

# **Presentation Materials**

# **Consolidated Financial Results** for the Three Months Ended June 30, 2009

Sony Financial Holdings Inc. August 11, 2009



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#### Highlights of Consolidated Operating Performance Sony Financial Holdings for the Three Months Ended June 30, 2009 FY08.1Q FY09.1Q (Billions of yen) (Billions of yen) Change ■ Ordinary revenues ■ Ordinary profit Ordinary Life insurance 190.9 223.2 +32.3 +16.9% husiness +8.3 12.3 20.7 +67.5% 248.1 Ordinary profit +15.4% Ordinary Non-life 15.7 +1.7 215.0 17.4 +11.3% insurance business +0.4 Ordinary profit 0.4 0.9 +91.5% Ordinary 8.6 7.6 -0.9 -11.0% Banking business 21.9 Ordinary profit 10 0.2 -0.7 -75.7% Ordinary +57.2% -0.2 -0.0 -0.3 Corporate and elimination 13.9 Ordinary profit 0.0 0.0 -0.0 -50.7% Ordinary Revenues 215.0 248.1 +15.4% +330 Consolidated 13.9 +7.9 +57.2% Ordinary profit 21.9 7.8 12.5 +4.6 +59.7% Net income FY09.1Q FY08.1Q Change from 09.3.31 (Billions of yen) 08.6.30 09.3.31 09.6.30 Consolidated 5,130.8 5,313.6 5,452.7 +139.0 Total assets +2.6% Net assets 237.4 204.8 231.1 +26.2 +12.8%

During the three months ended June 30, 2009, consolidated ordinary revenues grew 15.4% compared with the same period of the previous fiscal year, to ¥248.1 billion. By segment, ordinary revenues from the life insurance business and the non-life insurance business rose 16.9%, to ¥223.2 billion, and 11.3%, to ¥17.4 billion, respectively, while those of the banking business declined 11.0%, to ¥7.6 billion.

Consolidated ordinary profit increased 57.2% year on year, to ¥21.9 billion. By segment, ordinary profit from the life insurance business and the non-life insurance business rose 67.5%, to ¥20.7, and 91.5%, to ¥0.9 billion, respectively, whereas ordinary profit from the banking business decreased 75.7%, to ¥0.2 billion.

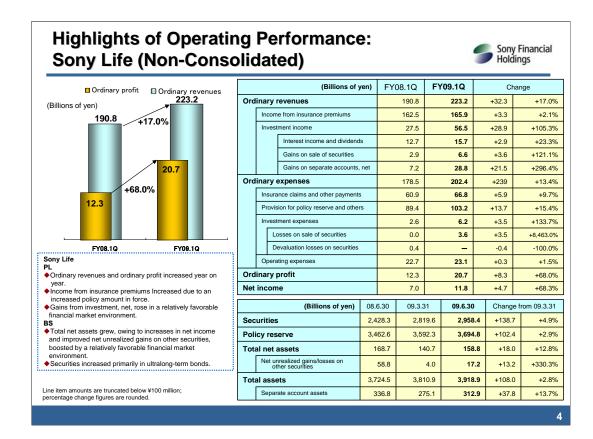
As a result, consolidated net income increased 59.7% year on year, to ¥12.5 billion.

# Highlights of Consolidated Operating Performance Sony Financial Holdings Sony Financial Holdings



- Life insurance: Ordinary revenues increased year on year, due to higher income from insurance premiums associated with an increased policy amount in force, as well as increases in investment income boosted by a relatively favorable financial market environment. Ordinary profit rose due to increased insurance premiums, reversal of the policy reserve for minimum guarantee for variable life insurance and higher gains from investment, net, on general account assets.
- Non-life insurance: Ordinary revenues and ordinary profit increased year on year, owing mainly to increases in net premiums written, reflecting a growing number of its mainstay automobile insurance policies and a decline in the net expense ratio.
- Banking business: Ordinary revenues and ordinary profit decreased year on year, owing mainly to decreases in net other operating income, a part of which offset increases in net interest income, bolstered primarily by the growing loan business.
- Consolidated ordinary revenues, ordinary profit, and net income grew year on year, amounted to ¥248.1 billion, up 15.4%; ¥21.9 billion, up 57.2%; and ¥12.5 billion, up 59.7%, respectively.

Highlights of each business segment are shown here.	



Highlights of Sony Life's operating performance (on a non-consolidated basis) are shown here.

Sony Life's ordinary revenues increased 17.0% year on year, to ¥223.2 billion, due to higher income from insurance premiums associated with an increased policy amount in force, as well as increases in investment income, boosted by a relatively favorable financial market environment.

Income from insurance premiums grew 2.1% year on year, to ¥165.9 billion, associated with a higher policy amount in force. Investment income increased 105.3% year on year, to ¥56.5 billion, due mainly to increased gains on separate accounts, boosted by a relatively favorable financial market environment, and higher gains on sale of securities in line with the shift to investing in ultralong-term bonds from bonds with a short term to maturity, as well as increased interest income and dividends, resulting from the consistent purchase of ultralong-term bonds.

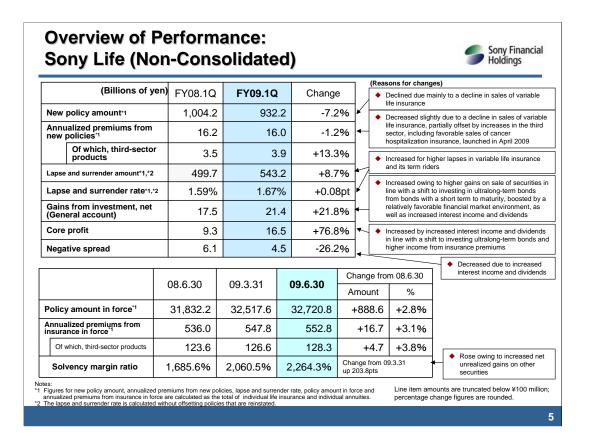
Investment expenses expanded 133.7% year on year, to ¥6.2 billion, resulting from sales of securities held, a part of which accounted for losses on sale of securities. As a result, gains from investment, net, for the total of general and separate accounts increased 102.2% from the same period of the previous fiscal year, to ¥50.2 billion, a part of which, gains from investment, net, on general account assets increased 21.8%, to ¥21.4 billion.

Insurance claims and other payments increased 9.7% year on year, to ¥66.8 billion.

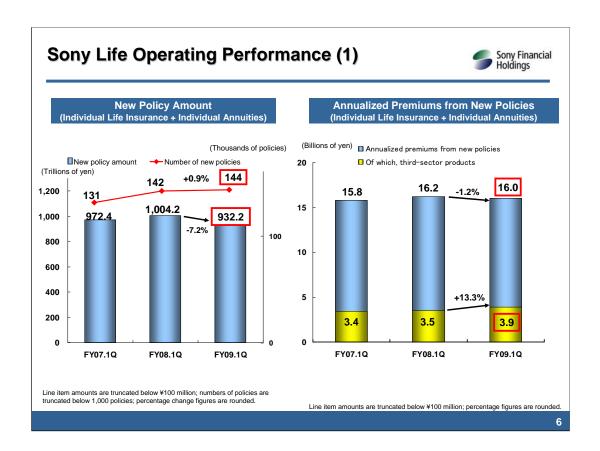
Operating expenses increased 1.5% year on year, to ¥23.1 billion.

Ordinary profit increased 68.0% year on year, to ¥20.7 billion, due to increased insurance premiums, reversal of policy reserve for minimum guarantee for variable life insurance, and higher gains from investment, net, on general account assets.

As a result, net income increased 68.3% year on year, to ¥11.8 billion.



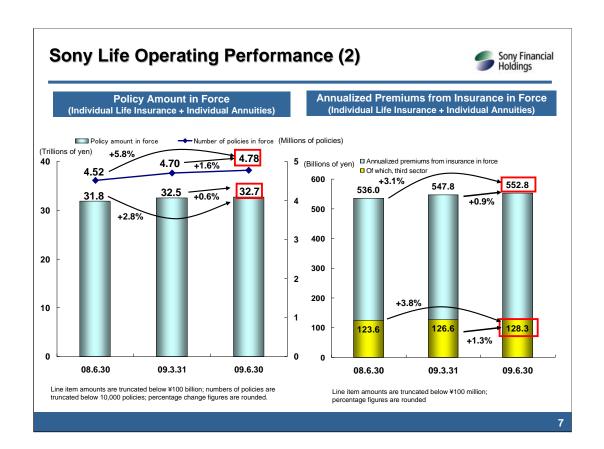
Here is an overview Sony Life's performance.



New policy amount for the total of individual life insurance and individual annuities decreased 7.2% from the same period of the previous fiscal year, to ¥932.2 billion, owing mainly to a decline in sales of variable life insurance. The number of new policies was nearly unchanged, rising 0.9% year on year, to 144 thousand policies.

#### (Right-hand graph)

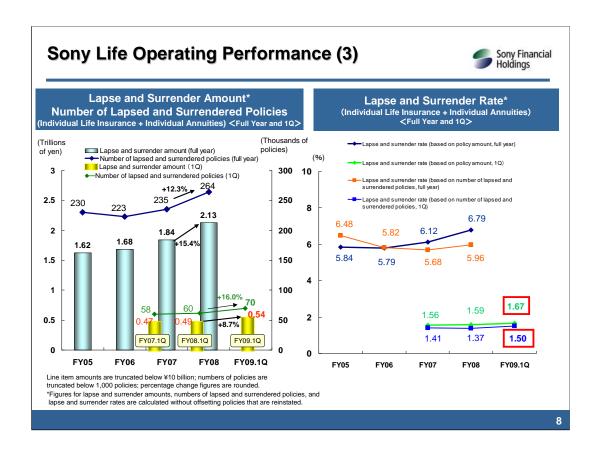
Despite a decline in sales of variable life insurance, annualized premiums from new policies decreased a slight 1.2%, to ¥16.0 billion. Of this amount, the figure for third-sector products was ¥3.9 billion, up 13.3% year on year due to favorable sales of cancer hospitalization insurance, which commenced in April 2009.



Policy amount in force for the total of individual life insurance and individual annuities grew steadily, to ¥32,720.8 billion as of June 30, 2009, up 2.8% from June 30, 2008, and up 0.6% from March 31, 2009. The number of total policies grew 5.8% year on year, and was up 1.6% from March 31, 2009, to 4.78 million policies.

#### (Right-hand graph)

Annualized premiums from total policies as of June 30, 2009, were up 3.1% from June 30, 2008, and up 0.9% from March 31, 2009, totaling ¥552.8 billion. Of this amount, the figure for third-sector products was up 3.8% from June 30, 2008, and up 1.3% from March 31, 2009, to ¥128.3 billion.

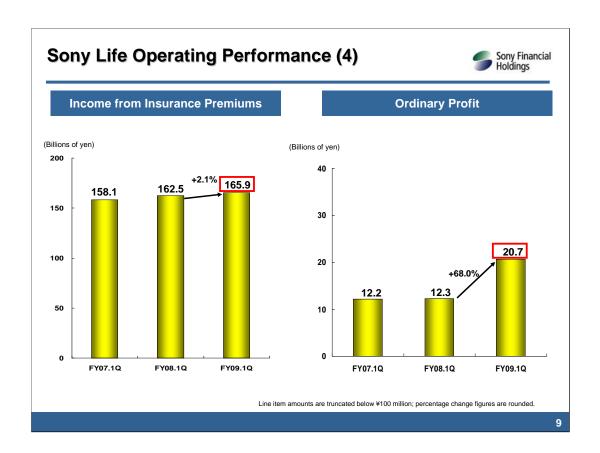


The left-hand graph shows the lapse and surrender amount and the number of lapsed and surrendered policies, while the right-hand graph shows the lapse and surrender rate.

#### (Right-hand graph)

The lapse and surrender rate rose 0.08 percentage point from the same period of the previous fiscal year, to 1.67%.

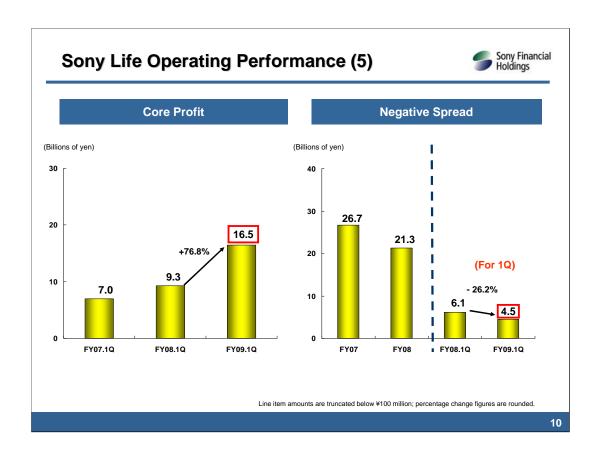
The main reason for the rise was an increase in cancellations of variable life insurance policies and its term riders for individual customers. We believe that these cancellations stemmed from the economic downturn.



Income from insurance premiums grew 2.1% from the same period of the previous fiscal year, to ¥165.9 billion, associated with a higher policy amount in force.

#### (Right-hand graph)

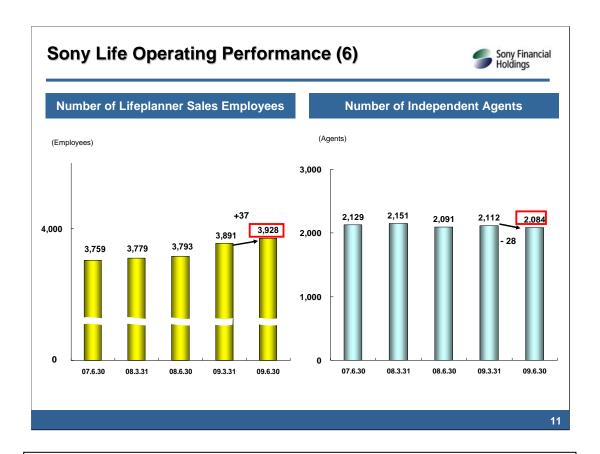
Ordinary profit increased 68.0% year on year, to ¥20.7 billion, due to increased insurance premiums, reversal of the policy reserve for minimum guarantee on variable life insurance, and higher gains from investment, net, on general account assets.



Core profit rose 76.8% year on year, to ¥16.5 billion, owing mainly to higher income from insurance premiums associated with an increased policy amount in force and an increase in interest income and dividends, associated with a shift to investing in ultralong-term bonds.

## (Right-hand graph)

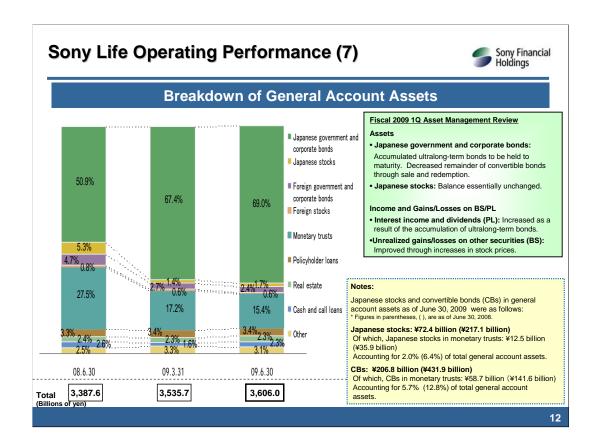
In line with the increase in interest and dividend income, the negative spread narrowed 26.2% year on year, to ¥4.5 billion.



The number of Lifeplanner sales employees as of June 30, 2009, was 3,928, up 37 from March 31, 2009.

#### (Right-hand graph)

The number of independent agents decreased 28 from March 31, 2009, to 2,084.



Here is a breakdown of Sony Life's general account assets as of June 30, 2009, compared with those as of June 30, 2008, and March 31, 2009.

Japanese stocks, including those in the category of "monetary trusts," decreased to 2.0% of general account assets as of June 30, 2009. Convertible bonds, which are included in the categories of both "Japanese government and corporate bonds" and "monetary trusts," also declined, accounting for 5.7% of general account assets as of March 31, 2009.

Sony Life strives to continue increasing its investment in ultralong-term bonds. In the current fiscal year, we will maintain this policy.

Please refer to the appendix for changes in Sony Life's general account asset portfolio.

# **Sony Life Operating Performance (8)**



#### Net Unrealized Gains/Losses on Available-for-Sale Securities with Market Value

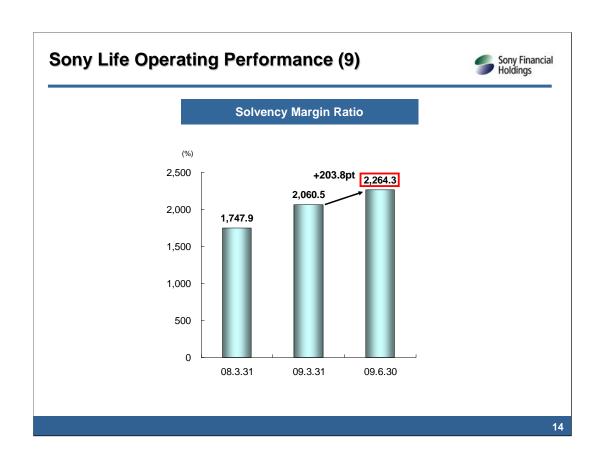
(Billions of yen)	08.3.31	08.6.30	08.9.30	08.12.31	09.3.31	09.6.30	Change from 09.3.31
Japanese government and corporate bonds	83.4	28.6	19.0	58.8	26.9	34.2	+7.2
CBs	9.2	8.4	-19.5	-22.6	-21.2	-8.0	+13.1
Japanese stocks	50.8	63.2	24.1	3.3	1.4	11.5	+10.1
Foreign securities	-9.5	-5.8	-12.1	-6.1	-3.6	-2.0	+1.5
Other securities	3.0	3.8	1.9	-0.0	-0.5	0.9	+1.4
Total	127.8	89.8	33.0	56.0	24.2	44.5	+20.3

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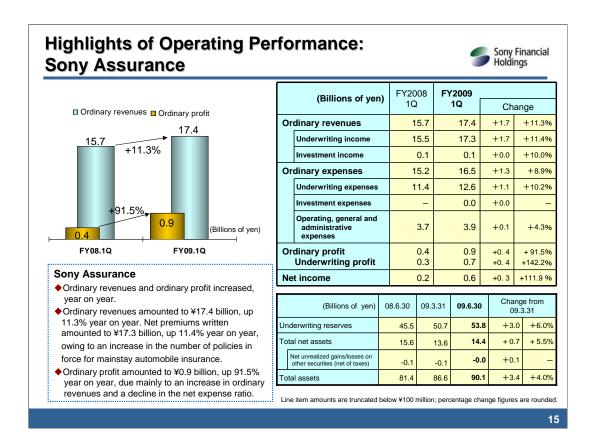
Here, you see net unrealized gains/losses on available-for-sale securities with market value in the general account assets.

Notes:
1) Line item amounts are truncated below ¥100 million.
2) Amounts above include those categorized as "monetary trusts."
3) Japanese government and corporate bonds of ¥34.2 billion as of June 30, 2009, do not include unrealized loss on held-to-maturity securities of ¥2.6 billion.
Foreign securities of -¥2.0 billion do not include unrealized gains on held-to-maturity securities of ¥2.6 billion.

<sup>4)</sup> As of June 30, 2009, the weighted-average fair value of convertible bonds held by Sony Life was ¥92.6. The average remaining period was 4.0 years (In the event that Sony Life executes put options, the average remaining period would be 2.5 years.)



As of June 30, 2009, Sony Life's solvency margin ratio was 2,264.3%, up 203.8 percentage points from March 31, 2009.



Highlights of Sony Assurance's operating performance are shown here.

Ordinary revenues rose 11.3% compared with the same period of the previous fiscal year, to ¥17.4 billion, primarily due to strong sales of its mainstay automobile insurance, which raised net premiums written.

Ordinary profit increased 91.5% year on year, to ¥0.9 billion, owing mainly to the increase in ordinary revenues and a decline in the net expense ratio, resulting in net income of ¥0.6 billion, up 111.9% year on year.

# Overview of Performance: Sony Assurance



(Billions of yen)

	FY2008 1Q	FY2009 1Q	Change
Direct premiums written	15.4	17.2	+11.7%
Net premiums written	15.5	17.3	+11.4%
Net losses paid	6.8	8.0	+16.8%
Net loss ratio	49.8%	52.0%	Up 2.2pt
Net expense ratio	26.1%	24.6%	Down 1.5pt
Combined ratio	75.9%	76.5%	Up 0.6pt
Underwriting profits	0.3	0.7	+142.2%

Net expense ratio is equal to the ratio of total underwriting costs to net premiums written.

Net loss ratio is equal to the ratio of net losses paid and loss adjustment expenses to net premiums written.

	08.6.30	09.3.31	09.6.30	Change from 08.6.30	
Number of policies in force	1.06 million	1.15 million	1.19 million	+0.13 million	+12.8%

The number of policies in force is the total of automobile insurance and medical and cancer insurance, which accounts for 99% of net premiums written.

Line item amounts are truncated below ¥ 100 million; numbers of policies are truncated below 10,000 policies; percentage change figures are rounded.

Here is an overview of Sony Assurance's performance.					

# **Sony Assurance's Underwriting Performance** by Type of Policy



#### Direct Premiums Written

(Millions of yen)	FY08 1Q	FY09.1Q	Change
Fire	68	71	+5.0%
Marine	-	-	_
Personal accident	1,630	1,708	+4.8%
Voluntary automobile	13,742	15,473	+12.6%
Compulsory automobile liability	-	-	_
Total	15,441	17,253	+11.7%

#### **Net Premiums Written**

(Millions of yen)	FY08 1Q	FY09 1Q	Change
Fire	3	3	-8.0%
Marine	9	2	-70.4%
Personal accident	1,720	1,780	+3.5%
Voluntary automobile	13,690	15,415	+12.6%
Compulsory automobile liability	105	99	-5.9%
Total	15,529	17,301	+11.4%

#### Net losses paid

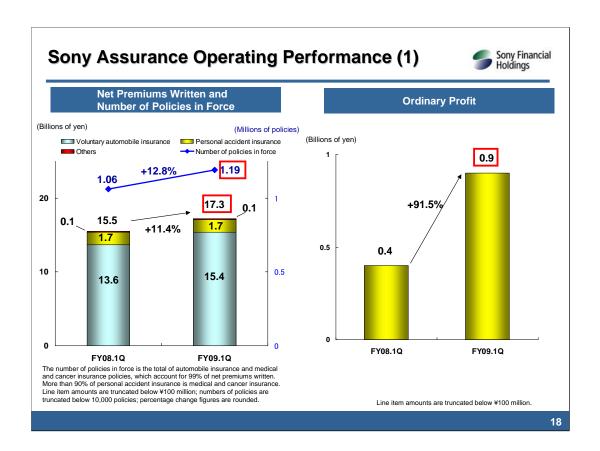
(Millions of yen)	FY08 1Q	FY09 1Q	Change
Fire	0	0	-9.0%
Marine	3	0	-76.8%
Personal accident	303	348	+15.0%
Voluntary automobile	6,436	7,538	+17.1%
Compulsory automobile liability	116	126	+8.6%
Total	6,859	8,014	+16.8%

Percentage change figures are rounded.

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This slide shows direct premiums written, net premiums written and net claims paid by type.

(Details of Sony Assurance's performance are provided from the next slide.)

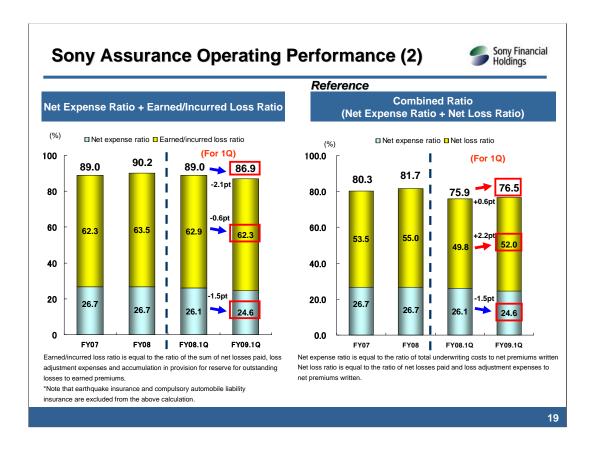


Number of policies in force for the total of automobile insurance and medical and cancer insurance increased steadily, rising 12.8% year on year, to 1.19 million policies.

Net premiums written posted an 11.4% year-on-year increase, to ¥17.3 billion.

## (Right-hand graph)

Ordinary profit rose 91.5% year on year, to ¥0.9 billion, owing mainly to the increase in ordinary revenues and a decline in the net expense ratio, as explained before.



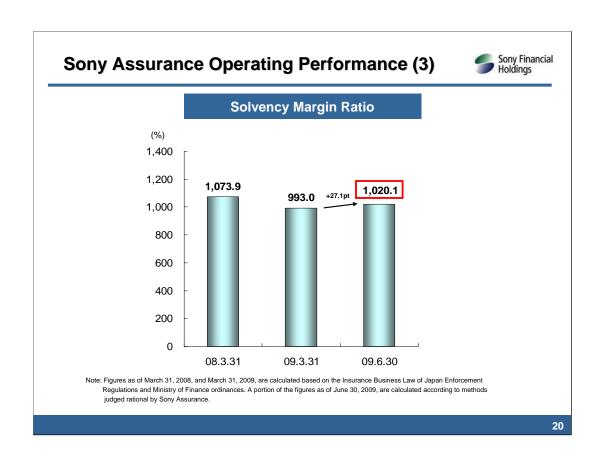
To help you understand the actual condition of Sony Assurance, which is in a growth phase, we show the combined ratio calculated using the earned/incurred loss ratio rather than the net loss ratio. For the three months ended June 30, 2009, the earned/incurred loss ratio dropped 0.6 percentage point, to 62.3%, a relatively low level, from the same period of the previous fiscal year.

The net expense ratio dropped 1.5 percentage points, to 24.6%, resulting from an increase in net premiums written.

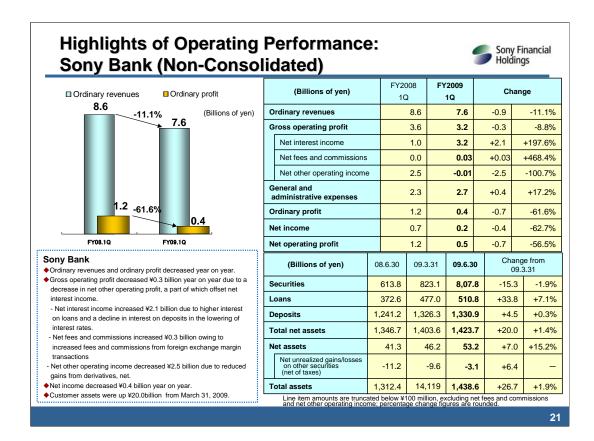
#### (Right-hand graph)

The net loss ratio rose 2.2 percentage points compared with the same period of the previous fiscal year, to 52.0%. This is different from the earned/incurred loss ratio, which reflects a decrease in provision for reserve for outstanding losses, influenced by higher insurance claims payments.

As a result, the combined ratio (the sum of the net loss ratio and the net expense ratio) rose 0.6 percentage point year on year, to 76.5%.



As of June 30, 2009, Sony Assurance's solvency margin ratio was 1,020.1%, up 27.1 percentage points from March 31, 2009. These figures show that Sony Assurance has maintained a sound financial base.



Highlights of Sony Bank's operating performance (on a non-consolidated basis) are shown here.

Sony Bank's ordinary revenues decreased 11.1% compared with the same period of the previous fiscal year, to ¥7.6 billion, owing mainly to decreases in net other operating income, a part of which offset increases in net interest income, bolstered primarily by the growing loan business.

Ordinary profit decreased 61.6% year on year, to ¥0.4 billion, due to a decline in gross operating profit, resulting from lower net other operating income, as well as an increase in general and administrative expenses, primarily system-related expenses.

Gross operating profit dropped 8.8% from the same period of the previous fiscal year, to ¥3.2 billion. With respect to the breakdown of gross operating profit, net interest income rose year on year, due to higher interest on loans and a decline in interest on deposits resulting from lower interest rates. Net fees and commissions increased year on year, owing to increased fees and commissions from foreign exchange margin transactions. Net other operating losses were ¥16 million, compared with net other operating income of ¥2.5 billion during the same period of the previous fiscal year, due to reduced gains from derivatives, net.

As a result, net income decreased 62.7% year on year, to ¥0.2 billion.

# Overview of Performance: Sony Bank (Non-Consolidated) (1)



		00.000	00.0.04		Change from 09.3.31	
	(Billions of yen)	08.6.30	09.3.31	09.6.30	Amount/Number	%
Cus	stomer assets	1,346.7	1,403.6	1,423.7	+20.0	+1.4%
	Deposits	1,241.2	1,326.3	1,330.9	+4.5	+0.3%
	Yen	988.6	1,044.2	1,032.7	-11.5	-1.1%
	Foreign currency	252.5	282.1	298.2	+16.0	+5.7%
	Investment trusts	105.4	77.2	92.7	+15.5	+20.1%
Loa	ans	372.6	477.0	510.8	+33.8	+7.1%
	Mortgage loans	364.4	468.3	502.3	+34.0	+7.3%
	Other	8.1	8.7	8.5	-0.2	-2.9%
	mber of accounts ousands)	640	723	736	+12	+1.8%
	oital adequacy ratio* mestic criteria)	10.20%	13.37%	13.41%	+ 0.04pt	

<sup>•</sup> Please refer to the graph of the non-consolidated capital adequacy ratio (domestic criteria) on P26.

Line item amounts are truncated below ¥100 million; percentage change figures are rounded.

Here is an overview of Sony Bank's performance.					

# **Overview of Performance:** Sony Bank (Non-Consolidated) (2)



(Billions of yen)

#### ■On a Financial Accounting Basis

	<del>-</del>					
		FY08. 1Q	FY09. 1Q	Change		
	ross operating rofit (A)	3.6	3.2	-0.3 -8.8%		
	Net interest income	1.0	3.2	+2.1	+197.6%	
	Net fees and commissions	0.0	0.03	+0.03	+468.4%	
	Net other operating income	2.5	-0.01	-2.5	-100.7%	
а	eneral and dministrative xpenses	2.3	2.7	+0.4 +17.29		
0	rdinary profit	1.2	0.4	-0.7	-61.6%	
N	et income	0.7	0.2	-0.4 -62.79		
	et operating profit B)	1.2	0.5	-0.7	-56.5%	

#### ■Reference: On an Internal Control Basis

		FY08. 1Q	FY09. 1Q	Change		
Gross operating profit		3.6	3.2	-0.3	-8.8%.	
	Net interest income *1	2.7	3.3	+0.5	+21.3%	
	Net fees and commissions *2	0.2	0.3	+0.1	+46.3%	
	Net other operating income *3 (C)	0.5	-0.4	-1.0	-180.4%	

Gross operating profit (core profit) *4 (A)-(C)	3.0	3.7	+0.7	+23.4%	
Net operating profit (core profit) *5 (B)-(C)	0.7	1.0	+0.3	+43.6%	

On an Internal Control Basis

The following adjustments are made to the figures on a financial accounting basis to account for profits and losses more appropriately.

\*1: Net interest income: Includes profits and losses associated with fund investment recorded in net other operating income, including gains or losses from currency 1. Net Inteless inclines includes profits and losses associated with the first interest inclines in control of the person of the

Profits and losses exclude net other operating income, including those for bond and derivative dealing transactions, and stands for Sony Bank's basic profits.

\*4: Gross operating profit (core profit): Gross operating profit — Net other operating income

\*5: Net operating profit (core profit): Net operating profit — Net other operating income

Line item amounts are truncated below ¥100 million; percentage change figures are ro

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The table on the right indicates profits on an internal control basis.

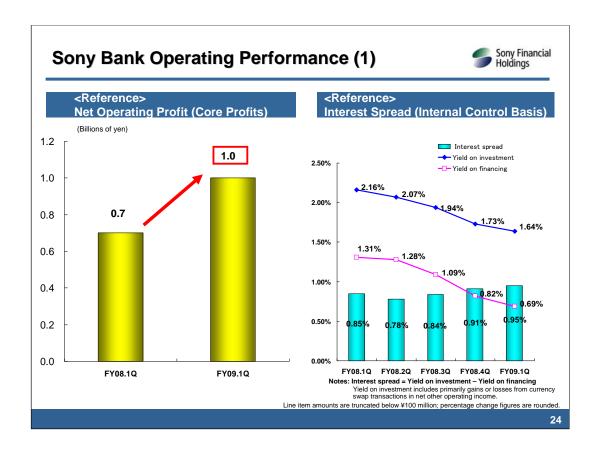
The internal control basis is a method we use to describe profit conditions more appropriately, so these figures are adjusted from profits on a financial accounting basis, according to the notes shown below the tables.

For example, on a financial accounting basis gains or losses from currency swap transactions is included in net other operating income, but in fact these are profits or losses on customer investments of foreign currency deposits. Therefore, on an internal control basis this is posted separately as net interest income.

In the same way, on a financial accounting basis, gains or losses on foreign currency transactions that is included in net other operating income derived from customer dealing in foreign currency deposits is posted as net fees and commissions.

In the lower table, gross operating profit on a core profit basis and net operating profit on a core profit basis show only profits from the bank's fundamental businesses: net interest income and fees and commissions, excluding effects resulting from fluctuations in financial market conditions such as profits and losses on bond and derivative dealing transactions. These figures, therefore, indicate the changes in Sony Bank's core profits.

Looking at first-quarter fiscal 2009 operating performance on a core profit basis, gross operating profit on a core profit basis was ¥3.7 billion and net operating profit on a core profit basis was ¥1.0 billion. Separating the amounts in this manner shows how the bank's basic profitability is increasing.



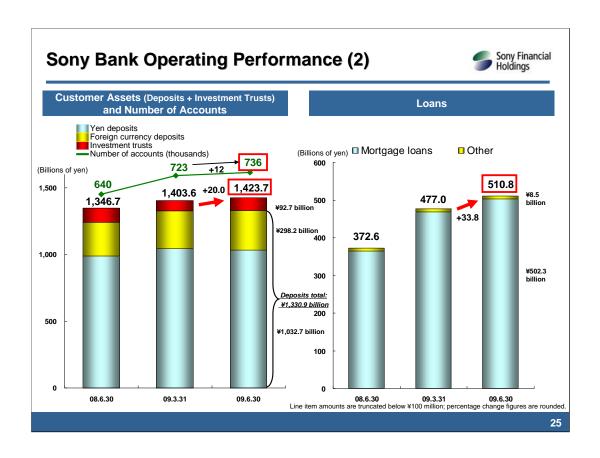
Here you see profit on a core profit basis, as I explained on the previous slide.

#### (Right-hand graph)

The interest spread directly linked to net interest income is shown on an internal control basis.

As I explained earlier, we analyze profits and losses by including gains or losses from currency swap transactions in the interest spread, which are gains or losses from the investment of funds in nature.

This graph indicates how the yield on financing has declined since autumn of 2008, owing to a worldwide downtrend in interest rates. However, because the bottoming out of the yield on investment has been relatively gradual, the interest spread has actually continued to improve since the second quarter of last year.



Sony Bank's operating performance is explained on the next slide. (Left-hand graph)

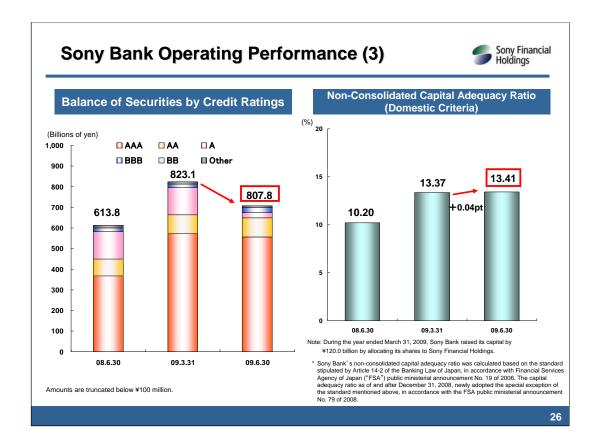
As of June 30, 2009, customer assets (the sum of deposits and investment trusts) was up ¥20.0 billion from March 31, 2009, to ¥1,423.7 billion.

As for the breakdown of customer assets as of June 30, 2009, deposits amounted to ¥1,330.9 billion, up ¥4.5 billion compared with March 31, 2009, and investment trusts were ¥92.7 billion, up ¥15.5 billion.

As of June 30, 2009, the number of accounts was 736 thousand, up 12 thousand accounts from March 31, 2009.

#### (Right-hand graph)

Loans expanded steadily, to ¥510.8 billion, up ¥33.8 billion, owing primarily to a growing balance of mortgage loans.

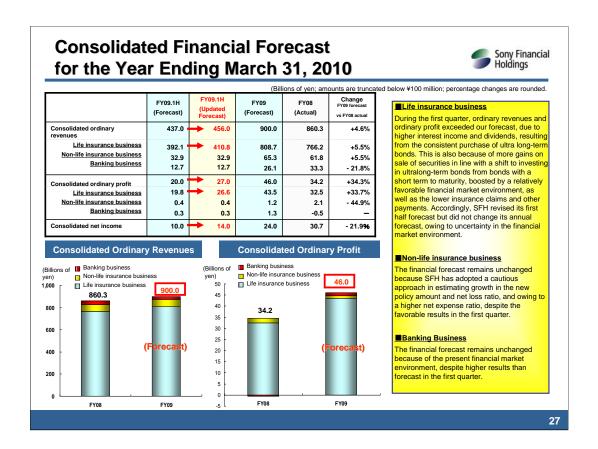


As of June 30, 2009, the balance of securities was ¥807.8 billion, down 1.9% from March 31, 2009.

The left-hand graph shows the breakdown of securities by credit rating. Sony Bank invests in highly rated bonds, mainly those rated AAA.

#### (Right-hand graph)

As of June 30, 2009, Sony Bank's non-consolidated capital adequacy ratio\* (domestic criteria) was 13.41%, up 0.04 percentage points from March 31, 2009. These figures indicate that Sony Bank has maintained a sound financial base.



Here is our consolidated financial forecast for the fiscal year ending March 31, 2010.

On July 30, 2009, SFH revised its consolidated financial results forecast for the six months ending September 30, 2009, from those announced on May 14, 2009. This revision was made because ordinary revenues and ordinary profit in the life insurance business during the three months ended June 30, 2009 exceeded our forecast.

By segment, the life insurance business accounted for higher interest income and dividends, resulting from the consistent purchase of ultralong-term bonds, and higher gains on sale of securities held, boosted by a relatively favorable financial market environment, as well as lower insurance claims and other payments. As a result, the life insurance business revised upward its financial results forecast for the six months ending September 30, 2009. However, it has not revised its financial forecast for the year ending March 31, 2010, owing to uncertainty in the financial market environment.

As for the non-life insurance business and the banking business, financial forecasts for the six months ending September 30, 2009, and the year ending March 31, 2010, remain unchanged, reflecting expected increases in operating expenses from the second quarter and uncertainty in the financial market environment, although their operating results for the first quarter were slightly higher than their forecasts.



Appendix		

# Sony Life's Breakdown of Net Assets

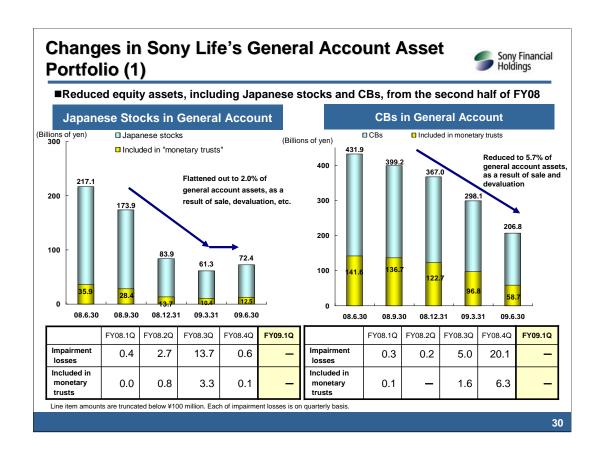


# Net Assets on BS, Adjusted Net Assets and Solvency Margin

(D:II:	1. Net Assets on BS		2. Adjusted Net Assets		3. Solvency Margin		Reference	
(Billions of yen)	09.3.31	09.6.30	09.3.31	09.6.30	09.3.31	09.6.30	Reference	
Total stockholders' equity	138.1	143.0	1,381	143.0	131.1	143.0		
Net unrealized gains on other securities, net of taxes	4.0	17.2	4.0	17.2	_	_		
Net unrealized gains/losses on available-for-sale securities	ı	ı	ı	I	17.6	34.7	3. Amount before tax x 90%	
Land revaluation, net of taxes	-1.4	-1.4	-1.4	-1.4	_	_		
Reserve for price fluctuations	_	_	3.6	5.0	3.6	5.0		
Contingency reserve	1	_	45.4	46.2	45.4	46.2		
Reserve for possible loan losses	-	_	_	_	0	0		
Net unrealized gains on real estate	_	-	6.5	6.5	4.8	4.8	Before tax (after revaluation)     Amount before tax     (before revaluation) x 85%	
Excess of the amount equivalent to policy reserve under Zillmer method	_	-	302.2	305.5	302.2	305.5		
Unallocated portion of reserve for policyholders' dividends	_	_	0.3	0.3	0.3	0.3		
Future profit	_	_	_	_	-	_		
Deferred tax assets	_	_	_	-	25.7	32.5		
Net unrealized gains/losses on held- to-maturity bonds	_	_	26.7	2.4	_	_	2. Before tax	
Deferred tax liabilities for available- for-sale securities		_	6.9	12.7	_	_		
Total	140.7	158.8	532.6	537.7	531.3	572.4		

Line item amounts are truncated below ¥100 million.

Sony Life's Breakdow	n of Net Assets	



Changes in Sony Life's General Account Asset Portfolio (1)

# Changes in Sony Life's General Account Asset Portfolio (2)



#### **Market Value Information on Securities (General Account)**

- Reduced equity assets (stocks and convertible bonds) within available-for-sale securities over the past year. Accumulated ultralong-term bonds to be held to maturity.
- Lengthened average bond duration: 8.7 years (08.3.31) =>13.6 years (09.3.31) =>14.7 years (09.6.30)
- Decreased trading-purpose securities

•Fair value information on securities with market value (except trading-purpose securities)\*

(Billions of yen)

	08.3.31			08.6.30			09.3.31			09.6.30		
Category	Carryin g value be fore ma rk-to-m arket	Fair value	Net unrealized gains/losses	Carrying value before mark-to-market	Fair value	Net unrealized gains/losses	Carryin g value before mark-to-market	Fair value	Net unrealized gains/losses	Carrying value before m ark-to-market	Fair value	Net unrealized gains/losses
Held-to-maturity securities	-	-	-	13.7	14.0	0.2	1,399.0	1,425.7	26.7	1,641.3	1,643.7	2.4
Available-for-sale securities	2,724.9	2,852.8	127.8	2,806.0	2,895.9	89.8	1,675.5	1,699.7	24.2	1,472.2	1,516.8	44.5
Domestic bonds	2,379.9	2,463.4	83.4	2,462.5	2,491.2	28.6	1,546.9	1,573.9	26.9	1,352.9	1,387.2	34.2
(CBs)	380.9	390.2	9.2	387.3	395.8	8.4	297.7	276.5	-21.2	210.4	202.3	-8.0
Domestic stocks	152.9	203.8	50.8	149.9	213.1	63.2	56.9	58.3	1.4	56.9	68.4	11.5
Foreign securities	184.9	175.4	-9.5	186.3	180.5	-5.8	64.2	60.5	-3.6	54.9	52.8	-2.0
Other securities	7.1	10.1	3.0	7.1	10.9	3.8	7.4	6.8	-0.5	7.4	8.3	0.9
Total	2,724.9	2,852.8	127.8	2,819.7	2,909.9	90.1	3,074.5	3,125.4	50.9	3,113.5	3,160.5	47.0

\*Amounts above include those categorized in "monetary trusts."

line item amounts are truncated below ¥100 million.

Changes in Sony Life's General Account Asset Portiolio (2)						

#### Sony Financial Holdings **Recent Topics** Sony Bank's Mortgage Loans through Sony Life Sony Life Sony Bank Sony Life accounts for approx. 34% of the amount of new mortgage loans. \* Sony Life started handling banking agency business in Jan. 2008. Sony Assurance's Auto Insurance Sold by Sony Life Sony Life Sony Assurance Sony Life accounts for approx. 5% of new automobile policies. \* Sony Life started handling automobile insurance in May 2001. Recent topics 2009-4-2 Sony Life commenced sales of cancer hospitalization insurance, advanced medical treatment rider and hospitalization surgical benefits rider 2009-4-10 SFH announced a shelf registration arrangement for corporate bond issues Sony Bank entered tie-up with PanaHome in mortgage loans 2009-4-20 2009-5-11 Sony Assurance launched an overseas travel insurance policy on its websites 2009-6-1 Sony Bank started a special program for the summer 2009 bonus season Sony Assurance launched an additional cancer treatment insurance policy, MEDCOM, on its websites 2009-6-1 through an alliance with SECOM ("SECOM Insurance") 2009-7-1 Sony Assurance launched a Mobile GPS Service for automobile insurance policyholders 2009-7-1 Sony Life opened representative office in Taipei 2009-7-23 Sony Life entered tie-up with specified nonprofit organization Yuigon Sozoku Legal Network

# Recent topics



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