

Sony Life's Supplementary Data for the Six Months Ended September 30, 2012 at Press Conference

(1) Status of Insurance Policies

(Millions of yen)

	For the six months ended September 30, 2012			For the year ended March 31, 2012	For the six months ended September 30, 2011
		% change from March 31, 2012	% YoY change		
Annualized premiums from new policies	32,162	-	(3.4%)	70,854	33,281
Of which third-sector products	8,119	-	(0.1%)	17,101	8,130
Annualized premiums of insurance in force	648,575	2.1%	4.9%	635,401	618,004
Of which third-sector products	153,101	2.8%	5.7%	148,954	144,793
Income from insurance premiums	428,846	-	8.4%	816,106	395,732
Individual life insurance and annuities	424,945	-	8.4%	808,027	392,141
Group insurance and annuities	3,291	-	(1.2%)	6,627	3,329
New policy amount	2,013,945	-	(1.8%)	4,203,327	2,051,764
Policy amount in force	36,706,810	1.7%	3.8%	36,077,061	35,371,171
Lapse and surrender amount	956,128	-	(6.5%)	2,056,254	1,022,437
Lapse and surrender rate (%)	2.65	-	0.30 ppt down	5.93	2.95

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 September 30, 2012			As of March 31, 2012	As of September 30, 2011
		% change from March 31, 2012	% change from September 30, 2011		
Total assets (Millions of yen)	5,484,323	5.0%	11.4%	5,222,846	4,922,545
Real net asset (100 millions of yen)	9,639	10.6%	16.1%	8,714	8,299
Real net asset / General account asset	19.1	0.9 ppt up	0.8 ppt up	18.2	18.3
Solvency margin ratio	2,149.6	169.2 ppt up	209.0 ppt up	1,980.4	1,940.6
Solvency margin ratio based on previous standard	-	-	-	-	3,148.0

Note: Figures indicate percentage changes from March 31, 2012, and September 30, 2011. (Percentage point changes are given for real net assets / General account assets, solvency margin ratio, and solvency margin ratio based on previous standard)

(3) Core Profit / Negative Spread

(Millions of yen)

	For the six months ended September 30, 2012			For the year ended March 31, 2012	For the six months ended September 30, 2011
		% change from March 31, 2012	% YoY change		
Core profit	33,309	-	5.1%	71,685	31,685

(100 millions of yen)

	Forecast for the year ending March 31, 2013	For the year ended March 31, 2012
Negative spread	Slightly decrease	15

(4) Policy and Other Reserves

(Millions of yen)

	As of September 30, 2012			As of March 31, 2012	As of September 30, 2011
		Amount change from March 31, 2012	Amount change from September 30, 2011		
Policy reserves (excluding contingency reserve)	5,027,748	240,065	508,734	4,787,682	4,519,014
General accounts (excluding contingency reserve)	4,589,912	239,201	451,199	4,350,710	4,138,712
Separate accounts (excluding contingency reserve)	437,836	864	57,534	436,971	380,301
Reserve for price fluctuations	28,604	3,285	7,960	25,319	20,644
Contingency reserve	57,303	1,965	3,975	55,338	53,328
Contingency reserve I	20,043	411	860	19,631	19,182
Contingency reserve II	16,216	298	755	15,918	15,461
Contingency reserve III	15,291	1,090	2,025	14,201	13,266
Contingency reserve IV	5,751	165	333	5,586	5,418
Contingency reserve fund	-	-	-	-	-
Price fluctuations reserve fund	-	-	-	-	-

(5) Unrealized Gains (Losses)

(Millions of yen)

	As of September 30, 2012			As of March 31, 2012	As of September 30, 2011
		Amount change from March 31, 2012	Amount change from September 30, 2011		
Securities	283,319	66,469	78,421	216,849	204,897
Japanese stocks	2,170	(3,693)	892	5,863	1,278
JGBs, other bonds	279,754	73,080	72,195	206,674	207,558
Foreign securities	1,121	(2,957)	5,226	4,078	(4,104)
Real estate	11,083	1,035	700	10,047	10,383

Notes:

- Net unrealized gains (losses) 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)

	Result for the first half of the fiscal year ending March 31, 2013	Plan for the second half of the fiscal year ending March 31, 2013
Japanese stocks	24,542	Flat
JGBs, other bonds	4,746,413	Increase
Foreign stocks	26,502	Flat
Foreign bonds	60,425	Flat
Real estate	80,069	Flat

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

		As of September 30, 2012
Japanese stocks (NIKKEI Average)	(yen)	7,828
Japanese stocks (TOPIX)	(ppt)	650
Japanese bonds	(%)	1.4
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
Core profit	Slightly decrease
Policy amount in force	Increase
Annualized premiums for policies in force	Increase

(9) Cross Holdings with Domestic Banks

i) Contributions from Domestic Banks

	As of September 30, 2012
Foundation (Stocks) funds	Not applicable
Subordinated loans and bonds	Not applicable

Note: Stocks on contributions from domestic banks are at market value as of September 30, 2012.

ii) Contributions to Domestic Banks

	As of September 30, 2012
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 September 30, 2012		As of March 31, 2012	As of September 30, 2011
		% change from March 31, 2012		
Sales employees	4,575	(0.5%)	4,599	4,501
Office employees	1,583	8.4%	1,461	1,451

(11) Over-the-counter Sales through Banks

(Millions of yen)

		For the six months ended September 30, 2012		For the year ended March 31, 2012	For the six months ended September 30, 2011
			% change from September 30, 2011		
Variable annuities	Number of new policies	-	0.0	5	2
	Insurance premiums	-	0.0	17	8
Fixed annuities	Number of new policies	7	116.7	18	6
	Insurance premiums	2	105.6	5	2

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)

		For the six months ended September 30, 2012		For the year ended March 31, 2012	For the six months ended September 30, 2011
			% change from September 30, 2011		
Lump-sum premium whole life insurance	Number of new policies	-	-	-	-
	Insurance premiums	-	-	-	-
Lump-sum premium endowment insurance	Number of new policies	-	-	-	-
	Insurance premiums	-	-	-	-

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)

		For the six months ended September 30, 2012		For the year ended March 31, 2012	For the six months ended September 30, 2011
			% change from September 30, 2011		
Lump-sum premium life insurance	Number of new policies	147	123.5	248	119
	Insurance premiums	599	122.3	1,022	490
Level premium plan life insurance	Number of new policies	1,227	103.5	2,661	1,185
	Insurance premiums	343	124.3	591	276

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 six months ended September 30, 2012 includes interest rate-sensitive whole life insurance, comprehensive medical insurance and semi-participating whole life nursing-care insurance

Other Supplementary Data (for the Six Months Ended September 30, 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 September 30, 2012	Approximately ¥9.50 million

Exposure to Five European Countries*

(100 millions of yen)

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

* Total general account investment (balance sheet amounts) in Greece, Ireland, Italy, Portugal, and Spain (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

(100 millions of yen)

	For the six months ended September 30, 2012	For the year ended March 31, 2012	For the six months ended September 30, 2011
Provision for policy reserve of the general account assets for minimum guarantee for variable annuities and others	40	28	48