

**JUNE 3, 2016**

**SOMPO JAPAN NIPPONKOA HOLDINGS INC.**

**SOMPO AND CIMB GROUP ENTER INTO A NON-LIFE BANCASSURANCE  
PARTNERSHIP**

Sompo Holdings (ASIA) Pte. Ltd., a wholly owned subsidiary of Sompo Japan Nipponkoa Holdings, Inc. (President & CEO: Kengo Sakurada, "Sompo" ) is pleased to announce that it has entered into a long-term regional non-life bancassurance distribution agreement with CIMB Group, one of ASEAN's largest banking groups.

**1. Partnership Overview**

Subject to the execution of in-country agreements, this partnership contemplates growing collaboration over the long term in four core markets namely Malaysia, Indonesia, Singapore, and Thailand, where CIMB will distribute Sompo's non-life insurance products through its branch network.

**2. Background**

The ASEAN non-life insurance market is expected to grow at a CAGR of approximately 7% over the next ten years to reach a total market size of USD50bn by 2025<sup>1</sup>. We are mainly expanding our retail business in emerging countries and currently operate in six countries through local subsidiaries and have representative offices in two countries in the ASEAN region. We have successfully achieved a 38% increase in our Gross Written Premium during these two years, which is more than two times higher than the market growth during the comparable period.

In consideration of the future economic growth forecast, we regard bancassurance to be one of the primary sales channels for Sompo in the ASEAN region. Through this partnership, Sompo Group will be able to distribute its non-life insurance products to over twelve million customers of CIMB Group across the bank's extensive network of approximately 1,000 branches, as well as via its internet and mobile banking platforms.

**3. Overview of CIMB Group**

- (1) Name: CIMB GROUP HOLDINGS BERHAD
- (2) CEO: Tengku Dato' Sri Zafrul Aziz
- (3) Head Office: Kuala Lumpur, Malaysia
- (4) Date of Establishment: 1924
- (5) Employees: Approx. 40,000 (as of Dec 2015)
- (6) Number of Branches: Approx. 1,000 (as of Mar 2016)

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<sup>1</sup> Source: BMI

#### **4. Next Step**

Our group management philosophy is to contribute to the security, health, and wellbeing of our customers and society as a whole by providing services of the highest quality possible. We will continue to expand our overseas business by providing high quality service to every customer including the potential new customers of CIMB Group.

## **Appendix: About CIMB Group**

CIMB Group is Malaysia's second largest financial services provider and one of ASEAN's leading universal banking groups. It offers consumer banking, investment banking, Islamic banking, asset management and insurance products and services. Headquartered in Kuala Lumpur, the Group is now present in nine out of 10 ASEAN nations (Malaysia, Indonesia, Singapore, Thailand, Cambodia, Brunei, Vietnam, Myanmar and Laos). Beyond ASEAN, the Group has market presence in China, Hong Kong, Bahrain, India, Sri Lanka, Taiwan, Korea, the US and UK.

CIMB Group has the most extensive retail branch network in ASEAN of close to 1,000 branches as at 31 March 2016. CIMB Group's investment banking arm is also one of the largest Asia Pacific-based investment banks, offering amongst the most comprehensive research coverage of more than 1,000 stocks in the region.

CIMB Group operates its business through three main brand entities, CIMB Bank, CIMB Investment Bank and CIMB Islamic. CIMB Group is also the 97.9% shareholder of Bank CIMB Niaga in Indonesia, and 93.7% shareholder of CIMB Thai in Thailand.

CIMB Group is listed on Bursa Malaysia via CIMB Group Holdings Berhad. It had a market capitalisation of approximately RM41.4 billion as at 31 March 2016. The Group has over 40,000 employees located in 17 countries.