

**UNOFFICIAL TRANSLATION**

This document is an unofficial English translation of the Japanese original.

Summary of Consolidated Financial Results  
for the fiscal year ended March 31, 2013

Supplementary Information

May 20, 2013

NKSJ Holdings, Inc.

( Stock code number : 8630 )

## Summary of Consolidated Financial Results for the fiscal year ended March 31, 2013

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## 1. Overview of Consolidated Financial Results for the fiscal year ended March 31, 2013

NKSJ Holdings, Inc.

Overview of Consolidated Financial Results for the fiscal year ended March 31, 2013

(Millions of yen, %)

	Fiscal year ended March 31, 2012	Fiscal year ended March 31, 2013	Increase (Decrease)	Rate of change
Ordinary income:	2,790,555	2,843,226	52,670	1.9
Net premiums written	1,973,777	2,062,606	88,829	4.5
Life insurance premiums written	250,193	264,732	14,538	5.8
Ordinary profit	(51,815)	104,783	156,598	—
Net income	(92,262)	43,618	135,880	—

(Millions of yen)

	Ordinary profit			Net income		
	Fiscal year ended March 31, 2012	Fiscal year ended March 31, 2013	Increase (Decrease)	Fiscal year ended March 31, 2012	Fiscal year ended March 31, 2013	Increase (Decrease)
Sompo Japan Insurance Inc.	3,964	65,058	61,094	(37,518)	29,137	66,656
+						
NIPPONKOA Insurance Co., Ltd.	(7,737)	64,580	72,318	(22,584)	33,332	55,917
+						
NKSJ Himawari Life Insurance, Inc.	1,131	8,019	6,887	(11,105)	4,421	15,526
+						
Consolidation adjustment, etc.	(49,174)	(32,875)	16,298	(21,053)	(23,273)	(2,219)
=						
NKSJ Holdings, Inc. (Consolidated)	(51,815)	104,783	156,598	(92,262)	43,618	135,880

Notes)

- In establishing NKSJ Holdings, Inc., the purchase method was applied to account for the business combination. "Consolidation adjustment, etc." includes the amount of adjustments following the application of the purchase method.
- Amounts of NKSJ Himawari Life Insurance, Inc. for the fiscal year ended March 31, 2012 represent combined results of NKSJ Himawari Life Insurance, Inc. and former NIPPONKOA Life Insurance Company, Limited.  
These are the amounts after reclassifications into the form of the consolidated statements of income.

### Net Incurred Loss due to Flood in Thailand

(Millions of yen)

	Fiscal year ended March 31, 2012			Fiscal year ended March 31, 2013			Total incurred loss
	Net claims paid	Provision for reserve for outstanding losses and claims	Net incurred loss	Net claims paid	Provision for reserve for outstanding losses and claims	Net incurred loss	
Total	18,643	84,124	102,767	32,580	(48,024)	(15,443)	87,323
Sompo Japan Insurance Inc.	12,051	24,793	36,845	7,276	(10,062)	(2,785)	34,059
NIPPONKOA Insurance Co., Ltd.	5,978	37,146	43,124	17,546	(23,898)	(6,352)	36,772
Overseas consolidated subsidiaries	612	22,184	22,797	7,757	(14,063)	(6,305)	16,491

## Sompo Japan Insurance Inc. (Non-consolidated)

## Overview of Financial Results for the fiscal year ended March 31, 2013

## Summary of Results of Operations

(Millions of yen)

		Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)	Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)	Increase (Decrease)	Rate of change
Ordinary income and expenses:					
Underwriting income and expenses:					
Direct premiums written (including deposits of premiums by policyholders)	①	1,492,134	1,517,884	25,750	1.7 %
Direct premiums written	②	1,370,046	1,413,080	43,033	3.1
(+) Net premiums written	③	1,281,155	1,327,361	46,206	3.6
(-) Net claims paid	④	939,541	843,762	(95,778)	(10.2)
(-) Loss adjustment expenses	⑤	92,530	93,375	844	0.9
(-) Net commissions and brokerage fees	⑥	219,559	228,951	9,392	4.3
(+) Deposits of premiums by policyholders	⑦	122,087	104,804	(17,283)	(14.2)
(+) Interest and dividend income on deposits of premiums, etc.	⑧	37,176	34,065	(3,110)	(8.4)
(-) Maturity refunds and dividends to policyholders	⑨	181,035	203,027	21,992	12.1
(-) Provision for (reversal of) reserve for outstanding losses and claims	⑩	(19,526)	(5,058)	14,468	-
(-) Provision for (reversal of) underwriting reserves	⑪	(165,483)	(78,625)	86,857	-
(+) Other underwriting income and expenses	⑫	(1,435)	926	2,361	-
Gross underwriting margin	⑬	191,325	181,724	(9,601)	(5.0)
Operating, general and administrative expenses related to underwriting	⑭	203,816	205,872	2,055	1.0
Other income and expenses	⑮	(12,503)	(1,556)	10,947	-
Underwriting profit (loss)	⑯	(24,994)	(25,704)	(709)	-
Investment income and expenses:					
(+) Interest and dividend income	⑰	78,375	79,498	1,122	1.4
(+) Investment gains and losses on money trusts	⑱	0	477	476	124,942.6
(+) Gains and losses on sales of securities	⑲	21,890	92,483	70,593	322.5
(-) Impairment losses on securities	⑳	18,141	25,351	7,210	39.7
(+) Transfer of interest and dividend income on deposits of premiums, etc.	㉑	(37,176)	(34,065)	3,110	-
(+) Gains and losses on derivatives	㉒	600	(10,455)	(11,056)	(1,840.4)
(+) Other investment income and expenses	㉓	(14,852)	(491)	14,361	-
Gross investment margin	㉔	30,698	102,095	71,397	232.6
(-) Operating, general and administrative expenses	㉕	215,148	214,839	(309)	(0.1)
(+) Other ordinary income and expenses	㉖	(2,910)	(3,922)	(1,011)	-
Ordinary profit	㉗	3,964	65,058	61,094	1,540.9
Extraordinary gains and losses:					
(+) Extraordinary gains	㉘	3,402	91	(3,310)	(97.3)
(-) Extraordinary losses	㉙	665	19,298	18,633	2,800.6
Extraordinary gains and losses	㉚	2,737	(19,206)	(21,944)	(801.7)
Net income before income taxes	㉛	6,701	45,852	39,150	584.2
(-) Income taxes	㉜	632	619	(12)	(2.0)
(-) Deferred income taxes	㉝	43,587	16,094	(27,493)	(63.1)
Total income taxes	㉞	44,220	16,714	(27,505)	(62.2)
Net income (loss)	㉟	(37,518)	29,137	66,656	-

Underwriting result:					
(+) Net premiums written	⑳	1,281,155	1,327,361	46,206	3.6
(-) Net claims paid	㉑	939,541	843,762	(95,778)	(10.2)
(-) Loss adjustment expenses	㉒	92,530	93,375	844	0.9
(-) Net operating expenses:	㉓	423,376	434,824	11,447	2.7
Net commissions and brokerage fees	㉔	219,559	228,951	9,392	4.3
Operating, general and administrative expenses related to underwriting	㉕	203,816	205,872	2,055	1.0
Underwriting result	㉖	(174,293)	(44,600)	129,692	-
Ratios:					
Net loss ratio (%)	㉗	80.6	70.6	(10.0)	
Net operating expenses ratio (%)	㉘	33.0	32.8	(0.3)	
Underwriting result ratio (%)	㉙	(13.6)	(3.4)	10.2	
Return on investments (income base) (%)	㉚	2.13	2.28	0.15	
Return on investments (realized base) (%)	㉛	1.86	3.93	2.07	

Reference) Total return based on the fair value: Fiscal year ended March 31, 2012 1.59 %  
Fiscal year ended March 31, 2013 8.01 %

## Sompo Japan Insurance Inc. (Non-consolidated)

## Premiums Written and Claims Paid by Business Lines

Direct premiums written (excluding deposits of premiums by policyholders)

(Millions of yen)

Business line	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)			Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)		
	Amount	% of total amount	Rate of change	Amount	% of total amount	Rate of change
Fire and allied insurance	187,793	13.7 %	6.5 %	196,039	13.9 %	4.4 %
Marine insurance	31,039	2.3	0.3	32,394	2.3	4.4
Personal accident insurance	131,994	9.6	3.0	133,516	9.4	1.2
Voluntary automobile insurance	642,996	46.9	0.7	657,014	46.5	2.2
Compulsory automobile liability insurance	197,630	14.4	11.6	204,552	14.5	3.5
Others	178,593	13.0	1.2	189,562	13.4	6.1
Total	1,370,046	100.0	3.2	1,413,080	100.0	3.1
Deposits of premiums by policyholders	122,087	—	3.3	104,804	—	(14.2)

## Net premiums written

(Millions of yen)

Business line	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)			Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)		
	Amount	% of total amount	Rate of change	Amount	% of total amount	Rate of change
Fire and allied insurance	149,081	11.6 %	5.6 %	164,706	12.4 %	10.5 %
Marine insurance	24,658	1.9	(2.7)	26,263	2.0	6.5
Personal accident insurance	130,181	10.2	2.3	132,088	10.0	1.5
Voluntary automobile insurance	645,385	50.4	0.8	658,926	49.6	2.1
Compulsory automobile liability insurance	178,117	13.9	7.0	189,291	14.3	6.3
Others	153,729	12.0	(1.7)	156,084	11.8	1.5
Total	1,281,155	100.0	2.0	1,327,361	100.0	3.6

## Net claims paid

(Millions of yen)

Business line	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)			Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)		
	Amount	Rate of change	Net loss ratio	Amount	Rate of change	Net loss ratio
Fire and allied insurance	201,989	260.3 %	139.2 %	111,666	(44.7) %	69.9 %
Marine insurance	17,290	26.0	74.8	15,786	(8.7)	63.9
Personal accident insurance	70,754	2.7	59.6	72,507	2.5	61.0
Voluntary automobile insurance	405,884	2.0	71.9	404,824	(0.3)	70.5
Compulsory automobile liability insurance	156,326	0.8	95.6	158,055	1.1	91.1
Others	87,296	(30.8)	61.2	80,922	(7.3)	56.2
Total	939,541	14.9	80.6	843,762	(10.2)	70.6

## Sompo Japan Insurance Inc. (Non-consolidated)

## Net Incurred Loss due to Natural Disasters in Japan which occurred in the period

(Millions of yen)

	Fiscal year ended March 31, 2012			Fiscal year ended March 31, 2013		
	Net claims paid	Reserve for outstanding losses and claims	Net incurred loss	Net claims paid	Reserve for outstanding losses and claims	Net incurred loss
Fire and allied insurance	28,043	6,206	34,250	28,224	3,267	31,492
Voluntary automobile insurance	4,051	79	4,131	6,897	284	7,182
Other than the above	957	273	1,230	603	89	693
<b>Total</b>	<b>33,053</b>	<b>6,559</b>	<b>39,612</b>	<b>35,725</b>	<b>3,642</b>	<b>39,367</b>

Note) Net incurred loss = Net claims paid + Reserve for outstanding losses and claims

Reserve for outstanding losses and claims represents amounts deducting reinsurance recoverable on unpaid loss from reserve for outstanding losses and claims of direct insurance and assumed reinsurance.

## Breakdown of Operating, General and Administrative Expenses and Loss Adjustment Expenses

(Millions of yen)

	Fiscal year ended March 31, 2012			Fiscal year ended March 31, 2013		
	Amount	Increase (Decrease)	Rate of change	Amount	Increase (Decrease)	Rate of change
Personnel expenses	172,837	(4,638)	(2.6)	169,064	(3,772)	(2.2)
Non-personnel expenses	122,594	(186)	(0.2)	127,071	4,476	3.7
Others (taxes and contributions)	12,247	(625)	(4.9)	12,078	(169)	(1.4)
<b>Total</b>	<b>307,679</b>	<b>(5,450)</b>	<b>(1.7)</b>	<b>308,214</b>	<b>535</b>	<b>0.2</b>

## Reserve for Outstanding Losses and Claims

(Millions of yen)

	Fiscal year ended March 31, 2012		Fiscal year ended March 31, 2013	
	Balance	Change	Balance	Change
Fire and allied insurance	73,178	2,954	72,079	(1,098)
Marine insurance	13,139	(583)	13,934	795
Personal accident insurance	60,173	(826)	59,526	(646)
Voluntary automobile insurance	290,666	(10,775)	284,770	(5,895)
Compulsory automobile liability insurance	60,299	2,074	59,296	(1,002)
Others	122,580	(12,369)	125,370	2,790
<b>Total</b>	<b>620,037</b>	<b>(19,526)</b>	<b>614,979</b>	<b>(5,058)</b>

Notes)

1. Balance of financial guarantee insurance is included in "Others".

Fiscal year ended March 31, 2012: 494 million yen

Fiscal year ended March 31, 2013: 640 million yen

2. Change of financial guarantee insurance is included in "Others".

Fiscal year ended March 31, 2012: (9,466) million yen

Fiscal year ended March 31, 2013: 146 million yen

## Ordinary Underwriting Reserves

(Millions of yen)

	Fiscal year ended March 31, 2012		Fiscal year ended March 31, 2013	
	Balance	Change	Balance	Change
Fire and allied insurance	413,485	(65,706)	418,391	4,906
Marine insurance	8,402	(163)	9,692	1,290
Personal accident insurance	84,218	3,490	87,745	3,526
Voluntary automobile insurance	185,320	2,265	189,917	4,597
Compulsory automobile liability insurance	302,214	(41,073)	280,878	(21,336)
Others	197,080	2,293	201,069	3,988
<b>Total</b>	<b>1,190,721</b>	<b>(98,894)</b>	<b>1,187,694</b>	<b>(3,026)</b>

Note) This table excludes reserve for maturity refunds and reserve for dividends to policyholders of savings-type insurance and includes underwriting reserves of earthquake insurance and compulsory automobile liability insurance.

## Catastrophic Loss Reserve

(Millions of yen)

	Fiscal year ended March 31, 2012				Fiscal year ended March 31, 2013			
	Reversal	Provision	Balance	Balance ratio	Reversal	Provision	Balance	Balance ratio
Fire and allied insurance	57,060	21,021	134,911	91.7	28,742	24,835	131,003	79.9
Marine insurance	2,100	926	25,998	105.4	—	978	26,977	102.7
Personal accident insurance	7,771	4,028	77,804	59.8	8,538	4,093	73,360	55.5
Voluntary automobile insurance	38,655	39,056	39,056	6.1	39,056	39,867	39,867	6.1
Others	5,972	9,103	105,475	68.6	5,855	7,110	106,730	68.4
<b>Total</b>	<b>111,560</b>	<b>74,136</b>	<b>383,247</b>	<b>34.8</b>	<b>82,192</b>	<b>76,886</b>	<b>377,941</b>	<b>33.2</b>

Note) Balance ratio = Balance of catastrophic loss reserve / Net premiums written (excluding earthquake insurance and compulsory automobile liability insurance) × 100

## NIPPONKOA Insurance Co.,Ltd. (Non-consolidated)

## Overview of Financial Results for the fiscal year ended March 31, 2013

## Summary of Results of Operations

(Millions of yen)

		Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)	Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)	Increase (Decrease)	Rate of change
Ordinary income and expenses:					
Underwriting income and expenses:					
Direct premiums written (including deposits of premiums by policyholders)	①	713,711	728,297	14,585	2.0 %
Direct premiums written	②	671,698	687,196	15,498	2.3
(+) Net premiums written	③	630,605	638,863	8,257	1.3
(-) Net claims paid	④	493,011	436,647	(56,363)	(11.4)
(-) Loss adjustment expenses	⑤	41,125	41,334	209	0.5
(-) Net commissions and brokerage fees	⑥	107,355	111,787	4,432	4.1
(+) Deposits of premiums by policyholders	⑦	42,013	41,100	(912)	(2.2)
(+) Interest and dividend income on deposits of premiums, etc.	⑧	18,698	17,241	(1,457)	(7.8)
(-) Maturity refunds and dividends to policyholders	⑨	109,817	118,642	8,824	8.0
(-) Provision for (reversal of) reserve for outstanding losses and claims	⑩	12,824	(20,448)	(33,273)	(259.5)
(-) Provision for (reversal of) underwriting reserves	⑪	(151,636)	(110,294)	41,341	-
(+) Other underwriting income and expenses	⑫	(399)	1,264	1,664	-
Gross underwriting margin	⑬	78,421	120,802	42,380	54.0
Operating, general and administrative expenses related to underwriting	⑭	113,336	110,831	(2,505)	(2.2)
Other income and expenses	⑮	(6,203)	(1,184)	5,018	-
Underwriting profit (loss)	⑯	(41,118)	8,786	49,904	-
Investment income and expenses:					
(+) Interest and dividend income	⑰	41,211	39,183	(2,028)	(4.9)
(+) Investment gains and losses on money trusts	⑱	(453)	924	1,377	-
(+) Gains and losses on sales of securities	⑲	14,226	33,351	19,125	134.4
(-) Impairment losses on securities	⑳	1,773	1,495	(278)	(15.7)
(+) Transfer of interest and dividend income on deposits of premiums, etc.	㉑	(18,698)	(17,241)	1,457	-
(+) Gains and losses on derivatives	㉒	220	2,450	2,229	1,011.5
(+) Other investment income and expenses	㉓	(3,729)	666	4,395	-
Gross investment margin	㉔	31,003	57,838	26,835	86.6
(-) Operating, general and administrative expenses	㉕	118,378	114,984	(3,394)	(2.9)
(+) Other ordinary income and expenses	㉖	1,217	924	(292)	(24.1)
Ordinary profit (loss)	㉗	(7,737)	64,580	72,318	-
Extraordinary gains and losses:					
(+) Extraordinary gains	㉘	2,112	2,058	(53)	(2.5)
(-) Extraordinary losses	㉙	3,802	18,823	15,021	395.1
Extraordinary gains and losses	㉚	(1,689)	(16,764)	(15,074)	-
Net income (loss) before income taxes	㉛	(9,427)	47,816	57,243	-
(-) Income taxes	㉜	270	356	86	31.9
(-) Deferred income taxes	㉝	12,886	14,126	1,239	9.6
Total income taxes	㉞	13,157	14,483	1,326	10.1
Net income (loss)	㉟	(22,584)	33,332	55,917	-

Underwriting result:					
(+) Net premiums written	⑳	630,605	638,863	8,257	1.3
(-) Net claims paid	㉑	493,011	436,647	(56,363)	(11.4)
(-) Loss adjustment expenses	㉒	41,125	41,334	209	0.5
(-) Net operating expenses:	㉓	220,691	222,618	1,927	0.9
Net commissions and brokerage fees	㉔	107,355	111,787	4,432	4.1
Operating, general and administrative expenses related to underwriting	㉕	113,336	110,831	(2,505)	(2.2)
Underwriting result	㉖	(124,222)	(61,738)	62,484	-
Ratios:					
Net loss ratio (%)	㉗	84.7	74.8	(9.9)	
Net operating expenses ratio (%)	㉘	35.0	34.8	(0.2)	
Underwriting result ratio (%)	㉙	(19.7)	(9.7)	10.0	
Return on investments (income base) (%)	㉚	2.12	2.15	0.03	
Return on investments (realized base) (%)	㉛	2.59	4.15	1.56	

Reference) Total return based on the fair value: Fiscal year ended March 31, 2012 3.23 %  
Fiscal year ended March 31, 2013 9.78 %



## NIPPONKOA Insurance Co.,Ltd. (Non-consolidated)

## Premiums Written and Claims Paid by Business Lines

Direct premiums written (excluding deposits of premiums by policyholders)

(Millions of yen)

Business line	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)			Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)		
	Amount	% of total amount	Rate of change	Amount	% of total amount	Rate of change
Fire and allied insurance	120,347	17.9 %	4.8 %	125,189	18.2 %	4.0 %
Marine insurance	14,639	2.2	(1.2)	14,143	2.1	(3.4)
Personal accident insurance	48,292	7.2	(0.6)	47,997	7.0	(0.6)
Voluntary automobile insurance	318,342	47.4	1.1	322,433	46.9	1.3
Compulsory automobile liability insurance	85,847	12.8	11.1	90,038	13.1	4.9
Others	84,229	12.5	1.8	87,394	12.7	3.8
Total	671,698	100.0	2.8	687,196	100.0	2.3
Deposits of premiums by policyholders	42,013	—	20.3	41,100	—	(2.2)

## Net premiums written

(Millions of yen)

Business line	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)			Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)		
	Amount	% of total amount	Rate of change	Amount	% of total amount	Rate of change
Fire and allied insurance	90,479	14.3 %	1.0 %	87,709	13.7 %	(3.1) %
Marine insurance	13,710	2.2	(2.1)	13,542	2.1	(1.2)
Personal accident insurance	49,558	7.9	(0.2)	50,469	7.9	1.8
Voluntary automobile insurance	318,289	50.5	1.1	322,068	50.5	1.2
Compulsory automobile liability insurance	79,596	12.6	6.9	85,212	13.3	7.1
Others	78,970	12.5	1.2	79,861	12.5	1.1
Total	630,605	100.0	1.6	638,863	100.0	1.3

## Net claims paid

(Millions of yen)

Business line	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)			Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)		
	Amount	Rate of change	Net loss ratio	Amount	Rate of change	Net loss ratio
Fire and allied insurance	133,129	239.6 %	150.8 %	85,899	(35.5) %	101.7 %
Marine insurance	6,427	12.1	48.3	5,684	(11.6)	43.4
Personal accident insurance	29,178	(1.9)	63.8	26,896	(7.8)	58.1
Voluntary automobile insurance	205,885	(2.0)	72.8	202,250	(1.8)	70.9
Compulsory automobile liability insurance	71,850	0.6	97.9	72,202	0.5	91.8
Others	46,539	12.9	63.2	43,713	(6.1)	59.0
Total	493,011	24.0	84.7	436,647	(11.4)	74.8

## NIPPONKOA Insurance Co.,Ltd. (Non-consolidated)

## Net Incurred Loss due to Natural Disasters in Japan which occurred in the period

(Millions of yen)

	Fiscal year ended March 31, 2012			Fiscal year ended March 31, 2013		
	Net claims paid	Reserve for outstanding losses and claims	Net incurred loss	Net claims paid	Reserve for outstanding losses and claims	Net incurred loss
Fire and allied insurance	22,849	4,074	26,924	20,040	2,510	22,551
Voluntary automobile insurance	2,704	17	2,721	2,430	19	2,450
Other than the above	1,482	606	2,088	1,432	127	1,560
<b>Total</b>	<b>27,036</b>	<b>4,698</b>	<b>31,735</b>	<b>23,904</b>	<b>2,657</b>	<b>26,561</b>

Note) Net incurred loss = Net claims paid + Reserve for outstanding losses and claims

Reserve for outstanding losses and claims represents amounts deducting reinsurance recoverable on unpaid loss from reserve for outstanding losses and claims of direct insurance and assumed reinsurance.

## Breakdown of Operating, General and Administrative Expenses and Loss Adjustment Expenses

(Millions of yen)

	Fiscal year ended March 31, 2012			Fiscal year ended March 31, 2013		
	Amount	Increase (Decrease)	Rate of change	Amount	Increase (Decrease)	Rate of change
Personnel expenses	90,091	2,395	2.7	88,865	(1,225)	(1.4)
Non-personnel expenses	62,582	(416)	(0.7)	60,764	(1,817)	(2.9)
Others (taxes and contributions)	6,831	(507)	(6.9)	6,688	(143)	(2.1)
<b>Total</b>	<b>159,504</b>	<b>1,471</b>	<b>0.9</b>	<b>156,318</b>	<b>(3,185)</b>	<b>(2.0)</b>

## Reserve for Outstanding Losses and Claims

(Millions of yen)

	Fiscal year ended March 31, 2012		Fiscal year ended March 31, 2013	
	Balance	Change	Balance	Change
Fire and allied insurance	56,625	12,948	36,305	(20,320)
Marine insurance	5,648	(766)	5,024	(623)
Personal accident insurance	16,121	(1,474)	15,983	(137)
Voluntary automobile insurance	136,395	5,522	135,377	(1,018)
Compulsory automobile liability insurance	27,730	823	27,178	(552)
Others	59,445	(4,229)	61,648	2,203
<b>Total</b>	<b>301,967</b>	<b>12,824</b>	<b>281,518</b>	<b>(20,448)</b>

## Ordinary Underwriting Reserves

(Millions of yen)

	Fiscal year ended March 31, 2012		Fiscal year ended March 31, 2013	
	Balance	Change	Balance	Change
Fire and allied insurance	309,190	(43,990)	303,961	(5,228)
Marine insurance	4,156	(48)	3,793	(363)
Personal accident insurance	27,593	(843)	27,780	187
Voluntary automobile insurance	91,194	461	88,331	(2,862)
Compulsory automobile liability insurance	137,898	(19,220)	128,980	(8,918)
Others	76,700	1,632	77,533	833
<b>Total</b>	<b>646,733</b>	<b>(62,009)</b>	<b>630,380</b>	<b>(16,353)</b>

Note) This table excludes reserve for maturity refunds and reserve for dividends to policyholders of savings-type insurance and includes underwriting reserves of earthquake insurance and compulsory automobile liability insurance.

## Catastrophic Loss Reserve

(Millions of yen)

	Fiscal year ended March 31, 2012				Fiscal year ended March 31, 2013			
	Reversal	Provision	Balance	Balance ratio	Reversal	Provision	Balance	Balance ratio
Fire and allied insurance	38,729	6,238	94,720	106.3	40,244	8,722	63,198	72.5
Marine insurance	441	543	19,558	142.7	199	403	19,761	145.9
Personal accident insurance	4,992	1,548	13,627	27.5	2,137	1,582	13,072	25.9
Voluntary automobile insurance	21,617	21,857	21,857	6.9	21,857	22,141	22,141	6.9
Others	5,328	3,807	53,190	67.4	2,959	3,765	53,997	67.6
<b>Total</b>	<b>71,109</b>	<b>33,995</b>	<b>202,953</b>	<b>36.9</b>	<b>67,398</b>	<b>36,616</b>	<b>172,172</b>	<b>31.1</b>

Note) Balance ratio = Balance of catastrophic loss reserve / Net premiums written (excluding earthquake insurance and compulsory automobile liability insurance) x 100

## 2. Forecasts for the fiscal year ending March 31, 2014 (April 1, 2013 to March 31, 2014)

NKSJ Holdings, Inc. (Consolidated)

(Yen in hundred millions, %)

	Fiscal year ended March 31, 2013 Result	Fiscal year ending March 31, 2014 Forecast	Increase (Decrease)	Rate of change
Full-year				
Ordinary income:	28,432	28,600	167	0.6
Net premiums written	20,626	22,270	1,643	8.0
Life insurance premiums written	2,647	2,695	47	1.8
Ordinary profit	1,047	810	(237)	(22.7)
Net income	436	340	(96)	(22.1)
Dividends per share (Annual) *	60 yen	60 yen	- yen	—

\* NKSJ Holdings, Inc. will pay dividends twice a year, second quarter-end dividends and fiscal year-end dividends, from the fiscal year ending March 31, 2014.

Fiscal year ending March 31, 2014

Forecast

	Ordinary profit	Net income
Sompo Japan Insurance Inc.	624	330
+		
NIPPONKOA Insurance Co., Ltd.	525	300
+		
NKSJ Himawari Life Insurance, Inc.	100	60
+		
Consolidation adjustment, etc.	(439)	(350)
=		
NKSJ Holdings, Inc. (Consolidated)	810	340

&lt; Note to consolidation adjustment, etc. &gt;

In establishing NKSJ Holdings, Inc., the purchase method was applied to account for the business combination. "Consolidation adjustment, etc." of the consolidated forecasts for the fiscal year ending March 31, 2014 in the left table includes the amount of adjustments following the application of the purchase method.

Sompo Japan Insurance Inc. (Non-consolidated)

(Yen in hundred millions, %)

	Fiscal year ended March 31, 2013 Result	Fiscal year ending March 31, 2014 Forecast	Increase (Decrease)	Rate of change
Full-year				
Net premiums written	13,273	13,850	576	4.3
(Excluding earthquake insurance and compulsory automobile liability insurance)	11,373	11,832	458	4.0
Net loss ratio	70.6	67.5	(3.1)	—
(Excluding earthquake insurance and compulsory automobile liability insurance)	67.2	64.6	(2.6)	—
Net operating expenses ratio	32.8	32.0	(0.8)	—
(Excluding earthquake insurance and compulsory automobile liability insurance)	34.4	33.9	(0.5)	—
Combined ratio	103.4	99.5	(3.9)	—
(Excluding earthquake insurance and compulsory automobile liability insurance)	101.6	98.6	(3.1)	—
Underwriting profit	(257)	(52)	205	—
Investment income and expenses	1,020	827	(193)	(19.0)
Ordinary profit	650	624	(26)	(4.1)
Net income	291	330	38	13.3

NIPPONKOA Insurance Co., Ltd. (Non-consolidated)

(Yen in hundred millions, %)

	Fiscal year ended March 31, 2013 Result	Fiscal year ending March 31, 2014 Forecast	Increase (Decrease)	Rate of change
Full-year				
Net premiums written	6,388	6,500	111	1.7
(Excluding earthquake insurance and compulsory automobile liability insurance)	5,530	5,583	52	0.9
Net loss ratio	74.8	69.0	(5.8)	—
(Excluding earthquake insurance and compulsory automobile liability insurance)	72.3	66.4	(5.9)	—
Net operating expenses ratio	34.8	34.5	(0.3)	—
(Excluding earthquake insurance and compulsory automobile liability insurance)	37.0	37.0	0.0	—
Combined ratio	109.7	103.5	(6.2)	—
(Excluding earthquake insurance and compulsory automobile liability insurance)	109.3	103.4	(5.9)	—
Underwriting profit	87	(50)	(137)	—
Investment income and expenses	578	640	62	10.8
Ordinary profit	645	525	(120)	(18.7)
Net income	333	300	(33)	(10.0)

### 3. Overview of Business Results of Principal Consolidated Subsidiaries

#### Sompo Japan Insurance Inc. (Non-consolidated)

##### Balance Sheets

(Millions of yen)

	As of March 31, 2012	As of March 31, 2013	Increase (Decrease)
	Amount	Amount	
<b>Assets:</b>			
Cash and deposits:	85,164	238,184	153,020
Cash	3	3	0
Deposits	85,161	238,180	153,019
Call loans	66,300	56,700	(9,600)
Receivables under resale agreements	60,486	80,483	19,997
Monetary receivables bought	27,215	21,542	(5,672)
Money trusts	280	28,995	28,714
Securities:	3,104,476	3,184,642	80,165
Government bonds	814,062	869,545	55,482
Municipal bonds	10,633	7,259	(3,374)
Corporate bonds	486,667	415,123	(71,543)
Domestic stocks	983,826	995,062	11,236
Foreign securities	775,527	861,518	85,991
Other securities	33,759	36,132	2,372
Loans:	422,163	411,282	(10,880)
Policy loans	8,900	8,153	(747)
Ordinary loans	413,262	403,128	(10,133)
Tangible fixed assets:	208,055	208,482	426
Land	102,893	102,880	(12)
Buildings	78,688	78,651	(36)
Leased assets	4,985	4,979	(6)
Construction in progress	2,669	2,499	(169)
Other tangible fixed assets	18,819	19,471	651
Intangible fixed assets:	86	86	(0)
Other intangible fixed assets	86	86	(0)
Other assets:	458,486	411,065	(47,421)
Premiums receivable	943	2,292	1,348
Agency accounts receivable	98,057	100,970	2,912
Foreign agency accounts receivable	23,841	43,396	19,554
Coinsurance accounts receivable	17,748	10,813	(6,935)
Reinsurance accounts receivable	80,362	72,064	(8,298)
Foreign reinsurance accounts receivable	29,992	32,794	2,802
Proxy service receivable	14	0	(13)
Accounts receivable	99,947	27,824	(72,122)
Accrued income	7,303	6,639	(664)
Advance deposits	12,554	16,435	3,881
Earthquake insurance deposits	5,342	5,971	629
Suspense payments	77,972	87,877	9,905
Deposits paid for future transactions	2,950	2,694	(256)
Derivative assets	488	1,254	765
Other assets	965	35	(929)
Deferred tax assets	149,862	79,760	(70,102)
Customers' liabilities for acceptances and guarantees	29,370	35,200	5,830
Allowance for possible credit losses	(3,152)	(2,468)	683
Allowance for possible investment losses	(8,202)	(8,880)	(677)
<b>Total assets</b>	<b>4,600,592</b>	<b>4,745,077</b>	<b>144,484</b>

## Sompo Japan Insurance Inc. (Non-consolidated)

## Balance Sheets

(Millions of yen)

	As of March 31, 2012	As of March 31, 2013	Increase (Decrease)
	Amount	Amount	
<b>Liabilities:</b>			
Underwriting funds:	3,459,994	3,376,310	(83,684)
Reserve for outstanding losses and claims	620,037	614,979	(5,058)
Underwriting reserves	2,839,957	2,761,331	(78,625)
Corporate bonds	128,000	261,560	133,560
Other liabilities:	296,255	257,692	(38,562)
Coinsurance accounts payable	4,499	4,566	67
Reinsurance accounts payable	54,994	57,976	2,982
Foreign reinsurance accounts payable	13,424	14,878	1,454
Proxy service payable	15	14	(1)
Borrowings	3,146	3,889	743
Income taxes payable	3,435	3,568	133
Deposits received	4,976	4,359	(617)
Unearned income	462	428	(33)
Accounts payable	136,160	90,891	(45,269)
Suspense receipts	55,684	53,129	(2,554)
Securities borrowed	109	—	(109)
Derivative liabilities	12,489	17,070	4,581
Lease obligations	5,277	5,282	5
Asset retirement obligations	1,579	1,635	56
Reserve for retirement benefits	79,511	76,187	(3,323)
Reserve for bonus payments	14,316	13,753	(562)
Reserve for bonus payments to directors	101	140	39
Reserves under the special laws:	14,436	19,388	4,952
Reserve for price fluctuation	14,436	19,388	4,952
Acceptances and guarantees	29,370	35,200	5,830
<b>Total liabilities</b>	<b>4,021,985</b>	<b>4,040,233</b>	<b>18,248</b>
<b>Net assets:</b>			
Shareholders' equity:			
Common stock	70,000	70,000	—
Capital surplus:	24,229	24,229	—
Capital reserves	24,229	24,229	—
Retained earnings:	166,424	169,069	2,645
Legal reserve	45,770	45,770	—
Other retained earnings:	120,654	123,299	2,645
Reserve for advanced depreciation	1,306	1,258	(48)
General reserve	83,300	83,300	—
Retained earnings carried forward	36,047	38,741	2,694
Total shareholders' equity	260,654	263,299	2,645
Valuation and translation adjustments:			
Unrealized gains and losses on securities available for sale	317,953	441,544	123,590
Total valuation and translation adjustments	317,953	441,544	123,590
<b>Total net assets</b>	<b>578,607</b>	<b>704,843</b>	<b>126,236</b>
<b>Total liabilities and net assets</b>	<b>4,600,592</b>	<b>4,745,077</b>	<b>144,484</b>

## Sompo Japan Insurance Inc. (Non-consolidated)

## Statements of Income

(Millions of yen)

	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)	Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)	Increase (Decrease)	Rate of change
	Amount	Amount		
Ordinary income:	1,716,224	1,702,481	(13,742)	(0.8) %
Underwriting income:	1,627,195	1,553,577	(73,618)	(4.5)
Net premiums written	1,281,155	1,327,361	46,206	3.6
Deposits of premiums by policyholders	122,087	104,804	(17,283)	(14.2)
Interest and dividend income on deposits of premiums, etc.	37,176	34,065	(3,110)	(8.4)
Reversal of reserve for outstanding losses and claims	19,526	5,058	(14,468)	(74.1)
Reversal of underwriting reserves	165,483	78,625	(86,857)	(52.5)
Foreign exchange gains	—	1,253	1,253	—
Other underwriting income	1,767	2,409	641	36.3
Investment income:	83,391	142,223	58,831	70.5
Interest and dividend income	78,375	79,498	1,122	1.4
Investment gains on money trusts	0	477	476	124,942.6
Investment gains on trading securities	—	128	128	—
Gains on sales of securities	41,369	93,914	52,545	127.0
Gains on redemption of securities	39	34	(4)	(12.0)
Gains on derivatives	600	—	(600)	(100.0)
Foreign exchange gains	—	1,907	1,907	—
Other investment income	181	327	146	80.6
Transfer of interest and dividend income on deposits of premiums, etc.	(37,176)	(34,065)	3,110	—
Other ordinary income	5,637	6,681	1,043	18.5
Ordinary expenses:	1,712,259	1,637,422	(74,836)	(4.4)
Underwriting expenses:	1,435,869	1,371,853	(64,016)	(4.5)
Net claims paid	939,541	843,762	(95,778)	(10.2)
Loss adjustment expenses	92,530	93,375	844	0.9
Net commissions and brokerage fees	219,559	228,951	9,392	4.3
Maturity refunds to policyholders	180,999	203,020	22,020	12.2
Dividends to policyholders	35	7	(28)	(80.0)
Foreign exchange losses	326	—	(326)	(100.0)
Other underwriting expenses	2,876	2,735	(140)	(4.9)
Investment expenses:	52,693	40,127	(12,565)	(23.8)
Investment losses on trading securities	67	—	(67)	(100.0)
Losses on sales of securities	19,478	1,430	(18,047)	(92.7)
Impairment losses on securities	18,141	25,351	7,210	39.7
Losses on redemption of securities	928	256	(672)	(72.4)
Losses on derivatives	—	10,455	10,455	—
Foreign exchange losses	12,528	—	(12,528)	(100.0)
Other investment expenses	1,548	2,633	1,084	70.0
Operating, general and administrative expenses	215,148	214,839	(309)	(0.1)
Other ordinary expenses:	8,547	10,603	2,055	24.0
Interest paid	7,421	7,420	(1)	(0.0)
Losses on bad debt	5	8	2	46.8
Provision for allowance for possible investment losses	183	677	494	269.8
Other ordinary expenses	936	2,496	1,559	166.5
Ordinary profit	3,964	65,058	61,094	1,540.9

## Sompo Japan Insurance Inc. (Non-consolidated)

## Statements of Income

(Millions of yen)

	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)	Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)	Increase (Decrease)	Rate of change
	Amount	Amount		
Extraordinary gains:	3,402	91	(3,310)	(97.3)
Gains on disposal of fixed assets	533	91	(441)	(82.8)
Reversal of reserves under the special laws:	2,869	—	(2,869)	(100.0)
Reversal of reserve for price fluctuation	2,869	—	(2,869)	(100.0)
Extraordinary losses:	665	19,298	18,633	2,800.6
Losses on disposal of fixed assets	305	367	61	20.1
Impairment losses	359	529	169	47.3
Provision for reserves under the special laws:	—	4,952	4,952	—
Provision for reserve for price fluctuation	—	4,952	4,952	—
Other extraordinary losses	—	13,449	13,449	—
Net income before income taxes	6,701	45,852	39,150	584.2
Income taxes	632	619	(12)	(2.0)
Deferred income taxes	43,587	16,094	(27,493)	(63.1)
Total income taxes	44,220	16,714	(27,505)	(62.2)
Net income (loss)	(37,518)	29,137	66,656	—
<b>Underwriting result:</b>				
Net premiums written (+)	1,281,155	1,327,361	46,206	3.6
Net claims paid (—)	939,541	843,762	(95,778)	(10.2)
Loss adjustment expenses (—)	92,530	93,375	844	0.9
Net operating expenses: (—)	423,376	434,824	11,447	2.7
Net commissions and brokerage fees	219,559	228,951	9,392	4.3
Operating, general and administrative expenses related to underwriting	203,816	205,872	2,055	1.0
Underwriting result	(174,293)	(44,600)	129,692	—
Underwriting profit (loss)	(24,994)	(25,704)	(709)	—
<b>Ratios:</b>				
Net loss ratio (%)	80.6	70.6	(10.0)	
Net operating expenses ratio (%)	33.0	32.8	(0.3)	
Underwriting result ratio (%)	(13.6)	(3.4)	10.2	

## Sompo Japan Insurance Inc. (Non-consolidated)

## Premiums Written and Claims Paid by Business Lines

Direct premiums written (excluding deposits of premiums by policyholders)

(Millions of yen)

Business line	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)			Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)		
	Amount	% of total amount	Rate of change	Amount	% of total amount	Rate of change
Fire and allied insurance	187,793	13.7 %	6.5 %	196,039	13.9 %	4.4 %
Marine insurance	31,039	2.3	0.3	32,394	2.3	4.4
Personal accident insurance	131,994	9.6	3.0	133,516	9.4	1.2
Voluntary automobile insurance	642,996	46.9	0.7	657,014	46.5	2.2
Compulsory automobile liability insurance	197,630	14.4	11.6	204,552	14.5	3.5
Others	178,593	13.0	1.2	189,562	13.4	6.1
Total	1,370,046	100.0	3.2	1,413,080	100.0	3.1
Deposits of premiums by policyholders	122,087	—	3.3	104,804	—	(14.2)

## Net premiums written

(Millions of yen)

Business line	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)			Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)		
	Amount	% of total amount	Rate of change	Amount	% of total amount	Rate of change
Fire and allied insurance	149,081	11.6 %	5.6 %	164,706	12.4 %	10.5 %
Marine insurance	24,658	1.9	(2.7)	26,263	2.0	6.5
Personal accident insurance	130,181	10.2	2.3	132,088	10.0	1.5
Voluntary automobile insurance	645,385	50.4	0.8	658,926	49.6	2.1
Compulsory automobile liability insurance	178,117	13.9	7.0	189,291	14.3	6.3
Others	153,729	12.0	(1.7)	156,084	11.8	1.5
Total	1,281,155	100.0	2.0	1,327,361	100.0	3.6

## Net claims paid

(Millions of yen)

Business line	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)			Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)		
	Amount	Rate of change	Net loss ratio	Amount	Rate of change	Net loss ratio
Fire and allied insurance	201,989	260.3 %	139.2 %	111,666	(44.7) %	69.9 %
Marine insurance	17,290	26.0	74.8	15,786	(8.7)	63.9
Personal accident insurance	70,754	2.7	59.6	72,507	2.5	61.0
Voluntary automobile insurance	405,884	2.0	71.9	404,824	(0.3)	70.5
Compulsory automobile liability insurance	156,326	0.8	95.6	158,055	1.1	91.1
Others	87,296	(30.8)	61.2	80,922	(7.3)	56.2
Total	939,541	14.9	80.6	843,762	(10.2)	70.6



## Sompō Japan Insurance Inc. (Non-consolidated)

## Solvency Margin Ratio (Non-consolidated)

	(Millions of yen)	
	As of March 31, 2012	As of March 31, 2013
(A) Total Solvency Margin (Non-consolidated)	1,213,539	1,493,106
Capital and funds, etc.	260,654	263,299
Reserve for price fluctuation	14,436	19,388
Contingency reserve	611	611
Catastrophic loss reserve	389,766	385,026
General allowance for possible credit losses	286	215
Unrealized gains and losses on securities (before tax effect deductions)	414,934	571,425
Unrealized gains and losses on land	24,062	22,103
Excess amount of reserve for maturity refunds	—	—
Subordinated debt, etc.	128,000	261,560
Excess amount of reserve for maturity refunds and subordinated debt, etc. which are excluded from total solvency margin	—	—
Deductions	79,975	92,366
Others	60,763	61,841
(B) Total Risks (Non-consolidated)	482,931	462,503
$\sqrt{(R_1 + R_2)^2 + (R_3 + R_4)^2} + R_5 + R_6$		
Underwriting risk ( $R_1$ )	108,974	110,429
Underwriting risk for third-sector insurance products including accident, sickness and nursing-care insurance ( $R_2$ )	—	—
Guaranteed interest rate risk ( $R_3$ )	17,763	16,828
Investment risk ( $R_4$ )	279,213	279,657
Business management risk ( $R_5$ )	11,226	10,843
Major catastrophe risk ( $R_6$ )	155,365	135,276
(C) Solvency Margin Ratio (Non-consolidated)		
$[(A) / \{(B) \times 1/2\}] \times 100$	502.5 %	645.6 %

Note) The above figures are calculated based on the provisions of Articles 86 and 87 of the Ordinance for Enforcement of the Insurance Business Act and Public Notice No. 50 of the Ministry of Finance (1996).

## NIPPONKOA Insurance Co.,Ltd. (Non-consolidated)

## Balance Sheets

(Millions of yen)

	As of March 31, 2012	As of March 31, 2013	Increase (Decrease)
	Amount	Amount	
<b>Assets:</b>			
Cash and deposits:	119,708	135,943	16,235
Cash	61	76	14
Deposits	119,646	135,867	16,220
Call loans	10,000	10,000	—
Monetary receivables bought	1,737	426	(1,311)
Money trusts	35,455	38,783	3,328
Securities:	1,604,942	1,629,386	24,444
Government bonds	379,739	370,017	(9,721)
Municipal bonds	38,519	27,771	(10,748)
Corporate bonds	299,220	246,287	(52,933)
Domestic stocks	541,221	590,417	49,195
Foreign securities	331,805	374,941	43,136
Other securities	14,435	19,951	5,515
Loans:	196,512	188,452	(8,059)
Policy loans	5,193	4,648	(545)
Ordinary loans	191,318	183,803	(7,514)
Tangible fixed assets:	125,359	121,832	(3,526)
Land	66,097	63,754	(2,343)
Buildings	51,803	53,144	1,341
Leased assets	424	378	(46)
Construction in progress	2,324	62	(2,262)
Other tangible fixed assets	4,709	4,492	(216)
Intangible fixed assets:	526	514	(11)
Other intangible fixed assets	526	514	(11)
Other assets:	170,892	144,076	(26,816)
Premiums receivable	476	605	129
Agency accounts receivable	21,326	21,970	643
Foreign agency accounts receivable	13,319	9,674	(3,645)
Coinsurance accounts receivable	3,233	2,515	(717)
Reinsurance accounts receivable	43,187	32,820	(10,367)
Foreign reinsurance accounts receivable	32,062	18,003	(14,058)
Accounts receivable	10,949	12,069	1,120
Accrued income	4,256	4,338	82
Advance deposits	5,634	5,390	(244)
Earthquake insurance deposits	4,700	5,274	574
Suspense payments	19,579	18,989	(589)
Deposits paid for future transactions	2,800	—	(2,800)
Derivative assets	8,586	12,423	3,836
Other assets	779	—	(779)
Deferred tax assets	74,489	25,441	(49,048)
Allowance for possible credit losses	(1,987)	(1,687)	300
Allowance for possible investment losses	(3)	—	3
<b>Total assets</b>	<b>2,337,631</b>	<b>2,293,170</b>	<b>(44,461)</b>

## NIPPONKOA Insurance Co.,Ltd. (Non-consolidated)

## Balance Sheets

(Millions of yen)

	As of March 31, 2012	As of March 31, 2013	Increase (Decrease)
	Amount	Amount	
<b>Liabilities:</b>			
Underwriting funds:	1,844,117	1,713,373	(130,743)
Reserve for outstanding losses and claims	301,967	281,518	(20,448)
Underwriting reserves	1,542,150	1,431,855	(110,294)
Other liabilities:	120,925	94,998	(25,927)
Coinsurance accounts payable	1,340	1,239	(100)
Reinsurance accounts payable	22,548	23,469	920
Foreign reinsurance accounts payable	2,776	3,188	411
Payables under securities lending transactions	40,110	10,040	(30,070)
Borrowings	1,232	950	(282)
Income taxes payable	1,658	1,827	169
Deposits received	1,597	1,388	(209)
Unearned income	825	853	28
Accounts payable	36,432	42,492	6,060
Suspense receipts	7,799	7,016	(783)
Derivative liabilities	3,846	1,813	(2,033)
Lease obligations	447	399	(48)
Asset retirement obligations	308	319	10
Other liabilities	0	0	—
Reserve for retirement benefits	25,472	24,020	(1,451)
Reserve for bonus payments	6,228	6,786	558
Reserve for bonus payments to directors	18	41	22
Reserves under the special laws:	11,289	13,849	2,560
Reserve for price fluctuation	11,289	13,849	2,560
<b>Total liabilities</b>	<b>2,008,051</b>	<b>1,853,069</b>	<b>(154,981)</b>
<b>Net assets:</b>			
Shareholders' equity:			
Common stock	91,249	91,249	—
Capital surplus:	21,702	21,702	—
Capital reserves	21,702	21,702	—
Retained earnings:	57,952	80,045	22,092
Legal reserve	44,196	46,444	2,248
Other retained earnings:	13,755	33,600	19,844
Reserve for advanced depreciation	3,299	3,208	(90)
Retained earnings carried forward	10,456	30,391	19,935
Total shareholders' equity	170,903	192,996	22,092
Valuation and translation adjustments:			
Unrealized gains and losses on securities available for sale	153,016	239,450	86,433
Deferred gains and losses on hedges	5,660	7,653	1,993
Total valuation and translation adjustments	158,677	247,104	88,427
<b>Total net assets</b>	<b>329,580</b>	<b>440,100</b>	<b>110,519</b>
<b>Total liabilities and net assets</b>	<b>2,337,631</b>	<b>2,293,170</b>	<b>(44,461)</b>

## NIPPONKOA Insurance Co.,Ltd. (Non-consolidated)

## Statements of Income

(Millions of yen)

	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)	Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)	Increase (Decrease)	Rate of change
	Amount	Amount		
Ordinary income:	895,408	897,046	1,637	0.2 %
Underwriting income:	842,967	829,442	(13,525)	(1.6)
Net premiums written	630,605	638,863	8,257	1.3
Deposits of premiums by policyholders	42,013	41,100	(912)	(2.2)
Interest and dividend income on deposits of premiums, etc.	18,698	17,241	(1,457)	(7.8)
Reversal of reserve for outstanding losses and claims	—	20,448	20,448	—
Reversal of underwriting reserves	151,636	110,294	(41,341)	(27.3)
Foreign exchange gains	—	1,432	1,432	—
Other underwriting income	12	59	47	375.5
Investment income:	50,862	66,213	15,351	30.2
Interest and dividend income	41,211	39,183	(2,028)	(4.9)
Investment gains on money trusts	21	1,005	984	4,539.4
Gains on sales of securities	27,939	38,432	10,493	37.6
Gains on redemption of securities	160	450	290	181.7
Gains on derivatives	220	2,450	2,229	1,011.5
Foreign exchange gains	—	1,745	1,745	—
Other investment income	7	186	178	2,415.4
Transfer of interest and dividend income on deposits of premiums, etc.	(18,698)	(17,241)	1,457	—
Other ordinary income	1,578	1,390	(187)	(11.9)
Ordinary expenses:	903,146	832,465	(70,680)	(7.8)
Underwriting expenses:	764,546	708,639	(55,906)	(7.3)
Net claims paid	493,011	436,647	(56,363)	(11.4)
Loss adjustment expenses	41,125	41,334	209	0.5
Net commissions and brokerage fees	107,355	111,787	4,432	4.1
Maturity refunds to policyholders	109,800	118,589	8,789	8.0
Dividends to policyholders	17	52	35	202.2
Provision for reserve for outstanding losses and claims	12,824	—	(12,824)	(100.0)
Foreign exchange losses	183	—	(183)	(100.0)
Other underwriting expenses	228	227	(0)	(0.4)
Investment expenses:	19,859	8,374	(11,484)	(57.8)
Investment losses on money trusts	475	81	(393)	(82.8)
Losses on sales of securities	13,713	5,081	(8,632)	(62.9)
Impairment losses on securities	1,773	1,495	(278)	(15.7)
Losses on redemption of securities	1,185	839	(346)	(29.2)
Foreign exchange losses	366	—	(366)	(100.0)
Other investment expenses	2,344	876	(1,467)	(62.6)
Operating, general and administrative expenses	118,378	114,984	(3,394)	(2.9)
Other ordinary expenses:	361	466	104	29.0
Interest paid	27	39	11	42.2
Provision for allowance for possible credit losses	9	—	(9)	(100.0)
Losses on bad debt	2	0	(1)	(66.0)
Provision for allowance for possible investment losses	3	—	(3)	(100.0)
Other ordinary expenses	318	426	108	34.0
Ordinary profit (loss)	(7,737)	64,580	72,318	—

## NIPPONKOA Insurance Co.,Ltd. (Non-consolidated)

## Statements of Income

(Millions of yen)

	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)	Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)	Increase (Decrease)	Rate of change
	Amount	Amount		
Extraordinary gains:	2,112	2,058	(53)	(2.5)
Gains on disposal of fixed assets	1,145	2,058	913	79.8
Other extraordinary gains	967	—	(967)	(100.0)
Extraordinary losses:	3,802	18,823	15,021	395.1
Losses on disposal of fixed assets	491	354	(137)	(27.9)
Impairment losses	632	2,908	2,275	359.6
Provision for reserves under the special laws:	2,677	2,560	(117)	(4.4)
Provision for reserve for price fluctuation	2,677	2,560	(117)	(4.4)
Other extraordinary losses	—	13,000	13,000	—
Net income (loss) before income taxes	(9,427)	47,816	57,243	—
Income taxes	270	356	86	31.9
Deferred income taxes	12,886	14,126	1,239	9.6
Total income taxes	13,157	14,483	1,326	10.1
Net income (loss)	(22,584)	33,332	55,917	—
Underwriting result:				
Net premiums written (+)	630,605	638,863	8,257	1.3
Net claims paid (—)	493,011	436,647	(56,363)	(11.4)
Loss adjustment expenses (—)	41,125	41,334	209	0.5
Net operating expenses: (—)	220,691	222,618	1,927	0.9
Net commissions and brokerage fees	107,355	111,787	4,432	4.1
Operating, general and administrative expenses related to underwriting	113,336	110,831	(2,505)	(2.2)
Underwriting result	(124,222)	(61,738)	62,484	—
Underwriting profit (loss)	(41,118)	8,786	49,904	—
Ratios:				
Net loss ratio (%)	84.7	74.8	(9.9)	
Net operating expenses ratio (%)	35.0	34.8	(0.2)	
Underwriting result ratio (%)	(19.7)	(9.7)	10.0	

## NIPPONKOA Insurance Co.,Ltd. (Non-consolidated)

## Premiums Written and Claims Paid by Business Lines

Direct premiums written (excluding deposits of premiums by policyholders)

(Millions of yen)

Business line	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)			Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)		
	Amount	% of total amount	Rate of change	Amount	% of total amount	Rate of change
Fire and allied insurance	120,347	17.9 %	4.8 %	125,189	18.2 %	4.0 %
Marine insurance	14,639	2.2	(1.2)	14,143	2.1	(3.4)
Personal accident insurance	48,292	7.2	(0.6)	47,997	7.0	(0.6)
Voluntary automobile insurance	318,342	47.4	1.1	322,433	46.9	1.3
Compulsory automobile liability insurance	85,847	12.8	11.1	90,038	13.1	4.9
Others	84,229	12.5	1.8	87,394	12.7	3.8
Total	671,698	100.0	2.8	687,196	100.0	2.3
Deposits of premiums by policyholders	42,013	—	20.3	41,100	—	(2.2)

## Net premiums written

(Millions of yen)

Business line	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)			Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)		
	Amount	% of total amount	Rate of change	Amount	% of total amount	Rate of change
Fire and allied insurance	90,479	14.3 %	1.0 %	87,709	13.7 %	(3.1) %
Marine insurance	13,710	2.2	(2.1)	13,542	2.1	(1.2)
Personal accident insurance	49,558	7.9	(0.2)	50,469	7.9	1.8
Voluntary automobile insurance	318,289	50.5	1.1	322,068	50.5	1.2
Compulsory automobile liability insurance	79,596	12.6	6.9	85,212	13.3	7.1
Others	78,970	12.5	1.2	79,861	12.5	1.1
Total	630,605	100.0	1.6	638,863	100.0	1.3

## Net claims paid

(Millions of yen)

Business line	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)			Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)		
	Amount	Rate of change	Net loss ratio	Amount	Rate of change	Net loss ratio
Fire and allied insurance	133,129	239.6 %	150.8 %	85,899	(35.5) %	101.7 %
Marine insurance	6,427	12.1	48.3	5,684	(11.6)	43.4
Personal accident insurance	29,178	(1.9)	63.8	26,896	(7.8)	58.1
Voluntary automobile insurance	205,885	(2.0)	72.8	202,250	(1.8)	70.9
Compulsory automobile liability insurance	71,850	0.6	97.9	72,202	0.5	91.8
Others	46,539	12.9	63.2	43,713	(6.1)	59.0
Total	493,011	24.0	84.7	436,647	(11.4)	74.8

## NIPPONKOA Insurance Co.,Ltd. (Non-consolidated)

## Solvency Margin Ratio (Non-consolidated)

	(Millions of yen)	
	As of March 31, 2012	As of March 31, 2013
(A) Total Solvency Margin (Non-consolidated)	598,090	710,509
Capital and funds, etc.	170,903	192,996
Reserve for price fluctuation	11,289	13,849
Contingency reserve	10	8
Catastrophic loss reserve	208,934	178,714
General allowance for possible credit losses	51	50
Unrealized gains and losses on securities (before tax effect deductions)	194,583	303,023
Unrealized gains and losses on land	12,637	13,706
Excess amount of reserve for maturity refunds	—	—
Subordinated debt, etc.	—	—
Excess amount of reserve for maturity refunds and subordinated debt, etc. which are excluded from total solvency margin	—	—
Deductions	11,769	11,769
Others	11,450	19,928
(B) Total Risks (Non-consolidated)	254,066	266,095
$\sqrt{(R_1 + R_2)^2 + (R_3 + R_4)^2} + R_5 + R_6$		
Underwriting risk ( $R_1$ )	56,018	57,467
Underwriting risk for third-sector insurance products including accident, sickness and nursing-care insurance ( $R_2$ )	1	0
Guaranteed interest rate risk ( $R_3$ )	9,872	9,261
Investment risk ( $R_4$ )	126,578	148,113
Business management risk ( $R_5$ )	5,863	6,145
Major catastrophe risk ( $R_6$ )	100,700	92,411
(C) Solvency Margin Ratio (Non-consolidated)		
$[(A) / \{(B) \times 1/2\}] \times 100$	470.8 %	534.0 %

Note) The above figures are calculated based on the provisions of Articles 86 and 87 of the Ordinance for Enforcement of the Insurance Business Act and Public Notice No. 50 of the Ministry of Finance (1996).

## Sonpo 24 Insurance Company Limited (Non-consolidated)

## Balance Sheets

(Millions of yen)

	As of March 31, 2012	As of March 31, 2013	Increase (Decrease)
	Amount	Amount	
<b>Assets:</b>			
Cash and deposits:	1,752	2,169	416
Deposits	1,752	2,169	416
Securities:	16,966	17,196	229
Government bonds	16,866	6,196	(10,670)
Other securities	100	11,000	10,900
Tangible fixed assets:	133	161	28
Buildings	30	22	(7)
Other tangible fixed assets	102	138	35
Other assets:	890	957	67
Accounts receivable	701	778	76
Accrued income	16	2	(14)
Advance deposits	166	166	(0)
Suspense payments	6	11	4
<b>Total assets</b>	<b>19,743</b>	<b>20,484</b>	<b>741</b>
<b>Liabilities:</b>			
Underwriting funds:	11,063	11,892	829
Reserve for outstanding losses and claims	3,751	4,026	274
Underwriting reserves	7,312	7,866	554
Other liabilities:	1,829	1,912	83
Reinsurance accounts payable	6	7	1
Income taxes payable	38	40	2
Deposits received	8	8	(0)
Accounts payable	1,098	1,103	4
Suspense receipts	677	751	74
Reserve for retirement benefits	131	158	26
Reserve for bonus payments	91	90	(1)
Reserves under the special laws:	26	30	3
Reserve for price fluctuation	26	30	3
Deferred tax liabilities	23	12	(11)
<b>Total liabilities</b>	<b>13,166</b>	<b>14,096</b>	<b>930</b>
<b>Net assets:</b>			
Shareholders' equity:			
Common stock	19,000	19,000	—
Capital surplus:	19,000	19,000	—
Capital reserves	19,000	19,000	—
Retained earnings:	(31,475)	(31,639)	(164)
Other retained earnings:	(31,475)	(31,639)	(164)
Retained earnings carried forward	(31,475)	(31,639)	(164)
Total shareholders' equity	6,524	6,360	(164)
Valuation and translation adjustments:			
Unrealized gains and losses on securities available for sale	52	27	(24)
Total valuation and translation adjustments	52	27	(24)
<b>Total net assets</b>	<b>6,577</b>	<b>6,388</b>	<b>(188)</b>
<b>Total liabilities and net assets</b>	<b>19,743</b>	<b>20,484</b>	<b>741</b>



## Sonpo 24 Insurance Company Limited (Non-consolidated)

## Statements of Income

(Millions of yen)

	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)	Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)	Increase (Decrease)	Rate of change
	Amount	Amount		
Ordinary income:	12,070	13,415	1,344	11.1 %
Underwriting income:	11,927	13,031	1,103	9.3
Net premiums written	11,919	13,023	1,104	9.3
Interest and dividend income on deposits of premiums, etc.	8	7	(0)	(4.9)
Investment income:	131	383	251	191.4
Interest and dividend income	100	110	10	10.0
Gains on sales of securities	39	280	241	610.5
Transfer of interest and dividend income on deposits of premiums, etc.	(8)	(7)	0	—
Other ordinary income	11	0	(10)	(95.6)
Ordinary expenses:	13,402	13,566	164	1.2
Underwriting expenses:	10,546	10,574	27	0.3
Net claims paid	7,328	7,944	616	8.4
Loss adjustment expenses	863	924	61	7.2
Net commissions and brokerage fees	789	875	85	10.9
Provision for reserve for outstanding losses and claims	943	274	(668)	(70.9)
Provision for underwriting reserves	621	554	(67)	(10.9)
Other underwriting expenses	0	0	0	9.7
Investment expenses:	3	—	(3)	(100.0)
Losses on sales of securities	3	—	(3)	(100.0)
Operating, general and administrative expenses	2,852	2,990	138	4.8
Other ordinary expenses:	0	2	1	1,044.4
Other ordinary expenses	0	2	1	1,044.4
Ordinary loss	(1,331)	(151)	1,180	—
Extraordinary losses:	7	8	1	15.1
Losses on disposal of fixed assets	4	5	1	25.7
Provision for reserves under the special laws:	3	3	0	1.6
Provision for reserve for price fluctuation	3	3	0	1.6
Net loss before income taxes	(1,339)	(160)	1,179	—
Income taxes	3	3	—	—
Total income taxes	3	3	—	—
Net loss	(1,343)	(164)	1,179	—
Underwriting result:				
Net premiums written (+)	11,919	13,023	1,104	9.3
Net claims paid (—)	7,328	7,944	616	8.4
Loss adjustment expenses (—)	863	924	61	7.2
Net operating expenses: (—)	3,638	3,862	224	6.2
Net commissions and brokerage fees	789	875	85	10.9
Operating, general and administrative expenses related to underwriting	2,849	2,987	138	4.9
Underwriting result	89	290	201	226.3
Underwriting profit (loss)	(1,476)	(530)	946	—
Ratios:				
Net loss ratio (%)	68.7	68.1	(0.6)	
Net operating expenses ratio (%)	30.5	29.7	(0.8)	
Underwriting result ratio (%)	0.7	2.2	1.5	

## Sonpo 24 Insurance Company Limited (Non-consolidated)

## Premiums Written and Claims Paid by Business Lines

Direct premiums written (excluding deposits of premiums by policyholders)

(Millions of yen)

Business line	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)			Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)		
	Amount	% of total amount	Rate of change	Amount	% of total amount	Rate of change
Fire and allied insurance	—	— %	— %	—	— %	— %
Marine insurance	—	—	—	—	—	—
Personal accident insurance	—	—	—	—	—	—
Voluntary automobile insurance	11,810	100.0	10.4	12,890	100.0	9.1
Compulsory automobile liability insurance	—	—	—	—	—	—
Others	—	—	—	—	—	—
Total	11,810	100.0	10.4	12,890	100.0	9.1
Deposits of premiums by policyholders	—	—	—	—	—	—

## Net premiums written

(Millions of yen)

Business line	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)			Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)		
	Amount	% of total amount	Rate of change	Amount	% of total amount	Rate of change
Fire and allied insurance	—	— %	— %	—	— %	— %
Marine insurance	—	—	—	—	—	—
Personal accident insurance	—	—	—	—	—	—
Voluntary automobile insurance	11,726	98.4	10.4	12,798	98.3	9.1
Compulsory automobile liability insurance	192	1.6	16.6	224	1.7	16.6
Others	—	—	—	—	—	—
Total	11,919	100.0	10.5	13,023	100.0	9.3

## Net claims paid

(Millions of yen)

Business line	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)			Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)		
	Amount	Rate of change	Net loss ratio	Amount	Rate of change	Net loss ratio
Fire and allied insurance	—	— %	— %	—	— %	— %
Marine insurance	—	—	—	—	—	—
Personal accident insurance	—	—	—	—	—	—
Voluntary automobile insurance	7,101	11.0	67.9	7,707	8.5	67.4
Compulsory automobile liability insurance	226	9.5	117.7	237	4.8	105.8
Others	—	—	—	—	—	—
Total	7,328	11.0	68.7	7,944	8.4	68.1

## Sonpo 24 Insurance Company Limited (Non-consolidated)

## Solvency Margin Ratio (Non-consolidated)

	(Millions of yen)	
	As of March 31, 2012	As of March 31, 2013
(A) Total Solvency Margin (Non-consolidated)	6,996	6,837
Capital and funds, etc.	6,524	6,360
Reserve for price fluctuation	26	30
Contingency reserve	—	—
Catastrophic loss reserve	376	410
General allowance for possible credit losses	—	—
Unrealized gains and losses on securities (before tax effect deductions)	68	36
Unrealized gains and losses on land	—	—
Excess amount of reserve for maturity refunds	—	—
Subordinated debt, etc.	—	—
Excess amount of reserve for maturity refunds and subordinated debt, etc. which are excluded from total solvency margin	—	—
Deductions	—	—
Others	—	—
(B) Total Risks (Non-consolidated)	1,700	1,930
$\sqrt{(R_1 + R_2)^2 + (R_3 + R_4)^2} + R_5 + R_6$		
Underwriting risk ( $R_1$ )	1,491	1,678
Underwriting risk for third-sector insurance products including accident, sickness and nursing-care insurance ( $R_2$ )	—	—
Guaranteed interest rate risk ( $R_3$ )	—	—
Investment risk ( $R_4$ )	358	476
Business management risk ( $R_5$ )	58	68
Major catastrophe risk ( $R_6$ )	107	118
(C) Solvency Margin Ratio (Non-consolidated)		
$[(A) / \{(B) \times 1/2\}] \times 100$	822.9 %	708.1 %

Note) The above figures are calculated based on the provisions of Articles 86 and 87 of the Ordinance for Enforcement of the Insurance Business Act and Public Notice No. 50 of the Ministry of Finance (1996).

## Saison Automobile and Fire Insurance Company, Limited (Non-consolidated)

## Balance Sheets

(Millions of yen)

	As of March 31, 2012	As of March 31, 2013	Increase (Decrease)
	Amount	Amount	
Assets:			
Cash and deposits:	2,548	1,834	(714)
Cash	8	5	(2)
Deposits	2,539	1,828	(711)
Money trusts	1,324	1,369	45
Securities:	19,469	29,041	9,572
Government bonds	6,871	11,592	4,721
Municipal bonds	1,781	1,894	112
Corporate bonds	8,652	7,027	(1,625)
Domestic stocks	154	139	(14)
Foreign securities	805	447	(357)
Other securities	1,204	7,939	6,735
Loans:	15	10	(4)
Policy loans	15	10	(4)
Tangible fixed assets:	322	256	(65)
Buildings	15	34	19
Leased assets	305	220	(84)
Other tangible fixed assets	2	1	(1)
Intangible fixed assets:	2,411	3,224	812
Software	2,346	3,183	837
Leased assets	45	33	(11)
Other intangible fixed assets	19	6	(12)
Other assets:	2,507	2,634	127
Premiums receivable	717	917	200
Agency accounts receivable	24	14	(9)
Coinsurance accounts receivable	8	13	4
Reinsurance accounts receivable	410	148	(262)
Foreign reinsurance accounts receivable	—	121	121
Accounts receivable	399	447	48
Accrued income	56	50	(5)
Advance deposits	410	346	(64)
Suspense payments	480	575	95
Allowance for possible credit losses	(0)	(0)	(0)
<b>Total assets</b>	<b>28,598</b>	<b>38,371</b>	<b>9,772</b>

## Saison Automobile and Fire Insurance Company, Limited (Non-consolidated)

## Balance Sheets

(Millions of yen)

	As of March 31, 2012	As of March 31, 2013	Increase (Decrease)
	Amount	Amount	
<b>Liabilities:</b>			
Underwriting funds:			
Underwriting funds:			
Reserve for outstanding losses and claims	21,813	24,543	2,730
Underwriting reserves	4,972	5,234	261
Other liabilities:	16,840	19,309	2,468
Coinsurance accounts payable	2,002	2,472	469
Reinsurance accounts payable	26	31	4
Foreign reinsurance accounts payable	533	199	(333)
Income taxes payable	—	235	235
Deposits received	61	74	13
Accounts payable	18	15	(2)
Suspense receipts	937	1,609	672
Lease obligations	64	41	(23)
Reserve for retirement benefits	361	264	(96)
Reserve for retirement benefits to directors	176	—	(176)
Reserve for bonus payments	51	34	(17)
Reserves under the special laws:	225	228	2
Reserve for price fluctuation	5	13	7
Deferred tax liabilities	5	13	7
Deferred tax liabilities	95	255	160
<b>Total liabilities</b>	<b>24,370</b>	<b>27,546</b>	<b>3,176</b>
<b>Net assets:</b>			
Shareholders' equity:			
Common stock	8,610	15,110	6,500
Capital surplus:	6,848	13,348	6,499
Capital reserves	6,848	13,348	6,499
Other capital surplus	0	0	—
Retained earnings:	(11,529)	(18,378)	(6,849)
Other retained earnings:	(11,529)	(18,378)	(6,849)
Retained earnings carried forward	(11,529)	(18,378)	(6,849)
Total shareholders' equity	3,928	10,079	6,150
Valuation and translation adjustments:			
Unrealized gains and losses on securities available for sale	299	745	445
Total valuation and translation adjustments	299	745	445
<b>Total net assets</b>	<b>4,228</b>	<b>10,824</b>	<b>6,596</b>
<b>Total liabilities and net assets</b>	<b>28,598</b>	<b>38,371</b>	<b>9,772</b>

## Saison Automobile and Fire Insurance Company, Limited (Non-consolidated)

## Statements of Income

(Millions of yen)

	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)	Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)	Increase (Decrease)	Rate of change
	Amount	Amount		
Ordinary income:	15,608	18,243	2,635	16.9 %
Underwriting income:	15,056	17,653	2,597	17.3
Net premiums written	14,479	17,204	2,724	18.8
Deposits of premiums by policyholders	527	404	(122)	(23.3)
Interest and dividend income on deposits of premiums, etc.	49	44	(4)	(9.2)
Investment income:	232	202	(30)	(13.0)
Interest and dividend income	249	172	(77)	(30.9)
Investment gains on money trusts	8	45	37	450.9
Investment gains on trading securities	0	4	3	371.4
Gains on sales of securities	16	24	7	47.9
Other investment income	7	1	(5)	(80.0)
Transfer of interest and dividend income on deposits of premiums, etc.	(49)	(44)	4	—
Other ordinary income	319	387	68	21.4
Ordinary expenses:	21,653	24,970	3,317	15.3
Underwriting expenses:	13,191	15,078	1,886	14.3
Net claims paid	8,102	9,004	901	11.1
Loss adjustment expenses	1,076	1,185	109	10.1
Net commissions and brokerage fees	1,511	1,470	(41)	(2.7)
Maturity refunds to policyholders	734	683	(51)	(7.0)
Dividends to policyholders	0	—	(0)	(100.0)
Provision for reserve for outstanding losses and claims	230	261	31	13.4
Provision for underwriting reserves	1,530	2,468	937	61.3
Foreign exchange losses	0	0	0	897.1
Other underwriting expenses	5	5	(0)	(4.1)
Investment expenses:	78	120	41	53.1
Losses on sales of securities	0	113	113	259,242.9
Losses on redemption of securities	69	0	(69)	(99.9)
Other investment expenses	8	6	(2)	(26.1)
Operating, general and administrative expenses	8,356	9,713	1,357	16.2
Other ordinary expenses:	26	58	31	119.6
Interest paid	14	11	(2)	(19.4)
Provision for allowance for possible credit losses	0	0	0	310.0
Other ordinary expenses	12	46	34	281.3
Ordinary loss	(6,044)	(6,727)	(682)	—
Extraordinary gains:	2	176	174	8,658.8
Reversal of reserves under the special laws:	2	—	(2)	(100.0)
Reversal of reserve for price fluctuation	2	—	(2)	(100.0)
Other extraordinary gains	—	176	176	—
Extraordinary losses:	215	277	62	29.2
Losses on disposal of fixed assets	1	4	2	168.5
Impairment losses	2	2	0	8.3
Provision for reserves under the special laws:	—	7	7	—
Provision for reserve for price fluctuation	—	7	7	—
Other extraordinary losses	210	263	52	24.9
Net loss before income taxes	(6,258)	(6,828)	(570)	—
Income taxes	21	20	(0)	(4.3)
Total income taxes	21	20	(0)	(4.3)
Net loss	(6,279)	(6,849)	(569)	—
Underwriting result:				
Net premiums written (+)	14,479	17,204	2,724	18.8
Net claims paid (—)	8,102	9,004	901	11.1
Loss adjustment expenses (—)	1,076	1,185	109	10.1
Net operating expenses: (—)	9,451	10,665	1,214	12.8
Net commissions and brokerage fees	1,511	1,470	(41)	(2.7)
Operating, general and administrative expenses related to underwriting	7,939	9,194	1,255	15.8
Underwriting result	(4,150)	(3,650)	499	—
Underwriting profit (loss)	(6,114)	(6,561)	(447)	—
Ratios:				
Net loss ratio (%)	63.4	59.2	(4.2)	
Net operating expenses ratio (%)	65.3	62.0	(3.3)	
Underwriting result ratio (%)	(28.7)	(21.2)	7.5	

## Saison Automobile and Fire Insurance Company, Limited (Non-consolidated)

## Premiums Written and Claims Paid by Business Lines

Direct premiums written (excluding deposits of premiums by policyholders)

(Millions of yen)

Business line	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)			Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)		
	Amount	% of total amount	Rate of change	Amount	% of total amount	Rate of change
Fire and allied insurance	3,458	20.3 %	(1.4) %	3,365	17.2 %	(2.7) %
Marine insurance	0	0.0	(15.7)	—	—	(100.0)
Personal accident insurance	4,568	26.9	5.0	4,379	22.3	(4.1)
Voluntary automobile insurance	7,990	47.0	3.0	10,893	55.5	36.3
Compulsory automobile liability insurance	128	0.8	(47.0)	60	0.3	(53.1)
Others	857	5.0	2.5	911	4.6	6.3
Total	17,004	100.0	1.8	19,610	100.0	15.3
Deposits of premiums by policyholders	527	—	(14.9)	404	—	(23.3)

## Net premiums written

(Millions of yen)

Business line	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)			Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)		
	Amount	% of total amount	Rate of change	Amount	% of total amount	Rate of change
Fire and allied insurance	2,439	16.8 %	(6.8) %	2,363	13.7 %	(3.1) %
Marine insurance	28	0.2	23.1	26	0.2	(8.7)
Personal accident insurance	2,793	19.3	4.0	2,725	15.8	(2.4)
Voluntary automobile insurance	7,933	54.8	3.0	10,816	62.9	36.3
Compulsory automobile liability insurance	446	3.1	(1.5)	358	2.1	(19.8)
Others	837	5.8	3.1	914	5.3	9.2
Total	14,479	100.0	1.3	17,204	100.0	18.8

## Net claims paid

(Millions of yen)

Business line	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)			Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)		
	Amount	Rate of change	Net loss ratio	Amount	Rate of change	Net loss ratio
Fire and allied insurance	715	194.3 %	31.5 %	417	(41.7) %	19.7 %
Marine insurance	23	52.1	83.0	16	(32.0)	61.8
Personal accident insurance	1,784	10.0	73.2	1,827	2.4	76.8
Voluntary automobile insurance	4,931	(4.0)	70.7	6,137	24.4	64.1
Compulsory automobile liability insurance	462	11.3	110.4	503	8.9	145.5
Others	184	31.7	28.1	102	(44.7)	17.2
Total	8,102	7.0	63.4	9,004	11.1	59.2

## Saison Automobile and Fire Insurance Company, Limited (Non-consolidated)

## Solvency Margin Ratio (Non-consolidated)

	(Millions of yen)	
	As of March 31, 2012	As of March 31, 2013
(A) Total Solvency Margin (Non-consolidated)	7,177	13,821
Capital and funds, etc.	3,928	10,079
Reserve for price fluctuation	5	13
Contingency reserve	10	11
Catastrophic loss reserve	2,873	2,812
General allowance for possible credit losses	—	—
Unrealized gains and losses on securities (before tax effect deductions)	355	900
Unrealized gains and losses on land	—	—
Excess amount of reserve for maturity refunds	—	—
Subordinated debt, etc.	—	—
Excess amount of reserve for maturity refunds and subordinated debt, etc. which are excluded from total solvency margin	—	—
Deductions	—	—
Others	3	4
(B) Total Risks (Non-consolidated)	2,012	2,315
$\sqrt{(R_1 + R_2)^2 + (R_3 + R_4)^2} + R_5 + R_6$		
Underwriting risk ( $R_1$ )	1,287	1,442
Underwriting risk for third-sector insurance products including accident, sickness and nursing-care insurance ( $R_2$ )	—	—
Guaranteed interest rate risk ( $R_3$ )	27	28
Investment risk ( $R_4$ )	590	825
Business management risk ( $R_5$ )	72	85
Major catastrophe risk ( $R_6$ )	512	554
(C) Solvency Margin Ratio (Non-consolidated)		
$[(A) / \{(B) \times 1/2\}] \times 100$	713.2 %	1,193.6 %

Note) The above figures are calculated based on the provisions of Articles 86 and 87 of the Ordinance for Enforcement of the Insurance Business Act and Public Notice No. 50 of the Ministry of Finance (1996).



## NKSJ Himawari Life Insurance, Inc. (Non-consolidated)

## Balance Sheets

(Millions of yen)

	As of March 31, 2012	As of March 31, 2013	Increase (Decrease)
	Amount	Amount	
Assets:			
Cash and deposits:	42,764	46,850	4,086
Cash	11	8	(3)
Deposits	42,752	46,842	4,089
Securities:	1,672,594	1,836,684	164,089
Government bonds	1,126,262	1,304,484	178,221
Municipal bonds	120,094	100,045	(20,049)
Corporate bonds	382,065	372,069	(9,996)
Domestic stocks	9,869	10,366	496
Foreign securities	34,301	49,718	15,417
Loans:	34,091	35,012	921
Policy loans	34,091	35,012	921
Tangible fixed assets:	1,676	1,411	(265)
Buildings	801	682	(119)
Leased assets	619	545	(74)
Other tangible fixed assets	255	183	(71)
Intangible fixed assets:	3,101	2,088	(1,013)
Software	3,101	2,088	(1,013)
Agency accounts receivable	137	179	41
Reinsurance accounts receivable	1,467	1,761	294
Other assets:	34,092	35,259	1,166
Accounts receivable	24,822	25,903	1,081
Prepaid expenses	1,173	1,090	(83)
Accrued income	4,746	4,893	147
Advance deposits	2,851	2,838	(13)
Derivative assets	96	112	16
Suspense payments	365	382	16
Other assets	37	38	1
Deferred tax assets	19,343	13,433	(5,910)
Allowance for possible credit losses	(58)	(49)	9
Total assets	1,809,210	1,972,630	163,420

## NKSJ Himawari Life Insurance, Inc. (Non-consolidated)

## Balance Sheets

(Millions of yen)

	As of March 31, 2012	As of March 31, 2013	Increase (Decrease)
	Amount	Amount	
<b>Liabilities:</b>			
Policy reserves:	1,717,788	1,856,426	138,637
Reserve for outstanding claims	24,615	28,345	3,730
Policy reserves	1,689,139	1,823,979	134,840
Reserve for dividends to policyholders	4,034	4,100	66
Agency accounts payable	3,466	3,711	245
Reinsurance accounts payable	1,248	1,254	5
Other liabilities:	7,294	11,886	4,591
Income taxes payable	43	3,497	3,453
Accounts payable	150	127	(22)
Accrued expenses	5,167	5,255	87
Deposits received	194	201	7
Derivative liabilities	120	13	(106)
Lease obligations	687	624	(63)
Suspense receipts	931	2,166	1,234
Reserve for bonus payments to directors	24	52	28
Reserve for retirement benefits	1,718	2,146	427
Reserves under the special laws:	1,881	2,218	337
Reserve for price fluctuation	1,881	2,218	337
<b>Total liabilities</b>	<b>1,733,423</b>	<b>1,877,696</b>	<b>144,272</b>
<b>Net assets:</b>			
Shareholders' equity:			
Common stock	17,250	17,250	—
Capital surplus:	30,000	30,000	—
Capital reserves	10,000	10,000	—
Other capital surplus	20,000	20,000	—
Retained earnings:	15,958	20,380	4,421
Other retained earnings:	15,958	20,380	4,421
Reserve under Article 10 of the Supplementary Provisions of Ordinance for Enforcement of the Insurance Business Act	325	325	—
Retained earnings carried forward	15,633	20,054	4,421
Total shareholders' equity	63,208	67,630	4,421
Valuation and translation adjustments:			
Unrealized gains and losses on securities available for sale	12,578	27,304	14,726
Total valuation and translation adjustments	12,578	27,304	14,726
<b>Total net assets</b>	<b>75,786</b>	<b>94,934</b>	<b>19,147</b>
<b>Total liabilities and net assets</b>	<b>1,809,210</b>	<b>1,972,630</b>	<b>163,420</b>

## NKSJ Himawari Life Insurance, Inc. (Non-consolidated)

## Statements of Income

(Millions of yen)

	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)	Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)	Increase (Decrease)	Rate of change
	Amount	Amount		
Ordinary income:	395,288	409,934	14,645	3.7 %
Insurance premiums and other:	360,180	370,725	10,544	2.9
Insurance premiums	356,263	365,613	9,350	2.6
Reinsurance income	3,917	5,111	1,193	30.5
Investment income:	32,667	36,875	4,208	12.9
Interest and dividend income:	30,403	32,810	2,407	7.9
Interest on deposits	0	0	(0)	(99.7)
Interest and dividends on securities	29,265	31,661	2,396	8.2
Interest on loans	1,116	1,138	22	2.0
Other interest and dividends	22	9	(12)	(54.7)
Investment gains on money trusts	125	—	(125)	(100.0)
Gains on sales of securities	1,784	2,010	225	12.7
Foreign exchange gains	—	34	34	—
Investment gains on special account	353	2,019	1,665	471.1
Other ordinary income:	2,440	2,333	(106)	(4.4)
Fund receipt for annuity rider	659	1,143	484	73.5
Fund receipt for claim deposit payments	855	1,170	315	36.8
Reversal of reserve for outstanding claims	822	—	(822)	(100.0)
Other ordinary income	102	18	(83)	(81.9)
Ordinary expenses:	391,063	398,510	7,446	1.9
Insurance claims and other:	172,819	172,202	(616)	(0.4)
Insurance claims	32,763	32,488	(274)	(0.8)
Annuity payments	2,001	3,804	1,802	90.1
Insurance benefits	28,243	31,219	2,975	10.5
Surrender benefits	103,550	97,961	(5,588)	(5.4)
Other refunds	1,112	1,467	355	32.0
Reinsurance premiums	5,148	5,261	113	2.2
Provision for policy reserves and other:	129,826	138,573	8,746	6.7
Provision for reserve for outstanding claims	—	3,730	3,730	—
Provision for policy reserves	129,824	134,840	5,016	3.9
Provision for interest portion of reserve for dividends to policyholders	1	2	0	25.9
Investment expenses:	659	1,116	457	69.3
Interest paid	103	88	(15)	(15.2)
Losses on sales of securities	455	178	(277)	(60.9)
Impairment losses on securities	—	793	793	—
Losses on derivatives	32	30	(2)	(7.4)
Foreign exchange losses	1	—	(1)	(100.0)
Provision for allowance for possible credit losses	31	3	(27)	(87.7)
Other investment expenses	34	22	(11)	(35.2)
Operating, general and administrative expenses	82,793	82,213	(579)	(0.7)
Other ordinary expenses:	4,965	4,405	(560)	(11.3)
Claim deposit payments	754	838	84	11.2
Taxes	1,537	1,562	25	1.6
Depreciation	1,806	1,552	(253)	(14.0)
Provision for reserve for retirement benefits	615	427	(187)	(30.5)
Other ordinary expenses	252	23	(228)	(90.6)
Ordinary profit	4,225	11,423	7,198	170.4
Extraordinary gains:	—	0	0	—
Gains on disposal of fixed assets	—	0	0	—
Extraordinary losses:	12,254	349	(11,905)	(97.1)
Losses on disposal of fixed assets	46	12	(34)	(74.1)
Provision for reserves under the special laws:	326	337	10	3.2
Provision for reserve for price fluctuation	326	337	10	3.2
Other extraordinary losses	11,880	—	(11,880)	(100.0)
Provision for reserve for dividends to policyholders	3,093	3,404	310	10.1
Net income (loss) before income taxes	(11,122)	7,670	18,793	—
Income taxes	159	3,721	3,561	2,227.3
Deferred income taxes	(177)	(472)	(295)	—
Total income taxes	(17)	3,249	3,266	—
Net income (loss)	(11,105)	4,421	15,526	—

Note) Amount for the fiscal year ended March 31, 2012 includes the result of NIPPONKOA Life Insurance Company, Limited before the merger.

## NKSJ Himawari Life Insurance, Inc. (Non-consolidated)

## Major Business Results

## Total amount of policies in force

(Number in thousands, Yen in hundred millions, %)

	As of March 31, 2012				As of March 31, 2013			
	Number		Amount		Number		Amount	
		% of previous fiscal year		% of previous fiscal year		% of previous fiscal year		% of previous fiscal year
Individual insurance	2,820	110.6	173,753	109.1	3,051	108.2	188,796	108.7
Individual annuities	70	101.2	2,843	101.9	70	99.8	2,850	100.2
Group insurance	—	—	31,015	102.8	—	—	31,171	100.5
Group annuities	—	—	—	—	—	—	—	—

Notes)

1. Amount of "Individual annuities" represents the sum of annuity fund at the beginning of annuity payment of contracts before the beginning of annuity payment and policy reserves for the contracts after the beginning of annuity payment.
2. "% of previous fiscal year" as of March 31, 2012 represents the ratio of the result as of March 31, 2012 to the combined result of Sampo Japan Himawari Life Insurance Co., Ltd. and NIPPONKOA Life Insurance Company, Limited as of March 31, 2011.

## Total amount of new policies

(Number in thousands, Yen in hundred millions, %)

	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)				Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)			
	Number		Amount		Number		Amount	
		% of previous fiscal year		% of previous fiscal year		% of previous fiscal year		% of previous fiscal year
Individual insurance	451	99.5	29,542	96.8	410	91.0	30,326	102.7
Individual annuities	3	102.1	141	97.4	2	70.0	106	75.5
Group insurance	—	—	429	133.3	—	—	357	83.4
Group annuities	—	—	—	—	—	—	—	—

Notes)

1. Amount of "Individual annuities" represents the amount of annuity fund at the beginning of annuity payment.
2. Amount for the fiscal year ended March 31, 2012 includes the result of NIPPONKOA Life Insurance Company, Limited before the merger.

## Annualized premiums

## Policies in force

(Millions of yen, %)

	As of March 31, 2012		As of March 31, 2013	
		% of previous fiscal year		% of previous fiscal year
Individual insurance	270,285	103.9	283,952	105.1
Individual annuities	15,967	102.2	16,551	103.7
Total	286,252	103.8	300,504	105.0
Medical and survival benefits	102,137	108.8	108,455	106.2

Note) "% of previous fiscal year" as of March 31, 2012 represents the ratio of the result as of March 31, 2012 to the combined result of Sampo Japan Himawari Life Insurance Co., Ltd. and NIPPONKOA Life Insurance Company, Limited as of March 31, 2011.

## New policies

(Millions of yen, %)

	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)		Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)	
		% of previous fiscal year		% of previous fiscal year
Individual insurance	36,018	96.5	38,047	105.6
Individual annuities	748	95.4	458	61.2
Total	36,766	96.4	38,505	104.7
Medical and survival benefits	15,504	103.2	13,944	89.9

Notes)

1. Annualized premiums are calculated by using multipliers for various premium payment terms to the premium per payment. In single premium contracts, the amount is calculated by dividing the premium by the duration of the policy.
2. Annualized premiums for medical and survival benefits include (a) premium related to medical benefits such as hospitalization and surgery benefits, (b) premium related to survival benefits such as specific illness and nursing benefits, and (c) premium related to premium waiver benefits, in which disability cause is excluded but causes such as specific illness and nursing care are included.
3. Amount for the fiscal year ended March 31, 2012 includes the result of NIPPONKOA Life Insurance Company, Limited before the merger.

## NKSJ Himawari Life Insurance, Inc. (Non-consolidated)

## Solvency Margin Ratio (Non-consolidated)

(Millions of yen)

	As of March 31, 2012	As of March 31, 2013
(A) Total Solvency Margin (Non-consolidated)	199,339	233,561
Capital, etc.	63,208	67,630
Reserve for price fluctuation	1,881	2,218
Contingency reserve	22,677	24,398
General allowance for possible credit losses	19	19
Unrealized gains and losses on securities (90% of gain or 100% of loss)	16,358	35,357
Unrealized gains and losses on land (85% of gain or 100% of loss)	—	—
Excess of continued Zillmerized reserve	112,359	121,943
Subordinated debt, etc.	—	—
Excess of continued Zillmerized reserve and subordinated debt, etc. which are excluded from total solvency margin	(24,430)	(27,386)
Brought in capital, etc.	—	—
Deductions	—	—
Others	7,264	9,379
(B) Total Risks (Non-consolidated) $\sqrt{(R_1 + R_8)^2 + (R_2 + R_3 + R_7)^2} + R_4$	27,502	30,032
Underwriting risk ( $R_1$ )	11,109	12,088
Underwriting risk for third-sector insurance products including accident, sickness and nursing-care insurance ( $R_8$ )	5,625	6,041
Guaranteed interest rate risk ( $R_2$ )	8,084	8,167
Investment Risk ( $R_3$ )	12,447	14,389
Guaranteed minimum benefit risk ( $R_7$ )	337	347
Business management risk ( $R_4$ )	752	820
(C) Solvency Margin Ratio (Non-consolidated) [ (A) / {(B) × 1/2} ] × 100	1,449.5 %	1,555.3 %

## Notes)

1. The above figures are calculated based on the provisions of Articles 86 and 87 of the Ordinance for Enforcement of the Insurance Business Act and Public Notice No. 50 of the Ministry of Finance (1996).
2. Guaranteed minimum benefit risk is calculated by the standard method.

## Sompō Japan DIY Life Insurance Co., Ltd. (Non-consolidated)

## Balance Sheets

(Millions of yen)

	As of March 31, 2012	As of March 31, 2013	Increase (Decrease)
	Amount	Amount	
<b>Assets:</b>			
Cash and deposits:	401	2,348	1,946
Deposits	401	2,348	1,946
Securities:	4,148	2,394	(1,753)
Government bonds	1,272	1,473	201
Domestic stocks	652	5	(647)
Other securities	2,223	915	(1,307)
Tangible fixed assets:	39	27	(12)
Buildings	14	12	(2)
Leased assets	2	1	(0)
Other tangible fixed assets	22	13	(9)
Intangible fixed assets:	—	90	90
Software	—	90	90
Agency accounts receivable	0	0	0
Reinsurance accounts receivable	26	12	(13)
Other assets:	247	242	(5)
Accounts receivable	176	177	0
Prepaid expenses	2	5	3
Accrued income	0	0	0
Advance deposits	62	57	(5)
Suspense payments	5	1	(4)
Other assets	0	0	(0)
Allowance for possible credit losses	—	(3)	(3)
<b>Total assets</b>	<b>4,863</b>	<b>5,113</b>	<b>249</b>
<b>Liabilities:</b>			
Policy reserves:	1,128	1,060	(67)
Reserve for outstanding claims	270	217	(52)
Policy reserves	857	842	(15)
Agency accounts payable	4	4	0
Reinsurance accounts payable	30	30	(0)
Other liabilities:	173	270	96
Income taxes payable	3	31	27
Accounts payable	0	0	(0)
Accrued expenses	164	233	69
Deposits received	1	2	1
Lease obligations	2	1	(0)
Suspense receipts	0	0	(0)
Reserve for retirement benefits	29	30	1
Reserves under the special laws:	18	18	0
Reserve for price fluctuation	18	18	0
Deferred tax liabilities	99	1	(98)
<b>Total liabilities</b>	<b>1,482</b>	<b>1,415</b>	<b>(67)</b>
<b>Net assets:</b>			
Shareholders' equity:			
Common stock	10,100	10,100	—
Capital surplus:	2,100	2,100	—
Capital reserves	2,100	2,100	—
Retained earnings:	(9,043)	(8,504)	539
Other retained earnings:	(9,043)	(8,504)	539
Retained earnings carried forward	(9,043)	(8,504)	539
Total shareholders' equity	3,156	3,695	539
Valuation and translation adjustments:			
Unrealized gains and losses on securities available for sale	224	2	(222)
Total valuation and translation adjustments	224	2	(222)
<b>Total net assets</b>	<b>3,380</b>	<b>3,698</b>	<b>317</b>
<b>Total liabilities and net assets</b>	<b>4,863</b>	<b>5,113</b>	<b>249</b>

## Sompo Japan DIY Life Insurance Co., Ltd. (Non-consolidated)

## Statements of Income

(Millions of yen)

	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)	Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)	Increase (Decrease)	Rate of change
	Amount	Amount		
Ordinary income:	4,008	4,073	65	1.6 %
Insurance premiums and other:	3,901	3,798	(102)	(2.6)
Insurance premiums	3,696	3,728	31	0.9
Reinsurance income	205	70	(134)	(65.6)
Investment income:	26	207	180	672.0
Interest and dividend income:	26	18	(8)	(31.8)
Interest on deposits	0	—	(0)	(100.0)
Interest and dividends on securities	26	18	(8)	(31.8)
Gains on sales of securities	—	188	188	—
Other ordinary income:	80	67	(12)	(15.2)
Reversal of reserve for outstanding claims	45	52	6	15.1
Reversal of policy reserves	31	15	(15)	(50.8)
Other ordinary income	3	0	(3)	(97.2)
Ordinary expenses:	3,728	3,500	(227)	(6.1)
Insurance claims and other:	1,508	1,204	(304)	(20.2)
Insurance claims	1,148	857	(291)	(25.4)
Insurance benefits	220	208	(11)	(5.2)
Other refunds	5	4	(0)	(16.7)
Reinsurance premiums	133	133	(0)	(0.3)
Investment expenses:	0	48	48	24,393.0
Interest paid	0	0	(0)	(46.1)
Losses on sales of securities	—	45	45	—
Provision for allowance for possible credit losses	—	3	3	—
Operating, general and administrative expenses	2,170	2,202	31	1.5
Other ordinary expenses:	48	45	(3)	(7.0)
Taxes	16	16	0	1.7
Depreciation	27	27	(0)	(2.0)
Provision for reserve for retirement benefits	4	1	(3)	(66.3)
Ordinary profit	280	572	292	104.3
Extraordinary losses:	1,197	0	(1,196)	(99.9)
Losses on disposal of fixed assets	1,195	0	(1,195)	(100.0)
Provision for reserves under the special laws:	1	0	(0)	(59.3)
Provision for reserve for price fluctuation	1	0	(0)	(59.3)
Net income (loss) before income taxes	(916)	572	1,488	—
Income taxes	3	32	28	755.9
Total income taxes	3	32	28	755.9
Net income (loss)	(920)	539	1,460	—

## Sampo Japan DIY Life Insurance Co., Ltd. (Non-consolidated)

## Major Business Results

## Total amount of policies in force

(Number in thousands, Yen in hundred millions, %)

	As of March 31, 2012				As of March 31, 2013			
	Number		Amount		Number		Amount	
		% of previous fiscal year		% of previous fiscal year		% of previous fiscal year		% of previous fiscal year
Individual insurance	45	97.4	7,511	95.8	44	98.9	7,252	96.5
Individual annuities	—	—	—	—	—	—	—	—
Group insurance	—	—	—	—	—	—	—	—
Group annuities	—	—	—	—	—	—	—	—

## Total amount of new policies

(Number in thousands, Yen in hundred millions, %)

	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)				Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)			
	Number		Amount		Number		Amount	
		% of previous fiscal year		% of previous fiscal year		% of previous fiscal year		% of previous fiscal year
Individual insurance	2	65.7	357	62.1	2	123.1	406	113.9
Individual annuities	—	—	—	—	—	—	—	—
Group insurance	—	—	—	—	—	—	—	—
Group annuities	—	—	—	—	—	—	—	—

## Annualized premiums

## Policies in force

(Millions of yen, %)

	As of March 31, 2012		As of March 31, 2013	
		% of previous fiscal year		% of previous fiscal year
Individual insurance	3,718	100.3	3,759	101.1
Individual annuities	—	—	—	—
Total	3,718	100.3	3,759	101.1
Medical and survival benefits	886	100.9	906	102.2

## New policies

(Millions of yen, %)

	Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)		Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)	
		% of previous fiscal year		% of previous fiscal year
Individual insurance	156	63.6	186	119.1
Individual annuities	—	—	—	—
Total	156	63.6	186	119.1
Medical and survival benefits	46	66.0	57	122.1

Notes)

- Annualized premiums are calculated by using multipliers for various premium payment terms to the premium per payment.
- Annualized premiums for medical and survival benefits include (a) premium related to medical benefits such as hospitalization and surgery benefits, (b) premium related to survival benefits such as specific illness, and (c) premium related to premium waiver benefits.



## Sompoo Japan DIY Life Insurance Co., Ltd. (Non-consolidated)

## Solvency Margin Ratio (Non-consolidated)

(Millions of yen)

	As of March 31, 2012	As of March 31, 2013
(A) Total Solvency Margin (Non-consolidated)	3,987	4,224
Capital, etc.	3,156	3,695
Reserve for price fluctuation	18	18
Contingency reserve	521	507
General allowance for possible credit losses	—	—
Unrealized gains and losses on securities (90% of gain or 100% of loss)	292	2
Unrealized gains and losses on land (85% of gain or 100% of loss)	—	—
Excess of continued Zillmerized reserve	—	—
Subordinated debt, etc.	—	—
Excess of continued Zillmerized reserve and subordinated debt, etc. which are excluded from total solvency margin	—	—
Brought in capital, etc.	—	—
Deductions	—	—
Others	—	—
(B) Total Risks (Non-consolidated) $\sqrt{(R_1 + R_8)^2 + (R_2 + R_3 + R_7)^2} + R_4$	569	529
Underwriting risk ( $R_1$ )	425	411
Underwriting risk for third-sector insurance products including accident, sickness and nursing-care insurance ( $R_8$ )	93	93
Guaranteed interest rate risk ( $R_2$ )	0	0
Investment Risk ( $R_3$ )	175	81
Guaranteed minimum benefit risk ( $R_7$ )	—	—
Business management risk ( $R_4$ )	20	17
(C) Solvency Margin Ratio (Non-consolidated) [ (A) / {(B) × 1/2} ] × 100	1,400.8 %	1,596.1 %

Notes) The above figures are calculated based on the provisions of Articles 86 and 87 of the Ordinance for Enforcement of the Insurance Business Act and Public Notice No. 50 of the Ministry of Finance (1996).

## Supplementary Explanation

## &lt; Calculation of returns &gt;

The calculation methods of “Return on investments (income base)”, “Return on investments (realized base)” and “Total return based on the fair value” are as follows.

## 1. Return on investments (income base)

The results of investment activities are shown from the point of view of income earned (interest and dividend income earned).

Numerator is based on interest and dividend income related to investment assets. Denominator is based on cost of investment assets.

Numerator = Interest and dividend income (including amounts which correspond to interest and dividend income of investment gains and losses on money trusts)

Denominator = Average balances of investment assets based on the cost or the amortized cost

## 2. Return on investments (realized base)

The results of investment activities are shown from the point of view of the contribution to periodic gains and losses of the period (statements of income).

Numerator is based on realized gains and losses. Denominator is based on cost of investment assets.

Numerator = Investment income + Interest and dividend income on deposits of premiums, etc. - Investment expenses

Denominator = Average balances of investment assets based on the cost or the amortized cost

## 3. Total return based on the fair value (reference)

The return on investment based on fair value is shown.

Numerator is based on realized gains and losses and changes in unrealized gains and losses on investment assets.

Denominator is based on fair value of investment assets.

Numerator = (Investment income + Interest and dividend income on deposits of premiums, etc. - Investment expenses) + (Unrealized gains and losses at the end of this period\* - Unrealized gains and losses at the end of the previous period\*) + Increase or decrease in deferred gains and losses on hedges

Denominator = Average balances of investment assets based on the cost or the amortized cost + Unrealized gains and losses at the end of the previous period\* + Unrealized gains and losses on trading securities at the end of the previous period

\* Unrealized gains and losses relate to securities available for sale, monetary receivables bought and money trusts classified as other than trading purposes or held to maturity. The amount is based on before tax effect deductions.

## &lt; Calculation of ratios, etc. &gt;

Underwriting profit = Underwriting income - Underwriting expenses - Operating, general and administrative expenses related to underwriting + Other income and expenses\*

\*Other income and expenses include, but not limited to, income tax expenses for compulsory automobile liability insurance.

Net loss ratio = (Net claims paid + Loss adjustment expenses) / Net premiums written × 100

Net operating expenses ratio = (Net commissions and brokerage fees + Operating, general and administrative expenses related to underwriting) / Net premiums written × 100

Underwriting result ratio = (Net premiums written - Net claims paid - Loss adjustment expenses - Net operating expenses) / Net premiums written × 100

## &lt; Solvency margin ratio (Non-consolidated) &gt;

- In addition to reserves to cover payments for claims, benefits and maturity refunds, etc., it is necessary for insurance companies to maintain sufficient solvency in order to cover against risks which may exceed their normal estimates, i.e. occurrence of major catastrophes, fluctuation in mortality rate due to significant changes in key environmental factors and big decline in value of assets held by insurance companies.

- (C) Solvency Margin Ratio (Non-consolidated), which is calculated in accordance with the Insurance Business Act, etc. is the ratio of "solvency margin of insurance companies by means of their capital, reserves, etc." ((A) Total Solvency Margin (Non-consolidated)) to "risks which will exceed their normal estimates" ((B) Total Risks (Non-consolidated)).

- "Risks which will exceed their normal estimates" are composed of risks described below.

- <1> Underwriting risk, Underwriting risk for third-sector insurance products including accident, sickness and nursing-care insurance:

Risks of rate of occurrence of insurance claims, etc. in excess of normal estimates (excluding risks relating to major catastrophes)

- <2> Guaranteed interest rate risk:

Risks of invested assets failing to yield assumed interest rates due to the aggravation of investment conditions

- <3> Investment risk:

Risks of securities and other assets held fluctuating in prices in excess of normal estimates

- <4> Business management risk:

Risks beyond normal estimates arising from business management that do not fall under other categories

- <5> Major catastrophe risk:

Risks of the occurrence of major catastrophic losses in excess of normal estimates (risks such as the Great Kanto Earthquake or Isewan Typhoon)

- <6> Guaranteed minimum benefit risk:

Risks of special account assets fluctuating in prices in excess of normal estimates

- "Solvency margin of insurance companies by means of their capital, reserves, etc." (total solvency margin (non-consolidated)) is the sum of total net assets (excluding planned outflows), certain reserves (reserve for price fluctuation, contingency reserve and catastrophic loss reserve, etc.) and parts of unrealized gains and losses on land, etc.

- Solvency margin ratio is one of the indicators for the regulatory authorities to monitor financial soundness of insurance companies. Solvency margin ratio exceeding 200% would indicate adequate capability to meet payments of possible insurance claims and others.

## 4. Supplementary Data about Financial Results for the fiscal year ended March 31, 2013 at Press Conference

## Sompo Japan Insurance Inc. (Non-consolidated)

## (1) Key figures

(Yen in hundred millions)

	Fiscal year ended March 31, 2012	Six months ended September 30, 2012	Fiscal year ended March 31, 2013	Increase (Decrease)	
				(C) - (A)	(C) - (B)
	(A)	(B)	(C)		
① Net premiums written	12,811	6,694	13,273	462	—
Rate of change	2.0 %	3.3 %	3.6 %	1.7 %	0.3 %
② Total assets	46,005	43,405	47,450	1,444	4,044
③ Loss ratio	80.6 %	69.6 %	70.6 %	(10.0)%	1.0 %
④ Operating expenses ratio	33.0 %	33.0 %	32.8 %	(0.3)%	(0.2)%
⑤ Combined ratio	113.6 %	102.6 %	103.4 %	(10.2)%	0.8 %
Underwriting result ratio	(13.6)%	(2.6)%	(3.4)%	10.2 %	(0.8)%
⑥ Voluntary automobile insurance					
• Net premiums written	6,453	3,279	6,589	135	—
Rate of change	0.8 %	2.2 %	2.1 %	1.3 %	(0.1)%
• Underwriting result ratio	(4.9)%	(3.1)%	(3.6)%	1.3 %	(0.5)%
• Loss ratio	71.9 %	69.6 %	70.5 %	(1.4)%	0.9 %
• Operating expenses ratio	33.0 %	33.5 %	33.1 %	0.1 %	(0.4)%
⑦ Fire and allied insurance					
• Net premiums written	1,490	747	1,647	156	—
Rate of change	5.6 %	5.1 %	10.5 %	4.9 %	5.4 %
• Underwriting result ratio	(81.4)%	(29.0)%	(10.8)%	70.6 %	18.2 %
• Loss ratio	139.2 %	85.5 %	69.9 %	(69.3)%	(15.5)%
• Operating expenses ratio	42.2 %	43.5 %	40.9 %	(1.3)%	(2.6)%
⑧ Number of employees	18,270	18,101	17,825	(445)	(276)
⑨ Number of agencies	44,113	43,254	42,356	(1,757)	(898)

## &lt;Reference&gt; Consolidated figures of NKSJ Holdings, Inc.

(Yen in hundred millions)

	Fiscal year ended March 31, 2012	Six months ended September 30, 2012	Fiscal year ended March 31, 2013	Increase (Decrease)	
				(C) - (A)	(C) - (B)
	(A)	(B)	(C)		
① Ordinary income	27,905	13,657	28,432	526	—
② Net premiums written	19,737	10,386	20,626	888	—
Rate of change	2.1%	3.0%	4.5%	2.4 %	1.5 %
③ Life insurance premiums written	2,501	1,239	2,647	145	—
Rate of change	5.0%	1.2%	5.8%	0.8 %	4.7 %
④ Ordinary profit	(518)	(550)	1,047	1,565	—
⑤ Net income	(922)	(373)	436	1,358	—

## Notes)

1. Loss ratio = (Net claims paid + Loss adjustment expenses) / Net premiums written × 100
2. Operating expenses ratio = (Net commissions and brokerage fees + Operating, general and administrative expenses related to underwriting) / Net premiums written × 100
3. Combined ratio = Loss ratio + Operating expenses ratio
4. Underwriting result ratio = 100 - Combined ratio
5. Items with % within "Increase (Decrease)" represent change from the fiscal year ended March 31, 2012 and the six months ended September 30, 2012, respectively.

## Sompo Japan Insurance Inc. (Non-consolidated)

## (2) Other figures

## ① Non-performing assets

## Risk-monitored loans

(Yen in hundred millions)

	As of March 31, 2012	As of September 30, 2012	As of March 31, 2013
Loans to borrowers in bankruptcy	3	3	0
Overdue loans	8	8	5
Loans overdue for three months or more	—	—	—
Restructured loans	2	2	2
Total	14	14	8
Percent of total loans	0.4%	0.3%	0.2%

(Reference) Total loans	4,221	4,155	4,112
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## Results of self-assessment

(Yen in hundred millions)

	As of March 31, 2012	As of September 30, 2012	As of March 31, 2013
No category	44,063	41,011	46,166
Category II	446	489	489
Category III	92	93	98
Category IV	199	567	265
Subtotal (Category II-IV)	739	1,150	852
Total	44,802	42,161	47,018

Note) The above figures represent amounts before write-off (before recognition of impairment losses). Impairment losses on securities are included in "Category IV".

## ② Impairment losses on securities

(Yen in hundred millions)

	Fiscal year ended March 31, 2012	Six months ended September 30, 2012	Fiscal year ended March 31, 2013
Domestic bonds	—	—	—
Domestic stocks	104	548	253
Foreign securities	76	0	0
Others	0	—	—
Total	181	549	253

## Applied rules of impairment loss recognition

Basically, Sompo Japan recognized impairment losses on securities if the fair value declined by 30% or more from book value.

## ③ Impairment losses on fixed assets

(Yen in hundred millions)

	Fiscal year ended March 31, 2012	Six months ended September 30, 2012	Fiscal year ended March 31, 2013
Land	3	2	4
Buildings	—	0	0
Others	—	—	—
Total	3	3	5

## Sompo Japan Insurance Inc. (Non-consolidated)

## ④ Unrealized gains and losses on securities

(Yen in hundred millions)

	As of March 31, 2012	As of September 30, 2012	As of March 31, 2013
Domestic bonds	466	534	736
Domestic stocks	4,274	3,142	5,129
Foreign securities	(243)	(360)	383
Others	26	20	48
<b>Total</b>	<b>4,523</b>	<b>3,337</b>	<b>6,297</b>

Notes)

- Unrealized gains and losses on monetary receivables bought are included in "Others" above.
- Besides the above, unrealized gains and losses on trust assets (securities) in money trusts other than trading purposes or held to maturity amount to (0 hundred million) yen as of September 30, 2012 and 11 hundred million yen as of March 31, 2013.

## ⑤ Claims due to natural disasters in Japan which occurred in the period

(Yen in hundred millions)

	Fiscal year ended March 31, 2012	Six months ended September 30, 2012	Fiscal year ended March 31, 2013
Direct claims paid a	400	227	374
Net claims paid b	330	218	357
Unpaid claims c	65	88	36
<b>Net incurred loss b + c</b>	<b>396</b>	<b>306</b>	<b>393</b>

Notes)

- This table represents paid and unpaid claims due to natural disasters in Japan which occurred in the period.
- Amounts of unpaid claims are calculated by deducting reinsurance recoverable on unpaid loss from reserve for outstanding losses and claims.

## ⑥ Catastrophic loss reserve

(Yen in hundred millions, %)

Business line	Fiscal year ended March 31, 2012			Six months ended September 30, 2012			Fiscal year ended March 31, 2013		
	Balance	Balance ratio	Provision	Balance	Balance ratio	Provision	Balance	Balance ratio	Provision
Fire and allied insurance	1,349	91.7	210	1,284	86.3	123	1,310	79.9	248
Marine insurance	259	105.4	9	264	102.0	4	269	102.7	9
Personal accident insurance	778	59.8	40	786	55.8	21	733	55.5	40
Voluntary automobile insurance	390	6.1	390	229	3.5	199	398	6.1	398
Others	1,054	68.6	91	1,081	61.8	39	1,067	68.4	71
<b>Total</b>	<b>3,832</b>	<b>34.8</b>	<b>741</b>	<b>3,646</b>	<b>31.8</b>	<b>389</b>	<b>3,779</b>	<b>33.2</b>	<b>768</b>

Notes)

- Balance ratio = Balance of catastrophic loss reserve / Net premiums written (excluding household earthquake insurance and compulsory automobile liability insurance) × 100  
As for the six months ended September 30, 2012, net premiums written (excluding household earthquake insurance and compulsory automobile liability insurance) are doubled for the calculation of balance ratio.
- Provision represents gross amounts before deducting reversal.

## ⑦ Claims paid due to flood in Thailand

(Yen in hundred millions)

	Fiscal year ended March 31, 2013	Cumulative amount as of March 31, 2013
Net claims paid	72	193
Net incurred loss	(27)	340

Note) Cumulative amount as of March 31, 2013 represents cumulative total amount as of March 31, 2013 since the occurrence of flood in Thailand.

## Sompo Japan Insurance Inc. (Non-consolidated)

## ⑧ Reinsurance assumed

(Yen in hundred millions)

Business line	Fiscal year ended March 31, 2012		Fiscal year ended March 31, 2013	
	Reinsurance premiums assumed	Reinsurance claims assumed	Reinsurance premiums assumed	Reinsurance claims assumed
Fire and allied insurance	259	947	358	220
Marine insurance	73	69	76	46
Personal accident insurance	16	8	16	9
Voluntary automobile insurance	34	25	32	25
Compulsory automobile liability insurance	1,219	1,563	1,312	1,580
Others	101	39	98	33
Total	1,704	2,654	1,896	1,915

## ⑨ Reinsurance ceded

(Yen in hundred millions)

Business line	Fiscal year ended March 31, 2012		Fiscal year ended March 31, 2013	
	Reinsurance premiums ceded	Reinsurance claims ceded	Reinsurance premiums ceded	Reinsurance claims ceded
Fire and allied insurance	646	3,203	671	343
Marine insurance	137	123	137	96
Personal accident insurance	34	16	31	17
Voluntary automobile insurance	10	5	13	13
Compulsory automobile liability insurance	1,414	1,753	1,465	1,739
Others	349	154	433	191
Total	2,593	5,256	2,753	2,401

## NIPPONKOA Insurance Co.,Ltd. (Non-consolidated)

## (1) Key figures

(Yen in hundred millions)

	Fiscal year ended March 31, 2012	Six months ended September 30, 2012	Fiscal year ended March 31, 2013	Increase (Decrease)	Increase (Decrease)
	(A)	(B)	(C)	(C) - (A)	(C) - (B)
① Net premiums written	6,306	3,225	6,388	82	—
Rate of change	1.6 %	0.9 %	1.3 %	(0.3)%	0.4 %
② Total assets	23,376	22,089	22,931	(444)	842
③ Loss ratio	84.7 %	74.7 %	74.8 %	(9.9)%	0.1 %
④ Operating expenses ratio	35.0 %	34.4 %	34.8 %	(0.2)%	0.4 %
⑤ Combined ratio	119.7 %	109.2 %	109.7 %	(10.0)%	0.5 %
Underwriting result ratio	(19.7)%	(9.2)%	(9.7)%	10.0 %	(0.5)%
⑥ Voluntary automobile insurance					
• Net premiums written	3,182	1,615	3,220	37	—
Rate of change	1.1 %	1.7 %	1.2 %	0.1 %	(0.5)%
• Underwriting result ratio	(4.2)%	(0.7)%	(2.0)%	2.2 %	(1.3)%
• Loss ratio	72.8 %	69.7 %	70.9 %	(1.9)%	1.2 %
• Operating expenses ratio	31.5 %	31.1 %	31.2 %	(0.3)%	0.1 %
⑦ Fire and allied insurance					
• Net premiums written	904	398	877	(27)	—
Rate of change	1.0 %	(10.0)%	(3.1)%	(4.1)%	6.9 %
• Underwriting result ratio	(95.5)%	(69.6)%	(48.8)%	46.7 %	20.8 %
• Loss ratio	150.8 %	121.8 %	101.7 %	(49.1)%	(20.1)%
• Operating expenses ratio	44.7 %	47.9 %	47.0 %	2.3 %	(0.9)%
⑧ Number of employees	11,485	11,316	10,877	(608)	(439)
⑨ Number of agencies	26,904	26,942	26,824	(80)	(118)

## Notes)

- Loss ratio = (Net claims paid + Loss adjustment expenses) / Net premiums written × 100
- Operating expenses ratio = (Net commissions and brokerage fees + Operating, general and administrative expenses related to underwriting) / Net premiums written × 100
- Combined ratio = Loss ratio + Operating expenses ratio
- Underwriting result ratio = 100 - Combined ratio
- Items with % within "Increase (Decrease)" represent change from the fiscal year ended March 31, 2012 and the six months ended September 30, 2012, respectively.
- From the fiscal year ended March 31, 2013, number of employees includes the numbers of agent trainees and in-house agents. In addition, as for the fiscal year ended March 31, 2012 and the six months ended September 30, 2012, number of employees is represented under the same basis.



## NIPPONKOA Insurance Co.,Ltd. (Non-consolidated)

## (2) Other figures

## ① Non-performing assets

## Risk-monitored loans

(Yen in hundred millions)

	As of March 31, 2012	As of September 30, 2012	As of March 31, 2013
Loans to borrowers in bankruptcy	0	0	1
Overdue loans	11	11	8
Loans overdue for three months or more	—	—	—
Restructured loans	2	2	2
Total	14	13	12
Percent of total loans	0.7%	0.7%	0.7%

(Reference) Total loans	1,965	1,952	1,884
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## Results of self-assessment

(Yen in hundred millions)

	As of March 31, 2012	As of September 30, 2012	As of March 31, 2013
No category	22,537	21,155	22,584
Category II	94	91	92
Category III	13	13	12
Category IV	20	63	28
Subtotal (Category II-IV)	128	168	133
Total	22,666	21,324	22,717

## Notes)

- Total represents the amount before written off or provisioned. The amount of Category III and IV are fully written off and/or provisioned.
- Since 3 hundred million yen included in Category IV as of September 30, 2011 was recorded as impairment losses on securities, etc., the amount is excluded from Category IV as of March 31, 2012.
- Since 6 hundred million yen included in Category IV as of September 30, 2012 was recorded as impairment losses on securities, etc., the amount is excluded from Category IV as of March 31, 2013.

## ② Impairment losses on securities

(Yen in hundred millions)

	Fiscal year ended March 31, 2012	Six months ended September 30, 2012	Fiscal year ended March 31, 2013
Domestic bonds	2	3	3
Domestic stocks	15	54	11
Foreign securities	—	0	—
Others	—	—	0
Total	17	58	14

## Applied rules of impairment loss recognition

Basically, NIPPONKOA recognized impairment losses on securities if the fair value declined by 30% or more from book value.

## ③ Impairment losses on fixed assets

(Yen in hundred millions)

	Fiscal year ended March 31, 2012	Six months ended September 30, 2012	Fiscal year ended March 31, 2013
Land	3	0	21
Buildings	2	1	7
Others	0	—	—
Total	6	2	29

## NIPPONKOA Insurance Co.,Ltd. (Non-consolidated)

## ④ Unrealized gains and losses on securities

(Yen in hundred millions)

	As of March 31, 2012	As of September 30, 2012	As of March 31, 2013
Domestic bonds	202	214	277
Domestic stocks	1,949	1,378	2,731
Foreign securities	66	(6)	327
Others	8	11	46
<b>Total</b>	<b>2,226</b>	<b>1,598</b>	<b>3,382</b>

Note) The above figures represent difference between costs and carrying amounts for securities available for sale (excluding securities available for sale which are considered extremely difficult to figure out their fair value).

## ⑤ Claims due to natural disasters in Japan which occurred in the period

(Yen in hundred millions)

	Fiscal year ended March 31, 2012	Six months ended September 30, 2012	Fiscal year ended March 31, 2013
Direct claims paid a	316	152	251
Net claims paid b	270	148	239
Unpaid claims c	46	46	26
<b>Net incurred loss b + c</b>	<b>317</b>	<b>195</b>	<b>265</b>

Notes)

1. This table represents paid and unpaid claims due to natural disasters in Japan which occurred in the period.
2. Amounts of unpaid claims are calculated by deducting reinsurance recoverable on unpaid loss from reserve for outstanding losses and claims.
3. Claims due to natural disasters include claims caused by earthquakes.

## ⑥ Catastrophic loss reserve

(Yen in hundred millions, %)

Business line	Fiscal year ended March 31, 2012			Six months ended September 30, 2012			Fiscal year ended March 31, 2013		
	Balance	Balance ratio	Provision	Balance	Balance ratio	Provision	Balance	Balance ratio	Provision
Fire and allied insurance	947	106.3	62	744	94.2	39	631	72.5	87
Marine insurance	195	142.7	5	194	147.9	0	197	145.9	4
Personal accident insurance	136	27.5	15	145	26.0	8	130	25.9	15
Voluntary automobile insurance	218	6.9	218	141	4.4	111	221	6.9	221
Others	531	67.4	38	542	62.2	20	539	67.6	37
<b>Total</b>	<b>2,029</b>	<b>36.9</b>	<b>339</b>	<b>1,768</b>	<b>31.7</b>	<b>181</b>	<b>1,721</b>	<b>31.1</b>	<b>366</b>

Notes)

1. Balance ratio = Balance of catastrophic loss reserve / Net premiums written (excluding household earthquake insurance and compulsory automobile liability insurance) × 100  
As for the six months ended September 30, 2012, net premiums written (excluding household earthquake insurance and compulsory automobile liability insurance) are doubled for the calculation of balance ratio.
2. Provision represents gross amounts before deducting reversal.

## ⑦ Claims paid due to flood in Thailand

(Yen in hundred millions)

	Fiscal year ended March 31, 2013	Cumulative amount as of March 31, 2013
Net claims paid	175	235
Net incurred loss	(63)	367

Note) Cumulative amount as of March 31, 2013 represents cumulative total amount as of March 31, 2013 since the occurrence of flood in Thailand.

## NIPPONKOA Insurance Co.,Ltd. (Non-consolidated)

## ⑧ Reinsurance assumed

(Yen in hundred millions)

Business line	Fiscal year ended March 31, 2012		Fiscal year ended March 31, 2013	
	Reinsurance premiums assumed	Reinsurance claims assumed	Reinsurance premiums assumed	Reinsurance claims assumed
Fire and allied insurance	40	538	69	36
Marine insurance	21	15	25	12
Personal accident insurance	24	17	37	19
Voluntary automobile insurance	3	13	4	3
Compulsory automobile liability insurance	553	718	598	722
Others	26	13	21	10
Total	670	1,316	756	804

## ⑨ Reinsurance ceded

(Yen in hundred millions)

Business line	Fiscal year ended March 31, 2012		Fiscal year ended March 31, 2013	
	Reinsurance premiums ceded	Reinsurance claims ceded	Reinsurance premiums ceded	Reinsurance claims ceded
Fire and allied insurance	338	1,819	444	419
Marine insurance	31	21	31	15
Personal accident insurance	11	5	12	5
Voluntary automobile insurance	4	17	8	10
Compulsory automobile liability insurance	616	786	647	779
Others	78	42	97	34
Total	1,081	2,692	1,240	1,265

## [Supplementary Information]

## Sompo Japan Insurance Inc. and NIPPONKOA Insurance Co., Ltd. (Combined)

(Yen in hundred millions)

	Fiscal year ended March 31, 2012	Six months ended September 30, 2012	Fiscal year ended March 31, 2013	Increase (Decrease)	Increase (Decrease)
				(C) - (A)	(C) - (B)
	(A)	(B)	(C)		
① Net premiums written	19,117	9,920	19,662	544	—
Rate of change	1.8 %	2.5 %	2.8 %	1.0 %	0.4 %
② Total assets	69,382	65,495	70,382	1,000	4,887
③ Loss ratio	81.9 %	71.3 %	72.0 %	(10.0)%	0.7 %
④ Operating expenses ratio	33.7 %	33.5 %	33.4 %	(0.3)%	(0.0)%
⑤ Combined ratio	115.6 %	104.7 %	105.4 %	(10.2)%	0.7 %
Underwriting result ratio	(15.6)%	(4.7)%	(5.4)%	10.2 %	(0.7)%
⑥ Voluntary automobile insurance					
• Net premiums written	9,636	4,895	9,809	173	—
Rate of change	0.9 %	2.0 %	1.8 %	0.9 %	(0.2)%
• Underwriting result ratio	(4.7)%	(2.3)%	(3.1)%	1.6 %	(0.8)%
• Loss ratio	72.2 %	69.6 %	70.6 %	(1.6)%	1.0 %
• Operating expenses ratio	32.5 %	32.7 %	32.5 %	(0.0)%	(0.2)%
⑦ Fire and allied insurance					
• Net premiums written	2,395	1,146	2,524	128	—
Rate of change	3.8 %	(0.7)%	5.4 %	1.6 %	6.1 %
• Underwriting result ratio	(86.7)%	(43.1)%	(24.0)%	62.7 %	19.1 %
• Loss ratio	143.6 %	98.1 %	81.0 %	(62.6)%	(17.1)%
• Operating expenses ratio	43.1 %	45.0 %	43.0 %	(0.1)%	(2.0)%
⑧ Number of employees	29,755	29,417	28,702	(1,053)	(715)
⑨ Number of agencies	71,017	70,196	69,180	(1,837)	(1,016)

## Notes)

1. Loss ratio = (Net claims paid + Loss adjustment expenses) / Net premiums written × 100

2. Operating expenses ratio = (Net commissions and brokerage fees + Operating, general and administrative expenses related to underwriting) / Net premiums written × 100

3. Combined ratio = Loss ratio + Operating expenses ratio

4. Underwriting result ratio = 100 - Combined ratio

5. Items with % within "Increase (Decrease)" represent change from the fiscal year ended March 31, 2012 and the six months ended September 30, 2012, respectively.

6. From the fiscal year ended March 31, 2013, number of employees includes the numbers of agent trainees and in-house agents of NIPPONKOA Insurance Co., Ltd. In addition, as for the fiscal year ended March 31, 2012 and the six months ended September 30, 2012, number of employees is represented under the same basis. Sompo Japan Insurance Inc. includes the number of agent trainees in it and it is represented since the past.