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# 1H FY2024 Business Results

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Empowering your future



# Sumitomo Life at a Glance

## Company Overview

■ Established: May 1907

### Key Figures<sup>1</sup> – 1H FY2024 (as of Sep 2024)

■ Premium income:	JPY 1.70tn (USD 11.9bn) (JPY 2.64tn in FY2023)
■ Core business profit <sup>2</sup> :	JPY 205.0bn (USD 1.4bn) (JPY 305.6bn in FY2023)
■ Total assets:	JPY 49.15tn (USD 344.3bn)
■ Annualized premiums from policies in force <sup>3</sup> :	JPY 3.64tn (USD 25.5bn)
■ Solvency margin ratio:	602.9%
■ Embedded value <sup>4</sup> (EEV) :	JPY 5.80tn (USD 40.6bn)
■ Number of sales representatives(tied agents):	31,924
■ Insurer financial strength rating <sup>5</sup> :	A+ [S&P], A1 [Moody's], A+ [Fitch], AA [R&I], AA [JCR],

Source: Company disclosure

1. Consolidated figures. USD amounts in parentheses in this presentation (except as otherwise stated) are translated from JPY using USD1 = JPY142.73, as of September 30, 2024.
2. Core business profit of the group (see page 6 for details)
3. Figures for individual life and individual annuity for domestic business (see page 5 for details)
4. Combined figures of Sumitomo Life's EEV, Medicare Life's EEV, Symetra's EEV and Singlife's TEV (see page 8 for details)
5. As of October 31, 2024.
6. As of September 30, 2024 on ownership

## Group Overview<sup>5</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 100% of the shares

Insurance Outlets



**Izumi Life Designers / INSURANCE DESIGN / Agent Insurance Group / Mycommunication**

- Also sell other insurers' products
- Ownership: 100% / 95% / 34.07% / 43%

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Overseas

U.S.



**Symetra Financial Corp**

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

Singapore



**Singlife Holdings**

- A holding company that controls Aviva Singapore, one of the largest domestic insurance companies, and Singlife.
- 100% subsidiary since March 2024

China



**PICC Life**

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

Vietnam



**Baoviet Holdings**

- The largest financial / insurance group in Vietnam
- Owns 22.08% of the shares

Indonesia



**PT BNI Life**

- JV with BNI, a national bank
- Owns 39.99% of the shares

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## I . 1H FY2024 Business Results

## II . Sumitomo Life Group's Initiatives

- ① Domestic Life Insurance Business Initiatives Centered on SUMITOMO LIFE Vitality
- ② Solid Asset Management with Prudent Investment Policy
- ③ Overseas Business Development for Diversification and Further Growth
- ④ Sound Financial Foundation with Disciplined Capital Policy

# Key Highlights

## ◇ 1H FY2024 Results

P.5

- Group annualized premiums from new policies increased year on year(+27.5%) mainly due to growing sales of individual annuities at Symetra, the depreciation of the yen, and consolidation of Singlife
- Group annualized premiums from policies in force increased from the end of the previous fiscal year (+5.7%) as a result of an increase in the number of policies in force, particularly at overseas business.

P.6

- Group core business profit increased year on year (+37.8%) mainly due to an increase in interest gain at Sumitomo Life.

P.8

- EEV increased from the end of the previous fiscal year (+154.0bn) due to positive factors in the insurance business such as acquiring new policies and securing earnings from policies in force.

P.31

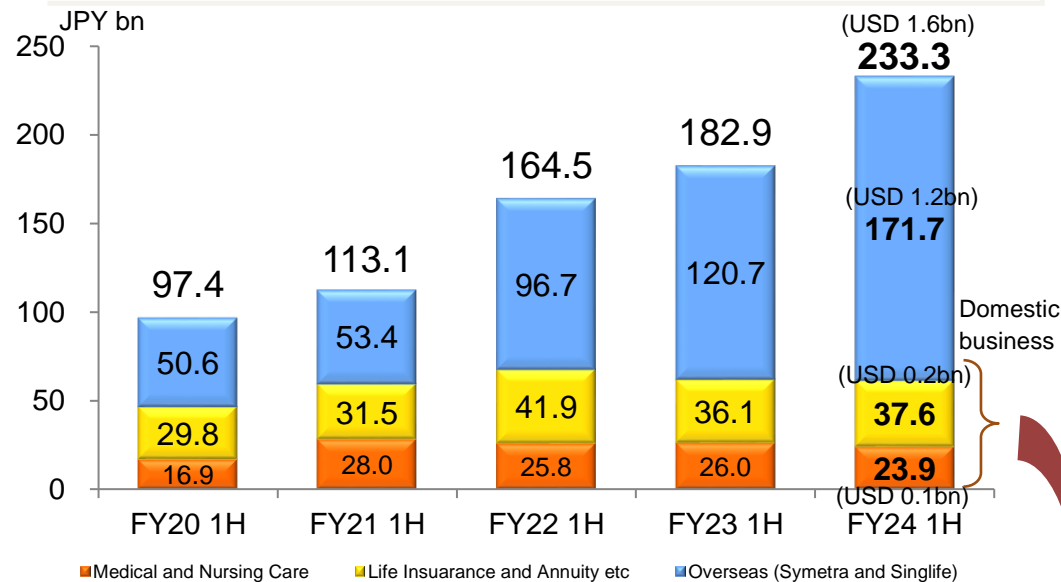
- The solvency margin ratio (SMR) decreased from the end of the previous fiscal year(-36.6pt) mainly due to fluctuations in foreign currency rates and interest rates. The economic value-based solvency ratio (ESR) increased from the end of the previous fiscal year (+2pt), demonstrating stable trends. Adequate levels were maintained for both.

# New Policies & Policies In-Force

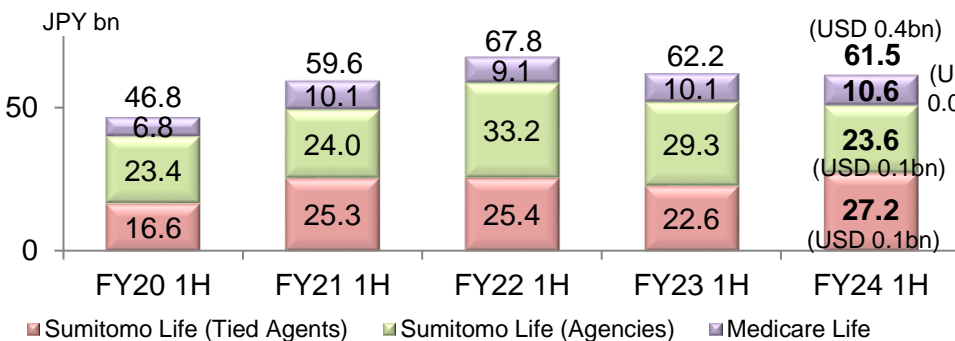
Group annualized premiums from new policies increased year on year due to growing sales of individual annuities at Symetra, the depreciation of the yen and consolidation of Singlife.

Group annualized premiums from policies in force increased from the end of the previous fiscal year as a result of an increase in the number of policies in force, particularly at overseas business

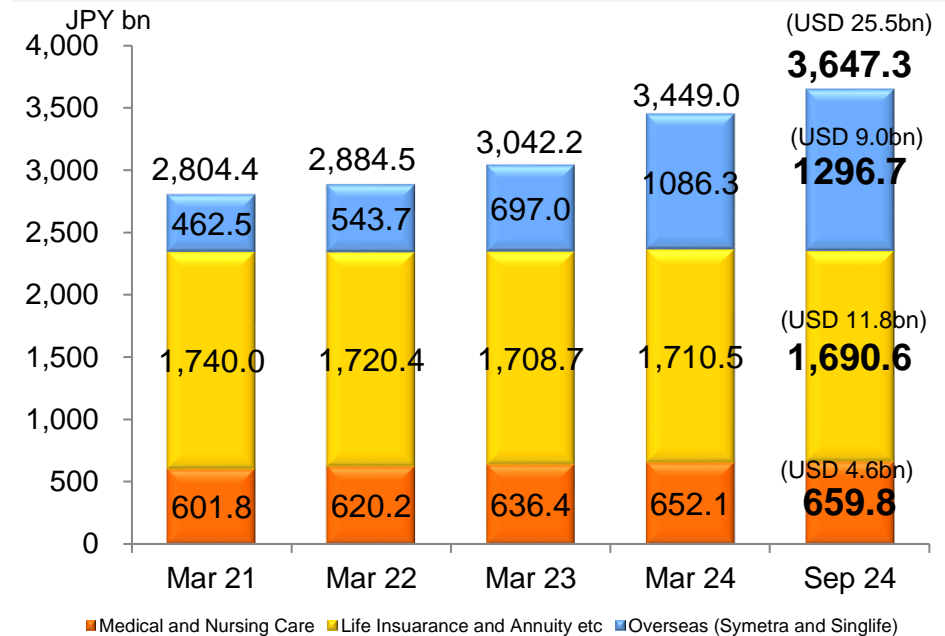
## Group Annualized Premiums from New Policies<sup>1,2</sup>



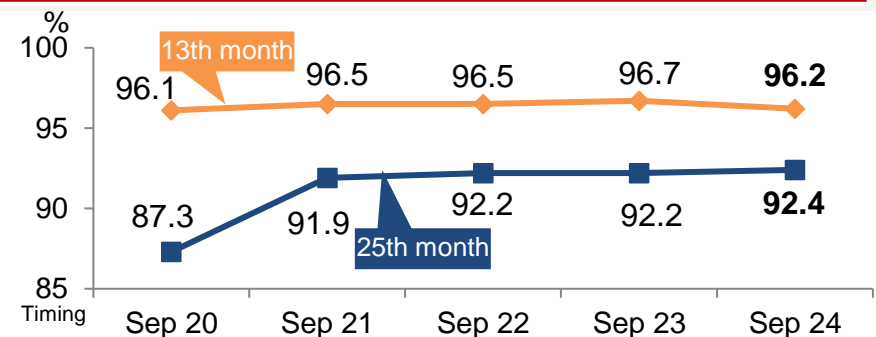
## (Reference) Annualized Premiums from New Policies for Domestic Business



## Group Annualized Premiums from Policies in Force<sup>1,3</sup>



## Persistency Rate<sup>4</sup> (Non-consolidated)



1. Figures for domestic business are individual life insurance and individual annuities

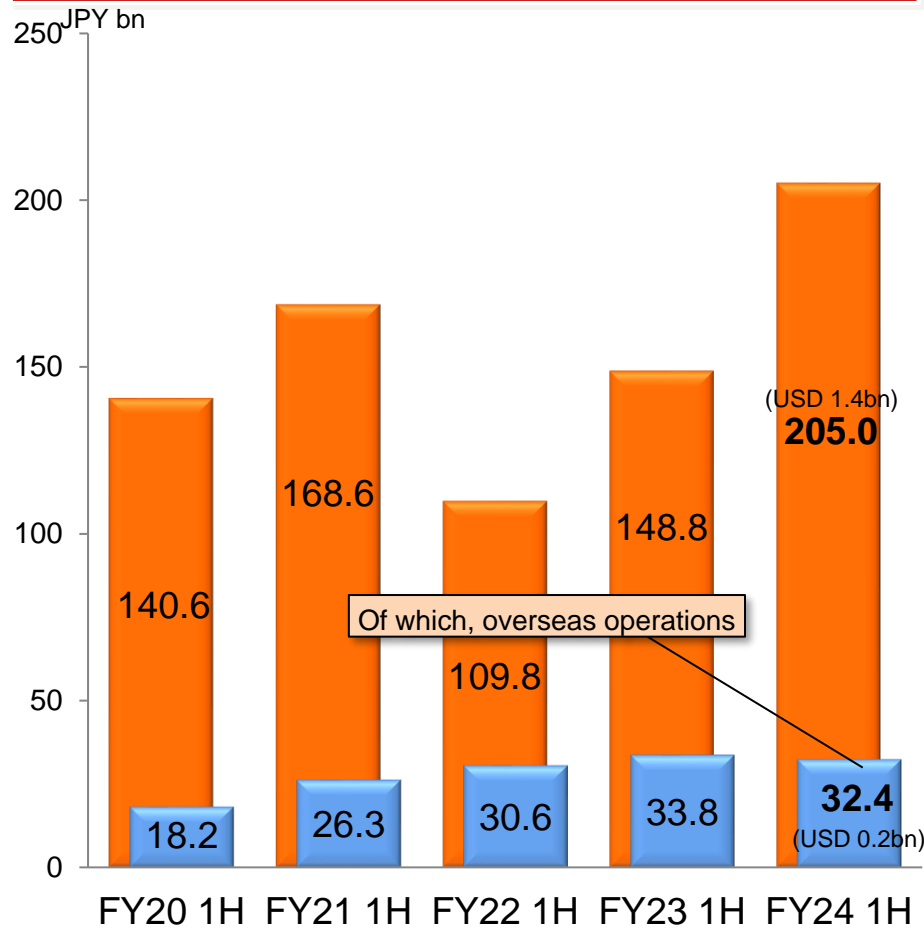
2. Added Singlife from FY24 1H 3. Added Singlife from March 24

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

# Core Business Profit

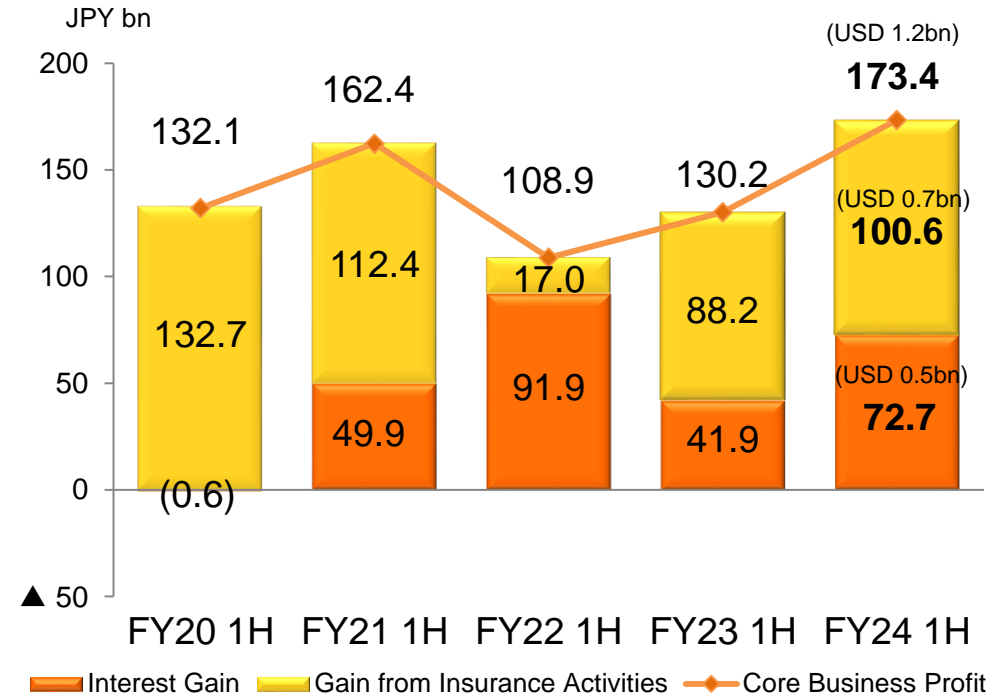
Group core business profit increased year on year, mainly due to an increase in interest gain at Sumitomo Life

## Core Business Profit<sup>1</sup> (Group)

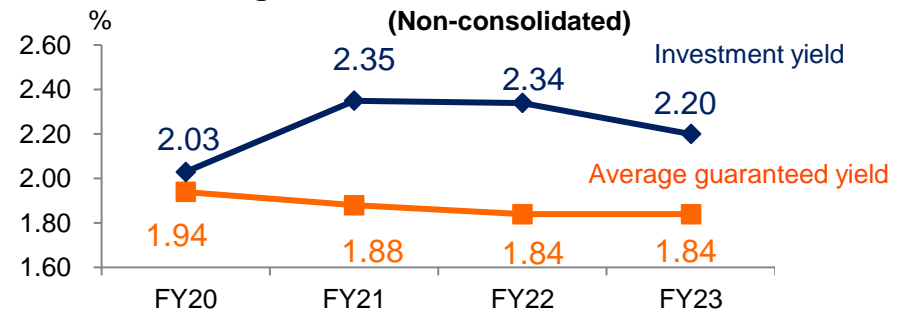


1. Group core business profit is calculated by combining core business profit of Sumitomo Life and Medicare Life, and profit before tax of Symetra, Singlife, Baoviet Holdings, BNI Life, and PICC Life attributable to Sumitomo Life's equity stake in each company, with adjustments made to some internal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

## Gain from Insurance Activities and Interest Gain<sup>1</sup> (Non-consolidated)



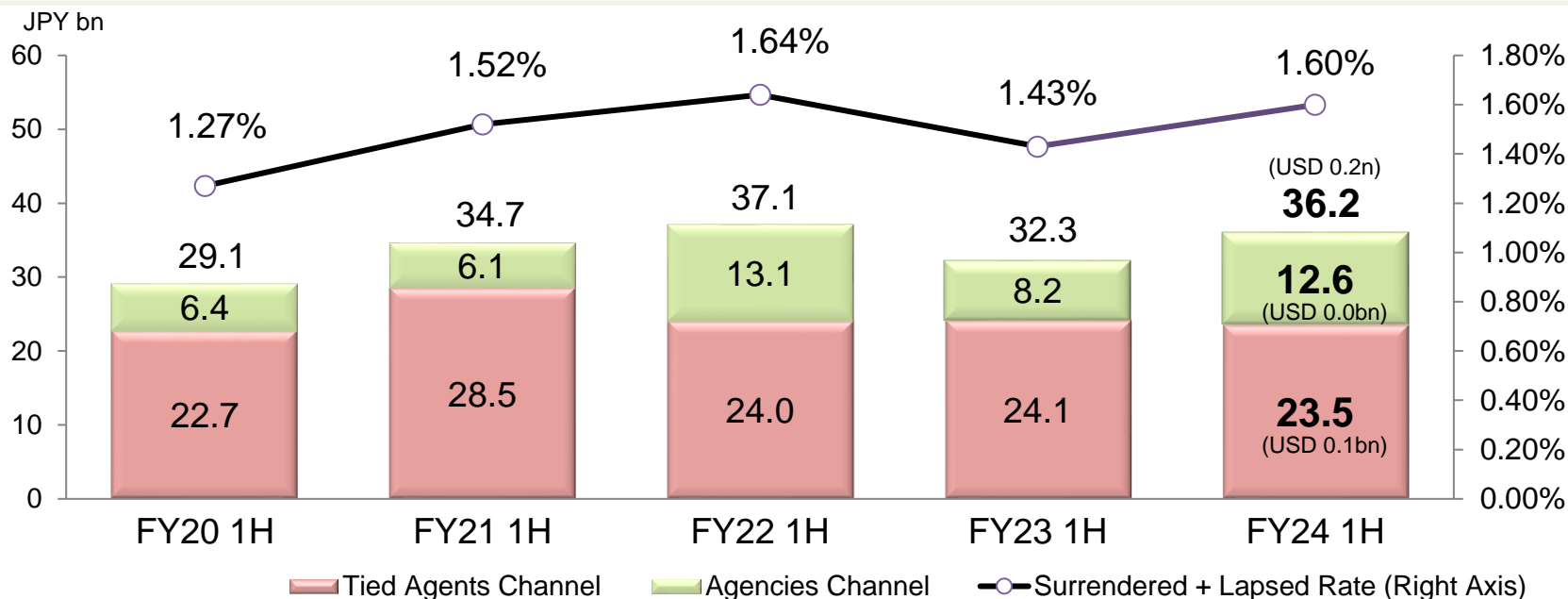
## <Average Assumed Yield and Investment Yield> (Non-consolidated)



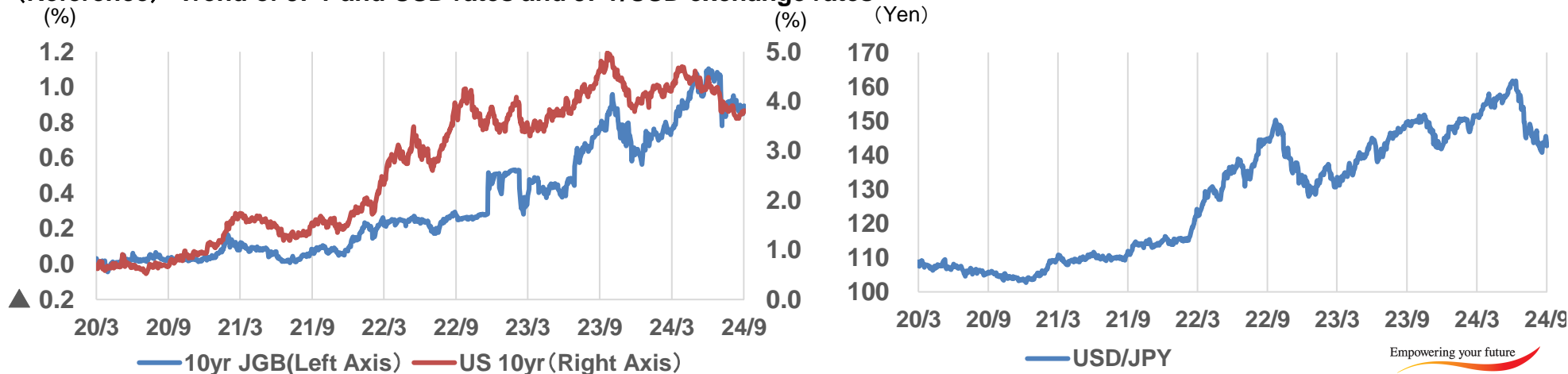
# Surrender & Lapse

Despite volatile market environment in interest rates and foreign exchange rate, surrenders and lapses rate remain stable at tied agents channel

## Annualized Premiums of Surrendered + Lapsed Policies (Non-Consolidated)



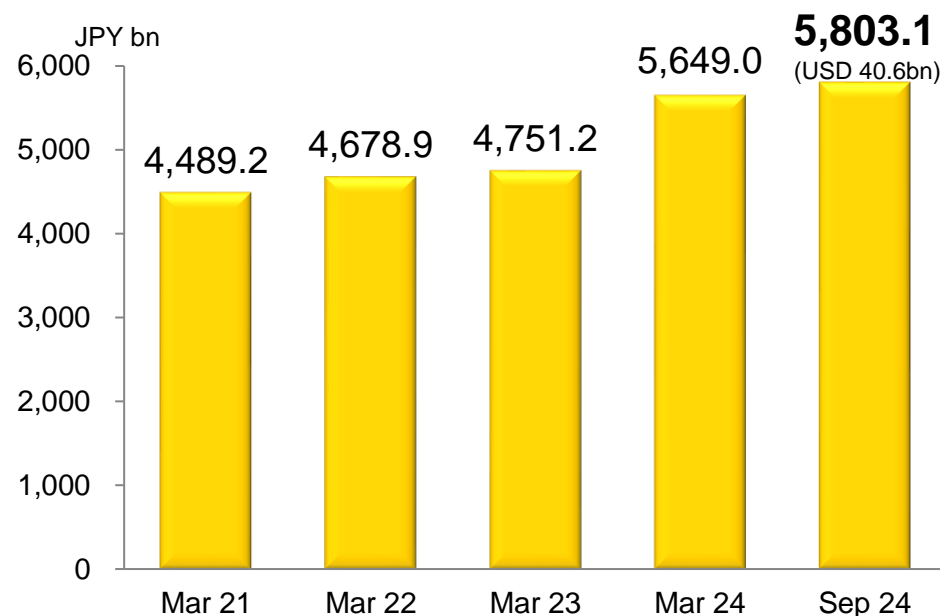
## (Reference) Trend of JPY and USD rates and JPY/USD exchange rates



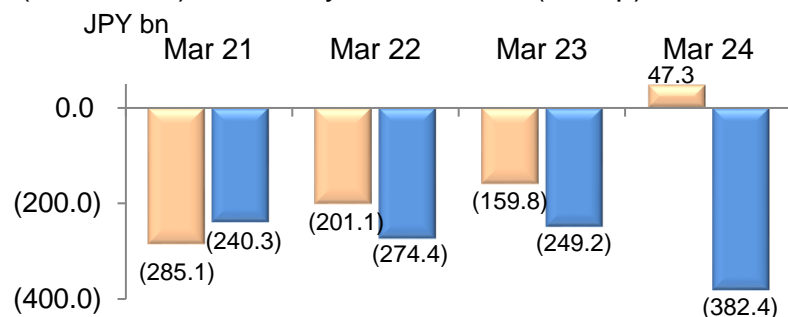
# European Embedded Value (EEV)

EEV increased from the end of the previous fiscal year due to positive factors in the insurance business such as new policies acquired and earnings secured from policies in force.

## EEV (Group<sup>1</sup>)

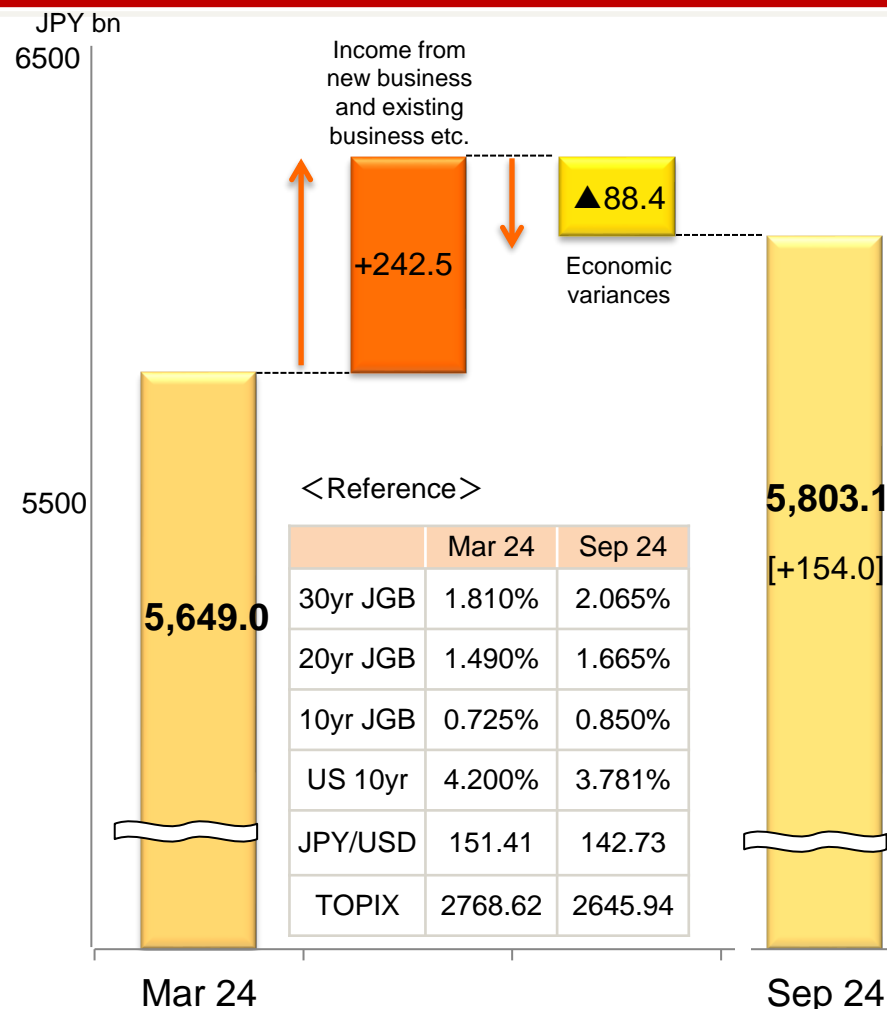


## (Reference) Sensitivity Rate of EEV (Group)<sup>2</sup>



50bp downward parallel shift in JPY risk-free yield curve    10% decline in equity and real estate values

## EEV Growth Factors



1. Sumitomo Life's EEV plus Medicare Life's EEV, Symetra's EEV, and Singlife's TEV less Sumitomo Life's carrying amount of equity of Medicare Life, Symetra, and Singlife.

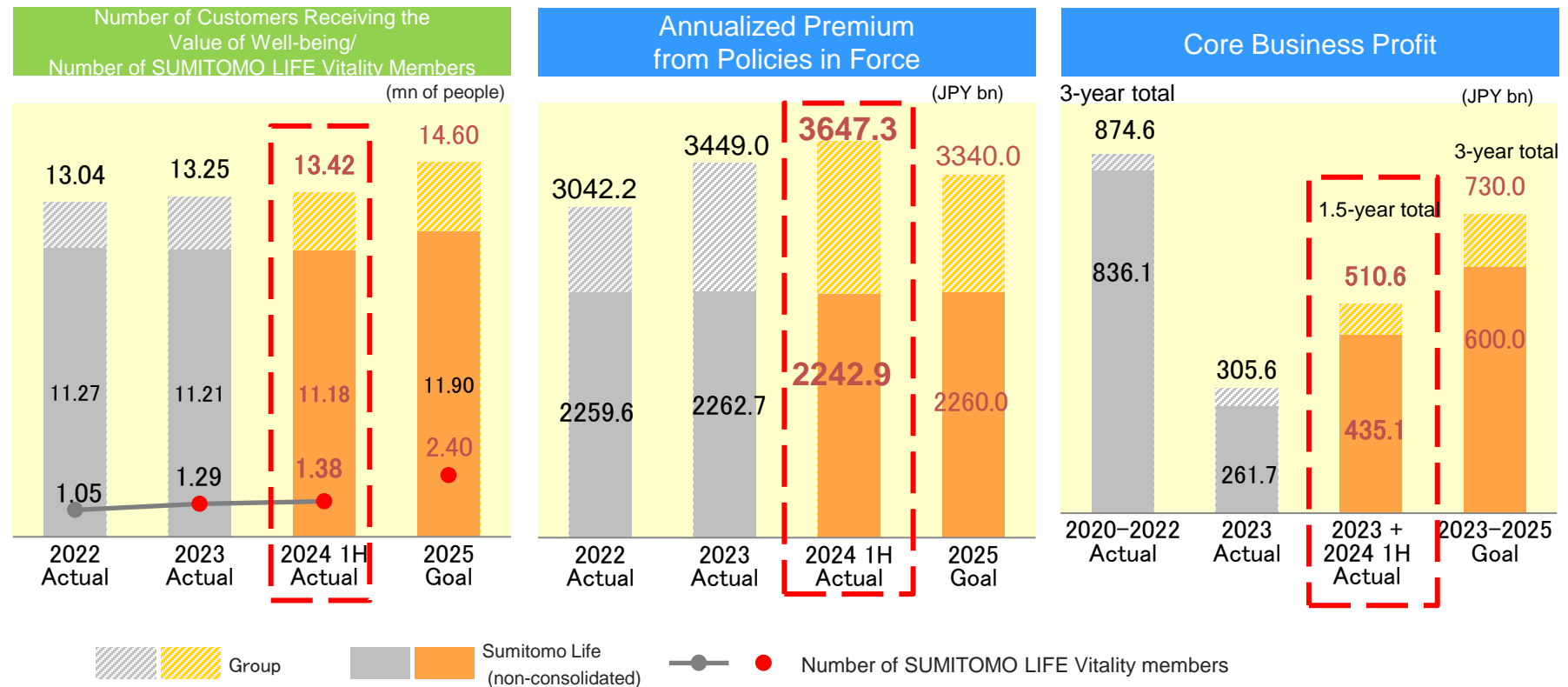
2. Sensitivity for each item. Other conditions are assumed to be the same.



# Progress of Medium-Term Business Plan (2023-2025)

## Key goal indicators (KGI)

Key goal indicators (KGI)	Group	Sumitomo Life (non-consolidated)
Number of Customers Receiving the Value of Well-being (Japan)	14.6mn	11.9mn
Number of SUMITOMO LIFE Vitality Members	—	2.4mn
Annualized Premium from Policies in Force	JPY3.34tn	JPY2.26tn
Core Business Profit	JPY730.0bn in 3 years	JPY600.0bn in 3 years



Note: The numbers listed reflect the customer count after conducting a partial review.



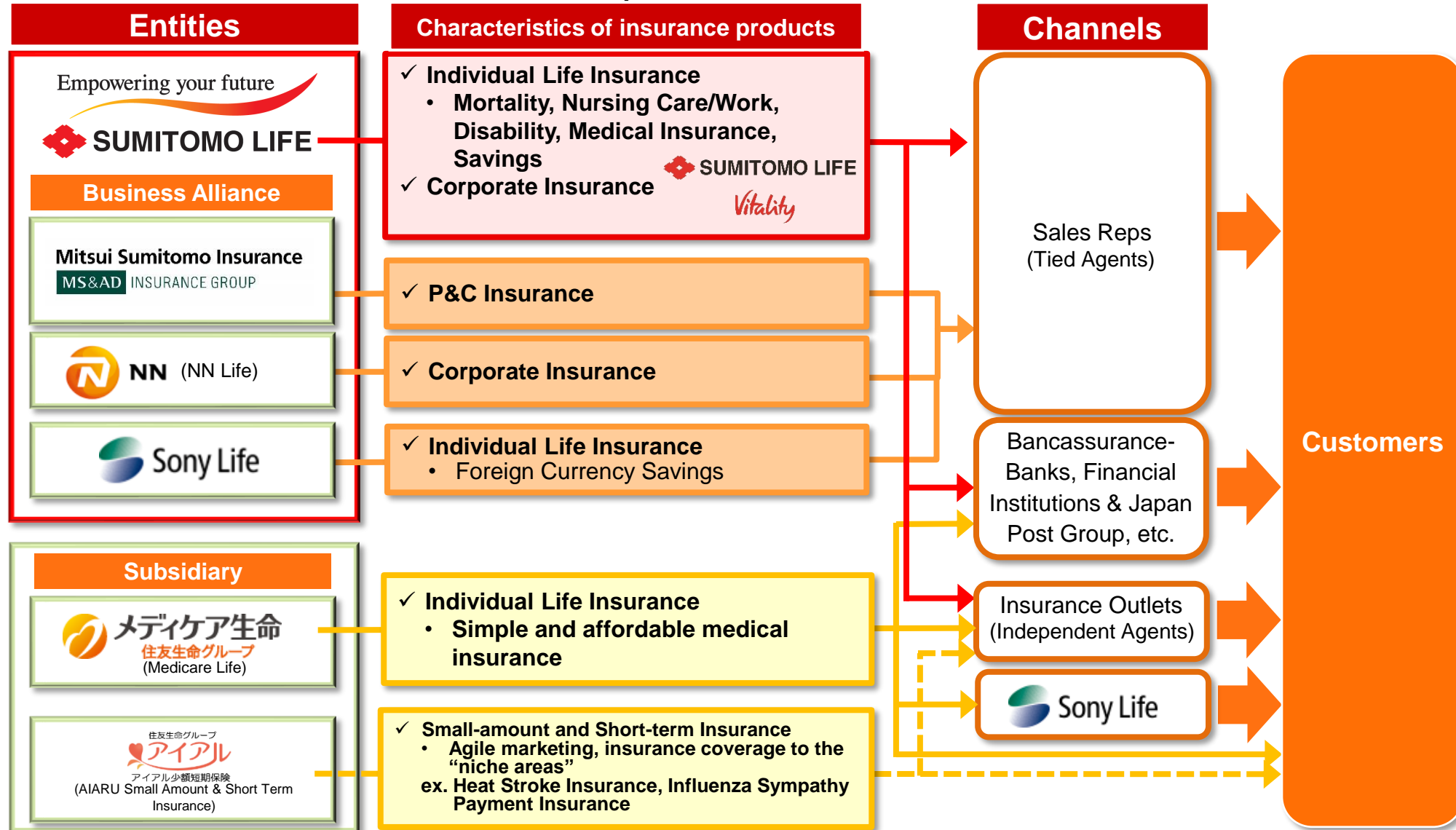
## I . 1H FY2024 Business Results

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# Overview of the Domestic Life Insurance Business

We aim to expand the entire customer base of the Sumitomo Life Group by providing the value of well-being, including optimal protection that meets the needs of each individual customer, customized to the unique characteristics of each channel.



# SUMITOMO LIFE Vitality

The sales of our core product, SUMITOMO LIFE Vitality, continued to be strong. The total number of SUMITOMO LIFE Vitality members is approximately 1.4 million (insurance-type and Vitality Smart combined, as of September 30, 2024).

## Overview of SUMITOMO LIFE Vitality

- Package product that adds Vitality, a globally recognized health enhancement program with approximately 42 million members<sup>1</sup> across 41 countries and regions as of June 30, 2024, to a protection type product.
- Sumitomo Life is the exclusive partner insurer for the Japanese market for the distribution of Vitality.

### Protection Type Products

- Prepare for nursing, medical and mortality risks



### Vitality Wellness Program

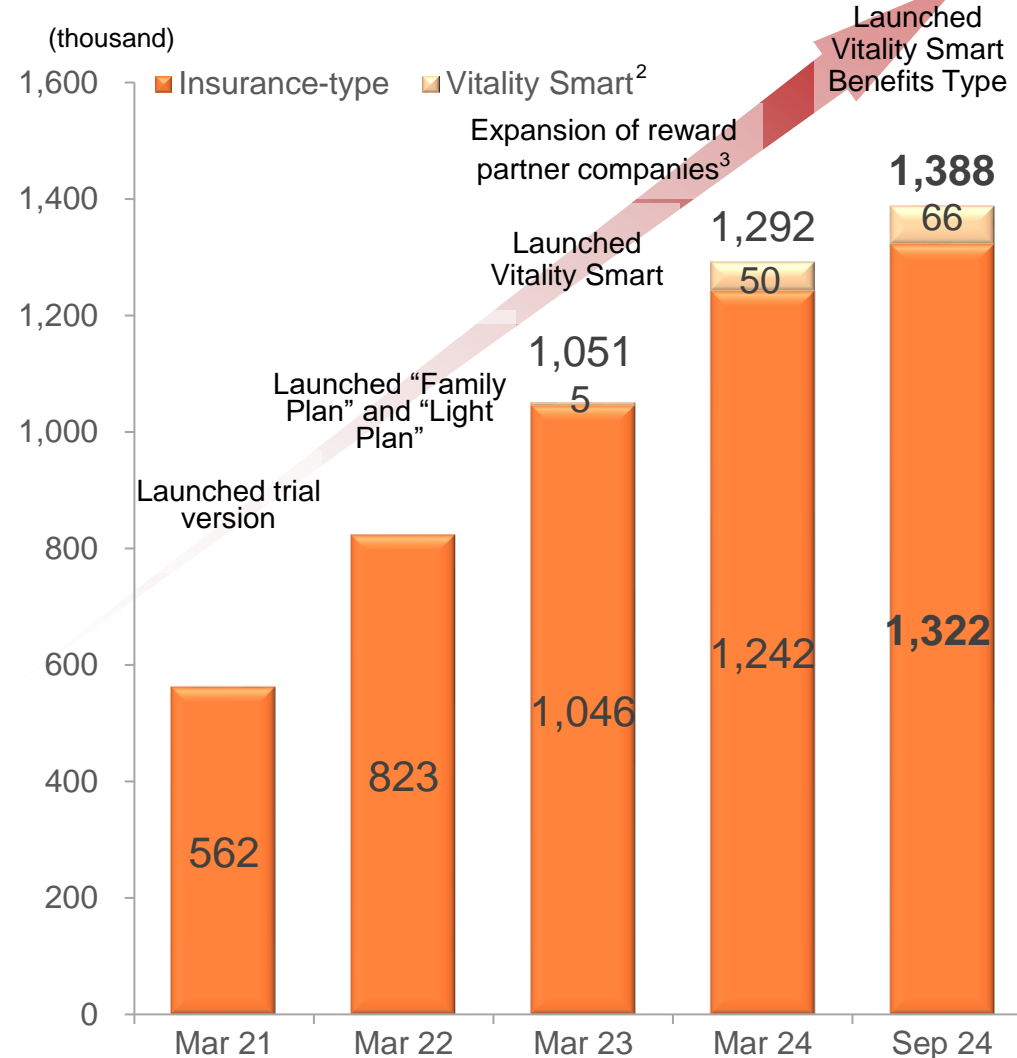
- Contribute to reduction of risks associated with illness via a mechanism that promotes sustained health enhancement

## Launch of Vitality Employee Benefit Type

- Allowing companies' employees to use our Vitality Wellness Program, we provide monthly and annual reports to the companies regarding the status of their employees' efforts in the program.
- Further supports companies' well-being management by providing health enhancement seminars, health check events, support for certification under the Certified Health & Productivity Management Outstanding Organizations Recognition Program, etc.



## Trend of SUMITOMO LIFE Vitality members



1. The type of Vitality provided outside Japan may vary depending on the country where Vitality is available (P&C Insurance, health insurance, etc.).

2. Plan, which allows customers to use a portion of the Vitality Wellness Program independently 3. 23 companies as of September 2024

# Data on SUMITOMO LIFE Vitality

## Changes in awareness, behavior, and health of policyholders

POINT  
1

### Changes in awareness

Increase in health awareness after enrollment<sup>1</sup>: **94%**

POINT  
2

### Changes in behavior

Rate of increase in steps per day<sup>2</sup>: **+22%**

POINT  
3

### Good results<sup>3</sup>

**Blood pressure reduction**  
(10 mmHg or more) **50%**

**Blood sugar reduction**  
(10 mg/dl or more) **42%**

**LDL cholesterol reduction**  
(10 mg/dl or more) **49%**

**Feel that a quality of life has improved after enrollment<sup>1</sup>**

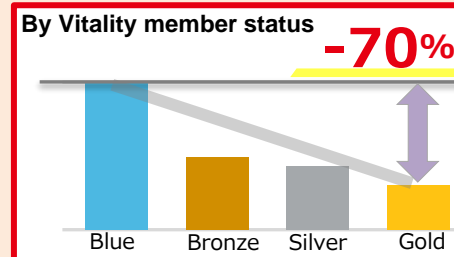
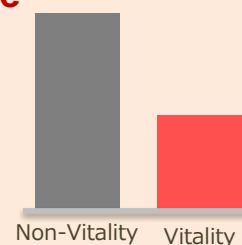
**84%**

1. Questionnaire by Sumitomo Life. Excludes members who responded that they were aware of their health prior to subscription and Sumitomo Life employees.
2. Analysis of the average number of steps taken by members enrolled between September 2018 and January 2021, by the end of March 2024.
3. We compared the results of the first- and fourth-year health checkups for those who subscribed between September 2018 and April 2020 and whose numbers for each item were as follows during the first year of subscription.
  - Blood pressure: systolic blood pressure of 140 mmHg or more but less than 160 mmHg
  - Blood sugar level: fasting blood sugar level of 110 mg/dl or more but less than 126 mg/dl
  - LDL cholesterol: LDL cholesterol of 140 mg/dl or more but less than 180 mg/dl

## Mortality and Mobility rate<sup>4</sup>

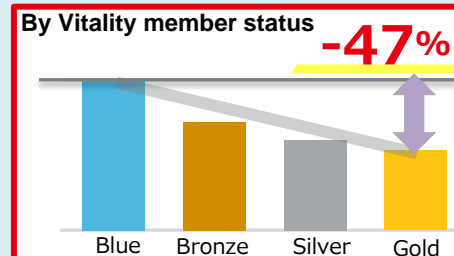
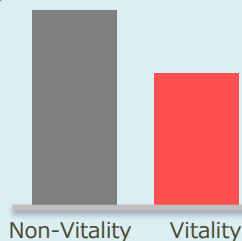
**Mortality rate**  
**-47%**

**Vitality members have lower mortality rate**



**Morbidity rate**  
**-16%**

**Vitality members have lower morbidity rate**

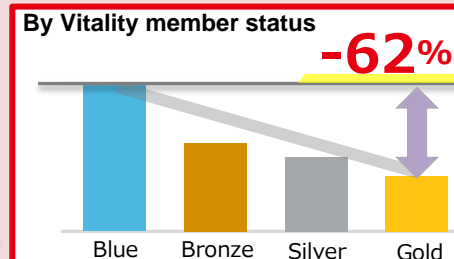
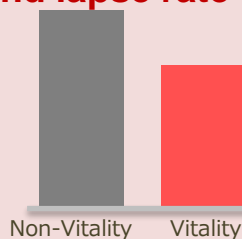


4. Calculated based on payments from April 2023 to March 2024 for policies issued from September 2018 (released SUMITOMO LIFE Vitality) to March 2023. The mortality rate excludes accidental deaths, and the morbidity rate excludes accidental hospitalizations and other emerging infectious diseases. Non-Vitality refers to policies that do not include the Vitality Wellness Program despite their eligibility.

## Surrender and lapse rate<sup>5</sup>

**Surrender and lapse rate**  
**-23%**

**Vitality members have lower surrender and lapse rate**



5. Calculated based on surrender and lapse rate of insurance policies originally issued from September 2018 (when SUMITOMO LIFE Vitality was released) to March 2023 from the 12 month to the 59th month of the policy. Surrender and lapse rate of new policies of Live One and Prime Fit among the products eligible for the Vitality Wellness Program. Non-Vitality refers to policies of the above products that do not include the Vitality Wellness Program.

# Initiatives for Expanding Customer Base

**Expand our products and services by launching new products, expanding payment methods for SUMITOMO LIFE Vitality, and utilizing an AI-based customer information management system.**

## Launch of Three Major Diseases PLUS ALIVE

On September 25, we launched a new product called “Three Major Diseases PLUS ALIVE,” which contributes to “well-being” even after having contracted one of three specified diseases (cancer, heart disease, and cerebrovascular disease) by providing life-long coverage.

By combining with SUMITOMO LIFE Vitality, we provide insurance that helps prepare for and reduces the risks associated with these three diseases, truly contributing to customers’ well-being.

The graphic features a red background with two white circles. The left circle contains the text "Covering Risks" and the "3大疾病PLUS ALIVE" logo. The right circle contains the text "Reducing Risks" and the "SUMITOMO LIFE Vitality" logo. At the bottom, the text "Insurance with a new concept" is displayed.

**住友生命 Vitality**

**Covering Risks**

スミセイの 3大疾病PLUS ALIVE

**Reducing Risks**

SUMITOMO LIFE Vitality

**Insurance with a new concept**

## Launch of new advanced medical treatment and patient-initiated treatment rider

By revising the current new advanced medical treatment rider, we launched a new advanced medical treatment and patient-initiated treatment rider on September 25, which will also cover the technical fees related to patient-initiated treatment that are fully borne by the insured when receiving such treatment.



## Expansion of payment methods for SUMITOMO LIFE Vitality

In addition to current payment methods, customers can also pay SUMITOMO LIFE Vitality insurance premiums and Vitality fees via electronic withdrawal as of September 25.

## Introduction of an AI-based customer information management system

Started operation of an AI-based customer information management system for sales representatives on November 25 for all of roughly 30,000 sales representatives.

Key features	Expected effects
Support sales representatives' service for customers through data utilization	Improved quality of sales activities
Advice on communicating with customers	
Access to high-level guidance at each location on a uniform basis	Improved development rates

# Non-insurance Domain Initiatives Centered on SUMITOMO LIFE Vitality

To provide well-being beyond the scope of life insurance, advancing efforts in Vitality and WaaS initiatives. With the launch of SUMITOMO LIFE Vitality in 2018, We expanded initiatives to contribute to health promotion.

Becoming an “Indispensable Insurance Group” That Contributes to Well-being



\* an ecosystem of services that support “For your well-being” centered on SUMITOMO LIFE Vitality.

FY2018

FY2019–FY2023

FY2024

## Major initiatives in the non-insurance domain to date

- Released Vitality Smart
- Collaborating with municipal governments with Vitality trial version
- Provided aggravation prevention service
- Provided preconception care service
- Initiated business co-creation with startups through CVC funds

**Launch of  
SUMITOMO  
LIFE  
Vitality**

## Major initiatives in FY2024

- Launch of Vitality Employee Benefit Type
- Provided the “Mystar” lifestyle improvement support program
- Started joint research on exercise and brain health with Kobe City
- Developed a digital co-creation project with Suntory Beverage & Food Limited
- Establishment of the “WE AT,” an ecosystem that aims to realize multifaceted well-being



# Medicare Life

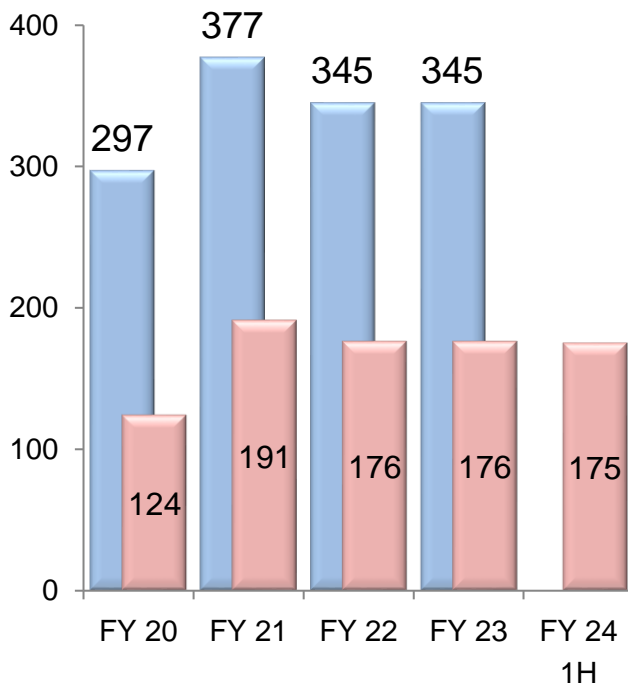
**Sells simple and affordable products through insurance outlets and over-the-counter sales at banks.**  
**Sales of medical whole life insurance continued to be strong since last fiscal year.**

## New Policies and Policies in force

### < Number of New Policies >

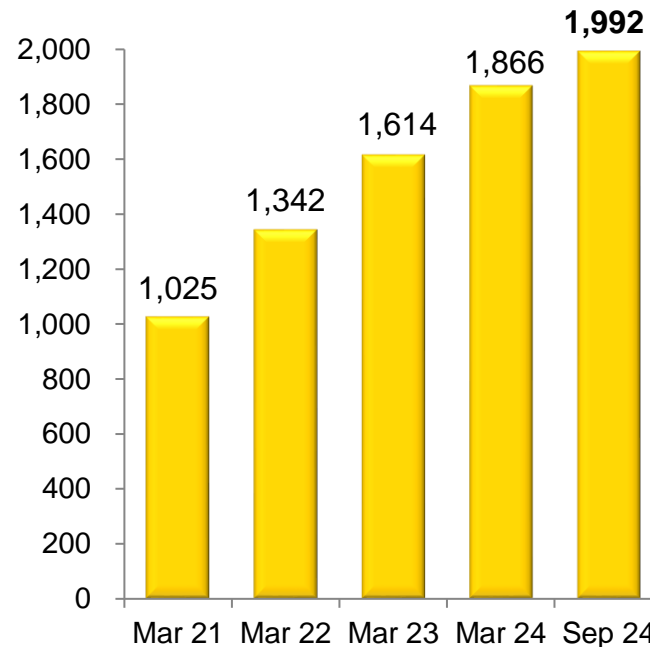
(thousand policies)

First half year  
Full year



### < Number of Policies in Force >

(thousand policies)



## Product Supply to Sony Life

- Medicare Life will supply products to Sony Life
- Sony Life will sell the following products by Medicare Life through its over 5 thousands Life Planners (sales representatives).

<Products>   

## Key Indicators

	As of March 31, 2024	As of September 30, 2024
EEV	JPY372.2bn	JPY399.0bn
Solvency Margin Ratio	1587.7%	1400.8%
Credit Rating	AA (R&I)	

## ■ Features of core products (New MEDI-FIT A)

- Medical whole life insurance that provides more useful coverage than ever before, in as simple and easy-to-understand a manner as possible, with more affordable insurance premiums
- The benefits of base policies and riders of core products were revised in April 2020

- EV increased due to new policies acquired and rising interest rates, etc.
- Solvency margin ratio decreased due to the impact of initial costs for new policies, etc.



# AIARU Small Amount & Short Term Insurance

Our lineup of unique products leverages open innovation with companies.

## Product development leveraging open innovation

### ■ Heat stroke insurance

- A product exclusive for a cashless payment service app that pays insurance benefits when a policyholder receives specified treatment for heat stroke.
- From April 2023, launch of "Repeat Discount" program for subscribers in the previous fiscal year.

### ■ Influenza Sympathy Payment Insurance

- A dedicated product within the cashless payment service application that pays for sympathy when you contract influenza A or B and are prescribed anti-influenza medication (Tamiflu, etc.) at a hospital, etc., or when you are hospitalized for at least one night and two days.
- From October 2024, launch of "Repeat Discount" program for subscribers in the previous fiscal year.

### ■ CellSource PFC-FD insurance

- Insurance covering PFC-FD therapy expected to be effective in treating sports injuries (first in Japan)
- Joint development with CellSource Co., Ltd., which operates the regenerative medicine-related business

### ■ Medical insurance for mothers and babies "Dear Baby"

- Medical insurance that allows people to take out regardless of the gestation period and supports mothers and babies as well as their families before and after childbirth
- Joint development with FamiOne, Inc., which operates the fertility/infertility treatment support business, and MilCare Corporation, which operates the pregnancy/childcare support services using IoT

## Overview of AIARU

Company name	AIARU Small Amount & Short Term Insurance Co., LTD. <sup>1</sup>
Establishment	January 2009
Representative	Katsuyuki Ando, President and Representative Director
Head office	15-18, Nihonbashi Kodanmacho, Chuo-ku, Tokyo
Capital	JPY 299.4 million <sup>2</sup>



1. 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.
2. As of September 30, 2024

## 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>3</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)

3. 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.



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# Initiatives in FY2023

Approx. JPY 24tn

ALM Investment Portfolio		
<ul style="list-style-type: none"> <li>Investment based on long-term holding assumption</li> <li>Objective is to contribute to secure payment of claims, etc.</li> </ul>		
Asset class	Increase/Decrease	Achievements
Japanese government bonds, etc.	↓	Invested in super long-term bonds to increase profitability. Balance declined due to multiple redemptions
Currency hedged foreign corporate bonds	↓	Balance of currency hedged foreign corporate bonds decreased, due mainly to sales of bonds with low book value yield to improve profitability
Yen-denominated credit assets	↓	Invested in domestic corporate bonds, domestic project finance, domestic loans, etc. Balance declined due to multiple redemptions
Alternative	↑	Invested in infrastructure equity, PE funds, etc. expected to yield high returns
Real estate	↑	Invested in real estate for investments expected to yield stable returns
Currency hedged foreign sovereign bonds	→	Maintained current balance due to headway with reducing balance

Approx. JPY 7tn

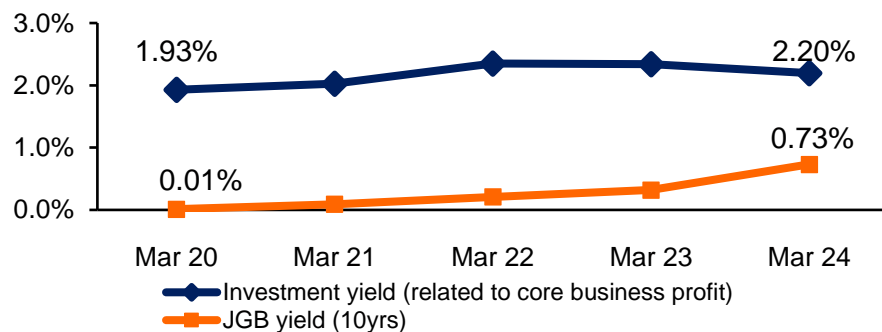
Balanced Investment Portfolio		
<ul style="list-style-type: none"> <li>Flexible asset management based on market forecast</li> <li>Objective is to contribute to sustainable growth of embedded value</li> </ul>		
Asset class	Increase/decrease	Achievements
Unhedged foreign bonds	↓	Reduced the balance of unhedged foreign bonds during periods of the depreciation of the yen
Domestic and foreign stocks	↑	Gradually invested in foreign stocks, paying attention to stock price trends
Currency hedged foreign sovereign bonds	→	Maintained current balance due to headway with reducing balance

## Common to Both Portfolios

Secured expanding investment opportunities for decarbonization

Measured and created of social impact

## Market Interest Rate and Our Investment Yield



## Market Conditions

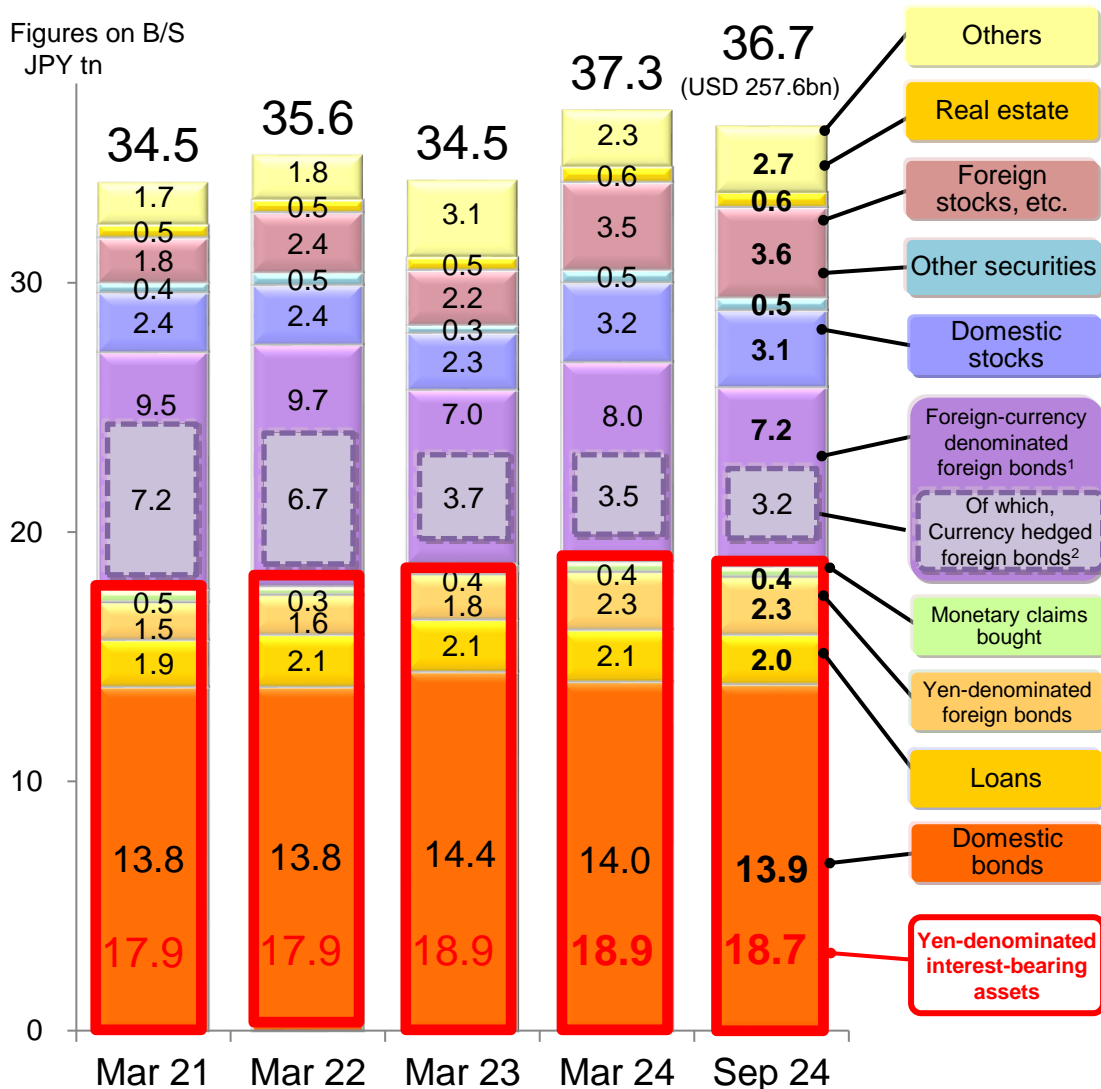
	Mar 24	Sep 24	Change
TOPIX (Closing Price)	2768.62	2645.94	(122.68)
Newly Issued 10y JGB	0.725%	0.850%	0.125%
20y JGB	1.490%	1.665%	0.175%
30y JGB	1.810%	2.065%	0.255%
USD / JPY	151.41	142.73	(8.68)
EUR / JPY	163.24	159.43	(3.81)

# General Account Asset Portfolio

Focus mainly on yen-denominated interest-bearing assets and improve profitability within acceptable limits

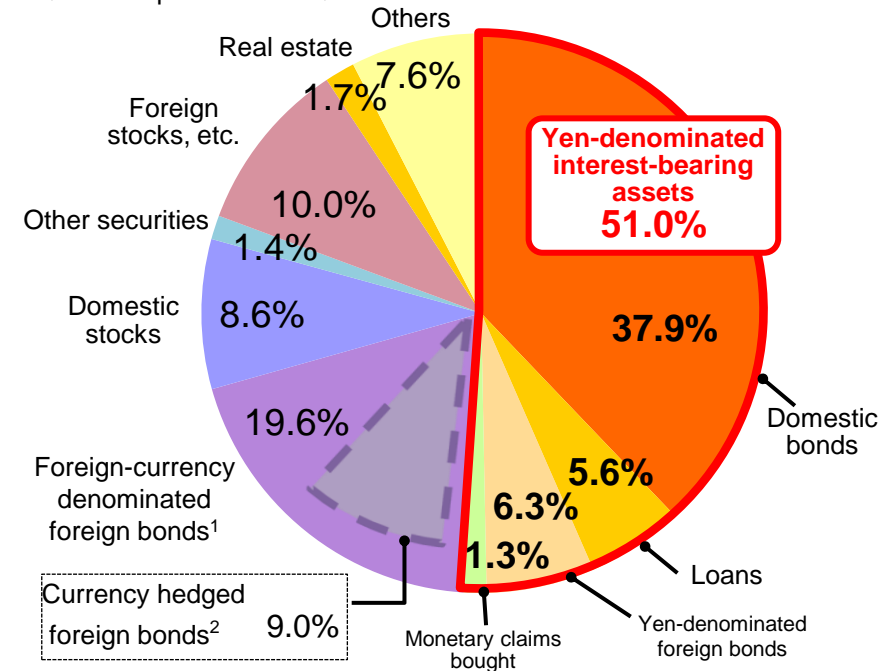
## Trends in General Account (GA) Assets (Non-consolidated)

Figures on B/S  
JPY tn



## Breakdown of GA Assets (Non-consolidated)

< As of September 2024 >



## Unrealized Gains/Losses in GA Assets<sup>3</sup> (Non-consolidated)

	JPY bn		
	As of Mar 2024	As of Sep 2024	Change
Securities	1267.4	733.3	(534.1)
Held-to-maturity debt securities	166.1	101.8	(64.3)
Policy-reserve-matching bonds	(272.1)	(528.4)	(256.3)
Available-for-sale securities	1372.9	1161.4	(211.4)
Domestic bonds	(294.5)	(367.2)	(72.7)
Domestic stocks	1749.1	1622.9	(126.2)
Foreign securities	(115.0)	(125.9)	(10.9)

1. Foreign currency-denominated foreign bonds (including those issued by residents) include currency hedged foreign bonds.

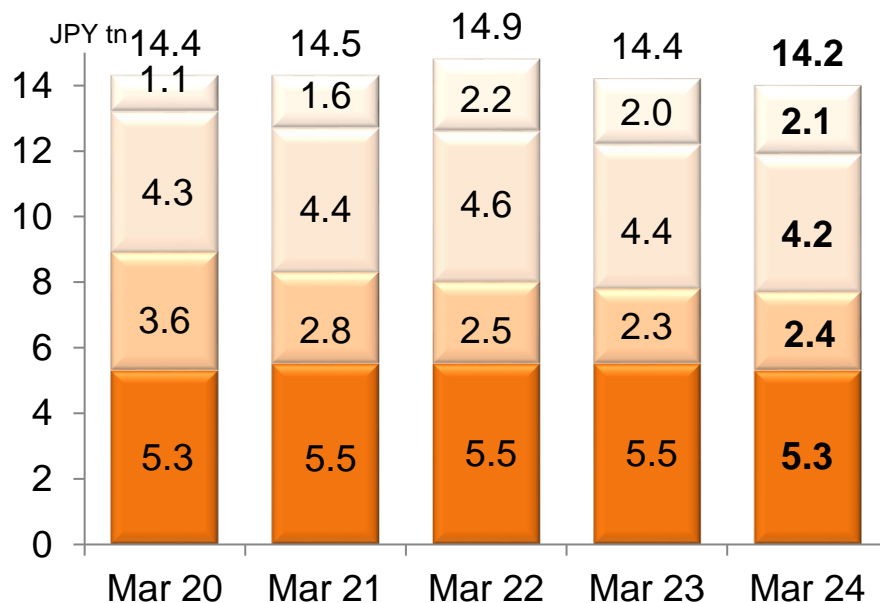
2. Currency hedged foreign bonds are foreign currency bonds that hedge foreign exchange risk by applying hedge accounting method. 3. See page 46 for details.

# Profile of Domestic Bonds

**Strengthening domestic interest rate risk management based on ALM strategy**  
**Considerable progress made in reducing domestic interest rate risk**

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

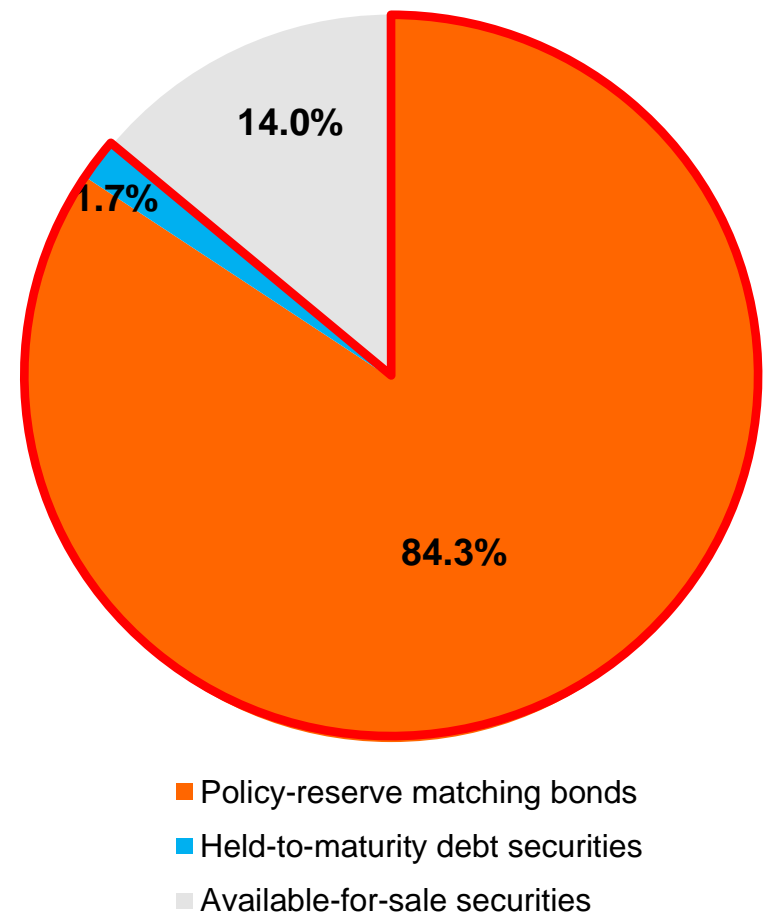
■ More than 20 years or no fixed maturity ■ Between 10 to 20 years  
 ■ Between 5 to 10 years ■ 5 years or less



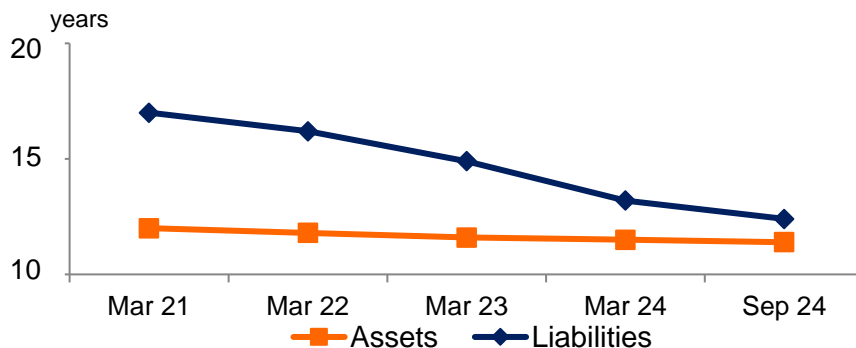
**Domestic Bonds by Category**  
 (GA・non-consolidated)

< As of September, 2024 >

**Domestic Bonds Outstanding Balance:**  
**JPY 14.21tn (USD 99.5bn)**



<Trends in the duration of assets and liabilities in the ALM portfolio>









# Asset Management Plan for 2H FY2024


## Key Point of Initiatives (1) – Profitability enhancement

Intensive allocation to high-risk-adjusted return assets, considering upcoming ESR regulations

### ALM Investment Portfolio

Asset class	Increase/ Decrease	Policies for future initiatives
Japanese government bonds, etc.		Considering investing flexibly in super long-term bonds when interest rates rise. Expect balance to decline given multiple redemptions
Currency hedged foreign corporate bonds		Investing in foreign currency-denominated variable interest rate assets etc. (CLOs, overseas project finance, etc.) to limit the impact on earnings from fluctuating foreign exchange hedging costs
Yen-denominated credit assets		Investing in domestic corporate bonds, domestic project finance, domestic loans, etc. Expect balance to decline given multiple redemptions
Alternative		Investing in infrastructure equity, PE funds, etc. expected to yield high returns
Real estate		Investing in real estate for investment expected to yield stable returns
Currency hedged foreign sovereign bonds		Maintaining current balance due to headway with reducing balance

### Balanced Investment Portfolio

Asset class	Increase/ Decrease	Policies for future initiatives
Unhedged foreign bonds	Depends on market	Determining investment decisions flexibly depending on interest rate and foreign exchange trends
Domestic and foreign stocks	Depends on market	Determining investment decisions flexibly depending on stock price and foreign exchange trends
Currency hedged foreign sovereign bonds		Maintaining current balance due to headway with reducing balance

## Key Point of Initiatives (2) - Responsible investment

Promotion of responsible investment for contributing to the realization of a sustainable society

Promotion of ESG thematic investments and loans: JPY 700bn (FY2023-25)

Creating positive impacts, mitigating negative impacts,  
Visualization of impact of investment

## Key Point of Initiatives (3) - Enhancement of risk control

Strengthen monitoring for new solvency-based regulations (ESR)

# Initiatives for Responsible Investment

Promoting responsible investment for contributing to the realization of a sustainable society in addition to earning stable investment returns over the medium- to long-term

## ESG Investment<sup>1</sup>

- For ESG thematic investments, we measure the contribution to solving social issues (impact) and aim to create further impact.

From FY 2023 to FY 2025 (Three-year total)	Target: JPY 700bn Results to Sep 30 2024: JPY <b>606.6bn</b>
Of which, climate solution investment	Target: JPY 400bn Results to Sep 30 2024: JPY <b>368.0bn</b>

### ■ Cumulative total of impact investment (since the start of initiative)

To September 30, 2024	JPY 90.2bn
-----------------------	------------

### ■ Cumulative total of transition Finance (since the start of initiative)

To September 30, 2024	JPY 33.75bn
-----------------------	-------------

### ■ Measuring of impact (FY2023<sup>2</sup>)

Environment	Contribution to avoided GHG emissions: 959,000 t CO <sub>2</sub> e/year, etc.
Society	Beneficiaries of medical services: 809,000 people/year, etc.

1. Investment in bonds (for example, green bonds) aimed at solving social issues
2. Calculated based on available data such as disclosure information from issuers

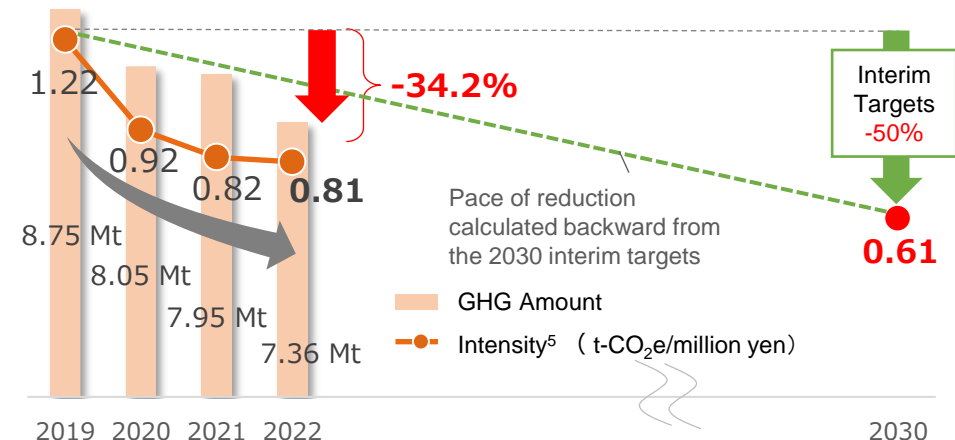
## Stewardship Activities(domestic equity)

- We conduct dialogues with investees on a wide range of themes including sustainability

Number of dialogues in FY2023 <sup>3</sup>	<b>119</b>
Cumulative number of dialogues (since 2016)	<b>398 companies</b>
Share of market value of holdings <sup>4</sup>	<b>82%</b>

3. The year for stewardship activities is from July to June every year.
4. Percentage of domestic listed stock portfolio overall

## GHG emissions reduction in the Asset Portfolio



5. It is measured by dividing the GHG emissions from the asset portfolio by the amount of balance held.





## I . 1H FY2024 Business Results

## II . Sumitomo Life Group's Initiatives

- ① Domestic Life Insurance Business Initiatives Centered on SUMITOMO LIFE Vitality
- ② Solid Asset Management with Prudent Investment Policy
- ③ Overseas Business Development for Diversification and Further Growth
- ④ Sound Financial Foundation with Disciplined Capital Policy



# Overseas Business Strategy

Leveraging the stable revenue base in Japan, expanding into the steadily growing U.S. market and the rapidly growing Asian market

Constructing an overseas business portfolio combining profitability and growth

Striving to create synergy by sharing the strengths and expertise of each overseas investment

## Japan ~ Stable Revenue Base ~

- ✓ One of the world's leading markets
- ✓ While the declining population suggests limited growth potential, stable underwriting profits can be achieved through mortality gains
- ✓ Exploiting synergy with Symetra and Singlife

100% Subsidiary Since 2016

Symetra



## US ~ Steady Growth / The Largest Market ~

- ✓ Benefitting from the profitability and steady growth in this highly developed market.
- ✓ Organic growth of 3 business divisions (individual annuities, corporate insurance, individual insurance)
- ✓ Considering of new M&A to enhance the business of Symetra

2005~

PICC



2013~

BAOVIET

Baoviet HD

Singlife Philippines

100% Subsidiary Since 2024



Singlife

Singapore Representative Office

2014~

BNI Life



## Asia ~ High Growth Market ~

- ✓ Propelling Southeast Asia business strategy centered in Singapore (incorporating new M&A)
- ✓ Implementing the advanced system and business model of Singlife across the board
- ✓ Leveraging managerial talent and specialized expertise in sales, IT, and internal governance across the group

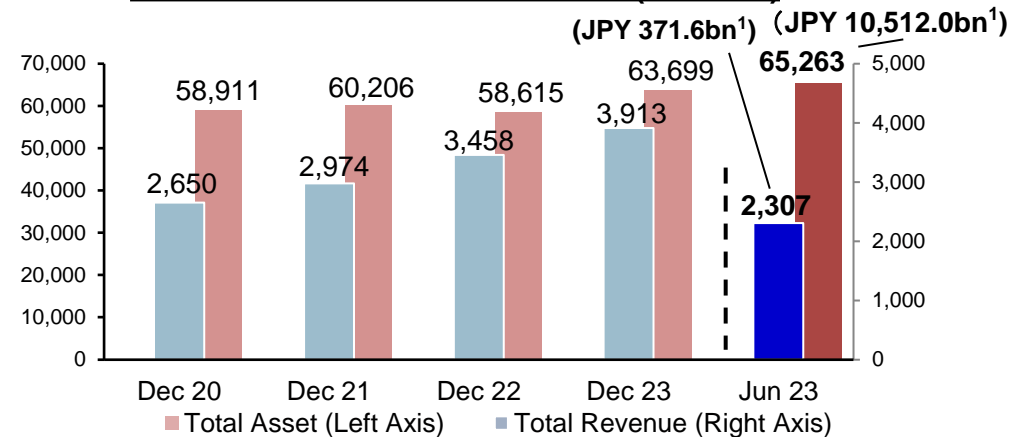
# Latest Status of Symetra①

**Symetra has a solid business base across the U.S.**  
**Enhanced earnings base and risk diversification through steady earnings.**

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

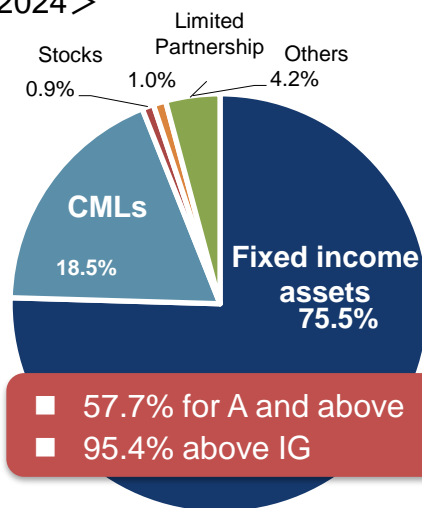
- 100% acquisition of Symetra Financial Corporation (February 2016)
- Number of employees (Consolidated): Over 2,500
- RBC Ratio (Risk Based Capital)\*: 382%  
 (As of December 31, 2023)  
\*Calculated without considering 50% of the risk profile (denominator)
- Ratings: A (S&P), A1 (Moody's), A (AM Best)

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



## Conservative Investment Policy – Asset Management Portfolio

<As of June, 2024>



- 57.7% for A and above
- 95.4% above IG

(JPY 8,403.8bn<sup>1</sup>)  
 Total: USD 52.1bn

## Synergy Effects

### Product development

- Leveraged Symetra's expertise to commence sales in Japan of a fixed indexed annuity product, one of Symetra's core products

### Asset management

- Started the outsourcing of asset management for investment grade corporate bonds entrusted to Symetra Investment Management in July 2022 and reached an entrusted asset balance of 3.8 trillion yen<sup>2</sup>.
- Continued to share information about markets and certain issuers

### Innovation

- Promoted collaboration on innovation-related information gathering through Sumitomo Life's Silicon Valley base

1. USD1 = JPY161.07 (as of June 30, 2024)

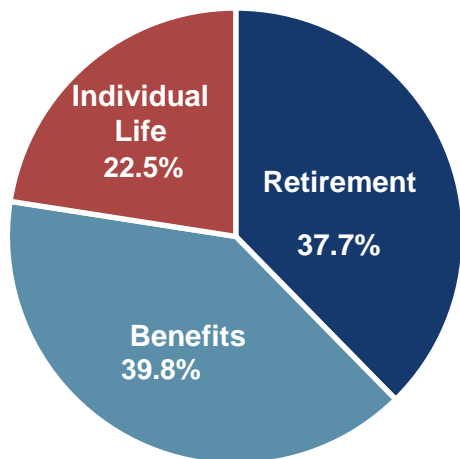
2. As of June 2024

# Latest Status of Symetra②

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

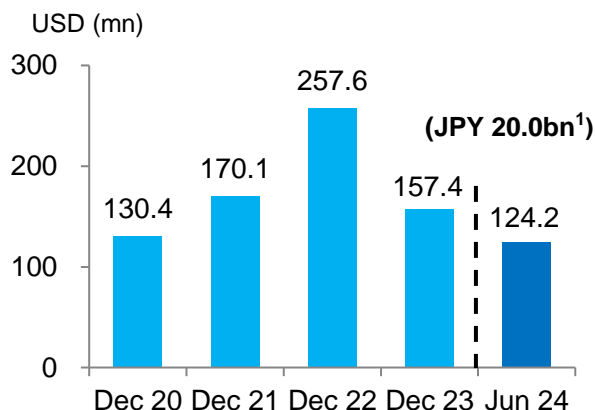
## Balanced Business Portfolio – Ordinary Revenue by Segment

<As of June 2024>



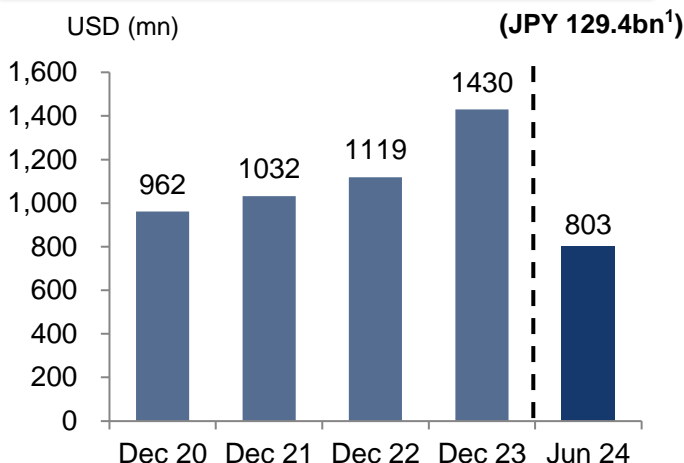
## Summary P&L

<Adjusted pre-tax income>

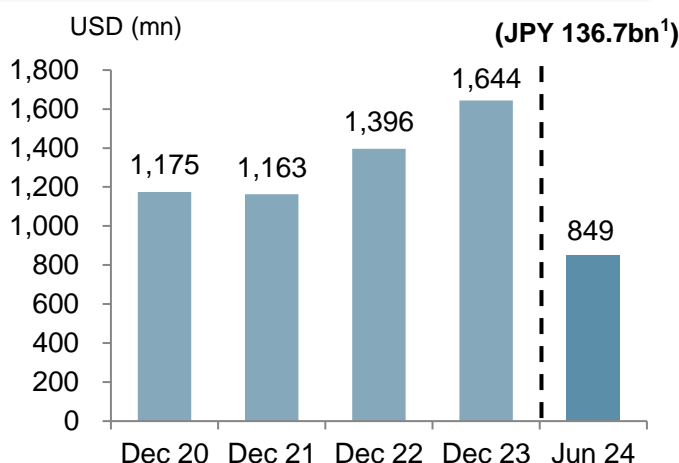


	USD (mn)		
	Year ended December 2022	Year ended December 2023	Year ended June 2024
Adjusted pre-tax income <sup>2</sup>	257.6	157.4	124.2
Retirement	112.6	121.5	81.3
Benefits	145.7	46.6	41.7
Individual Life	15.9	12.7	1.3
Other	(16.6)	(23.4)	(0.1)
Add (deduct) the following:	8.7	(305.0)	(1.1)
Excluded realized gains (losses)	(227.4)	(176.5)	34.0
Amortization of intangible assets	(126.2)	(126.0)	(63.0)
Closed Block results	352.3	(19.6)	19.3
Income (loss) from operations before income tax	266.3	(147.6)	123.1
Net income (loss)	160.0	(85.7)	90.7

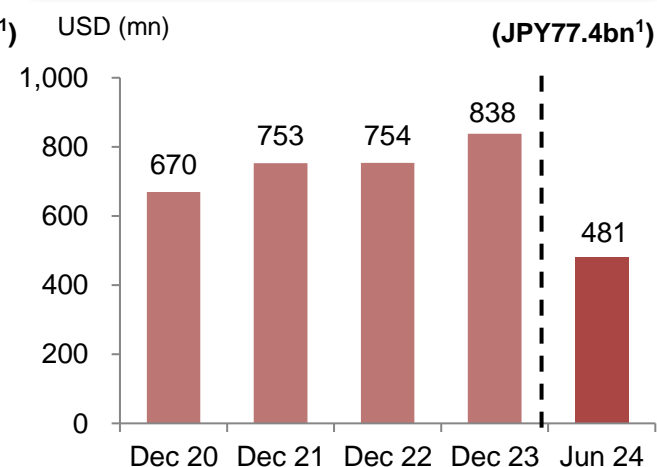
## Ordinary Revenue from Retirement



## Ordinary Revenue from Benefits



## Ordinary Revenue from Individual Life



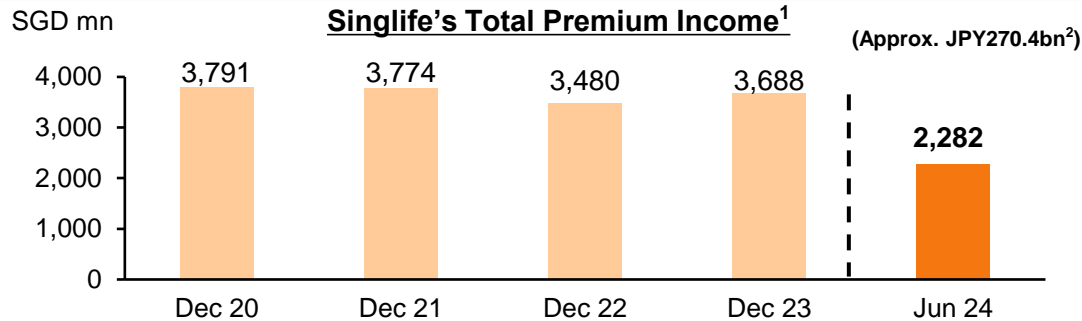
1.USD1 = JPY161.07 (as of June 30, 2024)

2.Income from operations before income taxes, excluding results from closed blocks, intangible asset amortization and certain net realized gains (losses)

# Latest Status of Singlife

Saving type products and unit-linked insurance exhibit robust sales, and financial results are moving steadily.

## Total Premium Income<sup>1</sup>

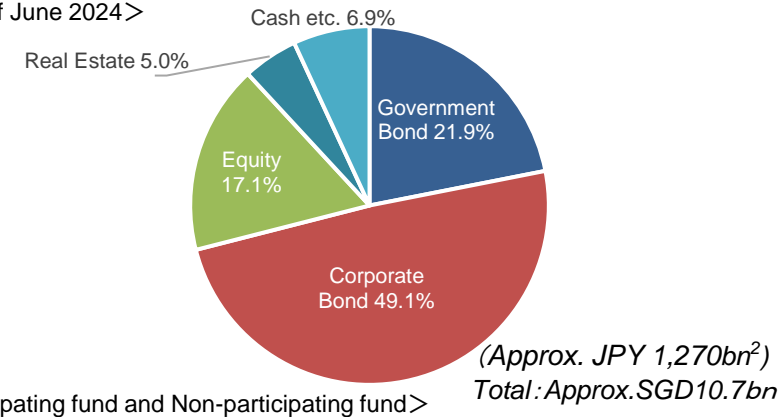


1. Singlife Holdings' operating results are based on the combined figures before integration of Singlife and Aviva Singapore. (consolidated figure since December 31, 2021 and the simple sum of the two companies for the year ended December 31, 2020).

2. 1SGD=JPY118.49 (as of June 30, 2024)

## Asset Management Portfolio

<As of June 2024>



## Singlife Features

### Comprehensive product portfolio

- Comprehensive product portfolio, centered on life insurance and handling from medical and nursing care insurance through non-life insurance

### Strong sales channel centered on FA

- In the Singapore life insurance market, Singlife is the leading company in the financial advisory (FA) channel, which has been growing in recent years. Even beyond FA, Singlife boasts a well-balanced sales channel, including group insurance, over-the-counter sales through banks, and digital.

### High-quality customer base

- Singlife is one of Singapore's top insurers for group insurance, boasting a high-quality customer base, including being an exclusive insurer for Singapore's Ministry of Defense (MINDEF).

### Providing services backed by its digital strengths

- Singlife has been able to differentiate itself from other companies in the digital field by maximizing use of its app as a sales touch point (insurance sales completed in-app, FA solicitations via app) as well as achieving high customer satisfaction by improving the digitalization of customer experiences (unified contract management, including products of other companies).

### Scalability to other Asian markets

- Established life insurance business in the Philippines from scratch, Singlife has a scalable business model that can be expanded to other markets in Asia.

## Financial Strengths & Ratings

### ■ Capital Adequacy Ratio of life insurance subsidiary

242% (as of June 2024)

### ■ Ratings of life insurance subsidiary

A2 (Moody's)

A+ (Fitch)

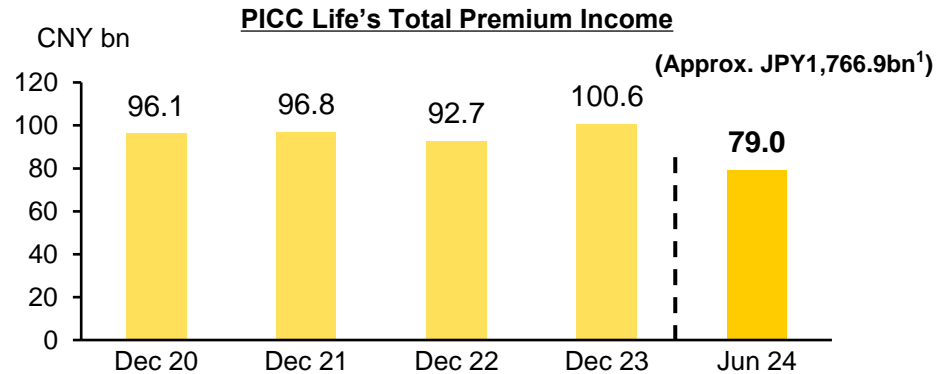
Following its transition to a wholly-owned subsidiary, the firm's credit rating was elevated, reflecting its solid capital base and strategic importance within the Sumitomo Life Group.

# Initiatives in the Asian Market China, Vietnam, Indonesia

As we partner with local leading companies in the Chinese, Vietnamese and Indonesian markets, the companies we have invested in have shown stable growth and contributed to our profit.

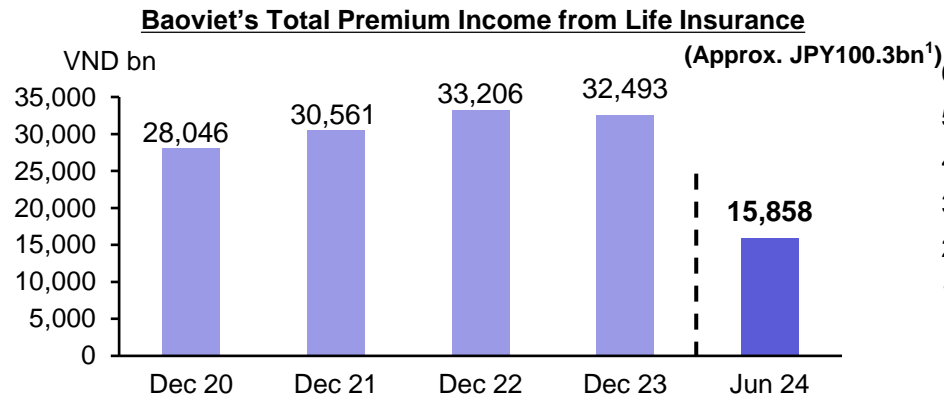
## China

- Establishment of PICC Life Insurance Company (November 2005)



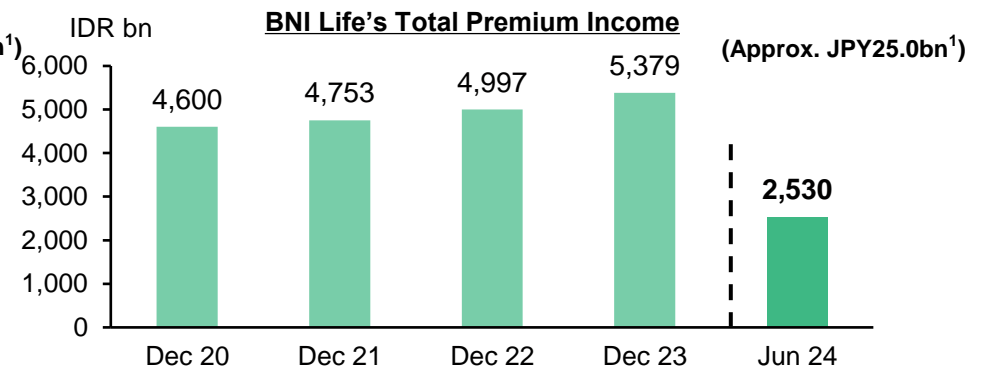
## Vietnam

- Investment in Baoviet Holdings (March 2013)



## Indonesia

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



1. CNY1 = JPY22.35, VND1 = JPY0.006330, IDR1 = JPY0.0099 (as of June 30, 2024)



## I . 1H FY2024 Business Results

## II . Sumitomo Life Group's Initiatives

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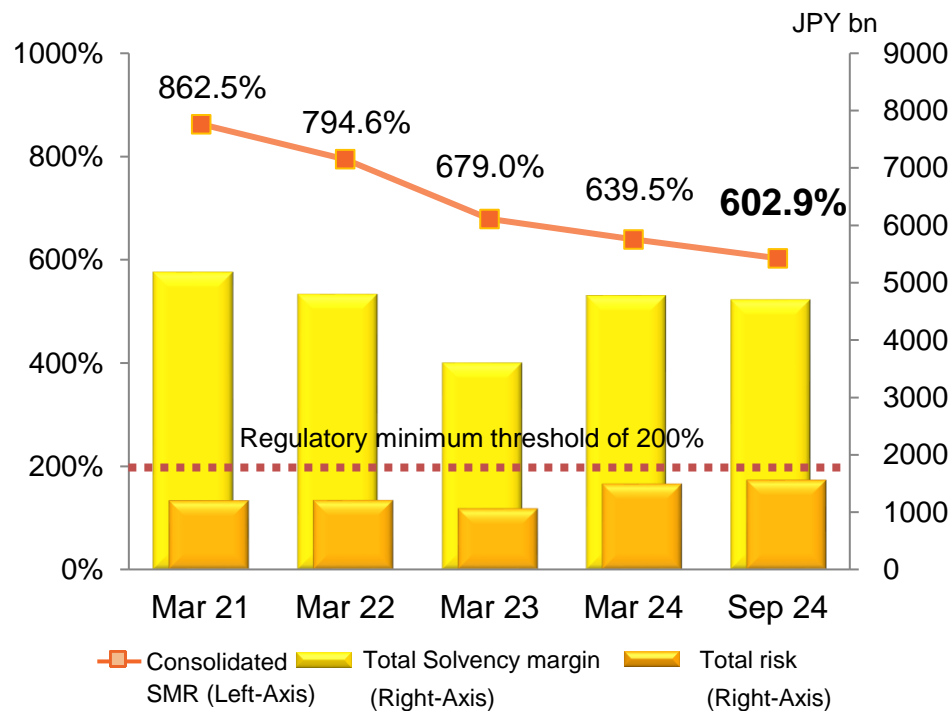
# Capital Base

The solvency margin ratio (SMR) decreased from the end of the previous fiscal year mainly due to fluctuations in foreign currency rate and interest rate.

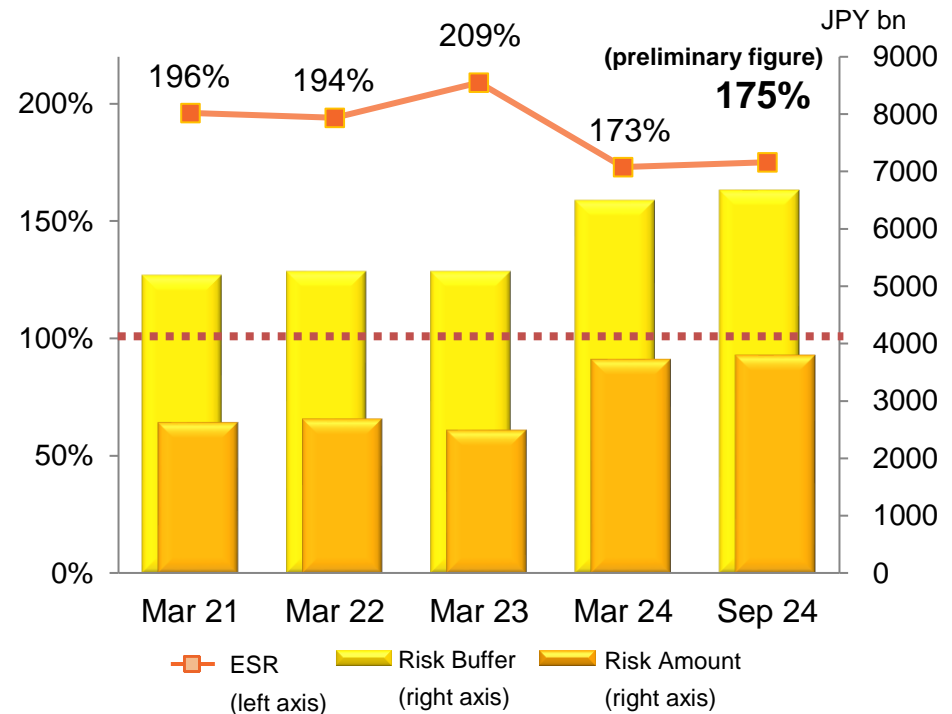
The economic value-based solvency ratio (ESR) increased from the end of the previous fiscal year demonstrating stable trends.

Adequate levels were maintained for both.

## Trend of Consolidated SMR



## Trend of Consolidated ESR<sup>1</sup>



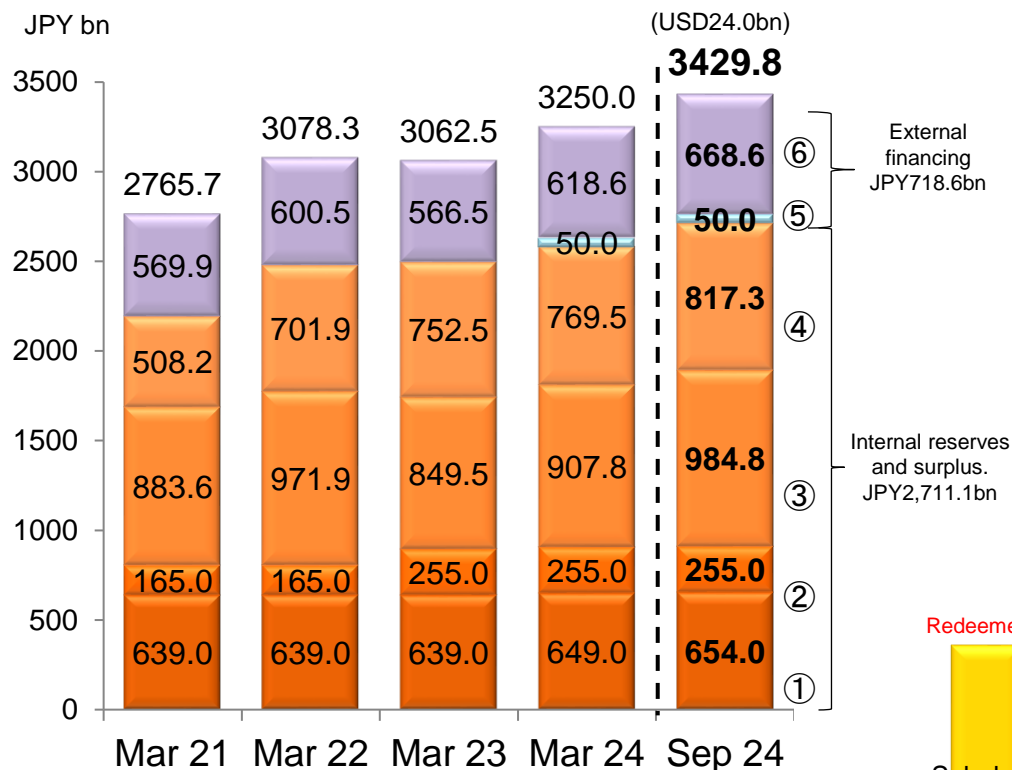
1. The risk amount is calculated using an internal model with a confidence level of 99.5% (holding period of 1 year).



# Core Capital

**Core capital remains solid with a steady accumulation of internal reserves and surplus.  
Flexible use of external capital aids in supplementing internal reserves and surplus.**

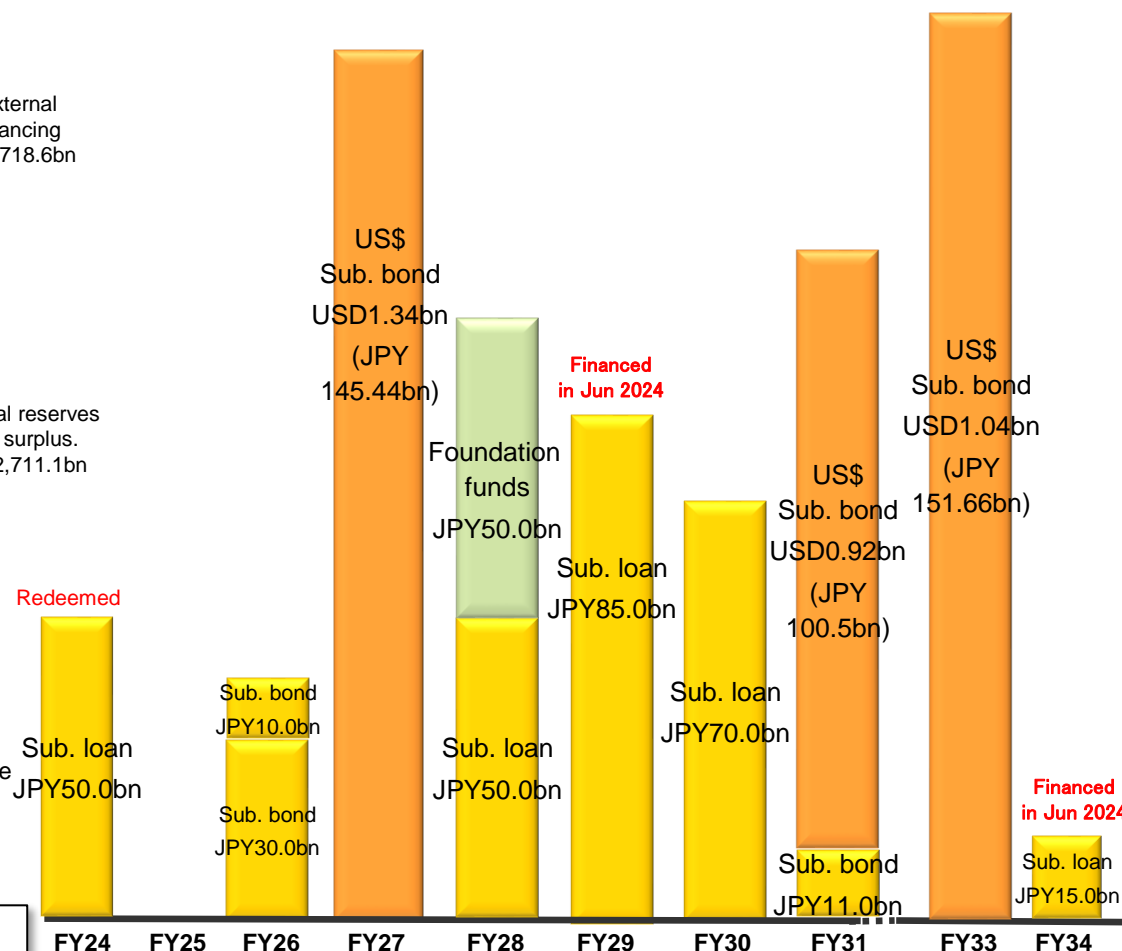
## Status and Approach to Core Capital<sup>1</sup>



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

In building core capital, **we focus on enhancing internal reserves and surplus, and view external capital as a complement.** We will secure a sufficient capital level, considering the current solvency regulation and new economic value-based capital regulation, which we expect to be implemented at the end of March 2026.

## Balance of External Capital<sup>3</sup>

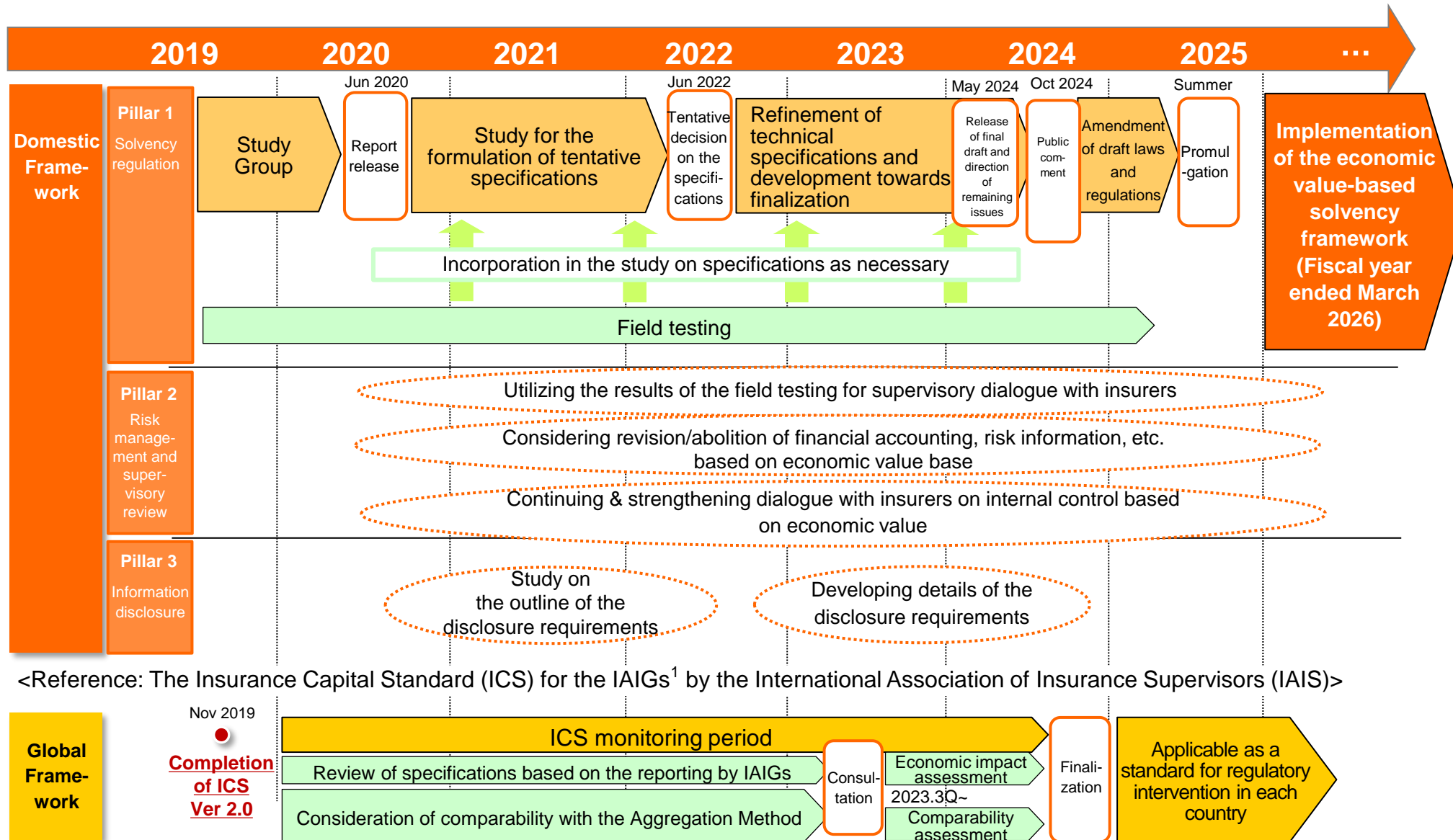


1. Non-consolidated base  
2. Figures before March 2024 are after appropriation of surplus  
3. As of September 30, 2024. The first call maturity coming year for subordinated bonds / loans



# Introduction of Economic Value-Based Capital Regulation

## Timeline for the Introduction of Japan's Economic Value-Based Solvency Regulation



<Reference: The Insurance Capital Standard (ICS) for the IAIGs<sup>1</sup> by the International Association of Insurance Supervisors (IAIS)>

1. Internationally Active Insurance Group. IAIG is selected with the following criteria by national authorities: (1) Premiums are written in at least three jurisdictions and at least 10% of the group's gross written premium (GWP) is from outside the home jurisdiction; and (2) Total assets of not less than USD 50 billion or GWP of not less than USD 10 billion.

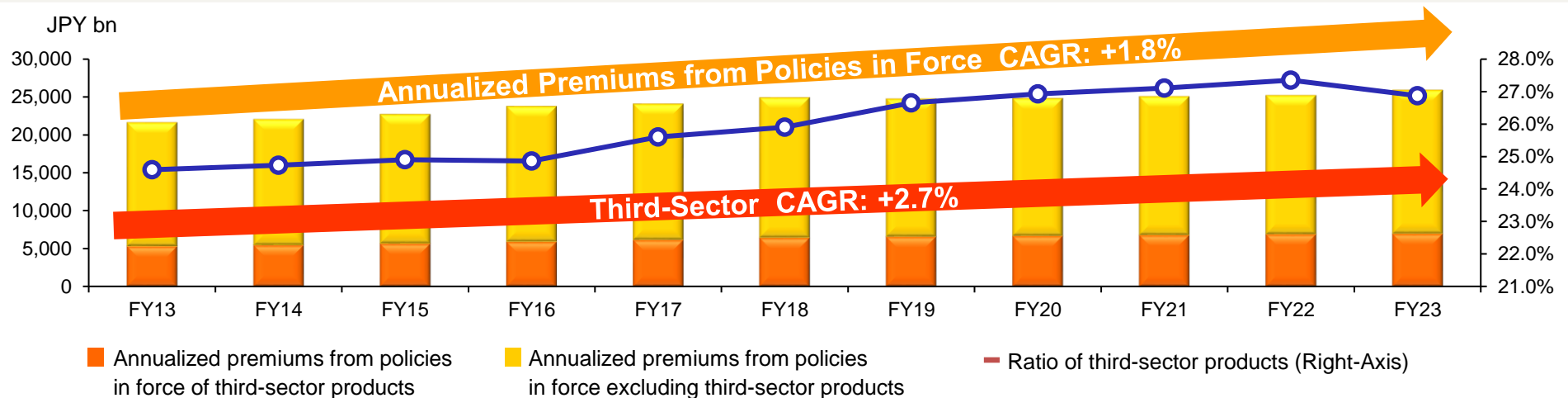


### III. Appendix

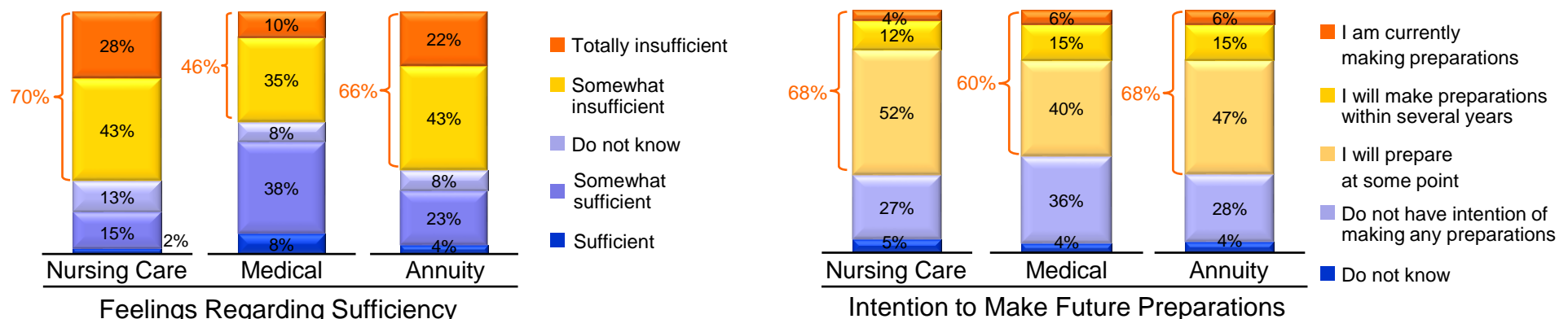
# Domestic Life Insurance Market

The life insurance market in Japan has grown by 1.8% CAGR over the last 10 years, driven primarily by third-sector insurance.

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



## Survey on Life Protection (FY2022)



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

1. Excluding Japan Post Insurance

# Attractive Domestic Business Model

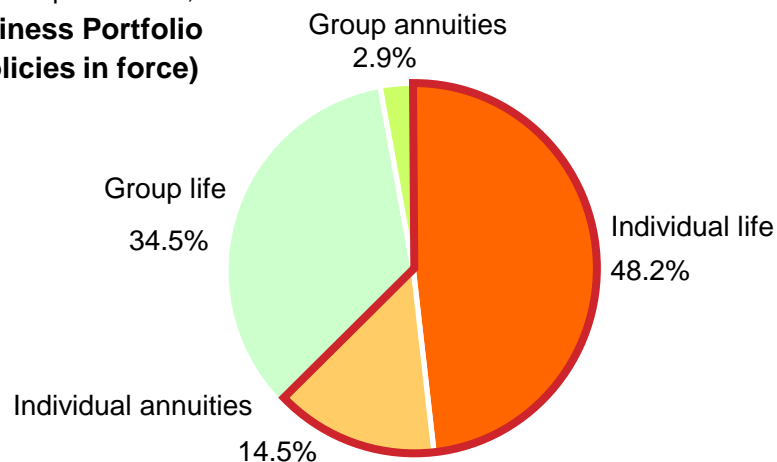
We offer a broad range of insurance products with a focus on protection products in highly profitable individual life insurance.

Even in the low-interest rate environment, we have maintained profitability mainly thanks to our stable insurance underwriting profit.

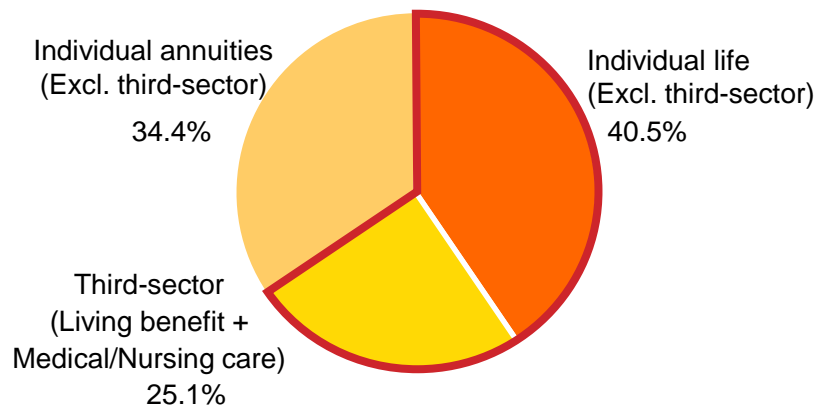
## Business / Product Portfolio (Non-consolidated)

<As of September 30, 2024>

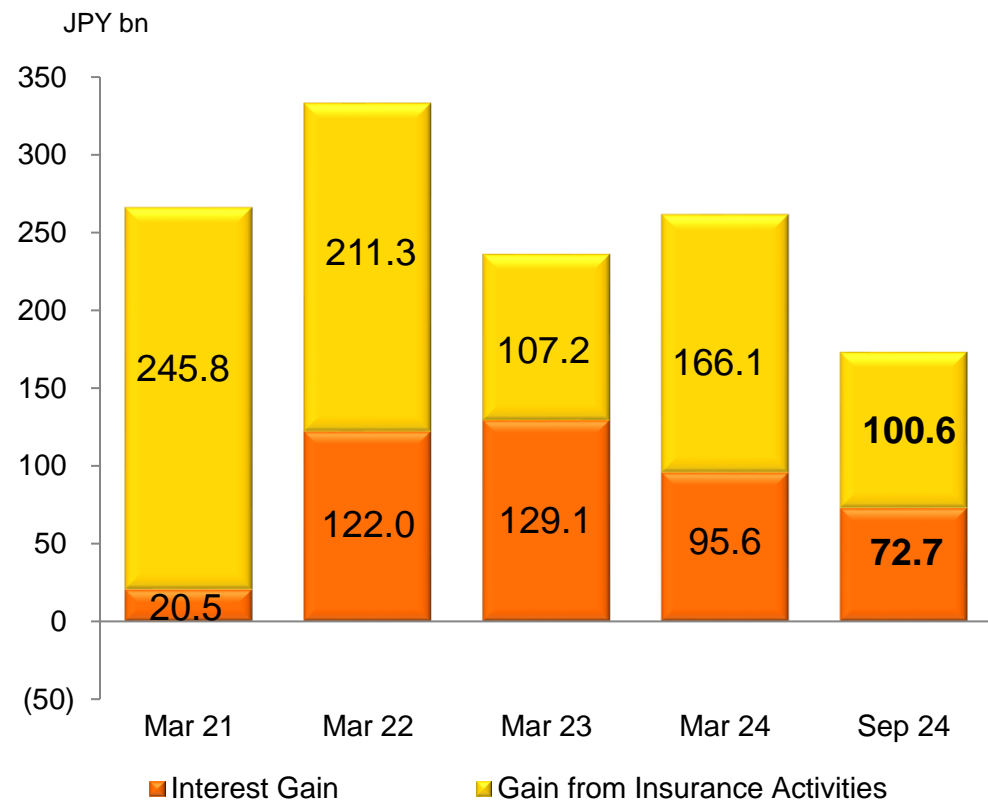
### Business Portfolio (Policies in force)



### Product Portfolio (Individual insurance, annualized premiums from policies in force)

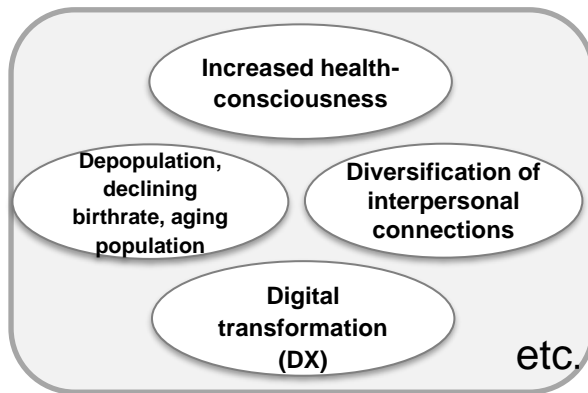


## Gain from Insurance Activities / Interest Gain<sup>1</sup> (Non-consolidated)



# Initiatives for Vision 2030

The environment surrounding us



## Vision for 2030

An “indispensable insurance group” that contributes to well-being

**Target numbers**

**20 million** customers receiving the value of well-being and **5 million** SUMITOMO LIFE Vitality members among them

~Establishing a broad customer base by offering non-insurance services in addition to traditional insurance consulting~

Providing the value of well-being for as many people as possible

### Contributing to health promotion

Health support centered on SUMITOMO LIFE Vitality

~Physical prosperities~

### Providing a sense of security through insurance

Continuing to be on the same page as customers to provide them with optimal assurances and services tailored to their individual needs

~Economic preparedness~

### Supporting fulfilling lifestyles

Providing comprehensive services that address generational needs

~Social connections~

We provide well-being services rooted in various countries and regions.  
We provide support for local government initiatives and local corporations' health and well-being management.

# Our Main Products

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

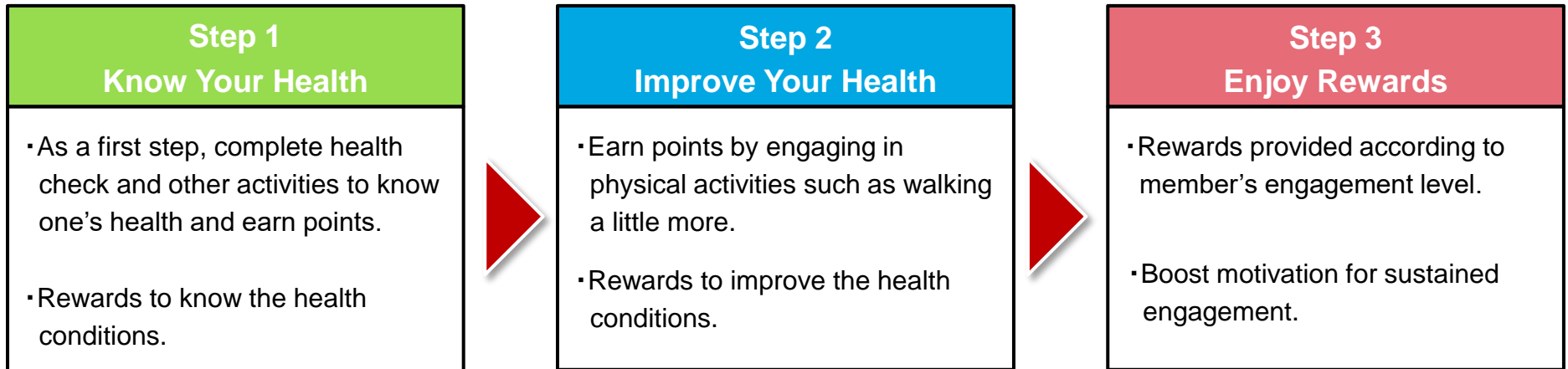
		Life Insurance				P&C Insurance	
Customer Needs	Products	Individual Life				Corporate Insurance	In case of a sudden accident
		Nursing Care / Work Disability	Medical Insurance	Mortality	Savings		
		<div><div><div>Comprehensive Protection Insurance</div><div>1UP↑SP↑</div><div></div><div>Dementia Protection</div><div></div><div>Wellness program that could be attached to the above main products</div><div></div><div></div></div><div><div>Medical Insurance</div><div></div><div>Medical Insurance</div><div></div><div>Cancer Insurance</div><div></div><div></div></div></div> <div><div>Single-Premium Insurance</div><div><div>[Whole Life]</div><div>(Yen)</div><div></div><div>(Foreign Currency)</div><div></div></div><div>Level-Premium Insurance</div><div><div>[Whole Life]</div><div>(Yen)</div><div></div><div>[Annuity・Endowment]</div><div>(Yen)</div><div></div><div>(Foreign Currency)</div><div></div></div></div> <div><div>Term Life</div><div></div><div></div><div></div><div></div><div></div><div>Medical Protection</div><div></div><div></div><div>Work Disability Protection</div><div></div><div></div></div> <div><div>Automobile Insurance</div><div></div><div>Property Insurance</div><div></div><div>Casualty Insurance</div><div></div><div>Others</div><div></div><div>Mitsui Sumitomo Insurance</div><div></div></div>					

# How the Vitality Wellness Program Works

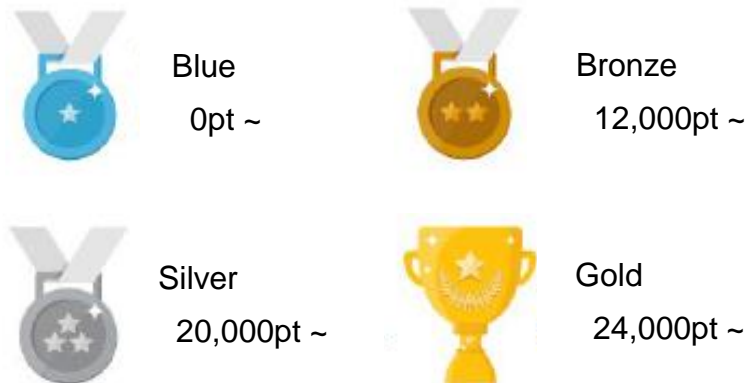
A proprietary program developed by Discovery has been localized by Sumitomo Life to adapt to the local lifestyles, guidelines, etc. in Japan.

The framework consists of three steps to help program members to enjoy the program and become healthier.

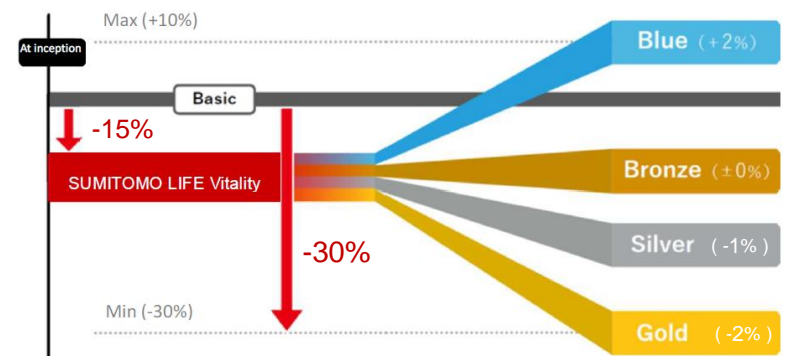
## How Vitality Wellness Program Works



## Vitality Status and Points



## Illustrative Premium Flex Design





# Business Alliance Partners/Insurance Outlets, etc.

## Business Alliance Partners

### ■ Mitsui Sumitomo Insurance Co., Ltd.

- ✓ In September 2008, we entered into a basic agreement with Mitsui Sumitomo Insurance Co., Ltd. to strengthen our business alliance. Since 2009, we have been selling its non-life insurance products through Sumitomo Life's sales representative channel.



### ■ Sony Life

- ✓ In January 2019, we began offering Sony Life's U.S. dollar-denominated insurance policies through Sumitomo Life's sales representative channel.
- ✓ In January 2023, we began selling Medicare Life Insurance's products through Sony Life's Life Planner (Life sales representative) channel.



### ■ NN Life Insurance

- ✓ In April 2017, we began handling its corporate term-life insurance in Sumitomo Life's sales representative channel.



### ■ AXA Life Insurance

- ✓ In April 2021, we launched "Well Aging Support-ASUNOEGAO," a long-term care service that Sumitomo Life and AXA Life developed jointly to realize total coordination of long-term care, nationwide.



## Insurance Outlets, etc. of Sumitomo Life Group

### ■ Izumi Life Designers Co., Ltd.

【Established in October 2009】

- ✓ Operates insurance outlets called "Hoken Hyakka"



### ■ INSURANCE DESIGN

【Became a subsidiary in July 2017】

- ✓ Operates insurance outlets called "Hoken Design"



### ■ Mycommunication Co., Ltd.

【Affiliated in January 2018】

- ✓ Operates insurance outlets under the brand of "Hoken Hotline"



### ■ Agent Insurance Group, Inc.

【Affiliated in January 2018】

- ✓ Mainly sells P&C insurance





# Initiatives under “Policy Plan for Promoting Japan as a Leading Asset Management Center”

By implementing the following initiatives, we will contribute to creating a virtuous economic cycle and provide the value of well-being to all our stakeholders.

(1) Providing products and services

**(2) Initiatives for enhancing asset management capabilities**

(3) Contributing to raising financial literacy

Initiatives to provide attractive products that contribute to our customers' asset formation

- Diversify assets under our management and promote responsible investment
- Further enhance stewardship activities designed to improve the corporate value of investee companies
- Actively develop human capital
- Uncover excellent emerging asset managers

## Actively develop human capital

We established a new specialized asset management course for new graduates joining the Company in FY2024, and are working to recruit and develop highly specialized personnel.

We are also promoting the use of generative AI such as ChatGPT in business operations as a Company-wide initiative.

## Uncover excellent emerging asset managers (examples of investments made in FY2024)

Rather than excluding companies as potential investment outlets simply because they have a short business history, we focus on financing and investments that will contribute to Japan's growth or help resolve social issues.

In the following cases, we made investments because we determined that there are high prospects for excellent investment results based on the asset manager's policies and philosophy, the management team's track record, etc.

### Japan Activation Capital

An engagement fund that invests in major listed Japanese companies. By collaborating with management teams that are aspiring to evolve into more robust companies, it aims to support investee companies' sustainable growth and increased market capitalization by offering advice and supporting the execution of strategic initiatives.

### Keio Innovation Initiative

Our first investment in university-launched venture capital. Mainly invests in the medical/health and digital technology fields with the aims of creating social impact and generating operating returns.

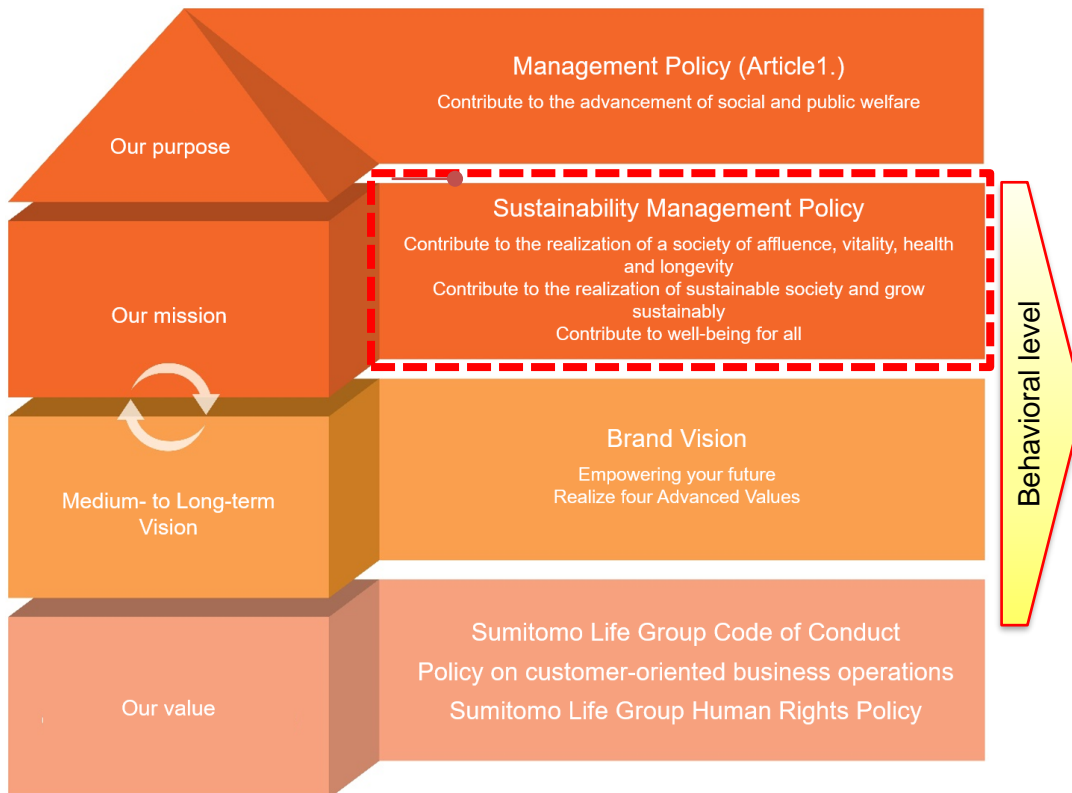
## Acceptance of Asset Owner Principles (October 2024)

As an asset owner (an institutional investor that owns assets), we expressed our endorsement and acceptance of the Asset Owner Principles formulated by the Japanese government.

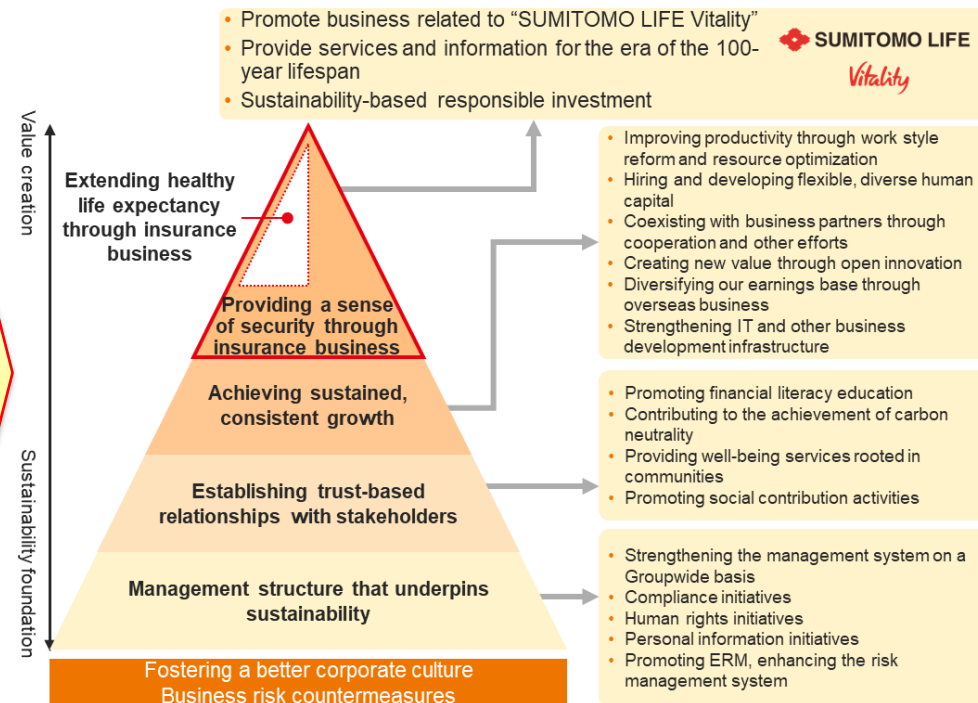
# Initiatives to Sustainability①

Established Key Items of Sustainability based on operating policy and clarified initiatives for each item.

## Sumitomo Life's management philosophy system



## Materiality



Please refer to various reports for more on our efforts to promote sustainability.  
[Sustainability report](#), [Responsible Investment Report](#), [Corporate Governance Report](#)

# Initiatives to Sustainability②

## Addressing climate change

### ■ GHG emissions reduction targets<sup>1</sup>

2050 target	Net-zero GHG emissions
2030 intermediate Target	Scope1+2+3(Sumitomo Life Group) -50% Asset portfolio (Sumitomo Life (non-consolidated)) -50%

1. See our [website](#) for detailed definitions. Compared with FY2019.
2. GHG emissions proportional to the amount of balance held in the portfolio

### ■ GHG emissions results

(t-CO2e)

Category	FY 2019	FY 2023
Scope1+2+3(Sumitomo Life Group)	153,236	115,398

(t-CO2e/million yen)

Category	FY 2019	FY 2022
Asset portfolio (Sumitomo Life (non-consolidated))	1.22	0.81

### <Main initiatives to reduce GHG emissions>

- Switching to LEDs in large buildings and renewable energy, including use of off-site corporate PPA; deploying reduction efforts to Group companies; reduction of paper utilization, online utilization, etc.
- Promoting dialogue for decarbonization, Green Financing & Transition Financing, investment in renewable energy projects and GHG reduction in investment real estate, etc.

## Addressing environment/biodiversity issues

- Promoting social contribution activities such as coastal cleaning and satoyama preservation
- Registered as a TNFD Adopter and joined the “Spring” and “NA100” international initiatives as part of collaborative engagement activities for conserving and restoring biodiversity

## Human capital

Category	FY 2023
Ratio of female managers <sup>3</sup>	48.4%
Percentage of male employees taking paternity leave	100%
Difference in wages of men and women <sup>4</sup>	53.2%
Percentage of employment of persons with disabilities	2.5%

3. We have formulated an action plan to promote the active involvement of women and are targeting a 50% ratio of female managers by the end of FY2025.
4. See page 115 of ANNUAL REPORT 2024. There are no differences between men and women in employment regulations or other company rules, and differences in wages between men and women are mainly due to differences in the gender composition in different job categories.

## Respect for human rights initiatives

- We have been working on human rights due diligence since fiscal 2022 based on the Sumitomo Life Group Human Rights Policy and have implemented prevention and improvement measures for key issues in human rights risks.
- We have accordingly formulated the Guidelines for Business Activities and regularly check on the various initiatives of outsourcing contractors, including matters relating to respect for human rights.
- Providing training to all employees to promote understanding of LGBTQ+ issues


### < Examples of key issues in human rights risks >

- Leakage of customers' personal information in sales activities, etc.
- Inappropriate handling of minorities in insurance solicitation materials, etc.
- Improper management of working hours, etc. at outsourcing contractors, agencies, and business partners

# External Initiatives

## Participation in External Initiatives

### 【Environment (E) related】



**Task Force on Climate-Related Financial Disclosures**

- A private sector-led task force established by the Financial Stability Board (FSB) in December 2015. In June 2017, TCFD released its final report (TCFD recommendations) providing a framework for companies' voluntary disclosure of information regarding climate-related risks and opportunities
- Sumitomo Life announced the endorsement of the TCFD recommendations in March 2019.



**Climate Action100+**

- An initiative to seek the reduction of greenhouse gas emissions through engagement with companies. (Five-year project that started in December 2017)
- Sumitomo Life signed the initiative in December 2020.



**CDP**

- An initiative to encourage major companies around the world to disclose information on climate change, water, forests, etc., and to engage in collaborative engagement. Launched in 2000.
- Sumitomo Life signed the initiative in December 2020.



**PCAF**

- An Initiative launched in 2015 that aims to standardize assessment and disclosure related to asset portfolio greenhouse gas emissions.
- Sumitomo Life signed the Initiative in August 2021.

**Net-Zero Asset Owner Alliance**

**AOA**

- An international initiative that aims to achieve the Paris Agreement's goal of limiting temperature rise to 1.5° C through the cooperation of asset owners. Under the leadership of the United Nations Environment Programme Finance Initiative (UNEP FI) and the Principles for Responsible Investment (PRI), the AOA has been active since 2019.
- Sumitomo Life joined AOA in October 2021.



**The TNFD Forum**

- The TNFD Forum is an organization established for the purpose of supporting the activities of TNFD to formulate a framework for biodiversity disclosure standards.
- Sumitomo Life joined the TNFD Forum in September 2022.



**Spring**

- The "Spring" initiative focuses on issues such as deforestation in natural capital and biodiversity and promotes corporate action to solve these issues.
- Signed as an "Endorser" in February 2024 to support the activities of "Spring"



**Nature Action 100**

- The initiative identifies 100 global companies with a high dependence on natural capital and promotes their initiatives on key items such as targets and governance for natural capital and biodiversity.
- Joined in February 2024



**Principles for Responsible Investment**

- A set of investment principles launched by the United Nations in 2006 that calls for institutional investors to incorporate ESG perspectives into their investment and financing decision-making processes.
- Sumitomo Life signed the PRI in April 2019.



**JSI**

- An initiative launched in November 2019 to enable a free exchange of views between industry participants such as asset owners and asset managers. JSI provides opportunities to share information and explore solutions for practical issues relating to stewardship.
- Sumitomo Life has been a participant since it was launched.



**United Nations Global Compact (UNGC)**

- An initiative that encourages organizations to comply with and put into practice 10 principles in the four areas of human rights, labor, environment, and anti-corruption.
- Sumitomo Life has been a participant since July 2008.



**Principles for Financial Action for the 21st Century**

- A code of conduct established in October 2011 for financial institutions seeking to fulfill the responsibilities and duties required to shape a sustainable society. Its official name is "Principles for Financial Action Towards a Sustainable Society."
- Sumitomo Life signed the principles in November 2020.

### 【Society (S) related】



**Women's Empowerment Principles**

- A set of international principles for female economic empowerment drawn up for companies jointly by the UN and UN Women (now UN Women), an autonomous compact framework established between the UN and companies in March 2010. These aim to energize corporate activity and promote growth by encouraging companies to put gender equality and female empowerment at the heart of management, and to autonomously implement related initiatives.
- Sumitomo Life signed the principles in September 2020.



**"The Valuable 500"**

- A global movement launched at the Davos World Economic Forum in January 2019, the aim of which is for business leaders to effect a transformation in business, society, and the economy, in order to enable people with disabilities to fulfill their potential.
- Sumitomo Life became a member in September 2020.



**Advance**

- A five-year project launched in May 2022 under the leadership of the PRI (Principles for Responsible Investment) in which institutional investors encourage companies to resolve social issues, mainly related to human rights, through collaborative engagement.
- We signed on to the Advance project as an "Endorser" to support the activities of the initiative in December 2022.

**the Japan Impact-driven Financing Initiative**

- A domestic initiative launched in November 2021 for the purpose of financial institutions jointly practicing and promoting impact investment that aims to resolve environmental and social issues through financing.
- Sumitomo Life became a member in April 2022.

# Transition from LIBOR

## Outstanding Bonds and Loans that are Referencing LIBOR

### <Outstanding Bonds and Loans referencing LIBOR>

Item	No. of issues <sup>1</sup>	Balance (JPY bn)
Issues referencing JPY LIBOR	5	61.0
Issues referencing USD LIBOR	1	Approx. 145.5
Total	6	Approx. 196.5

### <Maturity Schedule>



Discontinuation scheduled<sup>2</sup>

(Note) The first call maturity coming year for subordinated bonds / loans



1. Issues with different face values (e.g. A, B) are counted separately.

2. USD LIBOR rates will no longer be published after the end of June 2023.

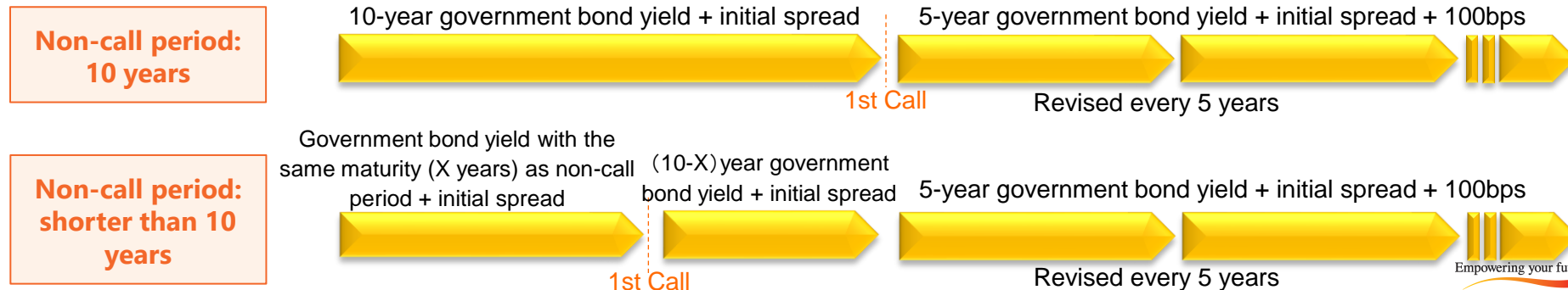
## LIBOR Transition Plans

### <Outstanding Bonds>

<b>Domestic bonds</b>	<ul style="list-style-type: none"> <li>In the event that early redemption is not exercised on the first callable date, contracts will be amended after the start of the period when early redemption can be notified, and before the start of the LIBOR-referencing interest rate period.</li> </ul>
<b>144A/RegS bonds</b>	<ul style="list-style-type: none"> <li>US federal legislation was passed in Mar 2022, which stipulates the compulsory application of the benchmark rate recommended by the Federal Reserve Board to contracts that are in-scope (including contracts governed by New York State law) without exceptions, even if there is no agreement between the parties to a contract</li> </ul>

### <Issuances in the future>

- ✓ We plan to continue to employ a rate structure that uses a government bond yield as a benchmark and reference rate for both yen-denominated and dollar-denominated issues.





# Unrealized Gains / Losses on Securities

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

JPY bn

	Unrealized Gains / Losses As of Mar 2024	As of September 2024			
		Book Value	Market Value	Unrealized Gains / Losses	
					Change from March 2024
Securities <sup>1</sup>	1267.4	28664.8	29398.2	733.3	(534.1)
Held-to-maturity debt securities	166.1	1908.6	2010.5	101.8	(64.3)
Policy-reserve-matching bonds	(272.1)	13689.4	13160.9	(528.4)	(256.3)
Available-for-sale securities	1372.9	13023.2	14184.6	1161.4	(211.4)
Domestic bonds	(294.5)	2360.8	1993.5	(367.2)	(72.7)
Domestic stocks	1749.1	1348.9	2971.8	1622.9	(126.2)
Foreign securities	(115.0)	8298.5	8172.6	(125.9)	(10.9)
Others	43.2	329.4	370.9	41.4	(1.7)

<sup>1</sup> Securities except for Trading Securities Book values of stocks, etc. without quoted market price are excluded from the table above.

### <Market Conditions>

	Mar 24	Sep 24	Change
TOPIX (Closing Price)	2,768.62	2,645.94	(122.68)
Newly Issued 10y JGB	0.725%	0.850%	0.125%
Newly Issued 20y JGB	1.490%	1.665%	0.175%
Newly Issued 30y JGB	1.810%	2.065%	0.255%
USD / JPY	151.41	142.73	(8.68)
EUR / JPY	163.24	159.43	(3.81)

①

②

②-①

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

	As of Sep 2024
Domestic Stocks (Nikkei225)	JPY17,200 Level
Domestic Stocks (TOPIX)	1,200 Point Level
Domestic Bonds (10y Yield)	0.4% Level
Foreign Securities (USD / JPY)	JPY130 Level

# Solvency Margin Ratio (Consolidated)

## Solvency Margin Ratio (Consolidated)

JPY bn

Items	As of Mar 2024	As of Mar 2024
Solvency Margin Gross Amount (A)	<b>4,772.3</b>	<b>4,701.0</b>
Foundation funds and others	233.3	184.0
Reserve for price fluctuation	908.1	985.1
Contingency reserve	773.9	822.1
General allowance for possible loan losses	4.2	5.0
(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)	1,055.8	783.1
Net unrealized gains on real estate x 85% (Multiplied by 100% if losses)	143.5	150.6
Total amount of unrecognized actuarial gains (losses) and unrecognized past service costs	79.4	73.8
Excess of continued Zillmerized reserve	787.1	784.6
Qualifying subordinated debt	618.6	668.6
Deduction clause	(170.2)	(169.7)
Others	338.4	413.4
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>1,492.4</b>	<b>1,559.2</b>
Insurance risk $R_1$	109.3	115.3
General insurance risk $R_5$	0.8	1.0
Large disaster risk $R_6$	1.3	1.6
Third-sector insurance risk $R_8$	111.4	118.7
Insurance risk of small-amount, short-term insurer $R_9$	0.0	0.0
Risk of assumed yield $R_2$	181.9	181.9
Minimum guarantee risk $R_7$	9.5	11.5
Investment risk $R_3$	1,249.5	1,311.2
Operational risk $R_4$	33.2	34.8
Solvency Margin Ratio $\frac{(A)}{(1/2) \times (B)} \times 100$	<b>639.5%</b>	<b>602.9%</b>



# Historical Issuances of Sumitomo Life

## Historical Issuances<sup>1</sup>

Issue Date	Type	Years to Maturity	Maturity Date	Amount (JPY bn)	First Call Date	Coupon	Security Ratings <sup>2</sup>
<b>Foundation Funds (“kikin”)</b>							
3-Aug-2023	Domestic/ Securitization	5yr	8-Aug-2028	50	N/A	0.705%	R&I: A+
<b>Subordinated Bonds</b>							
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	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-
15-Apr-2021	144A/RegS	60yr	15-Apr-2081	USD 0.92bn	15-Apr-2031	3.375% until Apr 2031, thereafter 5yrUST+274.7bps (100bps step up)	Moody's: A3 S&P: A- <sup>3</sup>
18-Jan-2024	144A/RegS	Perp	—	USD 1.04bn	18-Jan-2034	5.875% until Jan 2034, thereafter 5yrUST+284.1bps (100bps step up)	Moody's: A3 Fitch: A-
<b>Subordinated Loan</b>							
20-Oct-2020	Domestic/ Securitization	60yr	15-Oct-2080	70	15-Oct-2030	1.105% until Oct 2030, thereafter 5yrJGB+208bps (100bps step up)	R&I: A
27-Dec-2022	Domestic/ Securitization	60yr	22-Dec-2082	50	22-Dec-2028	1.67% until Dec 2028, thereafter 4yrJGB+148.6bps until Dec 2032, thereafter 5yrJGB+248.6bps (100bps step up)	R&I: A
28-June-2024	Domestic/ Securitization	Perp	—	85	3-July-2029	1.884% until July 2029, thereafter 5yrJGB+135bps until July 2034, thereafter 5yrJGB+235bps (100bps step up)	R&I: A+
28-June-2024	Domestic/ Securitization	Perp	—	15	3-July-2034	2.367% until July 2034, thereafter 10yrJGB+240bps (100bps step up)	R&I: A+

1. As of September 30, 2024

2. Securities ratings acquired at the time of bond issuance

3. The securities rating from S&P was withdrawn in February 2023. Accompanying this, A- rating is newly obtained from Fitch

# Key Performance Indicators

## Key Performance Indicators (Group)

JPY bn

	Group		Sumitomo Life		Medicare Life		Symetra		Singlife	
	Sep 2024	Increase (decrease) as % of Mar 31, 2024	Sep 2024	Increase (decrease) as % of Mar 31, 2024	Sep 2024	Increase (decrease) as % of Mar 31, 2024	Jun 2024	Increase (decrease) as % of Dec 31, 2023	Jun 2024	Increase (decrease) as % of Dec 31, 2023
Annualized premiums from policies in force	3,647.3	5.7%	2,242.9	(0.9%)	107.5	7.7%	984.4	19.8%	312.3	17.9%

	Group		Sumitomo Life		Medicare Life		Symetra		Singlife	
	1H FY2024	Increase (decrease) as % of Sep 30, 2023	1H FY2024	Increase (decrease) as % of Sep 30, 2023	1H FY2024	Increase (decrease) as % of Sep 30, 2023	1H FY2024	Increase (decrease) as % of Jun 30, 2023	1H FY2024	
Annualized premiums from new policies <sup>1</sup>	233.3	27.5%	50.9	(2.2%)	10.6	4.7%	137.1	13.6%	34.5	

	Group		Sumitomo Life		Medicare Life		Symetra		Singlife	
	Sep 2024	Increase (decrease) compared to Mar 31, 2024	Sep 2024	Increase (decrease) compared to Mar 31, 2024	Sep 2024	Increase (decrease) compared to Mar 31, 2024	Jun 2024	Increase (decrease) compared to Dec 31, 2023	Jun 2024	Increase (decrease) compared to Dec 31, 2023
Solvency margin ratio	602.9%	(36.6pt)	708.3%	(9.3pt)	1400.8%	(186.9pt)	-	-	-	-

EEV <sup>2</sup>	5,803.1	154.0	5,780.0	48.9	399.0	26.7	507.6	146.3	275.8	32.4
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	Group		Sumitomo Life		Medicare Life		Symetra		Singlife	
	1H FY2024	Increase (decrease) compared to Sep 30, 2023	1H FY2024	Increase (decrease) compared to Sep 30, 2023	1H FY2024	Increase (decrease) compared to Sep 30, 2023	1H FY2024	Increase (decrease) compared to Jun 30, 2023	1H FY2024	
Value of new business <sup>1</sup>	53.3	14.1	11.8	(0.4)	15.8	1.8	8.8	(3.9)	16.7	

- The figures for Singlife are not included in the group for the fiscal period ending September 2023.
- Group EEV is calculated as Sumitomo Life's EEV + Medicare Life's EEV + Symetra's EEV + Singlife's TEV- book value of Medicare Life's equity, Symetra's equity and Singlife's equity owned by Sumitomo Life  
The fiscal year-end of Symetra is December 31 ((The last day of the second quarter is June 30. Exchange rate as of Jun 30, 2024 is JPY161.07 to US\$1.00)  
The fiscal year-end of Singlife is December 31 ((The last day of the second quarter is June 30. Exchange rate as of Jun 30, 2024 is JPY118.49 to SG\$1.00)

# Financial Statements (Key Items)

## Consolidated Income Statement

	1H FY2024						1H FY2024		
	Consolidated <sup>1</sup>		Sumitomo Life		Medicare Life		Symetra <sup>2</sup>		Singlife <sup>2</sup>
	(JPY bn)	Increase (decrease) as % of Sep 30, 2023 <sup>4</sup>	(JPY bn)	Increase (decrease) as % of Sep 30, 2023 <sup>4</sup>	(JPY bn)	Increase (decrease) as % of Sep 30, 2023 <sup>4</sup>	(USD mn)	Increase (decrease) as % of Sep 30, 2023 <sup>4</sup>	(SGD mn)
Ordinary income	2,589.4	19.7%	1,767.5	(0.2%)	76.1	17.2%	2,307	19.9%	2,203
Ordinary expenses	2,480.8	18.3%	1,652.1	(2.8%)	72.5	(3.0%)	2,184	13.3%	2,362
Ordinary profit	108.5	64.0%	115.3	60.4%	3.5	-	123.0	-	(158)
Net surplus <sup>3</sup>	22.1	(19.7%)	33.9	0.6%	2.6	-	90.0	-	(138)

## Consolidated Balance Sheet

	Sep 2024						Jun 2024			
	Consolidated		Sumitomo Life		Medicare Life		Symetra <sup>2</sup>		Singlife <sup>2</sup>	
	(JPY bn)	Increase (decrease) as % of Mar 31, 2024 <sup>4</sup>	(JPY bn)	Increase (decrease) as % of Mar 31, 2024 <sup>4</sup>	(JPY bn)	Increase (decrease) as % of Mar 31, 2024 <sup>4</sup>	(USD mn)	Increase (decrease) as % of Mar 31, 2024 <sup>4</sup>	(SGD mn)	Increase (decrease) as % of Mar 31, 2024 <sup>4</sup>
Total assets	49,151.1	2.0%	37,473.9	(1.9%)	379.1	7.0%	65,263	2.5%	16,299	21.9%
Total liabilities	47,511.0	2.3%	35,678.3	(1.5%)	344.2	7.0%	62,783	1.8%	14,357	15.0%
Total net assets	1,640.0	(8.1%)	1,795.6	(9.4%)	34.9	7.6%	2,480	22.6%	1,942	119.8%

1 Increase (decrease) on a consolidated basis represents comparison with retrospectively restated figures\*.

\* IFRS 17 has been applied to Singlife from the beginning of the fiscal year ended March 31, 2024. The relevant changes have been retrospectively applied.

Therefore, the consolidated statements for the fiscal year ended Sep 30, 2023 have been retrospectively restated.

2 US-GAAP for Symetra. Singapore Financial Reporting Standards, which are based on IFRS, for Singlife. Singlife accounted for as equity-method affiliate and therefore Singlife's income statement items are not shown. The fiscal year-end of Symetra and Singlife is December 31

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

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

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

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