Sony Financial Holdings

April 28, 2017
Sony Financial Holdings Inc.

Preliminary Consolidated Financial Results for the Fiscal Year Ended March 31, 2017, and Forecast of Consolidated Financial Results and Dividends for the Year Ending March 31, 2018 (Prepared in Accordance with Japanese GAAP)

Tokyo, April 28, 2017—Today, Sony Corporation, the parent company of Sony Financial Holdings Inc. ("SFH"), is expected to announce its consolidated financial results for the year ended March 31, 2017 (April 1, 2016, to March 31, 2017), prepared in accordance with generally accepted accounting principles in the United States ("U.S. GAAP"). Sony Corporation's U.S. GAAP results are expected to include financial results for the Sony Group's Financial Services segment, which comprises the Sony Financial Group.

Although our preparation of financial results for the Sony Financial Group, in accordance with generally accepted accounting principles in Japan ("Japanese GAAP"), is not yet complete, preliminary consolidated financial results for the year ended March 31, 2017 (April 1, 2016, to March 31, 2017), are provided below as part of our efforts to disclose information to our shareholders and investors in a timely and appropriate manner.
We also disclose our forecast of consolidated financial results and dividends for the year ending March 31, 2018, in this press release.

We plan to announce our final consolidated financial results for the year ended March 31, 2017, on May 15, 2017.

1. Preliminary Consolidated Financial Results for the Fiscal Year Ended March 31, 2017

(1) Preliminary Consolidated Financial Results for the Fiscal Year Ended March 31, 2017

(Billions of yen)

	(Actual) Year ended March 31, 2016 (Apr. 1, 2015, to Mar. 31, 2016)	(Previous forecast) Year ended March 31, 2017 (Apr.1, 2016, to Mar. 31, 2017)	**(Preliminary) Year ended March 31, 2017 (Apr. 1, 2016, to Mar. 31, 2017)**
Ordinary revenues	1,362.0	1,450.0	**1,381.6**
Ordinary profit	71.1	71.0	**66.3**
Profit attributable to owners of the parent	43.3	46.0	**41.6**
Net income per share (Yen)	99.67	105.75	**95.69**
Dividend per share (Yen)	55	55	**55**

(Reference) Net assets attributable to shareholders, which equals total net assets minus subscription rights to shares and non-controlling interests, and total assets as of March 31, 2017, were ¥599.6 billion and ¥11,471.8 billion, respectively.

Note: Fractional amounts of less than ¥0.1 billion are discarded for ordinary revenues, ordinary profit and profit attributable to owners of the parent.

(2) Principal Reasons for Changes in Preliminary Consolidated Financial Results

During the year ended March 31, 2017 (April 1, 2016, to March 31, 2017), consolidated ordinary revenues increased 1.4% year on year, to ¥1,381.6 billion, owing to increases in ordinary revenues from all the businesses: life insurance, non-life insurance and banking businesses. Consolidated ordinary profit decreased 6.7% year on year, to ¥66.3 billion, owing to decreases in ordinary profit from the life insurance and the banking businesses, whereas ordinary profit from the non-life insurance business increased. Profit attributable to owners of the parent was down 4.0% year on year, to ¥41.6 billion, due to the decrease in consolidated ordinary profit.

(3) Operating Performance by Business Segment

Life Insurance Business
Ordinary revenues increased year on year, due to an increase in investment income in the separate account, which positive effect was partially offset by a decrease in insurance premium revenues led by a decline in sales of single premium products. Ordinary profit decreased due to a deterioration in performance at affiliated companies, although ordinary profit at Sony Life was flat year on year.
As for Sony Life, positive factors, including a decline in the provision of policy reserves for minimum guarantees for variable life insurance owing to a lower acquisition of new policies and an improvement in market conditions, and an increase in profit from accumulated policies in force, were offset by such negative factors as a deterioration in net gains/losses on derivative transactions to hedge market risks related to minimum guarantees for variable life insurance and lower gains on sale of securities in the general account.

Non-life Insurance Business
Ordinary revenues rose year on year, owing to an increase in net premiums written primarily for mainstay automobile insurance. Ordinary profit increased year on year, due mainly to a decline in provision for reserve for outstanding losses, an increase in underwriting profit and higher investment income, partially offset by an increase in operating expenses.

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, partially offset by a decrease in interest and dividend income on securities. Ordinary profit decreased year on year due to the lower level of interest rates, an increase in expenses led by the higher execution of mortgage loans, and lower volumes of foreign currency and investment trust transactions of customers.

(4) Comparison with the Previous Forecast for the Fiscal Year Ended March 31, 2017

Consolidated ordinary revenues were down ¥68.3 billion from the previous forecast of ¥1,450.0 billion. This difference was mainly due to lower than expected insurance premium revenues at Sony Life. Consolidated ordinary profit was down ¥4.6 billion from the previous forecast of ¥71.0 billion. This difference was primarily due to the negative effect of the higher accumulation of policy reserves, driven by a rush in demand for insurance products in the fourth quarter ahead of a revision in insurance premiums in April 2017. Profit attributable to owners of the parent was lower than previously forecast accordingly.

Today, SFH also announced [Reference Disclosure] Key Performance Figures Based on U.S. GAAP. Please refer to the following URL:
http://www.sonyfh.co.jp/en/financial_info/results/sfh_fy2016_4q_02.pdf

2. Forecast of Consolidated Financial Results and Dividends for the Fiscal Year Ending March 31, 2018

(Billions of yen)

	(Preliminary) Year ended March 31, 2017 (Apr.1, 2016, to Mar. 31, 2017)	**(Forecast)** **Year ending March 31, 2018** **(Apr. 1, 2017, to Mar. 31, 2018)**
Ordinary revenues	1,381.6	**1,430.0**
Ordinary profit	66.3	**67.0**
Profit attributable to owners of the parent	41.6	**42.0**
Net income per share (Yen)	95.69	**96.56**
Dividend per share (Yen)	55	**55**

Note: Fractional amounts of less than ¥0.1 billion are discarded for ordinary revenues, ordinary profit and profit attributable to owners of the parent.

With regard to SFH's financial forecast for the year ending March 31, 2018, stable business growth is expected to continue in all the businesses: life insurance, non-life insurance and banking.

We expect consolidated ordinary revenues to increase, mainly because we anticipate stable rises in insurance premium revenues in the life insurance business.

We forecast that consolidated ordinary profit will be essentially unchanged year on year, as ordinary profit in the life insurance business is likely to be flat, while the ordinary profit in the banking business is expected to increase mainly by promoting foreign currency transactions and properly controlling operating expenses. In the life insurance business, we expect the positive impact of an improvement in the aforementioned net gains/losses on derivative transactions for variable life insurance and an increase in profit from accumulated policies in force to be offset mainly by the negative impact of a higher provision of policy reserves following the revision in standard yields used for calculating policy reserves.

Similarly to the ordinary profit, profit attributable to owners of the parent is expected to be almost flat compared with the preceding fiscal year.

Basic Policy on Returning Profits to Shareholders

SFH aims for steady increases in dividends in line with earnings growth over the medium to long term, while securing sufficient internal reserves to ensure the financial soundness of Group companies and to invest in growth fields. Management will examine earnings growth over the medium to long term by taking into account not only statutory profit but also other economic value-based profit indicators that are more suitable for valuing the growth of the life insurance business. Furthermore, management will determine specific dividend amounts for each fiscal year by taking into account a comprehensive range of factors surrounding the Sony Financial Group.

Dividends for the Fiscal Year Ended March 31, 2017, and the Fiscal Year Ending March 31, 2018

As previously announced, dividends for the year ended March 31, 2017, will be ¥55 per share (total amount of dividends: ¥23.922 billion).

For the year ending March 31, 2018, we forecast dividends of ¥55 per share, unchanged from the amount planned for the previous period. The dividends based on the above Basic Policy on Returning Profits to Shareholders are expected to be more than 50% of net income per share for the foreseeable future.

These preliminary results are based on information available to SFH's management as of the date of this release, and may differ substantially from actual results to be announced on May 15, 2017, for a variety of reasons.

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, SFH's parent company, which prepares its financial statements in accordance with U.S. GAAP.

SFH's scope of consolidation includes 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.*, and Lifecare Design Inc.* It also includes AEGON Sony Life Insurance Co., Ltd., and SA Reinsurance Ltd., as affiliated companies accounted for under the equity method.

*Sony Lifecare Inc. and Lifecare Design Inc. are included in the scope of consolidation from the first quarter ended June 30, 2016.

On April 28, 2017, Sony Corporation is scheduled to announce its consolidated financial results for the year ended March 31, 2017 (April 1, 2016, to March 31, 2017).

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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Appendix:
Significant Differences between Japanese GAAP and U.S. GAAP

SFH's consolidated results are prepared in accordance with accounting principles generally accepted in Japan ("Japanese GAAP") and provisions of the Insurance Business Act of Japan. 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 accounting principles generally accepted in the United States of America ("U.S. GAAP"). Significant differences between Japanese GAAP and U.S. GAAP are described below:

(1) Standards for recognizing income from insurance premiums in the life insurance business

Under U.S. GAAP, premium income on traditional insurance products is recognized as revenues during the premium-paying period. Income other than premium payments received under investment agreements or for separate agreements under universal life insurance, which are equivalent to deposits, is recognized as revenue. Under Japanese GAAP, all premiums paid by policyholders are recognized as revenues.

Note: For Sony Life Insurance Co., Ltd., investment agreements primarily include single premium endowment insurance, single premium educational endowment insurance and individual annuities. Universal insurance mainly includes variable life insurance and interest-rate sensitive whole life insurance.

(2) Standards for recognizing net gains from investment in the life insurance business

The recognition of net gains from investment in the life insurance business, which are classified in separate accounts defined under the Insurance Business Act of Japan and which directly belong to policyholders, differs between Japanese GAAP and U.S. GAAP. Under U.S. GAAP, net gains or losses are always recorded as revenues, whereas under Japanese GAAP such figures are recognized as ordinary revenues if they are positive, and as ordinary expenses if negative.

(3) Policy reserves (future insurance policy benefit, etc.) in the insurance business

Since the method of calculation differs between Japanese regulations and U.S. GAAP, profits and losses during the period differ as well. Under the Insurance Business Act of Japan, insurance companies in Japan are required to accumulate a policy reserve for the fulfillment of future obligations such as payment of insurance benefits based on the accumulation method and actuarial assumptions approved by the authorities of the supervisory administrative agencies in Japan, whereas under U.S. GAAP, liabilities for future insurance policy benefits are composed of the present value of estimated future payments to policyholders. Under U.S. GAAP, liabilities for future insurance policy benefits are computed based upon actuarial assumptions, such as future investment yield, mortality rates, morbidity rates, contingency rates and other factors, which are revised at least once a year. Future insurance policy benefits are remeasured and large impacts may be reflected to profit in variable insurance policies from revising investment yield due to fluctuations in the stock market or the bond market. Liabilities for future insurance policy benefits also include liabilities for minimum guaranteed benefits related to certain insurance products such as variable insurance policies. With respect to liabilities for minimum guaranteed benefits, the relevant insurance policies differ between Japanese GAAP and U.S. GAAP.

(4) Deferral and amortization of deferred insurance acquisition costs

Under Japanese GAAP, insurance acquisition costs in the life insurance and non-life insurance businesses are charged as costs when incurred, whereas under U.S. GAAP insurance acquisition costs are deferred and amortized, in general, equally over the premium-paying period of the related insurance policies or the policy term by using the same calculation basis used in computing future insurance policy benefit. The deferred insurance acquisition costs for interest rate-sensitive whole life insurance and variable insurance are amortized over the policy term in proportion to the estimated gross profits, which are revised at least once a year as well as the actuarial assumptions to evaluate liabilities for future insurance policy benefits. From revising the estimated gross profits large impacts may be reflected to profit. Under U.S. GAAP, insurance acquisition costs include such items as commissions and medical examination and inspection report fees that directly relate to the costs of acquiring new insurance policies and renewing policies, as long as they are recoverable.

(5) Contingency reserve

Pursuant to provisions of the Insurance Business Act of Japan, to ensure the fulfillment of future obligations, insurance companies in Japan are required to accumulate a contingency reserve to account for the risk of insurance payment events occurring at a higher-than-expected rate due to higher-than-expected mortality and morbidity rates (insurance risks), the risk of actual investment yields being lower than the assumed investment yields relating to outstanding policies (assumed interest rate risk), the risk of actual investment results being lower than the amount guaranteed relating to the minimum guaranteed portion of variable life insurance or variable annuities (minimum guarantee risks) and other risks. The Insurance Business Act of Japan establishes an accumulation standard and a maximum amount of reserve for each risk. The contingency reserve can be reversed in regards to each risk. Contingency reserve is recorded as a component of policy reserve on the balance sheet. Under U.S. GAAP, there is no requirement for the provision of such a legal reserve.

(6) Catastrophe reserve

Pursuant to the provisions of the Insurance Business Act of Japan, non-life insurance companies in Japan are required to accumulate an amount based on premium income to cover losses due to catastrophic events. The catastrophe reserve acts as a provision against risks to which the law of large numbers is not applicable on a single-year basis, in consideration of the special characteristics of the non-life insurance business to cover a wide range of risks including disasters. The catastrophe reserve is reversed in fiscal years in which a catastrophe occurs. Furthermore, the catastrophe reserve is accounted for as a part of underwriting reserves on the balance sheet. There is no requirement for the accumulation of such a legal reserve under U.S. GAAP.

(7) Reserve for price fluctuations

Pursuant to provisions of the Insurance Business Act of Japan, insurance companies in Japan are required to accumulate a reserve to cover losses due to price fluctuations in assets subject to market price volatility, particularly investments in stocks, bonds and foreign currency-denominated investments. The Insurance Business Act of Japan establishes the accumulation standard and a maximum amount of reserve for each asset. The reserve for price fluctuations may be reversed to reduce losses arising from price fluctuations of those assets. Under U.S. GAAP, there is no requirement for the provision of such a legal reserve.

(8) Foreign currency transactions

The majority of the Sony Financial Group's operations in the banking business involve transactions denominated in foreign currencies. Under Japanese GAAP, transactions involving assets and liabilities denominated in foreign currencies are in principal translated to yen at the exchange rate prevailing on the date of the settlement of accounts, and any translation adjustments are recorded in the statements of income as foreign exchange gains or losses. For that reason, in the banking business, translation adjustments on those investments coming from foreign currency deposits (liabilities) are offset partially in the statements of income by ones from investments in available-for-sale bonds denominated in foreign currency (assets) for the purpose of covering those foreign currency deposits. However, under U.S. GAAP, although translation adjustments on foreign currency deposits (liabilities) are recorded in the statements of income, translation adjustments on available-for-sale bonds denominated in foreign currency (assets) are posted directly to net assets in accordance with fluctuations in the fair market value of securities held, and are therefore not recorded in the statements of income until maturity or sale. As such, under U.S. GAAP, asset-side translation adjustments and liability-side translation adjustments are recorded differently. Therefore, foreign exchange gains or losses resulting from liability-side exchange rate fluctuations have a larger impact on profit under U.S. GAAP than is the case under Japanese GAAP.

(9) Accounting treatment of compound financial instruments (financial instruments including derivatives)

When accounting for compound financial instruments under U.S. GAAP, if such financial instruments are valued together, they are marked to market together regardless of the category in which they are held, and valuation gains or losses are recorded in the income statements. However, under Japanese GAAP the method for valuing these instruments differs depending on the category in which they are held. Consequently, the amounts of valuation gains or losses, gains or losses on sale, and impairment losses differ depending on whether U.S. GAAP or Japanese GAAP is applied.

(10) Accounting for policy reserve matching bonds

Life insurance businesses maintain policy reserves to ensure their ability to meet their long-term insurance obligations, and use bonds to manage the interest rate risk associated with the characteristics of those obligations. With the aim of reflecting the reality of managing this interest rate risk, under Japanese GAAP the "Temporary Treatment of Accounting and Auditing concerning Policy-Reserve-Matching Bonds in the Insurance Industry" (The Japanese Institute of Certified Public Accounts Industry Audit Committee Report No. 21) categorizes bonds used for this purpose as "policy reserve matching bonds," authorizes their valuation and accounting treatment using the amortized cost method. Sony Life Insurance Co., Ltd. valued bonds categorized as "policy reserve matching bonds" using the amortized cost method in accordance with Japanese GAAP. However, as the accounting treatment recognized under Japanese GAAP is not applied under U.S. GAAP, such bonds are classified as securities available for sale, measured at fair value as of the date of the financial statements, and recorded the unrealized holding gains and losses (net of tax) in accumulated other comprehensive income. Gains or losses on sale of bonds are realized as profit or loss in the income statements.