

Summary Information on Sony Assurance's Financial Results
for the Nine Months Ended December 31, 2010

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1. Balance Sheets

(Millions of yen)

	As of December 31, 2010	As of March 31, 2010
Assets:		
Cash and deposits	2,056	3,507
Securities	79,908	73,234
Tangible fixed assets	397	325
Intangible fixed assets	3,309	1,912
Other assets	12,767	13,553
Deferred tax assets	5,871	5,807
Total Assets	104,309	98,340
Liabilities:		
Underwriting reserves	82,451	75,851
Reserve for outstanding losses	19,172	17,725
Underwriting reserves	63,278	58,125
Other liabilities	3,904	5,809
Income taxes payable	684	565
Others	3,219	5,243
Reserve for employees' retirement benefits	620	552
Reserve for directors' retirement benefits	33	28
Reserve for employees' bonuses	339	589
Reserve for price fluctuations and others	39	27
Reserve for price fluctuations	39	27
Total Liabilities	87,388	82,858
Net Assets:		
Shareholders' equity		
Common stock	20,000	20,000
Capital surplus	20,000	20,000
Retained deficits	(23,115)	(24,543)
Total shareholders' equity	16,884	15,456
Valuation and translation adjustments		
Net unrealized gains on other securities, net of taxes	36	25
Total valuation and translation adjustments	36	25
Total Net Assets	16,921	15,482
Total Liabilities and Net Assets	104,309	98,340

2. Statements of Income

(Millions of yen)

	For the nine months ended December 31, 2009	For the nine months ended December 31, 2010
Ordinary Revenues	50,947	55,603
Underwriting income	50,417	55,015
(Net premiums written)	50,393	54,993
(Interest and dividends on deposits of premiums)	23	22
Investment income	511	570
(Interest income and dividends)	517	584
(Gains on sale of securities)	7	3
(Transfer to interest and dividends on deposits of premiums)	(23)	(22)
Other ordinary income	18	16
Ordinary Expenses	49,137	53,286
Underwriting expenses	37,185	40,472
(Net losses paid)	25,399	29,326
(Loss adjustment expenses)	2,981	3,541
(Net commissions and brokerage fees)	969	1,004
(Provision for reserve for outstanding losses)	1,551	1,446
(Provision for underwriting reserves)	6,283	5,153
Investment expenses	13	-
(Losses on sale of securities)	12	-
Operating, general and administrative expenses	11,926	12,780
Other ordinary expenses	13	33
Ordinary Profit	1,809	2,316
Extraordinary Losses	37	47
Losses on sale or disposal of fixed assets	26	35
Provision for reserve for price fluctuations and others	10	11
Provision for reserve for price fluctuations	10	11
Income Before Income Taxes	1,772	2,269
Income Taxes –current	1,341	911
Income Taxes –deferred	(764)	(70)
Total Income Taxes	576	840
Net Income	1,195	1,428

3. Financial Summary (Year-on-Year Comparison)

(Millions of yen)

	For the nine months ended December 31, 2009	For the nine months ended December 31, 2010	Change (Amount)	Change (%)
Gross direct premiums written	50,133	54,596	4,462	8.9 %
(Direct premiums written)	50,133	54,596	4,462	8.9
Underwriting income	50,417	55,015	4,598	9.1
(Net premiums written)	50,393	54,993	4,599	9.1
Underwriting expenses	37,185	40,472	3,287	8.8
(Net losses paid)	25,399	29,326	3,927	15.5
(Loss adjustment expenses)	2,981	3,541	560	18.8
(Net commissions and brokerage fees)	969	1,004	34	3.6
Investment income	511	570	59	11.7
(Interest income and dividends)	517	584	66	12.9
(Gains on sale of securities)	7	3	(4)	(60.0)
Investment expenses	13	—	(13)	(100.0)
(Losses on sale of securities)	12	—	(12)	(100.0)
Operating, general and administrative expenses	11,926	12,780	853	7.2
(Operating, general and administrative expenses related to underwriting)	11,866	12,721	855	7.2
Other ordinary income (expenses), net	5	(16)	(22)	(396.4)
Ordinary Profit	1,809	2,316	507	28.0
(Underwriting profit)	1,365	1,820	455	33.4
Extraordinary Gains	—	—	—	—
Extraordinary Losses	37	47	10	28.2
Extraordinary Gains (Losses), net	(37)	(47)	(10)	—
Income Before Income Taxes	1,772	2,269	496	28.0
Income Taxes—current	1,341	911	(430)	(32.1)
Income Taxes—deferred	(764)	(70)	694	—
Total Income Taxes	576	840	263	45.8
Net Income	1,195	1,428	232	19.5
Ratios	Net loss ratio	56.3%	59.8%	
	Net expense ratio	25.5%	25.0%	

Notes: 1. Underwriting profit = Underwriting income – (Underwriting expenses + Operating, general and administrative expenses related to underwriting) ± Other income (expenses).

Other income (expenses) is the amount equivalent to the corporate income taxes for compulsory automobile liability insurance, etc.

2. Ratios are calculated as follows.

Net loss ratio = (Net losses paid + Loss adjustment expenses) / Net premiums written x 100

Net expense ratio = (Net commissions and brokerage fees + Operating, general and administrative expenses related to underwriting / Net premiums written x 100)

4. Premiums and Losses Paid by Type of Policy

Direct premiums written

(Millions of yen)

	For the nine months ended December 31, 2009			For the nine months ended December 31, 2010		
	Amount	Composition	YoY Change	Amount	Composition	YoY Change
		%	%		%	%
Fire	215	0.4	(18.9)	120	0.2	(44.3)
Marine	—	—	—	—	—	—
Personal accident	5,187	10.3	4.6	5,339	9.8	2.9
Voluntary automobile	44,731	89.2	11.4	49,136	90.0	9.8
Compulsory automobile liability	—	—	—	—	—	—
Total	50,133	100.0	10.5	54,596	100.0	8.9

Net premiums written

(Millions of yen)

	For the nine months ended December 31, 2009			For the nine months ended December 31, 2010		
	Amount	Composition	YoY Change	Amount	Composition	YoY Change
		%	%		%	%
Fire	9	0.0	(24.7)	5	0.0	(43.0)
Marine	(2)	(0.0)	(106.6)	2	0.0	—
Personal accident	5,360	10.6	3.9	5,507	10.0	2.7
Voluntary automobile	44,557	88.4	11.4	48,934	89.0	9.8
Compulsory automobile liability	468	0.9	23.7	543	1.0	16.0
Total	50,393	100.0	10.6	54,993	100.0	9.1

Net losses paid

(Millions of yen)

	For the nine months ended December 31, 2009			For the nine months ended December 31, 2010		
	Amount	YoY Change	Net loss ratio	Amount	YoY Change	Net loss ratio
		%	%		%	%
Fire	0	3.5	72.0	0	172.4	109.1
Marine	2	(79.7)	—	10	371.6	462.9
Personal accident	1,106	10.5	22.8	1,179	6.5	24.1
Voluntary automobile	23,891	15.3	60.0	27,633	15.7	63.4
Compulsory automobile liability	399	9.9	85.2	502	25.9	92.5
Total	25,399	15.0	56.3	29,326	15.5	59.8

5. Solvency Margin Ratio

(Millions of yen)

	As of December 31, 2010	As of March 31, 2010
(A) Total solvency margin	29,001	27,444
Capital or treasury	16,884	15,456
Reserve for price fluctuations	39	27
Contingency reserve	7	6
Catastrophe reserve	12,017	11,918
Reserve for possible loan losses	-	-
Net unrealized gains on other securities (before subtracting tax effects)	52	36
Net unrealized gains on real estate	-	-
Excess refund reserve	-	-
Subordinated debt	-	-
Deductible items	-	-
Other	-	-
(B) Total risk $\sqrt{(R_1+R_2)^2+(R_3+R_4)^2+R_5+R_6}$	5,738	5,388
Ordinary insurance risk (R_1)	4,942	4,599
Third-sector insurance risk (R_2)	0	0
Assumed interest rate risk (R_3)	11	10
Asset management risk (R_4)	226	288
Business management risk (R_5)	173	165
Major catastrophe risk (R_6)	615	614
(C) Solvency margin ratio $[(A) / \{(B) \times 1/2\}] \times 100$	1,010.8 %	1,018.5 %

Note: The foregoing figures were calculated based on provisions in Articles 86 and 87 of the Insurance Business Law Enforcement Regulations and Ministry of Finance Announcement No. 50 (1996). A part of calculations for major catastrophe risk as of December 31, 2010, are calculated according to simplified methods judged rational by Sony Assurance.

<Solvency Margin Ratio>

Non-life insurance companies maintain reserves to ensure their ability to pay claims when accidents occur and return contracted amounts at maturity on savings-type insurance. Non-life insurance companies must also maintain sufficient ability to pay in the event of a major catastrophe or a dramatic drop in the value of the assets they hold—risk events outside the normal scope of expectations.

Total risk (item (B) in the table above) indicates dangers outside the general scope of expectations. The solvency margin ratio (item (C) in the table above) is an indicator of an insurer's ability to pay, calculated as prescribed by the Insurance Business Law of Japan, based on its percentage holdings of capital and other reserves (in other words, the total solvency margin: as indicated by (A) above).

“Risk events outside the normal scope of expectations” refers to the total of the amounts represented by the following risks.

- (1) Insurance underwriting risks :Risks outside the scope of risk incorporated into the rate of accident occurrence (excluding major catastrophe risks)
(Ordinary insurance risks)
(Third-sector insurance risks)
- (2) Assumed interest rate risks :Risks that actual investment yields will fall below the investment yield assumed when calculating premiums
- (3) Asset management risks :Risks arising from such factors as unexpectedly large fluctuations in prices on owned securities and other assets
- (4) Business management risks :Unexpected risks to business management other than (1) through (3) above and (5)
- (5) Major catastrophe risks :Risks arising from major catastrophes (such as the Great Kanto Earthquake and the Ise Bay Typhoon)

A non-life insurer's ability to pay (total solvency margin), as indicated by such factors as its capital and reserves is the total of the insurer's net assets (excluding the amount of expected outflow from the company), reserves (such as the reserve for price fluctuations and catastrophe reserve) and a portion of its net unrealized gains on real estate.

The solvency margin ratio is one of the objective indicators used by the insurance regulatory authorities to supervise insurers. If this ratio is 200% or higher, an insurer is judged to have sufficient ability to satisfy claims and other payments.