# Financial Section

# **Financial Review**

Indicators Showing the Main Results over the Last Five Fiscal Years

# **Summary of Operations**

# **Accounting Concepts**

- 1. Financial statements
- 2. Details of assets and liabilities
- 3. Income and loss details
- 4. Information about fair values, etc.

# FINANCIAL REVIEW

#### Business development, results, etc.

During fiscal 2013, the Japanese economy was steady overall, reflecting an increase in exports thanks to the weaker yen linked to the government and the Bank of Japan's large-scale monetary easing policy to overcome deflation, the recovery in overseas economies, especially the U.S., as well as a recovery in personal spending due to an improvement in the employment situation and a spike in demand before the consumption tax hike.

Earthquake insurance premiums increased as in the previous fiscal year. Meanwhile, the amount of earthquake insurance payouts declined significantly from the previous fiscal year as insurance payouts for the 2011 Great East Japan Earthquake peaked out.

Regarding asset management, earnings from investments have declined markedly year on year, reflecting the increasing redemption of bonds with high yields amid the trend of declining interest rates.

In this environment, during fiscal 2013, the second year of our third medium-term business plan, we have steadily implemented measures, primarily measures in response to massive earthquakes and consecutive earthquakes and the strengthening of our business continuity plan in anticipation of an inland earthquake to strike Tokyo that may affect the company.

#### Summary of earthquake insurance results

① Net premiums written and net claims paid

In the fiscal year under review, despite an increase in premiums, net premiums written fell 0.8% year on year, to 92.2 billion yen, reflecting a 13.9% year-on-year rise in reinsurance premiums ceded associated with an increase in the government's share of reinsurance after a revision to the reinsurance scheme.

Meanwhile, net claims paid came to 15.0 billion yen (down 52.5% year on year), mainly reflecting the effects of the 2011 Great East Japan Earthquake.

2 Risk reserves and underwriting reserves

Risk reserves added amounted to 41.3 billion yen (down 14.1% year on year), which is the total of net premiums written of 38.8 billion yen, given by deducting assumed reinsurance commissions from net premiums written, and a profit of 2.4 billion yen from investments.

Risk reserves at the end of the fiscal year under review were 378.0 billion yen (up 7.1% year on year), reflecting the reversal of the provision for outstanding claims of 1.3 billion yen to risk reserves and drawing from risk reserves in the past year of net claims paid of 15.0 billion yen, loss adjustment expenses of 2.2 billion yen, and advertising and publicity expenses of 0.2 billion yen.

Underwriting reserves at the end of the fiscal year under review totaled 499.2 billion yen (up 8.2% year on year), after adding unearned premium reserves and repayment reserves to the risk reserves.

3 Risk reserves of direct insurance companies

The risk reserves of direct insurance companies recorded as entrusted reserves were 72.5 billion yen for the fiscal year under review (up 5.6% year on year), obtained by adding net premiums written and profit from investments of 4.6 billion yen (down 29.8% year on year), reversing publicity expenses of 0.8 billion yen.

# Outline of investments

Medium- to long-term domestic interest rates became unstable due to the effect of the quantitative and qualitative monetary easing policy introduced at the Bank of Japan's Monetary Policy Meeting in April and rose sharply in May. Subsequently, however, medium- to

long-term domestic interest rates stabilized and were on a downward trend toward the end of the fiscal year. The yen fell noticeably against both the dollar and the euro, reflecting the deterioration of Japan's current account balance and the Bank of Japan's introduction of the significant monetary easing policy. The yen depreciated approximately 9 yen against the dollar and approximately 21 yen against the euro from its rates at the end of the previous fiscal year.

In these circumstances, we invested in assets with the top priority placed on safety and liquidity, followed by profitability. As a result, pre-tax profits from investments amounted to 2.7 billion yen in the business account and 0.4 billion yen in the entrusted reserves account. Consequently, investment assets at the end of the year under review stood at 563.7 billion yen.

# Profit and loss for the fiscal year under review (Capital account)

We carefully examined the realizability of deferred tax assets, taking into account the possibility of our inability to secure sufficient taxable profits from investments due to our asset management policy prioritizing safety and liquidity and super-low interest rates in the asset management environment, and revised all deferred tax assets of 92 million yen and posted that as an income taxes-deferred.

Reflecting this, a net loss of 82 million yen was posted in the fiscal year under review.

#### Challenges to address

As the people's expectations of earthquake insurance and their interest in it are increasing, we believe that our role and responsibility will become increasingly important. In fiscal 2014, the final year of the third medium-term business plan, JER will continue to take steps to promote earthquake insurance, focusing on massive earthquakes, consecutive earthquakes, and inland earthquakes in the Tokyo metropolitan area, to strengthen its corporate governance system, including an integrated risk management system, and to bolster its IT governance.

# INDICATORS SHOWING THE MAIN RESULTS OVER THE LAST FIVE FISCAL YEARS

|   |                        |                        |                        |                        | (Yen in millions)      |
|---|------------------------|------------------------|------------------------|------------------------|------------------------|
| Division Fiscal Year  | 2009                   | 2010                   | 2011                   | 2012                   | 2013                   |
| Net premiums written Percentage change over the previous term             | 72,225<br>7.6%         | 71,532<br>(1.0%)       | 83,671<br>17.0%        | 92,996<br>11.1%        | 92,248<br>(0.8%)       |
| Ordinary income<br>Percentage change over the previous term               | 99,464<br>17.0%        | 175,903<br>76.9%       | 286,812<br>63.1%       | 110,370<br>(61.5%)     | 104,703<br>(5.1%)      |
| Ordinary expenses Percentage change over the previous term                | 98,512<br>16.2%        | 174,913<br>77.6%       | 286,723<br>63.9%       | 110,176<br>(61.6%)     | 104,509<br>(5.1%)      |
| Ordinary profit Percentage change over the previous term                  | 951<br>374.2%          | 990<br>4.1%            | 89<br>(91.0%)          | 193<br>117.5%          | 194<br>0.3%            |
| Net income (loss) Percentage change over the previous term                | 5<br>(58.9%)           | 3<br>(30.2%)           | (5)<br>(239.9%)        | 4 -                    | (82)<br>(2,045.2)      |
| Common stock<br>Sum of shares issued                                      | 1,000<br>2 mil. shares |
| Net assets  | 1,633                  | 1,634                  | 1,631                  | 1,633                  | 1,544                  |
| Total assets  | 1,092,272              | 1,154,108              | 509,498                | 536,808                | 577,305                |
| Underwriting reserves Percentage change over the previous term            | 585,820<br>7.4%        | 515,981<br>(11.9%)     | 430,700<br>(16.5%)     | 461,480<br>7.1%        | 499,274<br>8.2%        |
| Of the balance, risk reserves<br>Percentage change over the previous term | 496,708<br>8.0%        | 424,401<br>(14.6%)     | 331,499<br>(21.9%)     | 352,830<br>6.4%        | 378,041<br>7.1%        |
| Loans<br>Percentage change over the previous term                         | _<br>_                 | _<br>_                 | _<br>_                 | _<br>_<br>_            |                        |
| Securities Percentage change over the previous term                       | 1,006,947<br>5.6%      | 805,223<br>(20.0%)     | 448,120<br>(44.3%)     | 476,979<br>6.4%        | 525,161<br>10.1%       |
| Non-consolidated solvency-margin ratio                                    | 161.6%                 | 124.7%                 | 120.8%                 | 160.0%                 | 344.9%                 |
| Dividend propensity   | _                      | -                      | -                      | -                      | _                      |
| No. of employees  | 26                     | 25                     | 26                     | 27                     | 26                     |
|   |                        |                        |                        |                        |                        |

#### Note:

For a stricter risk measurement, revised laws and regulations concerning the calculation of the non-consolidated solvency-margin ratio have been applied since fiscal 2011. JER's solvency-margin ratio will not be used as a criterion for the administrative authorities' order for improvement. For details, please refer to page 40.

# SUMMARY OF OPERATIONS

# 1 Indicators relating to insurance underwriting

# 1. Net premiums written

|                                  |         | ()      | 'en in millions) |
|----------------------------------|---------|---------|------------------|
| Division Fiscal Year             | 2011    | 2012    | 2013             |
| Premiums written                 | 171,223 | 185,568 | 197,919          |
| Return premiums                  | 2,504   | 2,642   | 3,271            |
| Assumed net premiums written (A) | 168,676 | 182,895 | 194,628          |
| Reinsurance premiums ceded (B)   | 85,005  | 89,899  | 102,379          |
| Net premiums written (A-B)       | 83,671  | 92,996  | 92,248           |

#### Notes:

- 1. Return premiums: Return premiums of receiving reinsurance.
- 2. Assumed net premiums: Produced by deducting return premiums from premiums written.
- from premiums written.

  3. Net premiums written: Produced by deducting the reinsurance premiums ceded from the assumed net premiums written.

# 2. Rate of premiums written by domestic and overseas contracts

Item: earthquake

| Fiscal Year       |      |      |      |
|-------------------|------|------|------|
| Division          | 2011 | 2012 | 2013 |
| Domestic contract | 100% | 100% | 100% |

# 3. Net claims paid

|                                  |           | (Ye    | en in millions) |
|----------------------------------|-----------|--------|-----------------|
| Division Fiscal Year             | 2011      | 2012   | 2013            |
| Assumed net claims paid (A)      | 1,240,600 | 55,883 | 22,014          |
| Reinsurance claims recovered (B) | 1,043,975 | 24,276 | 7,003           |
| Net claims paid (A-B)            | 196,625   | 31,607 | 15,010          |

#### Notes:

- Assumed net claims paid: Produced by deducting surrender value from ceded insurance claims paid.
- Net claims paid: Produced by deducting reinsurance claims recovered by ceded contract from assumed net claims paid.

### 4. Net loss ratio, net expense ratio and their combined ratio

|        | (Ye  | n in millions)   |
|--------|--|--|
| 2011   | 2012                                       | 2013   |
| 282.9% | 39.2%                                      | 18.7%  |
| 35,677 | 38,867                                     | 41,134   |
| 551    | 725  | 722  |
| 35,126 | 38,141                                     | 40,411   |
| 42.6%  | 41.8%                                      | 44.6%  |
| 325.5% | 81.0%                                      | 63.3%  |
|        | 282.9%<br>35,677<br>551<br>35,126<br>42.6% | 2011     2012       282.9%     39.2%       35,677     38,867       551     725       35,126     38,141       42.6%     41.8% |

#### Notes:

- 1. Net loss ratio: (Net claims paid + loss adjustment expenses) / net premiums written
- Net expense ratio: (Commissions and brokerage fees + Insurance-related operating and general administrative expenses) / net premiums written
- 3. Combined ratio: Net loss ratio + net expense ratio

# 5. Rate of damage occurrence, the expenses ratio and rate of sum total before ceded insurance deduction Not applicable

# 6. Changes in ordinary income or loss against a rise in the loss rate

There are no changes in ordinary income or loss in earthquake insurance because increases in insurance payments are set off through the reversal of underwriting reserves in accordance of the principle of no loss and no profit.

#### 7. Underwriting profit

| 7. Onder writing profit                       |         |         |                   |
|---|---------|---------|-------------------|
|   |         |         | (Yen in millions) |
| Division Fiscal Year                          | 2011    | 2012    | 2013              |
| Underwriting income                           | 272,503 | 106,333 | 96,358            |
| Underwriting expenses                         | 271,872 | 105,420 | 95,447            |
| Operating and general administrative expenses | 551     | 725     | 722               |
| Other income and expenses                     | (79)    | (186)   | (188)             |
| Underwriting profit                           | -       | -       | _                 |

#### Notes:

- The above operating, general and administrative expenses are those relating to the underwriting of insurances mentioned in the operating, general and administrative expenses in a statement of profits and losses
- Other income and expenses are those equivalent to corporate taxes mentioned in a statement of earthquake insurance profits and losses.

# 8. No. of reinsurers that ceded insurance contracts and top five reinsurers for ceded reinsurance premiums

| Division Fiscal Year                                  | 2011  | 2012  | 2013  |
|---|-------|-------|-------|
| No. of reinsurers that ceded insurance contracts      | 14    | 13    | 11    |
| Rate of top five reinsurers' ceded insurance premiums | 81.8% | 81.9% | 81.9% |

#### Note:

The number of reinsurers that ceded insurance contracts is the number who ceded treaty reinsurance contracts of 10 million or more yen.

# 9. Ratio of ceded insurance premiums by rating Not applicable

#### 10. Contractor dividend

Not applicable

# 11. Conditions at the end of the current fiscal year (runoff result) of outstanding claims (estimated amount) at the beginning of the term

Not applicable to earthquake insurance.

# 12. Amount of estimated final damages associated with the elapse of a period from the occurrence of accidents

Not applicable to earthquake insurance.

#### 2 Investments

#### 1. Investments policy

Because we have to pay a substantial amount of claims promptly in the event of a natural disaster such as a major earthquake, we put in principle the highest priority on safety and liquidity followed by profitability to increase risk reserves. The risk management division is engaged in monitoring and controlling risks of all kinds, independently of the transactions execution division.

#### 2. Total assets and investments assets

(Yen in millions)

|                                  |         |                                   |         |                                   | (Yen                         | in millions)                      |  |
|----------------------------------|---------|-----------------------------------|---------|-----------------------------------|------------------------------|-----------------------------------|--|
| Year                             |         | ne end of<br>I 2011               |         | ne end of<br>I 2012               | As of the end of fiscal 2013 |                                   |  |
| Division                         |         | Percentage<br>distribution<br>(%) |         | Percentage<br>distribution<br>(%) |                              | Percentage<br>distribution<br>(%) |  |
| Deposits                         | 17,190  | 3.4                               | 25,938  | 4.8                               | 23,892                       | 4.1                               |  |
| Call loans                       | 30,105  | 5.9                               | 21,137  | 3.9                               | 14,634                       | 2.5                               |  |
| Monetary<br>receivable<br>bought | -       | -                                 | -       | -                                 | -                            |                                   |  |
| Money trusts                     | -       | -                                 | -       | -                                 | -                            | -                                 |  |
| Securities                       | 448,120 | 88.0                              | 476,979 | 88.9                              | 525,161                      | 91.0                              |  |
| Buildings                        | 35      | 0.0                               | 33      | 0.0                               | 31                           | 0.0                               |  |
| Total of investments assets      | 495,450 | 97.3                              | 524,088 | 97.6                              | 563,719                      | 97.6                              |  |
| Total assets                     | 509,498 | 100.0                             | 536,808 | 100.0                             | 577,305                      | 100.0                             |  |
|                                  |         |                                   |         |                                   |                              |                                   |  |

# 3. Amount of interest and dividend received and investment assets yield (income yield)

|                                   |       |           |       |           | (Yen i | n millions) |
|-----------------------------------|-------|-----------|-------|-----------|--------|-------------|
| Fiscal<br>Year                    | 201   | .1        | 20_   | 2012      |        | 13          |
| Division                          |       | Yield (%) |       | Yield (%) |        | Yield (%)   |
| Deposits                          | 83    | 0.69      | 32    | 0.18      | 23     | 0.09        |
| Call loans                        | 46    | 0.05      | 8     | 0.05      | 7      | 0.04        |
| Monetary<br>receivables<br>bought | -     | -         | -     | -         | -      | -           |
| Money trusts                      | -     | -         | -     | -         | -      | -           |
| Securities                        | 6,983 | 1.43      | 4,549 | 0.96      | 3,248  | 0.66        |
| Buildings                         | -     | -         | -     | -         | -      | -           |
| Total                             | 7,113 | 1.20      | 4,589 | 0.90      | 3,279  | 0.61        |
|                                   |       |           |       |           |        |             |

#### Note:

Investment assets yield (income yield): indicator showing the result of investment assets from a point of income (interest and dividend income) (which has been disclosed)

The numerator is composed of interest and dividend income from investment assets while the denominator is an acquisition cost based assets.

Numerator = Interest and dividend income (including the amount equivalent to interest and dividend income of profit (or loss) from monetary trust operation)

**Denominator** = Acquisition cost or depreciation based average balance

#### 4. Asset management yield (realized yield)

(Yen in millions)

|                             |                     |                            |                                   |                     |                            |                                   |                     | (1                         | en in millions)                   |
|-----------------------------|---------------------|----------------------------|-----------------------------------|---------------------|----------------------------|-----------------------------------|---------------------|----------------------------|-----------------------------------|
| Fiscal Year                 |                     | 2011                       |                                   |                     | 2012                       |                                   |                     | 2013                       |                                   |
| Division                    | Amount of numerator | Amount of denomina-<br>tor | Yield on<br>working<br>assets (%) | Amount of numerator | Amount of denomina-<br>tor | Yield on<br>working<br>assets (%) | Amount of numerator | Amount of denomina-<br>tor | Yield on<br>working<br>assets (%) |
| Deposits                    | 83                  | 12,074                     | 0.69                              | 32                  | 17,636                     | 0.18                              | 23                  | 24,974                     | 0.09                              |
| Call loans                  | 46                  | 94,217                     | 0.05                              | 8                   | 18,067                     | 0.05                              | 7                   | 19,385                     | 0.04                              |
| Monetary receivables bought | -                   | -                          | -                                 | -                   | -                          | -                                 | -                   | -                          | _                                 |
| Money trusts                | -                   | -                          | -                                 | _                   | _                          | _                                 | -                   | -                          | _                                 |
| Securities                  | 9,127               | 488,267                    | 1.87                              | 4,548               | 473,767                    | 0.96                              | 3,346               | 490,629                    | 0.68                              |
| Public and corporate bonds  | 3,253               | 273,696                    | 1.19                              | 1,711               | 325,550                    | 0.53                              | 1,054               | 356,649                    | 0.30                              |
| Stocks                      | -                   | -                          | -                                 | _                   | _                          | _                                 | -                   | -                          |                                   |
| Foreign securities          | 5,874               | 214,570                    | 2.74                              | 2,837               | 148,217                    | 1.91                              | 2,292               | 133,980                    | 1.71                              |
| Other securities            | -                   | -                          | -                                 | -                   | -                          | -                                 | -                   | -                          | _                                 |
| Loans                       | -                   | -                          | -                                 | -                   | -                          | -                                 | -                   | -                          |                                   |
| Buildings                   | -                   | 37                         | -                                 | _                   | 35                         | _                                 | -                   | 33                         | _                                 |
| Derivatives                 | 8,358               | -                          | -                                 | (2,836)             | -                          | -                                 | (7,336)             | -                          | _                                 |
| Others                      | (10,599)            | -                          | -                                 | 2,783               | -                          | -                                 | 7,691               | -                          |                                   |
| Total                       | 7,016               | 594,596                    | 1.18                              | 4,536               | 509,507                    | 0.89                              | 3,731               | 535,023                    | 0.70                              |

#### Notes:

1. Asset management yield (realized yield): indicator to show the result of managing of assets from the point of contribution to the current profit and loss. The numerator is realized profit and loss while the denominator is an acquisition cost based assets.

Numerator = profit from asset management + investment income on savings premiums - expenses of assets management

**Denominator** = acquisition cost or writing-off cost based average balance

2. Profit and loss from derivatives principally involve foreign exchange forward contracts with the remainder primarily involving currency exchange of foreign currency-denominated bonds. JER deals in foreign exchange forward contracts and other transactions for the purpose of hedging risks associated with foreign currency-denominated bonds.

#### 5. Market-price based overall yield (for reference)

(Yen in millions)

|               |                |                     |                            |                                   |                     |                            |                                   |                     | ( .                        | 011 111 111111110110)             |
|---------------|----------------|---------------------|----------------------------|-----------------------------------|---------------------|----------------------------|-----------------------------------|---------------------|----------------------------|-----------------------------------|
|               | Fiscal Year    |                     | 2011                       |                                   |                     | 2012                       |                                   |                     | 2013                       |                                   |
| Division      |                | Amount of numerator | Amount of denomina-<br>tor | Yield on<br>working<br>assets (%) | Amount of numerator | Amount of denomina-<br>tor | Yield on<br>working<br>assets (%) | Amount of numerator | Amount of denomina-<br>tor | Yield on<br>working<br>assets (%) |
| Deposits      |                | 83                  | 12,074                     | 0.69                              | 32                  | 17,636                     | 0.18                              | 23                  | 24,974                     | 0.09                              |
| Call loans    |                | 46                  | 94,217                     | 0.05                              | 8                   | 18,067                     | 0.05                              | 7                   | 19,385                     | 0.04                              |
| Monetary rece | vables bought  | -                   | -                          | -                                 | -                   | -                          | -                                 | -                   | -                          | _                                 |
| Money trusts  |                | _                   | -                          | _                                 | -                   | _                          | -                                 | _                   | _                          |                                   |
| Securities    |                | 5,349               | 496,699                    | 1.08                              | 4,067               | 478,421                    | 0.85                              | 2,182               | 494,802                    | 0.44                              |
| Public and o  | orporate bonds | 1,821               | 277,057                    | 0.66                              | 1,666               | 327,480                    | 0.51                              | 898                 | 358,533                    | 0.25                              |
| Stocks        |                | _                   | -                          | -                                 | -                   | _                          | -                                 | -                   | -                          |                                   |
| Foreign secu  | ırities        | 3,527               | 219,641                    | 1.61                              | 2,401               | 150,940                    | 1.59                              | 1,284               | 136,268                    | 0.94                              |
| Other securi  | ties           | -                   | -                          | -                                 | -                   | -                          | -                                 | -                   | -                          | _                                 |
| Loans         |                | _                   | -                          | _                                 | -                   | _                          | -                                 | _                   | _                          |                                   |
| Buildings     |                | _                   | 37                         | _                                 | -                   | 35                         | -                                 | _                   | 33                         |                                   |
| Derivatives   |                | 8,358               | -                          | _                                 | (2,836)             | _                          | -                                 | (7,336)             | _                          |                                   |
| Others        |                | (10,599)            | -                          | -                                 | 2,783               | -                          | -                                 | 7,691               | -                          |                                   |
| Total         |                | 3,237               | 603,029                    | 0.54                              | 4,055               | 514,160                    | 0.79                              | 2,567               | 539,196                    | 0.48                              |
|               |                |                     |                            |                                   |                     |                            |                                   |                     |                            |                                   |

#### Notes:

1. Market-price based overall yield: indicator showing the efficiency of operation on a market price basis. The numerator reflects realized profit and loss and fluctuations in market price appraisal while the denominator is market-price based assets.

Numerator = (income from operated assets management + investment income on savings premium – expenses for assets management) + (after-tax unrealized gain for the year – after-tax unrealized gain for previous year)\* + fluctuation in deferred hedge profit and loss

**Denominator** = acquisition cost or write-off based average balance + after-tax unrealized gain for previous year of other securities + profit and loss for the previous year related to securities for transaction

# 6. Balance, percentage distribution and yield of Foreign Loans & Investments

(Yen in millions)

| Yea  | As of the end of | As of the end of fiscal 2011      |         | As of the end of fiscal 2012      |         | f fiscal 2013                     |
|--|------------------|-----------------------------------|---------|-----------------------------------|---------|-----------------------------------|
| Division   |                  | Percentage<br>distribution<br>(%) |         | Percentage<br>distribution<br>(%) |         | Percentage<br>distribution<br>(%) |
| Foreign currency denominated                     |                  |                                   | ·       |                                   |         |                                   |
| Foreign public and corporate bonds               | 55,435           | 35.1                              | 36,347  | 28.2                              | 70,357  | 49.7                              |
| Yen denominated                                  |                  |                                   |         |                                   |         |                                   |
| Foreign public and corporate bonds               | 102,638          | 64.9                              | 92,494  | 71.8                              | 71,164  | 50.3                              |
| Total  | 158,073          | 100.0                             | 128,842 | 100.0                             | 141,522 | 100.0                             |
| Yield on foreign loans & investments             |                  |                                   |         |                                   |         |                                   |
| Investment assets yield (income yield)           | 2.19%            | 6                                 | 1.919   | %                                 | 1.71    | %                                 |
| Assets management (realized yield)               | 2.74%            | 2.74% 1.91%                       |         | 1.71                              | %       |                                   |
| Market-price based overall yield (for reference) | 1.61%            | 6                                 | 1.599   | %                                 | 0.94    | -%                                |

#### Note:

Of the yield on foreign loans & investments, the investment assets yield was calculated in the same manner as 3., Amount of interest and dividend received and yield on investment assets (income yield) in connection with the assets involving foreign investments.

<sup>\*</sup> Based on the amount before tax effect deduction

<sup>2.</sup> Profit and loss from derivatives principally involve foreign exchange forward contracts with the remainder primarily involving currency exchange of foreign currency-denominated bonds. JER deals in foreign exchange forward contracts and other transactions for the purpose of hedging risks associated with foreign currency-denominated bonds.

# Information on the non-consolidated solvency-margin ratio (the ratio that shows the ability to pay out claims)

| the As of the end of fiscal 2013 (917 381,954 619 1,536 5 5 5 6 9 1,930 378,041 | 5                  |
|---|--------------------|
| 5 5<br>   | 5                  |
| 5 5   | -                  |
|   | 5                  |
|   |                    |
| 830 378 0/1   | -                  |
| -,000 070,041   |                    |
|   |                    |
| 3,184 2,370   | )                  |
|   | -                  |
|   | -                  |
|   | -                  |
|   | -                  |
|   |                    |
| 277 -   | -                  |
| 7,267 221,459   | )                  |
|   |                    |
|   |                    |
|   |                    |
| ),497 11,017  | ,                  |
| 3,769 4,342   | 2                  |
| 3,000 206,100   | )                  |
| 0.0% 344.9%   | ,                  |
| 7,  | 2277 - 221,459<br> |

#### Note:

The amounts and figures above are calculated based on the provisions of Article 86 and Article 87 of the Enforcement Rules of the Insurance Business Act and the Ministry of Finance Official Notification No. 50 in 1996.

#### Non-consolidated solvency-margin ratio

The non-life insurance companies deposit reserves in case that they pay insurance money for any insurance accident that occurred or refund depository insurance at maturity. It is also necessary for them to maintain a satisfactory ability to make payments or solvency even in case of unusual, unforeseeable risk, including a huge disaster or sharp drop in price of such assets as owned by them.

The rate of "Non-life insurance company's ability to make payments by owned assets and reserves (A in the above table) over any risk unforeseeable (B in the above table)" is indicated as the non-consolidated solvency-margin ratio (C in the above table) which is calculated according to the pertinent rules, including the Insurance Business Law.

For a stricter risk measurement, revised laws and regulations concerning the calculation of the non-consolidated solvency-margin ratio have been applied since fiscal 2011.

#### [Unforeseeable risk] (Total of risks): Sum of 1-5

- General underwriting risk: risk associated with an insurance accident rate that is higher than normally predictable (other than the risk associated with a huge disaster).
- **2. Anticipated ratio of return risk:** the risk that may arise for saving-type insurance if the actual yield from operations is lower than it was when calculating depository insurance premiums.
- **3. Investment risk:** management risk that might arise when the value of assets owned including securities changes in an unforeseeable manner.
- **4. Management risk:** risk that might arise on business management in an unforeseeable manner, other than 1–3 and 5.
- **5. Catastrophe risk:** risk that might arise with a huge disaster (such as the Great Kanto Earthquake) which is normally unforeseeable.

Capability of payment by non-life insurance company owned capital and reserves (total amount of non-consolidated solvency-margin) is the total of capital owned by a non-life insurance company, various reserves (price fluctuation reserve, catastrophe reserve, etc.), part of latent profit from land, and so on.

The solvency-margin ratio is one of the indicators used when the administrative authorities check insurance companies to determine the soundness of management for supervisory purposes. When the rate is 200% or more, the insurance company is deemed satisfactory in terms of its ability to make insurance and other payouts.

◎ JER has entered into a reinsurance contract with the government of Japan for earthquake insurance in accordance with Law concerning Earthquake Insurance. The law stipulates in addition that the government takes responsibility for support and for lending funds for the payment of insurance money. Because this is a form of special business, JER's solvency-margin ratio is not usable as a figure to enable the administrative authorities to trigger an order for improvement, irrespective of the above solvency-margin ratio, as provided for in Paragraph 4, Article 3, Order to specify the division stated in Paragraph 2, Article 132, Insurance Business Law.

#### Note: The article is as follows.

[In the event that an insurance company has entered into a reinsurance contract with the government as stated in Paragraph 1, Article 3, Law concerning Earthquake Insurance (law No. 73, 1966), any order to be issued according to the listed division in Section 1 of the Article applicable to the insurance company shall be issued in accordance with the list of inapplicable division.]

# **ACCOUNTING CONCEPTS**

#### Financial statements

#### 1. Balance sheets

| (ASSETS)                               |             | (                                 | Yen in millions                   |
|--|-------------|-----------------------------------|-----------------------------------|
|  | Fiscal Year | 2012<br>(As of March<br>31, 2013) | 2013<br>(As of March<br>31, 2014) |
| Item                                   |             | Amount                            | Amount                            |
| Cash and deposits                      |             | 25,938                            | 23,892                            |
| Deposits                               |             | 25,938                            | 23,892                            |
| Call loans                             |             | 21,137                            | 14,634                            |
| Securities                             |             | 476,979                           | 525,161                           |
| Government bonds                       |             | 328,071                           | 378,735                           |
| Corporate bonds                        |             | 20,065                            | 4,904                             |
| Foreign securities                     |             | 128,842                           | 141,522                           |
| Tangible fixed assets                  |             | 117                               | 84                                |
| Buildings                              |             | 33                                | 31                                |
| Other tangible fixed assets            |             | 84                                | 52                                |
| Intangible fixed assets                |             | 232                               | 158                               |
| Software                               |             | 231                               | 156                               |
| Other intangible fixed assets          |             | 1                                 | 1                                 |
| Other assets                           |             | 12,316                            | 13,375                            |
| Reinsurance balance receivable         |             | 9,962                             | 11,519                            |
| Accounts receivable                    |             | 223                               | _                                 |
| Uncollected income                     |             | 1,155                             | 1,690                             |
| Deposits                               |             | 50                                | 47                                |
| Suspense payments                      |             | 287                               | 61                                |
| Derivatives                            |             | 608                               | 55                                |
| Cash collateral paid for financial in: | struments   | 28                                | -                                 |
| Deferred tax assets                    |             | 86                                | _                                 |
| Total assets                           |             | 536,808                           | 577,305                           |

| 11 | IARII | ITI | EC/ |
|----|-------|-----|-----|
|    |       |     |     |

| (LIADILITIES)  |             | (                                 | Yen in millions)                  |
|--|-------------|-----------------------------------|-----------------------------------|
|  | Fiscal Year | 2012<br>(As of March<br>31, 2013) | 2013<br>(As of March<br>31, 2014) |
| Item   |             | Amount                            | Amount                            |
| Underwriting funds   |             | 466,407                           | 502,854                           |
| Outstanding claims   |             | 4,927                             | 3,579                             |
| Underwriting reserves  |             | 461,480                           | 499,274                           |
| Entrusted reserves   |             | 55,127                            | 59,243                            |
| Other liabilities  |             | 9,325                             | 10,502                            |
| Reinsurance balance payable  |             | 6,250                             | 7,636                             |
| Corporate taxes payable  |             | 175                               | 214                               |
| Deposits payable   |             | 5                                 | 3                                 |
| Accrued amounts payable  |             | 240                               | 128                               |
| Derivatives  |             | 2,653                             | 2,518                             |
| Reserve for retirement benefits  |             | 120                               | 116                               |
| Reserve for directors' retirement ben  | efits       | 14                                | 18                                |
| Reserve for bonus payments   |             | 21                                | 20                                |
| Reserves under the special law   |             | 5                                 | 5                                 |
| Reserve for price fluctuation  |             | 5                                 | 5                                 |
| Net unrealized gains on available-for-<br>securities of earthquake insurance | sale        | 4,152                             | 2,996                             |
| Deferred tax liabilities   |             | -                                 | 3                                 |
| Total liabilities  |             | 535,175                           | 575,761                           |

| (INE I | ASSE | (5) |
|--------|------|-----|
|        |      |     |

| 2013<br>(As of March<br>31, 2014)<br>Amount<br>1,000 |
|--|
|  |
| 1,000  |
| ,  |
| 542  |
| 1  |
| 541  |
| 17   |
| 39   |
| 484  |
| (5)  |
| 1,536  |
| 7  |
| 7  |
| 1,544  |
| 577,305  |
|  |

#### Notes for fiscal 2013

- 1. Appraisal standards and method of securities, and method of indication
  - (1) Of available-for-sale securities, those to which the market price is applicable is appraised according to the market price at term end.
  - (2) With respect to the unrealized gain of assets corresponding to the underwriting reserves and entrusted reserves of earthquake insurance, the amount before tax effect deduction is shown as Net unrealized gains on other securities of earthquake insurance in Liabilities on the form attached to the Enforcement Rules of Insurance Business Act. For other unrealized gains, the amount after tax effect deduction is processed entirely according to the direct capital injection method and indicated in Shareholders' Equity. The calculation of the sales price is based on the moving average method.
- 2. The appraisal of derivatives is done on the basis of market price.
- 3. Although depreciation of tangible fixed assets is calculated using the declining balance method, buildings (excluding equipment attached to buildings) that were acquired on and after April 1, 1998 were depreciated using the straight-line method.

- 4. Software for in-house use that is recorded as an intangible fixed asset is amortized using the straight-line method over the estimated usable life (five years).
- 5. The conversion of foreign currency assets and liabilities into Japanese currency is processed according to the accounting standards for foreign currency transactions.
- 6. Writing standards of reserves
  - (1) Reserve for bad debts

Reserve for bad debts is written as follows against losses from bad debts in accordance with the self-appraisal standard of assets and depreciation and reserve standards.

In connection with claims against debtors who have gone bankrupt legally and formally, including bankruptcy, special liquidation or disposition by suspension of business at a clearing house, or debtors who are effectively bankrupt, the rest of any of the claims deducting an estimated amount of disposable mortgage and a deductible amount by guarantee was appropriated for such reserves.

In connection with the other claims, the rate of bad debts calculated according to past bad debts and other factors is multiplied by the amount of claims to appropriate for reserves. In addition, all claims are written after the finance department appraises the assets, and the result is audited by the planning and controller department independent of the finance department to appropriate the appraisal for reserves.

There are no assets in the current term that are to be appropriated for reserves and no reserve is required.

(2) Reserve for retirement benefits

For employees' retirement and severance benefits, reserve is appropriated according to estimated retirement allowance liabilities at the end of the term

Retirement allowance liabilities are calculated using a simple method on the basis of the allowance to be supplied at the end of the term for any employee who retires for his/her own reasons.

- (3) Reserve for directors' retirement benefits
  For reserve for directors' retirement benefits, the
  benefits to be paid at the end of the term are
  recorded according to the relevant in-house rules.
- (4) Reserve for bonus payments Reserve for bonus payments is calculated according to the standards for the estimated bonuses payable as of the end of the fiscal year

under review.

- (5) Reserve for price fluctuation
  - To prepare for a loss from price changes of shares and others, reserve is appropriated according to Article 115, Insurance Business Law.
- 7. Financial instruments and fair values of financial instruments
  - (1) Situation of financial instruments

We carry out asset management in preparation for the payment of reinsurance claims, primarily considering soundness—namely, low price fluctuation risks, credit risks, and liquidity risks—and also taking profitability into account.

As a result, our financial assets consist primarily of domestic and foreign, high-rated, medium-term bonds. We regularly obtain and manage information on fair values and credit information in association with each risk.

Trading in derivatives principally involves foreign exchange forward contracts used to hedge the risks arising from possible changes in exchange rates for bonds in foreign currencies and is kept within the scope of actual demand.

(2) Fair values of financial instruments

The table below shows the balance sheet amounts and fair values of financial instruments and the differences between them as of March 31, 2014.

(Yen in millions)

| Balance<br>sheet<br>amount | Fair value   | Difference  |
|----------------------------|--|---|
| 23,892                     | 23,892   | -   |
| 14,634                     | 14,634   | -   |
| 525,161                    | 525,161  | -   |
| 563,688                    | 563,688  | -   |
| (2,463)                    | (2,463)  | _   |
| (2,463)                    | (2,463)  | -   |
|                            | sheet<br>amount<br>23,892<br>14,634<br>525,161<br>563,688<br>(2,463) | sheet amount         Fair value           23,892         23,892           14,634         14,634           525,161         525,161           563,688         563,688           (2,463)         (2,463) |

<sup>\*</sup>Derivatives recorded in other assets and other liabilities.

# Note: Methods for calculating the fair values of financial instruments

(i) Cash and deposit

Cash and deposits are settled in the short term and their fair values are based on their carrying values as their fair values and carrying values are similar.

(ii) Call loans

Call loans are settled in the short term and their fair values are based on their carrying values as their fair values and carrying values are similar.

(iii) Securities

The fair values of securities are based on their market prices at term end, which are reference prices in the trading statistics of the Japan Securities Dealers Association or market prices obtained from outside vendors or brokers.

(iv) Derivatives

The fair values of derivatives are determined by prices offered by correspondent financial institutions.

Net claims and debts derived from derivatives represent the net amounts, and items whose net balance becomes debts are stated in brackets.

- 8. Taxes are included when preparing accounts for consumption tax and other items.
- 9. Risk reserves contained in Underwriting reserves have been deposited based on instructions for the calculation of underwriting reserves by accumulating the amounts that result from subtracting an amount equivalent to corporate taxes from the net premiums written and profit from operating the assets.
- 10. The accumulated depreciation of tangible fixed assets is 132 million yen.
- 11. See below for a breakdown of outstanding claims.

|   | (Yen in millions) |
|---|-------------------|
| Outstanding claims (before the deduction of outstanding reinsurance claims) | 5,144             |
| Outstanding reinsurance claims related to the above claims                  | 1,565             |
| Net outstanding claims  | 3,579             |

- 12. Total deferred tax assets amount to 87 million yen, while total deferred tax liabilities come to 3 million yen. Deferred tax assets are all deducted from the total amount for a valuation reserve. A breakdown of deferred tax assets reveals a reserve for retirement benefits of 35 million yen, unpaid business taxes of 21 million yen, and unpaid special local corporate tax of 15 million yen. The deferred tax liabilities result primarily from unrealized gains of 3 million yen on securities.
- 13. Net assets per share are 776.66 yen. The basis for this calculation is that net assets are 1,544 million yen, net assets accrued from ordinary shares are 1,544 million yen and the number of ordinary shares at the end of the term is 1.988 million.
- 14. No events that could significantly affect assets or income or loss for the next fiscal years and beyond have taken place since the last day of the fiscal year under review.
- 15. Each amount is rounded down to the nearest whole unit.

#### 2. Statements of income

|   |   | (Yen in millions)                                 |
|---|---|---|
| Fiscal Year   | 2012<br>(from April 1, 2012<br>to March 31, 2013) | 2013<br>(from April 1, 2013<br>to March 31, 2014) |
| Item  | Amount  | Amount  |
| Ordinary income   | 110,370   | 104,703   |
| Underwriting income   | 106,333   | 96,358  |
| Net premiums written  | 92,996  | 92,248  |
| Investment income on savings<br>premiums                      | 3,369   | 2,761   |
| Reversal of outstanding claims                                | 9,967   | 1,348   |
| Investment income   | 4,031   | 8,339   |
| Interest and dividend income                                  | 4,589   | 3,279   |
| Gains on sales of securities                                  | -   | 100   |
| Foreign exchange gains  | 2,809   | 7,712   |
| Other investment income                                       | 1   | 8   |
| Transfer of profit from Investment income on savings premiums | (3,369)   | (2,761)   |
| Other ordinary income   | 5   | 6   |
| Ordinary expenses   | 110,176   | 104,509   |
| Underwriting expenses   | 105,420   | 95,447  |
| Net claims paid   | 31,607  | 15,010  |
| Loss adjustment expenses                                      | 4,892   | 2,230   |
| Commissions and brokerage fees                                | 38,141  | 40,411  |
| Provision of underwriting reserves                            | 30,779  | 37,794  |
| Investment expenses   | 2,865   | 7,368   |
| Losses on sales of securities                                 | 0   | 2   |
| Losses on derivatives   | 2,836   | 7,336   |
| Other investment expenses                                     | 27  | 29  |
| Operating, general and administrative expenses                | 1,273   | 1,289   |
| Other ordinary expenses                                       | 617   | 404   |
| Interest paid   | 617   | 404   |
| Ordinary profit   | 193   | 194   |
| Extraordinary income  | 0   | -   |
| Reversal of price fluctuation reserves                        | 0   | -   |
| Extraordinary losses  | 0   | 0   |
| Losses on disposal fixed assets                               | 0   | 0   |
| Provision of price fluctuation reserves                       | -   | 0   |
| Income before taxes   | 194   | 194   |
| Income taxes – current  | 199   | 184   |
| Income taxes – deferred                                       | (9)   | 92  |
| Total income taxes  | 189   | 277   |
| Net income (loss)   | 4   | (82)  |

#### Notes for fiscal 2013

1. See below for a breakdown of net premiums written.

|                             | (Yen in millions) |
|-----------------------------|-------------------|
| Premiums written:           | 194,628           |
| Reinsurance premiums ceded: | 102,379           |
| Net premiums written:       | 92,248            |

2. See below for a breakdown of net claims paid.

|                               | (Yen in millions) |
|-------------------------------|-------------------|
| Claims paid:                  | 22,014            |
| Reinsurance claims recovered: | 7,003             |
| Net claims paid:              | 15,010            |

See below for a breakdown of the provision of outstanding claims (figures in parentheses are the reversal of outstanding claims).

|  | (Yen in millions) |
|--|-------------------|
| Provision of outstanding claims<br>(before the deduction of outstanding<br>reinsurance claims) | (2,527)           |
| Provision of outstanding reinsurance claims related to the above claims                        | (1,179)           |
| Net provision of outstanding claims  | (1,348)           |

4. The interest and dividend income are given below by category:

|  | (1011 111 11111110113) |
|--|------------------------|
| Deposits:  | 23                     |
| Call loans:  | 7                      |
| Interest on cash collateral and other financial instruments submitted: | 0                      |
| Securities:  | 3,248                  |
| Total:   | 3,279                  |
|  |                        |

- 5. Paper profit/loss involved in the losses on derivatives is a loss of 2,463 million yen.
- 6. Net loss per share is 41.63 yen.

The basis for this calculation is such that net loss is 82 million yen, net loss accrued from ordinary shares is 82 million yen and the term average No. of ordinary shares amount to 1.988 million.

- 7. The legal effective tax rate at the end of the term is 33.33%, and the corporate tax burden after applying the tax effect is 142.60%. The difference is explained by the following breakdown: valuation reserve 42.53%, the non-deductible amount of the taxable provision of risk reserves 101.58%, the amount of the write-off carried from publicity expenses related to risk reserves (37.05%).
- Each amount is rounded down to the nearest whole unit.

# 3. Statements of cash flow

|   |   | (Yen in millions)                                 |
|---|---|---|
| Fiscal Year   | 2012<br>(from April 1, 2012<br>to March 31, 2013) | 2013<br>(from April 1, 2013<br>to March 31, 2014) |
| Item  | Amount  | Amount  |
| Cash flow from operating activities   |   |   |
| Net income before income taxes  | 194   | 194   |
| Depreciation  | 104   | 134   |
| Increase (decrease) in outstanding claims   | (9,967)   | (1,348)   |
| Increase (decrease) in underwriting reserves  | 30,779  | 37,794  |
| Increase (decrease) in entrusted reserves   | 6,061   | 4,115   |
| Increase (decrease) in reserve for retirement benefits  | 15  | (4)   |
| Increase (decrease) in reserve for directors' retirement benefits                                       | (1)   | 4   |
| Increase (decrease) in reserve for bonus payments   | 1   | (0)   |
| Increase (decrease) in reserve for price fluctuation  | (0)   | 0   |
| Interest and dividend income  | (4,589)   | (3,279)   |
| Losses (gains) on investment in securities  | 0   | (98)  |
| Foreign exchange losses (gains)   | (8,518)   | (6,790)   |
| Losses (gains) on tangible fixed assets   | 0   | 0   |
| Decrease (increase) in other assets<br>(other than investment and financial<br>activities related)      | (380)   | (1,104)   |
| Increase (decrease) in other liabilities<br>(other than investment and financial<br>activities related) | (673)   | 1,272   |
| Others  | 2,974   | 404   |
| Subtotal  | 16,001  | 31,294  |
| Interest and dividends received   | 5,342   | 4,088   |
| Income taxes paid   | (160)   | (130)   |
| Net cash provided by operating activities   | 21,182  | 35,252  |
| Cash flow from investing activities   |   |   |
| Net decrease (increase) in deposits   | 4,500   | -   |
| Purchase of securities  | (559,847)   | (628,856)   |
| Proceeds from sales and redemption of securities  | 538,680   | 585,053   |
| Others  | -   | 28  |
| Total investment assets activities  Total operating activities and                                      | (16,666)<br>4,516                                 | (43,774)<br>(8,522)                               |
| investment assets activities  |   | ` ' '   |
| Acquisition of tangible fixed assets  | (87)  | (0)   |
| Others  | (148)   | (25)  |
| Net cash provided by investing activities  Cash flow in financing activities                            | (16,902)  | (43,801)  |
| Cash flow in financing activities  Effect of exchange rate changes on cash and cash equivalents         | -   | -   |
| Net increase (decrease) in cash and cash equivalents  | 4,280   | (8,548)   |
| Cash and cash equivalents at the beginning of the year  | 31,795  | 36,075  |
| Cash and cash equivalents at the end of the year  | 36,075  | 27,526  |
| •   |   |   |

# Notes for fiscal 2013

1. Relationship of cash and cash equivalents at the end of the year with the amounts mentioned in the relevant balance sheet item.

|   |                        | (Yen in millions)      |
|---|------------------------|------------------------|
|   | (As of March 31, 2013) | (As of March 31, 2014) |
| Cash and deposits   | 25,938                 | 23,892                 |
| Call loans  | 21,137                 | 14,634                 |
| Securities  | 476,979                | 525,161                |
| Deposits of a depository period of three months or longer | (11,000)               | (11,000)               |
| Securities other than cash equivalent                     | (476,979)              | (525,161)              |
| Cash and cash equivalents                                 | 36,075                 | 27,526                 |

2. Cash flow in investing activities includes cash flow from the investment assets operations in the insurance business.

# 4. Statement of Changes in Shareholders' Equity

Fiscal 2012 (from April 1, 2012 to March 31, 2013)

|  | lions) |
|--|--------|
|  |        |

|  |                 | Shareholder's equity                        |                                      |  |  |                               |                   | Valuation and<br>translation adjustments |  |  |                     |
|--|-----------------|---|--------------------------------------|--|--|-------------------------------|-------------------|--|--|--|---------------------|
|  |                 |   | R                                    | etained earning  | gs   |                               |                   |  | Net  | Total  |                     |
|  | Common<br>stock | Legal<br>reserve of<br>retained<br>earnings | Other legal r<br>Special<br>reserves | Special<br>Special<br>price<br>fluctuation<br>reserves | ned earnings<br>Retained<br>earnings<br>brought<br>forward | Total<br>retained<br>earnings | Treasury<br>stock | Total<br>shareholders'<br>equity         | unrealized<br>gains on<br>available-<br>for-sale<br>securities | valuation<br>and<br>translation<br>adjustments | Total net<br>assets |
| Balance at the<br>beginning of the<br>period         | 1,000           | 1   | 17                                   | 39   | 563  | 620                           | (5)               | 1,615                                    | 16   | 16   | 1,631               |
| Changes during the period                            |                 |   |                                      |  |  |                               |                   |  |  |  |                     |
| Net income   |                 |   |                                      |  | 4  | 4                             |                   | 4  |  |  | 4                   |
| Net changes<br>other than<br>shareholders'<br>equity |                 |   |                                      |  |  |                               |                   |  | (2)  | (2)  | (2)                 |
| Total changes  |                 |   |                                      |  | 4  | 4                             |                   | 4  | (2)  | (2)  | 1                   |
| Balance at the end of the period                     | 1,000           | 1   | 17                                   | 39   | 567  | 625                           | (5)               | 1,619                                    | 13   | 13   | 1,633               |

Fiscal 2013 (from April 1, 2013 to March 31, 2014)

(Yen in millions)

|  | ,      | Shareholder's equity |                     |   |  |                      |             |                        | Valuat<br>translation                |                                   |                     |
|--|--------|----------------------|---------------------|---|--|----------------------|-------------|------------------------|--------------------------------------|-----------------------------------|---------------------|
|  |        |                      | R                   | Retained earning                            | ŗs   |                      |             |                        | Net                                  | Total                             |                     |
|  | Common | Legal                | Other legal i       | reserve of retain                           |  | Total                | Treasury    | Total<br>shareholders' | unrealized gains on                  | valuation                         | Total net<br>assets |
|  |        | i                    | Special<br>reserves | Special<br>price<br>fluctuation<br>reserves | Retained<br>earnings<br>brought<br>forward | retained<br>earnings | stock Snare | equity                 | available-<br>for-sale<br>securities | and<br>translation<br>adjustments |                     |
| Balance at the<br>beginning of the<br>period         | 1,000  | 1                    | 17                  | 39  | 567  | 625                  | (5)         | 1,619                  | 13                                   | 13                                | 1,633               |
| Changes during the period                            |        |                      |                     |   |  |                      |             |                        |                                      |                                   |                     |
| Net income<br>(loss)                                 |        |                      |                     |   | (82)                                       | (82)                 |             | (82)                   |                                      |                                   | (82)                |
| Net changes<br>other than<br>shareholders'<br>equity |        |                      |                     |   |  |                      |             |                        | (5)                                  | (5)                               | (5)                 |
| Total changes  |        |                      |                     |   | (82)                                       | (82)                 |             | (82)                   | (5)                                  | (5)                               | (88)                |
| Balance at the end of the period                     | 1,000  | 1                    | 17                  | 39  | 484  | 542                  | (5)         | 1,536                  | 7                                    | 7                                 | 1,544               |

# Notes for fiscal 2013

 Matters related to the types and total number of stocks outstanding and the types and number of treasury stock

|               |                |   |                         |                         | (Stock)                                       |
|---------------|----------------|---|-------------------------|-------------------------|---|
|               |                | Balance as<br>of the end<br>of fiscal<br>2012 | Increase in fiscal 2013 | Decrease in fiscal 2013 | Balance as<br>of the end<br>of fiscal<br>2013 |
| Issued        | Ordinary stock | 2,000,000                                     | -                       | -                       | 2,000,000                                     |
| stock         | Total          | 2,000,000                                     | -                       | -                       | 2,000,000                                     |
| Trea-         | Ordinary stock | 11,400  | -                       | -                       | 11,400  |
| sury<br>stock | Total          | 11,400  | -                       | -                       | 11,400  |

- 2. Matters related to stock options or own stock options Not applicable
- 3. Matters related to dividends Not applicable

# 5. Dividend per stock and total assets per employee

|                        |             |            | (Ye        | en in millions) |
|------------------------|-------------|------------|------------|-----------------|
| Division               | Fiscal Year | 2011       | 2012       | 2013            |
| Dividend per stock     |             | -          | -          | -               |
| Net income (loss) per  | stock       | (2.52 yen) | 2.14 yen   | (41.63 yen)     |
| Dividend propensity    |             | -          | -          | -               |
| Net assets per stock   |             | 820.30 yen | 821.18 yen | 776.66 yen      |
| Total assets per emplo | yee         | 19,596     | 19,881     | 22,204          |
|                        |             |            |            |                 |

#### Notes

- Net income per share comes from net income / term average No. of stocks
   The number of treasury stock is deducted from producing information per stock
- 3. The total assets per employee come from the total assets at the end of the term / No. of employees at the end of the term.

#### 2 Details of assets and liabilities

# 1. Deposits

|                   |                              |                              | (Yen in millions)            |
|-------------------|------------------------------|------------------------------|------------------------------|
| Year              | As of the end of fiscal 2011 | As of the end of fiscal 2012 | As of the end of fiscal 2013 |
| Deposits          | 17,190                       | 25,938                       | 23,892                       |
| Ordinary deposits | 1,690                        | 8,908                        | 3,832                        |
| Time deposits     | 15,500                       | 17,030                       | 20,060                       |

# 2. Average balance and trading amount of commodity securities

Not applicable

# 3. Balance of securities by category and percentage distribution

|                                     |           |                                   |            |                                   | (Yen                         | in millions)                      |  |
|-------------------------------------|-----------|-----------------------------------|------------|-----------------------------------|------------------------------|-----------------------------------|--|
| Year                                | 710 01 11 | ne end of<br>2011                 | , 10 01 11 | ne end of<br>I 2012               | As of the end of fiscal 2013 |                                   |  |
| Division                            |           | Percentage<br>distribution<br>(%) |            | Percentage<br>distribution<br>(%) |                              | Percentage<br>distribution<br>(%) |  |
| Government bonds                    | 248,634   | 55.5                              | 328,071    | 68.8                              | 378,735                      | 72.1                              |  |
| Municipal<br>bonds                  | -         | -                                 | -          | -                                 | -                            | -                                 |  |
| Corporate bonds                     | 41,411    | 9.2                               | 20,065     | 4.2                               | 4,904                        | 0.9                               |  |
| Stocks                              | -         | -                                 | -          | -                                 | -                            | -                                 |  |
| Foreign securities                  | 158,073   | 35.3                              | 128,842    | 27.0                              | 141,522                      | 26.9                              |  |
| Other securities                    | -         | -                                 | -          | -                                 | -                            | -                                 |  |
| Loan<br>receivable in<br>securities | -         | -                                 | -          | -                                 | -                            | -                                 |  |
| Total                               | 448,120   | 100.0                             | 476,979    | 100.0                             | 525,161                      | 100.0                             |  |

# 4. Yield on securities held

|                                    |             |      | (%)  |
|------------------------------------|-------------|------|------|
| Fiscal Year Division               | 2011        | 2012 | 2013 |
| Investment assets yield (income    | yield)      |      |      |
| Public & corporate bonds           | 0.83        | 0.53 | 0.27 |
| Stocks                             | _           | _    | _    |
| Foreign securities                 | 2.19        | 1.91 | 1.71 |
| Other securities                   | _           | _    | -    |
| Total                              | 1.43        | 0.96 | 0.66 |
| Assets management yield (realize   | ed yield)   |      |      |
| Public & corporate bonds           | 1.19        | 0.53 | 0.30 |
| Stocks                             | -           | -    | -    |
| Foreign securities                 | 2.74        | 1.91 | 1.71 |
| Other securities                   | -           | -    | -    |
| Total                              | 1.87        | 0.96 | 0.68 |
| Market-price based overall yield ( | for referen | ce)  |      |
| Public & corporate bonds           | 0.66        | 0.51 | 0.25 |
| Stocks                             | -           | -    | -    |
| Foreign securities                 | 1.61        | 1.59 | 0.94 |
| Other securities                   | -           | -    | -    |
| Total                              | 1.08        | 0.85 | 0.44 |
|                                    |             |      |      |

#### Note:

Public & corporate bonds include government bonds, municipal bonds, and corporate bonds.

# 5. Balance Current Maturity of securities by category

| As of the                                | e end of        | ffiscal                    | 2012                       |                               |                                | (Yen i              | n millions) |
|--|-----------------|----------------------------|----------------------------|-------------------------------|--------------------------------|---------------------|-------------|
| Division                                 | Up to<br>1 year | 1 over<br>up to<br>3 years | 3 over<br>up to<br>5 years | 5 over<br>up to<br>7<br>years | 7 over<br>up to<br>10<br>years | Over<br>10<br>years | Total       |
| Govern-<br>ment<br>bonds                 | 210,396         | 26,392                     | 45,992                     | 27,203                        | 18,085                         | -                   | 328,071     |
| Municipal<br>bonds                       | -               | -                          | -                          | -                             | -                              | -                   | _           |
| Corporate bonds                          | 17,655          | 2,410                      | -                          | -                             | -                              | -                   | 20,065      |
| Stocks                                   | -               | -                          | -                          | _                             | -                              | -                   | _           |
| Foreign securities                       | 39,581          | 48,224                     | 28,613                     | 12,422                        | -                              | -                   | 128,842     |
| Other securities                         | -               | -                          | -                          | -                             | -                              | -                   | _           |
| Loan<br>receivable<br>in securi-<br>ties | -               | -                          | -                          | -                             | -                              | -                   | _           |
| Total                                    | 267,633         | 77,027                     | 74,605                     | 39,626                        | 18,085                         | -                   | 476,979     |

| As of the                                | As of the end of fiscal 2013 (Yen in millions) |                            |                            |                               |                                |                     |         |  |
|--|--|----------------------------|----------------------------|-------------------------------|--------------------------------|---------------------|---------|--|
| Division                                 | Up to<br>1 year                                | 1 over<br>up to<br>3 years | 3 over<br>up to<br>5 years | 5 over<br>up to<br>7<br>years | 7 over<br>up to<br>10<br>years | Over<br>10<br>years | Total   |  |
| Govern-<br>ment<br>bonds                 | 246,622  | 31,744                     | 50,414                     | 41,312                        | 1,052                          | 7,587               | 378,735 |  |
| Municipal<br>bonds                       | -  | -                          | -                          | -                             | -                              | -                   | -       |  |
| Corporate bonds                          | 2,302  | 2,601                      | -                          | -                             | -                              | -                   | 4,904   |  |
| Stocks                                   | -  | -                          | -                          | -                             | -                              | -                   | -       |  |
| Foreign<br>securities                    | 31,138   | 89,794                     | 20,589                     | -                             | -                              | -                   | 141,522 |  |
| Other securities                         | -  | -                          | -                          | -                             | -                              | -                   | -       |  |
| Loan<br>receivable<br>in securi-<br>ties | _  | -                          | -                          | -                             | -                              | -                   | -       |  |
| Total                                    | 280.063  | 124.141                    | 71.004                     | 41.312                        | 1.052                          | 7.587               | 525.161 |  |

# 6. Amount of stocks held by type of business

There are no stocks.

# 7. Loans

There are no notes with the following items; amount of stocks held by type of business, balance current maturity of loan by remaining life, balance of loans by type of collateral secured, balance and percentage distribution of loan by designated use, balance of loan by industry and its ratio to the total, and balance of amortization of loans.

### 8. Risk management credits

Not applicable

# 9. Present conditions of loans involving trust with contact for replacement of losses

Not applicable

# 10. Credits classified in accordance with debtor classification

Not applicable

## 11. Self-appraisal of assets

We categorize assets in accordance with the level of risk associated with collection and the level of risk of a loss in the value by carrying out self-appraisal and individually examining holding assets. There were no category assets (II through IV categories) as of March 31, 2014.

#### 12. Tangible fixed assets by category

| ==: rangible lixea acc      | ous by said                  | 80.7                         |                              |
|-----------------------------|------------------------------|------------------------------|------------------------------|
|                             |                              | (                            | Yen in millions)             |
| Year                        | As of the end of fiscal 2011 | As of the end of fiscal 2012 | As of the end of fiscal 2013 |
| Land                        | _                            | -                            | _                            |
| for underwriting            | -                            | -                            | -                            |
| for investment              | -                            | -                            | _                            |
| Buildings                   | 35                           | 33                           | 31                           |
| for underwriting            | 35                           | 33                           | 31                           |
| for investment              | -                            | -                            | -                            |
| Construction in progress    | -                            | -                            | -                            |
| for underwriting            | -                            | -                            | -                            |
| for investment              | -                            | -                            | -                            |
| Total of property           | 35                           | 33                           | 31                           |
| for underwriting            | 35                           | 33                           | 31                           |
| for investment              | -                            | -                            | _                            |
| Other tangible fixed assets | 8                            | 84                           | 52                           |
| Total                       | 43                           | 117                          | 84                           |

# 13. Unearned claims paid

Not applicable

## 14. Special account

Not applicable

#### 15. Underwriting funds

|                           |                              |                              | (Yen in millions)            |
|---------------------------|------------------------------|------------------------------|------------------------------|
| Year                      | As of the end of fiscal 2011 | As of the end of fiscal 2012 | As of the end of fiscal 2013 |
| Outstanding claims        | 14,895                       | 4,927                        | 3,579                        |
| Underwriting reserves     | 430,700                      | 461,480                      | 499,274                      |
| Risk reserves             | 331,499                      | 352,830                      | 378,041                      |
| Unearned premium reserves | 97,686                       | 107,140                      | 119,727                      |
| Repayment reserves        | 1,514                        | 1,509                        | 1,505                        |
| Total                     | 445,595                      | 466,407                      | 502,854                      |

# 16. Level of underwriting reserves

There is no target contact.

# 17. Detailed listing of liability reserves

#### As of the end of fiscal 2012

|  |  |                         | (                          | Yen in millions)                           |
|--|--|-------------------------|----------------------------|--|
| Division                                   | Balance as<br>of the end of<br>fiscal 2011 | Increase in fiscal 2012 | Decrease<br>in fiscal 2012 | Balance<br>as of the end of<br>fiscal 2012 |
| Reserve for ordinary bad debts             | -  | -                       | -                          | -  |
| Reserve for indi-<br>vidual bad debts      | -  | -                       | -                          | -  |
| Reserve for specific foreign securities    | -  | -                       | -                          | -  |
| Reserve for retire-<br>ment benefits       | 104  | 20                      | 4                          | 120  |
| Reserve for directors' retirement benefits | 15   | 4                       | 5                          | 14   |
| Reserve for bonus payments                 | 19   | 21                      | 19                         | 21   |
| Reserve for price fluctuation              | 6  | -                       | 0                          | 5  |
| Total                                      | 146  | 45                      | 30                         | 161  |

#### As of the end of fiscal 2013

|  |  |                         | (                          | Yen in millions)                           |
|--|--|-------------------------|----------------------------|--|
| Division                                   | Balance as<br>of the end of<br>fiscal 2012 | Increase in fiscal 2013 | Decrease<br>in fiscal 2013 | Balance<br>as of the end of<br>fiscal 2013 |
| Reserve for ordinary bad debts             | -  | -                       | -                          | -  |
| Reserve for indi-<br>vidual bad debts      | -  | -                       | -                          | -  |
| Reserve for specific foreign securities    | -  | -                       | -                          | -  |
| Reserve for retire-<br>ment benefits       | 120  | 19                      | 23                         | 116  |
| Reserve for directors' retirement benefits | 14   | 4                       | 0                          | 18   |
| Reserve for bonus payments                 | 21   | 20                      | 21                         | 20   |
| Reserve for price fluctuation              | 5  | 0                       | -                          | 5  |
| Total                                      | 161  | 44                      | 45                         | 161  |

# 18. Detailed listing of shareholders' equity

Please refer to the statement of changes in share-holders' equity on page 46.

# 3 Income and loss details

# 1. Gains on sales of securities by category

|                      |       | (Yer | n in millions) |
|----------------------|-------|------|----------------|
| Division Fiscal Year | 2011  | 2012 | 2013           |
| Government bonds     | 1,116 | -    | 100            |
| Foreign securities   | 1,247 | -    | -              |
| Total                | 2,364 | -    | 100            |

# 2. Losses on sales of securities by category

|                      |      | (Ye  | n in millions) |
|----------------------|------|------|----------------|
| Division Fiscal Year | 2011 | 2012 | 2013           |
| Government bonds     | 145  | -    | 2              |
| Foreign securities   | 75   | 0    | -              |
| Total                | 220  | 0    | 2              |

# 3. Losses on valuation of securities

Not applicable

# 4. Gains on disposal of fixed assets

Not applicable

# 5. Losses on disposal of fixed assets

|                             |      | (Ye  | n in millions) |
|-----------------------------|------|------|----------------|
| Division Fiscal Year        | 2011 | 2012 | 2013           |
| Land                        | -    | -    | -              |
| Buildings                   | _    | _    | -              |
| Other tangible fixed assets | 0    | 0    | 0              |
| Total                       | 0    | 0    | 0              |

# 6. Business expenses (inclusive of loss adjustment)

|                                |        | (Yer   | n in millions) |
|--------------------------------|--------|--------|----------------|
| Division Fiscal Year           | 2011   | 2012   | 2013           |
| Personnel expenses             | 11,636 | 1,031  | 496            |
| Non personnel expenses         | 29,330 | 4,881  | 2,773          |
| Taxes                          | 228    | 252    | 249            |
| Commissions and brokerage fees | 35,126 | 38,141 | 40,411         |
| Total                          | 76,322 | 44,307 | 43,931         |

Note:
Business expenses are the total of loss adjustment expense, operating, general and administrative expenses, commissions and brokerage fees as shown in the income statement.

# 7. Depreciation expenses by category

# As of the end of fiscal 2012

|                               |                  |                                     |                                  | (Ye                                     | n in millions)                                |
|-------------------------------|------------------|-------------------------------------|----------------------------------|---|---|
| Type of asset                 | Acquisition cost | Deprecia-<br>tion in<br>fiscal 2012 | Aggregated<br>deprecia-<br>tions | Balance as<br>the end of<br>fiscal 2012 | Rate of<br>aggregated<br>deprecia-<br>tions % |
| Tangible fixed a              | ssets            |                                     |                                  |   |   |
| Buildings                     | 101              | 2                                   | 68                               | 33                                      | 66.9  |
| for<br>underwriting           | 101              | 2                                   | 68                               | 33                                      | 66.9  |
| for investment                | -                | -                                   | -                                | -                                       | -   |
| Other tangible fixed assets   | 179              | 10                                  | 94                               | 84                                      | 52.9  |
| Total                         | 280              | 12                                  | 162                              | 117                                     | 58.0  |
| Intangible fixed              | assets           |                                     |                                  |   |   |
| Software                      | 558              | 91                                  | 327                              | 231                                     | 58.7  |
| Other intangible fixed assets | 1                | 0                                   | 0                                | 1                                       | 12.2  |
| Total                         | 560              | 91                                  | 328                              | 232                                     | 58.5  |
| Grand total                   | 841              | 104                                 | 490                              | 350                                     | 58.3  |

#### As of the end of fiscal 2013

| A3 OI THE C                   | ilu oi ila       | cai zoro                            | ,                        |   |                                    |
|-------------------------------|------------------|-------------------------------------|--------------------------|---|------------------------------------|
|                               |                  |                                     |                          | (Ye                                     | n in millions)                     |
| Type of asset                 | Acquisition cost | Deprecia-<br>tion in<br>fiscal 2013 | Aggregated depreciations | Balance as<br>the end of<br>fiscal 2013 | Rate of aggregated depreciations % |
| Tangible fixed a              | ssets            |                                     |                          |   |                                    |
| Buildings                     | 101              | 2                                   | 70                       | 31                                      | 68.9                               |
| for<br>underwriting           | 101              | 2                                   | 70                       | 31                                      | 68.9                               |
| for investment                | -                | -                                   | -                        | -                                       | -                                  |
| Other tangible fixed assets   | 115              | 32                                  | 62                       | 52                                      | 54.1                               |
| Total                         | 217              | 34                                  | 132                      | 84                                      | 61.1                               |
| Intangible fixed              | assets           |                                     |                          |   |                                    |
| Software                      | 562              | 100                                 | 405                      | 156                                     | 72.1                               |
| Other intangible fixed assets | 1                | 0                                   | 0                        | 1                                       | 12.7                               |
| Total                         | 563              | 100                                 | 405                      | 158                                     | 72.0                               |
| Grand total                   | 780              | 134                                 | 538                      | 242                                     | 68.9                               |

# 4 Information about fair values, etc.

#### 1. Matters related to financial instruments

For matters related to the status of financial instruments and matters related to the fair values of financial instruments, please refer to Note 7 on the balance sheet (page 42).

#### 2. Securities

- (i) Securities held for trading purposes Not applicable
- (ii) Securities to be held to maturity Not applicable
- (iii) Available-for-sale securities

#### At the end of fiscal 2012

(Yen in millions)

|                                     |                          |                  |            | Terr in minions) |
|-------------------------------------|--------------------------|------------------|------------|------------------|
| Division                            | Туре                     | Acquisition cost | Book value | Difference       |
|                                     | Public & corporate bonds | 199,878          | 201,819    | 1,941            |
| Securities whose                    | Stocks                   | -                | -          | _                |
| carrying amount exceeds their cost  | Foreign securities       | 98,536           | 101,028    | 2,492            |
|                                     | Others                   | -                | -          | -                |
|                                     | Subtotal                 | 298,414          | 302,848    | 4,433            |
| 0 111                               | Public & corporate bonds | 146,373          | 146,317    | (56)             |
| Securities whose<br>carrying amount | Stocks                   | -                | -          | -                |
| does not exceed<br>their cost       | Foreign securities       | 30,463           | 27,813     | (2,649)          |
|                                     | Others                   | -                | -          | -                |
|                                     | Subtotal                 | 176,837          | 174,131    | (2,705)          |
| Total                               |                          | 475,251          | 476,979    | 1,727            |

### At the end of fiscal 2013

(Yen in millions)

|   |                          |                  | ,          |            |
|---|--------------------------|------------------|------------|------------|
| Division  | Туре                     | Acquisition cost | Book value | Difference |
|   | Public & corporate bonds | 190,481          | 192,232    | 1,750      |
| Securities whose  | Stocks                   | -                | -          | -          |
| carrying amount exceeds their cost                          | Foreign securities       | 121,335          | 127,001    | 5,665      |
|   | Others                   | -                | -          | -          |
|   | Subtotal                 | 311,817          | 319,233    | 7,415      |
| Securities whose carrying amount does not exceed their cost | Public & corporate bonds | 191,429          | 191,407    | (21)       |
|   | Stocks                   | -                | -          | -          |
|   | Foreign securities       | 14,561           | 14,520     | (40)       |
|   | Others                   | -                | -          | -          |
|   | Subtotal                 | 205,990          | 205,928    | (62)       |
| Total   |                          | 517,808          | 525,161    | 7,353      |
|   |                          |                  |            |            |

# (iv) Available-for-sale securities sold at the term

(Yen in millions

|       |                |                               |                             |                | (1611                         | III IIIIIIIIIIII)           |
|-------|----------------|-------------------------------|-----------------------------|----------------|-------------------------------|-----------------------------|
|       | Fiscal 2012    |                               |                             | Fiscal 2013    |                               |                             |
| Туре  | Sales<br>price | Total of<br>profit on<br>sale | Total of<br>loss on<br>sale | Sales<br>price | Total of<br>profit on<br>sale | Total of<br>loss on<br>sale |
| Total | 100            | -                             | 0                           | 7,541          | 100                           | 2                           |

#### 3. Money trust

Not applicable

#### 4. Derivative transactions

- (i) Derivative transactions to which hedge accounting is not applied
  - (a) Currency related

#### At the end of fiscal 2012

(Yen in millions)

|                               |  |  | (   |  |  |  |
|-------------------------------|--|--|---|--|--|--|
|                               | Contract amount  |  |   | A  |  |  |
| Туре                          |  | 1 year or<br>longer<br>ones  | Market<br>price   | Appraisal profit and loss  |  |  |
| Over-the-counter transactions |  |  |   |  |  |  |
| Forward foreign exchar        | ige contracts  |  |   |  |  |  |
| Short positions               |  |  |   |  |  |  |
| US dollar                     | 1,644  | -  | (328)   | (328)  |  |  |
| Euro                          | 30,272   | 921  | (1,687)   | (1,687)  |  |  |
| Total                         |  |  | (2,016)   | (2,016)  |  |  |
|                               | Over-the-counter transac<br>Forward foreign exchar<br>Short positions<br>US dollar<br>Euro | Over-the-counter transactions Forward foreign exchange contracts Short positions US dollar 1,644 Euro 30,272 | Type larger or longer ones  Over-the-counter transactions Forward foreign exchange contracts  Short positions US dollar 1,644 – Euro 30,272 921 | Type         1 year or longer ones         Market price           Over-the-counter transactions         Forward foreign exchange contracts           Short positions         US dollar         1,644         -         (328)           Euro         30,272         921         (1,687) |  |  |

#### At the end of fiscal 2013

(Yen in millions)

|                               |               |                             | `               | ′                  |  |
|-------------------------------|---------------|-----------------------------|-----------------|--------------------|--|
|                               | Contract      | Contract amount             |                 | Appraisal          |  |
| Туре                          |               | 1 year or<br>longer<br>ones | Market<br>price | profit and<br>loss |  |
| Over-the-counter transactions |               |                             |                 |                    |  |
| Forward foreign exchar        | nge contracts |                             |                 |                    |  |
| Short positions               |               |                             |                 |                    |  |
| US dollar                     | 28,819        | -                           | (564)           | (564)              |  |
| Euro                          | 36,703        | -                           | (1,899)         | (1,899)            |  |
| Total                         |               |                             | (2,463)         | (2,463)            |  |
|                               |               |                             |                 |                    |  |

#### Notes

- Currency related derivative transactions other than the above are omitted as there is no applicable item.
   Calculating a market price: Foreign exchange rates depend on futures
- Calculating a market price: Foreign exchange rates depend on futures quotations.

## (b) Credit related

#### At the end of fiscal 2012

(Yen in millions)

| _   | Contract amount |                             |                 | Appraisal          |  |
|---|-----------------|-----------------------------|-----------------|--------------------|--|
| Туре  |                 | 1 year or<br>longer<br>ones | Market<br>price | profit and<br>loss |  |
| Over-the-counter transactions                   |                 |                             |                 |                    |  |
| Long position in credit derivative transactions | 4,346           | -                           | (28)            | (28)               |  |
| Total   |                 |                             | (28)            | (28)               |  |

#### At the end of fiscal 2013

(Yen in millions)

|   | Contract amount |                             |                 | Appraisal          |
|---|-----------------|-----------------------------|-----------------|--------------------|
| Туре  |                 | 1 year or<br>longer<br>ones | Market<br>price | profit and<br>loss |
| Over-the-counter transactions                   |                 |                             |                 |                    |
| Long position in credit derivative transactions | -               | -                           | -               | -                  |
| Total   |                 |                             | -               | _                  |

#### Note:

Calculating a market price: Based on values presented by relationship financial institution.

(ii) Derivative transactions to which hedge accounting is applied

Not applicable