

# TOPICS (Fiscal Year Ended March 31, 2016)

## May

### Investment in U.K. Transport for London's Green Bond

Nippon Life was the first Japanese life insurance company to invest in the U.K. Transport for London's first-ever privately issued Green Bond. The raised funds will be used to finance environmentally friendly projects across the public transportation network, such as for installing solar power systems on the roofs of station buildings, and the conversion of double-decker buses to electric vehicles.

Since establishing its Credit Investment Department in fiscal 2014, Nippon Life has stepped up financing for the environmental field and is focusing efforts on expanding policyholder profits while managing assets with an emphasis on social contributions.

### Entering the Independent Retail Agency Market by Turning LifeSalon into a Subsidiary

In light of the increasing number of customers who wish to compare insurance products from multiple insurers before making a decision on which policy to buy, Nippon Life has decided to enter the independent retail agency market by turning LifeSalon, which operates independent insurance agencies, into a subsidiary with the objective of expanding the number of contact points with these customers.



### Capital and Business Alliance with Nomura Research Institute (NRI)

Nippon Life and Nomura Research Institute signed a capital and business alliance in May 2015.

Through this alliance, we plan to undertake research into more efficient and robust insurance systems based on advanced IT, while also studying new insurance business models. Our cooperative efforts also aim to nurture highly skilled personnel with expertise in both insurance and IT through mutual personnel exchanges.

## July

### Launch of Long Dream GOLD Nissay Single-premium Whole Life Insurance Policy with Variable Accumulation Rate in Designated Currency

In July 2015, Nippon Life began to offer Long Dream GOLD, a single-premium whole life insurance policy offering policyholders a choice of accumulation currencies such as Australian dollars to meet asset formation needs. Long Dream Gold is also sold over the counter at financial institutions.

### Agreement with Nitori Holdings to Jointly Operate Independent Retail Agencies

Nippon Life has reached an agreement with Nitori Holdings, the largest maker of furniture and interior goods in Japan, to jointly operate branches in the independent retail agency business.

In October 2015, we opened the first jointly operated Nitori Hoken + LifeSalon space inside the Nitori Minamisuna Store, and are rolling out more spaces like this in Nitori stores.



## September

### Management Integration Agreement with Mitsui Life Insurance

Nippon Life and Mitsui Life Insurance have reached a basic agreement to begin working together to integrate their operations with the aim of contributing to the further development of the domestic life insurance market from a stronger management foundation.

Looking ahead, we will establish a robust No. 1 presence in Japan and enhance Group profitability by building a strategic, mutually complimentary structure and addressing customer needs in ways that were not possible as separate companies.



Media conference about the agreement held on September 11, 2015

## October

### Business Alliance Agreement with NTT DOCOMO

Nippon Life entered into a long-term business alliance with NTT DOCOMO INC., the largest mobile phone carrier in Japan, to operate independent life insurance agencies inside DOCOMO shops.

Nippon Life will provide know-how in insurance operations, dispatch staff, and otherwise help create a stable service structure through the independent retail agency business it began in the second quarter of fiscal 2016.



### Creation of Basic Policy for Corporate Governance

Nippon Life has created the Basic Policy for Corporate Governance with the aim of determining its basic approach to corporate governance and related systems.

In line with its fundamental management principles, Nippon Life has established a corporate governance system that ensures the appropriateness and improves the transparency of management to fulfill its long-term indemnity obligations to customers as a life insurance company. Nippon Life endeavors to continuously develop its corporate governance system.

## October

### Expansion in Australia: Acquisition of MLC Life Insurance Business and Development of Partnership with National Australia Bank

In October 2015, Nippon Life agreed to acquire an 80% stake in the life insurance business of MLC Limited, a subsidiary of National Australia Bank, one of the largest banks in Australia.

This deal marks Nippon Life's first majority stake in a major overseas company.



The Nikkei, October 14, 2015 (Evening Edition)

### Launch of Family Contact Information Register

In October 2015, Nippon Life launched a register of Family Contract Information for policyholders who are 70 years old or older.

By signing up for this service, Nippon Life is able to contact a registered family member when the policyholder is unable to make contact, such as when they are rushed to the hospital, making it possible to expedite the necessary procedures for the payout of insurance benefits.

## October, November

### Agreements to Increase Stakes in Reliance Group Affiliates

Nippon Life increased its stakes in Reliance Life Insurance and Reliance Capital Asset Management, the life insurance and asset management subsidiaries of the Reliance Group, to 49% and 44.57%, respectively, in March 2016. The names of these companies were then changed to Reliance Nippon Life Insurance and Reliance Nippon Life Asset Management.

## November

### Life Plaza Partners Made into a Subsidiary

As a means to enhance our presence in the independent retail agency market, we decided to turn Life Plaza Partners into a subsidiary. Life Plaza Partners has a leading number of financial advisors in the industry with extensive financial knowledge.



## March

### Announcement of Gran Age, Nissay's Long-Life Insurance (Low Cash Surrender Value)

In April 2016, Nippon Life began offering Gran Age, Nissay's long-life insurance with a low cash surrender value as a new insurance product for senior citizens that helps them live a long time in retirement with security and freedom.



## April

### Launch of Nissay Bereaved Relative Support Service

In April 2016, Nippon Life launched the Nissay bereaved relative support service, the first of its kind in the industry. Along with the payment of the death benefit, the service offers complete support to the beneficiaries of the life insurance policy (or the surviving family) for the various procedures that must be carried out when a policyholder passes away.

## Nippon Life's Baseball Team is the Third Team in History to Achieve Summer/Autumn Successive Championships

Nippon Life's baseball team won the 86th Inter-City Baseball Tournament in July 2015 and the 41st Adult Baseball Japan Championship in November 2015, becoming the third team in history to win back-to-back summer and autumn championships.

Through corporate sports activities, we will help develop amateur sports and contribute to nurturing youth.



The Mainichi Shimbun, November 9, 2015 (Extra Edition)