

Sony Life's Supplementary Data for the Year Ended March 31, 2012 at Press Conference

(1) Status of Insurance Policies

(Millions of yen)

	Year ended March 31, 2011		Six months ended September 30, 2011		Year ended March 31, 2012	
		% YoY change		% YoY change		% YoY change
Annualized premiums from new policies	71,230	3.6%	33,281	(4.8%)	70,854	(0.5%)
Of which third-sector products	16,679	2.6%	8,130	2.0%	17,101	2.5%
Annualized premiums of insurance in force	604,793	5.5%	618,004	4.8%	635,401	5.1%
Of which third-sector products	140,776	5.8%	144,793	5.9%	148,954	5.8%
Income from insurance premiums	770,330	10.0%	395,732	6.7%	816,106	5.9%
Individual life insurance and annuities	761,420	10.2%	392,141	7.0%	808,027	6.1%
Group insurance and annuities	6,838	(3.5%)	3,329	(6.7%)	6,627	(3.1%)
New policy amount	4,199,024	3.7%	2,051,764	(0.8%)	4,203,327	0.1%
Policy amount in force	34,748,531	3.8%	35,371,171	3.7%	36,077,061	3.8%
Lapse and surrender amount	2,143,629	(8.5%)	1,022,437	(1.6%)	2,056,254	(4.1%)
Lapse and surrender rate	% 6.41	0.8ppt down	2.95	0.16ppt down	5.93	0.48ppt down

Notes:

- The above figures excluding income from insurance premiums represent total amounts of individual life insurance and individual annuities.
- Lapse and surrender amount as well as lapse and surrender rate do not include reinstatement.
- Income from insurance premiums for the individual life insurance and annuities represents a total amount of those of individual life insurance and individual annuities. Income from insurance premiums for the group life insurance and annuities represents a total amount of those of group life insurance, group annuities and group medical insurance.
- Annualized premiums, which include individual life insurance and individual annuities, are converted to a per-year premium amount by multiplying individual premiums by a coefficient corresponding to the premium payment method. (For lump-sum payment policies, premiums are divided by the number of coverage years.)

(2) Status of Assets

	As of March 31, 2011		As of September 30, 2011		As of March 31, 2012	
		% YoY change		% YoY change		% YoY change
Total assets (Millions of yen)	4,723,332	10.2%	4,922,545	9.7%	5,222,846	10.6%
Real net asset (100 millions of yen)	6,069	7.7%	8,299	(2.9%)	8,714	43.6%
Real net asset / General account asset	% 14.0	0.4ppt down	18.3	2.4ppt down	18.2	4.2ppt up
Solvency margin ratio	% 1,720.0	-	1,940.6	-	1,980.4	260.4ppt up
Solvency margin ratio (previous standard)	% 2,900.1	262.8ppt up	3,148.0	155.2ppt up	-	-

(3) Core Profit / Negative Spread / Investment yield

(Millions of yen)

	Year ended March 31, 2011		Year ended March 31, 2012		Forecast for the year ending March 31, 2013
		% YoY change		% YoY change	
Core profit	56,295	(12.7%)	71,685	27.3	Slightly decrease

(100 millions of yen)

	Year ended March 31, 2011		Year ended March 31, 2012		Forecast for the year ending March 31, 2013
		YoY amount change		YoY amount change	
Negative spread	63	(52)	15	(48)	Slightly decrease

	Year ended March 31, 2011		Year ended March 31, 2012		Forecast for the year ending March 31, 2013
Investment yield for core profit	(%) 2.26		2.31		Slightly decrease
Investment yield (General account)	(%) 2.68		2.17		Decrease
Average assumed interest rate	(%) 2.43		2.35		Decrease

(4) Policy and Other Reserves

(Millions of yen)

	As of March 31, 2011		As of September 30, 2011		As of March 31, 2012	
		YoY amount change		YoY amount change		YoY amount change
Policy reserves (excluding contingency reserve)	4,319,924	382,811	4,519,014	405,615	4,787,682	467,757
General accounts (excluding contingency reserve)	3,932,486	358,810	4,138,712	384,729	4,350,710	418,224
Separate accounts (excluding contingency reserve)	387,438	24,000	380,301	20,885	436,971	49,533
Reserve for price fluctuations	16,768	7,131	20,644	7,576	25,319	8,550
Contingency reserve	51,559	3,062	53,328	3,116	55,338	3,778
Contingency reserve I	18,754	884	19,182	870	19,631	877
Contingency reserve II	15,311	177	15,461	231	15,918	606
Contingency reserve III	12,235	1,745	13,266	1,785	14,201	1,966
Contingency reserve IV	5,258	254	5,418	279	5,586	328
Contingency reserve fund	-	-	-	-	-	-
Price fluctuations reserve fund	-	-	-	-	-	-

(5) Unrealized Gains (Losses)

(Millions of yen)

	As of March 31, 2011		As of September 30, 2011		As of March 31, 2012	
		YoY amount change		YoY amount change		YoY amount change
Securities	2,077	(17,870)	204,897	(71,767)	216,849	214,772
Japanese stocks	3,849	(6,609)	1,278	135	5,863	2,014
JGBs, other bonds	(6,505)	(6,542)	207,558	(61,708)	206,674	213,179
Foreign securities	3,957	(3,895)	(4,104)	(10,188)	4,078	121
Real estate	9,392	(1,679)	10,383	(1,429)	10,047	654

Notes:

- Net unrealized gains on securities are calculated as the difference between the carrying value before mark-to-market and the fair market value for securities with market value, other than trading-purpose securities. (The amount includes "monetary trusts," but excludes trading-purpose securities.)
- Real estate is for domestic real estate, including land lease right, and the amount is the level after revaluation.

(6) Investment Results and Plans

(Millions of yen)

	Year ended	Amount change from	Plan for the
	March 31, 2012		
Japanese stocks	36,683	(21,672)	Flat
JGBs, other bonds	4,417,819	667,876	Increase
Foreign stocks	26,831	381	Flat
Foreign bonds	62,314	14,053	Flat
Real estate	79,990	(1,440)	Flat

(7) Level of Indices where Unrealized Gains (Losses) on Assets are Break-even

		As of
		March 31, 2012
Japanese stocks (NIKKEI Average)	(yen)	8,359
Japanese stocks (TOPIX)	(ppt)	708
JGBs, other bonds	(%)	1.5
Foreign securities	(yen)	91

Notes:

1. Japanese stocks are fully linked to the Nikkei Average and TOPIX, and valuations are calculated accordingly.
2. Japanese bonds calculations employ yields on newly issued 10-year JGBs, to one decimal place.
3. Calculations of foreign securities employ US dollar/yen conversions.

(8) Forecast for the Year Ending March 31, 2013

	Forecast
Income from insurance premiums	Increase
Annualized premiums for policies in force	Increase
Policy amount in force	Increase

(9) Cross Holdings with Domestic Banks

i) Contributions from Domestic Banks

	Amount
Stocks (Foundation) funds	Not applicable
Subordinated loans and bonds	Not applicable

Note: Stocks on contributions from domestic banks are at market value as of March 31, 2012.

ii) Contributions to Domestic Banks

	Amount
Bank Stocks (market value basis)	Not applicable
Subordinated loans, bonds and preferred securities	Not applicable

Notes:

1. Contributions extended to banks other than those who held the company's foundation funds are included.
2. Stocks includes preferred stocks. (Investment in foreign subsidiaries are not included.)

(10) Number of Employees

	As of		As of		As of	
	March 31, 2011	% YoY change	September 30, 2011	% YoY change	March 31, 2012	% YoY change
Sales employees	4,523	0.1%	4,501	(0.2%)	4,599	1.7%
Office employees	1,398	6.1%	1,451	6.8%	1,461	4.5%

(11) Over-the-counter Sales through Banks

(Millions of yen)

		Year ended	% YoY change	Year ended	% YoY change
		March 31, 2011		March 31, 2012	
Variable annuities	Number of new policies	1	(85.7%)	5	400.0%
	Insurance premiums	0	(98.1%)	17	12,580.6%
Fixed annuities	Number of new policies	34	17.2%	18	(47.1%)
	Insurance premiums	87	177.0%	5	(93.6%)

Notes:

1. Figures on the above table excludes operating performance of AEGON Sony Life Insurance Co., Ltd.
2. Insurance premiums refer to lump-sum premium amount for lump-sum payment policies, and a figure converted to a per-year premium for other policies.

(Millions of yen)

		Year ended	% YoY change	Year ended	% YoY change
		March 31, 2011		March 31, 2012	
Lump-sum premium whole life insurance	Number of new policies	-	-	-	-
	Insurance premiums	-	-	-	-
Lump-sum premium endowment insurance	Number of new policies	24	500.0%	-	(100.0%)
	Insurance premiums	66	329.6%	-	(100.0%)

Note: Insurance premiums refer to lump-sum premium amount for lump-sum payment policies, and a figure converted to a per-year premium for other policies.

(Millions of yen)

		Year ended	% YoY change	Year ended	% YoY change
		March 31, 2011		March 31, 2012	
Lump-sum premium life insurance	Number of new policies	165	189.5%	248	50.3%
	Insurance premiums	455	169.8%	1,022	124.2%
Level premium plan life insurance	Number of new policies	2,103	124.7%	2,661	26.5%
	Insurance premiums	387	164.7%	591	52.7%

Notes:

1. Insurance premiums refer to lump-sum premium amount for lump-sum payment policies, and a figure converted to a per-year premium for other policies.
2. Number of new policies for the year ended March 31, 2012 includes comprehensive medical insurance, interest rate-sensitive whole life insurance, semi-participating educational endowment insurance, etc.

Other Supplementary Data (for the Year Ended March 31, 2012)

Amount of Payments for Claims and Other Benefits Related to the Great East Japan Earthquake

Expected amount of payments for claims and other benefits	Approximately ¥1.6 billion
Of which, amount paid for the year ended March 31, 2012	Approximately ¥1.5 billion

Responses Related to the Great East Japan Earthquake

<p><Principal Efforts Targeting to Customers in the Affected Region></p> <p>(1) Paid full amount of claims on insurance for death due to disaster</p> <p>(2) Extending grace periods for the customers affected by the Earthquake to defer their premium payment until December 31, 2011</p> <p>(3) Simplified and expedited payment of claims, benefits and policy loans</p> <p>(4) Applied preferential interest rate to new policy loans (concessionary interest rates)</p> <p>(5) Introduced special handling for hospital treatment, others (handling of non-hospitalization cases as if hospitalized)</p> <p>(6) Provided material support, such as water, foods and clothes</p> <p>(7) Conducted employee volunteer activities to help people in the affected region, as soon as the area is opened to access</p> <p>(8) Donated ¥100 million via the Japanese Red Cross Society</p> <p>(9) Ran newspaper advertisements and television and radio commercials expressing our condolences and publicizing our contact information</p> <p>(10) Sent a Notice Concerning Protection and a Notice of Special Handling to customers living in coastal areas in the disaster-affected region, and consulted with and responded to requests from those who returned these notices.</p> <p>(11) Dispatched sales people on condolence visits to customers affected by the disaster.</p> <p>(12) Configured a database to allow centralized management of the status of customers in the disaster-affected region.</p> <p>(13) Imported publicly-available information to a database and sent customers the procedure for an insurance claim.</p> <p>(14) Made phone calls for the customers in the disaster-affected region to confirmed their safety.</p>

Exposure to Five European Countries* (Billion of yen)

	As of September 30, 2011	As of March 31, 2012
Government bonds	-	-
Exposure other than government bonds	-	-
Total	-	-

* Total general account investment (balance sheet amounts) in Ireland, Italy, Greece, Spain and Portugal (including investments in loans and securities, and excluding funds and securitized products)

* The ultimate incidence of risk is recorded as investment in the five countries mentioned above.

Provision of policy reserve of the general account assets for minimum guarantee for variable annuities and others

(Billions of yen)

\	Year ended March 31, 2011	Six months ended September 30, 2011	Year ended March 30, 2012
Provision of policy reserve of the general account assets for minimum guarantee for variable annuities and others	5.0	4.8	2.8