# **Supplementary Financial Information**

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# **Non-consolidated Information**

# Assets

#### Loans Categorized by Internal Classification of Borrowers

|  |           | (Millions of Yen) |
|--|-----------|-------------------|
| As of March 31,  | 2016      | 2015              |
| Loans to legally bankrupt and substantially bankrupt borrowers | 497       | 563               |
| Loans to borrowers with high possibility of bankruptcy         | 3,224     | 2,066             |
| Loans with collection risk                                     | 16,695    | 17,356            |
| Subtotal   | 20,417    | 19,986            |
| Proportion of total loans (%)                                  | 0.32      | 0.30              |
| Normal loans   | 6,411,416 | 6,697,746         |
| Total  | 6,431,834 | 6,717,733         |

Notes: 1. Loans to legally bankrupt and substantially bankrupt borrowers are loans to borrowers that have been found or are likely to be found legally bankrupt through fillings for the

commencement of bankruptcy, corporate reorganization or civil rehabilitation proceedings, and loans to borrowers of similar status. 2. Loans to borrowers with high possibility of bankruptcy are loans with a high probability of failure in the payment of principal or interest under terms of the loan agreement due to the borrower's deteriorated financial status and/or business performance. These loans exclude loans to legally bankrupt and substantially bankrupt borrowers.

3. Loans with collection risk consist of loans in arrears three months or more and restructured loans. Loans in arrears three months or more are loans with principal or interest in arrears for three or more months from the day following the payment date established by the loan agreement (excluding the loans described above in Notes 1. and 2.). Restructured loans are loans with favorable concessions given to the borrower (including interest reduction or exemption, relaxed interest payments, relaxed principal repayments and loans in arrears three months or more.

4. Normal loans are loans to borrowers whose financial status and business performance exhibit no particular problems. These loans exclude the loans described above in Notes 1. to 3.

# Non-performing Loans

|   |        | (Millions of Yen) |
|---|--------|-------------------|
| As of March 31,                             | 2016   | 2015              |
| Loans to bankrupt borrowers                 | _      | _                 |
| Loans in arrears                            | 3,722  | 2,630             |
| Loans in arrears for three months or longer | —      | —                 |
| Restructured loans                          | 16,450 | 17,083            |
| Total                                       | 20,172 | 19,713            |
| Non-performing loans/total loans (%)        | 0.41   | 0.39              |

Notes: 1. Loans to bankrupt borrowers and substantially bankrupt borrowers including collateralized and guaranteed loans are directly deducted from total loans based on estimated uncollectible amounts. This is calculated as the remainder after deducting any amounts expected to be collected through the disposal of collateral or the execution of guarantees. The amounts recognized in the financial statements were ¥44 million for loans to bankrupt borrowers and ¥5 million for loans in arrears as of March 31, 2015; and ¥44 million for loans to bankrupt borrowers and ¥1 million for loans in arrears as of March 31, 2016.

2. Loans to bankrupt borrowers are loans to borrowers that are legally bankrupt through filings for proceedings under the Corporate Reorganization Act, Civil Rehabilitation Act, Bankruptcy Act or Company Act; loans to borrowers with notes suspended from trading on exchanges; and loans to borrowers that have filed for similar legal proceedings based on overseas laws. Interest is not accrued as income on these loans, which remain in arrears on principal and interest payments with little likelihood for the recovery of principal or interest.

3. Loans in arrears are loans that do not accrue interest. These loans exclude loans to bankrupt borrowers and loans with modified interest payment terms and conditions extended in order to support the borrowers or business restructuring.

4. Loans in arrears for three months or longer are loans with principal or interest in arrears for three or more months from the day following the payment date established by the loan agreement. These loans exclude loans to bankrupt borrowers and loans in arrears.

5. Restructured loans are loans with favorable concessions given to the borrower (including interest reduction or exemption, relaxed interest payments, relaxed principal repayments and loan forgiveness) in order to support the rebuilding of operations at the borrower. These loans exclude loans to bankrupt borrowers, loans in arrears, and loans in arrears for three months or longer.

# Self Assessment of Loans and other Assets

Under relevant regulations, insurance companies are obliged to assess the quality of their assets. Prior to determining write-offs or allowance, each asset is classified according to collectability and impairment risk.

To ensure stringent implementation, the Company has established detailed rules governing the procedures for self assessment. In addition,

a separate department performs internal audits on these rules and the results of self assessment. External accounting auditors provide a further check to ensure the reliability of the self assessment.

|                   |           |                              |           | (Millions of Yen)         |
|-------------------|-----------|------------------------------|-----------|---------------------------|
| As of March 31,   |           | 2016                         | 2         | 015                       |
|                   | Amount    | % of total value<br>of loans | Amount    | % of total value of loans |
| Not Classified    | 6,387,813 | 99.3                         | 6,669,443 | 99.3                      |
| Class II          | 43,951    | 0.7                          | 48,215    | 0.7                       |
| Class III         | 69        | 0.0                          | 73        | 0.0                       |
| Class IV          | _         | _                            | _         | _                         |
| Subtotal of II–IV | 44,021    | 0.7                          | 48,289    | 0.7                       |
| Total             | 6,431,834 | 100.0                        | 6,717,733 | 100.0                     |

Notes: 1. Loans and other assets comprise loans, loaned securities, customers' liabilities under acceptances and guarantees, accrued income (asset related) and suspense payments (loan style).

2. The above chart presents figures after posting write-offs and allowances.

3. "Not classified" loans are deemed as non-problematic based on collectability or impairment risk.

4. "Class II" loans and other assets are deemed to present higher than normal collectability risks due to such reasons as the borrower's failure to meet conditions for maintaining such loans and other issues of creditworthiness.

5. "Class III" loans and other assets present serious doubts regarding their ultimate collectability or value. These assets are very likely to result in an impairment loss, but the amount of impairment cannot reasonably be estimated.

6. "Class IV" assets are deemed to be uncollectible or worthless.

## Loans Involving Guaranteed Investment Trusts

Not applicable.

# Enhancement of Ability for Insurance Claim and Benefit Payout (Solvency margin ratio)

|  |           | (Millions of Yen |
|--|-----------|------------------|
| As of March 31,  | 2016      | 2015             |
| (A) Total solvency margin  | 6,805,494 | 7,190,670        |
| ① Foundation funds   | 1,079,518 | 1,029,910        |
| ② Reserve for price fluctuation  | 521,677   | 492,482          |
| ③ Contingency reserves   | 675,573   | 667,346          |
| ④ General allowance for possible loan losses   | 1,310     | 1,677            |
| (5) Net unrealized gains (losses) on available-for-sale securities (before tax effect deduction) and deferred unrealized gains (losses) on derivatives under hedge accounting (before tax effect deduction) × 90% (100% in case of losses) | 2,857,322 | 3,582,085        |
| 6 Unrealized gains on land $	imes$ 85% (100% in case of losses)  | 281,996   | 246,998          |
| $\overline{\mathcal{O}}$ Excess of continued Zillmerized reserve   | 966,800   | 990,405          |
| ③ Qualifying subordinated debt   | 338,310   | 100,000          |
| (9) Excess of continued Zillmerized reserve and qualifying subordinated debt not included in margin calculation  | —         | -                |
| 10 Deductions  | _         | -                |
| ① Other (tax effect adjustment)  | 82,985    | 79,763           |
| (B) Total risk $\sqrt{(12+(3)^2+(12+(5)+(6)^2+(12))^2}+(12)$   | 1,450,251 | 1,381,407        |
| 12 Insurance risk  | 118,650   | 118,922          |
| (1) Third-sector insurance risk  | 56,014    | 53,597           |
| (1) Assumed interest rate risk   | 150,273   | 154,118          |
| (5) Minimum guarantee risk   | 8,800     | 9,772            |
| (6) Investment risk  | 1,248,733 | 1,176,205        |
| 🗇 Business management risk   | 31,649    | 30,252           |
| Solvency margin ratio $\frac{(A)}{(1,0)} \times 100 (\%)$  |           |                  |
| (1/2)×(B) (1/2)×(B)  | 938.5     | 1,041.0          |

Notes: 1. The figures presented above are calculated based on provisions in Article 86 and 87 of the Ordinance for Enforcement of the Insurance Business Act and the Ministry of Finance Notification No. 50 in 1996. In addition, the method of determining the total solvency margin was partially revised in accordance with the revisions of the Ordinance for Enforcement of the Insurance Business Act. The revised method is applied to the calculation of such margin for the year ended March 31, 2016 and beyond.

2. Minimum guarantee risk is calculated based on standard methods stipulated in Article 2, Paragraph 4 of said notification.

# **Real Net Assets**

|  |           | (Millions of Yen) |
|--|-----------|-------------------|
| As of March 31,  | 2016      | 2015              |
| Real net assets  | 9,515,679 | 8,899,331         |
| Ratio of real net assets to general account assets (%) | 26.6      | 25.0              |

Note: Calculated based on provisions of Article 3, Paragraph 2 of the Order Providing for the Categories, etc. prescribed in Article 132, Paragraph 2 of the Insurance Business Act.

#### Reference

|   |           | (Millions of Yen) |
|---|-----------|-------------------|
| As of March 31,   | 2016      | 2015              |
| Real net assets after deducting unrealized gains and losses on held-to-maturity debt securities and |           |                   |
| policy-reserve-matching bonds   | 6,870,848 | 7,601,202         |

Note: Calculated based on provisions of Article 3, Paragraph 2 of the Order Providing for the Categories, etc. prescribed in Article 132, Paragraph 2 of the Insurance Business Act and Section II-2-2-6 of Comprehensive Guidelines for Supervision of Insurance Companies issued by the Financial Services Agency.

# Gains and Losses on Valuation of Trading Securities

|                    |                         |  |                         | (Millions of Yen)  |
|--------------------|-------------------------|--|-------------------------|--|
| As of March 31,    |                         | 2016   | :                       | 2015   |
|                    | Balance sheet<br>amount | Valuation gains/losses<br>included in the<br>statement of income | Balance sheet<br>amount | Valuation gains/losses<br>included in the<br>statement of income |
| Trading securities | 746,596                 | (59,656)   | 808,800                 | 25,474   |
| General account    | _                       | —  | _                       | —  |
| Separate account   | 746,596                 | (59,656)   | 808,800                 | 25,474   |

# Fair Value of Securities

# • Securities with Fair Value (excluding trading securities)

|  |            |            |           |                  |          |            |            |           |                  | (Millions of Yen |
|--|------------|------------|-----------|------------------|----------|------------|------------|-----------|------------------|------------------|
| As of March 31,                          |            |            | 2016      |                  |          |            |            | 2015      |                  |                  |
|  |            |            |           | Net gains/losses |          |            |            |           | Net gains/losses | \$               |
|  | Book value | Fair value |           | Gains            | Losses   | Book value | Fair value |           | Gains            | Losses           |
| Held-to-maturity debt securities         | 4,855,067  | 5,844,342  | 989,274   | 989,964          | (689)    | 5,249,888  | 5,896,950  | 647,061   | 647,860          | (798)            |
| Policy-reserve-matching bonds            | 7,162,085  | 8,817,642  | 1,655,556 | 1,655,563        | (7)      | 6,820,691  | 7,471,758  | 651,066   | 651,066          | _                |
| Stocks of subsidiaries<br>and affiliates | _          | _          | _         | _                | _        | _          | _          | _         | _                | _                |
| Available-for-sale securities            | 12,367,508 | 15,543,135 | 3,175,626 | 3,248,357        | (72,730) | 11,642,072 | 15,620,689 | 3,978,616 | 3,995,764        | (17,147)         |
| Domestic bonds                           | 4,752,079  | 5,292,559  | 540,479   | 541,220          | (741)    | 4,431,621  | 4,823,786  | 392,165   | 392,909          | (743)            |
| Domestic stocks                          | 1,651,311  | 3,439,110  | 1,787,799 | 1,802,177        | (14,378) | 1,653,260  | 4,070,475  | 2,417,214 | 2,424,331        | (7,117)          |
| Foreign securities                       | 5,662,264  | 6,484,268  | 822,004   | 871,607          | (49,603) | 5,328,260  | 6,460,968  | 1,132,708 | 1,141,981        | (9,273)          |
| Foreign bonds                            | 5,051,489  | 5,750,923  | 699,433   | 741,873          | (42,439) | 4,757,793  | 5,684,550  | 926,756   | 935,936          | (9,179)          |
| Foreign stocks and others                | 610,774    | 733,345    | 122,570   | 129,733          | (7,163)  | 570,466    | 776,417    | 205,951   | 206,045          | (93)             |
| Other securities                         | 251,881    | 274,920    | 23,038    | 31,044           | (8,006)  | 195,445    | 230,158    | 34,712    | 34,725           | (12)             |
| Monetary claims bought                   | 25,971     | 28,278     | 2,307     | 2,307            | —        | 27,484     | 29,300     | 1,816     | 1,816            |                  |
| Negotiable deposits                      | 24,000     | 23,998     | (1)       | —                | (1)      | 6,000      | 6,000      | 0         | 0                | (0)              |
| Others                                   | _          | _          | _         | _                | _        | _          | _          | _         | _                |                  |
| Total                                    | 24,384,662 | 30,205,120 | 5,820,458 | 5,893,885        | (73,427) | 23,712,652 | 28,989,397 | 5,276,745 | 5,294,691        | (17,946)         |
| Domestic bonds                           | 16,458,020 | 19,619,067 | 3,161,046 | 3,161,795        | (748)    | 16,174,274 | 17,847,825 | 1,673,550 | 1,674,410        | (859)            |
| Domestic stocks                          | 1,651,311  | 3,439,110  | 1,787,799 | 1,802,177        | (14,378) | 1,653,260  | 4,070,475  | 2,417,214 | 2,424,331        | (7,117)          |
| Foreign securities                       | 5,778,096  | 6,606,819  | 828,722   | 879,015          | (50,292) | 5,455,964  | 6,593,106  | 1,137,141 | 1,146,989        | (9,847)          |
| Foreign bonds                            | 5,167,321  | 5,873,474  | 706,152   | 749,281          | (43,129) | 4,885,497  | 5,816,688  | 931,190   | 940,944          | (9,753)          |
| Foreign stocks and others                | 610,774    | 733,345    | 122,570   | 129,733          | (7,163)  | 570,466    | 776,417    | 205,951   | 206,045          | (93)             |
| Other securities                         | 251,881    | 274,920    | 23,038    | 31,044           | (8,006)  | 195,445    | 230,158    | 34,712    | 34,725           | (12)             |
| Monetary claims bought                   | 221,352    | 241,204    | 19,852    | 19,852           | _        | 227,707    | 241,833    | 14,125    | 14,233           | (108)            |
| Negotiable deposits                      | 24,000     | 23,998     | (1)       | _                | (1)      | 6,000      | 6,000      | 0         | 0                | (0)              |
| Others                                   | _          | _          | _         | _                | _        | _          | _          | _         | _                | _                |

Note: Includes securities that are deemed appropriate to handle under the Financial Instruments and Exchange Act.

# • Held-to-Maturity Debt Securities

| -  |                         |            |            |                         |            | (Millions of Yen) |
|--|-------------------------|------------|------------|-------------------------|------------|-------------------|
| As of March 31,  |                         | 2016       |            |                         | 2015       |                   |
|  | Balance sheet<br>amount | Fair value | Difference | Balance sheet<br>amount | Fair value | Difference        |
| Securities whose fair value exceeds the balance sheet amount         | 4,842,623               | 5,832,587  | 989,964    | 5,197,034               | 5,844,894  | 647,860           |
| Domestic bonds   | 4,543,854               | 5,508,865  | 965,010    | 4,909,008               | 5,539,443  | 630,434           |
| Foreign bonds  | 103,387                 | 110,795    | 7,407      | 101,111                 | 106,119    | 5,007             |
| Others   | 195,380                 | 212,925    | 17,545     | 186,913                 | 199,331    | 12,417            |
| Securities whose fair value does not exceed the balance sheet amount | 12,444                  | 11,755     | (689)      | 52,854                  | 52,055     | (798)             |
| Domestic bonds   | _                       | _          | _          | 12,952                  | 12,836     | (116)             |
| Foreign bonds  | 12,444                  | 11,755     | (689)      | 26,592                  | 26,018     | (573)             |
| Others   | _                       | _          | _          | 13,309                  | 13,201     | (108)             |

# Policy-Reserve-Matching Bonds

|  |                         |            |            |                         |            | (Millions of Yen) |
|--|-------------------------|------------|------------|-------------------------|------------|-------------------|
| As of March 31,  |                         | 2016       |            |                         | 2015       |                   |
|  | Balance sheet<br>amount | Fair value | Difference | Balance sheet<br>amount | Fair value | Difference        |
| Securities whose fair value exceeds the balance sheet amount         | 7,161,185               | 8,816,749  | 1,655,563  | 6,820,691               | 7,471,758  | 651,066           |
| Domestic bonds   | 7,161,185               | 8,816,749  | 1,655,563  | 6,820,691               | 7,471,758  | 651,066           |
| Others   | _                       | _          | _          | _                       | _          | _                 |
| Securities whose fair value does not exceed the balance sheet amount | 900                     | 892        | (7)        | _                       | _          | _                 |
| Domestic bonds   | 900                     | 892        | (7)        | _                       | _          | _                 |
| Others   | _                       | _          | _          | _                       | _          | _                 |

# Available-for-Sale Securities

|  |                                   |                         |            |                                   |                         | (Millions of Yen) |  |
|--|-----------------------------------|-------------------------|------------|-----------------------------------|-------------------------|-------------------|--|
| As of March 31,  |                                   | 2016                    |            | 2015                              |                         |                   |  |
|  | Acquisition or<br>amortized costs | Balance sheet<br>amount | Difference | Acquisition or<br>amortized costs | Balance sheet<br>amount | Difference        |  |
| Securities whose balance sheet amount exceeds the acquisition or amortized costs         | 10,476,734                        | 13,725,092              | 3,248,357  | 10,678,152                        | 14,673,917              | 3,995,764         |  |
| Domestic bonds   | 4,744,251                         | 5,285,472               | 541,220    | 4,371,423                         | 4,764,333               | 392,909           |  |
| Domestic stocks  | 1,515,554                         | 3,317,732               | 1,802,177  | 1,568,675                         | 3,993,007               | 2,424,331         |  |
| Foreign securities   | 4,046,382                         | 4,917,990               | 871,607    | 4,512,668                         | 5,654,650               | 1,141,981         |  |
| Other securities   | 144,574                           | 175,618                 | 31,044     | 194,900                           | 229,626                 | 34,725            |  |
| Monetary claims bought   | 25,971                            | 28,278                  | 2,307      | 27,484                            | 29,300                  | 1,816             |  |
| Negotiable deposits  | _                                 | _                       | _          | 3,000                             | 3,000                   | 0                 |  |
| Others   | _                                 | —                       | —          | —                                 | —                       | _                 |  |
| Securities whose balance sheet amount does not exceed the acquisition or amortized costs | 1,890,774                         | 1,818,043               | (72,730)   | 963,919                           | 946,771                 | (17,147)          |  |
| Domestic bonds   | 7,828                             | 7,086                   | (741)      | 60,197                            | 59,453                  | (743)             |  |
| Domestic stocks  | 135,757                           | 121,378                 | (14,378)   | 84,585                            | 77,468                  | (7,117)           |  |
| Foreign securities   | 1,615,881                         | 1,566,278               | (49,603)   | 815,591                           | 806,317                 | (9,273)           |  |
| Other securities   | 107,307                           | 99,301                  | (8,006)    | 545                               | 532                     | (12)              |  |
| Monetary claims bought   | _                                 | _                       | _          | _                                 | _                       | _                 |  |
| Negotiable deposits  | 24,000                            | 23,998                  | (1)        | 3,000                             | 2,999                   | (O)               |  |
| Others   | _                                 | _                       | _          | _                                 | _                       | _                 |  |

# · Book Value of Securities of Which Market Value is Extremely Difficult to Determine

|                                       |           | (Millions of Yen) |
|---------------------------------------|-----------|-------------------|
| As of March 31,                       | 2016      | 2015              |
| Held-to-maturity debt securities      | _         | _                 |
| Policy-reserve-matching bonds         | _         | _                 |
| Stocks of subsidiaries and affiliates | 890,889   | 285,948           |
| Available-for-sale securities         | 585,469   | 690,289           |
| Unlisted domestic stocks              | 48,290    | 48,294            |
| Unlisted foreign stocks               | 527,126   | 632,126           |
| Other foreign securities              | 1,461     | 1,721             |
| Others                                | 8,590     | 8,147             |
| Total                                 | 1,476,359 | 976,238           |

# Fair Value of Money-Held-in-Trust

Not applicable.

# Fair Value of Derivative Transactions

#### 1. Qualitative Information

#### (1) Content of Transactions

The main types of derivative transactions executed by the Company are those related to:

- Interest rates: interest rate futures, interest rate options, interest rate swaps and swaptions
- Currencies: foreign exchange contracts, currency options and currency swaps
- Stocks: stock index futures and stock options
- Bonds: bond futures and bond options

None of the Over-the-Counter (OTC) transactions involves excessive risk that may emerge from the complexity of the transaction structure.

#### (2) Transaction Policy

The Company positions derivative transactions as a key hedging method against risks associated with invested assets, insurance liabilities and bonds payable. In principle, such transactions are executed only for hedging purposes.

#### (3) Purpose of Transactions

Derivative transactions are mainly used as follows:

- Interest rate-related transactions are intended to fix the interest rate of loans and debts with floating rates and to hedge against interest rate risk of insurance liabilities.
- Currency-related transactions are intended to fix currency exchange rates applied to the purchase or sale of foreign currency denominated assets and liabilities, to minimize unexpected losses caused by exchange rate fluctuations, and avoid other risks associated with foreign currency exchange.
- Stock-related transactions are intended to avoid price fluctuation risk that may emerge from the planned purchase or sale of stocks due to a time lag between the decision on and execution of such deal as well as risks resulting from the fluctuation in the value of the Company's stock portfolio.
- Bond-related transactions are intended to avoid price fluctuation risk that may emerge from the planned purchase or sale of bonds due to a time lag between the decision on and execution of such deal.

Of the transactions described above, some interest-rate transactions are subject to exceptional accounting treatment and deferred hedge accounting. Also, some transactions aimed at avoiding foreign currency exchange risk are subject to fair value hedge accounting, deferred hedge accounting and the allocation method for currency swaps.

#### (4) Risk Content

In principle, these derivative transactions are aimed at hedging against invested asset risk, insurance liability risk and bonds payable risk. Accordingly, the market-related risk accompanying these transactions is mitigated and limited.

In addition, transactions are executed through market exchange or OTC transactions. The latter give due consideration to assessing the soundness of counterparties. Therefore, the Company believes these transactions pose limited risk that might emerge from counterparty default due to such reasons as insolvency.

#### (5) Risk Management Structure

With regard to handling derivative transactions, the Company limits risk by setting up policies and establishing limits by the type of transaction and by each counterparty. By using the Current Exposure Method, the Company calculates counterparty credit risk based on replacement cost, thereby limiting exposure risk. Counterparties are selected based on their soundness, giving due consideration to their ratings and other factors.

The overall status of these transactions is managed comprehensively. For example, the small-committee for investment risk management monitors the total value and balance of transactions and other invested assets subject to hedge accounting. Moreover, a system of internal checks is in place by segregating the departments executing the transactions from the administrative departments to ensure risk management is on an appropriate footing.

#### (6) Supplementary Explanation on Quantitative Information (i) Calculation of Fair Value

The fair value of interest rate swap transactions is stated at theoretical prices calculated by discounting the net future cash flows to the present value, or fair value obtained from counterparties at the balance sheet date.

The fair value of OTC transactions, such as foreign exchange contracts, is stated at theoretical prices based on the TTM, WM Reuters rate or discount rate at the balance sheet date, or fair value obtained from counterparties at the balance sheet date.

The fair value of stock index futures and bond futures is calculated based on closing or settlement prices as of March 31.

(ii) Net Gains and Losses on Transactions

In principle, the Company utilizes derivative transactions as a hedging method against risk associated with invested assets, insurance liabilities and bonds payable, and, therefore, does not engage in derivative transactions for speculative purpose.

For example, interest rate swap transactions related to invested assets are executed mainly for the purpose of fixing interest rates on assets with floating rates. Likewise, interest rate swap transactions related to insurance liabilities are intended to control the impact of interest rate fluctuations on such liabilities.

In short, the Company undertakes derivative transactions in combination with invested assets, insurance liabilities and bonds payable subject to hedge accounting, rather than on an individual transaction basis.

#### 2. Quantitative Information

#### (1) Breakdown of Net Gains (Losses) on Derivative Transactions (by Application and Non-Application of Hedge Accounting)

|                              |                          |                      |                   |                  |        |         |                          |                      |                   |                  | (M     | lillions of Yen) |
|------------------------------|--------------------------|----------------------|-------------------|------------------|--------|---------|--------------------------|----------------------|-------------------|------------------|--------|------------------|
| As of March 31,              |                          |                      | 2                 | 016              |        |         |                          |                      | 20                | 015              |        |                  |
|                              | Interest<br>rate-related | Currency-<br>related | Stock-<br>related | Bond-<br>related | Others | Total   | Interest<br>rate-related | Currency-<br>related | Stock-<br>related | Bond-<br>related | Others | Total            |
| Hedge accounting applied     | 59,990                   | 88,255               | _                 | _                | —      | 148,246 | 32,813                   | (75,719)             | —                 | _                | _      | (42,905)         |
| Hedge accounting not applied | (0)                      | (63)                 | 43                | _                | —      | (20)    | 10                       | (16)                 | (21)              | _                | _      | (27)             |
| Total                        | 59,989                   | 88,192               | 43                | —                | —      | 148,225 | 32,824                   | (75,735)             | (21)              | _                | _      | (42,933)         |

Note: Gains and losses on derivative transactions where fair value hedge accounting is applied included loss attributable to currency-related transactions totaling ¥70,919 million as of March 31, 2015 and gain attributable to currency-related transactions totaling ¥89,473 million as of March 31, 2016. These figures are presented on the statements of income, together with gains and losses on derivative transactions where hedge accounting is not applied.

#### (2) Transactions Where Hedge Accounting Is Not Applied

# ♦ Interest-Rate Related

|                                   |     |                         |            |                    |       |                         |            | (Millions of Yen)  |
|-----------------------------------|-----|-------------------------|------------|--------------------|-------|-------------------------|------------|--------------------|
| As of March 31,                   |     | 20                      | 16         |                    |       | 20                      | 15         |                    |
|                                   |     | al amount/<br>act value |            |                    |       | al amount/<br>act value |            |                    |
|                                   |     | Over 1 year             | Fair value | Net gains (losses) |       | Over 1 year             | Fair value | Net gains (losses) |
| OTC                               |     |                         |            |                    |       |                         |            |                    |
| Interest rate swaps               |     |                         |            |                    |       |                         |            |                    |
| Receipts fixed, payments floating | 100 | 100                     | (0)        | (0)                | 1,000 | 1,000                   | 10         | 10                 |
| Total                             |     |                         |            | (0)                |       |                         |            | 10                 |

Note: Net gains (losses) represent the fair values.

#### Reference: Amount and Proportion of Interest Rate Swaps by Remaining Contract Duration

| · · · · · · · · · · · · · · · · · · ·  |                  |   |          |      |          | -                |       |                  |   |          |                               |          | (Millio          | ons of Yen) |
|--|------------------|---|----------|------|----------|------------------|-------|------------------|---|----------|-------------------------------|----------|------------------|-------------|
| As of March 31,                        |                  |   |          | 2016 |          |                  |       |                  |   |          | 2015                          |          |                  |             |
|  | Within<br>1 year |   | years to |      | years to | Over<br>10 years | Total | Within<br>1 year |   | years to | Over 5<br>years to<br>7 years | years to | Over<br>10 years | Total       |
| Receipts fixed, payments floating swap |                  |   |          |      |          |                  |       |                  |   |          |                               |          |                  |             |
| Notional amount                        | —                | — | —        | —    | —        | 100              | 100   | _                | — | —        | —                             | —        | 1,000            | 1,000       |
| Average interest rate in receipt (%)   | —                | _ | _        | _    | _        | 0.46             | 0.46  | _                | _ | _        | _                             | _        | 1.17             | 1.17        |
| Average interest rate in payment (%)   | —                | _ | _        | _    | _        | 0.02             | 0.02  | _                | _ | _        | _                             | _        | 0.14             | 0.14        |

#### ♦ Currency-Related

|                                    |        |                         |            |                    |        |                         |            | (Millions of Yen)  |  |  |
|------------------------------------|--------|-------------------------|------------|--------------------|--------|-------------------------|------------|--------------------|--|--|
| As of March 31,                    |        | 20                      | 16         |                    | 2015   |                         |            |                    |  |  |
|                                    |        | al amount/<br>act value |            |                    |        | al amount/<br>act value | _          |                    |  |  |
|                                    |        | Over 1 year             | Fair value | Net gains (losses) |        | Over 1 year             | Fair value | Net gains (losses) |  |  |
| OTC                                |        |                         |            |                    |        |                         |            |                    |  |  |
| Foreign currency forward contracts |        |                         |            |                    |        |                         |            |                    |  |  |
| Sold                               | 12,946 | —                       | (103)      | (103)              | 11,566 | —                       | (46)       | (46)               |  |  |
| (Australian dollar)                | 12,226 | —                       | (105)      | (105)              | 888    | —                       | 3          | 3                  |  |  |
| (U.S. dollar)                      | 519    | _                       | 3          | 3                  | 8,654  | _                       | (53)       | (53)               |  |  |
| (Euro)                             | 169    | _                       | (1)        | (1)                | 977    | _                       | 7          | 7                  |  |  |
| (Canadian dollar)                  | _      | _                       | _          | _                  | 672    | _                       | (1)        | (1)                |  |  |
| (Others)                           | 32     | _                       | 0          | 0                  | 373    | _                       | (1)        | (1)                |  |  |
| Bought                             | 5,339  | _                       | 39         | 39                 | 11,641 | _                       | 30         | 30                 |  |  |
| (U.S. dollar)                      | 3,572  | _                       | (7)        | (7)                | 8,933  | _                       | 44         | 44                 |  |  |
| (Euro)                             | 1,641  | _                       | 46         | 46                 | 1,428  | _                       | (13)       | (13)               |  |  |
| (Canadian dollar)                  | 7      | _                       | 0          | 0                  | 567    | _                       | 1          | 1                  |  |  |
| (Others)                           | 117    | _                       | 0          | 0                  | 711    | _                       | (1)        | (1)                |  |  |
| Total                              |        |                         |            | (63)               |        |                         |            | (16)               |  |  |

Note: Net gains (losses) represent the fair values.

#### ♦ Stock-Related

| As of March 31,                                  |       | 20                      | 16         |                    | 2015  |                         |            |                    |  |  |
|--|-------|-------------------------|------------|--------------------|-------|-------------------------|------------|--------------------|--|--|
|  |       | al amount/<br>act value |            |                    |       | al amount/<br>act value |            |                    |  |  |
|  |       | Over 1 year             | Fair value | Net gains (losses) |       | Over 1 year             | Fair value | Net gains (losses) |  |  |
| Exchange-traded transactions                     |       |                         |            |                    |       |                         |            |                    |  |  |
| Yen Stock index futures                          |       |                         |            |                    |       |                         |            |                    |  |  |
| Sold   | 274   | _                       | 4          | 4                  | _     | _                       | _          | _                  |  |  |
| Bought   | 1,824 | _                       | 21         | 21                 | 1,059 | _                       | (25)       | (25)               |  |  |
| Foreign currency-denominated stock index futures |       |                         |            |                    |       |                         |            |                    |  |  |
| Bought   | 2,332 | _                       | 17         | 17                 | 1,681 | _                       | 3          | 3                  |  |  |
| Total  |       |                         |            | 43                 |       |                         |            | (21)               |  |  |

Note: Net gains (losses) represent the fair values.

#### ♦ Bond-Related

Not applicable.

#### (3) Transactions Where Hedge Accounting Is Applied

♦ Interest-Rate Related

|                              |   |                       |         |                         |                 |         |                         | (Millions of Yen |
|------------------------------|---|-----------------------|---------|-------------------------|-----------------|---------|-------------------------|------------------|
| As of March 31,              |   |                       |         | 2016                    |                 |         | 2015                    |                  |
|                              |   |                       |         | al amount/<br>act value |                 |         | al amount/<br>act value |                  |
| Hedge accounting method      | Туре  | Main hedged items     |         | Over 1 year             | -<br>Fair value |         | Over 1 year             | Fair value       |
| Deferred hedge<br>accounting | Interest rate swaps<br>Receipts fixed,<br>payments floating | Insurance liabilities | 233,900 | 233,900                 | 59,067          | 234,100 | 234,100                 | 31,576           |
| Special hedge<br>accounting  | Interest rate swaps<br>Receipts fixed,<br>payments floating | Loans                 | 28,948  | 18,948                  | 922             | 46,251  | 31,141                  | 1,237            |
| Total                        |   |                       |         |                         | 59,990          |         |                         | 32,813           |

# Reference: Amount and Proportion of Interest Rate Swaps by Remaining Contract Duration

(Millions of Yen)

| As of March 31,                        |                  |        |                               | 2016  |        |                  |         |                  |        |          | 2015  |          |                  |         |
|--|------------------|--------|-------------------------------|-------|--------|------------------|---------|------------------|--------|----------|-------|----------|------------------|---------|
|  | Within<br>1 year |        | Over 3<br>years to<br>5 years |       |        | Over<br>10 years | Total   | Within<br>1 year |        | years to |       | years to | Over<br>10 years | Total   |
| Receipts fixed, payments floating swap |                  |        |                               |       |        |                  |         |                  |        |          |       |          |                  |         |
| Notional amount                        | 10,000           | 15,000 | 4,118                         | 7,400 | 16,130 | 210,200          | 262,848 | 15,110           | 22,000 | 5,409    | 7,800 | 13,832   | 216,200          | 280,351 |
| Average interest rate in receipt (%)   | 1.95             | 1.97   | 1.51                          | 1.68  | 1.73   | 1.89             | 1.88    | 1.62             | 1.90   | 2.11     | 1.56  | 1.73     | 1.89             | 1.86    |
| Average interest rate in payment (%)   | 0.22             | 0.23   | 0.01                          | 0.04  | 0.16   | 0.06             | 0.08    | 0.25             | 0.31   | 0.34     | 0.14  | 0.21     | 0.14             | 0.17    |

#### ♦ Currency-Related

| <ul> <li>Currency-Relation</li> </ul> | ea                                    |  |           |                     |            |           |                     | (Millions of Yen) |
|---------------------------------------|---------------------------------------|--|-----------|---------------------|------------|-----------|---------------------|-------------------|
| As of March 31,                       |                                       |  |           | 2016                |            |           | 2015                |                   |
|                                       |                                       |  |           | amount/<br>ct value |            |           | amount/<br>ct value |                   |
| Hedge accounting met                  | hod Type                              | Main hedged items                      |           | Over 1 year         | Fair value |           | Over 1 year         | Fair value        |
| Fair value hedge accounting           | Foreign currency<br>forward contracts | Foreign-currency-<br>denominated bonds |           |                     |            |           |                     |                   |
|                                       | Sold                                  |  | 2,123,031 | _                   | 89,473     | 2,354,756 | _                   | (70,919)          |
|                                       | (U.S. dollar)                         |  | 1,808,792 | _                   | 86,840     | 2,010,069 | _                   | (89,973)          |
|                                       | (Euro)                                |  | 182,880   | _                   | 1,773      | 196,339   | _                   | 10,404            |
|                                       | (Australian dollar)                   |  | 131,358   | _                   | 859        | 148,347   | _                   | 8,649             |
| Deferred hedge<br>accounting          | Cross currency swaps<br>(Euro)        | Foreign-currency-<br>denominated bonds | 35,575    | 35,575              | (1,307)    | 35,575    | 35,575              | (4,800)           |
|                                       | (Australian dollar)                   |  | 4,305     | 4,305               | 89         | _         | _                   | _                 |
| Total                                 |                                       |  |           |                     | 88,255     |           |                     | (75,719)          |

Note: Excluding transactions related to foreign currency denominated monetary claims and liabilities whose value is fixed in yen at the time of settlement through such means as forward exchange contracts and can thus be included in yen on the balance sheet.

Stock-Related
 Not applicable.

Bond-Related
 Not applicable.

# Status of Stocks Held

# 1. Investment Securities Held Excluding Those Held Solely for the Purpose of Investment

Number of stocks held: 14 Total amount reported in the balance sheet: 54,302 million yen

# 2. Of Which, Details of Investment Securities Excluding Unlisted Stocks

# As of March 31, 2016

| A3 01 March 31, 2010 |                  |                      | (Thousand Shares, Millions of Yen)  |
|----------------------|------------------|----------------------|---|
| Stock                | Number of shares | Balance sheet amount | Purpose   |
| Talanx AG            | 12,493           | 47,878               | To reinforce a strategic partnership<br>aimed at promoting international<br>collaboration in the insurance business<br>in growing markets, with the aim of<br>facilitating the expansion of the<br>Company's overseas insurance<br>business |
| As of March 31, 2015 |                  |                      | (Thousand Shares, Millions of Yen)  |
| Stock                | Number of shares | Balance sheet amount | Purpose   |
| Talanx AG            | 16,393           | 62,393               | To reinforce a strategic partnership aimed<br>at promoting international collaboration in<br>the insurance business in growing<br>markets, with the aim of facilitating the<br>expansion of the Company's overseas<br>insurance business    |

# 3. Investment Securities Held Solely for Investment

|                                 |                         | -                     |                          |                         |                      |                         |                       |                          |                         | (Millions of Yen)    |
|---------------------------------|-------------------------|-----------------------|--------------------------|-------------------------|----------------------|-------------------------|-----------------------|--------------------------|-------------------------|----------------------|
| As of and years ended March 31, |                         |                       | 2016                     |                         |                      |                         |                       | 2015                     |                         |                      |
|                                 |                         |                       |                          | Valuation g             | ains/losses          |                         |                       |                          | Valuation g             | ains/losses          |
|                                 | Balance sheet<br>amount | Dividends<br>received | Gains/Losses<br>on sales | Unrealized gains/losses | Impairment<br>losses | Balance sheet<br>amount | Dividends<br>received | Gains/Losses<br>on sales | Unrealized gains/losses | Impairment<br>losses |
| Unlisted stocks                 | 46,912                  | 2,249                 | 164                      | 897                     | (98)                 | 47,309                  | 4,105                 | 643                      | 1,333                   | (12)                 |
| Others                          | 3,493,060               | 74,109                | 12,711                   | 1,801,510               | (8,358)              | 4,144,997               | 69,737                | 25,326                   | 2,451,476               | (46)                 |

# Components of Ordinary Profit (Base Profit)

| Very and March 01  | 0010                   | (Millions o          |
|--|------------------------|----------------------|
| Years ended March 31,  | 2016                   | 2015                 |
| Base income ①  | 4,227,253              | 4,372,381            |
| Insurance premiums and other                                       | 3,357,858<br>3,357,042 | 3,408,447            |
| Insurance premiums   | 3,357,042 779,942      | 3,407,946<br>842,871 |
| Investment income (Note 1)<br>Interest, dividends and other income | 690,849                | 698,142              |
|  | 89,452                 | 121,061              |
| Other ordinary income (Note 1)<br>Base expenses ②                  | 3,767,349              | 3,866,036            |
| Benefits and other payments  | 2,301,138              | 2,596,389            |
| Claims paid  | 562,557                | 635,653              |
| Annuity payments   | 695,922                | 849,823              |
| Benefit payments   | 409,457                | 427,691              |
| Surrender benefits   | 454,237                | 427,091              |
| Other refunds  | 173,064                | 225,214              |
| Provision for policy reserves and other reserves (Note 1)          | 853,869                | 717,420              |
| Investment expenses (Note 1)                                       | 57,257                 | 23,980               |
| Operating expenses   | 355,644                | 348,426              |
| Other ordinary expenses  | 199,438                | 179,820              |
| Base profit A (1-2)  | 459,903                | 506,344              |
|  | +00,000                | 000,04-              |
| Capital income ③   | 8,568                  | 186,196              |
| Gains on money held in trust                                       | 0                      | (                    |
| Gains on trading securities  | -<br>-                 | _                    |
| Gains on rades of securities                                       | 8,415                  | 186,196              |
| Gains on derivative financial instruments                          |                        | 100,130              |
| Foreign exchange gains   | 153                    |                      |
| Other capital income   |                        | _                    |
| Capital expenses ④   | 122,080                | 71,894               |
| Losses on money held in trust                                      |                        | 11,00-               |
| Losses on trading securities                                       | _                      | _                    |
| Losses on sales of securities                                      | 1,959                  | 365                  |
| Losses on valuation of securities                                  | 12,791                 | 300                  |
| Losses on derivative financial instruments                         | 107,329                | 71,082               |
| Foreign exchange losses  |                        | 145                  |
| Other capital expenses   |                        |                      |
| Capital gains/losses B (3-4)                                       | (113,511)              | 114,302              |
| Total of base profit and capital gains/losses A+B                  | 346.392                | 620,646              |
| Femporary income (5)   | _                      | 51                   |
| Reversal of contingency reserves                                   | _                      | _                    |
| Reversal of specific allowance for possible loan losses            | _                      | 51                   |
| Other temporary income   | _                      | _                    |
| Femporary expenses 6   | 45,438                 | 236,843              |
| Provision for contingency reserves                                 | 8,227                  | 6,944                |
| Provision for specific allowance for possible loan losses          | 1,031                  |                      |
| Provision for specific allowance for possible overseas loan losses |                        | _                    |
| Write-off of doubtful accounts                                     | _                      | _                    |
| Other temporary expenses (Note 2)                                  | 36,179                 | 229,899              |
| Temporary gains/losses C ((5-6)                                    | (45,438)               | (236,792             |
| Ordinary profit A+B+C  | 300,953                | 383,854              |

Notes: 1. Excludes items presented on the statements of income as investment income and expenses, other ordinary income and provision for policy reserves and other reserves,

which are all deemed to be capital income/expenses and temporary gains/losses. 2. Other temporary expenses presented above are provision for policy reserves posted in accordance with Article 69, Paragraph 5 of the Ordinance for Enforcement of the Insurance Business Act.

# Components of Base Profit (Three Surplus Factors)

|   |                          |         | (Billions of Yen |
|---|--------------------------|---------|------------------|
| Years ended March 31,                               |                          | 2016    | 2015             |
| Base profit <sup>(1)</sup>                          | А                        | 459.9   | 506.3            |
| Interest surplus                                    |                          | 181.9   | 168.6            |
| Mortality profit                                    |                          | 267.9   | 292.8            |
| Expense profit                                      |                          | 9.9     | 44.8             |
| Excluding the effect of price fluctuations in pensi | on assets <sup>(2)</sup> | 44.4    | 49.7             |
| Capital gains/losses                                | В                        | (113.5) | 114.3            |
| Temporary gains/losses                              | С                        | (45.4)  | (236.7)          |
| Ordinary profit                                     | D (=A+B+C)               | 300.9   | 383.8            |
| Extraordinary gains/losses, income taxes            | E                        | (80.3)  | (122.3)          |
| Unappropriated surplus                              | F (=D+E)                 | 220.6   | 261.5            |

(\*1) The Company changed the method for calculating components of base profit from the beginning of the year ended March 31, 2016. (\*2) Figures represent expense profit after deducting the actuarial differences in pension assets that were posted in the course of calculating the cost of retirement benefits.

# **Performance Indicators**

# Performance Indicators for Main Business Annualized Premiums and Number of Policies

# (1) Policies in Force

Annualized Premiums

|   |           |                |           | (Millions of Yen) |
|---|-----------|----------------|-----------|-------------------|
| As of March 31,                               | 2         | 016            | 2         | 015               |
|   | Amount    | YOY change (%) | Amount    | YOY change (%)    |
| Individual life insurance                     | 1,527,436 | 103.4          | 1,477,214 | 102.4             |
| Individual annuities                          | 669,261   | 100.8          | 664,111   | 97.3              |
| Total   | 2,196,698 | 102.6          | 2,141,325 | 100.8             |
| Medical insurance, living benefits and others | 367,950   | 104.0          | 353,708   | 103.1             |

#### • Number of Policies

| As of March 31,           | 20                 | 16             | 20                 | 15             |
|---------------------------|--------------------|----------------|--------------------|----------------|
|                           | Number of policies | YOY change (%) | Number of policies | YOY change (%) |
| Individual life insurance | 8,925,048          | 101.4          | 8,797,798          | 100.0          |
| Individual annuities      | 2,553,514          | 102.7          | 2,486,262          | 101.4          |
| Total                     | 11,478,562 101.7   |                | 11,284,060         | 100.3          |

# (2) New Policies

#### • Annualized Premiums

| · Annualized Fremiums                         |         |                |         | (Millions of Yen) |
|---|---------|----------------|---------|-------------------|
| Years ended March 31,                         |         | 2016           | 2       | 2015              |
|   | Amount  | YOY change (%) | Amount  | YOY change (%)    |
| Individual life insurance                     | 145,629 | 110.9          | 131,352 | 97.8              |
| Individual annuities                          | 39,345  | 103.9          | 37,875  | 85.0              |
| Total   | 184,974 | 109.3          | 169,228 | 94.6              |
| Medical insurance, living benefits and others | 36,337  | 111.2          | 32,671  | 126.4             |

#### • Number of Policies

| Years ended March 31,     | 20                 | 2016 2015      |                    |                |
|---------------------------|--------------------|----------------|--------------------|----------------|
|                           | Number of policies | YOY change (%) | Number of policies | YOY change (%) |
| Individual life insurance | 1,004,226          | 99.6           | 1,008,688          | 111.9          |
| Individual annuities      | 186,062            | 111.2          | 167,315            | 92.2           |
| Total                     | 1,190,288          | 101.2          | 1,176,003          | 108.6          |

Notes: 1. Annualized premiums are calculated by multiplying the amount of premium payments for twelve months by a coefficient determined by payment frequency. (For policies with a single lump-sum payment, the amount is calculated by dividing total premiums by years contracted). 2. Figures for medical insurance, living benefits and others represent annualized premiums paid for coverage under medical insurance (hospitalization benefits and surgery benefits), living benefits (benefits under coverage for specified diseases and nursing care) and benefits subject to premium payment waiver (including premium payment waiver for those who suffer from specified diseases or require nursing care; excluding waivers for those who become disabled). 3. In (2) new policies, annualized premiums include net increase in premiums resulting from conversion of policies, coverage revision and rider changes.

The number of policies includes the number of policies subject to such conversion, revision or changes.

# Insurance Amount of Policies in Force and New Policies

#### (1) Policies in Force

|                           |             |                |             | (Millions of Yen) |
|---------------------------|-------------|----------------|-------------|-------------------|
| As of March 31,           | 20          | 016            | 20          | )15               |
|                           | Amount      | YOY change (%) | Amount      | YOY change (%)    |
| Individual life insurance | 71,193,761  | 95.6           | 74,463,264  | 94.3              |
| Individual annuities      | 14,003,510  | 101.0          | 13,866,218  | 100.0             |
| Subtotal                  | 85,197,272  | 96.5           | 88,329,483  | 95.1              |
| Group life insurance      | 111,918,819 | 100.3          | 111,636,133 | 100.6             |
| Total                     | 197,116,091 | 98.6           | 199,965,617 | 98.1              |
| Group pensions            | 7,345,422   | 103.0          | 7,133,678   | 102.3             |

Notes: 1. Figures for individual annuities represent the expected future value of accumulated capital of policies written prior to payout at pension eligibility and policy reserves of policies written after pension payout.

2. Figures for group pensions represent the amount of policy reserves.

#### (2) New Policies

| Years ended March 31,     |  | 20          | 16        |       |              | 20           | 15  |       |
|---------------------------|--|-------------|-----------|-------|--------------|--------------|---|-------|
|                           | New policies +<br>Net increase net increase from<br>New policies from conversion conversion YOY change (%) |             |           |       | New policies | Net increase | New policies +<br>net increase fror<br>conversion |       |
|                           |  |             |           |       |              |              |   |       |
| Individual life insurance | 3,460,275  | (1,217,031) | 2,243,243 | 147.6 | 3,219,155    | (1,699,358)  | 1,519,796   | 66.8  |
| Individual annuities      | 908,972  | (1,098)     | 907,873   | 107.1 | 849,912      | (2,067)      | 847,845   | 88.4  |
| Subtotal                  | 4,369,247  | (1,218,130) | 3,151,117 | 133.1 | 4,069,067    | (1,701,425)  | 2,367,642   | 73.2  |
| Group life insurance      | 629,310  | —           | 629,310   | 83.8  | 751,299      | —            | 751,299   | 40.0  |
| Total                     | 4,998,558  | (1,218,130) | 3,780,428 | 121.2 | 4,820,367    | (1,701,425)  | 3,118,941   | 61.0  |
| Group pensions            | 5,275  |             | 5,275     | 336.3 | 1,568        |              | 1,568   | 304.5 |

Notes: 1. Net increase from conversion includes net increase due to coverage revision and rider changes.

2. Figures for new policies and net increase from conversion in individual annuities represent planned annuity value at the start of annuity payments.

3. The figures for new policies in group pensions represent insurance premiums from the first payment.

(Millions of Von)

# Insurance Amount of Policies in Force and New Policies by Product Type Individual Life Insurance

|  | Policies in force (as of March 31, 2016) |               |            |               | New policies (year ended March |                  |                 |                  | (Millions of Yen) |  |
|--|--|---------------|------------|---------------|--------------------------------|------------------|-----------------|------------------|-------------------|--|
|  | Number of                                |               |            | 2010)         |                                | Number of        | Uncles (year er |                  | , 2010)           |  |
|  | policies                                 | % of policies | Amount     | % of policies | _                              | policies         | % of policies   | Amount           | % of policies     |  |
| Nortality insurance  | 8,059,801                                | 90.3          | 68,269,715 | 95.9          |                                | [937,756]        | [93.4]          | [8,113,984]      | [98.0]            |  |
|  |  |               |            |               |                                | 631,597          | 62.9            | 3,293,565        | 39.8              |  |
| Whole life insurance   | 1,099,925                                | 12.3          | 6,521,618  | 9.2           |                                | [81,067]         | [8.1]           | [508,610]        | [6.1]             |  |
| M/bala life incurrence with living banafite                        | 100.000                                  |               | 1 40 975   | 0.0           |                                | 80,854           | 8.1             | 505,816          | 6.1               |  |
| Whole life insurance with living benefits                          | 102,206                                  | 1.1           | 140,875    | 0.2           |                                | [8,108]<br>8,108 | [0.8]<br>0.8    | [1,013]<br>1,013 | [0.0]<br>0.0      |  |
| Whole life insurance whose period of                               |  |               |            |               |                                | 0,100            | 0.0             | 1,013            | 0.0               |  |
| premium payments has finished                                      | 38,260                                   | 0.4           | 111,385    | 0.2           |                                | —                | -               | _                | _                 |  |
|  |  |               |            |               |                                | —                | —               | _                | —                 |  |
| Single premium special whole life<br>insurance                     | 840,768                                  | 9.4           | 5,271,612  | 7.4           |                                | [79,928]         | [8.0]           | [533,089]        | [6.4]             |  |
| insurance  |  |               |            |               |                                | 79,928           | 8.0             | 533,089          | 6.4               |  |
| Lump-sum whole-life insurance with                                 |  |               |            |               |                                |                  |                 |                  |                   |  |
| periodic benefits  | 5,720                                    | 0.1           | 43,957     | 0.1           |                                | [3,868]          | [0.4]           | [28,896]         | [0.3]             |  |
|  |  |               |            |               |                                | 3,868            | 0.4             | 28,896           | 0.3               |  |
| Increasing whole life insurance                                    | 324,552                                  | 3.6           | 2,288,431  | 3.2           |                                | [19,135]         | [1.9]           | [107,834]        | [1.3]             |  |
|  |  |               |            |               |                                | 19,135           | 1.9             | 107,834          | 1.3               |  |
| Whole life insurance with term rider                               | 645,032                                  | 7.2           | 6,653,489  | 9.3           |                                | —                | —               | —                | —                 |  |
|  |  |               |            |               |                                | _                | _               | -                | _                 |  |
| Wealth accumulation whole life<br>insurance with floating interest | 1,460,715                                | 16.4          | 25,018,820 | 35.1          |                                | [7,068]          | [0.7]           | [109,346]        | [1.3]             |  |
|  |  |               |            |               |                                | _                | _               | _                | _                 |  |
| Comprehensive protection insurance with                            | 925,915                                  | 10.4          | 13,013,576 | 18.3          |                                | [407 029]        | [40 5]          | [6 157 047]      | [74 9]            |  |
| combined policies  | 923,913                                  | 10.4          | 13,013,370 | 10.5          |                                | [497,038]        | [49.5]          | [6,157,247]      | [74.3]            |  |
|  |  |               |            |               |                                | 200,751          | 20.0            | 1,470,939        | 17.8              |  |
| Term life insurance  | 571,011                                  | 6.4           | 2,728,526  | 3.8           |                                | [37,495]         | [3.7]           | [239,586]        | [2.9]             |  |
|  | 17.045                                   | 0.0           | 457 704    | 0.0           |                                | 37,494           | 3.7             | 239,486          | 2.9               |  |
| Increasing term life insurance                                     | 17,245                                   | 0.2           | 457,761    | 0.6           |                                | [6,039]          | [0.6]           | [102,550]        | [1.2]             |  |
| Term life insurance with coverage for                              |  |               |            |               |                                | 6,039            | 0.6             | 102,550          | 1.2               |  |
| specified diseases   | 1,349,475                                | 15.1          | 2,173,971  | 3.1           |                                | [142,979]        | [14.2]          | [222,857]        | [2.7]             |  |
|  |  |               |            |               |                                | 142,979          | 14.2            | 222,857          | 2.7               |  |
| Variable insurance (whole-life type)                               | 54,077                                   | 0.6           | 513,183    | 0.7           |                                | _                | _               | _                | _                 |  |
|  |  |               |            |               |                                | —                | —               | _                | —                 |  |
| Whole life insurance for surviving spouses with term rider         | 34,235                                   | 0.4           | 437,471    | 0.6           |                                | _                | _               | _                | _                 |  |
| with terminder   |  |               |            |               |                                | _                | _               | _                | _                 |  |
| Whole life hospitalization insurance                               | 215,962                                  | 2.4           | 1,996,131  | 2.8           |                                | [2,923]          | [0.3]           | [22,158]         | [0.3]             |  |
|  | 210,002                                  | 2.11          | 1,000,101  | 2.0           |                                | 333              | 0.0             | 288              | 0.0               |  |
| Medical and nursing care insurance                                 | 374,703                                  | 4.2           | 141,454    | 0.2           |                                | [52,108]         | [5.2]           | [80,772]         | [1.0]             |  |
| Ŭ  |  |               |            |               |                                | 52,108           | 5.2             | 80,772           | 1.0               |  |
| Term rider   | [169,742]                                | _             | 749,171    | 1.1           |                                | [7]              | _               | [20]             | [0.0]             |  |
|  |  |               |            |               |                                | [7]              | _               | 20               | 0.0               |  |
| Others   | [3,997]                                  | _             | 8,274      | 0.0           |                                | [1]              | -               | [1]              | [0.0]             |  |
|  |  |               |            |               |                                | [1]              | _               | 1                | 0.0               |  |
| lybrid insurance   | 541,009                                  | 6.1           | 2,402,560  | 3.4           |                                | [7,530]          | [0.7]           | [51,157]         | [0.6]             |  |
|  |  |               |            |               |                                | 7,305            | 0.7             | 48,323           | 0.6               |  |
| Endowment insurance  | 264,283                                  | 3.0           | 953,904    | 1.3           |                                | [5,380]          | [0.5]           | [27,156]         | [0.3]             |  |
|  |  |               |            |               |                                | 5,360            | 0.5             | 26,786           | 0.3               |  |
| Endowment insurance with term rider                                | 150,748                                  | 1.7           | 546,766    | 0.8           |                                | [145]            | [0.0]           | [827]            | [0.0]             |  |
|  |  |               |            |               |                                | 142              | 0.0             | 806              | 0.0               |  |

|   |                    |                  |              |               |  |                        |                  |                          | (Millions of Yen) |
|---|--------------------|------------------|--------------|---------------|--|------------------------|------------------|--------------------------|-------------------|
|   | Polici             | ies in force (as | of March 31, | 2016)         |  | New p                  | olicies (year en | ded March 31,            | 2016)             |
|   | Number of policies | % of policies    | Amount       | % of policies |  | Number of policies     | % of policies    | Amount                   | % of policies     |
| Endowment insurance with term rider with living benefits                | 38,805             | 0.4              | 367,190      | 0.5           |  | [2,005]                | [0.2]            | [23,174]                 | [0.3]             |
| Variable insurance (term type)  | 2                  | 0.0              | 6            | 0.0           |  | 1,803                  | 0.2              | 20,731                   | 0.3               |
| Term life insurance with living benefits                                | 18,680             | 0.2              | 179,866      | 0.3           |  | _                      | —                | _                        | -                 |
| Ĵ   |                    |                  |              |               |  | _                      | _                | _                        | _                 |
| Child insurance with annuity for child                                  | 68,491             | 0.8              | 317,432      | 0.4           |  | _                      | _                |                          | _                 |
| Term rider with living benefits   | [22,274]           | -                | 37,393       | 0.1           |  |                        | _                | _                        | _                 |
| Pure endowment insurance  | 324,238            | 3.6              | 521,485      | 0.7           |  | [58,940]               | [5.9]            | [118,386]                | [1.4]             |
| Wealth accumulation insurance with<br>death/accident benefits for women | 55,275             | 0.6              | 37,595       | 0.1           |  | 58,940<br>[16,136]     | 5.9<br>[1.6]     | 118,386<br>[11,124]      | 1.4<br>[0.1]      |
| Child insurance   | 194,326            | 2.2              | 392,845      | 0.6           |  | 16,136<br>[42,804]     | 1.6<br>[4.3]     | 11,124<br>[107,262]      | 0.1<br>[1.3]      |
| Child insurance with educational  | 74,637             | 0.8              | 56,226       | 0.1           |  | 42,804                 | 4.3              | 107,262                  | 1.3               |
| endowment   | ,                  |                  |              |               |  | _                      | _                | _                        | _                 |
| Policy aggregation rider  | [1,415,773]        | -                | 34,819       | 0.0           |  | _                      | _                | _                        | _                 |
| Total   | 8,925,048          | 100.0            | 71,193,761   | 100.0         |  | [1,004,226]<br>697,842 | [100.0]<br>69.5  | [8,283,528]<br>3,460,275 | [100.0]<br>41.8   |

Notes: 1. Figures presented in brackets in the first row of each line item for new policies in the year ended March 31, 2016 include policies subject to conversion, coverage revision and rider changes.

2. Total number of policies does not include the number of riders presented in brackets.

# Individual Annuities

|   |                    |   |                    | (Millions of Yen)       |
|---|--------------------|---|--------------------|-------------------------|
|   |                    | Policies in force<br>(as of March 31, 2016) |                    | licies<br>rch 31, 2016) |
|   | Number of policies | Amount                                      | Number of policies | Amount                  |
| Whole life annuities with term life insurance                         | 4,314              | 6,103                                       | -                  | —                       |
| Individual annuities  | 2,447,338          | 13,611,924                                  | 183,549            | 898,796                 |
| Variable individual annuities   | 621                | 1,992                                       | _                  | _                       |
| Variable individual annuities (that assure planned annuity value)     | 96,164             | 349,173                                     | 2,451              | 9,750                   |
| Annuity type payment rider attached to life insurance policies        | 2,494              | 7,970                                       | 62                 | 425                     |
| Income protection rider   | 1,890              | 10,924                                      | _                  | _                       |
| Whole life or fixed-term annuity rider with disability income benefit | 506                | 6,865                                       | _                  | _                       |
| Whole life annuity rider with disability income benefit               | 158                | 3,569                                       | _                  | _                       |
| Whole life nursing care annuity rider                                 | 29                 | 298   | _                  | _                       |
| Others  | 1,078              | 4,688                                       | _                  | _                       |
| Total   | 2,553,514          | 14,003,510                                  | 186,062            | 908,972                 |

Notes: 1. Others is not included in the total number of policies.

2. The amount of policies in force represents the expected future value of accumulated capital of insurance policies written prior to payout at pension eligibility and policy reserves of insurance policies written after pension payout.

3. The amount of new policies represents planned annuity value at the start of annuity payments.

#### Group Life Insurance

|  |                    |   |                    | (Millions of Yen)       |
|--|--------------------|---|--------------------|-------------------------|
|  |                    | Policies in force<br>(as of March 31, 2016) |                    | licies<br>rch 31, 2016) |
|  | Number of policies | Amount                                      | Number of policies | Amount                  |
| Group term life insurance  | 11,433,127         | 53,276,474                                  | 321,805            | 525,339                 |
| Comprehensive group term life insurance for employees            | 4,667,927          | 13,782,144                                  | 47,280             | 103,691                 |
| Group credit life insurance                                      | 12,379,497         | 44,700,576                                  | 317                | 279                     |
| Consumer group credit life insurance                             | 7,250              | 3,836                                       | -                  | _                       |
| Group whole life insurance                                       | 1,827              | 6,042                                       | -                  | _                       |
| Life insurance for disability support                            | 47,103             | 28,030                                      | _                  | _                       |
| Annuity type payment rider attached to group term life insurance | 21,111             | 121,714                                     | _                  | _                       |
| Total  | 28,510,739         | 111,918,819                                 | 369,402            | 629,310                 |

Notes: 1. The number of policies represents the number of insured persons.

2. The amount of annuity type payment rider represents the expected future value of accumulated capital of policies written prior to payout at pension eligibility and policy reserves of policies written after pension payout.

3. The total number of polices does not include the number of life insurance policies for disability support.

#### **Group Pensions**

|   |   |           |   | (Millions of Yen) |
|---|---|-----------|---|-------------------|
|   | Policies in force<br>(as of March 31, 2016) |           | New policies<br>(year ended March 31, 201 |                   |
|   | Number of policies                          | Amount    | Number of policies                        | Amount            |
| Corporate pensions                                      | 817   | 515       | —   | —                 |
| New corporate pensions                                  | 7,743,906                                   | 417,982   | 489                                       | 2,084             |
| Corporate pensions with individual contribution         | 3,270,046                                   | 3,519,422 | _   | _                 |
| National pension fund insurance                         | _   | 1,211     | _   | _                 |
| Employees' pension fund insurance                       | 799,511                                     | 194,884   | _   | _                 |
| Group pure endowment insurance                          | _   | 132,168   | _   | _                 |
| Defined contribution pension plans (corporate)          | _   | 97,252    | _   | 21                |
| Defined contribution pension plans (individual)         | _   | 5,146     | _   | _                 |
| Defined benefit corporate pension plans (contract-type) | _   | 1,669,641 | _   | 258               |
| Defined benefit corporate pension plans (fund-type)     | _   | 1,307,196 | _   | 2,911             |
| Total   | 11,814,280                                  | 7,345,422 | 489                                       | 5,275             |

Notes: 1. The number of policies represents the number of insured persons.

2. The amount of policies in force represents policy reserves.

3. The amount of new policies represents insurance premiums from the first payment of premiums.

#### Other Insurance

|   |                    | Policies in force<br>(as of March 31, 2016) |                    | icies<br>ch 31, 2016) |
|---|--------------------|---|--------------------|-----------------------|
|   | Number of policies | Amount                                      | Number of policies | Amount                |
| Asset formation insurance and asset formation annuities |                    |   |                    |                       |
| Asset formation saving insurance                        | 52,278             | 133,782                                     | 923                | 70                    |
| Asset formation for home acquisition insurance          | 5,154              | 15,976                                      | 115                | 8                     |
| Asset formation benefit saving insurance                | 11,394             | 1,031                                       | 1,191              | 27                    |
| Asset formation annuities                               | 848                | 2,007                                       | _                  | _                     |
| Asset formation wealth accumulation annuities           | 31,450             | 65,968                                      | 468                | 11                    |
| Subtotal  | 101,124            | 218,767                                     | 2,697              | 117                   |
| Nedical life insurance                                  | 886,549            | 3,113                                       | 9,989              | 29                    |
| Disability income insurance                             | 39,541             | 1,750                                       | 135                | 12                    |
| Reinsurance underwritten                                | 304,719            | 101,519                                     | 2,502              | 482                   |

Notes: 1. The number of policies represents the number of insured persons.

2. Insurance amount of policies in force in categories under asset formation insurance and asset formation annuities (excluding figures for "asset formation annuities") represents policy reserves. The amount of new policies represents insurance premiums from the first payment of premiums.

3. The amount of asset formation annuities represents the expected future value of accumulated capital of policies written prior to payout at pension eligibility and policy reserves of policies written after pension payout.

4. The amount of medical life insurance represents the amount of daily hospitalization benefits.

5. The amount of disability income insurance represents the amount of monthly disability income benefits.

# Insurance Amount of Policies in Force by Coverage Type

| As of March 31,                           | 2016         | 2015         |
|---|--------------|--------------|
| Death coverage                            | 2010         | 2013         |
| Death protection due to illness/accidents |              |              |
| Individual life insurance                 | 70,672,275   | 74,006,817   |
| Individual annuities                      | 4,850        | 5,234        |
|   |              |              |
| Group life insurance                      | 111,797,105  | 111,510,748  |
| Group pensions                            |              | 105 000 755  |
| Total (including others)                  | 182,575,750  | 185,638,755  |
| Death protection due to accidents         | [40.571.005] | [10.070.000] |
| Individual life insurance                 | [12,571,325] | [13,270,222] |
| Individual annuities                      | [152,056]    | [164,179]    |
| Group life insurance                      | [6,259,500]  | [6,469,087]  |
| Group pensions                            | []           | [—]          |
| Total (including others)                  | [19,014,008] | [19,939,054] |
| Death protection due to other causes      |              |              |
| Individual life insurance                 | —            | —            |
| Individual annuities                      | []           | [—]          |
| Group life insurance                      | [46,596]     | [50,867]     |
| Group pensions                            | []           | [—]          |
| Total (including others)                  | _            |              |
| ure endowment                             |              |              |
| Maturity and living benefits              |              |              |
| Individual life insurance                 | 521,485      | 456,446      |
| Individual annuities                      | 12,193,288   | 12,126,467   |
| Group life insurance                      | 5,703        | 5,106        |
| Group pensions                            | _            |              |
| Total (including others)                  | 12,763,887   | 12,633,328   |
| Annuities                                 |              |              |
| Individual life insurance                 | [42,781]     | [34,264]     |
| Individual annuities                      | [1,564,694]  | [1,527,475]  |
| Group life insurance                      | [17,242]     | [17,719]     |
| Group pensions                            | []           | []           |
| Total (including others)                  | [1,629,140]  | [1,583,966]  |
| Others                                    | [1,020,110]  | [1,000,000]  |
| Individual life insurance                 |              |              |
| Individual annuities                      | 1 905 271    | 1 794 516    |
|   | 1,805,371    | 1,734,516    |
| Group life insurance                      | 116,010      | 120,279      |
| Group pensions                            | 7,345,422    | 7,133,678    |
| Total (including others)                  | 9,442,163    | 9,164,285    |
| ospitalization coverage                   |              |              |
| Hospitalization due to accidents          |              |              |
| Individual life insurance                 | [30,028]     | [29,915]     |
| Individual annuities                      | [747]        | [804]        |
| Group life insurance                      | [4,097]      | [4,348]      |
| Group pensions                            | []           | [—]          |
| Total (including others)                  | [37,986]     | [38,208]     |
| Hospitalization due to illness            |              |              |
| Individual life insurance                 | [29,528]     | [29,269]     |
| Individual annuities                      | [740]        | [797]        |
| Group life insurance                      | [—]          | []           |
| Group pensions                            | []           | []           |
| Total (including others)                  | [33,383]     | [33,207]     |

|                                     |          | (Millions of Yen) |
|-------------------------------------|----------|-------------------|
| As of March 31,                     | 2016     | 2015              |
| Hospitalization due to other causes |          |                   |
| Individual life insurance           | [48,075] | [58,469]          |
| Individual annuities                | [1,322]  | [1,416]           |
| Group life insurance                | [34]     | [35]              |
| Group pensions                      | [—]      | [—]               |
| Total (including others)            | [49,432] | [59,920]          |

Notes: 1. Figures in brackets are additional coverage and rider coverage attached to coverage under primary policies. However, death coverage due to illness/accidents under term rider is included in figures for coverage under primary policies.
2. In the pure endowment category, the figures for maturity and living benefits of individual annuities and group life insurance represent the expected future value of accumulated capital of policies written prior to payout at pension eligibility.
3. In the pure endowment category, the figures in annuities represent the annual amount of annuity payments.
4. In the pure endowment category, the figures in others represent policy reserves.
5. The figures for hospitalization coverage represent daily hospitalization benefits.
6. The total (including others) of hospitalization due to illness includes coverage under primary policies and additional coverage.

|                           |             | (Number of Policies |
|---------------------------|-------------|---------------------|
| As of March 31,           | 2016        | 2015                |
| Disability coverage       |             |                     |
| Individual life insurance | [4,672,131] | [5,185,879]         |
| Individual annuities      | [26,434]    | [28,082]            |
| Group life insurance      | [3,181,059] | [3,210,265]         |
| Group pensions            | []          | []                  |
| Total (including others)  | [7,879,624] | [8,424,226]         |
| Surgery coverage          |             |                     |
| Individual life insurance | [7,288,508] | [6,812,525]         |
| Individual annuities      | [137,472]   | [147,098]           |
| Group life insurance      | []          | []                  |
| Group pensions            | []          | []                  |
| Total (including others)  | [7,425,980] | [6,959,623]         |

Note: Figures in brackets represent the number of policies and riders attached to coverage under primary policies.

#### Insurance Amount of Individual Life Insurance and Individual Annuities in Force by Type of Policy

|  |            | (Millions of Ye |
|--|------------|-----------------|
| As of March 31,  | 2016       | 2015            |
| Mortality insurance  |            |                 |
| Whole life insurance   | 14,386,694 | 13,570,263      |
| Whole life insurance with term rider                                 | 6,653,489  | 7,862,006       |
| Wealth accumulation whole life insurance with floating interest      | 25,018,820 | 33,007,070      |
| Comprehensive protection insurance with combined policies            | 13,013,576 | 7,298,517       |
| Whole life hospitalization insurance                                 | 1,996,131  | 2,203,374       |
| Term insurance   | 5,360,260  | 5,272,197       |
| Total (including others)   | 68,269,715 | 71,185,006      |
| Hybrid insurance   |            |                 |
| Endowment insurance  | 953,904    | 1,047,531       |
| Endowment insurance with term rider                                  | 913,957    | 1,071,272       |
| Term life insurance with living benefits                             | 179,866    | 263,031         |
| Total (including others)   | 2,402,560  | 2,821,811       |
| Pure endowment insurance   |            |                 |
| Wealth accumulation insurance with death/accident benefits for women | 37,595     | 36,504          |
| Child insurance  | 392,845    | 295,065         |
| Total (including others)   | 521,485    | 456,446         |
| Annuities  |            |                 |
| Individual annuities   | 14,003,510 | 13,866,218      |

|  |           | (Millions of Yen)    |
|--|-----------|----------------------|
| As of March 31,  | 2016      | 2015                 |
| Rider coverage for accidents and illness                   |           |                      |
| Accidental death benefit rider                             | 2,027,131 | 2,424,194            |
| Rider for injuries   | 8,660,590 | 9,150,176            |
| Hospitalization rider due to accidents                     | 2,421     | 2,819                |
| Hospitalization rider due to illness                       | 27,516    | 27,262               |
| Hospitalization rider due to lifestyle-related diseases    | 2,368     | 2,892                |
| Hospitalization rider due to cancer                        | 1,717     | 2,156                |
| Hospitalization rider for female-specific critical illness | 7,547     | 9,006                |
| Home care rider (post-hospitalization)                     | 25,435    | 31,448               |
| Rider for specific injuries                                | 67,496    | 62,905               |
|  |           | (Number of Policies) |
| Surgery rider  | 2,305,644 | 2,081,985            |
| Rider for protection against cancer                        | 2,125,029 | 1,459,537            |
| Advanced medical care rider                                | 1,956,179 | 1,748,865            |
| Rider for six specified diseases                           | 1,140,932 | 838,400              |
| New nursing care rider                                     | 573,486   | 466,626              |

Notes: 1. Amount of individual annuities in force represents the expected future value of accumulated capital of policies written prior to payout at pension eligibility and policy reserves of policies written after pension payout.

2. Figures for hospitalization rider due to accidents, illness, lifestyle-related diseases, and cancer as well as hospitalization rider for female-specific critical illness represent daily hospitalization benefits. However, hospitalization rider due to accidents includes standard daily benefits under rider for leisure coverage and comprehensive injury rider. 3. The home care rider (post-hospitalization) represents standard benefits paid to the insured person after hospital release for home treatment.

4. Rider for specific injuries represents injury benefits paid for such injuries.

5. The figures for surgery rider, rider for protection against cancer, advanced medical care rider, rider for six specified diseases and new nursing care rider represent the number of policies with such riders.

6. Rider for protection against cancer includes the number of policies with rider for cancer treatment and rider for intraepithelial neoplasia and other types of cancer.

7. Rider for six specified diseases includes the number of policies with rider for seven specified diseases.

8. New nursing care rider includes the number of riders (excluding riders with a set period for premium payments) with lump-sum benefits for policyholders requiring long-term nursing care and those requiring lighter nursing assistance.

# **Trend of Policy Transitions**

# Individual Life Insurance

|   |                    |             |                    | (Millions of Yen) |
|---|--------------------|-------------|--------------------|-------------------|
| Years ended March 31,                   | 201                | 2016        |                    | 15                |
|   | Number of policies | Amount      | Number of policies | Amount            |
| At the beginning of the fiscal year     | 8,797,798          | 74,463,264  | 8,800,027          | 78,971,945        |
| New policies                            | 697,842            | 3,460,275   | 582,427            | 3,219,155         |
| Renewal                                 | 1,356,500          | 2,322,777   | 1,325,651          | 2,454,451         |
| Reinstatement                           | 21,802             | 239,343     | 20,770             | 238,770           |
| Increase of insurance amount            | _                  | 15          | —                  | 4                 |
| Increase from conversion                | 306,384            | 4,823,253   | 426,261            | 7,265,740         |
| Death                                   | 52,286             | 309,993     | 50,151             | 309,990           |
| Maturity                                | 1,513,078          | 3,459,648   | 1,498,382          | 3,724,347         |
| Decrease of insurance amount            | _                  | 650,864     | _                  | 773,805           |
| Decrease from conversion                | 308,185            | 6,040,284   | 428,416            | 8,965,099         |
| Surrender                               | 328,367            | 2,978,822   | 328,195            | 3,210,360         |
| Lapse                                   | 50,652             | 517,466     | 49,856             | 530,241           |
| Decrease due to other changes           | 2,710              | 158,087     | 2,338              | 172,958           |
| At the end of the fiscal year           | 8,925,048          | 71,193,761  | 8,797,798          | 74,463,264        |
| Rate of increase (%)                    | 1.4                | (4.4)       | (0.0)              | (5.7)             |
| Net increase                            | 127,250            | (3,269,503) | (2,229)            | (4,508,680)       |
| Year-on-year change in net increase (%) | _                  | _           | _                  | _                 |

Notes: 1. Amount represents coverage under primary policies (mortality insurance, hybrid insurance, and pure endowment insurance).

2. The figures for increase/decrease from conversion include, respectively, increase/decrease due to coverage revision and rider changes.

#### Individual Annuities

|  |                    |             |                    | (Millions of Ye |
|--|--------------------|-------------|--------------------|-----------------|
| Years ended March 31,                                    | 20                 | 2016        |                    | 15              |
|  | Number of policies | Amount      | Number of policies | Amount          |
| At the beginning of the fiscal year                      | 2,486,262          | 13,866,218  | 2,451,989          | 13,868,566      |
| <annual amount="" annuity="" of="" payments=""></annual> |                    | <1,527,475> |                    | <1,485,240>     |
| New policies   | 186,062            | 908,972     | 167,315            | 849,912         |
| Reinstatement  | 2,098              | 11,180      | 2,057              | 12,438          |
| Increase of annuity amount                               | _                  | 31          | _                  | 96              |
| Increase due to conversion                               | _                  | _           | _                  | _               |
| Death  | 5,220              | 29,199      | 5,868              | 34,130          |
| Completion of payments                                   | 27,342             | 79          | 18,209             | 77              |
| Decrease of annuity amount                               | _                  | 21,137      | _                  | 17,420          |
| Decrease due to conversion                               | 179                | 1,098       | 330                | 2,067           |
| Surrender  | 61,210             | 356,569     | 55,963             | 324,416         |
| Lapse  | 5,168              | 25,240      | 4,779              | 25,589          |
| Decrease due to other changes                            | 21,789             | 349,565     | 49,950             | 461,093         |
| At the end of the fiscal year                            | 2,553,514          | 14,003,510  | 2,486,262          | 13,866,218      |
| Rate of increase (%)                                     | 2.7                | 1.0         | 1.4                | (0.0)           |
| <annual amount="" annuity="" of="" payments=""></annual> |                    | <1,564,694> |                    | <1,527,475>     |
| Net increase   | 67,252             | 137,292     | 34,273             | (2,347)         |
| Year-on-year change in net increase (%)                  | 96.2               | _           | (60.2)             | _               |

Note: The amounts represent the expected future value of accumulated capital of policies written prior to payout at pension eligibility and policy reserves of policies written after pension payout.

#### Group Life Insurance

|   |                    |             |                    | (Millions of Yen) |
|---|--------------------|-------------|--------------------|-------------------|
| Years ended March 31,                   | 20                 | 2016        |                    | 15                |
|   | Number of policies | Amount      | Number of policies | Amount            |
| At the beginning of the fiscal year     | 28,622,943         | 111,636,133 | 28,124,072         | 111,005,988       |
| New policies                            | 369,402            | 629,310     | 1,149,726          | 751,299           |
| Renewal                                 | 16,079,343         | 66,541,632  | 16,052,113         | 66,641,315        |
| Reinstatement                           | -                  | _           | _                  | _                 |
| Midterm enrollment                      | 1,637,333          | 6,075,835   | 1,601,931          | 5,923,059         |
| Increase of insurance amount            | _                  | 647,415     | _                  | 999,567           |
| Death                                   | 49,976             | 142,627     | 51,792             | 146,013           |
| Maturity                                | 16,313,501         | 66,257,814  | 16,207,766         | 66,537,427        |
| Withdrawal                              | 1,793,116          | 4,663,557   | 1,808,755          | 4,560,181         |
| Decrease of insurance amount            | -                  | 2,462,962   | _                  | 2,326,601         |
| Surrender                               | 42,776             | 79,707      | 238,161            | 111,353           |
| Lapse                                   | 466                | 1,528       | _                  | _                 |
| Decrease due to other changes           | (1,553)            | 3,311       | (1,575)            | 3,518             |
| At the end of the fiscal year           | 28,510,739         | 111,918,819 | 28,622,943         | 111,636,133       |
| Rate of increase (%)                    | (0.4)              | 0.3         | 1.8                | 0.6               |
| Net increase                            | (112,204)          | 282,685     | 498,871            | 630,145           |
| Year-on-year change in net increase (%) | _                  | (55.1)      | _                  | (28.2)            |

Notes: 1. Amounts represent coverage under primary policies (mortality insurance, hybrid insurance, and policies with annuity rider attached to death coverage).2. The number of policies represents the number of insured persons.3. In decrease due to other changes, the number of policies includes changes in policies where the cause had yet to be determined.

#### **Group Pensions**

|   |                    |           |                    | (Millions of Yen |
|---|--------------------|-----------|--------------------|------------------|
| Years ended March 31,                   | 201                | 2016      |                    | 5                |
|   | Number of policies | Amount    | Number of policies | Amount           |
| At the beginning of the fiscal year     | 11,908,270         | 7,133,678 | 12,286,929         | 6,970,502        |
| New policies                            | 489                | 5,275     | 7,465              | 1,568            |
| Annuity payments                        | 2,310,868          | 260,780   | 2,249,555          | 278,351          |
| Lump-sum payments                       | 610,728            | 248,179   | 621,399            | 251,793          |
| Surrender                               | 158,881            | 31,099    | 164,386            | 31,746           |
| At the end of the fiscal year           | 11,814,280         | 7,345,422 | 11,908,270         | 7,133,678        |
| Rate of increase (%)                    | (0.8)              | 3.0       | (3.1)              | 2.3              |
| Net increase                            | (93,990)           | 211,744   | (378,659)          | 163,175          |
| Year-on-year change in net increase (%) | _                  | 29.8      | _                  | (43.2)           |

Notes: 1. Amount at the beginning and the end of the fiscal year represents policy reserves.

2. The figures for new policies represents insurance premiums from the first payment.

3. The figures for annuity payments, lump-sum payments and surrender represents the amount of benefits paid in each instance.

4. The number of policies represents the number of insured persons.

# Performance Indicators for Insurance Policies Rate of Change of Policies in Force

|                           |       | (%)   |
|---------------------------|-------|-------|
| Years ended March 31,     | 2016  | 2015  |
| Individual life insurance | (4.4) | (5.7) |
| Individual annuities      | 1.0   | (0.0) |
| Group life insurance      | 0.3   | 0.6   |
| Group pensions            | 3.0   | 2.3   |

# Average Insured Amount per New Policy and Policy in Force (individual life insurance)

|                       |       | (Thousands of Yen) |
|-----------------------|-------|--------------------|
| Years ended March 31, | 2016  | 2015               |
| New policy            | 4,958 | 5,527              |
| Policy in force       | 7,976 | 8,463              |

Note: New policy does not include policies subject to conversion, revision of coverage and changes in rider.

# New Policy Rate (comparison between the beginning and end of the year)

|                           |      | (%)  |
|---------------------------|------|------|
| Years ended March 31,     | 2016 | 2015 |
| Individual life insurance | 4.6  | 4.1  |
| Individual annuities      | 6.6  | 6.1  |
| Group life insurance      | 0.6  | 0.7  |

Note: Figures represent the proportion of new policies (excluding those resulting from conversion, revision of coverage and changes in rider) to policies in force at the beginning of the fiscal year. The rates are calculated based on the insurance amount of new policies.

# Surrender and Lapse Rates (comparison between the beginning and end of the year)

|                           |      | (%)  |
|---------------------------|------|------|
| Years ended March 31,     | 2016 | 2015 |
| Individual life insurance | 4.7  | 4.7  |
| Individual annuities      | 2.8  | 2.5  |
| Group life insurance      | 0.1  | 0.1  |

Note: Surrender and lapse rates represent the proportion of surrendered or lapsed policies to policies in force at the beginning of the fiscal year. The rates are calculated based on the insurance amount of surrendered and lapsed policies.

# Average Premiums for New Policies (individual life insurance policies with monthly payments)

| Year ended March 31, 2016 | Year ended March 31, 2015 |
|---------------------------|---------------------------|
| 87,942                    | 87,313                    |

Notes: 1. Excludes converted policies.

2. The premiums have been annualized

# Mortality Rate (individual life insurance)

|                           |                           |                           | (‰)                       |
|---------------------------|---------------------------|---------------------------|---------------------------|
| Rate by numl              | ber of policies           | Rate by insu              | rance amount              |
| Year ended March 31, 2016 | Year ended March 31, 2015 | Year ended March 31, 2016 | Year ended March 31, 2015 |
| 5.88                      | 5.68                      | 4 25                      | 4.03                      |

Notes: 1. The rate is calculated on the basis of figures for policies with mortality claims (numerator) divided by total policies (denominator).

2. Calculations for total policies are based on one-half of policies in force at the beginning of the fiscal year, one-half of policies in force at the end of the fiscal year, and one-half of policies with mortality claims.

3. Mortality includes severe incapacitation.

4. Figures are presented on a per thousand (‰) basis.

#### Rate of Incidence of Events Covered by Riders (individual life insurance)

| Years ended March 31,                             | 20  | 2016                     |   | 2015                     |  |
|---|---|--------------------------|---|--------------------------|--|
|   | By the number of<br>policies with<br>paid rider | By amount of claims paid | By the number of<br>policies with<br>paid rider | By amount of claims paid |  |
| Accidental death                                  | 0.19  | 0.17                     | 0.21  | 0.18                     |  |
| Disability  | 0.29  | 0.11                     | 0.29  | 0.10                     |  |
| Hospitalization due to accidents                  | 4.55  | 149.27                   | 4.53  | 145.61                   |  |
| Hospitalization due to illness                    | 48.06   | 1,291.50                 | 46.92   | 1,237.34                 |  |
| Hospitalization due to lifestyle-related diseases | 45.77   | 1,368.88                 | 42.86   | 1,312.50                 |  |
| Surgery for illness and injuries                  | 76.18   |                          | 69.35   |                          |  |
| Surgery for lifestyle-related diseases            | 35.04   |                          | 33.03   |                          |  |

Notes: 1. Rates are calculated by dividing the number of policies with paid rider or the amount of claims paid based on such rider (numerator) by the number of total policies or amount of maximum possible claims under such policies (denominator).

2. Calculations for total policies for accidental death are based on one-half of policies in force at the beginning of the fiscal year, one-half of policies in force at the end of the fiscal year, and one-half of policies with accidental death claims. However, calculations for total policies for other claims are based on the average of policies in force at the beginning and the end of the fiscal year.

3. Accidental deaths include severe incapacitation.

4. Figures are presented on a per thousand (‰) basis.

#### **Ratio of Operating Expenses to Insurance Premiums**

|                           | (70)                      |
|---------------------------|---------------------------|
| Year ended March 31, 2016 | Year ended March 31, 2015 |
| 10.6                      | 10.2                      |

#### The Number of Major Insurance Companies that Accepted Reinsurance Agreements

| Year ended March 31, 2016 | Year ended March 31, 2015 |
|---------------------------|---------------------------|
| 9                         | 9                         |

Note: There were no reinsured third-sector insurance policies exempted from the accumulation of premium reserves by the Company in accordance with Article 71 of the Ordinance for Enforcement of the Insurance Business Act.

#### Ratio of Reinsurance Premiums Paid to the Top Five Counterparties

| Year ended March 31, 2016 | Year ended March 31, 2015 |
|---------------------------|---------------------------|
| 96.7                      | 97.2                      |

Note: There were no reinsured third-sector insurance policies exempted from the accumulation of premium reserves by the Company in accordance with Article 71 of the Ordinance for Enforcement of the Insurance Business Act.

(Yen)

(%)

(%)

# Ratio of Reinsurance Premiums by Counterparty Rating

|                       |      | (%)   |
|-----------------------|------|-------|
| Years ended March 31, | 2016 | 2015  |
| A or higher           | 99.1 | 100.0 |
| BBB or higher         | 0.9  | -     |
| Others                | _    | _     |

Notes: 1. Ratings are based on assessments by Standard & Poor's.

2. A or higher includes A-. BBB or higher includes BBB-.

3. An unrated insurance subsidiary has been included in the data under the rating of its parent company.

4. There were no reinsured third-sector insurance policies exempted from the accumulation of premium reserves by the Company in accordance with Article 71 of the Ordinance for Enforcement of the Insurance Business Act.

#### **Unreceived Reinsurance Claims**

|                           | (Millions of Yen)         |
|---------------------------|---------------------------|
| Year ended March 31, 2016 | Year ended March 31, 2015 |
| 224                       | 108                       |

Note: There were no reinsured third-sector insurance policies exempted from the accumulation of premium reserves by the Company in accordance with Article 71 of the Ordinance for Enforcement of the Insurance Business Act.

#### Ratio of Premiums Paid as Benefit Payments under Third-Sector Insurance, with Coverage Breakdown

|   |      | (%)  |
|---|------|------|
| Years ended March 31,                               | 2016 | 2015 |
| Ratio of benefits paid under third-sector insurance | 32.5 | 32.3 |
| Medical coverage (for illness)                      | 40.0 | 40.2 |
| Cancer coverage                                     | 43.7 | 40.6 |
| Nursing care coverage                               | 18.1 | 19.0 |
| Others  | 18.0 | 18.1 |

Notes: 1. Benefits include operating expenses associated with the payment of claims and benefits for third-sector insurance policies.

2. Premiums paid are calculated by averaging annualized premiums from business in force at the beginning of and at the end of the fiscal year.

# Performance Indicators for Accounting Reserve for Outstanding Claims

|                                   |         | (Millions of Yen) |
|-----------------------------------|---------|-------------------|
| As of March 31,                   | 2016    | 2015              |
| Insurance claims                  | 74,832  | 74,046            |
| Death insurance claims            | 58,418  | 58,358            |
| Insurance claims for accidents    | 906     | 991               |
| Insurance claims for disabilities | 15,105  | 13,917            |
| Insurance claims upon maturity    | 382     | 745               |
| Others                            | 19      | 32                |
| Annuity payments                  | 2,716   | 3,928             |
| Benefit payments                  | 21,303  | 21,616            |
| Surrender benefits                | 10,348  | 7,947             |
| Other refunds                     | 282     | 293               |
| Deferred benefit payments         | 659     | 651               |
| Total                             | 110,142 | 108,483           |

# **Policy Reserves**

|  |            | (Millions of Yen) |
|--|------------|-------------------|
| As of March 31,                                  | 2016       | 2015              |
| Policy reserves (excluding contingency reserves) |            |                   |
| Individual life insurance                        | 15,300,601 | 14,637,687        |
| General account                                  | 15,234,938 | 14,560,846        |
| Separate account                                 | 65,662     | 76,841            |
| Individual annuities                             | 7,374,541  | 7,354,404         |
| General account                                  | 7,030,615  | 6,991,123         |
| Separate account                                 | 343,926    | 363,281           |
| Group life insurance                             | 144,804    | 149,085           |
| General account                                  | 144,804    | 149,085           |
| Separate account                                 | -          | _                 |
| Group pensions                                   | 7,345,422  | 7,133,678         |
| General account                                  | 6,965,716  | 6,739,612         |
| Separate account                                 | 379,706    | 394,065           |
| Others   | 220,051    | 222,427           |
| General account                                  | 220,051    | 222,427           |
| Separate account                                 | -          | _                 |
| Subtotal   | 30,385,422 | 29,497,283        |
| General account                                  | 29,596,126 | 28,663,095        |
| Separate account                                 | 789,295    | 834,188           |
| Contingency reserves                             | 675,573    | 667,346           |
| Total  | 31,060,996 | 30,164,629        |
| General account                                  | 30,271,700 | 29,330,441        |
| Separate account                                 | 789,295    | 834,188           |

# **Breakdown of Policy Reserves**

|                      |                  |                   |                 |                      | (Millions of Yen) |
|----------------------|------------------|-------------------|-----------------|----------------------|-------------------|
|                      | Premium reserves | Unearned premiums | Refund reserves | Contingency reserves | Total             |
| As of March 31, 2016 | 29,737,051       | 648,370           | —               | 675,573              | 31,060,996        |
| As of March 31, 2015 | 28,946,512       | 550,770           | _               | 667,346              | 30,164,629        |

# Policy Reserves for Individual Life Insurance and Individual Annuities Policy Reserve Accumulation Method and Ratio

| As of March 31,                  |  | 2016  | 2015  |
|----------------------------------|--|---|---|
| Accumulation method              | Policies subject to standard policy reserves     | The method stipulated by Prime<br>Minister (Ministry of Finance<br>Notification No. 48 in 1996) | The method stipulated by Prime<br>Minister (Ministry of Finance<br>Notification No. 48 in 1996) |
|                                  | Policies not subject to standard policy reserves | Net level premium method  | Net level premium method  |
| Accumulation ratio (excluding co | ontingency reserves)                             | 100%  | 100%  |

Notes: 1. The aforementioned accumulation method and ratio apply to policy reserves for individual life insurance and individual annuities.

2. The above table excludes policy reserves for group life insurance and group pensions because these policies are not subject to the accumulation method under the notification described below. 3. The accumulation ratio of policies subject to standard policy reserves is calculated using a method stipulated by Ministry of Finance Notification No. 48 in 1996. The accumu-

lation ratio of other policies represents the ratio of policy reserves to the total of insurance premium reserves calculated using the net level premiums method and unearned premiums.

# Policy Reserves (Categorized by Fiscal Year in Which Policies Were Signed)

|                                    | Policy reserves (Millions of Yen) | Assumed interest rates (%) |
|------------------------------------|-----------------------------------|----------------------------|
| Up to year ended March 31, 1981    | 313,229                           | 2.75 - 5.00                |
| Years ended March 31, 1982 to 1986 | 834,499                           | 2.75 - 6.00                |
| Years ended March 31, 1987 to 1991 | 3,088,367                         | 2.75 - 6.00                |
| Years ended March 31, 1992 to 1996 | 3,846,758                         | 1.00 - 5.50                |
| Years ended March 31, 1997 to 2001 | 1,289,402                         | 1.00 - 3.75                |
| Years ended March 31, 2002 to 2006 | 820,323                           | 0.55 - 2.35                |
| Years ended March 31, 2007 to 2011 | 3,631,845                         | 0.55 - 1.85                |
| Year ended March 31, 2012          | 2,987,508                         | 0.71 - 1.50                |
| Year ended March 31, 2013          | 1,551,159                         | 0.45 - 1.50                |
| Year ended March 31, 2014          | 1,406,286                         | 0.45 - 1.50                |
| Year ended March 31, 2015          | 1,293,829                         | 0.35 – 1.09                |
| Year ended March 31, 2016          | 1,202,342                         | 0.44 – 1.05                |

Notes: 1. The policy reserves balances presented above include reserves for individual life insurance and individual annuity policies, but exclude policy reserves held in separate accounts and contingency reserves.

2. The above table displays the principal assumed interest rates of policy reserves that were signed into effect during each period and subject to reserves.

3. The allocation of policy reserves is determined based on reasonable actuarial methods.

# Balance of, calculation method for, and coefficient used as the basis for the calculation of policy reserves in general account in relation to insurance policies with separate account and minimum insurance benefit guarantee

#### Policy Reserves (General Account)

|                                   |        | (Millions of Yen) |
|-----------------------------------|--------|-------------------|
| As of March 31,                   | 2016   | 2015              |
| Policy reserves (general account) | 12,526 | 5,018             |

Notes: 1. Policy reserves (general account) are accumulated for insurance policies stipulated by Article 68 of the Ordinance for Enforcement of the Insurance Business Act as being subject to standard policy reserves.

2. Policy reserves (general account) represent insurance premium reserves necessary to ensure minimum insurance benefit guarantee.

# • Calculation Method and Coefficient Used for the Calculation

#### (1) Calculation method

The "scenario testing method" stipulated as an alternative method by Article 9, Paragraph 1, Item 1 of Ministry of Finance Notification No. 48 in 1996 is used for:

- Single premium variable individual annuities with periodic (every five years) and surplus dividends;
- Single premium variable individual annuities (type II) with periodic (every five years) and surplus dividends;
- Single premium variable individual annuities (series 2012—future annuity value guaranteed) with periodic (every five years) and surplus dividends.

The standard method stipulated by Article 9, Paragraph 1, Item 1 of said notification is used for variable annuities other than those stated above.

# (2) Coefficient used for the calculation

# i) Assumed mortality rate

The rate stipulated by Article 9, Paragraph 1, Item 2 of said notification.

# ii) Discount rate

The rate stipulated by Article 9, Paragraph 1, Item 3 of said notification.

#### iii) Expected return and volatility

The rate stipulated by Article 9, Paragraph 1, Item 4 of said notification. However, the following rates are set in line with rates stipulated by the statement of calculation procedures for insurance premiums and policy reserves.

- Volatility of short-term funds: 0.3% annually
- Volatility of assets in separate accounts for single premium variable individual annuities (type II) with periodic (every five years) and surplus dividends: 5.3% annually
- Volatility of assets in separate accounts for single premium variable individual annuities (series 2012–future annuity value guaranteed) with periodic (every five years) dividends: 4.3% annually for standardtype policies; 3.5% annually for surplus-type policies

# Confirming the Soundness and Validity of Actuarial Assumptions in Accordance with Article 121, Paragraph 1, Item 1 of the Insurance Business Act (Relating to Third-Sector Insurance Only)

# Securing appropriate funding of policy reserves for thirdsector insurance policies

The Company secures a sufficient level of policy reserves by performing liability adequacy tests and stress tests in accordance with provisions stipulated by Financial Supervisory Agency and Ministry of Finance Notification No. 22 in 2000 and Ministry of Finance Notification No. 231 in 1998.

### (2) Soundness and validity of risk frequency and other assumptions set for liability adequacy tests and stress tests

In principle, the Company classifies its policies by the occurrence rate of insurance claims based on historical data for insurance claims and thereby determines risk frequency for each classification of policies. The Company also allows for some additional stress factors in this calculation. As a result, possible increases in insurance claims due to changes in occurrence rates are covered with a 97.7% and a 99% degree of certainty.

#### (3) Results of liability adequacy tests and stress tests

In the year ended March 31, 2016, the Company set aside provision for contingency reserves totaling ¥20 million (based on the results of stress tests). On the other hand, the Company did not identify a need for additional policy reserves (based on the results of liability adequacy tests). In line with in-house rules, the soundness and validity of methods for establishing risk frequency ratios and test results are doublechecked by the small-committee for underwriting risk management, which is independent from departments performing said calculation.

#### (Millions of Yen) Asset formation insurance, Individual life Individual Group life Asset formation annuities Other insurance insurance annuities insurance Group pensions Total Year ended March 31, 2016 Balance at the beginning of the fiscal year 214,551 9,896 23,766 3,293 533 1,373 253,414 Transfer from surplus in the previous fiscal year 8,838 1,758 120,396 44,289 (11)4,773 180,044 Interest accrued during the fiscal year 233 5 12 0 0 0 251 Other increases 48 48 Dividend payments to policyholders during the fiscal year 19,718 1.908 121.787 44.131 72 5.238 192.857 Balance at the end of the fiscal year 203,952 9,751 22,387 3,452 449 908 240,902 [194,356] [7,788] [17,334] [446] [219,928] [--] [2] Year ended March 31, 2015 10,829 26,532 3,647 1,344 270,023 Balance at the beginning of the fiscal year 227,062 607 28,883 Transfer from surplus in the previous fiscal year 8,174 1,396 114 301 5,337 158,094 1 Interest accrued during the fiscal year 417 14 27 0 0 0 461 Other increases 45 45 \_ \_ \_ 29.237 Dividend payments to policyholders during the fiscal year 21,148 2,344 117,095 75 5,308 175,209 Balance at the end of the fiscal year 214,551 9,896 23,766 3,293 533 1,373 253,414 [204,995] [8,822] [18,322] [—] [513] [232,656] [2]

# Policyholders' Dividend Reserves

Note: Balance at the end of the fiscal year figures in brackets represent amounts appropriated to dividends.

# Allowance for Possible Loan Losses and Other Reserves

|  |                   |                | (Millions of Yen)          |
|--|-------------------|----------------|----------------------------|
|  | Beginning balance | Ending balance | YOY increase<br>(decrease) |
| Year ended March 31, 2016  |                   |                |                            |
| Allowance for possible loan losses                               |                   |                |                            |
| General allowance for possible loan losses                       | 1,677             | 1,310          | (366)                      |
| Specific allowance for possible loan losses                      | 3,356             | 4,147          | 790                        |
| Specific allowance for possible overseas loan losses             | —                 | _              | _                          |
| Accrued retirement benefits for directors and executive officers | 92                | 82             | (9)                        |
| Reserve for contingent liabilities                               | 2                 | 1              | (0)                        |
| Reserve for price fluctuation                                    | 492,482           | 521,677        | 29,195                     |
| Year ended March 31, 2015  |                   |                |                            |
| Allowance for possible loan losses                               |                   |                |                            |
| General allowance for possible loan losses                       | 4,501             | 1,677          | (2,824)                    |
| Specific allowance for possible loan losses                      | 3,633             | 3,356          | (276)                      |
| Specific allowance for possible overseas loan losses             | —                 | _              | _                          |
| Accrued retirement benefits for directors and executive officers | 183               | 92             | (90)                       |
| Reserve for contingent liabilities                               | 14                | 2              | (12)                       |
| Reserve for price fluctuation                                    | 480,840           | 492,482        | 11,642                     |

# Specific Allowance for Possible Overseas Loan Losses

# Specific Allowance for Possible Overseas Loan Losses

Not applicable.

# • Balance of Specific Allowance for Possible Overseas Loan Losses by Country

Not applicable.

# **Insurance Premiums**

|                           |           | (Millions of Yen |
|---------------------------|-----------|------------------|
| Years ended March 31,     | 2016      | 2015             |
| Individual life insurance | 1,821,120 | 1,863,314        |
| Lump-sum payment          | 915,087   | 988,880          |
| Annual payment            | 178,101   | 128,836          |
| Biannual payment          | 4,803     | 4,939            |
| Monthly payment           | 723,128   | 740,657          |
| Individual annuities      | 346,822   | 354,049          |
| Lump-sum payment          | 10,805    | 36,810           |
| Annual payment            | 43,533    | 32,329           |
| Biannual payment          | 751       | 845              |
| Monthly payment           | 291,732   | 284,063          |
| Group life insurance      | 310,584   | 309,593          |
| Group pensions            | 841,898   | 837,785          |
| Total (including others)* | 3,357,042 | 3,407,946        |

\* Includes premiums from asset formation insurance and annuities, medical life insurance, disability income insurance, and reinsurance underwritten.

#### Insurance Premiums Categorized by Policy Year

| Insulance Fremiums Categorize |   |           | (Millions of Yer |
|-------------------------------|---|-----------|------------------|
| Years ended March 31,         |   | 2016      | 2015             |
| Individual life insurance     | First-year premiums                     | 1,126,838 | 1,161,344        |
| Individual annuities          | Premiums for the second year and beyond | 1,041,105 | 1,056,019        |
|                               | Subtotal                                | 2,167,943 | 2,217,363        |
| Group life insurance          | First-year premiums                     | 2,193     | 3,159            |
|                               | Premiums for the second year and beyond | 308,390   | 306,433          |
|                               | Subtotal                                | 310,584   | 309,593          |
| Group pensions                | First-year premiums                     | 15,782    | 10,983           |
|                               | Premiums for the second year and beyond | 826,116   | 826,801          |
|                               | Subtotal                                | 841,898   | 837,785          |
| Total (including others)*     | First-year premiums                     | 1,145,713 | 1,176,218        |
|                               | Premiums for the second year and beyond | 2,211,328 | 2,231,728        |
|                               | Total                                   | 3,357,042 | 3,407,946        |
|                               | Growth rate (%)                         | (1.5)     | (5.7)            |

\* Includes premiums from asset formation insurance and annuities, medical life insurance, disability income insurance, and reinsurance underwritten.

# Insurance Claims, Annuities and Benefits Paid

|                                   |                              |                           |                         |                |  |       |                              | (Millions of Yen) |
|-----------------------------------|------------------------------|---------------------------|-------------------------|----------------|--|-------|------------------------------|-------------------|
|                                   |                              | Year ended March 31, 2016 |                         |                |  |       | Year ended<br>March 31, 2015 |                   |
|                                   | Individual life<br>insurance | Individual<br>annuities   | Group life<br>insurance | Group pensions | Asset formation<br>insurance<br>Asset formation<br>annuities |       | Total                        | Total             |
| Claims paid:                      | 416,368                      | 869                       | 142,669                 | 1,030          | 605  | 1,015 | 562,557                      | 635,653           |
| Death insurance claims            | 243,028                      | 703                       | 130,503                 | _              | _  | 1,004 | 375,240                      | 391,150           |
| Insurance claims for accidents    | 2,504                        | 10                        | 438                     | _              | 37   | _     | 2,990                        | 3,274             |
| Insurance claims for disabilities | 33,485                       | 61                        | 11,708                  | _              | _  | 10    | 45,265                       | 42,711            |
| Insurance claims upon maturity    | 137,349                      | 94                        | _                       | 1,030          | 567  | _     | 139,042                      | 198,500           |
| Others                            | _                            | _                         | 18                      | —              | _  | 1     | 19                           | 15                |
| Annuity payments                  | 8,990                        | 402,324                   | 18,888                  | 260,780        | 4,938  | —     | 695,922                      | 849,823           |
| Benefit payments:                 | 136,951                      | 20,751                    | 542                     | 248,179        | 989  | 2,044 | 409,457                      | 427,691           |
| Death benefits                    | 28,432                       | 17,664                    | 6                       | 3,171          | 238  | 9     | 49,522                       | 50,808            |
| Hospitalization benefits          | 33,063                       | 1,117                     | 331                     | _              | _  | 1,757 | 36,269                       | 37,528            |
| Surgery benefits                  | 15,876                       | 850                       | _                       | —              | _  | 211   | 16,939                       | 17,657            |
| Disability benefits               | 1,002                        | 8                         | 79                      | _              | _  | _     | 1,090                        | 1,087             |
| Survivor benefits                 | 26,200                       | 591                       | _                       | _              | 750  | —     | 27,542                       | 36,660            |
| Lump-sum benefits                 | _                            | _                         | 124                     | 242,397        | _  | _     | 242,522                      | 246,123           |
| Others                            | 32,375                       | 518                       | 0                       | 2,610          | _  | 65    | 35,570                       | 37,825            |
| Surrender benefits                | 319,468                      | 85,361                    | 8                       | 31,099         | 18,298   | 0     | 454,237                      | 451,984           |

# The Number of Cases Where Claims, Annuities and Benefits Were Paid

|                                   |                              | Year ended March 31, 2016 |                         |                |  |        |           | Year ended<br>March 31, 2015 |
|-----------------------------------|------------------------------|---------------------------|-------------------------|----------------|--|--------|-----------|------------------------------|
|                                   | Individual life<br>insurance | Individual<br>annuities   | Group life<br>insurance | Group pensions | Asset formation<br>insurance<br>Asset formation<br>annuities |        | Total     | Total                        |
| Claims paid:                      | 139,286                      | 119                       | 52,009                  | 1              | 1,940  | 13,311 | 206,666   | 219,563                      |
| Death insurance claims            | 39,992                       | 106                       | 48,179                  | _              | _  | 13,294 | 101,571   | 103,846                      |
| Insurance claims for accidents    | 643                          | 4                         | 200                     | _              | 3  | _      | 850       | 869                          |
| Insurance claims for disabilities | 15,063                       | 9                         | 3,623                   | _              | _  | 11     | 18,706    | 16,671                       |
| Insurance claims upon maturity    | 83,588                       | _                         | _                       | 1              | 1,937  | _      | 85,526    | 98,167                       |
| Others                            | _                            | _                         | 7                       | —              | _  | 6      | 13        | 10                           |
| Annuity payments                  | 5,242                        | 656,031                   | 60,537                  | 7,378,009      | 15,578   | —      | 8,115,397 | 8,181,450                    |
| Benefit payments:                 | 2,472,347                    | 32,392                    | 5,032                   | 700,821        | 460  | 33,280 | 3,244,332 | 3,911,688                    |
| Death benefits                    | 9,269                        | 3,797                     | 451                     | 4,014          | 119  | 20     | 17,670    | 17,790                       |
| Hospitalization benefits          | 356,836                      | 11,166                    | 4,066                   | —              | _  | 29,492 | 401,560   | 402,904                      |
| Surgery benefits                  | 175,367                      | 9,233                     | _                       | —              | _  | 2,519  | 187,119   | 191,267                      |
| Disability benefits               | 594                          | 12                        | 169                     | _              | _  | _      | 775       | 819                          |
| Survivor benefits                 | 92,070                       | 6,001                     | _                       | _              | 341  | _      | 98,412    | 124,368                      |
| Lump-sum benefits                 | _                            | _                         | 345                     | 696,800        | _  | _      | 697,145   | 711,347                      |
| Others                            | 1,838,211                    | 2,183                     | 1                       | 7              | _  | 1,249  | 1,841,651 | 2,463,193                    |

# Depreciation

|                           |                  |                           |                          |                | (Millions of Yen)                  |
|---------------------------|------------------|---------------------------|--------------------------|----------------|------------------------------------|
|                           | Acquisition cost | Current-year depreciation | Accumulated depreciation | Ending balance | Accumulated depreciation ratio (%) |
| Year ended March 31, 2016 |                  |                           |                          |                |                                    |
| Tangible fixed assets     | 301,164          | 8,294                     | 176,964                  | 124,200        | 58.8                               |
| Buildings                 | 284,458          | 7,171                     | 163,242                  | 121,216        | 57.4                               |
| Others                    | 16,705           | 1,122                     | 13,722                   | 2,983          | 82.1                               |
| Intangible fixed assets   | 72,973           | 13,280                    | 31,600                   | 41,373         | 43.3                               |
| Others                    | 262              | 43                        | 112                      | 149            | 42.9                               |
| Total                     | 374,400          | 21,618                    | 208,677                  | 165,723        | 55.7                               |
| Year ended March 31, 2015 |                  |                           |                          |                |                                    |
| Tangible fixed assets     | 310,401          | 8,287                     | 178,976                  | 131,424        | 57.7                               |
| Buildings                 | 294,274          | 7,180                     | 165,923                  | 128,351        | 56.4                               |
| Others                    | 16,126           | 1,106                     | 13,053                   | 3,073          | 80.9                               |
| Intangible fixed assets   | 62,859           | 12,408                    | 25,830                   | 37,038         | 41.1                               |
| Others                    | 257              | 42                        | 104                      | 152            | 40.6                               |
| Total                     | 373,518          | 20,738                    | 204,912                  | 168,615        | 54.9                               |

# **Operating Expenses**

|                                     |         | (Millions of Yen) |
|-------------------------------------|---------|-------------------|
| Years ended March 31,               | 2016    | 2015              |
| Marketing promotion expenses        | 138,382 | 133,730           |
| Marketing administration expenses   | 50,846  | 52,563            |
| General and administration expenses | 166,415 | 162,132           |
| Total                               | 355,644 | 348,426           |

Note: General and administration expenses include funding contributions that the Company paid for Insurance Policyholders Protection Corporation of Japan in accordance with Article 259 of the Insurance Business Act, which totaled ¥3,784 million and ¥3,739 million in the years ended March 31, 2015 and March 31, 2016, respectively.

#### Taxes

|                              |        | (Millions of Yen) |
|------------------------------|--------|-------------------|
| Years ended March 31,        | 2016   | 2015              |
| National tax                 | 16,022 | 17,075            |
| Consumption tax              | 13,336 | 13,243            |
| Special local corporate tax  | 2,370  | 3,523             |
| Revenue stamp tax            | 288    | 284               |
| Registration and license tax | 10     | 9                 |
| Other national taxes         | 16     | 15                |
| Local tax                    | 12,373 | 11,207            |
| Local consumption tax        | 3,581  | 3,553             |
| Corporate enterprise tax     | 5,676  | 4,538             |
| Fixed asset tax              | 2,642  | 2,655             |
| Real estate acquisition tax  | 4      | 6                 |
| Business office tax          | 467    | 452               |
| Other local taxes            | 2      | 0                 |
| Total                        | 28,395 | 28,282            |

# Lease Transactions

# Acquisition cost, accumulated depreciation and ending balance of leased assets

Not applicable.

# Ending balance of future lease payments

Not applicable.

# Cumulative lease fees paid, depreciation and interest expenses

Not applicable.

(Millions of Von)

# Balance of Loans Payable by Remaining Loan Period

|  |                  |                           |                            |                            |                             |                  | (Millions of Yen |
|--|------------------|---------------------------|----------------------------|----------------------------|-----------------------------|------------------|------------------|
|  | Within<br>1 year | Over 1 year<br>to 3 years | Over 3 years<br>to 5 years | Over 5 years<br>to 7 years | Over 7 years<br>to 10 years | Over<br>10 years | Total            |
| As of March 31, 2016                             |                  |                           |                            |                            |                             |                  |                  |
| Bonds payable                                    | _                | _                         | _                          | _                          | _                           | 238,310          | 238,310          |
| Payables under securities borrowing transactions | _                | _                         | _                          | _                          | _                           | _                | _                |
| Loans payable*                                   | 100,000          | _                         | _                          | _                          | _                           | _                | 100,000          |
| Total  | 100,000          | _                         | _                          | _                          | _                           | 238,310          | 338,310          |
| As of March 31, 2015                             |                  |                           |                            |                            |                             |                  |                  |
| Bonds payable                                    | _                | _                         | _                          | _                          | _                           | _                | _                |
| Payables under securities borrowing transactions | 220,000          | _                         | _                          | _                          | _                           | _                | 220,000          |
| Loans payable                                    | _                | _                         | _                          | 100,000                    | _                           | _                | 100,000          |
| Total  | 220,000          | _                         | _                          | 100,000                    | _                           |                  | 320,000          |

\* Loans payable are included in "Within 1 year," due to the repayment of ¥100,000 million in April 2016, prior to their maturity.

# Reference: Average Interest Rates of Bonds and Loans Payable

|                 |      | (%)  |
|-----------------|------|------|
| As of March 31, | 2016 | 2015 |
| Bonds payable   | 5.20 | _    |
| Loans payable   | 1.31 | 1.35 |

Notes: 1. Average interest rates presented above are weighted average interest rates applied to balances at the end of each fiscal year. 2. Bonds payable consist of subordinated bonds denominated in US dollars with the date of maturity set at October 2045.

#### **Quarterly Information**

|                              |                        |                             |                            | (Millions of Yen)       |
|------------------------------|------------------------|-----------------------------|----------------------------|-------------------------|
|                              | As of June 30,<br>2015 | As of September<br>30, 2015 | As of December<br>31, 2015 | As of March 31,<br>2016 |
| Insurance premiums and other | 971,989                | 1,812,165                   | 2,528,728                  | 3,357,858               |
| Base profit                  | 115,572                | 242,862                     | 339,159                    | 459,903                 |

# Investment Performance Indicators Breakdown of Invested Assets (General Account)

| As of March 31,                                     | 201        | 6     | 2015       |       |
|---|------------|-------|------------|-------|
|   | Amount     | (%)   | Amount     | (%)   |
| Cash, deposits and call loans                       | 394,726    | 1.1   | 507,313    | 1.4   |
| Receivables under resale agreements                 | _          | _     | _          | _     |
| Receivables under securities borrowing transactions | _          | _     | _          | _     |
| Monetary claims bought                              | 223,659    | 0.6   | 229,523    | 0.6   |
| Frading account securities                          | _          | _     | _          | _     |
| Money held in trust                                 | _          | _     | _          | _     |
| Securities  | 28,789,384 | 80.4  | 28,433,462 | 79.8  |
| Domestic bonds                                      | 16,998,500 | 47.5  | 16,566,439 | 46.5  |
| Domestic stocks                                     | 3,581,780  | 10.0  | 4,213,452  | 11.8  |
| Foreign securities                                  | 7,910,257  | 22.1  | 7,399,532  | 20.8  |
| Foreign bonds                                       | 5,866,755  | 16.4  | 5,812,254  | 16.3  |
| Foreign stocks and others                           | 2,043,502  | 5.7   | 1,587,278  | 4.5   |
| Other securities                                    | 298,845    | 0.8   | 254,037    | 0.7   |
| Loans   | 4,949,867  | 13.8  | 5,052,238  | 14.2  |
| Policy loans  | 275,085    | 0.8   | 289,921    | 0.8   |
| Industrial and consumer loans                       | 4,674,782  | 13.1  | 4,762,317  | 13.4  |
| Real estate   | 889,415    | 2.5   | 916,587    | 2.6   |
| Deferred tax assets                                 | _          | —     | _          | —     |
| Dthers  | 547,927    | 1.5   | 479,268    | 1.3   |
| Allowance for possible loan losses                  | (5,457)    | (0.0) | (5,034)    | (0.0) |
| īotal   | 35,789,522 | 100.0 | 35,613,360 | 100.0 |
| Assets denominated in foreign currencies            | 7,111,751  | 19.9  | 6,452,535  | 18.1  |

Note: Real estate reflects the total value of land, buildings and construction in progress.

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# Increase (Decrease) by Asset Type (General Account)

|   |           | (Millions of Yen |
|---|-----------|------------------|
| Years ended March 31,                               | 2016      | 2015             |
| Cash, deposits and call loans                       | (112,587) | 114,247          |
| Receivables under resale agreements                 | _         | -                |
| Receivables under securities borrowing transactions | _         | -                |
| Monetary claims bought                              | (5,864)   | (4,099)          |
| Trading account securities                          | _         | -                |
| Money held in trust                                 | _         | -                |
| Securities  | 355,921   | 2,004,101        |
| Domestic bonds                                      | 432,060   | (338,898)        |
| Domestic stocks                                     | (631,671) | 861,100          |
| Foreign securities                                  | 510,724   | 1,417,215        |
| Foreign bonds                                       | 54,500    | 1,278,381        |
| Foreign stocks and others                           | 456,223   | 138,833          |
| Other securities                                    | 44,808    | 64,684           |
| Loans   | (102,371) | (84,526)         |
| Policy loans  | (14,835)  | (14,709)         |
| Industrial and consumer loans                       | (87,535)  | (69,817)         |
| Real estate   | (27,171)  | (21,045)         |
| Deferred tax assets                                 | _         |                  |
| Others  | 68,659    | 97,007           |
| Allowance for possible loan losses                  | (423)     | 3,101            |
| Total   | 176,162   | 2,108,786        |
| Assets denominated in foreign currencies            | 659,215   | 1,444,085        |

Note: Real estate reflects the total value of land, buildings and construction in progress.

# Investment Returns (General Account)

|   |      | (%)  |
|---|------|------|
| Years ended March 31,                               | 2016 | 2015 |
| Cash, deposits and call loans                       | 0.07 | 0.09 |
| Receivables under resale agreements                 | _    | _    |
| Receivables under securities borrowing transactions | —    | —    |
| Monetary claims bought                              | 2.02 | 2.06 |
| Trading account securities                          | _    | —    |
| Money held in trust                                 | _    | —    |
| Securities  | 2.16 | 3.08 |
| Domestic bonds                                      | 1.63 | 2.62 |
| Domestic stocks                                     | 3.86 | 4.86 |
| Foreign securities                                  | 3.09 | 3.85 |
| Foreign bonds                                       | 2.92 | 3.34 |
| Foreign stocks and others                           | 3.65 | 5.40 |
| Loans   | 1.80 | 1.92 |
| Industrial and consumer loans                       | 1.64 | 1.77 |
| Real estate   | 1.80 | 1.70 |
| Total   | 1.99 | 2.72 |
| Overseas investments                                | 3.01 | 3.80 |

Notes: 1. The rate of return is calculated by deducting investment expenses from investment income (numerator: presented as ordinary profit), and by dividing the result by the average daily balance (denominator: based on the book value).

2. Overseas investments include assets in foreign currencies, loans for non-residents and foreign bonds issued in yen.

# Average Balances of Assets (General Account)

|   |            |       |            | (Millions of Yer |  |
|---|------------|-------|------------|------------------|--|
| Years ended March 31,                               | 201        | 6     | 2015       |                  |  |
|   | Amount     | (%)   | Amount     | (%)              |  |
| Cash, deposits and call loans                       | 426,643    | 1.3   | 229,748    | 0.7              |  |
| Receivables under resale agreements                 | -          | —     | _          | —                |  |
| Receivables under securities borrowing transactions | -          | —     | _          | —                |  |
| Monetary claims bought                              | 230,756    | 0.7   | 242,660    | 0.8              |  |
| Trading account securities                          | -          | —     | —          | —                |  |
| Money held in trust                                 | _          | —     | _          | _                |  |
| Securities  | 24,424,290 | 76.2  | 23,674,120 | 75.8             |  |
| Domestic bonds                                      | 16,432,599 | 51.3  | 16,278,265 | 52.2             |  |
| Domestic stocks                                     | 1,793,861  | 5.6   | 1,795,820  | 5.8              |  |
| Foreign securities                                  | 5,951,875  | 18.6  | 5,424,868  | 17.4             |  |
| Foreign bonds                                       | 4,597,569  | 14.3  | 4,076,213  | 13.1             |  |
| Foreign stocks and others                           | 1,354,305  | 4.2   | 1,348,654  | 4.3              |  |
| Loans   | 5,009,928  | 15.6  | 5,110,743  | 16.4             |  |
| Industrial and consumer loans                       | 4,727,548  | 14.7  | 4,813,860  | 15.4             |  |
| Real estate   | 919,494    | 2.9   | 940,240    | 3.0              |  |
| Total   | 32,052,039 | 100.0 | 31,212,483 | 100.0            |  |
| Overseas investments                                | 6,201,016  | 19.3  | 5,574,783  | 17.9             |  |

Notes: 1. Average balances are calculated based on book value. 2. Overseas investments include assets in foreign currencies, loans for non-residents and foreign bonds issued in yen.

# Investment Income (General Account)

|  |         | (Millions of Yen) |
|--|---------|-------------------|
| Years ended March 31,                          | 2016    | 2015              |
| Interest, dividends and other income           | 690,849 | 698,142           |
| Gains on securities products                   | _       | _                 |
| Gains on money held in trust                   | 0       | 0                 |
| Gains on trading securities                    | _       | _                 |
| Gains on sales of securities                   | 8,415   | 186,196           |
| Gains on redemption of securities              | 88,701  | 58,075            |
| Gains on derivative financial instruments      | _       | _                 |
| Foreign exchange gains                         | 153     | _                 |
| Reversal of allowance for possible loan losses | _       | 2,875             |
| Other investment income                        | 24      | 23                |
| Total  | 788,144 | 945,313           |

# Investment Expenses (General Account)

|  |         | (Millions of Yen) |
|--|---------|-------------------|
| Years ended March 31,                                  | 2016    | 2015              |
| Interest expenses                                      | 6,217   | 3,292             |
| Losses on securities products                          | _       | _                 |
| Losses on money held in trust                          | _       | —                 |
| Losses on trading securities                           | _       | —                 |
| Losses on sales of securities                          | 1,959   | 365               |
| Losses on valuation of securities                      | 12,791  | 300               |
| Losses on redemption of securities                     | 37      | —                 |
| Losses on derivative financial instruments             | 107,329 | 71,082            |
| Foreign exchange losses                                | _       | 145               |
| Provision for allowance for possible loan losses       | 664     | —                 |
| Redemption of loans                                    | _       | —                 |
| Depreciation of real estate for non-insurance business | 9,508   | 9,513             |
| Other investment expenses                              | 12,538  | 11,173            |
| Total  | 151,045 | 95,874            |

# Interest, Dividends and Other Income (General Account)

|  |         | (Millions of Yen) |
|--|---------|-------------------|
| Years ended March 31,                        | 2016    | 2015              |
| Interest on deposits                         | 42      | 61                |
| Interest and dividends on securities         | 554,603 | 558,623           |
| Interest on domestic bonds                   | 268,008 | 266,750           |
| Dividends on domestic stocks                 | 76,093  | 72,633            |
| Interest and dividends on foreign securities | 203,015 | 211,308           |
| Interest on loans                            | 90,474  | 95,007            |
| Rent on real estate                          | 34,861  | 33,404            |
| Total (including others)                     | 690,849 | 698,142           |

# Attribution Analysis of Interest, Dividends and Other Income (General Account)

|                                      |                            |                   |  |                            |                   | (Millions of Yen)                            |
|--------------------------------------|----------------------------|-------------------|--|----------------------------|-------------------|--|
| Years ended March 31,                |                            | 2016              |  | 2015                       |                   |  |
|                                      | Net increase<br>(decrease) | Change in balance | Change due to<br>interest rate and<br>others | Net increase<br>(decrease) | Change in balance | Change due to<br>interest rate and<br>others |
| Interest, dividends and other income | (7,292)                    | 18,778            | (26,071)                                     | 30,505                     | 25,051            | 5,454  |
| Securities                           | (4,020)                    | 17,701            | (21,721)                                     | 36,011                     | 25,787            | 10,224                                       |
| Loans                                | (4,532)                    | (1,874)           | (2,658)                                      | (5,902)                    | (131)             | (5,771)                                      |
| Real estate                          | 1,456                      | (737)             | 2,193  | (15)                       | (705)             | 689  |

# Gains on Sales of Securities (General Account)

| · · ·                      |       | (Millions of Yen) |
|----------------------------|-------|-------------------|
| Years ended March 31,      | 2016  | 2015              |
| Domestic bonds and others  | 4     | 159,673           |
| Domestic stocks and others | 2,073 | 15,052            |
| Foreign securities         | 6,337 | 11,470            |
| Total (including others)   | 8,415 | 186,196           |

# Losses on Sales of Securities (General Account)

|                            |       | (Millions of Yen) |
|----------------------------|-------|-------------------|
| Years ended March 31,      | 2016  | 2015              |
| Domestic bonds and others  | 21    | 1                 |
| Domestic stocks and others | 472   | 353               |
| Foreign securities         | 1,465 | 10                |
| Total (including others)   | 1,959 | 365               |

# Losses on Valuation of Securities (General Account)

|                            |        | (Millions of Yen) |
|----------------------------|--------|-------------------|
| Years ended March 31,      | 2016   | 2015              |
| Domestic bonds and others  | _      | _                 |
| Domestic stocks and others | 8,457  | 58                |
| Foreign securities         | 4,333  | _                 |
| Total (including others)   | 12,791 | 300               |

# Balance of Securities (General Account)

|                           |            |       |            | (Millions of Yen) |
|---------------------------|------------|-------|------------|-------------------|
| As of March 31,           | 201        | 6     | 2015       |                   |
|                           | Amount     | (%)   | Amount     | (%)               |
| Government bonds          | 14,265,684 | 49.6  | 14,023,339 | 49.3              |
| Municipal bonds           | 692,832    | 2.4   | 757,983    | 2.7               |
| Corporate bonds           | 2,039,982  | 7.1   | 1,785,116  | 6.3               |
| Public entity bonds       | 486,090    | 1.7   | 485,326    | 1.7               |
| Domestic stocks           | 3,581,780  | 12.4  | 4,213,452  | 14.8              |
| Foreign securities        | 7,910,257  | 27.5  | 7,399,532  | 26.0              |
| Foreign bonds             | 5,866,755  | 20.4  | 5,812,254  | 20.4              |
| Foreign stocks and others | 2,043,502  | 7.1   | 1,587,278  | 5.6               |
| Other securities          | 298,845    | 1.0   | 254,037    | 0.9               |
| Total                     | 28,789,384 | 100.0 | 28,433,462 | 100.0             |

# Breakdown of Municipal Bonds by Region

|                 |         | (Millions of Yen) |
|-----------------|---------|-------------------|
| As of March 31, | 2016    | 2015              |
| Hokkaido        | 31,618  | 32,389            |
| Tohoku          | 5,818   | 5,834             |
| Kanto           | 208,242 | 227,489           |
| Chubu           | 86,947  | 90,261            |
| Kinki           | 193,114 | 224,067           |
| Chugoku         | 30,754  | 37,052            |
| Shikoku         | -       | —                 |
| Kyushu          | 50,805  | 50,773            |
| Others          | 85,529  | 90,115            |
| Total           | 692,832 | 757,983           |

Note: Others represents municipal bonds issued through public offering under the Joint Local Government Bonds scheme.

# Breakdown of Securities by Remaining Period for Maturity (General Account)

|                           |                  |                           |                            |                            |                             |                  | (Millions of Yer |
|---------------------------|------------------|---------------------------|----------------------------|----------------------------|-----------------------------|------------------|------------------|
|                           | Within<br>1 year | Over 1 year<br>to 3 years | Over 3 years<br>to 5 years | Over 5 years<br>to 7 years | Over 7 years<br>to 10 years | Over<br>10 years | Total            |
| As of March 31, 2016      |                  |                           |                            |                            |                             |                  |                  |
| Securities                | 318,432          | 1,373,259                 | 2,029,070                  | 3,614,158                  | 2,133,003                   | 19,321,459       | 28,789,384       |
| Government bonds          | 73,059           | 475,658                   | 422,387                    | 1,535,523                  | 1,463,934                   | 10,295,121       | 14,265,684       |
| Municipal bonds           | 80,751           | 274,025                   | 72,797                     | 100                        | 6,787                       | 258,369          | 692,832          |
| Corporate bonds           | 70,607           | 235,357                   | 152,060                    | 167,678                    | 105,777                     | 1,308,501        | 2,039,982        |
| Domestic stocks           | 100              | _                         | _                          | _                          | _                           | 3,581,680        | 3,581,780        |
| Foreign securities        | 93,851           | 384,715                   | 1,377,737                  | 1,907,919                  | 556,142                     | 3,589,892        | 7,910,257        |
| Foreign bonds             | 93,188           | 384,715                   | 1,377,737                  | 1,907,919                  | 556,142                     | 1,547,052        | 5,866,755        |
| Foreign stocks and others | 662              | —                         | —                          | —                          | —                           | 2,042,839        | 2,043,502        |
| Other securities          | 61               | 3,503                     | 4,087                      | 2,937                      | 362                         | 287,893          | 298,845          |
| Monetary claims bought    | -                | _                         | _                          | _                          | _                           | 223,659          | 223,659          |
| Negotiable deposits       | 23,998           | —                         | —                          | —                          | —                           | _                | 23,998           |
| Others                    | _                | _                         | _                          | _                          | _                           | _                | _                |
| Total                     | 342,430          | 1,373,259                 | 2,029,070                  | 3,614,158                  | 2,133,003                   | 19,545,118       | 29,037,042       |
| As of March 31, 2015      |                  |                           |                            |                            |                             |                  |                  |
| Securities                | 473,984          | 879,087                   | 1,805,171                  | 3,123,542                  | 2,618,953                   | 19,532,724       | 28,433,462       |
| Government bonds          | 276,936          | 268,585                   | 512,525                    | 1,190,579                  | 1,506,916                   | 10,267,796       | 14,023,339       |
| Municipal bonds           | 68,379           | 188,358                   | 233,486                    | 9,200                      | 5,266                       | 253,292          | 757,983          |
| Corporate bonds           | 61,316           | 168,280                   | 206,132                    | 151,396                    | 154,625                     | 1,043,365        | 1,785,116        |
| Domestic stocks           | —                | _                         | _                          | _                          | _                           | 4,213,452        | 4,213,452        |
| Foreign securities        | 66,303           | 249,081                   | 852,781                    | 1,769,893                  | 951,152                     | 3,510,320        | 7,399,532        |
| Foreign bonds             | 66,303           | 248,340                   | 852,781                    | 1,769,893                  | 951,152                     | 1,923,783        | 5,812,254        |
| Foreign stocks and others | —                | 740                       | _                          | _                          | _                           | 1,586,537        | 1,587,278        |
| Other securities          | 1,048            | 4,781                     | 245                        | 2,473                      | 991                         | 244,497          | 254,037          |
| Monetary claims bought    | —                | _                         | _                          | _                          | _                           | 229,523          | 229,523          |
| Negotiable deposits       | 6,000            | _                         | _                          | _                          | —                           | _                | 6,000            |
| Others                    |                  | _                         |                            |                            |                             |                  |                  |
| Total                     | 479,984          | 879,087                   | 1,805,171                  | 3,123,542                  | 2,618,953                   | 19,762,247       | 28,668,986       |

Notes: 1. Figures for over 10 years include financial instruments with no specified maturity period. 2. Includes securities that are deemed appropriate to handle under the Financial Instruments and Exchange Act.

# Rate of Return on Bonds at Fiscal Year End (General Account)

|                 |      | (%)  |
|-----------------|------|------|
| As of March 31, | 2016 | 2015 |
| Domestic bonds  | 1.73 | 1.75 |
| Foreign bonds   | 2.96 | 3.10 |

(Millions of Von)

# Breakdown of Stocks Held by Industry (General Account)

|   |           |       | (Millions of Yen |            |  |
|---|-----------|-------|------------------|------------|--|
| As of March 31,                             | 2010      | -     | 2015             |            |  |
|   | Amount    | (%)   | Amount           | (%)        |  |
| Fishery, agriculture & forestry             | 973       | 0.0   | 790              | 0.0        |  |
| Mining                                      |           | _     | _                |            |  |
| Construction                                | 77,671    | 2.2   | 71,653           | 1.7        |  |
| Manufacturing                               |           |       |                  |            |  |
| Foods                                       | 178,484   | 5.0   | 176,613          | 4.2        |  |
| Textiles & apparels                         | 21,142    | 0.6   | 22,838           | 0.5        |  |
| Pulp & paper                                | 4,037     | 0.1   | 3,927            | 0.1        |  |
| Chemicals                                   | 249,312   | 7.0   | 319,249          | 7.6        |  |
| Pharmaceuticals                             | 136,044   | 3.8   | 103,691          | 2.5        |  |
| Oil & coal products                         | 5,360     | 0.1   | 5,676            | 0.1        |  |
| Rubber products                             | 11,589    | 0.3   | 8,698            | 0.2        |  |
| Glass & ceramics products                   | 144,415   | 4.0   | 178,532          | 4.2        |  |
| Iron & steel                                | 56,580    | 1.6   | 84,478           | 2.0        |  |
| Nonferrous metals                           | 16,051    | 0.4   | 17,953           | 0.4        |  |
| Metal products                              | 19,351    | 0.5   | 20,651           | 0.5        |  |
| Machinery                                   | 217,555   | 6.1   | 296,149          | 7.0        |  |
| Electric appliances                         | 391,128   | 10.9  | 467,376          | 11.1       |  |
| Transportation equipment                    | 419,330   | 11.7  | 551,627          | 13.1       |  |
| Precision instruments                       | 139,908   | 3.9   | 120,002          | 2.8        |  |
| Other products                              | 35,626    | 1.0   | 36,567           | 0.9        |  |
| Electric power & gas                        | 143,616   | 4.0   | 147,756          | 3.5        |  |
| Transportation, information & communication |           |       |                  |            |  |
| Land transportation                         | 194,939   | 5.4   | 204,994          | 4.9        |  |
| Marine transportation                       | 7,920     | 0.2   | 12,766           | 0.3        |  |
| Air transportation                          | 3,295     | 0.1   | 2,328            | 0.1        |  |
| Warehouse & harbor transportation services  | 24,122    | 0.7   | 29,065           | 0.7        |  |
| Information & communication                 | 24,696    | 0.7   | 23,194           | 0.6        |  |
| Trade                                       |           |       | -, -             |            |  |
| Wholesale trade                             | 211,057   | 5.9   | 250,030          | 5.9        |  |
| Retail trade                                | 39,449    | 1.1   | 38,731           | 0.9        |  |
| Finance & insurance                         |           |       | , -              |            |  |
| Banks                                       | 369,222   | 10.3  | 515,868          | 12.2       |  |
| Securities & commodity futures              | 16,275    | 0.5   | 18,590           | 0.4        |  |
| Insurance                                   | 156,477   | 4.4   | 166,790          | 4.0        |  |
| Other financing business                    | 63,312    | 1.8   | 69,247           | 1.6        |  |
| Real estate                                 | 164,330   | 4.6   | 208,553          | 4.9        |  |
| Services                                    | 38,499    | 4.0   | 39,052           | 4.9<br>0.9 |  |
| Total                                       | 3,581,780 | 100.0 | 4,213,452        | 100.0      |  |

Note: Classification is based on industrial sector classification specified by the Securities Identification Code Committee.

# Loans (General Account)

|   |           | (Millions of Yen) |
|---|-----------|-------------------|
| As of March 31,                         | 2016      | 2015              |
| Policy loans                            | 275,085   | 289,921           |
| Policyholder loans                      | 258,842   | 272,376           |
| Premium loans                           | 16,242    | 17,544            |
| Industrial and consumer loans           | 4,674,782 | 4,762,317         |
| (Loans for non-residents)               | 104,704   | 111,596           |
| Corporate loans                         | 4,429,189 | 4,510,803         |
| (To domestic corporations)              | 4,398,279 | 4,479,491         |
| Loans to governments and supranationals | 58,270    | 58,906            |
| Loans to public organizations           | 165,195   | 169,092           |
| Housing loans                           | 1,737     | 2,217             |
| Consumer loans                          | 19,580    | 20,264            |
| Others                                  | 809       | 1,032             |
| Total                                   | 4,949,867 | 5,052,238         |

# Breakdown of Loans by Duration (General Account)

| -                      |                  |                           |                            |                            |                             |                  | (Millions of Yen |
|------------------------|------------------|---------------------------|----------------------------|----------------------------|-----------------------------|------------------|------------------|
|                        | Within<br>1 year | Over 1 year<br>to 3 years | Over 3 years<br>to 5 years | Over 5 years<br>to 7 years | Over 7 years<br>to 10 years | Over<br>10 years | Total            |
| As of March 31, 2016   |                  |                           |                            |                            |                             |                  |                  |
| Floating interest rate | 20,199           | 16,842                    | 2,212                      | 37,929                     | 26,864                      | 6,944            | 110,993          |
| Fixed interest rate    | 446,511          | 763,468                   | 526,396                    | 564,691                    | 876,976                     | 1,385,743        | 4,563,788        |
| Total                  | 466,711          | 780,311                   | 528,608                    | 602,621                    | 903,841                     | 1,392,688        | 4,674,782        |
| As of March 31, 2015   |                  |                           |                            |                            |                             |                  |                  |
| Floating interest rate | 18,561           | 24,747                    | 7,779                      | 47,173                     | 35,830                      | 9,373            | 143,466          |
| Fixed interest rate    | 406,160          | 862,087                   | 660,634                    | 472,179                    | 849,164                     | 1,368,623        | 4,618,850        |
| Total                  | 424,722          | 886,835                   | 668,413                    | 519,352                    | 884,995                     | 1,377,997        | 4,762,317        |

Note: Figures for over 10 years include loans with no specified maturity period.

# Breakdown of Domestic Corporate Loans by Size of Borrower (General Account)

|                          |                     |           |       |           | (Millions of Ye |
|--------------------------|---------------------|-----------|-------|-----------|-----------------|
| As of March 31,          |                     | 201       | 6     | 201       | 5               |
|                          |                     |           | (%)   |           | (%)             |
| Large size corporations  | Number of borrowers | 693       | 64.0  | 693       | 64.2            |
|                          | Loan amount         | 3,992,999 | 90.8  | 4,106,275 | 91.7            |
| Medium size corporations | Number of borrowers | 79        | 7.3   | 77        | 7.1             |
|                          | Loan amount         | 33,661    | 0.8   | 26,861    | 0.6             |
| Small size corporations  | Number of borrowers | 311       | 28.7  | 309       | 28.6            |
|                          | Loan amount         | 371,617   | 8.4   | 346,354   | 7.7             |
| Total                    | Number of borrowers | 1,083     | 100.0 | 1,079     | 100.0           |
|                          | Loan amount         | 4,398,279 | 100.0 | 4,479,491 | 100.0           |

Notes: 1. Please refer to the following chart for the classification of borrowers by size and industry.

2. The number of borrowers does not represent the number of loans, as a single borrower may have multiple loans under the same name.

| Size   | Conditions                   | 1. All industries excluding 2. to 4.               | 2. Retail trade, food and<br>beverage service        | 3. Service industry                                  | 4. Wholesale trade                                 |
|--------|------------------------------|--|--|--|--|
| Large  | Capital                      | ¥1 billion or greater                              | ¥1 billion or greater                                | ¥1 billion or greater                                | ¥1 billion or greater                              |
|        | Number of regular employees  | More than 300                                      | More than 50   | More than 100  | More than 100                                      |
| Medium | Capital                      | More than ¥300 million<br>and less than ¥1 billion | More than ¥50 million<br>and less than<br>¥1 billion | More than ¥50 million<br>and less than<br>¥1 billion | More than ¥100 million<br>and less than ¥1 billion |
|        | Number of regular employees  | More than 300                                      | More than 50   | More than 100  | More than 100                                      |
| Small  | Capital*                     | ¥300 million or smaller                            | ¥50 million or smaller                               | ¥50 million or smaller                               | ¥100 million or smaller                            |
|        | Number of regular employees* | 300 or less  | 50 or less   | 100 or less  | 100 or less  |

\* Entities that meet either of two conditions stipulated for this classification shall be defined as small-size corporations.

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#### Breakdown of Loans by Industry (General Account)

| s of March 31,   | 201               | 6    | (Millions of<br>2015 |      |  |
|--|-------------------|------|----------------------|------|--|
|  | Amount            | (%)  | Amount               | (%)  |  |
| Domestic   |                   |      |                      |      |  |
| Manufacturing  | 861,921           | 18.4 | 919,477              | 19.3 |  |
| Foodstuffs and beverages   | 56,804            | 1.2  | 72,725               | 1.5  |  |
| Textile products   | 11,930            | 0.3  | 20,218               | 0.4  |  |
| Lumber and wood products   | _                 | _    | _                    | _    |  |
| Pulp, paper, and paper products  | 50,370            | 1.1  | 53,865               | 1.1  |  |
| Printing   | 5,314             | 0.1  | 5,341                | 0.1  |  |
| Chemical and allied products   | 128,205           | 2.7  | 121,323              | 2.5  |  |
| Petroleum refining   | 81,080            | 1.7  | 75,680               | 1.6  |  |
| Ceramic, stone, and clay products  | 80,171            | 1.7  | 80,696               | 1.7  |  |
| Iron and steel   | 143,228           | 3.1  | 148,858              | 3.1  |  |
| Nonferrous metals and products   | 16,807            | 0.4  | 24,718               | 0.5  |  |
| Fabricated metal products  | 3,221             | 0.1  | 2,785                | 0.1  |  |
| General-purpose, production, and business-oriented machinery                                   | 58,994            | 1.3  | 64,982               | 1.4  |  |
| Electrical machinery equipment and supplies  | 113,224           | 2.4  | 112,338              | 2.4  |  |
| Transportation equipment   | 105,934           | 2.3  | 129,095              | 2.7  |  |
| Miscellaneous manufacturing industries   | 6,636             | 0.1  | 6,848                | 0.1  |  |
| Agriculture and forestry   | 100               | 0.0  |                      | _    |  |
| Fishery  | <u> </u>          | _    | _                    | _    |  |
| Mining and quarrying of stone and gravel   | 131               | 0.0  | 184                  | 0.0  |  |
| Construction   | 18,488            | 0.4  | 19,876               | 0.4  |  |
| Electricity, gas, heat supply, and water   | 694,175           | 14.8 | 721,519              | 15.2 |  |
| Information and communications   | 93,559            | 2.0  | 94,738               | 2.0  |  |
| Transport and postal activities  | 326,861           | 7.0  | 333,526              | 7.0  |  |
| Wholesale trade  | 914,010           | 19.6 | 941,619              | 19.8 |  |
| Retail trade   | 20,867            | 0.4  | 25,112               | 0.5  |  |
| Finance and insurance  | 1,115,034         | 23.9 | 1,066,421            | 22.4 |  |
| Real estate  | 332,213           | 7.1  | 311,656              | 6.5  |  |
| Goods rental and leasing   | 140,573           | 3.0  | 163,288              | 3.4  |  |
| Scientific research, and professional and technical services                                   | 20,700            | 0.4  | 20,700               | 0.4  |  |
| Hotels   | 2,249             | 0.0  | 2,337                | 0.4  |  |
| Eating and drinking services   | 598               | 0.0  | 723                  | 0.0  |  |
| Living-related and personal services, and amusement services                                   | 3,437             | 0.0  | 2,741                | 0.0  |  |
| Education and learning support   | 817               | 0.0  | 1,057                | 0.0  |  |
| Medical, health care, and welfare services   | 252               | 0.0  | 186                  | 0.0  |  |
| Other services   |                   | 0.0  |                      | 0.0  |  |
| Local governments  | 1,687<br>1,080    | 0.0  | 1,597<br>1,473       | 0.0  |  |
| Local governments<br>Loans for housing funds and consumer credit (with installment repayments) | 21,317            | 0.5  | 22,482               | 0.0  |  |
|  | 21,317            | 0.5  | *                    |      |  |
| Others<br>Subtotal   | 4 570 077         | 07.9 | 4 650 720            | 07.7 |  |
| Subtotal   | 4,570,077         | 97.8 | 4,650,720            | 97.7 |  |
| Verseas  | 70 700            | 1.0  | 00.004               | 4 7  |  |
| Governments and others   | 73,793            | 1.6  | 80,284               | 1.7  |  |
| Financial institutions   | 17,880            | 0.4  | 23,220               | 0.5  |  |
| Commerce, industry and others Subtotal   | 13,030<br>104,704 | 0.3  | 8,092                | 0.2  |  |
| SUDIOUSI   | 104/04            | 2.2  | 111,596              | 2.3  |  |

Note: For domestic borrowers, industrial sectors are classified based on Loans and Bills Discounted and New Loans for Fixed Investment by Sector (by Type of Industries) issued by the Bank of Japan.

#### Breakdown of Loans by Usage (General Account)

| , |           |      |           | (Millions of Yen) |
|---|-----------|------|-----------|-------------------|
| As of March 31,                         | 2016      |      | 2015      |                   |
|   | Amount    | (%)  | Amount    | (%)               |
| Capital expenditures                    | 905,335   | 19.4 | 963,703   | 20.2              |
| Operating capital                       | 3,769,446 | 80.6 | 3,798,614 | 79.8              |

# Breakdown of Loans by Region (General Account)

|                 |       |       |       |           | (Millions of Yen) |  |
|-----------------|-------|-------|-------|-----------|-------------------|--|
| As of March 31, |       | 201   | 6     | 201       | 2015              |  |
|                 | Am    | iount | (%)   | Amount    | (%)               |  |
| Hokkaido        | 40    | 0,951 | 0.9   | 45,806    | 1.0               |  |
| Tohoku          | 69    | 9,371 | 1.5   | 71,988    | 1.6               |  |
| Kanto           | 3,452 | 2,126 | 75.9  | 3,452,028 | 74.6              |  |
| Chubu           | 410   | 0,509 | 9.0   | 442,204   | 9.6               |  |
| Kinki           | 310   | 0,368 | 6.8   | 328,834   | 7.1               |  |
| Chugoku         | 58    | 3,222 | 1.3   | 72,344    | 1.6               |  |
| Shikoku         | 56    | 6,336 | 1.2   | 65,052    | 1.4               |  |
| Kyushu          | 150   | 0,874 | 3.3   | 149,979   | 3.2               |  |
| Total           | 4,548 | 3,760 | 100.0 | 4,628,238 | 100.0             |  |

Notes: 1. Excludes individual loans, loans for non-residents and policy loans. 2. Regions are based on the locations of the borrowers' headquarters.

# Breakdown of Loans by Collateral (General Account)

| As of March 31,  | 2016      |       | 201       | 15    |
|--|-----------|-------|-----------|-------|
|  | Amount    | (%)   | Amount    | (%)   |
| Collateral loans   | 17,632    | 0.4   | 17,369    | 0.4   |
| Loans secured by securities  | 5,276     | 0.1   | 4,312     | 0.1   |
| Loans secured by real estate, movable assets or aggregated foundation collateral | 11,218    | 0.2   | 11,928    | 0.3   |
| Loans secured by nominative claims   | 1,137     | 0.0   | 1,128     | 0.0   |
| Guaranteed loans   | 96,154    | 2.1   | 101,503   | 2.1   |
| iduciary loans   | 4,539,677 | 97.1  | 4,620,962 | 97.0  |
| Dthers   | 21,317    | 0.5   | 22,482    | 0.5   |
| Total of industrial and consumer loans   | 4,674,782 | 100.0 | 4,762,317 | 100.0 |
| Subordinated loans   | 481,800   | 10.3  | 491,300   | 10.3  |

### Tangible and Intangible Fixed Assets (General Account)

|                                  |                      |          |        |                      |                   |                |                          | (Millions of Yen                   |
|----------------------------------|----------------------|----------|--------|----------------------|-------------------|----------------|--------------------------|------------------------------------|
|                                  |                      |          | Dec    | crease               |                   |                |                          |                                    |
|                                  | Beginning<br>balance | Increase |        | Impairment<br>losses | -<br>Depreciation | Ending balance | Accumulated depreciation | Accumulated depreciation ratio (%) |
| Year ended March 31, 2016        |                      |          |        |                      |                   |                |                          |                                    |
| Land                             | 613,832              | 340      | 11,249 | 1,518                | _                 | 602,923        | _                        | —                                  |
| Buildings                        | 296,709              | 14,376   | 9,580  | 2,282                | 16,529            | 284,975        | 386,782                  | 57.6                               |
| Construction in progress         | 6,045                | 9,843    | 14,372 | _                    | _                 | 1,516          | _                        | _                                  |
| Other tangible fixed assets      | 3,248                | 1,334    | 46     | _                    | 1,205             | 3,330          | 15,164                   | 82.0                               |
| Total of tangible fixed assets   | 919,835              | 25,895   | 35,248 | 3,800                | 17,735            | 892,746        | 401,947                  | —                                  |
| Real estate for rent             | 570,298              | 27,058   | 32,631 | 3,763                | 9,359             | 555,366        | 227,246                  | —                                  |
| Software                         | 37,443               | 17,695   | _      | _                    | 13,506            | 41,631         | 32,320                   | 43.7                               |
| Other intangible fixed assets    | 26,274               | 27,422   | 22,509 | _                    | 18                | 31,169         | 168                      | _                                  |
| Total of intangible fixed assets | 63,717               | 45,118   | 22,509 | _                    | 13,525            | 72,801         | 32,489                   | _                                  |
| Year ended March 31, 2015        |                      |          |        |                      |                   |                |                          |                                    |
| Land                             | 623,453              | 827      | 10,448 | 2,737                | —                 | 613,832        | _                        | _                                  |
| Buildings                        | 310,528              | 12,030   | 9,253  | 3,558                | 16,596            | 296,709        | 385,936                  | 56.5                               |
| Construction in progress         | 3,650                | 15,802   | 13,407 | _                    | _                 | 6,045          | _                        | _                                  |
| Other tangible fixed assets      | 3,810                | 1,005    | 409    | _                    | 1,158             | 3,248          | 14,409                   | 81.6                               |
| Total of tangible fixed assets   | 941,443              | 29,665   | 33,519 | 6,296                | 17,755            | 919,835        | 400,346                  | _                                  |
| Real estate for rent             | 570,931              | 35,798   | 27,012 | 6,295                | 9,418             | 570,298        | 225,442                  | —                                  |
| Software                         | 37,671               | 12,533   | 112    | _                    | 12,650            | 37,443         | 26,468                   | 41.4                               |
| Other intangible fixed assets    | 19,968               | 23,494   | 17,168 | _                    | 19                | 26,274         | 187                      | _                                  |
| Total of intangible fixed assets | 57,639               | 36,028   | 17,280 | _                    | 12,669            | 63,717         | 26,656                   | _                                  |

(Millions of Vos)

Note: Figures for increase and decrease of "Real estate for rent" include increases and decreases due to changes in usage, such as from operational to rental usage.

# Real Estate Balance and the Number of Buildings Owned

|                                  |               | (Millions of Yen) |
|----------------------------------|---------------|-------------------|
| As of March 31,                  | 2016          | 2015              |
| Real estate                      | 889,415       | 916,587           |
| For operational use              | 337,158       | 353,640           |
| For rent                         | 552,257       | 562,946           |
| The number of buildings for rent | 155 buildings | 164 buildings     |

#### Gains on Disposals of Fixed Assets (General Account)

|                         |       | (Millions of Yen) |
|-------------------------|-------|-------------------|
| Years ended March 31,   | 2016  | 2015              |
| Tangible fixed assets   | 2,552 | 5,950             |
| Land                    | 1,686 | 2,664             |
| Buildings               | 866   | 3,286             |
| Others                  | _     | _                 |
| Intangible fixed assets | 62    | _                 |
| Others                  | -     | 0                 |
| Total                   | 2,614 | 5,951             |
| Real estate for rent    | 2,560 | 4,602             |

#### Losses on Disposals of Fixed Assets (General Account)

|                         |       | (Millions of Yen) |
|-------------------------|-------|-------------------|
| Years ended March 31,   | 2016  | 2015              |
| Tangible fixed assets   | 5,896 | 5,235             |
| Land                    | 768   | 1,447             |
| Buildings               | 5,088 | 3,395             |
| Others                  | 39    | 392               |
| Intangible fixed assets | 132   | 218               |
| Others                  | 555   | 111               |
| Total                   | 6,584 | 5,566             |
| Real estate for rent    | 3,817 | 2,610             |

#### Depreciation of Real Estate for Non-Insurance Business (General Account)

|                           |                  |              |                          |                | (Millions of Yen                   |
|---------------------------|------------------|--------------|--------------------------|----------------|------------------------------------|
|                           | Acquisition cost | Depreciation | Accumulated depreciation | Ending balance | Accumulated depreciation ratio (%) |
| Year ended March 31, 2016 |                  |              |                          |                |                                    |
| Tangible fixed assets     | 389,076          | 9,441        | 224,971                  | 164,105        | 57.8                               |
| Buildings                 | 387,299          | 9,358        | 223,540                  | 163,758        | 57.7                               |
| Others                    | 1,776            | 82           | 1,430                    | 346            | 80.5                               |
| Intangible fixed assets   | 89               | 5            | 51                       | 37             | 57.8                               |
| Others                    | 822              | 61           | 655                      | 167            | 79.6                               |
| Total                     | 389,989          | 9,508        | 225,678                  | 164,310        | 57.9                               |
| Year ended March 31, 2015 |                  |              |                          |                |                                    |
| Tangible fixed assets     | 389,884          | 9,462        | 221,352                  | 168,531        | 56.8                               |
| Buildings                 | 388,370          | 9,415        | 220,013                  | 168,357        | 56.7                               |
| Others                    | 1,513            | 46           | 1,339                    | 173            | 88.5                               |
| Intangible fixed assets   | 99               | 5            | 56                       | 42             | 56.9                               |
| Others                    | 821              | 45           | 594                      | 227            | 72.3                               |
| Total                     | 390,804          | 9,513        | 222,003                  | 168,801        | 56.8                               |

# Foreign Securities Investment and Overseas Loans (General Account) Breakdown by Asset Type

#### (1) Assets denominated in foreign currencies

|                           |           |      |           | (Millions of Yen) |
|---------------------------|-----------|------|-----------|-------------------|
| As of March 31,           | 201       | 16   | 201       | 5                 |
|                           | Amount    | (%)  | Amount    | (%)               |
| Bonds                     | 5,578,278 | 68.3 | 5,481,136 | 71.8              |
| Stocks and others         | 1,495,185 | 18.3 | 933,778   | 12.2              |
| Cash, deposits and others | 38,287    | 0.5  | 37,620    | 0.5               |
| Subtotal                  | 7,111,751 | 87.0 | 6,452,535 | 84.5              |

#### (2) Assets with value fixed in yen

|                 |         |      |        | (Millions of Yen) |  |
|-----------------|---------|------|--------|-------------------|--|
| As of March 31, |         | 2016 |        | 2015              |  |
|                 | Amount  | (%)  | Amount | (%)               |  |
| Loans           | 119,856 | 1.5  | 82,837 | 1.1               |  |
| Others          | 85      | 0.0  | 36     | 0.0               |  |
| Subtotal        | 119,941 | 1.5  | 82,873 | 1.1               |  |

Note: The above figures represent the value of assets whose value is fixed in yen at the time of settlement through such means as forward exchange contracts. These values are included in yen on the balance sheet.

a euro

#### (3) Assets denominated in yen

|  |         |      |           | (Millions of Yen) |
|--|---------|------|-----------|-------------------|
| As of March 31,                              | 201     | 2016 |           |                   |
|  | Amount  | (%)  | Amount    | (%)               |
| Loans for non-residents                      | 104,704 | 1.3  | 111,596   | 1.5               |
| Domestic bonds (foreign bonds issued in yen) | 288,477 | 3.5  | 331,117   | 4.3               |
| Others                                       | 548,317 | 6.7  | 653,499   | 8.6               |
| Subtotal                                     | 941,498 | 11.5 | 1,096,214 | 14.4              |

# (4) Total of (1)+(2)+(3)

|  |           |       |           | (Millions of Yen) |
|--|-----------|-------|-----------|-------------------|
| As of March 31,                                  | 201       | 16    | 201       | 15                |
|  | Amount    | (%)   | Amount    | (%)               |
| Foreign securities investment and overseas loans | 8,173,191 | 100.0 | 7,631,623 | 100.0             |
| Overseas real estate                             | 24,843    | 0.3   | 24,843    | 0.3               |

#### Breakdown of Foreign Securities Investment and Overseas Loans by Region

|                      |           |       |            |           |           |          |              | (Millions of |  |
|----------------------|-----------|-------|------------|-----------|-----------|----------|--------------|--------------|--|
|                      |           |       | Foreign se | ecurities |           |          | _            |              |  |
|                      |           |       | Bon        | ds        | Stocks an | d others | Loans for no | on-residents |  |
|                      | Amount    | (%)   | Amount     | (%)       | Amount    | (%)      | Amount       | (%)          |  |
| As of March 31, 2016 |           |       |            |           |           |          |              |              |  |
| North America        | 5,143,121 | 65.0  | 4,491,085  | 76.6      | 652,035   | 31.9     | 23,000       | 22.0         |  |
| Europe               | 973,456   | 12.3  | 823,260    | 14.0      | 150,196   | 7.3      | 38,500       | 36.8         |  |
| Dceania              | 265,052   | 3.4   | 265,052    | 4.5       | _         | _        | _            | _            |  |
| Asia                 | 173,325   | 2.2   | 61,136     | 1.0       | 112,188   | 5.5      | 2,380        | 2.3          |  |
| atin America         | 1,196,082 | 15.1  | 67,001     | 1.1       | 1,129,081 | 55.3     | 30           | 0.0          |  |
| Middle East          | _         | _     | _          | _         | _         | _        | _            | _            |  |
| Africa               | _         | _     | _          | _         | _         | _        | _            | _            |  |
| Supranationals       | 159,219   | 2.0   | 159,219    | 2.7       | _         | _        | 40,793       | 39.0         |  |
| ōtal                 | 7,910,257 | 100.0 | 5,866,755  | 100.0     | 2,043,502 | 100.0    | 104,704      | 100.0        |  |
| as of March 31, 2015 |           |       |            |           |           |          |              |              |  |
| Jorth America        | 4,453,491 | 60.2  | 4,400,614  | 75.7      | 52,876    | 3.3      | 26,000       | 23.3         |  |
| urope                | 1,049,264 | 14.2  | 861,898    | 14.8      | 187,366   | 11.8     | 41,500       | 37.2         |  |
| Dceania              | 265,426   | 3.6   | 265,426    | 4.6       | _         | _        | _            | _            |  |
| Asia                 | 169,600   | 2.3   | 58,999     | 1.0       | 110,600   | 7.0      | 2,720        | 2.4          |  |
| atin America         | 1,309,028 | 17.7  | 72,593     | 1.2       | 1,236,435 | 77.9     | 92           | 0.1          |  |
| /iddle East          | _         | _     | _          | _         | _         | _        | _            | _            |  |
| frica                | _         | _     | _          | _         | _         | _        | _            | _            |  |
| Supranationals       | 152,721   | 2.1   | 152,721    | 2.6       | _         | _        | 41,284       | 37.0         |  |
| otal                 | 7,399,532 | 100.0 | 5,812,254  | 100.0     | 1,587,278 | 100.0    | 111,596      | 100.0        |  |

# Breakdown of Foreign Currency-Denominated Assets by Currency

|                     |           |       |           | (Millions of Yen) |  |
|---------------------|-----------|-------|-----------|-------------------|--|
| As of March 31,     | 201       | 16    | 2015      |                   |  |
|                     | Amount    | (%)   | Amount    | (%)               |  |
| (U.S. dollar)       | 5,910,446 | 83.1  | 5,195,007 | 80.5              |  |
| (Euro)              | 517,893   | 7.3   | 558,534   | 8.7               |  |
| (Australian dollar) | 365,920   | 5.1   | 373,717   | 5.8               |  |
| (Others)            | 317,490   | 4.5   | 325,276   | 5.0               |  |
| Total               | 7,111,751 | 100.0 | 6,452,535 | 100.0             |  |

#### Investments and Loans for Public Entities (General Account)

|                                       |       | (Millions of Yen |
|---------------------------------------|-------|------------------|
| Years ended March 31,                 | 2016  | 2015             |
| Bonds                                 |       |                  |
| Government bonds                      | -     | —                |
| Municipal bonds                       | -     | —                |
| Other public entity bonds             | 2,118 | 1,445            |
| Subtotal                              | 2,118 | 1,445            |
| Loans                                 |       |                  |
| Loans for government-related agencies | 1,477 | 1,622            |
| Loans for other public entities       | 5,800 | 4,050            |
| Subtotal                              | 7,277 | 5,672            |
| Total                                 | 9,395 | 7,117            |

Note: Figures for bonds represent the value of bonds underwritten during the fiscal year. Figures for loans represent loans made during each fiscal year to domestic borrowers.

#### Interest Rates of Loans

Not applicable.

#### Other Assets (General Account)

|                           |                  |          |          |                          | (Millions of Yen) |
|---------------------------|------------------|----------|----------|--------------------------|-------------------|
|                           | Acquisition cost | Increase | Decrease | Accumulated depreciation | Ending balance    |
| Year ended March 31, 2016 |                  |          |          |                          |                   |
| Deferred assets           | 1,079            | 2,862    | 60       | 907                      | 2,973             |
| Others                    | _                | 739      | 1,624    | —                        | 6,967             |
| Total                     | 1,079            | 3,602    | 1,685    | 907                      | 9,940             |
| Year ended March 31, 2015 |                  |          |          |                          |                   |
| Deferred assets           | 969              | 178      | 68       | 698                      | 380               |
| Others                    | _                | 741      | 1,043    | —                        | 7,851             |
| Total                     | 969              | 919      | 1,111    | 698                      | 8,232             |
|                           |                  |          |          |                          |                   |

Note: Acquisition cost and accumulated depreciation represent amount for deferred assets only.

# Fair Values of Financial Instruments (General Account) Gains and Losses on Valuation of Trading Securities (General Account)

Not applicable.

## Fair Values of Securities (General Account)

#### • Securities with Fair Value (excluding trading securities)

|  | ,          |            | U                | ,         |          |            |            |           |                 | (Millions of Ye |
|--|------------|------------|------------------|-----------|----------|------------|------------|-----------|-----------------|-----------------|
| As of March 31,                          |            |            | 2016             |           |          |            |            | 2015      |                 |                 |
|  |            |            | Net gains/losses |           | 6        |            |            |           | Net gains/losse | 3               |
|  | Book value | Fair value |                  | Gains     | Losses   | Book value | Fair value |           | Gains           | Losses          |
| Held-to-maturity debt securities         | 4,855,067  | 5,844,342  | 989,274          | 989,964   | (689)    | 5,249,888  | 5,896,950  | 647,061   | 647,860         | (798)           |
| Policy-reserve-matching bonds            | 7,162,085  | 8,817,642  | 1,655,556        | 1,655,563 | (7)      | 6,820,691  | 7,471,758  | 651,066   | 651,066         | _               |
| Stocks of subsidiaries<br>and affiliates | _          | _          | _                | _         | _        | _          | _          | _         | _               | _               |
| Available-for-sale securities            | 12,367,508 | 15,543,135 | 3,175,626        | 3,248,357 | (72,730) | 11,642,072 | 15,620,689 | 3,978,616 | 3,995,764       | (17,147)        |
| Domestic bonds                           | 4,752,079  | 5,292,559  | 540,479          | 541,220   | (741)    | 4,431,621  | 4,823,786  | 392,165   | 392,909         | (743)           |
| Domestic stocks                          | 1,651,311  | 3,439,110  | 1,787,799        | 1,802,177 | (14,378) | 1,653,260  | 4,070,475  | 2,417,214 | 2,424,331       | (7,117)         |
| Foreign securities                       | 5,662,264  | 6,484,268  | 822,004          | 871,607   | (49,603) | 5,328,260  | 6,460,968  | 1,132,708 | 1,141,981       | (9,273)         |
| Foreign bonds                            | 5,051,489  | 5,750,923  | 699,433          | 741,873   | (42,439) | 4,757,793  | 5,684,550  | 926,756   | 935,936         | (9,179)         |
| Foreign stocks and others                | 610,774    | 733,345    | 122,570          | 129,733   | (7,163)  | 570,466    | 776,417    | 205,951   | 206,045         | (93)            |
| Other securities                         | 251,881    | 274,920    | 23,038           | 31,044    | (8,006)  | 195,445    | 230,158    | 34,712    | 34,725          | (12)            |
| Monetary claims bought                   | 25,971     | 28,278     | 2,307            | 2,307     | _        | 27,484     | 29,300     | 1,816     | 1,816           | —               |
| Negotiable deposits                      | 24,000     | 23,998     | (1)              | —         | (1)      | 6,000      | 6,000      | 0         | 0               | (0)             |
| Others                                   | _          | —          | —                | —         | —        | _          | _          | _         | —               | _               |
| Total                                    | 24,384,662 | 30,205,120 | 5,820,458        | 5,893,885 | (73,427) | 23,712,652 | 28,989,397 | 5,276,745 | 5,294,691       | (17,946)        |
| Domestic bonds                           | 16,458,020 | 19,619,067 | 3,161,046        | 3,161,795 | (748)    | 16,174,274 | 17,847,825 | 1,673,550 | 1,674,410       | (859)           |
| Domestic stocks                          | 1,651,311  | 3,439,110  | 1,787,799        | 1,802,177 | (14,378) | 1,653,260  | 4,070,475  | 2,417,214 | 2,424,331       | (7,117)         |
| Foreign securities                       | 5,778,096  | 6,606,819  | 828,722          | 879,015   | (50,292) | 5,455,964  | 6,593,106  | 1,137,141 | 1,146,989       | (9,847)         |
| Foreign bonds                            | 5,167,321  | 5,873,474  | 706,152          | 749,281   | (43,129) | 4,885,497  | 5,816,688  | 931,190   | 940,944         | (9,753)         |
| Foreign stocks and others                | 610,774    | 733,345    | 122,570          | 129,733   | (7,163)  | 570,466    | 776,417    | 205,951   | 206,045         | (93)            |
| Other securities                         | 251,881    | 274,920    | 23,038           | 31,044    | (8,006)  | 195,445    | 230,158    | 34,712    | 34,725          | (12)            |
| Monetary claims bought                   | 221,352    | 241,204    | 19,852           | 19,852    | _        | 227,707    | 241,833    | 14,125    | 14,233          | (108)           |
| Negotiable deposits                      | 24,000     | 23,998     | (1)              | _         | (1)      | 6,000      | 6,000      | 0         | 0               | (0)             |
| Others                                   | _          | _          | _                | _         | _        | _          | _          | _         | _               | _               |

Note: Includes securities that are deemed appropriate to handle under the Financial Instruments and Exchange Act.

# (1) Held-to-Maturity Debt Securities

|  |                         |            |            |                         |            | (Millions of Yen) |  |  |  |
|--|-------------------------|------------|------------|-------------------------|------------|-------------------|--|--|--|
| As of March 31,  |                         | 2016       |            |                         | 2015       |                   |  |  |  |
|  | Balance sheet<br>amount | Fair value | Difference | Balance sheet<br>amount | Fair value | Difference        |  |  |  |
| Securities whose fair value exceeds the balance sheet amount         | 4,842,623               | 5,832,587  | 989,964    | 5,197,034               | 5,844,894  | 647,860           |  |  |  |
| Domestic bonds   | 4,543,854               | 5,508,865  | 965,010    | 4,909,008               | 5,539,443  | 630,434           |  |  |  |
| Foreign bonds  | 103,387                 | 110,795    | 7,407      | 101,111                 | 106,119    | 5,007             |  |  |  |
| Others   | 195,380                 | 212,925    | 17,545     | 186,913                 | 199,331    | 12,417            |  |  |  |
| Securities whose fair value does not exceed the balance sheet amount | 12,444                  | 11,755     | (689)      | 52,854                  | 52,055     | (798)             |  |  |  |
| Domestic bonds   | _                       | _          | _          | 12,952                  | 12,836     | (116)             |  |  |  |
| Foreign bonds  | 12,444                  | 11,755     | (689)      | 26,592                  | 26,018     | (573)             |  |  |  |
| Others   | _                       | _          | _          | 13,309                  | 13,201     | (108)             |  |  |  |

# (2) Policy-Reserve-Matching Bonds

|  |                      |            |            |                         |            | (Millions of Yen) |  |
|--|----------------------|------------|------------|-------------------------|------------|-------------------|--|
| As of March 31,  |                      | 2016       |            | 2015                    |            |                   |  |
|  | Balance sheet amount | Fair value | Difference | Balance sheet<br>amount | Fair value | Difference        |  |
| Securities whose fair value exceeds the balance sheet amount         | 7,161,185            | 8,816,749  | 1,655,563  | 6,820,691               | 7,471,758  | 651,066           |  |
| Domestic bonds   | 7,161,185            | 8,816,749  | 1,655,563  | 6,820,691               | 7,471,758  | 651,066           |  |
| Others   | _                    | _          | _          | _                       | _          | _                 |  |
| Securities whose fair value does not exceed the balance sheet amount | 900                  | 892        | (7)        | _                       | _          | _                 |  |
| Domestic bonds   | 900                  | 892        | (7)        | _                       | _          | _                 |  |
| Others   | _                    | _          | _          | _                       | _          | _                 |  |

# (3) Available-for-Sale Securities

|  |                                   |                         |            |                                   |                         | (Millions of Yen) |
|--|-----------------------------------|-------------------------|------------|-----------------------------------|-------------------------|-------------------|
| As of March 31,  |                                   | 2016                    |            |                                   | 2015                    |                   |
|  | Acquisition or<br>amortized costs | Balance sheet<br>amount | Difference | Acquisition or<br>amortized costs | Balance sheet<br>amount | Difference        |
| Securities whose balance sheet amount exceeds the acquisition or amortized costs         | 10,476,734                        | 13,725,092              | 3,248,357  | 10,678,152                        | 14,673,917              | 3,995,764         |
| Domestic bonds   | 4,744,251                         | 5,285,472               | 541,220    | 4,371,423                         | 4,764,333               | 392,909           |
| Domestic stocks  | 1,515,554                         | 3,317,732               | 1,802,177  | 1,568,675                         | 3,993,007               | 2,424,331         |
| Foreign securities   | 4,046,382                         | 4,917,990               | 871,607    | 4,512,668                         | 5,654,650               | 1,141,981         |
| Other securities   | 144,574                           | 175,618                 | 31,044     | 194,900                           | 229,626                 | 34,725            |
| Monetary claims bought   | 25,971                            | 28,278                  | 2,307      | 27,484                            | 29,300                  | 1,816             |
| Negotiable deposits  | _                                 | _                       | _          | 3,000                             | 3,000                   | 0                 |
| Others   | _                                 | _                       | _          | _                                 | _                       | _                 |
| Securities whose balance sheet amount does not exceed the acquisition or amortized costs | 1,890,774                         | 1,818,043               | (72,730)   | 963,919                           | 946,771                 | (17,147)          |
| Domestic bonds   | 7,828                             | 7,086                   | (741)      | 60,197                            | 59,453                  | (743)             |
| Domestic stocks  | 135,757                           | 121,378                 | (14,378)   | 84,585                            | 77,468                  | (7,117)           |
| Foreign securities   | 1,615,881                         | 1,566,278               | (49,603)   | 815,591                           | 806,317                 | (9,273)           |
| Other securities   | 107,307                           | 99,301                  | (8,006)    | 545                               | 532                     | (12)              |
| Monetary claims bought   | _                                 | _                       | _          | _                                 | _                       | _                 |
| Negotiable deposits  | 24,000                            | 23,998                  | (1)        | 3,000                             | 2,999                   | (O)               |
| Others   | _                                 | _                       | _          | _                                 | _                       | _                 |

(Millions of Yen)

#### • Book Value of Securities of Which Market Value is Extremely Difficult to Determine

|                                       |           | (Millions of Yen) |
|---------------------------------------|-----------|-------------------|
| As of March 31,                       | 2016      | 2015              |
| Held-to-maturity debt securities      | -         | _                 |
| Policy-reserve-matching bonds         | -         | _                 |
| Stocks of subsidiaries and affiliates | 890,889   | 285,948           |
| Available-for-sale securities         | 585,469   | 690,289           |
| Unlisted domestic stocks              | 48,290    | 48,294            |
| Unlisted foreign stocks               | 527,126   | 632,126           |
| Other foreign securities              | 1,461     | 1,721             |
| Others                                | 8,590     | 8,147             |
| Total                                 | 1,476,359 | 976,238           |

# Reference: Foreign currency denominated stocks and others of subsidiaries and affiliates (as presented in the above chart) with additional information on fair value of general account securities calculated with adjustments for foreign exchange valuation and other factors

|                           |            |            |           |                  |           |            |            |           |                  | (Millions of Yen) |  |
|---------------------------|------------|------------|-----------|------------------|-----------|------------|------------|-----------|------------------|-------------------|--|
| As of March 31,           |            |            | 2016      |                  |           | 2015       |            |           |                  |                   |  |
|                           |            |            |           | Net gains/losses | 3         |            |            |           | Net gains/losses | \$                |  |
|                           | Book value | Fair value |           | Gains            | Losses    | Book value | Fair value |           | Gains            | Losses            |  |
| Domestic bonds            | 16,458,020 | 19,619,067 | 3,161,046 | 3,161,795        | (748)     | 16,174,274 | 17,847,825 | 1,673,550 | 1,674,410        | (859)             |  |
| Domestic stocks           | 1,651,311  | 3,439,110  | 1,787,799 | 1,802,177        | (14,378)  | 1,653,260  | 4,070,475  | 2,417,214 | 2,424,331        | (7,117)           |  |
| Foreign securities        | 6,564,984  | 7,353,653  | 788,668   | 894,473          | (105,804) | 5,637,867  | 6,797,583  | 1,159,716 | 1,180,619        | (20,903)          |  |
| Foreign bonds             | 5,167,321  | 5,873,474  | 706,152   | 749,281          | (43,129)  | 4,885,497  | 5,816,688  | 931,190   | 940,944          | (9,753)           |  |
| Foreign stocks and others | 1,397,662  | 1,480,179  | 82,516    | 145,191          | (62,675)  | 752,369    | 980,895    | 228,525   | 239,675          | (11,149)          |  |
| Other securities          | 253,003    | 276,167    | 23,163    | 31,171           | (8,007)   | 198,430    | 233,664    | 35,233    | 35,246           | (12)              |  |
| Others                    | 245,352    | 265,203    | 19,851    | 19,852           | (1)       | 233,707    | 247,833    | 14,125    | 14,233           | (108)             |  |
| Total                     | 25,172,672 | 30,953,201 | 5,780,529 | 5,909,470        | (128,940) | 23,897,540 | 29,197,381 | 5,299,841 | 5,328,842        | (29,001)          |  |

Notes: 1. Figures presented above exclude ¥791,350 million comprising unlisted domestic securities totaling ¥163,350 million and unlisted foreign securities totaling ¥628,000 million, both of which were posted at book value as of March 31, 2015.

 Figures presented above exclude ¥688,348 million comprising unlisted domestic securities totaling ¥165,348 million and unlisted foreign securities totaling ¥523,000 million, both of which were posted at book value as of March 31, 2016.

3. After these exclusions, the above figures account for 96.8% and 97.3% of total securities, respectively, as of March 31, 2015 and March 31, 2016.

4. This table includes securities that are deemed appropriate to handle under the Financial Instruments and Exchange Act.

#### Fair Value of Money-Held-in-Trust (General Account)

#### Not applicable.

#### Fair Value of Derivative Transactions (General Account)

#### (1) Breakdown of Net Gains (Losses) on Derivative Transactions (by Application and Non-Application of Hedge Accounting)

|                              |                           |                      |                   |                  |        |         |                           |                      |                   |                  | 1)     | Villions of Yen) |
|------------------------------|---------------------------|----------------------|-------------------|------------------|--------|---------|---------------------------|----------------------|-------------------|------------------|--------|------------------|
| As of March 31,              |                           | 2016                 |                   |                  |        |         |                           |                      | 20                | 15               |        |                  |
|                              | Interest rate-<br>related | Currency-<br>related | Stock-<br>related | Bond-<br>related | Others | Total   | Interest rate-<br>related | Currency-<br>related | Stock-<br>related | Bond-<br>related | Others | Total            |
| Hedge accounting applied     | 59,990                    | 88,255               | _                 | _                | _      | 148,246 | 32,813                    | (75,719)             | _                 | _                | _      | (42,905)         |
| Hedge accounting not applied | (0)                       | (106)                | _                 | _                | _      | (107)   | 10                        | 0                    | _                 | _                | _      | 10               |
| Total                        | 59,989                    | 88,149               | _                 | _                | _      | 148,138 | 32,824                    | (75,719)             | _                 | _                | —      | (42,895)         |

Note: Gains and losses on derivative transactions where fair value hedge accounting is applied include loss attributable to currency-related transactions totaling ¥70,919 million as of March 31, 2015 and gain attributable to currency-related transactions totaling ¥89,473 million as of March 31, 2016. These figures are presented on the statements of income, together with gains and losses on derivative transactions where hedge accounting is not applied.

#### (2) Transactions Where Hedge Accounting Is Not Applied

#### ♦ Interest-Rate Related

| •                                 |     |                         |            |                    |                                    |             |            | (Millions of Yen)  |
|-----------------------------------|-----|-------------------------|------------|--------------------|------------------------------------|-------------|------------|--------------------|
| As of March 31,                   |     | 20                      | 16         |                    |                                    | 20          | 15         |                    |
|                                   |     | al amount/<br>act value |            |                    | Notional amount/<br>contract value |             |            |                    |
|                                   |     | Over 1 year             | Fair value | Net gains (losses) |                                    | Over 1 year | Fair value | Net gains (losses) |
| OTC                               |     |                         |            |                    |                                    |             |            |                    |
| Interest rate swaps               |     |                         |            |                    |                                    |             |            |                    |
| Receipts fixed, payments floating | 100 | 100                     | (0)        | (0)                | 1,000                              | 1,000       | 10         | 10                 |
| Total                             |     |                         |            | (0)                |                                    |             |            | 10                 |

Note: Net gains (losses) represent the fair values.

#### Reference: Amount and Proportion of Interest Rate Swaps by Remaining Contract Duration

|  |                  |   |          |      |                                |                  |       |                  |   |          |      |          | (Milli           | ons of Yen) |
|--|------------------|---|----------|------|--------------------------------|------------------|-------|------------------|---|----------|------|----------|------------------|-------------|
| As of March 31,                        |                  |   |          | 2016 |                                |                  |       |                  |   |          | 2015 |          |                  |             |
|  | Within<br>1 year |   | years to |      | Over 7<br>years to<br>10 years | Over<br>10 years | Total | Within<br>1 year |   | years to |      | years to | Over<br>10 years | Total       |
| Receipts fixed, payments floating swap |                  |   |          |      |                                |                  |       |                  |   |          |      |          |                  |             |
| Notional amount                        | —                | — | —        | —    | —                              | 100              | 100   | _                | — | —        | —    | —        | 1,000            | 1,000       |
| Average interest rate in receipt (%)   | _                | _ | _        | _    | _                              | 0.46             | 0.46  | _                | _ | _        | _    | _        | 1.17             | 1.17        |
| Average interest rate in payment (%)   | _                | _ | _        | _    | _                              | 0.02             | 0.02  | _                | _ | _        |      |          | 0.14             | 0.14        |

#### ♦ Currency-Related

| As of March 31,                    |        | 20                      | 16         |                    |                                    | 20          | 15         |                    |
|------------------------------------|--------|-------------------------|------------|--------------------|------------------------------------|-------------|------------|--------------------|
|                                    |        | al amount/<br>act value |            |                    | Notional amount/<br>contract value |             |            |                    |
|                                    |        | Over 1 year             | Fair value | Net gains (losses) |                                    | Over 1 year | Fair value | Net gains (losses) |
| отс                                |        |                         |            |                    |                                    |             |            |                    |
| Foreign currency forward contracts |        |                         |            |                    |                                    |             |            |                    |
| Sold                               | 12,367 | _                       | (106)      | (106)              | 301                                | _           | 0          | 0                  |
| (Australian dollar)                | 12,226 | _                       | (105)      | (105)              | 301                                | _           | 0          | 0                  |
| (U.S. dollar)                      | 141    | _                       | (0)        | (0)                | _                                  | _           | _          | _                  |
| Bought                             | _      | _                       | _          | _                  | 6                                  | _           | 0          | 0                  |
| (U.S. dollar)                      | _      | _                       | _          | _                  | 6                                  | _           | 0          | 0                  |
| Total                              |        |                         |            | (106)              |                                    |             |            | 0                  |

Note: Net gains (losses) represent the fair values.

#### ♦ Stock-Related

Not applicable.

#### ♦ Bond-Related

Not applicable.

#### (3) Transactions Where Hedge Accounting Is Applied

♦ Interest-Rate Related

| -                         |   |                       |         |                        |                 |         |                     | (Millions of Yen) |
|---------------------------|---|-----------------------|---------|------------------------|-----------------|---------|---------------------|-------------------|
| As of March 31,           |   |                       |         | 2016                   |                 |         | 2015                |                   |
|                           |   |                       |         | l amount/<br>ict value |                 |         | amount/<br>ct value |                   |
| Hedge accounting met      | hod Type  | Main hedged items     |         | Over 1 year            | -<br>Fair value |         | Over 1 year         | Fair value        |
| Deferred hedge accounting | Interest rate swaps<br>Receipts fixed,<br>payments floating | Insurance liabilities | 233,900 | 233,900                | 59,067          | 234,100 | 234,100             | 31,576            |
| Special hedge accounting  | Interest rate swaps<br>Receipts fixed,<br>payments floating | Loans                 | 28,948  | 18,948                 | 922             | 46,251  | 31,141              | 1,237             |
| Total                     |   |                       |         |                        | 59,990          |         |                     | 32,813            |

#### Reference: Amount and Proportion of Interest Rate Swaps by Remaining Contract Duration

|  |                  |        |       |          | •                              | -                |         | 0                |        |       |          |                                | (Milli           | ons of Yen) |
|--|------------------|--------|-------|----------|--------------------------------|------------------|---------|------------------|--------|-------|----------|--------------------------------|------------------|-------------|
| As of March 31,                        |                  |        |       | 2016     |                                |                  |         |                  |        |       | 2015     |                                |                  |             |
|  | Within<br>1 year |        |       | years to | Over 7<br>years to<br>10 years | Over<br>10 years | Total   | Within<br>1 year |        |       | years to | Over 7<br>years to<br>10 years | Over<br>10 years | Total       |
| Receipts fixed, payments floating swap |                  |        |       |          |                                |                  |         |                  |        |       |          |                                |                  |             |
| Notional amount                        | 10,000           | 15,000 | 4,118 | 7,400    | 16,130                         | 210,200          | 262,848 | 15,110           | 22,000 | 5,409 | 7,800    | 13,832                         | 216,200          | 280,351     |
| Average interest rate in receipt (%)   | 1.95             | 1.97   | 1.51  | 1.68     | 1.73                           | 1.89             | 1.88    | 1.62             | 1.90   | 2.11  | 1.56     | 1.73                           | 1.89             | 1.86        |
| Average interest rate in payment (%)   | 0.22             | 0.23   | 0.01  | 0.04     | 0.16                           | 0.06             | 0.08    | 0.25             | 0.31   | 0.34  | 0.14     | 0.21                           | 0.14             | 0.17        |

(Milliona of Von)

#### ♦ Currency-Related

|                              |                                       |  |           |                        |            |           |                     | (IVIIIIONS OF YEN) |
|------------------------------|---------------------------------------|--|-----------|------------------------|------------|-----------|---------------------|--------------------|
| As of March 31,              |                                       |  |           | 2016                   |            |           | 2015                |                    |
|                              |                                       |  |           | l amount/<br>ict value |            |           | amount/<br>ct value |                    |
| Hedge accounting met         | thod Type                             | Main hedged items                      |           | Over 1 year            | Fair value |           | Over 1 year         | Fair value         |
| Fair value hedge accounting  | Foreign currency<br>forward contracts | Foreign-currency-<br>denominated bonds |           |                        |            |           |                     |                    |
|                              | Sold                                  |  | 2,123,031 | _                      | 89,473     | 2,354,756 | _                   | (70,919)           |
|                              | (U.S. dollar)                         |  | 1,808,792 | _                      | 86,840     | 2,010,069 | _                   | (89,973)           |
|                              | (Euro)                                |  | 182,880   | _                      | 1,773      | 196,339   | _                   | 10,404             |
|                              | (Australian dollar)                   |  | 131,358   | _                      | 859        | 148,347   | _                   | 8,649              |
| Deferred hedge<br>accounting | Cross currency swaps<br>(Euro)        | Foreign-currency-<br>denominated bonds | 35,575    | 35,575                 | (1,307)    | 35,575    | 35,575              | (4,800)            |
|                              | (Australian dollar)                   |  | 4,305     | 4,305                  | 89         | _         | _                   | _                  |
| Total                        |                                       |  |           |                        | 88,255     |           |                     | (75,719)           |

Note: Excluding transactions related to foreign currency denominated monetary claims and liabilities whose value is fixed in yen at the time of settlement through such means as forward exchange contracts and can thus be included in yen on the balance sheet.

#### ♦ Stock-Related

Not applicable.

#### ♦ Bond-Related

Not applicable.

#### Fair Value of Land (General Account)

|                      |       |             |                       |                             | (Millions of Yen) |  |
|----------------------|-------|-------------|-----------------------|-----------------------------|-------------------|--|
|                      |       |             | Net unrealized gai    | ns                          |                   |  |
|                      |       | Revaluation | ins in off-balance-sh | -balance-sheet transactions |                   |  |
|                      |       | differences |                       | Book value                  | Fair value        |  |
| As of March 31, 2016 | 331,7 | 202,032     | 129,727               | 616,050                     | 745,777           |  |
| As of March 31, 2015 | 290,5 | 686 204,865 | 85,721                | 627,079                     | 712,800           |  |

Notes: 1. Includes land used under leasehold rights.

2. Revaluation differences are based on the results of fair value accounting performed by former Meiji Life Insurance Company and The Yasuda Mutual Life Insurance Company on March 31, 2000 and 2001, respectively, in accordance with the Act on Revaluation of Land.

3. Unrealized gains in off-balance-sheet transactions result from fluctuations in market value before and after revaluation.

#### Unrealized Gains and Losses on Overall Assets (General Account)

|  |           | (Millions of Yen) |
|--|-----------|-------------------|
| As of March 31,                                    | 2016      | 2015              |
| Securities   | 5,780,529 | 5,299,841         |
| Valuation differences                              | 3,176,020 | 3,980,095         |
| Unrealized gains in off-balance-sheet transactions | 2,604,508 | 1,319,746         |
| Land   | 331,760   | 290,586           |
| Revaluation differences                            | 202,032   | 204,865           |
| Unrealized gains in off-balance-sheet transactions | 129,727   | 85,721            |
| Others   | 58,510    | 27,783            |
| Total  | 6,170,799 | 5,618,211         |

Notes: 1. Figures for securities represent unrealized gains attributable to such factors as foreign currency translation adjustments of securities with market prices as well as those whose market value is extremely difficult to determine (e.g., foreign currency denominated stocks of subsidiaries and affiliates).

2. Securities include financial instruments that are deemed appropriate to handle as securities under the Financial Instruments and Exchange Act.

Revaluation differences of land are based on the results of fair value accounting performed by former Meiji Life Insurance Company and The Yasuda Mutual Life Insurance Company on March 31, 2000 and 2001, respectively, in accordance with the Act on Revaluation of Land. In addition, land includes land used under leasehold rights.
 Others include unrealized gains and losses on derivative transactions. In addition, the Company applied hedge accounting to some of these transactions. The above table presents unrealized gains and losses on derivative transaction where hedge accounting (deferred hedge accounting or special hedge accounting treatment) is applied. Of those transactions, derivative transactions where fair value hedge accounting is applied loss attributable to currency-related transactions totaling ¥89,473 million as of March 31, 2015 and gain attributable to currency-related transactions totaling ¥89,473 million as of March 31, 2016. These figures are presented on the statements of income on the basis of valuation gains and losses, together with gains and losses on transactions where hedge accounting is not applied. None of these transactions included unrealized gains and losses.

# Performance Indicators for Separate Account

#### Balance of Separate Account Assets

|                                    |         | (Millions of Yen) |
|------------------------------------|---------|-------------------|
| As of March 31,                    | 2016    | 2015              |
| Variable individual life insurance | 66,061  | 77,288            |
| Variable individual annuities      | 345,612 | 366,134           |
| Group pensions                     | 387,929 | 421,567           |
| Total                              | 799,603 | 864,990           |

# Investment Status of Separate Account Assets for Variable Individual Life Insurance and Variable Individual Annuities

In the domestic bond market, long-term interest rates fell in April 2015, reflecting the Bank of Japan's (BOJ's) purchase program for Japanese government bonds (JGBs) and successful issuance of new government bonds through auction, which together resulted in robust demand and tightened supply. Following that, although there was a temporary turnaround in interest rates due to the impact of interest rate rises in Europe and the United States, long-term interest rates remained lower from June 2015 onward. At the end of January 2016, long-term interest rates declined drastically after the BOJ introduced negative interest rates. As a result, the yield on ten-year JGBs was a negative 0.050% as of March 31, 2016, down 0.450% compared with the end of the previous fiscal year.

In the domestic stock market, overall stock prices remained high until the beginning of August 2015, backed by expectations of robust corporate earnings and the yen's depreciation. However, the market experienced steep decline due to the global plunge in stock prices triggered by the devaluation of the Chinese yuan. October brought a strong turnaround as the market responded positively to such factors as rising U.S. stock prices, comments alluding to additional easing from the president of the European Central Bank (ECB), and additional monetary easing by the People's Bank of China. However, stock prices declined again with falling crude oil prices after OPEC decided not to reduce output in December 2015, as well as such negative factors as the January 2016 turmoil in the Chinese stock market, which led to considerable decline in global stock prices. Despite a temporary upturn in stock prices due to the introduction of negative interest rates by the BOJ at the end of January 2016, stock prices fell on anxiety over worldwide economic deceleration and credit uncertainty in Europe. Although stock prices somewhat recovered in the middle of February 2016, the Nikkei average as of March 31, 2016 was ¥16,758, down ¥2,448 from March 31, 2015.

In the U.S. bond market, long-term interest rates rose through June 2015, in response to a rise in European interest rates backed by improved money supply in the eurozone as well as favorable employment statistics in the United States. After that, weak economic indicators and a growing trend toward risk avoidance caused interest rates to decline following the global stock market plunges in August 2015. In October 2015, a statement issued by the Federal Open Market Committee (FOMC) stimulated growing speculation that a December interest rate hike was imminent, leading to higher interest rates. However, interest rates fell significantly from January to the beginning of February 2016 on the back of plunging global stock prices and declining crude oil prices, which, in turn, triggered a growing trend toward risk avoidance. As a result, the yield on ten-year U.S. Treasuries was 1.770% as of March 31, 2016, down 0.154% from a year earlier.

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In the U.S. stock market, stock prices were stable, until dropping on anxieties over the Chinese economy following the devaluation of the Chinese yuan and growing uncertainty over the timing of the Federal Reserve Board's interest rate hike. In October 2015, stock prices rebounded on the ECB president's remarks suggesting additional easing measures, and due to other positive factors. After the interest rate hike in December 2015 increased market volatility, stock prices fell considerably in January 2016 due to a steep decline in the Chinese stock prices, lower crude oil prices and stagnant economic indicators. However, such positive factors as an upturn in crude oil prices in the middle of February 2016 and improvements in economic indicators led to recovery in stock prices. As a result, the Dow Jones Industrial Average stood at US\$17,685 on March 31, 2016, down US\$91 year on year.

As for foreign currency exchange rates, the yen continued to decline through early June 2015, but then the plunge in global stock prices stimulated safe-haven demand for the yen amid growing risk aversion. This led the yen to surge. As of March 31, 2016, the exchange rate stood at ¥112.68 to the U.S. dollar, up ¥7.49 year on year. Against the euro, the exchange rate stood at ¥127.70, up ¥2.62 year on year.

Given this environment, the Company strove to secure stable returns from separate account assets for variable individual life insurance through diversified investment in both domestic and overseas assets. Specifically, during the fiscal year ended March 31, 2016, the Company flexibly adjusted its asset portfolio on the back of ongoing volatility in the stock market. In line with changes in the market environment, the Company temporarily decreased stock allocations when stock prices were too high while increasing them when stock prices were too low.

As for variable individual annuities, the Company invested in investment trusts in step with fund inflows from separate account assets. Generally, the ratio of such assets incorporated in investment trusts has been high during the fiscal year under review.

#### Variable Individual Life Insurance (Separate Account) Insurance Amount of Policies in Force

|   |                    |         |                    | (Millions of Yen) |  |
|---|--------------------|---------|--------------------|-------------------|--|
| As of March 31,                           | 201                | 6       | 2015               |                   |  |
|   | Number of policies | Amount  | Number of policies | Amount            |  |
| Variable life insurance (term type)       | 2                  | 6       | 4                  | 14                |  |
| Variable life insurance (whole-life type) | 54,077             | 513,183 | 55,266             | 532,149           |  |
| Total                                     | 54,079             | 513,190 | 55,270             | 532,163           |  |

Note: Insurance amount of policies in force includes coverage under term rider.

#### Breakdown of Assets (Separate Account Assets for Variable Individual Life Insurance)

|                                    |        | ,     |        | (Millions of Yen) |
|------------------------------------|--------|-------|--------|-------------------|
| As of March 31,                    | 2      | 2016  | 20     | 15                |
|                                    | Amount | (%)   | Amount | (%)               |
| Cash, deposits and call loans      | 1,904  | 2.9   | 3,000  | 3.9               |
| Securities                         | 59,189 | 89.6  | 71,090 | 92.0              |
| Domestic bonds                     | 11,614 | 17.6  | 16,125 | 20.9              |
| Domestic stocks                    | 23,951 | 36.3  | 27,392 | 35.4              |
| Foreign securities                 | 23,623 | 35.8  | 27,573 | 35.7              |
| Foreign bonds                      | 7,165  | 10.8  | 8,139  | 10.5              |
| Foreign stocks and others          | 16,457 | 24.9  | 19,433 | 25.1              |
| Other securities                   | _      | _     | _      | _                 |
| Loans                              | _      | _     | _      | _                 |
| Others                             | 4,968  | 7.5   | 3,197  | 4.1               |
| Allowance for possible loan losses | _      | _     | _      | _                 |
| Total                              | 66,061 | 100.0 | 77,288 | 100.0             |

#### Investment Returns (Separate Account Assets for Variable Individual Life Insurance)

| investment Returns (Separate Account Assets for Variable individual Life insurance) |         | (Millions of Yen |
|---|---------|------------------|
| Years ended March 31,   | 2016    | 2015             |
| Interest, dividends and other income  | 1,480   | 1,370            |
| Gains on sales of securities  | 6,211   | 7,888            |
| Gains on redemption of securities   | _       | -                |
| Gains on valuation of securities  | 6,020   | 13,340           |
| Foreign exchange gains  | 55      | 82               |
| Gains on derivative financial instruments   | 762     | 548              |
| Other income  | 4       | 4                |
| Losses on sales of securities   | 2,132   | 1,045            |
| Losses on redemption of securities  | 0       | -                |
| Losses on valuation of securities   | 15,196  | 9,014            |
| Foreign exchange losses   | 81      | 56               |
| Losses on derivative financial instruments  | 800     | 235              |
| Other expenses  | 0       | 0                |
| Net gains (losses)  | (3,674) | 12,880           |

#### Fair Value of Securities (Separate Account Assets for Variable Individual Life Insurance) Gains and Losses on Valuation of Trading Securities

|                    |                         |  |                         | (Millions of Yen)  |
|--------------------|-------------------------|--|-------------------------|--|
| As of March 31,    |                         | 2016   |                         | 2015   |
|                    | Balance sheet<br>amount | Valuation gains/losses<br>included in the<br>statement of income | Balance sheet<br>amount | Valuation gains/losses<br>included in the<br>statement of income |
| Trading securities | 59,189                  | (9,175)  | 71,090                  | 4,325  |

# Fair Value of Money-Held-in-Trust (Separate Account Assets for Variable Individual Life Insurance) Not applicable.

# Fair Value of Derivative Transactions (Separate Account Assets for Variable Individual Life Insurance)

# (1) Breakdown of Net Gains (Losses) on Derivative Transactions (by Application and Non-Application of Hedge Accounting)

|                              |                           |                      |                   |                  |        |       |                           |                      |                   |                  | (IV    | illions of ten) |
|------------------------------|---------------------------|----------------------|-------------------|------------------|--------|-------|---------------------------|----------------------|-------------------|------------------|--------|-----------------|
| As of March 31,              |                           |                      | 20                | 16               |        |       |                           |                      | 20                | 15               |        |                 |
|                              | Interest rate-<br>related | Currency-<br>related | Stock-<br>related | Bond-<br>related | Others | Total | Interest rate-<br>related | Currency-<br>related | Stock-<br>related | Bond-<br>related | Others | Total           |
| Hedge accounting applied     | _                         | _                    | _                 | _                | _      | _     | _                         | _                    | _                 | _                | _      | _               |
| Hedge accounting not applied | I —                       | 11                   | 15                | —                | —      | 27    | —                         | _                    | _                 | _                | —      | _               |
| Total                        | _                         | 11                   | 15                | _                | _      | 27    | —                         | _                    | _                 | _                | _      | _               |

Note: Gains and losses on derivative transactions where hedge accounting is not applied are presented on the statements of income.

#### (2) Transactions Where Hedge Accounting Is Not Applied

♦ Interest-Rate Related Not applicable.

#### ♦ Currency-Related

| As of March 31,                    |       | 20                      | 16         |                    |   | 20                        | 15         |                   |
|------------------------------------|-------|-------------------------|------------|--------------------|---|---------------------------|------------|-------------------|
|                                    |       | al amount/<br>act value |            |                    |   | nal amount/<br>ract value |            |                   |
|                                    |       | Over 1 year             | Fair value | Net gains (losses) |   | Over 1 year               | Fair value | Net gains (losses |
| OTC                                |       |                         |            |                    |   |                           |            |                   |
| Foreign currency forward contracts |       |                         |            |                    |   |                           |            |                   |
| Bought                             | 1,008 | _                       | 11         | 11                 | _ | _                         | _          | _                 |
| (U.S. dollar)                      | 708   | _                       | 1          | 1                  | _ | _                         | _          | _                 |
| (Euro)                             | 300   | _                       | 10         | 10                 | _ | _                         | _          | _                 |
| Total                              |       |                         |            | 11                 |   |                           |            | _                 |

Note: Net gains (losses) represent the fair values.

#### ♦ Stock-Related

| As of March 31,                                     |       | 20                      | 16         |                    |   | 20                        | 15         |                    |
|---|-------|-------------------------|------------|--------------------|---|---------------------------|------------|--------------------|
|   |       | al amount/<br>act value |            |                    |   | nal amount/<br>ract value |            |                    |
|   |       | Over 1 year             | Fair value | Net gains (losses) |   | Over 1 year               | Fair value | Net gains (losses) |
| Exchange-traded transactions                        |       |                         |            |                    |   |                           |            |                    |
| Yen Stock index futures                             |       |                         |            |                    |   |                           |            |                    |
| Sold  | 274   | _                       | 4          | 4                  | _ | _                         | _          | _                  |
| Foreign currency-denominated stock<br>index futures |       |                         |            |                    |   |                           |            |                    |
| Bought  | 1,087 | _                       | 10         | 10                 | _ | _                         | _          | _                  |
| Total   |       |                         |            | 15                 |   |                           |            |                    |

Note: Net gains (losses) represent the fair values.

#### ♦ Bond-Related

Not applicable.

#### (3) Transactions Where Hedge Accounting Is Applied

Not applicable.

#### Variable Individual Annuities (Separate Account) Policies in Force

|                               |                    |         |                    | (Millions of Yen) |
|-------------------------------|--------------------|---------|--------------------|-------------------|
| As of March 31,               | 2016               |         | 2015               |                   |
|                               | Number of policies | Amount  | Number of policies | Amount            |
| Variable individual annuities | 96,785             | 351,165 | 96,829             | 374,916           |

Note: Insurance amount of policies in force includes the amount of general account policies written after pension payout.

#### Breakdown of Assets (Separate Account Assets for Variable Individual Annuities)

|                                    |         |       |         | (Millions of Yen |
|------------------------------------|---------|-------|---------|------------------|
| As of March 31,                    | 2       | 2016  | 20      | )15              |
|                                    | Amount  | (%)   | Amount  | (%)              |
| Cash, deposits and call loans      | 655     | 0.2   | 1,400   | 0.4              |
| Securities                         | 342,083 | 99.0  | 361,631 | 98.8             |
| Domestic bonds                     | _       | _     | _       | _                |
| Domestic stocks                    | _       | _     | _       | _                |
| Foreign securities                 | _       | _     | _       | _                |
| Foreign bonds                      | _       | _     | _       | _                |
| Foreign stocks and others          | _       | _     | _       | _                |
| Other securities                   | 342,083 | 99.0  | 361,631 | 98.8             |
| Loans                              | _       | _     | _       | _                |
| Others                             | 2,873   | 0.8   | 3,101   | 0.8              |
| Allowance for possible loan losses | _       | _     | _       | _                |
| Total                              | 345,612 | 100.0 | 366,134 | 100.0            |

#### Investment Returns (Separate Account Assets for Variable Individual Annuities)

|  |          | (Millions of Yen |
|--|----------|------------------|
| Years ended March 31,                      | 2016     | 2015             |
| Interest, dividends and other income       | 2,919    | 4,335            |
| Gains on sales of securities               | 0        | 0                |
| Gains on redemption of securities          | _        | 0                |
| Gains on valuation of securities           | 36,528   | 44,563           |
| Foreign exchange gains                     | -        | —                |
| Gains on derivative financial instruments  | _        | —                |
| Other income                               | _        |                  |
| Losses on sales of securities              | 0        | 0                |
| Losses on redemption of securities         | _        | —                |
| Losses on valuation of securities          | 49,848   | 36,572           |
| Foreign exchange losses                    | _        | —                |
| Losses on derivative financial instruments | -        | —                |
| Other expenses                             | _        | —                |
| Net gains (losses)                         | (10,400) | 12,326           |

#### Fair Value of Securities (Separate Account Assets for Variable Individual Annuities) Gains and Losses on Valuation of Trading Securities

|                    |                        |  |                         | (Millions of Yen)  |
|--------------------|------------------------|--|-------------------------|--|
| As of March 31,    |                        | 2016   |                         | 2015   |
|                    | Balance shee<br>amount | Valuation gains/losses<br>included in the<br>statement of income | Balance sheet<br>amount | Valuation gains/losses<br>included in the<br>statement of income |
| Trading securities | 342,083                | (13,319)   | 361,631                 | 7,990  |

# Fair Value of Money-Held-in-Trust (Separate Account Assets for Variable Individual Annuities)

Not applicable.

# Fair Value of Derivative Transactions (Separate Account Assets for Variable Individual Annuities) Not applicable.

# Group Pensions (Separate Account) Separate Account Assets Managed for Group Pension Policyholders

|  |                  |            |                  | (Millions of Yen) |
|--|------------------|------------|------------------|-------------------|
| As of March 31,                        | 201              | 6          | 2015             |                   |
|  | Number of groups | Fair value | Number of groups | Fair value        |
| First treaty separate account          | 742              | 379,706    | 709              | 394,065           |
| Comprehensive account                  | 565              | 233,110    | 567              | 259,203           |
| Accounts established for each investee | 189              | 146,596    | 148              | 134,861           |
| Total                                  | 742              | 379,706    | 709              | 394,065           |

Note: First treaty separate account jointly manages the assets of multiple group pension policyholders.

#### Investment Performance of First Treaty Separate Account (Comprehensive Account)

#### (1) Investment Status in the Year Ended March 31, 2016

In line with its annual investment plan, the Company allocated a greater proportion of its portfolio to stocks, both domestic and overseas while investing less in domestic bonds. Maintaining this policy, the Company rebalanced its asset allocations as necessary to adapt to changes in the market environment. The average time-weighted return rate for comprehensive account assets during the fiscal year ended March 31, 2016 was negative 5.13%. This was attributable to negative returns recorded in both domestic and foreign stocks as well as foreign bonds.

(%)

|                             | Dispared for you                                    | Asset Allocations          |                           |                                |                               |                            |
|-----------------------------|---|----------------------------|---------------------------|--------------------------------|-------------------------------|----------------------------|
|                             | Planned figures<br>for year ended<br>March 31, 2016 | As of<br>March 31,<br>2015 | As of<br>June 30,<br>2015 | As of<br>September 30,<br>2015 | As of<br>December 31,<br>2015 | As of<br>March 31,<br>2016 |
| Domestic bonds              | 30.0  | 23.6                       | 23.3                      | 18.9                           | 22.5                          | 19.9                       |
| Domestic stocks             | 33.0  | 36.9                       | 38.5                      | 36.1                           | 34.5                          | 35.3                       |
| Foreign bonds               | 10.0  | 10.3                       | 9.1                       | 10.8                           | 9.1                           | 11.0                       |
| Foreign stocks              | 24.0  | 26.2                       | 26.1                      | 25.3                           | 25.8                          | 27.2                       |
| Short-term funds and others | 3.0   | 2.9                        | 3.0                       | 8.8                            | 8.0                           | 6.5                        |
| Total                       | 100.0   | 100.0                      | 100.0                     | 100.0                          | 100.0                         | 100.0                      |

Note: Asset allocations are based on fair value.

#### (2) Balance in Fair Value By Asset Type

| (2) Balance in t all value by Asset Type |            |       |            | (Millions of Yen) |  |  |
|--|------------|-------|------------|-------------------|--|--|
| As of March 31,                          | 2016       |       |            | 2015              |  |  |
|  | Fair value | (%)   | Fair value | (%)               |  |  |
| Domestic bonds                           | 46,381     | 19.9  | 61,291     | 23.6              |  |  |
| Domestic stocks                          | 82,323     | 35.3  | 95,733     | 36.9              |  |  |
| Foreign bonds                            | 25,736     | 11.0  | 26,821     | 10.3              |  |  |
| Foreign stocks                           | 63,404     | 27.2  | 67,918     | 26.2              |  |  |
| Short-term funds and others              | 15,264     | 6.5   | 7,438      | 2.9               |  |  |
| Total                                    | 233,110    | 100.0 | 259,203    | 100.0             |  |  |

#### (3) Investment Performance

|                           |        | (%)   |
|---------------------------|--------|-------|
| Years ended March 31,     | 2016   | 2015  |
| Time-weighted return rate | (5.13) | 19.49 |

#### First Treaty Separate Account (Accounts Established for Each Investee)

(1) Investment Status in the Year Ended March 31, 2016

| Fund   | Status  |
|--|---|
| Yen currency denominated bond account        | Based on fundamental analysis, the Company determined its duration, yield curve and bond portfolio<br>composition strategies, thus executing active investment. Having expected interest rates to remain at<br>low levels, the Company adjusted its duration strategy while monitoring trends in interest rates and<br>investor sentiments. Looking at the allocation by bond category, the Company maintained a greater<br>proportion of non-government bonds.   |
| Yen currency denominated bond account—A      | The Company engaged in active investment while taking a cautious stance in executing its duration, yield curve and bond portfolio composition strategies. The Company adjusted the allocation by duration in line with changes in yield curves. Looking at the allocation by bond category, the Company maintained a greater proportion of non-government bonds.  |
| Yen currency denominated stock account       | Drawing on the combined results of bottom-up analyses, both qualitative and quantitative, the<br>Company engaged in active investment while controlling exposure to risks specific to certain business<br>sectors. The Company also reshuffled its stock portfolio by focusing on investment efficiency. In doing<br>so, the Company sought to harness growth potential of stocks while responding to such market<br>factors as economic trends in Japan, the United States and other countries, changes in monetary<br>policies and fluctuations in resource prices. |
| Yen currency denominated stock account—B     | The Company adopted a "factor rotation strategy," an investment strategy that focuses on various factors affecting investment performance to adjust allocation in step with changes due to market conditions. In this way, the Company executed enhanced index investing. The Company maintains a neutral sector allocation policy while focusing on value indices and profitability.   |
| Foreign currency denominated bond account    | Based on fundamental analysis, the Company determined its currency, duration, yield curve and bond portfolio composition strategies, thereby executing active investment. Allocation by currency has been flexibly revised, as the Company incorporated a wide variety of currencies while focusing on the U.S. dollar and euro. The Company was also flexible in adjusting bond duration in step with changes in monetary policies in each country. In addition, the Company adjusted allocation by duration while including non-government bonds.                   |
| Foreign currency denominated bond account—A  | The Company maintained a cautious stance in executing its currency, duration, yield curve and bond portfolio composition strategies, thereby executing active investment. On the other hand, the Company has flexibly adjusted allocation by currency and bond duration. The Company also adjusted allocation by duration while including non-government bonds.   |
| Foreign currency denominated stock account   | Drawing on the combined results of bottom-up analyses, both qualitative and quantitative, the<br>Company engaged in active investment. In developed countries, the Company controlled its exposure<br>to risks specific to certain business sectors while maintaining regionally neutral allocation. In selecting<br>stocks, the Company also focused on the issuer's unique growth drivers and growth potential in<br>shareholder returns. In addition, the Company continuously invested in stocks issued by companies in<br>emerging Asian nations.                |
| Foreign currency denominated stock account—B | The Company adopted a "factor rotation strategy," an investment strategy that focuses on various factors affecting investment performance to adjust allocation in step with changes in market conditions. In this way, the Company executed enhanced index investing. Remaining neutral on region- and sector-based allocation, the Company focused on growth potential in U.S. investments while paying consistent attention to European value indices.  |
| Short-term fund account                      | The Company engaged in investment focusing on maintaining liquidity and stability.  |

#### (2) Fair Value and Investment Performance

| (2) Fair value and investment Ferrormance    |            |                               |            | (Millions of Yen              |
|--|------------|-------------------------------|------------|-------------------------------|
| As of and years ended March 31,              | 2          | 016                           | 2015       |                               |
|  | Fair value | Time-weighted return rate (%) | Fair value | Time-weighted return rate (%) |
| Yen currency denominated bond account        | 53,921     | 5.43                          | 45,404     | 2.99                          |
| Yen currency denominated bond account—A      | 20,396     | 5.50                          | 23,485     | 3.07                          |
| Yen currency denominated stock account       | 13,641     | (10.57)                       | 13,979     | 30.89                         |
| Yen currency denominated stock account—B     | 14,625     | (11.02)                       | 15,616     | 30.24                         |
| Foreign currency denominated bond account    | 9,120      | (2.81)                        | 8,256      | 12.61                         |
| Foreign currency denominated bond account—A  | 6,975      | (2.81)                        | 6,732      | 12.53                         |
| Foreign currency denominated stock account   | 9,629      | (9.03)                        | 9,768      | 24.03                         |
| Foreign currency denominated stock account—B | 8,517      | (8.16)                        | 8,615      | 22.72                         |
| Short-term fund account                      | 9,769      | 0.06                          | 3,003      | 0.09                          |
| Total  | 146,596    |                               | 134,861    |                               |

# **Consolidated Information**

#### Non-performing Loans

|   |        | (Millions of Yen) |
|---|--------|-------------------|
| As of March 31,                             | 2016   | 2015              |
| Loans to bankrupt borrowers                 | _      | _                 |
| Loans in arrears                            | 3,985  | 2,630             |
| Loans in arrears for three months or longer | 125    | _                 |
| Restructured loans                          | 25,728 | 17,195            |
| Total                                       | 29,840 | 19,825            |
| Non-performing loans/total loans (%)        | 0.53   | 0.39              |

Notes: 1. Loans to bankrupt borrowers and substantially bankrupt borrowers including collateralized and guaranteed loans are directly deducted from total loans based on estimated uncollectible amounts. This is calculated as the remainder after deducting any amounts expected to be collected through the disposal of collateral or the execution of guarantees. The amounts recognized in the financial statements were ¥44 million for loans to bankrupt borrowers and ¥5 million for loans in arrears as of March 31, 2015; and ¥44 million for loans to bankrupt borrowers and ¥1 million for loans in arrears as of March 31, 2016.

2. Loans to bankrupt borrowers are loans to borrowers that are legally bankrupt through filings for proceedings under the Corporate Reorganization Act, Civil Rehabilitation Act, Bankruptcy Act or Company Act; loans to borrowers with notes suspended from trading on exchanges; and loans to borrowers that have filed for similar legal proceedings based on overseas laws. Interest is not accrued as income on these loans, which remain in arrears on principal and interest payments with little likelihood for the recovery of principal or interest.

3. Loans in arrears are loans that do not accrue interest. These loans exclude loans to bankrupt borrowers and restructured loans with modified interest payment terms and conditions extended in order to support the borrowers or business restructuring.

4. Loans in arrears for three months or longer are loans with principal or interest in arrears for three or more months from the day following the payment date established by the loan agreement. These loans exclude loans to bankrupt borrowers and loans in arrears.

5. Restructured loans are loans with favorable concessions given to the borrower (including interest reduction or exemption, relaxed interest payments, relaxed principal repayments and loan forgiveness) in order to support the rebuilding of operations at the borrower. These loans exclude loans to bankrupt borrowers, loans in arrears, and loans in arrears for three months or longer.

#### The Enhancement of Ability for Insurance Claim and Benefit Payout Possessed

#### by the Insurance Company and Its Subsidiaries (Consolidated Solvency Margin Ratio)

|   |           | (Millions of Ye |
|---|-----------|-----------------|
| As of March 31,   | 2016      | 2015            |
| (A) Total solvency margin   | 6,195,368 | 7,002,417       |
| 1 Foundation funds and capital and others   | 626,226   | 1,024,615       |
| ② Reserve for price fluctuation   | 522,116   | 492,907         |
| ③ Contingency reserves  | 675,607   | 667,380         |
| ④ Catastrophe reserves  | 9,116     | 8,618           |
| (5) General allowance for possible loan losses  | 1,310     | 1,677           |
| (6) Net unrealized gains (losses) on available-for-sale securities (before tax effect deduction) and deferred unrealized gains (losses) on derivatives under hedge accounting (before tax effect deduction) × 90% (100% in case of losses)  | 2,859,755 | 3,585,929       |
| $\textcircled{0}$ Unrealized gains on land $\times$ 85% (100% in case of losses)  | 288,299   | 252,268         |
| (8) Total of unrecognized actuarial differences and unrecognized prior service costs  | (44,743)  | (31,883)        |
| (9) Excess of continued Zillmerized reserve   | 966,800   | 990,405         |
| 1 Qualifying subordinated debt  | 363,901   | 100,000         |
| (1) Excess of continued Zillmerized reserve and qualifying subordinated debt not included in margin calculation   | _         | -               |
| 12 Deductions   | (156,398) | (169,671)       |
| ① Other (tax effect adjustment)   | 83,374    | 80,169          |
| B) Total risk $(\sqrt{(4^2+(5^2+(7)+(8))^2+((9+(2)+(6)+(2))^2+(6)+(6)+(6)+(6)+(6)+(6)+(6)+(6)+(6)+(6)$ | 1,259,489 | 1,310,703       |
| 1) Insurance risk   | 155,024   | 119,662         |
| (5) General underwriting risk   | 1,782     | 1,717           |
| (6) Major disaster risk   | 500       | 516             |
| ① Third-sector insurance risk   | 56,391    | 53,962          |
| (13) Insurance risk of small-amount short-term insurer  | _         | -               |
| (19 Assumed interest rate risk  | 150,281   | 154,127         |
| 2 Minimum guarantee risk  | 8,800     | 9,772           |
| <ol> <li>Investment risk</li> </ol>   | 1,053,088 | 1,105,560       |
| 2 Business management risk  | 28,517    | 28,906          |
| Solvency margin ratio $\frac{(A)}{(1/2)\times(B)}\times100$ (%)   | 983.7     | 1,068.4         |

Notes: 1. The figures presented above are calculated based on provisions in Article 86-2 and 88 of the Ordinance for Enforcement of the Insurance Business Act and the Financial Services Agency Notification No. 23 in 2011. In addition, the method of determining the total solvency margin was partially revised in accordance with the revisions of the Ordinance for Enforcement of the Insurance Business Act. The revised method is applied to the calculation of such margin for the year ended March 31, 2016 and beyond.

2. Minimum guarantee risk is calculated based on standard methods stipulated in Article 4, Paragraph 5 of said notification.

#### The Enhancement of Ability for Insurance Claim and Benefit Payout Possessed by the Insurance Company's Subsidiary (Solvency Margin Ratio)

#### Meiji Yasuda General Insurance Co., Ltd.

|  |         | (Millions of Yen |
|--|---------|------------------|
| As of March 31,  | 2016    | 2015             |
| (A) Total solvency margin  | 68,902  | 67,792           |
| 1 Foundation funds and capital and others  | 57,136  | 56,978           |
| ② Reserve for price fluctuation  | 113     | 108              |
| ③ Contingency reserves   | 34      | 34               |
| ④ Catastrophe reserves   | 9,116   | 8,618            |
| (5) General allowance for possible loan losses   | _       | _                |
| (6) Net unrealized gains (losses) on available-for-sale securities (before tax effect deduction) and deferred unrealized gains (losses) on derivatives under hedge accounting (before tax effect deduction) × 90% (100% in case of losses) | 1,198   | 994              |
| $\bigodot$ Unrealized gains on land × 85% (100% in case of losses)   | 915     | 651              |
| Excess of refund reserves  | —       | —                |
| (9) Qualifying subordinated debt   | —       | _                |
| 0 Excess of refund reserves and qualifying subordinated debt not included in margin calculation  | _       | _                |
| ① Deductions   | _       | _                |
| 12 Others  | 389     | 405              |
| (B) Total risk $\sqrt{(13+(4))^2+(15+(6)^2}+(7)+(8)$   | 2,735   | 2,698            |
| (1) General underwriting risk  | 1,782   | 1,717            |
| (1) Third-sector insurance risk  | _       | _                |
| (5) Assumed interest rate risk   | 8       | 9                |
| (6) Investment risk  | 1,221   | 1,220            |
| 1 Business management risk   | 70      | 69               |
| (B) Major disaster risk  | 500     | 516              |
| Solvency margin ratio (A) ×100 (%)   | 5,036.7 | 5,024.6          |

Note: The figures presented above are calculated based on provisions in Article 86 and 87 of the Ordinance for Enforcement of the Insurance Business Act and the Ministry of Finance Notification No. 50 in 1996. In addition, the method of determining the total solvency margin was partially revised in accordance with the revisions of the Ordinance for Enforcement of the Insurance Business Act. The revised method is applied to the calculation of such margin for the year ended March 31, 2016 and beyond.

#### Segment Information

Business operations undertaken by the Company, its consolidated subsidiaries and subsidiary entities during the years ended March 31, 2015 and March 31, 2016, included the nonlife insurance business in addition to the life insurance business. However, the nonlife insurance business has been omitted from segment information since it represents such a minor proportion of total operations and the Company's operations can be regarded as consisting of a single business segment.