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# 1H FY2019 Business Results

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# Sumitomo Life at a Glance

## Company Overview

■ Established: May 1907

### Key Figures<sup>1</sup> – 1H FY2019 (as of Sep. 2019)

■ Premium income:	JPY 1.25tn (USD 11.6bn) (JPY 2.60tn in FY2018)
■ Core business profit <sup>2</sup> :	JPY 202.7bn (USD 1.8bn) (JPY 398.1bn in FY2018)
■ Total assets:	JPY 38.8tn (USD 360.0bn)
■ Annualized premiums from policies in force <sup>3</sup> :	JPY 2.78tn (USD 25.8bn)
■ Solvency margin ratio:	991.6%
■ Embedded value <sup>4</sup> (EEV):	JPY 3.68tn (USD 34.1bn)
■ Number of sales representatives:	32,287
■ Insurer financial strength rating <sup>5</sup> :	A+ [S&P], A1 [Moody's], AA- [R&I], AA- [JCR], A+ [Fitch]

Empowering your future



## Group Overview<sup>6</sup>

Domestic

### Life Insurance



#### Medicare Life Insurance

- Sells simple and affordable products through banks and outlets
- 100% subsidiary

### Small-amount and Short-term Insurance

#### AIARU Small Amount & Short Term Insurance

- Owns 97% of the shares

### Insurance Outlets



#### Izumi Life Designers / INSURANCE DESIGN / Agent / Mycommunication

- Also sell other insurers' products
- Ownership: 100% / 95% / 49.8% / 43%

Overseas

### U.S.



#### Symetra Financial Corp

- Life insurance group operating businesses across the U.S.
- 100% subsidiary since February 2016

### China



#### PICC Life

- Life insurance JV with PICC
- Owns 10% of the shares

### Vietnam



#### Baoviet Holdings

- The largest financial / insurance group in Vietnam
- Owns 17.4% of the shares

### Indonesia



#### PT BNI Life

- JV with BNI, a national bank
- Owns 39.9% of the shares

### Singapore



#### Singapore Life

- Emerging company, harnessing cutting-edge technology
- Owns 25.1% of the shares

Source: Company disclosure

1. Consolidated figures. USD amount in parenthesis in this presentation (except as otherwise stated) are translated from JPY using USD1 = JPY107.92, as of September 30, 2019.

2. Adjusted core business profit of the group (see page 5 for details)

3. Figures for individual life and individual annuity for domestic business (see page 4 for details)

4. Combined figures of Sumitomo Life's EEV, Medicare Life's EEV and Symetra's EEV (see page 6 for details)

5. As of October 31, 2019. The rating from Fitch is based on public information

6. As of September 30, 2019 on ownership

# Key Highlights

## ◇ 1H FY2019 Results

- ✓ Annualized premiums from policies in force and annualized premiums from new policies remained at a stable level ... P.4
- ✓ Core business profit remained at approximately the same level as 1H FY2018 ... P.5
- ✓ EEV remained mostly unchanged from the end of the previous fiscal year due to negative impacts from lower domestic interest rate, despite the positive results of the insurance business ... P.6
- ✓ Established a strong capital base consisting mainly of internal reserves and surplus ... P.36

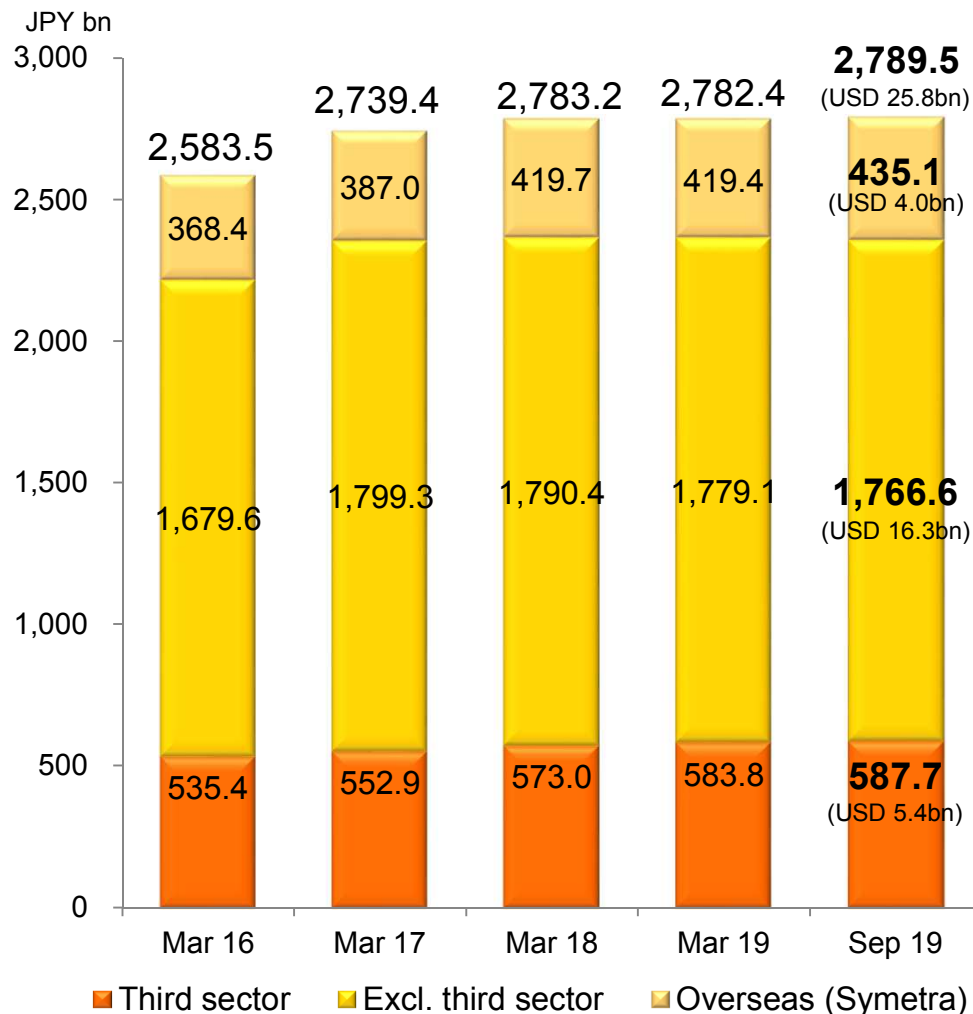


## I . 1H FY2019 Business Results

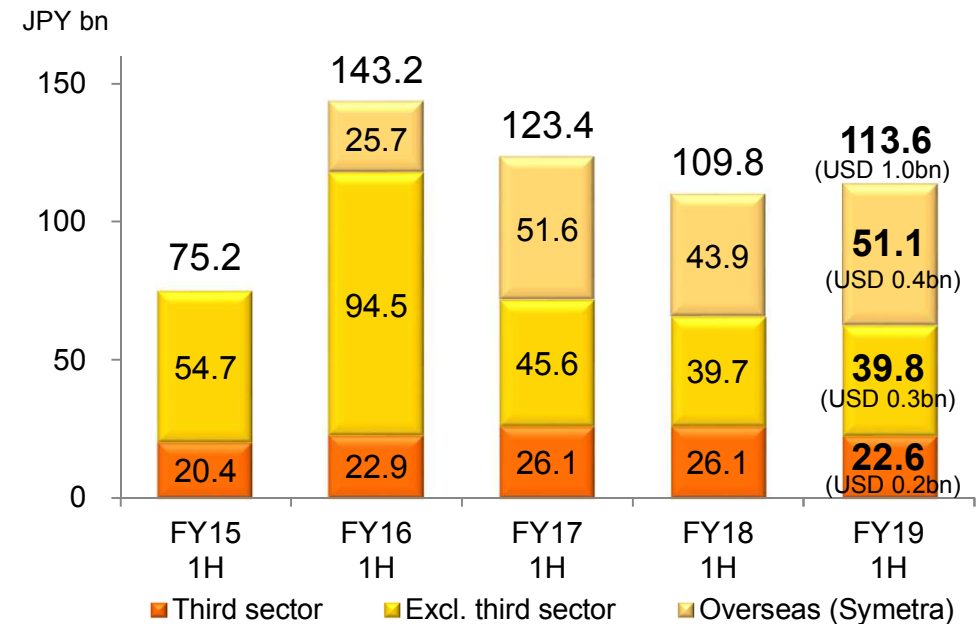
# Operating Performance

Annualized premiums (AP) from policies in force remained at a stable level.  
AP from new policies increased 3.5% from 1H FY2018.

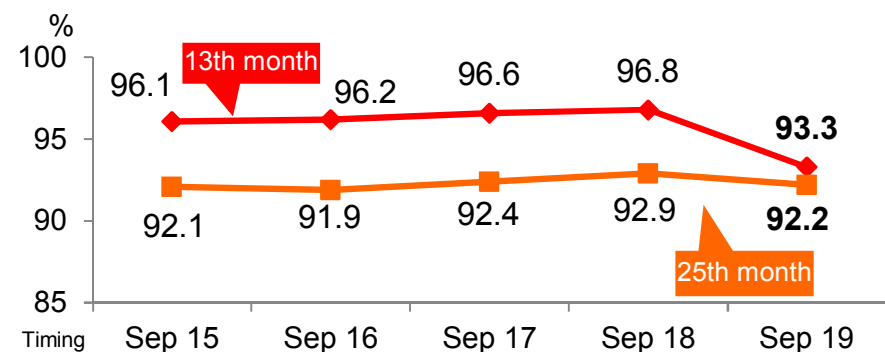
## Annualized Premiums from Policies in Force<sup>1</sup> (Group)



## Annualized Premiums from New Policies<sup>1</sup> (Group)



## Persistency Rate<sup>2</sup> (Non-consolidated)



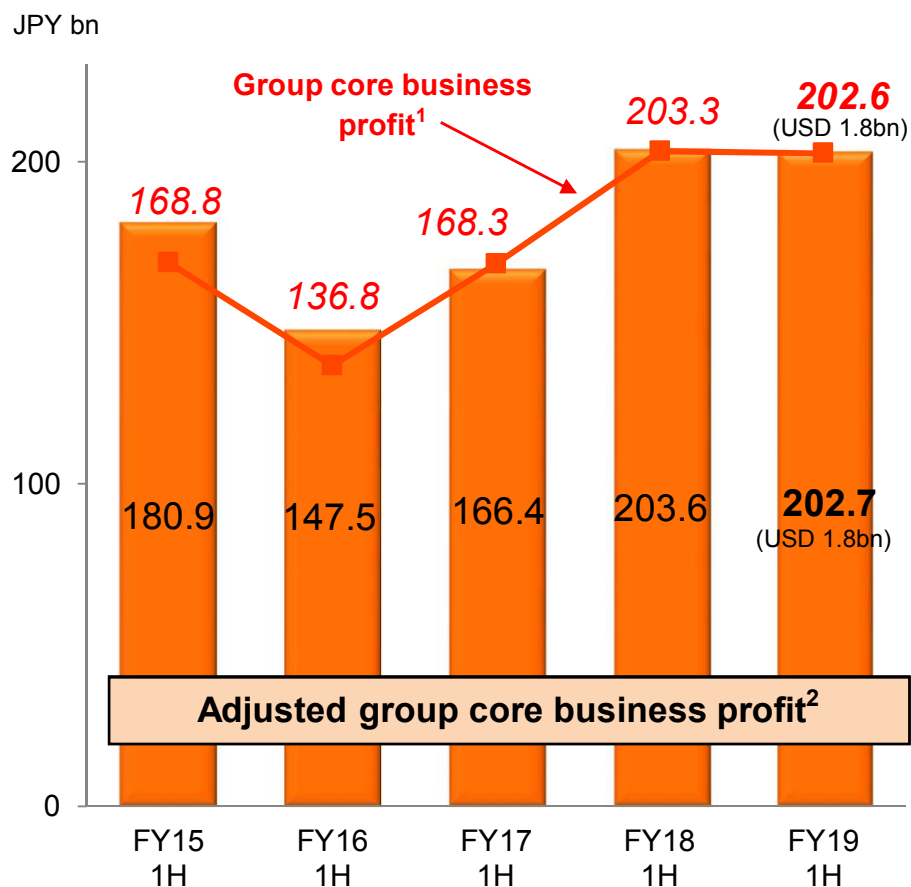
1. Figures for domestic business (Third sector + Excl. third sector) are individual life and individual annuity  
Figures for Symetra are included since February 2016

2. Figures are based on annualized premiums for products sold by sales representatives

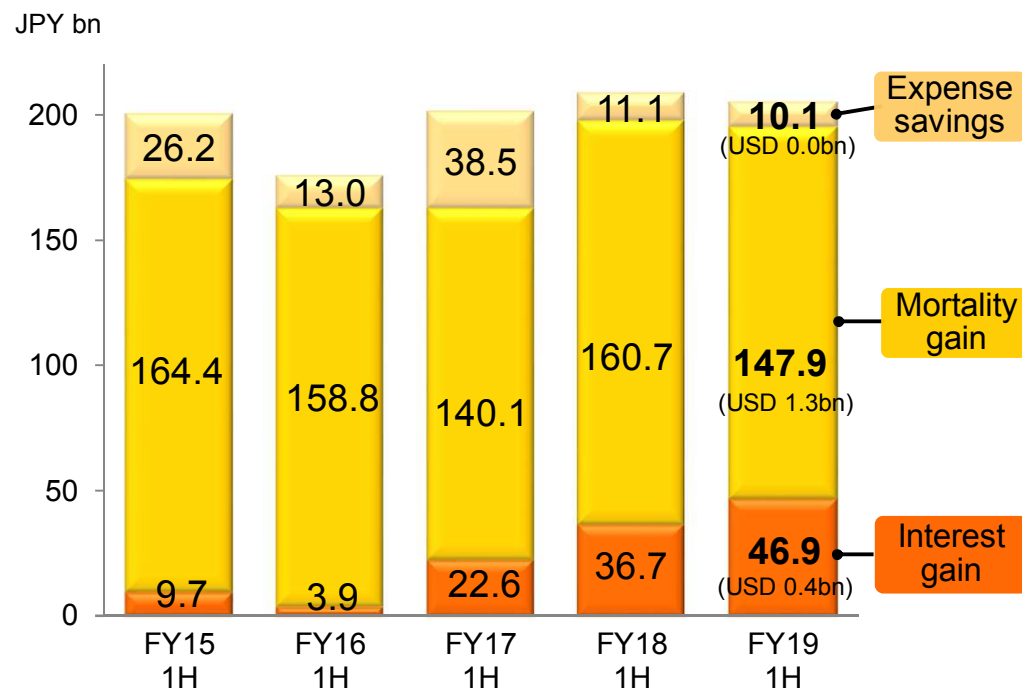
# Profit Trend

Core business profit remained at approximately the same level as 1H FY2018.

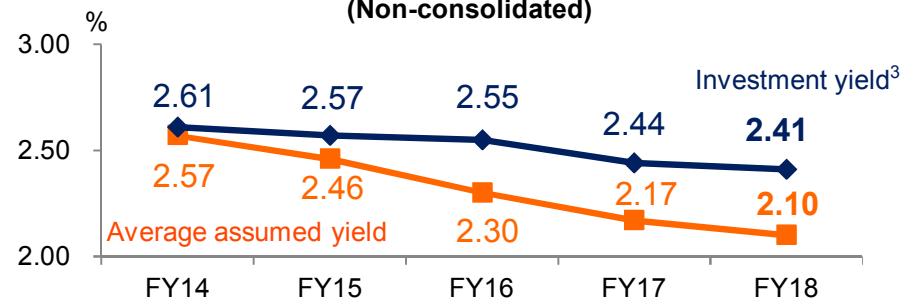
## Core Business Profit (Group)



## Three Surplus Factors (Non-consolidated)



## <Average Assumed Yield and Investment Yield<sup>3</sup>> (Non-consolidated)



1. Group core business profit is calculated by combining core business profit of Sumitomo Life and Medicare Life, and profit before tax of Symetra, Baoviet Holdings, BNI Life and PICC Life attributable to Sumitomo Life's equity stake in each company, with adjustments made to some internal transactions

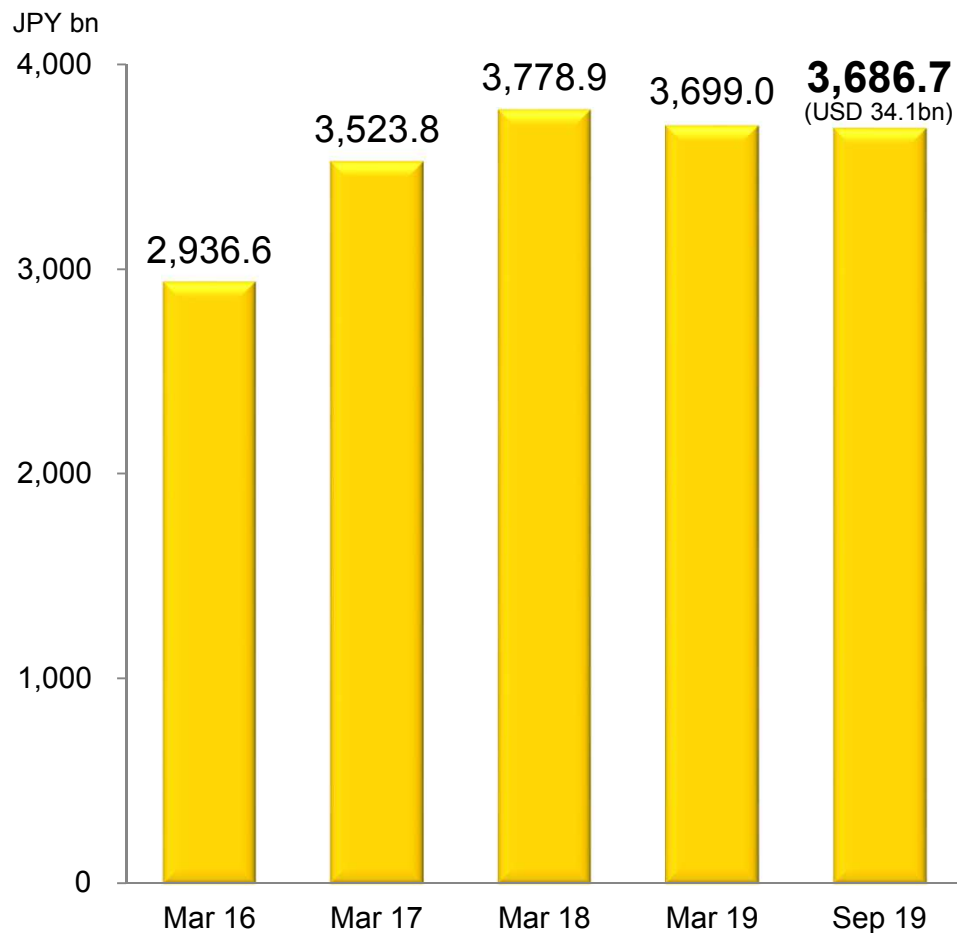
2. Adjusted group core business profit indicates group core business profit excluding provision / reversal of standard policy reserve relating to variable annuities

3. Related to core business profit

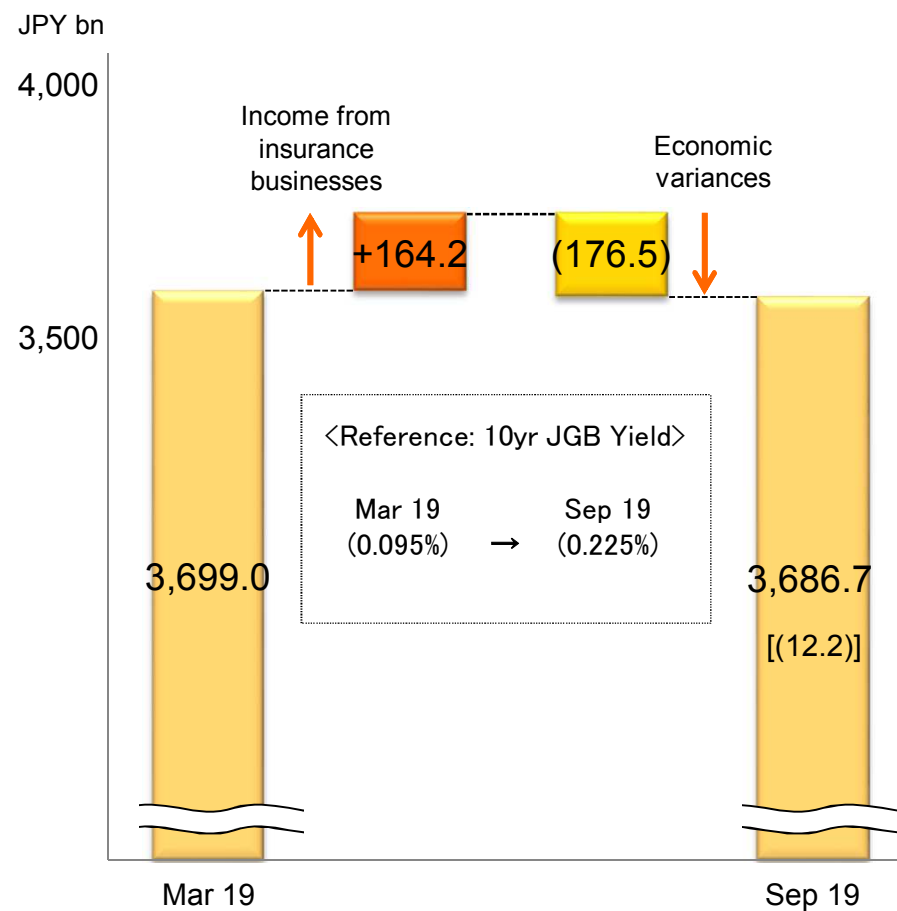
# EEV Trend

EEV remained mostly unchanged from the end of the previous fiscal year due to negative impacts from lower domestic interest rate, despite the positive results of the insurance business.

## EEV (Group)



## EEV Growth Factors

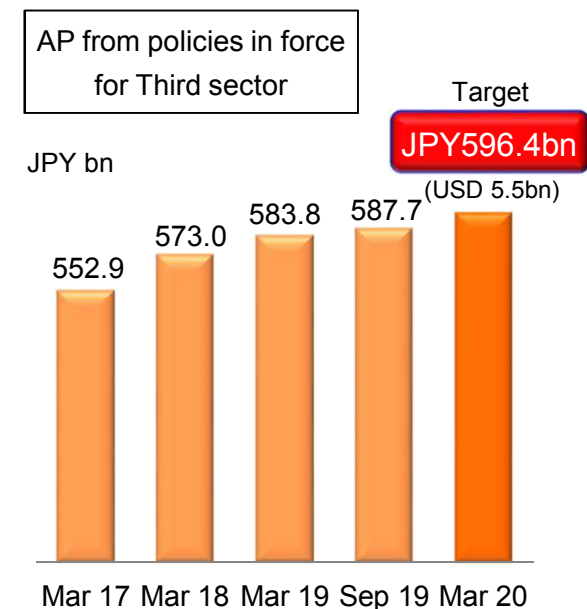
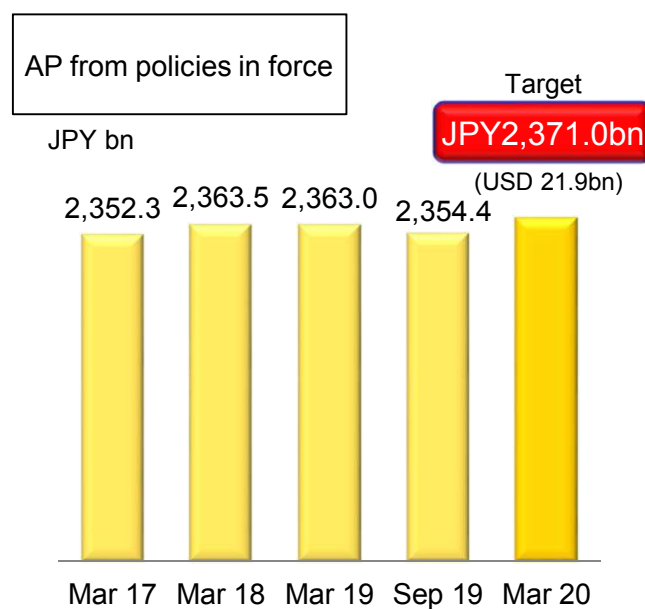
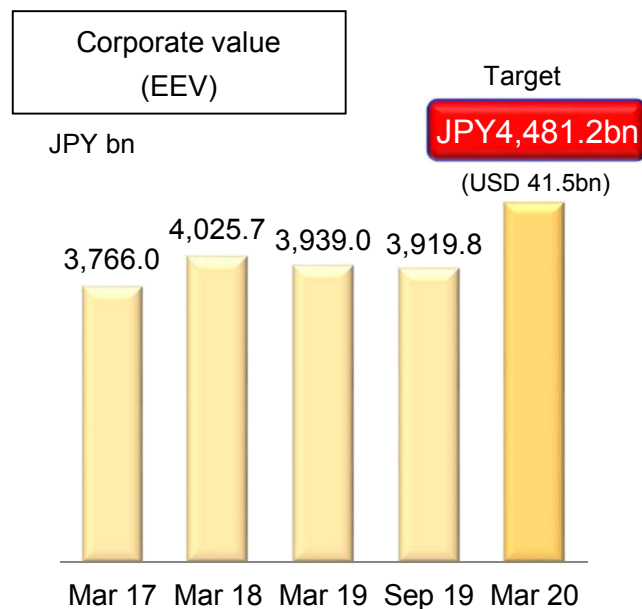


1. The ultimate forward rate (UFR) has been applied for EEV since March 2016
2. See "EEV (summary) as of September 30, 2019" on the website for details

# Progress of Medium-Term Business Plan (2017-2019)

Items	Results as of September 2019	Targets for March 2020
Corporate Value (EEV)	JPY 3,919.8bn	JPY 4,481.2bn (3-year RoEV +19.0%)
Annualized premiums from policies in force	JPY 2,354.4bn	JPY 2,371.0bn (3-year growth rate +0.8%)
Of which, third sector	JPY 587.7bn	JPY 596.4bn (3-year growth rate +7.9%)

Note: Total of Sumitomo Life and Medicare Life





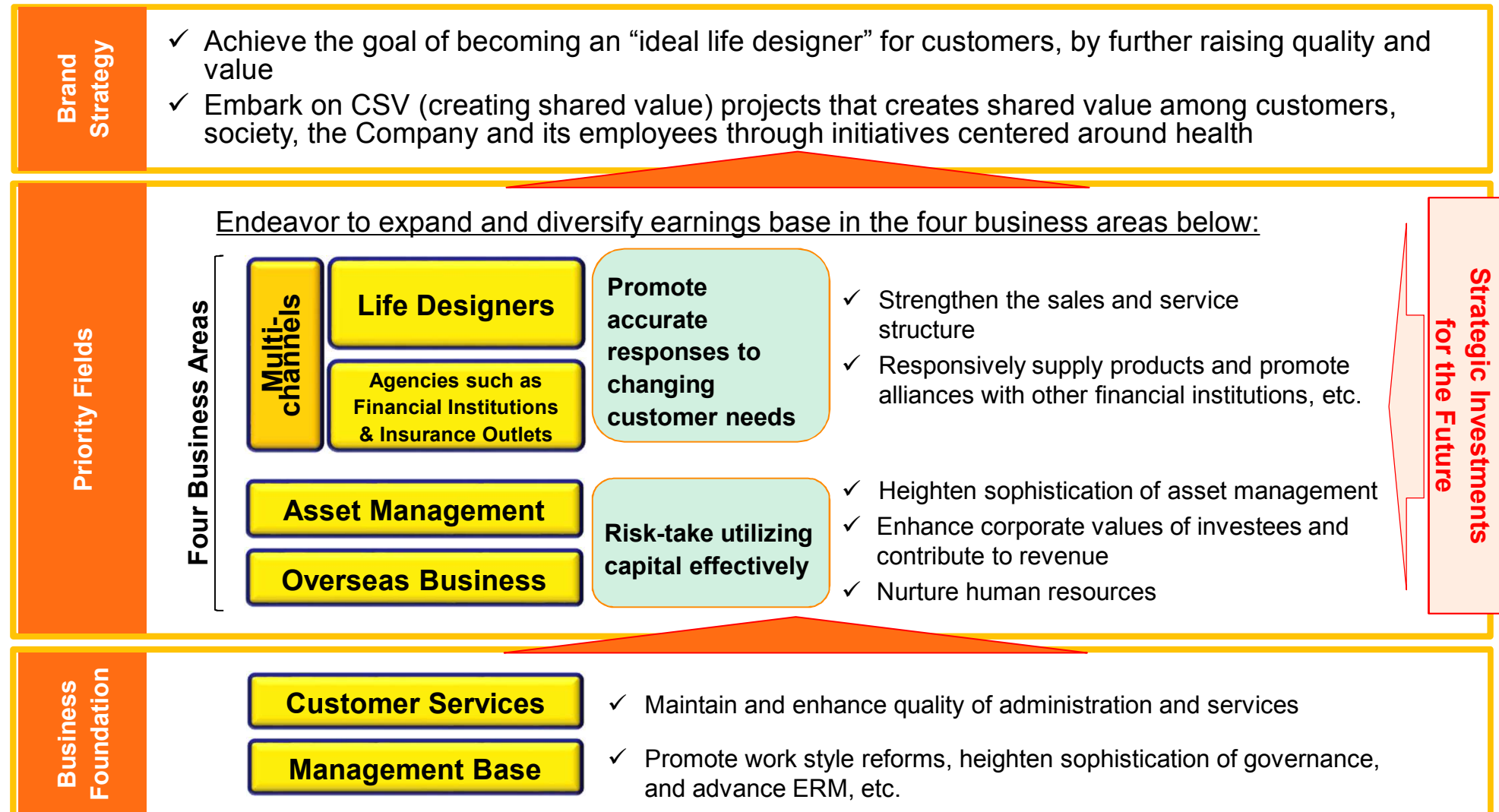


## II . Sumitomo Life Group's Initiatives

# “Sumitomo Life Medium-Term Business Plan 2019” (2017-2019)

Becoming a “recommended company” from our customers’ perspective, a “fulfilling company” from our employees’ perspective, and an “indispensable company” from the society’s perspective

## Framework of Medium-Term Business Plan (Overview)



Note: CSV is abbreviation of Creating Shared Value and a business concept which means achieving both resolving social challenges and increasing corporate value (including profit and competitiveness).



## ① Multi-Channel and Multi-Product Strategy

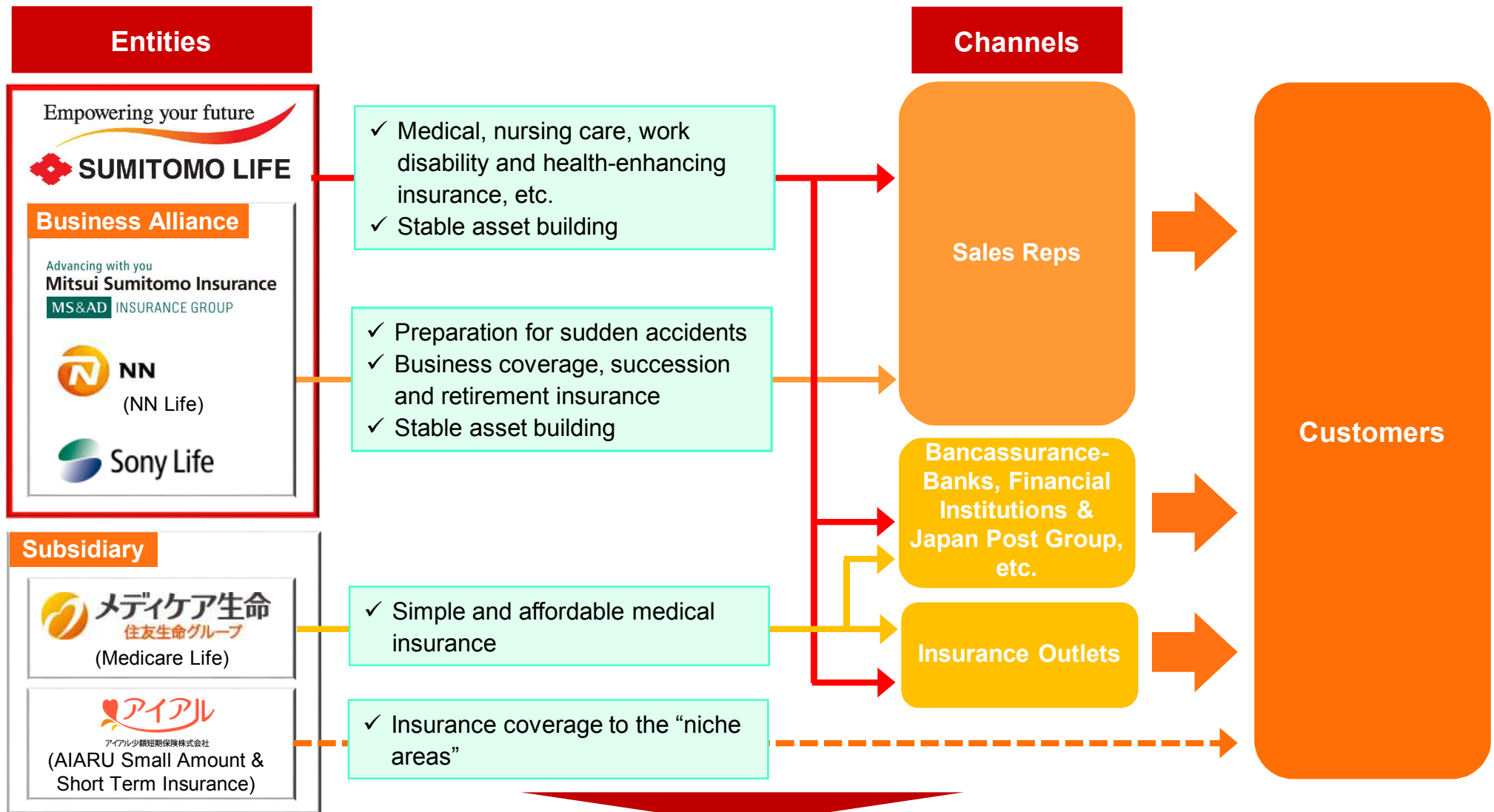
② Asset Management

③ Overseas Business Development

④ Business Foundation

# Multi-Channel Strategy



We aim to expand the entire customer base of the Sumitomo Life group by providing products customized to the unique characteristics of each channel.



Expansion of the customer base of the Sumitomo Life group by leveraging the unique characteristics of each channel

# Multi-Product Strategy

We develop and provide products to match customer needs, utilizing subsidiaries and business alliances.

	Life Insurance				P&C Insurance			
Customer Needs	Individual Life				Corporate Insurance	In case of a sudden accident		
	Mortality	Nursing Care / Work Disability	Medical Insurance	Savings				
Products	<b>Comprehensive Protection Insurance</b> 生活保険で、じぶんを救え。 <b>1UP↑</b> 未来デザイン ワンアップ		<b>Medical Insurance</b> スミセイの医療保険 <b>ドクタ-GO</b> ジョー		<b>Term Life</b> スミセイの定期保険 <b>エンブレム</b> 新長期プラン	<b>Automobile Insurance</b> 安心のゴールキーパーでありたい。 <b>GK</b> クルマの保険		
	 健康増進 就業不能介護 死亡 医療		 健康増進 医療				<b>Property Insurance</b> 安心のゴールキーパーでありたい。 <b>GK</b> すまいの保険	
	<b>Wellness program</b> that could be attached to the above main products <b>SUMITOMO LIFE Vitality</b> <b>Discovery</b>							<b>Casualty Insurance</b> 安心のゴールキーパーでありたい。 <b>GK</b> ケガの保険
	<b>Income Assurance Insurance</b> 利率区分型収入保障保険(無解約返戻金型) <b>メディフィット 収入保障</b>		<b>Medical Insurance (Simple and affordable)</b> 医療終身保険(無解約返戻金型) <b>メディフィット4</b>					
<b>Medication Insurance</b> 薬用治療保険(無解約返戻金型) <b>メディケア生命</b> 住友生命グループ		<b>Medication Insurance</b> 薬用治療保険(無解約返戻金型) <b>メディフィット EX</b> アイニックス		<b>Advancing with you</b> <b>Mitsui Sumitomo Insurance</b> MS&AD INSURANCE GROUP				
					<b>Work Disability Protection</b> <b>1UP↑</b> スクエアライン ワンアップ			
</								

# Distribution of SUMITOMO LIFE Vitality

SUMITOMO LIFE Vitality Shared-Value Insurance was launched in Japan in July 2018. Its unique concept to reduce risks with integrated products have been highly evaluated in the market.

## Distribution of SUMITOMO LIFE Vitality Shared-Value Insurance

- Vitality is a globally renowned incentive-based wellness program with more than 11 million members across the markets (as of June 30, 2019). Sumitomo Life first launched Vitality in Japan.
- Sumitomo Life partnered with 13 companies who advocate Vitality's principles and objectives, and have been striving to assist members' sustained engagement



## External Recognitions

### The 7th Smart Life Project Award (Let's extend healthy life expectancy!) – Minister-of-Health Award for Excellence

- Award given to Sumitomo Life's CSV project centered around health enhancement: *Looking to extend healthy life expectancy through Vitality*



### 2018 The Nikkei Superior Products & Services Award – Award for Excellence

- Award given to SUMITOMO LIFE Vitality
- For Sumitomo Life, this was the 5th time\* to receive this award, after 1Up in 2016



\* Highest count in the industry (as of Dec. 2018, source: Sumitomo Life analysis).

### Certified as ME-BYO Brand by Kanagawa prefectural government

- Certification granted to products and services showing excellence in disease prevention
- This is the first financial product ever to receive this certificate under this brand

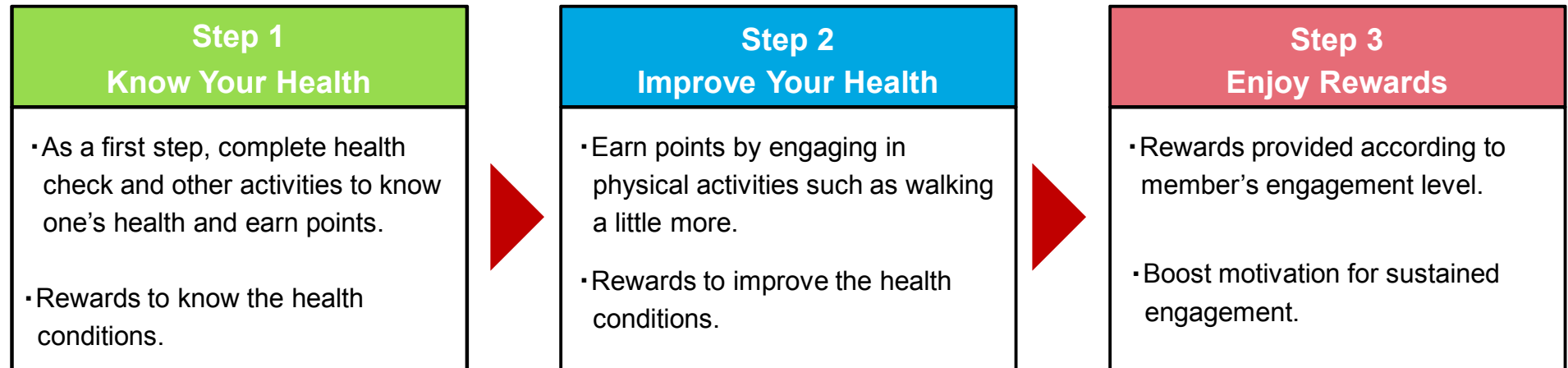


# How Vitality Program Works

A proprietary program developed by Discovery had been localized by Sumitomo Life to adopt to the local lifestyles, guidelines etc. in Japan.

A framework consists of three steps to assist program members to enjoy the program and become healthier.

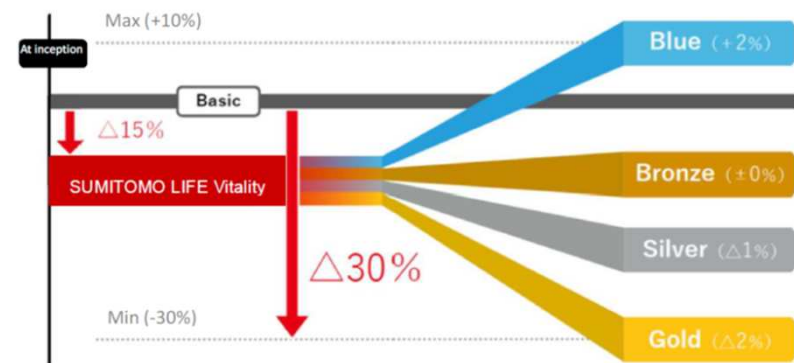
## How Vitality program works



## Vitality Status and Points



## Illustrative Premium Flex Design





# Global Network of Vitality

Discovery has a global network of Vitality with 11.3 million members across 21 countries and regions worldwide (as of June 30, 2019).

Sumitomo Life is the exclusive partner insurer for the Japanese market.

## Global Network of Vitality



\* Each country and region has its own point distribution standards, status levels and other aspects of the Vitality program

### <Overview of Discovery Limited>

Established	1992
Representative	Adrian Gore, Group Chief Executive
Head office	Sandton, Johannesburg, South Africa
Stock listing	Johannesburg Stock Exchange (JSE)
Total assets (as of June 30, 2019)	ZAR 180,233 million (JPY 1,283 billion)*

\* 1 ZAR = 7.12 JPY (exchange rate as of September 30, 2019); Discovery Limited's financial year end is June 30



# Contribution of SUMITOMO LIFE Vitality

SUMITOMO LIFE Vitality contributes not only to policyholders' health condition but also to their quality of life

## The Number of SUMITOMO LIFE Vitality Member<sup>1</sup>

Policies written since  
its launch (July 2018)

Approx. **350 thousand**

## Change in Awareness, Behavior and Health Condition of Policyholders

### Change in Awareness

Became aware of "Health"  
after enrollment<sup>2</sup>

**93%**

### Change in Behavior

Increase rate of steps per day<sup>3</sup>

**+17%**

### Change in Health Condition

Blood pressure dropped by  
10mmHg or more<sup>4</sup>

**48%**

Feels that quality of life has  
improved after enrollment<sup>2</sup>

**84%**

<sup>1</sup> As of November 2019

<sup>2</sup> Questionnaire by Sumitomo Life. The number of responses:15,702 (excluding Sumitomo Life employees).

<sup>3</sup> Condition at the end of May 2019, of policies written from September to November 2018. Steps of the first month after enrollment (8,260steps) and the second month and after (9,655steps) are compared.

<sup>4</sup> Target is persons whose systolic blood pressure was over 140mmHg at enrollment, of policies written from September to November 2018. The results of health checks submitted at the time of enrollment and those submitted after enrollment are compared.

# Evolution of SUMITOMO LIFE Vitality

Expansion of bundled target program for Vitality Health Program in June 2019  
New partnership with two partner companies to realize a more attractive program

## Expansion of Bundled Target Products

【At the start of service (July 2018)】



【From June 2019  
Expansion of eligible products,  
Service launch of multiple purchase of coverages】



## Evolution of Rewards

<Rewards / partner companies  
that support health promotion activities >

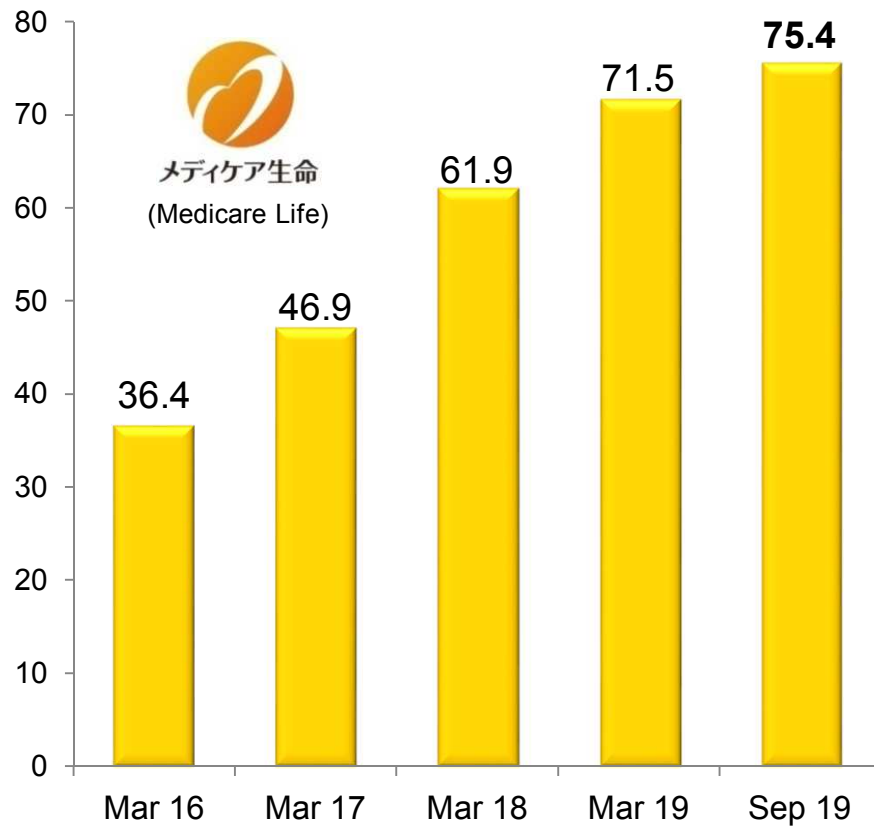
Wearable device purchase discount	Garmin Japan Ltd. Polar Electro Japan
Sports gear purchase discount	adidas Japan K.K.
Monthly gym membership fee discount etc.	Konami Sports Co., Ltd. RENAISSANCE INCORPORATED <b>WELLNESS FRONTIER CO.,LTD. (JOYFIT)</b> <b>TIPNESS Limited</b> <i>Service launch aimed 2020 spring</i>
Travel discount	Hotels.com
Healthy food purchase discount	Oisix ra daichi Inc.
Smart body composition scale purchase discount	SoftBank Corp.
Active Challenge	Lawson, Inc. Starbucks Coffee Japan, Ltd.
Active Challenge Apple Watch	Yodobashi Camera Co.,Ltd.

# Medicare Life

Has continued stable growth since its establishment in 2010.  
Number of policies in force exceeded the 750,000 mark as of the end of September 2019.

## Number of Policies in Force

10,000 policies



## Key Indicators

EEV

JPY 133.5 bn

Solvency  
Margin Ratio

2628.1%

Credit  
Rating

AA- (R&I)

# Insurance Outlets

Insurance outlets are operated in order to respond to customers that cannot be targeted by Sumitomo Life itself. We attempt to meet broad customer needs through subsidiaries and affiliates with distinctive insurance outlets.

## Insurance Outlets of Sumitomo Life Group

### ■ Izumi Life Designers Co., Ltd.

(Established in Oct. 2009)

- ✓ Operates insurance outlets called “Hoken Hyakka”
- ✓ Outlets are located in convenient places such as near big stations or shopping centers



### ■ INSURANCE DESIGN

(Subsidiary since Jul. 2017)

- ✓ Operates insurance outlets called “Hoken Design”
- ✓ Knowledge of out-bound call sales (Non-face-to-face sales via telemarketing)



### ■ Mycommunication Co., Ltd.

(Invested in Jan. 2018)

- ✓ Operates insurance outlets under the brand of “Hoken Hotline”
- ✓ Unique knowledge of sales representative training and customer management system



### ■ Agent Co., Ltd.

(Invested in Jan. 2018)

- ✓ Operates insurance outlets called “Hoken Erabi”
- ✓ Knowledge of P&C insurance sales



# “Well Aging Support- ASUNOEGAO”

Sumitomo Life and AXA Life jointly developed a long-term care service that realizes total coordination of long-term care. The service was introduced in advance to customers in certain areas of both companies from October 1, 2019.

## Business Alliance with AXA Life

October 2018

Basic agreement on a business alliance for joint development and usage of long-term care services

November 2018

Launched a joint office “Well Aging Co-creation Lab” in Otemachi, Tokyo

October 2019

Introduced the “Well Aging Support- ASUNOEGAO” service in certain areas

We will expand the service areas according to the status of use

## Key Services of ASUNOEGAO

### ASUNOEGAO call center

- ◇ Consultation on various topics related to long-term care
- ◇ Introduction to and information on long-term care facilities
- ◇ Consultation on public long-term care insurance system

Introduction according to  
content of phone  
consultation

Face-to-face  
consultation about  
long-term care facilities

Long-term care /  
Living-support  
service

Asset management  
support service





① Multi-Channel and Multi-Product Strategy

② **Asset Management**

③ Overseas Business Development

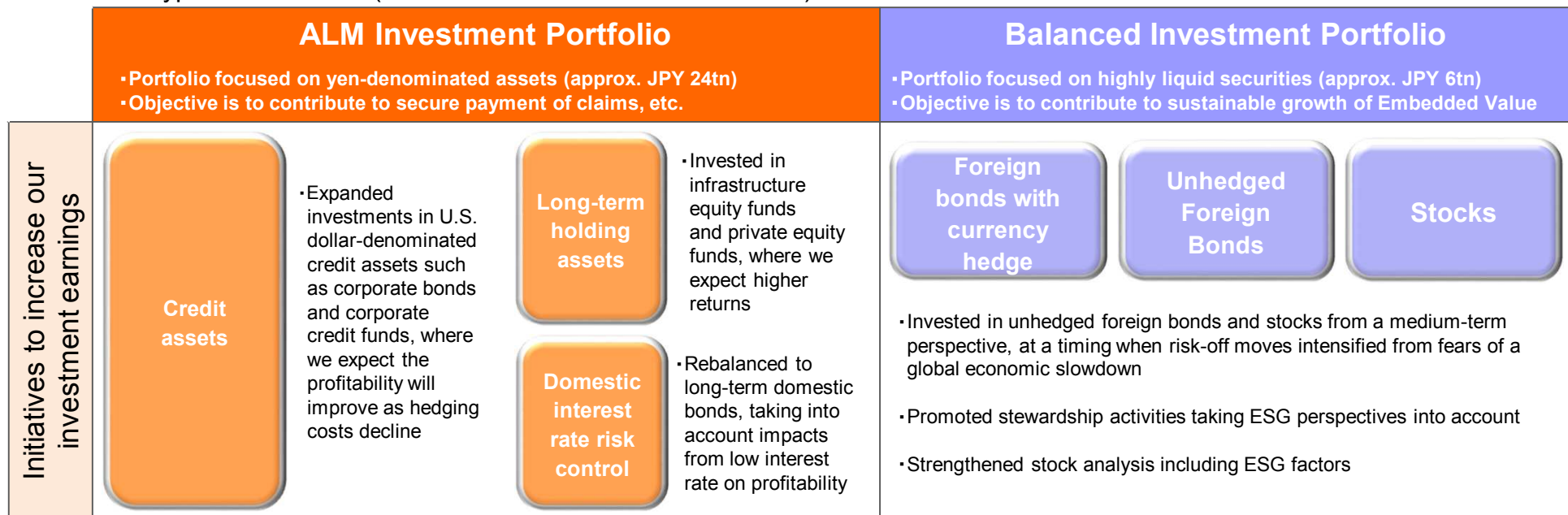
④ Business Foundation

# Asset Management ①

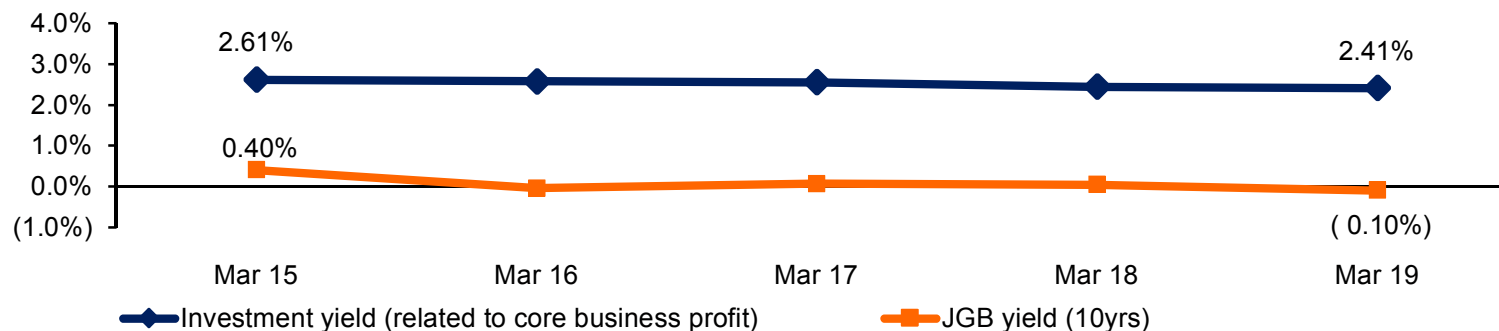
Manage general account with portfolios classified into two categories: ALM Investment and Balanced Investment.  
Aimed to increase our investment earnings in accordance with investment objectives and to strengthen our asset management platform in order to enhance medium to long-term investment profitability.

## Initiatives in 1H FY2019

<Two Types of Portfolios (General Account / Non-consolidated)>



## Market Interest Rate and Our Investment Yield

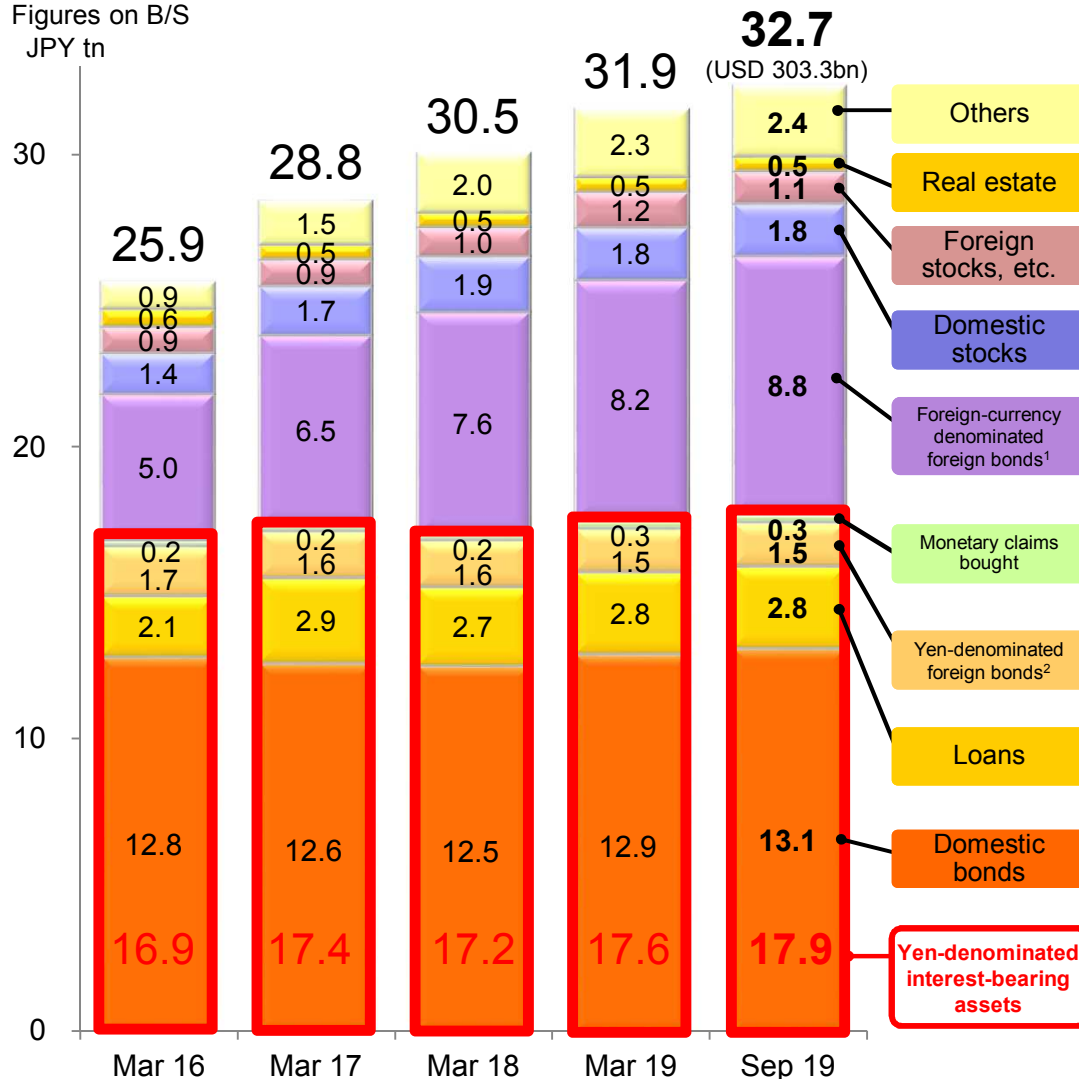


# Asset Management ②

Prudent investment policy, focusing mainly on yen-denominated interest-bearing assets

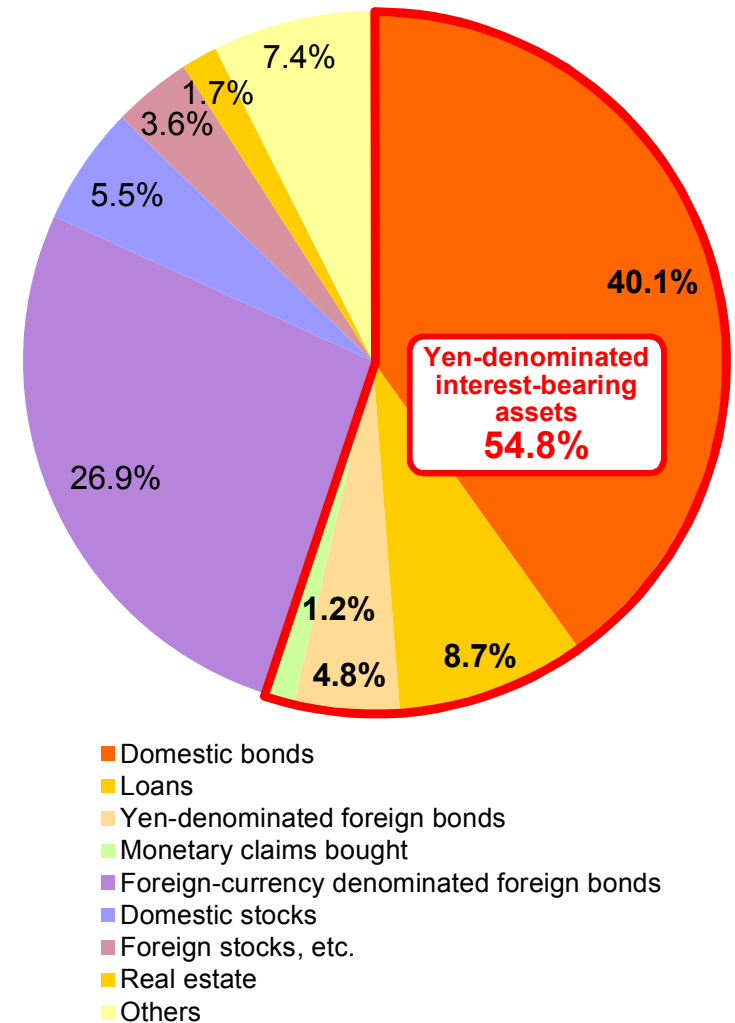
**Trend of General Account (GA) Assets**  
(Non-consolidated)

Figures on B/S  
JPY tn



**Breakdown of GA Assets**  
(Non-consolidated)

< As of September 2019 >



<sup>1</sup> Foreign currency-denominated foreign bonds (including those issued by residents) include currency-hedged foreign bonds

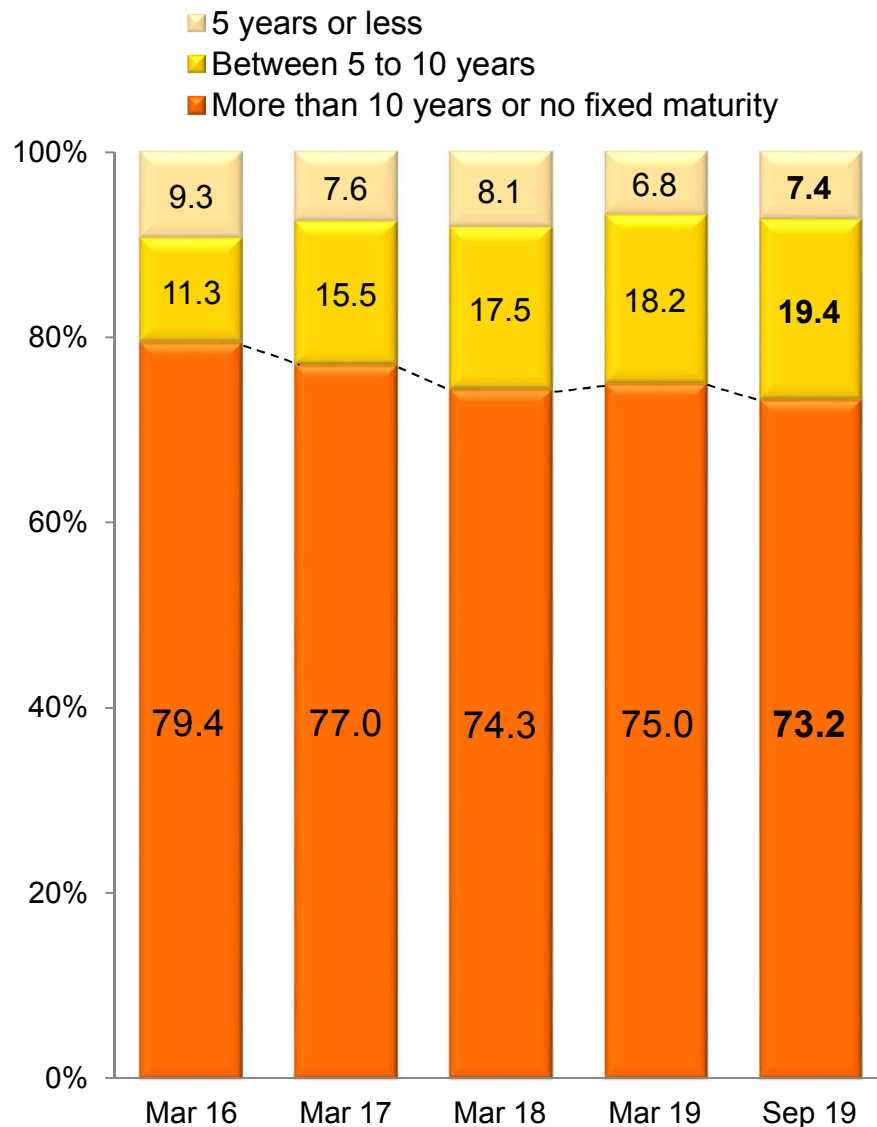
<sup>2</sup> Yen-denominated foreign bonds include foreign currency-denominated foreign bonds with a fixed amount in Japanese yen



# Asset Management ③

## Disciplined interest rate risk management based on ALM strategy

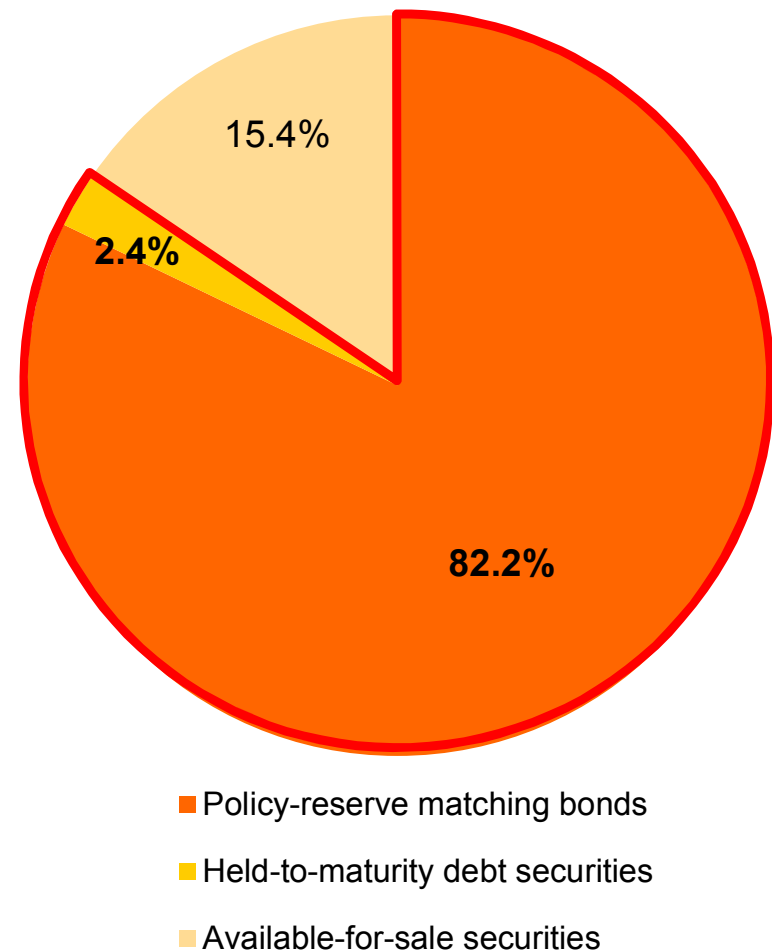
### Domestic Bonds by Maturity (GA・non-consolidated)



### Domestic Bonds by Category (GA・non-consolidated)

<As of September 2019>

**Domestic Bonds Outstanding Balance:**  
**JPY 13.66tn** (USD 126.6bn)



# Asset Management ④

With an outlook of a prolonged low interest-rate environment, we will continue and increase investment in assets with high expected returns.

Aim to enhance profitability through appropriate risk taking while further strengthening our asset management platform.

## Asset Management Strategy for 2H FY2019

### ALM Investment Portfolio

### Balanced Investment Portfolio

#### Raise Revenues by Additional Risk Taking

- Further promote investments in foreign currency-denominated credit assets, aiming relatively high yields
- Increase investments in infrastructure equity funds and private equity funds

#### Risk Control

- Domestic interest rate risk control through rebalancing to long term domestic bonds, etc., while taking interest rate into account
- Leverage know-how and expertise of Symetra and external asset managers

- Increase investment in unhedged foreign bonds and stocks that are undervalued from a mid- to long- term perspective

- Flexible trading in the unhedged foreign bonds and equity, with an outlook of a volatile market

- Strengthen stewardship initiatives with a focus on dialogue aimed at improving corporate value (i.e. Promote discussions between analysts and companies that we have invested in in order to conduct thorough analysis on underlying issues; Set ESG issues as one of the main topics)

### Reinforce Group Platform for Improving Investment Returns

Research on New Asset Classes

Human Resource Development

Strengthen Relationships with Symetra and External Asset Managers

IT-Led Operational Efficiency

# ESG Investment

Formulated our ESG investment policy and signed the UN Principles for Responsible Investment (PRI).  
We will promote ESG investment as an institutional investor  
to contribute to the realization of a sustainable society.

## ESG Investment Policy (Summary)







### Our Philosophy

We promote ESG investment under the belief that investment incorporating an ESG perspective will enhance the investment returns for a medium to long-term institutional investor, and also contribute to the realization of a sustainable society

### <Key Initiatives>

ESG Investment Methodology	Description
Integration	• Incorporate an ESG perspective in the investment process
Engagement	• Engage in dialogue with invested portfolio companies, taking into account their ESG issues
Thematic Investing	• Review and implement investments and loans aimed at resolving ESG issues, taking risks and returns into account
Negative Screening	• Exclude certain industries or uses of proceeds from the scope of investments

### Key Initiatives to Date

Examples of Key Initiatives to Date	Related SDGs
Investment in green bonds, microfinance funds, solar power project financing, and environment-friendly real estate properties, etc.	     



① Multi-Channel and Multi-Product Strategy

② Asset Management

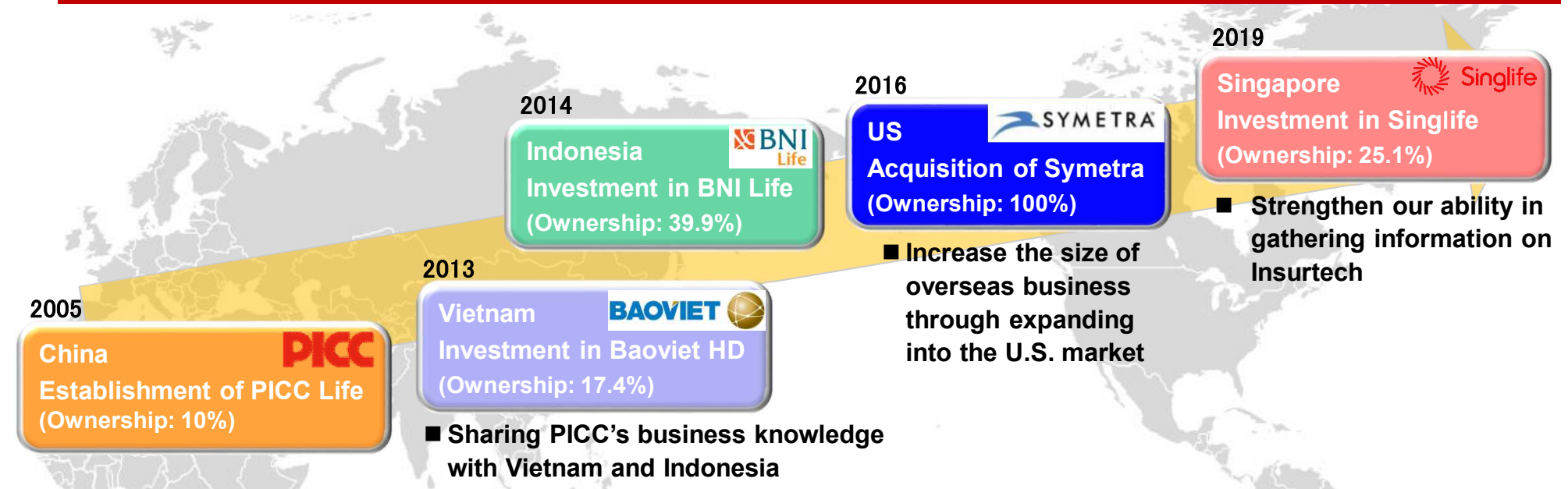
**③ Overseas Business Development**

④ Business Foundation

# Overseas Business Expansion

Stable revenue base in Japan, steady growth in the U.S. and high growth in Asia  
Established a business portfolio with stability and growth potential

## Track Record of Overseas M&A



Japan ~ Stable Revenue Base ~	Asia (China, Vietnam, Indonesia, Singapore) ~ High Growth Market ~	United States ~ Steady Growth / The Largest Market ~
<ul style="list-style-type: none"> <li>■ The second largest market in the world</li> <li>■ Less growth potential due to the trend of declining population, but stable underwriting income resulting from mortality gain is expected</li> <li>■ Our home market which supports our stable revenue base</li> </ul>	<ul style="list-style-type: none"> <li>■ China has the largest population in the world and its insurance market is still growing</li> <li>■ Rapid growth is expected in the future in Vietnam/Indonesia</li> <li>■ Development of Insurtech is flourishing in Singapore</li> <li>■ Benefit from growth opportunities through technical assistance including channel development, risk management, system development and asset management</li> </ul>	<ul style="list-style-type: none"> <li>■ The largest market in the world</li> <li>■ Benefit from steady growth in the U.S. insurance market through Symetra, our 100% subsidiary</li> </ul>

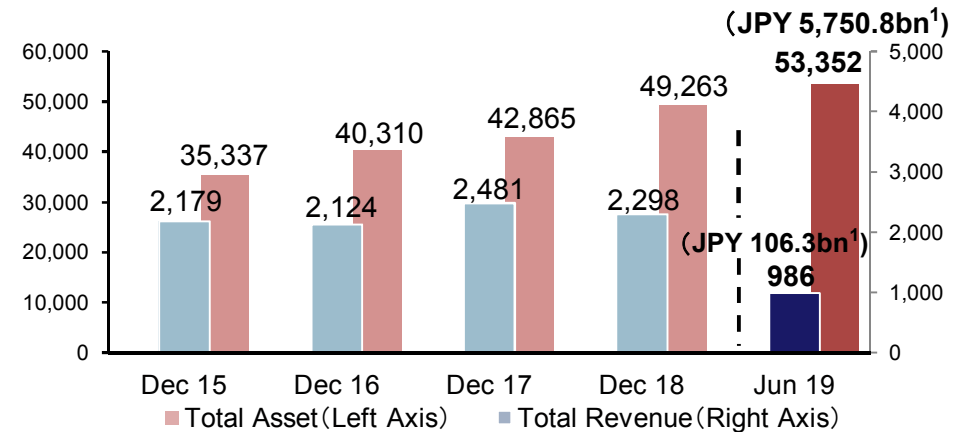
# Initiatives in the U.S. Market ①

**Symetra has solid business base across the U.S.  
Capture steady earnings resulting in improved earnings base and risk diversification.**

## Business Development in the U.S. - Symetra (100% subsidiary)

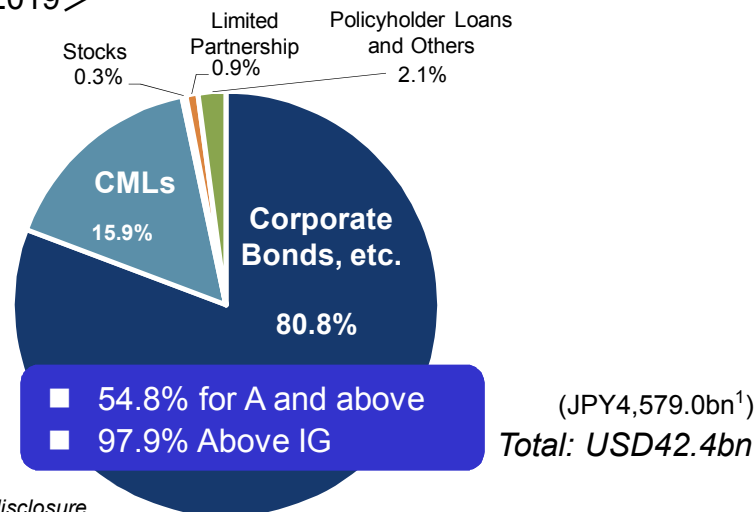
- 100% acquisition of Symetra Financial Corporation (February, 2016)
- Number of employees (Consolidated): Approx. 1,700
- RBC Ratio (Risk Based Capital)\*: 431% (As of June 30, 2019)  
\*Calculated based on not considering 50% of risk profile (denominator)
- Ratings: A (S&P), A1 (Moody's), A+ (Fitch\*), A (AM Best)  
\*The rating from Fitch is based on public information

### Total Revenues and Total Assets (USD mm)



## Conservative Investment Policy – Asset Management Portfolio

<As of June 2019>



Source: Company disclosure

1. USD 1 = JPY107.79 (as of June 30, 2019)

## Synergy Effects

### Product Development

- Leveraged Symetra's expertise to commence sales in Japan an index-linked annuity product, one of Symetra's core products

### Asset Management

- Sharing information about the markets and certain issuers, placing orders for U.S. corporate bonds through Symetra
- Started entrusting investment of investment grade corporate bonds to Symetra's subsidiary from 2H 2019

### IT

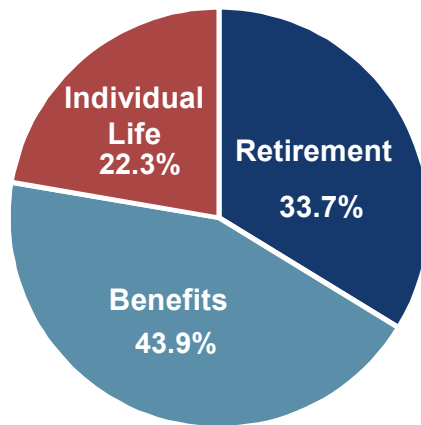
- Sumitomo Life and Symetra are sending forth human resources to a base in Silicon Valley for FinTech activities to gather information

# Initiatives in the U.S. Market ②

Symetra has a balanced business portfolio, and each business line has shown stable growth.

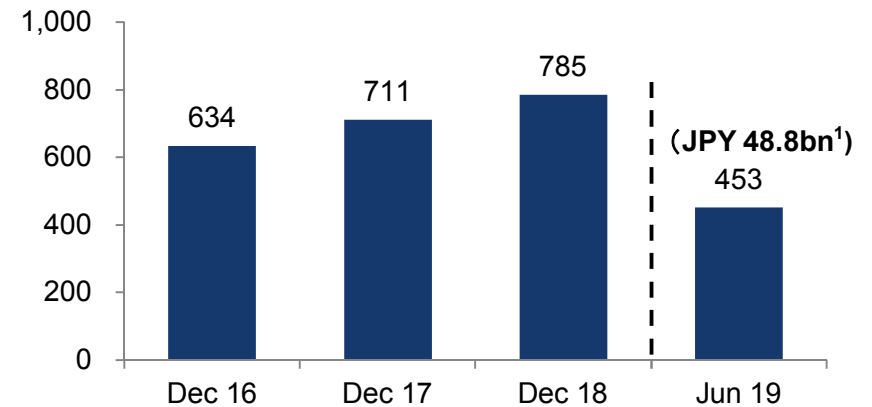
## Balanced Business Portfolio – Ordinary Income by Segment

<As of June 2019>



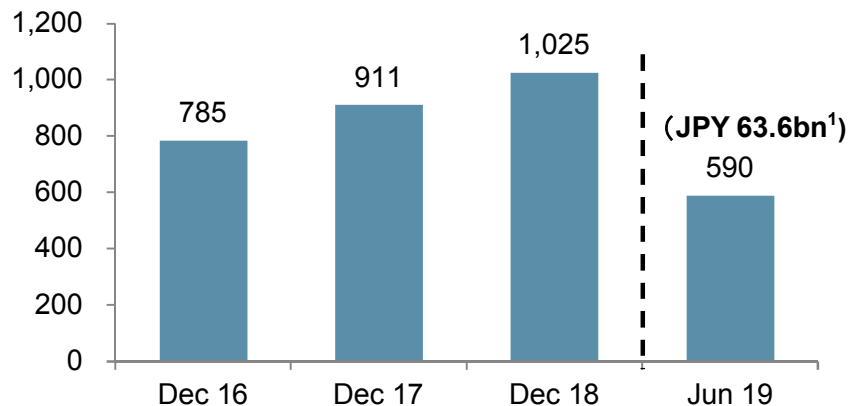
## Ordinary Income from Retirement

USD (mm)



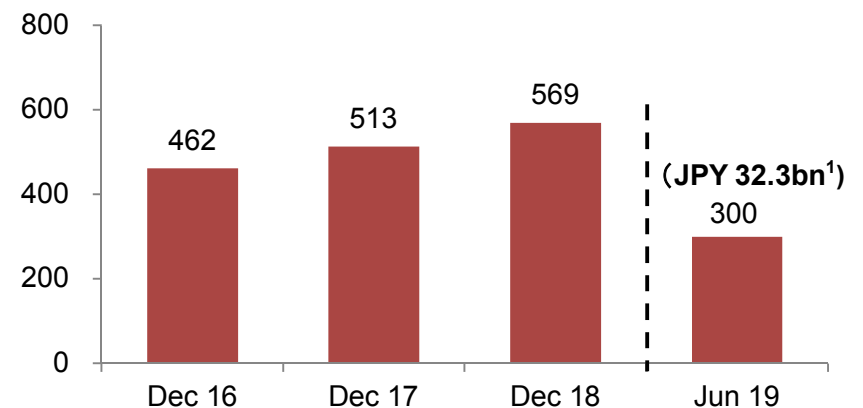
## Ordinary Income from Benefits

USD (mm)



## Ordinary Income from Individual Life

USD (mm)



Source: Company disclosure

1. USD 1 = JPY107.79 (as of June 30, 2019)

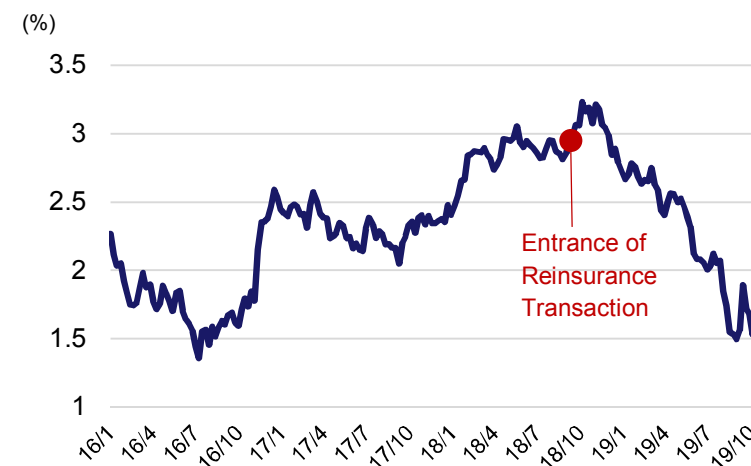
# Initiatives in the U.S. Market ③

**Strengthened risk-based capital and long-term financial foundation through reinsurance of block of in-force income annuity contracts, including structured settlements**

## Overview of the Reinsurance Transaction

- Reduced exposure to long-term interest rate risk associated with the long-tail nature of the business through the reinsurance transaction
- Had entered into the reinsurance transaction before the interest rates began to fall in December 2018
- The modified coinsurance structure of the transaction requires that Symetra continues to hold the associated invested assets and liabilities on its balance sheet
- Investment returns etc. belongs to the Reinsurer on a statutory accounting basis
- Asset management is executed under the instruction of the Reinsurer

<Historical 10yr Treasury Yield Performance>



Source: Bloomberg

## Positive Impacts from the Reinsurance Transaction

Economic Value	<ul style="list-style-type: none"> <li>• Contribute to an increase of EV (JPY4.4 billion)</li> </ul>
Statutory Income (Loss)	<ul style="list-style-type: none"> <li>• Avoid future losses by reducing the risk of additional cash flow testing reserve expected with the assumption based on the interest rates at the time of entrance of reinsurance agreement (end of September 2018)</li> </ul>
Financial Strength	<ul style="list-style-type: none"> <li>• RBC ratio improvement</li> <li>• Reduced exposure to be held for covering the cash flows for the super-long liability of the business</li> </ul>



# Initiatives in the U.S. Market ④

## Effects of the Reinsurance Transaction to Symetra's GAAP-Based Income (Loss)

Based on the GAAP accounting rules, amounts equivalent to unrealized gains of bonds in the reinsured business are booked as losses for Symetra via FV changes of embedded derivatives in insurance liabilities.

**Accounting Impact #1: Negative impact to GAAP net income (loss) of Symetra when interest-rates decline (positive impact at the time of interest-rates hike)**

Quarterly gains (losses) of the reinsured business are passed to the Reinsurer on a statutory accounting basis and is neutral to statutory earnings of Symetra. However, GAAP BV of bonds held by Symetra is higher than statutory BV due to revaluation when Sumitomo Life acquired Symetra (PGAAP).

**Accounting Impact #2: Negative impact to GAAP net income (loss) of Symetra on sale or maturity of bonds**

## Symetra's Summary P&L

(USD mm)

	Year ended December 31, 2018	Increase (Decrease) as of December 31, 2017	Six months ended June 30, 2019	Increase (Decrease) as of June 30, 2018
Adjusted pre-tax income <sup>1</sup>	148.9	46.6%	70.7	(15.1%)
Benefits	54.7	38.4%	9.6	(71.5%)
Retirement	113.9	5.2%	71.5	26.3%
Individual Life	16.0	(19.5%)	11.2	(22.2%)
Other	(35.7)	-	(21.6)	-
Add (deduct) the following:	(292.2)	-	(370.6)	-
Excluded realized gains (losses)	(75.2)	-	(41.0)	-
Amortization of intangible assets	(85.2)	-	(43.5)	-
Closed Block results	(131.8)	-	(286.1)	-
Income (loss) from operations before income tax	(143.3)	-	(299.9)	-
Total provision (benefit) for income taxes	81.5	-	79.7	-
Net income (loss)	(61.8)	-	(220.2)	-

<sup>1</sup> Income from operations before income taxes, excluding results from closed blocks, intangible asset amortization and certain net realized gains (losses).

Source: Company disclosure

## Effects of the Reinsurance Transaction

- For the fiscal year ended December 31, 2018, **Symetra recognized losses from valuation difference of GAAP and statutory BV of bonds as a result of rebalance of bond portfolio executed under the instruction of the Reinsurer (Accounting Impact #2)**
- For the six-months ended June 30, 2019, **Symetra recognized negative impact on its GAAP net income (loss) due to decline of interest rates (Accounting Impact #1)**

## Outlook

When disposition or redemption of bonds is executed in the future:

**Accounting Impact #1:** Bonds newly purchased will be categorized as trading securities

**Accounting Impact #2:** BV difference for bonds between GAAP and statutory due to PGAAP will decrease

→ **Impact to GAAP net income (loss) is expected to gradually lower**

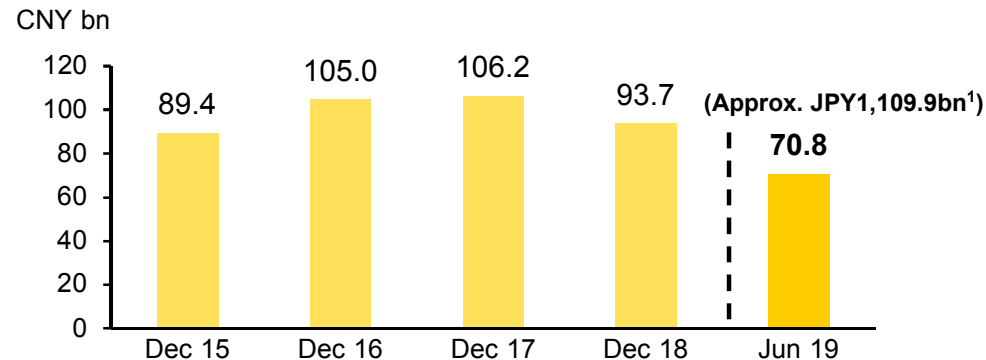
# Initiatives in the Asian Market ①

Partner with local leading companies in the Chinese, Vietnamese and Indonesian markets.  
All of the companies we have invested in has shown stable growth, and has contributed to our profit.

## China

- Establishment of PICC Life Insurance Company (November 2005)

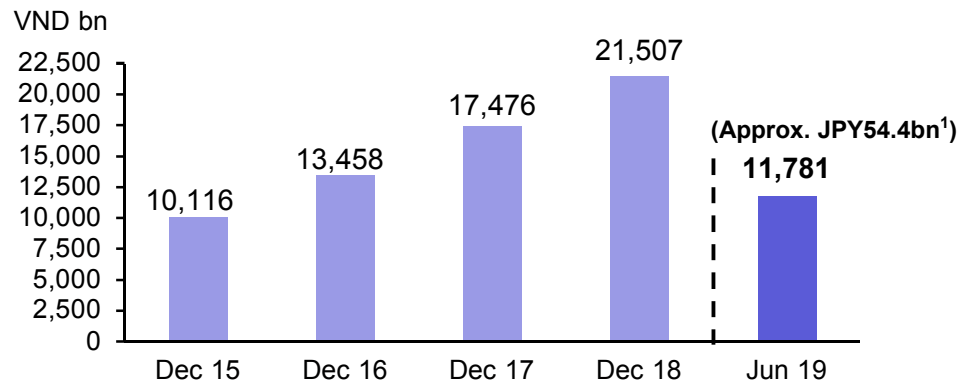
PICC Life's Total Premium Income



## Vietnam

- Investment in Baoviet Holdings (March 2013)

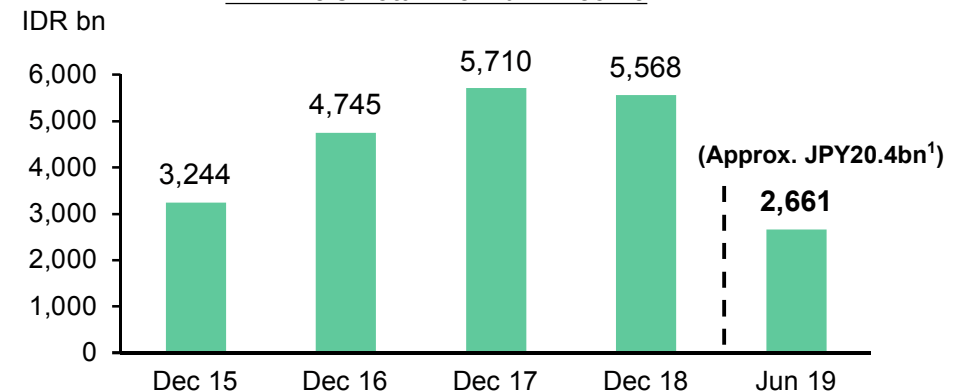
Baoviet's Premium Income from Life Insurance



## Indonesia

- Investment in BNI Life, a subsidiary of Bank Negara Indonesia (BNI) (May 2014)

BNI Life's Total Premium Income



Source: Company disclosure

1. CNY1 = JPY15.67, VND1 = JPY0.004618, IDR1 = JPY0.0077 (as of June 30, 2019).

# Initiatives in the Asian Market ②

In June 2019, we invested approximately JPY10 billion in Singlife (Singapore Life), an emerging life-insurance company in Singapore, and Singlife became our affiliate company.

We acquired 25.1% stake of Singlife at the time of investment and dispatched a director.

## Objectives of the Investment

### ■ Capturing high growth potential of Singlife

We intend to capture high growth potential through its business expansion in Singapore and future expansion to Southeast Asia markets

### ■ Strengthen our capability in gathering information

We aim to strengthen our capability in gathering information on the latest trends in Singapore, where InsurTech is actively developed as well as the application of technology to actual business operations

### ■ Leverage information for our domestic business

We intend to leverage information gathered to improve customer convenience and achieve greater management efficiency throughout Sumitomo Life group

## Strength of Singlife

### ■ Emerging life-insurance company harnessing cutting-edge technology

Singlife harnesses cutting-edge technology to lower its cost of operation and to improve service quality for customers as its strategy

### ■ Products and sales channels specialized for each customer segment

Singlife currently offers term life, universal life, endowment insurance products with competitive prices through each channel such as direct channel, brokers for high net worth customers and independent financial advisors

### ■ Selected as one of the 2018 Fintech 100 Companies

Singlife is selected as one of the most successful 100 Fintech companies by KPMG ("the 2018 Fintech 100" by KPMG)

## Company Overview

### ■ Investment in Singlife (June 2019) (equity stake: 25.1%)



Established	Established in 2014 and began operations in 2017
Major shareholders	IPGL Limited, Sumitomo Life, Aflac Inc., Aberdeen Standard Investments
Representative	Walter de Oude
Head office	Robinson Road, Singapore
Number of employees	Approximately 60
Total assets	USD247 million (approximately JPY26.6 billion)
Gross premiums	USD98 million (approximately JPY10.5 billion)
Net profit	USD5 million (approximately JPY0.5 billion)

Note: As of December 31, 2018 (gross premiums and net profit: January 1 to December 31, 2018). Based on the exchange rate of USD 1.00 =JPY 107.79 as of June 30, 2019.



① Multi-Channel and Multi-Product Strategy

② Asset Management

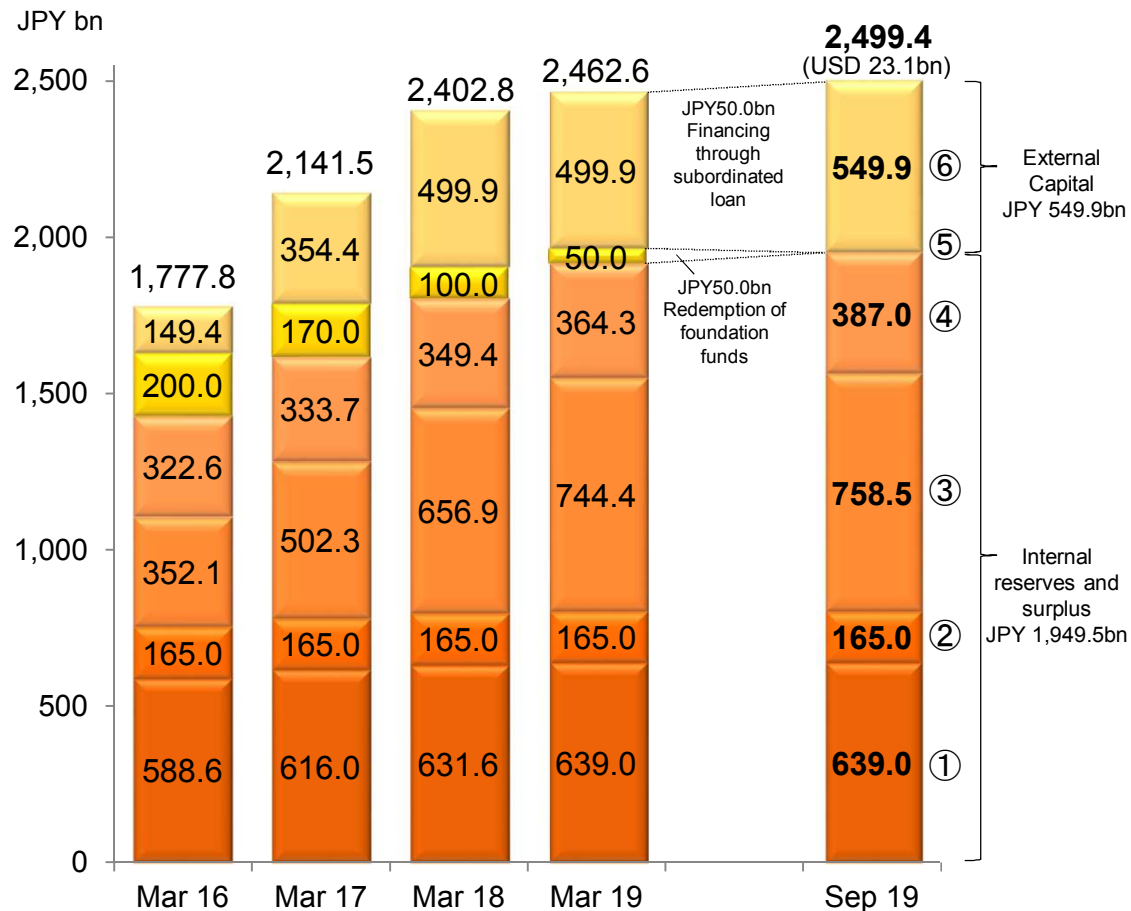
③ Overseas Business Development

**④ Business Foundation**

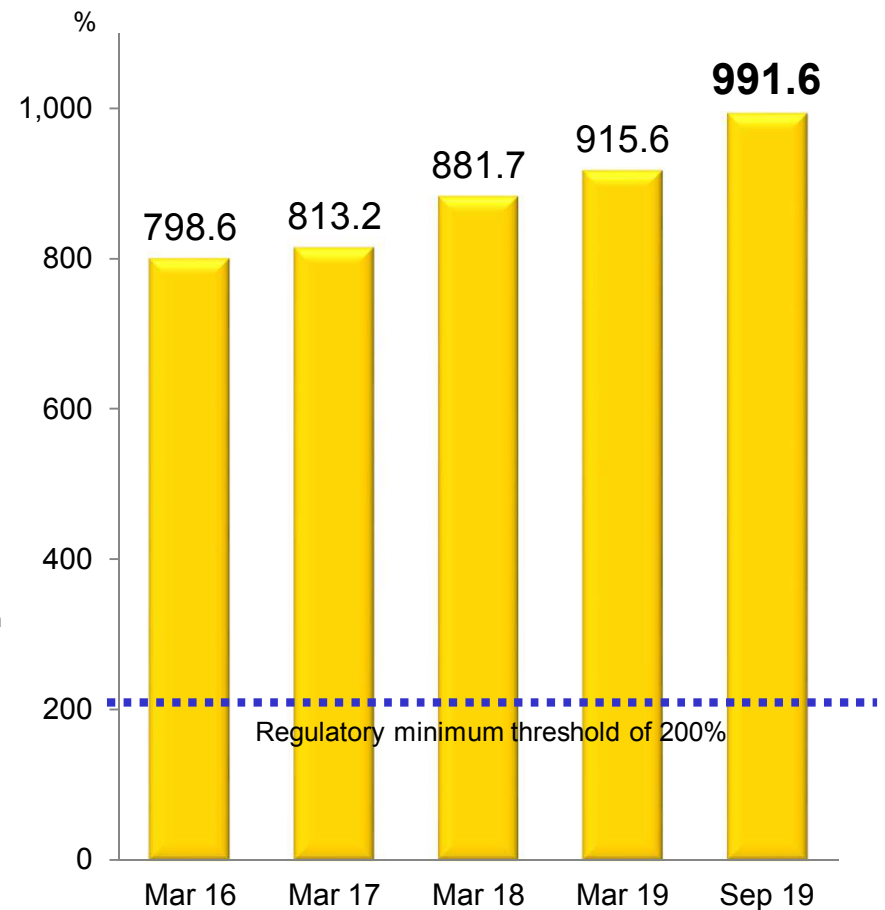
# Capital Base

Established a strong capital base consisting mainly of internal reserves and surplus.  
Solvency margin ratio remains at a stable level.

## Trend of Capital (Non-consolidated)



## Solvency Margin Ratio (Consolidated)

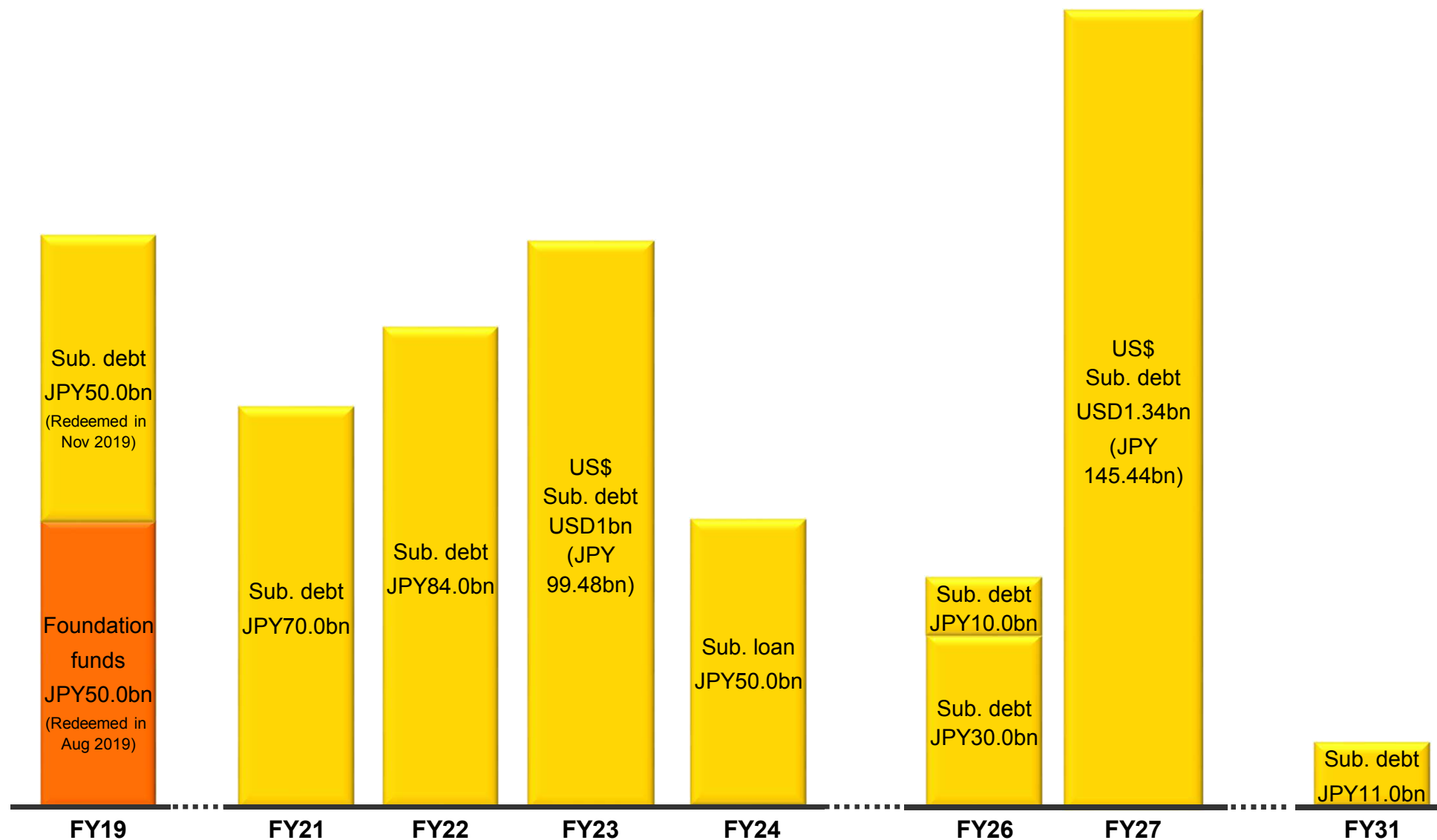


- ① Reserve for fund redemption + Reserve for redemption of foundation funds<sup>1</sup>  
② Fund for price fluctuation allowance  
③ Reserve for price fluctuation  
④ Contingency reserve  
⑤ Foundation funds  
⑥ Subordinated loans / bonds

<sup>1</sup> Reserve for fund redemption for September 2019 is company estimate, and figures before March 2019 are after appropriation of surplus

# External Capital

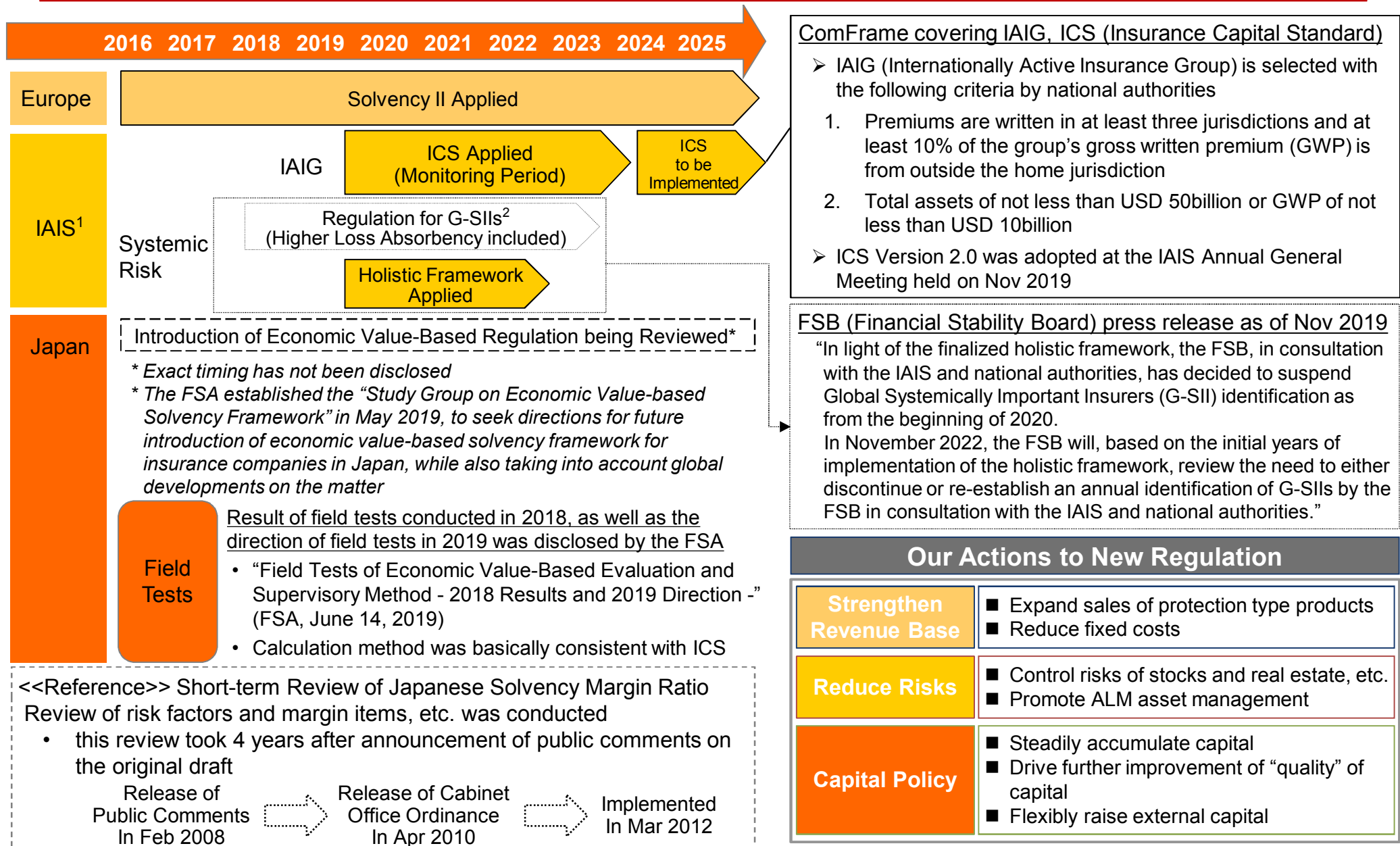
## Maturity Schedule of External Capital



Note: The first call maturity coming year for subordinated debt

# Introduction of Economic Value-Based Capital Regulation

## Introduction of Economic Value-Based Solvency Regulation





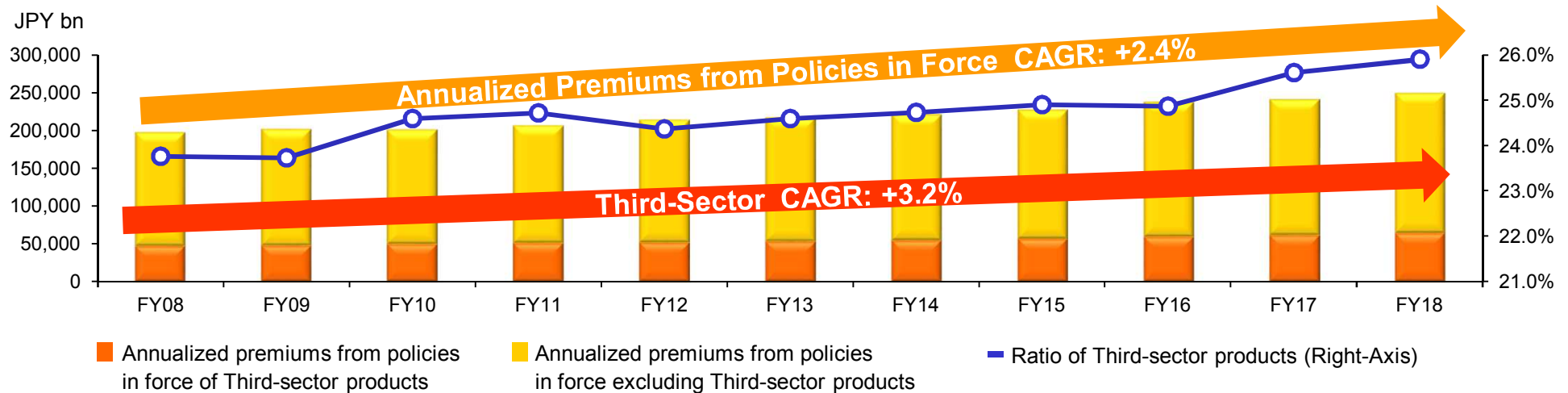
## III. Appendix



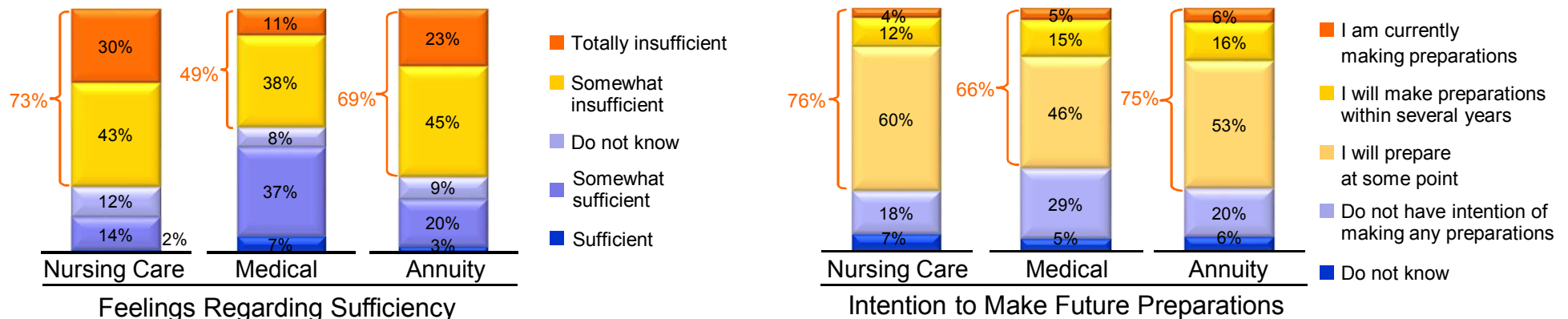
# Domestic Life Insurance Market

The life insurance market in Japan has grown by 2.4% CAGR over the last 10 years, driven primarily by the Third-sector insurance.

## Trend of Annualized Premiums from Policies in Force<sup>1</sup>



## Survey on Life Protection (FY2019)



Source: The Life Insurance Association of Japan, Japan Institute of Life Insurance "Survey on Life Protection"

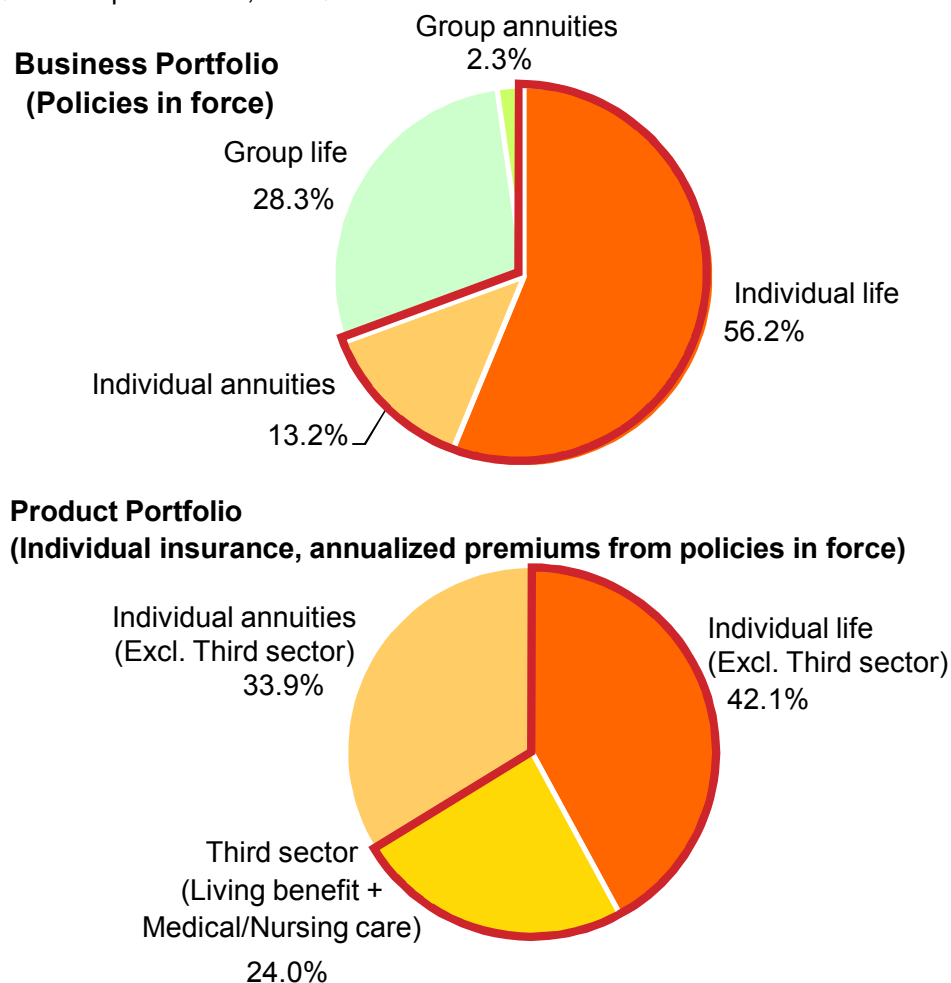
<sup>1</sup> Excluding Japan Post Insurance

# Attractive Domestic Business Model

We offer broad insurance products with a focus on protection products in highly profitable individual life insurance. Even under the low-interest rate environment, we have maintained profitability mainly thanks to our stable insurance underwriting profit.

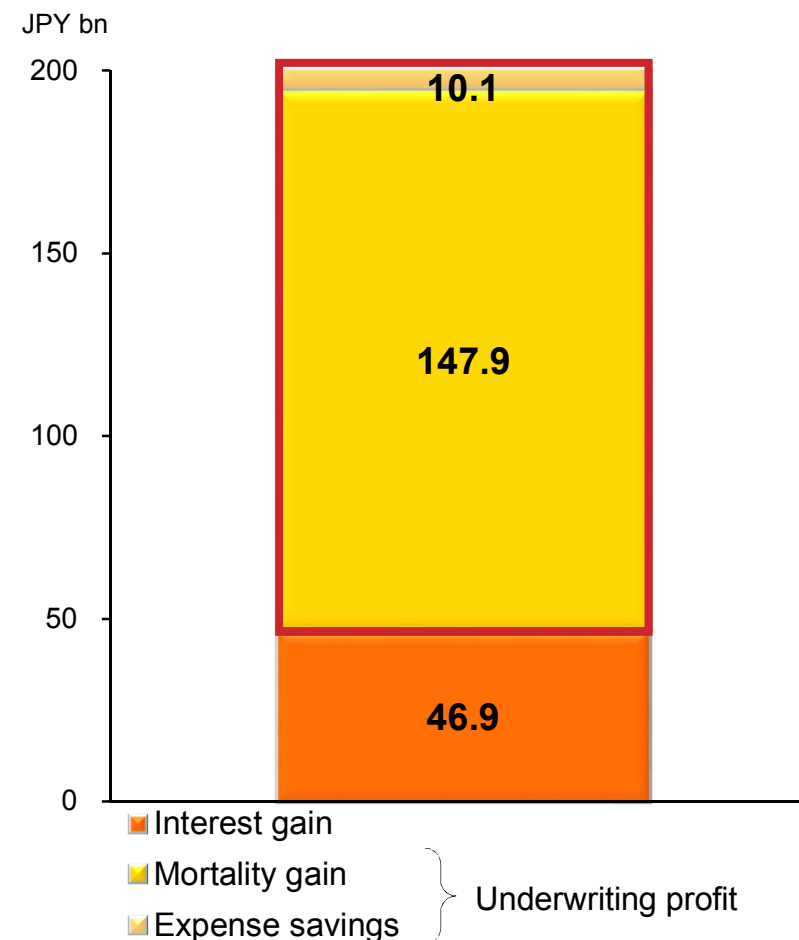
## Business / Product Portfolio (Non-consolidated)

<As of September 30, 2019>



## Three Surplus Factors (Non-consolidated)

<As of September 30, 2019>



# Acquisition of AIARU Small Amount & Short Term Insurance

Acquired AIARU Small Amount & Short Term Insurance Co., LTD as a subsidiary in August 2019, and built a flexible product development structure consisting of Sumitomo Life, Medicare Life and AIARU

## Small-amount and Short-term Insurance Business

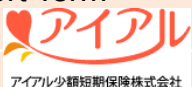
Deals only with the underwriting of protection-type insurance products, in small insurance amounts in short insurance terms of one year (two years for non-life insurance) within a certain business scale

<Key differences between regulations on insurance companies and on small-amount and short-term insurance companies>

	Insurance companies	Small-amount and short-term insurance companies
<b>Conditions for market access</b>	License granted by Commissioner of the Financial Services Agency	Registration with a local finance bureau
<b>Business scale</b>	No limit	Annual insurance premiums receivable of no more than JPY 5 billion <sup>1</sup>
<b>Product examination</b>	Approval (notification for some products)	Notification
<b>Limit on insurance amount (original rule)</b>	No limit	Limit on insurance amount per insured person, depending on the insurance category (maximum of JPY 10 million)
<b>Limit on insurance term</b>	No limit	One year (two years for non-life insurance)

<sup>1</sup> Calculated by adding reinsurance recoverables and reinsurance fees to insurance premiums receivable in one business year, and then subtracting reinsurance premiums and premium refunds for policy surrender.

## Overview of AIARU

Company name	AIARU Small Amount & Short Term Insurance Co., LTD. <sup>2</sup>	
Establishment	April 1984	アイアル少額短期保険株式会社
Representative	Katsuyuki Ando, President and Representative Director	
Head office	Nihonbashi Odenmacho, Chuo-ku, Tokyo	
Capital	JPY 99.5 million <sup>3</sup>	

<sup>2</sup> In February 2011, Gakuso Co., Ltd. and Rise Small Amount & Short Term Insurance Co., LTD. merged to become AIARU Small Amount & Short Term Insurance Co., LTD.

<sup>3</sup> As of September 30, 2019

## AIARU's Strengths

AIARU has developed many unique products, based on the concept of developing original insurance products that meet market needs.

<Key products>

【Life and Annuities】

【Non-Life】

【Third-sector】

無縁社会のお守り  
(賃貸住宅管理費用保険)

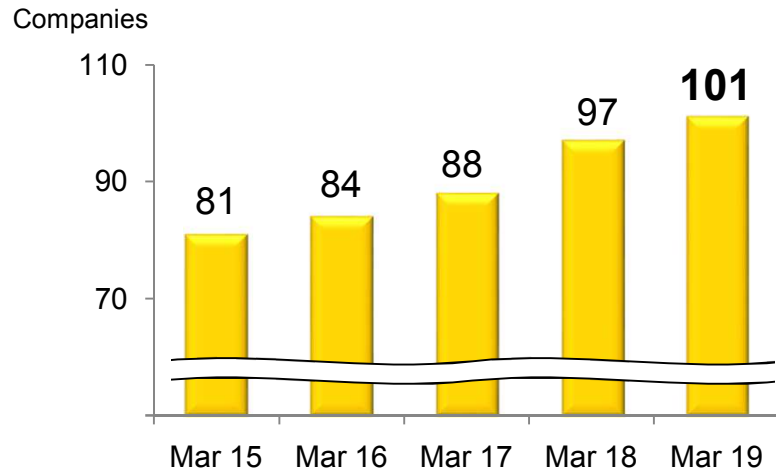
愛ある  
家財保険

不妊治療中のあなたも  
応える医療保険  
子宝エール

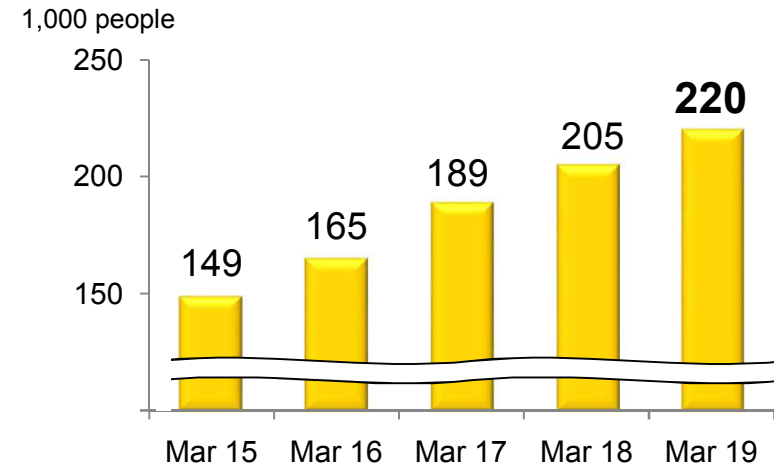
# Small-amount and Short-term Insurance Market

Business results in the small-amount and short-term insurance industry have been steadily improving over the last five years

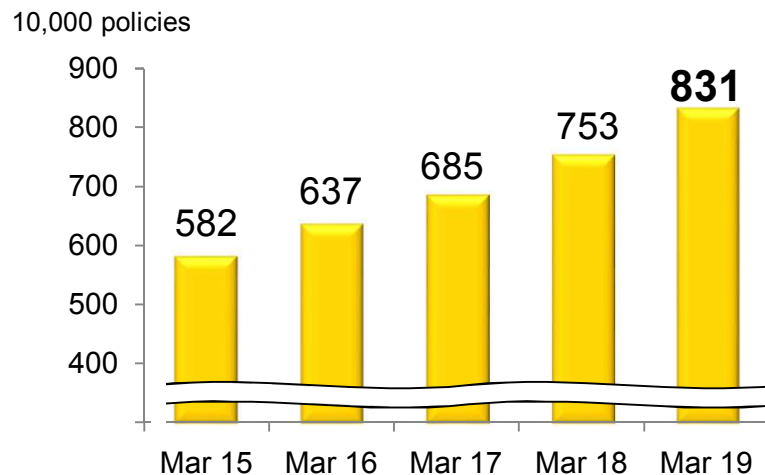
## Number of Companies<sup>1</sup>



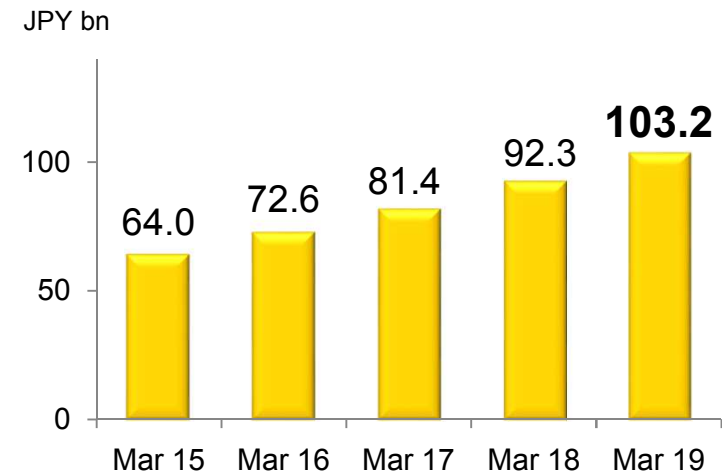
## Number of Qualified Insurance Solicitors



## Number of Policies in Force



## Premium Income



<sup>1</sup> Number of Member Companies of the Small Amount & Short Term Insurance Association of Japan

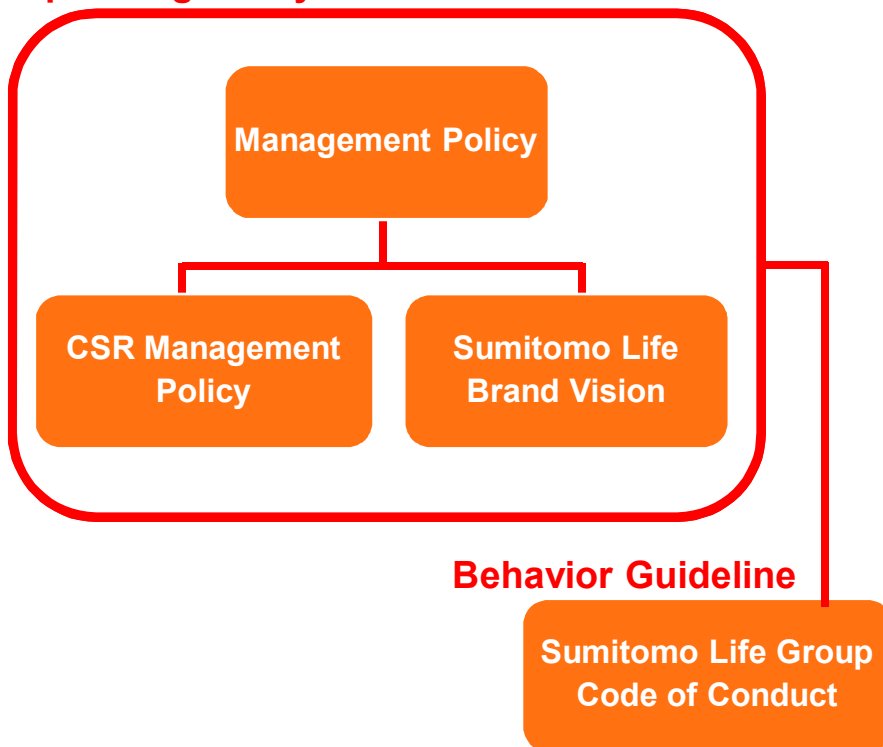
Source: Fiscal 2018 Business Results Overview of Small Amount & Short Term Insurance Industry: Toward 100 Companies and 100 Billion Yen in Premiums, The Small Amount & Short Term Insurance Association of Japan

# Our Support for Achieving SDGs①

## Operating Policy

◆The Company's operating policy consists of the "Management Policy," and the "CSR Management Policy," as well as "Sumitomo Life Brand Vision."

### Operating Policy



## Key Items of CSR

- ◆Key items of CSR are set in accordance with the "CSR Management Policy"
- ◆These key items meet 9 out of 17 SDGs targets



1. Abbreviation of Creating Shared Value, a business concept which means achieving both resolving social challenges and increasing corporate value (including profit and competitiveness)

# Our Support for Achieving SDGs②

## Initiatives Associated with Sustainable Development Goals (SDGs)

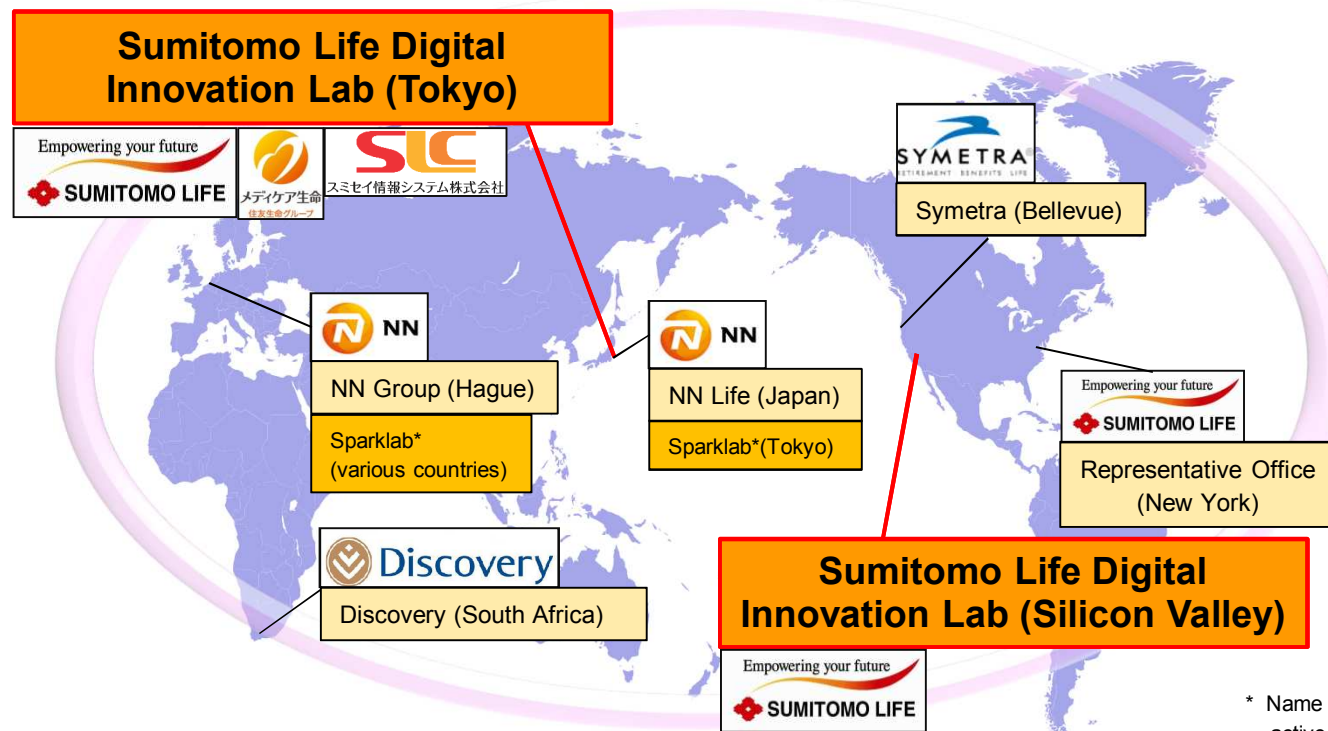
ICON	GOAL	MAIN INITIATIVES	ICON	GOAL	MAIN INITIATIVES
	NO POVERTY	<ul style="list-style-type: none"> <li>-Provision of coverage of life insurance</li> <li>-Support the reduction of poverty of women through investment in funds investing in microfinancing organizations</li> </ul>		INDUSTRY, INNOVATION AND INFRASTRUCTURE	<ul style="list-style-type: none"> <li>-Promotion of digital innovation</li> <li>-Promotion of research related to health-enhancing through industry, government and academia collaborations</li> </ul>
	ZERO HUNGER	<ul style="list-style-type: none"> <li>-Participation in TABLE FOR TWO</li> <li>-Reduction of starvation through donation</li> </ul>		REDUCED INEQUALITIES	<ul style="list-style-type: none"> <li>-Protection of human rights</li> <li>-Recruitment of challenged people within the group</li> </ul>
	GOOD HEALTH AND WELL-BEING	<ul style="list-style-type: none"> <li>-Provision of SUMITOMO LIFE Vitality</li> <li>-Promotion of health-enhancing throughout society (Sumisei Vitality Action)</li> </ul>		SUSTAINABLE CITIES AND COMMUNITIES	<ul style="list-style-type: none"> <li>-Promotion of initiatives for saving energy and resources</li> <li>-Provision of environment for child raising</li> <li>-Support for making a comprehensive network in districts</li> </ul>
	QUALITY EDUCATION	<ul style="list-style-type: none"> <li>-Promotion of "Sumisei After School Project"</li> <li>-Promotion of "Child Raising Project to Empower the Future"</li> <li>-Construction of elementary school in Vietnam</li> <li>-Donation of picture books to refugee camps</li> </ul>		RESPONSIBLE CONSUMPTION AND PRODUCTION	<ul style="list-style-type: none"> <li>-Promotion of initiatives for saving energy and resources</li> <li>-Green procurement of consumables</li> </ul>
	GENDER EQUALITY	<ul style="list-style-type: none"> <li>- Support the entrepreneurship of women through investment in funds investing in microfinancing organizations</li> <li>- Promotion of diversity</li> </ul>		CLIMATE ACTION	<ul style="list-style-type: none"> <li>-Promotion of initiatives for saving energy and resources</li> <li>-Conservation of global environment</li> <li>-Coral Reef Conservation Project</li> </ul>
	CLEAN WATER AND SANITATION	<ul style="list-style-type: none"> <li>-Promotion of initiatives to save resources</li> <li>-Contribute to the improvement of public health through donation</li> <li>-Promotion of "Coral Reef Conservation Project"</li> </ul>		LIFE BELOW WATER	<ul style="list-style-type: none"> <li>-Coral Reef Conservation Project</li> <li>-Conservation of global environment</li> </ul>
	AFFORDABLE AND CLEAN ENERGY	<ul style="list-style-type: none"> <li>-Resource project finance loans in Solar power facilities</li> <li>-Investment in green bonds</li> <li>-Investment in real estate, taking environment into consideration</li> </ul>		LIFE ON LAND	<ul style="list-style-type: none"> <li>- Conservation of global environment</li> </ul>
	DECENT WORK AND ECONOMIC GROWTH	<ul style="list-style-type: none"> <li>-Continuous enhancement of corporate value through advanced service and reinforcement of management bases</li> <li>-Creation of ideal working environments</li> </ul>		PEACE, JUSTICE AND STRONG INSTITUTIONS	<ul style="list-style-type: none"> <li>-Promotion of compliance</li> <li>-Countermeasures against anti-social forces</li> </ul>
				PATNERSHIPS FOR THE GOALS	<ul style="list-style-type: none"> <li>-Contribution to society through various partnerships</li> <li>-Signing of United Nations Global Compact</li> <li>-Promotion of cooperation with local governments</li> </ul>



# Initiatives for Digital Innovation

We conduct studies to provide new values and services,  
leveraging the external knowledge and expertise.

## Our Framework for Promoting Digital Innovation



- Opened Sumitomo Life Digital Innovation Labs in Tokyo and Silicon Valley in April 2018.
- Promote innovation under the global framework through the collaboration with NN Group and Discovery.
- Establish local network in Silicon Valley via collaboration with Symetra.

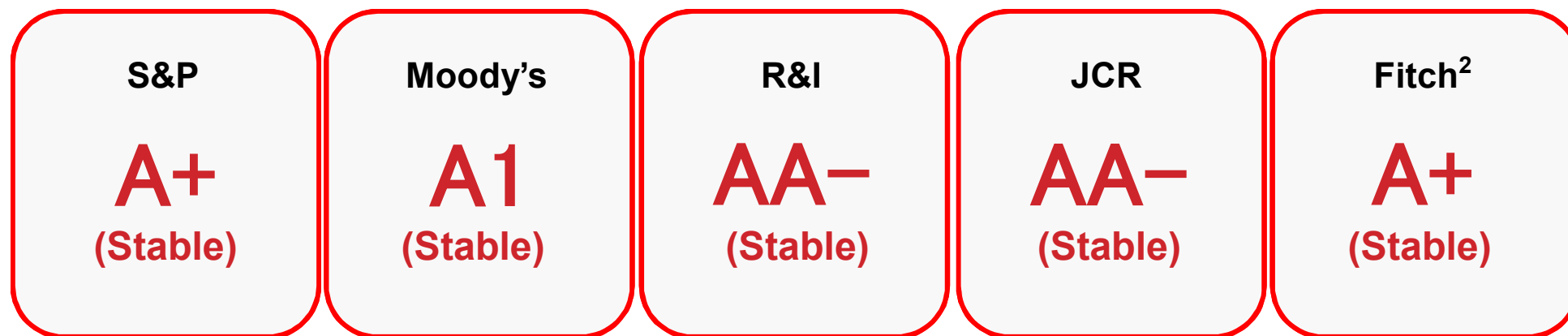
## Main Initiatives

- ◆ Performed various Proof of Concepts for the purpose of establishing infrastructure which will enable us to launch products more flexibly and to improve service quality for customers, and improving customer convenience.
- ◆ Strategic investment in open innovation funds.

# Insurer Financial Strength Rating

We obtained A ratings or above from 5 rating agencies.

## Insurer Financial Strength Rating<sup>1</sup>



Solid capital base through the accumulation of internal reserves and surplus, etc.

Relatively high profitability backed by third-sector products, etc.

High market share in the domestic life insurance market

Flexible business development through multi-channel and multi-product strategy

Relatively low exposure to stocks

<sup>1</sup> As of October 31, 2019

<sup>2</sup> The rating from Fitch is based on public information



# Unrealized Gains / Losses on Securities

Total unrealized gains in general account is JPY 4,246.6bn.

## Unrealized Gains/Losses in General Account (Non-consolidated)

JPY bn

	Unrealized Gains / Losses As of Mar 2019	As of September 2019			
		Book Value	Market Value	Unrealized Gains / Losses	Change from March 2019
Securities*	3,778.3	25,282.5	29,529.1	4,246.6	+468.2
Held-to-Maturity Debt Securities	332.5	1,769.5	2,097.2	327.7	▲4.8
Policy-Reserve Matching Bonds	2,139.2	11,856.6	14,218.9	2,362.3	+223.0
Other Marketable Securities	1,284.2	11,623.1	13,170.2	1,547.1	+262.9
Public and Corporate Bonds	103.0	1,975.3	2,110.8	135.5	+32.5
Domestic Stocks	908.3	844.3	1,680.2	835.8	▲72.4
Foreign Stocks, etc.	249.7	7,812.3	8,360.2	547.8	+298.1
Others	15.1	155.7	176.0	20.2	+5.1

\* Securities with market value excluding trading securities

### <Market Conditions>

	Mar 19	Sep 19	Change
TOPIX (Closing Price)	1,591.64	1,587.80	-3.84
(Average during Month)	1,602.83	1,579.13	-23.70
Newly Issued 10y JGB	-0.095%	-0.225%	-0.130%
Newly Issued 20y JGB	0.330%	0.195%	-0.135%
USD / JPY	110.99	107.92	-3.07
EUR / JPY	124.56	118.02	-6.54

①

②

②-①

### <Break-Even Level of Unrealized Gains/Losses>

	As of Sep 2019
Domestic Stocks (Nikkei225)	JPY10,800 Level
Domestic Stocks (TOPIX)	790 Point Level
Domestic Bonds (10y Yield)	1.0%
Foreign Securities (USD / JPY)	JPY109 Level

# Solvency Margin Ratio (Consolidated)

## Solvency Margin Ratio (Consolidated)

JPY bn

Items	As of Mar 2019	As of Sep 2019
Solvency Margin Gross Amount (A)	<b>4,160.2</b>	<b>4,597.6</b>
Foundation funds and others	561.8	510.2
Reserve for price fluctuation	744.5	758.6
Contingency reserve	366.2	389.0
General allowance for possible loan losses	0.7	0.7
(Net unrealized gains (losses) on available-for-sale securities (before income tax effect adjustments) and deferred unrealized gains (losses) on derivatives under hedge accounting (before income tax effect adjustments)) x 90% (Multiplied by 100% if losses)	1,128.2	1,493.8
Net unrealized gains on real estate x 85% (Multiplied by 100% if losses)	77.3	84.1
Total amount of unrecognized actuarial gains (losses) and unrecognized past service costs	28.8	23.3
Excess of continued Zillmerized reserve	737.6	776.4
Qualifying subordinated debt	499.9	549.9
Deduction clause	(54.8)	(58.2)
Others	69.6	69.6
Total Amount of Risk $\sqrt{(\sqrt{R_1^2 + R_5^2 + R_8 + R_9})^2 + (R_2 + R_3 + R_7)^2 + R_4 + R_6}$ (B)	<b>908.6</b>	<b>927.2</b>
Insurance risk $R_1$	91.9	91.6
Large disaster risk $R_6$	-	0.0
Third-sector insurance risk $R_8$	76.2	78.2
Insurance risk of small-amount, short-term insurer $R_9$	-	0.0
Risk of assumed yield $R_2$	196.9	194.0
Minimum guarantee risk $R_7$	5.0	5.2
Investment risk $R_3$	669.8	690.6
Operational risk $R_4$	20.7	21.1
Solvency Margin Ratio $\frac{(A)}{(1/2) \times (B)} \times 100$	<b>915.6%</b>	<b>991.6%</b>

Note: General insurance risk ( $R_5$ )

# Historical Issuances of Sumitomo Life

## Historical Issuances

Issue Date	Type	Years to Maturity	Maturity Date	Amount (JPY bn)	First Call Date	Coupon	Security Ratings
<b>Subordinated Bonds</b>							
20-Sep-2013	144A/RegS	60yr	20-Sep-2073	USD 1bn	20-Sep-2023	6.50% until Sep 2023, thereafter 3m\$LIBOR+444bps (100bps step up)	Moody's: A3 S&P: A-
29-Jun-2016	Domestic/ Private	60yr	29-Jun-2076	70	29-Jun-2021	0.84% until Jun 2021, 6m¥LIBOR+90bps until Jun 2026, thereafter 6m¥LIBOR+190bps	R&I: A
29-Jun-2016	Domestic/ Private	60yr	29-Jun-2076	30	29-Jun-2026	1.04% until Jun 2026, thereafter 6m¥LIBOR+195bps (100bps step up)	R&I: A
21-Dec-2016	Domestic/ Private	60yr	21-Dec-2076	84	21-Dec-2022	1.13% until Dec 2022, thereafter 6m¥LIBOR+95bps until Dec 2026, thereafter 6m¥LIBOR+195bps	R&I: A
21-Dec-2016	Domestic/ Private	60yr	21-Dec-2076	10	21-Dec-2026	1.30% until Dec 2026, thereafter 6m¥LIBOR+199bps (100bps step up)	R&I: A
21-Dec-2016	Domestic/ Private	60yr	21-Dec-2076	11	21-Dec-2031	1.55% until Dec 2031, thereafter 6m¥LIBOR+200bps (100bps step up)	R&I: A
14-Sep-2017	144A/RegS	60yr	14-Sep-2077	USD 1.34bn	14-Sep-2027	4.00% until Sep 2027, thereafter 3m\$LIBOR+299.3bps (100bps step up)	Moody's: A3 Fitch: A-
<b>Subordinated Loan</b>							
26-Jun-2019	Domestic/ Securitization	60yr	21-Jun-2079	50	26-Jun-2024	0.66% until Jun 2024, thereafter 6m¥LIBOR+71bps until Jun 2029, thereafter 6m¥LIBOR +171bps	R&I: A

Note: As of November 22th, 2019. Issuances that are already redeemed are excluded

# Key Performance Indicators

## Key Performance Indicators (Group)

JPY bn

	Group		Sumitomo Life		Medicare Life		Symetra	
	Sep 2019	Increase(decrease) as % of Mar 31, 2019	Sep 2019	Increase(decrease) as % of Mar 31, 2019	Sep 2019	Increase(decrease) as % of Mar 31, 2019	Jun 2019	Increase(decrease) as % of Dec 31, 2018
Annualized premiums from policies in force	2,789.5	0.3%	2,314.1	(0.5%)	40.2	5.4%	435.1	3.7%

	Group		Sumitomo Life		Medicare Life		Symetra	
	1H FY2019	Increase(decrease) as % of Sep 30, 2018	1H FY2019	Increase(decrease) as % of Sep 30, 2018	1H FY2019	Increase(decrease) as % of Sep 30, 2018	1H FY2019	Increase(decrease) as % of Jun 30, 2018
Annualized premiums from new policies	113.6	3.5%	59.4	(5.7%)	3.0	6.5%	51.1	16.5%

	Group		Sumitomo Life		Medicare Life		Symetra	
	Sep 2019	Increase(decrease) compared to Mar 31, 2019	Sep 2019	Increase(decrease) compared to Mar 31, 2019	Sep 2019	Increase(decrease) compared to Mar 31, 2019	Jun 2019	Increase(decrease) compared to Dec 31, 2018
Solvency margin ratio	991.6%	76.0pt	984.0%	53.9pt	2,628.1%	(187.7pt)	-	-

EEV	3,686.7	(12.2)	3,866.2	(15.7)	133.5	(3.4)	233.4	(6.9)
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	Group		Sumitomo Life		Medicare Life		Symetra	
	1H FY2019	Increase(decrease) compared to Sep 30, 2018	1H FY2019	Increase(decrease) compared to Sep 30, 2018	1H FY2019	Increase(decrease) compared to Sep 30, 2018	1H FY2019	Increase(decrease) compared to Jun 30, 2018
Value of new business	64.7	(22.9)	62.2	(25.6)	2.7	(0.4)	(0.2)	3.2

Note: Group EEV is calculated as Sumitomo Life's EEV + Medicare Life's EEV + Symetra's EEV - book value of Medicare Life's equity and Symetra's equity owned by Sumitomo Life  
The fiscal year-end of Symetra is December 31 (Exchange rate as of June 30, 2019 is JPY107.79 to US\$1.00)

# Financial Statements (Key Items)

## Financial Statements (Consolidated)

### Consolidated Income Statement

	1H FY2019						1H FY2019	
	Consolidated (JPY bn)	Increase(decrease) as % of Sep 30, 2018	Sumitomo Life (JPY bn)	Increase(decrease) as % of Sep 30, 2018	Medicare Life (JPY bn)	Increase(decrease) as % of Sep 30, 2018	Symetra (USD mm)	Increase(decrease) as % of Jun 30, 2018
Ordinary income	1,762.7	(3.9%)	1,564.6	(5.5%)	20.7	14.3%	986	(23.1%)
Ordinary expenses	1,758.6	1.5%	1,521.6	(0.7%)	24.7	4.6%	1,286	0.9%
Ordinary profit	4.1	(95.9%)	43.0	(65.0%)	(4.0)	-	(299)	-
Net surplus for 1H	(4.4)	-	25.0	(20.2%)	(3.0)	-	(220)	-

### Consolidated Balance Sheet

	Sep 2019						Jun 2019	
	Consolidated (JPY bn)	Increase(decrease) as % of Mar 31, 2019	Sumitomo Life (JPY bn)	Increase(decrease) as % of Mar 31, 2019	Medicare Life (JPY bn)	Increase(decrease) as % of Mar 31, 2019	Symetra (USD mm)	Increase(decrease) as % of Dec 31, 2018
Total assets	38,852.6	2.8%	33,495.3	2.3%	218.8	3.3%	53,352	8.3%
Total liabilities	37,028.2	2.4%	31,602.2	2.1%	190.2	5.3%	49,188	7.1%
Total net assets	1,824.3	10.9%	1,893.1	6.2%	28.5	(7.9%)	4,163	25.3%

Note: US-GAAP for Symetra

Net surplus for 1H in consolidated is net surplus attributable to the parent company

The fiscal year-end of Symetra is December 31

"-" for increase (decrease) when the target figure is negative

## **[Inquiries Regarding This Material]**

Sumitomo Life Insurance Company

Corporate Planning Department, Capital Planning Section

E-mail: [sumisei\\_ir@am.sumitomolife.co.jp](mailto:sumisei_ir@am.sumitomolife.co.jp)

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