

November 22, 2018  
SUMITOMO LIFE INSURANCE COMPANY

European Embedded Value (summary) as of September 30, 2018

This is the translation of the disclosure of the European Embedded Value (“EEV”) of Sumitomo Life Insurance Company (hereinafter “Sumitomo Life”), Medicare Life Insurance Co. (hereinafter “Medicare Life”) and Symetra Financial Corporation (hereinafter “Symetra”) (collectively, the “Group”) as of September 30, 2018.

We calculate EV based on European Embedded Value Principles.

## 1. EEV Results of the Group

(Billions of yen)

	March 31, 2018	September 30, 2018	Increase (Decrease)
EEV	3,778.9	4,080.2	301.3
Adjusted net worth	3,786.3	3,688.8	(97.5)
Value of in-force business	(7.4)	391.4	398.8

	Six months ended September 30, 2017	Six months ended September 30, 2018	Increase (Decrease)	Year ended March 31, 2018
Value of new business	73.9	87.7	13.7	153.3

(Note1) The Group EEV is calculated as follows: Sumitomo Life's EEV plus Medicare Life's EEV and Symetra's EEV less Sumitomo Life's carrying amount of equity of Medicare Life and Symetra. In addition, The Group EEV as of March 31, 2018 includes an adjustment for shareholder dividends Symetra paid to Sumitomo Life in March 2018.

(Note2) Sumitomo Life's carrying amount of Medicare Life's equity was ¥80.0 billion as of March 31, 2018 and as of September 30, 2018. Sumitomo Life's carrying amount of Symetra's equity was ¥466.5 billion as of March 31, 2018 and as of September 30, 2018.

(Note3) The Group EEV as of March 31, 2018 and as of September 30, 2018 includes Symetra's EEV as of December 31, 2017 and as of June 30, 2018, respectively, in accordance with Symetra's closing date for the Group's consolidated financial statements.

(Note4) The Group's value of new business for the six months ended September 30, 2017 includes Symetra's value of new business for the six months ended June 30, 2017. The Group's value of new business for the year ended March 31, 2018 includes Symetra's value of new business for the year ended December 31, 2017. The Group's value of new business for the six months ended September 30, 2018 includes Symetra's value of new business for the six months ended June 30, 2018.

### (Reference 1)

As life insurance products are long term liabilities, Sumitomo Life is investing primarily in yen-denominated interest-bearing assets such as long-term bonds and loans in our ALM strategy.

When interest rates reduce, value of in-force business is decreased reflecting lower expected future prospects of investment return. On the other hand, adjusted net worth is increased by unrealized gains on assets.

The sum of unrealized gains and value of in-force business represents expected future profits from in-force business.

Breakdown of the Group EEV based on this idea is as follows.

(Billions of yen)

	March 31, 2018	September 30, 2018	Increase (Decrease)
EEV	3,778.9	4,080.2	301.3
Total net asset on the balance sheet +Retained earnings in liabilities (Note1)	1,199.2	1,240.5	41.3
Value of in-force business +Unrealized gains (losses) on Yen-denominated interest-bearing assets and others (Note2)	1,716.7	1,820.8	104.1
Unrealized gains (losses) of assets other than Yen-denominated interest-bearing assets and others (Note3)	862.9	1,018.8	155.8

(Note1) The sum of the total net assets on balance sheet, the retained earnings in liabilities (after tax) of the Group, consolidation adjustment regarding Medicare Life and Symetra and deferred tax assets of Symetra is reported.

(Note2) The sum of value of in-force business of the Group and unrealized gains (losses) on yen-denominated interest-bearing assets and others (after tax) of Sumitomo Life and Medicare Life is reported. Yen-denominated interest-bearing assets and others (after tax) include yen-denominated bonds, loans and hedged foreign bonds corresponding to yen-denominated insurance, and foreign currency-denominated bonds corresponding to foreign currency-denominated insurance.

(Note3) The sum of unrealized gains (losses) on securities and loans (after tax) (excluding yen-denominated interest-bearing assets and others), unrealized gains (losses) on estate and liabilities (after tax), unfunded retirement benefit obligations (after tax) is reported.

#### (Reference 2)

The value of new business (VNB) is calculated based on a market consistent method using risk neutral valuation techniques, where the expected excess return of investments over risk free rates is offset by allowing for the price that market participants require for taking on the investment risks. This is achieved by assuming the investment return for all assets will be equal to the risk free rates.

However, Sumitomo Life actually invests in corporate bonds, foreign bonds, and equities, in addition to Japanese government bonds, and expects to achieve investment returns in excess of risk-free returns. If Sumitomo Life achieves investment returns in excess of risk-free returns, its embedded value will increase over the term of the policy.

When Sumitomo Life assumes excess returns on investments over risk-free rates, the Group's VNB, on the reference basis, will be as set out in the following table. In order to reflect some uncertainty of realizing the expected excess return, discount rates are assumed to be the same as the return on investments.

Please note that this reference basis differs from the risk neutral valuation which is used for Sumitomo Life's EEV and VNB. Further, the VNB in following table is not the VNB which forms part of Sumitomo Life's EEV.

(Billions of yen)

	Six months ended September 30, 2018
Value of new business assuming excess return, on the reference basis (Note)	111.2

(Note) Sumitomo Life's expected investment return in FY2018 is 1.4%. Sumitomo Life assumes the excess return on investments over risk-free rates is 0.8%.

## 2. EEV Results by company

### a. Sumitomo Life

(Billions of yen)

	March 31, 2018	September 30, 2018	Increase (Decrease)
EEV	3,968.1	4,269.9	301.8
Adjusted net worth	4,042.8	3,951.8	(91.0)
Value of in-force business	(74.7)	318.1	392.9

	Six months ended September 30, 2017	Six months ended September 30, 2018	Increase (Decrease)	Year ended March 31, 2018
Value of new business	75.0	87.9	12.9	155.4

### b. Medicare Life

(Billions of yen)

	March 31, 2018	September 30, 2018	Increase (Decrease)
EEV	137.5	146.0	8.5
Adjusted net worth	49.4	42.9	(6.4)
Value of in-force business	88.0	103.1	15.0

	Six months ended September 30, 2017	Six months ended September 30, 2018	Increase (Decrease)	Year ended March 31, 2018
Value of new business	4.5	3.2	(1.3)	9.5

c. Symetra

(Billions of yen)

	December 31, 2017	June 30, 2018	Increase (Decrease)
EEV	227.1	210.6	(16.5)
Adjusted net worth	247.9	240.5	(7.4)
Value of in-force business	(20.7)	(29.8)	(9.0)

	Six months ended June 30, 2017	Six months ended June 30, 2018	Increase (Decrease)	Year ended December 31, 2017
Value of new business	(5.5)	(3.4)	2.1	(11.6)

(Note) The EEV and value of new business of Symetra are calculated in local currency and converted into JPY. Exchange rates to convert are as follows:

JPY113.00 to USD1.00 for the EEV as of December 31, 2017 and the value of new business for the year ended December 31, 2017

JPY110.54 to USD1.00 for the EEV as of June 30, 2018 and the value of new business for the six months ended June 30, 2018

JPY112.00 to USD1.00 for the value of new business for the six months ended June 30, 2017

(Reference) Symetra's EEV in US Dollar

(Millions of USD)

	December 31, 2017	June 30, 2018	Increase (Decrease)
EEV	2,010	1,906	(104)
Adjusted net worth	2,194	2,175	(18)
Value of in-force business	(183)	(269)	(85)

	Six months ended June 30, 2017	Six months ended June 30, 2018	Increase (Decrease)	Year ended December 31, 2017
Value of new business	(49)	(31)	18	(103)

### 3. Statement of changes in EEV of the Group

(Billions of yen)

	EEV
Values as of March 31, 2018	3,778.9
Adjustments to the values as of March 31, 2018 (Note)	(5.2)
Adjusted values as of March 31, 2018	3,773.6
Value of new business	87.7
Expected existing business contribution (market-consistent approach)	159.3
Risk-free rate	7.2
In excess of risk-free rate	152.1
Expected existing business contribution (top-down approach)	11.3
Non-economic experience variances	(42.3)
Non-economic assumptions changes	(61.2)
Economic variances	151.7
Values as of September 30, 2018	4,080.2

(Note) This item represents the effects of the foreign exchange variance, because Symetra's EEV is converted into yen.