

# *Highlights of the financial results for FY2004 and results forecast for FY2005*

**June 2, 2005**



## **Mitsui Sumitomo Insurance Co.,Ltd.**

- Amounts shown herein are basically rounded off.
- Amounts related to FY2001 are the total of Sumitomo Marine's 1st half and Mitsui Sumitomo's full year.
- Amounts related to FY2000 and before are the total of Sumitomo Marine and Mitsui Marine.
- Amounts are shown after excluding refundable premium of our original automobile insurance "Modo-rich."

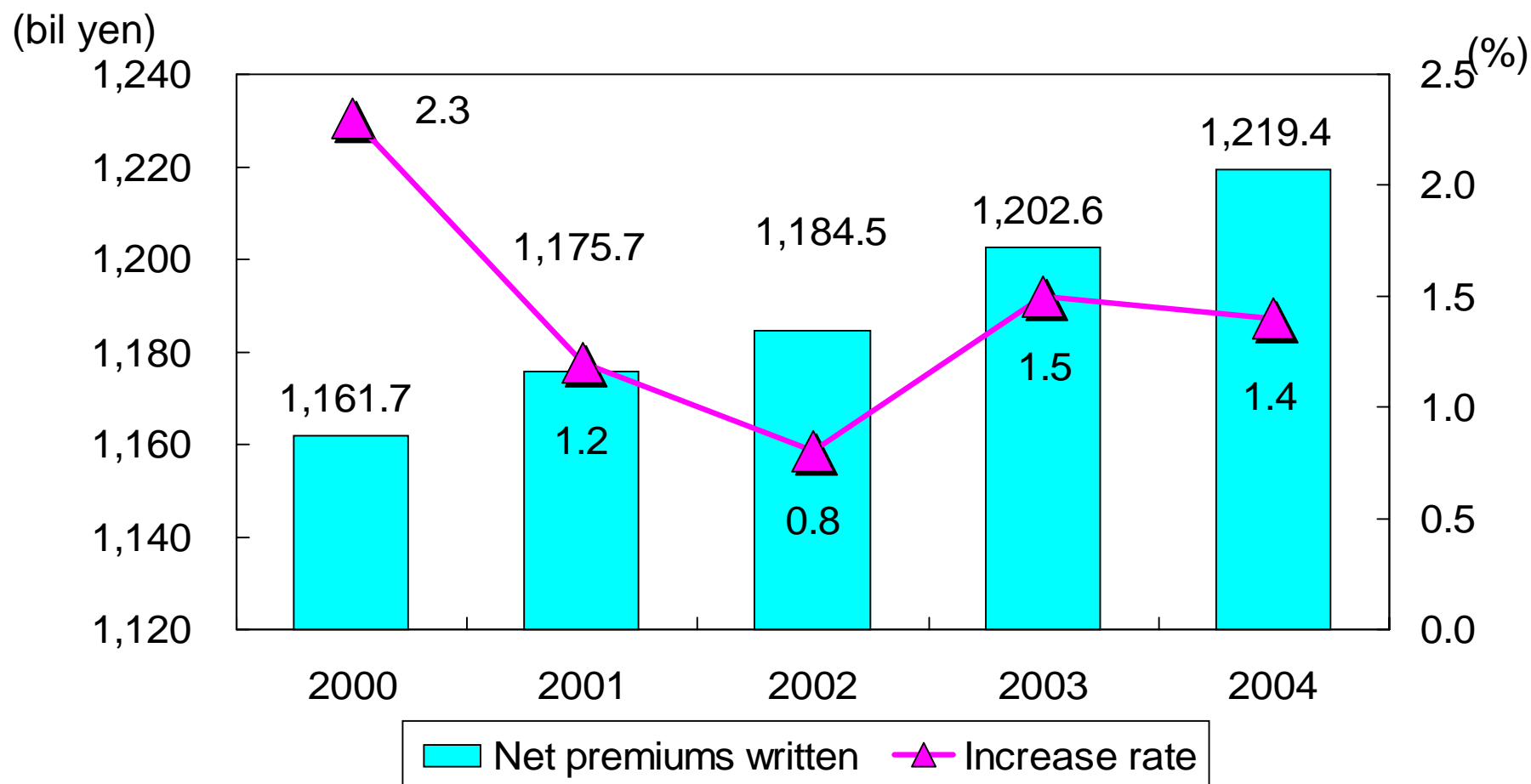
# Net premiums written

(excluding the effect of abolition of reinsurance to government related to CALI\*)

\*CALI=Compulsory Automobile Liability Insurance

*Increased by 1.4% from previous year.*

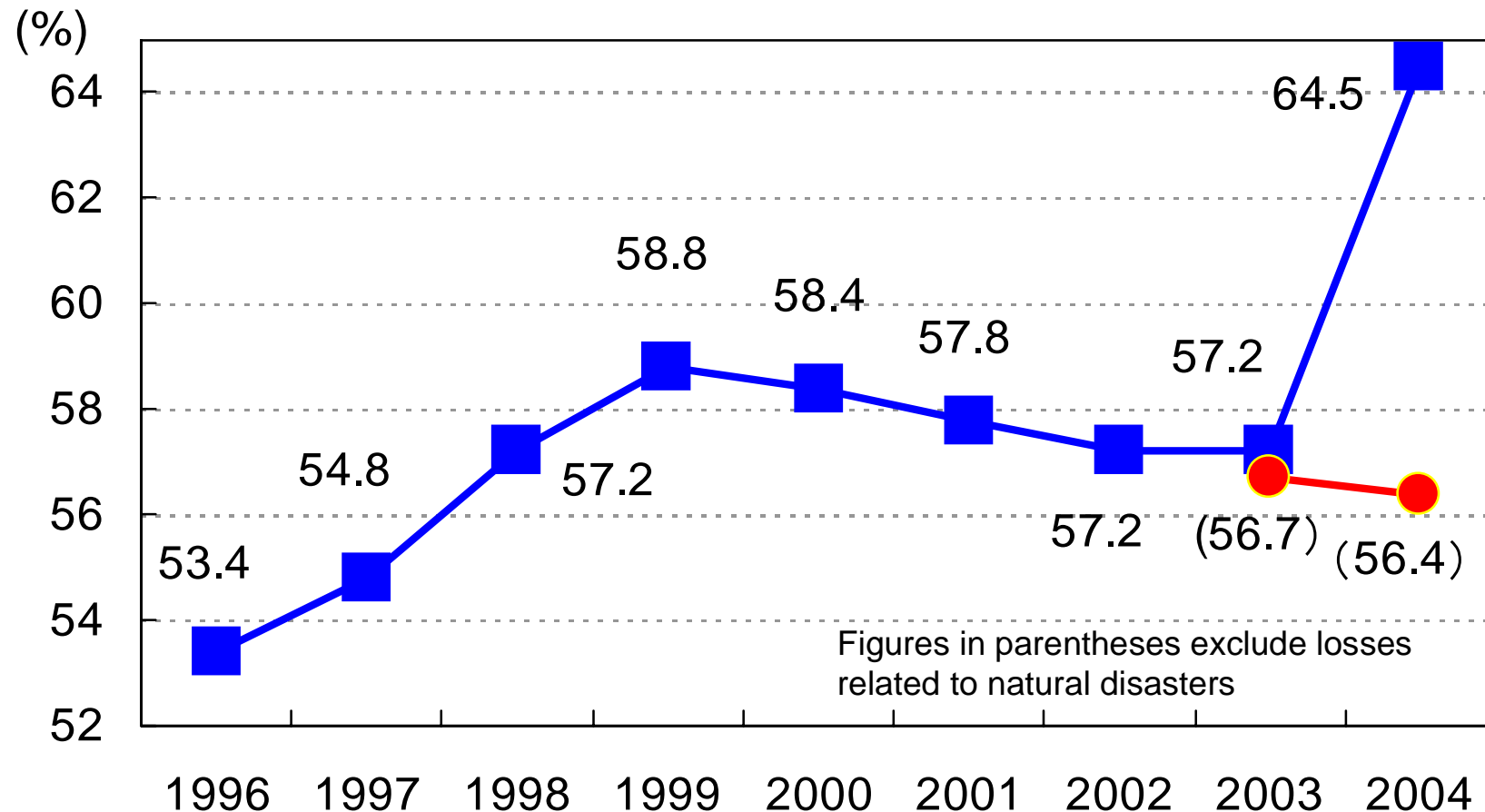
*All lines of insurance except automobile secured premium increase.*



# Net loss ratio\*

(excluding the effect of abolition of reinsurance to government related to CALI)

*Rose by 7.3pt, due to increased net claims paid as a result of damage caused by natural disasters.*



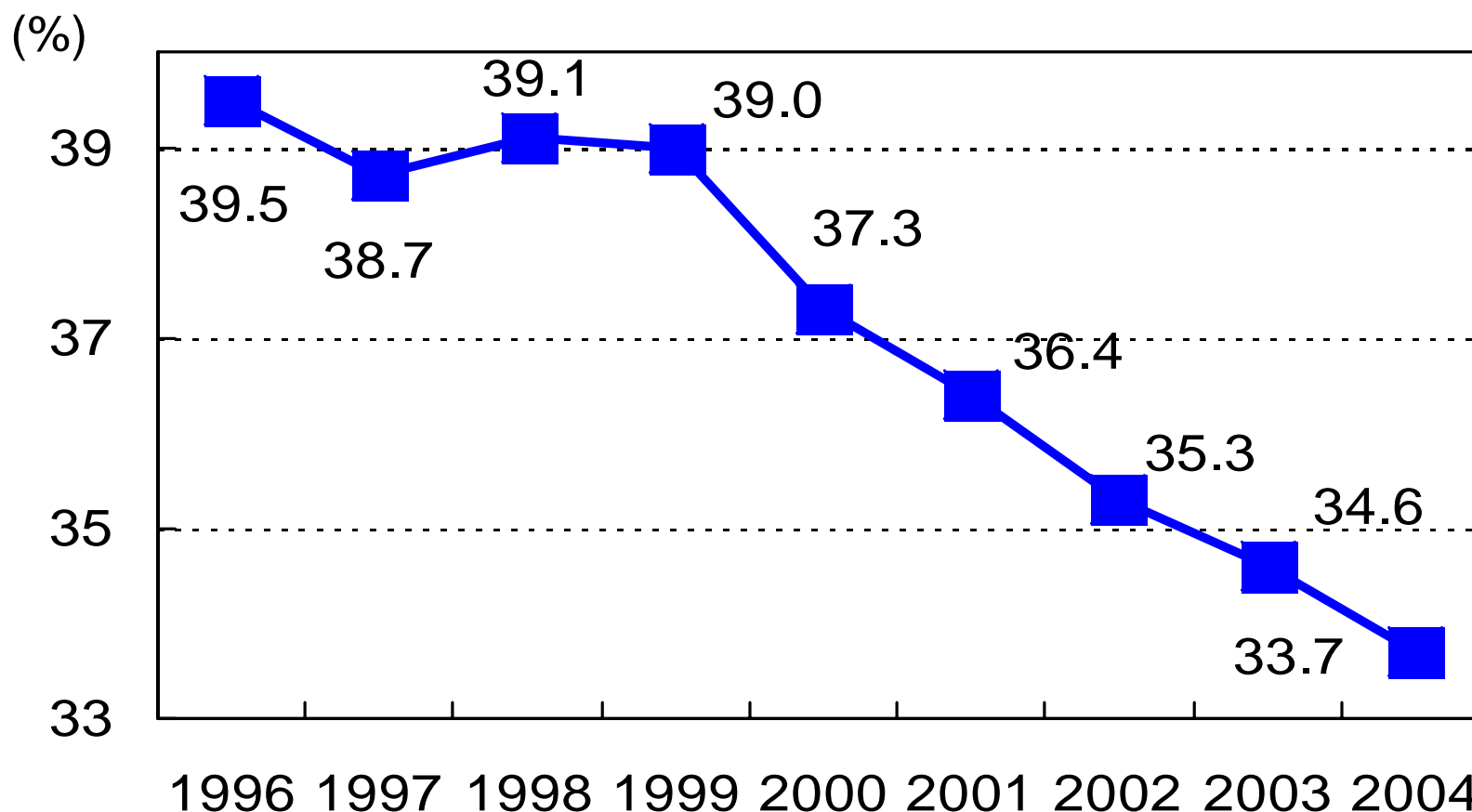
\*Net loss ratio=(Net claims paid+Loss adjustment expenses)/Net premiums written

# Net operating expense ratio\*

(excluding the effect of abolition of reinsurance to government related to CALI)

*Improved vastly by 0.9pt from FY2003 due to reduction in personnel and non-personnel expenses.*

\*Net operating expense ratio=Underwriting expenses/Net premiums written



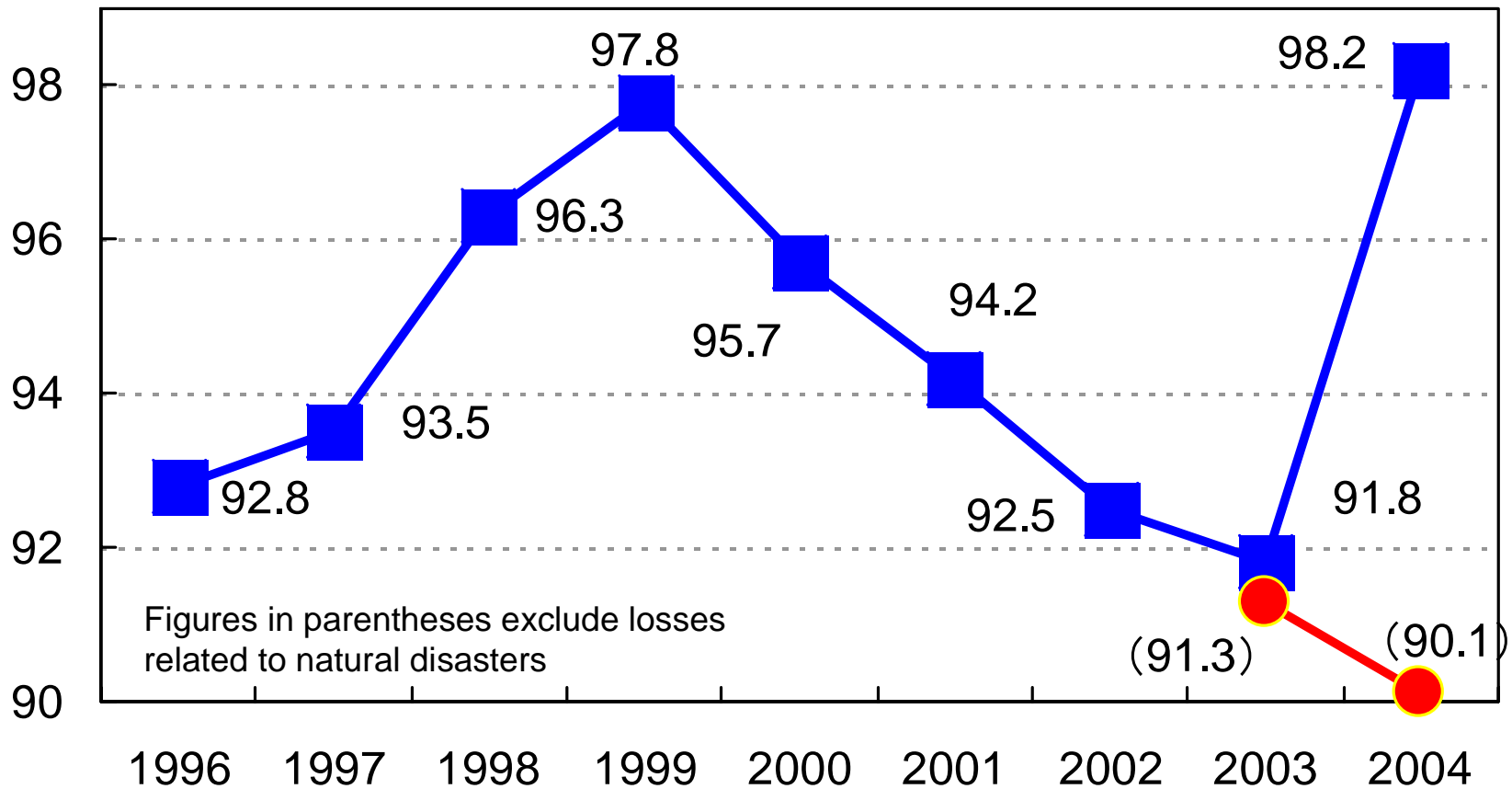
# Combined ratio\*

(excluding the effect of abolition of reinsurance to government related to CALI)

*Rose sharply from FY2003, due to a big increase in net loss ratio.*

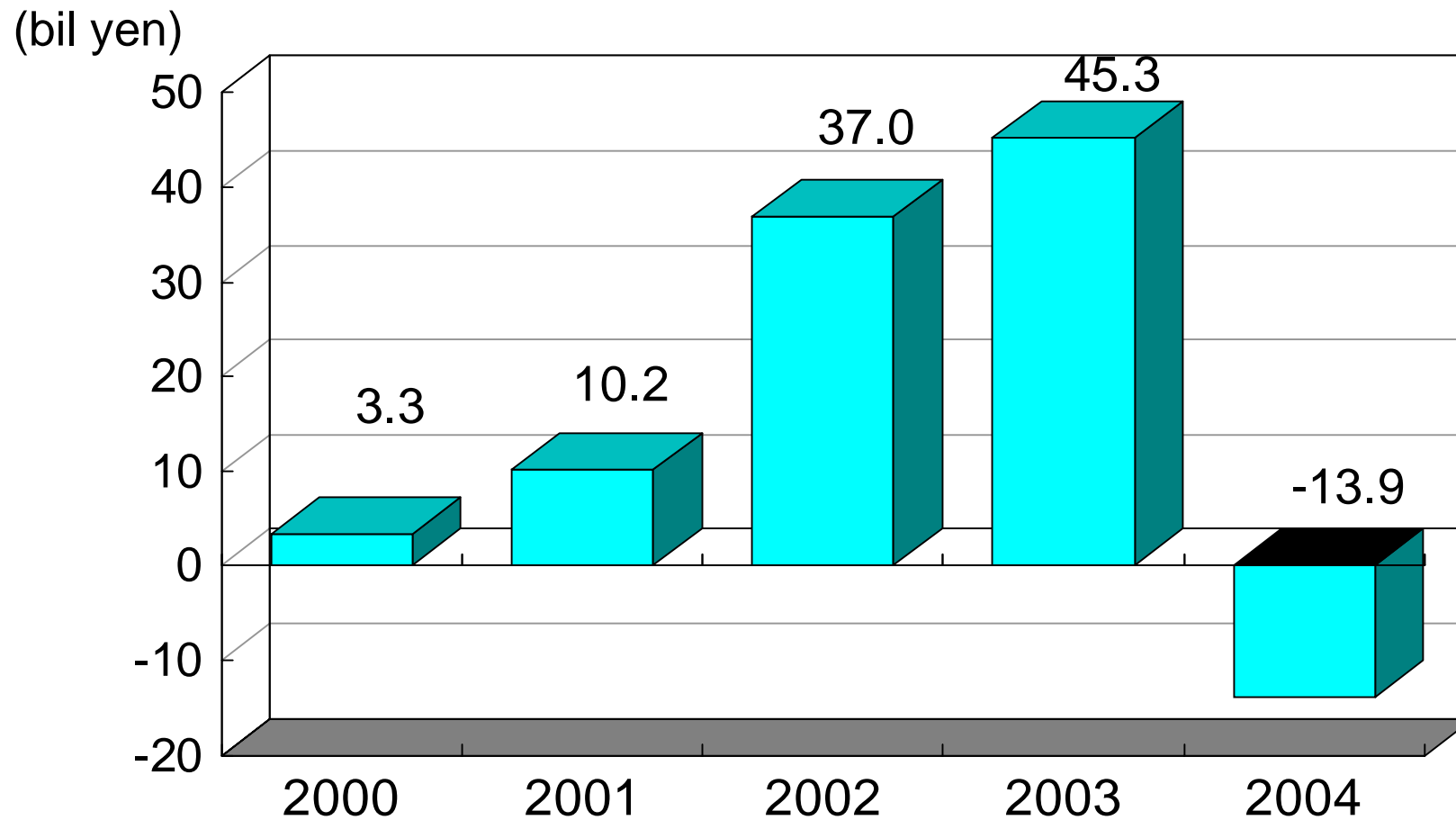
\*Combined ratio=Net loss ratio + Net operating expense ratio

(%)

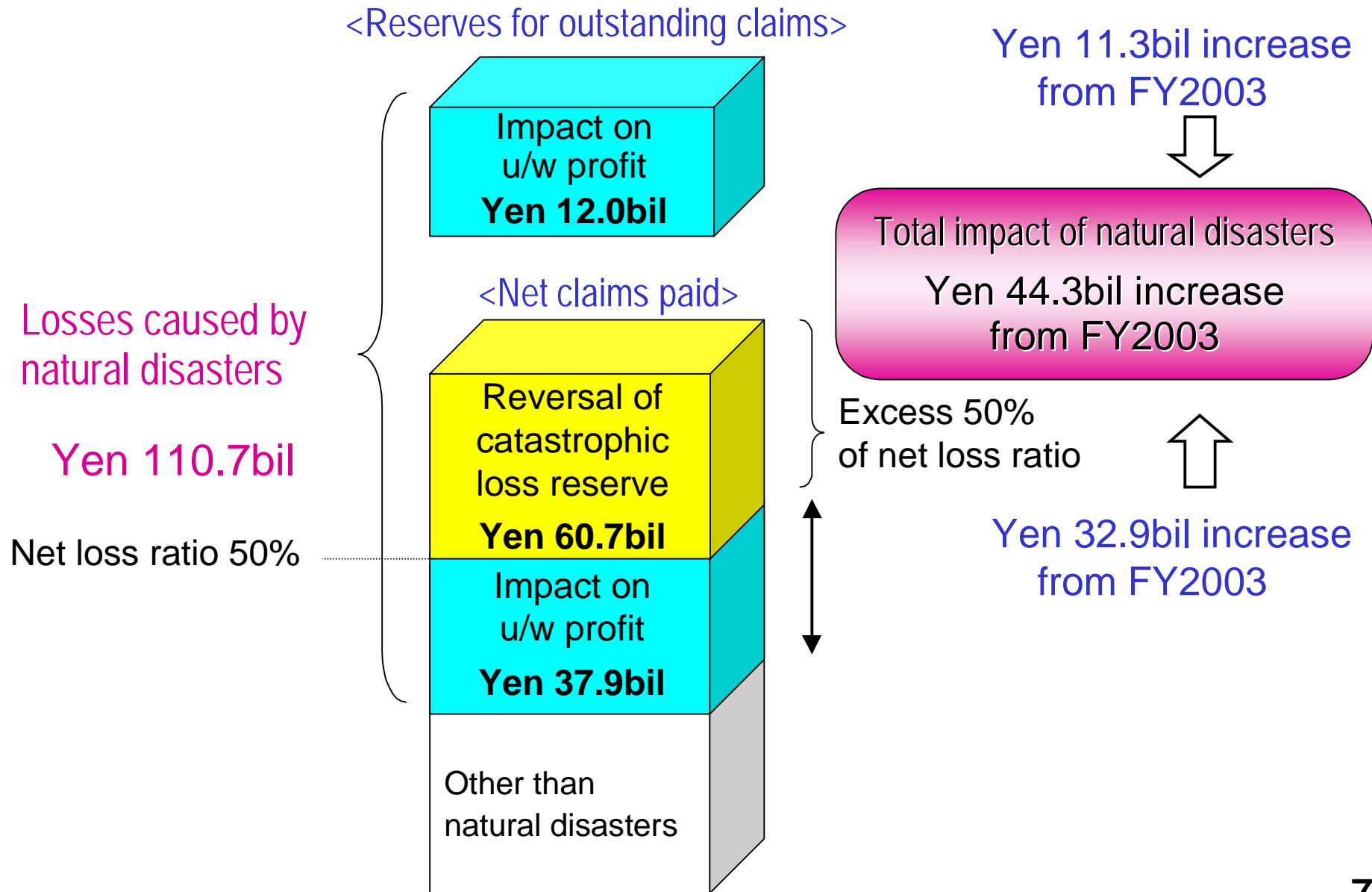


## Underwriting profit

*Turned into red due mainly to increased net claims paid as a result of damage caused by natural disasters.*

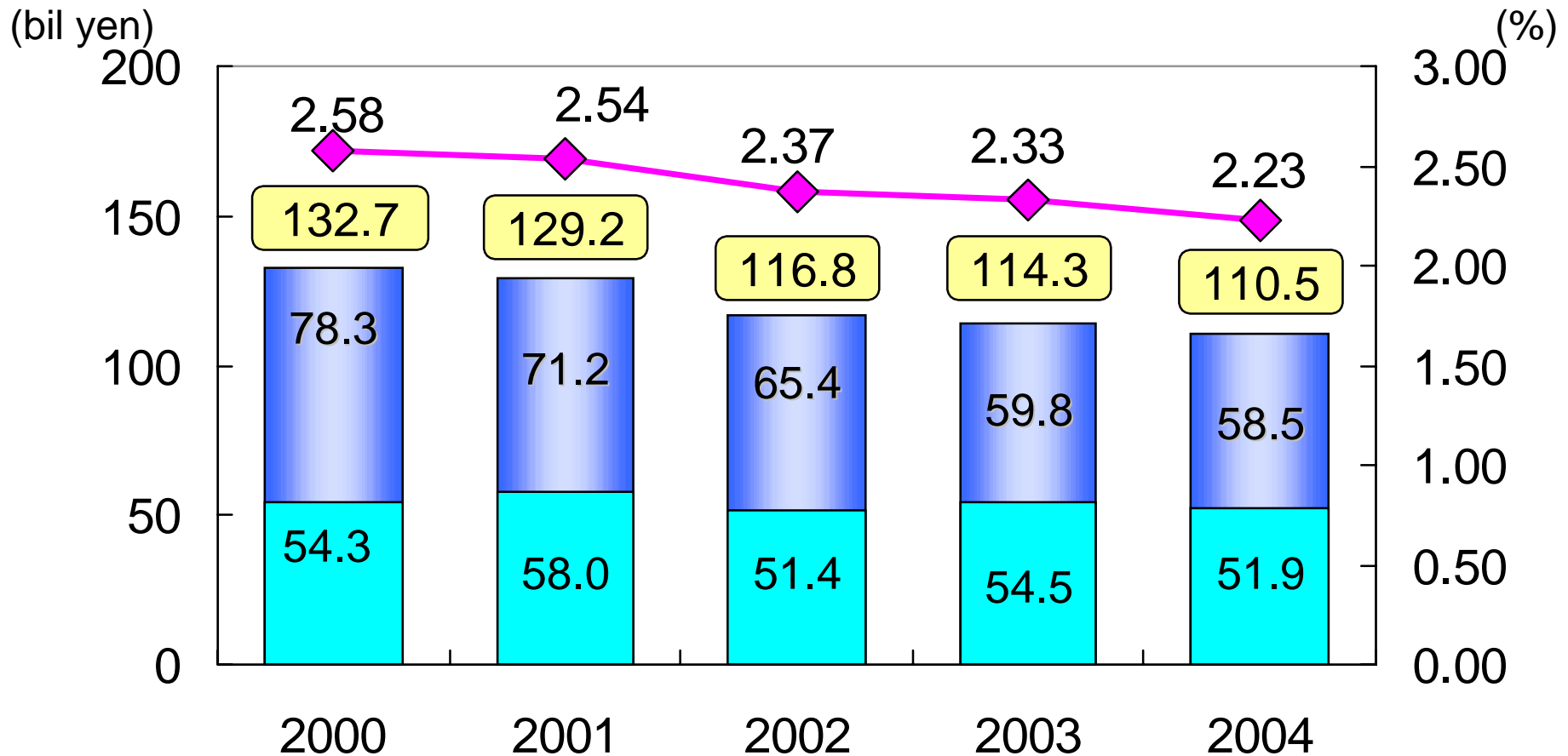


# Impact natural disasters on underwriting profit



# Interest and dividend income

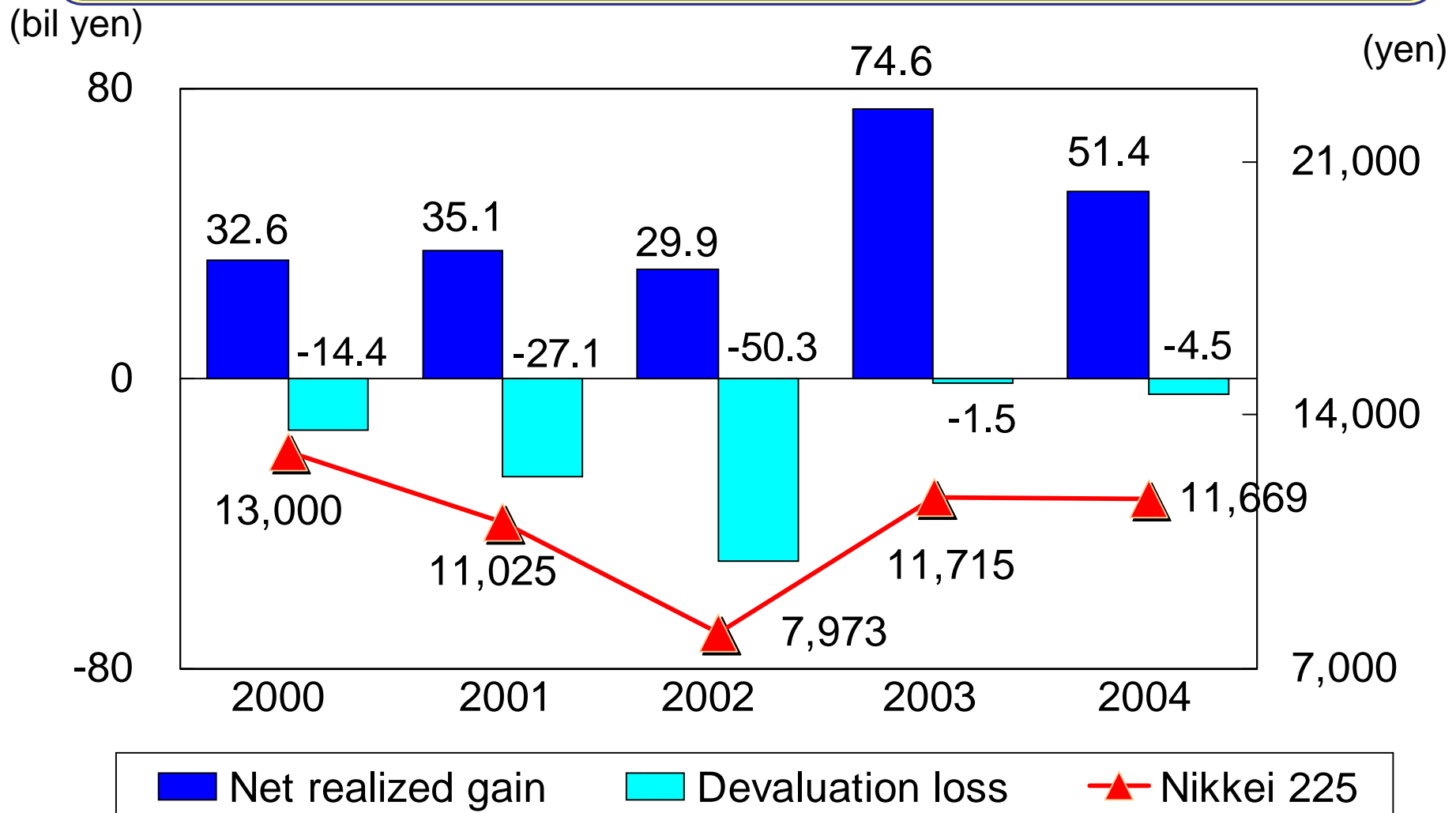
*Gross interest and dividend income decreased by Yen 3.8bil.  
Net interest and dividend income decreased by Yen 2.6bil.*



■ Investment income credited to investment deposits by policyholders  
■ Net interest and dividend income   Gross interest and dividend income  
◆ Yield on investment assets (income yield)

# Net realized gain and devaluation loss of securities

*Net realized gain dropped sharply reflecting the lack of gain from ETF in FY2003.*



## Extraordinary income / losses

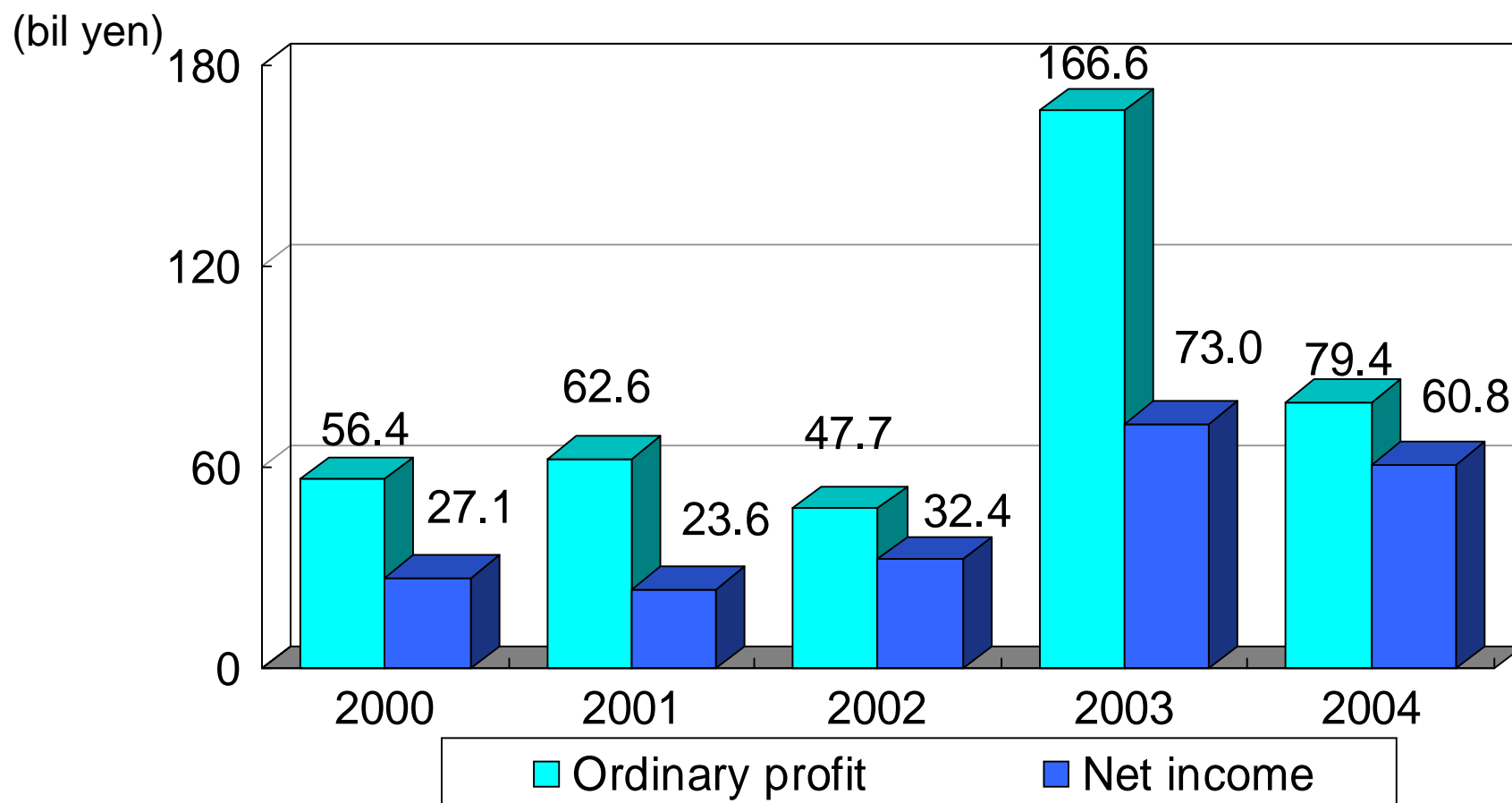
*Showed a big increase due to gain related to employee pension fund liabilities, although early application of impairment losses on fixed assets have been made.*

	FY2003	FY2004
Reversal / Provision for price fluctuation reserves	Yen -6.5 bil	Yen -6.9 bil
Impairment loss on fixed assets	—	Yen -16.5 bil
Net gain / loss on sales of real estate	Yen -2.6 bil	Yen -2.0 bil
Reversal of other provisions	Yen 0 bil	Yen 4.0 bil
Gain related to employee pension fund liabilities *	—	Yen 41.2 bil
Additional provision for Housing Loan Guarantee Insurance	Yen -41.1 bil	—
Others	Yen -7.3 bil	Yen -4.6 bil
<b>Extraordinary income / losses total</b>	<b>Yen -57.4 bil</b>	<b>Yen 19.3 bil</b>

\*gain of the transfer of the government - specified portion of plan assets relating to the substitutional portion of employee pension fund liabilities.

## Ordinary profit • Net income

*Ordinary profit dropped to Yen 79.4bil, 52.3% down due to decrease of underwriting profit and decrease of net realized gain of securities. Net income was Yen 60.8bil reflecting gain related to employee pension fund liabilities.*



# Mitsui Sumitomo Kirameki Life Insurance

*Record-high amount of new business. Amount of new business increased by 24.9%. Amount of in-force business increased by 18.6%, increased in double digit for three consecutive years.*

	<b>FY2004</b>	<b>Change from the previous year(%)</b>
Amount of new business	<b>Yen 1,732.8bil</b>	<b>24.9%</b>
Amount of in-force business	<b>Yen 6,854.6bil</b>	<b>18.6%</b>
( The above is total sum of individual insurance and individual annuity )		
Premiums income	<b>Yen 176.7bil</b>	<b>7.7%</b>
Net income	<b>Yen 0.04bil</b>	Previous year result : Yen 0.01bil
Proforma net income*	<b>Yen 3.3bil</b>	Previous year result : Yen 3.6bil

\* Hypothetical net income before additional reserve for Net level premium method of valuation provided and extraordinary expense related to software development.

# Mitsui Sumitomo Citilnsurance Life

*Amount in-force expanded steadily to Yen 885.6bil, increased 85.5% from previous year.*

	<b>FY2004</b>	<b>Change from the previous year (%)</b>
Amount of new business	<b>Yen 349.6 bil</b>	<b>-10.2 %</b>
Amount of in-force business	<b>Yen 885.6 bil</b>	<b>85.5 %</b>
( The above is individual annuity )		
Premiums income	<b>Yen 402.3 bil</b>	<b>-5.3 %</b>
Net loss	<b>Yen -2.2 bil</b>	<b>Previous year result : Yen -3.5bil</b>

# Consolidated net premiums written

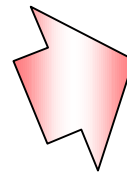
*Increased by 1.6% from previous year.  
Overseas insurance subsidiaries posted premium increase, contributed mainly by reinsurance subsidiaries and business in Europe. In Europe, Lloyd's direct underwriting business showed strong performance.*

<Excl. refundable premium of "Modo-rich"> (bil yen,%)

	Net premiums written	increase amount	increase rate
<b>Group</b>	<b>1,403.2</b>	<b>20.7</b>	<b>1.5</b>

<Excl. refundable premium of "Modo-rich" and the effect of abolition of reinsurance to government related to CALI> (bil yen,%)

	Net premiums written	increase amount	increase rate
<b>Parent</b>	<b>1,219.4</b>	<b>16.8</b>	<b>1.4</b>
<b>Subsidiaries</b>	<b>93.0</b>	<b>3.5</b>	<b>4.0</b>
<b>Group</b>	<b>1,312.4</b>	<b>20.3</b>	<b>1.6</b>



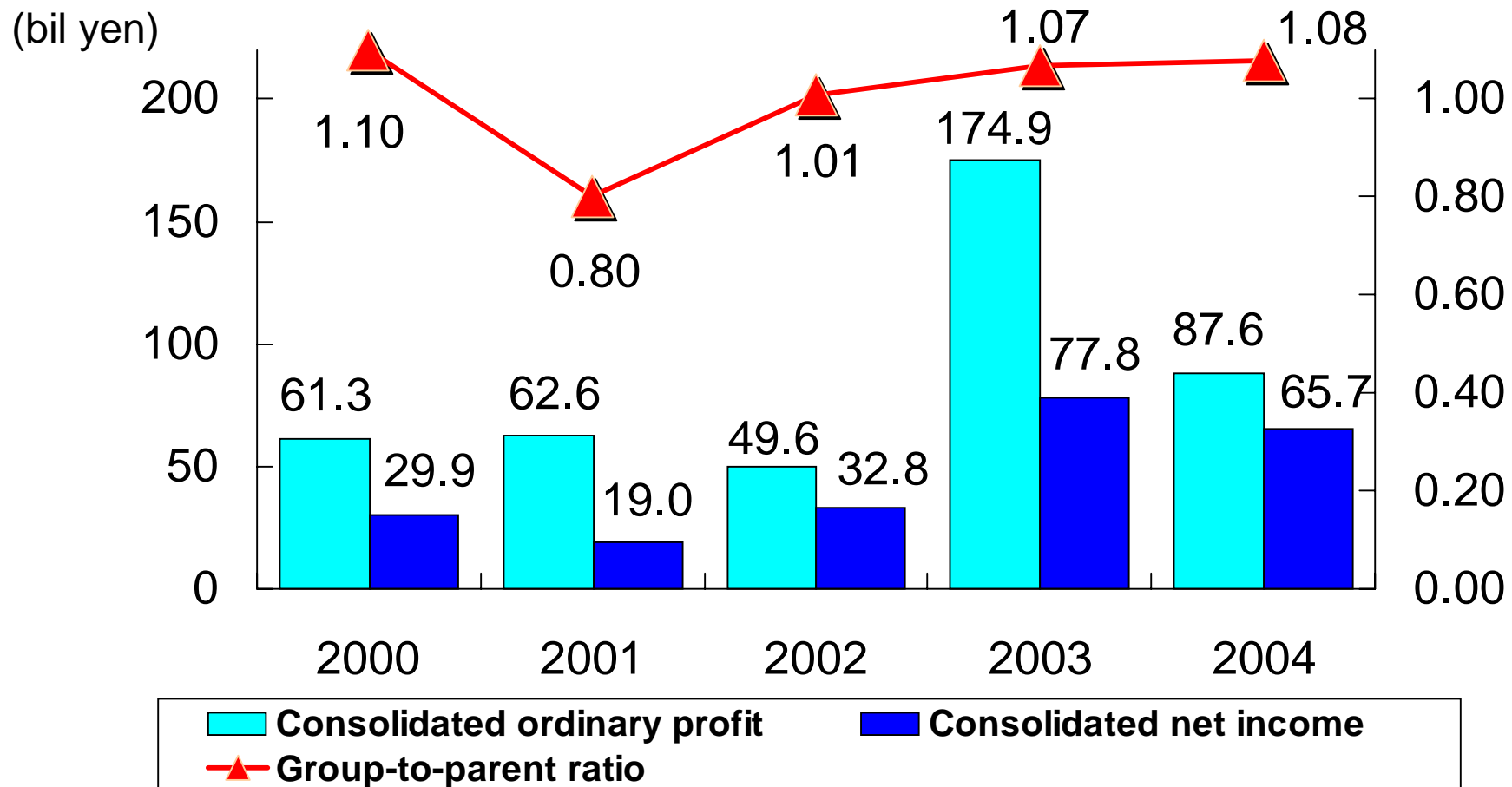
(bil yen,%)

	Net premiums written	increase amount	increase rate
<b>North America</b>	<b>23.0</b>	<b>-3.4</b>	<b>-12.9</b>
<b>Europe</b>	<b>44.5</b>	<b>2.9</b>	<b>7.1</b>
<b>Asia</b>	<b>12.6</b>	<b>0.9</b>	<b>7.4</b>
<b>South America</b>	<b>4.3</b>	<b>-0.0</b>	<b>-0.2</b>
<b>Reinsurance subsidiaries</b>	<b>8.7</b>	<b>2.7</b>	<b>45.8</b>

\*Above amounts include inter-segment transactions

# Consolidated net income

*Consolidated net income decreased by 15.5% to Yen 65.7bil.  
Group-to-parent ratio improved from 1.07 (FY2003) to 1.08.*



## Results forecast by the end of FY2005 Precondition

	<b>FY2004</b>	<b>FY2005 (est.)</b>
Exchange rate (Yen / USD )	<b>Yen 107.4</b>	<b>Yen 105.0</b>
Interest rate ( 10 years JGB )	<b>1.52%</b>	<b>1.60%</b>
Stock price ( Nikkei 225 )	<b>Yen 11,669</b>	<b>Yen 12,500</b>

Exchange rate, Stock price : As at March 31, 2005 and 2006.

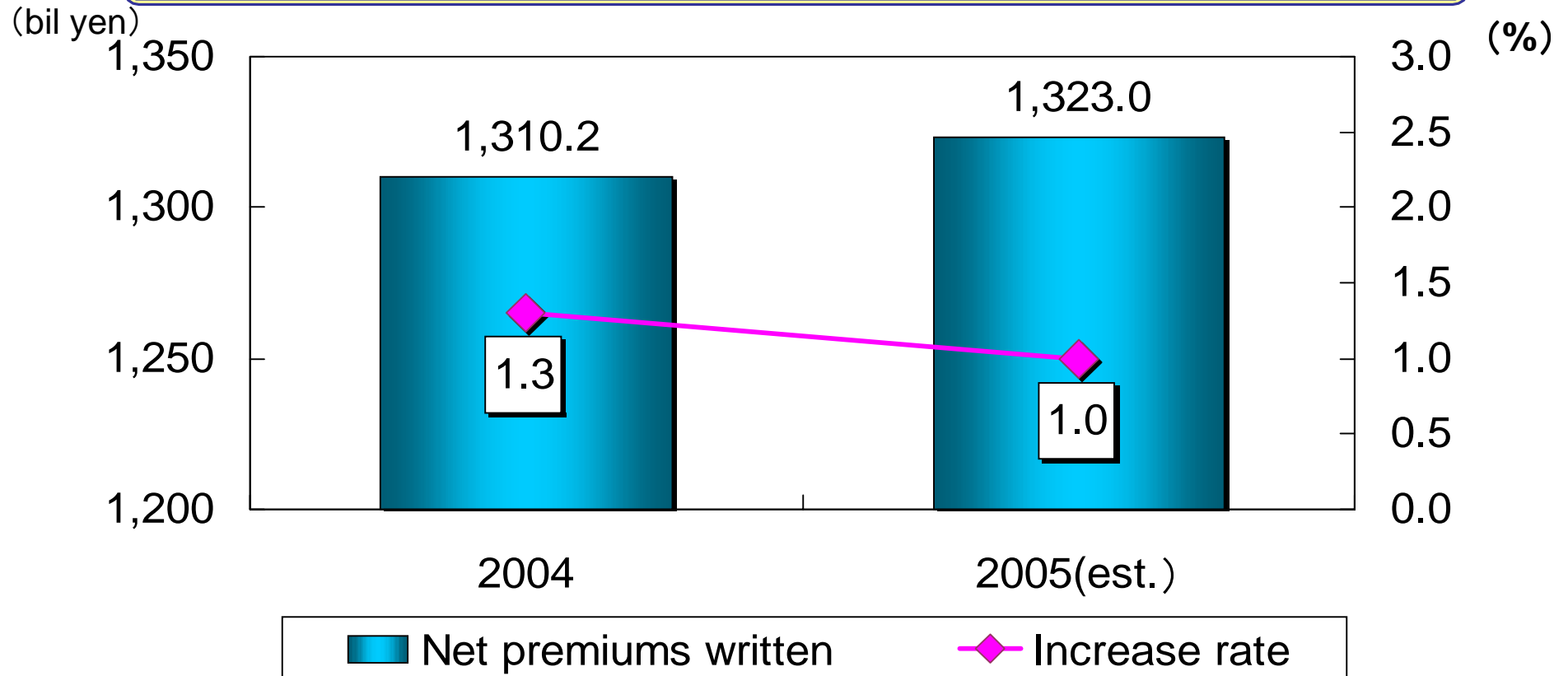
Interest rate : Average during each term.

The figure in parenthesis is as of March 31, 2005.

## Results forecast by the end of FY2005

### Net premiums written

*Forecast 1.0% increase, growing for 6 consecutive years.*

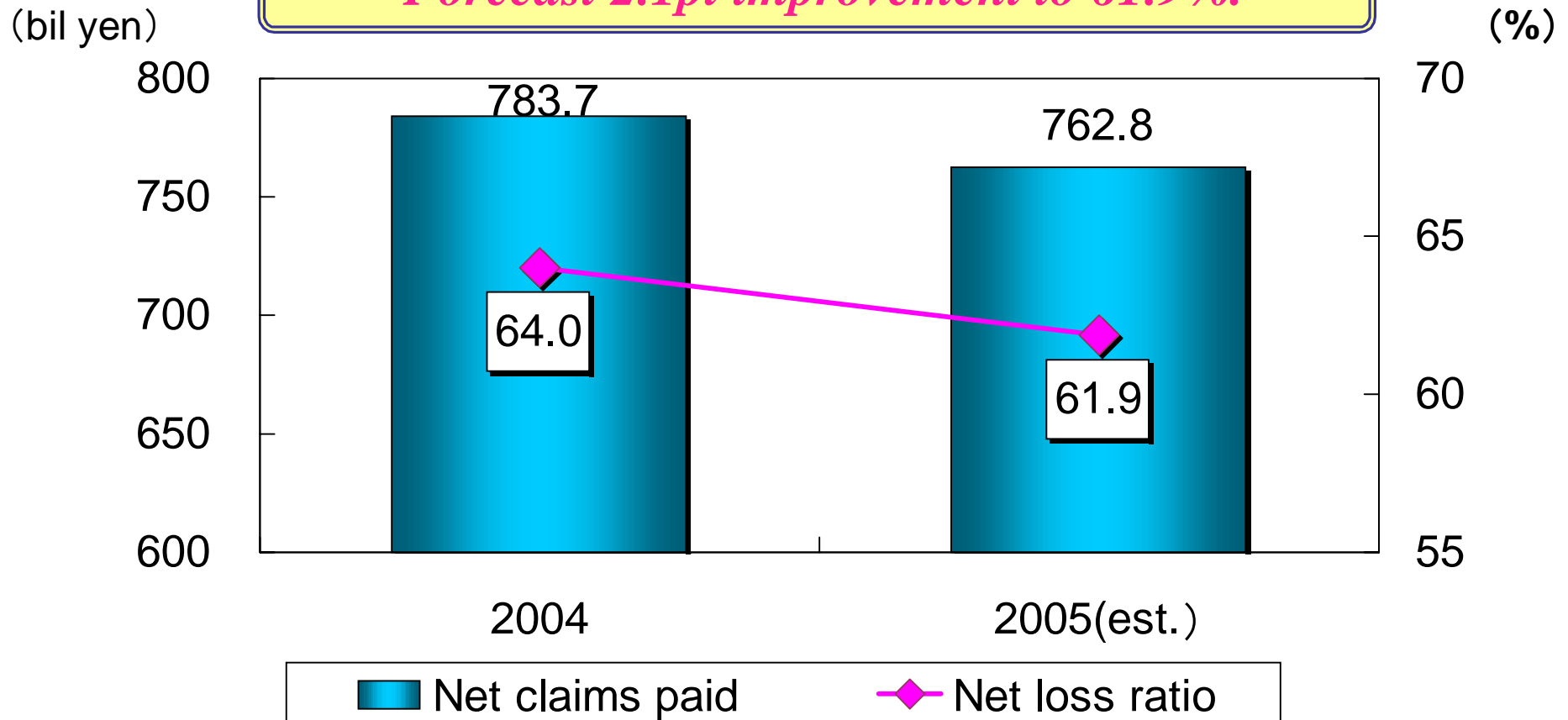


( Ref. ) excluding the effect of abolition of reinsurance to government related to CALI

	2004	2005 ( est. )
Net premiums written	1,219.4	1,235.0
Increase rate	1.4%	1.3%

## Results forecast by the end of FY2005 Net loss ratio

*Forecast 2.1pt improvement to 61.9%.*

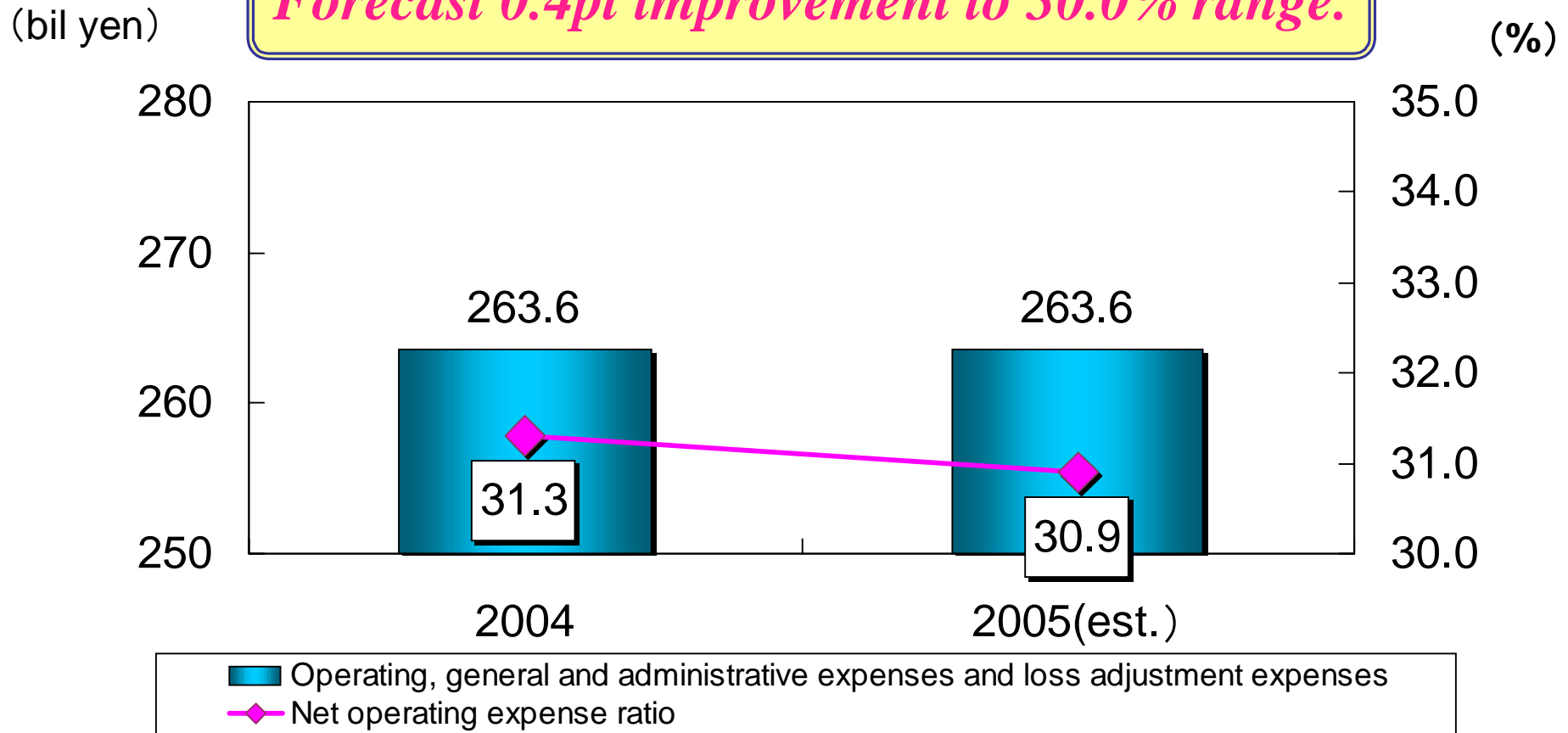


( Ref. ) excluding the effect of abolition of reinsurance to government related to CALI

	2004	2005 ( est. )
Net claims paid	731.5	689.2
Net loss ratio	64.5%	60.3%

## Results forecast by the end of FY2005 Net operating expense ratio

**Forecast 0.4pt improvement to 30.0% range.**



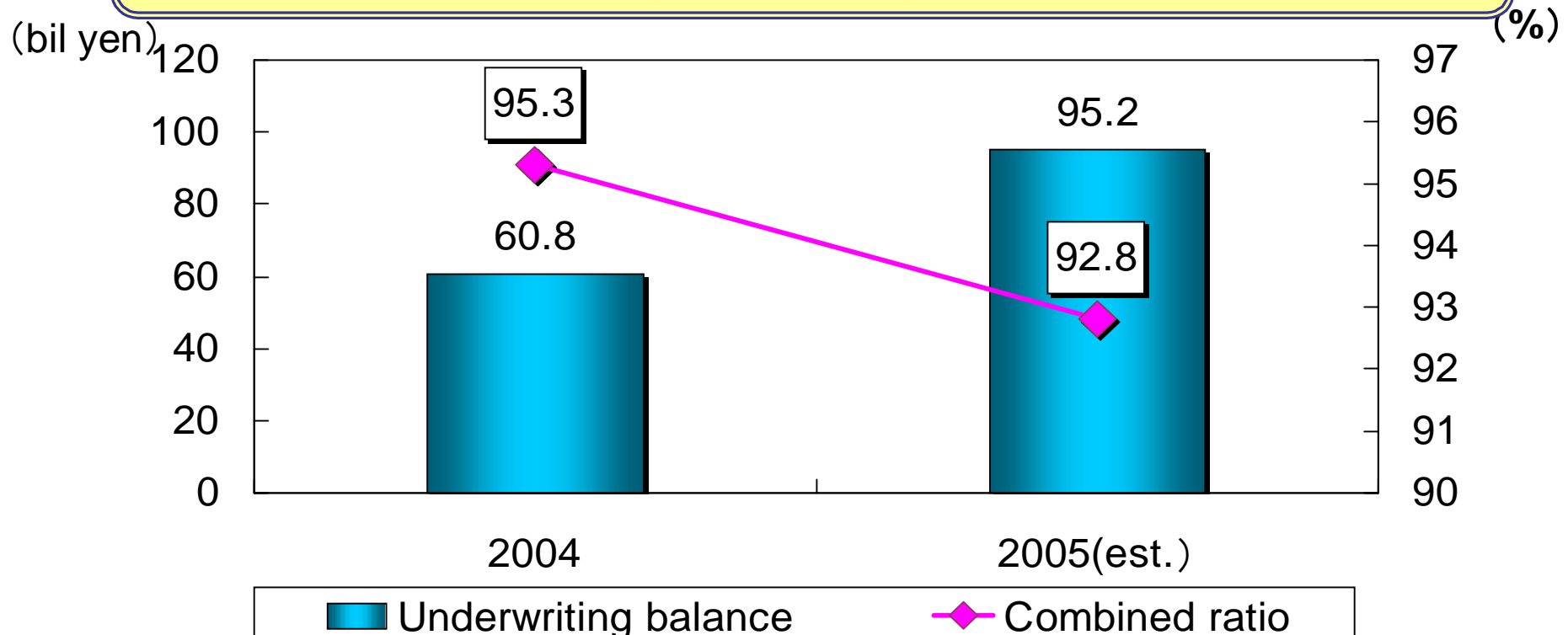
( Ref. ) excluding the effect of abolition of reinsurance to government related to CALI

	2004	2005 ( est. )
Net operating expense ratio	33.7%	33.2%

## Results forecast by the end of FY2005

### Combined ratio

*Forecast 2.5pt improvement due to improvement on both net loss ratio and net operating expense ratio.*

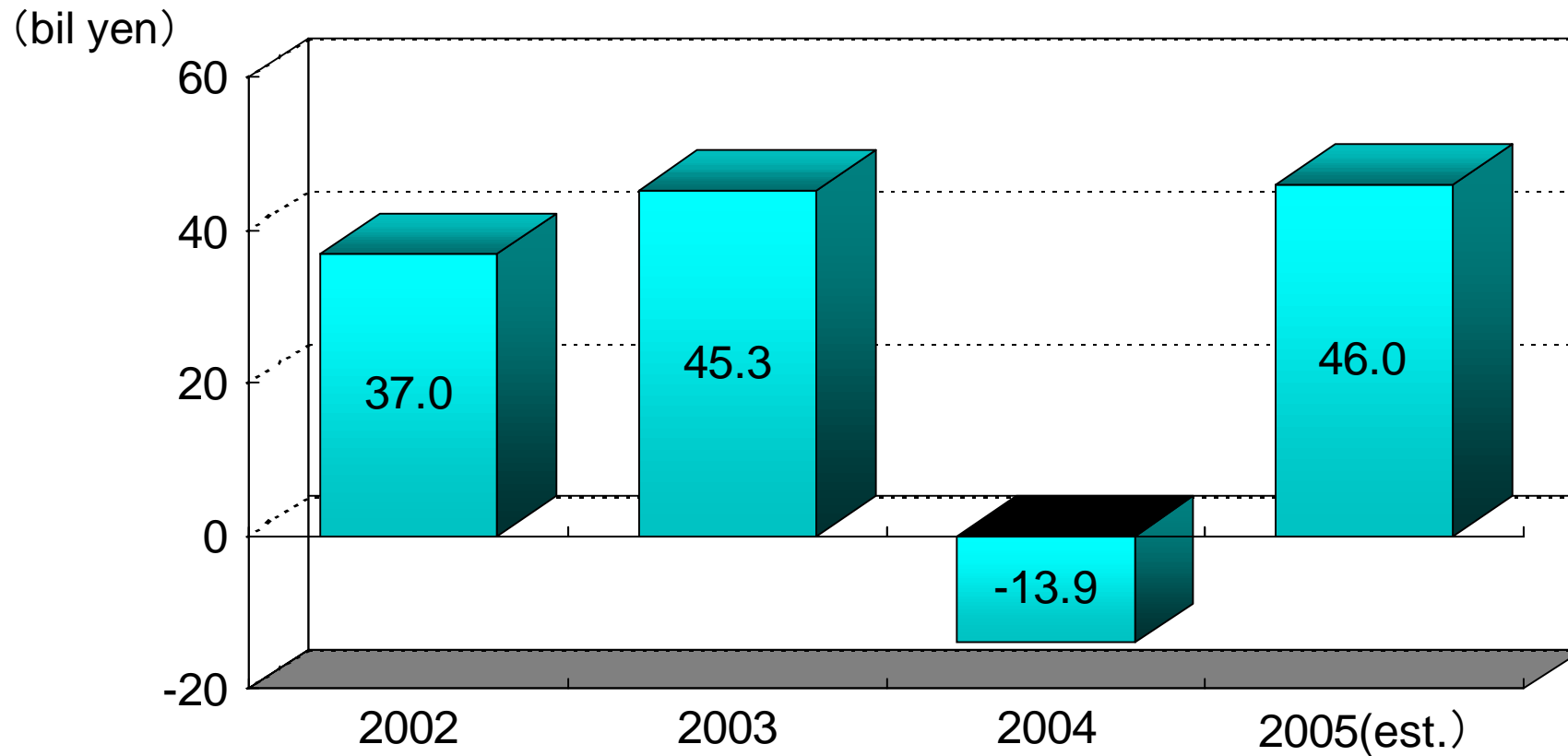


( Ref. ) excluding the effect of abolition of reinsurance to government related to CALI

	2004	2005 ( est. )
Underwriting balance	22.2	80.8
Combined ratio	98.2%	93.5%

## Results forecast by the end of FY2005 Underwriting profit

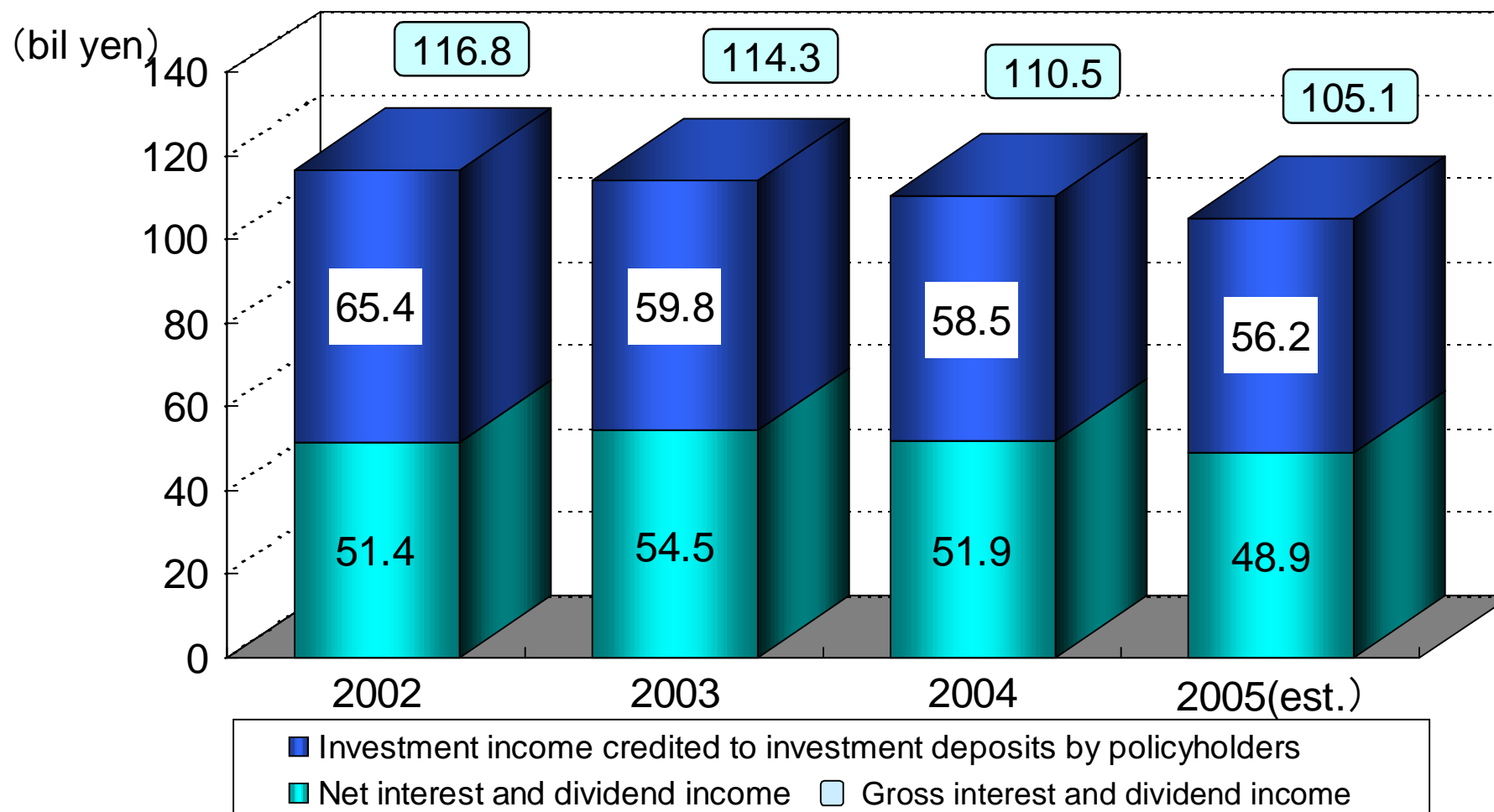
*Forecast Yen 46.0bil, recovering approx. Yen 60bil from FY2004.*



## Results forecast by the end of FY2005 Interest and dividend income

*Forecast Yen 5.4bil decrease of gross interest and dividend income due to lowered interest rate, etc.*

*Forecast Yen 3.0bil decrease of net interest and dividend income.*

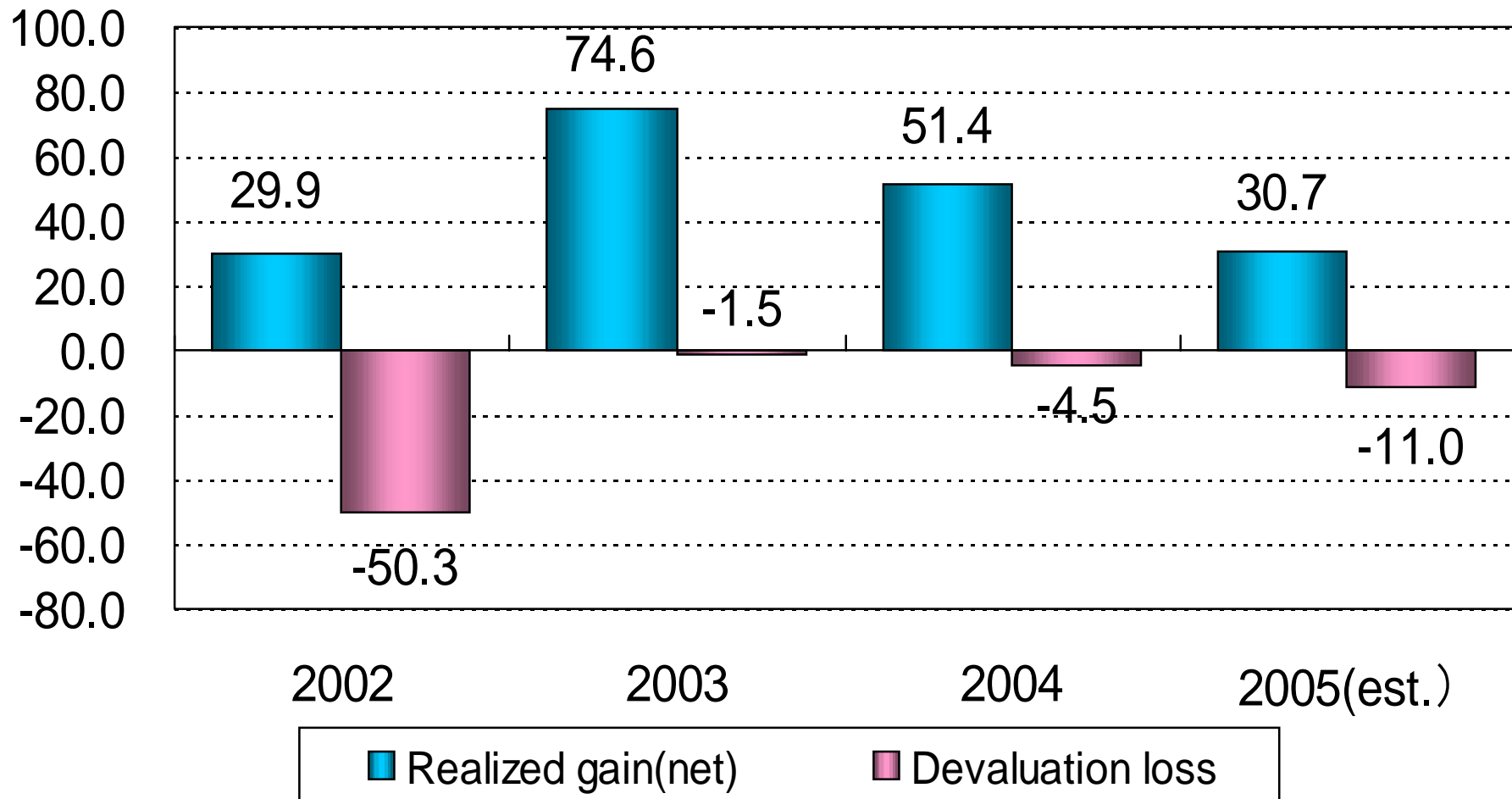


# Results forecast by the end of FY2005

## Realized gain (net) · Devaluation loss of securities

*Forecast Yen 30.7bil realized gain (net),  
Yen 11.0bil of devaluation loss.*

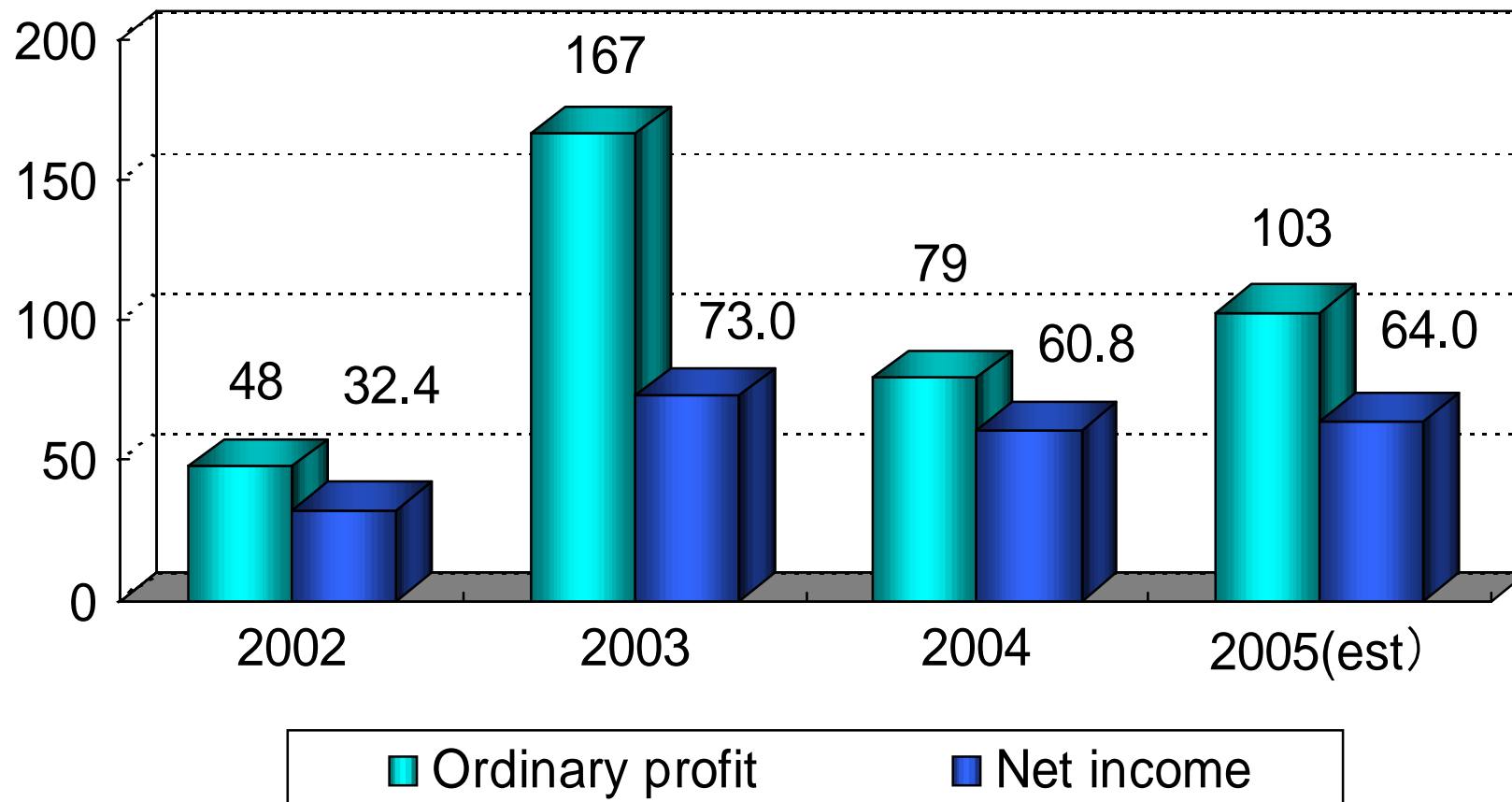
(bil yen)



## Results forecast by the end of FY2005 Ordinary profit • Net income

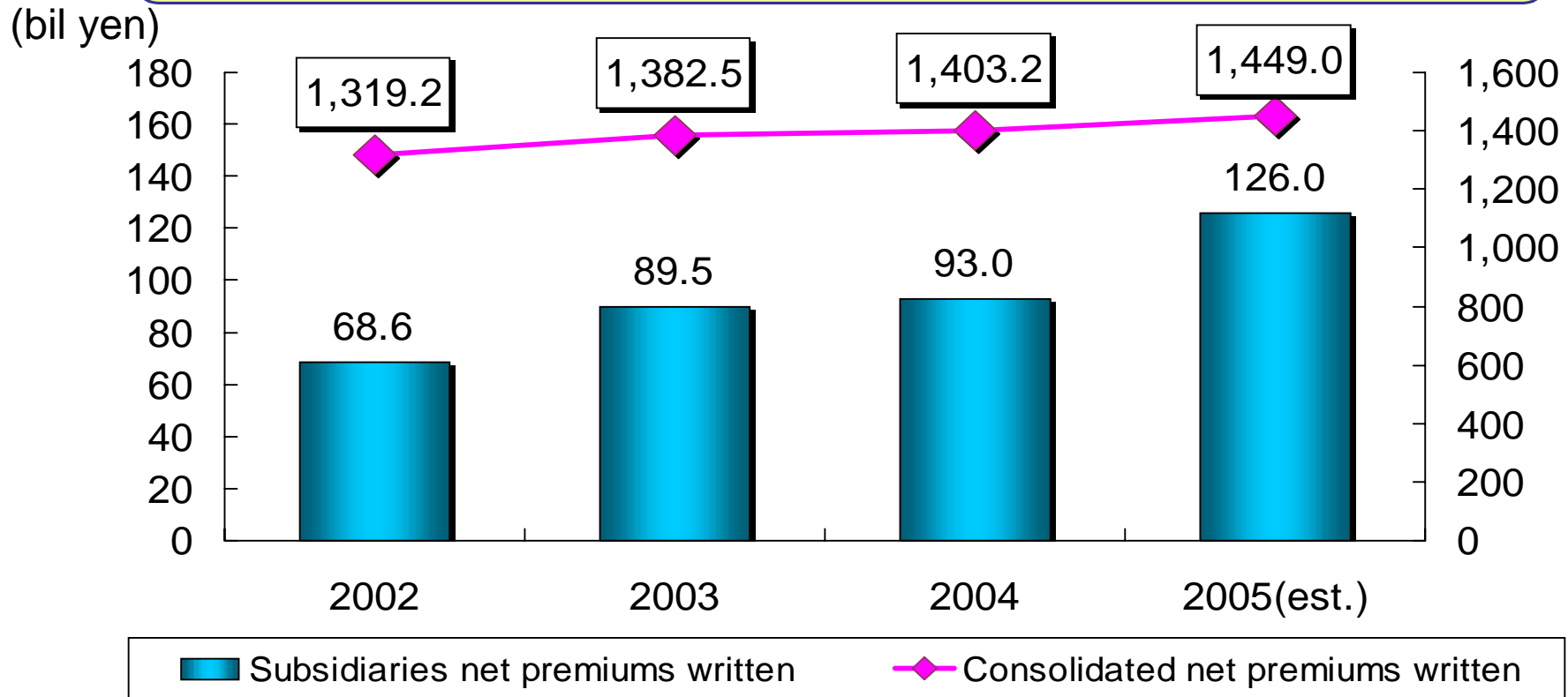
*Forecast Yen 103.0bil of ordinary profit,  
Yen 64.0bil of net income.*

(bil yen)



## Results forecast by the end of FY2005 Consolidated net premiums written

*Forecast 3.3% up to Yen 1,449.0bil with both parent's and subsidiaries' growth.*

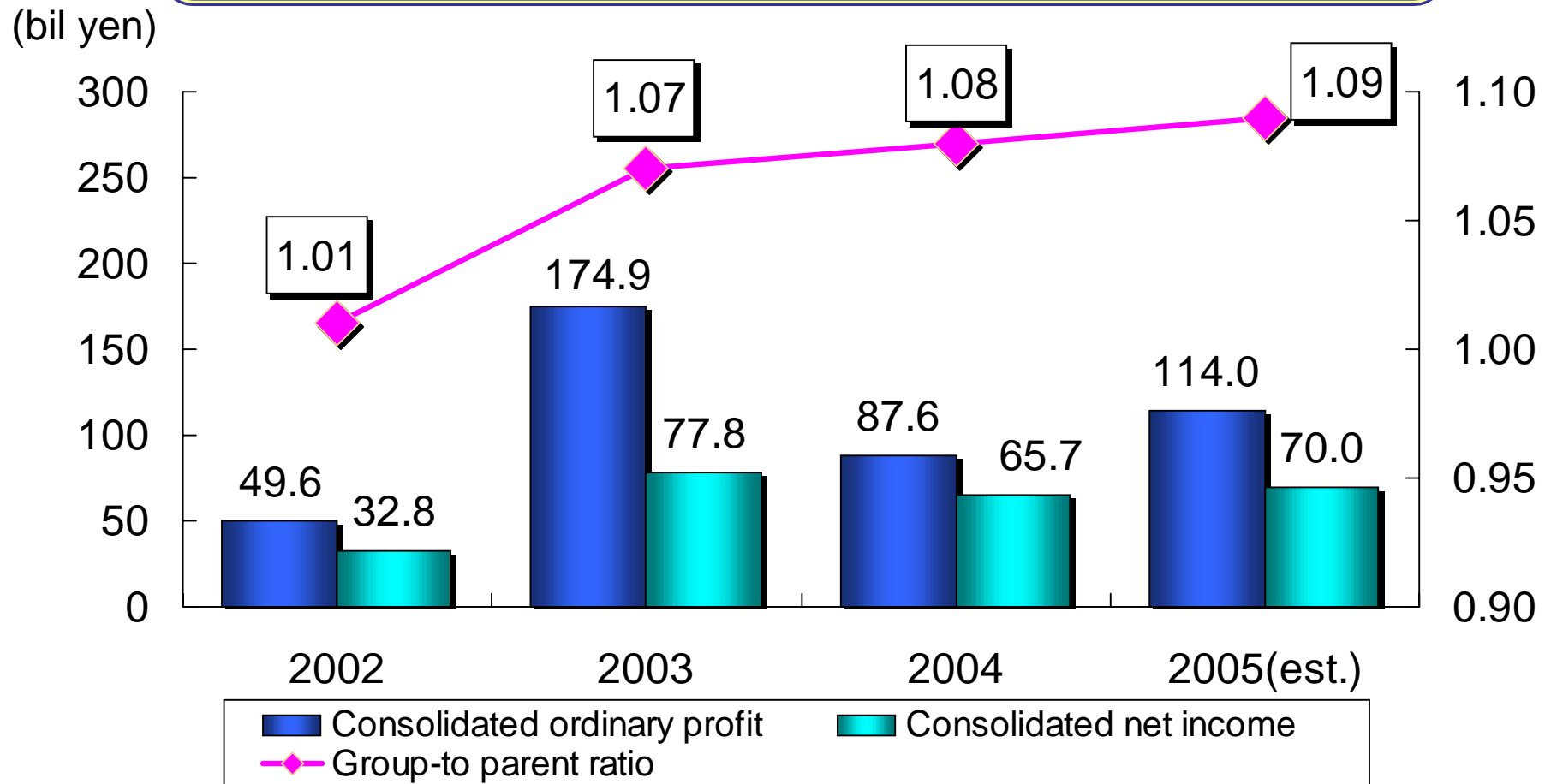


( Ref. ) excluding the effect of abolition of reinsurance to government related to CALI

	2004	2005 ( est. )
Consolidated net premiums written	98.2%	93.5%

## Results forecast by the end of FY2005 Consolidated net income

*Forecast Yen 114.0bil of consolidated ordinary profit,  
and Yen 70.0bil of consolidated net income.  
Expected group-to-parent ratio is 1.09 times.*





**Mitsui Sumitomo Insurance**

**【Cautionary Statement】**

**Any statements about Mitsui Sumitomo Insurance Co., Ltd.'s future plans, strategies, and performance contained in this material that are not historical facts are meant as, or should be considered as, forward-looking statements. These forward-looking statements are based on the Company's assumptions and opinions in the light of the information currently available to it. The Company wishes to caution readers that a number of uncertain factors could cause actual results to differ materially from those discussed in the forward-looking statements. Such factors include, but are not limited to, (1) general economic conditions in the Company's markets, (2) competitive conditions in the insurance business, (3) fluctuations of foreign exchange rates, and (4) government regulations, including changes in the tax rates.**