The First

Informational Meeting

in Fiscal 2004

May 31, 2004

Mitsui Sumitomo Insurance Co., Ltd.
## MSI Group’s Actions to Increase ROE

### Domestic Non-life Insurance
- Increasing top-line
- Expense cut
- Loss reduction
- Portfolio investment

### New Businesses
- Overseas
- Life insurance
- Financial services / Risk-related

### Capital Strategy
- Capital allocation
- Dividends and share-buy-back
- Reducing equity holdings
MS Wave II for the 1st year (1)

Indices to measure: No.1 in Growth

1. **No.1** in growth rate of net premiums written from domestic non-life insurance

   1.5% marked on a non-consolidated basis
   ⇒  **Best** among the major peers

2. **No.2** in consolidated net premiums written from overall non-life insurance underwriting

   1,382.5 bil yen in consolidated net premiums written (+4.8%)
   **No.2 position** retained due to a high growth in overseas (+30.3%)

3. **No.2** in the amount of life insurance in-force among subsidiaries of non-life insurers

   5,780 bil yen in-force at MS Kirameki Life
   Gap to the 2nd narrowed 60 bil yen
   (from 550 bil yen at Mar., 2003 to 490 bil yen at Mar., 2004)

≪achievements≫
**Indices to measure:**

**No.1 in Profitability**

**4. No.1 position** for combined ratio
- 91.8% marked in combined ratio
- **No.2 position** among the major peers
- Further efforts required in spite of reaching the planned ratio

**5. No.1** in the rate of investment return
- 2.33% scored in income yield
- “V9” achieved

≪achievements≫
### MS Wave II Financial Targets for Fiscal 2004 (1)

<table>
<thead>
<tr>
<th>Category</th>
<th>Original Plan</th>
<th>Revised Targets for Fiscal 2004</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Non-life</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net premiums</td>
<td>1,230 bil yen</td>
<td>1,210 bil yen</td>
</tr>
<tr>
<td>Expense ratio</td>
<td>33.8%</td>
<td>33.9%</td>
</tr>
<tr>
<td>Loss ratio</td>
<td>59.2%</td>
<td>59.1%</td>
</tr>
<tr>
<td>Combined ratio</td>
<td>93.0%</td>
<td>93.0%</td>
</tr>
<tr>
<td>Net interest and dividend</td>
<td>47 bil yen</td>
<td>46 bil yen</td>
</tr>
<tr>
<td>Net income</td>
<td>52 bil yen</td>
<td>63 bil yen</td>
</tr>
<tr>
<td>ROE</td>
<td>4.7%</td>
<td>4.5%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Category</th>
<th>Original Plan</th>
<th>Revised Targets for Fiscal 2004</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Consolidated</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net premiums</td>
<td>1,317 bil yen</td>
<td>1,303 bil yen</td>
</tr>
<tr>
<td>Net income</td>
<td>57 bil yen</td>
<td>68 bil yen</td>
</tr>
<tr>
<td>ROE</td>
<td>5.1%</td>
<td>4.8%</td>
</tr>
</tbody>
</table>

(excl. *Modo-rich* and the effect of reinsurance related to compulsory automobile liability insurance)
**MS Wave II  Financial Targets for Fiscal 2004 (2)**

To earn **10 bil yen** in segmented net income other than domestic non-life insurance

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Life insurance</td>
<td>MS Kirameki: amount-in-force 6.9 tri yen</td>
</tr>
<tr>
<td></td>
<td>Proforma net income* 3.1 bil yen</td>
</tr>
<tr>
<td>Overseas</td>
<td>MSI Citi Life</td>
</tr>
<tr>
<td></td>
<td>Net loss -1.5 bil yen</td>
</tr>
<tr>
<td>Financial services</td>
<td>Net income 7.6 bil yen</td>
</tr>
<tr>
<td></td>
<td>Net income 1.1 bil yen</td>
</tr>
<tr>
<td>Risk related</td>
<td>Net income 0.1 bil yen</td>
</tr>
</tbody>
</table>

*Net income before provision of additional policy reserves at MS Kirameki Life Insurance*
Distinctive Advantages of the MSI Group

Highly potential clientele of Mitsui Sumitomo group companies
- Major Japanese manufacturers under the wings
- Huge market of 2 million group employees

Top-tier non-life insurer in wholesale market
- Business with 80% of top 10 companies in 27 key industries
- Wholesale market leader in Tokyo, Nagoya and Osaka areas with premiums increased 2.8% in fiscal 2003

Strong over-the-counter distribution channels
- Non-life insurance increased 12% in premiums, highest in the industry
- Variable annuity amounted to 430 bil yen in written policy in fiscal 2003

Life insurance alliance with Mitsui Life and Sumitomo Life
- Sales force of 50,000 staff scoring around 20 bil yen in premiums

Overseas network
- 59 offices in 37 countries, with revenues increased 27% in fiscal 2003
Future Business Portfolio: Projection Fiscal 2010
Maximizing core profits through business expansion

< Results: fiscal 2003 >
Adjusted net income* 62 bil yen

- 1 bil yen (2%)
- 2 bil yen (3%)
- 8 bil yen (13%)
- 51 bil yen (82%)

< Projection: fiscal 2010 >
Adjusted net income* 100 bil yen

- Financial services/Risk related (5%)
- Life insurance (20 - 25%)
- Overseas (15%)
- Domestic non-life insurance (55 – 60%)

*excluding gains of securities sold, unrealized gains of credit derivatives and extraordinary items
Mainstay insurance products MVP

Differentiated policy steadily selling
- A net 5.7 bil yen increase in fiscal 2003, making up for 40% of drop in automobile insurance
- 6.5 million cars projected for fiscal 2004 against 5.75 million cars insured in fiscal 2003

Differentiated “third-sector” policy
- A net 7.2 bil yen increase in fiscal 2003, equivalent to 78% of increase in personal accident insurance
- 200,000 policies projected for fiscal 2004 against 106,000 policies written in fiscal 2003

Best selling fire insurance
- A net 7.6 bil yen increase in fiscal 2003, accounting for 68% of increase in fire insurance
- 48.1 bil yen projected for fiscal 2004, 7 bil yen up from fiscal 2003

Note: The amounts stated above are that in the relevant gross premiums.
Domestic Non-life: Top-line Increase (2) Distribution Channels

Full-fledge distribution channel restructuring

Building up a strong “50,000-agent promotion system”
- New agents to open 5,000 agents every year to increase revenues
- Integrating 15% of agents

Target as of fiscal 2007
50,000 agents
about 75% of fiscal 2003

Constructing a structure for increasing revenues and efficiency

Increasing low-cost operations
Perking up for efficiency
Increasing revenue (1)
<<top-tier>>
<<mid-tier>>
<<small-scale tier>>
New agents
Salespersons’ skills to be improved in acquiring new customer

Increasing revenue (2)
<<integration>>
Potential needs cultivation in existing clientele and efficient retention of them

Increasing revenue (3)
<< upgrading to large-scale agents>>
<<5,000 new agents every year>>
growers
stagnants

<<top-tier>>
<<integration>>
<<mid-tier>>
<<small-scale tier>>
New agents
Domestic Non-life: Top-line Increase (3) Leveraging Advantages

Push up top-line by using the group advantages

Net premiums written as top-line

Wholesale market: 
“Creative Project” launched
Nationwide campaign in the sub-markets clustering major clients

Banking sector channels: 
newly set up HQ in charge
Sales force and product line-up dedicating the bank OTC channels

Life insurer’s channel: 
reinforced by liaison staff
Experts dispatched to major offices of Mitsui Life for non-life promotion

New distribution channels: 
Media Channel Dev. Dept.
New dept. made of the upgraded call centers targeting workplace groups and cardholders
Domestic Non-life: Business Process Restructuring for Fiscal 2004

“Business Process Restructuring for Greater Customer Satisfaction”

◆ Purpose

CS improvement
Reducing cost
Increasing top-line
Decreasing expense ratio

◆ Progress

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Data inputs at agent</th>
<th>Policy delivery</th>
<th>Cashless operations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fiscal 2002</td>
<td>30%</td>
<td>Average 8 days</td>
<td>50%</td>
</tr>
<tr>
<td>Fiscal 2003</td>
<td>45%</td>
<td>6 days</td>
<td>60%</td>
</tr>
<tr>
<td>Fiscal 2004 goal</td>
<td>60%</td>
<td>5 days</td>
<td>80%</td>
</tr>
</tbody>
</table>

Mobile terminal enabling an agent facing an applicant to complete application quickly by paperless, seal-less and cashless operation

Since 2H FY2003
Introduced to pilot agent and effects verified

2H FY2004
Starting full operation
Domestic Non-life: Operating Expense Cut

Ceaseless efforts resulting in improving profitability

<table>
<thead>
<tr>
<th>Company expense</th>
<th>19.4%</th>
<th>18.7%</th>
<th>17.4%</th>
<th>16.8%</th>
<th>16.2%</th>
<th>15.9%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agent Comm.</td>
<td>17.8%</td>
<td>17.7%</td>
<td>17.9%</td>
<td>17.8%</td>
<td>17.7%</td>
<td>17.5%</td>
</tr>
<tr>
<td>Expense ratio</td>
<td>37.3%</td>
<td>36.4%</td>
<td>35.3%</td>
<td>34.6%</td>
<td>33.9%</td>
<td>33.5%</td>
</tr>
</tbody>
</table>

Note: the denominator, net premiums written, does not include *Modo-rich* and the effect of reinsurance related to compulsory automobile liability insurance.

![Accumulated company expense reduction chart](chart.png)

- **Accumulated company expense reduction**
  - 2000: 13.9 Bil yen
  - 2001: 20.3 Bil yen
  - 2002: 34.3 Bil yen
  - 2003: 40.6 Bil yen
  - 2004: 46.0 Bil yen (Projection)
  - 2005: 52.0 Bil yen (Projection)
Domestic Non-life: Reduction of Car Accident Losses

◆ Automobile claims handling system

Quick response to payout claims

Proper payout assessment

Claims outstanding in process

Payout amount per claim

◆ More steps ahead, focusing on auto accident losses in fiscal 2004

- “Loss reduction meeting,” with members made of sales and claim handling staff
- Deploying many medical experts
- arming the system with an image transmission function
Domestic Non-life: Advantages and Features in Portfolio Investment (1)

1. Income yield for fiscal 2003 - “V9” achieved -

<table>
<thead>
<tr>
<th></th>
<th>Fiscal 2002</th>
<th>Fiscal 2003</th>
</tr>
</thead>
<tbody>
<tr>
<td>MSI</td>
<td>116.8</td>
<td>114.3</td>
</tr>
<tr>
<td>Tokio Marine</td>
<td>116.2</td>
<td>92.1</td>
</tr>
<tr>
<td>Sompo Japan</td>
<td>72.3</td>
<td>75.1</td>
</tr>
</tbody>
</table>

Interests + dividends received & income yield (bil yen, %)

2. Features in investment portfolio

(1) Portfolio by asset

(2) Bond portfolio

(3) Loan portfolio

Balance outstanding

3. Increasing investment income

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>(1) Individual loans</td>
<td>269.6 bil yen</td>
<td>294.1 bil yen</td>
<td>330.0 bil yen</td>
</tr>
<tr>
<td>(2) Alternative investment</td>
<td>46.0 bil yen</td>
<td>59.3 bil yen</td>
<td>80.0 bil yen</td>
</tr>
</tbody>
</table>
4. Strict credit risk control

Loan portfolio: bad loans account for 3.8% as of March 2004
Bond portfolio: “A” and higher rated account for 98%  

<table>
<thead>
<tr>
<th>Bad loans</th>
<th>Fiscal</th>
<th>Mar 2003</th>
<th>Mar 2004</th>
</tr>
</thead>
<tbody>
<tr>
<td>MSI</td>
<td>32.1</td>
<td>(4.5)</td>
<td>28.2</td>
</tr>
<tr>
<td>Tokio Marine</td>
<td>54.6</td>
<td>(8.4)</td>
<td>25.6</td>
</tr>
<tr>
<td>Sompo Japan</td>
<td>36.9</td>
<td>(6.0)</td>
<td>22.5</td>
</tr>
</tbody>
</table>

Note: The percentage in parenthesis is bad loan ratio to total loan.

5. Portfolio benefiting from interest hike overall

- Increase in interest income from investment
- Decrease in fair value of liabilities for deposits by policyholders
  - Decline in market-value of bonds, yet to be fully redeemed on maturity
Overseas: Contributing to consolidated growth and profitability

High growth rate
in net premiums written overseas

<table>
<thead>
<tr>
<th>FY</th>
<th>Projection</th>
</tr>
</thead>
<tbody>
<tr>
<td>2001</td>
<td>81.1 Bil yen</td>
</tr>
<tr>
<td>2002</td>
<td>94.5 Bil yen</td>
</tr>
<tr>
<td>2003</td>
<td>120.0 Bil yen</td>
</tr>
<tr>
<td>2004</td>
<td>123.7 Bil yen</td>
</tr>
<tr>
<td>2010</td>
<td>230.0 Bil yen</td>
</tr>
</tbody>
</table>

Net income
increasing in overseas business

<table>
<thead>
<tr>
<th>FY</th>
<th>Projection</th>
</tr>
</thead>
<tbody>
<tr>
<td>2001</td>
<td>-4.6 Bil yen</td>
</tr>
<tr>
<td>2002</td>
<td>-2.0 Bil yen</td>
</tr>
<tr>
<td>2003</td>
<td>8.6 Bil yen</td>
</tr>
<tr>
<td>2004</td>
<td>7.6 Bil yen</td>
</tr>
<tr>
<td>2010</td>
<td>16.0 Bil yen</td>
</tr>
</tbody>
</table>
Overseas: Focusing on Asian Markets

Network expanded in Asian markets
- Cholamandalam-MS General Insurance, India: 1.8 bil yen, 26% stake
- Bangkok Life Assurance, Thailand: 0.7 bil yen, 4% stake
- Ayudhya Insurance, Thailand: 4.5 bil yen, 24.9% stake
- Asia Insurance (Cambodia), Cambodia: 0.1 bil yen, 25% stake
- Awaiting permission to establish a subsidiary in China
- Shanghai Branch turned into black ink in fiscal 2003, sweeping out accumulated deficit

Investments made in fiscal 2003

Steady business growth
Results fiscal 2003:
- Net premiums 26.3 bil yen, up 10% p.a.
- Net income 3.5 bil yen, 1.6 bil yen up
Project. fiscal 2004:
- Net premiums 28.3 bil yen, net income 3.3 bil yen
Overseas: Increasing Top-line in Asian Markets

High growth rate:
MSI Group’s gross premiums

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount (bil yen)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000</td>
<td>30.7</td>
</tr>
<tr>
<td>2001</td>
<td>37.1</td>
</tr>
<tr>
<td>2002</td>
<td>41.1</td>
</tr>
<tr>
<td>2003</td>
<td>44.0</td>
</tr>
<tr>
<td>2004 proj.</td>
<td>45.6</td>
</tr>
<tr>
<td>2005 proj.</td>
<td>51.6</td>
</tr>
</tbody>
</table>

- **Car dealer network (Thailand)**: Explored dealers nationwide through jointed sales campaign
- **Organizing agents (Singapore)**: “Elite Club” made of capable agents for promotion in the local market
- **Bank OTC (Thailand, the Philippines)**: OTC sale of personal line products at the partner banks of the joint ventures
- **Direct marketing (Malaysia)**: DM campaign of insurance targeting 400,000 JUSCO card holders
- **Original products (China)**: Offering original semi-registered group accident insurance to Japanese companies for workers’ compensation
Overseas: Operations in the US and Europe, and Reinsurance

### Net premiums written

<table>
<thead>
<tr>
<th>Year</th>
<th>U.S.A.</th>
<th>Europe</th>
<th>Overseas reinsurance subsidiaries</th>
</tr>
</thead>
<tbody>
<tr>
<td>2002</td>
<td>21.1</td>
<td>31.1</td>
<td>3.8</td>
</tr>
<tr>
<td>2003</td>
<td>31.1</td>
<td>50.3</td>
<td>6.0</td>
</tr>
<tr>
<td>2004</td>
<td>30.4</td>
<td>49.5</td>
<td>7.6</td>
</tr>
</tbody>
</table>

### Net income rising

<table>
<thead>
<tr>
<th>Year</th>
<th>U.S.A.</th>
<th>Europe</th>
<th>Overseas reinsurance subsidiaries</th>
</tr>
</thead>
<tbody>
<tr>
<td>2002</td>
<td>-4.2</td>
<td>0.2</td>
<td>0.2</td>
</tr>
<tr>
<td>2003</td>
<td>0.6</td>
<td>3.5</td>
<td>0.6</td>
</tr>
<tr>
<td>2004</td>
<td>1.2</td>
<td>2.7</td>
<td>0.8</td>
</tr>
</tbody>
</table>
Life Insurance: Fostering to a Core Business of the Group

Mitsui Sumitomo Kirameki Life Insurance (Compensation-oriented)

- Original product
  - “MS Shushin,” whole life insurance with market-sensitive interest rate
  - Income protection insurance with no-cash surrender value
- Promotion channel reinforcement
  - 83 life insurance experts to be deployed in the Greater Tokyo and Osaka areas
- Profitability enhancement
  - Results for fiscal 2003
    - Proforma net income: 3.6 bil yen
    - Projection net income for fiscal 2010: 10 bil yen

Mitsui Sumitomo CitiLife Insurance (Asset management-oriented)

- Rapidly growing market
- Variable annuity insurance
- 25 banks and securities houses as sales channel
- Results for fiscal 2003: sales 426.5 bil yen
- Under US GAAP
  - Turned into black ink in fiscal 2003
  - Expected to sweep out accumulated deficits in fiscal 2004
- Target net income for fiscal 2010: around 10 bil yen
Life Insurance: MS Kirameki Life’s Results

Both scale of business and profitability steadily expanding
<Results fiscal 2003>

Record-high new policies
23.6% up against fiscal 2002

Double-digit increase in in-force amount
14.7% up against fiscal 2002

2.1-bil-yen increase in proforma net income
From 1.5 bil yen for FY02 to 3.6 bil yen for FY03
Life Insurance: 10-bil-yen Target Net Income at Kirameki in FY2010 (1)

Channel strategy

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>“Loyal Member” agents</td>
<td>550</td>
<td>731</td>
<td>867</td>
<td>984</td>
</tr>
<tr>
<td>Life insurance experts</td>
<td>—</td>
<td>—</td>
<td>63</td>
<td>83</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>2,000 agents</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>100</td>
</tr>
</tbody>
</table>

Strategic products

Promotion focused on income protection type products
Life Insurance: 10-bil-yen Target Net Income at Kirameki in FY2010 (2)

(1) New policy promotion

(2) In-force amount to be increased
   - 6.9 tri yen for FY 2004
   - 13 tri yen for FY 2010

(3) Pre-reserve net income to be increased

(4) Provision of additional reserve to be accelerated to full amount, to be attained in FY 2009

(5) 10-bil-yen net income to be achieved in FY 2010
Life Insurance: Embedded Value of MS Kirameki Life

Embedded value

<table>
<thead>
<tr>
<th></th>
<th>Mar 2003</th>
<th>Mar 2004</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net asset value</td>
<td>27.2</td>
<td>27.6</td>
</tr>
<tr>
<td>In-force business</td>
<td>36.1*</td>
<td>47.3</td>
</tr>
<tr>
<td>Total</td>
<td>63.2*</td>
<td>74.9</td>
</tr>
<tr>
<td>Incremental ratio</td>
<td></td>
<td>18%</td>
</tr>
</tbody>
</table>

*Latest available historical accident ratio is applied for better valuation. The pre-revision In-force business and total values are 22.1 bil yen and 49.3 bil yen, respectively.

Capital at opening: 20 bil yen Oct 1996
Additional capital injection: 10 bil yen Apr 1998
Embedded value: 74.9 bil yen Mar 2004

Increased at 14% p.a. on an average

<changes FY02-FY03>

<table>
<thead>
<tr>
<th>item</th>
<th>change</th>
</tr>
</thead>
<tbody>
<tr>
<td>New policies</td>
<td>+7.1</td>
</tr>
<tr>
<td>Expected return on old EV balance</td>
<td>+3.8</td>
</tr>
<tr>
<td>Difference between projection and results</td>
<td>(1.5)</td>
</tr>
<tr>
<td>Interest rate fluctuations</td>
<td>+2.2</td>
</tr>
<tr>
<td>Total change</td>
<td>+11.7</td>
</tr>
</tbody>
</table>

63.2 bil yen or 15% increase earned from business

11.7-bil- yen increase

9.4 bil yen or 15% increase earned from business

Outside factors
Life Insurance: Mitsui Sumitomo Citibank Insurance

Best working collaboration model between Japan and US financial groups
Emerged as No.2 leader in the variable annuity market

Graph showing in-force amount and sales agents from December 2002 to March 2004.
Financial Services and Risk-related Business

Providing total risk solution service to customers

Financial Services

- Financial guarantee
  <outstanding balance: from 1,081.5 bil yen to 995.1 bil yen>

- Weather derivatives
  <U/W balance: from 165 mil yen to 773 mil yen>

- Defined contribution pension plan
  <MSI's products adopted by 9 companies to 307 companies>

Risk-related business

- Risk consulting
  <revenues from third parties: from 49.7 mil yen to 48.3 mil yen>

- Appraisal
  <revenue: 70 mil yen>

- Venture Capital
  <investment balance at investment association: from 5.1 bil yen to 6.5 bil yen>

- Asset Management
  <assets under management including investment trusts: 11.8 tri yen>

- Investment trusts sold
  <client assets: from 36.8 bil yen to 256.7 bil yen>

- Overseas assistance
  <revenue: from 1.4 bil yen to 2.3 bil yen>

- Health care services
  <revenue: from 1.2 bil yen to 1.3 bil yen>

Note: The numbers in the parenthesis are those relevant for fiscal 2001 and 2003, respectively, except asset management and appraisal because they are newer businesses.
Capital Strategy: Principles

1. Increase core profits to push up consolidated ROE

- Domestic: (1) Increase top-line non-life (2) Improve combined ratio insurance (3) Constantly increase net interest and dividend income
- Overseas, life insurance, etc.: Proactively invest in promising business, including via M&A

2. Distribute core profits to shareholders by cash dividends and share-buy-back

- Cash dividends: increase dividends reflecting core profits trend
- Share-buy-back: (1) Agilently move dependent on the share price (2) Continuously repurchase to 10% of the issued shares in total
Capital strategy: Effective Use of Excess Capital

1. Current position

Net asset value (NAV)

Buffer capital: Minimum capital to be reserved for business continuity even after an event of incurring a damage equivalent to total risk amounts

Net excess capital

Total risk amounts

[99% VaR]

2. Actions

Continuously decrease equity portfolio

Secure sufficient net excess capital → Effective use

(1) New business investments
(2) Optimizing asset portfolio
(3) Share-buy-backs
Actions of Corporate Social Responsibility to Fulfill Mission Statement

Sustainable growth

Corporate value increase

Mutually benefiting co-development with society

MSI Group *Code of Conduct*
7 categories of stakeholders

Customers, agents, employees, business partners, local communities and international community, environment, and shareholders

Compliance, risk control, disclosure, communication, respect of human dignity, and preservation of global environment

CSR Committee
### Medium-Term Outlook of Business

#### (Non-consolidated results / targets)

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<tbody>
<tr>
<td><strong>Net premiums written [bil yen]</strong></td>
<td>1,161.7</td>
<td>1,175.7</td>
<td>1,184.5</td>
<td>1,202.6</td>
<td>1,210.0</td>
<td>1,230.0</td>
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<tr>
<td><strong>Net loss ratio</strong></td>
<td>58.4%</td>
<td>57.8%</td>
<td>57.2%</td>
<td>57.2%</td>
<td>59.1%</td>
<td>59.2%</td>
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<tr>
<td><strong>Net expense ratio</strong></td>
<td>37.3%</td>
<td>36.4%</td>
<td>35.3%</td>
<td>34.6%</td>
<td>33.9%</td>
<td>33.8%</td>
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<tr>
<td><strong>Combined ratio</strong></td>
<td>95.7%</td>
<td>94.2%</td>
<td>92.5%</td>
<td>91.8%</td>
<td>93.0%</td>
<td>93.0%</td>
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<tr>
<td><strong>Net interest and dividend income [bil yen]</strong></td>
<td>54.3</td>
<td>58.0</td>
<td>51.4</td>
<td>54.5</td>
<td>46.0</td>
<td>47.0</td>
</tr>
<tr>
<td><strong>Net income [bil yen]</strong></td>
<td>27.1</td>
<td>23.6</td>
<td>32.4</td>
<td>73.0</td>
<td>63.0</td>
<td>52.0</td>
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<tr>
<td><strong>ROE</strong></td>
<td>1.7%</td>
<td>1.7%</td>
<td>2.8%</td>
<td>6.0%</td>
<td>4.5%</td>
<td>4.7%</td>
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#### (Consolidated results / targets)

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<tbody>
<tr>
<td><strong>Consolidated net premiums written [bil yen]</strong></td>
<td>1,185.7</td>
<td>1,223.3</td>
<td>1,253.2</td>
<td>1,292.1</td>
<td>1,303.0</td>
<td>1,317.0</td>
</tr>
<tr>
<td><strong>Consolidated net income [bil yen]</strong></td>
<td>29.9</td>
<td>19.0</td>
<td>32.8</td>
<td>77.5</td>
<td>68.0</td>
<td>57.0</td>
</tr>
<tr>
<td><strong>Consolidated ROE</strong></td>
<td>1.9%</td>
<td>1.4%</td>
<td>2.8%</td>
<td>6.3%</td>
<td>4.8%</td>
<td>5.1%</td>
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#### (Net income from business other than domestic non-life insurance)

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<tbody>
<tr>
<td><strong>Life insurance business (Proforma net income) [bil yen]</strong></td>
<td>0.3</td>
<td>0.5</td>
<td>1.1</td>
<td>1.9</td>
<td>1.5</td>
</tr>
<tr>
<td><strong>Overseas business [bil yen]</strong></td>
<td>-0.9</td>
<td>-4.8</td>
<td>-0.7</td>
<td>8.6</td>
<td>7.6</td>
</tr>
<tr>
<td><strong>Financial services business [bil yen]</strong></td>
<td>0.5</td>
<td>-0.9</td>
<td>-4.3</td>
<td>0.9</td>
<td>1.1</td>
</tr>
<tr>
<td><strong>Risk-related business [bil yen]</strong></td>
<td>0.1</td>
<td>0.1</td>
<td>0.1</td>
<td>0.0</td>
<td>0.1</td>
</tr>
<tr>
<td><strong>Total [bil yen]</strong></td>
<td>-0.0</td>
<td>-5.1</td>
<td>-3.9</td>
<td>11.4</td>
<td>10.3</td>
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* Amounts are shown after excluding refundable premium of our original automobile insurance “Modo-rich” and the effect of abolition of reinsurance to government related to CALI (CALI = Compulsory Automobile Liability Insurance).
* Part of “Net income from business other than domestic non-life insurance” is included in the non-consolidated “Net income”.
* Proforma net income of life insurance is hypothetical net income before extra reserve for Net level premium method of valuation provided.
Cautionary Statements

Any statements about Mitsui Sumitomo Insurance Co., Ltd.’s future plans, strategies, and performance contained in this brochure 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 numbers of uncertain factors could cause actual results to differ materially from those discussed in the forward-looking statements. Such factors include, but not limited to, (1) general economic conditions in the Company’s markets, (2) competitive conditions in the insurance business, (3) fluctuations of foreign currency exchange rates, and (4) government regulations, including changes in the tax rates.