

September 1, 2016
Sompo Japan Nipponkoa Holdings Inc.
The Dai-ichi Life Insurance Company, Limited

**Notice Regarding Business Alliance Related to Introduction of Customers
to Pay Nursing Homes with Long-Term Care**

We are pleased to announce that Sompo Care Next Inc. (President: Ken Endo, hereafter referred to as “Sompo Care Next”), a subsidiary of Sompo Japan Nipponkoa Holdings, Inc. (Group CEO and President: Kengo Sakurada, hereafter referred to as “Sompo Holdings”), and Dai-ichi Life Insurance Company, Limited (President: Koichiro Watanabe, hereafter referred to as “Dai-ichi Life”) will start a system from September 8 under which Dai-ichi Life’s Total Life Plan Designers (hereafter referred to as “sales representatives”) will introduce customers who wish to become residents at pay nursing homes with long-term care to facilities operated by Sompo Care Next.

1. Objective and Background

Sompo Holdings subsidiary Sompo Japan Nipponkoa Insurance Inc. and Dai-ichi Life formed a comprehensive business alliance in 2001, under which they have supplied various products and services to one-another’s customers.

Looking ahead, Dai-ichi Life will further enhance its services with the introduction of a new “Pay Nursing Home with Long-Term Care Introduction System ,” under which it will conduct introduction and brokerage services for pay nursing homes with long-term care operated by Sompo Care Next. The system will also enable Sompo Care Next to provide information about its pay nursing homes with long-term care to a wide audience through Dai-ichi Life’s sales representative team of approximately 43,000 representatives.

2. Overview of the Pay Nursing Home with Long-Term Care Introduction System

Dai-ichi Life will provide introduction and brokerage services for Sompo Care Next’s pay nursing homes with long-term care through Dai-ichi Life’s sales representative team of approximately 43,000 representatives. The services will target a wide range of customers, not limited to Dai-ichi Life’s policyholders.

(1) Start Date of Resident Introduction Service

September 8, 2016

(2) Resident Introduction Service Flow

Please refer to the separate attachment for details.

3. Outlook

Sompo Holdings and Dai-ichi Life will continue to conduct alliances leveraging their mutual strengths beyond the insurance business. In this way, they will provide products and services contributing to the security, health and wellbeing of their customers in various fields.

Attachment

■ Resident Introduction System Flow

- (1) Dai-ichi Life sales representatives provide customers with information regarding Sompo Care Next's pay nursing homes with long-term care using specially prepared leaflets.
- (2) Dai-ichi Life sales representatives submit a Nursing Care Consultation Request Form from customers who wish to become residents or receive a detailed explanation.
- (3) The Nursing Care Consultation Request Form is sent to Sompo Care Next.
- (4) A representative from Sompo Care Next provides a detailed explanation and information to the customer.

