

**Consolidated Financial Summary (Japanese GAAP)  
for the Three Months Ended June 30, 2017**

August 9, 2017

Company name: Sony Financial Holdings Inc.  
 (URL: [http://www.sonyfh.co.jp/index\\_en.html](http://www.sonyfh.co.jp/index_en.html))  
 Stock exchange listing: Tokyo Stock Exchange (code number: 8729)  
 Representative: Shigeru Ishii, President and Representative Director  
 Inquiries: Yasuo Hasegawa, General Manager—Corporate Communications & Investor Relations Dept.  
 (Fractional amounts of less than ¥1 million are discarded.)

1. Consolidated financial results for the three months ended June 30, 2017

(1) Operating results

	Ordinary Revenues		Ordinary Profit		Profit attributable to owners of the parent	
	Millions of yen	% change	Millions of yen	% change	Millions of yen	% change
For the three months ended June 30, 2017	364,984	11.7	18,995	(25.5)	12,566	(28.9)
For the three months ended June 30, 2016	326,614	(8.6)	25,504	34.6	17,665	37.6

Note: Comprehensive Income: For the three months ended June 30, 2017: ¥13,968million: (54.1%)  
 For the three months ended June 30, 2016: ¥30,411million: 461.1%

	Net Income per Share	Net Income per Share (Fully Diluted)
	Yen	Yen
For the three months ended June 30, 2017	28.89	28.89
For the three months ended June 30, 2016	40.61	—

(2) Financial conditions

	Total Assets	Total Net Assets	Net Asset Ratio
	Millions of yen	Millions of yen	%
As of June 30, 2017	11,806,833	591,202	5.0
As of March 31, 2017	11,471,845	601,139	5.2

Note: Net Assets Attributable to Shareholders: As of June 30, 2017: ¥589,653million  
 As of March 31, 2017: ¥599,630million

2. Dividends

Record date	Dividend per Share				
	1st quarter	2nd quarter	3rd quarter	Year-end	Annual Total
	Yen	Yen	Yen	Yen	Yen
For the year ended March 31, 2017	—	0.00	—	55.00	55.00
For the year ending March 31, 2018	—				
For the year ending March 31, 2018 (forecast)		0.00	—	55.00	55.00

Note: Changes in dividend forecast since the most recent public announcement: None

3. Forecast of Consolidated Financial results for the year ending March 31, 2018

(Percentage figures represent changes from the results of the previous fiscal year.)

	Ordinary Revenues		Ordinary Profit		Profit Attributable to Owners of the Parent		Net Income per Share
	Millions of yen	% change	Millions of yen	% change	Millions of yen	% change	Yen
For the year ending March 31, 2018	1,430,000	3.5	67,000	1.0	42,000	0.9	96.56

4. Notes

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries accompanying changes in scope of consolidation): None

(2) Application of special accounting methods for preparing quarterly Consolidated Financial Statements: None

(3) Changes in accounting policies, accounting estimates and restatements of the Consolidated Financial Statements

(a) Changes in accounting policies resulting from the revision of the accounting standards and other regulations: None

(b) Changes in accounting policies due to other reasons: None

(c) Changes in accounting estimates: None

(d) Restatements of the Consolidated Financial Statements: None

(4) Number of shares outstanding (common stock)

(a) Number of shares outstanding (including treasury shares)

As of June 30, 2017: 435,000,000 shares

As of March 31, 2017: 435,000,000 shares

(b) Number of treasury shares

As of June 30, 2017: 35,775 shares

As of March 31, 2017: 52,975 shares

(c) Weighted-average number of shares

For the three months ended June 30, 2017: 434,952,695 shares

For the three months ended June 30, 2016: 434,999,925 shares

Status of quarterly review procedures

This document is exempt from quarterly review procedures.

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\* The conference call for explaining the Sony Financial Group financial results will be held at 15:15 (Tokyo), August 9, 2017. Please note that our conference call will be held only in Japanese.

We will upload the presentation materials with speech text on August 9 after 15:00, the translation of the conference call on August 10 and the Q&A summary at a later date on Earnings Releases and Presentation Materials page on our website:

[http://www.sonyfh.co.jp/en/financial\\_info/results/index.html](http://www.sonyfh.co.jp/en/financial_info/results/index.html)

\* On August 9, 2017, Sony Financial Holdings Inc.'s (SFH's) significant subsidiaries: Sony Life Insurance Co., Ltd. (Sony Life), Sony Assurance Inc. (Sony Assurance) and Sony Bank Inc. (Sony Bank) will announce their financial results for the three months ended June 30, 2017. SFH prepared an English-language summary of those Japanese announcements made by the above subsidiaries, solely for convenience of non-Japanese readers.

## **I. Consolidated Financial Statements**

### **1. Consolidated Balance Sheets**

(Millions of yen)

	As of March 31, 2017	As of June 30, 2017
<b>Assets</b>		
Cash and due from banks	¥206,481	¥270,901
Call loans and bills bought	61,900	82,500
Monetary claims purchased	573	8,593
Money held in trust	296,877	294,002
Securities	8,857,436	9,066,990
Loans	1,720,004	1,733,463
Tangible fixed assets	123,614	123,746
Intangible fixed assets	30,776	29,890
Due from agencies	0	–
Due from reinsurers	1,438	1,545
Foreign exchanges	7,268	9,223
Other assets	148,650	170,081
Net defined benefit asset	2,752	2,802
Deferred tax assets	15,313	14,298
Reserve for possible loan losses	(1,243)	(1,204)
<b>Total Assets</b>	<b>¥11,471,845</b>	<b>¥11,806,833</b>

(Millions of yen)

	As of March 31, 2017	As of June 30, 2017
<b>Liabilities</b>		
Policy reserves and others	¥8,113,153	¥8,282,932
Reserve for outstanding claims	71,306	71,331
Policy reserves	8,036,118	8,205,854
Reserve for policyholders' dividends	5,729	5,747
Due to agencies	2,616	1,602
Due to reinsurers	3,737	4,234
Deposits	2,071,091	2,103,943
Call money and bills sold	70,000	105,000
Borrowed money	90,000	150,000
Foreign exchanges	108	130
Bonds payable	10,000	10,000
Other liabilities	427,866	477,069
Reserve for employees' bonuses	3,694	1,714
Net defined benefit liability	31,399	31,881
Reserve for directors' retirement benefits	366	–
Special reserves	46,182	46,634
Reserve for price fluctuations	46,182	46,634
Deferred tax liabilities on land revaluation	488	488
<b>Total Liabilities</b>	<b>10,870,705</b>	<b>11,215,631</b>
<b>Net Assets</b>		
Common stock	19,900	19,900
Capital surplus	195,277	195,277
Retained earnings	255,062	243,701
Treasury stock	(81)	(55)
Total shareholders' equity	470,157	458,823
Net unrealized gains (losses) on other securities, net of taxes	134,849	135,977
Net deferred gains (losses) on hedging instruments, net of taxes	(1,154)	(1,088)
Land revaluation, net of taxes	(1,465)	(1,465)
Remeasurements of defined benefit plans, net of taxes	(2,756)	(2,593)
Total accumulated other comprehensive income	129,472	130,829
Subscription rights to shares	49	44
Non-controlling interests	1,460	1,505
<b>Total Net Assets</b>	<b>601,139</b>	<b>591,202</b>
<b>Total Liabilities and Net Assets</b>	<b>¥11,471,845</b>	<b>¥11,806,833</b>

**2. Consolidated Statements of Income and Consolidated Statements of Comprehensive Income  
(Consolidated Statements of Income)**

(Millions of yen)

	For the three months ended June 30, 2016	For the three months ended June 30, 2017
Ordinary Revenues	¥326,614	¥364,984
Ordinary Revenues from the Life Insurance Business	291,334	327,165
Income from insurance premiums	240,793	240,705
Investment income	46,694	82,979
(Interest income and dividends)	35,824	38,694
(Income from money held in trust, net)	1,117	1,127
(Gains on trading securities, net)	9	12
(Gains on sale of securities)	917	0
(Gains on derivatives, net)	8,821	–
(Gains on separate accounts, net)	–	43,092
Other ordinary income	3,846	3,479
Ordinary Revenues from the Non-life Insurance Business	26,046	28,043
Underwriting income	25,064	27,571
(Net premiums written)	25,048	27,556
(Interest and dividends on deposits of premiums)	16	15
Investment income	964	453
(Interest income and dividends)	333	334
(Gains on sale of securities)	648	134
(Transfer to interest and dividends on deposits of premiums)	(16)	(15)
Other ordinary income	16	18
Ordinary Revenues from the Banking Business	9,184	9,671
Interest income	6,321	6,871
(Interest income on loans)	3,844	4,193
(Interest income and dividends on securities)	2,459	2,658
Fees and commissions	1,666	1,493
Other operating income	1,140	1,212
Other ordinary income	56	94
Other	49	105
Other ordinary income	49	105

(Continued)

(Millions of yen)

	For the three months ended June 30, 2016	For the three months ended June 30, 2017
Ordinary Expenses	¥301,109	¥345,989
Ordinary Expenses from the Life Insurance Business	269,889	312,671
Insurance claims and other payments	85,621	96,772
(Insurance claims)	22,772	23,486
(Annuity payments)	2,806	2,970
(Insurance benefits)	13,568	21,717
(Surrender payments)	44,459	45,733
(Other payments)	825	872
Provision for policy reserves and others	93,998	165,599
Provision for policy reserves	93,998	165,599
Interest portion of reserve for policyholders' dividends	0	0
Investment expenses	48,692	8,839
(Interest expenses)	9	15
(Losses on derivatives, net)	–	7,015
(Losses on separate accounts, net)	43,937	–
Operating expenses	33,593	33,134
Other ordinary expenses	7,983	8,326
Ordinary Expenses from the Non-life Insurance Business	23,010	25,478
Underwriting expenses	16,922	18,885
(Net losses paid)	11,734	12,180
(Loss adjustment expenses)	1,805	1,824
(Net commission and brokerage fees)	320	377
(Provision for reserve for outstanding losses)	97	366
(Provision for underwriting reserves)	2,963	4,137
Operating, general and administrative expenses	6,086	6,592
Other ordinary expenses	0	0

(Continued)

(Millions of yen)

	For the three months ended June 30, 2016	For the three months ended June 30, 2017
Ordinary Expenses from the Banking Business	¥7,956	¥7,462
Interest expenses	2,143	1,946
(Interest expenses on deposits)	1,238	1,266
Fees and commissions	783	1,050
Other operating expenses	80	15
General and administrative expenses	4,868	4,412
Other ordinary expenses	80	37
Other	252	376
Other ordinary expenses	252	376
Ordinary Profit	25,504	18,995
Extraordinary Losses	363	452
Losses on disposal of fixed assets	0	0
Impairment losses	0	0
Provision for special reserves	363	452
Provision for reserve for price fluctuations	363	452
Provision for Reserve for Policyholders' Dividends	403	222
Income Before Income Taxes	24,738	18,320
Income Taxes – Current	7,018	5,169
Income Taxes – Deferred	32	540
Total Income Taxes	7,051	5,710
Profit	17,687	12,610
Profit Attributable to Non-controlling Interests	22	44
Profit Attributable to Owners of the Parent	¥17,665	¥12,566



**(Consolidated Statements of Comprehensive Income)**

(Millions of yen)

	For the three months ended June 30, 2016	For the three months ended June 30, 2017
Profit	¥17,687	¥12,610
Other comprehensive income		
Net unrealized gains (losses) on other securities, net of taxes	12,646	1,128
Net deferred gains (losses) on hedging instruments, net of taxes	(112)	66
Remeasurements of defined benefit plans, net of taxes	190	163
Total other comprehensive income	12,724	1,357
Comprehensive income	¥30,411	¥13,968
(Details)		
Comprehensive income attributable to owners of the parent	30,389	13,923
Comprehensive income attributable to non-controlling interests	22	44

### 3. Segment Information

#### (1) Segment Information by reporting segment

For the three months ended June 30, 2016

	Millions of yen					
	Life insurance business	Non-life insurance business	Banking business	Total	Other	Total
Ordinary revenues						
External customers	¥291,334	¥26,046	¥9,184	¥326,564	¥49	¥326,614
Intersegment	756	0	50	807	–	807
Total	292,090	26,046	9,234	327,372	49	327,421
Segment profit	¥22,028	¥2,865	¥772	¥25,666	¥(214)	¥25,452

(Note) “Other” consists of the nursing care business, which is not a reporting segment.

For the three months ended June 30, 2017

	Millions of yen					
	Life insurance business	Non-life insurance business	Banking business	Total	Other	Total
Ordinary revenues						
External customers	¥327,165	¥28,043	¥9,671	¥364,879	¥105	¥364,984
Intersegment	829	0	54	884	–	884
Total	327,994	28,043	9,725	365,764	105	365,869
Segment profit	¥15,144	¥2,375	¥1,703	¥19,223	¥(272)	¥18,951

(Note) “Other” consists of the nursing care business, which is not a reporting segment.

#### (2) Reconciliations of the totals of reportable segments’ profit to quarterly consolidated statement of income

	Millions of yen	
	For the three months ended June 30, 2016	For the three months ended June 30, 2017
Totals of reporting segments	¥25,666	¥19,223
Other	(214)	(272)
Adjustments for intersegment transactions	2	0
Amount not allocated to reporting segments	50	43
Ordinary profit in quarterly consolidated statement of income	¥25,504	¥18,995

#### (3) Information on impairment loss on fixed assets and goodwill by reporting segment

None

### 4. Subsequent Events

There were no applicable subsequent events.

SFH's consolidated results\* are prepared in accordance with Japanese GAAP. As such, these figures differ in significant respects from the financial information reported by Sony Corporation, SFH's parent company, which prepares its financial statements in accordance with U.S. GAAP.

\* SFH's scope of consolidation includes following companies:

Sony Financial Holdings Inc.  
Sony Life Insurance Co., Ltd.  
Sony Assurance Inc.  
Sony Bank Inc.  
Sony Payment Services Inc.  
SmartLink Network Hong Kong Limited  
Sony Lifecare Inc.  
Lifecare Design Inc.

Affiliated companies accounted for under the equity method:

AEGON Sony Life Insurance Co., Ltd.  
SA Reinsurance Ltd.

*Statements made in this press release concerning the current plans, expectations, strategies and beliefs of the Sony Financial Group. Any statements contained herein that are not historical facts are forward-looking statements or pro forma information. Forward-looking statements may include—but are not limited to—words such as “believe,” “anticipate,” “plan,” “strategy,” “expect,” “assume,” “forecast,” “predict,” “propose,” “intend” and “possibility” that describe future operating activities, business performance, events or conditions. Forward-looking statements, whether spoken or written, may also be included in other materials released to the public. These forward-looking statements and pro forma information are based on assumptions, decisions and judgments made by the management of Sony Financial Group companies, and are based on information that is currently available to them. As such, they are subject to various risks and uncertainties, and actual business results may vary substantially from the forecasts expressed or implied in forward-looking statements. Consequently, investors are cautioned not to place undue reliance on forward-looking statements. Sony Financial Group companies are under no obligation to revise forward-looking statements or pro forma information in light of new information, future events or other findings. The information contained in this press release does not constitute or form part of any offer for sale or subscription of or solicitation or invitation of any offer to buy or subscribe to any securities, nor shall it or any part of it form the basis of or be relied on in connection with any contract or commitment whatsoever in Japan or abroad.*

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## **II. Attachment**

Content of Presentation Material

### **Consolidated Financial Results for the Three Months Ended June 30, 2017 and Sony Life's Market Consistent Embedded Value as of June 30, 2017**

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## Presentation Material

# Consolidated Financial Results for the Three Months Ended June 30, 2017 and Sony Life's MCEV as of June 30, 2017

Sony Financial Holdings Inc.  
August 9, 2017

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## Content

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■ Forecast of Consolidated Financial Results for the Fiscal Year Ending March 31, 2018 (FY17)	P.27
■ Sony Life's MCEV and ESR as of June 30, 2017	P.29
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### Disclaimers:

This presentation material contains statements concerning the current plans, expectations, strategies and beliefs of the Sony Financial Group. Any statements contained herein that are not historical facts are forward-looking statements or pro forma information. Forward-looking statements may include—but are not limited to—words such as “believe,” “anticipate,” “plan,” “strategy,” “expect,” “assume,” “forecast,” “predict,” “propose,” “intend” and “possibility” that describe future operating activities, business performance, events or conditions. Forward-looking statements, whether spoken or written, may also be included in other materials released to the public. These forward-looking statements and pro forma information are based on assumptions, decisions and judgments made by the management of Sony Financial Group companies, and are based on information that is currently available to them. As such, they are subject to various risks and uncertainties, and actual business results may vary substantially from the forecasts expressed or implied in forward-looking statements. Consequently, investors are cautioned not to place undue reliance on forward-looking statements. Sony Financial Group companies are under no obligation to revise forward-looking statements or pro forma information in light of new information, future events or other findings. The information contained in this presentation does not constitute or form part of any offer for sale or subscription of or solicitation or invitation of any offer to buy or subscribe to any securities, nor shall it or any part of it form the basis of or be relied on in connection with any contract or commitment whatsoever in Japan or abroad.

\*Unless otherwise indicated, in these materials figures less than the indicated unit have been truncated, while ratios and percentage changes have been rounded. Also, a “-” is used where percentage changes exceed 1,000% and in cases where one or both comparisons are negative.

\*“Lifeplanner” is a registered trademark of Sony Life.

## Consolidated Operating Results for the Three Months Ended June 30, 2017 (FY17.1Q)

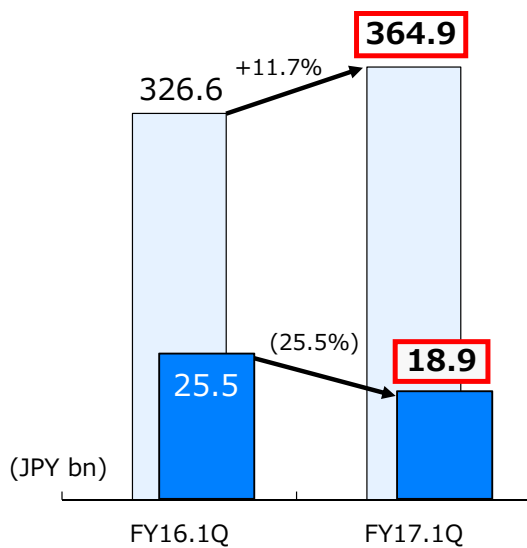
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### Highlights of Consolidated Operating Performance (1)



- Consolidated ordinary revenues
- Consolidated ordinary profit



		(JPY bn)	FY16.1Q	FY17.1Q	Change	
Life insurance business	Ordinary revenues		292.0	327.9	+35.9	+12.3%
	Ordinary profit		22.0	15.1	(6.8)	(31.3%)
Non-life insurance business	Ordinary revenues		26.0	28.0	+1.9	+7.7%
	Ordinary profit		2.8	2.3	(0.4)	(17.1%)
Banking business	Ordinary revenues		9.2	9.7	+0.4	+5.3%
	Ordinary profit		0.7	1.7	+0.9	+120.7%
Intersegment adjustments*	Ordinary revenues		(0.7)	(0.7)	(0.0)	-
	Ordinary profit		(0.1)	(0.2)	(0.0)	-
Consolidated	Ordinary revenues		326.6	364.9	+38.3	+11.7%
	Ordinary profit		25.5	18.9	(6.5)	(25.5%)
	Profit attributable to owners of the parent		17.6	12.5	(5.0)	(28.9%)

\*Ordinary profit in "Intersegment adjustments" is mainly from SFH. Nursing care business has been included in the scope of consolidation from FY16.1Q.

(Note) Comprehensive income : FY16.1Q: ¥30.4 billion, FY17.1Q: ¥13.9 billion

		(JPY bn)	Mar. 17	Jun. 17	Change from Mar. 17	
Consolidated	Net assets		601.1	591.2	(9.9)	(1.7%)
	Total assets		11,471.8	11,806.8	+334.9	+2.9%

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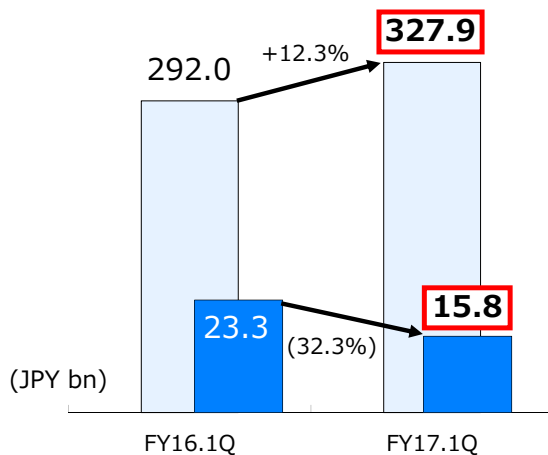
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## Highlights of Consolidated Operating Performance (2)

- **Life Insurance Business** : Ordinary revenues increased year on year, due to an improvement of investment performance in the separate account following a recovery in the financial market conditions. Investment gains were recorded in FY17.1Q compared with investment losses in FY16.1Q. Ordinary profit decreased year on year due to a deterioration in net gains/losses on derivative transactions to hedge market risks for available-for-sale securities and lower gains on sale of securities in the general account.
- **Non-life Insurance Business**: Ordinary revenues expanded year on year, owing mainly to an increase in net premiums written for mainstay automobile insurance. Ordinary profit decreased year on year due primarily to lower gains on sale of securities.
- **Banking Business** : Ordinary revenues increased year on year due to an increase in interest income on loans in line with a favorably growing balance of mortgage loans. Ordinary profit increased year on year, due to a decrease in operating expenses, especially in advertising expenses for the card loan business.
- Consolidated ordinary revenues increased 11.7% year on year, to ¥364.9 billion, owing to increases in ordinary revenues from all the businesses: life insurance, non-life insurance and banking businesses. Consolidated ordinary profit decreased 25.5% year on year, to ¥18.9 billion. By business segment, ordinary profit from the life insurance and the non-life insurance businesses decreased, whereas ordinary profit from the banking business increased. Profit attributable to owners of the parent was down 28.9% year on year, to ¥12.5 billion due to the decrease in consolidated ordinary profit.

## Highlights of Operating Performance: Sony Life (Non-consolidated)

□ Ordinary revenues    ■ Ordinary profit



- ◆ Ordinary revenues increased but ordinary profit decreased year on year.
- ◆ Income from insurance premiums was flat year on year due to a decrease in sales of single premium whole life insurance although policy amount in force increased steadily.
- ◆ Investment income increased due to an improvement of investment performance in the separate account following a recovery in the financial market conditions. Investment gains were recorded in FY17.1Q compared with investment losses in FY16.1Q.
- ◆ Ordinary profit decreased, due to a deterioration in net gains/losses on derivative transactions to hedge market risks for available-for-sale securities and lower gains on sale of securities in the general account.

	(JPY bn)	FY16.1Q	FY17.1Q	Change	
<b>Ordinary revenues</b>		292.0	327.9	+35.9	+12.3%
Income from insurance premiums		241.1	241.1	+0.0	+0.0%
Investment income		46.8	83.1	+36.2	+77.5%
Interest income and dividends		35.9	38.8	+2.8	+8.0%
Income from money held in trust, net		1.1	1.1	+0.0	+0.9%
Gains on sale of securities		0.9	0.0	(0.9)	(100.0%)
Gains on derivatives, net		8.8	-	(8.8)	(100.0%)
Gains on separate accounts, net		-	43.0	+43.0	-
<b>Ordinary expenses</b>		268.6	312.1	+43.4	+16.2%
Insurance claims and other payments		85.6	96.7	+11.1	+13.0%
Provision for policy reserves and others		93.9	165.5	+71.6	+76.2%
Investment expenses		48.7	8.9	(39.8)	(81.7%)
Losses on derivatives, net		-	7.0	+7.0	-
Losses on separate accounts, net		43.9	-	(43.9)	(100.0%)
Operating expenses		33.7	33.2	(0.4)	(1.3%)
<b>Ordinary profit</b>		23.3	15.8	(7.5)	(32.3%)
<b>Net income</b>		16.6	10.1	(6.5)	(39.1%)
	(JPY bn)	Mar. 17	Jun. 17	Change from Mar. 17	
<b>Securities</b>		8,093.1	8,247.7	+154.5	+1.9%
<b>Policy reserves</b>		7,929.9	8,095.5	+165.5	+2.1%
<b>Net assets</b>		473.5	461.5	(11.9)	(2.5%)
Net unrealized gains on other securities		127.7	128.7	+0.9	+0.8%
<b>Total assets</b>		8,873.6	9,071.9	+198.2	+2.2%
Separate account assets		989.6	1,046.9	+57.3	+5.8%

# Overview of Operating Performance: Sony Life (Non-consolidated)

(JPY bn)	FY16.1Q	FY17.1Q	Change
<b>New policy amount</b>	1,260.0	<b>1,115.8</b>	(11.4%)
<b>Lapse and surrender amount</b>	479.8	<b>451.5</b>	(5.9%)
<b>Lapse and surrender rate</b>	1.11%	<b>1.00%</b>	(0.11pt)
<b>Policy amount in force</b>	43,634.2	<b>45,771.5</b>	+4.9%
<b>Annualized premiums from new policies</b>	20.5	<b>16.1</b>	(21.2%)
Of which, third-sector products	4.1	<b>3.1</b>	(25.9%)
<b>Annualized premiums from insurance in force</b>	790.8	<b>826.9</b>	+4.6%
Of which, third-sector products	182.2	<b>188.7</b>	+3.6%

## <Reasons for changes>

◆ Decreased due mainly to lower sales of family income insurance and term life insurance despite favorable sales of U.S. dollar-denominated insurance.

◆ Decreased due mainly to lower sales of living benefit insurance and endowment insurance despite favorable sales of U.S. dollar-denominated insurance.

### Notes:

- Figures for new policy amount, lapse and surrender amount, lapse and surrender rate, policy amount in force, annualized premiums from new policies and annualized premiums from insurance in force are calculated as the total of individual life insurance and individual annuities.
- The lapse and surrender rate shows the ratio derived by dividing the amount of lapses and surrenders, not adjusted for policy amount decreases, increases, and reinstatements, by the policy amount in force at the beginning of the fiscal year.

(JPY bn)	FY16.1Q	FY17.1Q	Change
<b>Gains from investment, net (General account)</b>	41.9	<b>311</b>	(25.9%)
<b>Core profit</b>	14.0	<b>249</b>	+77.7%
<b>Positive spread</b>	3.2	<b>45</b>	+40.6%

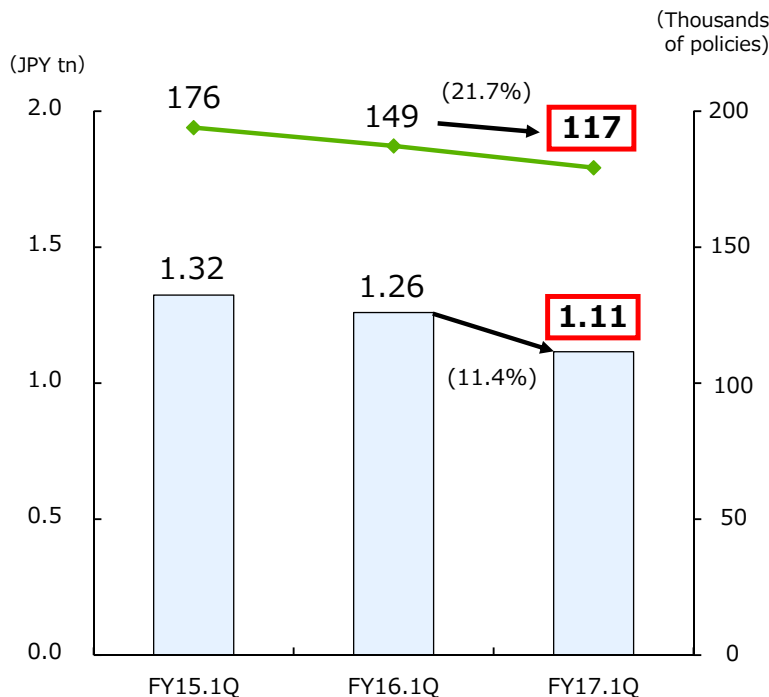
◆ Increased due to a decline in the provision of policy reserves for minimum guarantees for variable life insurance led by a recovery in the financial market conditions.

	Mar. 17	Jun. 17	Change from Mar. 17
<b>Non-consolidated solvency margin ratio</b>	2,568.8%	<b>2,620.4%</b>	+51.6pt

## Operating Performance : Sony Life (Non-consolidated) (1)

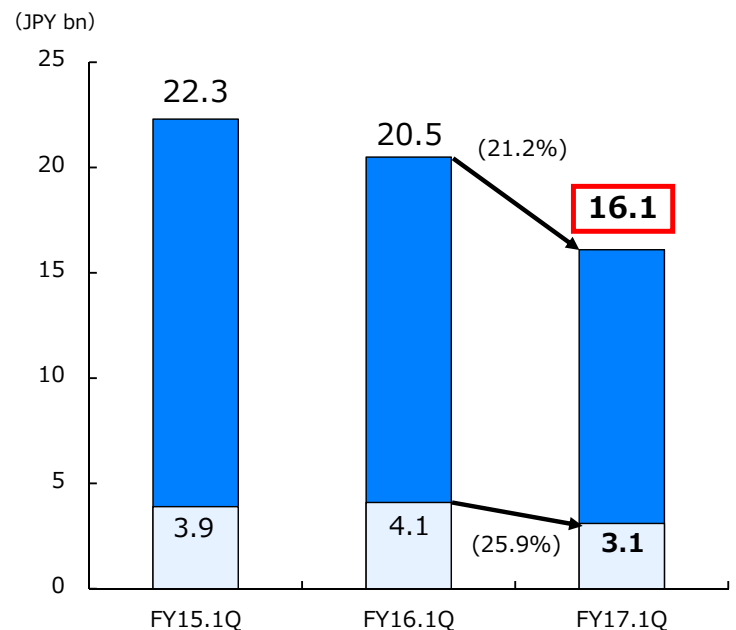
### Number and Amount of New Policies (Individual Life Insurance + Individual Annuities)

□ New policy amount    — Number of new policies



### Annualized Premiums from New Policies (Individual Life Insurance + Individual Annuities)

■ Annualized premiums from new policies    □ Of which, third-sector

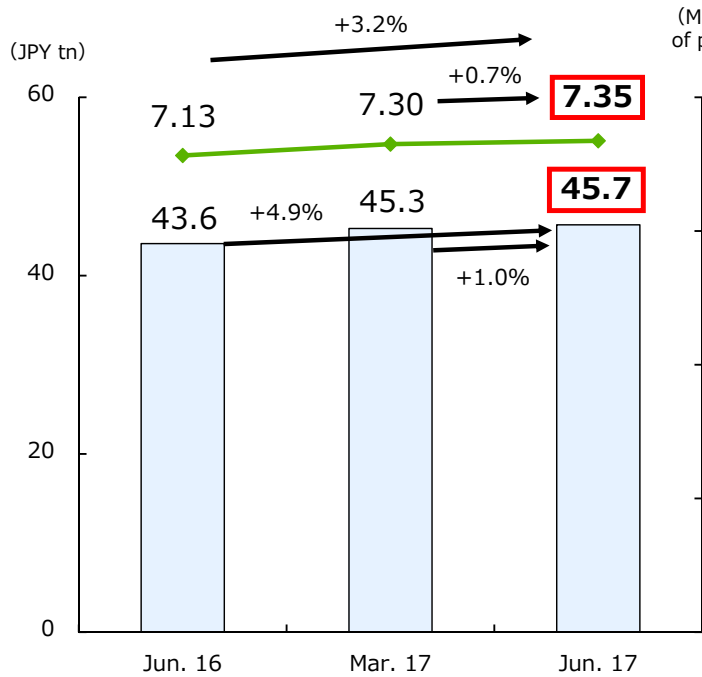




## Operating Performance : Sony Life (Non-consolidated) (2)

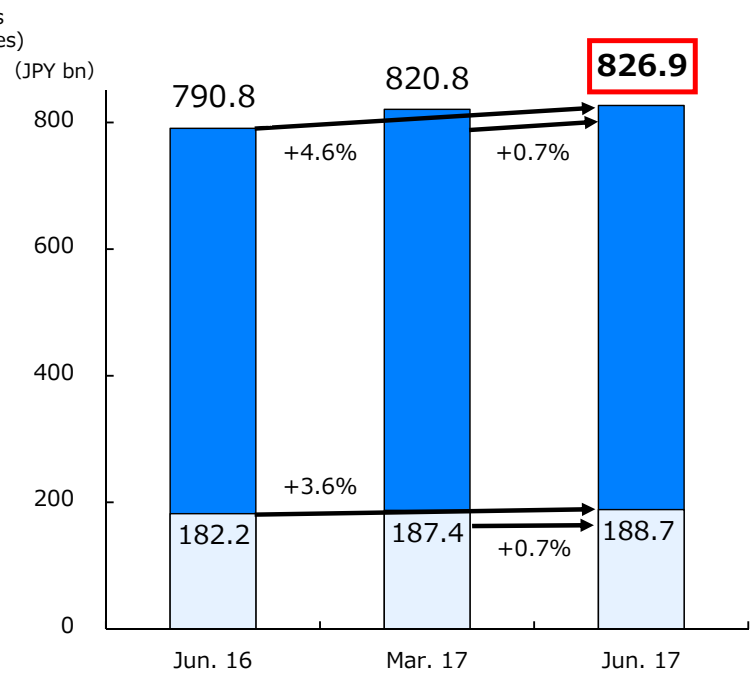
### Number and Amount of Policies in Force (Individual Life Insurance + Individual Annuities)

□ Policy amount in force    ◆ Number of policies in force



### Annualized Premiums from Insurance in Force (Individual Life Insurance + Individual Annuities)

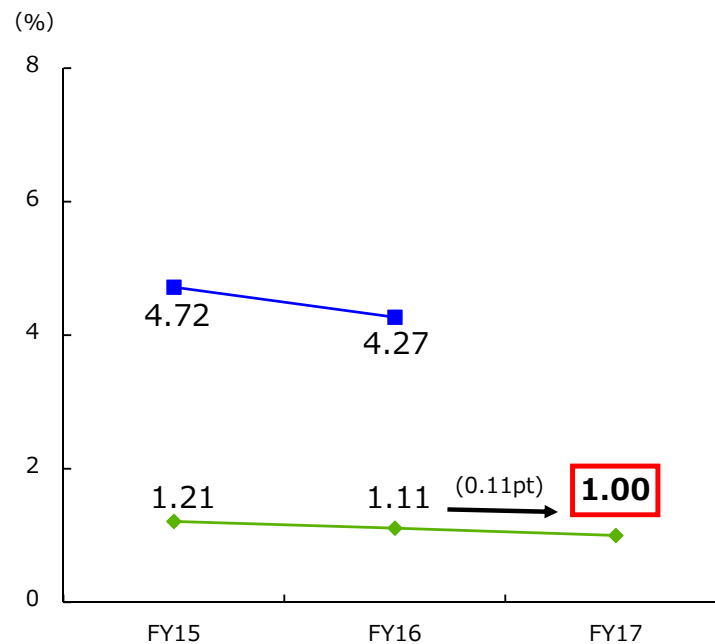
■ Annualized premiums from insurance in force    □ Of which, third-sector



## Operating Performance : Sony Life (Non-consolidated) (3)

### Lapse and Surrender Rate\* (Individual Life Insurance + Individual Annuities)

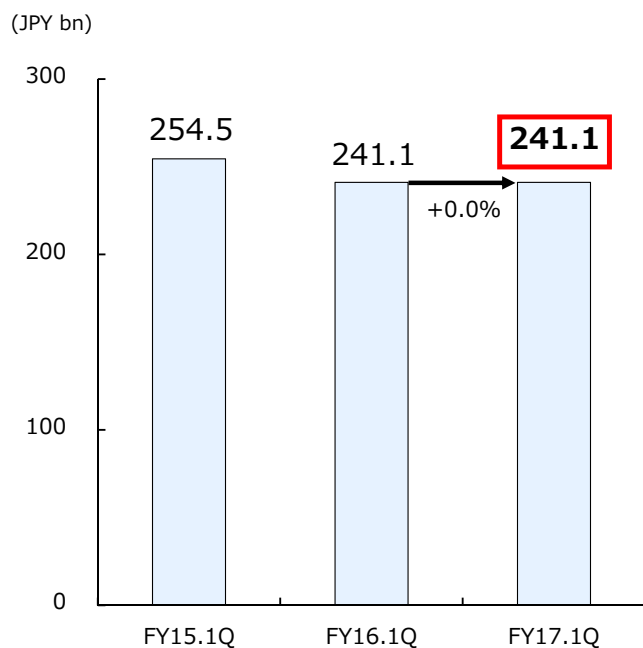
■ Lapse and surrender rate (Annual)    ◆ Lapse and surrender rate (1Q)



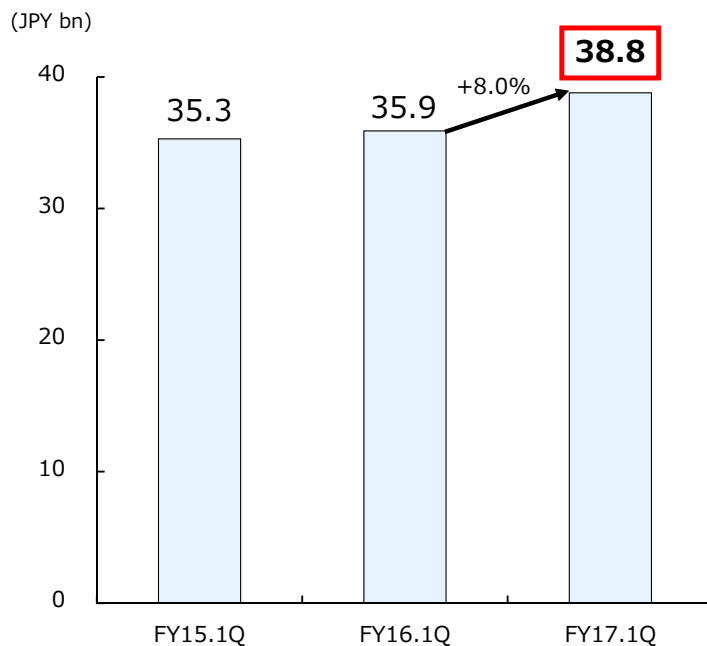
\*The lapse and surrender rate shows the ratio derived by dividing the amount of lapses and surrenders, not adjusted for policy amount decreases, increases, and reinstatements, by the policy amount in force at the beginning of the fiscal year.

# Operating Performance : Sony Life (Non-consolidated) (4)

## Income from Insurance Premiums

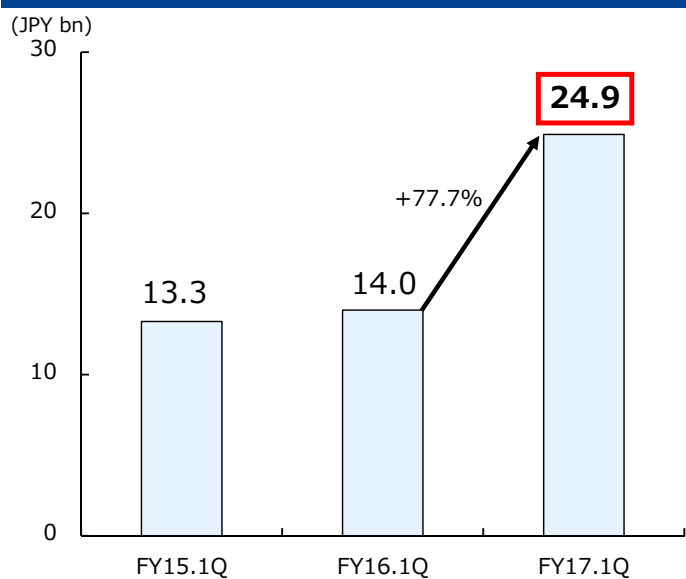


## Interest Income and Dividends



# Operating Performance : Sony Life (Non-consolidated) (5)

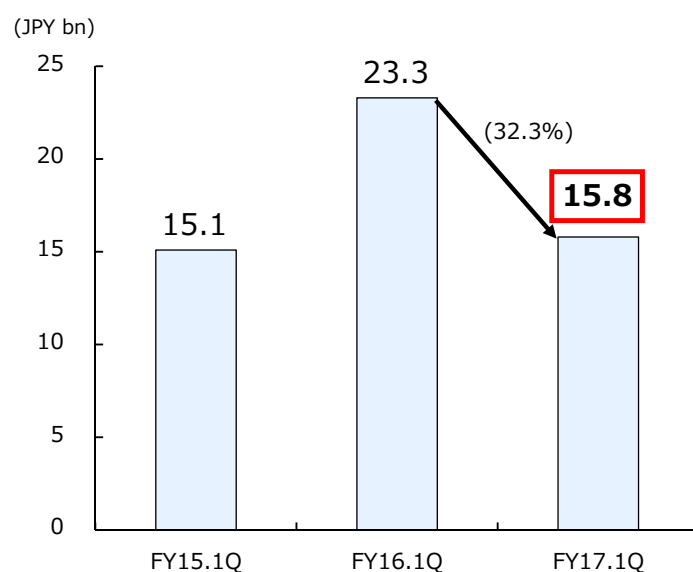
## Core Profit



(Reference) Impact on core profit

	(JPY bn)	FY15.1Q	FY16.1Q	FY17.1Q
Positive spread		4.1	3.2	4.5
Provision of policy reserves for minimum guarantees for variable life insurance (*)		(6.6)	(8.9)	(0.1)
Others		15.8	19.7	20.6

## Ordinary Profit

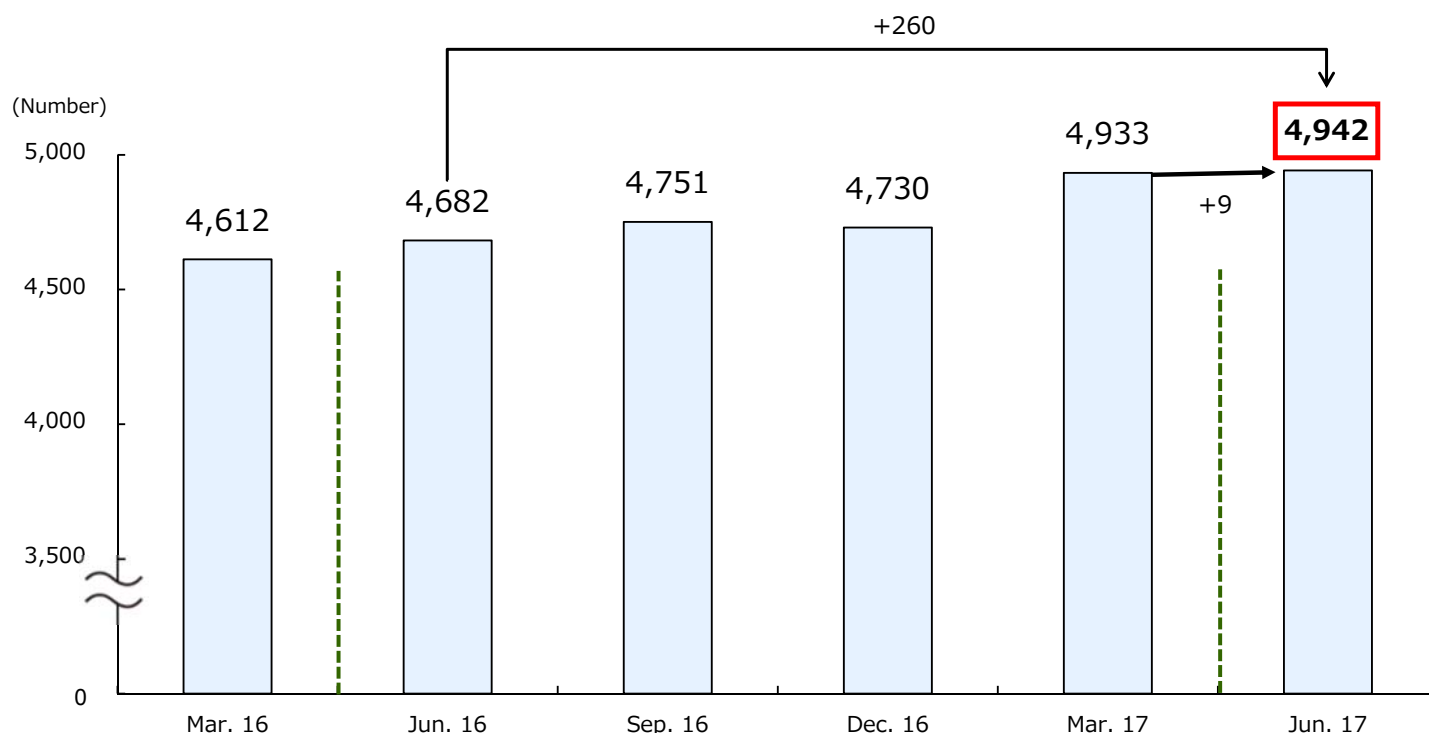


(Reference) Main differences from core profit

	(JPY bn)	FY15.1Q	FY16.1Q	FY17.1Q
Capital gains (losses) excluding gains or losses on hedges (*)		5.3	6.1	(3.0)
Gains (losses) on hedges of variable life insurance		(1.9)	4.9	(4.2)
Provision of contingency reserve (*)		(1.5)	(1.7)	(1.7)

\*"Provision of policy reserves for minimum guarantees for variable life insurance" and "Provision of contingency reserve" are described as negative amount.  
Capital gains (losses) exclude gains or losses on hedges of variable life insurance.

Number of Lifepanner Sales Employees



Breakdown of General Account Assets

(JPY bn)	Mar. 17		Jun. 17	
	Amount	%	Amount	%
Japanese bonds (including JGBs)	6,828.7	86.6%	6,909.2	86.1%
Japanese stocks	37.6	0.5%	33.5	0.4%
Foreign bonds	274.3	3.5%	300.2	3.7%
Foreign stocks	31.5	0.4%	32.4	0.4%
Money held in trust	273.8	3.5%	271.0	3.4%
Policy loans	180.3	2.3%	181.2	2.3%
Real estate*	117.5	1.5%	117.1	1.5%
Cash and call loans	40.8	0.5%	60.2	0.8%
Others	99.1	1.3%	120.0	1.5%
<b>Total</b>	<b>7,884.0</b>	<b>100.0%</b>	<b>8,024.9</b>	<b>100.0%</b>

<Asset management review>

We have continued to accumulate ultralong-term bonds to match the liability characteristics of insurance policies with long-term maturities with the aim of reducing interest rate risk.



<Bond duration>

Mar. 16 21.8 years

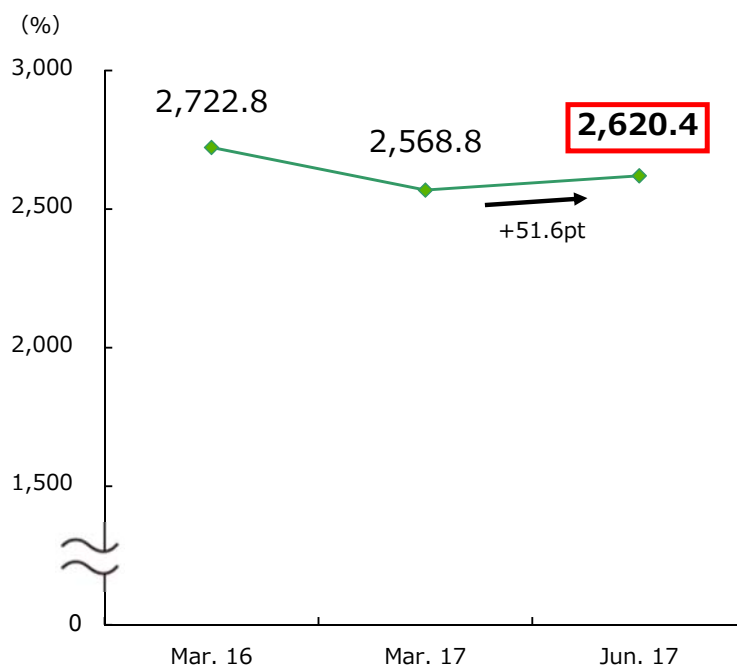
Mar. 17 21.3 years

Jun. 17 21.2 years

- Investment in the money held in trust is mainly into Japanese bonds.
- The holding ratio on the real status of Japanese bonds including those invested in money held in trust in the general account : Jun. 17 . . . 89.5% (Mar. 17 . . . 90.1%)

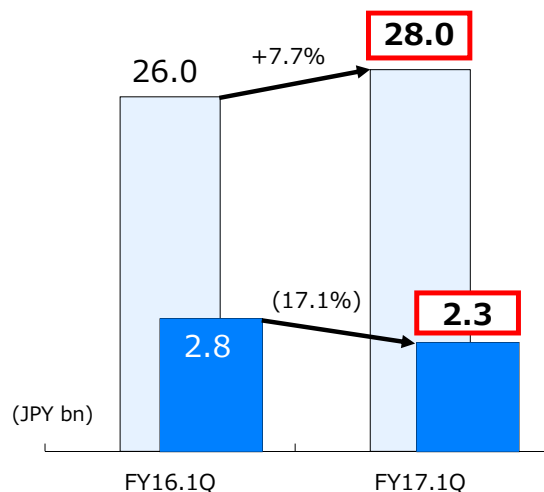
\*Real estate is the total of land, buildings, and construction in progress.

Non-consolidated Solvency Margin Ratio



Highlights of Operating Performance:  
Sony Assurance

□ Ordinary revenues ■ Ordinary profit



	(JPY bn)	FY16.1Q	FY17.1Q	Change	
<b>Ordinary revenues</b>		26.0	<b>28.0</b>	+1.9	+7.7%
Underwriting income		25.0	<b>27.5</b>	+2.5	+10.0%
Investment income		0.9	<b>0.4</b>	(0.5)	(53.0%)
<b>Ordinary expenses</b>		23.1	<b>25.6</b>	+2.4	+10.7%
Underwriting expenses		17.0	<b>19.0</b>	+1.9	+11.6%
Operating general and administrative expenses		6.1	<b>6.6</b>	+0.5	+8.5%
<b>Ordinary profit</b>		2.8	<b>2.3</b>	(0.4)	(17.1%)
<b>Net income</b>		2.0	<b>1.6</b>	(0.3)	(17.5%)

- ◆ Ordinary revenues increased but ordinary profit decreased year on year.
- ◆ Ordinary revenues expanded owing mainly to an increase in net premium written for mainstay automobile insurance.
- ◆ Ordinary profit decreased due primarily to lower gains on sale of securities.

	(JPY bn)	Mar. 17	Jun. 17	Change from Mar. 17	
<b>Underwriting reserves</b>		106.1	<b>110.3</b>	+4.1	+3.9%
<b>Net assets</b>		29.4	<b>29.2</b>	(0.1)	(0.5%)
<b>Total assets</b>		186.5	<b>188.6</b>	+2.1	+1.2%

# Overview of Operating Performance: Sony Assurance

(JPY bn)	FY16.1Q	FY17.1Q	Change
Direct premiums written	24.7	27.2	+10.0%
Net premiums written	25.0	27.5	+10.0%
Net losses paid	11.7	12.1	+3.8%
Underwriting profit	1.8	1.9	+1.0%
Net loss ratio	54.1%	50.8%	(3.3pt)
Net expense ratio	26.2%	25.9%	(0.3pt)
Combined ratio	80.3%	76.7%	(3.6pt)

### <Reasons for changes>

◆ Increased mainly in its mainstay automobile insurance.

◆ Declined due to a proper control on overall operating expenses.

Notes:  
 Net loss ratio = (Net losses paid + Loss adjustment expenses) / Net premiums written  
 Net expense ratio = Expenses related to underwriting / Net premiums written

	FY16.1Q	FY17.1Q	Change
E. I. loss ratio	59.0%	58.6%	(0.4pt)
E. I. loss ratio + Net expense ratio	85.2%	84.5%	(0.7pt)

◆ Declined due to a persistently low car accident ratio in automobile insurance.

Notes:  
 E.I. loss ratio = (Net losses paid + Provision for reserve for outstanding losses + Loss adjustment expenses) / Earned premiums [Earthquake insurance and compulsory automobile liability insurance are excluded from the above calculation.]

	Mar. 17	Jun. 17	Change from Mar. 17	
Number of policies in force	1.89 mn	1.95 mn	+0.06 mn	+3.5%
Non-consolidated solvency margin ratio	730.8%	767.6%	+36.8pt	

Note: The number of policies in force is the total of automobile insurance and medical insurance policies.

## Sony Assurance's Underwriting Performance by Type of Policy

### Direct Premiums Written

(JPY mn)	FY16.1Q	FY17.1Q	Change
Fire	62	52	(15.4%)
Marine	-	-	-
Personal accident	2,190	2,178	(0.6%)
Voluntary automobile	22,533	25,029	+11.1%
Compulsory automobile liability	-	-	-
<b>Total</b>	<b>24,785</b>	<b>27,260</b>	<b>+10.0%</b>

### Net Premiums Written

(JPY mn)	FY16.1Q	FY17.1Q	Change
Fire	6	4	(40.6%)
Marine	(1)	(0)	-
Personal accident	2,281	2,229	(2.3%)
Voluntary automobile	22,468	24,969	+11.1%
Compulsory automobile liability	293	352	+20.4%
<b>Total</b>	<b>25,048</b>	<b>27,556</b>	<b>+10.0%</b>

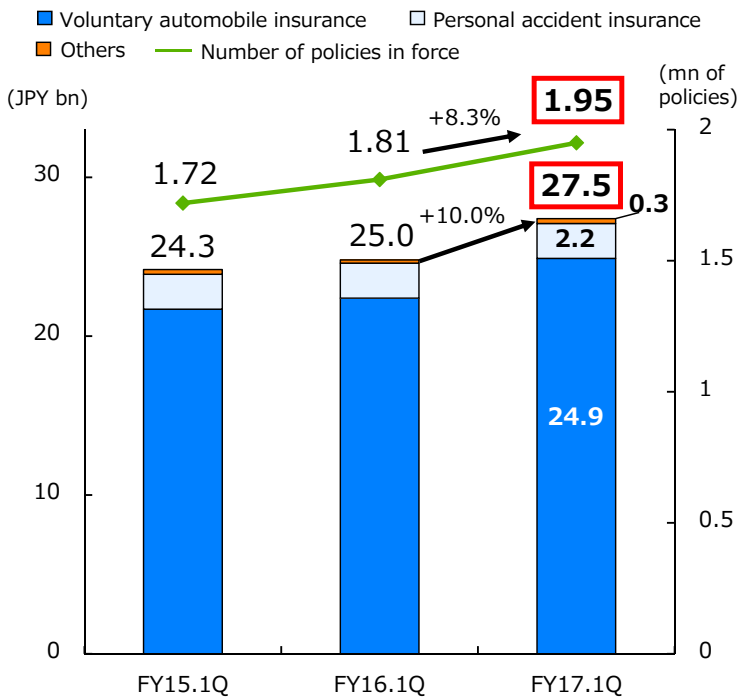
\*Medical insurance is included in personal accident.

### Net losses paid

(JPY mn)	FY16.1Q	FY17.1Q	Change
Fire	0	0	+43.3%
Marine	(12)	2	-
Personal accident	609	645	+5.9%
Voluntary automobile	10,813	11,219	+3.8%
Compulsory automobile liability	324	311	(3.7%)
<b>Total</b>	<b>11,734</b>	<b>12,180</b>	<b>+3.8%</b>

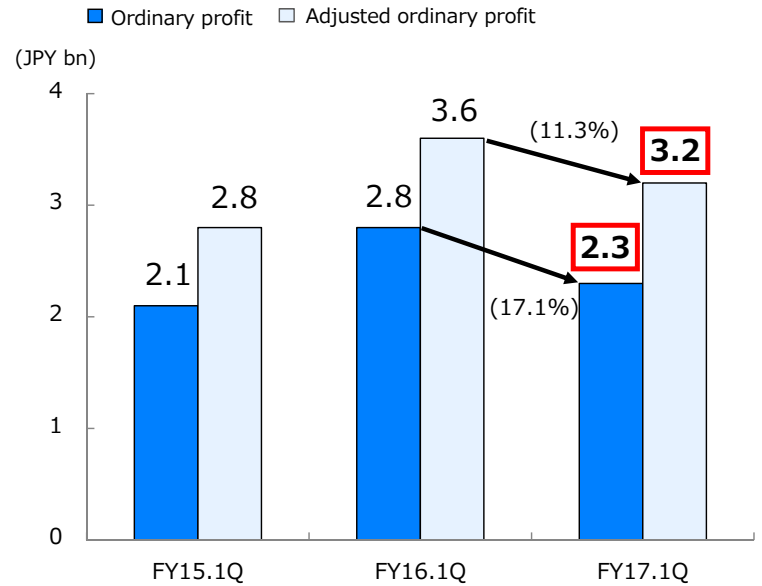
# Operating Performance: Sony Assurance (1)

## Net Premiums Written and Number of Policies in Force



The number of policies in force is the total of automobile insurance and medical insurance policies.  
 Most of personal accident insurance is medical insurance.

## Ordinary Profit and Adjusted Ordinary Profit



\*Adjusted ordinary profit = Ordinary profit + Provision for catastrophe reserve

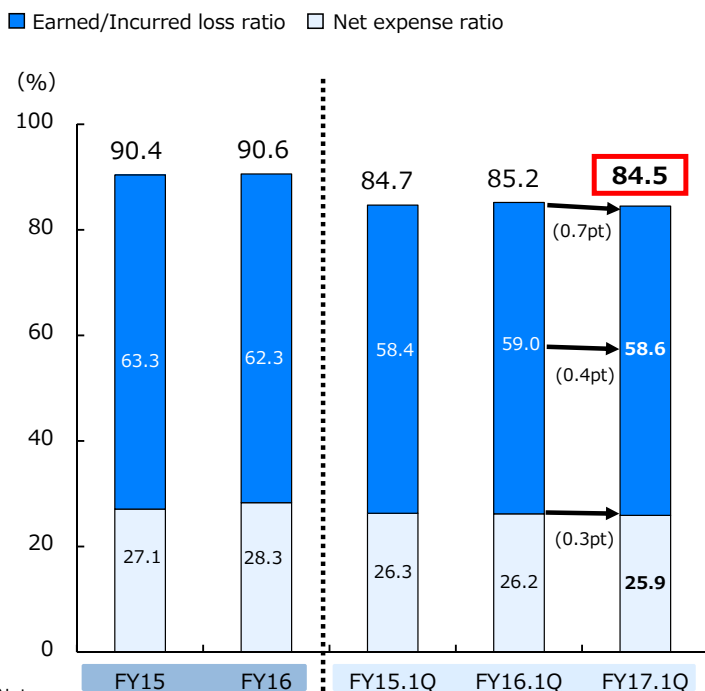
(Reference) Provision for catastrophe reserve

(JPY bn)	FY15.1Q	FY16.1Q	FY17.1Q
Provision for catastrophe reserve	0.7	0.7	0.8

\*Provision for catastrophe reserve is described as positive amount.

# Operating Performance: Sony Assurance (2)

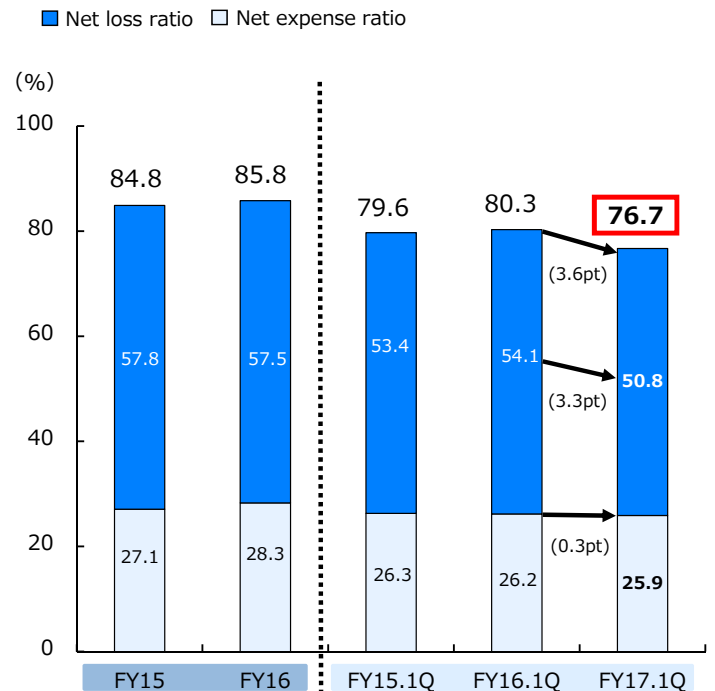
## Earned/Incurred Loss Ratio + Net Expense Ratio



Notes:

Earned/Incurred loss ratio = (Net losses paid + Provision for reserve for outstanding losses + Loss adjustment expenses) / Earned premiums  
 [Earthquake insurance and compulsory automobile liability insurance are excluded from the above calculation.]

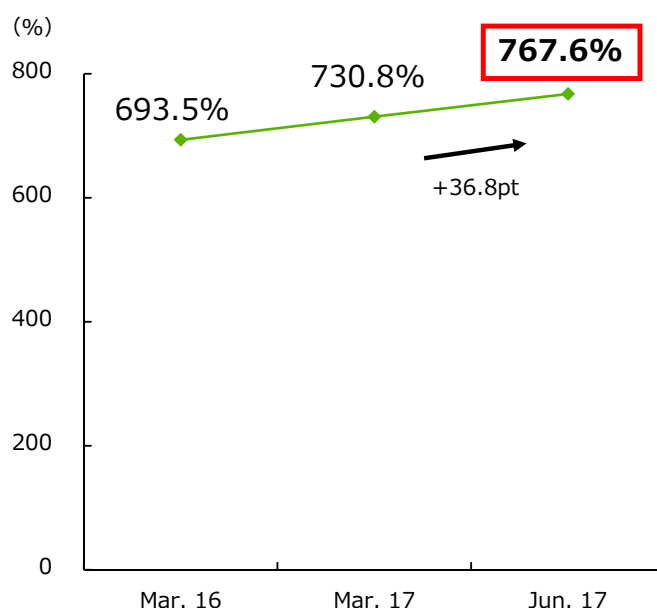
## (Reference) Combined Ratio (Net Loss Ratio + Net Expense Ratio)



Notes:

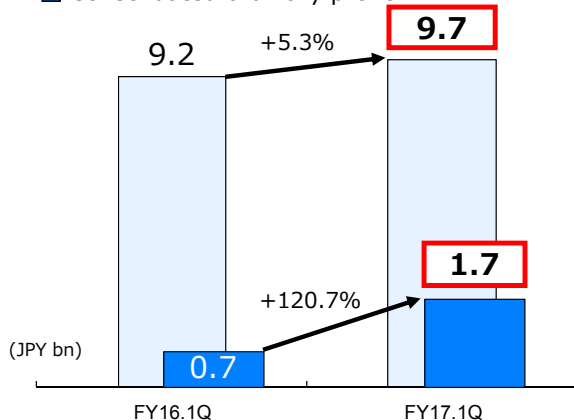
Net loss ratio = (Net losses paid + Loss adjustment expenses) / Net premiums written  
 Net expense ratio = Expenses related to underwriting / Net premiums written

Non-consolidated Solvency Margin Ratio



Highlights of Operating Performance:  
Sony Bank (Consolidated/Non-consolidated)

- Consolidated ordinary revenues
- Consolidated ordinary profit



<Consolidated>

- ◆ Ordinary revenues increased due to an increase in interest income on loans in line with a favorably growing balance of mortgage loans. Ordinary profit increased due to a decrease in operating expenses, especially in advertising expenses for the card loan business.

<Non-consolidated>

- ◆ Both gross operating profit and net operating profit increased.
  - Net interest income increased due to an increase in interest income on loans and interest income and dividends on securities.
  - Net fees and commissions decreased due mainly to lower fees and commissions on mortgage loans.
  - Net other operating income increased due to an increase in gains on sales of bonds.

<Consolidated>

(JPY bn)	FY16.1Q	FY17.1Q	Change	
Consolidated ordinary revenues	9.2	9.7	+0.4	+5.3%
Consolidated ordinary profit	0.7	1.7	+0.9	+120.7%
Profit attributable to owners of the parent	0.5	1.1	+0.6	+125.0%

<Non-consolidated>

(JPY bn)	FY16.1Q	FY17.1Q	Change	
Ordinary revenues	8.4	8.8	+0.4	+5.1%
Gross operating profit	5.0	5.3	+0.3	+6.5%
Net interest income	4.1	4.9	+0.7	+18.2%
Net fees and commissions	(0.1)	(0.7)	(0.5)	-
Net other operating income	1.0	1.1	+0.1	+12.9%
General and administrative expenses	4.2	3.8	(0.4)	(9.9%)
Net operating profit	0.7	1.5	+0.7	+98.5%
Ordinary profit	0.7	1.5	+0.8	+116.5%
Net income	0.4	1.0	+0.5	+117.3%

(JPY bn)	Mar. 17	Jun. 17	Change from Mar. 17	
Net assets	81.3	81.1	(0.2)	(0.3%)
Net unrealized gains on other securities, net of taxes	4.7	5.0	+0.2	+5.1%
Total assets	2,424.2	2,552.3	+128.1	+5.3%

## Overview of Operating Performance: Sony Bank (Non-consolidated) (1)

(JPY bn)	Jun. 16	Mar. 17	Jun. 17	Change from Mar. 17	
<b>Customer assets</b>	2,013.6	2,227.1	<b>2,263.0</b>	+35.9	+1.6%
Deposits	1,908.1	2,112.9	<b>2,147.8</b>	+34.8	+1.7%
Yen	1,580.6	1,764.9	<b>1,794.3</b>	+29.4	+1.7%
Foreign currencies	327.4	348.0	<b>353.5</b>	+5.4	+1.6%
Investment trusts	105.4	114.1	<b>115.1</b>	+1.0	+0.9%
<b>Loans</b>	1,395.6	1,539.6	<b>1,552.0</b>	+12.4	+0.8%
Mortgage loans	1,289.3	1,452.4	<b>1,467.0</b>	+14.5	+1.0%
Card loans	13.2	18.0	<b>18.5</b>	+0.4	+2.6%
Others	93.0	69.0	<b>66.4</b> <sup>*1</sup>	(2.5)	(3.7)
<b>Non-consolidated Capital adequacy ratio</b> <sup>*2</sup> (domestic criteria)	9.90%	9.75%	<b>9.37%</b>	(0.38pt)	

### <Reasons for changes>

◆ Increased due mainly to an increase in newly accumulated funds via the increased number of accounts, as well as the conversion from foreign currencies backed by yen depreciation.

◆ Increased due to a favorable exchange rate even after the negative impact of the conversion from foreign currencies into yen led by a shift in the trend from yen appreciation to yen depreciation.

◆ Rose due to a steady increase in mortgage loans, despite a leveling off in demand for refinancing these loans.

\*1 Loans in others include corporate loans of ¥66.4 billion

\*2 Please refer to the graph of the non-consolidated capital adequacy ratio (domestic criteria) on page 26.  
Capital adequacy ratios has been calculated by applying fundamental internal rating based approach (FIRB) from March 31, 2017.

## Overview of Operating Performance: Sony Bank (Non-consolidated) (2)

### <Reference> On Managerial Accounting Basis

(JPY bn)	FY16.1Q	FY17.1Q	Change	
<b>Gross operating profit</b>	5.0	<b>5.3</b>	+0.3	+6.6%
Net interest income <sup>*1</sup> ①	4.7	<b>5.5</b>	+0.8	+16.9%
Net fees and commissions <sup>*2</sup> ②	(0.0)	<b>(0.6)</b>	(0.5)	—
Net other operating income <sup>*3</sup>	0.2	<b>0.4</b>	+0.1	+38.4%
<b>Gross operating profit (core profit) (A) = ① + ②</b>	4.7	<b>4.9</b>	+0.2	+4.6%
<b>Operating expenses and other expenses</b> ③	4.2	<b>3.8</b>	(0.4)	(9.9%)
<b>Net operating profit (core profit) = (A) - ③</b>	0.4	<b>1.0</b>	+0.6	+143.6%

#### ■ Managerial accounting basis

The following adjustments are made to the figures on a financial account for profits and losses more appropriately.

\*1: Net interest income: Includes profits and losses associated with fund investment recorded in net other operating income, including gains or losses from currency swap transactions.

\*2: Net fees and commissions: Includes profits and losses for customer dealings in foreign currency transactions recorded in net other operating income.

\*3: Net other operating income: After the above adjustments (\*1 and \*2), mainly consists of profits and losses for bond and derivative dealing transactions.

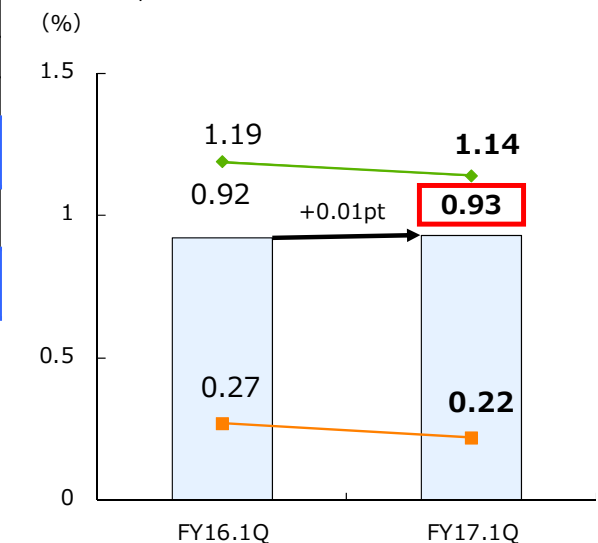
#### ■ Core profit

Profits and losses exclude net other operating income, which includes those on bond and derivative dealing transactions, and stands for Sony Bank's basic profits.

### <Reference> Interest Spread (Managerial Accounting Basis)

◆ Yield on investment    ■ Yield on financing

□ Interest spread



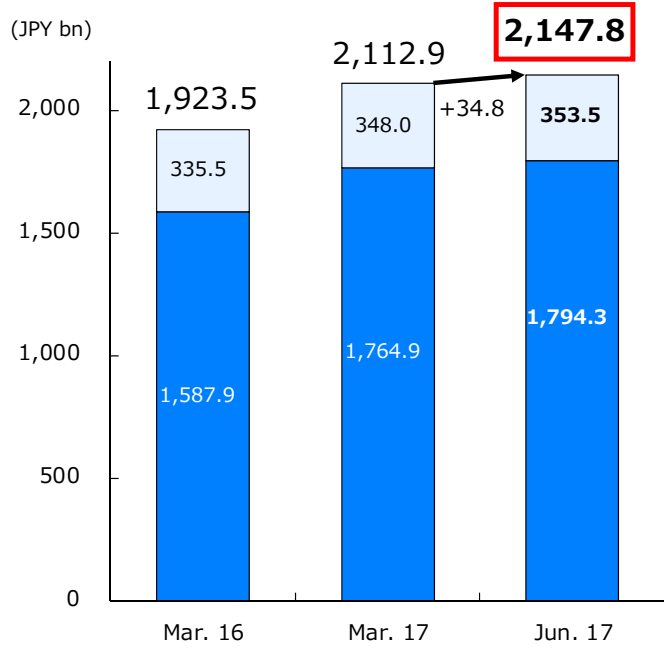
Note: Interest spread=(Yield on investment)-(Yield on financing)



# Operating Performance: Sony Bank (Non-consolidated) (1)

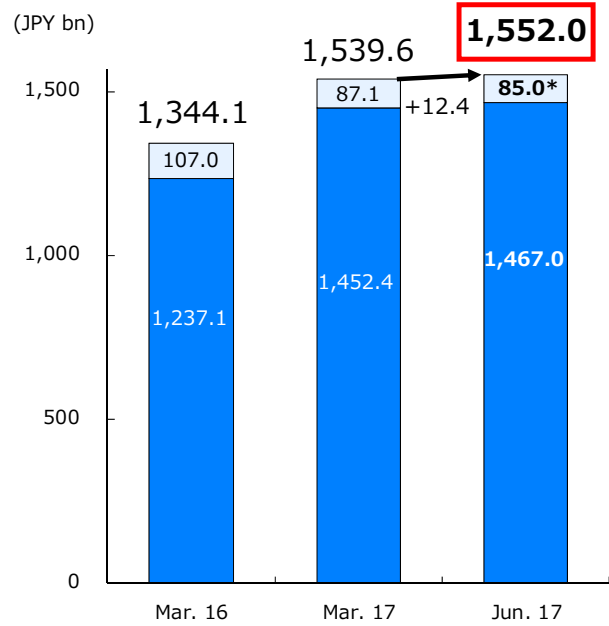
## Deposits

■ Yen Deposits □ Foreign currency deposits



## Loans

■ Mortgage loans □ Others

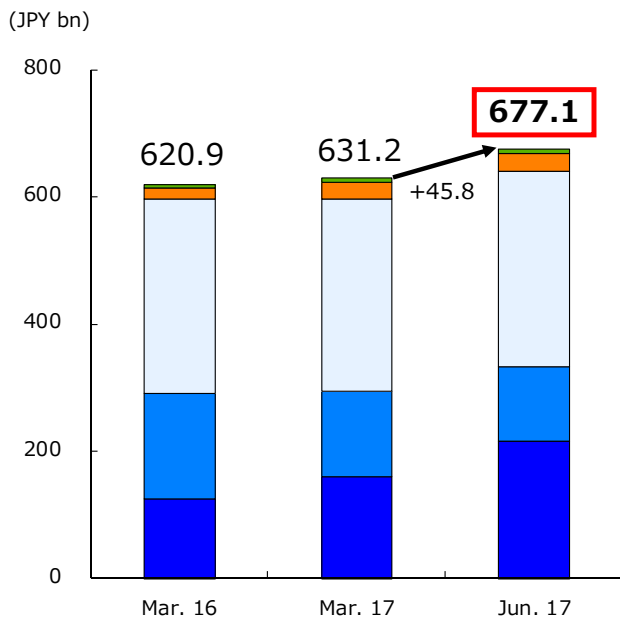


\*Corporate loans of ¥66.4 billion. Card loans of ¥18.5 billion.

# Operating Performance: Sony Bank (Non-consolidated) (2)

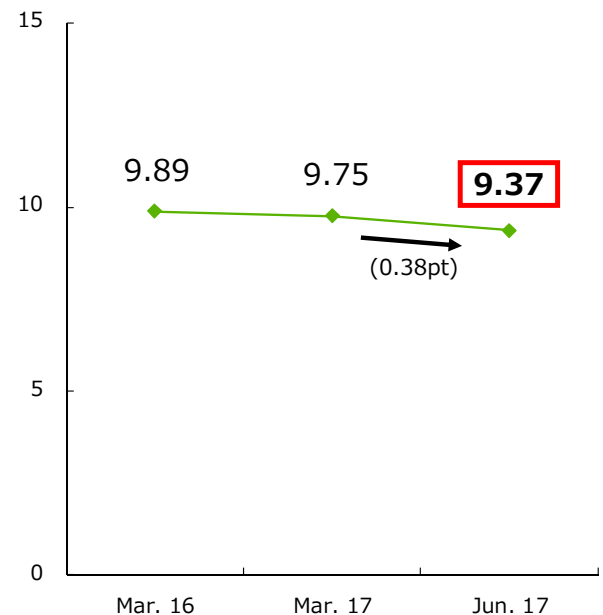
## Balance of Securities by Credit Rating

■ AAA □ AA □ A  
■ BBB □ Others



## Non-Consolidated Capital Adequacy Ratio (Domestic Criteria)

(%)



Notes:

1. Calculated based on the standard FSA Notification No. 19 (2006), which establishes standards based on Article 14-2 of the Banking Act of Japan for determining the capital adequacy of a bank in light of the assets held by the bank.
2. Capital adequacy ratios has been calculated by applying fundamental internal rating based approach (FIRB) from March 31, 2017.

## Forecast of Consolidated Financial Results for the Fiscal Year Ending March 31, 2018 (FY17)

### Forecast of Consolidated Financial Results for FY17

Forecast of consolidated financial results for FY17 is unchanged from the forecast announced on April 28, 2017

(JPY bn)	FY16 (Actual)	FY17 (Forecast)	Changes	FY17.1Q (3M Actual)	Progress rate
<b>Consolidated ordinary revenues</b>	1,381.6	<b>1,430.0</b>	+3.5%	364.9	25.5%
<u>Life insurance business</u>	1,243.9	<b>1,276.1</b>	+2.6%	327.9	25.7%
<u>Non-life insurance business</u>	102.3	<b>108.9</b>	+6.4%	28.0	25.8%
<u>Banking business</u>	38.5	<b>40.6</b>	+5.4%	9.7	24.0%
<b>Consolidated ordinary profit</b>	66.3	<b>67.0</b>	+1.0%	18.9	28.4%
<u>Life insurance business</u>	56.8	<b>56.4</b>	(0.7%)	15.1	26.9%
<u>Non-life insurance business</u>	5.0	<b>4.6</b>	(8.0%)	2.3	51.6%
<u>Banking business</u>	5.0	<b>6.6</b>	+30.6%	1.7	25.8%
<b>Profit attributable to owners of the parent</b>	41.6	<b>42.0</b>	+0.9%	12.5	29.9%

#### <Segment information for ordinary revenues and ordinary profit>

##### ■ Life insurance business

In FY17.1Q (3M), ordinary revenues exceeded our initial expectations, as an improved market environment prompted an increase in investment income in the separate account.

Ordinary profit exceeded our initial expectations due to a period shift in operating expenses, despite a deterioration in net gains/losses on derivative transactions to hedge market risks for available-for-sale securities and lower gains on sale of securities in the general account. We maintain our forecast for the full year, taking into consideration the business environment from FY17.2Q onward.

##### ■ Non-life insurance business

In FY17.1Q (3M), ordinary revenues were essentially in line with our expectations. Ordinary profit exceeded our expectations at the start of the period, as the loss ratio was lower than expected.

We maintain our forecast for the full year, as we believe revenue trends will need to be monitored from FY17.2Q onward.

##### ■ Banking business

In FY17.1Q (3M), ordinary revenues and ordinary profit were essentially in line with our expectations, so we maintain our full-year forecasts.

## Sony Life's MCEV and ESR as of June 30, 2017

A part of the calculations of MCEV adopted simplified method for that as of June 30, 2017.  
Please keep in mind that the validity of these calculations has not been verified by outside specialists.

\*In this part, figures, ratios and percentages changes have been rounded.

### Sony Life's MCEV

(JPY bn)	Mar. 17	Jun. 17	Change from Mar. 17
<b>MCEV</b>	1,441.1	<b>1,478.2</b>	+37.2
Adjusted net worth	1,657.7	<b>1,624.2</b>	(33.5)
Value of existing business	(216.7)	<b>(146.0)</b>	+70.6

(JPY bn)	FY16.4Q (3M)	FY17.1Q (3M)
<b>New business value</b>	14.1	<b>12.2</b>
<b>New business margin</b>	3.8%	<b>4.6%</b>

Notes:

1. Calculated MCEV as of June 30, 2016 by using updated economic assumptions and lapse and surrender rate from March 31, 2017.
2. New business value is calculated accumulating new business value for each month based on economic assumptions at the end of each month.

◆ **Reasons for changes in MCEV**

- MCEV as of June 30, 2017 increased ¥37.2 billion from March 31, 2017, due to an acquisition of new policies and a rise in interest rates in Japanese yen.

◆ **New business value/ New business margin**

- New business value for FY17.1Q(3M) was ¥12.2 billion, down ¥1.9 billion from FY16.4Q(3M), due to lower acquisition of new policies.
- New business margin for FY17.1Q(3M) was up 0.7pt from FY16.4Q(3M), due mainly to a change in product mix.

\*Please refer to the appendix page 46 for trend on JGB yields.

## Sony Life's ESR

(JPY bn)	Mar. 17	Jun. 17
Insurance risk*	937.5	<b>933.6</b>
Market-related risk	405.1	<b>349.3</b>
<i>Of which, interest rate risk**</i>	308.9	<b>263.1</b>
Operational risk	28.1	<b>28.1</b>
Counter party risk	1.9	<b>2.5</b>
Variance effect	(392.0)	<b>(372.2)</b>
<b>The risk amount based on economic value</b>	980.6	<b>941.3</b>

(\* ) Risk amount excluding the variance effect within Life module and Health module.

(\*\*) Risk amount excluding the variance effect within market-related risk.

(JPY bn)	Mar. 17	Jun. 17
<b>MCEV + Frictional costs</b>	1,476.6	<b>1,505.1</b>
<b>ESR</b>	151%	<b>160%</b>

Notes:

1. The risk amount based on economic value refers to the total amount of Sony Life's risks comprehensively examined by a market consistent approach, including insurance risk and market-related risk.
2. The solvency risk capital on an economic value basis is calibrated at VaR (99.5) over one year and based on the internal model, which is a similar but modified model based on the EU Solvency II standard method.
3.  $ESR = (MCEV + Frictional\ costs) / Risk\ amount\ based\ on\ economic\ value.$

- ◆ **The risk amount based on economic value as of June 30, 2017 amounted to ¥941.3 billion, down ¥39.2 billion from March 31, 2017, due mainly to a revision in the risk factors of market-related risk. (Please refer to page 44)**
- ◆ **ESR as of June 30, 2017 was 160%, up 9pt from March 31, 2017.**

# Appendix

## Recent Topics 1

### AEGON Sony Life Insurance

Launch of sales: December 1, 2009

Common stock: ¥30 billion (including capital reserves of 15 billion)

Equity ownership: Sony Life insurance Co Ltd 50%, AEGON international B.V. 50%

Marketing products: Individual Variable Annuities

Sales Channels: Lifeplanner sales employees and partner Banks (31\*) \*As of Aug. 9, 2017



### SA Reinsurance Ltd

Established: October 29, 2009

Common stock: ¥15.9 billion

Equity ownership: Sony Life insurance Co., Ltd. 50%, AEGON international B.V. 50%

Business: Reinsurance business

\*AEGON Sony Life Insurance and SA Reinsurance are equity method companies, 50-50 joint ventures established by Sony Life and AEGON Group.

### Sony Bank's Mortgage Loans through Sony Life

- Sony Life accounts for 20% of the amount of new mortgage loans for FY17.1Q (3M)
- Sony Life accounts for 21% of the balance of mortgage loans as of June 30, 2017

\*Sony Life started handling banking agency business in January 2008.



### Sony Assurance's Auto Insurance Sold by Sony Life

- Sony Life accounts for approx. 3% of new automobile policies for FY17.1Q (3M)

\*Sony Life started handling automobile insurance in May 2001.



## Recent Topics 2

### <Highlights on and after FY17.1Q>

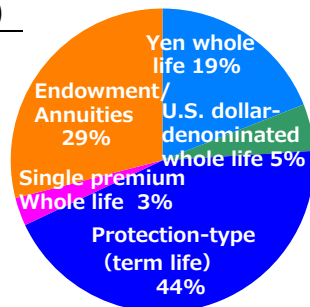
2017-04-02	Sony Life commenced sale of new product: "Living Benefit Decreasing Term Life Insurance (Living Standard Type / Non-Participating Type)"
2017-04-03	Sony Life upgraded "Quick Claims Payment Service" by changing credit limit of claim payment from ¥5 million to ¥10 million.
2017-04-03	Sony Bank began offering a simulation tool that suggests ways to save money for asset management customers.
2017-04-28	SFH announced an introduction of restricted stock compensation plan and changes in terms and conditions of stock acquisition rights as stock-type compensation stock options
2017-05-01	Sony Lifecare Group opened its second newly built nursing care home "SONARE Urawa" in Saitama Prefecture
2017-05-25	Sony Bank announced to relocate its "Housing Loan Plaza" to Ginza CONSULTING PLAZA on Sep. 1, 2017.
2017-06-21	Sony Bank changed its President, Representative Director
2017-06-28	SFH, Sony Life, Sony Assurance and Sony Bank has formulated and disclosed "Customer-First Business Operation Policy"
2017-06-29	Sony Life announced to set up a local subsidiary in Singapore and establish a joint venture with Starts Securities Co., Ltd.
2017-07-02	Sony Life began providing Web policy guides and agreements
2017-07-10	Sony Lifecare converted Yuuai Holdings Co., Ltd. to a wholly owned subsidiary (Yuuai Holding changed its corporate name to Proud Life Inc. on Aug. 1, 2017)
2017-08-08	Sony Bank began providing crowdfunding platform "Sony Bank GATE"

## Sony Life's Product Portfolio

### Annualized Premiums from New Policies by Product

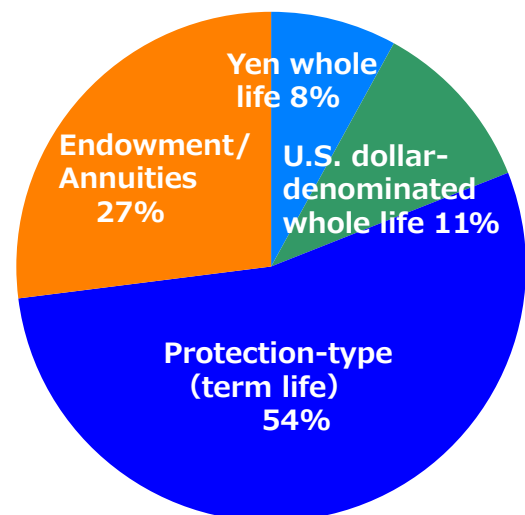
#### FY16.1Q (3M)

¥20.5 billion



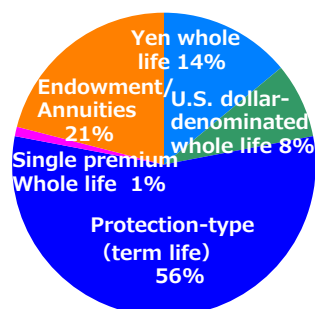
#### FY17.1Q (3M)

¥16.1 billion



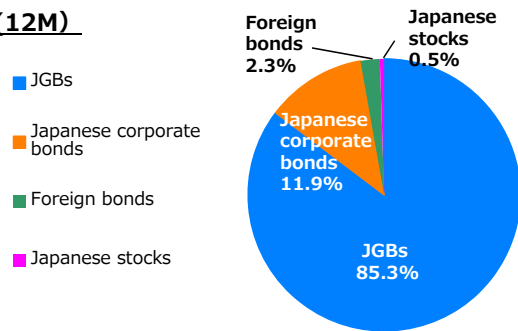
#### FY16 (12M)

¥78.1 billion



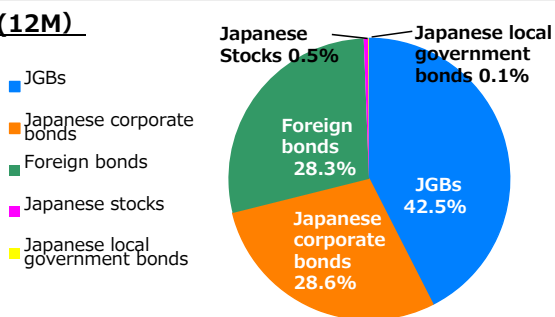
## Diversify Asset Management under the Negative Interest Rate Environment (purchase securities in the general account)

### FY15 (12M)

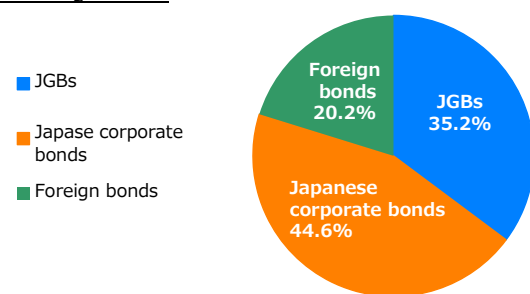


- Expand investments in ultralong-term Japanese corporate bonds (including FILP agency bonds), based on the asset investment policy to match the liability characteristics of insurance policies.
- Increase investments in U.S. government bonds, responding to higher sales of U.S. dollar denominated insurance policies.

### FY16 (12M)



### FY17.1Q (3M)



#### Notes:

1. Japanese corporate bonds include FILP agency bonds and Government-guaranteed bonds.
2. The graphs above are asset allocation for the relevant period. Total invested amount for the relevant period as 100% (excluding, investment in subsidiaries and affiliates, and strategic investments)

## Sony Life: Fair Value Information on Securities (General Account Assets)

### Fair Value Information on Securities

#### Fair value information on securities with market value (except trading-purpose securities)

(JPY bn)	Mar. 16			Mar. 17			Jun. 17		
	Carrying amount	Fair value	Net unrealized	Carrying amount	Fair value	Net unrealized	Carrying amount	Fair value	Net unrealized
Held-to-maturity securities	5,383.9	7,410.1	2,026.2	6,068.6	7,514.2	1,445.5	6,164.4	7,577.5	1,413.1
Policy reserve matching bonds	251.2	292.5	41.3	277.3	303.3	25.9	291.5	316.7	25.1
Available-for-sale securities	887.9	1,091.6	203.6	896.5	1,069.9	173.3	893.6	1,067.8	174.2
Japanese bonds (including JGBs)	854.3	1,040.3	186.0	852.6	1,013.3	160.7	847.3	1,004.9	157.6
Japanese stocks	13.6	25.6	12.0	13.6	27.0	13.3	13.6	29.1	15.4
Foreign securities	19.8	25.2	5.4	30.0	29.1	(0.8)	32.4	33.4	0.9
Other securities	0.1	0.3	0.1	0.1	0.3	0.1	0.1	0.3	0.1
<b>Total</b>	<b>6,523.1</b>	<b>8,794.3</b>	<b>2,271.1</b>	<b>7,242.5</b>	<b>8,887.5</b>	<b>1,644.9</b>	<b>7,349.6</b>	<b>8,962.1</b>	<b>1,612.5</b>

Note: The above table includes money held in trust other than trading-purpose securities.

#### Valuation gains (losses) on trading-purpose securities

(JPY bn)

Mar. 16		Mar. 17		Jun. 17	
Balance sheet amount	Net valuation gains (losses) recorded in income	Balance sheet amount	Net valuation gains (losses) recorded in income	Balance sheet amount	Net valuation gains (losses) recorded in income
2.2	0.1	2.0	(0.1)	-	(0.0)

Note: The above chart includes trading-purpose securities included in "money held in trust", etc

## Sony Life's Interest Income and Dividends (Details)

(JPY mn)	FY16.1Q	FY17.1Q	Change
Cash and deposits	0	—	(100.0%)
Japanese bonds (including JGBs)	29,862	<b>30,865</b>	+3.4%
Japanese stocks	62	<b>66</b>	+5.2%
Foreign securities	1,698	<b>3,434</b>	+102.2%
Other securities	25	<b>7</b>	(71.8%)
Loans	1,572	<b>1,627</b>	+3.5%
Real estate	2,703	<b>2,719</b>	+0.6%
Others	23	<b>96</b>	+307.5%
<b>Total</b>	<b>35,948</b>	<b>38,817</b>	<b>+8.0%</b>

## Sony Life's Capital Gains/Losses

(JPY mn)	FY16				FY17
	1Q (3M)	2Q (6M)	3Q (9M)	4Q (12M)	1Q (3M)
<b>Capital gains</b>	<b>14,501</b>	<b>11,796</b>	<b>25,628</b>	<b>16,114</b>	<b>124</b>
Income from money held in trust, net	—	—	—	—	—
Income from trading securities, net	7	49	103	134	<b>11</b>
Gains on sale of securities	917	1,301	1,306	1,308	<b>0</b>
Gains on derivatives, net	8,821	4,577	—	—	—
Gains on hedges of variable life insurance	4,955	1,042	—	—	—
Gains on hedges of available-for-sale securities	3,021	1,386	—	—	—
Foreign exchange gains, net	—	—	24,218	14,670	<b>49</b>
Gains (losses) on sale of foreign bonds	—	—	2,375	2,375	—
Other capital gains	4,754	5,868	—	—	<b>63</b>
<b>Capital losses</b>	<b>3,407</b>	<b>5,688</b>	<b>39,882</b>	<b>32,276</b>	<b>7,441</b>
Losses on money held in trust, net	—	—	—	—	—
Losses on trading securities, net	—	—	—	—	—
Losses on sale of securities	—	—	—	—	—
Devaluation losses on securities	—	—	—	—	—
Losses on derivatives, net	—	—	34,275	30,050	<b>7,015</b>
Losses on hedges of variable life insurance	—	—	14,292	15,666	<b>4,247</b>
Losses on hedges of available-for-sale securities	—	—	2,265	2,460	<b>1,713</b>
Foreign exchange losses, net	3,139	5,023	—	—	—
Losses on sale of foreign bonds*	(1,681)	(2,375)	—	—	—
Other capital losses	267	665	5,606	2,226	<b>426</b>
<b>Net capital gains (losses)</b>	<b>11,094</b>	<b>6,108</b>	<b>(14,253)</b>	<b>(16,162)</b>	<b>(7,316)</b>

Total of gains on sale of securities and foreign exchange gains on sale of foreign bonds: FY17.1Q: ¥0 million  
FY16.1Q: ¥2,599 million.

\* (losses) represents positive figures.

Notes on Sony Life's Capital Gains/Losses are disclosed in page 40.



## Sony Life's Capital Gains/Losses (continued)

(Note1)

- Foreign exchange gains, net for FY17.1Q (3M) include foreign exchange gains of ¥242 million relating to U.S. dollar-denominated insurance. Losses on derivatives, net include foreign exchange losses relating to U.S. dollar-denominated insurance of ¥515 million. Moreover, other capital losses include the reversal of policy reserves for U.S. dollar-denominated insurance of ¥63 million relating to foreign exchange fluctuation.

(Note 2)

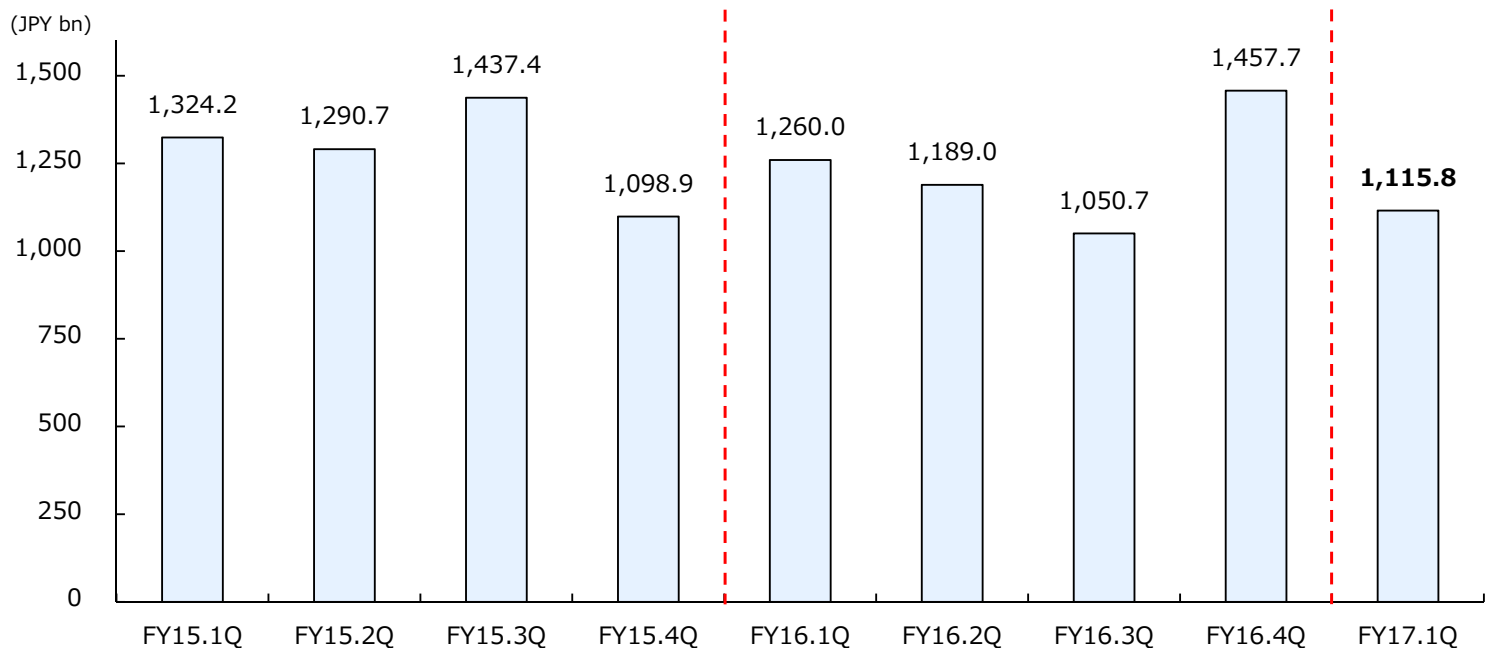
- Foreign exchange losses, net for FY16.1Q (3M) include foreign exchange losses of ¥4,280 million relating to U.S. dollar-denominated insurance. Moreover, other capital gains include the reversal of policy reserves for U.S. dollar-denominated insurance of ¥4,754 million relating to foreign exchange fluctuation.
- Foreign exchange losses, net for FY16.2Q (6M) include foreign exchange losses of ¥6,720 million relating to U.S. dollar-denominated insurance. Gains on derivatives, net include foreign exchange gains relating to U.S. dollar-denominated insurance of ¥1,337 million. Moreover, other capital gains include the reversal of policy reserves for U.S. dollar-denominated insurance of ¥5,868 million relating to foreign exchange fluctuation.
- Foreign exchange gains, net for FY16.3Q (9M) include foreign exchange gains of ¥21,805 million relating to U.S. dollar-denominated insurance. Losses on derivatives, net include foreign exchange losses relating to U.S. dollar-denominated insurance of ¥17,445 million. Moreover, other capital losses include the provision of policy reserves for U.S. dollar-denominated insurance of ¥4,941 million relating to foreign exchange fluctuation.
- Foreign exchange gains, net for FY16.4Q (12M) include foreign exchange gains of ¥12,389 million relating to U.S. dollar-denominated insurance. Losses on derivatives, net include foreign exchange losses relating to U.S. dollar-denominated insurance of ¥12,010 million. Moreover, other capital losses include the provision of policy reserves for U.S. dollar-denominated insurance of ¥1,560 million relating to foreign exchange fluctuation.

(Note3)

- The figures of income (losses) from money held in trust, net, income (losses) from trading securities, net, gains (losses) on derivatives and foreign exchange gains (losses), net were recorded after offsetting gains and losses of each item.

## Sony Life's Quarterly Trend on New Policy Amount

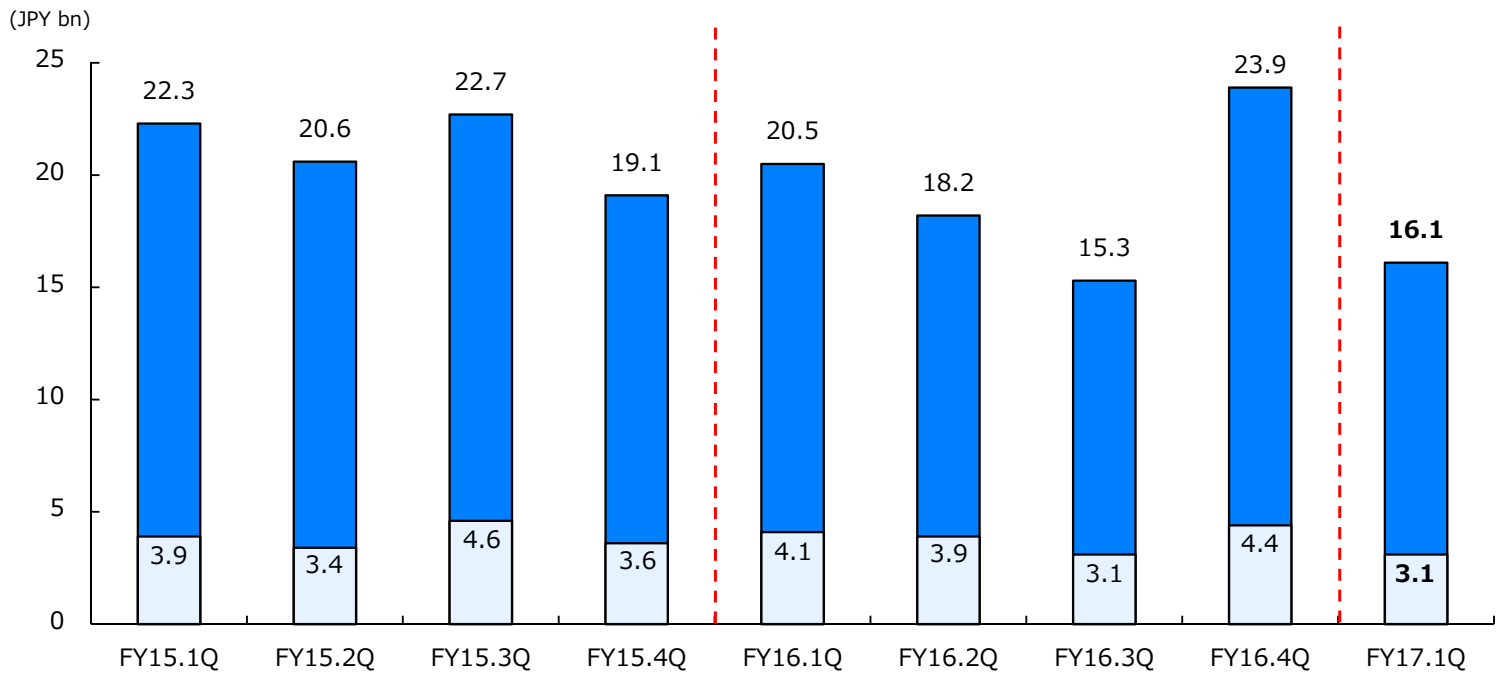
### Quarterly Trend on New Policy Amount



# Sony Life's Quarterly Trend on Annualized Premiums from New Policies

## Quarterly Trend on Annualized Premiums from New Policies

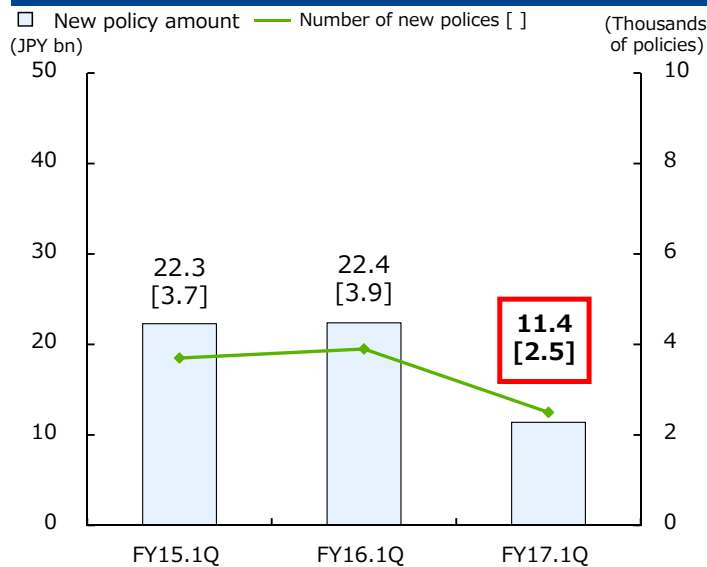
■ Annualized premiums from new policies □ Of which, third-sector



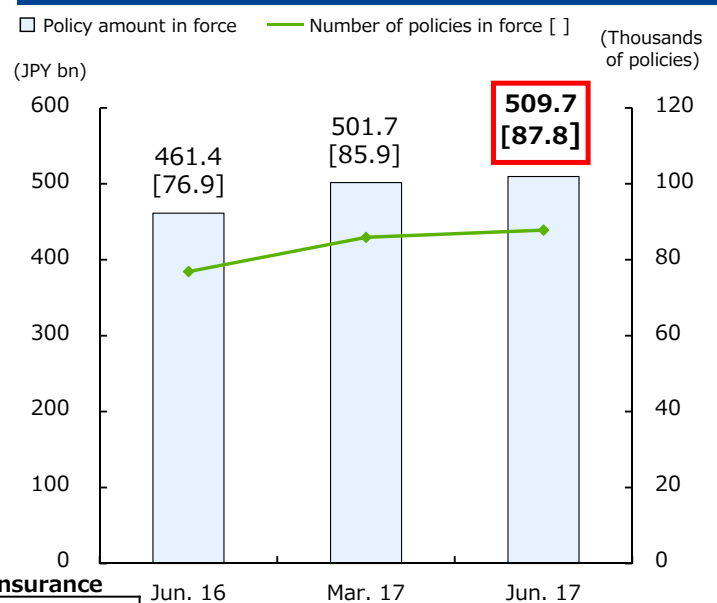
## Operating Performance : AEGON Sony Life Insurance

◆ AEGON Sony Life Insurance sells individual variable annuities.

### Number and Amount of New Policies



### Number and Amount of Policies in Force



### Net income (losses) for AEGON Sony Life Insurance and SA Reinsurance

(JPY bn)	FY16.1Q	FY17.1Q	Change
<b>AEGON Sony Life Insurance</b>	(0.9)	(1.0)	(0.1)
<b>SA Reinsurance</b>	(1.8)	(0.4)	+1.4

AEGON Sony Life Insurance and SA Reinsurance are equity method companies, 50-50 joint venture established by Sony Life and AEGON Group. SA Reinsurance prepares its financial statements in accordance with U.S. GAAP. 50% of the net income (losses) for AEGON Sony Life Insurance and SA Reinsurance are recognized as investment profit (losses) on equity method in the SFH's consolidated net income.

# Method of Measuring Risk Amount Based on Economic Value (1)

## ■ Market-related Risk\*1

	Sony Life	(Reference) EU Solvency II Implementing Measures (Delegated Regulation)
Interest rate risk Fluctuations in net asset value based on economic value in response to the shocks in the right columns. The same applies below.	Percentage increases or decreases differ for each currency and term. As for measuring interest rate risk in Japanese yen, introduced principal component analysis, where yield curve changes are disaggregated into three components, parallel shift, twist and butterfly, and the yield curve is shocked by each component. (Example) For Yen 30-year, 64% decrease (parallel shift), 19% decrease (twist), 4% decrease (butterfly)	Different percentage changes in interest rates are set for each term, from one year to 20 years. For terms longer than 20 years and through 90 years, percentage changes are set using linear interpolation, with negative 29% as the percentage change for 20 years and negative 20% as the percentage change for 90 years
Equity risk	Listed equities 45%, Other securities 70%	Global 39%, Others 49%*2
Real estate risk	Actual real estate 25%	Same as on the left
Credit risk	Credit risk = (market value) x (risk coefficient for each credit rating) x duration Note that durations have caps and floors, depending on credit ratings. (Example) Rating A: Risk coefficient (1.4%), cap (23), floor (1)	Credit risk = (market value) x (risk coefficient for each credit rating and duration) (Example) Rating A: Duration (Dur): 5-10 years Risk coefficient=7.0% + 0.7% x (Dur - 5)
Currency risk	35% downside fluctuation	25% downside fluctuation

### ◆ Revision in the risk factors of market-related risk

- In FY17.1Q, we partially revised the risk factors of market-related risk.
- Regarding interest rate risk in Japanese yen, the rate of change in interest rates for 40 years or less was updated based on recent market data, and the rate of change in interest rates beyond 40 years was revised, taking into account such factors as ICS<sup>(\*3)</sup> deliberations. The main result was a decrease in interest rate risk compared with March 31, 2017, due mainly to a decrease in the rate of change in Japanese yen beyond 40 years.

#### Notes

\*1. Principal items as of June 30, 2017.

\*2. Symmetric adjustment (an adjustment of ±10% of the average value of the stock price index during a defined period in the past) is applied.

\*3. Capital requirements for internationally active insurance groups (IAIGs) being formulated by the International Association of Insurance Supervisors (IAIS).

# Method of Measuring Risk Amount Based on Economic Value (2)

## ■ Insurance Risk\*1

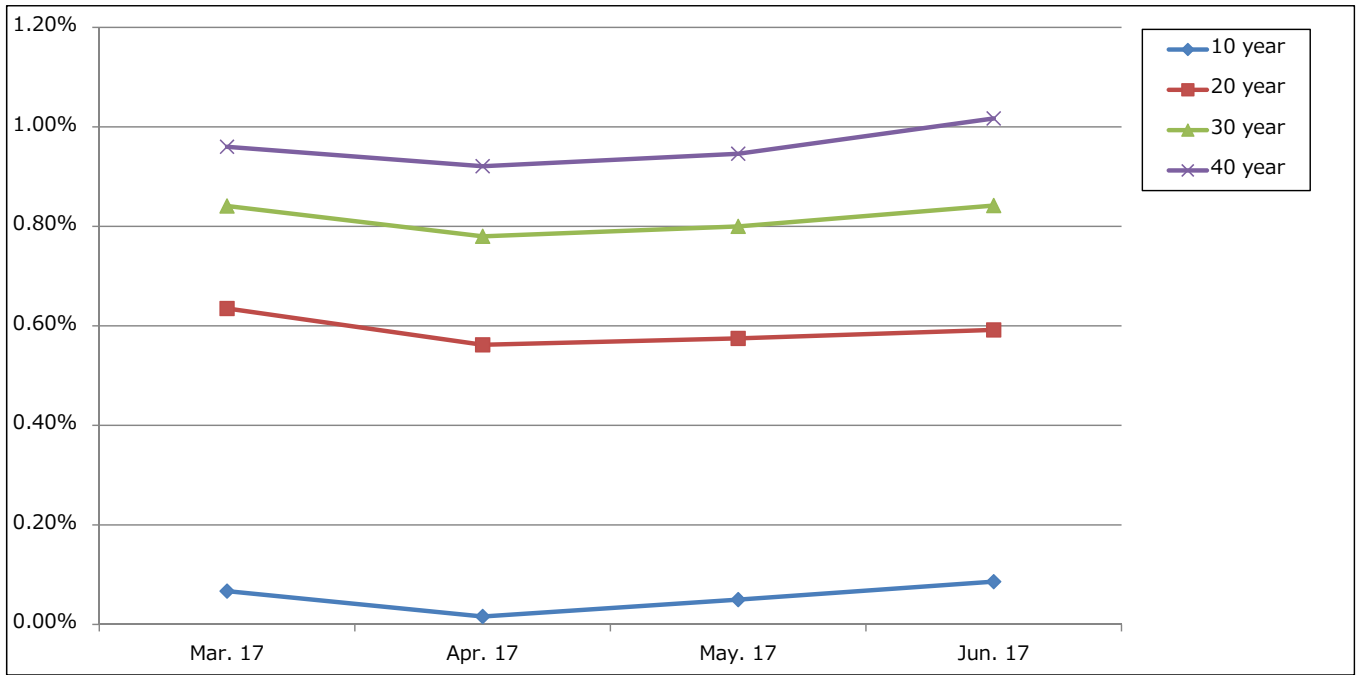
	Sony Life	(Reference) EU Solvency II Implementing Measures (Delegated Regulation)
Mortality risk	Mortality rate increases by 15% for each year elapsed	Same as on the left
Longevity risk	Mortality rate decreases by 20% for each year elapsed	Same as on the left
Lapse risk	The largest amount of these;*2 • Lapse rate increases by 50% for each year elapsed • Lapse rate decreases by 50% for each year elapsed • 30% of policies on which surrender value is in excess of best estimate liability are immediately surrendered	The largest amount of these; • Increases by 50% in the assumed rates of lapsation for Life module, 50% for Health module • Decreases by 50% in the assumed rates of lapsation for Life module, 50% for Health module • 40% of policies (70% for group annuities, etc.) on which surrender value is in excess of best estimate liability are immediately surrendered
Expense risk	Operating expenses increase by 10% for each year elapsed Rate of inflation rises by 1%	Same as on the left
Disability risk	Rate of occurrence increases by 35% in the first fiscal year, rising by 25% for each year thereafter	Rate of occurrence increases by 35% in the first fiscal year, rising by 25% for each year thereafter. Recovery rate decreases by 20%.

#### Notes

\*1. Principal items as of June 30, 2017.

\*2. At Sony Life, lapse risk is calculated by computing and adding together the largest amount of three options for each insurance policy.

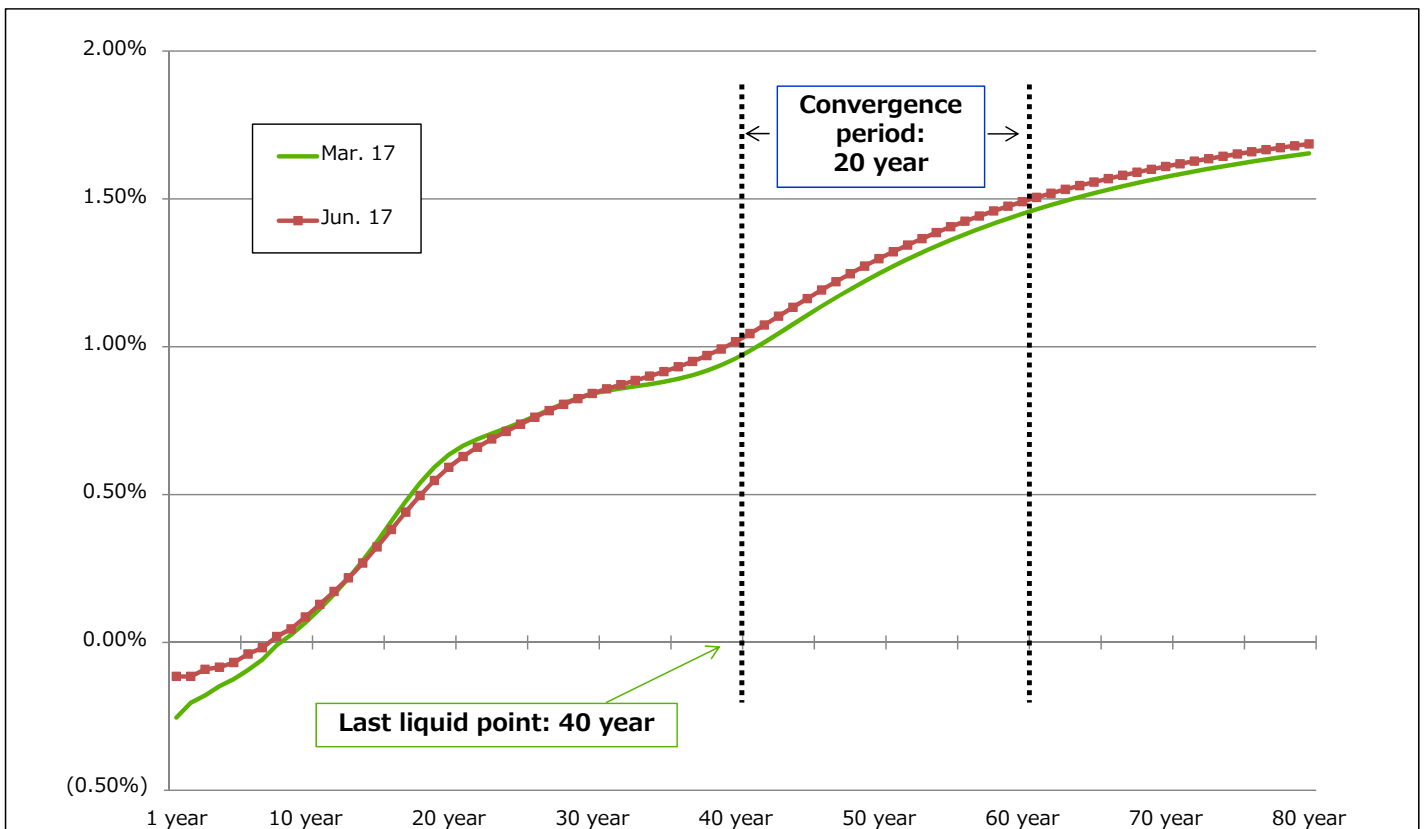
# Trend on JGB Yields (Par rate)



As of the end of each month

	Mar. 17	Apr. 17	May 17	Jun. 17
10 year	0.07%	0.02%	0.05%	0.09%
20 year	0.64%	0.56%	0.58%	0.59%
30 year	0.84%	0.78%	0.80%	0.84%
40 year	0.96%	0.92%	0.95%	1.02%

# Trend on Risk-free Rate (Japanese yen/ Par rate)



\*For above risk-free rate, we employ the Smith-Wilson method for extrapolation so that the 60-year forward rate will coverage on the UFR (3.5%).



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