

# Explanation for Business Results for the Year Ended March 31, 2013

May 20, 2013

MS&AD Insurance Group Holdings, Inc.

UNOFFICIAL TRANSLATION

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

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**Explanation for Business Results**  
**1. Summary of Consolidated Business Results**  
**(1) Summary of Consolidated Results of Operations**

(Yen in 100 millions)

		Year ended March 31, 2012	Year ended March 31, 2013	Change	Change ratio (%)
<b>Ordinary income and expenses:</b>					
<b>Underwriting income:</b>	(1)	<b>34,532</b>	<b>35,107</b>	<b>574</b>	<b>1.7</b>
Net premiums written	(2)	25,588	26,394	805	3.1
Deposit premiums from policyholders	(3)	1,720	1,639	(80)	(4.7)
Life insurance premiums	(4)	4,256	5,690	1,434	33.7
Reversal of outstanding claims	(5)	-	574	574	-
Reversal of underwriting reserves	(6)	2,264	-	(2,264)	(100.0)
<b>Underwriting expenses:</b>	(7)	<b>32,653</b>	<b>35,748</b>	<b>3,094</b>	<b>9.5</b>
Net claims paid	(8)	19,413	17,407	(2,005)	(10.3)
Loss adjustment expenses	(9)	1,352	1,355	2	0.2
Commission and collection expenses	(10)	4,794	5,105	311	6.5
Maturity refunds to policyholders	(11)	3,769	3,925	155	4.1
Life insurance claims	(12)	1,920	2,206	285	14.9
Provision for outstanding claims	(13)	1,338	-	(1,338)	(100.0)
Provision for underwriting reserves	(14)	-	5,690	5,690	-
<b>Investment income:</b>	(15)	<b>3,016</b>	<b>7,977</b>	<b>4,960</b>	<b>164.4</b>
Interest and dividends income	(16)	1,961	1,993	31	1.6
Investment gains on money trusts	(17)	511	1,839	1,328	259.4
Gains on sale of securities	(18)	571	848	277	48.5
Gains on derivative transactions	(19)	23	19	(3)	(15.6)
Investment gains on separate accounts	(20)	443	3,737	3,294	743.0
<b>Investment expenses:</b>	(21)	<b>728</b>	<b>659</b>	<b>(69)</b>	<b>(9.6)</b>
Investment losses on money trusts	(22)	0	0	(0)	(29.9)
Losses on sale of securities	(23)	310	143	(166)	(53.7)
Impairment losses on securities	(24)	296	382	86	29.2
<b>Operating expenses and general and administrative expenses</b>	(25)	<b>5,152</b>	<b>5,084</b>	<b>(68)</b>	<b>(1.3)</b>
<b>Other ordinary income and expenses:</b>	(26)	<b>16</b>	<b>(98)</b>	<b>(114)</b>	<b>(710.8)</b>
Gains/(losses) on equity method investments	(27)	6	(37)	(43)	(664.7)
<b>Deferred expenses under Article 113 of the Insurance Business Act</b>	(28)	<b>(7)</b>	<b>(7)</b>	<b>(0)</b>	<b>-</b>
<b>Ordinary profit/(loss)</b>	(29)	<b>(962)</b>	<b>1,503</b>	<b>2,465</b>	<b>-</b>
<b>Extraordinary income and losses:</b>					
<b>Extraordinary income:</b>	(30)	<b>120</b>	<b>24</b>	<b>(95)</b>	<b>(79.6)</b>
<b>Extraordinary losses:</b>	(31)	<b>267</b>	<b>288</b>	<b>20</b>	<b>7.8</b>
Provision for price fluctuation reserve	(32)	-	246	246	-
Merger-related expenses of domestic life insurance subsidiaries	(33)	101	-	(101)	(100.0)
<b>Extraordinary income and losses</b>	(34)	<b>(147)</b>	<b>(263)</b>	<b>(116)</b>	<b>-</b>
<b>Income/(loss) before income taxes</b>	(35)	<b>(1,109)</b>	<b>1,239</b>	<b>2,348</b>	<b>-</b>
<b>Income taxes - current</b>	(36)	<b>160</b>	<b>263</b>	<b>103</b>	<b>64.3</b>
<b>Income taxes - deferred</b>	(37)	<b>409</b>	<b>122</b>	<b>(287)</b>	<b>(70.2)</b>
<b>Total income taxes</b>	(38)	<b>570</b>	<b>386</b>	<b>(184)</b>	<b>(32.3)</b>
<b>Income/(loss) before minority interests</b>	(39)	<b>(1,680)</b>	<b>853</b>	<b>2,533</b>	<b>-</b>
<b>Minority interests</b>	(40)	<b>14</b>	<b>16</b>	<b>2</b>	<b>15.5</b>
<b>Net income/(loss)</b>	(41)	<b>(1,694)</b>	<b>836</b>	<b>2,530</b>	<b>-</b>

(Notes) 1. Net premiums written exclude Good Result Return premiums of Mitsui Sumitomo Insurance's proprietary auto insurance product "Modorich", which contains a special clause related to premium adjustment and refund at maturity.

2. Incurred loss, which is a sum of Net claims paid and Net increase in outstanding claims, includes losses due to the floods in Thailand as below:

Year ended March 31, 2012

Net claims paid : ¥100.0 billion  
Net increase in outstanding claims : ¥173.4 billion  
Incurred loss : ¥273.5 billion

Year ended March 31, 2013

Net claims paid : ¥85.6 billion  
Net increase in outstanding claims : (¥84.8 billion)  
Incurred loss : ¥0.8 billion

**(2) Breakdown by Company (Net Premiums Written, Ordinary Profit and Net Income)**

(Yen in 100 millions)

		Year ended March 31, 2012	Year ended March 31, 2013	Change	Change ratio (%)
Net premiums written <small>Note 1</small>	①	25,588	<b>26,394</b>	<b>805</b>	<b>3.1</b>
Mitsui Sumitomo Insurance <small>Note 1</small>	②	12,692	<b>13,142</b>	<b>449</b>	<b>3.5</b>
Aioi Nissay Dowa Insurance	③	10,746	<b>11,032</b>	<b>286</b>	<b>2.7</b>
Mitsui Direct General Insurance	④	343	<b>352</b>	<b>9</b>	<b>2.8</b>
Overseas insurance subsidiaries	⑤	1,807	<b>1,861</b>	<b>54</b>	<b>3.0</b>
Ordinary profit/(loss)	⑥	(962)	<b>1,503</b>	<b>2,465</b>	-
Mitsui Sumitomo Insurance	⑦	(1,301)	<b>653</b>	<b>1,955</b>	-
Aioi Nissay Dowa Insurance	⑧	92	<b>258</b>	<b>166</b>	<b>180.1</b>
Net income/(loss)	⑨	(1,694)	<b>836</b>	<b>2,530</b>	-
Mitsui Sumitomo Insurance	⑩	(1,306)	<b>426</b>	<b>1,732</b>	-
Aioi Nissay Dowa Insurance	⑪	(435)	<b>188</b>	<b>624</b>	-
Mitsui Direct General Insurance	⑫	3	<b>3</b>	<b>(0)</b>	<b>(8.4)</b>
Mitsui Sumitomo Aioi Life Insurance <small>Note 2</small>	⑬	(113)	<b>4</b>	<b>118</b>	-
Mitsui Sumitomo Primary Life Insurance	⑭	59	<b>103</b>	<b>43</b>	<b>72.7</b>
Overseas insurance subsidiaries	⑮	(67)	<b>126</b>	<b>193</b>	-
Others	⑯	(0)	<b>0</b>	<b>1</b>	-
Consolidation adjustment / Holding Company	⑰	165	<b>(17)</b>	<b>(183)</b>	<b>(110.9)</b>

(Notes) 1. Net premiums written exclude Good Result Return premiums of Mitsui Sumitomo Insurance's proprietary auto insurance product "ModoRich", which contains a special clause related to premium adjustment and refund at maturity.

2. Mitsui Sumitomo Kirameki Life Insurance Co., Ltd. and Aioi Life Insurance Co., Ltd. merged into Mitsui Sumitomo Aioi Life Insurance Co., Ltd. on October 1, 2011. The figure for the Year ended March 31, 2012 of Mitsui Sumitomo Aioi Life Insurance Co., Ltd. is the simple combination of those of Mitsui Sumitomo Kirameki Life Insurance Co., Ltd. and Aioi Life Insurance Co., Ltd.

3. Items 10 to 16 represent the net income or loss on a non-consolidated basis with taking into account the Company's ownership interests in its subsidiaries.

**(3) Breakdown of Results of Overseas Insurance Subsidiaries**

(Yen in 100 millions)

		Year ended March 31, 2012	Year ended March 31, 2013	Change	Change ratio (%)
Net premiums written	①	1,807	<b>1,861</b>	<b>54</b>	<b>3.0</b>
Asia	②	864	<b>919</b>	<b>55</b>	<b>6.4</b>
Europe	③	479	<b>508</b>	<b>28</b>	<b>5.9</b>
Americas	④	294	<b>278</b>	<b>(16)</b>	<b>(5.6)</b>
Reinsurance	⑤	168	<b>156</b>	<b>(12)</b>	<b>(7.5)</b>
Net income/(loss)	⑥	(67)	<b>126</b>	<b>193</b>	-
Asia	⑦	108	<b>90</b>	<b>(17)</b>	<b>(16.6)</b>
Europe	⑧	(128)	<b>(16)</b>	<b>111</b>	-
Americas	⑨	15	<b>1</b>	<b>(14)</b>	<b>(92.1)</b>
Reinsurance	⑩	(63)	<b>51</b>	<b>114</b>	-

**(4) Status of Domestic Life Insurance Subsidiaries**

(Yen in 100 millions)

		Year ended March 31, 2012	Year ended March 31, 2013	Change	Change ratio (%)
Amount of new policies					
Mitsui Sumitomo Aoi Life Insurance	①	32,770	<b>37,105</b>	<b>4,334</b>	<b>13.2</b>
Mitsui Sumitomo Primary Life Insurance	②	2,374	<b>4,322</b>	<b>1,947</b>	<b>82.0</b>
Amount of policies in force					
Mitsui Sumitomo Aoi Life Insurance	③	180,624	<b>200,746</b>	<b>20,121</b>	<b>11.1</b>
Mitsui Sumitomo Primary Life Insurance	④	31,225	<b>36,614</b>	<b>5,389</b>	<b>17.3</b>
Annualized premiums for policies in force					
Mitsui Sumitomo Aoi Life Insurance	⑤	2,960	<b>3,197</b>	<b>237</b>	<b>8.0</b>
Mitsui Sumitomo Primary Life Insurance	⑥	4,389	<b>4,342</b>	<b>(47)</b>	<b>(1.1)</b>

(Notes) 1. The figures in the above table represent the total of individual insurance and individual annuities.

2. Mitsui Sumitomo Kirameki Life Insurance Co., Ltd. and Aoi Life Insurance Co., Ltd. merged into Mitsui Sumitomo Aoi Life Insurance Co., Ltd. on October 1, 2011. The amounts of new policies for the Year ended March 31, 2012 of Mitsui Sumitomo Aoi Life Insurance Co., Ltd. is the simple combination of those of Mitsui Sumitomo Kirameki Life Insurance Co., Ltd. and Aoi Life Insurance Co., Ltd.

## 2. Business Results of Mitsui Sumitomo Insurance Co., Ltd. (Non-consolidated)

The figures in the tables below are presented exclusive of Good Results Return premiums of Mitsui Sumitomo Insurance's proprietary product "ModoRich", which contains a special clause related to premium adjustment and refund at maturity.

### (1) Profit and loss status

(Yen in 100 millions)

		Year ended March 31, 2012	Year ended March 31, 2013	Change	Change ratio
(+)	Net premiums written	① 12,692	13,142	449	3.5 %
(-)	Net claims paid	② 10,007	8,874	(1,133)	(11.3)
(-)	Loss adjustment expenses	③ 760	763	2	0.4
(-)	Commissions and collection expenses	④ 2,214	2,286	72	3.3
(-)	Operating expenses and general and administrative expenses for underwriting	⑤ 2,010	1,974	(36)	(1.8)
	Underwriting balance	⑥ (2,300)	(756)	1,543	-
(-)	Provision for outstanding claims	⑦ 1,212	(543)	(1,756)	(144.8)
(-)	Provision for ordinary underwriting reserves	⑧ (822)	238	1,061	-
(-)	Provision for catastrophe reserves	⑨ (997)	(178)	818	-
(+)	Other	⑩ (6)	176	183	-
	Underwriting profit/(loss)	⑪ (1,700)	(97)	1,603	-
(+)	Interest and dividends income	⑫ 1,023	1,018	(5)	(0.5)
(-)	Transfer of investment income on deposit premium from policyholders	⑬ 474	440	(33)	(7.1)
	Net interest and dividends income ⑫—⑬	⑭ 549	577	28	5.2
(+)	Net gains on sale of securities	⑮ 193	531	338	174.8
(-)	Impairment losses on securities	⑯ 392	283	(108)	(27.6)
(+)	Losses on derivative transactions	⑰ 52	68	16	30.4
(+)	Other	⑱ (37)	(69)	(31)	-
	Total investment income	⑲ 365	825	459	125.6
(+)	Other ordinary profit/(loss)	⑳ 32	(74)	(107)	(327.3)
	Ordinary profit/(loss)	㉑ (1,301)	653	1,955	-
(+)	Extraordinary income/(loss)	㉒ (10)	(23)	(12)	-
	Reserve for price fluctuation	㉓ 27	(25)	(52)	(191.1)
	Income/(loss) before income taxes	㉔ (1,312)	630	1,943	-
(-)	Total income taxes	㉕ (6)	203	210	-
	Net income/(loss)	㉖ (1,306)	426	1,732	-

Ratios	Net loss ratio	㉗ 84.8 %	73.3 %	(11.5) %	
	Net expense ratio	㉘ 33.3 %	32.4 %	(0.9) %	
	Combined ratio	㉙ 118.1 %	105.7 %	(12.4) %	
	Investment assets yield (income yield)	㉚ 2.22 %	2.31 %	0.09 %	
	Investment yield (realized yield)	㉛ 1.99 %	3.04 %	1.05 %	

Incurring Loss	㉜ ②+⑦	11,220	8,331	(2,889)	(25.7)
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(Notes) 1. Net loss ratio=((Net claims paid + Loss adjustment expenses)/Net premiums written)×100

2. Net expense ratio=((Commissions and collection expenses+Operating expenses and general and administrative expenses for underwriting)/Net premiums written)×100

3. Combined ratio=Net loss ratio + Net expense ratio

4. The total yield of assets at the market price: 1.73% for Year ended March 31, 2012, and 9.45% for Year ended March 31, 2013

### (Reference) Excluding Compulsory Automobile Liability Insurance

	Net premiums written	㉝ 11,231	11,570	339	3.0
Ratios	Net loss ratio	㉞ 82.7 %	70.5 %	(12.2) %	
	Net expense ratio	㉟ 34.9 %	34.1 %	(0.8) %	
	Combined ratio	㊱ 117.6 %	104.6 %	(13.0) %	

### (Reference) Excluding residential earthquake insurance and Compulsory Automobile Liability Insurance

	Net loss ratio	㊲ 75.6 %	70.5 %	(5.1) %	
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(Mitsui Sumitomo Insurance Co., Ltd.)

(2) Premiums written

(Yen in 100 millions)

	Net premiums written				Direct premiums written (excluding deposit premiums)			
	Year ended March 31, 2012		Year ended March 31, 2013		Year ended March 31, 2012		Year ended March 31, 2013	
	Amount	Change ratio %	Amount	Change ratio %	Amount	Change ratio %	Amount	Change ratio %
Fire and allied	1,826	1.3	1,878	2.9	2,329	6.9	2,520	8.2
Marine	530	(2.4)	537	1.3	673	(1.7)	694	3.1
Personal accident	1,393	4.7	1,429	2.6	1,461	4.5	1,499	2.6
Voluntary automobile	5,709	2.8	5,905	3.4	5,719	3.0	5,926	3.6
CALI	1,461	8.0	1,572	7.5	1,458	11.7	1,543	5.8
Other	1,771	3.0	1,818	2.7	1,892	2.8	1,989	5.1
Total	12,692	3.1	13,142	3.5	13,535	4.4	14,173	4.7

(Note) CALI stands for Compulsory automobile liability insurance, same hereafter.

(3) Net claims paid

(Yen in 100 millions)

	Year ended March 31, 2012			Year ended March 31, 2013			
	Amount	Change ratio %	Net loss ratio %	Amount	Change ratio %	Net loss ratio %	Change ratio %
Fire and allied	2,922	324.9	162.0	1,967	(32.7)	107.2	(54.8)
Marine	329	27.7	65.6	260	(20.8)	51.9	(13.7)
Personal accident	751	1.8	60.2	759	1.0	59.2	(1.0)
Voluntary automobile	3,748	1.0	73.3	3,623	(3.3)	68.7	(4.6)
CALI	1,354	0.6	101.1	1,360	0.4	94.4	(6.7)
Other	900	(1.9)	54.2	902	0.3	52.7	(1.5)
Total	10,007	30.7	84.8	8,874	(11.3)	73.3	(11.5)

(Notes) 1. Net claims paid during Year ended March 31, 2012 include ¥109.0 billion paid for claims by the Great East Japan Earthquake (¥81.3 billion for Residential earthquake insurance and ¥27.7 billion for others).

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

(Reference) Incurred loss by natural disasters in Japan

(Yen in 100 millions)

	Year ended March 31, 2012			Year ended March 31, 2013		
	Incurred loss	Net claims paid	Outstanding claims	Incurred loss	Net claims paid	Outstanding claims
Fire and allied	262	235	26	250	234	15
Voluntary automobile	34	34	0	34	33	0
Other	32	20	12	22	15	6
Total	329	289	39	306	284	22

(Note) The figures in the above table are related to the natural disasters occurred in Japan during the fiscal year.

Net claims paid including claims related to the natural disasters occurred in Japan in previous years, but excluding the Great East Japan Earthquake, are as follows; (unit: Yen in 100 millions)

296 (Fire:240, Voluntary Auto:34, Other:21) during Year ended March 31, 2012  
324 (Fire:268, Voluntary Auto:33, Other:22) during Year ended March 31, 2013

(Reference) Incurred loss by flooding in Thailand

(Yen in 100 millions)

	Year ended March 31, 2012			Year ended March 31, 2013		
	Incurred loss	Net claims paid	Outstanding claims	Incurred loss	Net claims paid	Outstanding claims
Incurred loss caused by flooding in Thailand	2,342	914	1,427	63	730	(666)

(Notes) 1. Outstanding claims for Year ended March 31, 2013 indicate increase/decrease in outstanding claims.

2. Incurred loss for Year ended March 31, 2013 includes changes with revaluation of foreign exchange.

(4) Company expenses

<Corporate expenses>

(Yen in 100 millions)

		Year ended March 31, 2012			Year ended March 31, 2013		
		Amount	Change	Change ratio %	Amount	Change	Change ratio %
Personnel expenses	①	1,589	(3)	(0.2)	1,575	(14)	(0.9)
Non personnel	②	1,140	(15)	(1.4)	1,130	(10)	(0.9)
Taxes and contributions	③	135	0	0.2	123	(12)	(9.1)
Total	④	2,866	(18)	(0.7)	2,829	(36)	(1.3)

(Note) Corporate expenses = Loss adjustment expenses + Operating expenses and general and administrative expenses

<Expenses for underwriting>

(Yen in 100 millions)

		Year ended March 31, 2012			Year ended March 31, 2013		
		Amount	Change	Change ratio %	Amount	Change	Change ratio %
Operating expenses and general and administrative expenses	⑤	2,010	(15)	(0.7)	1,974	(36)	(1.8)
Commission and collection expenses	⑥	2,214	66	3.1	2,286	72	3.3
Total	⑦	4,225	51	1.2	4,260	35	0.8
Net company expense ratio	⑧	33.3 %	(0.6) %		32.4 %	(0.9) %	

**(5) Outstanding claims**

(Yen in 100 millions)

	March 31, 2012		March 31, 2013	
	Amount		Amount	
		Change		Change
Fire and allied	2,228	1,278	1,555	(672)
Marine	253	(13)	272	19
Personal accident	550	(22)	560	9
Voluntary automobile	2,476	(53)	2,487	14
CALI	517	14	507	(10)
Other	961	9	1,056	96
Total	6,989	1,212	6,438	(543)

(Note) The total of the Changes for Year ended March, 2013 does not accord with the difference of amounts between Year ended March, 2013 and Year ended March, 2012, since business transfer of the operation in Papua New Guinea took place during the fiscal year.

**(6) Incurred loss and earned-incurred loss ratio**

(Yen in 100 millions)

	Year ended March 31, 2012		Year ended March 31, 2013			
	Incurred loss	Earned- incurred loss ratio	Incurred loss	Change	Earned- incurred loss ratio	Change ratio
		%			%	%
Fire and allied	3,526	210.2	1,341	(2,185)	78.8	(131.4)
Marine	333	62.5	298	(35)	56.5	(6.0)
Personal accident	816	59.9	856	39	61.1	1.2
Voluntary automobile	4,129	73.0	4,070	(58)	69.8	(3.2)
Other	969	56.1	1,055	85	59.5	3.4
Total	9,776	89.2	7,621	(2,155)	67.8	(21.4)

(Note) Earned-incurred loss ratio is calculated using the methods below.

- Figures are exclusive of residential earthquake insurance and CALI.
- Incurred loss = Net claims paid + Loss adjustment expenses + Change for outstanding claims
- Earned premiums are calculated considering unearned premiums and premium reserve etc.
- Earned-incurred loss ratio = (Incurred loss / Earned premiums) x 100

**(7) Underwriting reserve**

(Yen in 100 millions)

		March 31, 2013				
		Total of underwriting reserve	Ordinary underwriting reserve	Reserve for refunds and dividends to policyholders	Catastrophe reserve	Contingency reserve
Fire and allied	Amount	8,780	5,444	2,225	1,110	-
	Change	(264)	176	(207)	(233)	-
Marine	Amount	892	224	-	667	-
	Change	74	53	-	20	-
Personal accident	Amount	15,157	1,090	13,415	650	-
	Change	(966)	27	(979)	(14)	-
Voluntary automobile	Amount	2,087	1,822	75	189	-
	Change	78	76	(4)	6	-
CALI	Amount	2,138	2,138	-	-	-
	Change	(163)	(163)	-	-	-
Other	Amount	4,322	2,294	639	1,388	-
	Change	73	67	(36)	42	-
Total	Amount	33,377	13,015	16,355	4,006	-
	Change	(1,168)	238	(1,228)	(178)	-

(Notes) 1. Reserves for residential earthquake insurance and CALI are included in ordinary underwriting reserve.  
2. Changes in total of "Total of underwriting reserve" and "Ordinary underwriting reserve" do not accord with the differences between Amounts in total as of March 31, 2013 and ones as of March 31, 2012 (not shown in the above table), since business transfer of the operation in Papua New Guinea took place during this fiscal year.



(Mitsui Sumitomo Insurance Co., Ltd.)

(8) Catastrophe reserve

(Yen in 100 millions)

	March 31, 2012		March 31, 2013			
	Balance	Reserve ratio	Reversal	Provision	Balance	Reserve ratio
Fire and allied	1,343	74.5	901	668	1,110	59.4
Marine	647	122.1	-	20	667	124.4
Personal accident	665	47.8	59	44	650	45.5
Voluntary automobile	182	3.2	182	189	189	3.2
Other	1,346	76.0	39	81	1,388	76.3
Total	4,185	37.3	1,183	1,004	4,006	34.7

(Note) Reserve ratio = (Balance of catastrophe reserve / (net premiums written (excluding premiums of Residential earthquake Insurance and CALL and Good Result Return premiums of the auto insurance "ModoRich" ) ) ) × 100

(9) Balance of invested assets

(Yen in 100 millions)

	March 31, 2012	March 31, 2013	
			Change
Cash deposits and savings	4,538	4,001	(536)
Securities	37,842	41,179	3,336
Domestic bonds	16,002	17,151	1,149
Domestic stock	14,176	16,406	2,230
Foreign securities	7,294	7,388	94
Other securities	370	232	(137)
Loan investments	6,243	5,760	(483)
Land and buildings	2,340	2,230	(109)
Total	50,965	53,172	2,207

(Reference)

Long-term investment assets	17,481	16,257	(1,224)
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(Reference) Breakdown of domestic bonds by issuer type

(Yen in 100 millions)

	March 31, 2012	March 31, 2013	
			Change
Government bonds	7,153	9,289	2,135
Municipal bonds	1,070	1,107	36
Corporate bonds	7,777	6,754	(1,022)
Public sector	2,366	2,167	(199)
Financial institutions	-	-	-
Corporations	5,410	4,587	(823)
Total	16,002	17,151	1,149

(10) Breakdown of interest and dividends income

(Yen in 100 millions)

	Year ended March 31, 2012	Year ended March 31, 2013	
			Change
Securities	795	815	19
Domestic bonds	279	261	(17)
Domestic stock	299	302	2
Foreign securities	194	219	24
Other securities	21	32	10
Loan investments	115	99	(16)
Land and buildings	58	53	(4)
Other	53	49	(3)
Total	1,023	1,018	(5)

**(11) Securities****Unrealized gains and losses on securities**

(Yen in 100 millions)

March 31, 2013	Acquisition cost	Fair value	Difference	Change from March 31, 2012
Domestic bonds	16,045	17,151	1,105	535
Domestic stock	7,124	15,701	8,576	2,523
Foreign securities	2,388	2,581	193	182
Other securities	1,071	1,147	76	26
Total	26,631	36,582	9,951	3,267

(Yen in 100 millions)

March 31, 2012	Acquisition cost	Fair value	Difference
Domestic bonds	15,431	16,002	570
Domestic stock	7,409	13,463	6,053
Foreign securities	3,016	3,027	10
Other securities	1,178	1,228	49
Total	27,036	33,721	6,684

(Notes) 1. The above tables describe available-for-sale securities with market values.

2. "Other securities" includes certificates of deposits recorded as Cash, deposits and savings, and commercial papers and loan receivable trust beneficiary certificates recorded as Monetary claims bought on the balance sheets.

**Gains and losses on sale of securities**

(Yen in 100 millions)

	Year ended March 31, 2012 Gains/(losses)	Year ended March 31, 2013		
		Gains/(losses)	Gains	Losses
Domestic bonds	126	15	23	7
Domestic stock	235	515	534	19
Foreign securities	(168)	1	3	2
Other securities	-	-	-	-
Total	193	531	561	29

**Impairment losses on securities**

(Yen in 100 millions)

	Year ended March 31, 2012	Year ended March 31, 2013	
			Change
Domestic bonds	8	-	(8)
Domestic stock	4	212	207
Foreign securities	378	71	(307)
Other securities	0	0	0
Total	392	283	(108)

### 3. Business Results of Aioi Nissay Dowa Insurance Co., Ltd. (Non-consolidated)

#### (1) Profit and loss status

(Yen in 100 millions)

		Year ended March 31, 2012	Year ended March 31, 2013	Change	Change ratio
(+)	Net premiums written	① 10,746	11,032	286	2.7%
(-)	Net claims paid	② 8,050	7,261	(788)	(9.8)
(-)	Loss adjustment expenses	③ 518	510	(8)	(1.6)
(-)	Commissions and collection expenses	④ 1,890	1,957	66	3.5
(-)	Operating expenses and general and administrative expenses for underwriting	⑤ 1,886	1,802	(84)	(4.5)
	Underwriting balance	⑥ (1,599)	(499)	1,100	-
(-)	Provision for outstanding claims	⑦ (6)	(91)	(84)	-
(-)	Provision for ordinary underwriting reserves	⑧ (1,034)	(129)	905	-
(-)	Provision for catastrophe reserves	⑨ (397)	(240)	156	-
(+)	Other	⑩ (39)	104	144	-
	Underwriting profit/(loss)	⑪ (200)	66	267	-
(+)	Interest and dividends income	⑫ 584	606	21	3.7
(-)	Transfer of investment income on deposit premium from policyholders	⑬ 222	203	(18)	(8.4)
	Net interest and dividends income ⑫—⑬	⑭ 362	402	40	11.1
(+)	Net gains on sale of securities	⑮ 138	72	(65)	(47.5)
(-)	Losses on devaluation of securities	⑯ 145	97	(48)	(33.0)
(+)	Losses on derivative transactions	⑰ (28)	(29)	(0)	-
(+)	Other	⑱ (121)	(150)	(28)	-
	Total investment income	⑲ 204	197	(6)	(3.3)
(+)	Other ordinary profit/(loss)	⑳ 88	(5)	(94)	(106.7)
	Ordinary profit/(loss)	㉑ 92	258	166	180.1
(+)	Extraordinary income/(loss)	㉒ 54	(16)	(71)	(129.8)
	Reserve for price fluctuation	㉓ 42	1	(40)	(95.9)
	Income/(loss) before income taxes	㉔ 147	242	95	64.6
(-)	Total income taxes	㉕ 582	53	(529)	(90.8)
	Net income/(loss)	㉖ (435)	188	624	-

Ratios	Net loss ratio	㉗ 79.7 %	70.4 %	(9.3) %	
	Net expense ratio	㉘ 35.1 %	34.1 %	(1.0) %	
	Combined ratio	㉙ 114.8 %	104.5 %	(10.3) %	
	Investment assets yield (income yield)	㉚ 2.16 %	2.36 %	0.20 %	
	Investment yield (realized yield)	㉛ 1.85 %	1.81 %	(0.04) %	

Incurred loss	②+⑦	㉜ 8,043	7,170	(873)	(10.9)
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- (Notes)
1. Net loss ratio=((Net claims paid+Loss adjustment expenses)/Net premiums written)×100
  2. Net expense ratio=((Commissions and collection expenses+Operating expenses and general and administrative expenses for underwriting)/Net premiums written)×100
  3. Combined ratio=Net loss ratio+Net expense ratio
  4. The total yield of assets at the market price: 3.26% for year ended March 31, 2012, and 9.19% for year ended March 31, 2013

#### (Reference) Excluding Compulsory Automobile Liability Insurance

	Net premiums written	③③ 9,296	9,503	207	2.2
Ratios	Net loss ratio	③④ 77.4 %	67.2 %	(10.2) %	
	Net expense ratio	③⑤ 36.6 %	35.7 %	(0.9) %	
	Combined ratio	③⑥ 114.0 %	102.9 %	(11.1) %	

#### (Reference) Excluding residential earthquake insurance and CALI

	Net loss ratio	③⑦ 70.5 %	67.3 %	(3.2) %	
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(Aioi Nissay Dowa Insurance Co., Ltd.)

(2) Premiums written

(Yen in 100 millions)

	Net premiums written				Direct premiums written (excluding deposit premiums)			
	Year ended March 31, 2012		Year ended March 31, 2013		Year ended March 31, 2012		Year ended March 31, 2013	
	Amount	Change ratio %	Amount	Change ratio %	Amount	Change ratio %	Amount	Change ratio %
Fire and allied	1,197	(13.2)	1,263	5.5	1,803	4.1	1,905	5.7
Marine	86	0.6	95	10.2	92	(5.6)	96	4.1
Personal accident	726	(0.6)	719	(0.9)	766	0.1	756	(1.4)
Voluntary automobile	6,315	(1.0)	6,448	2.1	6,198	0.1	6,328	2.1
CALI	1,450	4.9	1,528	5.4	1,611	8.8	1,672	3.8
Other	969	(4.6)	975	0.6	1,308	(2.9)	1,238	(5.4)
Total	10,746	(2.1)	11,032	2.7	11,781	1.4	11,996	1.8

(Notes) 1. Change ratio for Year ended March 31, 2013 is computed in comparison with the simple sum of results for Year ended March 31, 2011 of Aioi Insurance Co., Ltd. and Nissay Dowa General Insurance Co., Ltd.

2. Same formula is applied to (3) Net claims paid and (4) Company expenses.

(3) Net claims paid

(Yen in 100 millions)

	Year ended March 31, 2012			Year ended March 31, 2013			
	Amount	Change ratio %	Net loss ratio %	Amount	Change ratio %	Net loss ratio %	Change ratio %
Fire and allied	1,647	209.6	140.0	994	(39.6)	81.1	(58.9)
Marine	44	(0.6)	54.7	46	3.2	50.5	(4.2)
Personal accident	356	(2.2)	52.5	350	(1.8)	51.8	(0.7)
Voluntary automobile	4,075	0.8	69.7	4,000	(1.8)	67.1	(2.6)
CALI	1,273	1.2	95.0	1,282	0.8	90.4	(4.6)
Other	652	(4.5)	70.4	587	(10.0)	63.2	(7.2)
Total	8,050	16.2	79.7	7,261	(9.8)	70.4	(9.3)

(Notes) 1. Net claims paid during Year ended March 31, 2012 include ¥80.5 billion paid for claims by the Great East Japan Earthquake (¥64.6 billion for Residential earthquake insurance and ¥15.8 billion for others).

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

(Reference) Incurred loss by natural disasters in Japan

(Yen in 100 millions)

	Year ended March 31, 2012			Year ended March 31, 2013		
	Incurred loss	Net claims paid	Outstanding claims	Incurred loss	Net claims paid	Outstanding claims
Fire and allied	184	169	14	181	172	9
Voluntary automobile	26	25	0	35	35	0
Other	10	6	3	7	6	1
Total	220	202	17	225	214	10

(Note) The figures in the above table are related to the natural disasters occurred in Japan during the fiscal year.

Net claims paid including claims related to the natural disasters occurred in Japan in previous years, but excluding the Great East Japan Earthquake, are as follows: (unit: Yen in 100 millions)

212 (Fire:178, Voluntary Auto:25, Other:8) during Year ended March 31, 2012

232 (Fire:189, Voluntary Auto:35, Other:8) during Year ended March 31, 2013

(Reference) Incurred loss by flooding in Thailand

(Yen in 100 millions)

	Year ended March 31, 2012			Year ended March 31, 2013		
	Incurred loss	Net claims paid	Outstanding claims	Incurred loss	Net claims paid	Outstanding claims
Incurred loss caused by flooding in Thailand	300	83	217	(57)	88	(146)

(Notes) 1. Outstanding claims for Year ended March 31, 2013 indicate increase/decrease in outstanding claims.

2. Incurred loss for Year ended March 31, 2013 includes changes with revaluation of foreign exchange.

(4) Company expenses

<Corporate expenses>

(Yen in 100 millions)

		Year ended March 31, 2012			Year ended March 31, 2013		
		Amount	Change	Change ratio %	Amount	Change	Change ratio %
Personnel expenses	①	1,278	(66)	(4.9)	1,230	(48)	(3.8)
Non personnel	②	1,094	(46)	(4.1)	1,048	(45)	(4.1)
Taxes and contributions	③	115	(10)	(8.5)	109	(5)	(4.5)
Total	④	2,487	(123)	(4.7)	2,388	(98)	(4.0)

(Note) Corporate expenses = Loss adjustment expenses + Operating expenses and general and administrative expenses

<Expenses for underwriting>

(Yen in 100 millions)

		Year ended March 31, 2012			Year ended March 31, 2013		
		Amount	Change	Change ratio %	Amount	Change	Change ratio %
Operating expenses and general and administrative expenses	⑤	1,886	(69)	(3.5)	1,802	(84)	(4.5)
Commission and collection expenses	⑥	1,890	(64)	(3.3)	1,957	66	3.5
Total	⑦	3,776	(133)	(3.4)	3,759	(17)	(0.5)
Net company expense ratio	⑧	35.1 %	(0.5) %		34.1 %	(1.0) %	

( Aioi Nissay Dowa Insurance Co., Ltd. )

(5) Outstanding claims

(Yen in 100 millions)

	March 31, 2012		March 31, 2013	
	Amount		Amount	
		Change		Change
Fire and allied	677	70	493	(184)
Marine	35	(10)	40	5
Personal accident	290	(22)	278	(12)
Voluntary automobile	2,734	42	2,814	79
CALI	491	16	479	(11)
Other	594	(103)	625	31
Total	4,823	(6)	4,732	(91)

(6) Incurred loss and earned-incurred loss ratio

(Yen in 100 millions)

	Year ended March 31, 2012		Year ended March 31, 2013			
	Incurred loss	Earned- incurred loss ratio	Incurred loss	Change	Earned- incurred loss ratio	Change ratio
		%			%	%
Fire and allied	1,181	91.5	841	(339)	65.2	(26.3)
Marine	37	42.2	54	16	58.9	16.7
Personal accident	358	51.5	360	2	52.6	1.1
Voluntary automobile	4,445	69.9	4,406	(39)	68.8	(1.1)
Other	579	58.8	648	68	65.5	6.7
Total	6,602	70.1	6,310	(291)	66.7	(3.4)

(Note) Earned-incurred loss ratio is calculated using the methods below.

- Figures are exclusive of residential earthquake insurance and CALI.
- Incurred loss = Net claims paid + Loss adjustment expenses + Change for outstanding claims
- Earned premiums are calculated considering unearned premiums and premium reserve etc.
- Earned-incurred loss ratio = Incurred loss / Earned premiums

(7) Underwriting reserve

(Yen in 100 millions)

		March 31, 2013				
		Total of underwriting reserve	Ordinary underwriting reserve	Reserve for refunds and dividends to policyholders	Catastrophe reserve	Contingency reserve
Fire and allied	Amount	7,105	4,856	1,149	1,096	2
	Change	(410)	(27)	(129)	(252)	0
Marine	Amount	167	33	-	133	-
	Change	3	0	-	3	-
Personal accident	Amount	5,989	628	4,790	566	3
	Change	(340)	34	(397)	22	0
Voluntary automobile	Amount	2,077	1,861	8	207	0
	Change	47	39	3	4	0
CALI	Amount	2,288	2,288	-	-	-
	Change	(169)	(169)	-	-	-
Other	Amount	1,863	1,191	175	496	0
	Change	(34)	(6)	(9)	(18)	(0)
Total	Amount	19,493	10,860	6,124	2,500	6
	Change	(903)	(129)	(532)	(240)	-

(Note) Reserve for residential earthquake insurance and CALI are included in ordinary underwriting reserve.

(Aioi Nissay Dowa Insurance Co., Ltd.)

(8) Catastrophe reserve

(Yen in 100 millions)

	March 31, 2012		March 31, 2013			
	Balance	Reserve ratio	Reversal	Provision	Balance	Reserve ratio
Fire and allied	1,349	114.4	353	101	1,096	87.3
Marine	129	149.1	-	3	133	139.1
Personal accident	543	74.9	-	22	566	78.7
Voluntary automobile	203	3.2	203	207	207	3.2
Other	514	53.1	61	42	496	50.8
Total	2,741	29.5	618	377	2,500	26.3

(Note) Reserve ratio = (Balance of catastrophe reserve / (net premiums written (excluding Residential earthquake Insurance and CALI))) × 100

(9) Balance of invested asset

(Yen in 100 millions)

	March 31, 2012	March 31, 2013	
			Change
Cash deposits and savings	1,479	950	(528)
Securities	20,666	22,927	2,260
Domestic bonds	7,468	9,505	2,036
Domestic stock	6,022	6,620	597
Foreign securities	6,379	6,396	17
Other securities	795	405	(390)
Loan investments	2,745	2,466	(278)
Land and buildings	1,828	1,755	(73)
Total	26,720	28,099	1,379

(Reference)

Long-term investment assets	6,651	6,114	(536)
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(Reference) Breakdown of domestic bonds by issuer type

(Yen in 100 millions)

	March 31, 2012	March 31, 2013	
			Change
Government bonds	4,747	7,132	2,384
Municipal bonds	368	326	(42)
Corporate bonds	2,352	2,046	(305)
Public sector	720	545	(174)
Financial institutions	43	42	(1)
Corporations	1,588	1,457	(130)
Total	7,468	9,505	2,036

(10) Breakdown of interest and dividends income

(Yen in 100 millions)

	Year ended March 31, 2012	Year ended March 31, 2013	
			Change
Securities	469	508	38
Domestic bonds	97	94	(3)
Domestic stock	137	143	5
Foreign securities	209	217	7
Other securities	24	52	28
Loan investments	53	43	(9)
Land and buildings	52	48	(4)
Other	8	5	(2)
Total	584	606	21

## (Aioi Nissay Dowa Insurance Co., Ltd.)

## (11) Securities

## Unrealized gains and losses on securities

(Yen in 100 millions)

March 31, 2013	Acquisition cost	Fair value	Difference	Change from March 31, 2012
Domestic bonds	9,121	9,505	383	185
Domestic stock	4,377	6,327	1,949	1,103
Foreign securities	5,738	5,961	223	569
Other securities	258	286	27	85
Total	19,496	22,080	2,584	1,945

(Yen in 100 millions)

March 31, 2012	Acquisition cost	Fair value	Difference
Domestic bonds	7,270	7,468	198
Domestic stock	4,858	5,704	845
Foreign securities	6,287	5,940	(346)
Other securities	714	656	(57)
Total	19,130	19,770	639

(Notes) 1. The above tables describe available-for-sale securities with market values.

2. "Other securities" includes loan receivable trust beneficiary certificates recorded as Monetary claims bought on the balance sheets.

## Gains and losses on sale of securities

(Yen in 100 millions)

	Year ended March 31, 2012 Gains and losses	Year ended March 31, 2013		
		Gains and losses	Gains	Losses
Domestic bonds	51	38	39	0
Domestic stock	58	64	90	26
Foreign securities	38	(31)	103	135
Other securities	(11)	1	3	2
Total	138	72	238	165

## Impairment losses on securities

(Yen in 100 millions)

	Year ended March 31, 2012	Year ended March 31, 2013	
			Change
Domestic bonds	-	-	-
Domestic stock	130	97	(33)
Foreign securities	12	0	(12)
Other securities	2	-	(2)
Total	145	97	(48)

## 4. Earnings forecasts

### (1) MS&AD Insurance Group Holdings, Inc. (Consolidated)

(Yen in 100 millions)

		Forecasts for year ending March 31, 2014	Change from previous year
Net premiums written*	①	27,700	5.0 %
(Overseas non-life insurance subsidiaries)	②	( 2,340 )	( 25.7 % )
Ordinary profit	③	1,910	406
Net income	④	1,250	413
Dividend per share (annual)	⑤	56.00 yen	2.00 yen

(Note) Operating revenue on a non-consolidated basis is forecast to increase by 16.6% year on year, to ¥43.3 billion.

### (2) Mitsui Sumitomo Insurance Co., Ltd. (Non-consolidated)

(Yen in 100 millions)

		Forecasts for year ending March 31, 2014	Change from previous year
Net premiums written*	⑥	13,510	2.8 %
Ordinary profit	⑦	1,100	446
Net income	⑧	750	323

### (3) Aioi Nissay Dowa Insurance Co., Ltd. (Non-consolidated)

(Yen in 100 millions)

		Forecasts for year ending March 31, 2014	Change from previous year
Net premiums written	⑨	11,460	3.9 %
Ordinary profit	⑩	430	171
Net income	⑪	300	111

\* Net premiums written exclude Good Result Return premiums of Mitsui Sumitomo Insurance's proprietary auto insurance product "ModoRich", which contains a special clause related to premium adjustment and refund at maturity.



(Breakdown of earnings forecasts)

**Mitsui Sumitomo Insurance Co., Ltd. (Non-consolidated)**

(Yen in 100 millions)

	Results for the year ended March 31, 2013	Forecasts for the year ending March 31, 2014
Gross premiums written (excl. deposit premiums)	14,173	14,575
Change ratio	4.7 %	2.8 %
Net premiums written	13,142	13,510
Change ratio	3.5 %	2.8 %
Net loss ratio	73.3 %	70.0 %
Net expense ratio	32.4 %	32.6 %
Combined ratio	105.7 %	102.6 %
Underwriting profit/(loss)	(97)	280
Net interest and dividends income	1,018	520
Ordinary profit/(loss)	653	1,100
Net income/(loss)	426	750

<Reference: excluding CALI>

	Results for the year ended March 31, 2013	Forecasts for the year ending March 31, 2014
Net premiums written change ratio	3.0 %	1.9 %
Net loss ratio	70.5 %	67.9 %
Net expense ratio	34.1 %	34.7 %
Combined ratio	104.6 %	102.6 %

**Forecasts by line of business**

(Yen in 100 millions)

	Net premiums written		Loss ratio	
		Change ratio		Change
Fire and allied	1,938	3.2 %	92.8 %	(14.4) %
Marine	555	3.3 %	50.0 %	(1.9) %
Personal accident	1,447	1.2 %	59.6 %	0.4 %
Voluntary automobile	6,011	1.8 %	67.7 %	(1.0) %
CALI	1,720	9.4 %	84.5 %	(9.9) %
Other	1,839	1.1 %	54.2 %	1.5 %
Total	13,510	2.8 %	70.0 %	(3.3) %

**Aioi Nissay Dowa Insurance Co., Ltd. (Non-consolidated)**

(Yen in 100 millions)

	Results for the year ended March 31, 2013	Forecasts for the year ending March 31, 2014
Gross premiums written (excl. deposit premiums)	11,996	12,330
Change ratio	1.8 %	2.8 %
Net premiums written	11,032	11,460
Change ratio	2.7 %	3.9 %
Net loss ratio	70.4 %	67.1 %
Net expense ratio	34.1 %	34.5 %
Combined ratio	104.5 %	101.6 %
Underwriting profit/(loss)	66	70
Net interest and dividends income	402	353
Ordinary profit/(loss)	258	430
Net income/(loss)	188	300

<Reference: excluding CALI>

	Results for the year ended March 31, 2013	Forecasts for the year ending March 31, 2014
Net premiums written change ratio	2.2 %	3.5 %
Net loss ratio	67.2 %	64.2 %
Net expense ratio	35.7 %	36.4 %
Combined ratio	102.9 %	100.6 %

**Forecasts by line of business**

(Yen in 100 millions)

	Net premiums written		Loss ratio	
		Change ratio		Change
Fire and allied	1,325	4.8 %	67.0 %	(14.1) %
Marine	110	14.7 %	50.0 %	(0.5) %
Personal accident	739	2.7 %	51.2 %	(0.6) %
Voluntary automobile	6,626	2.7 %	65.8 %	(1.3) %
CALI	1,620	6.0 %	85.1 %	(5.3) %
Other	1,040	6.6 %	61.2 %	(2.0) %
Total	11,460	3.9 %	67.1 %	(3.3) %

## 【Supplementary Information】

### Supplementary Information on Consolidated Financial Statements

#### Premiums Written and Net Claims Paid by Line of Insurance

##### Direct Premiums Written by Line of Insurance (including Deposit premiums from policyholders)

(Yen in millions)

Lines of Insurance	Year ended March 31, 2012			Year ended March 31, 2013		
	Amount	Share %	Change %	Amount	Share %	Change %
Fire and Allied	513,458	17.4	5.4	548,666	18.0	6.9
Marine	105,393	3.5	2.3	107,893	3.5	2.4
Personal Accident	358,440	12.1	(2.5)	352,446	11.6	(1.7)
Voluntary Automobile	1,291,429	43.7	1.1	1,327,991	43.5	2.8
CALI	307,038	10.4	10.2	321,641	10.6	4.8
Other	380,999	12.9	2.9	391,322	12.8	2.7
<b>Total</b>	<b>2,956,759</b>	<b>100.0</b>	<b>2.5</b>	<b>3,049,962</b>	<b>100.0</b>	<b>3.2</b>
Deposit premiums from policyholders	172,021	5.8	(12.3)	163,936	5.4	(4.7)

##### <Excluding the GRR premiums of the automobile insurance "ModoRich">

Voluntary Automobile	1,294,722		1.5	1,328,395		2.6
<b>Total</b>	<b>2,960,052</b>		<b>2.7</b>	<b>3,050,365</b>		<b>3.1</b>

##### Net Premiums Written by Line of Insurance

(Yen in millions)

Lines of Insurance	Year ended March 31, 2012			Year ended March 31, 2013		
	Amount	Share %	Change %	Amount	Share %	Change %
Fire and Allied	339,636	13.3	(4.2)	354,012	13.4	4.2
Marine	87,395	3.4	(2.3)	87,312	3.3	(0.1)
Personal Accident	219,520	8.6	3.2	222,865	8.4	1.5
Voluntary Automobile	1,299,499	50.9	0.6	1,337,106	50.7	2.9
CALI	291,610	11.4	6.5	310,521	11.8	6.5
Other	317,890	12.4	(1.0)	327,197	12.4	2.9
<b>Total</b>	<b>2,555,551</b>	<b>100.0</b>	<b>0.5</b>	<b>2,639,015</b>	<b>100.0</b>	<b>3.3</b>

##### <Excluding the GRR premiums of the automobile insurance "ModoRich">

Voluntary Automobile	1,302,792		1.0	1,337,510		2.7
<b>Total</b>	<b>2,558,844</b>		<b>0.7</b>	<b>2,639,419</b>		<b>3.1</b>

##### Net Claims Paid by Line of Insurance

(Yen in millions)

Lines of Insurance	Year ended March 31, 2012			Year ended March 31, 2013		
	Amount	Share %	Change %	Amount	Share %	Change %
Fire and Allied	473,309	24.4	244.6	315,906	18.2	(33.3)
Marine	48,802	2.5	22.5	40,490	2.3	(17.0)
Personal Accident	113,345	5.8	0.7	113,462	6.5	0.1
Voluntary Automobile	848,161	43.7	1.3	831,073	47.7	(2.0)
CALI	263,206	13.6	0.9	264,802	15.2	0.6
Other	194,546	10.0	(2.0)	175,049	10.1	(10.0)
<b>Total</b>	<b>1,941,371</b>	<b>100.0</b>	<b>22.4</b>	<b>1,740,784</b>	<b>100.0</b>	<b>(10.3)</b>

(Note) The figures in the above tables are those after the off-set of intersegment transactions.

## Information of Risk-monitored Loans

(Yen in millions)

	March 31, 2012	March 31, 2013	Comparative increase/(decrease)
Loans to borrowers in bankruptcy	222	180	(41)
Overdue loans	2,779	2,967	188
Loans overdue for 3 months or more	1,594	1,272	(321)
Restructured loans	3,023	4,829	1,806
<b>Total</b>	<b>7,620</b>	<b>9,250</b>	<b>1,630</b>
Percentage of total balance of loans	0.8%	1.1%	0.3%
(Reference) Total balance of loans	945,149	867,063	(78,085)

(Notes) The definition of each loan is as follows.

**1. Loans to borrowers in bankruptcy**

Loans to borrowers in bankruptcy represent those, excluding any part of bad debt that has been written off, on which accrued interest receivable is not recognized because repayments of principal or interest have been overdue for considerable periods and they are regarded uncollectible (hereafter, this category is referred to as “Loans not accruing interest”) and which meet the conditions prescribed in Article 96, Section 1-3 or 1-4 of the Corporation Tax Law Enforcement Ordinance (1965 Cabinet Order No.97).

**2. Overdue loans**

Overdue loans represent loans not accruing interest excluding (a) loans to borrowers in bankruptcy and (b) loans that have been granted grace for interest payments in order to assist debtor’s operational restructuring or financial recovery.

**3. Loans overdue for 3 months or more**

Loans overdue for 3 months or more represent those of which principal or interest has been past due for 3 months or more after the contractual due date for repayment of principal or interest. The loans to borrowers in bankruptcy and overdue loans are excluded from this category.

**4. Restructured loans**

Restructured loans are those which have granted favorable terms for the benefit of debtors such as interest exemption or reduction, grace on interest payments, grace on principal repayments, or forgiveness of debts for the purpose of restructuring of or support to the debtors in financial difficulty. The loans to borrowers in bankruptcy, overdue loans and loans overdue for 3 months or more are excluded from this category.

## Summary of Results of Main Consolidated Subsidiaries

### Mitsui Sumitomo Insurance Co., Ltd. (Non-consolidated)

#### Non-Consolidated Balance Sheet

(Yen in millions)

Items	March 31, 2012	March 31, 2013
<b>(Assets)</b>		
Cash, deposits and savings:	302,057	188,886
Cash on hand	184	193
Deposits in banks	301,872	188,693
Call loans	22,000	69,000
Receivables under resale agreements	41,680	48,545
Monetary claims bought	78,563	83,966
Money trusts	9,738	9,978
Investments in securities:	3,784,227	4,117,917
Government bonds	715,385	928,961
Municipal bonds	107,084	110,703
Corporate bonds	777,734	675,448
Stock	1,417,612	1,640,679
Foreign securities	729,400	738,873
Other investments in securities	37,009	23,252
Loans:	624,350	576,032
Policy loans	11,695	10,740
General loans	612,655	565,291
Tangible fixed assets:	249,590	241,916
Land	92,341	88,895
Buildings	141,725	134,195
Construction in progress	513	5,319
Other tangible fixed assets	15,009	13,506
Intangible fixed assets:	22,199	43,316
Software	8,006	8,069
Other intangible fixed assets	14,193	35,247
Other assets:	431,135	487,529
Premiums receivable	3,457	3,551
Due from agents	95,654	103,303
Co-insurance business receivable	9,972	8,733
Reinsurance business receivable	64,553	67,342
Foreign reinsurance business receivable	110,383	153,664
Agent business receivable	230	232
Other receivables	22,854	25,544
Accrued income	7,385	6,408
Guarantee deposits	18,492	18,119
Deposits with the Japan Earthquake Reinsurance Company	8,214	9,236
Suspense payments	54,595	39,544
Assets related to derivative transactions	32,996	50,360
Other assets	2,345	1,488
Deferred tax assets	81,002	-
Customers' liabilities under acceptances and guarantees	5,737	39,825
Bad debts reserve	(5,468)	5,500
<b>Total assets</b>	<b>5,646,816</b>	<b>5,901,413</b>

**Mitsui Sumitomo Insurance Co., Ltd. (Non-consolidated)**

(Yen in millions)

Items	March 31, 2012	March 31, 2013
<b>(Liabilities)</b>		
Policy liabilities:	4,154,039	3,981,659
Outstanding claims	698,949	643,869
Underwriting reserves	3,455,090	3,337,789
Bonds issued	271,165	241,176
Other liabilities:	185,142	298,674
Co-insurance business payable	11,656	11,690
Reinsurance business payable	45,628	50,603
Foreign reinsurance business payable	18,495	23,274
Agent business payable	11	24
Loan payables	-	50,000
Income taxes payable	4,355	4,652
Guarantee money	18,913	20,314
Advance received	69	108
Other payables	29,086	36,686
Suspense receipts	17,247	19,591
Liabilities related to derivative transactions	12,920	13,692
Cash collateral received under derivative transactions	19,174	60,839
Lease obligations	2,353	2,064
Asset retirement obligations	5,229	5,128
Other liabilities	1	1
Reserve for pension and retirement benefits	83,957	87,390
Reserve for retirement benefits for officers	1,456	1,257
Accrued bonuses for employees	9,997	10,588
Reserves under the special laws:	2,639	5,151
Reserve for price fluctuation	2,639	5,151
Deferred tax liabilities	-	43,610
Acceptances and guarantees	5,737	39,825
<b>Total liabilities</b>	<b>4,714,135</b>	<b>4,709,334</b>
<b>(Net assets)</b>		
Shareholders' equity:		
Common stock	139,595	139,595
Capital surplus:	93,107	93,107
Additional paid-in capital	93,107	93,107
Retained earnings:	224,305	244,565
Legal earned reserve	46,487	46,487
Other retained earnings:	177,817	198,077
Special reserve	283,400	-
Tax-exempted reserve for accelerated depreciation	15,900	15,660
Retained earnings brought forward	(121,482)	182,416
Total shareholders' equity	457,008	477,268
Valuation and translation adjustments:		
Net unrealized gains/(losses) on investments in securities	459,287	688,381
Net deferred gains/(losses) on hedges	16,384	26,428
Total valuation and transaction adjustments	475,671	714,810
<b>Total net assets</b>	<b>932,680</b>	<b>1,192,079</b>
<b>Total liabilities and net assets</b>	<b>5,646,816</b>	<b>5,901,413</b>

**Non-Consolidated Statements of Income**

(Yen in millions)

Items	Year ended March 31, 2012	Year ended March 31, 2013
<b>Ordinary income:</b>	<b>1,832,703</b>	<b>1,792,884</b>
<b>Underwriting income:</b>	<b>1,715,890</b>	<b>1,661,287</b>
Net premiums written	1,265,997	1,313,831
Deposit premiums from policyholders	124,053	119,925
Investment income on deposit premiums from policyholders	47,434	44,061
Reversal of outstanding claims	-	54,330
Reversal of underwriting reserves	277,326	116,824
Foreign exchange gains	978	12,253
Other underwriting income	99	60
<b>Investment income:</b>	<b>113,537</b>	<b>127,798</b>
Interest and dividends income	102,343	101,814
Investment gains on money trusts	141	290
Gains on sale of securities	41,896	56,176
Gains on redemption of securities	583	1,184
Gains on derivative transactions	5,285	6,894
Foreign exchange gains	9,754	4,627
Other investment income	966	872
Transfer of investment income on deposit premiums from policyholders	(47,434)	(44,061)
<b>Other ordinary income</b>	<b>3,275</b>	<b>3,798</b>
<b>Ordinary expenses:</b>	<b>1,962,880</b>	<b>1,727,518</b>
<b>Underwriting expenses:</b>	<b>1,677,711</b>	<b>1,474,436</b>
Net claims paid	1,000,737	887,436
Loss adjustment expenses	76,093	76,390
Commission and collection expenses	221,457	228,670
Maturity refunds to policyholders	256,214	280,598
Dividends to policyholders	1,423	839
Provision for outstanding claims	121,280	-
Other underwriting expenses	503	500
<b>Investment expenses:</b>	<b>69,713</b>	<b>38,250</b>
Investment losses on money trusts	18	48
Losses on sale of securities	22,542	2,988
Impairment losses on securities	39,206	28,382
Losses on redemption of securities	789	879
Other investment expenses	7,155	5,951
<b>Operating expenses and general and administrative expenses</b>	<b>210,525</b>	<b>206,538</b>
<b>Other ordinary expenses:</b>	<b>4,930</b>	<b>8,293</b>
Interest expense	2,365	7,128
Provision for bad debts reserve	-	263
Loss on bad debts	4	1
Other ordinary expenses	2,560	899
<b>Ordinary profit/(loss)</b>	<b>(130,177)</b>	<b>65,366</b>
<b>Extraordinary income:</b>	<b>3,451</b>	<b>1,891</b>
Gains on sale of fixed assets	694	1,891
Reversal of reserves under the special laws:	2,756	-
Reversal of reserve for price fluctuation	2,756	-
<b>Extraordinary losses:</b>	<b>4,521</b>	<b>4,204</b>
Losses on sale of fixed assets	1,379	1,337
Impairment losses on fixed assets	3,141	355
Provision for reserves under the special laws:	-	2,511
Provision for reserve for price fluctuation	-	2,511
<b>Income/(loss) before income taxes</b>	<b>(131,246)</b>	<b>63,053</b>
<b>Income taxes - current</b>	<b>2,825</b>	<b>1,714</b>
<b>Income taxes - deferred</b>	<b>(3,465)</b>	<b>18,681</b>
<b>Total income taxes</b>	<b>(639)</b>	<b>20,395</b>
<b>Net income/(loss)</b>	<b>(130,607)</b>	<b>42,657</b>

**Solvency Margin Ratio (Non-Consolidated)**

Insurance companies running their business in Japan calculate Non-consolidated solvency margin ratio pursuant to the provisions of Articles 86 and 87 of the Insurance Business Law Enforcement Regulations and Public Notice No. 50 issued by the Ministry of Finance, 1996.

While insurance companies set aside reserves to provide for payment of insurance claims should an insured event occur, they are also required to maintain sufficient funds to pay out in the event of a situation outside the normal range of expectations such as a major catastrophe or a significant drop in the value of the assets that they hold.

The Non-consolidated solvency margin ratio (item (C) in each table below) is an indicator of an insurer's ability to pay, which is calculated, as prescribed in the Insurance Business Law, based on its percentage holdings of capital and other reserves (i.e., the total Non-consolidated solvency margin as indicated by (A) in each table below) against the total Non-consolidated risk (item (B) in each table below), which indicates hazard beyond the normal range of expectations.

The Non-consolidated solvency margin ratio is one of the objective indicators used by the insurance regulatory authorities to supervise insurance companies. If this ratio is 200% or higher, the insurance company is judged to have the ability to satisfy claims and other payment requirements.

(Yen in millions)

	March 31, 2012	March 31, 2013
(A) Total amount of solvency margin	1,656,380	1,958,579
Total net assets	445,809	462,870
Reserve for price fluctuation	2,639	5,151
Contingency reserve	-	-
Catastrophe reserve	429,083	412,208
General bad debts reserve	1,029	1,093
Net unrealized gains/(losses) on investments in securities (Prior to tax effect deductions)	598,943	896,469
Net unrealized gains/(losses) on land	36,478	33,406
Excess of policyholders' contract deposits (a)	-	-
Subordinated debts, etc. (b)	106,191	106,191
Amount excluded from the margin, out of (a) and (b)	-	-
Deductions	40,098	43,152
Others	76,303	84,341
(B) Total amount of risks $\sqrt{(R_1 + R_2)^2 + (R_3 + R_4)^2} + R_5 + R_6$	680,488	673,800
General insurance risk (R <sub>1</sub> )	107,837	111,582
Third sector insurance risk (R <sub>2</sub> )	-	-
Assumed interest risk (R <sub>3</sub> )	21,492	20,420
Asset management risk (R <sub>4</sub> )	470,525	499,540
Business administration risk (R <sub>5</sub> )	22,620	15,167
Catastrophe risk (R <sub>6</sub> )	154,171	126,834
(C) Solvency margin ratio [(A)/{(B)×1/2}]×100	486.8%	581.3%

**Aioi Nissay Dowa Insurance Co., Ltd. (Non-consolidated)**

**Non-Consolidated Balance Sheet**

(Yen in millions)

Items	March 31, 2012	March 31, 2013
<b>(Assets)</b>		
Cash, deposits and savings:	144,758	92,013
Cash on hand	43	48
Deposits in banks	144,715	91,965
Monetary claims bought:	1,331	977
Money trusts	1,884	2,128
Investments in securities:	2,066,687	2,292,734
Government bonds	474,785	713,239
Municipal bonds	36,855	32,607
Corporate bonds	235,252	204,661
Stock	602,299	662,070
Foreign securities	637,923	639,643
Other investments in securities	79,570	40,510
Loans:	274,508	246,684
Policy loans	5,482	4,982
General loans	269,026	241,701
Tangible fixed assets:	192,830	185,771
Land	86,128	84,513
Buildings	96,749	90,988
Lease asset	20	110
Construction in progress	4	1,426
Other tangible fixed assets	9,926	8,732
Intangible fixed assets:	12,958	29,971
Software	1,810	2,124
Other intangible fixed assets	11,147	27,846
Other assets:	274,633	280,099
Premiums receivable	2,803	3,104
Due from agents	46,877	44,709
Due from foreign agents	1,235	2,779
Co-insurance business receivable	3,962	3,294
Reinsurance business receivable	62,563	57,831
Foreign reinsurance business receivable	38,195	36,474
Other receivables	21,112	35,916
Accrued income	8,875	8,962
Guarantee deposits	8,462	7,671
Deposits with the Japan Earthquake Reinsurance Company	5,757	6,452
Suspense payments	31,511	31,184
Assets related to derivative transactions	653	1,032
Prepaid pension expense	41,935	40,683
Other assets	687	-
Deferred tax assets	170,834	106,449
Customers' liabilities under acceptances and guarantees	2,500	2,500
Bad debts reserve	(1,785)	(2,479)
<b>Total assets</b>	<b>3,141,142</b>	<b>3,236,851</b>



**Aioi Nissay Dowa Insurance Co., Ltd. (Non-consolidated)**

(Yen in millions)

Items	March 31, 2012	March 31, 2013
<b>(Liabilities)</b>		
Policy liabilities:	2,521,967	2,422,522
Outstanding claims	482,347	473,220
Underwriting reserves	2,039,620	1,949,302
Bonds issued	-	50,000
Other liabilities:	180,533	182,421
Co-insurance business payable	5,001	4,674
Reinsurance business payable	56,610	49,612
Foreign reinsurance business payable	19,473	25,097
Loan payables	28	25
Income taxes payable	2,470	2,630
Guarantee money	3,028	2,724
Advance received	25	51
Other payables	39,305	24,701
Suspense receipts	41,273	38,762
Liabilities related to derivative transactions	12,607	31,460
Cash collateral received under derivative transactions	-	1,939
Lease obligations	146	212
Asset retirement obligations	562	528
Other liabilities	0	0
Reserve for pension and retirement benefits	18,136	19,313
Accrued bonuses for employees	6,128	6,064
Reserves under the special laws:	1,798	1,624
Reserve for price fluctuation	1,798	1,624
Acceptances and guarantees	2,500	2,500
<b>Total liabilities</b>	<b>2,731,064</b>	<b>2,684,446</b>
<b>(Net assets)</b>		
Shareholders' equity:		
Common stock	100,005	100,005
Capital surplus:	81,210	81,210
Additional paid-in capital	52,593	52,593
Other capital surplus	28,616	28,616
Retained earnings:	183,911	191,575
Legal earned reserve	40,797	43,037
Other retained earnings:	143,113	148,537
Special reserve	158,802	-
Tax-exempted reserve for accelerated depreciation	5,211	-
Retained earnings brought forward	(20,901)	148,537
Total shareholders' equity	365,126	372,790
Valuation and translation adjustments:		
Net unrealized gains/(losses) on investments in securities	44,951	179,614
Total valuation and transaction adjustments	44,951	179,614
<b>Total net assets</b>	<b>410,077</b>	<b>552,405</b>
<b>Total liabilities and net assets</b>	<b>3,141,142</b>	<b>3,236,851</b>

**Non-Consolidated Statements of Income**

(Yen in millions)

Items	Year ended March 31, 2012	Year ended March 31, 2013
<b>Ordinary income:</b>	<b>1,405,650</b>	<b>1,342,714</b>
<b>Underwriting income:</b>	<b>1,346,628</b>	<b>1,273,889</b>
Net premiums written	1,074,631	1,103,234
Deposit premiums from policyholders	47,967	44,010
Investment income on deposit premiums from policyholders	22,209	20,354
Reversal of outstanding claims	660	9,126
Reversal of underwriting reserves	199,257	90,318
Foreign exchange gains	-	1,474
Other underwriting income	1,901	5,370
<b>Investment income:</b>	<b>56,292</b>	<b>66,085</b>
Interest and dividends income	58,455	60,617
Investment gains on money trusts	-	0
Gains on sale of securities	19,883	23,810
Gains on redemption of securities	-	27
Foreign exchange gains	44	1,746
Other investment income	118	237
Transfer of investment income on deposit premiums from policyholders	(22,209)	(20,354)
<b>Other ordinary income</b>	<b>2,729</b>	<b>2,739</b>
<b>Ordinary expenses:</b>	<b>1,396,416</b>	<b>1,316,854</b>
<b>Underwriting expenses:</b>	<b>1,169,683</b>	<b>1,086,669</b>
Net claims paid	805,026	726,151
Loss adjustment expenses	51,847	51,005
Commission and collection expenses	189,074	195,767
Maturity refunds to policyholders	120,729	111,930
Dividends to policyholders	70	27
Foreign exchange losses	572	-
Other underwriting expenses	2,363	1,786
<b>Investment expenses:</b>	<b>28,818</b>	<b>39,968</b>
Losses on sale of securities	6,082	16,570
Impairment losses on securities	14,575	9,763
Losses on redemption of securities	1,669	7,732
Losses on derivative transactions	2,884	2,928
Other investment expenses	3,606	2,973
<b>Operating expenses and general and administrative expenses</b>	<b>196,929</b>	<b>187,883</b>
<b>Other ordinary expenses:</b>	<b>985</b>	<b>2,333</b>
Interest expense	2	387
Provision for bad debts reserve	-	917
Loss on bad debts	9	2
Other ordinary expenses	973	1,025
<b>Ordinary profit/(loss)</b>	<b>9,233</b>	<b>25,859</b>
<b>Extraordinary income:</b>	<b>9,075</b>	<b>676</b>
Gains on sale of fixed assets	4,850	502
Reversal of reserves under the special laws:	4,225	173
Reversal of reserve for price fluctuation	4,225	173
<b>Extraordinary losses:</b>	<b>3,588</b>	<b>2,310</b>
Losses on sale of fixed assets	1,901	1,604
Impairment losses on fixed assets	1,687	705
<b>Income/(loss) before income taxes</b>	<b>14,720</b>	<b>24,225</b>
<b>Income taxes - current</b>	<b>363</b>	<b>1,050</b>
<b>Income taxes - deferred</b>	<b>57,906</b>	<b>4,312</b>
<b>Total income taxes</b>	<b>58,270</b>	<b>5,362</b>
<b>Net income/(loss)</b>	<b>(43,549)</b>	<b>18,862</b>

**Solvency Margin Ratio (Non-Consolidated)**

(Yen in millions)

	March 31, 2012	March 31, 2013
(A) Total amount of solvency margin	758,104	965,962
Total net assets	359,526	365,590
Reserve for price fluctuation	1,798	1,624
Contingency reserve	693	693
Catastrophe reserve	281,338	257,920
General bad debts reserve	365	379
Net unrealized gains/(losses) on investments in securities (Prior to tax effect deductions)	57,792	233,054
Net unrealized gains/(losses) on land	4,477	2,719
Excess of policyholders' contract deposits (a)	-	-
Subordinated debts, etc. (b)	-	50,000
Amount excluded from the margin, out of (a) and (b)	-	-
Deductions	11,673	11,403
Others	63,786	65,383
(B) Total amount of risks	342,539	297,599
$\sqrt{(R_1 + R_2)^2 + (R_3 + R_4)^2} + R_5 + R_6$		
General insurance risk (R <sub>1</sub> )	101,167	102,694
Third sector insurance risk (R <sub>2</sub> )	-	-
Assumed interest risk (R <sub>3</sub> )	11,032	10,421
Asset management risk (R <sub>4</sub> )	171,111	169,412
Business administration risk (R <sub>5</sub> )	12,160	7,314
Catastrophe risk (R <sub>6</sub> )	122,024	83,193
(C) Solvency margin ratio [(A)/{(B)×1/2}]×100	442.6%	649.1%

Mitsui Direct General Insurance Co., Ltd. (Non-consolidated)

**Non-Consolidated Balance Sheet**

(Yen in millions)

Items	March 31, 2012	March 31, 2013
<b>(Assets)</b>		
Cash, deposits and savings:	3,024	3,541
Deposits in banks	3,024	3,541
Investments in securities:	34,649	33,674
Government bonds	10,908	9,906
Municipal bonds	13,162	14,524
Corporate bonds	10,577	9,242
Tangible fixed assets:	209	308
Buildings	43	47
Other tangible fixed assets	166	261
Intangible fixed assets:	1,458	1,960
Software	1,453	1,957
Other intangible fixed assets	4	3
Other assets:	5,812	6,115
Premiums receivable	0	0
Other receivables	3,540	3,699
Accrued income	43	40
Guarantee deposits	298	303
Suspense payments	1,927	2,069
Other assets	2	2
Bad debts reserve	(3)	(3)
<b>Total assets</b>	<b>45,150</b>	<b>45,596</b>
<b>(Liabilities)</b>		
Policy liabilities:	33,182	33,135
Outstanding claims	13,835	13,593
Underwriting reserves	19,346	19,541
Other liabilities:	1,054	1,092
Reinsurance business payable	1	2
Income taxes payable	109	135
Other payables	918	926
Suspense receipts	15	16
Asset retirement obligations	10	12
Accrued bonuses for employees	224	209
Reserves under the special laws:	22	27
Reserve for price fluctuation	22	27
Deferred tax liabilities	51	51
<b>Total liabilities</b>	<b>34,535</b>	<b>34,516</b>
<b>(Net assets)</b>		
Shareholders' equity:		
Common stock	32,600	32,600
Capital surplus:	2,500	2,500
Additional paid-in capital	2,500	2,500
Retained earnings:	(24,749)	(24,286)
Other retained earnings:	(24,749)	(24,286)
Retained earnings brought forward	(24,749)	(24,286)
Total shareholders' equity	10,350	10,813
Valuation and translation adjustments:		
Net unrealized gains/(losses) on investments in securities	264	267
Total valuation and transaction adjustments	264	267
<b>Total net assets</b>	<b>10,615</b>	<b>11,080</b>
<b>Total liabilities and net assets</b>	<b>45,150</b>	<b>45,596</b>

**Non-Consolidated Statements of Income**

(Yen in millions)

Items	Year ended March 31, 2012	Year ended March 31, 2013
<b>Ordinary income:</b>	<b>34,596</b>	<b>35,734</b>
<b>Underwriting income:</b>	<b>34,378</b>	<b>35,529</b>
Net premiums written	34,319	35,273
Investment income on deposit premiums from policyholders	13	14
Reversal of outstanding claims	44	241
<b>Investment income:</b>	<b>216</b>	<b>200</b>
Interest and dividends income	200	164
Gains on sale of securities	30	50
Transfer of investment income on deposit premiums from policyholders	(13)	(14)
<b>Other ordinary income</b>	<b>1</b>	<b>4</b>
<b>Ordinary expenses:</b>	<b>34,132</b>	<b>35,207</b>
<b>Underwriting expenses:</b>	<b>27,015</b>	<b>28,107</b>
Net claims paid	24,230	25,309
Loss adjustment expenses	2,321	2,404
Commission and collection expenses	220	198
Provision for underwriting reserves	241	194
Other underwriting expenses	0	0
<b>Investment expenses</b>	<b>-</b>	<b>-</b>
<b>Operating expenses and general and administrative expenses</b>	<b>7,113</b>	<b>7,098</b>
<b>Other ordinary expenses:</b>	<b>4</b>	<b>2</b>
Provision for bad debts reserve	3	-
Other ordinary expenses	1	2
<b>Ordinary profit/(loss)</b>	<b>463</b>	<b>526</b>
<b>Extraordinary income</b>	<b>-</b>	<b>-</b>
<b>Extraordinary losses:</b>	<b>10</b>	<b>24</b>
Losses on sale of fixed assets	5	19
Provision for reserves under the special laws:	4	4
Provision for reserve for price fluctuation	4	4
<b>Income before income taxes</b>	<b>452</b>	<b>502</b>
<b>Income taxes - current</b>	<b>16</b>	<b>39</b>
<b>Income taxes - deferred</b>	<b>(68)</b>	<b>-</b>
<b>Total income taxes</b>	<b>(52)</b>	<b>39</b>
<b>Net income/(loss)</b>	<b>505</b>	<b>462</b>

**Solvency Margin Ratio (Non-Consolidated)**

(Yen in millions)

	March 31, 2012	March 31, 2013
(A) Total amount of solvency margin	11,820	12,324
Total net assets	10,350	10,813
Reserve for price fluctuation	22	27
Contingency reserve	0	0
Catastrophe reserve	1,099	1,133
General bad debts reserve	1	0
Net unrealized gains/(losses) on investments in securities (Prior to tax effect deductions)	346	349
Net unrealized gains/(losses) on land	-	-
Excess of policyholders' contract deposits (a)	-	-
Subordinated debts, etc. (b)	-	-
Amount excluded from the margin, out of (a) and (b)	-	-
Deductions	-	-
Others	-	-
(B) Total amount of risks	5,569	5,740
$\sqrt{(R_1 + R_2)^2 + (R_3 + R_4)^2} + R_5 + R_6$		
General insurance risk (R <sub>1</sub> )	5,065	5,233
Third sector insurance risk (R <sub>2</sub> )	-	-
Assumed interest risk (R <sub>3</sub> )	0	0
Asset management risk (R <sub>4</sub> )	525	511
Business administration risk (R <sub>5</sub> )	176	181
Catastrophe risk (R <sub>6</sub> )	300	300
(C) Solvency margin ratio	424.4%	429.4%
$[(A)/\{(B) \times 1/2\}] \times 100$		

## Mitsui Sumitomo Aioi Life Insurance Co., Ltd. (Non-consolidated)

Mitsui Sumitomo Kirameki Life Insurance Co., Ltd. And Aioi Life Insurance Co., Ltd. merged into Mitsui Sumitomo Aioi Life Insurance Co., Ltd on October 1, 2011. The figures as of March 31, 2012 are the simple combination of Mitsui Sumitomo Kirameki Life Insurance Co., Ltd. and Aioi Life Insurance Co., Ltd.

### Non-Consolidated Balance Sheet

(Yen in millions)

Items	March 31, 2012	March 31, 2013
(Assets)		
Cash, deposits and savings:	24,855	23,815
Cash on hand	0	0
Deposits in banks	24,855	23,814
Call loans	952	707
Receivables under securiteis borrowing transaction	178,679	224,025
Investments in securities:	1,848,241	2,102,671
Government bonds	1,202,378	1,310,930
Municipal bonds	66,835	93,959
Corporate bonds	534,347	635,852
Stock	541	869
Foreign securities	43,125	59,824
Other investments in securities	1,013	1,235
Loans:	46,325	47,656
General loans	46,325	47,656
Tangible fixed assets:	2,692	2,224
Buildings	230	238
Lease asset	1,204	943
Other tangible fixed assets	1,258	1,042
Intangible fixed assets:	3,026	3,297
Software	3,026	2,798
Other intangible fixed assets	-	498
Due from agents	180	274
Reinsurance business receivable	563	265
Other assets:	30,826	31,428
Other receivables	23,533	24,123
Prepaid expenses	668	580
Accrued income	5,348	5,569
Guarantee deposits	961	970
Suspense payments	283	159
Other assets	31	24
Deferred tax assets	415	-
Bad debts reserve	(96)	(102)
<b>Total assets</b>	<b>2,136,662</b>	<b>2,436,264</b>

**Mitsui Sumitomo Aioi Life Insurance Company, Limited (Non-consolidated)**

(Yen in millions)

Items	March 31, 2012	March 31, 2013
<b>(Liabilities)</b>		
Policy liabilities:	1,837,729	2,045,655
Outstanding claims	18,935	19,423
Underwriting reserves	1,812,538	2,019,481
Dividends reserves	6,255	6,750
Agent business payable	4,527	5,854
Reinsurance business payable	215	213
Other liabilities:	187,555	234,383
Payables under securities lending transaction	179,631	224,733
Income taxes payable	-	315
Other payables	202	192
Accrued expenses payable	4,699	5,722
Advance received	0	0
Guarantee money	133	131
Lease obligations	1,286	1,010
Asset retirement obligations	140	174
Suspense receipts	1,461	2,102
Reserve for pension and retirement benefits	1,182	1,437
Reserve for retirement benefits for officers	69	59
Reserve under the special laws:	2,962	3,406
Reserve for price fluctuation	2,962	3,406
Deferred tax liabilities	-	13,010
<b>Total liabilities</b>	<b>2,034,241</b>	<b>2,304,020</b>
<b>(Net assets)</b>		
Shareholders' equity:		
Common stock	35,500	35,500
Capital surplus:	43,688	43,688
Additional paid-in capital	13,214	13,214
Other capital surplus	30,473	30,473
Retained earnings:	(16,131)	(15,672)
Other retained earnings:	(16,131)	(15,672)
Retained earnings brought forward	(16,131)	(15,672)
Total shareholders' equity	63,056	63,515
Valuation and translation adjustments:		
Net unrealized gains/(losses) on investments in securities	39,364	68,727
Total valuation and transaction adjustments	39,364	68,727
<b>Total net assets</b>	<b>102,421</b>	<b>132,243</b>
<b>Total liabilities and net assets</b>	<b>2,136,662</b>	<b>2,436,264</b>



**Non-Consolidated Statements of Income**

(Yen in millions)

Items	Year ended March 31, 2012 (Simple Combination)	Year ended March 31, 2013
<b>Ordinary income:</b>	<b>420,646</b>	<b>465,664</b>
<b>Insurance premiums and others:</b>	<b>385,684</b>	<b>422,189</b>
Insurance premiums	384,790	421,387
Reinsurance income	893	801
<b>Investment income:</b>	<b>33,102</b>	<b>40,427</b>
Interest and dividends income:	32,227	34,238
Interest on deposits	0	0
Interest and dividends on securities	30,738	32,495
Interest on loans	1,374	1,400
Other interest and dividends	114	341
Gains on sale of securities	872	6,177
Gains on redemption of securities	1	11
<b>Other ordinary income:</b>	<b>1,859</b>	<b>3,047</b>
Receipts of annuities with special conditions	275	1,553
Receipts of deferred insurance claims	1,040	1,377
Reversal of outstanding claims	472	-
Other ordinary income	71	116
<b>Ordinary expenses:</b>	<b>418,830</b>	<b>458,205</b>
<b>Insurance claims and others:</b>	<b>162,572</b>	<b>166,917</b>
Insurance claims	43,263	43,551
Annuity payments	6,523	8,581
Benefits	11,958	12,065
Surrender benefits	98,444	99,504
Other refunds	1,239	2,078
Reinsurance premiums	1,141	1,137
<b>Provision for underwriting reserves and others:</b>	<b>177,806</b>	<b>207,433</b>
Provision for outstanding claims	1,158	488
Provision for underwriting reserves	176,645	206,942
Provision of interest portion of reserves for dividends to policyholders	2	2
<b>Investment expenses:</b>	<b>2,156</b>	<b>2,851</b>
Interest paid	123	302
Losses on sale of securities	1,239	2,511
Impairment losses on securities	555	-
Losses on redemption of securities	72	-
Foreign exchange losses	139	4
Provision for bad debts reserve	15	6
Other investment expenses	9	26
<b>Operating expenses</b>	<b>69,815</b>	<b>73,563</b>
<b>Other ordinary expenses:</b>	<b>6,480</b>	<b>7,438</b>
Payments of deferred insurance claims	772	835
Taxes	3,276	4,183
Depreciation	2,092	2,161
Provision for retirement benefits	317	255
Other ordinary expenses	20	2
<b>Ordinary profit/(loss)</b>	<b>1,816</b>	<b>7,459</b>
<b>Extraordinary income:</b>	<b>3</b>	<b>1</b>
Gains on sale of fixed assets	3	1
<b>Extraordinary losses:</b>	<b>10,755</b>	<b>457</b>
Losses on sale of fixed assets	117	13
Provision for reserves under the special laws:	447	444
Provision for reserve for price fluctuation	447	444
Other extraordinary losses	10,191	-
<b>Provision for reserve for dividends to policyholders</b>	<b>4,835</b>	<b>5,822</b>
<b>Income/(loss) before income taxes</b>	<b>(13,771)</b>	<b>1,180</b>
<b>Income taxes - current</b>	<b>20</b>	<b>322</b>
<b>Income taxes - deferred</b>	<b>(2,396)</b>	<b>399</b>
<b>Total income taxes</b>	<b>(2,376)</b>	<b>721</b>
<b>Net income/(loss)</b>	<b>(11,395)</b>	<b>458</b>

**Results for the Year Ended March 31, 2013****Amount of Policies in Force and New Policies**

(1) Policies in force

(Yen in millions)

	March 31, 2012		March 31, 2013	
	Number of policies (in thousands)	Amount	Number of policies (in thousands)	Amount
Individual Insurance	2,049	17,359,229	2,262	19,317,482
Individual Annuities	172	703,269	183	757,139
Group Insurance	—	4,996,365	—	5,165,629
Group Annuities	—	477	—	429

(Notes) 1. The amounts of individual annuities represent the total sum of (a) the funds to be held at the time annuity payments are to commence for the policies for which payments have not yet commenced and (b) the policy reserves for the policies for which payments have commenced.

2. The amounts of group annuities represent the policy reserves.

(2) New policies

(Yen in millions)

	Year ended March 31, 2012 (Simple Combination)				Year ended March 31, 2013			
	Number of policies (in thousands)	Amount	New policies	Net increase by conversion	Number of policies (in thousands)	Amount	New policies	Net increase by conversion
Individual Insurance	334	3,157,723	3,157,723	-	340	3,617,055	3,617,055	-
Individual Annuities	24	119,353	119,353	-	18	93,511	93,511	-
Group Insurance	—	38,211	38,211	—	—	710,988	710,988	—
Group Annuities	—	0	0	—	—	-	-	—

(Notes) 1. The amounts of individual annuities represent the funds to be held at the time annuity payments are to commence.

2. The amounts of group annuities represent the first time premiums.

**Annualized Premiums**

(1) Policies in force

(Yen in millions)

	March 31, 2012	March 31, 2013
Individual Insurance	256,438	277,088
Individual Annuities	39,562	42,614
Total:	296,000	319,703
Medical coverage, living benefits, etc.	51,959	55,196

(2) New policies

(Yen in millions)

	Year ended March 31, 2012 (Simple Combination)	Year ended March 31, 2013
Individual Insurance	38,613	45,070
Individual Annuities	6,058	5,156
Total:	44,672	50,226
Medical coverage, living benefits, etc.	8,471	6,998

(Notes) 1. An annualized premium is the annual total of premiums that is obtained by multiplying the amount of a single payment with the number of payments per year in accordance with the premium payment method. An annualized premium for a single-payment policy is the premium divided by the number of years of coverage.

2. "Medical coverage, living benefits, etc." shows the portion of annualized premiums that corresponds to medical coverage benefits (for hospitalization, surgeries, etc.), living benefits (for specified diseases, nursing care, etc.), and premium waiver benefits (excluding those for disability, but including those for specified diseases, nursing care, etc.).

**Mitsui Sumitomo Aioi Life Insurance Co., Ltd. (Non-Consolidated)**

**Summary of Non-Consolidated Results of Operations**

(Yen in millions)

	Year ended March 31, 2012 (Simple Combination)	Year ended March 31, 2013	Change
Fundamental revenues:	419,773	459,486	39,712
Insurance premiums and others	385,684	422,189	36,504
Fundamental expenses	415,664	453,638	37,974
Fundamental profit	4,109	5,847	1,738
Capital gains/(losses)	(782)	3,662	4,445
Non-recurring gains/(losses)	(1,510)	(2,050)	(540)
Ordinary profit/(loss)	1,816	7,459	5,643
Extraordinary income	3	1	(2)
Extraordinary losses	10,755	457	(10,297)
Provision for reserve for dividends to policyholders	4,835	5,822	986
Income taxes	(2,376)	721	3,098
Net income/(loss)	(11,395)	458	11,854

**Solvency Margin Ratio (Non-Consolidated)**

(Yen in millions)

	March 31, 2012	March 31, 2013
(A) Total amount of solvency margin	223,803	267,498
Total capital	63,056	63,515
Reserve for price fluctuation	2,962	3,406
Contingency reserve	19,754	21,800
General bad debts reserve	37	39
Net unrealized gains/(losses) on investments in securities×90%	51,144	89,295
Net unrealized gains/(losses) on land×85%	-	-
Excess of continued Zillmerized reserve (a)	109,878	121,422
Subordinated debt, etc. (b)	-	-
Amount excluded from the margin, out of (a) and (b)	(23,568)	(32,340)
Brought in capital	-	-
Deductions	-	-
Others	536	359
(B) Total amount of risks $\sqrt{(R_1 + R_8)^2 + (R_2 + R_3 + R_7)^2} + R_4$	36,904	40,845
Insurance risk (R <sub>1</sub> )	12,655	13,818
Third sector insurance risk (R <sub>8</sub> )	4,229	4,913
Assumed interest risk (R <sub>2</sub> )	2,888	2,922
Asset management risk (R <sub>3</sub> )	28,295	31,567
Minimum guarantee risk (R <sub>7</sub> )	-	-
Business administration risk (R <sub>4</sub> )	1,442	1,596
(C) Solvency margin ratio [(A)/{(B)×1/2}]×100	1,212.8%	1,309.8%

**Mitsui Sumitomo Primary Life Insurance Co., Ltd. (Non-consolidated)**
**Non-Consolidated Balance Sheet**

(Yen in millions)

Items	March 31, 2012	March 31, 2013
<b>(Assets)</b>		
Cash, deposits and savings:	11,134	37,291
Deposits in banks	11,134	37,291
Call loans	4,271	30,002
Money trusts	646,932	886,301
Investments in securities:	2,473,269	2,777,814
Government bonds	95,803	97,765
Municipal bonds	-	1,014
Foreign securities	-	31,539
Other investments in securities	2,377,466	2,647,494
Loans:	689	529
Policy loans	689	529
Tangible fixed assets:	1,047	1,099
Buildings	366	353
Lease asset	646	713
Other tangible fixed assets	34	32
Intangible fixed assets:	2,181	4,042
Software	2,034	3,929
Lease asset	147	112
Reinsurance business receivable	1,174	90
Other assets:	3,501	5,489
Other receivables	2,856	4,260
Prepaid expenses	28	-
Accrued income	76	540
Guarantee deposits	182	100
Suspense payments	357	587
Deferred tax assets	10,440	22,914
<b>Total assets</b>	<b>3,154,641</b>	<b>3,765,574</b>
<b>(Liabilities)</b>		
Policy liabilities:	3,075,344	3,645,909
Outstanding claims	7,978	12,942
Underwriting reserves	3,067,365	3,632,967
Due to Agents	1,490	2,858
Reinsurance business payable	1,159	1,732
Other liabilities:	14,186	20,045
Income taxes payable	8,317	12,829
Other payables	103	151
Accrued expenses	2,149	3,188
Guarantee money	617	1,041
Lease obligations	802	839
Asset retirement obligations	156	123
Suspense receipts	2,039	1,872
Reserve under the special laws:	1,912	23,743
Reserve for price fluctuation	1,912	23,743
<b>Total liabilities</b>	<b>3,094,092</b>	<b>3,694,290</b>
<b>(Net assets)</b>		
Shareholders' equity:		
Common stock	41,060	41,060
Capital surplus:	24,735	24,735
Additional paid-in capital	24,735	24,735
Retained earnings:	(5,609)	4,740
Other retained earnings:	(5,609)	4,740
Retained earnings brought forward	(5,609)	4,740
Total shareholders' equity	60,185	70,535
Valuation and translation adjustments:		
Net unrealized gains/(losses) on investments in securities	363	748
Total valuation and transaction adjustments	363	748
<b>Total net assets</b>	<b>60,549</b>	<b>71,284</b>
<b>Total liabilities and net assets</b>	<b>3,154,641</b>	<b>3,765,574</b>

**Non-Consolidated Statements of Income**

(Yen in millions)

Items	Year ended March 31, 2012	Year ended March 31, 2013
<b>Ordinary income:</b>	<b>344,227</b>	<b>1,016,638</b>
<b>Insurance premiums and others:</b>	<b>244,879</b>	<b>456,680</b>
Insurance premiums	234,793	449,316
Reinsurance income	10,085	7,363
<b>Investment income:</b>	<b>95,655</b>	<b>557,892</b>
Interest and dividends income	323	405
Interest on deposits	4	8
Interest and dividends on securities	300	364
Interest on loans	15	14
Other interest and dividends	3	18
Investment gains on money trusts	50,993	183,704
Foreign exchange gains	-	26
Gains on investment in separate accounts	44,338	373,755
<b>Other ordinary income:</b>	<b>3,693</b>	<b>2,066</b>
Receipts of annuities with special conditions	3,652	2,040
Other ordinary income	40	25
<b>Ordinary expenses:</b>	<b>331,202</b>	<b>977,668</b>
<b>Insurance claims and others:</b>	<b>235,567</b>	<b>366,036</b>
Insurance claims	46,439	46,625
Annuity payments	41,180	44,611
Benefits	53,518	73,158
Surrender benefits	70,207	176,167
Other refunds	1,015	960
Reinsurance premiums	23,207	24,514
<b>Provision for underwriting reserves and others:</b>	<b>72,193</b>	<b>570,565</b>
Provision for outstanding claims	1,219	4,963
Provision for underwriting reserves	70,974	565,602
<b>Investment expenses:</b>	<b>858</b>	<b>579</b>
Interest paid	0	0
Foreign exchange losses	497	-
Other investment expenses	360	578
<b>Operating expenses</b>	<b>21,554</b>	<b>38,208</b>
<b>Other ordinary expenses:</b>	<b>1,027</b>	<b>2,278</b>
Taxes	529	1,431
Depreciation	495	720
Other ordinary expenses	3	126
<b>Ordinary profit/(loss)</b>	<b>13,025</b>	<b>38,969</b>
<b>Extraordinary losses:</b>	<b>656</b>	<b>21,844</b>
Losses on sale of fixed assets	4	12
Provision for reserve under the special laws:	651	21,831
Provision for reserve for price fluctuation	651	21,831
<b>Income/(loss) before income taxes</b>	<b>12,369</b>	<b>17,125</b>
<b>Income taxes - current</b>	<b>8,612</b>	<b>19,421</b>
<b>Income taxes - deferred</b>	<b>(2,236)</b>	<b>(12,645)</b>
<b>Total income taxes</b>	<b>6,375</b>	<b>6,775</b>
<b>Net income/(loss)</b>	<b>5,993</b>	<b>10,350</b>

Mitsui Sumitomo Primary Life Insurance Co., Ltd. (Non-Consolidated)

**Results for the Year Ended March 31, 2013**

**Amount of Policies in Force and New Policies**

(1) Policies in force

(Yen in millions)

	March 31, 2012		March 31, 2013	
	Number of policies (in thousands)	Amount	Number of policies (in thousands)	Amount
Individual Insurance	11	122,251	67	465,049
Individual Annuities	434	3,000,286	413	3,196,405
Group Insurance	—	-	—	-
Group Annuities	—	-	—	-

(Notes) 1. The amounts of individual annuities represent the total sum of (a) the funds to be held at the time annuity payments are to commence for the policies for which payments have not yet commenced and (b) the policy reserves for the policies for which payments have commenced.

2. The amounts of group annuities represent the policy reserves.

(2) New policies

(Yen in millions)

	Year ended March 31, 2012				Year ended March 31, 2013			
	Number of policies (in thousands)	Amount	New policies	Net increase by conversion	Number of policies (in thousands)	Amount	New policies	Net increase by conversion
Individual Insurance	2	13,002	13,002	-	59	316,715	316,715	-
Individual Annuities	40	224,439	224,439	-	20	115,487	115,487	-
Group Insurance	-	-	-	-	-	-	-	-
Group Annuities	-	-	-	-	-	-	-	-

(Note) The amounts of individual annuities represent the funds to be held at the time annuity payments are to commence.

(in the case of an individual variable annuity, insurance premium reserve at the time of enrollment).

**Annualized Premiums**

(1) Policies in force

(Yen in millions)

	March 31, 2012	March 31, 2013
Individual Insurance	10,110	31,509
Individual Annuities	428,866	402,731
Total:	438,977	434,240
Medical coverage, living benefits, etc.	89	104

(2) New policies

(Yen in millions)

	Year ended March 31, 2012	Year ended March 31, 2013
Individual Insurance	949	20,382
Individual Annuities	106,281	86,867
Total:	107,230	107,250
Medical coverage, living benefits, etc.	-	-

(Notes) 1. An annualized premium is the annual total of premiums that is obtained by multiplying the amount of a single payment with the number of payments per year in accordance with the premium payment method. An annualized premium for a single-payment policy is the premium divided by the number of years of coverage.

2. "Medical coverage, living benefits, etc." shows the portion of annualized premiums that corresponds to medical coverage benefits (for hospitalization, surgeries, etc.), living benefits (for specified diseases, nursing care, etc.), and premium waiver benefits (excluding those for disability, but including those for specified diseases, nursing care, etc.).

Mitsui Sumitomo Primary Life Insurance Co., Ltd. (Non-Consolidated)

**Summary of Non-Consolidated Results of Operations**

(Yen in millions)

	Year ended March 31, 2012	Year ended March 31, 2013	Change
Fundamental revenues:	345,714	998,099	652,384
Insurance premiums and others	244,879	456,680	211,801
Fundamental expenses	317,703	960,182	642,479
Fundamental profit	28,011	37,916	9,905
Capital gains/(losses)	(1,984)	18,539	20,524
Non-recurring gains/(losses)	(13,001)	(17,486)	(4,485)
Ordinary profit/(loss)	13,025	38,969	25,944
Extraordinary income	-	-	-
Extraordinary losses	656	21,844	21,187
Provision for reserve for dividends to policyholders	-	-	-
Income taxes	6,375	6,775	399
Net income/(loss)	5,993	10,350	4,356

**Solvency Margin Ratio (Non-Consolidated)**

(Yen in millions)

	March 31, 2012	March 31, 2013
(A) Total amount of solvency margin	183,140	267,510
Total capital	60,185	70,535
Reserve for price fluctuation	1,912	23,743
Contingency reserve	29,236	46,722
General bad debts reserve	-	-
Net unrealized gains/(losses) on investments in securities×90%	473	973
Net unrealized gains/(losses) on land×85%	-	-
Excess of continued Zillmerized reserve (a)	104,209	123,427
Subordinated debt, etc. (b)	-	-
Amount excluded from the margin, out of (a) and (b)	(12,876)	-
Brought in capital	-	-
Deductions	-	-
Others	-	2,107
(B) Total amount of risks $\sqrt{(R_1 + R_8)^2 + (R_2 + R_3 + R_7)^2} + R_4$	47,226	60,516
Insurance risk (R <sub>1</sub> )	24	53
Third sector insurance risk (R <sub>8</sub> )	17	16
Assumed interest risk (R <sub>2</sub> )	9,866	15,199
Asset management risk (R <sub>3</sub> )	14,123	22,753
Minimum guarantee risk (R <sub>7</sub> )	21,860	21,375
Business administration risk (R <sub>4</sub> )	1,376	1,187
(C) Solvency margin ratio [(A)/{(B)×1/2}]×100	775.5%	884.0%

**Supplementary Information on Business Results for the fiscal year ended March 31, 2013  
at Press Conference**

**Mitsui Sumitomo Insurance Co., Ltd. (Non-consolidated)**

**1.Key figures**

(Yen in 100millions)

	Year ended March 31, 2012 (A)	Six months ended Sept. 30, 2012 (B)	Year ended March 31, 2013 (C)	Increase/(Decrease) (C) – (A)	Increase/(Decrease) (C) – (B)
① Net premiums written	12,692	6,674	13,142	449	-
Change ratio	3.1%	3.7%	3.5%	0.4%	(0.2)%
② Total assets	56,468	54,269	59,014	2,545	4,744
③ Loss ratio	84.8%	72.4%	73.3%	(11.5)%	0.9%
④ Expense ratio	33.3%	31.8%	32.4%	(0.9)%	0.6%
⑤ Combined ratio	118.1%	104.2%	105.7%	(12.4)%	1.5%
Underwriting result ratio	(18.1)%	(4.2)%	(5.7)%	12.4%	(1.5)%
⑥ Voluntary automobile insurance					
•Net premiums written	5,709	2,960	5,905	196	-
Change ratio	2.8%	4.2%	3.4%	0.6%	(0.8)%
•Underwriting result ratio	(6.1)%	0.9%	(0.4)%	5.7%	(1.3)%
•Loss ratio	73.3%	67.7%	68.7%	(4.6)%	1.0%
•Expense ratio	32.8%	31.4%	31.7%	(1.1)%	0.3%
⑦ Fire and allied insurance					
•Net premiums written	1,826	919	1,878	52	-
Change ratio	1.3%	(2.9)%	2.9%	1.6%	5.8%
•Underwriting result ratio	(104.0)%	(54.6)%	(48.8)%	55.2%	5.8%
•Loss ratio	162.0%	113.9%	107.2%	(54.8)%	(6.7)%
•Expense ratio	42.0%	40.7%	41.6%	(0.4)%	0.9%
⑧ Number of employees	14,858	14,590	14,478	(380)	(112)
⑨ Number of agencies	40,537	40,661	40,480	(57)	(181)

(Notes) 1. Net premiums written and ratios are presented exclusive of the Good Results Return premiums of the automobile insurance "ModoRich", which contains a special clause for premium adjustment and refund at maturity.

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

3. Expenses ratio=(Commissions and collection expenses+Operating expenses and general administrative expenses for underwriting)/Net premiums written ×100

4. Combined ratio=Loss ratio+Expenses ratio

5. Underwriting result ratio=100-Combined ratio

6. Amounts with a percent figure in the row comparing to previous fiscal year or current year interim period represent difference in comparison with previous fiscal year and current year interim period.

**〈Reference〉 Consolidated figure of MS&AD Insurance Group Holdings, Inc**

(Yen in 100millions)

	Year ended March 31, 2012 (A)	Six months ended Sept. 30, 2012 (B)	Year ended March 31, 2013 (C)	Increase/(Decrease) (C) – (A)	Increase/(Decrease) (C) – (B)
① Ordinary income	37,649	20,045	43,161	5,512	-
② Net premiums written	25,588	13,404	26,394	805	-
Change ratio	0.7%	2.7%	3.1%	2.4%	0.4%
③ Life insurance premiums	4,256	3,378	5,690	1,434	-
Change ratio	74.1%	64.4%	33.7%	(40.4)%	(30.7)%
④ Ordinary profit/(loss)	(962)	66	1,503	2,465	-
⑤ Net income/(loss)	(1,694)	(94)	836	2,530	-

(Note) Net premiums written are presented exclusive of the Good Results Return premiums of the automobile insurance "ModoRich", which contains a special clause for premium adjustment and refund at maturity.



## Mitsui Sumitomo Insurance Co., Ltd. (Non-consolidated)

### 2. Other figures

#### ① Non-performing assets

##### 【Risk-monitored loans】

(Yen in 100millions)

	March 31, 2012	Sept. 30, 2012	March 31, 2013
Loans to borrowers in bankruptcy	1	1	1
Overdue loans	21	22	22
Loans overdue for 3 months or more	8	7	7
Restructured loans	13	32	30
Total	46	63	61
Percentage of total balance of loans	0.7%	1.0%	1.1%

(Reference) Total loans	6,243	6,128	5,760
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##### 【Results of self-assessment】

(Yen in 100millions)

	March 31, 2012	Sept. 30, 2012	March 31, 2013
Non-classified	54,961	52,394	57,296
Category II	1,461	1,832	1,672
Category III	16	15	17
Category IV	427	653	311
Subtotal (Categories II-IV)	1,905	2,501	2,002
	56,867	54,895	59,298

(Note) "Total" shows the balances before write-off based on self-assessment (including impairment losses on securities and fixed assets).

Amounts written off based on self-assessment:

Year ended March 2012: ¥39.9 billion (not including impairment losses on fixed assets of ¥2.6 billion during the year)

Six months ended Sept. 30, 2012: ¥62.5 billion (not including impairment losses on fixed assets of ¥0.1 billion during the first quarter)

Year ended March 2013: ¥28.4 billion (not including impairment losses on fixed assets of ¥0.1 billion during the year)

#### ② Impairment losses on securities

(Yen in 100millions)

	Year ended March 31, 2012	Six months ended Sept. 30, 2012	Year ended March 31, 2013
Domestic bonds	8	6	-
Domestic stock	4	619	212
Foreign securities	378	1	71
Other securities	0	0	0
Total	392	627	283

##### • Rules for recognition of impairment

In principle, the Company recognizes impairment losses on securities with fair value if the fair value declines by 30% or more from the cost.

Mitsui Sumitomo Insurance Co., Ltd. (Non-consolidated)

③ Impairment losses on fixed assets (Yen in 100millions)

	Year ended March 31, 2012	Six months ended Sept. 30, 2012	Year ended March 31, 2013
Land	0	0	0
Buildings	31	2	2
Others	-	-	-
Total	31	3	3

④ Unrealized gains and losses on securities (Yen in 100millions)

	March 31, 2012	Sept. 30, 2012	March 31, 2013
Domestic bonds	570	699	1,105
Domestic stock	6,053	4,278	8,576
Foreign securities	10	(28)	193
Others securities	49	44	76
Total	6,684	4,994	9,951

- (Notes) 1. The figures in the above table are related to available-for-sale securities.  
2. Monetary claims bought are included in "Other securities".

⑤ Claims due to natural disasters in Japan which occurred during the fiscal year (Yen in 100millions)

	Year ended March 31, 2012	Six months ended Sept. 30, 2012	Year ended March 31, 2013
Direct claims paid	305	177	291
Net claims paid	289	174	284
Outstanding claims	39	105	22

- (Notes) 1. The figures in the above table are related to the natural disasters occurred in Japan during the fiscal year.  
Net claims paid including claims related to the natural disasters occurred in Japan in previous years, including the Great East Japan Earthquake, are as follows; (Unit: Yen in 100 millions)  
573 during Year ended March 31, 2012, 224 during six months ended September 30, 2012, 384 during Year ended March 31, 2013  
2. Outstanding claims = provision for outstanding claims - provision for outstanding claims recovered

⑥ Catastrophe reserve (Yen in 100millions)

	March 31, 2012			Sept. 30, 2012			March 31, 2013		
	Balance	Reserve Ratio	Provision	Balance	Reserve Ratio	Provision	Balance	Reserve Ratio	Provision
Fire and allied	1,343	74.5%	162	968	53.0%	82	1,110	59.4%	668
Marine	647	122.1%	20	657	121.4%	10	667	124.4%	20
Personal accident	665	47.8%	43	678	45.2%	23	650	45.5%	44
Voluntary automobile	182	3.2%	182	94	1.6%	94	189	3.2%	189
Others	1,346	76.0%	83	1,377	70.4%	46	1,388	76.3%	81
Total	4,185	37.3%	493	3,777	32.2%	258	4,006	34.7%	1,004

- (Notes) 1. Reserve ratio = (Balance of catastrophe reserve / (net premiums written (excluding premiums of Residential earthquake Insurance and CALI, and Good Result Return premiums of the auto insurance "Modorich")) × 100  
In case of 2nd quarter, reserve ratio as of September 30, 2012 is calculated with two times of net written premium of six months ended September 30, 2012.  
2. Provision amount = gross provision amount

⑦ Incurred loss by flooding in Thailand (Yen in 100millions)

Year ended March 31, 2012		Year ended March 31, 2013	
Incurred losses	Net claims paid	Incurred losses	Net claims paid
63	730	2,406	1,645

(Note) Incurred loss = Net claims paid + Movement of outstanding claims

⑧ Reinsurance assumed (Yen in 100millions)

Lines of insurance	Year ended March 31, 2012		Year ended March 31, 2013	
	Reinsurance assumed premiums written	Reinsurance assumed claims paid	Reinsurance assumed premiums written	Reinsurance assumed claims paid
Fire and allied	279	980	310	314
Marine	110	83	123	71
Personal accident	14	7	15	8
Voluntary automobile	24	16	21	14
CALI	1,046	1,354	1,134	1,360
Others	172	58	176	62
Total	1,647	2,501	1,782	1,832

⑨ Reinsurance ceded (Yen in 100millions)

Lines of insurance	Year ended March 31, 2012		Year ended March 31, 2013	
	Reinsurance ceded premiums written	Reinsurance ceded claims paid	Reinsurance ceded premiums written	Reinsurance ceded claims paid
Fire and allied	782	3,320	952	1,386
Marine	253	275	280	237
Personal accident	81	42	85	44
Voluntary automobile	34	17	41	17
CALI	1,043	1,300	1,106	1,307
Others	293	170	346	178
Total	2,490	5,126	2,813	3,172

**Aioi Nissay Dowa Insurance Co., Ltd. (Non-consolidated)**

**1.Key figures**

(Yen in 100millions)

	Year ended March 31, 2012 (A)	Six months ended Sept. 30, 2012 (B)	Year ended March 31, 2013 (C)	Increase/(Decrease) (C) – (A)	Increase/(Decrease) (C) – (B)
① Net premiums written	10,746	5,560	11,032	286	–
Change ratio	(2.1)%	2.4%	2.7%	4.8%	0.3%
② Total assets	31,411	30,252	32,368	957	2,116
③ Loss ratio	79.7%	70.3%	70.4%	(9.3)%	0.1%
④ Expense ratio	35.1%	33.6%	34.1%	(1.0)%	0.5%
⑤ Combined ratio	114.8%	103.9%	104.5%	(10.3)%	0.6%
Underwriting result ratio	(14.8)%	(3.9)%	(4.5)%	10.3%	(0.6)%
⑥ Voluntary automobile insurance					
•Net premiums written	6,315	3,236	6,448	133	–
Change ratio	(1.0)%	2.2%	2.1%	3.1%	(0.1)%
•Underwriting result ratio	(3.4)%	1.9%	0.0%	3.4%	(1.9)%
•Loss ratio	69.7%	65.8%	67.1%	(2.6)%	1.3%
•Expense ratio	33.7%	32.3%	32.9%	(0.8)%	0.6%
⑦ Fire and allied insurance					
•Net premiums written	1,197	604	1,263	65	–
Change ratio	(13.2)%	(1.9)%	5.5%	18.7%	7.4%
•Underwriting result ratio	(86.9)%	(36.4)%	(26.1)%	60.8%	10.3%
•Loss ratio	140.0%	90.9%	81.1%	(58.9)%	(9.8)%
•Expense ratio	46.9%	45.5%	45.0%	(1.9)%	(0.5)%
⑧ Number of employees	13,006	12,981	12,784	(222)	(197)
⑨ Number of agencies	49,258	49,759	49,723	465	(36)

(Notes) 1. Net premiums written and ratios are presented exclusive of the Good Results Return premiums of the automobile insurance "ModoRich", which contains a special clause for premium adjustment and refund at maturity.

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

3. Expenses ratio=(Commissions and collection expenses+Operating expenses and general administrative expenses for underwriting)/Net premiums written ×100

4. Combined ratio=Loss ratio+Expenses ratio

5. Underwriting result ratio=100-Combined ratio

6. Amounts with a percent figure in the row comparing to previous fiscal year or current year interim period represent difference in comparison with previous fiscal year and current year interim period.

**〈Reference〉 Consolidated indicators**

Figures on a consolidated basis for MS&AD Insurance Group Holdings, Inc. are presented in the same items of "Mitsui Sumitomo Insurance Co., Limited (Non-consolidated)." Please refer to these.

## Aioi Nissay Dowa Insurance Co., Ltd. (Non-consolidated)

### 2. Other figures

#### ① Non-performing assets

##### 【Risk-monitored loans】

(Yen in 100millions)

	March 31, 2012	Sept. 30, 2012	March 31, 2013
Loans to borrowers in bankruptcy	0	0	0
Overdue loans	9	10	10
Loans overdue for 3 months or more	7	7	4
Restructured loans	16	16	18
Total	33	34	34
Percentage of total balance of loans	1.2%	1.4%	1.4%

(Reference) Total loans	2,745	2,559	2,466
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##### 【Results of self-assessment】

(Yen in 100millions)

	March 31, 2012	Sept. 30, 2012	March 31, 2013
Non-classified	29,548	28,252	31,102
Category II	293	279	245
Category III	2	10	10
Category IV	159	400	108
Subtotal (Categories II-IV)	455	691	365
Total	30,003	28,943	31,467

(Note) The table above shows amounts before write-off based on self-assessment (including impairment losses on securities and fixed assets).

#### ② Impairment losses on securities

(Yen in 100millions)

	Year ended March 31, 2012	Six months ended Sept. 30, 2012	Year ended March 31, 2013
Domestic bonds	-	-	-
Domestic stock	130	382	97
Foreign securities	12	-	0
Other securities	2	3	-
Total	145	386	97

##### •Application of rules for impairment treatment

In principle, the Company recognizes impairment losses on securities with fair value if the fair value declines by 30% or more from the cost.

**Aioi Nissay Dowa Insurance Co., Ltd. (Non-consolidated)**

**③ Impairment losses on fixed assets** (Yen in 100millions)

	Year ended March 31, 2012	Six months ended Sept. 30, 2012	Year ended March 31, 2013
Land	10	3	3
Buildings	6	3	3
Others	-	-	-
Total	16	6	7

**④ Unrealized gains and losses on securities** (Yen in 100millions)

	March 31, 2012	Sept. 30, 2012	March 31, 2013
Domestic bonds	198	252	383
Domestic stock	845	450	1,949
Foreign securities	(346)	(391)	223
Other securities	(57)	(110)	27
Total	639	200	2,584

- (Notes) 1. The figures in the above table are related to available-for-sale securities.  
2. Monetary claims bought are included in "Other securities".

**⑤ Claims due to natural disasters in Japan which occurred during the fiscal year**

(Yen in 100millions)

	Year ended March 31, 2012	Six months ended Sept. 30, 2012	Year ended March 31, 2013
Direct claims paid	209	146	221
Net claims paid	202	144	214
Outstanding claims	17	67	10

- (Notes) 1. The figures in the above table are related to the natural disasters occurred in Japan during the fiscal year.  
Net claims paid including claims related to the natural disasters occurred in Japan in previous years, including the Great East Japan Earthquake, are as follows; (Unit: Yen in 100 millions)  
212 during Year ended March 31, 2012, 159 during six months ended September 30, 2012, 232 during Year ended March 31, 2013  
2. Outstanding claims = provision for outstanding claims - provision for outstanding claims recovered

**⑥ Catastrophe reserve**

(Yen in 100millions)

	March 31, 2012			Sept. 30, 2012			March 31, 2013		
	Balance	Reserve Ratio	Provision	Balance	Reserve Ratio	Provision	Balance	Reserve Ratio	Provision
Fire and allied	1,349	114.4%	71	1,148	95.6%	36	1,096	87.3%	101
Marine	129	149.1%	3	129	136.1%	1	133	139.1%	3
Personal accident	543	74.9%	22	555	73.4%	11	566	78.7%	22
Voluntary automobile	203	3.2%	203	104	1.6%	104	207	3.2%	207
Others	514	53.1%	42	520	50.1%	23	496	50.8%	42
Total	2,741	29.5%	343	2,458	25.7%	177	2,500	26.3%	377

- (Notes) 1. Reserve ratio = (Balance of catastrophe reserve / (net premium written (excluding premiums of Residential earthquake Insurance and CALI)))×100  
In case of 2nd quarter, reserve ratio as of September 30, 2012 is calculated with two times of net written premium of six months ended September 30, 2012.  
2. Provision amount = gross provision amount

**⑦ Incurred loss by flooding in Thailand**

(Yen in 100millions)

Year ended March 31, 2012		Year ended March 31, 2013	
Incurred loss	Net claims paid	Incurred loss	Net claims paid
(57)	88	243	172

- (Note) Incurred loss = Net claims paid + Movement of outstanding claims

**⑧ Reinsurance assumed**

(Yen in 100millions)

Lines of insurance	Year ended March 31, 2012		Year ended March 31, 2013	
	Reinsurance assumed premiums written	Reinsurance assumed claims paid	Reinsurance assumed premiums written	Reinsurance assumed claims paid
Fire and allied	138	885	169	201
Marine	23	15	29	12
Personal accident	13	8	17	9
Voluntary automobile	144	130	167	116
CALI	979	1,273	1,041	1,282
Others	79	128	86	71
Total	1,378	2,441	1,511	1,694

**⑨ Reinsurance ceded**

(Yen in 100millions)

Lines of insurance	Year ended March 31, 2012		Year ended March 31, 2013	
	Reinsurance ceded premiums written	Reinsurance ceded claims paid	Reinsurance ceded premiums written	Reinsurance ceded claims paid
Fire and allied	743	2,417	810	346
Marine	29	18	30	19
Personal accident	53	20	53	22
Voluntary automobile	27	24	47	13
CALI	1,141	1,449	1,185	1,441
Others	417	275	348	151
Total	2,413	4,205	2,476	1,995

**Mitsui Sumitomo Insurance Co., Ltd. and Aioi Nissay Dowa Insurance Co., Ltd (Simple Sum)**

(Yen in 100millions)

	Year ended March 31, 2012 (A)	Six months ended Sept. 30, 2012 (B)	Year ended March 31, 2013 (C)	Increase/(Decrease) (C) - (A)	Increase/(Decrease) (C) - (B)
① Net premiums written	23,439	12,235	24,174	735	-
Change ratio	0.7%	3.1%	3.1%	2.4%	-
② Total assets	87,879	84,521	91,382	3,503	6,860
③ Loss ratio	82.5%	71.5%	72.0%	(10.5)%	0.5%
④ Expense ratio	34.1%	32.6%	33.2%	(0.9)%	0.6%
⑤ Combined ratio	116.6%	104.1%	105.2%	(11.4)%	1.1%
Underwriting result ratio	(16.6)%	(4.1)%	(5.2)%	11.4%	(1.1)%
⑥ Voluntary automobile insurance					
Net premiums written	12,024	6,197	12,354	330	-
Change ratio	0.8%	3.2%	2.7%	1.9%	(0.5)%
Underwriting result ratio	(4.7)%	1.4%	(0.2)%	4.5%	(1.6)%
Loss ratio	71.4%	66.7%	67.9%	(3.5)%	1.2%
Expense ratio	33.3%	31.9%	32.3%	(1.0)%	0.4%
⑦ Fire and allied insurance					
Net premiums written	3,024	1,524	3,142	117	-
Change ratio	(5.0)%	(2.5)%	3.9%	8.9%	6.4%
Underwriting result ratio	(97.2)%	(47.4)%	(39.7)%	57.5%	7.7%
Loss ratio	153.3%	104.8%	96.7%	(56.6)%	(8.1)%
Expense ratio	43.9%	42.6%	43.0%	(0.9)%	0.4%
⑧ Number of employees	27,864	27,571	27,262	(602)	(309)
⑨ Number of agencies	89,795	90,420	90,203	408	(217)

(Notes) 1. Net premiums written exclude Good Results Return premiums of Mitsui Sumitomo Insurance's proprietary automobile insurance

"ModoRich", which contains a special clause for premium adjustment and refund at maturity.

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

3. Expenses ratio=(Commissions and collection expenses+Operating expenses and general administrative expenses for underwriting)/Net premiums written ×100

4. Combined ratio=Loss ratio+Expenses ratio

5. Underwriting result ratio=100-Combined ratio

6. Amounts with a percent figure in the row comparing to previous fiscal year or current year interim period represent difference in comparison with previous fiscal year and current year interim period.

## 〈Reference〉

### 1.Incurred loss of non-life insurance business (excluding loss adjustment expenses)

(Yen in 100millions)

		Year ended	Year ended	Change
		March 31, 2012	March 31, 2013	
Incurred loss <sup>(Note)</sup>	①	20,727	16,777	(3,949)
Residential earthquake insurance/CALI	②	3,941	2,625	(1,315)
Excluding residential earthquake insurance/CALI	③	16,786	14,151	(2,634)
(Net claims paid)	④	15,321	14,759	(561)
Great East Japan Earthquake	⑤	(77)	13	91
Flooding in Thailand	⑥	2,735	8	(2,726)
Natural disasters in Japan	⑦	550	532	(18)
Others	⑧	13,578	13,597	18

(Note) Incurred loss=Net claims paid + Movement of outstanding claims

### 2.Impact of flooding in Thailand

(Yen in 100millions)

	Year ended March 31, 2012			Year ended March 31, 2013		
	Incurred loss	Net claims paid	Movement of outstanding claims	Incurred loss	Net claims paid	Movement of outstanding claims
Total	2,735	1,000	1,734	8	856	(848)
Mitsui Sumitomo Insurance Co., Ltd.	2,342	914	1,427	63	730	(666)
Aioi Nissay Dowa Insurance Co., Ltd.	300	83	217	(57)	88	(146)