90.3%	+1.9pt
Underwriting Income (\$ mil.)	North America	120.3	153.8	+33.4
	Global Markets	71.5	27.3	-44.2
	AgriSompo	46.9	-10.5	-57.4
	Reinsurance	200.2	168.0	-32.2
Total		445.2	340.6	-104.6

Increased losses due to natural disasters (+\$89 mil.)

SI Consumer Performance Overview

- Net premiums written expanded by \$33 mil. YoY mainly due to inflation in Turkey and Asia
- Combined ratio improved by 20.2pt YoY to 96.4% with underwriting income of \$22 mil., up \$89 mil., due to profitability improvement in Turkey

Net premiums written



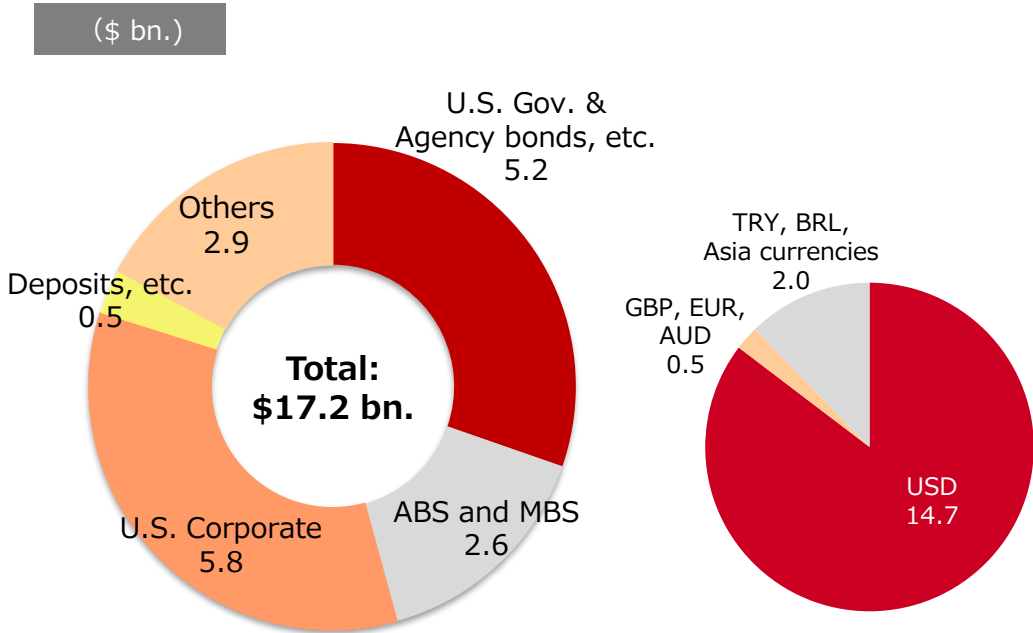
	(Reference) Combined ratio	1H FY2022	1H FY2023	Variance
Loss ratio	Turkey	139.3%	61.7%	-77.6pt
	Brazil	79.2%	64.6%	-14.6pt
	Asia	46.9%	55.9%	+9.0pt
	Total	73.9%	60.5%	-13.4pt
Expense ratio	Turkey	50.2%	28.2%	-21.9pt
	Brazil	43.9%	40.4%	-3.6pt
	Asia	39.1%	39.4%	+0.3pt
	Total	42.8%	35.9%	-6.9pt
Combined ratio	Turkey	189.5%	89.9%	-99.5pt
	Brazil	123.2%	105.0%	-18.2pt
	Asia	86.1%	95.3%	+9.2pt
	Total	116.6%	96.4%	-20.2pt
Underwriting Income (\$ mil.)	Turkey	-50.6	17.5	+68.2
	Brazil	-40.2	-7.5	+32.7
	Asia	24.4	13.0	-11.3
	Total	-66.5	22.9	+89.6

(Main drivers of variance for 1H FY2023 combined ratio)
 Turkey : Strong improvement in topline due to inflation
 Brazil : Improvement of Loss ratio due to sale of healthcare business and absence of one-time allowance recorded in FY2022
 Asia : Increase in Loss ratio in motor

Asset Portfolio/Investment Income

- Investment income increased by \$199 mil. YoY to \$428 mil. due to higher reinvestment yields and growth of asset balances

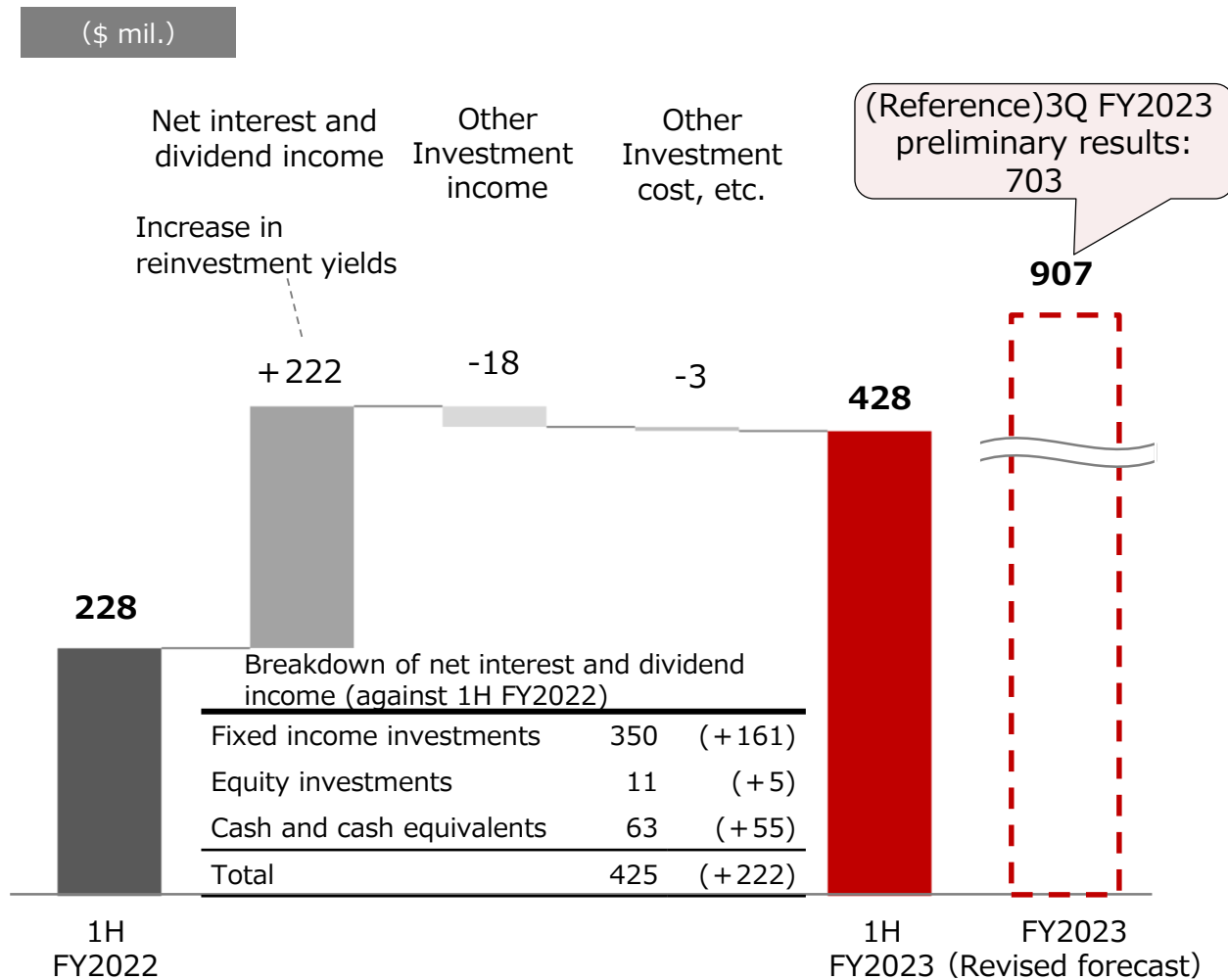
Asset portfolio (as of the end of June 2023, Overseas*)



	Dec. 2021	Dec. 2022	Jun. 2023
Bond market yield	2.4%	6.7%	6.7%
Bond book yield	2.7%	4.6%	5.2%
Duration (years)			
Asset	2.9	3.2	3.3
Liability	2.8	2.4	2.3

*Excludes Non-consolidated Sompo International Holdings entities

Breakdown of overseas investment income

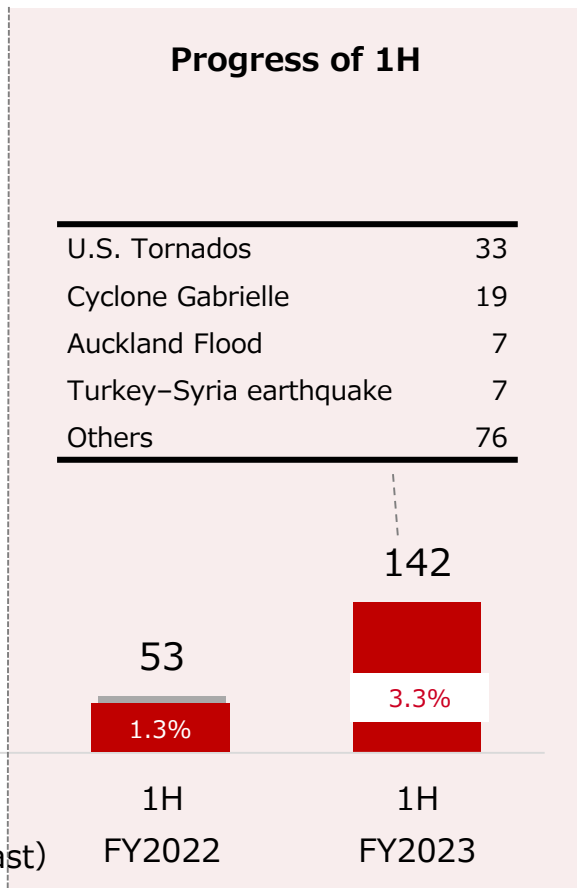
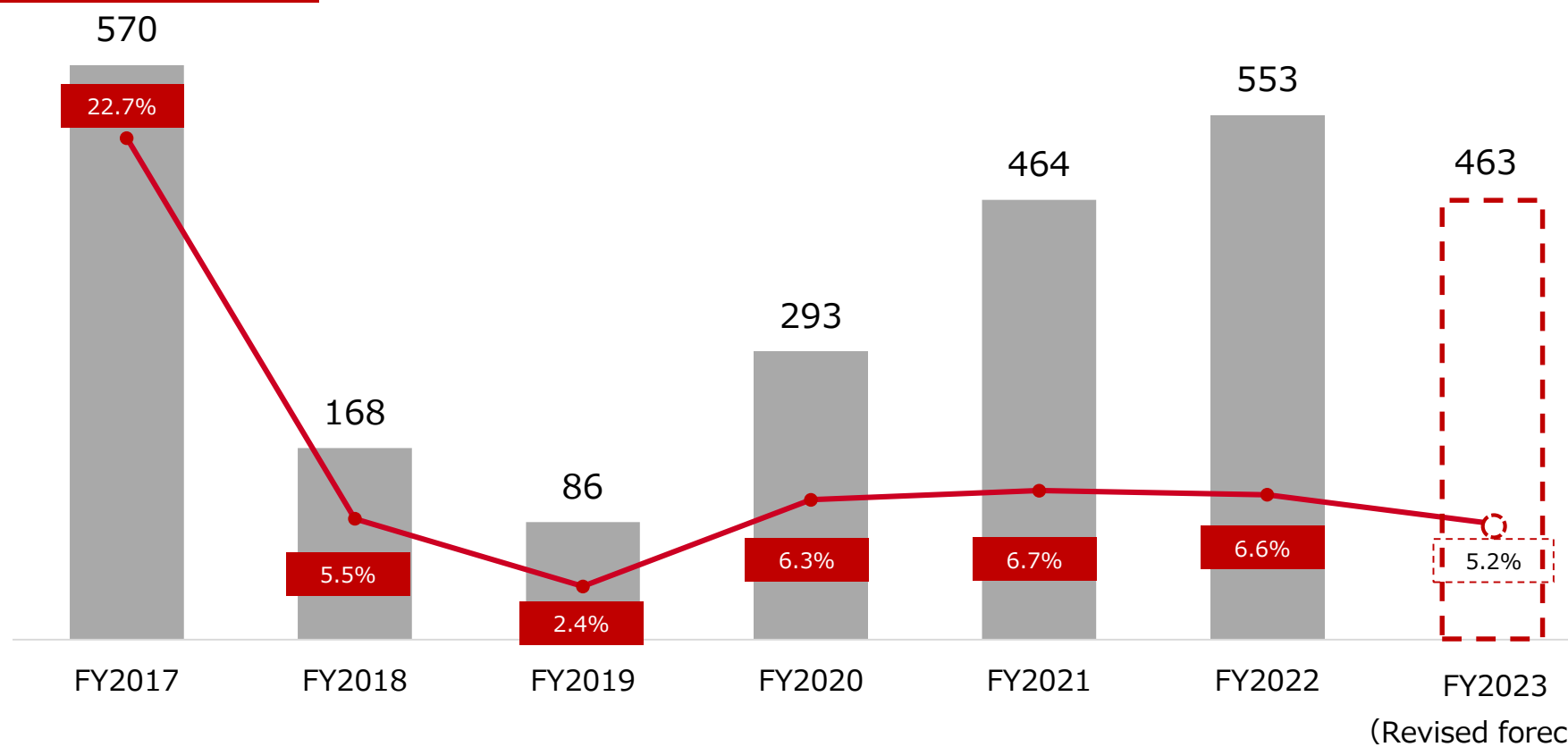


(Reference) Overseas Natural Disasters (SI Commercial)

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

(\$ mil.)

Loss ratio impact
(vs. Net premiums earned)



*Losses related to natural disasters includes reinstatement premiums

(Reference) Financials

	(¥ bn.)	1H FY2022				1H FY2023				Variance		FY2023 Forecast
		Overseas	SI Commercial	SI Consumer	Corporate	Overseas					Overseas	
Gross premiums written		1,299.9	1,305.6	90.8	—	1,396.5	+96.5	(+7.4%)			2,336.9	
Net premiums written		905.5	849.8	77.0	—	926.9	+21.3	(+2.4%)			1,523.9	
Net premiums earned		627.5	616.3	74.4	—	690.7	+63.2	(+10.1%)			1,466.0	
Net losses and loss expenses		411.9	404.2	44.9	—	449.2	+37.3	(+9.1%)			966.3	
Expense		171.3	163.5	26.7	10.1	200.3	+29.0	(+16.9%)			406.8	
Underwriting Income		42.6	49.3	3.3	-10.1	42.5	-0.0	(-0.0%)			76.7	
Loss ratio		65.6%	65.6%	60.5%	—	65.0%	-0.6pt	—			65.9%	
Expense ratio		27.3%	26.5%	35.9%	—	29.0%	+1.7pt	—			29.0%	
Combined ratio		92.9%	92.1%	96.4%	—	94.1%	+1.1pt	—			94.9%	
Net investment income		31.2	—	—	—	62.0	+30.8	(+98.8%)			135.7	
Net income* ¹		-18.3	—	—	—	82.9	+101.2	—			174.3	
Net foreign exchange gains		-1.9	—	—	—	-5.0	-3.1	—			-7.8	
Net realized and unrealized gains, net impairment losses, etc.* ²		+135.0	—	—	—	-11.8	-146.9	(-108.8%)			+14.6	
Discounting on liability for incurred claims		-66.7	—	—	—	+13.2	+79.9	—			-7.7	
Others* ³		+2.9	—	—	—	+2.5	-0.3	(+13.8%)			-5.4	
Total Overseas adjusted profit		51.0	—	—	—	81.8	+30.7	(+60.3%)			168.0	

*1 Includes effect of the retroactive adjustments due to 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

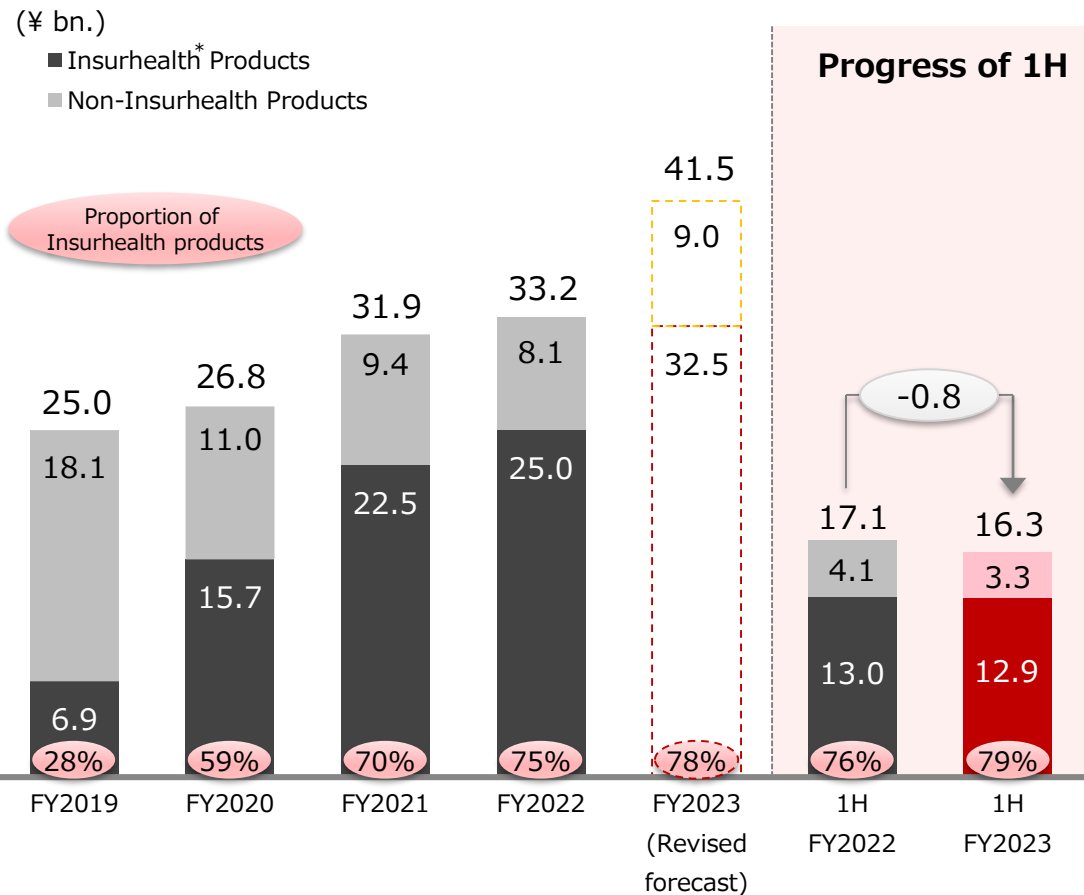
Title	Page
Domestic P&C Business (Sompo Japan)	16
Overseas Insurance/Reinsurance Business	28
Domestic Life Insurance Business	36
Nursing Care & Seniors Business	42
ERM	45



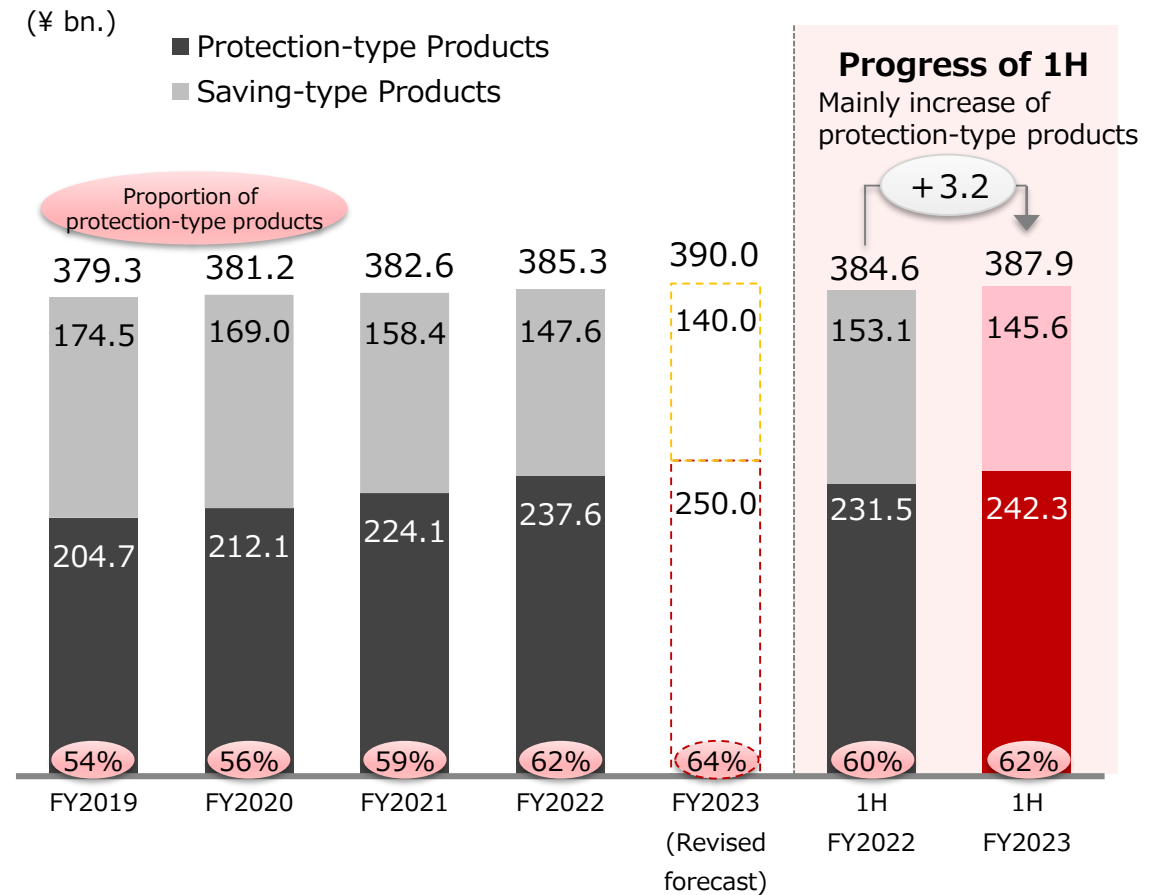
Annualized New Premium and Annualized Premium in Force

- Annualized premiums in force continued to increase mainly from Insurhealth[®] cancer insurance

Annualized new premium



Annualized premium in force



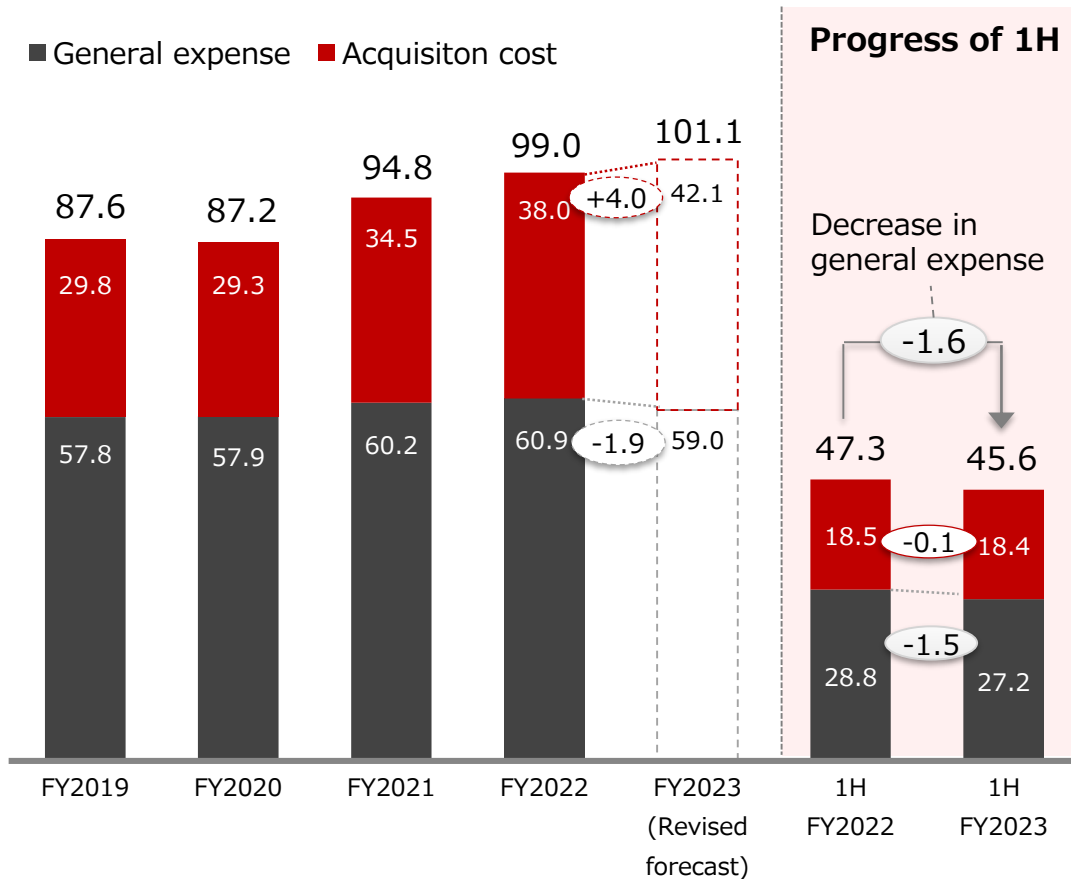
* Insurhealth[®] is a new type of product that is aimed to provide both traditional insurance and healthcare support

Expense

- General expense for 1H 2023 decreased by ¥1.6 bn. YoY, due to appropriately controlled operating expense

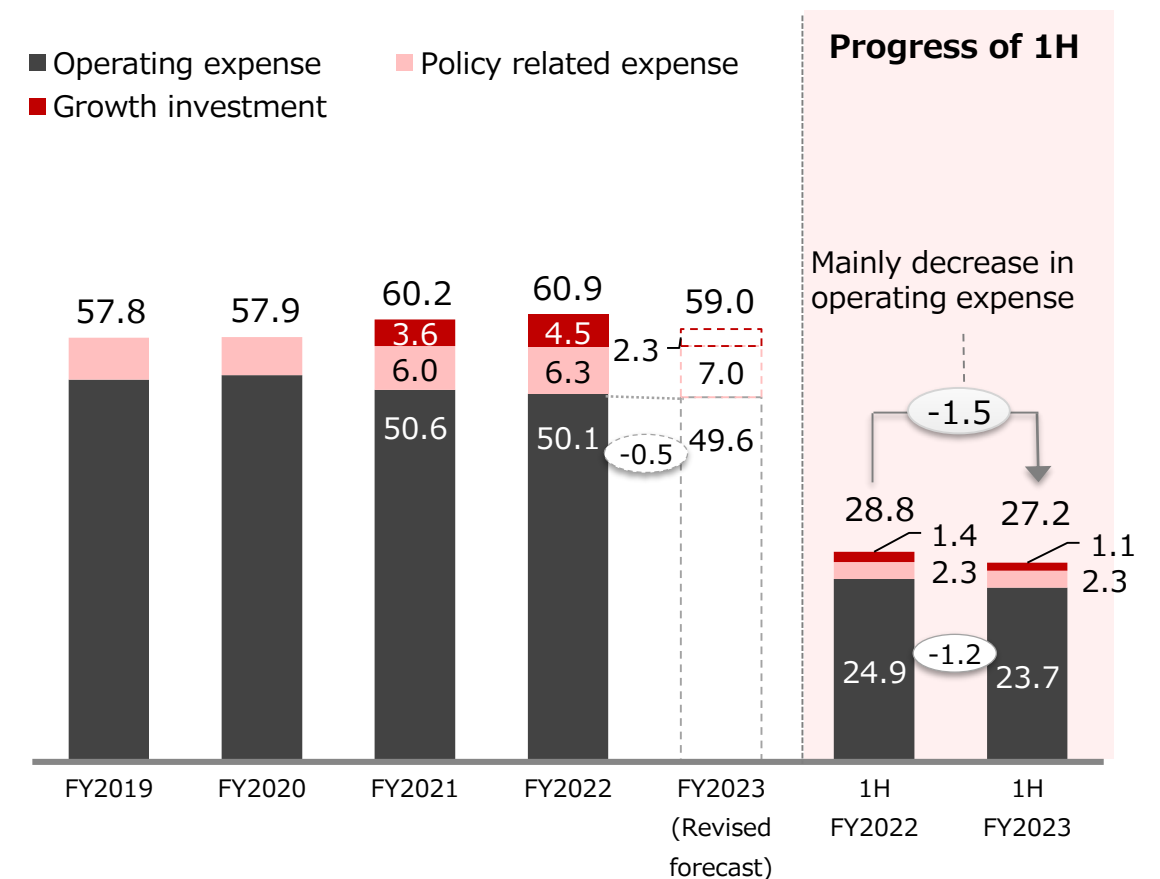
Expense

(¥ bn.)



General expense

(¥ bn.)

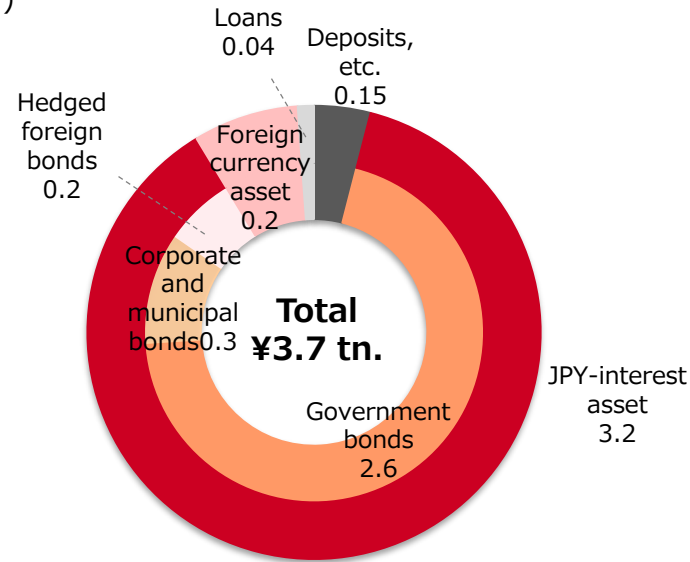


Asset Portfolio/Investment Income

- The duration gap narrowed down due to increased purchases of super long-term bonds
- Hedging cost has been controlled for the full fiscal year due to accelerated reduction of hedged foreign bonds

Asset portfolio (as of the end of Sep. 2023, General account)

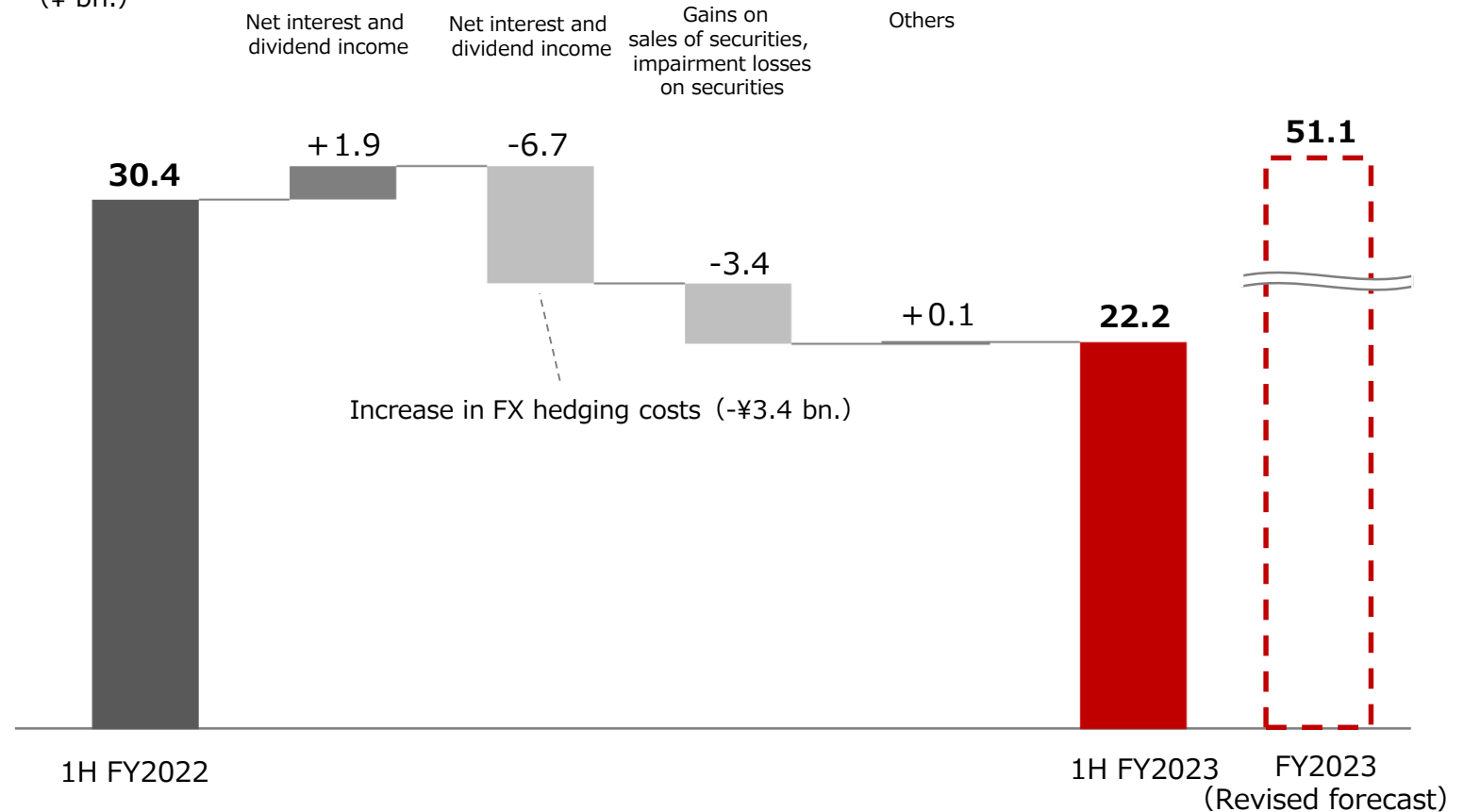
(¥ tn.)



	End of Mar. 2021	End of Mar. 2022	End of Mar. 2023	End of Sep. 2023
Income yield	1.5%	1.5%	1.5%	1.6%
Duration (years)	Asset	15	16	17
	Liability	26	24	20
	Gap	10	8	3
				2

Increase/decrease factors of investment profit (General account)

(¥ bn.)



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

(Reference) Financials

Overview			By business		
Consolidated	Domestic P&C	Overseas	Domestic life	Nursing care & seniors	ERM



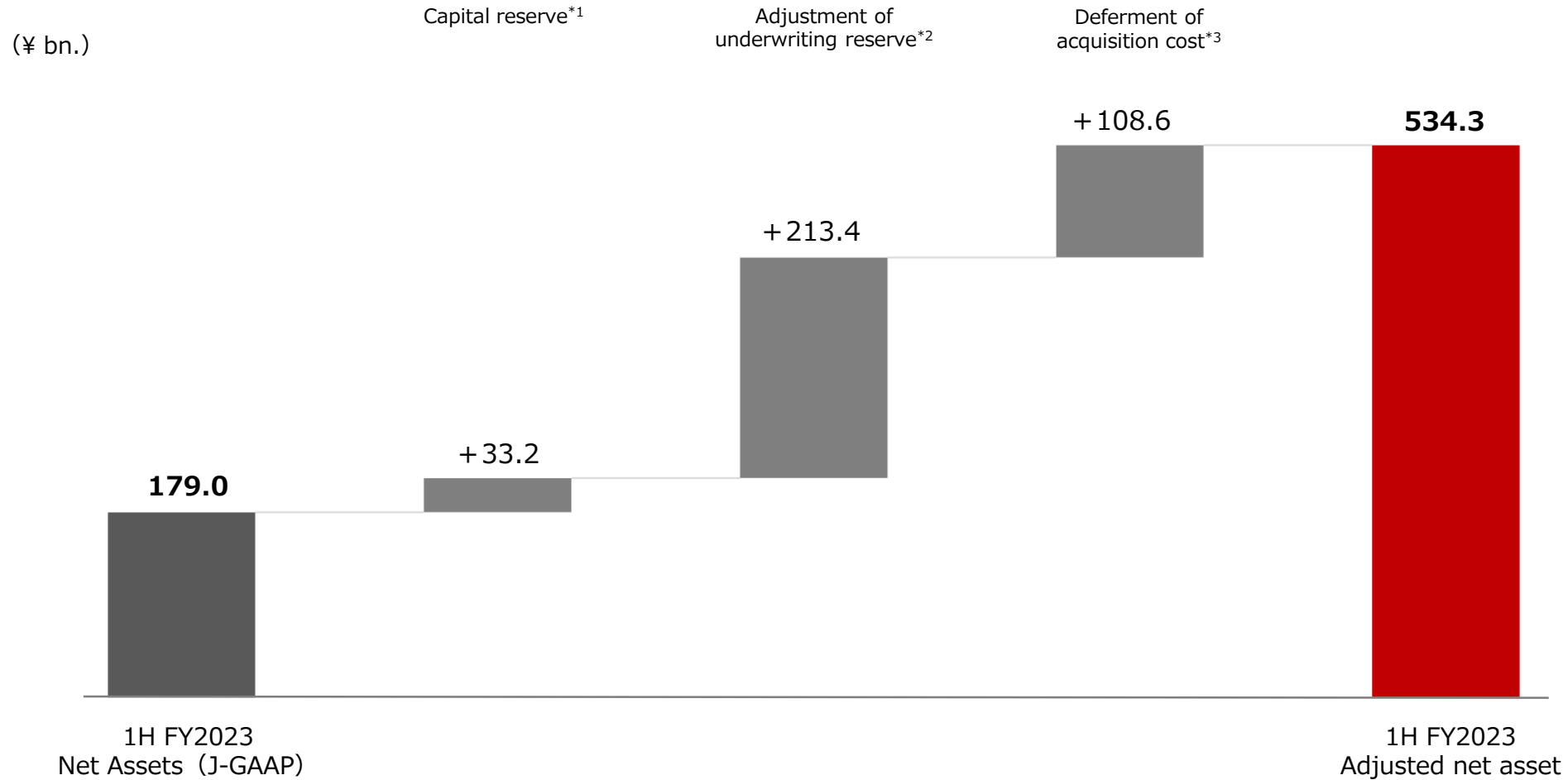
(¥ bn.)	1H FY2022	1H FY2023	Variance		FY2022 (Actual)	FY2023 (Revised forecast)	Variance
Annualized new premium	17.1	16.3	-0.8	(-4.7%)	33.2	41.5	+8.2
Premium and other income* ¹	212.3	212.8	+0.4	(+0.2%)	434.4	439.8	+5.3
Provision for policy reserve, etc.* ²	131.4	129.0	-2.4	(-1.8%)	270.1	267.0	-3.0
Paid claims, etc.	64.0	43.0	-21.0	(-32.8%)	113.4	89.0	-24.4
Expense	47.3	45.6	-1.6	(-3.6%)	99.0	101.1	+2.1
Investment profit	30.2	25.5	-4.6	(-15.5%)	60.3	52.5	-7.7
of which, general account	30.4	22.2	-8.1	(-26.9%)	58.8	51.1	-7.7
Basic profit	-6.2	17.4	+23.6	-	-1.8	32.3	+34.1
Ordinary profit* ¹	-2.4	14.7	+17.1	-	6.3	26.3	+20.0
Net income	-3.7	8.8	+12.6	-	0.9	15.3	+14.4
Adjusted profit							
Provision of capital reserve	0.7	0.6	-0.1	(-18.3%)	+1.3	+1.4	+0.0
Adjustment of Underwriting reserve	7.0	7.0	+0.0	(+0.2%)	+13.8	+14.7	+0.8
Deferral of acquisition cost	13.0	12.9	-0.1	(-0.8%)	+26.7	+29.8	+3.0
Depreciation of acquisition cost	-11.8	-12.1	-0.2	-	-23.5	-24.9	-1.4
Gains/losses on sales of securities and impairment losses in securities	0.3	2.8	+2.4	(+738.8%)	-1.5	+3.6	+5.1
Adjusted profit	5.5	20.1	+14.6	(+265.7%)	17.8	40.0	+22.1

*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

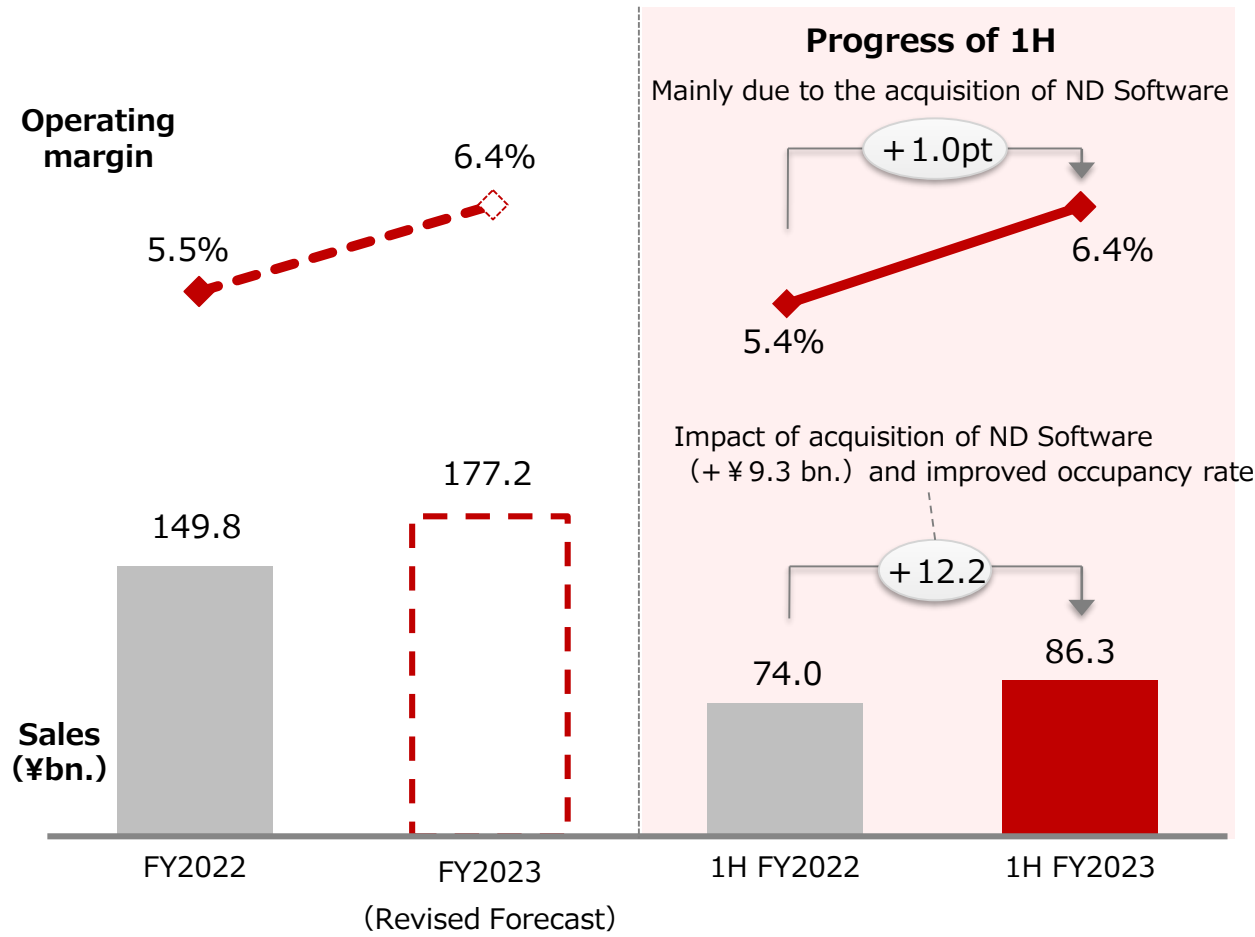
Title	Page
Domestic P&C Business (Sompo Japan)	16
Overseas Insurance/Reinsurance Business	28
Domestic Life Insurance Business	36
Nursing Care & Seniors Business	42
ERM	45



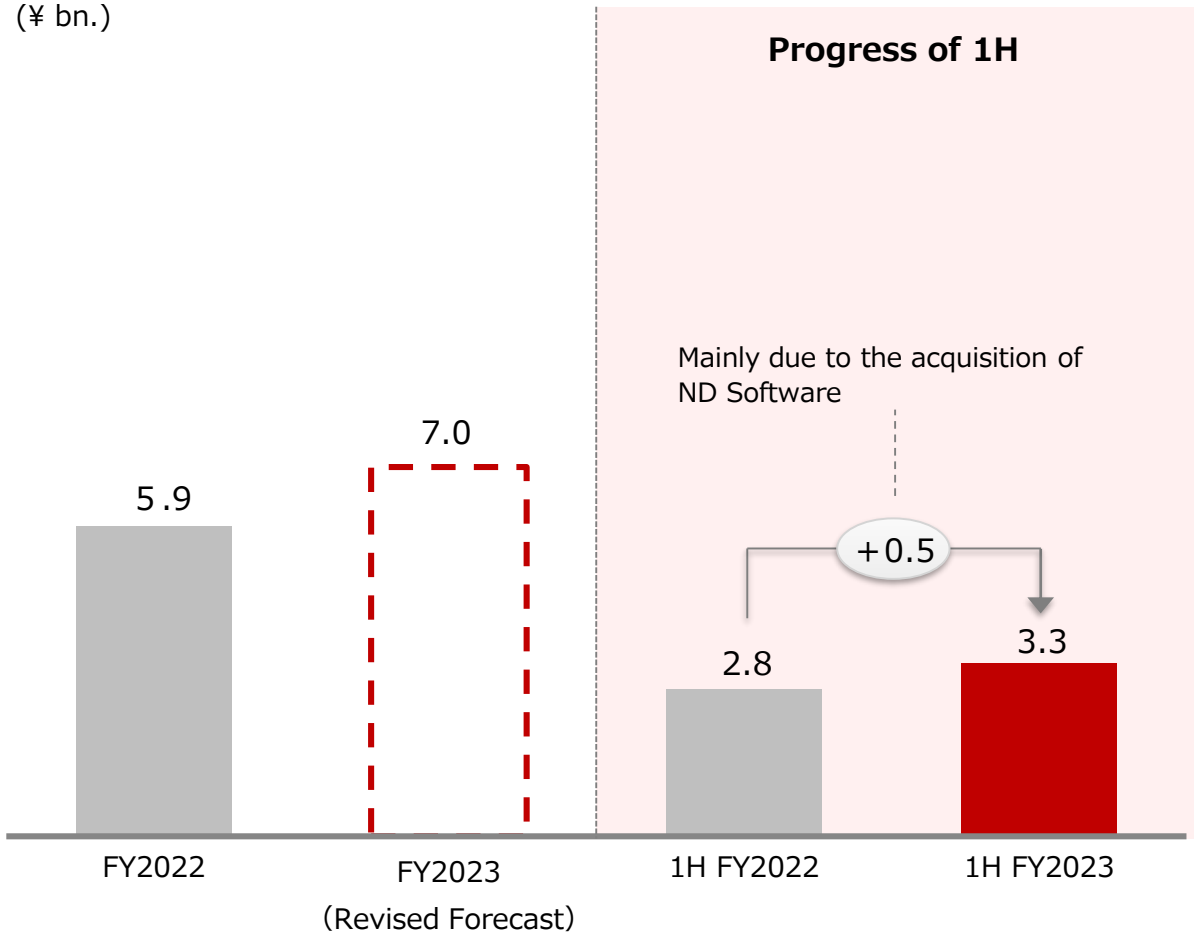
Sales/Operating Margin/Adjusted Profit

- 1H FY2023 sales increased by ¥12.2 bn. due to acquisition of ND Software Co., Ltd. and improved occupancy rate

Sales and operating margin of the Nursing care & seniors business

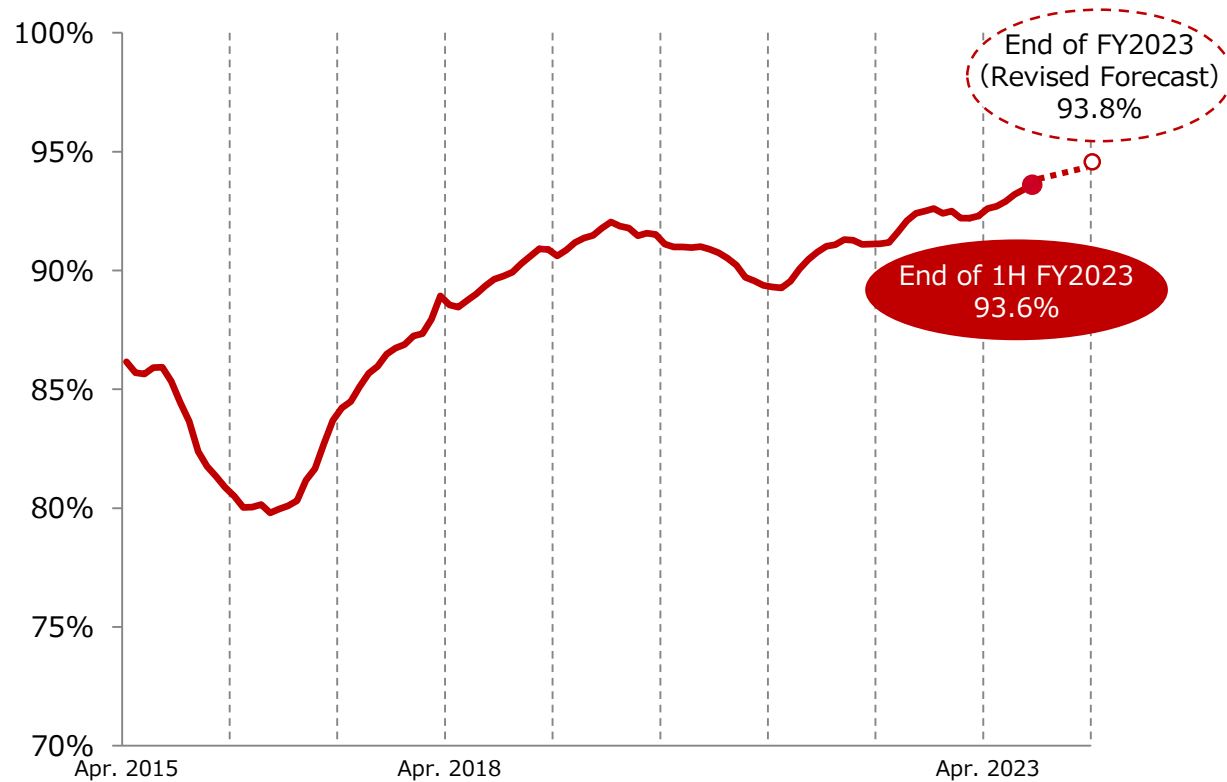


Adjusted profit of the Nursing care & seniors business



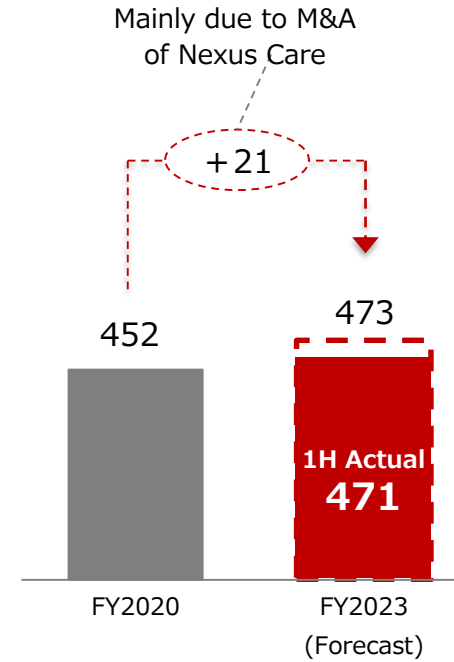
(Reference) Occupancy Rate/Number of Facilities

Occupancy rate*1*2 (SOMPO Care)



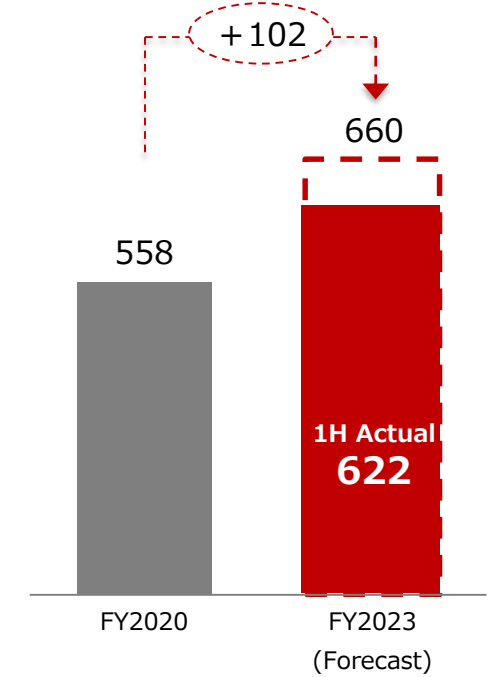
Number of facilities*3 (SOMPO Care)

Number of residential facilities



Number of facilities of home care service

New facility opening mainly in home visit nursing/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

*3 Net increase in the number of facilities
 (Number of new facilities opened + M&A contribution - Number of facilities closed)

Results by business

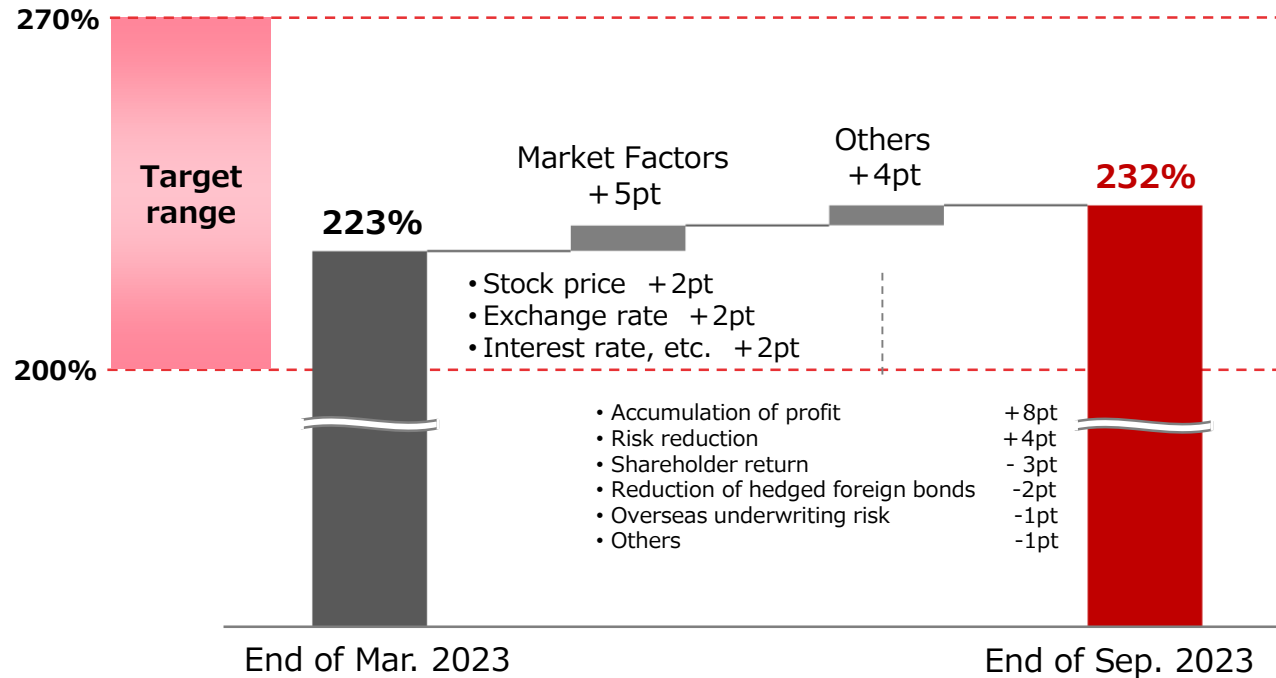
Title	Page
Domestic P&C Business (Sompo Japan)	16
Overseas Insurance/Reinsurance Business	28
Domestic Life Insurance Business	36
Nursing Care & Seniors Business	42
ERM	45



Financial Soundness – ESR (99.5% VaR)

- As a result of accumulation of profit and reduction of stock price risk and interest rate risk, etc., ESR has gone up by 9pt to 232% against the end of Mar. 2023

Trend of ESR (99.5%VaR)*1

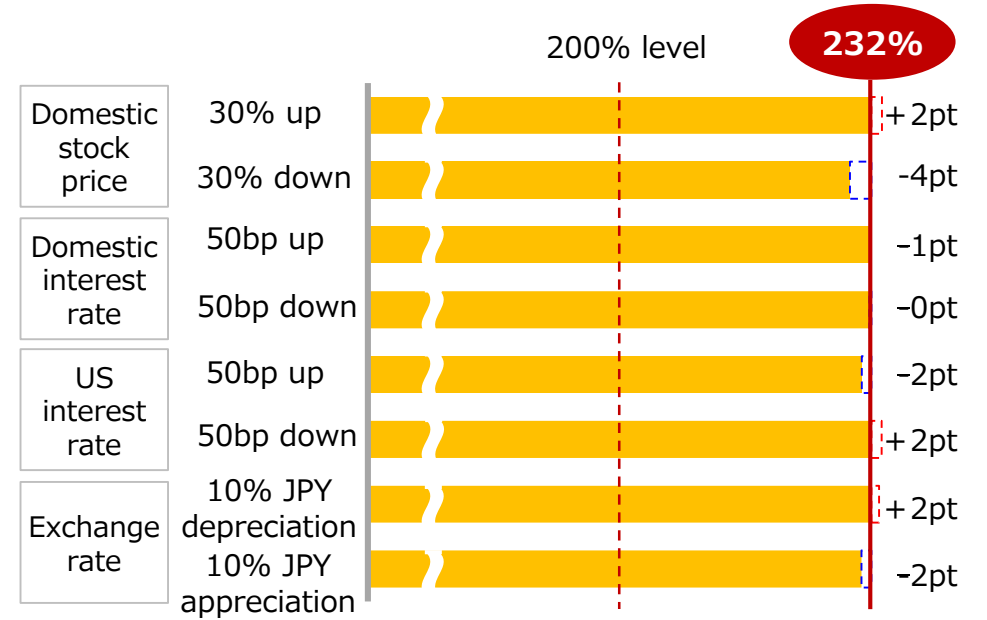


Risk reduction initiative (progress against the FY2023 target)

Stock price risk	Reduction of strategic-holding stocks	¥ 52.9 bn./¥70.0 bn.
Interest rate risk	Investment in super long-term bonds	¥151.7 bn./¥300.0 bn.

*1 In accordance with Solvency II

Sensitivity analysis of ESR (99.5%VaR) (as of the end of Sep. 2023)

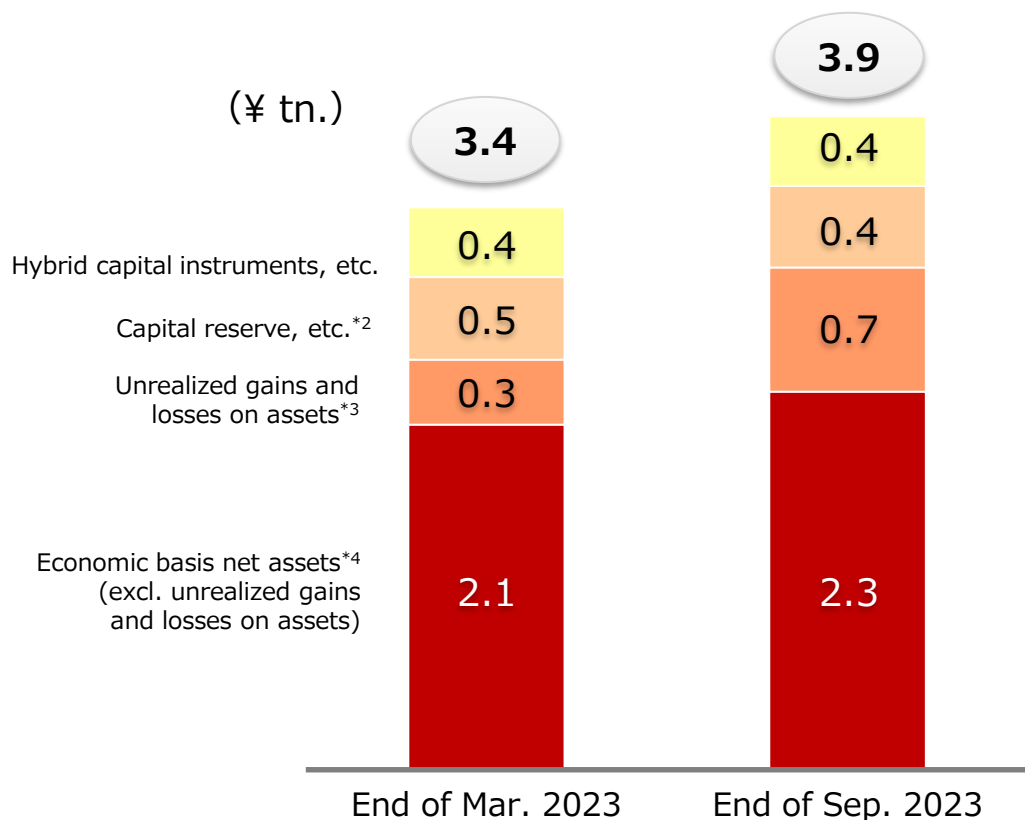


(Reference) Market indicators	End of Sep. 2023	(Variance*3)
Domestic stock price (TOPIX)	2,323.39	(+16.0%)
Domestic interest rate (30y JGB)	1.65%	(+35bp)
US interest rate (10y Treasury)*2	3.84%	(-4bp)
Exchange rate (JPY/USD)	¥149.58	(+12.0%)

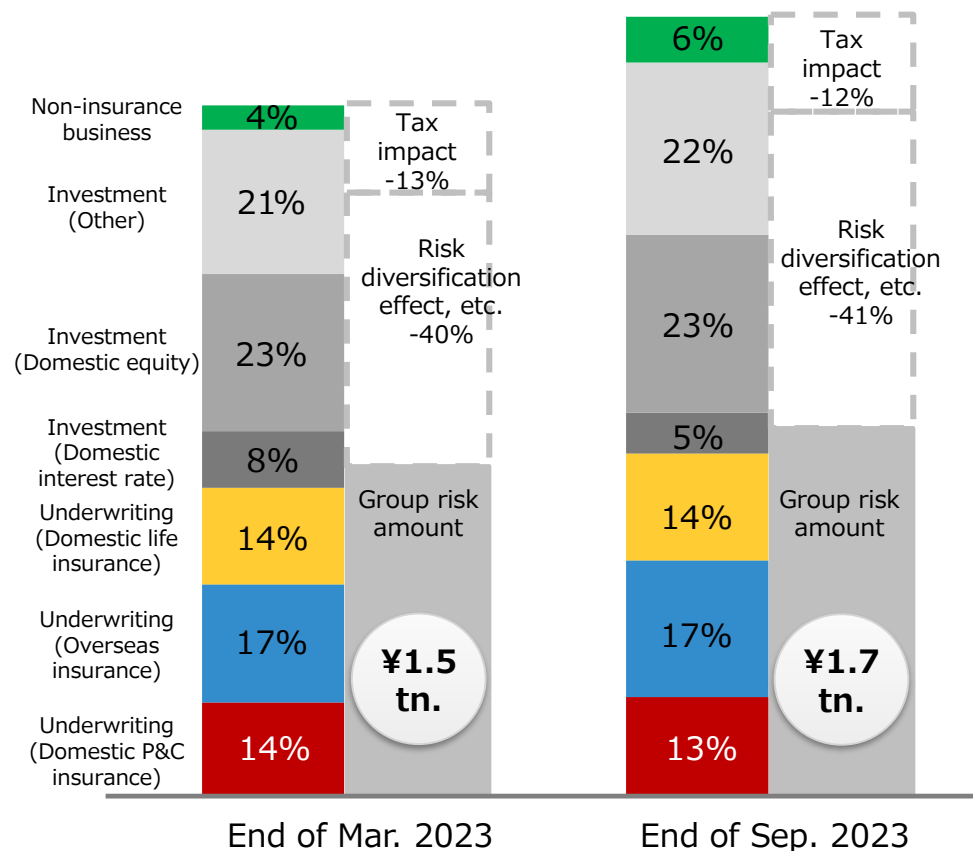
*2 End of the Jun. 2023, variance is against end of Dec. 2022
*3 Against end of Mar. 2023

(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

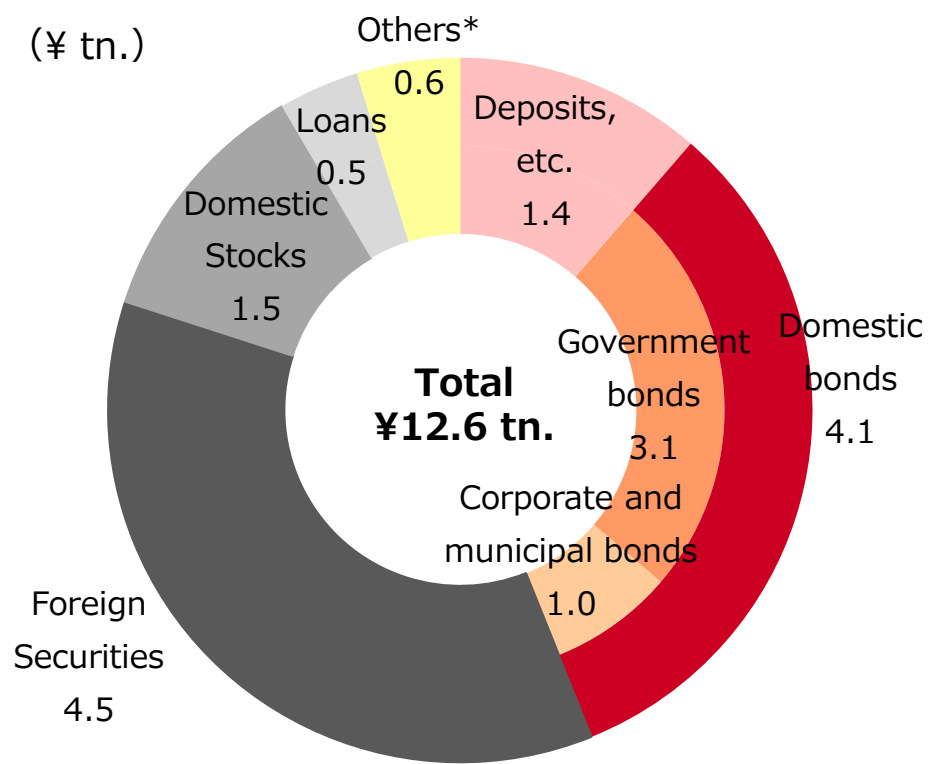
*4 Total of net assets on non-consolidated balance sheets, and value in force of P&C and life insurance business (excl. goodwill and attributable to non-controlling shareholders, etc.)

*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

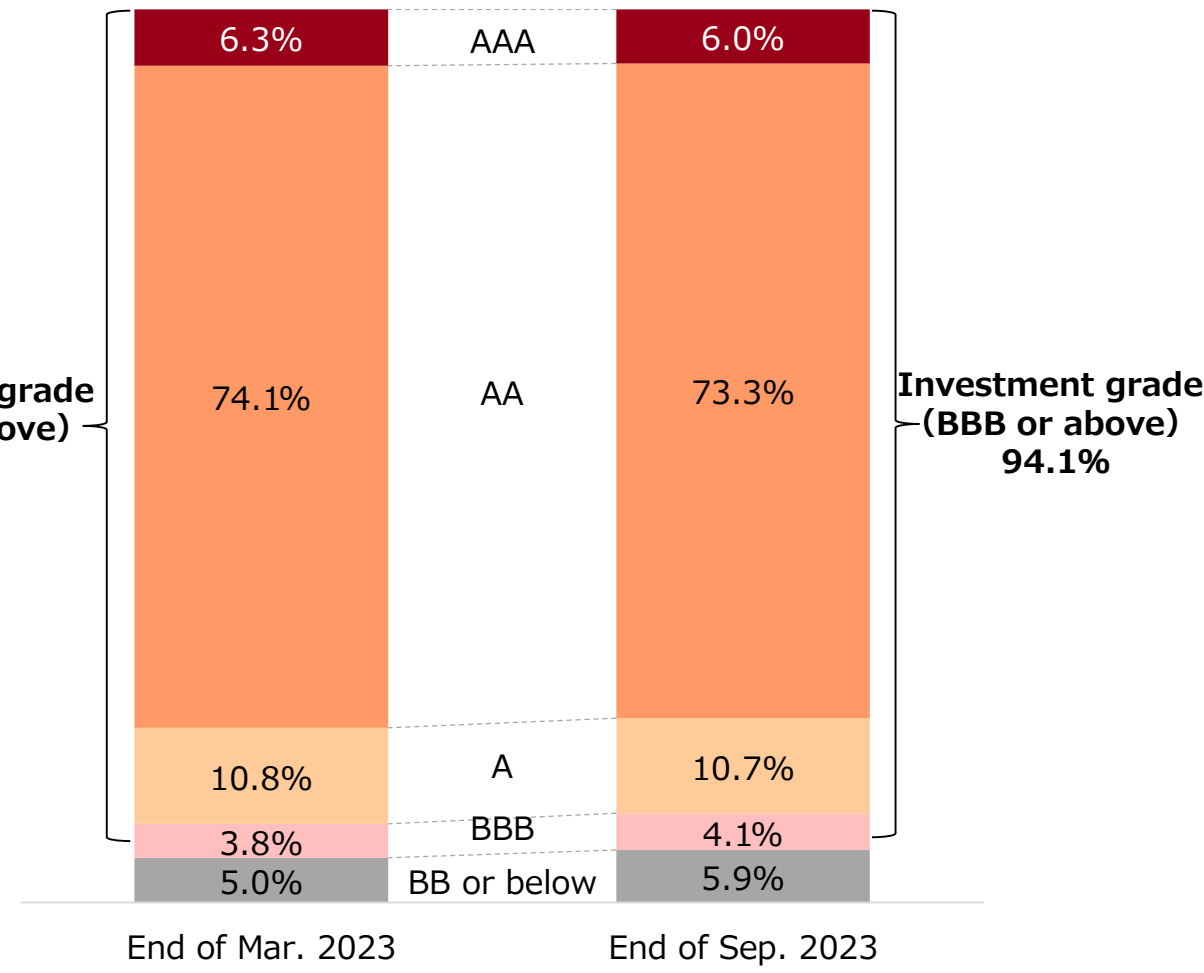
(Reference) Asset Portfolio – Group Consolidated

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



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

Group fixed income assets by rating



(Reference) Management Indicators, etc.

Management indicators

(¥ bn.)	1H FY2023		FY2023
	Actual	Variance	(Revised forecast)
Domestic P&C insurance	25.6	+ 35.1	58.0
Overseas insurance	81.8	+ 30.7	168.0
Domestic life insurance	20.1	+ 14.6	40.0
Nursing care & seniors	3.3	+ 0.5	7.0
Digital, etc.	2.2	+ 1.1	3.0
Total (Adjusted consolidated profit)	133.2	+ 82.3	280.0
Adjusted consolidated ROE*3	-	-	10%+
ROE (J-GAAP)	-	-	12.2%

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.

Contacts



Sompo Holdings, Inc.

Investor Relations Department

Telephone : +81-3-3349-3913

E-Mail : ir@sompo-hd.com

URL : <https://www.sompo-hd.com/en/>