

Financial and Non-Financial Highlights

Consolidated Indicators for Sompo Holdings

	Millions of yen					Millions of U.S. dollars
	FY2012	FY2013	FY2014	FY2015	FY2016	FY2016
Key Figures						
Ordinary Income	2,843,226	3,008,339	3,282,343	3,256,186	3,419,530	30,479
Net Premiums Written (P&C Insurance)	2,062,606	2,268,967	2,508,031	2,552,193	2,550,336	22,732
Life Insurance Premiums	264,732	277,230	277,208	297,696	323,860	2,886
Ordinary Profit	104,783	112,391	208,309	216,853	241,713	2,154
Net Income Attributable to Shareholders of the Parent	43,618	44,169	54,276	159,581	166,402	1,483
Comprehensive Income	319,047	149,965	469,485	(116,689)	226,949	2,022
Per Share Information (Yen, dollar)						
Net Income	105.10	106.98	132.85	394.21	419.15	3.73
Dividends	60.0	60.0	70.0	80.0	90.0	0.80
(Of which, Interim)	—	30.0	30.0	40.0	40.0	0.35
Diluted Net Income	104.87	106.77	132.61	393.66	418.71	3.73
Financial Condition						
Total Net Assets	1,283,488	1,390,153	1,829,852	1,652,839	1,868,940	16,658
Total Assets	9,178,198	9,499,799	10,253,431	10,186,746	11,931,135	106,347
Equity Ratio (%)	13.9	14.5	17.8	16.1	15.1	—
Consolidated Solvency Margin Ratio (%)	688.3	783.1	803.4	851.4	748.9	—
Stock Information (Shares)						
Number of Shares Outstanding (Excluding Treasury Stock)	414,726,157	411,284,208	408,037,848	404,162,514	393,398,576	—
Adjusted Financial Indicators						
Adjusted Consolidated Profit (Billions of yen)	111.6	101.5	138.3	164.3	183.2	1,633
Adjusted Consolidated ROE (%)	5.4	4.3	5.2	6.9	7.6	—
ESG Data						
Greenhouse Gas Emissions (Scope 1–3) (t-CO ₂)*1	136,665	139,736	155,140	151,704	147,403	—
Ratio of Female Employees in Managerial Positions (%)**2	5.3	5.0	7.3	12.9	17.5	—
Number of Telecommuters	—	357	683	2,190	2,664	—
Percentage of Outside Directors (%)	50.0	25.0	33.3	33.3	30.8	—
Attendance of Outside Directors at Meetings of the Board of Directors (%)	98.9	100.0	100.0	98.3	98.2	—

Notes: 1. Legal amendments have affected the calculation of the consolidated solvency margin ratio since the end of fiscal 2013. Consequently, a different standard has been used to calculate figures for fiscal 2013 and subsequent fiscal years than the standard used to calculate figures for fiscal 2012 and earlier fiscal years.

2. Reflecting amendments to the "Accounting Standard for Business Combinations," etc., since fiscal 2015 the presentation of "net income" has been amended to "net income attributable to shareholders of the parent."

3. As of fiscal 2016, the definition of adjusted consolidated profit has been changed. (Fiscal 2015 figures have been recalculated and presented based on new standards.) For details about the calculation methods for adjusted consolidated profit and adjusted consolidated ROE, please see page 55.

4. U.S. dollar amounts are translated from yen at the rate of ¥112.19=U.S.\$1.00, the approximate rate prevailing at March 31, 2017.

*1. Figures are the total of Scope 1 (direct emissions due to use of gasoline, etc.), Scope 2 (indirect emissions from electricity and other energy sources), and Scope 3 (indirect emissions across entire value chains, including transport and business trips). Since fiscal 2012, the Group has been issued an annual Assurance Statement by a third-party certification organization in relation to greenhouse gas emissions. The coverage of the survey is as follows.

Fiscal 2012: Sompo Japan Insurance Inc. and NIPPONKOA Insurance Company, Limited (including consolidated subsidiaries); fiscal 2013 and fiscal 2014: Sompo Japan Insurance Inc. (including consolidated subsidiaries) and NIPPONKOA Insurance Company, Limited (including consolidated subsidiaries); fiscal 2015: Sompo Holdings, Inc., and main consolidated subsidiaries and operating companies; fiscal 2016: Sompo Holdings, Inc., and main consolidated subsidiaries.

*2. Information regarding overseas consolidated subsidiaries is as of the end of December in respective fiscal years. Information related to domestic operating companies is as of the end of fiscal 2012 for fiscal 2012 and as of the end of July in respective fiscal years for fiscal 2013 through fiscal 2016.

Performance Review

Ordinary income increased 163.3 billion yen year on year, to 3,419.5 billion yen, because revenues in the nursing care & health-care business rose due to the contribution to revenues from the beginning of fiscal 2016 of subsidiaries newly included within the scope of consolidation at the end of the previous fiscal year.

Ordinary profit increased 24.8 billion yen year on year, to 241.7 billion yen, mainly due to an improvement in the profitability of Sompo Japan Nipponkoa Insurance Inc. Net income attributable to shareholders of the parent increased 6.8 billion yen year on year, to 166.4 billion yen.

Adjusted consolidated profit and adjusted consolidated ROE, which are key indicators, also increased steadily.

Rating Information

(As of May 19, 2017)

Rating agency	Object	Sompo Holdings	Sompo Japan Nipponkoa	Sompo Japan Nipponkoa Himawari Life	Saison Automobile & Fire
Standard & Poor's	Financial Strength Rating	—	A+	A+	—
Moody's	Insurance Financial Strength Rating	—	A1	—	—
Rating and Investment Information, Inc. (R&I)	Issuer Rating	—	AA-	—	—
	Insurance Claims Paying Ability	—	—	AA-	—
Japan Credit Rating Agency, Ltd. (JCR)	Ability to Pay Insurance Claims Rating	—	AA+	—	AA-
A.M.Best	Financial Strength Ratings	—	A+	—	—

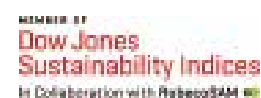
Inclusion in Socially Responsible Investment (SRI) Indices

Sompo Holdings, Inc., is included in the following SRI indexes (as of July 1, 2017).

Dow Jones Sustainability Indices (DJSI World, Asia Pacific)

DJSI World is a leading global SRI index of companies that are leaders in sustainability, as assessed from their approach toward ESG (environment, social, and governance) issues.

This is the seventh consecutive year for Sompo Holdings to be included in the index and the 17th consecutive year for Sompo Japan Nipponkoa Insurance.



FTSE4Good Index Series

This index series is a group of SRI indexes that evaluate the performances of companies meeting globally recognized corporate responsibility standards in relation to ESG.



MSCI Global Sustainability Indexes and MSCI Global SRI Indexes

These indexes comprise companies from various industries that have earned high evaluations in relation to ESG.



ECPI Global Developed ESG Best-in-Class Equity Index

ECPI Global Developed ESG Best-in-Class Equity Index comprises stocks with high ESG evaluations.



STOXX® Global ESG Leaders

This index offers a representation of the leading global companies that have been selected based on the ESG indicators provided by Sustainalytics.



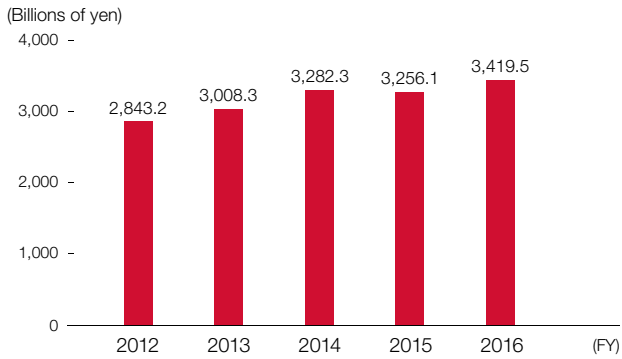
The Morningstar Socially Responsible Investment Index

The Morningstar Socially Responsible Investment Index was developed as Japan's first SRI investment index comprising Japanese companies.

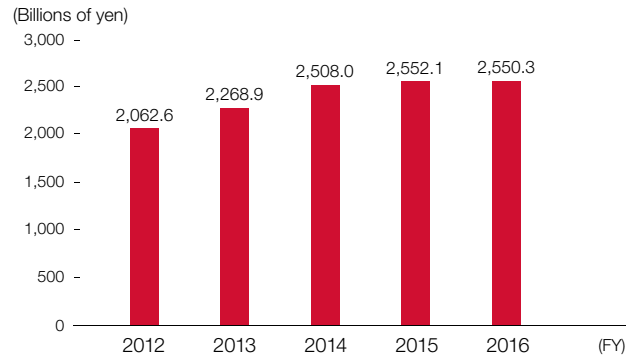


Financial and Non-Financial Highlights

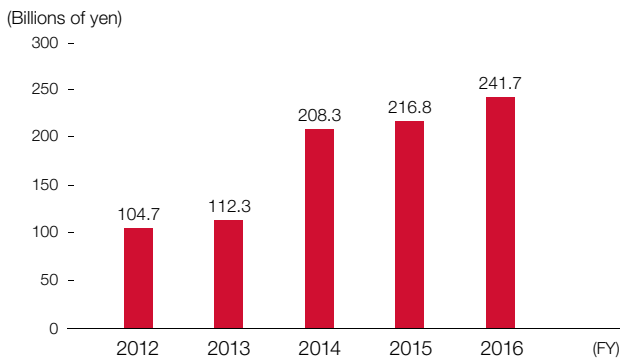
Ordinary Income



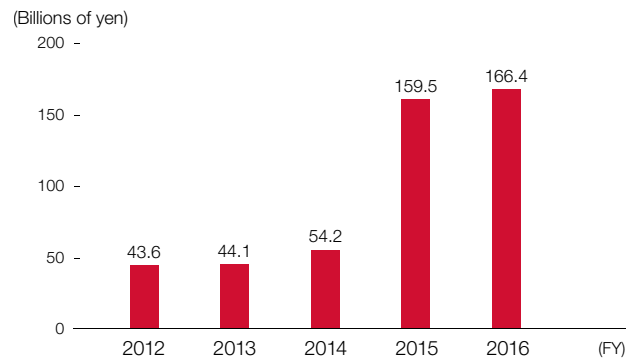
Net Premiums Written (P&C Insurance)



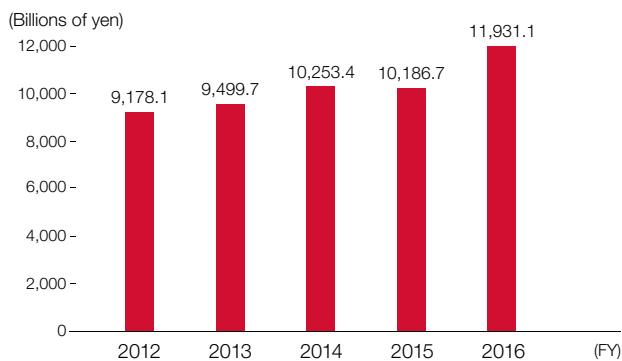
Ordinary Profit



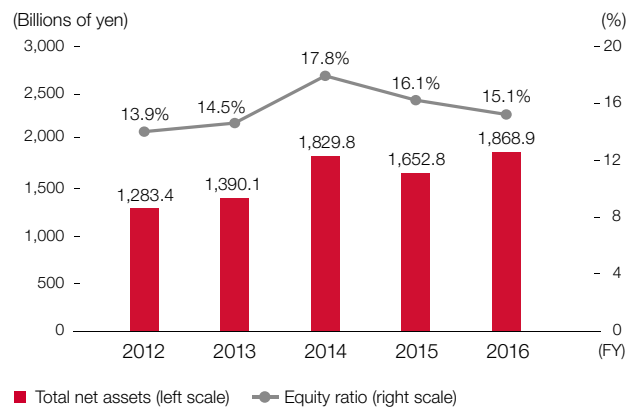
Net Income Attributable to Shareholders of the Parent



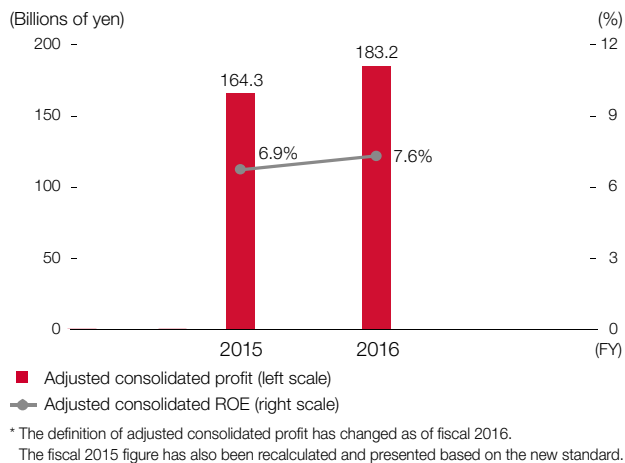
Total Assets



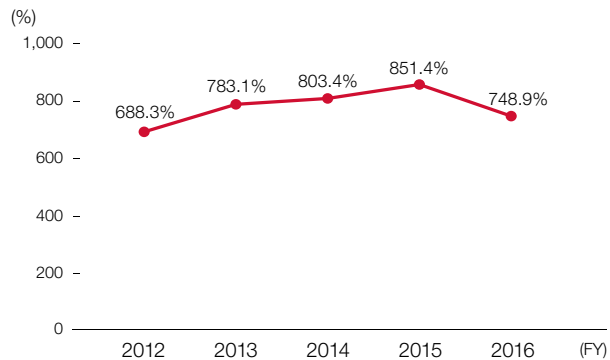
Total Net Assets / Equity Ratio



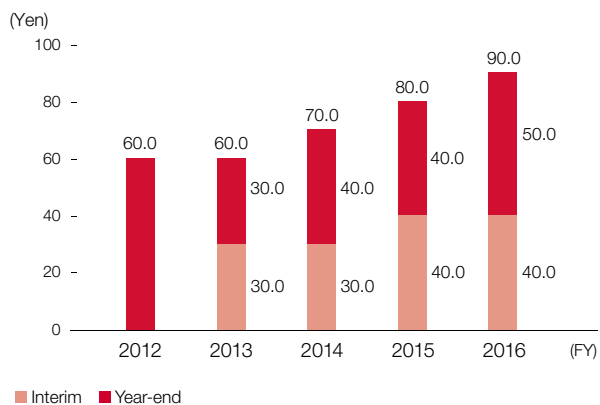
Adjusted Consolidated Profit / Adjusted Consolidated ROE



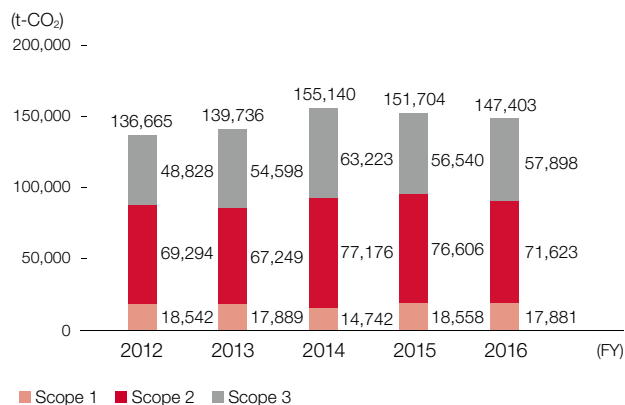
Consolidated Solvency Margin Ratio



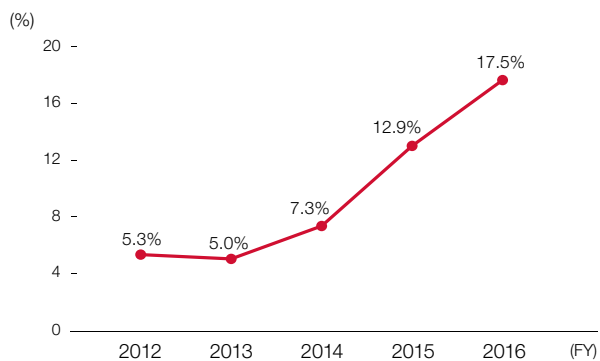
Dividends per Share



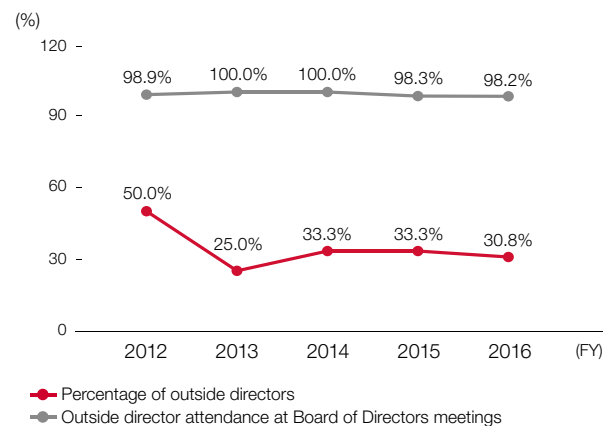
Greenhouse Gas Emissions (Scope 1-3)

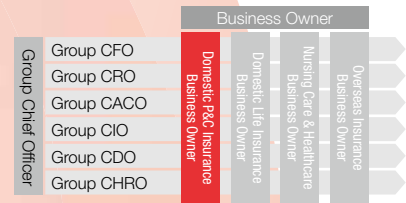


Ratio of Female Employees in Managerial Positions



Percentage of Outside Directors / Outside Director Attendance at Board of Directors Meetings





Domestic P&C Insurance Business

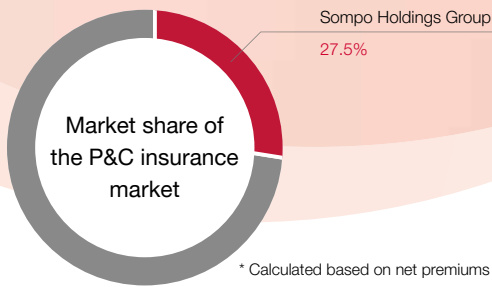
The domestic P&C insurance business meets a variety of customer needs through three companies. Sompo Japan Nipponkoa Insurance Inc. is the Group's core business and sells insurance through agencies. SAISON AUTOMOBILE AND FIRE INSURANCE COMPANY, LIMITED and Sonpo 24 Insurance Company Limited are responsible for direct sales. Including these three companies, the Group's market share is roughly 30%.

Further, Sompo Japan Nipponkoa DC Securities Inc. provides defined contribution pension fund management services, and Sompo Risk Management & Health Care Inc. provides risk solution services, and the Group can provide products and services of the highest quality that leverage the specialization of each Group company.



Keiji Nishizawa

Director, Domestic P&C Insurance Business Owner
(Representative Director, President and Chief Executive Officer, Sompo Japan Nipponkoa Insurance Inc.)



* Calculated based on net premiums written in fiscal 2015
Source: "Insurance" Hoken Kenkyujo

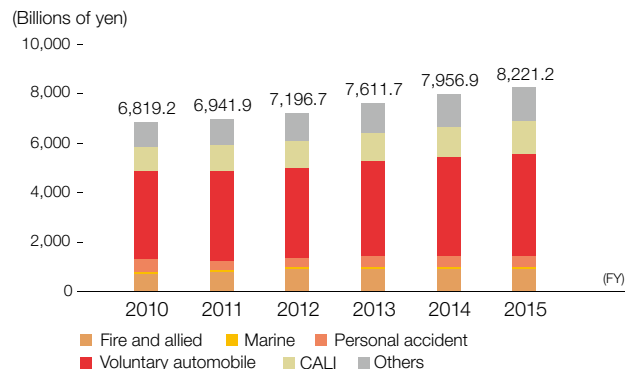
Operating Environment

Although Japan is an aging society with a falling birth rate, leading to a shrinking population, there is steady growth in premiums in the domestic insurance market.

Until 2020, a certain amount of economic growth is expected resulting from the 2020 Tokyo Summer Olympic and Paralympic Games, but disruptive and dramatic changes are also expected in the environment surrounding the Group, such as Japan's decreasing population and rapidly aging society, the increasing frequency of large-scale natural disasters, and the exponential evolution of technology and accompanying changes in customer behavior.

It is precisely because of such environmental changes that the social significance of the insurance business will become key. Going forward, we will contribute to society by providing the highest-quality products and services that support Japanese companies that act globally and people's safety, health, and wellbeing.

Trend in Premiums in the Japanese P&C Insurance Market



* Based on net premiums of P&C insurers in Japan excluding reinsurance companies
Source: "Insurance" Hoken Kenkyujo

Progress of the Mid-Term Management Plan

Adjusted profit in the domestic P&C insurance business accounts for about 70% of the Group's adjusted profit (fiscal 2016). Going forward, we aim for this business, which is the largest business segment, to contribute to the Group's growth as a growth driver based on the following three policies.

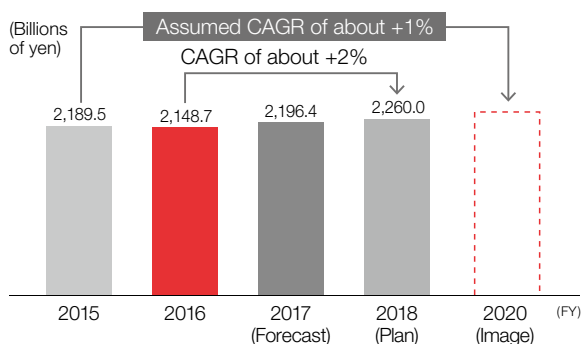
The Three Policies of the Mid-Term Management Plan

- Establish a brand based on quality by making decisions thoroughly from customers' perspectives
- Realize global top-level business efficiency by innovating and increasing sophistication of operations
- Sustain growth (of market share and bottom line) by heightening quality and operational efficiency rigorously

In fiscal 2016, the first year of the Mid-Term Management Plan, adjusted profit outperformed initial targets due to the recovery in the combined ratio and strong progress of asset management thanks to a favorable market environment. In fiscal 2017, we expect profit to be in line with our original plans.

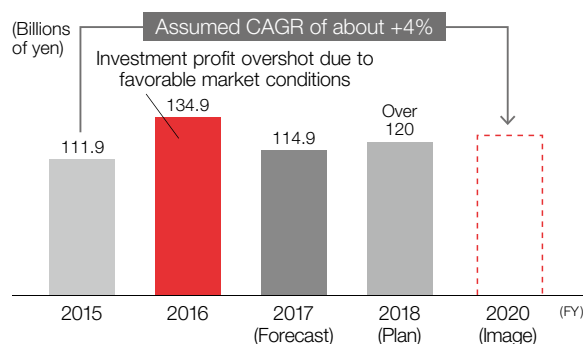
In the domestic P&C insurance business, we are now able to generate stable profits on the scale of 100 billion yen. We are building a structure that enables us to maintain and grow profitability in the medium term by investing in sweeping upgrades of our IT systems and controlling business expenses, making this the Group's largest cash generator.

Net Premiums Written (Sompo Japan Nipponkoa)



* Net premiums written do not include assumed reinsurance premiums transferred to Sompo Japan Canopus Re (about 30 billion yen).

Adjusted Profit



* For details on adjusted profit, please see page 55.

Main Future Initiatives

We will continue working on the tasks prioritized in the Mid-Term Management Plan: increasing the capabilities of front-line personnel and leveraging digital technologies.

Increasing Capabilities of Front-Line Personnel

Fiscal 2016 saw many disasters, such as the earthquakes in Kumamoto and Tottori, typhoons, and a large fire in Itoigawa. We were able to promptly pay insurance claims related to these disasters due to the capabilities of front-line personnel. Based on a clear management vision and strategy, we aim to continue focusing on our core operations and incorporating initiatives and ideas from on the ground.

Leveraging Digital Technologies

Digital technologies are being put to use in many areas of our business, such as using the latest telematics technology for our safe driving support app Portable Smiling Road, introducing AI at call centers, and using drones in insurance accident investigations. We will work to create new products, services, and business models that anticipate shifting customer needs and industrial structures.

TOPICS

Developing Products and Services Leveraging Digital Technologies

Safe Driving Support System for Companies Smiling Road (Sompo Japan Nipponkoa)

Since March 2015, we have been offering Smiling Road, a system that supports safe driving using a dedicated driving monitor. Results are appearing in terms of reducing accidents. For example, the cumulative number of accidents at all companies using this service decreased by roughly 20%.

Car Navigation and Driving Assessment App for Individuals Portable Smiling Road (Sompo Japan Nipponkoa)

Since January 2016, we have been offering smartphone app Portable Smiling Road. By supporting safe, secure, and comfortable driving for all motorists, we aim



to reduce the incidence of auto accidents for a safer and more secure society. Over 100,000 customers use this service.

DRIVING!, Using a Driving Monitor for Elderly Drivers (Sompo Japan Nipponkoa)

In March 2017, we started offering DRIVING!, a telematics service using a driving monitor for individuals. We support safe driving through a dedicated telematics-based driving monitor, which includes safe driving



support and emergency text messaging functions to provide greater peace of mind to drivers on the road. The service also offers safe driving assessments and visual training to customers after they get off the road. DRIVING! has customers covered when it comes to enjoying the road.

New Visual and Touch-Based Service Connect app (Saison Automobile & Fire)

We started offering the Connect app to policyholders of "Otona no Jidosha Hoken" voluntary automobile insurance (for contracts beginning in July 2017 or later). By setting up a "connect button" in the car and downloading the app, the Connect service measures driving performance and provides driving reports, supporting the safe driving of our customers.



Telematics Insurance Utilizing Smartphones (Sompo Japan Nipponkoa)

Using the driving data collected from Portable Smiling Road and Sompo Japan Nipponkoa's proprietary data and analysis technology, we developed Japan's first telematics-based automobile insurance that calculates insurance rates (discount rates) and offers customers discounts of up to 20%. We started offering the related smartphone app in August 2017, and plan to start sales of the product within the year.

Using Drones to Lead to Rapid Payment of Insurance Claims

Sompo Japan Nipponkoa started using drones in March 2015 as one method of investigating automobile accidents in mountainous areas and other locations. In July 2016, we expanded the scope of these activities, and we were the first insurance company to receive permission from the Ministry of Land, Infrastructure and Transport for nationwide use of drones in order to ensure prompt payment of insurance claims after large natural disasters.

After the large fire near Itoigawa Station on December 22, 2016, we confirmed the damage using drones and were able to promptly pay out insurance claims. In February 2017, Sompo Risk Management & Healthcare, in partnership with

Kogakuin University, Rikei Corporation, and Shinjuku Ward's Team Shinjuku members, conducted an earthquake drill for a hypothetical large earthquake in the area surrounding Shinjuku Station.

Going forward, if drones can be anticipated to be used effectively immediately following large accidents and disasters, we will quickly operate them to promptly get a sense of the extent of the damage and pay out insurance claims even more quickly.



Company Outline

As of March 31, 2017



Sampo Japan Insurance Inc. and NIPPONKOA Insurance Co., Ltd., merged to form Sampo Japan Nipponkoa Insurance Inc. on September 1, 2014. With the P&C insurance business at its core, Sampo Japan Nipponkoa will realize growth in accordance with quality and become the most highly evaluated P&C insurance company.

Sampo Japan Nipponkoa Insurance Inc.

Establishment: October 1888
 Capital: 70.0 billion yen
 Shareholder: Sampo Holdings (100%)
 Total assets: 7,568.7 billion yen
 Net premiums written: 2,165.6 billion yen
 Head office: 26-1, Nishi-Shinjuku 1-chome, Shinjuku-ku, Tokyo
 URL: <http://www.sjnk.co.jp/english/>

Performance Review

Net premiums written fell 2.4% year on year, to 2,165.6 billion yen, due to decreased net premiums written in fire and other lines of insurance.

The net loss ratio improved 0.5 percentage point, to 63.2%, as a result of lower insurance payments arising from natural disasters in Japan.

The net expense ratio rose 0.4 percentage point, to 32.0%, reflecting lower revenues from net premiums written. As a result,

the combined ratio improved 0.1 percentage point year on year, to 95.2%.

Underwriting profit rose 34.1 billion yen, to 112.4 billion yen, due to a decrease in provision for underwriting reserves.

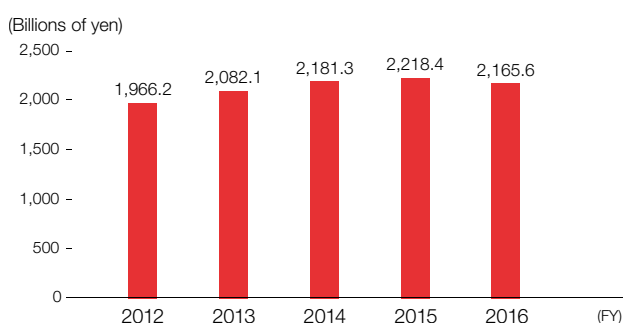
Ordinary profit rose 52.3 billion yen year on year, to 230.4 billion yen, while net income increased 38.1 billion yen year on year, to 164.4 billion yen.

(Billions of yen)

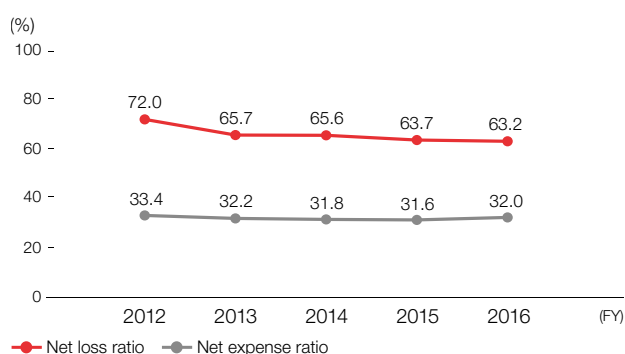
		FY2012	FY2013	FY2014	FY2015	FY2016
Net Premiums Written		1,966.2	2,082.1	2,181.3	2,218.4	2,165.6
Net Loss Ratio		72.0%	65.7%	65.6%	63.7%	63.2%
Net Expense Ratio		33.4%	32.2%	31.8%	31.6%	32.0%
Underwriting Profit (Loss)		(16.9)	(62.5)	45.2	78.2	112.4
Investment Profit		159.9	192.7	151.5	108.5	132.3
Ordinary Profit		129.6	117.7	195.1	178.0	230.4
Net Income		62.4	49.5	45.0	126.2	164.4
Non-Consolidated Solvency Margin Ratio	Sampo Japan	645.6%	713.3%	716.3%	729.3%	677.0%
	Nipponkoa	534.0%	653.0%			
Total Assets		7,038.2	7,098.9	7,326.2	7,036.2	7,568.7
Total Net Assets		1,144.9	1,233.3	1,592.6	1,324.8	1,455.2
Unrealized Gains and Losses on Securities Available For Sale		680.9	744.9	1,101.9	857.3	911.7
Non-Performing Loans (Risk-Monitored Loans)		2.0	0.9	0.7	0.4	0.4

Note: Figures prior to August 2014, excluding ROE and the non-consolidated solvency margin ratio, are the total of Sampo Japan and Nipponkoa.

Net Premiums Written

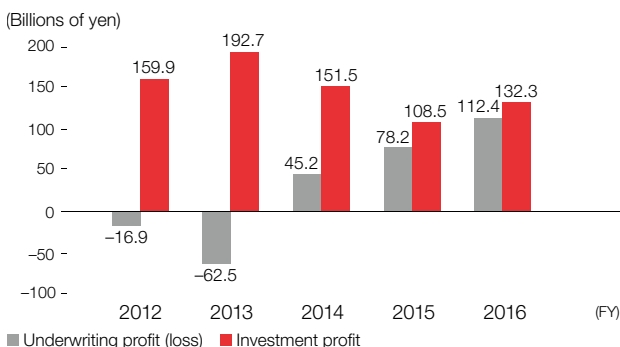


Net Loss Ratio / Net Expense Ratio

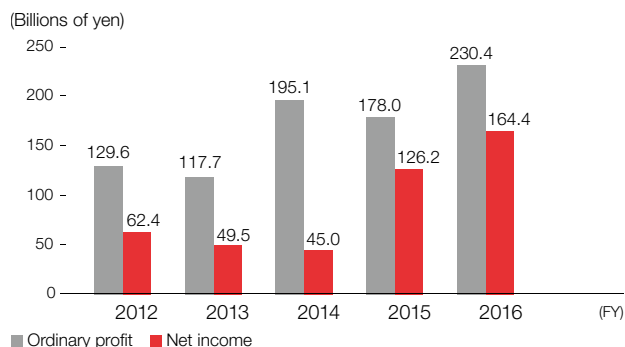


Domestic P&C Insurance Business

Underwriting Profit (Loss) / Investment Profit



Ordinary Profit / Net Income



Company Outline

As of March 31, 2017



As an insurance company that markets directly to customers, we sell "Otona no Jidosha Hoken" voluntary automobile insurance targeting those in their 40s and 50s, a demographic group with lower accident rates. By setting insurance rates by age, we aim to be a company understood and chosen by customers.

Given the recent changes in the environment, using digital technologies, we will strengthen our connections with customers and continue to offer products and services that customers are comfortable with, based on the concept of "always connected, just in case."

SAISON AUTOMOBILE AND FIRE INSURANCE COMPANY, LIMITED

Establishment: September 1982
(operational kickoff: April 1983)

Capital: 28.7 billion yen

Shareholder: Sompo Japan Nipponkoa (99.65%)
Credit Saison (0.35%)

Total assets: 51.6 billion yen

Net premiums written: 33.2 billion yen

Head office: Sunshine 60, 1-1,
Higashi-Ikebukuro 3-chome,
Toshima-ku, Tokyo

URL: <http://www.ins-saison.co.jp/>



Takefumi Umemoto
President

Note: Takefumi Umemoto assumed the position of president on April 1, 2017.

Performance Review

Net premiums written increased 21.1% year on year, to 33.2 billion yen, due to favorable performance by voluntary automobile insurance.

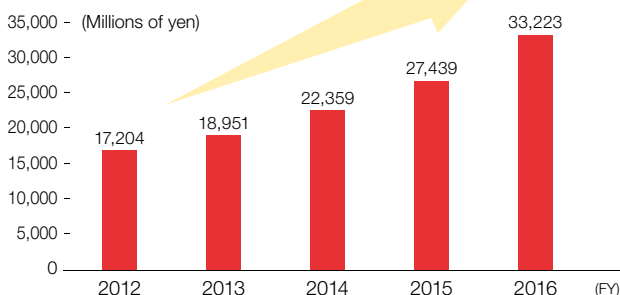
The net loss ratio increased 2.6 percentage points year on year, to 67.0%, reflecting a rise in claims paid.

The net expenses ratio improved 5.2 percentage points year on year, to 37.9%, due to an increase in net premiums written. Since its launch in March 2011, voluntary automobile insurance "Otona no Jidosha Hoken" has earned the support of many customers, reaching about 630,000 policies in force.

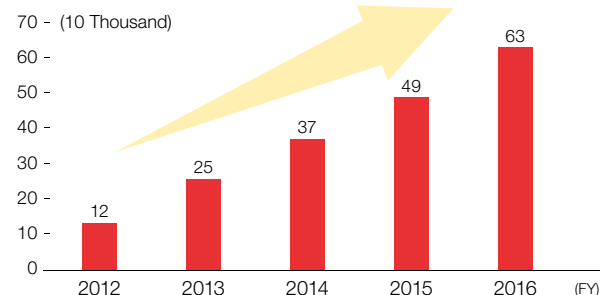
(Millions of yen)

	FY2015	FY2016
Net Premiums Written	27,439	33,223
Net Loss Ratio	64.4%	67.0%
Net Expense Ratio	43.1%	37.9%
Underwriting Profit (Loss)	(6,678)	(5,938)
Ordinary Profit (Loss)	(6,509)	(5,931)
Net Income (Loss)	(6,529)	(5,948)
Solvency Margin Ratio	725.8%	562.0%
Total Assets	49,272	51,655
Total Net Assets	10,995	9,281
Unrealized Gains And Losses on Securities Available For Sale	491	427

Net Premiums Written



"Otona no Jidosha Hoken" Policies in Force



そんぽ24

With its intermediary agents introducing insurance products to customers, Sonpo 24 is involved in the direct marketing of automobile insurance through its website and call centers. Together with these agents, Sonpo 24 values its relationship with each customer and is committed to remaining an approachable and reliable insurance company.

Sonpo 24 Insurance Company Limited

Establishment: December 1999
(operational kickoff: March 2001)

Capital: 19.0 billion yen

Shareholder: Sompo Japan Nipponkoa (100%)

Total assets: 23.6 billion yen

Net premiums written: 13.3 billion yen

Head office: Sunshine 60, 1-1,
Higashi-Ikebukuro 3-chome,
Toshima-ku, Tokyo

URL: <http://www.sonpo24.co.jp/>



Hisayuki Nagano
President

Performance Review

Although net premiums written declined slightly, they remained stable at 13.3 billion yen. Due to an improvement in the net expense ratio due to lower costs, the combined ratio improved 0.8 percentage point to 94.2%, provisions for reserves for outstanding losses and

claims decreased, as did underwriting reserves, and underwriting profit rose 0.6 billion yen, to 1.5 billion yen.

As a result, net income rose 0.8 billion yen, to 1.7 billion yen.

Sompo Japan Nipponkoa DC Securities Inc.

Specializing in defined contribution pensions, we provide companies with bundled services covering everything related to the introduction through to the maintenance of defined contribution pension plans, including supporting them introducing the system and offering investment education and various types of information to participants (employees). We also provide individuals with comprehensive services around the individual-type defined contribution pension plans (iDeCo), which expanded to anyone under the age 60 including homemakers and public servants in January 2017.

Sompo Japan Nipponkoa DC Securities Inc.

Establishment: May 1999

Capital: 3.0 billion yen

Shareholder: Sompo Japan Nipponkoa (100%)

Total assets: 2.8 billion yen

Head office: Shinjuku Center Building, 25-1,
Nishi-Shinjuku 1-chome,
Shinjuku-ku, Tokyo

URL: <http://www.sjnk-dc.co.jp/>



Shuichi Kita
President &
Chief Executive Officer

Main Indicators

	March 31, 2015	March 31, 2016	March 31, 2017
Assets Under Management Balance	417.3 billion yen	430.7 billion yen	473.7 billion yen
Number of Participants (Including Investment Instructors)	225,000	238,000	255,000

SOMPO RISK MANAGEMENT & HEALTH CARE

Sompo Risk Management & Health Care supports customers in their initiatives promoting security, health, and wellbeing by providing services and solutions such as company-wide enterprise risk management (ERM), business continuity management and planning (BCM / BCP), health and productivity management support services, specific health guidance and health counseling, and employee assistance programs, rolling out Risk Management Services, Health Promotion Programs and Wellness Programs, and Employee Assistance Programs.

Sompo Risk Management & Health Care Inc.

Establishment: November 1997

Capital: 30 million yen

Shareholders: Sompo Holdings (100%)

Head office: 24-1, Nishi-Shinjuku 1-chome,
Shinjuku-ku, Tokyo

URL: <https://sompo-rc.co.jp/>



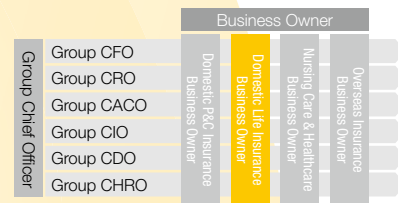
Yasushi Fuse
President and
Chief Executive Officer

TOPICS

Launch of Risk Management System SORA ONE 2.0 Online System Supporting Companies' Risk Management

In November 2014, Sompo Risk Management & Health Care launched SORA ONE, a service for companies considering overseas expansion or companies with overseas operations. The company received requests from customers for information regarding terrorism and infectious diseases in addition to natural disaster risks for employees working overseas; e-mail

alerts regarding typhoon warnings, earthquakes, terrorist attacks, or riots; and tools to support risk management activities. In response to such requests, the company renewed the service and launched SORA ONE 2.0 in October 2016, which includes additional and enhanced features.



Domestic Life Insurance Business

As a forerunner in providing customers with security, health, and wellbeing, Sompo Japan Nipponkoa Himawari Life Insurance, Inc., will work to evolve into a health support enterprise that aids people in leading healthy lives.

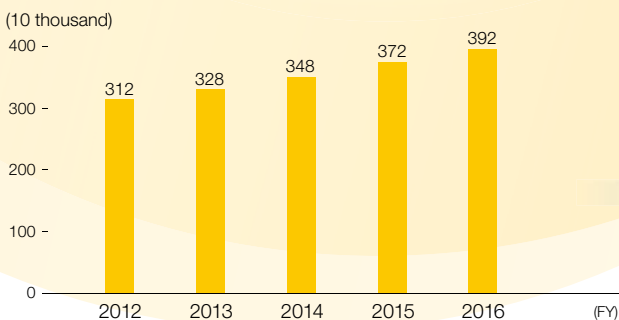
The domestic life insurance business is one with particularly high growth potential among Group businesses, and we aim to be the most innovative life insurance company in Japan by offering new value based on the theme of health.



Kaoru Takahashi

Director
Domestic Life Insurance Business Owner
(Representative Director, President and Chief Executive Officer,
Sompo Japan Nipponkoa Himawari Life Insurance, Inc.)

Number of Policies in Force



Notes: Figures represent the sum of individual insurance and individual annuities.

Operating Environment

The domestic life insurance market is expected to contract gradually given the dwindling birth rate and aging population of Japan.

In addition, competition is becoming fiercer due to the diversification and digitalization of sales channels.

Given prolonged negative interest rates and expected revisions in yield rates, among other factors, the market environment is expected to change substantially.

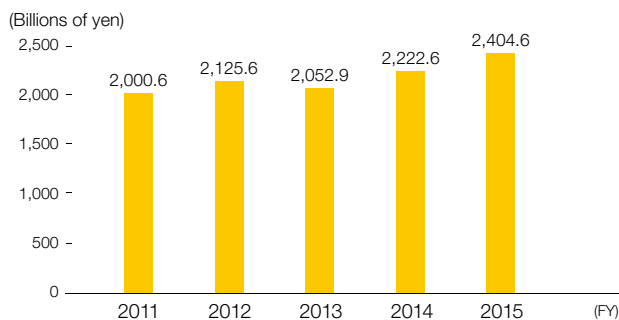
On the other hand, heightened consumer awareness is leading to a more fluid market, and in the domestic life insurance market, new personal life insurance policies worth roughly 2 trillion yen are produced each year.

In other words, it will be difficult to maintain sustainable growth in this market by simply extending current initiatives; however, with the right strategies, the market has room to grow.

To continue to grow sustainably amid such an environment, we believe that we must provide our customers with new value.

Sompo Japan Nipponkoa Himawari Life Insurance aims to be customers' company of choice by offering innovative, health-themed new value based on the Mid-Term Management Plan.

Trend in annualized premiums from new businesses (all domestic life insurance companies)



* Individual insurance only

Source: Trends in Life Insurance (fiscal 2016), the Life Insurance Association of Japan

Progress of the Mid-Term Management Plan

We will seek to evolve into a health support enterprise by advancing our new growth strategy and rapidly improving productivity based on the concepts of breaking industry norms, adopting the customer's standpoint, and becoming a familiar and trusted presence for customers.

Advancing Our New Growth Strategy

Incorporating information and communication technology, we aim to increase the value offered to our customers and grow the number of customers by continuing to develop a Company-wide business model that unifies new services based on health with the products that incorporate these services, which will be provided by sales representatives who offer new value as they supply these products and services to customers.

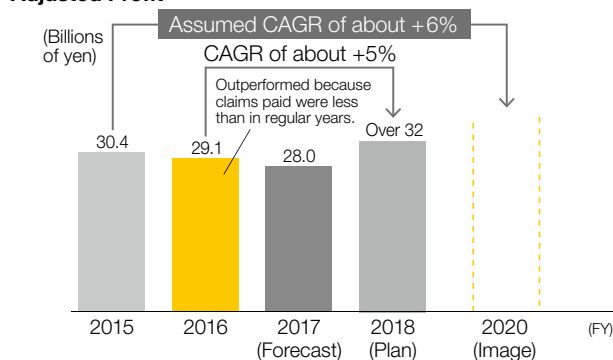
Rapidly Improving Productivity

We aim to further increase our competitiveness by promoting Health and Productivity Management and work-style reform while extensively reforming the fundamental elements of our operations—including products and services, sales and marketing systems, and operating rules—accelerating our operations, and rapidly improving productivity.

In fiscal 2016, due to steady growth in income from insurance premiums, adjusted profit was 29.1 billion yen, substantially outperforming our target of 23.0 billion yen.

In fiscal 2017, adjusted profit is forecast to be 28.0 billion yen, as the previous fiscal year's claims paid were less than in regular years. We plan to continue to work to implement our Mid-Term Management Plan and reach fiscal 2018 targets.

Adjusted Profit



To create a three-part business model integrating products, services, and sales channels, we launched initiatives to connect directly with customers.

Concretely, in September 2016 we established health service brand Linkx* (pronounced "link cross"), and launched new products and health-related services.

* Linkx is a health service brand, under which we are rolling out health-related services, mainly innovative products and apps centered on health, rooted in the concept of making healthy living pleasant and fun for customers.

Under the Linkx brand, we aim for customers to select insurance products and health-related services that meet their individual needs without stress, and for those products and services to integrate, spread, and evolve, continuing to be "just right" for our customers.



Main Future Initiatives

Until now, our customer connections were touchpoints, such as when they subscribed to insurance or paid insurance premiums. We are now creating a business model based on communication, where we further connect with customers by creating relationships through the health service brand Linkx.

By connecting directly with customers and better

understanding their needs, we will be able to propose and provide the most suitable health services and insurance products to each customer at the right time. Through these initiatives, Sompo Japan Nipponkoa Himawari Life Insurance aims to evolve from a life insurance company to a health support company that customers are connected to their whole lives.

TOPICS

Launched Sales of Linkx Coins

Sompo Japan Nipponkoa Himawari Life Insurance launched sales of Linkx coins (pronounced “Link cross coins”; official name: insurance for advanced medical treatment with organ transplantation medical treatment benefit), an online-only product that customers can enroll in for a monthly premium of 500 yen and the first insurance product to be released under the Linkx brand.

Linkx coins is an insurance product that focuses on covering conditions that put the greatest financial burden on the insured when undergoing treatment. If the insured receives care involving advanced medical treatment, Linkx coins will pay an advanced medical treatment benefit and make a one-time advanced medical treatment payment. If the insured undergoes a designated organ transplant, Linkx coins will pay an organ transplantation medical treatment benefit.

Offering Health-Related Services

Sompo Japan Nipponkoa Himawari Life Insurance is using digital technologies to roll out various health services including smartphone apps so that customers can maintain their health while having fun.

The health service is available to everyone, not just to customers of this company.

Health information app that supports personal health
Linkx siru



Dieting app that enables friends or partners to pair up to keep each other on track
Linkx reco



Walking app that makes daily walks more fun
Linkx aruku



Business Alliance with Fukuoka Financial Group Inc. and iBank Marketing Co., Ltd.

Sompo Japan Nipponkoa Himawari Life Insurance entered into a business alliance with Fukuoka Financial Group Inc. and iBank Marketing Co., Ltd., and aims to create new value in the insurance and financial domains.

Fukuoka Financial Group’s iBank is a financial services platform leveraging smartphones. It is a money service brand that aims to offer new customer experiences and value by seamlessly connecting financial services with non-financial services based on lifestyles and life events.

Launched Sales of Lump-Sum, Long-Term Care Coverage

Sompo Japan Nipponkoa Himawari Life Insurance launched a new lump-sum, long-term care payment rider that can be attached to “Medical Insurance (2014)” and “Whole-Life Insurance with a Low Surrender Value.” The rider allows for a lump-sum payment to customers certified as needing level 1 or greater care under Japan’s public long-term care insurance system.

As a special service for Lump-Sum Care policyholders, we use the Group’s resources to introduce nursing care business services.

Company Outline

As of March 31, 2017



The domestic life insurance business is one with particularly high growth potential among the Sompo Holdings Group's businesses, second only to the domestic P&C insurance business. Centered on health, we aim to provide our customers with new value.

In September 2016, we established health service brand Linkx, based on the concept of helping customers comfortably and enjoyably maintain good health.

Going forward, we will continue to think outside the box and establish this brand as a forerunner of security, health, and wellbeing.

Sompo Japan Nipponkoa Himawari Life Insurance, Inc.

Establishment: July 1981 (operational kickoff: April 1982)
Capital: 17.25 billion yen
Shareholder: Sompo Holdings (100%)
Head office: Shinjuku Central Park Building, 13-1, Nishi-Shinjuku 6-chome, Shinjuku-ku, Tokyo
URL: <http://www.himawari-life.co.jp/>

Performance Review

In line with an expansion of business in force, annualized premium from business in force increased 24.8 billion yen year on year. Annualized premium from new business rose 9.9 billion yen year on year, to 50.2 billion yen, helped by favorable sales of income compensation insurance.

As a result, premium and other income (policies in force + new policies) rose 23.1 billion yen year on year, to 419.5 billion yen.

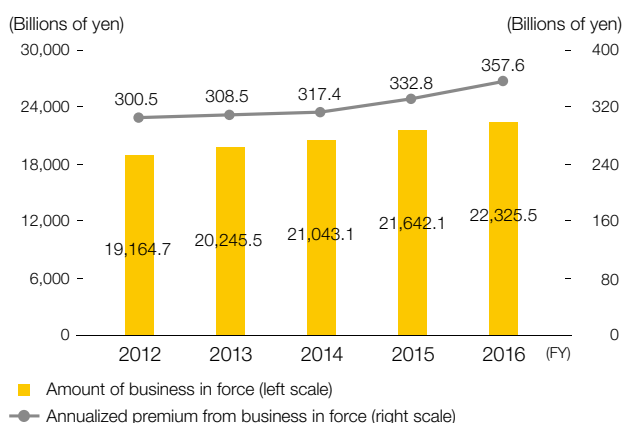
Similarly, embedded value rose 75.6 billion yen year on year (after re-evaluation), to 843.4 billion yen, due to the increase in policies in force.

(Billions of yen)

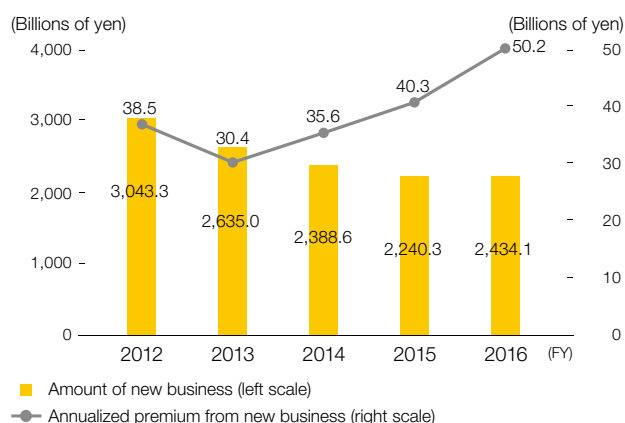
	FY2012	FY2013	FY2014	FY2015	FY2016
Amount of Business in Force	19,164.7	20,245.5	21,043.1	21,642.1	22,325.5
Annualized Premium from Business in Force	300.5	308.5	317.4	332.8	357.6
Amount of New Business	3,043.3	2,635.0	2,388.6	2,240.3	2,434.1
Annualized Premium from New Business	38.5	30.4	35.6	40.3	50.2
Income from Insurance Premiums	370.7	372.8	380.7	396.4	419.5
Total Assets	1,972.6	2,120.2	2,278.1	2,438.0	2,589.0
Embedded Value	674.8	750.3	784.4	767.8	843.4
Non-Consolidated Solvency Margin Ratio (%)	1,555.3	1,583.2	1,676.3	1,771.4	1,573.0

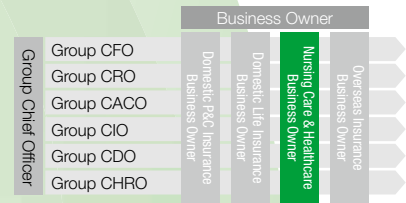
Notes: 1. The line items "Amount of Business in Force" and "Amount of New Business" represent the sum of individual insurance and individual annuities.
 2. When calculating market consistent embedded value (MCEV) as of March 31, 2017, we changed the method of calculating the ultralong-term risk-free rate, moving from the assumption of a flat forward rate for each year from the 41st year to applying an ultimate forward rate (UFR). In addition, the cancellation ratio assumption was revised.
 To ensure consistent evaluation, we re-evaluated MCEV as of March 31, 2016, and fiscal 2015 new business value using the new method.
 Due to this change, MCEV as of March 31, 2016, was revised upward from 700.0 billion yen to 767.7 billion yen.

Amount of Business in Force



Amount of New Business





Nursing Care & Healthcare Business

Sompo Care Message and Sompo Care Next make up the Sompo Care Group, which aims to provide high-quality nursing care services based on ensuring the dignity and independence of the elderly.

In order to implement this goal, Sompo Care Group's core policies are as follows.

- Provide customized care
- Pursue human resource training and service quality
- Create a dynamic working environment

By becoming the most trusted nursing care provider in Japan, we will contribute to making "Japan an affluent country that can boast to the world of a long and quality life."

Sales of Listed Nursing Care Providers (Fiscal Year Ended March 31, 2017)

1	Company A	143.7 billion yen
	Sompo Care Group (both companies combined)	110.8 billion yen
2	Company B	102.9 billion yen
3	Sompo Care Message	73.4 billion yen
4	Company C	73.2 billion yen
5	Company D	44.2 billion yen
6	Sompo Care Next	37.4 billion yen
7	Company E	37.0 billion yen
8	Company F	24.9 billion yen
9	Company G	22.5 billion yen
10	Company H	16.8 billion yen

The combined sales of Sompo Care Message and Sompo Care Next make the Group industry-second

* Prepared based on each company's earnings presentation materials



Mikio Okumura

Nursing Care & Healthcare Business Owner
 Director, Managing Executive Officer
 (Chairman and Executive Officer [CEO] of Sompo Care Message Inc. and Sompo Care Next Inc.)

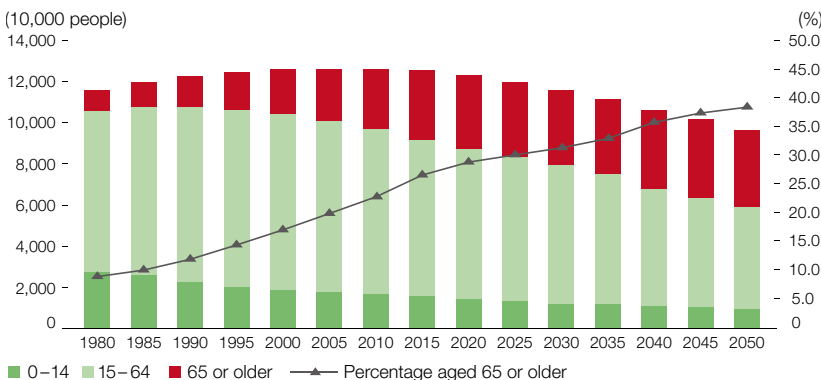
Operating Environment

The population in Japan is aging rapidly: by 2025, it is projected that one in five people will be aged 75 or above. As such, long-term care benefit expenditures are continuing to rise in line with the use of nursing care insurance, so overall nursing care compensation, the source of income for nursing care providers, is expected to be revised down. On the other hand, the segment of the nursing care

market where private companies can participate (nursing care services and nursing care-related products) is anticipated to grow.

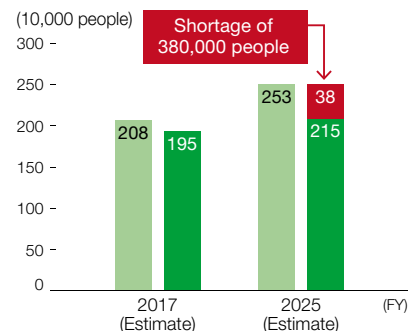
As nursing care needs increase, the gap between the supply and demand of nursing care professionals is widening, and in 2025 there is expected to be a shortage of about 380,000 nursing care professionals, making employee retention a significant issue.

Trend in Japan's Aging Population and Future Estimates



* Prepared based on data from the National Institute of Population and Social Security Research

Gap between Supply and Demand of Nursing Care Professionals



* Prepared based on "Estimates of Supply and Demand of Nursing Care Professionals Toward 2025" by the Ministry of Health, Labour and Welfare

Progress of the Mid-Term Management Plan

By evolving and enhancing the strengths that Sampo Care Message and Sampo Care Next have held since their respective establishments, we will achieve our vision and contribute to making Japan “an affluent country that can boast to the world about the long and quality lives of its people.”

Our Vision

By providing high-quality nursing care services that ensure the dignity and independence of the elderly, become the most trusted nursing care provider in Japan

Strategies toward Achieving Our Vision

Business operation based on our core policies

- ① Provide customized care
Specialized care tailored to each individual
- ② Develop high-quality human resources
Strengthen employee training and secure high-quality human resources who are highly specialized
- ③ Use ICT (information and communication technologies) and digital technologies
Using ICT and digital technologies, improve the quality of care, labor productivity, and safety

Strengthen the internal management structure

- Reform management system of nursing care incidents, etc.
- Establish a PDCA cycle

FY2015

FY2018

FY2020

Double the number of users of our nursing care services

Fiscal 2025 and later

Strengthen the business foundation

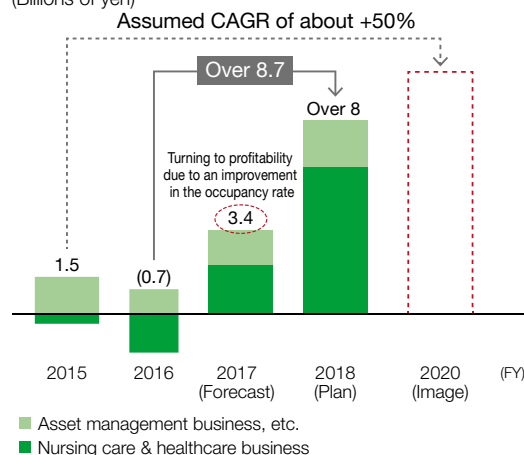
- Expand nursing care services in urban areas, where there is expected to be high demand
- Expand at-home services that make seniors feel at ease
- Provide comprehensive insurance, nursing care, and healthcare services

Sampo Care Message and Sampo Care Next have been developing the business foundation since becoming subsidiaries of the Group.

As a result of prioritizing the development of internal management and compliance structures as well as the creation of a system to operate services that emphasize safety and peace of mind over business efficiency, it is taking more time than initially expected to improve earnings. Still, by creating systems and strengthening proposals, we will steadily increase the occupancy rate of the fee-based nursing homes and housing providing nursing care services to residents that the two companies operate.

Adjusted profit

(Billions of yen)



* For details on adjusted profit, please see page 55.

Main Future Initiatives

To realize the Sampo Care Group's vision, we will increase the number of residents and users and implement policies to improve quality, secure personnel, and streamline operations. Concrete measures are outlined in the following right-hand table.

Improve quality	<ul style="list-style-type: none"> • Disseminate personal nursing care management • Establish and implement team-based care • Provide customized care • Use ICT (information and communication technologies) and digital technologies
Secure personnel	<ul style="list-style-type: none"> • Industry leader in terms of benefits and working environment • Create an employee training system that supports medium- and long-term career development • Selective hiring ⇒ long-term employment and diversity of employees
Streamline operations	<ul style="list-style-type: none"> • Reduce front-office work and integrate internal operations • Streamline headquarters • Implement joint purchasing and management • Increase productivity using ICT and digital technologies

TOPICS

Initiatives to Improve Quality Using ICT

Introduction of Urination Sensors

The Sampo Care Group conducted testing of urination sensors using ICT, and since April 2017 has been steadily introducing them at nursing homes.

Urination sensors measure the size of the bladder using ultrasound to discern the amount of urine in the bladder. By finding urination patterns using data collected over one to two weeks and incorporating this analysis into the plan of care, the Group can offer suitable assistance and reduce the burden on residents.



Urination sensor

Transmitted data

Dementia Care Training Using Virtual Reality

The Sampo Care Group introduced virtual reality (VR) in March 2017 as a tool for training personnel in dementia care. The episode-type VR content enables employees to experience the core symptoms of dementia, giving them a sense of what daily life is like for people suffering from the affliction. The first-person simulated experience helps put employees in their customers' shoes, giving them an idea of the anxiety and confusion associated with dementia. This enables them to better use their knowledge and skills in caring for people with dementia.



Personnel using VR during dementia care training

Projects in Collaboration with Academia and Industry

To solve various challenges faced by an aging society, we are collaborating with research and educational institutions as displayed in the right-hand chart.

We will continue to proactively promote collaboration and integrate research results from the academic community with our operations to contribute to industrial and social development.



Trial workshop focused on communication at a nursing care facility (in collaboration with Tokyo University of the Arts)

Research and educational institutions	Main themes
Tokyo University of the Arts	Diversity on the Arts Project (DOOR) Contributing to a society of coexistence through human resource development based on "Art x Diversity"
University of Tsukuba	Building a quality evaluation model for nursing care professionals and a quality improvement PDCA operation model
Ochanomizu University	R&D aimed at preventing and improving cerebral dysfunction and dementia
Okayama University	Improving quality of life and care for seniors through dementia relief
The University of Tokyo	Promoting health of nursing care personnel through back injury prevention and treatment
The Jikei Group of Colleges	Developing a high-added-value learning program by exchanging personnel and promoting the appeal of nursing care work

Advisory Council on Nursing Care

We established an advisory council on nursing care in April 2016 to advise on whether the Sampo Care Group's nursing care business operations align with its vision, and to identify, deliberate, and resolve various issues in the nursing care business in Japan. There have been five meetings in all.

Based on the content of these meetings, we aim to continue challenging ourselves to come up with innovative initiatives toward making Japan "an affluent country that can boast to the world about the long and quality lives of its people."

Date	Main topics
April 20, 2016	Recognize issues and identify discussion themes
June 23	What is quality nursing care service? Initiatives necessary to improve quality
September 28	Training human resources and creating organizations to provide high-quality nursing care services
November 28	Operating a nursing care business that leads to a mutually supportive community
February 23, 2017	Formulating a summary and advisory proposal

Nursing Care Business Structure

We will respond to our customers' wide range of needs by providing a variety of nursing care services that combine the strengths of each company's businesses.

As of March 31, 2017

Subsidiaries	Sompo Care Message	Facility-Based Nursing Care	Operates 299 fee-based nursing homes (low- to mid-range) under the <i>Sompo Care Sompo no Ie</i> and <i>Sompo Care La vie Re</i> brands, and 132 serviced residential complexes for the elderly under the <i>Sompo Care Sompo no Ie S</i> and <i>Sompo Care La vie Re S</i> brands.
	Sompo Care Next	At-Home Nursing Care Elderly Day Care	Provides home-visit long-term care and other at-home nursing care services out of 694 offices across Japan under the <i>Japan Care</i> and <i>Sompo Care Happy Days</i> brands as well as out of 62 outpatient day care facilities. In February 2015, launched <i>Sompo Care Home-Care Service</i> , which provides all the services available at nursing homes to seniors in their own homes. It is currently expanding its service area throughout the Tokyo metropolitan area.
Affiliates	Cedar*	Facility-Based Nursing Care	Runs 40 <i>La Nassica</i> brand fee-based nursing homes (economy-range). Provides services centered on rehabilitation.
		At-Home Nursing Care Elderly Day Care	Has 24 at-home nursing care centers, such as home-visit bases, and 32 outpatient day care facilities day service centers under the <i>Aozora no sato</i> brand.

* 34.0% stake through an investment limited liability partnership in September 2012.

* Numbers of at-home nursing care and elderly day care centers are according to the service types under which they are registered (differs from the number of locations).

Start of Integrated Operations

Sompo Care Message and Sompo Care Next started integrating operations in April 2017. As such, we aim to quickly realize our vision by strengthening comprehensive proposals that leverage the diverse lineup of nursing care services offered by the two companies, streamlining business such as by integrating back office operations, and sharing and using the nursing care knowledge (knowledge management) held by the two companies.



<http://www.sompocare.com> (Japanese only)

Company Outline

As of July 1, 2017

SOMPO CARE MESSAGE

Sompo Care Message offers fee-based nursing homes, housing providing nursing care services to residents, and at-house nursing care services. This company continues its efforts for the "provision of an environment where elderly people can, even when they come to need nursing care, continue to live in ways they like in the place (residence) where they hope to live."

Sompo Care Message Inc.

Establishment: May 1997
 Capital: 3,925 million yen
 Shareholders: Sompo Holdings (100%)
 Head office: Shinagawa Seaside East Tower, 12-8, Higashishinagawa 4-chome, Shinagawa-ku, Tokyo
 URL: <http://www.sompocare-message.jp/> (Japanese only)



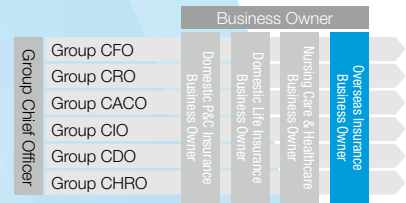
Ken Endo
 Sompo Care Message Inc.
 Sompo Care Next Inc.
 President

SOMPO CARE NEXT

Sompo Care Next develops fee-based nursing homes in locations centered around the Tokyo metropolitan area. This company cherishes its connections with every customer, striving to provide team-based care through its staff of specialists to deliver nursing care services of impeccable quality in all situations, including meals, activities, and comfortable living environments.

Sompo Care Next Inc.

Establishment: November 1992
 Capital: 5,095 million yen
 Shareholders: Sompo Holdings (100%)
 Head office: Shinagawa Seaside East Tower, 12-8, Higashishinagawa 4-chome, Shinagawa-ku, Tokyo
 URL: <http://www.sompocare-next.jp/> (Japanese only)



Overseas Insurance Business

The Sampo Holdings Group operates its overseas insurance business in 228 cities situated in 32 countries and regions worldwide,* and this business is producing an increasingly large amount of stable earnings. In developed countries, we are striving for growth in the corporate sector. In emerging countries, we are expanding business in the retail sector, in Southeast Asia, the Middle East, and South America, in particular. Premiums written totaled 351.7 billion yen and adjusted profit came to 19.9 billion yen in fiscal 2016.

In fiscal 2016, as part of efforts aimed at building a truly integrated global insurance platform, we acquired Sampo International (formerly Endurance Specialty Holdings Ltd.), which has business foundations predominantly in the United States. Additionally, we entered into a partnership with CIMB Group, a major banking group in the ASEAN region, and began offering non-life services through bancassurance. We aim to continue dramatic expansion through organic growth and disciplined M&A.

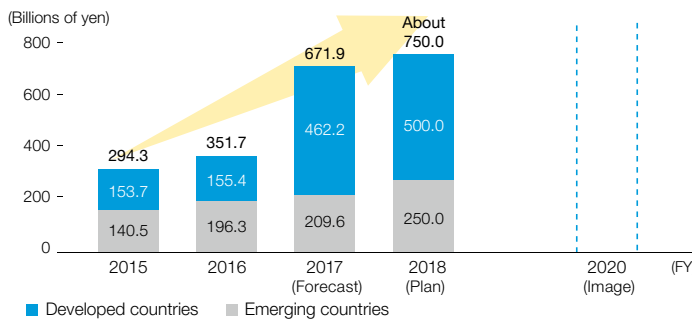
* As of March 31, 2017



Shigeru Ehara

Representative Director, Senior Managing Executive Officer
Overseas Insurance Business Owner

Premiums Written



* Amounts for premiums written are calculated using figures that have been adjusted based on the Company's ownership of consolidated subsidiaries and affiliates and, therefore, may differ from the amounts in the consolidated financial statements. Further, as of fiscal 2016 the figures of non-consolidated subsidiaries PT Sampo Insurance Indonesia, Sampo Insurance (Thailand) Public Company Limited, PGA Sampo Insurance Corporation (Philippines), United Insurance Company of Vietnam (Vietnam), and Sampo Seguros Mexico, S.A. de C.V. (Mexico) have been included in the calculation of premiums written.

Operating Environment

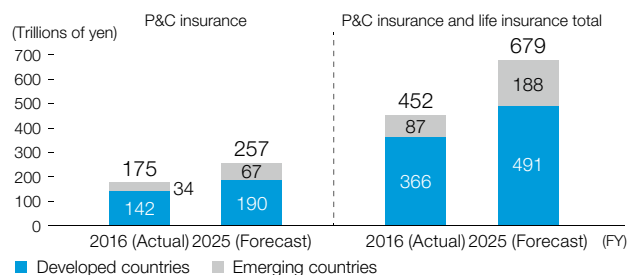
The global insurance market is expanding together with the gentle growth trend seen in the global economy.

Emerging markets are continuing to show robust growth, particularly in Asia and the Middle East, while developed markets, specifically North America and Europe, remain promising. In this environment, we will strive to expand businesses both in emerging markets, where we aim to take advantage of medium-to-long-term market growth, and in developed markets, where we anticipate steady contributions to earnings.

Significant risks faced in the overseas insurance business include rises in insurance claims resulting from natural disasters of scales that exceed our expectations, decreased profitability due to soft market trends, and decelerated growth in countries or regions in which we operate due to deteriorations in political, social, or economic conditions. We are reinforcing risk management

systems and implementing other measures to minimize the threat of such risks.

Premiums Written Worldwide: Breakdown by Developed Countries and Emerging Countries (2016–2025)



Source: Based on Munich Re's Insurance Market Outlook

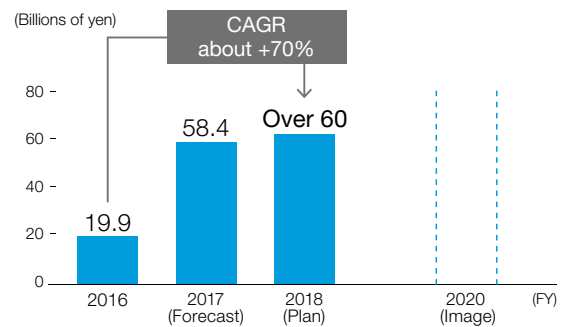
Progress of the Mid-Term Management Plan

The Mid-Term Management Plan calls on the Group to expand the overseas insurance business dramatically with the aim of attaining a business scale and capital efficiency on a par with the level of the top 10 global publicly listed insurance companies.

In the plan's first fiscal year, fiscal 2016, subsidiaries in the United States and Turkey played leading roles in enabling us to significantly exceed our 15 billion yen target and post adjusted profit of 19.9 billion yen.

Further, in March 2017 we acquired Sampo International (formerly Endurance Specialty Holdings Ltd.), which will begin contributing to earnings in fiscal 2017. Consequently, in fiscal 2018 we expect to achieve adjusted profit of more than 60 billion yen.

Adjusted Profit



* For details about the definition of adjusted profit, please see page 55. Regarding adjusted profit in fiscal 2017, a one-time merger cost of approximately U.S.\$62 million (approximately 7.0 billion yen) arising from the acquisition of Sampo International (formerly Endurance Specialty Holdings Ltd.) has been excluded from operating expenses as a special factor.

Main Future Initiatives

Steady Organic Growth

The core directive of our organic growth strategies in developed markets is business expansion that uses as a platform Sampo International that functions to integrate overseas businesses in developed countries in the future.

In pursuit of further growth, we will build synergies with Sampo International by reorganizing insurance and reinsurance businesses, integrating underwriting processes, implementing ERM (enterprise risk management), and expanding development through the use of the Sampo Holdings Group's networks and licenses.

Further, focusing on the retail sector, we will use already established business foundations in Brazil, Turkey, and Southeast Asia to achieve growth above the market average.

Steady organic growth

- Corporate: Platform building in the overseas insurance business by Sampo International
- Retail: Grow faster than market average.

+

- Conduct well-balanced investments both in emerging countries to expect future growth and in developed countries to acquire immediate profit.
- Scrutinize each deal in terms of valuation, possibility of PMI (integrated process), and affinity of corporate culture.

Growth through disciplined M&A

Growth through Disciplined M&A

Our policy for conducting overseas M&A is to continue to strike a balance between investments in developed countries and emerging countries. Through discussions at the Overseas M&A Committee chaired by a director with overall responsibility for overseas M&A, as well as other channels, we conduct speedy examinations of investment candidates while remaining disciplined.

• Major M&As since 2010

In recent years, the Sampo Holdings Group has been laying operating foundations for and increasing the earnings of the overseas insurance business by actively shifting management resources to it. As part of these efforts, in emerging countries we acquired Fiba Sigorta Anonim Sirketi (Turkey) in 2010, Berjaya Sampo Insurance Berhad (Malaysia) in 2011, and additional shares in Yasuda Maritima Seguros S.A. (Brazil) in 2013. With regard to developed countries, we welcomed Canopus Group Limited (U.K.) into the Group in 2014 and Sampo International (formerly Endurance Specialty Holdings Ltd.) (Bermuda, British Overseas Territory) in 2017.



Sampo Seguros S.A.
(formerly Yasuda Maritima Seguros S.A.)

Acquisition of Sompo International (formerly Endurance Specialty Holdings Ltd.) and establishment of the Overseas Insurance Business Platform



Sompo International (formerly Endurance Specialty Holdings Ltd.) leads a specialty insurance group that operates insurance and reinsurance businesses globally, with a focus on the United States. The company has been a member of the Sompo Holdings Group since March 2017. Sompo International underwrites a wide variety of lines of insurance such as property and casualty insurance; crop insurance, in which it has the fifth largest presence in the U.S.*; and other specialty lines of insurance. The company has high profitability, growth potential, and financial soundness.

Under the SOMPO INTERNATIONAL brand, the company will drive expansion of the Group's overseas insurance business by providing a platform for offering customers services of the highest quality.

* This position is based on gross written premiums in fiscal 2016.

John R. Charman

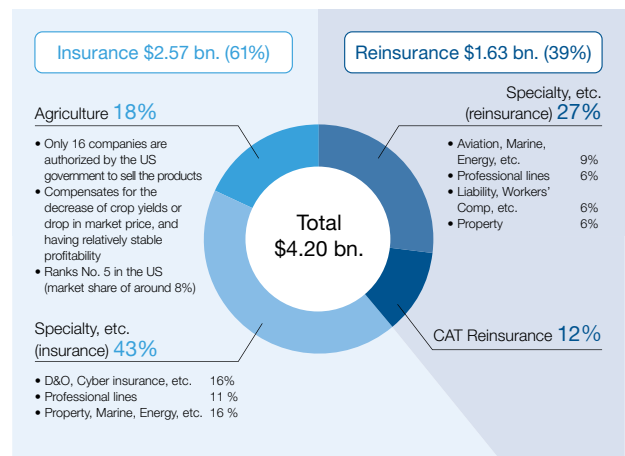
Executive Chairman and CEO
Sompo International Holdings Ltd.

Overview of Sompo International (formerly Endurance Specialty Holdings Ltd.) and Its Acquisition

Announced in May 2016 and covering fiscal 2016 through fiscal 2020, the Mid-Term Management Plan calls on the Group to grow, improve ROE, and establish a position that enables it to compete with global players. With these goals in mind, we considered the acquisition of an insurance company with an established position in developed countries.

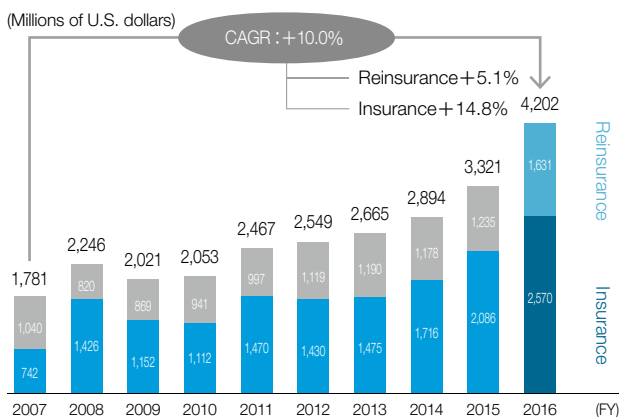
Acquired in March 2017, Sompo International (formerly Endurance Specialty Holdings Ltd.) is a specialty insurance company that operates direct insurance and reinsurance businesses primarily in the United States, Europe, and Bermuda. As well as possessing a highly experienced management team with an impressive track record, the company has an underwriting team that boasts superior insurance underwriting techniques. Furthermore, the company has put together a balanced underwriting portfolio while achieving stable and profitable business operations by relying on its advanced strategic risk management, or ERM (enterprise risk management), system. Sompo International is realizing high growth in gross written premiums especially in the direct insurance

business. In addition, it has a stable combined ratio. As the main platform of the Group's overseas insurance business, the company should drive earnings growth in the years to come.

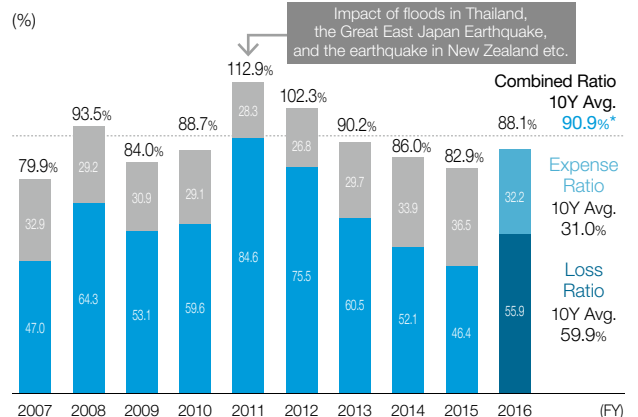


Breakdown of gross premiums in 2016

Trend of Gross Premiums



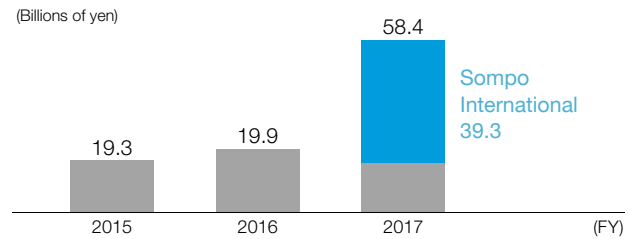
Trend of Combined Ratio



Acquisition of Sompo International— Impact on Business Results and Strategic Significance

The Mid-Term Management Plan, which covers fiscal 2016 through fiscal 2020, sets adjusted consolidated profit of 300 billion yen or more and adjusted consolidated ROE of 10% or more as targets for fiscal 2020 and beyond. The acquisition of Sompo International (formerly Endurance Specialty Holdings Ltd.) will contribute significantly to the achievement of these targets, and the company is expected to boost earnings by 39.3 billion yen in fiscal 2017. The adjusted consolidated profit of the Group's overseas insurance business is expected to increase from fiscal 2016's 19.9 billion yen to 58.4 billion yen in fiscal 2017.

Trend of Adjusted Profit of Overseas Insurance Business



* For details about the definition of adjusted profit, please see page 55. Regarding adjusted profit in fiscal 2017, a one-time merger cost of approximately U.S.\$62 million (approximately 7.0 billion yen) arising from the acquisition of Sompo International (formerly Endurance Specialty Holdings Ltd.) has been excluded from operating expenses as a special factor.

Management of the Overseas Insurance Business and Platform Construction

The Sompo Holdings Group plans to place its existing businesses in the United States and Europe under the control of Sompo International and integrate and reorganize them under two large segments: the insurance segment and the reinsurance segment. The transition will require convergence in four fields: human resources organizations, IT systems, strategic risk management, and employee training and development. Sompo International has expertise in strategic risk management and insurance underwriting, which is new to the Group. This expertise will become a valuable resource that the whole Group can leverage for growth. With respect to insurance underwriting, we will take advantage of Sompo International's product development capabilities to offer specialty insurance to corporate clients in Japan. Meanwhile, we will leverage our global license network to further expand the businesses of Sompo International overseas.

Utilize global network

Expand Sompo International's business through the existing global business network of Sompo Holdings.



Leverage underwriting know-how

Leverage product development capabilities and strong underwriting know-how. Offer Sompo International's products with customers of Sompo Holdings globally including Japan.



Kengo Sakurada (right), President & CEO of Sompo Holdings, Inc., and John Charman (left), Chairman and CEO of Sompo International Holdings Ltd. at the ceremony marking the launch of Sompo International

Global Expansion

228 cities in

SOMPO JAPAN SIGORTA

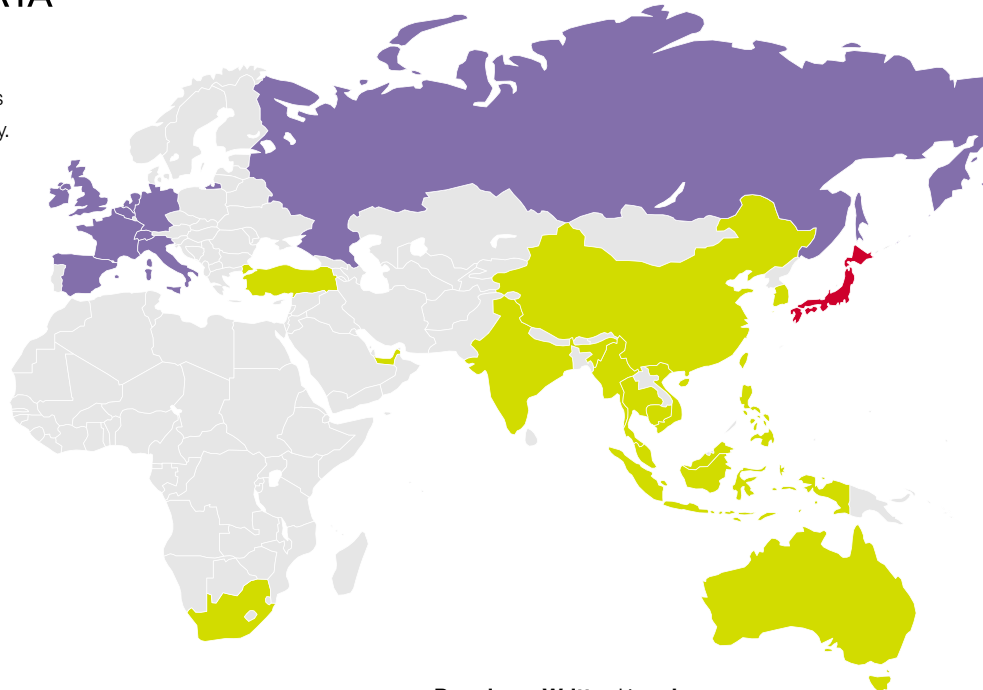
Sompo Japan Sigorta Anonim Sirketi is Turkey's only P&C insurance company from Asia and has the fifth* largest sales among insurers in the country.

This company boasts superior IT expertise related to deciding insurance premium rates. Combining this expertise with its strategic sales methods, claim handling capabilities, and other strengths, the company is generating stable earnings.

* This position is based on gross written premiums in 2016.



Recai Dalas
General Manager
Sompo Japan Sigorta Anonim Sirketi



SOMPO

PT Sompo Insurance Indonesia

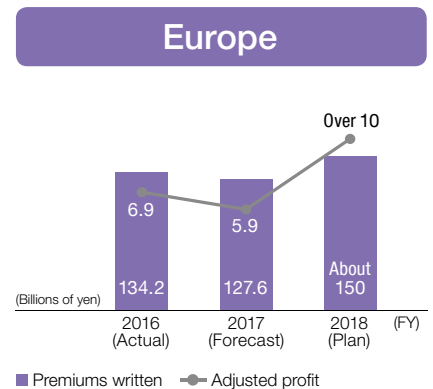
PT Sompo Insurance Indonesia has entered the retail field in earnest. Together with its operations in the corporate field, this is enabling the company to achieve growth significantly above the industry average. In 2016, the company advanced to become Indonesia's No. 1 foreign-affiliated P&C insurance company in terms of premiums written.

In addition, the company will leverage CIMB Group bancassurance as a new sales channel and continue contributing to the Sompo Holdings Group's overseas insurance business.



Daniel Neo
President Director
PT Sompo Insurance Indonesia

Premiums Written*1 and Adjusted Profit*2 by Region



Main Operating Companies (based on head office location)

- Endurance Worldwide Holdings Limited
- Endurance Worldwide Insurance Limited
- Sompo Canopus AG
- Canopus Managing Agents Limited
- Sompo Japan Canopus Reinsurance AG
- Sompo Japan Nipponkoa Insurance Company of Europe Limited

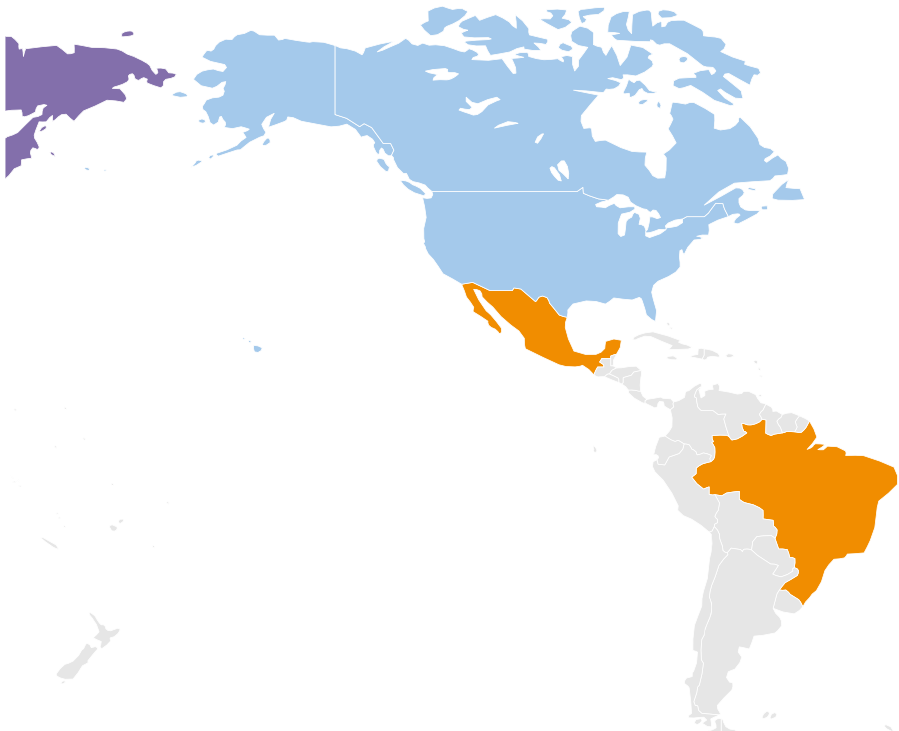
32 countries and regions (As of March 31, 2017)



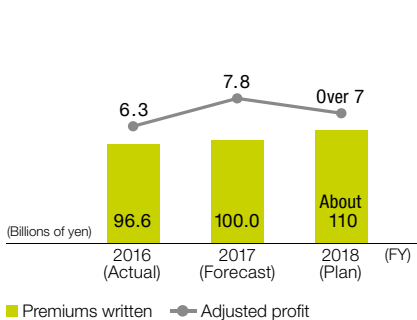
Sompo Seguros S.A. is a comprehensive insurance company that provides P&C and life insurance in Brazil. Also, its subsidiary, Sompo Saude Seguros S.A., is the only Japanese insurance company in the country to provide health insurance. By offering an extensive product lineup and strengthening its sales network, Sompo Seguros S.A. is expanding in the retail and corporate fields and strengthening the presence of the SOMPO brand in Brazil's market.



Francisco Caiuby Vidigal Filho
President
Sompo Seguros S.A.



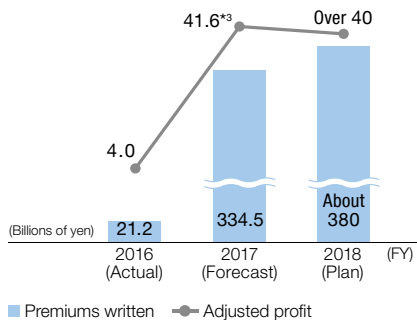
Asia & Middle East



Main Operating Companies (based on head office location)

- Sompo Japan Sigorta Anonim Sirketi
- Sompo Holdings (Asia) Pte. Ltd.
- Sompo Insurance Singapore Pte. Ltd.
- Berjaya Sompo Insurance Berhad
- Sompo Japan Nipponkoa Insurance (China) Co., Ltd.*4
- Sompo Insurance (Hong Kong) Co., Ltd.
- Universal Sompo General Insurance Co., Ltd.

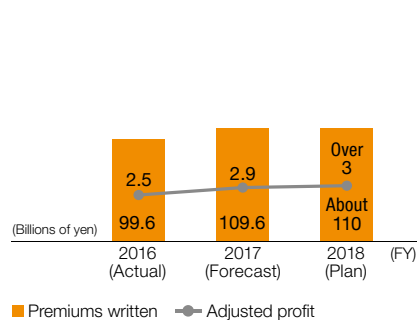
North America



Main Operating Companies (based on head office location)

- Sompo America Holdings Inc.
- Sompo America Insurance Company
- Sompo International Holdings Ltd.
- Endurance Specialty Holdings Ltd.
- Endurance Specialty Insurance Ltd.
- Endurance U.S. Holdings Corp.
- Canopius US Insurance, Inc.

Latin America



Main Operating Companies (based on head office location)

- Sompo Seguros S.A.
- Sompo Saude Seguros S.A.

*1. Amounts for premiums written are calculated using figures that have been adjusted based on the Company's ownership of consolidated subsidiaries and affiliates and, therefore, may differ from the amounts in the consolidated financial statements. Further, the figures for operating company groups that conduct businesses in multiple regions have been included in the figures of the region that has the largest earnings.
 *2. For details about the definition of adjusted profit, please see page 55. Further, the figures for operating company groups that conduct businesses in multiple regions have been included in the figures of the region that has the largest earnings.
 *3. Regarding adjusted profit in fiscal 2017, a one-time merger cost of approximately U.S.\$62 million (approximately 7.0 billion yen) arising from the acquisition of Endurance Specialty Holdings Ltd. (now Sompo International) has been excluded from operating expenses as a special factor.
 *4. Sompo Japan Nipponkoa Insurance (China) Co., Ltd., changed its name to Sompo Insurance China Co., Ltd., on July 1, 2017.

TOPICS

Developing Weather Index Insurance to Prevent Economic Losses Due to Climate Change

Winner of the Grand Prix Award at the 2nd Sustainable Finance Awards

Sompo Japan Nipponkoa Insurance Inc. was awarded the Grand Prix Award at the 2nd Sustainable Finance Awards for a system for developing weather index insurance for farming companies in Southeast Asia, where agriculture is a major industry and susceptible to the impact of climate change. This type of insurance pays fixed insurance claims in the event that measurable weather conditions, such as precipitation, satisfy particular previously established requirements.

In 2015, the Research Institute for Environmental Finance established the Sustainable Finance Awards to spread and heighten awareness of “environmental finance,” which uses financial methods to address environmental problems. The awards recognize financial institutions that market products or services or implement initiatives related to environmental finance in Japan’s financial market.

The awards are based on the following criteria.

- Development of financial products as a measure to address climate change
- Insurance support for sustainable agriculture in developing countries by small-scale farmers who are susceptible to the impact of climate change
- Cooperation with the Remote Sensing Technology Center of Japan and local stakeholders, contributions to improvements in local infrastructure, and substantial societal impact



Interviewing local farmers as part of efforts to develop weather index insurance

Planning to expand sales in Indonesia

Sales of weather index insurance began in Thailand in 2010 and in the Philippines in 2014. We are also preparing to launch sales in Indonesia.

The Group’s goal is to make this product available to 30,000 farmers in Southeast Asia by 2025. Moving forward, we hope to help attain sustainable societies by offering economic solutions to people vulnerable to social risks.

Providing Non-Life Insurance Services through CIMB Group Bancassurance*

In June 2016, a Group company, Sompo Holdings (Asia) Pte. Ltd., concluded a non-life bancassurance agreement with one of ASEAN’s largest banking groups, CIMB Group Holdings Berhad (CIMB Group), which is headquartered in Malaysia.

We began offering non-life insurance services in Indonesia and Singapore in September 2016. Moreover, plans are in place to begin offering these services in Malaysia in 2017 and in Thailand in 2020.

In these four Southeast Asian countries, we will leverage the network of approximately 1,000 branches operated by CIMB Group as well as its Internet and mobile banking platforms to offer our high-quality services to the group’s more than 13 million customers.

* A partnership in which an insurance company uses a bank’s sales channels to sell insurance products



CIMB Group CEO Tengku Dato’ Sri Zafrul Aziz (left) and Kengo Sakurada (right), President & CEO of Sompo Holdings, Inc., at a ceremony celebrating an alliance between the groups

Strategic Businesses

Business Overview

Our strategic businesses include assisting customers with building asset portfolios through the asset management business and providing policyholders with roadside assistance service through the assistance business. We are also advancing into the home

remodeling and extended warranty business fields. Through these businesses, we pursue inter-business coordination that is intrinsically related to our domestic P&C insurance business and other main businesses.

Company Outline

As of March 31, 2017



Sampo Japan Nipponkoa Asset Management

Sampo Japan Nipponkoa Asset Management Co., Ltd., aims to be the most customer-oriented asset management company in Japan. This company proposes and provides top-caliber products and asset management services to assist customers in building asset portfolios over the medium-to-long term. Such offerings are made available through its investment advisory business geared toward pension funds and other institutional investors and through its investment trust business designed primarily for private investors.

Assets under Management

In fiscal 2016, the assets under management for this company rose substantially after being entrusted to manage large-scale public pension funds both in Japan and overseas.

On March 31, 2017, the company's assets under management consisted of 1,332.3 billion yen in a pension investment discretionary account and 676.2 billion yen in investment trust net assets.

Adoption of Principles for Customer-Oriented Business Conduct

Sampo Japan Nipponkoa Asset Management Co., Ltd., will realize customer-oriented business conduct by accomplishing the three principal achievements of its Declaration of Customer-First Policy.

Declaration of Customer-First Policy

Vision for the Company

Sampo Japan Nipponkoa Asset Management Co., Ltd., strives to be the most customer-oriented asset management company in Japan by proposing and providing top-caliber products and asset management services that aid customers in building asset portfolios over the medium-to-long term.

Three Principal Achievements

Our fiduciary duty is our responsibility to put our clients first as asset management professionals. To implement this management philosophy, we seek to accomplish the following three principal achievements.

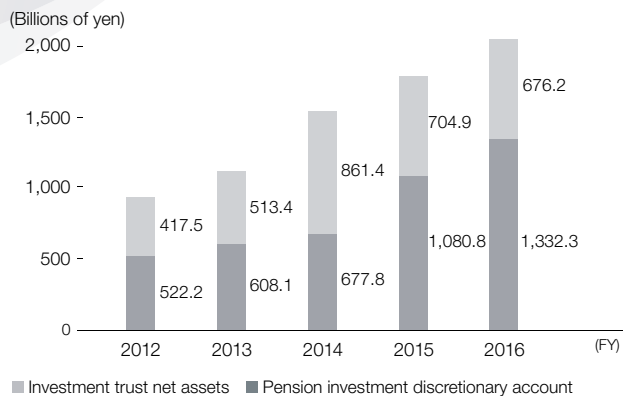
1. Realization of asset management capabilities that support customers' asset portfolios
2. Provision of products and services that truly incorporate the customer's perspective
3. Reinforcement of the corporate systems and operating infrastructure necessary to realize the above

Sampo Japan Nipponkoa Asset Management Co., Ltd.

Establishment: February 1986
Capital: 1,550 million yen
Shareholder: Sampo Holdings (100%)
Head office: Kyoritsu Nihonbashi Building, 2-16, Nihonbashi 2-chome, Chuo-ku, Tokyo
URL: <http://www.sjnk-am.co.jp/>



Hiroyuki Yamaguchi
 President and
 Chief Executive Officer



"Happy Aging Fund"

In 2016 and 2017, our mutual fund, Happy Aging 60, received a first prize in Rating and Investment Information, Inc. (R&I)'s R&I Fund Award.



"Buna no Mori" SRI Fund

Focused on investment in companies that actively address environmental issues, the "Sampo Japan Green Open" (nicknamed "Buna no Mori" (beech forest)) fund is one of the largest publicly offered SRI investment trust funds in Japan.

TOPICS

Beginning to Offer a New Individual-Type Defined Contribution Pension Plan

In December 2016, we launched a new individual-type defined contribution pension plan. The new plan has a low account fee and a unique lineup of mutual funds. It does not offer index funds, only actively managed funds that we carefully select from our mutual funds and those of other companies.

Prime Assistance

Through its assistance business, which provides roadside and home assistance as well as assistance in solving problems and inconveniences overseas, the company offers services of the highest grade 24 hours a day, 365 days a year that support the security and wellbeing of customers in their daily lives.

Prime Assistance Inc.

Establishment: April 2012
Capital: 450 million yen
Shareholder: Sompo Holdings (66.6%)
 Prestige International (33.4%)
Head office: Harmony Tower, 32-2,
 Honcho 1-chome,
 Nakano-ku, Tokyo
URL: <http://www.prime-as.com/>



Hiroyuki Tokuoka
 President and
 Chief Executive Officer

Note: Hiroyuki Tokuoka assumed the position of president and chief executive officer on April 1, 2017.

TOPICS

Acquisition of ISO 27001 Certification



On March 22, 2017, the Kagoshima Centre acquired ISO 27001 information security management system (ISMS) certification. Further, upon completion of surveillance, the Tokyo Centre maintained ISO/ISE 27001: 2013 and JIS Q 27001: 2014 ISMS certification. ISO 27001, ISO/ISE 27001: 2013, and JIS Q 27001: 2014 are ISMS international standards. We will advance activities in relation to information security even further, protect information assets and customers' information to meet customers' expectations, and provide the highest level of service quality.

FRESH HOUSE

As a general remodeling firm, the company aims to eliminate uneasiness, inconvenience, and discomfort through high-quality remodeling services, providing homes in which residents can live safely, comfortably, and with peace of mind.

FRESHHOUSE CO., LTD.

Establishment: July 1995
Capital: 100 million yen
Shareholder: Sompo Holdings (66%)
 Other (34%)
Head office: Sompo Japan Nipponkoa
 Bentendoori Building, 57,
 Bentendoori 4-chome, Naka-ku,
 Yokohama City, Kanagawa
URL: <https://freshhouse.co.jp/>



Shuu Nakamura
 President and
 Chief Executive Officer

TOPICS



Beginning of Wearable Device (Smart Glasses) Utilization

In collaboration with Sompo Japan Nipponkoa Insurance Inc., in October 2016 the Company began using wearable terminals (smart glasses) for the investigation of fire insurance claims to homogenize service quality and expedite fire insurance payments. Aiming to further enhance the services we provide to customers, we will continue advancing the utilization of ICT and digital technology.

SOMPO WARRANTY

As a professional extended warranty company, Sompo Warranty Inc. seeks to create a society in which consumers can use any product safely and with peace of mind. Based on lofty ethical standards, this company develops, provides, and operates reliable warranty programs in a wide variety of product categories.

Sompo Warranty Inc.

Establishment: August 2009
Capital: 95 million yen
Shareholder: Sompo Holdings (100%)
Head office: 12th Fl., Marunouchi Trust Tower Main,
 8-3, Marunouchi 1-chome,
 Chiyoda-ku, Tokyo, Japan
URL: <http://www.sompo-swt.com/>



Kyu Tamura
 President and
 Chief Executive Officer

TOPICS

Product Warranty Japan Inc. Changes Its Name to Sompo Warranty Inc.

Having been with the Group for a year, Product Warranty Japan Inc. changed its name to Sompo Warranty Inc. on December 25, 2016. We changed the company's name to cultivate a unified brand image Group-wide. Extended warranties prolong insurance periods beyond product manufacturers' warranty periods and provide repair services for malfunctioning or defective products. We will offer innovative services of the highest quality with a view to helping realize a society in which customers can use products with greater peace of mind.

Definition of adjusted consolidated profit, adjusted consolidated ROE, etc.

		Calculation method
Adjusted profit for each business	Domestic P&C insurance* ¹	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)
	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.* ²	Net income
	Overseas insurance	Net income (including major non-consolidated subsidiaries)* ³
Adjusted consolidated profit		Total of above adjusted profits
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* ⁴
Adjusted consolidated ROE		Adjusted consolidated profit / Adjusted consolidated net assets Note: The denominator is the average balance at the end/start of each fiscal year.

*1. The total of Sompo Japan Nipponkoa Insurance Inc.; SAISON AUTOMOBILE AND FIRE INSURANCE COMPANY, LIMITED; Sompo 24 Insurance Company Limited; Sompo Japan Nipponkoa Insurance Services Inc.; Sompo Japan Nipponkoa DC Securities Inc.; and Sompo Risk Management & Health Care Inc. (The fiscal 2016 figure is for the nursing care & healthcare business, etc.)

*2. The total of Sompo Care Message Inc.; Sompo Care Next Inc.; Cedar Co., Ltd.; Sompo Japan Nipponkoa Asset Management Co., Ltd.; Prime Assistance Inc.; Sompo Warranty Inc.; and FRESHHOUSE Co., Ltd.

*3. As of fiscal 2017, the adjusted profit of Sompo International (formerly Endurance Specialty Holdings Ltd.) shall be defined as operating income net of fluctuating, one-time factors (operating income = net income – net foreign exchange gains/losses – net realized and unrealized gains/losses on sales of securities as well as impairment losses/valuation gains on securities – net impairment losses recognized in earnings, etc.).

*4. Domestic life insurance adjusted net assets = Net assets (J-GAAP, after tax) + Contingency reserve (after tax) + Reserve for price fluctuation (after tax) + Adjustment of underwriting reserve (after tax) + Non-depreciated acquisition cost (after tax)