

Sony Life's Supplementary Data for the Year Ended March 31, 2014 at Press Conference

(1) Status of Insurance Policies

(Millions of yen)

	Year ended March 31, 2013		Six months ended September 30, 2013		Year ended March 31, 2014		
		% YoY change		% YoY change		% YoY change	
Annualized premiums from new policies	73,263	3.4%	30,168	(6.2%)	63,992	(12.7%)	
Of which third-sector products	18,397	7.6%	6,941	(14.5%)	13,486	(26.7%)	
Annualized premiums of insurance in force	669,937	5.4%	681,498	5.1%	696,986	4.0%	
Of which third-sector products	158,686	6.5%	165,048	7.8%	167,075	5.3%	
Income from insurance premiums	925,874	13.5%	437,980	2.1%	960,986	3.8%	
Individual life insurance and annuities	917,560	13.6%	434,103	2.2%	952,478	3.8%	
Group insurance and annuities	6,912	4.3%	3,528	7.2%	7,181	3.9%	
New policy amount	4,454,607	6.0%	1,874,839	(6.9%)	3,889,379	(12.7%)	
Policy amount in force	37,779,043	4.7%	38,357,137	4.5%	39,095,004	3.5%	
Lapse and surrender amount	1,911,936	(7.0%)	876,422	(8.3%)	1,739,487	(9.0%)	
Lapse and surrender rate	%	5.31	0.62ppt down	2.32	0.33ppt down	4.61	0.7ppt down

Notes:

1. The above figures excluding income from insurance premiums represent total amounts of individual life insurance and individual annuities.
2. Lapse and surrender amount as well as lapse and surrender rate do not include reinstatement.
3. 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.
4. 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, 2013		As of September 30, 2013		As of March 31, 2014		
		% YoY change		% YoY change		% YoY change	
Total assets (Millions of yen)	5,952,750	14.0%	6,247,480	13.9%	6,624,903	11.3%	
Real net asset A (100 millions of yen)	13,968	60.3%	12,824	33.0%	13,464	(3.6%)	
Real net asset A / General account asset	%	25.9	7.7ppt up	22.7	3.6ppt up	22.5	3.4ppt down
Real net asset B (100 millions of yen)	8,451	18.1%	8,634	13.8%	9,161	8.4%	
Real net asset B / General account asset	%	15.6	0.6ppt up	15.3	0.3ppt up	15.3	0.3ppt down
Solvency margin ratio	%	2,281.8	301.4ppt up	2,325.0	175.4ppt up	2,358.7	76.9ppt up

Note: Sony Life conducts overall asset-liability management (ALM) by determining the liability characteristics of its long-term insurance policies and marking to market both assets and liabilities. Consequently, the Company invests in long-term debt, chiefly long-term government bonds, to ensure adequate liquidity of assets. The majority of holdings are categorized as held-to-maturity bonds.

"Real net assets" are a standard used by regulatory authorities, who may use this as a basis for issuing an order to suspend operations from the standpoint of management soundness. Real net assets (indicated as "Real net assets (A)") do not adequately reflect the results of ALM because although this measure includes the market value of assets, including held-to-maturity bonds, it does not reflect the market value of liabilities. If regulatory authorities were to appropriately reflect ALM activities, valuation would clearly exclude net unrealized gains (losses) on held-to-maturity bonds and policy reserve matching bonds. Accordingly, Sony Life calculates net real assets (shown as "Real net assets (B)") on this basis.

(3) Core Profit / Negative Spread / Investment yield

(Millions of yen)

	Year ended March 31, 2013		Year ended March 31, 2014		Forecast for the year ending March 31, 2015
		% YoY change		% YoY change	
Core profit	80,045	11.7%	72,365	(9.6%)	Slightly increase

(100 millions of yen)

	Year ended March 31, 2013		Year ended March 31, 2014		Forecast for the year ending March 31, 2015
		YoY amount change		YoY amount change	
Positive spread (Minus amount indicates negative spread)	(21)	36	84	63	Increase

	Year ended March 31, 2013		Year ended March 31, 2014		Forecast for the year ending March 31, 2015
Investment yield for core profit	(%)	2.31	2.35	Decrease	
Investment yield (General account)	(%)	2.12	2.2	Decrease	
Average assumed interest rate	(%)	2.27	2.18	Decrease	

(4) Policy and Other Reserves

(Millions of yen)

	As of		As of		As of	
	March 31, 2013	YoY amount change	September 30, 2013	YoY amount change	March 31, 2014	YoY amount change
Policy reserves (excluding contingency reserve)	5,413,369	625,686	5,705,212	677,464	6,059,962	646,592
General accounts (excluding contingency reserve)	4,870,898	520,187	5,114,987	525,075	5,428,484	557,586
Separate accounts (excluding contingency reserve)	542,471	105,499	590,225	152,389	631,477	89,006
Reserve for price fluctuations	32,264	6,945	36,342	7,738	41,556	9,291
Contingency reserve	59,561	4,223	61,664	4,360	63,671	4,110
Contingency reserve I	20,689	1,058	21,026	983	21,400	710
Contingency reserve II	16,463	545	16,771	554	17,129	666
Contingency reserve III	16,421	2,219	17,772	2,480	18,939	2,517
Contingency reserve IV	5,986	399	6,093	341	6,202	215
Contingency reserve fund	—	—	—	—	—	—
Price fluctuations reserve fund	—	—	—	—	—	—

(5) Unrealized Gains (Losses)

(Millions of yen)

	As of		As of		As of	
	March 31, 2013	YoY amount change	September 30, 2013	YoY amount change	March 31, 2014	YoY amount change
Securities	675,034	458,184	529,634	246,315	554,705	(120,329)
Japanese stocks	6,233	369	8,748	6,578	8,968	2,735
JGBs, other bonds	654,486	447,812	505,171	225,416	528,305	(126,180)
Foreign securities	13,126	9,047	14,744	13,622	16,371	3,245
Real estate	17,952	7,904	18,882	7,798	17,975	23

Notes:

1. 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.)
2. 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, 2014		
Japanese stocks	23,738	76	Flat
JGBs, other bonds	5,913,448	502,762	Increase
Foreign stocks	24,410	3	Flat
Foreign bonds	92,695	21,772	Increase
Real estate	81,310	(3,874)	Flat

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

		As of
		March 31, 2014
Japanese stocks (NIKKEI Average)	(yen)	8,582
Japanese stocks (TOPIX)	(ppt)	696
JGBs, other bonds	(%)	1.4
Foreign securities	(yen)	76

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, 2015

	Forecast
Income from insurance premiums	Decrease
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, 2014.

ii) Contributions to Domestic Banks

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

Notes:

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

(10) Number of Employees

	As of March 31, 2013		As of September 30, 2013		As of March 31, 2014	
		% YoY change		% YoY change		% YoY change
Sales employees	4,629	0.7%	4,628	1.2%	4,736	2.3%
Office employees	1,694	15.9%	1,767	11.6%	1,811	6.9%

(11) Policyholder Dividend

(Millions of yen)

	Year ended March 31, 2013		Year ended March 31, 2014	
		% YoY change		% YoY change
Individual life insurance & individual annuities	(156)	-	(13)	-
Group life insurance	2,233	65.5%	2,178	(2.4%)
Group annuities	28	-	67	136.4%
Total	2,104	119.5%	2,232	6.1%

	Year ended March 31, 2013	Year ended March 31, 2014
Provision for Reserve for Policyholders' Dividends	(156)	(13)
The standard dividend yield for dividend		
Assumed interest rates of 2.00% or less		
Level-premium	1.55%	1.55%
Lump-sum premium and others	1.20%	1.20%
Assumed interest rates of more than 2.00%		
Level-premium	1.40%	1.40%
Lump-sum premium and others	1.05%	1.05%

Note:

Provision for reserve for policyholders' dividends represents total amounts of individual life insurance and individual annuities.

(12) Over-the-counter Sales through Banks

(Millions of yen)

		Year ended March 31, 2013		Year ended March 31, 2014	
			% YoY change		% YoY change
Variable annuities	Number of new policies	-	(100.0%)	3	(-)
	Insurance premiums	-	(100.0%)	3	(-)
Fixed annuities	Number of new policies	8	(55.6%)	54	(575.0%)
	Insurance premiums	2	(54.6%)	13	(449.1%)

Notes:

- Figures on the above table excludes operating performance of AEGON Sony Life Insurance Co., Ltd.
- 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 March 31, 2013		Year ended March 31, 2014	
			% YoY change		% YoY change
Lump-sum premium whole life insurance	Number of new policies	-	(-)	-	(-)
	Insurance premiums	-	(-)	-	(-)
Lump-sum premium endowment insurance	Number of new policies	-	(-)	318	(-)
	Insurance premiums	-	(-)	1,844	(-)

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 March 31, 2013		Year ended March 31, 2014	
			% YoY change		% YoY change
Lump-sum premium life insurance	Number of new policies	318	28.2%	98	(69.2%)
	Insurance premiums	1,628	59.3%	633	(61.1%)
Level premium plan life insurance	Number of new policies	1,705	(35.9%)	1,333	(21.8%)
	Insurance premiums	761	28.7%	531	(30.2%)

Notes:

- 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.
- Number of new policies for the year ended March 31, 2014 includes endowment insurance, Living benefit insurance (whole life type), Comprehensive medical insurance, etc.

Other Supplementary Data (for the Year Ended March 31, 2014)

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

(Billions of yen)

	Year ended March 31, 2013	Six months ended September 30, 2013	Year ended March 31, 2014
Provision of policy reserve of the general account assets for minimum guarantee for variable annuities and others	(1.3)	1.2	4.2

*Reversal of policy reserves is shown as a minus figure.