

Explanation for Business Results for the Year Ended March 31, 2012

1. Summary of Consolidated Business Results

(1) Summary of Consolidated Results of Operations

(Yen in 100 millions)

		Year ended March 31, 2011	Year ended March 31, 2012	Change	Change ratio (%)
Ordinary income and expenses:					
Underwriting income:	①	31,658	34,532	2,874	9.1
Net premiums written	②	25,414	25,588	174	0.7
Deposit premiums from policyholders	③	1,960	1,720	(240)	(12.3)
Life insurance premiums	④	2,445	4,256	1,810	74.1
Reversal of underwriting reserves	⑤	1,087	2,264	1,176	108.2
Underwriting expenses:	⑥	28,068	32,653	4,585	16.3
Net claims paid	⑦	15,861	19,413	3,552	22.4
Loss adjustment expenses	⑧	1,379	1,352	(26)	(1.9)
Commission and collection expenses	⑨	4,650	4,794	143	3.1
Maturity refunds to policyholders	⑩	4,472	3,769	(703)	(15.7)
Life insurance claims	⑪	607	1,920	1,313	216.3
Provision for outstanding claims	⑫	985	1,338	353	35.9
Investment income:	⑬	2,191	3,016	825	37.7
Interest and dividends received	⑭	2,055	1,961	(93)	(4.5)
Investment gains on money trusts	⑮	0	511	511	93,759.7
Gains on sale of securities	⑯	662	571	(91)	(13.8)
Gains on derivative transactions	⑰	84	23	(60)	(72.1)
Gains on investment in separate accounts	⑱	-	443	443	-
Investment expenses:	⑲	609	728	118	19.5
Losses on sale of securities	⑳	239	310	71	29.7
Losses on devaluation of securities	㉑	203	296	93	45.8
Operating expenses and general and administrative expenses	㉒	5,086	5,152	66	1.3
Other ordinary income and expenses:	㉓	125	16	(109)	(87.2)
Equity in earnings of affiliates	㉔	96	6	(89)	(93.2)
Deferred expenses under Article 113 of the Insurance Business Act	㉕	-	(7)	(7)	-
Ordinary profit	㉖	210	(962)	(1,172)	(558.0)
Extraordinary income and losses:					
Extraordinary income:	㉗	255	120	(135)	(53.1)
Gain on negative goodwill	㉘	135	33	(102)	(75.5)
Extraordinary losses:	㉙	572	267	(304)	(53.3)
Other extraordinary losses	㉚	441	191	(250)	(56.7)
Extraordinary income and losses	㉛	(316)	(147)	169	-
Income before income taxes	㉜	(106)	(1,109)	(1,002)	-
Income taxes - current	㉝	96	160	64	66.6
Income taxes - deferred	㉞	(265)	409	675	-
Total income taxes	㉟	(168)	570	739	-
Income before minority interests	㊱	62	(1,680)	(1,742)	(2,804.2)
Minority interests	㊲	7	14	6	84.3
Net income	㊳	54	(1,694)	(1,748)	(3,226.6)

(Notes)

- 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.
- For the Year ended March 31, 2012, Net claims paid() and Life insurance claims() include losses due to the Great East Japan Earthquake as below:
 Net claims paid() : 189.5 billion yen; 146.0 billion yen for Earthquake Insurance on Dwelling Risks(*), 43.5 billion yen for the others
 Life insurance claims() : 1.3 billion yen
 (*Earthquake insurance under "the Law concerning Earthquake Insurance"
 Claims for Earthquake Insurance on Dwelling Risks represents our group's portion of insurance liability retroceded to the private non-life insurers.
 This amount is based on the notification received from Japan Earthquake Reinsurance Co., Ltd. by the end of the fiscal year and includes the claims relating to other earthquakes than the Great East Japan Earthquake. Also, since this amount is offset by the reversal of underwriting funds for the same amount, it has no impact on the profit or loss.
- For the Year ended March 31, 2012, Incurred loss(+) includes losses due to the floods in Thailand as below:
 Net claims paid() : 100.0 billion yen
 Provision for outstanding claims() : 173.4 billion yen
 Incurred loss(+) : 273.5 billion yen
 Its negative impacts on Ordinary profit and Net income are 161.4 billion yen and 106.3 billion yen, respectively, after considering the reversal of the catastrophe reserve and related foreign exchange gain.
- For the Year ended March 31, 2012, Net income includes negative factors below:
 Reversal of deferred tax assets due to reduction of corporate income tax rate from the next fiscal year: 56.0 billion yen
 Increase of valuation allowance for deferred tax assets related to devaluation of securities and others: 25.5 billion yen
- Other extraordinary losses include below:
 Year ended March 31, 2011: Business-integration-related expenses 39.7 billion yen
 Year ended March 31, 2012: Merger-related expenses of domestic life insurance subsidiaries 10.1 billion yen, Reversal of Foreign currency translation adjustments 7.2 billion yen

(2) Breakdown by Companies (Net Premiums Written, Ordinary Profit, Net Income)

(Yen in 100 millions)

		Year ended March 31, 2011	Year ended March 31, 2012	Change	Change ratio (%)
Net premiums written <small>Note 1</small>	①	25,414	25,588	174	0.7
Mitsui Sumitomo Insurance <small>Note 1</small>	②	12,305	12,692	387	3.1
Aioi Nissay Dowa Insurance <small>Note 2</small>	③	10,973	10,746	(227)	(2.1)
Mitsui Direct General Insurance	④	331	343	12	3.7
Overseas insurance subsidiaries	⑤	1,806	1,807	1	0.1
Ordinary profit	⑥	210	(962)	(1,172)	(558.0)
Mitsui Sumitomo Insurance	⑦	317	(1,301)	(1,619)	(509.7)
Aioi Nissay Dowa Insurance <small>Note 2</small>	⑧	160	92	(68)	(42.6)
Net income	⑨	54	(1,694)	(1,748)	(3,226.6)
Mitsui Sumitomo Insurance	⑩	228	(1,306)	(1,534)	(670.8)
Aioi Nissay Dowa Insurance <small>Note 2</small>	⑪	(114)	(435)	(321)	-
Mitsui Direct General Insurance	⑫	2	3	1	50.9
Mitsui Sumitomo Aioi Life Insurance <small>Note 3</small>	⑬	(71)	(113)	(42)	-
Mitsui Sumitomo Primary Life Insurance <small>Note 4</small>	⑭	93	59	(33)	(36.2)
Overseas insurance subsidiaries	⑮	45	(67)	(112)	(249.0)
Others	⑯	(0)	(0)	0	-
Consolidation adjustment / Holding Company	⑰	(129)	165	294	-

(Notes)

- 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.
- Aioi Insurance Co., Ltd. and Nissay Dowa General Insurance Co., Ltd. merged into Aioi Nissay Dowa Insurance Co., Ltd. on October 1, 2010. Figures for the Year ended March 31, 2011 of Aioi Nissay Dowa Insurance Co., Ltd. are the simple combination of Aioi Insurance Co., Ltd. and Nissay Dowa General Insurance Co., Ltd.
- 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 the year result for Mitsui Sumitomo Aioi Life Insurance Co., Ltd. and the first half result for Aioi Life Insurance Co., Ltd. The figure for the Year ended March 31, 2011 of Mitsui Sumitomo Aioi Life Insurance Co., Ltd. is the simple combination of Mitsui Sumitomo Kirameki Life Insurance Co., Ltd. and Aioi Life Insurance Co., Ltd.
- Mitsui Sumitomo Primary Life Insurance Co., Ltd., formerly an affiliate accounted for using the equity method, became a wholly-owned consolidated subsidiary of the Company on April 1, 2011. The figure for the Year ended March 31, 2011 is an equity in earnings of affiliate (the Company's share: 50%).
- Figures in 10 through 16 are prior to consolidation adjustments (the Company's share of the subsidiaries' profits or losses).

(3) Breakdown of Overseas Insurance Subsidiaries

(Yen in 100 millions)

		Year ended March 31, 2011	Year ended March 31, 2012	Change	Change ratio (%)
Net premiums written	①	1,806	1,807	1	0.1
Asia	②	775	864	88	11.4
Europe	③	546	479	(66)	(12.2)
Americas	④	295	294	(0)	(0.2)
Reinsurance	⑤	188	168	(19)	(10.5)
Net income	⑥	45	(67)	(112)	(249.0)
Asia	⑦	84	108	24	29.2
Europe	⑧	(125)	(128)	(2)	-
Americas	⑨	21	15	(5)	(25.9)
Reinsurance	⑩	65	(63)	(129)	(196.8)

(4) Status of Domestic Life Insurance Subsidiaries

(Yen in 100 millions)

		Year ended March 31, 2011	Year ended March 31, 2012	Change	Change ratio (%)
Amount of new policies					
Mitsui Sumitomo Aioi Life Insurance	①	28,431	32,770	4,339	15.3
Mitsui Sumitomo Primary Life Insurance	②	2,537	2,374	(163)	(6.4)
Amount of policies in force					
Mitsui Sumitomo Aioi Life Insurance	③	164,329	180,624	16,295	9.9
Mitsui Sumitomo Primary Life Insurance	④	30,830	31,225	394	1.3
Annualized premiums for policies in force					
Mitsui Sumitomo Aioi Life Insurance	⑤	2,780	2,947	167	6.0
Mitsui Sumitomo Primary Life Insurance	⑥	4,355	4,389	34	0.8

(Notes)

1. Above figures show the total of individual insurance and individual annuities.
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. Amount of new policies for the Year ended March 31, 2012 of Mitsui Sumitomo Aioi Life Insurance Co., Ltd. is the simple combination of the year result for Mitsui Sumitomo Aioi Life Insurance Co., Ltd. and the first half result for Aioi Life Insurance Co., Ltd. Figures for the Year ended March 31, 2011 of Mitsui Sumitomo Aioi Life Insurance Co., Ltd. are the simple combination of Mitsui Sumitomo Kirameki Life Insurance Co., Ltd. and Aioi Life Insurance Co., Ltd.

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

Figures below are presented exclusive of the GRR premiums of the automobile insurance "ModoRich", which contains a special clause for premium adjustment and refund at maturity.

(1) Profit and loss status

(Yen in 100 millions)

		Year ended March 31, 2011	Year ended March 31, 2012	Change	Change ratio
(+) Net premiums written	①	12,305	12,692	387	3.1
(-) Net claims paid	②	7,659	10,007	2,347	30.7
(-) Loss adjustment expenses	③	755	760	5	0.7
(-) Commissions and collection expenses	④	2,148	2,214	66	3.1
(-) Operating expenses and general administrative expenses for underwriting	⑤	2,025	2,010	(15)	(0.7)
Underwriting balance	⑥	(283)	(2,300)	(2,017)	-
(-) Outstanding claims provision	⑦	407	1,212	805	197.6
(-) Ordinary underwriting reserve	⑧	(324)	(822)	(498)	-
(-) Catastrophe reserve provision	⑨	197	(997)	(1,194)	(605.9)
(+) Other	⑩	59	(6)	(66)	(111.3)
Underwriting losses	⑪	(503)	(1,700)	(1,196)	-
(+) Interest and dividends received	⑫	1,118	1,023	(94)	(8.5)
(-) Transfer of investment income on deposit premium	⑬	511	474	(37)	(7.3)
Net interest and dividend income	⑭	606	549	(57)	(9.5)
(+) Net gains/losses on sale of securities	⑮	383	193	(190)	(49.6)
(-) Losses on devaluation of securities	⑯	75	392	316	416.1
(+) Gains/losses on derivative transactions	⑰	87	52	(34)	(39.8)
(+) Other	⑱	(162)	(37)	124	-
Total investment income	⑲	839	365	(473)	(56.4)
(+) Other ordinary income/expenses	⑳	(17)	32	50	-
Ordinary profit (losses)	㉑	317	(1,301)	(1,619)	(509.7)
(+) Extraordinary losses	㉒	(55)	(10)	44	-
Reserve for price fluctuation	㉓	(27)	27	54	-
Integration-related expenses	㉔	(40)	-	40	-
Income (losses) before income taxes	㉕	262	(1,312)	(1,575)	(599.8)
(-) Total income taxes	㉖	33	(6)	(40)	(118.9)
Net income (losses)	㉗	228	(1,306)	(1,534)	(670.8)

Ratios	Net loss ratio	⑳	68.4 %	84.8 %	16.4 %
	Net expense ratio	㉑	33.9 %	33.3 %	(0.6) %
	Combined ratio	㉒	102.3 %	118.1 %	15.8 %
	Return on investments (income basis)	㉓	2.37 %	2.22 %	(0.15) %
	Return on investments (realized basis)	㉔	3.05 %	1.99 %	(1.06) %

Incurring Loss	+	㉕	8,066	11,220	3,153	39.1
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(Note) 1. Net loss ratio = ((Net claims paid + Loss adjustment expenses) / Net premiums written) × 100

2. Net expense ratio = (Expenses for underwriting / Net premiums written) × 100

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

4. Total return on investments (fair value basis) : (1.06)% on the year ended March 31, 2011

1.73% on the year ended March 31, 2012

(Reference) Excluding Compulsory Automobile Liability Insurance

Net premiums written	⑳	10,952	11,231	278	2.5
Ratios	Net loss ratio	㉑	63.5 %	82.7 %	19.2 %
	Net expense ratio	㉒	35.2 %	34.9 %	(0.3) %
	Combined ratio	㉓	98.7 %	117.6 %	18.9 %

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

Net loss ratio	㉔	63.7 %	75.6 %	11.9 %
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(2) Net premiums written

(Yen in 100 millions)

	Net premiums written				Net premiums written (excluding deposit premiums)			
	Year ended March 31, 2011		Year ended March 31, 2012		Year ended March 31, 2011		Year ended March 31, 2012	
	Amount	Change ratio	Amount	Change ratio	Amount	Change ratio	Amount	Change ratio
		%		%		%		%
Fire and allied	1,803	0.5	1,826	1.3	2,178	(0.9)	2,329	6.9
Marine	543	4.7	530	(2.4)	684	4.4	673	(1.7)
Personal accident	1,331	2.8	1,393	4.7	1,398	3.8	1,461	4.5
Voluntary automobile	5,554	3.5	5,709	2.8	5,553	3.3	5,719	3.0
Compulsory automobile liability	1,353	0.5	1,461	8.0	1,305	1.0	1,458	11.7
Other	1,719	0.2	1,771	3.0	1,840	0.3	1,892	2.8
Total	12,305	2.2	12,692	3.1	12,961	2.0	13,535	4.4

(3) Net claims paid

(Yen in 100 millions)

	Year ended March 31, 2011			Year ended March 31, 2012			
	Amount	Change ratio	Net loss ratio	Amount	Change ratio	Net loss ratio	Change ratio
		%	%		%	%	%
Fire and allied	687	(6.8)	40.2	2,922	324.9	162.0	121.8
Marine	258	(14.7)	50.7	329	27.7	65.6	14.9
Personal accident	738	1.6	61.9	751	1.8	60.2	(1.7)
Voluntary automobile	3,710	5.7	74.8	3,748	1.0	73.3	(1.5)
Compulsory automobile liability	1,347	0.9	107.7	1,354	0.6	101.1	(6.6)
Other	917	(17.2)	56.9	900	(1.9)	54.2	(2.7)
Total	7,659	(0.8)	68.4	10,007	30.7	84.8	16.4

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

(Reference) Natural disasters during the year

(Yen in 100 millions)

	Year ended March 31, 2011			Year ended March 31, 2012		
	Incurred loss	Net claims paid	Outstanding claims	Incurred loss	Net claims paid	Outstanding claims
Fire and allied	15	12	2	262	235	26
Voluntary automobile	4	4	(0)	34	34	0
Other	2	1	0	32	20	12
Total	22	18	3	329	289	39

(Note) 1. The above figures are related to the natural disaster occurred during the fiscal year.

Net claims paid including claims related natural disasters occurred in previous year are the below:(unit:100 million yen)

53 (Fire:37, Voluntary Auto:5, Other:9) on the year ended March 31, 2011

296 (Fire:240, Voluntary Auto:34, Other:21) on the year ended March 31, 2012

2. The above figures do not include the incurred loss arising out of The Great East Japan Earthquake.

(Reference) Natural disasters of flooding in Thailand

(Yen in 100 millions)

	Year ended March 31, 2012		
	Incurred loss	Net claims paid	Outstanding claims
Incurred loss caused by flooding in Thailand	2,342	914	1,427

(Reference) Natural disasters of The Great East Japan Earthquake

(Yen in 100 millions)

	Year ended March 31, 2011			Year ended March 31, 2012		
	Incurred loss	Net claims paid	Outstanding claims	Incurred loss	Net claims paid	Outstanding claims
Residential earthquake	101	-	101	711	813	(101)
Other than residential earthquake	432	0	431	(58)	277	(336)
Total	533	0	533	652	1,090	(438)

(Note)1. Residential earthquake coverage amount shown is the amount reported by the Japan Earthquake Reinsurance Co., Ltd. Through the end of the fiscal year as the amount each group company among the private casualty insurance companies is responsible for, a portion of which includes amounts from earthquakes other than the Great East Japan Earthquake.

2. Because an amount equal to the incurred losses for residential earthquake coverage is paid down from underwriting reserves, there is no impact on P/L.

3. Outstanding claims for year ended March 31, 2012 indicates increase/decrease in outstanding claims.

(Mitsui Sumitomo Insurance Co., Ltd.)

(4) Company expenses

< Corporate expenses >

(Yen in 100 millions)

		Year ended March 31, 2011			Year ended March 31, 2012		
		Amount	Change	Change ratio	Amount	Change	Change ratio
Personnel expenses	①	1,593	27	1.8	1,589	(3)	(0.2)
Non personnel	②	1,156	(74)	(6.0)	1,140	(15)	(1.4)
Taxes and contributions	③	135	(2)	(1.9)	135	0	0.2
Total	④	2,884	(49)	(1.7)	2,866	(18)	(0.7)

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

< Expenses for underwriting >

(Yen in 100 millions)

		Year ended March 31, 2011			Year ended March 31, 2012		
		Amount	Change	Change ratio	Amount	Change	Change ratio
Operating expenses and general administrative expenses	⑤	2,025	(52)	(2.5)	2,010	(15)	(0.7)
Commission and collection expenses	⑥	2,148	76	3.7	2,214	66	3.1
Total	⑦	4,173	24	0.6	4,225	51	1.2
Net company expense ratio	⑧	33.9 %	(0.6) %		33.3 %	(0.6) %	

(5) Outstanding claims

(Yen in 100 millions)

	Year ended March 31, 2011		Year ended March 31, 2012	
	Amount	Change	Amount	Change
Fire and allied	950	480	2,228	1,278
Marine	267	16	253	(13)
Personal accident	573	22	550	(22)
Voluntary automobile	2,529	(35)	2,476	(53)
Compulsory automobile liability	503	18	517	14
Other	952	(94)	961	9
Total	5,776	407	6,989	1,212

(Note) Outstanding claims provision for the year ended March 31, 2011 does not accord with the change in the amount of outstanding claims because of contract transfer which UK branch made to a third party and contract transfer from the Sumi-Sei General Insurance Co., Ltd..

(6) Incurred loss and earned-incurred loss ratio

(Yen in 100 millions)

	Year ended March 31, 2011		Year ended March 31, 2012			
	Incurred loss	Earned-incurred loss ratio	Incurred Loss	Change	Earned-incurred loss ratio	Change
Fire and allied	1,103	65.2	3,526	2,423	210.2	145.0
Marine	291	53.8	333	42	62.5	8.7
Personal accident	847	65.0	816	(30)	59.9	(5.1)
Voluntary automobile	4,118	74.7	4,129	10	73.0	(1.7)
Other	884	51.0	969	84	56.1	5.1
Total	7,245	67.2	9,776	2,531	89.2	22.0

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

Figures are excluding residential earthquake insurance and compulsory automobile liability insurance

Incurred loss = Net claims paid + Loss adjustment expenses + change for outstanding claims

Earned premiums is calculated considering unearned premiums and premium reserve etc.

Earned-incurred loss ratio = Incurred loss / Earned premiums

(7) Underwriting reserve

(Yen in 100 millions)

		As of March 31, 2012				
		Total of underwriting reserve	Ordinary underwriting reserve	Reserve for refunds and dividends to policyholders	Catastrophe reserve	Contingency reserve
Fire and allied	Amount	9,046	5,268	2,433	1,343	-
	Change	(1,791)	(566)	(240)	(984)	-
Marine	Amount	818	170	-	647	-
	Change	(42)	(45)	-	3	-
Personal accident	Amount	16,123	1,062	14,395	665	-
	Change	(632)	30	(633)	(29)	-
Voluntary automobile	Amount	2,010	1,748	79	182	-
	Change	25	54	(33)	4	-
CALI	Amount	2,301	2,301	-	-	-
	Change	(348)	(348)	-	-	-
Other	Amount	4,250	2,228	675	1,346	-
	Change	16	53	(45)	8	-
Total	Amount	34,550	12,780	17,584	4,185	-
	Change	(2,773)	(822)	(953)	(997)	-

(Note) Reserve for residential earthquake insurance and compulsory automobile liability insurance are included in ordinary underwriting reserve

(Mitsui Sumitomo Insurance Co., Ltd.)

(8) Catastrophe reserve

(Yen in 100 millions)

	Year ended March 31, 2011		Year ended March 31, 2012			
	Balance	Reserve ratio	Reversal	Provision	Balance	Reserve ratio
		%				%
Fire and allied	2,328	131.8	1,147	162	1,343	74.5
Marine	644	118.6	17	20	647	122.1
Personal accident	695	52.2	72	43	665	47.8
Voluntary automobile	177	3.2	177	182	182	3.2
Other	1,337	77.8	75	83	1,346	76.0
Total	5,183	47.5	1,490	493	4,185	37.3

(Note) Reserve ratio = (Balance of catastrophe reserve / (Net premiums written (excluding residential earthquake insurance, compulsory automobile liability insurance and Good Result Return premiums of the auto insurance "ModoRich")) X 100

(9) Balance of invested asset

(Yen in 100 millions)

	As of March 31, 2011	As of March 31, 2012	
			Change
Cash deposits and savings	3,528	4,538	1,010
Securities	41,003	37,842	(3,161)
Domestic bonds	16,975	16,002	(973)
Domestic equity	15,097	14,176	(920)
Foreign securities	8,528	7,294	(1,234)
Others	402	370	(32)
Loan investments	6,872	6,243	(629)
Lands and Buildings	2,093	2,340	247
Total	53,498	50,965	(2,533)

(Reference)

Long-term assets	18,402	17,481	(920)
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(Reference) Breakdown of domestic bonds by issuer type

(Yen in 100 millions)

	As of March 31, 2011	As of March 31, 2012	
			Change
Government bonds	6,711	7,153	442
Municipal bonds	1,123	1,070	(52)
Corporate bonds	9,140	7,777	(1,363)
Public sector	2,894	2,366	(527)
Financial institutions	-	-	-
Corporations	6,245	5,410	(835)
Total	16,975	16,002	(973)

(10) Breakdown of interest and dividends

(Yen in 100 millions)

	Year ended March 31, 2011	Year ended March 31, 2012	
			Change
Securities	873	795	(78)
Domestic bonds	291	279	(11)
Domestic equity	287	299	12
Foreign securities	258	194	(63)
Others	37	21	(15)
Loan investments	129	115	(13)
Lands and buildings	67	58	(8)
Other	48	53	5
Total	1,118	1,023	(94)

(11) Securities

Unrealized gains and losses on securities

(Yen in 100 millions)

As of March 31, 2012	Acquisition cost	Fair value	Difference	Change from previous year
Domestic bonds	15,431	16,002	570	173
Domestic equity	7,409	13,463	6,053	(456)
Foreign securities	3,016	3,027	10	81
Others	1,178	1,228	49	16
Total	27,036	33,721	6,684	(185)

(Yen in 100 millions)

As of March 31, 2011	Acquisition cost	Fair value	Difference
Domestic bonds	16,562	16,959	396
Domestic equity	7,559	14,069	6,510
Foreign securities	4,932	4,862	(70)
Others	1,638	1,671	33
Total	30,693	37,563	6,869

(Note) 1. The above tables are about marketable securities available for sale.

2. Others include certificate of deposit represented as cash deposits and savings, commercial papers and beneficiary claims on loan trusts represented as monetary claims bought in the consolidated balance sheets.

Gains and losses on sale of securities

(Yen in 100 millions)

	Year ended March 31, 2011 Gains and losses	Year ended March 31, 2012 Gains and losses	
		Gains	Losses
Domestic bonds	44	126	15
Domestic equity	352	261	25
Foreign securities	(12)	15	184
Others	0	-	-
Total	383	418	225

Losses on devaluation of securities

(Yen in 100 millions)

	Year ended March 31, 2011	Year ended March 31, 2012	
		Change	
Domestic bonds	4	8	4
Domestic equity	69	4	(65)
Foreign securities	1	378	376
Others	0	0	0
Total	75	392	316

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

Aioi Nissay Dowa Insurance Co., Ltd. is the combined company formed through the merger of Aioi Insurance Co., Ltd. and Nissay Dowa General Insurance Co., Ltd. on October 1, 2010. Results in these materials for the year ended March 31, 2011 or before represent a simple aggregate of the results of Aioi Insurance Co., Ltd. and Nissay Dowa General Insurance Co., Ltd.

(1) Profit and loss status

(Yen in 100 millions)

		Year ended March 31, 2011 (2 companies combined results)	Year ended March 31, 2012	Change	Change ratio
(+) Net premiums written	①	10,973	10,746	(227)	(2.1)
(-) Net claims paid	②	6,928	8,050	1,121	16.2
(-) Loss adjustment expenses	③	555	518	(37)	(6.7)
(-) Commissions and collection expenses	④	1,955	1,890	(64)	(3.3)
(-) Operating expenses and general administrative expenses for underwriting	⑤	1,955	1,886	(69)	(3.5)
Underwriting balance	⑥	(421)	(1,599)	(1,178)	-
(-) Outstanding claims provision	⑦	425	(6)	(432)	(101.6)
(-) Ordinary underwriting reserve	⑧	(283)	(1,034)	(751)	-
(-) Catastrophe reserve provision	⑨	(196)	(397)	(201)	-
(+) Other	⑩	33	(39)	(73)	(218.5)
Underwriting losses	⑪	(333)	(200)	133	-
(+) Interest and dividends received	⑫	674	584	(89)	(13.3)
(-) Transfer of investment income on deposit premium	⑬	245	222	(23)	(9.4)
Net interest and dividend income -	⑭	428	362	(66)	(15.5)
(+) Net gains/losses on sale of securities	⑮	336	138	(198)	(59.0)
(-) Losses on devaluation of securities	⑯	133	145	12	9.5
(+) Gains/losses on derivative transactions	⑰	(5)	(28)	(23)	-
(+) Other	⑱	(112)	(121)	(8)	-
Total investment income	⑲	514	204	(310)	(60.3)
(+) Other ordinary income/expenses	⑳	(19)	88	108	-
Ordinary profit	㉑	160	92	(68)	(42.6)
(+) Extraordinary losses	㉒	(350)	54	405	-
Reserve for price fluctuation	㉓	(22)	42	64	-
Integration-related expenses	㉔	(304)	-	304	-
Income (losses) before income taxes	㉕	(189)	147	336	-
(-) Total income taxes	㉖	(75)	582	658	-
Net income (losses)	㉗	(114)	(435)	(321)	-

Ratios	Net loss ratio	⑳	68.2 %	79.7 %	11.5 %	
	Net expense ratio	㉑	35.6 %	35.1 %	(0.5) %	
	Combined ratio	㉒	103.8 %	114.8 %	11.0 %	
	Return on investments (income basis)	㉓	2.36 %	2.16 %	(0.20) %	
	Return on investments (realized basis)	㉔	2.97 %	1.85 %	(1.12) %	
Incurred Loss	+	㉕	7,354	8,043	689	9.4

(Note) 1.Net loss ratio= (Net claims paid + Loss adjustment expenses) / Net premiums written) ×100

2.Net expense ratio= (Expenses for underwriting / Net premiums written) ×100

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

4.Total return on investments (fair value basis) : (0.74)% on the year ended March 31, 2011
3.26% on the year ended March 31, 2012

Reference:Excluding Compulsory Automobile Liability Insurance

	Net premiums written	⑳	9,591	9,296	(295)	(3.1)
Ratios	Net loss ratio	㉑	63.8 %	77.4 %	13.6 %	
	Net expense ratio	㉒	36.5 %	36.6 %	0.1 %	
	Combined ratio	㉓	100.3 %	114.0 %	13.7 %	

Reference:Excluding residential earthquake insurance and Compulsory Automobile Liability Insurance

	Net loss ratio	㉔	64.0 %	70.5 %	6.5 %	
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(2) Net premiums written

(Yen in 100 millions)

	Net premiums written				Net premiums written (excluding deposit premiums)			
	Year ended March 31, 2011 (2 companies combined results)		Year ended March 31, 2012		Year ended March 31, 2011 (2 companies combined results)		Year ended March 31, 2012	
	Amount	Change ratio %	Amount	Change ratio %	Amount	Change ratio %	Amount	Change ratio %
Fire and allied	1,379	(10.0)	1,197	(13.2)	1,732	(9.7)	1,803	4.1
Marine	86	4.6	86	0.6	98	5.3	92	(5.6)
Personal accident	730	(0.4)	726	(0.6)	766	(1.4)	766	0.1
Voluntary automobile	6,378	1.8	6,315	(1.0)	6,189	0.3	6,198	0.1
Compulsory automobile liability	1,381	0.3	1,450	4.9	1,481	(2.1)	1,611	8.8
Other	1,016	(5.6)	969	(4.6)	1,346	(0.4)	1,308	(2.9)
Total	10,973	(0.8)	10,746	(2.1)	11,614	(1.8)	11,781	1.4

(3) Net claims paid

(Yen in 100 millions)

	Year ended March 31, 2011 (2 companies combined results)			Year ended March 31, 2012			
	Amount	Change ratio %	Net loss ratio %	Amount	Change ratio %	Net loss ratio %	Change ratio %
Fire and allied	532	(5.5)	40.6	1,647	209.6	140.0	99.4
Marine	45	(21.8)	55.6	44	(0.6)	54.7	(0.9)
Personal accident	364	(4.0)	54.1	356	(2.2)	52.5	(1.6)
Voluntary automobile	4,044	2.7	69.0	4,075	0.8	69.7	0.7
Compulsory automobile liability	1,258	1.2	98.5	1,273	1.2	95.0	(3.5)
Other	683	(1.5)	70.7	652	(4.5)	70.4	(0.3)
Total	6,928	0.8	68.2	8,050	16.2	79.7	11.5

(Note) Net loss ratio = (Net claims paid + Loss adjustment expenses) / Net premium written × 100

(Reference) Natural disasters during the year

(Yen in 100 millions)

	Year ended March 31, 2011 (2 companies combined results)			Year ended March 31, 2012		
	Incurring loss	Net claims paid	Outstanding claims	Incurring loss	Net claims paid	Outstanding claims
Fire and allied	4	2	2	184	169	14
Voluntary automobile	2	2	0	26	25	0
Other	2	2	0	10	6	3
Total	9	7	2	220	202	17

(Note) The above figures are related to natural disasters occurring during the fiscal year. Net claims paid, including claims related to natural disasters occurring in the previous year (excluding the Great East Japan Earthquake) are as follows. (Unit: 100 million yen.)
 19 (Fire: 13; Voluntary Auto: 2; Others: 3) on the year ended March 31, 2011
 212 (Fire: 178; Voluntary Auto: 25; Others: 8) on the year ended March 31, 2012

(Reference) Natural disasters of flooding in Thailand

(Yen in 100 millions)

	Year ended March 31, 2012		
	Incurring loss	Net claims paid	Outstanding claims
Incurring loss caused by flooding in Thailand	300	83	217

(Reference) Natural disasters of The Great East Japan Earthquake

(Yen in 100 millions)

	Year ended March 31, 2011 (2 companies combined results)			Year ended March 31, 2012		
	Incurring loss	Net claims paid	Outstanding claims	Incurring loss	Net claims paid	Outstanding claims
Residential earthquake	80	-	80	566	646	(80)
Other than residential earthquake	194	0	194	(19)	158	(177)
Total	275	0	275	547	805	(257)

(Note)1. Residential earthquake coverage amount shown is the amount reported by the Japan Earthquake Reinsurance Co., Ltd. Through the end of third quarter as the amount each group company among the private casualty insurance companies is responsible for, a portion of which includes amounts from earthquakes other than the Great East Japan Earthquake.
 2. Because an amount equal to the incurred losses for residential earthquake coverage is paid down from underwriting reserves, there is no impact on P/L.
 3. Outstanding claims for year ended March 31, 2012 indicates increase/decrease in outstanding claims.

(Aioi Nissay Dowa Insurance Co., Ltd.)

(4) Company expenses

< Corporate expenses >

(Yen in 100 millions)

		Year ended March 31, 2011 (2 companies combined results)			Year ended March 31, 2012		
		Amount	Change	Change ratio	Amount	Change	Change ratio
Personnel expenses	①	1,344	29	2.2	1,278	(66)	(4.9)
Non personnel	②	1,140	(82)	(6.8)	1,094	(46)	(4.1)
Taxes and contributions	③	125	0	0.3	115	(10)	(8.5)
Total	④	2,611	(52)	(2.0)	2,487	(123)	(4.7)

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

< Expenses for underwriting >

(Yen in 100 millions)

		Year ended March 31, 2011 (2 companies combined results)			Year ended March 31, 2012		
		Amount	Change	Change ratio	Amount	Change	Change ratio
Operating expenses and general administrative expenses	⑤	1,955	22	1.2	1,886	(69)	(3.5)
Commission and collection expenses	⑥	1,955	12	0.7	1,890	(64)	(3.3)
Total	⑦	3,910	35	0.9	3,776	(133)	(3.4)
Net company expense ratio	⑧	35.6 %	0.6 %		35.1 %	(0.5) %	

(5) Outstanding claims

(Yen in 100 millions)

	Year ended March 31, 2011 (2 companies combined results)		Year ended March 31, 2012	
	Amount	Change	Amount	Change
Fire and allied	607	285	677	70
Marine	45	(0)	35	(10)
Personal accident	313	24	290	(22)
Voluntary automobile	2,692	220	2,734	42
Compulsory automobile liability	474	22	491	16
Other	697	(126)	594	(103)
Total	4,830	425	4,823	(6)

(6) Incurred loss and earned-incurred loss ratio

(Yen in 100 millions)

	Year ended March 31, 2011 (2 companies combined results)		Year ended March 31, 2012			
	Incurred loss	Earned-incurred loss ratio	Incurred Loss	Change	Earned-incurred loss ratio	Change
Fire and allied	763	59.8 %	1,181	417	91.5 %	31.7
Marine	47	55.1	37	(10)	42.2	(12.9)
Personal accident	420	59.7	358	(61)	51.5	(8.2)
Voluntary automobile	4,621	72.5	4,445	(175)	69.9	(2.6)
Other	592	59.0	579	(12)	58.8	(0.2)
Total	6,445	68.3	6,602	156	70.1	1.8

Note: Earned-incurred loss ratio is calculated using method below.

Figures are excluding residential earthquake insurance and compulsory automobile liability insurance

Incurred loss = Net claims paid + Loss adjustment expenses + change for outstanding claims

Earned premiums is calculated considering unearned premiums and premium reserve etc.

Earned-incurred loss ratio = Incurred loss / Earned premiums

(7) Underwriting reserve

(Yen in 100 millions)

		As of March 31, 2012				
		Total of underwriting reserve	Ordinary underwriting reserve	Reserve for refunds and dividends to policyholders	Catastrophe reserve	Contingency reserve
Fire and allied	Amount	7,515	4,884	1,279	1,349	2
	Change	(1,116)	(661)	(115)	(339)	-
Marine	Amount	163	33	-	129	-
	Change	2	0	-	2	-
Personal accident	Amount	6,330	594	5,188	543	3
	Change	(382)	31	(435)	22	-
Voluntary automobile	Amount	2,030	1,822	4	203	0
	Change	(100)	(42)	1	(59)	-
CALI	Amount	2,457	2,457	-	-	-
	Change	(341)	(341)	-	-	-
Other	Amount	1,898	1,197	184	514	0
	Change	(54)	(20)	(9)	(24)	-
Total	Amount	20,396	10,990	6,657	2,741	6
	Change	(1,992)	(1034)	(559)	(397)	-

Note: Reserve for residential earthquake insurance and compulsory automobile liability insurance are included in ordinary underwriting reserve

(Aioi Nissay Dowa Insurance Co., Ltd.)

(8) Catastrophe reserve

(Yen in 100 millions)

	Year ended March 31, 2011		Year ended March 31, 2012			
	Balance	Reserve ratio	Reversal	Provision	Balance	Reserve ratio
		%				%
Fire and allied	1,688	125.1	410	71	1,349	114.4
Marine	127	147.7	1	3	129	149.1
Personal accident	520	71.3	-	22	543	74.9
Voluntary automobile	263	4.1	263	203	203	3.2
Other	538	53.0	66	42	514	53.1
Total	3,138	32.8	741	343	2,741	29.5

Note: Reserve ratio = (Balance of catastrophe reserve / (Net premiums written excluding residential earthquake insurance and compulsory automobile liability insurance)) X 100

(9) Balance of invested asset

(Yen in 100 millions)

	As of March 31, 2011	As of March 31, 2012	
			Change
Cash deposits and savings	2,515	1,479	(1,035)
Securities	20,332	20,666	334
Domestic bonds	6,509	7,468	959
Domestic equity	6,626	6,022	(603)
Foreign securities	6,352	6,379	27
Others	845	795	(49)
Loan investments	3,251	2,745	(506)
Lands and buildings	1,894	1,828	(66)
Total	27,994	26,720	(1,273)

(Reference)

Long-term assets	7,211	6,651	(560)
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(Reference) Breakdown of domestic bonds by issuer type

(Yen in 100 millions)

	As of March 31, 2011	As of March 31, 2012	
			Change
Government bonds	3,123	4,747	1,624
Municipal bonds	430	368	(62)
Corporate bonds	2,955	2,352	(603)
Public sector	1,074	720	(354)
Financial institutions	48	43	(4)
Corporations	1,832	1,588	(244)
Total	6,509	7,468	959

(10) Breakdown of interest and dividends

(Yen in 100 millions)

	Year ended March 31, 2011 (2 companies combined results)	Year ended March 31, 2012	
			Change
Securities	542	469	(72)
Domestic bonds	101	97	(3)
Domestic equity	133	137	3
Foreign securities	266	209	(56)
Others	39	24	(15)
Loan investments	62	53	(9)
Lands and buildings	56	52	(4)
Other	12	8	(3)
Total	674	584	(89)

(1 1) Securities

Unrealized gains and losses on securities

(Yen in 100 millions)

As of March 31, 2012	Acquisition cost	Fair value	Difference	Change from previous year
Domestic bonds	7,270	7,468	198	72
Domestic equity	4,858	5,704	845	69
Foreign securities	6,287	5,940	(346)	230
Others	714	656	(57)	10
Total	19,130	19,770	639	383

(Yen in 100 millions)

As of March 31, 2011	Acquisition cost	Fair value	Difference
Domestic bonds	6,383	6,509	125
Domestic equity	5,087	5,863	776
Foreign securities	6,491	5,913	(577)
Others	749	681	(68)
Total	18,712	18,968	255

Notes: 1. The above tables are about marketable securities available for sale.

2. Others include beneficiary claims on loan trusts represented as monetary claims bought in the consolidated balance sheets.

Gains and losses on sale of securities

(Yen in 100 millions)

	Year ended March 31, 2011 Gains and losses (2 companies combined results)	Year ended March 31, 2012 Gains and losses	Differences	
			Gains	Losses
Domestic bonds	69	51	57	5
Domestic equity	231	58	59	0
Foreign securities	30	38	82	44
Others	4	(11)	-	11
Total	336	138	198	60

Losses on devaluation of securities

(Yen in 100 millions)

	Year ended March 31, 2011 (2 companies combined results)	Year ended March 31, 2012	Change
Domestic bonds	0	-	(0)
Domestic equity	133	130	(2)
Foreign securities	-	12	12
Others	0	2	2
Total	133	145	12

4 . Earnings forecast

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

(Yen in 100 millions)

		Forecast for year ending March 31, 2013	Change from previous year
Net premiums written*	①	26,300	2.8 %
(Overseas non-life insurance subsidiaries)	②	1,942	7.4 %
Ordinary profit	③	1,250	2,212
Net income	④	800	2,494
Dividend per share (annual)	⑤	54.00 yen	nil

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

(Yen in 100 millions)

		Forecast for year ending March 31, 2013	Change from previous year
Net premiums written*	⑥	12,900	1.6 %
Ordinary profit	⑦	700	2,001
Net income	⑧	470	1,776

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

(Yen in 100 millions)

		Forecast for year ending March 31, 2013	Change from previous year
Net premiums written	⑨	11,100	3.3 %
Ordinary profit	⑩	360	267
Net income	⑪	290	725

* Figures are presented exclusive of the GRR premiums of the automobile insurance "ModoRich."

(Breakdown of earnings forecast)

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

(Yen in 100 millions)

	Results for the year ended March 31, 2012	Forecast for the year ending March 31, 2013
Gross premiums written (excl. deposit premiums)	13,535	13,850
Change ratio	4.4 %	2.3 %
Net premiums written	12,692	12,900
Change ratio	3.1 %	1.6 %
Net loss ratio	84.8 %	77.9 %
Net expense ratio	33.3 %	33.0 %
Combined ratio	118.1 %	110.9 %
Underwriting profit (losses)	(1,700)	50
Net interest and dividends	549	477
Ordinary profit	(1,301)	700
Net income (losses)	(1,306)	470

Reference: excluding compulsory automobile liability insurance

	Results for the year ended March 31, 2012	Forecast for the year ending March 31, 2013
Net premiums written change ratio	2.5 %	1.0 %
Net loss ratio	82.7 %	75.4 %
Net expense ratio	34.9 %	34.9 %
Combined ratio	117.6 %	110.3 %

Forecast by line of business

(Yen in 100 millions)

	Net premiums written		Loss ratio	
		Change ratio		Change
Fire and allied	1,750	(4.2) %	128.2 %	(33.8) %
Marine	544	2.6 %	54.3 %	(11.3) %
Personal accident	1,406	0.9 %	59.5 %	(0.7) %
Voluntary automobile	5,855	2.5 %	71.2 %	(2.1) %
Compulsory automobile liability	1,555	6.4 %	96.1 %	(5.0) %
Other	1,790	1.1 %	56.1 %	1.9 %
Total	12,900	1.6 %	77.9 %	(6.9) %

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

(Yen in 100 millions)

	Results for the year ended March 31, 2012	Forecast for the year ending March 31, 2013
Gross premiums written (excl. deposit premiums)	11,781	12,072
Change ratio	1.4 %	2.5 %
Net premiums written	10,746	11,100
Change ratio	(2.1) %	3.3 %
Net loss ratio	79.7 %	70.6 %
Net expense ratio	35.1 %	34.2 %
Combined ratio	114.8 %	104.8 %
Underwriting profit (losses)	(200)	130
Net interest and dividends	362	306
Ordinary profit	92	360
Net income (losses)	(435)	290

Reference: excluding compulsory automobile liability insurance

	Results for the year ended March 31, 2012	Forecast for the year ending March 31, 2013
Net premiums written change ratio	(3.1) %	2.8 %
Net loss ratio	77.4 %	67.4 %
Net expense ratio	36.6 %	35.9 %
Combined ratio	114.0 %	103.3 %

Forecast by line of business

(Yen in 100 millions)

	Net premiums written		Loss ratio	
		Change ratio		Change
Fire and allied	1,235	3.1 %	80.0 %	(60.0) %
Marine	102	17.2 %	50.0 %	(4.7) %
Personal accident	739	1.8 %	53.0 %	0.5 %
Voluntary automobile	6,479	2.6 %	66.7 %	(3.0) %
Compulsory automobile Liability	1,543	6.4 %	90.7 %	(4.3) %
Other	1,002	3.3 %	68.4 %	(2.0) %
Total	11,100	3.3 %	70.6 %	(9.1) %

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

Consolidated

(Yen in millions)

Lines of Insurance	Year ended March 31, 2011			Year ended March 31, 2012		
	Amount	Share %	Change % (Note 2)	Amount	Share %	Change %
Fire and Allied	487,365	16.9	(7.0)	513,458	17.4	5.4
Marine	102,993	3.6	1.2	105,393	3.5	2.3
Personal Accident	367,750	12.7	0.7	358,440	12.1	(2.5)
Voluntary Automobile	1,277,752	44.3	2.2	1,291,429	43.7	1.1
Compulsory Automobile Liability	278,695	9.7	(0.6)	307,038	10.4	10.2
Other	370,215	12.8	(3.2)	380,999	12.9	2.9
Total	2,884,772	100.0	(0.7)	2,956,759	100.0	2.5
Deposit premiums from policyholders	196,070	6.8	(5.3)	172,021	5.8	(12.3)

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

Voluntary Automobile	1,275,366		2.0	1,294,722		1.5
Total	2,882,386		(0.8)	2,960,052		2.7

Net Premiums Written by Lines of Insurance

(Yen in millions)

Lines of Insurance	Year ended March 31, 2011			Year ended March 31, 2012		
	Amount	Share %	Change % (Note 2)	Amount	Share %	Change %
Fire and Allied	354,560	13.9	(4.6)	339,636	13.3	(4.2)
Marine	89,455	3.5	6.2	87,395	3.4	(2.3)
Personal Accident	212,790	8.4	1.9	219,520	8.6	3.2
Voluntary Automobile	1,291,900	50.8	3.2	1,299,499	50.9	0.6
Compulsory Automobile Liability	273,871	10.8	0.4	291,610	11.4	6.5
Other	321,208	12.6	(2.6)	317,890	12.4	(1.0)
Total	2,543,786	100.0	1.0	2,555,551	100.0	0.5

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

Voluntary Automobile	1,289,513		3.0	1,302,792		1.0
Total	2,541,400		0.9	2,558,844		0.7

Net Claims Paid by Lines of Insurance

(Yen in millions)

Lines of Insurance	Year ended March 31, 2011			Year ended March 31, 2012		
	Amount	Share %	Change % (Note 2)	Amount	Share %	Change %
Fire and Allied	137,343	8.7	(10.1)	473,309	24.4	244.6
Marine	39,823	2.5	(13.9)	48,802	2.5	22.5
Personal Accident	112,581	7.1	(2.2)	113,345	5.8	0.7
Voluntary Automobile	837,013	52.8	4.6	848,161	43.7	1.3
Compulsory Automobile Liability	260,890	16.4	1.1	263,206	13.6	0.9
Other	198,475	12.5	(17.7)	194,546	10.0	(2.0)
Total	1,586,128	100.0	(1.7)	1,941,371	100.0	22.4

(Notes) 1. Any figures are amounts after the off-set of intersegment transactions.

2. Figures are comparisons with the simple combination of the prior year results of Mitsui Sumitomo Insurance Group Holdings, Inc. (Consolidated), Aioi Insurance Co., Ltd. (Consolidated) and Nissay Dowa General Insurance Co., Ltd. (Non-Consolidated).

Non-Consolidated Statements of Income

(Yen in millions)

Items	FY 2010	FY 2011
	Amount	Amount
Ordinary income:	1,685,881	1,832,703
Underwriting income:	1,559,754	1,715,890
Net premiums written	1,232,945	1,265,997
Deposit premiums from policyholders	138,584	124,053
Investment income on deposit premiums from policyholders	51,175	47,434
Reversal of underwriting reserves	136,946	277,326
Foreign exchange gains	-	978
Other underwriting income	101	99
Investment income:	122,980	113,537
Interest and dividends received	111,826	102,343
Investment gains on money trusts	53	141
Gains on sale of securities	50,147	41,896
Gains on redemption of securities	2,043	583
Gains on derivative transactions	8,785	5,285
Foreign exchange gains	-	9,754
Other investment income	1,298	966
Transfer of investment income on deposit premiums from policyholders	(51,175)	(47,434)
Other ordinary income	3,147	3,275
Ordinary expenses:	1,654,111	1,962,880
Underwriting expenses:	1,407,609	1,677,711
Net claims paid	765,938	1,000,737
Loss adjustment expenses	75,572	76,093
Commission and collection expenses	214,807	221,457
Maturity refunds to policyholders	307,797	256,214
Dividends to policyholders	1,305	1,423
Provision for outstanding claims	40,752	121,280
Foreign exchange losses	1,087	-
Other underwriting expenses	348	503
Investment expenses:	31,267	69,713
Investment losses on money trusts	135	18
Losses on sale of securities	11,783	22,542
Losses on devaluation of securities	7,596	39,206
Losses on redemption of securities	2,710	789
Foreign exchange losses	3,517	-
Other investment expenses	5,523	7,155
Operating expenses and general and administrative expenses	212,925	210,525
Other ordinary expenses:	2,308	4,930
Interest paid	1,722	2,365
Loss on bad debts	3	4
Other ordinary expenses	582	2,560
Ordinary profit (loss)	31,770	(130,177)
Extraordinary income:	10,735	3,451
Gains on sale of fixed assets	10,041	694
Reversal of reserve under the special law:	-	2,756
Reversal of reserve for price fluctuation	-	2,756
Other extraordinary income	694	-
Extraordinary losses:	16,245	4,521
Losses on sale of fixed assets	1,781	1,379
Impairment loss on fixed assets	3,338	3,141
Provision for reserve under the special law:	2,706	-
Provision for reserve for price fluctuation	2,706	-
Other extraordinary losses	8,417	-
Income (loss) before income taxes	26,261	(131,246)
Income taxes - current	2,186	2,825
Income taxes - deferred	1,193	(3,465)
Total income taxes	3,379	(639)
Net income (loss)	22,881	(130,607)

Solvency Margin Ratio**Solvency Margin Ratio calculated under the revised standard applied from March 31, 2012**

(Yen in millions)

	(Reference) As of March 31, 2011	As of March 31, 2012
(A) Total amount of solvency margin	1,999,806	1,656,380
Total net assets	593,235	445,809
Reserve for price fluctuation	5,396	2,639
Contingency reserve	-	-
Catastrophe reserve	598,062	429,083
General bad debts reserve	1,180	1,029
Net unrealized gains/losses on securities (Prior to tax effect deductions)	611,738	598,943
Net unrealized gains/losses on land	45,496	36,478
Excess of policyholders' contract deposits (a)	-	-
Subordinated debts, etc. (b)	-	106,191
Amount excluded from the margin, out of (a) and (b)	-	-
Deductions	35,083	40,098
Others	179,780	76,303
(B) Total amount of risks	747,903	680,488
$\sqrt{(R_1 + R_2)^2 + (R_3 + R_4)^2} + R_5 + R_6$		
General insurance risk (R ₁)	104,152	107,837
Third sector insurance risk (R ₂)	-	-
Assumed interest risk (R ₃)	22,378	21,492
Asset management risk (R ₄)	475,684	470,525
Business administration risk (R ₅)	16,495	22,620
Catastrophe risk (R ₆)	222,571	154,171
(C) Solvency margin ratio [(A)/(B)×1/2]×100	534.7%	486.8%

Solvency Margin Ratio calculated under the previous standard

(Yen in millions)

	As of March 31, 2011
(A) Total amount of solvency margin	1,999,806
Total net assets	593,235
Reserve for price fluctuation	5,396
Contingency reserve	-
Catastrophe reserve	598,062
General bad debts reserve	1,180
Net unrealized gains/losses on securities (Prior to tax effect deductions)	611,738
Net unrealized gains/losses on land	45,496
Excess of policyholders' contract deposits	-
Subordinated debts, etc.	-
Deductions	35,083
Others	179,780
(B) Total amount of risks	520,222
$\sqrt{(R_1 + R_2)^2 + (R_3 + R_4)^2} + R_5 + R_6$	
General insurance risk (R ₁)	72,699
Third sector insurance risk (R ₂)	-
Assumed interest risk (R ₃)	6,220
Asset management risk (R ₄)	276,000
Business administration risk (R ₅)	11,445
Catastrophe risk (R ₆)	217,343
(C) Solvency margin ratio [(A)/(B)×1/2]×100	768.8%

Non-Consolidated Statements of Income

(Yen in millions)

Items	FY 2010	FY 2011
	Amount (Simple Combination)	Amount
Ordinary income:	1,380,669	1,405,650
Underwriting income:	1,293,407	1,346,628
Net premiums written	1,097,341	1,074,631
Deposit premiums from policyholders	57,485	47,967
Investment income on deposit premiums from policyholders	24,522	22,209
Reversal of outstanding claims	-	660
Reversal of underwriting reserves	108,956	199,257
Other underwriting income	5,100	1,901
Investment income:	84,267	56,292
Interest and dividends received	67,400	58,455
Investment gains on money trusts	1	0
Gains on sale of securities	40,068	19,883
Gains on redemption of securities	709	-
Gains on derivative transactions	316	-
Foreign exchange gains	-	44
Other investment income	293	118
Transfer of investment income on deposit premiums from policyholders	(24,522)	(22,209)
Other ordinary income	2,994	2,729
Ordinary expenses:	1,364,589	1,396,416
Underwriting expenses:	1,132,534	1,169,683
Net claims paid	692,854	805,026
Loss adjustment expenses	55,576	51,847
Commission and collection expenses	195,503	189,074
Maturity refunds to policyholders	139,491	120,729
Dividends to policyholders	200	70
Provision for outstanding claims	42,592	-
Foreign exchange losses	593	572
Other underwriting expenses	5,722	2,363
Investment expenses:	25,190	28,818
Investment losses on money trusts	0	-
Losses on trading securities	4	-
Losses on sale of securities	6,401	6,082
Losses on devaluation of securities	13,315	14,575
Losses on redemption of securities	1,933	1,669
Losses on derivative transactions	843	2,884
Foreign exchange losses	319	-
Other investment expenses	2,371	3,606
Operating expenses and general and administrative expenses	205,570	196,929
Other ordinary expenses:	1,293	985
Interest paid	1	2
Loss on bad debts	2	9
Other ordinary expenses	1,289	973
Ordinary profit	16,079	9,233
Extraordinary income:	627	9,075
Gains on sale of fixed assets	627	4,850
Reversal of reserve under the special law:	-	4,225
Reversal of reserve for price fluctuation	-	4,225
Extraordinary losses:	35,682	3,588
Losses on sale of fixed assets	794	1,901
Impairment loss on fixed assets	1,699	1,687
Provision for reserve under the special law:	2,235	-
Provision for reserve for price fluctuation	2,235	-
Loss on reduction of real estate	44	-
Other extraordinary losses	30,908	-
Income (loss) before income taxes	(18,974)	14,720
Income taxes - current	2,380	363
Income taxes - deferred	(9,937)	57,906
Total income taxes	(7,556)	58,270
Net loss	11,417	43,549

Solvency Margin Ratio**Solvency Margin Ratio calculated under the revised standard applied from March 31, 2012**

(Yen in millions)

	(Reference) As of March 31, 2011	As of March 31, 2012
(A) Total amount of solvency margin	953,479	758,104
Total net assets	454,696	359,526
Reserve for price fluctuation	6,023	1,798
Contingency reserve	693	693
Catastrophe reserve	376,115	281,338
General bad debts reserve	468	365
Net unrealized gains/losses on securities (Prior to tax effect deductions)	23,068	57,792
Net unrealized gains/losses on land	12,396	4,477
Excess of policyholders' contract deposits (a)	-	-
Subordinated debts, etc. (b)	-	-
Amount excluded from the margin, out of (a) and (b)	-	-
Deductions	31,326	11,673
Others	111,342	63,786
(B) Total amount of risks	374,833	342,539
$\sqrt{(R_1 + R_2)^2 + (R_3 + R_4)^2} + R_5 + R_6$		
General insurance risk (R ₁)	99,063	101,167
Third sector insurance risk (R ₂)	-	-
Assumed interest risk (R ₃)	11,681	11,032
Asset management risk (R ₄)	188,438	171,111
Business administration risk (R ₅)	8,837	12,160
Catastrophe risk (R ₆)	142,698	122,024
(C) Solvency margin ratio [(A)/(B)×1/2]×100	508.7%	442.6%

Solvency Margin Ratio calculated under the previous standard

(Yen in millions)

	As of March 31, 2011
(A) Total amount of solvency margin	953,479
Total net assets	454,696
Reserve for price fluctuation	6,023
Contingency reserve	693
Catastrophe reserve	376,115
General bad debts reserve	468
Net unrealized gains/losses on securities (Prior to tax effect deductions)	23,068
Net unrealized gains/losses on land	12,396
Excess of policyholders' contract deposits	-
Subordinated debts, etc.	-
Deductions	31,326
Others	111,342
(B) Total amount of risks	279,763
$\sqrt{(R_1 + R_2)^2 + (R_3 + R_4)^2} + R_5 + R_6$	
General insurance risk (R ₁)	67,336
Third sector insurance risk (R ₂)	-
Assumed interest risk (R ₃)	3,146
Asset management risk (R ₄)	108,785
Business administration risk (R ₅)	6,439
Catastrophe risk (R ₆)	142,698
(C) Solvency margin ratio [(A)/(B)×1/2]×100	681.6%

Non-Consolidated Statements of Income

(Yen in millions)

Items	FY 2010	FY 2011
	Amount	Amount
Ordinary income:	33,356	34,596
Underwriting income:	33,114	34,378
Net premiums written	33,100	34,319
Investment income on deposit premiums from policyholders	13	13
Reversal of outstanding claims	-	44
Investment income:	238	216
Interest and dividends received	218	200
Gains on sale of securities	33	30
Transfer of investment income on deposit premiums from policyholders	(13)	(13)
Other ordinary income	3	1
Ordinary expenses:	32,998	34,132
Underwriting expenses:	25,991	27,015
Net claims paid	23,116	24,230
Loss adjustment expenses	2,244	2,321
Commission and collection expenses	243	220
Provision for outstanding claims	383	-
Provision for underwriting reserves	2	241
Other underwriting expenses	0	0
Investment expenses	-	-
Operating expenses and general and administrative expenses	7,006	7,113
Other ordinary expenses:	0	4
Provision for bad debts reserve	-	3
Other ordinary expenses	0	1
Ordinary profit	358	463
Extraordinary income:	1	-
Other extraordinary income	1	-
Extraordinary losses:	8	10
Losses on sale of fixed assets	1	5
Provision for reserve under the special law:	4	4
Provision for reserve for price fluctuation	4	4
Other extraordinary losses	2	-
Income before income taxes	351	452
Income taxes - current	16	16
Income taxes - deferred	-	(68)
Total income taxes	16	(52)
Net income	334	505

Solvency Margin Ratio**Solvency Margin Ratio calculated under the revised standard applied from March 31, 2012**

(Yen in millions)

	(Reference) As of March 31, 2011	As of March 31, 2012
(A) Total amount of solvency margin	11,105	11,820
Total net assets	9,845	10,350
Reserve for price fluctuation	17	22
Contingency reserve	0	0
Catastrophe reserve	1,058	1,099
General bad debts reserve	0	1
Net unrealized gains/losses on securities (Prior to tax effect deductions)	184	346
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	5,295	5,569
$\sqrt{(R_1 + R_2)^2 + (R_3 + R_4)^2} + R_5 + R_6$		
General insurance risk (R ₁)	4,799	5,065
Third sector insurance risk (R ₂)	-	-
Assumed interest risk (R ₃)	0	0
Asset management risk (R ₄)	515	525
Business administration risk (R ₅)	168	176
Catastrophe risk (R ₆)	300	300
(C) Solvency margin ratio [(A)/(B)×1/2]×100	419.4%	424.4%

Solvency Margin Ratio calculated under the previous standard

(Yen in millions)

	As of March 31, 2011
(A) Total amount of solvency margin	11,105
Total net assets	9,845
Reserve for price fluctuation	17
Contingency reserve	0
Catastrophe reserve	1,058
General bad debts reserve	0
Net unrealized gains/losses on securities (Prior to tax effect deductions)	184
Net unrealized gains/losses on land	-
Excess of policyholders' contract deposits	-
Subordinated debts, etc.	-
Deductions	-
Others	-
(B) Total amount of risks	3,470
$\sqrt{(R_1 + R_2)^2 + (R_3 + R_4)^2} + R_5 + R_6$	
General insurance risk (R ₁)	3,054
Third sector insurance risk (R ₂)	-
Assumed interest risk (R ₃)	0
Asset management risk (R ₄)	227
Business administration risk (R ₅)	107
Catastrophe risk (R ₆)	300
(C) Solvency margin ratio [(A)/(B)×1/2]×100	640.0%

Non-Consolidated Statements of Income

(Yen in millions)

Items	FY 2010	FY 2011
	Amount	Amount
Ordinary income:	386,373	420,646
Insurance premiums and other:	353,109	385,684
Insurance premiums	351,922	384,790
Reinsurance income	1,187	893
Investment income:	31,621	33,102
Interest and dividends received:	30,159	32,227
Interest on deposits	0	0
Interest and dividends on securities	28,778	30,738
Interest on loans	1,321	1,374
Other interest and dividends	58	114
Gains on sale of securities	1,462	872
Gains on redemption of securities	-	1
Other ordinary income:	1,642	1,859
Receipts of annuities with special conditions	732	275
Receipts of deferred insurance claims	845	1,040
Reversal of outstanding claims	-	472
Other ordinary income	63	71
Ordinary expenses:	387,400	418,830
Insurance claims and other:	170,304	162,572
Insurance claims	45,143	43,263
Annuity payments	4,358	6,523
Benefits	12,232	11,958
Surrender benefits	105,150	98,444
Other refunds	1,544	1,239
Reinsurance premiums	1,875	1,141
Provision for underwriting reserves and other:	148,246	177,806
Provision for outstanding claims	3,521	1,158
Provision for underwriting reserves	144,723	176,645
Provision of interest portion of reserves for dividends to policyholders	1	2
Investment expenses:	1,402	2,156
Interest paid	44	123
Losses on sale of securities	833	1,239
Losses on devaluation of securities	135	555
Losses on redemption of securities	-	72
Losses on derivative transactions	1	-
Foreign exchange losses	296	139
Provision for bad debts reserve	86	15
Other investment expenses	3	9
Operating expenses	62,131	69,815
Other ordinary expenses:	5,315	6,480
Payments of deferred insurance claims	526	772
Taxes	2,760	3,276
Depreciation	1,761	2,092
Provision for retirement benefits	183	317
Other ordinary expenses	83	20
Ordinary profit (loss)	(1,027)	1,816
Extraordinary income:	5	3
Gains on sale of fixed assets	5	3
Extraordinary losses:	5,261	10,755
Losses on sale of fixed assets	30	117
Provision for reserve under the special law:	355	447
Provision for reserve for price fluctuation	355	447
Other extraordinary losses	4,875	10,191
Provision for reserve for dividends to policyholders	4,497	4,835
Loss before income taxes	10,782	13,771
Income taxes - current	1,848	20
Income taxes - deferred	(5,441)	(2,396)
Total income taxes	(3,593)	(2,376)
Net loss	7,188	11,395

Results for the Year Ended March 31, 2012**Amount of Policies in Force and New Policies**

(1) Amount of policies in force

(Yen in millions)

	As of March 31, 2011		As of March 31, 2012	
	Number of policies (in thousands)	Amount	Number of policies (in thousands)	Amount
Individual Insurance	1,837	15,809,149	2,049	17,359,229
Individual Annuities	155	623,789	172	703,269
Group Insurance	-	4,872,946	-	4,996,365
Group Annuities	-	459	-	477

- (Notes) 1. The amount in individual annuities is the sum of (a) the funds to be held at the time annuity payments are to commence for an annuity for which payment has not yet commenced, and (b) the amount of policy reserve for an annuity for which payments have commenced.
2. The amount in group annuities indicates the policy reserve.

(2) Amount of new policies

(Yen in millions)

	FY 2010				FY 2011			
	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	335	2,757,564	2,757,564	-	334	3,157,723	3,157,723	-
Individual Annuities	18	85,587	85,587	-	24	119,353	119,353	-
Group Insurance	-	42,437	42,437	-	-	38,211	38,211	-
Group Annuities	-	-	-	-	-	0	0	-

- (Notes) 1. The amount of individual annuities is the funds to be held at the time annuity payments are to commence.
2. The amount of group annuities represents the first time premium.

Annualized Premiums

(1) Amount of policies in force

(Yen in millions)

	As of March 31, 2011	As of March 31, 2012
Individual Insurance	241,744	255,164
Individual Annuities	36,258	39,562
Total:	278,003	294,726
Medical coverage, living benefits, etc.	46,931	51,956

(2) Amount of new policies

(Yen in millions)

	FY 2010	FY 2011
Individual Insurance	36,675	38,392
Individual Annuities	4,678	6,058
Total:	41,353	44,451
Medical coverage, living benefits, etc.	9,268	8,471

- (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.).

Summary of Non-Consolidated Results of Operations

(Yen in millions)

	FY 2010	FY 2011	Change
Fundamental revenues:	384,910	419,773	34,863
Insurance premiums and other	353,109	385,684	32,575
Fundamental expense	385,140	415,664	30,523
Fundamental profit	(230)	4,109	4,339
Capital gains (losses)	513	(782)	(1,296)
Non-recurring gains (losses)	(1,310)	(1,510)	(199)
Ordinary profit (loss)	(1,027)	1,816	2,843
Extraordinary income	5	3	(1)
Extraordinary losses	5,261	10,755	5,493
Provision for reserve for dividends to policyholders	4,497	4,835	338
Total income taxes	(3,593)	(2,376)	1,216
Net loss	7,188	11,395	4,206

Solvency Margin Ratio**Solvency Margin Ratio calculated under the revised standard applied from March 31, 2012**

(Yen in millions)

	(Reference) As of March 31, 2011		As of March 31, 2012
	Mitsui Sumitomo Kirameki Life Insurance Co., Ltd.	Aioi Life Insurance Co., Ltd.	
(A) Total amount of solvency margin	125,594	75,953	223,803
Total capital	43,760	30,691	63,056
Reserve for price fluctuation	1,858	656	2,962
Contingency reserve	10,538	7,703	19,754
General bad debts reserve	19	0	37
Net unrealized gains/losses on securities×90%	12,918	3,207	51,144
Net unrealized gains/losses on land×85%	-	-	-
Excess of continued Zillmerized reserve (a)	63,178	33,439	109,878
Subordinated debt, etc. (b)	-	-	-
Amount excluded from the margin, out of (a) and (b)	(6,850)	-	(23,568)
Brought in capital	-	-	-
Deductions	-	-	-
Others	170	256	536
(B) Total amount of risks $\sqrt{(R_1 + R_8)^2 + (R_2 + R_3 + R_7)^2} + R_4$	19,673	10,367	36,904
Insurance risk (R ₁)	6,825	4,893	12,655
Third sector insurance risk (R ₈)	2,181	1,173	4,229
Assumed interest risk (R ₂)	1,930	910	2,888
Minimum guarantee risk (R ₇)	-	-	-
Asset management risk (R ₃)	14,689	7,144	28,295
Business administration risk (R ₄)	768	282	1,442
(C) Solvency margin ratio [(A)/{(B)×1/2}]×100	1,276.8%	1,465.2%	1,212.8%

Solvency Margin Ratio calculated under the previous standard

(Yen in millions)

	As of March 31, 2011	
	Mitsui Sumitomo Kirameki Life Insurance Co., Ltd.	Aioi Life Insurance Co., Ltd.
(A) Total amount of solvency margin	133,423	77,149
Total capital	43,760	30,691
Reserve for price fluctuation	1,858	656
Contingency reserve	10,538	7,703
General bad debts reserve	19	0
Net unrealized gains/losses on securities×90%	12,918	3,207
Net unrealized gains/losses on land×85%	-	-
Excess of continued Zillmerized reserve	63,178	33,439
Subordinated debt, etc.	-	-
Brought in capital	-	-
Deductions	-	-
Others	1,148	1,452
(B) Total amount of risks $\sqrt{(R_1 + R_8)^2 + (R_2 + R_3 + R_7)^2} + R_4$	12,545	7,896
Insurance risk (R ₁)	6,825	4,893
Third sector insurance risk (R ₈)	2,181	1,173
Assumed interest risk (R ₂)	507	239
Minimum guarantee risk (R ₇)	-	-
Asset management risk (R ₃)	7,475	4,469
Business administration risk (R ₄)	509	215
(C) Solvency margin ratio [(A)/{(B)×1/2}]×100	2,127.0%	1,954.1%

Non-Consolidated Statements of Income

(Yen in millions)

Items	FY 2010	FY 2011
	Amount	Amount
Ordinary income:	346,843	344,227
Insurance premiums and other:	251,510	244,879
Insurance premiums	243,730	234,793
Reinsurance income	7,779	10,085
Investment income:	23,306	95,655
Interest and dividends received:	19	323
Interest on deposits	4	4
Interest and dividends on securities	-	300
Interest on loans	14	15
Other interest and dividends	-	3
Investment gains on money trusts	23,287	50,993
Gains on investment in separate accounts	-	44,338
Other ordinary income:	72,026	3,693
Receipts of annuities with special conditions	6,016	3,652
Reversal of outstanding claims	153	-
Reversal of underwriting reserves	65,035	-
Other ordinary income	819	40
Ordinary expenses:	316,681	331,202
Insurance claims and other:	212,653	235,567
Insurance claims	42,171	46,439
Annuity payments	37,661	41,180
Benefits	29,857	53,518
Surrender benefits	77,877	70,207
Other refunds	1,852	1,015
Reinsurance premiums	23,232	23,207
Provision for underwriting reserves and other:	-	72,193
Provision for outstanding claims	-	1,219
Provision for underwriting reserves	-	70,974
Investment expenses:	81,612	858
Interest paid	44	0
Foreign exchange losses	210	497
Other investment expenses	480	360
Losses on investment in separate accounts	80,876	-
Operating expenses	21,527	21,554
Other ordinary expenses:	887	1,027
Taxes	507	529
Depreciation	358	495
Other ordinary expenses	21	3
Ordinary profit	30,162	13,025
Extraordinary losses:	687	656
Losses on sale of fixed assets	44	4
Provision for reserve under the special law:	577	651
Provision for reserve for price fluctuation	577	651
Other extraordinary losses	65	-
Income before income taxes	29,474	12,369
Income taxes - current	7	8,612
Income taxes - deferred	10,684	(2,236)
Total income taxes	10,691	6,375
Net income	18,783	5,993

Results for the Year Ended March 31, 2012**Amount of Policies in Force and New Policies**

(1) Amount of policies in force

(Yen in millions)

	As of March 31, 2011		As of March 31, 2012	
	Number of policies (in thousands)	Amount	Number of policies (in thousands)	Amount
Individual Insurance	9	113,737	11	122,251
Individual Annuities	416	2,969,304	434	3,000,286
Group Insurance	-	-	-	-
Group Annuities	-	-	-	-

(Note) The amount in individual annuities is the sum of (a) the funds to be held at the time annuity payments are to commence (in the case of an individual variable annuity, insurance premium reserve) for an annuity for which payment has not yet commenced and (b) the amount of policy reserve for an annuity for which payments have commenced.

(2) Amount of new policies

(Yen in millions)

	FY 2010				FY 2011			
	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	0	4,344	4,344	-	2	13,002	13,002	-
Individual Annuities	44	249,402	249,402	-	40	224,439	224,439	-
Group Insurance	-	-	-	-	-	-	-	-
Group Annuities	-	-	-	-	-	-	-	-

(Note) The amount of individual annuities is 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) Amount of policies in force

(Yen in millions)

	As of March 31, 2011	As of March 31, 2012
Individual Insurance	9,557	10,110
Individual Annuities	426,018	428,866
Total:	435,575	438,977
Medical coverage, living benefits, etc.	90	89

(2) Amount of new policies

(Yen in millions)

	FY 2010	FY 2011
Individual Insurance	367	949
Individual Annuities	108,448	106,281
Total:	108,816	107,230
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)

	FY 2010	FY 2011	Change
Fundamental revenues:	352,188	345,714	(6,474)
Insurance premiums and other	251,510	244,879	(6,631)
Fundamental expense	323,594	317,703	(5,890)
Fundamental profit	28,594	28,011	(583)
Capital gains (losses)	3,872	(1,984)	(5,856)
Non-recurring gains (losses)	(2,304)	(13,001)	(10,697)
Ordinary profit	30,162	13,025	(17,137)
Extraordinary income	-	-	-
Extraordinary losses	687	656	(31)
Provision for reserve for dividends to policyholders	-	-	-
Total income taxes	10,691	6,375	(4,315)
Net income	18,783	5,993	(12,789)

Solvency Margin Ratio**Solvency Margin Ratio calculated under the revised standard applied from March 31, 2012**

(Yen in millions)

	(Reference) As of March 31, 2011	As of March 31, 2012
(A) Total amount of solvency margin	143,513	183,140
Total capital	54,191	60,185
Reserve for price fluctuation	1,260	1,912
Contingency reserve	16,234	29,236
General bad debts reserve	-	-
Net unrealized gains/losses on securities×90%	138	473
Net unrealized gains/losses on land×85%	-	-
Excess of continued Zillmerized reserve (a)	110,243	104,209
Subordinated debt, etc. (b)	-	-
Amount excluded from the margin, out of (a) and (b)	(38,556)	(12,876)
Brought in capital	-	-
Deductions	-	-
Others	-	-
(B) Total amount of risks $\sqrt{(R_1 + R_8)^2 + (R_2 + R_3 + R_7)^2} + R_4$	42,720	47,226
Insurance risk (R ₁)	28	24
Third sector insurance risk (R ₈)	18	17
Assumed interest risk (R ₂)	8,854	9,866
Minimum guarantee risk (R ₇)	20,191	21,860
Asset management risk (R ₃)	12,428	14,123
Business administration risk (R ₄)	1,245	1,376
(C) Solvency margin ratio [(A)/{(B)×1/2}]×100	671.8%	775.5%

Solvency Margin Ratio calculated under the previous standard

(Yen in millions)

	As of March 31, 2011
(A) Total amount of solvency margin	182,069
Total capital	54,191
Reserve for price fluctuation	1,260
Contingency reserve	16,234
General bad debts reserve	-
Net unrealized gains/losses on securities×90% (100% in case of negative value)	138
Net unrealized gains/losses on land×85% (100% in case of negative value)	-
Excess of continued Zillmerized reserve	110,243
Brought in capital	-
Subordinated debt, etc.	-
Deductions	-
Others	-
(B) Total amount of risks $\sqrt{(R_1 + R_8)^2 + (R_2 + R_3 + R_7)^2} + R_4$	35,474
Insurance risk (R ₁)	28
Third sector insurance risk (R ₈)	18
Assumed interest risk (R ₂)	3,102
Minimum guarantee risk (R ₇)	20,176
Asset management risk (R ₃)	11,160
Business administration risk (R ₄)	1,034
(C) Solvency margin ratio [(A)/{(B)×1/2}]×100	1,026.4%