

**Summary Information on Sony Assurance's Financial Results**  
**for the Nine Months Ended December 31, 2012**

**<Contents>**

1. Balance Sheets	P.2
2. Statements of Income	P.3
3. Financial Summary (Year-on-Year Comparison)	P.4
4. Premiums and Losses Paid by Type of Policy	P.5
5. Non-consolidated Solvency Margin Ratio	P.6

# 1. Balance Sheets

(Millions of yen)

	As of March 31, 2012	As of December 31, 2012
<b>Assets:</b>		
Cash and deposits	5,161	5,392
Securities	84,474	89,415
Tangible fixed assets	434	511
Intangible fixed assets	6,806	7,998
Other assets	16,743	15,554
Deferred tax assets	4,993	4,507
<b>Total Assets</b>	<b>118,612</b>	<b>123,379</b>
<b>Liabilities:</b>		
Underwriting reserves	91,564	98,886
Reserve for outstanding losses	24,192	27,786
Underwriting reserves	67,371	71,099
Other liabilities	7,512	4,400
Income taxes payable	316	141
Others	7,196	4,259
Reserve for employees' retirement benefits	717	815
Reserve for directors' retirement benefits	40	49
Reserve for employees' bonuses	707	395
Reserve for price fluctuations and others	61	75
Reserve for price fluctuations	61	75
<b>Total Liabilities</b>	<b>100,603</b>	<b>104,623</b>
<b>Net Assets:</b>		
Shareholders' equity		
Common stock	20,000	20,000
Capital surplus	20,000	20,000
Retained earnings (deficits)	(21,946)	(21,347)
Total shareholders' equity	18,053	18,652
Valuation and translation adjustments		
Net unrealized gains (losses) on other securities, net of taxes	(44)	103
Total valuation and translation adjustments	(44)	103
<b>Total Net Assets</b>	<b>18,009</b>	<b>18,756</b>
<b>Total Liabilities and Net Assets</b>	<b>118,612</b>	<b>123,379</b>

## 2. Statements of Income

(Millions of yen)

	For the nine months ended December 31, 2011	For the nine months ended December 31, 2012
<b>Ordinary Revenues</b>	60,144	63,823
Underwriting income	59,449	63,011
(Net premiums written)	59,426	62,987
(Interest and dividends on deposits of premiums)	23	24
Investment income	650	743
(Interest income and dividends)	647	743
(Gains on sale of securities)	23	24
(Transfer to interest and dividends on deposits of premiums)	(23)	(24)
Other ordinary income	43	68
<b>Ordinary Expenses</b>	58,449	62,769
Underwriting expenses	44,189	47,652
(Net losses paid)	32,951	35,041
(Loss adjustment expenses)	3,797	4,241
(Net commissions and brokerage fees)	1,045	1,046
(Provision for reserve for outstanding losses)	2,325	3,594
(Provision for underwriting reserves)	4,068	3,727
Investment expenses	2	5
(Losses on sale of securities)	0	3
Operating, general and administrative expenses	14,207	15,096
Other ordinary expenses	51	15
<b>Ordinary Profit</b>	1,694	1,053
Extraordinary Gains	-	-
Extraordinary Losses	12	14
Losses on sale or disposal of fixed assets	0	0
Provision for reserve for price fluctuations and others	12	14
Provision for reserve for price fluctuations	12	14
Income Before Income Taxes	1,681	1,038
Income Taxes –current	514	19
Income Taxes –deferred	638	420
Total Income Taxes	1,152	439
<b>Net Income</b>	529	599

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

(Millions of yen)

		For the nine months ended December 31, 2011	For the nine months ended December 31, 2012	Change (Amount)	Change (%)
<b>Gross direct premiums written</b>		58,812	62,185	3,372	5.7 %
(Direct premiums written)		58,812	62,185	3,372	5.7
Ordinary Income (expenses)	<b>Underwriting income</b>	59,449	63,011	3,561	6.0
	(Net premiums written)	59,426	62,987	3,561	6.0
	<b>Underwriting expenses</b>	44,189	47,652	3,462	7.8
	(Net losses paid)	32,951	35,041	2,090	6.3
	(Loss adjustment expenses)	3,797	4,241	443	11.7
	(Net commissions and brokerage fees)	1,045	1,046	0	0.1
	<b>Investment income</b>	650	743	92	14.2
	(Interest income and dividends)	647	743	95	14.8
	(Gains on sale of securities)	23	24	1	5.0
	<b>Investment expenses</b>	2	5	3	157.0
(Losses on sale of securities)	0	3	3	3,215.8	
<b>Operating, general and administrative expenses</b>		14,207	15,096	889	6.3
(Operating, general and administrative expenses related to underwriting)		14,127	15,020	893	6.3
<b>Other ordinary income (expenses), net</b>		(7)	52	60	—
<b>Ordinary profit</b>		1,694	1,053	(640)	(37.8)
(Underwriting profit)		1,112	337	(775)	(69.7)
Extraordinary gains (losses)	Extraordinary gains	—	—	—	—
	Extraordinary losses	12	14	2	18.4
	<b>Extraordinary gains (losses), net</b>	(12)	(14)	(2)	—
<b>Income before income taxes</b>		1,681	1,038	(642)	(38.2)
<b>Income taxes—current</b>		514	19	(495)	(96.3)
<b>Income taxes—deferred</b>		638	420	(218)	(34.2)
<b>Total income taxes</b>		1,152	439	(713)	(61.9)
<b>Net income</b>		529	599	70	13.3
Ratios	Net loss ratio	61.8%	62.4%		
	Net expense ratio	25.5%	25.5%		

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, 2011			For the nine months ended December 31, 2012		
	Amount	Composition	YoY Change	Amount	Composition	YoY Change
Fire	118	0.2 %	(1.5) %	171	0.3 %	45.3 %
Marine	—	—	—	—	—	—
Personal accident	5,517	9.4	3.3	5,883	9.5	6.6
Voluntary automobile	53,177	90.4	8.2	56,129	90.3	5.6
Compulsory automobile liability	—	—	—	—	—	—
Total	58,812	100.0	7.7	62,185	100.0	5.7

### Net premiums written

(Millions of yen)

	For the nine months ended December 31, 2011			For the nine months ended December 31, 2012		
	Amount	Composition	YoY Change	Amount	Composition	YoY Change
Fire	68	0.1 %	1,119.2 %	80	0.1 %	16.4 %
Marine	50	0.1	2,041.2	105	0.2	108.5
Personal accident	5,681	9.6	3.2	6,073	9.6	6.9
Voluntary automobile	52,978	89.2	8.3	55,922	88.8	5.6
Compulsory automobile liability	647	1.1	19.1	805	1.3	24.4
Total	59,426	100.0	8.1	62,987	100.0	6.0

### Net losses paid

(Millions of yen)

	For the nine months ended December 31, 2011			For the nine months ended December 31, 2012		
	Amount	YoY Change	Net loss ratio	Amount	YoY Change	Net loss ratio
Fire	40	35,059.1 %	60.5 %	0	(98.0) %	21.5 %
Marine	104	856.3	206.7	160	53.8	152.5
Personal accident	1,352	14.7	26.5	1,467	8.5	27.2
Voluntary automobile	30,806	11.5	65.0	32,662	6.0	65.6
Compulsory automobile liability	647	28.8	100.0	750	15.9	93.1
Total	32,951	12.4	61.8	35,041	6.3	62.4

## 5. Non-consolidated Solvency Margin Ratio

(Millions of yen)

	As of March 31, 2012	As of December 31, 2012
(A) Total non-consolidated solvency margin	27,511	27,153
Capital or treasury	18,053	18,652
Reserve for price fluctuations	61	75
Contingency reserve	54	61
Catastrophe reserve	9,406	8,229
General reserve for possible loan losses	-	-
Net unrealized gains on other securities (before subtracting tax effects)	(63)	135
Net unrealized gains on real estate	-	-
Excess refund reserve	-	-
Subordinated debt	-	-
That portion of the excess refund reserve and subordinated debt that is not included in the margin	-	-
Deductible items	-	-
Others	-	-
(B) Total risk $\sqrt{(R_1+R_2)^2+(R_3+R_4)^2}+R_5+R_6$	9,862	10,342
Ordinary insurance risk (R <sub>1</sub> )	8,929	9,374
Third-sector insurance risk (R <sub>2</sub> )	-	-
Assumed interest rate risk (R <sub>3</sub> )	58	65
Asset management risk (R <sub>4</sub> )	309	386
Business management risk (R <sub>5</sub> )	297	314
Major catastrophe risk (R <sub>6</sub> )	627	642
(C) Non-consolidated Solvency margin ratio [(A) / {(B) × 1/2}] × 100	557.8 %	525.0 %

Note: The foregoing figures were calculated based on provisions in Articles 86 and 87 of the Ordinance for Enforcement of the Insurance Business Act of Japan and Ministry of Finance Public Notice No. 50 of 1996. A part of calculations for non-consolidated solvency margin ratio as of December 31, 2012 is calculated according to simplified methods in major catastrophe risk. The figure is assumed to be equivalent to the amount as of September 30, 2012.

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

A non-life insurer's ability to pay (total non-consolidated 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 non-consolidated 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.