

March 17, 2016

Launch of Overseas Travel Insurance Sales through Alliance with Internet Independent Booking Travel Agency “Lvmama”

Sompo Japan Nipponkoa Holdings, Inc. (Kengo Sakurada, Group CEO and President) hereby announces that its Group company Sompo Japan Nipponkoa Insurance (China) Co., Ltd. (hereinafter, “SJNK (China)”) has formed an alliance with Lvmama,^{*1} China’s largest Internet independent booking travel agency, to begin selling overseas travel insurance to Lvmama’s customers. Sales to travelers destined for Japan will begin on April 1, 2016, in the first round, and SJNK (China) aims to expand them to destinations throughout the world within the year.

*1 China’s largest Internet travel agency for providing individual customers with independent bookings, with a track record of 14 million accumulative sales transactions.

1. Background

China became the country with the largest number of overseas travelers in the world for a third year running in 2015, with over 120 million travelers in total. In line with China’s national strategy of “Internet +,”^{*2} the demand for handling various travel-related procedures over the Internet has been spreading rapidly. In response, SJNK (China) has formed a business alliance with Lvmama to sell overseas travel insurance available only on the Internet.

*2 A policy of promoting sound development of electronic transactions, Internet finance, and so forth by fusing mobile networks, cloud computing, big data and other aspects with the manufacturing and service industries.

2. Product Overview

(1) Insurance underwriter:

Sompo Japan Nipponkoa Insurance (China) Co., Ltd.

(2) Policyholder:

Purchasers of travel products sold by Lvmama

(3) Coverage content:

Insurance benefits will be paid in the event the insured dies or suffers residual disabilities as a result of illness or injury while traveling. Insurance benefits will also be paid for the actual expenses

incurred should hospitalization and other medical treatment expenses be required while traveling. Apart from that, the policy provides ample coverage for damage to belongings, baggage shipment delays, and personal liability.

(4) Service content:

The policy provides access to services ranging from general travel concierge services to hospital arrangements, cashless settlements, and medical interpreter services in the event of illness or injury while traveling.

(5) Sample insurance premium:

70 renminbi (approximately 1,279 yen*³) for a seven-day travel insurance policy.

3. Product Development Going Forward

By expanding the Internet sales channel, SJNK (China) will provide the highest quality services to contribute to the peace of mind, security, and health of its customers.

Overview of Sompo Japan Nipponkoa Insurance (China) Co., Ltd.

(1)Official name	Sompo Japan Nipponkoa Insurance (China) Co., Ltd.
(2)Establishment	May 2005
(3)Head office	Dalian, Liaoning Province
(4)Capital	500 million renminbi (approximately 9.2 billion yen* ³)
(5)Number of employees	319 (as of May 31, 2015)
(6)Branch locations	Liaoning Province, Shanghai, Guangdong Province, Jiangsu Province, Beijing
(7)URL	http://www.sjnk.com.cn/jp/ (Official website)

*3. Calculated based on an exchange rate of 18.27 yen per 1 renminbi.