## Additional information of subsidiaries (Non-Consolidated) (Mitsui Sumitomo Insurance Co.,Ltd.)

## 1. Expenses

| Corporate expense |  | (Yen in 100 millions) |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Nine months <br> ended December <br> 31,2009 | Nine months ended December 31, 2010 |  |  |
|  | Amount | Amount | Change | Change ratio |
|  |  |  |  | \% |
| Personnel expenses | 1,163 | 1,191 | 27 | 2.4 |
| Non-personnel expenses | 863 | 813 | -50 | -5.8 |
| Tax and other | 103 | 101 | -1 | -1.7 |
| Total | 2,130 | 2,106 | -24 | -1.1 |

(Note) Total = Loss Adjustment Expenses + Operating expenses and general and administrative expenses

| Expenses for underwriting |  | (Yen in 100 millions) |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Nine months ended December 31, 2009 | Nine months ended <br> December 31, 2010 |  |  |
|  | Amount | Amount | Change | Change ratio |
|  |  |  |  | \% |
| Operating expenses and general and administrative expenses | 1,506 | 1,482 | -24 | -1.6 |
| Commission and collection expenses | 1,559 | 1,610 | 51 | 3.3 |
| Total | 3,065 | 3,093 | 27 | 0.9 |
|  |  |  |  |  |
| Net expense ratio | 33.9\% | 33.5\% | -0.4\% |  |

## 2. Catastrophe reserve

(Yen in 100 millions)

|  | Nine months ended December 31, 2009 |  |  |  | Nine months ended December 31, 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Decrease | Increase | Balance | Reserve ratio | Decrease | Increase | Balance | Reserve ratio |
|  |  |  |  | \% |  |  |  | \% |
| Fire and Allied | - | 117 | 2,126 | 123.2 | - | 116 | 2,285 | 133.3 |
| Marine | - | 15 | 617 | 119.7 | - | 15 | 638 | 116.8 |
| Personal Accident | 78 | 29 | 762 | 59.4 | 84 | 30 | 692 | 52.7 |
| Voluntary Automobile | 173 | 128 | 128 | 2.4 | 171 | 133 | 133 | 2.4 |
| Others | 33 | 68 | 1,257 | 70.3 | 19 | 65 | 1,321 | 74.6 |
| Total | 284 | 359 | 4,892 | 45.8 | 275 | 361 | 5,072 | 46.5 |

(Note) Reserve ratio = Balance of catastrophe reserve / Net premiums written (excluding earthquake, CALI and the GRR premiums of
"ModoRich") $\times 100$
Reserve ratios for the third quarter are calculated after Net premiums written (excluding earthquake, CALI and the GRR premiums of "ModoRich") are multiplied by $4 / 3$. (CALI = Compulsory automobile liability insurance.)

## 3. Investment Assets

| (Yen in 100 millions) |  |  |  |
| :---: | :---: | :---: | :---: |
|  | As of <br> March 31, 2010 | As of December 31, 2010 | Change from previous year end |
| Cash deposits and savings | 3,453 | 2,711 | -741 |
| Securities | 43,273 | 41,529 | -1,743 |
| Domestic bonds | 16,568 | 17,073 | 504 |
| Domestic stocks | 17,239 | 15,427 | -1,811 |
| Foreign securities | 9,004 | 8,597 | -407 |
| Others | 461 | 431 | -29 |
| Loan investments | 7,185 | 6,967 | -218 |
| Lands and Buildings | 2,177 | 2,107 | -69 |
| Total | 56,089 | 53,316 | -2,773 |
| Reference |  |  |  |
| Long term asset | 19,540 | 18,589 | -951 |

Additional information of subsidiaries (Non-Consolidated) (Mitsui Sumitomo Insurance Co.,Ltd.)

## 4. Investment income and expenses

|  | Nine months ended December 31, 2009 | Nine months ended December 31, 2010 | Change from the year-earlier period |
| :---: | :---: | :---: | :---: |
| (+) Interest and dividends received | 946 | 898 | -48 |
| (-) Transfer of investment income on deposit premiums | 416 | 384 | -31 |
| Net interest and dividends | 530 | 513 | -16 |
| $(+)$ Gains and Losses on sale of securities | 9 | 168 | 159 |
| (-) Losses and devaluation of securities | 77 | 59 | -17 |
| $(+)$ Gains and Losses on derivative transactions | 225 | 87 | -137 |
| (+) Others | -138 | -117 | 21 |
| Total | 549 | 592 | 43 |

(Reference) Breakdown of interest and dividends received

|  | Nine months ended <br> December 31, 200 | Nine months ended <br> December 31, 2010 | Change from the <br> year-earlier period |  |  |  |  |
| :--- | ---: | ---: | ---: | :---: | :---: | :---: | :---: |
| Securities | 739 |  | -25 |  |  |  |  |
| Domestic bonds | 221 | 219 | -1 |  |  |  |  |
| Domestic stocks | 266 | 278 | 11 |  |  |  |  |
| Foreign securities | 217 | 194 | -23 |  |  |  |  |
| Others | 33 | 21 | -11 |  |  |  |  |
| Loan investments | 109 | 98 | -10 |  |  |  |  |
| Lands and Buildings | 56 | 51 | -5 |  |  |  |  |
| Others | 41 | 34 | -7 |  |  |  |  |
| Total |  |  |  |  | 946 | 898 | -48 |

## 5. Securities

(1) Unrealized gains and losses on securities

| (Yen in 100 millions) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| As of December 31, 2010 | Acquisition cost | Fair value | Difference | Change from previous year end |
| Domestic bonds | 16,400 | 17,057 | 656 | 297 |
| Domestic stocks | 7,466 | 14,409 | 6,943 | -1,524 |
| Foreign securities | 5,285 | 5,144 | -141 | -200 |
| Others | 1,638 | 1,684 | 46 | -12 |
| Total | 30,791 | 38,295 | 7,504 | -1,441 |


| (Yen in 100 millions) |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | :---: | :---: | :---: | :---: | :---: |
| As of March 31, 2010 | Acquisition cost | Fair value | Difference |  |  |  |  |  |
| Domestic bonds | 16,192 |  | 359 |  |  |  |  |  |
| Domestic stocks | 7,744 | 16,212 | 8,467 |  |  |  |  |  |
| Foreign securities | 5,809 | 5,868 | 59 |  |  |  |  |  |
| Others | 989 | 1,048 | 59 |  |  |  |  |  |
| Total |  |  |  |  |  | 30,736 | 39,681 | 8,945 |

(Note) 1. The above tables are about marketable securities available for sale
2. "Others" as of December 31,2010 includes 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.
3. "Others" as of March 31,2010 includes beneficiary claims on loan trusts represented as monetary claims bought in the consolidated balance sheets.
(2) Gains and losses on sale of securities

|  |  | (Yen in 100 millions) |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Nine months ended December 31, 2009 | Nine months ended December 31, 2010 |  |  |
|  | Gains and Losses | Gains and Losses | Gains | Losses |
| Domestic bonds | 0 | 39 | 41 | 2 |
| Domestic stocks | 19 | 140 | 162 | 22 |
| Foreign securities | -9 | -11 | 46 | 57 |
| Others | - | 0 | 0 | - |
| Total | 9 | 168 | 250 | 81 |

(3) Losses on devaluation of securities


## Additional information of subsidiaries (Non-Consolidated)

(Aioi Nissay Dowa Insurance Co.,Ltd.)
2 companies combined results
FY2010 Results for the nine months ended December 31, shown in this sheet consists of a simple aggregate of Nissay Dowa General Insurance Company, Limited's first half actual results and the nine-month financial results of Aioi Nissay Dowa Insurance Company, Limited.
FY2009 results are a simple aggregate of the results of Aioi Insurance Company, Limited and Nissay Dowa
General Insurance Company, Limited.

1. Expenses

| Corporate expense |  | (Yen in 100 millions) |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Nine months ended December 31,2009 | Nine months ended December 31, 2010 |  |  |
|  | Amount | Amount | Change | Change ratio |
|  |  |  |  | \% |
| Personnel expenses | 974 | 1,015 | 40 | 4.2 |
| Non-personnel expenses | 940 | 851 | -88 | -9.4 |
| Tax and other | 99 | 94 | -5 | -5.3 |
| Total | 2,014 | 1,961 | -53 | -2.6 |

(Note) Total = Loss Adjustment Expenses + Operating expenses and general and administrative expenses

Expenses for underwriting
(Yen in 100 millions)

|  | Nine months ended December 31, 2009 | Nine months ended <br> December 31, 2010 |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount | Amount | Change | Change ratio |
|  |  |  |  |  |
| administrative expenses | 1,441 | 1,462 | 20 | 1.4 |
| Commission and collection expenses | 1,467 | 1,487 | 20 | 1.4 |
| Total | 2,909 | 2,949 | 40 | 1.4 |
|  |  |  |  |  |
| Net expense ratio | 35.0\% | 35.6\% | 0.6 \% |  |

## 2. Catastrophe reserve

(Yen in 100 millions)

|  | Nine months ended December 31, 2009 |  |  |  | Nine months ended December 31, 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Decrease | Increase | Balance | Reserve ratio | Decrease | Increase | Balance | Reserve ratio |
|  |  |  |  | \% |  |  |  | \% |
| Fire and Allied | - | 59 | 1,589 | 108.0 | - | 57 | 1,668 | 122.0 |
| Marine | 0 | 1 | 125 | 160.8 | 1 | 2 | 126 | 149.1 |
| Personal Accident | 13 | 17 | 506 | 67.7 | 5 | 17 | 515 | 69.6 |
| Voluntary Automobile | 485 | 281 | 692 | 11.0 | 569 | 212 | 212 | 3.3 |
| Others | 11 | 38 | 516 | 47.0 | 30 | 35 | 530 | 51.2 |
| Total | 511 | 397 | 3,430 | 35.4 | 607 | 325 | 3,052 | 31.7 |

(Note) Reserve ratio $=$ Balance of catastrophe reserve $/$ Net premiums written (excluding earthquake and CALI) $\times 100$
Reserve ratios for the third quarter are calculated after Net premiums written (excluding earthquake and CALI) are multiplied by $4 / 3$. (CALI = Compulsory automobile liability insurance.)

## 3. Investment Assets

| (Yen in 100 millions) |  |  |  |
| :---: | :---: | :---: | :---: |
|  | As of <br> March 31, 2010 | As of December 31, 2010 | Change from previous year end |
| Cash deposits and savings | 2,415 | 2,703 | 288 |
| Securities | 22,230 | 20,107 | -2,123 |
| Domestic bonds | 7,400 | 6,515 | -885 |
| Domestic stocks | 7,176 | 6,501 | -675 |
| Foreign securities | 6,748 | 6,207 | -540 |
| Others | 904 | 882 | -22 |
| Loan investments | 3,607 | 3,335 | -272 |
| Lands and Buildings | 1,875 | 1,913 | 38 |
| Total | 30,128 | 28,059 | -2,069 |
| Reference |  |  |  |
| Long term asset | 7,819 | 7,366 | -452 |

Additional information of subsidiaries(Non-Consolidated) (Aioi Nissay Dowa Insurance Co.,Ltd.) 2 companies combined results

## 4. Investment income and expenses



| (Reference) Breakdown of interest and dividends receivec |  | (Yen in 100 millions) |  |
| :---: | :---: | :---: | :---: |
|  | Nine months ended <br> December 31, 2009 | Nine months ended December 31, 2010 | Change from the year-earlier period |
| Securities | 430 | 398 | -32 |
| Domestic bonds | 95 | 77 | -18 |
| Domestic stocks | 117 | 126 | 9 |
| Foreign securities | 162 | 170 | 7 |
| Others | 55 | 24 | -31 |
| Loan investments | 56 | 48 | -8 |
| Lands and Buildings | 44 | 43 | -0 |
| Others | 10 | 7 | -2 |
| Total | 542 | 497 | -44 |

## 5. Securities

(1) Unrealized gains and losses on securities

| (Yen in 100 millions) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| As of December 31, 2010 | Acquisition cost | Fair value | Difference | Change from previous year end |
| Domestic bonds | 6,316 | 6,515 | 199 | 60 |
| Domestic stocks | 4,907 | 5,735 | 827 | -605 |
| Foreign securities | 6,413 | 5,769 | -643 | -366 |
| Others | 779 | 727 | -52 | -72 |
| Total | 18,417 | 18,748 | 331 | -984 |


| As of March 31, 2010 | Acquisition cost | Fair value | Difference |  |  |  |  |
| :--- | ---: | ---: | ---: | :---: | :---: | :---: | :---: |
| Domestic bonds | 7,261 |  | 139 |  |  |  |  |
| Domestic stocks | 5,007 | 6,440 | 1,432 |  |  |  |  |
| Foreign securities | 6,609 | 6,332 | -276 |  |  |  |  |
| Others | 989 | 1,009 | 20 |  |  |  |  |
| Total |  |  |  |  | 19,867 | 21,183 | 1,315 |

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

Note) 1. The above tables are about marketable securities available for sale
2. "Others" includes beneficiary claims on loan trusts represented as monetary claims bought in the consolidated balance sheets.
(2) Gains and losses on sale of securities

|  | Nine months ended December 31, 2009 | Nine months ended December 31, 2010 |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Gains and Losses | Gains and Losses | Gains | Losses |
| Domestic bonds | 31 | 68 | 68 | 0 |
| Domestic stocks | 133 | 197 | 197 | 0 |
| Foreign securities | 20 | 32 | 79 | 47 |
| Others | -12 | 4 | 4 | - |
| Total | 172 | 302 | 350 | 48 |

(3) Losses on devaluation of securities

| (Yen in 100 millions) |  |  |  |  |  |
| :--- | ---: | ---: | ---: | :---: | :---: |
|  | Nine months ended <br> December 31, 2009 | Nine months ended <br> December 31, 2010 |  |  |  |
|  | change |  |  |  |  |
| Domestic bonds | - | 0 | 0 |  |  |
| Domestic stocks | 139 | 99 | -39 |  |  |
| Foreign securities | 5 | 12 | 7 |  |  |
| Others | 2 | 0 | -2 |  |  |
| Total | 147 | 112 | -35 |  |  |

