

Sony Life's Supplementary Data for the Year Ended March 31, 2019
at Press Conference

(1) Status of Insurance Policies (Millions of yen)

	For the year ended March 31, 2018		For the six months ended September 30, 2018		For the year ended March 31, 2019	
		YoY change		YoY change		YoY change
Annualized premiums from new policies	73,073	(6.5%)	37,989	+17.3%	87,918	+20.3%
Third-sector products	12,984	(17.4%)	7,311	+22.0%	15,251	+17.5%
Annualized premiums of insurance in force	848,823	+3.4%	864,668	+3.7%	889,347	+4.8%
Third-sector products	191,895	+2.4%	194,918	+2.8%	197,520	+2.9%
Income from insurance premiums	1,059,269	+10.7%	542,005	+12.8%	1,136,104	+7.3%
Individual life insurance and annuities	1,050,339	+10.8%	537,793	+12.9%	1,126,485	+7.2%
Group insurance and annuities	6,386	+5.7%	3,083	(0.7%)	6,247	(2.2%)
New policy amount	5,287,977	+6.7%	3,159,775	+41.6%	6,150,493	+16.3%
Policy amount in force	47,253,441	+4.2%	48,506,688	+4.9%	49,570,879	+4.9%
Lapse and surrender amount	2,250,823	+22.4%	1,587,351	+81.7%	2,858,321	+27.0%
Lapse and surrender rate (%)	4.97	+0.70pt	3.36	+1.43pt	6.06	+1.09pt

- Notes:
- The above figures excluding income from insurance premiums represent total amounts of individual life insurance and individual annuities.
 - The amounts of lapse and surrender 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 and group annuities.
 - Annualized premiums, which are total of 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 single premium policies, premiums are divided by the number of coverage years.)

(2) Status of Assets

	As of March 31, 2018		As of September 30, 2018		As of March 31, 2019	
		YoY change		YoY change		YoY change
Total assets (Millions of yen)	9,567,689	+7.8%	10,070,585	+9.4%	10,380,148	+8.5%
Real net asset A (100 millions of yen)	28,597	+7.6%	25,587	(2.1%)	34,323	+20.0%
Real net asset B (100 millions of yen)	12,422	+4.8%	12,429	+3.3%	13,180	+6.1%
Solvency margin ratio (%)	2,624.3	+55.5pt	2,618.9	(12.9pt)	2,590.5	(33.8pt)

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 fair value of assets, including held-to-maturity bonds, it does not reflect the fair 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 / Positive Spread / Yields

(Millions of yen)

	For the year ended March 31, 2018		For the year ended March 31, 2019		Forecast for the year ending March 31, 2020
		YoY change		YoY change	
Core profit	81,384	(2.9%)	97,242	+19.5%	Decrease

(100 millions of yen)

	For the year ended March 31, 2018		For the year ended March 31, 2019		Forecast for the year ending March 31, 2020
		YoY amount change		YoY amount change	
Positive spread	177	+23	182	+5	Flat

	For the year ended March 31, 2018	For the year ended March 31, 2019	Forecast for the year ending March 31, 2020
Investment yield for core profit (%)	2.22	2.19	Decrease
Investment yield (%) (General account)	1.63	1.94	Decrease
Average assumed interest rate (%)	1.97	1.94	Flat

(4) Policy and Other Reserves

(Millions of yen)

	As of March 31, 2018		As of September 30, 2018		As of March 31, 2019	
		YoY amount change		YoY amount change		YoY amount change
Policy reserves (excluding contingency reserve)	8,476,160	+628,679	8,894,900	+734,402	9,169,808	+693,648
General accounts (excluding contingency reserve)	7,369,232	+493,105	7,627,934	+530,403	7,890,665	+521,432
Separate accounts (excluding contingency reserve)	1,106,927	+135,574	1,266,965	+203,998	1,279,143	+172,215
Reserve for price fluctuations	47,929	+1,924	48,967	+2,057	50,105	+2,175
Contingency reserve	89,915	+7,451	94,325	+8,248	98,613	+8,698
Contingency reserve fund	—	—	—	—	—	—
Price fluctuations reserve fund	—	—	—	—	—	—

(5) Unrealized Gains (Losses)

(Millions of yen)

	As of March 31, 2018		As of September 30, 2018		As of March 31, 2019	
		YoY amount change		YoY amount change		YoY amount change
Securities	1,786,723	+141,761	1,468,313	(115,415)	2,282,034	+495,311
Japanese stocks	16,982	+3,585	14,731	(1,411)	9,458	(7,524)
Japanese bonds	1,788,148	+134,963	1,491,321	(85,362)	2,271,562	+483,413
Foreign securities	(18,528)	+3,240	(37,866)	(28,659)	872	+19,400
Real estate	68,400	(1,264)	69,127	(1,434)	99,416	+31,015

Notes:

1. 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 held-to-maturity securities and policy-reserve-matching bonds and net unrealized gains (losses) on available-for-sale securities, net of taxes, other than trading-purpose securities (The amount includes "money held in trust", but excludes trading-purpose securities).
2. Real estate is directed to domestic real estate, including land lease right, and the amount is the level after revaluation.

(6) Investment Results

(Millions of yen)

	For the year ended March 31, 2019	YoY amount change
Japanese stocks	20,932	(10,181)
Japanese bonds	10,129,659	+944,374
Foreign stocks, etc.	15,014	(8,135)
Foreign bonds	542,014	+191,016
Real estate	183,044	+28,574

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

	As of March 31, 2019
Japanese stocks (yen) (The Nikkei Stock Average)	9,592
Japanese stocks (TOPIX) (pt)	719
Japanese bonds (%)	1.7
Foreign securities (yen)	106

Notes:

1. Japanese stocks are fully linked to the Nikkei stock 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 Fiscal Year Ending March 31, 2020

	Forecast
Income from insurance premiums	Increase
Policy amount in force	Increase
Annualized premiums for policies in force	Increase

(9) Number of Employees

(Persons)

	As of March 31, 2018		As of September 30, 2018		As of March 31, 2019	
		YoY change		YoY change		YoY change
Sales employees	5,826	+4.3%	5,830	+3.3%	5,834	+0.1%
Office employees	2,420	+6.1%	2,508	+6.3%	2,627	+8.6%

(10) Dividends to Policyholders (Provision of Reserve for Dividends to Policyholders)

(Millions of yen)

	For the year ended		For the year ended	
	March 31, 2018	YoY change	March 31, 2019	YoY change
Individual life insurance and individual annuities	177	+1.8%	102	(42.3%)
Group life insurance	3,090	(20.9%)	2,041	(33.9%)
Group annuities	3	(94.9%)	1	(57.8%)
Total	3,271	(21.2%)	2,146	(34.4%)

(11) Over-the-counter Sales through Banks

(Millions of yen)

		For the year ended		For the year ended	
		March 31, 2018	YoY change	March 31, 2019	YoY change
Variable annuities	Number of new policies	1	+0.0%	4	+300.0%
	Insurance premiums	0	(55.5%)	3	+3,399.0%
Fixed annuities	Number of new policies	—	—	—	—
	Insurance premiums	—	—	—	—

Note: Insurance premiums refer to single premium amount for single premium policies, and a figure converted to a per-year premium for other policies.

(Millions of yen)

		For the year ended		For the year ended	
		March 31, 2018	YoY change	March 31, 2019	YoY change
Single premium whole life insurance	Number of new policies	—	—	—	—
	Insurance premiums	—	—	—	—
Single premium endowment insurance	Number of new policies	—	—	—	—
	Insurance premiums	—	—	—	—

Note: Insurance premiums refer to single premium amount for single premium policies, and a figure converted to a per-year premium for other policies.

(Millions of yen)

		For the year ended		For the year ended	
		March 31, 2018	YoY change	March 31, 2019	YoY change
Single premium life insurance	Number of new policies	—	—	—	—
	Insurance premiums	—	—	—	—
Level premium plan life insurance	Number of new policies	264	(37.7%)	108	(59.1%)
	Insurance premiums	93	(12.4%)	23	(75.1%)

Notes:

- Insurance premiums refer to single premium amount for single premium policies, and a figure converted to a per-year premium for other policies.
- Number of new policies for the year ended March 31, 2019 includes product such as family income insurance with living standard standard rider, U.S. dollar-denominated whole life insurance and living benefit whole life insurance (living standard type).