

# Financial Section

---

SIX-YEAR FINANCIAL SUMMARY	38
REVIEW OF OPERATIONS	39
CONSOLIDATED BALANCE SHEETS	42
CONSOLIDATED STATEMENTS OF INCOME	43
CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY	44
CONSOLIDATED STATEMENTS OF CASH FLOWS	45
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS	46
INDEPENDENT AUDITORS' REPORT	61
OTHER FINANCIAL DATA (UNAUDITED)	62

# Six-Year Financial Summary

Aioi Insurance Company, Limited and consolidated subsidiaries  
Years ended March 31

Consolidated	Millions of Yen						Thousands of U.S. Dollars (Note 1)
	2007	2006	2005	2004	2003	2002	2007
Net premiums written.....	¥ 868,907	¥ 847,008	¥ 838,740	¥ 843,552	¥ 845,669	¥ 788,275	\$ 7,360,501
Interest and dividend income.....	57,503	48,372	44,427	40,344	44,959	50,393	487,115
Net income (loss).....	16,187	20,791	19,701	29,359	13,927	(88,247)	137,125
Total shareholders' equity (Note 2) ...	—	624,103	445,147	435,597	295,670	378,644	—
Total equity (Note 2).....	620,731	624,154	—	—	—	—	5,258,204
Total assets.....	3,082,676	3,008,838	2,797,920	2,791,994	2,651,212	2,792,102	26,113,315

	Yen						U.S. Dollars (Note 1)
Equity per share.....	¥845.07	¥849.84	¥609.31	¥596.01	¥396.34	¥ 501.52	\$7.15
Net income (loss) per share.....	22.04	28.37	26.96	39.67	18.60	(116.87)	0.18

Notes:

1. U.S. dollar amounts are converted from yen, for convenience only, at the prevailing rate of ¥118.05 to U.S.\$1 on March 31, 2007.
2. Effective year ended March 31, 2007, a new accounting standard for presentation of equity was applied. According to this change, "equity" is indicated instead of "total shareholders' equity" from the year ended March 31, 2006. See Note 2, R. of the notes to consolidated financial statements.

Non-Consolidated	Millions of Yen						Thousands of U.S. Dollars (Note 1)
	2007	2006	2005	2004	2003	2002	2007
Net premiums written .....	¥ 851,238	¥ 834,284	¥ 827,807	¥ 836,596	¥ 836,841	¥ 777,361	\$ 7,210,833
Net income (loss) .....	18,874	19,750	16,132	27,322	10,304	(83,413)	159,881
Total equity (Note 2) .....	628,680	630,663	452,040	446,820	308,888	394,390	5,325,545
Total assets .....	2,784,898	2,761,116	2,569,113	2,597,891	2,496,328	2,663,459	23,590,840
Loss ratio .....	62.44%	62.71%	64.58%	60.80%	60.06%	66.95%	
Expense ratio .....	32.66%	33.07%	33.15%	33.45%	35.29%	38.94%	

	Yen						U.S. Dollars (Note 1)
Equity per share .....	¥855.93	¥858.77	¥618.75	¥611.37	¥414.06	¥ 522.38	\$7.25
Net income (loss) per share .....	25.69	26.95	22.07	36.91	13.76	(110.47)	0.21
Cash dividends per share .....	10.00	10.00	8.00	8.00	7.00	7.00	0.08

Notes:

1. U.S. dollar amounts are converted from yen, for convenience only, at the prevailing rate of ¥118.05 to U.S.\$1 on March 31, 2007.
2. Effective year ended March 31, 2007, a new accounting standard for presentation of equity was applied. This change makes no difference between "equity" and previously presented "total shareholders' equity" in non-consolidated basis.

# Review of Operations

## OPERATING ENVIRONMENT

The Japanese economy kept growing up gradually in the year ended March 31, 2007. Export increased in the background of the expansion of overseas economy, and capital investment expanded supported by high-level corporate profits. In addition, individual consumption shifts firmly by the gradual increase of employee income, and the worldwide increase of demand continued.

## SUMMARY OF CONSOLIDATED FINANCIAL STATEMENTS

39

The consolidated financial statements show that the total operating income increased by ¥2.0 billion to ¥1,091.2 billion.

The income before income taxes and minority interests decreased from ¥30.2 billion to ¥25.3 billion, and the net income decreased from ¥20.7 billion to ¥16.1 billion.

Brief analyses of underwriting income and expenses, investment, and operating and general administrative expenses are given below.

### 1. ANALYSIS OF UNDERWRITING INCOME AND EXPENSES

#### Underwriting Income

Underwriting income increased by 1.5% to ¥1,040.8 billion. Net premiums written increased by 2.6% to ¥868.9 billion. The following outlines the breakdown by the class of business.

Class of Business	Years ended March 31,		% Change
	2007	2006	
Fire and Allied Lines .....	¥103,373	¥ 95,853	7.8
Marine .....	6,513	5,668	14.9
Personal Accident.....	49,242	49,372	(0.3)
Voluntary Automobile .....	486,596	476,290	2.2
Compulsory Automobile Liability.....	149,749	151,083	(0.9)
Other.....	73,432	68,740	6.8
Total	¥868,907	¥847,008	2.6

Note: Any figures are amounts after the offset of intersegment transactions.

#### Underwriting Expenses

Underwriting expenses increased by 2.5% to ¥903.0 billion. Net claims paid increased by 1.9%, to ¥508.4 billion. The following outlines the breakdown by the class of business.

Class of Business	Years ended March 31,		% Change
	2007	2006	
Fire and Allied Lines .....	¥ 43,938	¥ 42,263	4.0
Marine .....	2,741	3,176	(13.7)
Personal Accident.....	18,555	17,060	8.8
Voluntary Automobile .....	280,946	272,152	3.2
Compulsory Automobile Liability.....	100,044	97,473	2.6
Other.....	62,228	66,616	(6.6)
Total	¥508,454	¥498,742	1.9

Note: Any figures are amounts after the offset of intersegment transactions.

Commissions and brokerage increased by 5.1% to ¥157.2 billion. Maturity refunds and dividends to policyholders for long-term insurance dropped by 18.2% to ¥109.1 billion.

## 2. ANALYSIS OF INVESTMENT

### Investment Income

Interest and dividend income increased by 18.9% to ¥57.5 billion. Gains on sales of investments in securities decreased 42.5% to ¥12.1 billion due to the decrease of gains on sales of investments in securities. As a result, investment income decreased by 6.0% to ¥48.3 billion.

### Investment Expenses

Investment expenses decreased by 55.5% to ¥7.4 billion due to the decrease of losses on sales of investments in securities.

## 3. ANALYSIS OF OPERATING AND GENERAL ADMINISTRATIVE EXPENSES

Operating and general administrative expenses decreased by 1.5%, to ¥150.6 billion due to a reduction in net periodic benefit costs.

## SUMMARY OF FINANCIAL CONDITION

### 1. TOTAL ASSETS AND EQUITY

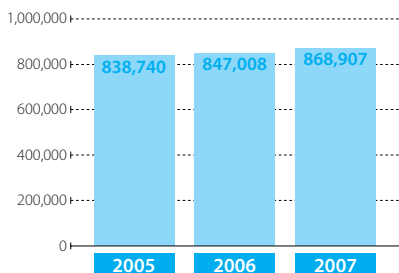
Total assets at the end of the fiscal year were up ¥73.8 billion to ¥3,082.6 billion, and equity amounted to ¥620.7 billion. As a result, the equity ratio at year-end was 20.1%.

### 2. SOLVENCY MARGIN RATIO

The solvency margin ratio for Aioi Insurance was 1,030.4%, and that of Aioi Life Insurance was to be 1,734.6%, based on computations specified by the Japanese Insurance Business Law. Both marks far exceed the 200%, which are deemed to be sufficient to cover insurance payouts and other expenditures.

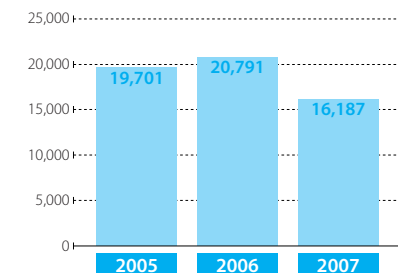
#### Net Premiums Written (Consolidated)

(Millions of Yen)



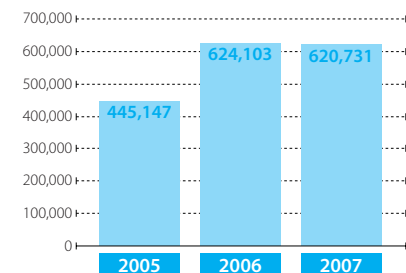
#### Net Income (Consolidated)

(Millions of Yen)



#### Equity (Consolidated)

(Millions of Yen)



## RESULTS BY BUSINESS SEGMENT

### 1. NON-LIFE INSURANCE

Regarding the non-life insurance industry, which is principal business of our group, competitions such as product developments, rate cutting, and the business efficiency improvement, continued by the progress of liberalization and deregulation. On the other hand, there was a sign of improvement in the asset management environment. Although stock quotations shifted with approximately similar level to the preceding year, interest and dividends income increased with the releasing of zero interest rates.

Under such situation, we advanced acquisition of the new contracts in sales of automobile insurance, focusing on the risk-segmented automobile insurance “*Top Run*” and the “*Lexus owners automobile insurance plan*” that packaged special riders for high-class car owners. We also planned the expansion of our customer base mainly on long-term fire insurance contracts through the housing industry channel in sales of the fire insurance.

Further, to reinforce compound sales to our automobile insurance customers, we endeavored to increase sales of our five platform products, “*Comprehensive Home Insurance*” (Fire and allied lines), “*Comprehensive Business Insurance*” (Fire and allied line), “*Comprehensive Constructors Insurance*” (Liability), “*Comprehensive Transporters Insurance*” (Liability), and “*Comprehensive health Insurance*” (Medical).

On 14 March, 2007, we received the suspension and business improvement orders from the Financial Services Agency based on the stipulation of the Insurance Business Law, as a cause of the inadequate non-payments of the insurance claims relating to the medical insurance products. We accepted these orders solemnly, and are working on recurrence prevention so that we never make such situation occur.

In business overseas, centering on Aioi Motor and General Insurance Company of Europe Limited (AMaGIC), we positively worked on the expansion of our business such as “F&I business,” financial and insurance services for Toyota users with Toyota Financial Services Corporation.

As a result, the non-life insurance business segment recorded an 2.6% increase in net premiums written to ¥868.9 billion, the total operating income amounted to ¥1,019.0 billion, and the operating profit to ¥25.9 billion.

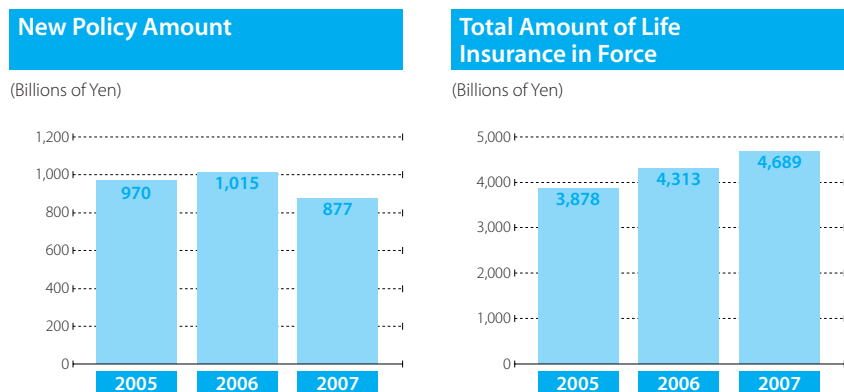
## 2. LIFE INSURANCE

In life insurance segment, Aioi Life Insurance Company, Limited made an effort toward offering of the products which correspond to social environment changes and customer needs accurately. In June 2006, Aioi Life started providing whole-life insurance “*Dream One*” that corresponds to changes in market interest rates and is simple in application without medical examination and notification. In addition, we reformed main products, “*Super Whole-Life Premium*” that enables safe and rational preparation for death and serious impairment over a lifetime, and “*Income Indemnity Insurance Just One*” that covers income indemnity and medical care needs with rational premiums, to lower the premiums by focusing on three major illness coverage, and developed “*New Whole-Life Premium*” and “*Just One α.*”

To improve the customers’ convenience, we also expanded the customer service system, “*Policy Alteration Direct Service*” that accepts direct telephone calls for policy alteration from customers, and “*Policy Alteration Web Service*” that accepts application for policy alteration at any time on our homepage.

In business overseas, we started a credit life insurance business for the customers who financed their cars, through Aioi Life Insurance of Europe AG, a subsidiary of AMaGIC.

As a result, the life insurance business segment recorded a 17.4% increase in life insurance premiums to ¥67.9 billion, the total operating income amounted to ¥74.0 billion, and the operating loss to ¥0.5 billion.



## CASH FLOWS

Net cash provided by operating activities increased ¥10.9 billion compared with the previous fiscal year, to ¥105.5 billion (¥94.6 billion in previous year), due to the increase in both non-life and life insurance premium income. Net cash used in investing activities amounted to ¥54.4 billion (¥226.5 billion in previous year), as we increased investments in securities, which outweighed proceeds from the sales of investments in securities. Net cash used in financing activities increased ¥2.6 billion, to ¥7.3 billion (¥4.7 billion in previous year), due to the increase in payment of dividends.

As a result, cash and cash equivalents at March 31, 2007 were up ¥44.4 billion (¥136.0 billion down in previous year) compared with the end of the previous fiscal year, to ¥96.9 billion.

# Consolidated Balance Sheets

Aioi Insurance Company, Limited and consolidated subsidiaries  
March 31, 2007 and 2006

	Millions of Yen		Thousands of U.S. Dollars (Note 1)
	2007	2006	2007
<b>ASSETS</b>			
Cash and cash equivalents .....	¥ 96,940	¥ 52,521	\$ 821,181
Money held in trust (Note 3) .....	5,050	6,716	42,779
Investments in securities (Notes 4 and 5) .....	2,233,984	2,204,110	18,924,050
Loans (Note 6) .....	348,745	354,657	2,954,217
Property and equipment—net (Note 7) .....	155,517	153,092	1,317,386
Intangible assets .....	6,480	7,717	54,899
Premiums receivable from policyholders and agents .....	41,611	43,363	352,491
Reinsurance receivable and recoverable on paid losses .....	56,494	65,105	478,560
Deferred tax assets (Note 10) .....	7,839	478	66,411
Customers' liabilities for acceptances and guarantees .....	3,000	3,000	25,412
Other assets (Notes 4 and 13) .....	129,258	122,204	1,094,947
Allowance for doubtful accounts .....	(2,245)	(4,130)	(19,022)
<b>TOTAL</b>	<b>¥3,082,676</b>	<b>¥3,008,838</b>	<b>\$26,113,315</b>
<b>LIABILITIES AND EQUITY</b>			
<b>LIABILITIES:</b>			
Underwriting funds:			
Outstanding claims .....	¥ 340,109	¥ 345,716	\$ 2,881,064
Underwriting reserves .....	1,969,173	1,890,182	16,680,838
Reinsurance payable and due to other insurance companies .....	54,138	57,729	458,604
Income taxes payable (Note 10) .....	11,153	4,531	94,478
Liability for employees' retirement benefits (Note 8) .....	19,355	19,779	163,964
Reserve for price fluctuation .....	6,312	4,961	53,470
Deferred tax liabilities (Note 10) .....	—	3,297	—
Acceptances and guarantees .....	3,000	3,000	25,412
Other liabilities (Notes 5 and 13) .....	58,703	55,484	497,276
<b>Total liabilities</b>	<b>2,461,945</b>	<b>2,384,683</b>	<b>20,855,111</b>
<b>COMMITMENTS AND CONTINGENT LIABILITIES</b>			
(Note 12) .....	—	—	—
<b>EQUITY (Notes 9 and 19):</b>			
Common stock—authorized, 2,000,000 thousand shares; issued, 756,201 thousand shares in 2007 and 2006 .....	¥ 100,005	¥ 100,005	\$ 847,141
Capital surplus .....	44,081	44,081	373,417
Retained earnings .....	196,501	187,665	1,664,560
Treasury stock—at cost, 21,701 thousand shares in 2007 and 21,827 thousand shares in 2006 .....	(7,742)	(7,709)	(65,588)
Unrealized gains on available-for-sale securities .....	286,410	299,728	2,426,180
Foreign currency translation adjustments .....	1,448	330	12,272
Minority interests .....	26	51	220
<b>Total equity</b>	<b>620,731</b>	<b>624,154</b>	<b>5,258,204</b>
<b>TOTAL</b>	<b>¥3,082,676</b>	<b>¥3,008,838</b>	<b>\$26,113,315</b>

See notes to consolidated financial statements.

# Consolidated Statements of Income

Aioi Insurance Company, Limited and consolidated subsidiaries  
Years ended March 31, 2007 and 2006

	Millions of Yen		Thousands of U.S. Dollars (Note 1)
	2007	2006	2007
<b>OPERATING INCOME:</b>			
<b>Underwriting income:</b>			
Net premiums written .....	¥ 868,907	¥ 847,008	\$7,360,501
Premiums for maturity of refundable portion of long-term insurance.....	65,710	73,237	556,629
Investment income on premiums for maturity of refundable portion of long-term and other insurance .....	22,007	20,719	186,424
Life insurance premiums .....	67,757	57,700	573,975
Reversal of outstanding claims.....	7,327	17,025	62,071
Other underwriting income.....	9,119	9,422	77,250
<b>Total underwriting income</b>	<b>1,040,829</b>	<b>1,025,113</b>	<b>8,816,854</b>
<b>Investment income:</b>			
Interest and dividend income .....	57,503	48,372	487,115
Gains on money held in trust .....	39	59	332
Gains on trading securities .....	—	1,937	—
Gains on sales of investments in securities (Note 4).....	12,114	21,082	102,622
Gains on derivatives .....	164	—	1,390
Other investment income.....	555	725	4,701
Transfer of investment income on premiums for maturity of refundable portion of long-term and other insurance .....	(22,007)	(20,719)	(186,424)
<b>Total investment income</b>	<b>48,369</b>	<b>51,458</b>	<b>409,738</b>
<b>Other income</b> (Note 14)	<b>2,080</b>	<b>12,700</b>	<b>17,622</b>
<b>Total operating income</b>	<b>1,091,279</b>	<b>1,089,272</b>	<b>9,244,214</b>
<b>OPERATING EXPENSES:</b>			
<b>Underwriting expenses:</b>			
Net claims paid .....	508,454	498,742	4,307,110
Loss adjustment expenses .....	35,283	35,834	298,883
Commissions and brokerage.....	157,276	149,685	1,332,283
Maturity refunds and dividends to policyholders for long-term insurance.....	109,135	133,480	924,484
Life insurance claims and other payments.....	10,231	9,263	86,672
Provision for underwriting reserves.....	78,458	53,257	664,621
Other underwriting expenses.....	4,186	614	35,467
<b>Total underwriting expenses</b>	<b>903,026</b>	<b>880,877</b>	<b>7,649,523</b>
<b>Investment expenses:</b>			
Losses on money held in trust.....	—	430	—
Losses on trading securities.....	362	—	3,074
Losses on sales of investments in securities (Note 4) .....	4,971	14,292	42,111
Losses on devaluation of investments in securities (Note 4) .....	1,625	998	13,771
Losses on derivatives.....	—	795	—
Other investment expenses .....	444	114	3,761
<b>Total investment expenses</b>	<b>7,404</b>	<b>16,631</b>	<b>62,719</b>
<b>Operating and general administrative expenses</b>	<b>150,610</b>	<b>152,836</b>	<b>1,275,817</b>
<b>Other expenses</b> (Note 15)	<b>4,856</b>	<b>8,671</b>	<b>41,139</b>
<b>Total operating expenses</b>	<b>1,065,897</b>	<b>1,059,017</b>	<b>9,029,200</b>
<b>INCOME BEFORE INCOME TAXES AND MINORITY INTERESTS</b>	<b>25,382</b>	<b>30,255</b>	<b>215,014</b>
<b>INCOME TAXES</b> (Note 10):			
Current .....	12,367	3,891	104,767
Deferred.....	(3,139)	5,576	(26,594)
<b>Total income taxes</b>	<b>9,228</b>	<b>9,467</b>	<b>78,172</b>
<b>MINORITY INTERESTS IN NET LOSS</b>	<b>(33)</b>	<b>(3)</b>	<b>(283)</b>
<b>NET INCOME</b>	<b>¥ 16,187</b>	<b>¥ 20,791</b>	<b>\$ 137,125</b>
<b>PER SHARE OF COMMON STOCK</b> (Notes 2.Q and 17):			
Basic net income .....	¥22.04	¥28.37	\$0.18
Diluted net income .....	22.03	28.33	0.18
Cash dividends applicable to the year .....	10.00	10.00	0.08

See notes to consolidated financial statements.

# Consolidated Statements of Changes in Equity

Aioi Insurance Company, Limited and consolidated subsidiaries  
Years ended March 31, 2007 and 2006

	Thousands	Millions of Yen						
	Outstanding number of shares of common stock	Common stock	Capital surplus	Retained earnings	Treasury stock	Unrealized gains on available-for-sale securities	Foreign currency translation adjustments	Minority interests
<b>BALANCE, APRIL 1, 2005</b> .....	730,569	¥100,005	¥44,084	¥172,874	¥(8,982)	¥135,420	¥ 1,746	¥ 54
Net income .....	—	—	—	20,791	—	—	—	—
Cash dividends .....	—	—	—	(5,844)	—	—	—	—
Purchase of treasury stock .....	(194)	—	—	—	(131)	—	—	—
Sales of treasury stock .....	3,999	—	(2)	(155)	1,404	—	—	—
Net increase in unrealized gains on available-for-sale securities .....	—	—	—	—	—	164,308	—	—
Net decrease in foreign currency translation adjustments .....	—	—	—	—	—	—	(1,415)	—
Net decrease in minority interests .....	—	—	—	—	—	—	—	(2)
<b>BALANCE, MARCH 31, 2006</b> .....	734,373	100,005	44,081	187,665	(7,709)	299,728	330	51
Net income .....	—	—	—	16,187	—	—	—	—
Cash dividends .....	—	—	—	(7,343)	—	—	—	—
Purchase of treasury stock .....	(162)	—	—	—	(135)	—	—	—
Sales of treasury stock .....	288	—	—	(8)	102	—	—	—
Net decrease in unrealized gains on available-for-sale securities .....	—	—	—	—	—	(13,317)	—	—
Net increase in foreign currency translation adjustments .....	—	—	—	—	—	—	1,117	—
Net decrease in minority interests .....	—	—	—	—	—	—	—	(25)
<b>BALANCE, MARCH 31, 2007</b> .....	734,499	¥100,005	¥44,081	¥196,501	¥(7,742)	¥286,410	¥ 1,448	¥ 26

	Thousands of U.S. Dollars (Note 1)							
	Common stock	Capital surplus	Retained earnings	Treasury stock	Unrealized gains on available-for-sale securities	Foreign currency translation adjustments	Minority interests	
<b>BALANCE, MARCH 31, 2006</b> .....	\$847,141	\$373,417	\$1,589,715	\$(65,306)	\$2,538,997	\$ 2,803	\$ 439	
Net income .....	—	—	137,125	—	—	—	—	
Cash dividends .....	—	—	(62,208)	—	—	—	—	
Purchase of treasury stock .....	—	—	—	(1,150)	—	—	—	
Sales of treasury stock .....	—	—	(71)	868	—	—	—	
Net decrease in unrealized gains on available-for-sale securities .....	—	—	—	—	(112,816)	—	—	
Net increase in foreign currency translation adjustments .....	—	—	—	—	—	9,469	—	
Net decrease in minority interests .....	—	—	—	—	—	—	(219)	
<b>BALANCE, MARCH 31, 2007</b> .....	\$847,141	\$373,417	\$1,664,560	\$(65,588)	\$2,426,180	\$12,272	\$ 220	

See notes to consolidated financial statements.



# Consolidated Statements of Cash Flows

Aioi Insurance Company, Limited and consolidated subsidiaries  
Years ended March 31, 2007 and 2006

	Millions of Yen		Thousands of U.S. Dollars (Note 1)
	2007	2006	2007
<b>OPERATING ACTIVITIES:</b>			
Income before income taxes and minority interests .....	¥ 25,382	¥ 30,255	\$ 215,014
Adjustments for:			
Depreciation and amortization .....	11,274	11,463	95,503
Impairment losses.....	308	1,619	2,616
Reversal of outstanding claims.....	(7,327)	(17,025)	(62,071)
Provision for underwriting reserves.....	78,458	53,257	664,621
Reversal of allowance for doubtful accounts .....	(1,981)	(1,257)	(16,785)
Increase (decrease) in liability for employees' retirement benefits.....	(423)	615	(3,583)
Increase in reserve for price fluctuation.....	1,350	1,257	11,438
Interest and dividend income .....	(57,503)	(48,372)	(487,115)
Net gain on investments in securities.....	(5,178)	(8,364)	(43,866)
Interest expenses.....	5	4	47
Foreign exchange gains.....	(208)	(105)	(1,766)
Net loss on property and equipment .....	742	1,606	6,287
Others—net .....	6,152	16,475	52,114
Interest and dividends received.....	60,334	53,739	511,094
Interest paid .....	(5)	(4)	(47)
Income taxes paid.....	(5,805)	(541)	(49,174)
Total adjustments	80,192	64,367	679,312
<b>Net cash provided by operating activities</b>	<b>105,575</b>	<b>94,623</b>	<b>894,326</b>
<b>INVESTING ACTIVITIES:</b>			
Net decrease (increase) in bank deposits .....	(500)	341	(4,237)
Purchase of debts .....	(9,619)	(8,003)	(81,490)
Proceeds from sales or redemptions of debts purchased .....	7,315	4,481	61,969
Purchase of money held in trust .....	—	(2,045)	—
Proceeds from decrease in money held in trust .....	1,666	2,005	14,116
Purchase of investments in securities .....	(833,419)	(1,223,255)	(7,059,889)
Proceeds from sales or maturities of investments in securities .....	789,199	1,010,501	6,685,298
Loans made.....	(108,464)	(95,773)	(918,798)
Collection of loans .....	113,105	89,589	958,119
Purchase of property and equipment.....	(13,619)	(8,382)	(115,368)
Proceeds from sales of property and equipment.....	1,121	394	9,501
Proceeds from sale of consolidated subsidiary's shares .....	—	4,925	—
Others—net.....	(1,190)	(1,331)	(10,088)
<b>Net cash used in investing activities</b>	<b>(54,405)</b>	<b>(226,552)</b>	<b>(460,867)</b>
<b>FINANCING ACTIVITIES:</b>			
Proceeds from sales of treasury stock.....	94	1,246	796
Purchase of treasury stock.....	(135)	(131)	(1,150)
Cash dividends .....	(7,343)	(5,844)	(62,208)
Others—net.....	(9)	(8)	(78)
<b>Net cash used in financing activities</b>	<b>(7,394)</b>	<b>(4,737)</b>	<b>(62,641)</b>
<b>EFFECT OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS</b>			
	643	635	5,451
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>			
	44,418	(136,031)	376,269
<b>CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR</b>			
	52,521	188,553	444,912
<b>CASH AND CASH EQUIVALENTS, END OF YEAR</b>			
	¥ 96,940	¥ 52,521	\$ 821,181

See notes to consolidated financial statements.

# Notes to Consolidated Financial Statements

Aioi Insurance Company, Limited and consolidated subsidiaries  
Years ended March 31, 2007 and 2006

## 1. BASIS OF PRESENTING CONSOLIDATED FINANCIAL STATEMENTS

The accompanying consolidated financial statements of Aioi Insurance Company, Limited (“the Company”) and its consolidated subsidiaries have been prepared in accordance with the provisions set forth in the Securities and Exchange Law of Japan, the Insurance Business Law and related regulations, and in conformity with accounting principles generally accepted in Japan, which are different in certain respects as to application and disclosure requirements of International Financial Reporting Standards.

On December 27, 2005, the Accounting Standards Board of Japan (the “ASBJ”) published a new accounting standard for the statement of changes in equity, which is effective for fiscal years ending on or after May 1, 2006. The consolidated statement of shareholders’ equity, which was previously voluntarily prepared in line with the international accounting practices, is now required under generally accepted accounting principles in Japan and has been renamed “the consolidated statement of changes in equity” in the current fiscal year.

In preparing these consolidated financial statements, certain reclassifications and rearrangements have been made to the consolidated financial statements issued domestically in order to present them in a form which is more familiar to readers outside Japan. In addition, certain reclassifications have been made in the 2006 financial statements to conform to the classifications used in 2007.

The consolidated financial statements are stated in Japanese yen, the currency of the country in which the Company is incorporated and operates. Figures stated in yen and U.S. dollars have been rounded down to millions of yen and thousands of U.S. dollars, respectively. The translations of Japanese yen amounts into U.S. dollar amounts are included solely for the convenience of readers outside Japan and are stated at the rate of ¥118.05 to U.S.\$1, the approximate exchange rate at March 31, 2007. The translations should not be construed as representations that the Japanese yen amounts could be converted to U.S. dollars at that or any other rate.

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### A. CONSOLIDATION

The consolidated financial statements as of March 31, 2007 include the accounts of the Company and its five significant (five in 2006) subsidiaries (together, “the Group”).

Under the control or influence concept, those companies in which the Company, directly or indirectly, is able to exercise control over operations are fully consolidated, and shares of those companies over which the Company and its consolidated subsidiaries have the ability to exercise significant influence are accounted for by the equity method. Investments in affiliated companies are accounted for by the equity method.

The financial statements of the unconsolidated subsidiaries would not have a material effect on the accompanying consolidated financial statements. Investments in the remaining unconsolidated subsidiaries and affiliated companies are stated at cost. If the equity method of accounting had been applied to the investments in these companies, the effect on the accompanying consolidated financial statements would not be material.

Four of the subsidiaries are consolidated on the basis of the fiscal year ending December 31, which differs from that of the Company; however, significant effects arising from transactions occurring in the period from January 1 to March 31 have been adjusted for consolidation purposes.

All significant intercompany balances and transactions have been eliminated in consolidation. All material unrealized profit included in assets resulting from transactions within the Group is eliminated.

### B. CASH EQUIVALENTS

Cash equivalents are short-term investments that are readily convertible into cash and that are exposed to insignificant risk of changes in value. Cash equivalents include time deposits, call loans and receivables under resale agreements. Money held in trust, as well as time deposits and debts purchased with original maturities exceeding three months, have been excluded from cash equivalents.

### C. FOREIGN CURRENCY TRANSLATION

All short-term and long-term monetary receivables and payables denominated in foreign currencies are translated into Japanese yen at the exchange rate as of the balance sheet date. The foreign exchange gains and losses from translation are recognized in the statements of income to the extent that they are not hedged by forward exchange contracts.

The balance sheet accounts of the consolidated subsidiaries located outside Japan are translated into Japanese yen at the exchange rate as of the balance sheet date except for some parts of equity, which are translated at the historical rate. Differences arising from such translation were shown as “Foreign currency translation adjustments” in a separate component of equity.

Income and expense accounts of consolidated subsidiaries located outside Japan are translated into yen at the exchange rate as of the balance sheet date.

### D. INVESTMENTS IN SECURITIES

All applicable securities are classified and accounted for, depending on management’s intent, as follows: (1) trading securities, which are held for the purpose of earning capital gains in the near term are reported at fair value, with the related unrealized gains and losses included in the statements of income for the period. The cost of the securities is determined by the moving-average method; (2) held-to-maturity debt securities, which are expected to be held to maturity with the positive intent and ability to hold to maturity are reported at amortized cost; (3) available-for-sale securities, which are not classified as either trading or held-to-maturity, are reported at fair value, with unrealized gains and losses, net of applicable taxes, reported in a separate component of equity. The cost of the securities is determined by the moving-average method. Unlisted securities that do not have quoted market prices in active markets are reported at moving-average cost or amortized cost.

The Company and its domestic consolidated subsidiary own debt securities earmarked for underwriting reserves, which correspond to the terms and conditions for special accounting treatment for investments in securities prescribed in the Industry Audit Committee Report No. 21 “Temporary Treatment of Accounting and Auditing Concerning Securities Earmarked for Policy Reserve in the Insurance Industry,” issued by the Japanese Institute of Certified Public Accountants. In accordance with the report, securities for which the durations are matched with those of underwriting reserves in the specific range stipulated in the report are stated at amortized cost using the moving-average method.

Listed securities in the money held in trust are stated at fair value.

### E. DERIVATIVES

The Company and its domestic consolidated subsidiary use the following derivative financial instruments to manage their exposures to fluctuating foreign currency exchange rates, interest rates, stock prices and bond prices. The derivatives utilized by the Company and its domestic consolidated subsidiary include foreign exchange forward contracts, currency swaps, currency option contracts, interest rate swaps, stock index futures, stock index options, bond futures contracts, bond option contracts, credit derivatives and weather derivatives.

As to derivatives activities, the standards require that: (1) all derivatives be recognized as either assets or liabilities and measured at fair value, and gains or losses on derivative transactions are recognized in the statements of income, and (2) for derivatives used for hedging purposes, if such derivatives qualify for hedge accounting because of high correlation and effectiveness between changes in the value of the hedging instruments and changes in the value of the hedged items, gains or losses on derivatives are deferred until maturity of the hedged transactions.

### F. PROPERTY AND EQUIPMENT

Property and equipment are carried at cost less accumulated depreciation. Significant renewals and additions are capitalized; maintenance and repairs, minor renewals and improvements are charged to expense as incurred.

The Company and its domestic consolidated subsidiary compute depreciation of property and equipment using the declining-balance method except that the straight-line method is applied to buildings acquired on or after April 1, 1998.

### G. INTANGIBLE ASSETS

The Company and its domestic consolidated subsidiary compute amortization of intangible assets using the straight-line method. Software for internal use are amortized over the period of estimated useful lives (5 years).

### H. IMPAIRMENT OF FIXED ASSETS

The Group reviews its fixed assets for impairment whenever events or changes in circumstance indicate the carrying amount of an asset or asset group may not be recoverable. An impairment loss would be recognized if the carrying amount of an asset or asset group exceeds the sum of the undiscounted future cash flows expected to result from the continued use and eventual disposition of the asset or asset group. The impairment loss would be measured as the amount by which the carrying amount of the asset exceeds its recoverable amount, which is the higher of the discounted cash flows from the continued use and eventual disposition of the asset or the net selling price at disposition.

### I. POLICY ACQUISITION COSTS

Policy acquisition costs are charged to expense as incurred.

### J. UNDERWRITING FUNDS

Underwriting funds are established for outstanding claims and underwriting reserves, and are calculated pursuant to the Insurance Business Law and other regulations, by each line of insurance and type of policy.

#### *Outstanding claims*

Provision is made for claims reported prior to the close of the accounting period based on the estimated ultimate cost of settling such claims. In addition to the above, provision is made for incurred but not reported claims ("IBNR") based on the past experience.

#### *Underwriting reserves*

Pursuant to the provisions of the Insurance Business Law and related rules and regulations, the Company and its insurance subsidiaries are required to maintain underwriting reserves in amounts determined as follows:

##### (1) Premium reserve:

- Property and casualty insurance

##### *Insurance other than Compulsory Automobile Liability Insurance and Earthquake Insurance*

Greater of the unearned premiums or the underwriting balance at the end of the year for policies written during the year, by lines of insurance and types of policy.

##### *Compulsory Automobile Liability Insurance*

Accumulated total sum of premiums written less claims incurred and related net investment income less income taxes and contributions to the Japan Red Cross Society and other Japanese institutions. Insurance companies are not permitted to recognize any profit or loss from underwriting Compulsory Automobile Liability Insurance.

##### *Earthquake Insurance*

Accumulated total amounts of underwriting balance and related net investment income less income taxes.

In addition to the above, in order to provide for any extraordinary risks which might arise from a catastrophe, the Company is required to maintain a contingency reserve at an amount determined based on net premiums written by lines of business.

- Life insurance

Future policy benefits for life insurance contracts are mainly calculated pursuant to the five-year zillmerized reserve method.

##### (2) Deposits by policyholders:

The Company maintains reserves for the deposit portion of premiums and investment income on such portion, which are refundable to policyholders under long-term insurance.

## **K. REINSURANCE**

Reinsurance covers, which are the estimated portion of original insurance claims to be compensated by reinsurers under reinsurance contracts, were reduced from gross insurance liabilities shown as outstanding claims in the accompanying consolidated balance sheets.

The amounts of net premiums written and net claims paid reported in the consolidated statements of income are calculated by offsetting premiums and claims under direct insurance contracts by those ceded to reinsurers under reinsurance contracts.

## **L. INCOME TAXES**

The provision for income taxes is computed based on the pretax income included in the consolidated statements of income. The asset and liability approach is used to recognize deferred tax assets and liabilities for the expected future tax consequences of temporary differences between the carrying amounts and the tax basis of assets and liabilities. Deferred taxes are measured by applying currently enacted tax laws to the temporary differences.

## **M. ALLOWANCE FOR DOUBTFUL ACCOUNTS**

The allowance for doubtful accounts included in the financial statements of the Company and its domestic consolidated subsidiary is determined based on management's judgment and assessment of future losses using the self-assessment system. This method reflects past history of credit losses, possible credit losses, business and economic conditions, in addition to the character, quality and performance of debtors' business activities, and other pertinent indicators.

The amount of the allowance for doubtful accounts is then calculated in accordance with the rules of self-assessment of assets and the rules for provision for or write-offs of doubtful accounts.

For loans to counterparties who are in legal or perfunctory bankruptcy and are not allowed to participate in the bank clearing process, and for loans to counterparties who are substantially in bankruptcy, provision is made at amounts equal to the loan balance less the estimated amounts recoverable through disposal of collateral or discharges of guarantees.

For loans to borrowers who are likely to be in future bankruptcy, a provision equal to the anticipated uncollectible amount is estimated by management based on their knowledge of borrower's solvency. In determining the anticipated uncollectible amount, management considers the recoverable amount of the balance of loans in question through disposal of collateral or discharges of guarantees.

For debts other than the loans described above, provision is calculated by multiplying the balance of debts at the closing date by the actual bad debt ratio computed based on bad debts incurred in the past.

All debts of the Company and its domestic consolidated subsidiary are subject to the self-assessment conducted by departments handling the debts in question. The result of that self-assessment is required to be reviewed by the inspection department independent of each department conducting the self-assessment.

The allowance for doubtful accounts included in the financial statements for the remaining consolidated subsidiaries is determined based on management's judgments of the uncollectible amount of each receivable.

## **N. EMPLOYEES' RETIREMENT BENEFITS AND PENSION PLAN**

The Company has a contributory funded pension plan, a non-contributory funded pension plan and a termination allowance plan covering substantially all of its employees. The domestic consolidated subsidiary has a termination allowance plan and a defined contribution pension plan.

In accordance with the accounting standard for employees' retirement benefits, the Company and its domestic consolidated subsidiary account for the liability for retirement benefits based on the present value of the projected benefit obligations and the fair value of plan assets at the balance sheet date.

Changes in the projected benefit obligation, recognized in the preceding year, arising from modified actuarial assumptions are amortized to expense by the straight-line method over the average remaining service life of the employees (12 years).

#### O. RESERVE FOR PRICE FLUCTUATION

In conformity with the Insurance Business Law, insurance companies are required to establish a provision for losses resulting from fluctuations in market values of securities, bank deposits and loans denominated in foreign currencies.

The amount of the reserve for price fluctuation and the maximum balances are calculated using percentages set forth in the Insurance Business Law for each type of assets.

#### P. LEASES

All leases are accounted for as operating leases. Under Japanese accounting standards for leases, finance leases that deem to transfer ownership of the leased property to the lessee are to be capitalized, while other finance leases are permitted to be accounted for as operating lease transactions if certain “as if capitalized” information is disclosed. See Note 11.

#### Q. PER SHARE INFORMATION

Basic net income per share is computed by dividing net income available to common shareholders by the weighted-average number of common shares outstanding for the period.

Diluted net income per share reflects the potential dilution that could occur if warrants were exercised. Diluted net income per share of common stock assumes full exercise of the outstanding warrants at the beginning of the year (or at the time of issuance).

Cash dividends per share presented in the accompanying consolidated statements of income are dividends applicable to the respective years including dividends to be paid after the end of the year.

#### R. PRESENTATION OF EQUITY

On December 9, 2005, the ASBJ published a new accounting standard for presentation of equity. Under this accounting standard, minority interests are now presented as components of equity. This standard is effective for fiscal years ending on or after May 1, 2006. The consolidated balance sheets as of March 31, 2007 and 2006 are presented in line with this new accounting standard.

### 3. MONEY HELD IN TRUST

All securities held as money held in trust are classified as trading securities. Aggregate cost at March 31, 2007 and 2006 and gains recognized in the consolidated statements of income were as follows:

	Millions of Yen		Thousands of
	2007	2006	U.S. Dollars
Aggregate cost .....	<b>¥5,050</b>	¥6,716	<b>\$42,779</b>
Gains recognized .....	—	—	—

#### 4. INVESTMENTS IN SECURITIES

Investments in securities at March 31, 2007 and 2006 consisted of the following:

	Millions of Yen		Thousands of U.S. Dollars
	2007	2006	2007
Government and municipal bonds .....	¥ 649,184	¥ 664,078	\$ 5,499,232
Corporate bonds .....	333,730	325,571	2,827,026
Equity securities .....	629,600	677,242	5,333,338
Foreign securities .....	488,162	427,257	4,135,222
Other securities .....	133,305	109,960	1,129,230
<b>Total</b>	<b>¥2,233,984</b>	<b>¥2,204,110</b>	<b>\$18,924,050</b>

Information regarding each category of the securities classified as trading and available-for-sale at March 31, 2007 and 2006 was as follows:

	Millions of Yen			
	Cost	Unrealized gains	Unrealized losses	Fair value
<b>March 31, 2007</b>				
<b>Securities classified as:</b>				
Trading .....				¥ 13,568
Available-for-sale:				
Bonds .....	¥ 727,246	¥ 13,701	¥(1,932)	¥ 739,014
Equity securities .....	246,287	359,528	(480)	605,336
Foreign securities .....	414,586	55,632	(371)	469,846
Other securities* .....	119,931	22,337	(263)	142,006
<b>Total available-for-sale</b>	<b>¥1,508,051</b>	<b>¥451,200</b>	<b>¥(3,048)</b>	<b>¥1,956,203</b>

	Millions of Yen			
	Cost	Unrealized gains	Unrealized losses	Fair value
<b>March 31, 2006</b>				
<b>Securities classified as:</b>				
Trading .....				¥ 49,907
Available-for-sale:				
Bonds .....	¥ 760,133	¥ 12,745	¥(4,582)	¥ 768,296
Equity securities .....	247,919	409,214	(260)	656,873
Foreign securities .....	360,326	32,235	(1,366)	391,194
Other securities* .....	78,626	21,376	(372)	99,630
<b>Total available-for-sale</b>	<b>¥1,447,004</b>	<b>¥475,571</b>	<b>¥(6,581)</b>	<b>¥1,915,994</b>

	Thousands of U.S. Dollars			
	Cost	Unrealized gains	Unrealized losses	Fair value
<b>March 31, 2007</b>				
<b>Securities classified as:</b>				
Trading .....				\$ 114,937
Available-for-sale:				
Bonds .....	\$ 6,160,497	\$ 116,061	\$(16,374)	\$ 6,260,184
Equity securities .....	2,086,301	3,045,565	(4,070)	5,127,795
Foreign securities .....	3,511,952	471,260	(3,150)	3,980,063
Other securities* .....	1,015,936	189,222	(2,228)	1,202,931
<b>Total available-for-sale</b>	<b>\$12,774,688</b>	<b>\$3,822,110</b>	<b>\$(25,823)</b>	<b>\$16,570,975</b>

\* Other securities include debts purchased classified as other assets at March 31, 2007 and 2006.

Debt securities earmarked for underwriting reserves at March 31, 2007 and 2006 were as follows:

	Millions of Yen			
	Cost	Unrealized gains	Unrealized losses	Fair value
<b>March 31, 2007</b>				
Bonds .....	¥243,159	¥4,709	¥(2,925)	¥244,943
Foreign securities .....	2,665	38	(8)	2,695
Total	¥245,825	¥4,747	¥(2,933)	¥247,638
March 31, 2006				
Bonds .....	¥220,010	¥4,283	¥(3,843)	¥220,450
Foreign securities .....	1,639	23	(24)	1,638
Total	¥221,649	¥4,306	¥(3,868)	¥222,088

	Thousands of U.S. Dollars			
	Cost	Unrealized gains	Unrealized losses	Fair value
<b>March 31, 2007</b>				
Bonds .....	\$2,059,802	\$39,895	\$(24,782)	\$2,074,916
Foreign securities .....	22,578	323	(71)	22,829
Total	\$2,082,381	\$40,219	\$(24,853)	\$2,097,746

Available-for-sale securities and held-to-maturity securities whose fair value was not readily determinable at March 31, 2007 and 2006 were as follows:

	Millions of Yen		Thousands of U.S. Dollars
	2007	2006	2007
Available-for-sale:			
Equity securities .....	¥17,645	¥18,577	\$149,471
Foreign securities .....	5,000	5,000	42,354
Other securities* .....	5,440	6,262	46,082
Total available-for-sale	¥28,085	¥29,839	\$237,908
Held-to-maturity—Bonds	¥ 740	¥ 1,342	\$ 6,271

\* Other securities include debts purchased classified as other assets at March 31, 2007 and 2006.

Proceeds from sales of available-for-sale securities for the years ended March 31, 2007 and 2006 were ¥617,968 million (\$5,234,803 thousand) and ¥669,235 million, respectively. Gross realized gains and losses on these sales, computed using the moving average cost basis, were ¥12,114 million (\$102,622 thousand) and ¥4,971 million (\$42,111 thousand), respectively, for the year ended March 31, 2007 and ¥21,082 million and ¥14,292 million, respectively, for the year ended March 31, 2006.

Carrying amounts of debt securities with contractual maturities classified as available-for-sale, held-to-maturity and debt securities earmarked for underwriting reserves at March 31, 2007 were as follows:

	Millions of Yen			
	Due in 1 year or less	Due after 1 year through 5 years	Due after 5 years through 10 years	Due after 10 years
<b>March 31, 2007</b>				
Government bonds .....	¥27,951	¥ 57,750	¥210,325	¥327,915
Municipal bonds .....	1,898	4,172	6,152	13,019
Corporate bonds .....	36,022	180,836	64,291	52,580
Foreign securities .....	18,210	81,649	109,667	50,234
Other securities* .....	864	21,988	14,862	18,275
Total	¥84,947	¥346,396	¥405,299	¥462,025

	Thousands of U.S. Dollars			
	Due in 1 year or less	Due after 1 year through 5 years	Due after 5 years through 10 years	Due after 10 years
<b>March 31, 2007</b>				
Government bonds .....	\$236,773	\$ 489,201	\$1,781,662	\$2,777,768
Municipal bonds .....	16,085	35,342	52,115	110,284
Corporate bonds .....	305,142	1,531,861	544,615	445,407
Foreign securities .....	154,263	691,651	928,992	425,538
Other securities* .....	7,327	186,262	125,900	154,811
Total	\$719,592	\$2,934,319	\$3,433,284	\$3,913,809

\* Other securities include debts purchased classified as other assets at March 31, 2007.



Investments in unconsolidated subsidiaries and affiliated companies were ¥11,735 million (\$99,408 thousand) and ¥5,575 million at March 31, 2007 and 2006, respectively.

The Company recognized ¥1,625 million (\$13,771 thousand) and ¥998 million losses on devaluation of available-for-sale securities, respectively, for the years ended March 31, 2007 and 2006. Losses on devaluation of available-for-sale securities for the years ended March 31, 2007 and 2006 were recognized in the statements of income when their fair value declined by more than 30%.

## 5. COLLATERAL

The carrying amounts of investments in securities pledged as collateral were ¥46,143 million (\$390,883 thousand) at March 31, 2007. This includes collateral for loans payable of ¥62 million (\$527 thousand) classified as other liabilities, collateral for letters of credit issued and collateral pledged in lieu of guarantee deposits for margin trading.

The carrying amounts of investments in securities pledged as collateral were ¥67,713 million at March 31, 2006.

## 6. LOANS

Loans which are in default, delinquent, past due and under mitigating conditions are as follows:

	Millions of Yen		Thousands of U.S. Dollars
	2007	2006	2007
Defaulted loans .....	¥ 338	¥ 32	\$ 2,864
Delinquent loans (non-performing loans) .....	8,747	10,494	74,099
Past due loans (over three months) .....	265	170	2,248
Loans under mitigating conditions .....	248	265	2,107
Total	¥9,599	¥10,962	\$81,319

Defaulted loans represent loans for which the Company estimates that the prospect of recovery or repayment of principal or interest is unlikely and therefore, has ceased to accrue interest.

Delinquent loans represent loans for which the Company estimates there are very few prospects for recovery or repayment of principal or interest and therefore, has ceased to accrue interest. For delinquent loans, management does not intend to mitigate conditions to support the recovery of the counterparties as mentioned in the definition of loans under mitigating conditions below.

Past due (over three months) loans represent loans in which the repayment of principal or payment of interest accrued are past due over three months from the due date set forth in the loan agreements and not falling into either the categories of defaulted loans or delinquent loans.

Loans under mitigating conditions represent loans to counterparties in which the Company accepted a reduction in its interest rates or revised repayment schedule of principal and/or interest, or waived certain amounts owed in order to provide financial support to facilitate the recovery of the counterparties and not falling into the categories of either defaulted loans, delinquent loans or past due loans.

## 7. PROPERTY AND EQUIPMENT

Accumulated depreciation on property and equipment totaled ¥165,307 million (\$1,400,321 thousand) and ¥163,737 million at March 31, 2007 and 2006, respectively. Property and equipment were stated at cost less deferred gains of ¥7,630 million (\$64,641 thousand) and ¥7,632 million on sale and replacement of assets under certain conditions in accordance with the Japanese tax law for the years ended March 31, 2007 and 2006, respectively.

## 8. EMPLOYEES' RETIREMENT BENEFITS AND PENSION PLAN

Under the pension plan of the Company, employees terminating their employment are entitled to pension payments and lump-sum payments based on their average pay during their employment, length of service and certain other factors. Under the pension plan of the domestic consolidated subsidiary, employees terminating their employment are entitled to a lump-sum payment and pension payments. The domestic consolidated subsidiary implemented a defined contribution pension plan in April 2006 and transferred to it a portion of the severance lump-sum payment plan. This transfer had no effect on income before income taxes and minority interests for the year ended March 31, 2007.

The Company has two types of pension plans for employees; a non-contributory and a contributory funded defined benefit pension plan. The contributory funded defined benefit pension plan, which is established under the Japanese Defined Benefit Corporate Pension Plan Law, covers substantially all employees other than directors and auditors. According to the enactment of the Japanese Defined Benefit Corporate Pension Plan Law in April 2002, the Company applied for an exemption from obligation to pay benefits for future employee services related to the substitutional portion which would result in the transfer of the pension obligations and related assets to the government by another subsequent application. The Company obtained an approval of exemption from future obligation by the Ministry of Health, Labour and Welfare on March 14, 2003.

The Company applied for transfer of the substitutional portion of past pension obligations to the government and obtained approval by the Ministry of Health, Labour and Welfare on November 30, 2004. The actual transfer of the pension obligations and related assets to the government is to take place subsequently after the government approval.

Based upon the above approval in November 2004, there was no effect on the statements of income for the years ended March 31, 2007 and 2006.

The liability for employees' retirement benefits at March 31, 2007 and 2006 consisted of the following:

	Millions of Yen		Thousands of U.S. Dollars
	2007	2006	2007
Projected benefit obligation.....	¥(148,734)	¥(141,865)	\$(1,259,923)
Fair value of plan assets .....	172,645	166,683	1,462,480
Unrecognized actuarial gain .....	(33,876)	(38,914)	(286,965)
Prepaid pension cost .....	(9,391)	(5,682)	(79,555)
Net liability for employees' retirement benefits	¥ (19,355)	¥ (19,779)	\$ (163,964)

The components of net periodic benefit costs for the years ended March 31, 2007 and 2006 were as follows:

	Millions of Yen		Thousands of U.S. Dollars
	2007	2006	2007
Service cost.....	¥ 4,627	¥ 4,704	\$ 39,202
Interest cost.....	2,748	2,671	23,280
Expected return on plan assets.....	(1,559)	(1,258)	(13,207)
Amortization of unrecognized actuarial loss (gain) .....	(2,583)	1,271	(21,885)
Net periodic benefit costs	3,233	7,388	27,390
Premium for defined contribution pension plan.....	10	—	91
Total	¥ 3,244	¥ 7,388	\$ 27,481

Assumptions used for the years ended March 31, 2007 and 2006 were as follows:

	2007	2006
Discount rate .....	2.00%	2.00%
Expected rate of return on plan assets .....	2.00%	2.00%
Amortization period of unrecognized actuarial gain/loss .....	12 years	12 years
Amortization period of prior service cost.....	1 year	1 year

On May 1, 2006, a new corporate law (the “Corporate Law”) became effective, which reformed and replaced the Japanese Commercial Code (the “Code”) with various revisions that would, for the most part, be applicable to events or transactions which occur on or after May 1, 2006 and for the fiscal years ending on or after May 1, 2006. The significant changes in the Corporate Law that affect financial and accounting matters are summarized below;

(a) Dividends

Under the Corporate Law, companies can pay dividends at any time during the fiscal year in addition to the year-end dividend upon resolution at the shareholders’ meeting. For companies that meet certain criteria such as; (1) having the Board of Directors, (2) having independent auditors, (3) having the Board of Corporate Auditors, and (4) the term of service of the directors is prescribed as one year rather than two years of normal term by its Articles of Incorporation, the Board of Directors may declare dividends (except for dividends in kind) if the Company has prescribed so in its Articles of Incorporation.

The Corporate Law permits companies to distribute dividends-in-kind (non-cash assets) to shareholders subject to a certain limitation and additional requirements.

Semi-annual interim dividends may also be paid once a year upon resolution by the Board of Directors if the Articles of Incorporation of the Company so stipulate. Under the Code, certain limitations were imposed on the amount of capital surplus and retained earnings available for dividends. The Corporate Law also provides certain limitations on the amounts available for dividends or the purchase of treasury stock. The limitation is defined as the amount available for distribution to the shareholders, but the amount of equity after dividends must be maintained at no less than ¥ 3 million.

(b) Increases / decreases and transfer of common stock, reserve and surplus

The Insurance Business Law was revised along with the enforcement of the Corporate Law to require that an amount equal to 20% of dividends must be appropriated as a legal reserve (a component of retained earnings) or as additional paid-in capital (a component of capital surplus) depending on the equity account charged upon the payment of such dividends until the total of aggregate amount of legal reserve and additional paid-in capital equals that of the common stock. Under the former Insurance Business Law, the aggregate amount of additional paid-in capital and legal reserve that exceeds the common stock may be made available for dividends by resolution of the shareholders. Under the revised Insurance Business Law, the total amount of additional paid-in capital and legal reserve may be reversed without limitation of such threshold. The Company’s legal reserve amount, which is included in retained earnings, totaled ¥31,058 million (\$263,091 thousand) and ¥29,558 million as of March 31, 2007 and 2006, respectively.

(c) Treasury stock and treasury stock acquisition rights

The Corporate Law also provides for companies to purchase treasury stock and dispose of such treasury stock by resolution of the Board of Directors. The amount of treasury stock purchased cannot exceed the amount available for distribution to the shareholders which is determined by specific formula.

Under the Corporate Law, stock acquisition rights, which were previously presented as a liability, are now presented as a separate component of equity.

The Corporate Law also provides that companies can purchase both treasury stock acquisition rights and treasury stock. Such treasury stock acquisition rights are presented as a separate component of equity or deducted directly from stock acquisition rights.

## 10. INCOME TAXES

The Company and its domestic consolidated subsidiary are subject to corporate income tax and inhabitant tax which, in the aggregate, resulted in a normal statutory tax rate of 36.09% for the years ended March 31, 2007 and 2006. The tax effects of temporary differences between the book basis and tax basis of assets and liabilities which create deferred tax assets and liabilities at March 31, 2007 and 2006 were as follows:

	Millions of Yen		Thousands of U.S. Dollars
	2007	2006	2007
<b>Deferred tax assets:</b>			
Underwriting reserves .....	¥ 107,910	¥ 100,296	\$ 914,107
Outstanding claims .....	17,270	20,431	146,294
Depreciation .....	9,576	10,025	81,120
Assets contributed to employees' retirement benefit trusts.....	10,098	9,702	85,542
Other .....	24,185	34,572	204,878
Sub total .....	169,041	175,028	1,431,944
Valuation allowance .....	(6,926)	(6,938)	(58,671)
Total	162,114	168,089	1,373,272
<b>Deferred tax liabilities:</b>			
Unrealized gains on available-for-sale securities .....	(152,482)	(169,261)	(1,291,675)
Other .....	(1,792)	(1,647)	(15,186)
Total	(154,274)	(170,909)	(1,306,861)
<b>Net deferred tax assets (liabilities)</b>	¥ 7,839	¥ (2,819)	\$ 66,411

Reconciliation between the statutory tax rates and the effective income tax rates reflected in the accompanying consolidated statements of income for the year ended March 31, 2006 was as follows:

	2006
Statutory tax rate .....	36.09%
Tax credit for dividends received.....	(5.00)
Expenses not deductible for income tax purposes .....	2.86
Tax credit for IT investment .....	(2.79)
Per capita inhabitant tax .....	1.25
Other-net .....	(1.12)
Effective income tax rate	31.29%

Reconciliation between the statutory tax rates and the effective income tax rates for the year ended March 31, 2007 is not disclosed since the difference is not material.

## 11. LEASE TRANSACTIONS

### A. FINANCE LEASES

Information regarding finance leases other than those which deem to transfer ownership of the leased property to the lessee, of the Group, is as follows:

On an "as if capitalized" basis, pro forma information of leased property of the Group such as acquisition cost, accumulated depreciation, accumulated impairment loss, lease payment obligations, depreciation expense and interest expense of finance leases that do not transfer ownership of the leased property to the lessee for the years ended March 31, 2007 and 2006 was as follows:

	Millions of Yen		Thousands of U.S. Dollars
	2007	2006	2007
Acquisition cost.....	¥784	¥384	\$6,644
Accumulated depreciation .....	193	115	1,636
Accumulated impairment loss .....	—	—	—
Net leased property	¥591	¥268	\$5,008

The imputed interest expense portion is included in the above acquisition cost.

Obligations under finance leases and total payments for finance leases as of March 31, 2007 and 2006 were as follows:

	Millions of Yen		Thousands of U.S. Dollars
	2007	2006	2007
Due in 1 year or less.....	¥141	¥ 77	\$1,200
Due after 1 year .....	449	190	3,807
Total	¥591	¥268	\$5,008
Total payments for finance leases	¥110	¥ 84	\$ 936

57

The amounts of obligations under finance leases include the imputed interest expense portion.

Depreciation expense, which is not reflected in the accompanying consolidated financial statements, computed by the straight-line method was equal to the above total payment for finance leases.

## B. OPERATING LEASES

Obligations under operating leases as of March 31, 2007 and 2006, and total payments for the years were as follows:

	Millions of Yen		Thousands of U.S. Dollars
	2007	2006	2007
Due in 1 year or less.....	¥123	¥124	\$1,042
Due after 1 year .....	40	164	347
Total	¥164	¥288	\$1,389

## 12. COMMITMENTS AND CONTINGENT LIABILITIES

### CONTRACTS OF LOAN COMMITMENT LIMITS

Contracts of loan commitment limits are contracts by which the Company lends to customers up to the prescribed limits in response to customers' loan applications as long as there is no breach of any condition in the contracts. The unutilized amount within the prescribed limits relating to these contracts totaled ¥10,566 million (\$89,504 thousand) and ¥9,663 million at March 31, 2007 and 2006, respectively.

## 13. DERIVATIVES

### A. UTILIZATION

The Company and its domestic consolidated subsidiary utilize various derivative financial instruments ("derivatives") in their investing activities to mitigate the risk of fluctuating foreign currency exchange rates, interest rates, stock prices and bond prices. The Company also utilizes derivatives for trading purposes to some extent. The derivatives utilized by the Company and its domestic consolidated subsidiary include foreign exchange forward contracts, currency swaps, currency option contracts, interest rate swaps, stock index futures, stock index options, bond futures contracts, bond option contracts, credit derivatives and weather derivatives.

The Company and its domestic consolidated subsidiary enter into these contracts with major financial institutions in order to minimize credit loss in the event of nonperformance by counterparties to the contracts. Exposure to market risk is managed through position limits, approvals and monitoring procedures.

Daily risk control of the Company consists of confirmation procedures and analyses conducted by the administrative and supervisory sections, respectively. The confirmation procedures require a collaboration of operational reports prepared by the executive section with transaction reports sent directly from financial institutions to the administrative section. The risk management section, which is independent from the executive section, then performs analysis of the positions and the possible risk incurred in the transactions by using the Value at Risk method. As a periodic measure for internal risk control, the risk management committee meets regularly to evaluate the transactions and to review procedures performed in that period by the aforementioned sections. The current status of derivative activities is also reported regularly by the supervisory section to the Board of Directors.

Aioi Life Insurance Company, Limited utilizes derivatives in compliance with internal regulations for authorization procedures and risk management policy of derivative transactions. The risk of derivatives are managed together with other investment assets, and the current status of derivative activities is reported regularly to management.

## B. FAIR VALUE INFORMATION

The Company and its domestic consolidated subsidiary had the following derivatives contracts outstanding at March 31, 2007 and 2006.

### (1) Currency-related transactions

	Millions of Yen						Thousands of U.S. Dollars		
	2007			2006			2007		
	Contract amount	Fair value	Unrealized gains (losses)	Contract amount	Fair value	Unrealized gains (losses)	Contract amount	Fair value	Unrealized gains (losses)
Foreign exchange contracts—forward									
Selling U.S.\$ .....	¥ —	¥ —	¥ —	¥10,486	¥10,445	¥ 41	\$ —	\$ —	\$ —
Buying U.S.\$.....	53,668	52,791	(877)	66,571	67,408	837	454,623	447,194	(7,429)
Buying Euro.....	46	47	0	998	998	(0)	395	399	4
Total			¥(876)			¥879			\$(7,424)

Note: Fair values of foreign exchange transactions are based on the forward exchange rate as of the year-end date.

### (2) Interest rate-related transactions

	Millions of Yen						Thousands of U.S. Dollars		
	2007			2006			2007		
	Contract amount	Fair value	Unrealized gains	Contract amount	Fair value	Unrealized gains	Contract amount	Fair value	Unrealized gains
Interest rate swaps—									
Fixed rate receipts, floating rate payment .....	¥4,500	¥79	¥79	¥4,500	¥14	¥14	\$38,119	\$673	\$673
Total			¥79			¥14			\$673

Note: Fair values are based on the indicated figure from financial institutions.

### (3) Equity-related transactions

	Millions of Yen						Thousands of U.S. Dollars		
	2007			2006			2007		
	Contract amount	Fair value	Unrealized gains (losses)	Contract amount	Fair value	Unrealized gains	Contract amount	Fair value	Unrealized gains (losses)
Equity-related transactions—									
Stock index futures—									
Selling .....	¥2,915	¥3,029	¥(113)	¥—	¥—	¥—	\$24,697	\$25,660	\$(963)
Buying.....	3,221	3,261	39	—	—	—	27,290	27,626	336
Total			¥ (73)			¥—			\$(626)

Note: Fair values are based on market quotations as of the year-end date.

### (4) Other transactions

	Millions of Yen						Thousands of U.S. Dollars		
	2007			2006			2007		
	Contract amount	Fair value	Unrealized gains	Contract amount	Fair value	Unrealized gains	Contract amount	Fair value	Unrealized gains
Credit derivatives—									
Selling .....	¥288,645	¥334	¥334	¥156,006	¥249	¥249	\$2,445,114	\$2,831	\$2,831
Total			¥334			¥249			\$2,831

Note: Fair values are based on the indicated prices from financial institutions.

## 14. OTHER INCOME

Other income for the year ended March 31, 2007 included ¥795 million (\$6,740 thousand) of gains on sales of fixed assets, and ¥510 million (\$4,325 thousand) of a reversal of allowance for doubtful accounts.

Other income for the year ended March 31, 2006 included ¥193 million of gains on sales of properties, ¥11,022 million of a payment received in the action against Fortress Re, a reinsurance agent, and ¥682 million of a reversal of allowance for doubtful accounts.

## 15. OTHER EXPENSES

Other expenses for the year ended March 31, 2007 included ¥1,409 million (\$11,943 thousand) of losses on sales of fixed assets, ¥308 million (\$2,616 thousand) of impairment losses, ¥1,350 million (\$11,438 thousand) of provision for price fluctuation reserve, and ¥55 million (\$473 thousand) losses of devaluation of properties.

Other expenses for the year ended March 31, 2006 included ¥1,796 million of losses on sales of properties and ¥1,619 million of impairment losses, ¥1,257 million of provision for price fluctuation reserve, and ¥1,961 million of subsidiary-related loss.

## 16. STOCK OPTION PLANS

The content of the stock options in existence during the year ended March 31, 2007 is as follows:

Date of approval by shareholders	June 27, 2003
Grantees	15 Directors, 26 Executive Officers and 306 employees of the Company 38 Directors, 8 Executive Officers and 33 employees of subsidiaries and affiliated companies
Type of stock granted	Common stock
Grant date	August 1, 2003
Vesting conditions	No provisions
Service period	No provisions
Exercise period	From July 1, 2005 to June 30, 2007

The number of and changes in stock options during the year ended March 31, 2007 are as follows:

	Number of shares
	2007
Outstanding at the beginning of the year .....	360,000
Granted during the year .....	—
Exercised during the year.....	280,000
Forfeited during the year .....	—
Outstanding at the end of the year .....	80,000
	Yen
Exercise price.....	¥311
Average share price at exercise .....	¥827

## 17. NET INCOME PER SHARE

Reconciliation of the differences between basic and diluted net income per share ("EPS") for the years ended March 31, 2007 and 2006 is as follows:

	Millions of Yen	Thousands of Shares	Yen	U.S. Dollars
	Net income	Weighted-average shares	EPS	
<b>Year ended March 31, 2007</b>				
Basic EPS—Net income available to common shareholders.....	¥16,187	734,408	¥22.04	\$0.18
Effect of dilutive securities—Warrants.....	—	153		
Diluted EPS—Net income for computation	¥16,187	734,562	¥22.03	\$0.18
<b>Year ended March 31, 2006</b>				
Basic EPS—Net income available to common shareholders.....	¥20,791	732,697	¥28.37	
Effect of dilutive securities—Warrants.....	—	1,022		
Diluted EPS—Net income for computation	¥20,791	733,720	¥28.33	

**18. SUPPLEMENTARY CASH FLOW INFORMATION**

The following is a summary of the assets and liabilities of Aioi Insurance Company of Europe Limited at the time it was excluded from the scope of consolidation.

Year ended March 31, 2006	Millions of Yen
Investments in securities .....	¥23,829
Total assets .....	34,235
Underwriting funds .....	14,900
Total liabilities .....	20,492

**19. SUBSEQUENT EVENTS**

At the general shareholders' meeting held on June 27, 2007, the following appropriation of retained earnings was resolved:

**Appropriations of Retained Earnings**

	Millions of Yen	Thousands of U.S. Dollars
Year-end cash dividends, ¥10 (\$0.08) per share	¥7,344	\$62,219

**20. SEGMENT INFORMATION**

The Group operates two major businesses; non-life insurance and life insurance. Business segment information for the year ended March 31, 2007 was as follows:

Year ended March 31, 2007	Millions of Yen			Consolidated
	Non-life insurance	Life insurance	Elimination and Corporate	
Operating income				
Sales to external customers.....	¥1,017,709	¥ 73,878	¥ (308)	¥1,091,279
Inter-segment sales and transfers.....	1,327	147	(1,474)	—
Total.....	1,019,036	74,025	(1,782)	1,091,279
Operating expenses.....	993,120	74,559	(1,782)	1,065,897
Operating profit (loss) .....	¥ 25,916	¥ (534)	¥ 0	¥ 25,382
Assets.....	¥2,767,122	¥315,627	¥ (72)	¥3,082,676
Depreciation and amortization .....	10,933	340	—	11,274
Impairment losses.....	308	—	—	308
Capital expenditure .....	15,093	319	—	15,413

Year ended March 31, 2007	Thousands of U.S. Dollars			Consolidated
	Non-life insurance	Life insurance	Elimination and Corporate	
Operating income				
Sales to external customers.....	\$ 8,621,004	\$ 625,823	\$ (2,613)	\$ 9,244,214
Inter-segment sales and transfers.....	11,242	1,245	(12,488)	—
Total.....	8,632,247	627,069	(15,102)	9,244,214
Operating expenses.....	8,412,708	631,593	(15,102)	9,029,200
Operating profit (loss) .....	\$ 219,538	\$ (4,524)	\$ 0	\$ 215,014
Assets.....	\$23,440,257	\$2,673,673	\$ (614)	\$26,113,315
Depreciation and amortization .....	92,618	2,884	—	95,503
Impairment losses.....	2,616	—	—	2,616
Capital expenditure .....	127,859	2,708	—	130,567

Other segment information of the Group, such as business segments for the year ended March 31, 2006, geographical breakdown and overseas sales is not disclosed because of its immateriality.



# Independent Auditors' Report

# Deloitte.

**Deloitte Touche Tohmatsu**  
MS Shibaura Building  
4-13-23, Shibaura  
Minato-ku, Tokyo 108-8530  
Japan

Tel: +81 (3) 3457 7321  
Fax: +81 (3) 3457 1694  
[www.deloitte.com/jp](http://www.deloitte.com/jp)

61

## INDEPENDENT AUDITORS' REPORT

To the Board of Directors of  
Aioi Insurance Company, Limited:

We have audited the accompanying consolidated balance sheets of Aioi Insurance Company, Limited and consolidated subsidiaries as of March 31, 2007 and 2006, and the related consolidated statements of income, changes in equity, and cash flows for the years then ended, all expressed in Japanese yen. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in Japan. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of Aioi Insurance Company, Limited and consolidated subsidiaries as of March 31, 2007 and 2006, and the consolidated results of their operations and their cash flows for the years then ended in conformity with accounting principles generally accepted in Japan.

Our audits also comprehended the translation of Japanese yen amounts into U.S. dollar amounts and, in our opinion, such translation has been made in conformity with the basis stated in Note 1. Such U.S. dollar amounts are presented solely for the convenience of readers outside Japan.



June 27, 2007

Member of  
**Deloitte Touche Tohmatsu**

# Other Financial Data (Unaudited)

Aioi Insurance Company, Limited  
Years ended March 31

## 1. Highlight Data

(Unit: 100 million yen, %)

	2006	2007	Change	Change %
1. Direct Premiums Written .....	¥8,685	<b>¥8,882</b>	¥ 197	2.3
2. Net Premiums Written .....	8,342	<b>8,512</b>	169	2.0
3. Net Claims Paid .....	4,880	<b>4,965</b>	84	1.7
4. Loss Adjustment Expenses .....	351	<b>349</b>	(2)	(0.6)
5. Net Operating Expenses .....	2,758	<b>2,780</b>	21	0.8
Operating Income .....	352	<b>417</b>	64	18.4
6. Increase in Outstanding Claims .....	(154)	<b>(81)</b>	73	
7. Increase in Catastrophe Reserve .....	287	<b>137</b>	(150)	
Underwriting Profit (Loss) .....	19	<b>10</b>	(9)	(47.4)
Investment Profit & Loss .....	284	<b>350</b>	65	
(of which interest/dividend income) .....	421	<b>512</b>	90	
(of which gain (loss) on sales of investments in securities) .....	69	<b>73</b>	3	
(of which loss on devaluation of investments in securities) .....	9	<b>16</b>	6	
Ordinary Profit .....	249	<b>298</b>	49	19.7
Extraordinary Profit & Loss .....	42	<b>(18)</b>	(60)	
Net Profit .....	197	<b>188</b>	(8)	(4.4)
(Ratios)				
Net Premium Growth Ratio .....	0.8	<b>2.0</b>	1.2	
Net Loss Ratio .....	62.7	<b>62.4</b>	(0.3)	
Net Expense Ratio .....	33.1	<b>32.7</b>	(0.4)	
Combined Ratio .....	95.8	<b>95.1</b>	(0.7)	
U/W Profit Ratio .....	4.2	<b>4.9</b>	0.7	

## Financial Position

(Unit: 100 million yen, %)

	2006	2007	Change
Total Assets .....	¥27,611	<b>¥27,848</b>	¥ 237
Total Equity .....	6,306	<b>6,286</b>	(19)
Catastrophe Reserves .....	2,235	<b>2,372</b>	137
Solvency Margin Ratio .....	1058.7	<b>1030.4</b>	(28.3)

## Natural Disasters

(Unit: 100 million yen)

	Direct	Net Claims Reserve	
		Net	Reserve
Fire/Casualty .....	¥81	¥78	¥ 3
Motor .....	12	12	—
Total .....	¥93	¥90	¥ 3

## 2. Premiums & Claims by Class

### (1) Direct Premiums Written by Class of Business

(Unit: 100 million yen, %)

Class of Business	2005		2006		2007	
	Change %	Change %	Change %	Change %	Change %	Change %
Fire & Allied Lines .....	¥1,020	5.4	¥1,126	10.3	<b>¥1,205</b>	<b>7.0</b>
Marine .....	49	(2.6)	50	3.6	<b>53</b>	<b>6.1</b>
Personal Accident .....	505	2.0	512	1.3	<b>517</b>	<b>1.0</b>
Voluntary Automobile .....	4,574	(1.4)	4,611	0.8	<b>4,681</b>	<b>1.5</b>
Compulsory Automobile Liability .....	1,746	0.2	1,696	(2.8)	<b>1,704</b>	<b>0.4</b>
Other .....	687	2.2	686	(0.2)	<b>719</b>	<b>4.8</b>
Total .....	¥8,584	0.2	¥8,685	1.2	<b>¥8,882</b>	<b>2.3</b>

### (2) Net Premiums Written by Class of Business

(Unit: 100 million yen, %)

Class of Business	2005		2006		2007	
	Change %	Change %	Change %	Change %	Change %	Change %
Fire & Allied Lines .....	¥ 885	5.8	¥ 952	7.5	<b>¥1,020</b>	<b>7.2</b>
Marine .....	53	2.2	56	5.4	<b>64</b>	<b>14.5</b>
Personal Accident .....	492	0.3	492	0.1	<b>492</b>	<b>(0.1)</b>
Voluntary Automobile .....	4,606	(2.4)	4,643	0.8	<b>4,720</b>	<b>1.7</b>
Compulsory Automobile Liability .....	1,544	0.5	1,510	(2.2)	<b>1,497</b>	<b>(0.9)</b>
Other .....	695	(4.9)	686	(1.2)	<b>716</b>	<b>4.3</b>
Total .....	¥8,278	(1.1)	¥8,342	0.8	<b>¥8,512</b>	<b>2.0</b>

### (3) Net Claims Paid by Class of Business

(Unit: 100 million yen, %)

Class of Business	2005			2006			2007		
	Loss Ratio	Loss Ratio	Change	Loss Ratio	Loss Ratio	Change	Loss Ratio	Loss Ratio	Change
Fire & Allied Lines .....	¥ 558	65.0	22.6	¥ 413	45.0	(20.0)	<b>¥ 435</b>	<b>44.2</b>	<b>(0.8)</b>
Marine .....	29	56.1	(20.4)	31	56.6	0.5	<b>27</b>	<b>43.7</b>	<b>(12.9)</b>
Personal Accident .....	162	36.5	(3.9)	167	37.1	0.6	<b>185</b>	<b>41.0</b>	<b>3.9</b>
Voluntary Automobile .....	2,638	62.0	0.7	2,636	61.3	(0.7)	<b>2,698</b>	<b>61.6</b>	<b>0.3</b>
Compulsory Automobile Liability .....	852	60.4	13.3	974	69.9	9.5	<b>1,000</b>	<b>72.0</b>	<b>2.1</b>
Other .....	747	111.2	(8.7)	657	99.6	(11.6)	<b>618</b>	<b>90.2</b>	<b>(9.4)</b>
Total .....	¥4,989	64.6	3.8	¥4,880	62.7	(1.9)	<b>¥4,965</b>	<b>62.4</b>	<b>(0.3)</b>

Note: Loss Ratio (%) = (net claims paid + loss adjustment expenses) / net premiums written

### 3. Inwards Reinsurance Premiums & Claims Paid by Class of Business

#### (1) Inwards Reinsurance Premiums Written by Class of Business

(Unit: 100 million yen, %)

Class of Business	2005		2006		2007	
	Change %		Change %		Change %	
Fire & Allied Lines.....	¥ 127	(12.1)	¥ 88	(30.6)	¥ 96	9.3
Marine.....	17	10.0	18	6.8	23	28.4
Personal Accident.....	9	5.3	9	(1.1)	8	(13.2)
Voluntary Automobile.....	88	(34.4)	83	(5.3)	96	15.0
Compulsory Automobile Liability.....	1,144	0.5	1,117	(2.4)	1,101	(1.5)
Other.....	84	(41.6)	104	23.7	92	(11.0)
Total.....	¥1,471	(7.3)	¥1,421	(3.4)	¥1,418	(0.2)

#### (2) Inwards Reinsurance Claims Paid by Class of Business

(Unit: 100 million yen, %)

Class of Business	2005			2006			2007		
	Loss Ratio	Loss Ratio Change		Loss Ratio	Loss Ratio Change		Loss Ratio	Loss Ratio Change	
Fire & Allied Lines.....	¥ 84	66.0	(27.9)	¥ 114	129.7	63.7	¥ 64	66.6	(63.1)
Marine.....	15	92.2	(80.2)	18	104.1	11.9	14	60.5	(43.6)
Personal Accident.....	2	26.6	6.6	3	32.6	6.0	3	40.6	8.0
Voluntary Automobile.....	71	80.9	(11.3)	54	64.8	(16.1)	60	63.3	(1.5)
Compulsory Automobile Liability.....	852	74.5	18.1	974	87.2	12.7	1,000	90.9	3.7
Other.....	383	455.7	157.9	320	307.5	(148.2)	230	248.7	(58.8)
Total.....	¥1,410	95.8	10.1	¥1,486	104.5	8.7	¥1,373	96.9	(7.6)

#### 4. Breakdown of Net Operating Expenses

(Unit: 100 million yen, %)

Class of Business	2005			2006			2007		
	Change %	% of Premium		Change %	% of Premium		Change %	% of Premium	
Loss Adjustment Expenses+Operating and General Administrative Expenses									
Personnel.....	¥ 939	(2.2)	11.4	¥ 928	(1.2)	11.1	¥ 891	(3.9)	10.5
Non-Personnel.....	749	(2.9)	9.1	751	0.2	9.0	760	1.3	8.9
Taxes etc.....	100	(3.8)	1.2	99	(1.4)	1.2	97	(1.8)	1.1
Total.....	1,790	(2.6)	21.6	1,778	(0.6)	21.3	1,750	(1.6)	20.6
Operating and General Administrative Expenses Associated with Underwriting.....	1,356	(2.1)	16.4	1,350	(0.4)	16.2	1,323	(2.0)	15.5
Commission & Brokerage.....	1,387	(1.8)	16.8	1,407	1.4	16.9	1,457	3.5	17.1
Business Expenses.....	2,744	(1.9)	33.2	2,758	0.5	33.1	2,780	0.8	32.7

#### 5. Catastrophe Reserves

(Unit: 100 million yen, %)

Class of Business	2005		2006		2007				
	Reserve Ratio		Reserve Ratio		Reserve Ratio	Change	Draw-down	Transfer	Breakdown of transfer/draw-down in 2007
Fire & Allied Lines.....	¥ 563	64.7	¥ 741	79.3	¥ 820	81.8	¥ 79	¥ —	¥ 79
Marine.....	35	65.4	37	65.7	39	61.1	2	0	2
Personal Accident.....	284	57.7	298	60.7	313	63.7	14	—	14
Voluntary Automobile.....	893	19.4	971	20.9	983	20.8	12	319	332
Other.....	171	24.7	186	27.2	215	30.1	28	7	36
Total.....	¥1,948	29.0	¥2,235	32.8	¥2,372	33.9	¥137	¥328	465

Note: Reserve ratio = catastrophe reserves / net premiums written (excl. dwelling EQ / CALI) ×100

#### 6. Underwriting Reserves

(Unit: 100 million yen)

Class of Business	2005	2006	2007	Change
Fire & Allied Lines.....	¥ 4,790	¥ 5,022	¥ 5,227	¥ 205
Marine.....	51	65	70	4
Personal Accident.....	5,542	5,261	5,136	(124)
Voluntary Automobile.....	2,370	2,414	2,439	24
Compulsory Automobile Liability.....	2,410	2,573	2,725	152
Other.....	1,182	1,170	1,215	45
Total.....	¥16,348	¥16,507	¥16,814	¥ 307

## 7. Outstanding Claims

(Unit: 100 million yen)

Class of Business	2005		2006		2007		Change	
		of which IBNR		of which IBNR		of which IBNR		of which IBNR
Fire & Allied Lines.....	¥ 413	¥171	¥ 336	¥ 157	¥ 253	¥102	¥ (82)	¥(55)
Marine.....	72	37	56	28	68	37	11	8
Personal Accident.....	114	38	123	37	131	43	7	5
Voluntary Automobile.....	1,720	151	1,728	148	1,817	164	89	15
Compulsory Automobile Liability.....	365	—	367	—	367	—	(0)	—
Other.....	828	482	747	402	640	380	(107)	(22)
<b>Total.....</b>	<b>¥3,514</b>	<b>¥880</b>	<b>¥3,360</b>	<b>¥ 775</b>	<b>¥3,278</b>	<b>¥727</b>	<b>¥ (81)</b>	<b>¥(47)</b>

## 8. Total Assets / Invested Assets

(Unit: 100 million yen)

	2005		2006		2007		Change	
Investments in Securities.....	¥15,854	¥19,840	¥19,738	¥(102)				
Government and Municipal Bonds.....	6,101	7,505	7,051	(454)				
Equity Securities.....	5,122	7,072	6,597	(475)				
Foreign Securities.....	3,760	4,181	4,774	592				
Other Securities.....	869	1,081	1,315	234				
Loans.....	3,430	3,479	3,410	(69)				
Land/Buildings.....	1,437	1,404	1,424	20				
Other.....	4,969	2,886	3,275	388				
Total assets.....	25,691	27,611	27,848	237				
(o/w invested assets).....	22,488	25,467	25,697	230				

## (For Reference)

(Unit: 100 million yen)

	2005	2006	2007	Change
Long-term Assets.....	¥6,781	¥6,324	¥6,049	¥(274)

## 9. Solvency Margin Ratio

(Unit: 100 million yen)

	2005	2006	2007	Change
(A) Total Solvency Margin (amount).....	¥8,055	¥10,861	¥11,026	¥ 165
Total Capital (excl. expected outflow, deferred assets & other valuation gain on securities).....	3,115	3,250	3,365	114
Price Fluctuation Reserve.....	35	47	59	12
CAT Reserve (incl. E/Q insurance loss reserve).....	2,288	2,595	2,753	157
Allowance for Bad Debt.....	5	2	2	(0)
90% of Valuation Difference on other Securities (before tax effect deduction).....	1,896	4,199	4,010	(189)
85% of Unrealized Gains on Land.....	10	0	13	13
Deductions (negative).....	(125)	(125)	(125)	—
Other.....	829	890	946	56
(B) Total risk ( $\sqrt{R1^2+(R2+R3)^2+R4+R5}$ )..	1,692	2,051	2,140	88
General Insurance Risk (R1).....	470	470	467	(2)
Projected Interest Risk (R2).....	14	13	13	(0)
Asset Management Risk (R3).....	945	1,157	1,212	54
Business Management Risk (R4).....	40	47	49	1
Catastrophe Risk (R5).....	583	742	778	36
Solvency Margin Ratio (A) / [(B) × 0.5] × 100.....	951.9	1,058.7	1,030.4	(28.3)

## 10. Asset Evaluation (Loans)

(Unit: 100 million yen, %)

	2005		2006		2007		Change	
		Share		Share		Share		Share
Total.....	¥3,430	100.0	¥3,479	100.0	¥3,410	100.0	¥(69)	—
Total Non-Classified Assets.....	3,265	95.2	3,328	95.7	3,289	96.4	(39)	0.7
Total Classified Assets.....	164	4.8	151	4.3	121	3.6	(29)	(0.7)
Class II.....	118	3.5	108	3.1	94	2.8	(14)	(0.3)
Class III.....	44	1.3	23	0.7	22	0.7	(0)	—
Class IV.....	1	0.0	18	0.5	3	0.1	(14)	(0.4)

## 11. Debt Subject to Risk Control

(Unit: 100 million yen, %)

	2005	2006	2007	Change
Total Debt Subject to Risk Control.....	¥ 121	¥ 109	¥ 95	¥(13)
Debts with Failed Companies.....	1	0	3	3
Debts Overdue.....	114	104	87	(17)
Debts Overdue for More than 3 Months.....	3	1	2	0
Debts with Relaxed Repayment Terms.....	2	2	2	(0)
Loans.....	3,430	3,479	3,410	(69)
As a Proportion of Loans.....	3.5	3.2	2.8	(0.4)

## 12. Shareholdings by Sector

(Unit: 100 million yen, %)

Category	2005		2006		2007		Change	
	¥	Share	¥	Share	¥	Share	¥	Share
Finance & Insurance.....	989	19.3	1,347	19.1	<b>1,182</b>	<b>17.9</b>	¥(164)	(1.2)
Transport Equipment.....	670	13.1	960	13.6	<b>1,008</b>	<b>15.3</b>	48	1.7
Commerce.....	641	12.5	921	13.0	<b>765</b>	<b>11.6</b>	(156)	(1.4)
Electrical Machinery.....	458	8.9	630	8.9	<b>638</b>	<b>9.7</b>	8	0.8
Chemicals.....	517	10.1	610	8.6	<b>661</b>	<b>10.0</b>	50	1.4
Construction.....	298	5.8	538	7.6	<b>393</b>	<b>6.0</b>	(144)	(1.6)
Land Transport.....	295	5.8	398	5.6	<b>363</b>	<b>5.5</b>	(35)	(0.1)
Machinery.....	197	3.9	309	4.4	<b>275</b>	<b>4.2</b>	(34)	(0.2)
Real Estate.....	94	1.8	208	2.9	<b>236</b>	<b>3.6</b>	28	0.7
Oil & Coal Products.....	192	3.8	203	2.9	<b>182</b>	<b>2.8</b>	(20)	(0.1)
Other.....	765	15.0	944	13.4	<b>889</b>	<b>13.4</b>	(54)	—
Total.....	¥5,122	100.0	¥7,072	100.0	<b>¥6,597</b>	<b>100.0</b>	¥(475)	—

## 13. Investment Income & Expense

(Unit: 100 million yen)

	2005	2006	2007	Change
Investment Income & Expense.....	¥ 380	¥ 284	<b>¥ 350</b>	<b>¥ 65</b>
Interest and Dividend Income.....	387	421	<b>512</b>	<b>90</b>
Gain on Sales of Investments in Securities....	208	69	<b>73</b>	<b>3</b>
Loss on Devaluation of Investments in Securities.....	(13)	(9)	<b>(16)</b>	<b>(6)</b>
Other Investment Income & Expense.....	6	10	<b>0</b>	<b>(9)</b>
Income & Expense on Money in Trust.....	0	(3)	<b>0</b>	<b>4</b>
Income & Expense on Financial Derivatives.....	(9)	(7)	<b>1</b>	<b>9</b>
Income & Expense on Trading Securities Held...	11	19	<b>(3)</b>	<b>(22)</b>
Gain on Redemption of Securities.....	—	0	<b>0</b>	<b>0</b>
Forex Gain/Loss.....	1	0	<b>2</b>	<b>1</b>
Other Income & Expense on Assets Managed.....	1	2	<b>(0)</b>	<b>(2)</b>
Transfer of Investment Income on Premiums for Maturity of Refundable Portion of Long-Term and Other Insurance.....	(207)	(207)	<b>(220)</b>	<b>(12)</b>

(Reference) Breakdown of interest and dividend income (Unit: 100 million yen)

	2005	2006	2007
Securities.....	¥264	¥305	<b>¥387</b>
Government and Municipal Bonds.....	71	70	<b>98</b>
Equity Securities.....	56	65	<b>73</b>
Foreign Securities.....	106	129	<b>156</b>
Other.....	30	40	<b>57</b>
Loan.....	64	59	<b>63</b>
Land/Buildings.....	52	48	<b>51</b>
Other.....	6	7	<b>10</b>
Total.....	¥387	¥421	<b>¥512</b>

## 14. Marketable Securities

### (1) Unrealized Profit (Loss) on Securities

(Unit: 100 million yen)

	2005	2006	2007	Change
Government and Municipal Bonds.....	¥ 77	¥ 81	<b>¥ 114</b>	¥ 32
Equity Securities.....	2,061	4,072	<b>3,574</b>	(497)
Foreign Securities.....	(72)	308	<b>552</b>	243
Other.....	41	203	<b>214</b>	11
Total.....	¥2,106	¥4,666	<b>¥4,455</b>	¥(210)

Note: Monetary claims purchased are included under 'Other'

### (2) Gain (Loss) on Sales of Securities

(Unit: 100 million yen)

	2005	2006	2007	Change
Government and Municipal Bonds.....	¥ 16	¥ (28)	<b>¥(6)</b>	¥ 21
Equity Securities.....	233	140	<b>77</b>	(62)
Foreign Securities.....	(43)	(47)	<b>1</b>	49
Other.....	2	5	<b>1</b>	(4)
Total.....	¥208	¥ 69	<b>¥ 73</b>	¥ 3

### (3) Loss on Devaluation of Securities After Impairment

(Unit: 100 million yen)

	2005	2006	2007	Change
Government and Municipal Bonds.....	¥ 0	¥—	<b>¥—</b>	¥—
Equity Securities.....	13	9	<b>15</b>	5
Foreign Securities.....	0	—	<b>0</b>	0
Other.....	—	—	<b>—</b>	—
Total.....	¥13	¥ 9	<b>¥16</b>	¥ 6

## 15. Fixed Asset Impairment

(Unit: 100 million yen)

	2005	2006	2007	Change
Land .....	¥50	¥ 5	¥0	¥ (4)
Buildings.....	34	10	2	(8)
Total .....	¥85	¥16	¥3	¥(13)

## 16. Impact of Natural Disasters

(Unit: 100 million yen)

	2005	2006	2007	Change
<b>Direct</b>				
Fire & Allied Lines.....	¥404	¥33	¥76	¥43
Voluntary Automobile .....	78	8	12	4
Other .....	15	2	2	—
Claims Paid.....	497	43	90	47
Outstanding Claims .....	40	2	3	1
Total .....	¥537	¥45	¥93	¥48
<b>Reinsurance</b>				
Fire & Allied Lines.....	143	1	3	2
Voluntary Automobile .....	16	—	—	—
Other .....	2	—	—	—
Claims Recovered.....	161	1	3	2
Outstanding Claims Recovered .....	17	—	—	—
Total .....	¥178	¥1	¥ 3	¥ 2
<b>Net</b>				
Fire & Allied Lines.....	261	32	73	41
Voluntary Automobile .....	62	8	12	4
Other .....	13	2	2	—
Claims Paid.....	336	42	87	45
Outstanding Claims Recovered .....	23	2	3	1
Total .....	¥359	¥44	¥90	¥46
Draw-down on Catastrophe Reserves.....	215	8	12	4
Net Impact (Negative) .....	144	36	78	42

## 17. Aioi Life - Earnings Summary

(Unit: 100 million yen,%)

	2006	2007	Change	Change %
New Policy Total .....	¥10,866	¥ 8,746	¥(2,120)	(19.5)
Personal/Pensions.....	10,156	8,456	(1,699)	(16.7)
Group .....	709	289	(420)	(59.3)
Policies in Force.....	55,849	62,334	6,485	11.6
Personal/Pensions.....	43,136	46,570	3,434	8.0
Group .....	12,712	15,764	3,051	24.0
Premium and Other Income.....	724	829	104	14.5
Asset Management Profit .....	45	54	9	19.9
Claims and Other Payments .....	230	251	20	9.0
Asset Management Expenses .....	0	0	0	27.0
Total Assets.....	2,674	3,141	466	17.4
Solvency Margin Ratio.....	1,733.9	1,734.6	0.7	

### (Reference) Annualized Premiums

(Unit: 100 million yen,%)

	2006	2007	Change	Change %
New Policy .....	¥129	¥116	¥(13)	(10.1)
Policies in Force.....	576	642	66	11.5