

Commencement of Sales of Health Exam Medical Insurance to Individual Customers in China

Sompo Japan Nipponkoa Holdings, Inc. (President & CEO: Kengo Sakurada, “Sompo Holdings”) is pleased to announce the commencement of sales of Health Exam Medical Insurance for Chinese customers on August 16, 2016 through a Sompo Holdings subsidiary in China. This mark the first time that such an insurance product will be sold to Chinese customers by a foreign-owned insurance company in China. Health Exam Medical Insurance is a medical insurance product that provides customers with health exam services in China or abroad, in combination with insurance coverage for secondary screening costs if the health exam identifies the risk of suspected cancer or other illnesses and secondary screening becomes necessary.

1. Background

In China, medical needs have been increasing rapidly in step with continuing economic growth. As a national priority, China is taking steps to improve wellness with the aim of enhancing the health of the general population. This trend offers strong prospects for the expansion of China’s market for health-related services. In China, middle and upper income earners who have ample spending power often seek out high-quality medical services, even if that means paying a higher price. As a result, China’s market for health exam services has been growing rapidly in recent years. To address these needs, a Sompo Holdings subsidiary in China has developed Health Exam Medical Insurance in partnership with medical institutions and other entities in China and abroad.

2. Product Overview

- (1) Policyholders: Chinese customers (individuals)
- (2) Service: Consulting services, including health exam services and medical counseling services, shall be provided at the partner medical institutions of a Sompo Holdings subsidiary in China.
- (3) Coverage: Insurance shall cover secondary screening costs in the event that the risk of suspected cancer or other illness is identified and secondary screening becomes necessary, as a result of the aforementioned health exam.
- (4) Typical annual premium: 100 renminbi (approx. 1,568 yen*1)

Overview of Sompo Holdings subsidiary in China

Official name	NIPPONKOA INSURANCE CO., (CHINA) LTD.*2
Established	2009
Head office	Shenzhen, Guangdong Province
Capital	300 million renminbi (approximately 4.7 billion yen* 1)
Branch locations	Shenzhen, Guangdong Province; Qingdao, Shandong Province
URL	http://www.nipponkoa-cn.com/japan/index.htm (Official website)

*1. Calculated based on an exchange rate of 15.68 yen per 1 renminbi.

*2. Plans also call for successively commencing sales at other Sompo Holdings subsidiaries in China.