

**Supplementary Data on Sony Life's Financial Results**  
**for the Year Ended March 31, 2013**

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# 1. Company Total of General Account and Separate Account

## (1) Status of Investment Assets (Company Total)

### (i) Portfolio of investment assets (company total)

(Millions of yen, %)

Category	As of March 31, 2012		As of March 31, 2013	
	Amount	%	Amount	%
Cash and deposits, call loans	76,108	1.5	124,461	2.1
Securities repurchased under resale agreements	-	-	-	-
Pledged money for bond borrowing transaction	-	-	-	-
Monetary claims purchased	-	-	-	-
Securities under proprietary accounts	-	-	-	-
Monetary trusts	288,297	5.5	306,122	5.1
Securities	4,545,019	87.0	5,211,535	87.5
JGBs, other bonds	4,126,220	79.0	4,720,304	79.3
Japanese stocks	69,149	1.3	61,884	1.0
Foreign securities	230,172	4.4	275,439	4.6
Bonds	96,426	1.8	106,797	1.8
Stocks, etc.	133,746	2.6	168,641	2.8
Other securities	119,476	2.3	153,906	2.6
Loans	138,909	2.7	145,104	2.4
Real estate	72,960	1.4	70,301	1.2
Deferred tax assets	26,986	0.5	13,724	0.2
Other assets	74,778	1.4	81,736	1.4
Reserve for possible loan losses	(214)	(0.0)	(235)	(0.0)
Total	5,222,846	100.0	5,952,750	100.0
Foreign currency denominated assets	183,992	3.5	230,965	3.9

Note: Amount for real estate is equivalent to the total amount of land, buildings and construction in progress.

### (ii) Changes in investment assets by categories (company total)

(Millions of yen, %)

Category	For the year ended March 31, 2012	For the year ended March 31, 2013
	Amount	Amount
Cash and deposits, call loans	(27,495)	48,352
Securities repurchased under resale agreements	-	-
Pledged money for bond borrowing transaction	-	-
Monetary claims purchased	-	-
Securities under proprietary accounts	-	-
Monetary trusts	11,821	17,824
Securities	527,436	666,515
JGBs, other bonds	496,197	594,084
Japanese stocks	(23,541)	(7,265)
Foreign securities	37,843	45,266
Bonds	14,201	10,371
Stocks, etc.	23,642	34,894
Other securities	16,936	34,429
Loans	4,490	6,195
Real estate	(2,202)	(2,658)
Deferred tax assets	(13,752)	(13,261)
Other assets	(799)	6,958
Reserve for possible loan losses	14	(21)
Total	499,513	729,904
Foreign currency denominated assets	37,407	46,972

Note: Amount for real estate is equivalent to the total amount of land, buildings and construction in progress.

(2) Securities (Company Total)

(i) Valuation gains (losses) on trading-purpose securities (company total)

(Millions of yen)

Category	As of March 31, 2012		As of March 31, 2013	
	Balance sheet amount	Net valuation gains (losses) recorded in income	Balance sheet amount	Net valuation gains (losses) recorded in income
Trading-purpose securities	430,490	30,976	527,787	70,801

Note: The chart above includes trading-purpose securities included in monetary trusts, etc.

(ii) Fair value information on securities (company total)

a. Fair value information on securities with market value (except trading-purpose securities)

(Millions of yen)

Category	As of March 31, 2012					As of March 31, 2013				
	Carrying amount	Fair value	Net unrealized gains (losses)			Carrying amount	Fair value	Net unrealized gains (losses)		
			Unrealized gains	Unrealized losses				Unrealized gains	Unrealized losses	
Held-to-maturity securities	3,404,821	3,560,687	155,865	160,172	4,307	3,874,232	4,425,970	551,737	551,737	-
Policy reserve matching bonds	-	-	-	-	-	-	-	-	-	-
Stocks of subsidiaries and affiliated companies	-	-	-	-	-	-	-	-	-	-
Available-for-sale securities	895,142	956,125	60,983	61,345	361	955,999	1,079,296	123,296	123,344	47
JGBs, other bonds	849,186	902,676	53,490	53,490	-	925,308	1,036,956	111,648	111,648	-
Japanese stocks	29,106	34,970	5,863	6,225	361	14,760	20,994	6,233	6,281	47
Foreign securities	15,373	16,770	1,397	1,397	-	14,454	18,681	4,226	4,226	-
Bonds	15,373	16,770	1,397	1,397	-	14,454	18,681	4,226	4,226	-
Stocks, etc.	-	-	-	-	-	-	-	-	-	-
Other securities	1,476	1,708	232	232	-	1,476	2,664	1,188	1,188	-
Money claims purchased	-	-	-	-	-	-	-	-	-	-
Certificates of deposit	-	-	-	-	-	-	-	-	-	-
Others	-	-	-	-	-	-	-	-	-	-
Total	4,299,963	4,516,813	216,849	221,518	4,668	4,830,232	5,505,267	675,034	675,082	47
JGBs, other bonds	4,211,145	4,417,819	206,674	210,981	4,307	4,756,200	5,410,686	654,486	654,486	-
Japanese stocks	29,106	34,970	5,863	6,225	361	14,760	20,994	6,233	6,281	47
Foreign securities	58,235	62,314	4,078	4,078	-	57,795	70,922	13,126	13,126	-
Bonds	58,235	62,314	4,078	4,078	-	57,795	70,922	13,126	13,126	-
Stocks, etc.	-	-	-	-	-	-	-	-	-	-
Other securities	1,476	1,708	232	232	-	1,476	2,664	1,188	1,188	-
Monetary claims purchased	-	-	-	-	-	-	-	-	-	-
Certificates of deposit	-	-	-	-	-	-	-	-	-	-
Others	-	-	-	-	-	-	-	-	-	-

Notes: 1. The above table includes assets which are permitted to be treated as equivalent to securities defined in the Financial Instruments and Exchange Law of Japan.

2. Carrying amount and net unrealized gains (losses) on monetary trusts, including items other than trading-purpose securities, amounted to ¥268,594 million and ¥38,206 million.

3. Carrying amount represents the amount after deductions for depreciable costs and impairment losses, before mark-to-market.

b. Carrying amount of the securities without market value

(Millions of yen)

Category	As of March 31, 2012	As of March 31, 2013
Held-to-maturity securities	-	-
Unlisted foreign bonds	-	-
Others	-	-
Policy reserve matching bonds	-	-
Stocks of subsidiaries and affiliated companies	15,625	12,607
Available-for-sale securities	27,090	20,372
Unlisted Japanese stocks (except OTC stocks)	4	4
Unlisted foreign stocks (except OTC stocks)	1,084	948
Unlisted foreign bonds	-	-
Others	26,001	19,419
Total	42,715	32,980

c. Fair Value Information consisting of that stated in the previous table-a and foreign exchange and other gains (losses) for table-b as follows:

(Millions of yen)

Category	As of March 31, 2012					As of March 31, 2013				
	Carrying amount	Fair value	Net unrealized gains (losses)			Carrying amount	Fair value	Net unrealized gains (losses)		
			Unrealized gains	Unrealized losses	Unrealized gains			Unrealized losses		
Held-to-maturity securities	3,404,821	3,560,687	155,865	160,172	4,307	3,874,232	4,425,970	551,737	551,737	-
Policy reserve matching bonds	-	-	-	-	-	-	-	-	-	-
Stocks of subsidiaries and affiliated companies	15,625	15,625	-	-	-	12,607	12,607	-	-	-
Available-for-sale securities	922,232	982,962	60,729	64,330	3,601	976,372	1,103,708	127,335	128,555	1,219
JGBs, other bonds	849,186	902,676	53,490	53,490	-	925,308	1,036,956	111,648	111,648	-
Japanese stocks	29,111	34,974	5,863	6,225	361	14,765	20,998	6,233	6,281	47
Foreign securities	16,457	18,024	1,567	1,567	-	15,403	20,083	4,679	4,679	-
Bonds	15,373	16,770	1,397	1,397	-	14,454	18,681	4,226	4,226	-
Stocks, etc.	1,084	1,254	169	169	-	948	1,401	452	452	-
Other securities	27,478	27,286	(191)	3,047	3,239	20,895	25,669	4,774	5,946	1,171
Monetary claims purchased	-	-	-	-	-	-	-	-	-	-
Certificates of deposit	-	-	-	-	-	-	-	-	-	-
Others	-	-	-	-	-	-	-	-	-	-
Total	4,342,679	4,559,274	216,594	224,503	7,908	4,863,212	5,542,285	679,073	680,292	1,219
JGBs, other bonds	4,211,145	4,417,819	206,674	210,981	4,307	4,756,200	5,410,686	654,486	654,486	-
Japanese stocks	39,188	45,052	5,863	6,225	361	24,872	31,106	6,233	6,281	47
Foreign securities	64,867	69,116	4,248	4,248	-	61,244	74,823	13,578	13,578	-
Bonds	58,235	62,314	4,078	4,078	-	57,795	70,922	13,126	13,126	-
Stocks, etc.	6,632	6,801	169	169	-	3,448	3,901	452	452	-
Other securities	27,478	27,286	(191)	3,047	3,239	20,895	25,669	4,774	5,946	1,171
Monetary claims purchased	-	-	-	-	-	-	-	-	-	-
Certificates of deposit	-	-	-	-	-	-	-	-	-	-
Others	-	-	-	-	-	-	-	-	-	-

(iii) Fair value information on monetary trusts (company total)

(Millions of yen)

Category	As of March 31, 2012					As of March 31, 2013				
	Balance sheet amount	Fair value	Net unrealized gains (losses)			Balance sheet amount	Fair value	Net unrealized gains (losses)		
			Unrealized gains	Unrealized losses	Unrealized gains			Unrealized losses		
Monetary trusts	288,297	288,297	-	-	-	306,122	306,122	-	-	-

Note: The table above includes ¥50 million of jointly invested monetary trusts.

■ Monetary trusts for investment

(Millions of yen)

Category	As of March 31, 2012		As of March 31, 2013	
	Balance sheet amount	Net valuation gains (losses) recorded in income	Balance sheet amount	Net valuation gains (losses) recorded in income
Monetary trusts for investment	-	-	-	-

■ Monetary trusts for held-to-maturity and policy reserve matching and other monetary trusts

(Millions of yen)

Category	As of March 31, 2012					As of March 31, 2013				
	Carrying amount	Fair value	Net unrealized gains (losses)			Carrying amount	Fair value	Net unrealized gains (losses)		
			Unrealized gains	Unrealized losses	Unrealized gains			Unrealized losses		
Monetary trusts for held-to-maturity	-	-	-	-	-	-	-	-	-	-
Monetary trusts for policy reserve matching	-	-	-	-	-	-	-	-	-	-
Other monetary trusts	267,887	288,247	20,359	20,359	-	267,865	306,071	38,206	38,206	-

## (iv) Fair value information on derivative transactions (company total)

## ■ Qualitative Information

## (1) Transactions

The principal derivative transactions employed by Sony Life, by purpose, are as follows.

Related to foreign exchange: foreign exchange forward transactions

## (2) Policy on derivative transactions

Sony Life's policy is to conduct derivative transactions to reduce risks related to its holdings of assets and liabilities, and does not engage in speculative derivative transactions.

## (3) Transaction purpose

Sony Life conducts derivative transactions to reduce risk related to its holdings of assets and liabilities. The Company does not employ hedge accounting.

## (4) Risks

The risk of fluctuations in market value is inherent in derivative transactions employed by the Company. However, as these transactions are conducted primarily to reduce risk related to its holdings of assets and liabilities, the total risk related to derivative transactions and their underlying assets and liabilities is limited. Credit risk is inherent to derivative instruments, but when conducting transactions Sony Life selects parties that it believes pose little risk of default.

## (5) Risk management systems

Sony Life's balance of derivative transactions is within the limits that Sony Life has set in-house. On transactions conducted by the division in charge of investment, the administrative division receives reports directly from the transaction counterparty. This system enables the administrative division and the investment division to independently determine derivative positions and transaction profits and losses. In addition, the management of risks related to derivative transactions is conducted strictly by the department in charge of supervision. Also, the risk management division regularly reports the overall risk status to the Company's Board of Directors and Management Committee.

## (6) Supplementary information related to qualitative information

The Company engages in foreign exchange forward transactions to reduce the exchange rate fluctuation risk related to its holdings of receivables and payables denominated in foreign currencies. Sony Life has confirmed that it is able to offset exchange rate fluctuations to some extent by recognizing derivative gains or losses against underlying owned assets.

## ■ Quantitative Information

## (1) Gains (losses) on derivatives with and without hedge accounting

(Millions of yen)

		Interest-related	Currency-related	Stock-related	Bond-related	Other	Total
As of March 31, 2012	Hedge accounting not applied	-	-	-	-	-	-
	Hedge accounting applied	-	-	-	-	-	-
	Total	-	-	-	-	-	-
As of March 31, 2013	Hedge accounting not applied	-	(172)	-	-	-	(172)
	Hedge accounting applied	-	-	-	-	-	-
	Total	-	(172)	-	-	-	(172)

## (2) Interest-related transactions

Not applicable

## (3) Currency-related transactions

(Millions of yen)

Category	Items	As of March 31, 2012			As of March 31, 2013		
		Contracted value or notional principal amount	Fair value	Valuation gains(losses)	Contracted value or notional principal amount	Fair value	Valuation gains(losses)
Over-the-counter transactions	Exchange contracts						
	Sold	-	-	-	1,206	-	(172)
	U.S. dollar	-	-	-	1,206	-	(172)
Total							(172)

Note: The futures quotation is used for the exchange rate of the end of fiscal year of an exchange contract.

## (4) Stock-related transactions

Not applicable

## (5) Bond-related transactions

Not applicable

## **2. General Account Assets**

### **(1) Securities (General Account)**

(i) Details of securities (general account)

(Millions of yen, %)

Category	As of March 31, 2012		As of March 31, 2013	
	Amount	%	Amount	%
Japanese government bonds	3,941,696	95.8	4,527,332	96.7
Japanese municipal bonds	3,531	0.1	3,490	0.1
Japanese corporate bonds	30,527	0.7	30,224	0.6
Public corporation bonds	27,189	0.7	27,108	0.6
Japanese stocks	45,052	1.1	31,106	0.7
Foreign securities	90,162	2.2	87,428	1.9
Bonds	59,632	1.4	62,022	1.3
Stocks, etc.	30,529	0.7	25,406	0.5
Other securities	3,558	0.1	4,164	0.1
Total	4,114,529	100.0	4,683,747	100.0

## (ii) Balance of securities by remaining period (general account)

(Millions of yen)

Category	Due in 1 year or less	Due after 1 year through 3 years	Due after 3 years through 5 years	Due after 5 years through 7 years	Due after 7 years through 10 years	Due after 10 years (including no fixed maturity)	Total	
As of March 31, 2012	Japanese government bonds	-	14,892	12,589	15,590	5,412	3,893,211	3,941,696
	Japanese municipal bonds	-	3,531	-	-	-	-	3,531
	Japanese corporate bonds	-	7,105	2,096	104	-	21,220	30,527
	Japanese stocks	-	-	-	-	-	45,052	45,052
	Foreign securities	1,256	3,637	11,094	12,041	13,349	48,783	90,162
	Bonds	-	-	1,790	4,641	10,338	42,862	59,632
	Stocks, etc.	1,256	3,637	9,304	7,399	3,010	5,921	30,529
	Other securities	-	420	-	1,429	0	1,708	3,558
	Total	1,256	29,587	25,780	29,166	18,762	4,009,976	4,114,529
As of March 31, 2013	Japanese government bonds	3,631	23,197	15,528	-	16,115	4,468,860	4,527,332
	Japanese municipal bonds	2,472	1,018	-	-	-	-	3,490
	Japanese corporate bonds	-	8,373	637	-	-	21,213	30,224
	Japanese stocks	-	-	-	-	-	31,106	31,106
	Foreign securities	1,736	4,393	13,520	7,995	13,401	46,380	87,428
	Bonds	-	-	4,338	2,318	12,024	43,341	62,022
	Stocks, etc.	1,736	4,393	9,182	5,677	1,376	3,039	25,406
	Other securities	-	89	-	1,397	13	2,664	4,164
	Total	7,840	37,071	29,686	9,392	29,531	4,570,224	4,683,747

## (iii) Fiscal year-end yields on bonds (general account)

(%)

Category	As of March 31, 2012	As of March 31, 2013
JGBs, other bonds	2.13	2.11
Foreign bonds	1.26	1.36

## (iv) Japanese stock holdings by industry (general account)

(Millions of yen)

Category		As of March 31, 2012		As of March 31, 2013	
		Amount	%	Amount	%
Fisheries, agriculture and forestry		-	-	-	-
Mining		256	0.6	124	0.4
Construction		1,223	2.7	1,388	4.5
Manufacturing industries	Food products	366	0.8	326	1.1
	Textiles and clothing	463	1.0	-	-
	Pulp and paper	-	-	-	-
	Chemicals	1,636	3.6	444	1.4
	Medicals products	2,123	4.7	645	2.1
	Oil and coal products	280	0.6	-	-
	Rubber products	404	0.9	-	-
	Glass and stone products	140	0.3	-	-
	Steel	187	0.4	-	-
	Non-steel metals	521	1.2	270	0.9
	Metal products	249	0.6	-	-
	Machinery	2,229	4.9	1,114	3.6
	Electric appliances	5,160	11.5	3,416	11.0
	Transportation vehicles	4,406	9.8	2,544	8.2
	Precision machinery	619	1.4	131	0.4
Others	138	0.3	-	-	
Electric and gas utilities		486	1.1	631	2.0
Transportation/Information telecommunications	Ground transportation	1,961	4.4	807	2.6
	Water transportation	-	-	-	-
	Air transportation	-	-	-	-
	Warehouses/transportation	-	-	-	-
	Information/telecommunications	2,972	6.6	1,786	5.7
Commerce	Wholesalers	1,393	3.1	1,038	3.3
	Retailers	5,310	11.8	4,613	14.8
Financial services/insurance	Banking	-	-	-	-
	Securities and commodity futures trading	-	-	-	-
	Insurance	10,920	24.2	10,107	32.5
	Other financial services	241	0.5	363	1.2
Real estate		-	-	-	-
Service companies		1,357	3.0	1,349	4.3
Total		45,052	100.0	31,106	100.0

Note: Categories of stock holdings by industry are based on the classification by Securities Identification Code Committee of Japan.



## (v) Fair value information on derivative transactions (general account)

## ■ Qualitative Information

## (1) Transactions

The principal derivative transactions employed by Sony Life, by purpose, are as follows.

Related to foreign exchange: foreign exchange forward transactions

## (2) Policy on derivative transactions

Sony Life's policy is to conduct derivative transactions to reduce risks related to its holdings of assets and liabilities, and does not engage in speculative derivative transactions.

## (3) Transaction purpose

Sony Life conducts derivative transactions to reduce risk related to its holdings of assets and liabilities. The Company does not employ hedge accounting.

## (4) Risks

The risk of fluctuations in market value is inherent in derivative transactions employed by the Company. However, as these transactions are conducted primarily to reduce risk related to its holdings of assets and liabilities, the total risk related to derivative transactions and their underlying assets and liabilities is limited. Credit risk is inherent to derivative instruments, but when conducting transactions Sony Life selects parties that it believes pose little risk of default

## (5) Risk management systems

Sony Life's balance of derivative transactions is within the limits that Sony Life has set in-house. On transactions conducted by the division in charge of investment, the administrative division receives reports directly from the transaction counterparty. This system enables the administrative division and the investment division to independently determine derivative positions and transaction profits and losses. In addition, the management of risks related to derivative transactions is conducted strictly by the department in charge of supervision. Also, the risk management division regularly reports the overall risk status to the Company's Board of Directors and Management Committee.

## (6) Supplementary information related to qualitative information

The Company engages in foreign exchange forward transactions to reduce the exchange rate fluctuation risk related to its holdings of receivables and payables denominated in foreign currencies. Sony Life has confirmed that it is able to offset exchange rate fluctuations to some extent by recognizing derivative gains or losses against underlying owned assets.

## ■ Quantitative Information

## (1) Gains (losses) on derivatives with and without hedge accounting

(Millions of yen)

		Interest-related	Currency-related	Stock-related	Bond-related	Other	Total
As of March 31, 2012	Hedge accounting not applied	-	-	-	-	-	-
	Hedge accounting applied	-	-	-	-	-	-
	Total	-	-	-	-	-	-
As of March 31, 2013	Hedge accounting not applied	-	(172)	-	-	-	(172)
	Hedge accounting applied	-	-	-	-	-	-
	Total	-	(172)	-	-	-	(172)

## (2) Interest-related transactions

Not applicable

## (3) Currency-related transactions

(Millions of yen)

Category	Items	As of March 31, 2012			As of March 31, 2013		
		Contracted value or notional principal amount	Fair value	Valuation gains(losses)	Contracted value or notional principal amount	Fair value	Valuation gains(losses)
Over-the-counter transactions	Exchange contracts						
	Sold	-	-	-	1,206	-	(172)
	U.S. dollar	-	-	-	1,206	-	(172)
	Total						(172)

Note: The futures quotation is used for the exchange rate of the end of fiscal year of an exchange contract.

## (4) Stock-related transactions

Not applicable

## (5) Bond-related transactions

Not applicable

**(2) Loans (General Account)**

(i) Details of loans (general account)

(Millions of yen)

Category	As of March 31, 2012	As of March 31, 2013
Policy Loans	138,782	145,019
Policyholder loans	123,488	129,523
Automatic premium loans	15,293	15,495
Commercial loans	127	85
Others	127	85
Total	138,909	145,104

### (3) Overseas Investment (General Account)

#### (i) Details by assets (general account)

##### ■ Assets denominated in foreign currency (yen amount not fixed)

(Millions of yen, %)

Category	As of March 31, 2012		As of March 31, 2013	
	Amount	%	Amount	%
Foreign bonds	16,770	18.6	18,681	21.0
Foreign stocks	4,301	4.8	1,401	1.6
Cash, deposits and other	21,924	24.3	21,673	24.4
Total	42,996	47.6	41,756	47.0

##### ■ Assets denominated in foreign currency (yen amount fixed)

Not applicable

##### ■ Assets denominated in yen

(Millions of yen, %)

Category	As of March 31, 2012		As of March 31, 2013	
	Amount	%	Amount	%
Loans to borrowers located outside of Japan	-	-	-	-
Yen-denominated foreign bonds and others	47,273	52.4	47,169	53.0
Total	47,273	52.4	47,169	53.0

##### ■ Total

(Millions of yen, %)

Category	As of March 31, 2012		As of March 31, 2013	
	Amount	%	Amount	%
Overseas Investment	90,270	100.0	88,926	100.0

#### (ii) Foreign-currency-denominated assets by currency (general account)

(Millions of yen, %)

Category	As of March 31, 2012		As of March 31, 2013	
	Amount	%	Amount	%
U.S. dollar	23,476	54.6	27,360	65.5
Euro	8,463	19.7	5,992	14.4
Australian dollar	7,530	17.5	7,782	18.6
British pound	473	1.1	617	1.5
Philippine peso	3,047	7.1	-	-
Chinese yuan	3	0.0	2	0.0
New Taiwanese dollar	2	0.0	1	0.0
Total	42,996	100.0	41,756	100.0

## (iii) Overseas investments by region (general account)

(Millions of yen, %)

Category	As of March 31, 2012							
	Foreign securities						Loans to borrowers located outside of Japan	
			Bonds		Stocks, etc.			
	Amount	%	Amount	%	Amount	%	Amount	%
North America	16,702	18.5	9,305	15.6	7,397	24.2	-	-
Europe	52,675	58.4	42,862	71.9	9,813	32.1	-	-
Oceania	7,465	8.3	7,465	12.5	-	-	-	-
Asia	3,047	3.4	-	-	3,047	10.0	-	-
Latin America	10,270	11.4	-	-	10,270	33.6	-	-
Middle East	-	-	-	-	-	-	-	-
Africa	-	-	-	-	-	-	-	-
International organizations	-	-	-	-	-	-	-	-
Total	90,162	100.0	59,632	100.0	30,529	100.0	-	-

Category	As of March 31, 2013							
	Foreign securities						Loans to borrowers located outside of Japan	
			Bonds		Stocks, etc.			
	Amount	%	Amount	%	Amount	%	Amount	%
North America	18,757	21.5	10,967	17.7	7,790	30.7	-	-
Europe	50,441	57.7	43,341	69.9	7,100	27.9	-	-
Oceania	7,714	8.8	7,714	12.4	-	-	-	-
Asia	-	-	-	-	-	-	-	-
Latin America	10,515	12.0	-	-	10,515	41.4	-	-
Middle East	-	-	-	-	-	-	-	-
Africa	-	-	-	-	-	-	-	-
International organizations	-	-	-	-	-	-	-	-
Total	87,428	100.0	62,022	100.0	25,406	100.0	-	-

#### (4) Real Estate (General Account)

##### (i) Details of tangible fixed assets (general account)

(Millions of yen)

	Category	Balance at the beginning of the current period	Increase in the current period	Decrease in the current period	Amount of depreciation in the current period	Balance at the end of the current period	Amount of accumulated depreciation	% of accumulated depreciation
For the year ended March 31, 2012	Land	31,469	-	-	-	31,469	-	-
	Buildings	43,693	295	21 [0]	2,476	41,491	18,727	31.1
	Leased assets	230	-	-	23	207	119	36.7
	Construction in progress	-	-	-	-	-	-	-
	Other tangible fixed assets	621	87	3 [0]	193	511	1,395	73.2
	<b>Total</b>	<b>76,014</b>	<b>382</b>	<b>24 [0]</b>	<b>2,693</b>	<b>73,678</b>	<b>20,243</b>	<b>32.4</b>
For the year ended March 31, 2013	Land	31,469	55	434 [434]	-	31,089	-	-
	Buildings	41,491	401	526 [512]	2,153	39,212	20,734	34.6
	Leased assets	207	-	-	21	185	141	43.3
	Construction in progress	-	-	-	-	-	-	-
	Other tangible fixed assets	511	93	4 [3]	117	482	1,487	75.5
	<b>Total</b>	<b>73,678</b>	<b>549</b>	<b>965 [951]</b>	<b>2,293</b>	<b>70,969</b>	<b>22,363</b>	<b>35.9</b>

Note: Figures in [ ] in the "Decrease in the current period" describe the amount of impairment losses.

##### (ii) Balance of real estate and the number of buildings for rent

(Millions of yen, number)

Category	As of March 31, 2012	As of March 31, 2013
Real estate balance	72,960	70,301
For corporate use	3,442	3,448
For rent	69,517	66,853
Number of buildings for rent	4	4

### **3. Fair Value Information on Separate Account Assets for Individual Variable Life Insurance and Individual Variable Annuities**

Assets relating to individual variable life insurance and individual variable annuities are jointly invested at Sony Life.

#### **(1) Valuation Gains (Losses) on Trading-purpose Securities (Separate Account)**

(Millions of yen)

Category	As of March 31, 2012		As of March 31, 2013	
	Balance sheet amount	Net valuation gains (losses) recorded in income	Balance sheet amount	Net valuation gains (losses) recorded in income
Trading-purpose securities	430,490	30,976	527,787	70,801

#### **(2) Details of Securities (Separate Account)**

(Millions of yen)

Category	Balance sheet amount As of March 31, 2012	Balance sheet amount As of March 31, 2013
Japanese government bonds	150,464	159,256
Japanese stocks	24,097	30,778
Foreign securities	140,010	188,010
Bonds	36,793	44,775
Stocks, etc.	103,217	143,235
Other securities	115,918	149,741
Total	430,490	527,787

#### **(3) Fair Value Information on Monetary Trusts (Separate Account)**

Not applicable

#### **(4) Fair Value Information on Derivative Transactions (Separate Account)**

Not applicable

## 4. Other

### (1) Key Performance Indicators for Past Five Fiscal Years

(Millions of yen)

	For the year ended March 31, 2009	For the year ended March 31, 2010	For the year ended March 31, 2011	For the year ended March 31, 2012	For the year ended March 31, 2013
Ordinary revenues	765,910	881,798	900,091	967,400	1,142,274
Ordinary profit	32,409	80,099	73,176	69,436	74,659
Core profit	38,005	64,517	56,295	71,685	80,045
Net income	33,783	46,138	40,220	31,426	42,444
Common stock Number of shares issued and outstanding	70,000 (70,000 thousand shares)	70,000 (70,000 thousand shares)	70,000 (70,000 thousand shares)	70,000 (70,000 thousand shares)	70,000 (70,000 thousand shares)
Total assets	3,810,929	4,286,540	4,723,332	5,222,846	5,952,750
Of which, separate account assets	275,160	373,604	398,124	444,289	550,624
Policy reserves	3,592,376	3,985,610	4,371,484	4,843,020	5,472,930
Loans	120,462	127,599	134,419	138,909	145,104
Securities	2,819,638	3,539,114	4,017,583	4,545,019	5,211,535
Solvency margin ratio	2,060.5%	2,637.3%	2,900.1% [ 1,720.0%]	1,980.4%	2,281.8%
Number of employees	5,599	5,835	5,921	6,060	6,323
Policy amount in force	33,537,084	34,598,244	35,947,326	37,345,780	39,124,675
Policy amount in force for group annuities	73,499	72,348	58,937	57,811	56,503

#### Notes:

1. Policy amount in force is the total of individual life insurance, individual annuities and group life insurance. Policy amount for individual annuities are equal to the sum of (a) the funds to be held at the time annuity payments are commenced for policies for which annuity payments have not yet commenced and (b) the amount of policy reserves for which payments have commenced.
2. Policy amounts in force for group annuity products is equal to the amount of outstanding policy reserves.
3. Cabinet Office Ordinance No.23 of 2010 and FSA Public Notice No. 48 of 2010 prescribe a revision in the methods of calculating total solvency margin and total risk (increasing the strictness of margin inclusion, and making risk measurement stricter and more sensitive). Therefore, the method of calculating solvency margin ratio for the year ended March 31, 2012 is different from those for the previous fiscal years. The above-stated figure in [1,720.0%] for the year ended March 31, 2011 was calculated on the assumption that the current calculation method were applied.

(2) Policy Reserves Calculation Methods and Ratios for Individual Life Insurance and Individual Annuities

Category		For the year ended March 31, 2012	For the year ended March 31, 2013	
Calculating method	Policies subject to standard policy reserve method	Pure death-protection insurance	Net level premium reserve method	Net level premium reserve method
		Mixed insurance	Net level premium reserve method	Net level premium reserve method
		Pure endowment insurance	Net level premium reserve method	Net level premium reserve method
		Annuities	Net level premium reserve method	Net level premium reserve method
	Policies not subject to standard policy reserve method	Pure death-protection insurance	Net level premium reserve method	Net level premium reserve method
		Mixed insurance	Net level premium reserve method	Net level premium reserve method
		Pure endowment insurance	Net level premium reserve method	Net level premium reserve method
		Annuities	Net level premium reserve method	Net level premium reserve method
Ratio of "amount of the company's policy reserve (excluding contingency reserve)" to "policy reserve required by regulatory standards"		100.1%	100.1%	

Notes: 1. The calculating methods and the ratios are set for individual life insurance and individual annuities. The concept of accumulation method is not targeted at policy reserve for group life insurance and group annuities, so these insurance policies are not included.

2. The above ratios indicate the amounts of the company's policy reserves (excluding contingency reserve) to the required premium reserves and unearned premiums calculated by (a) the method laid down in the Ministry of Finance Public Notice No. 48 of 1996 for policies to which the standard policy reserve method is applied, and (b) the net level premium reserve method for policies to which the standard policy reserve method is not applied.