

# CHAPTER 6

## Operational Data

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\*All figures are rounded down to the nearest unit.  
\*% and 00/0 are rounded to the nearest figure.

## STATUS OF FINANCIAL ASSETS (NON-CONSOLIDATED)

### 1. Status of Non-Performing Assets According to Borrower's Classification

		Millions of Yen, %		
As of March 31		2011	2010	2009
Bankrupt and quasi-bankrupt loans	1	¥ 12,048	¥ 12,505	¥ 12,453
Doubtful loans	2	26,383	27,253	29,394
Substandard loans	3	4,240	2,309	1,323
<b>Subtotal</b>		<b>42,671</b>	<b>42,067</b>	<b>43,172</b>
<b>[Ratio to total]</b>		<b>[0.38%]</b>	<b>[0.39%]</b>	<b>[0.41%]</b>
Normal loans	4	11,303,865	10,650,996	10,560,212
<b>Total</b>	<b>1 + 2 + 3 + 4</b>	<b>¥11,346,537</b>	<b>¥10,693,063</b>	<b>¥10,603,384</b>

Notes: 1. 1) Bankrupt and quasi-bankrupt loans are non-performing assets and similar loans that have fallen into bankruptcy due to reasons including initiation of bankruptcy proceedings, start of reorganization proceedings, or submission of an application to start rehabilitation proceedings.  
 2) Doubtful loans are non-performing assets with a strong likelihood that loan principal cannot be recovered or interest cannot be received according to the contract, because of difficulties in financial condition and business performance of the debtor who has not yet entered into bankruptcy.  
 3) Substandard loans include loans that are delinquent for over three months and restructured loans. Loans that are delinquent for over three months are loans with principal or interest being unpaid for over three months counting from the day after the due date based on the loan agreement (excluding 1) and 2) in the above notes). Restructured loans are loans that provide certain concessions favorable to the borrower with the intent of supporting the borrower's restructuring. Examples of such concessions include reducing or exempting interest, postponing principal or interest payments, releasing credits, or providing other benefits to the borrowers (excluding 1) and 2) in the above notes and loans that are delinquent for over three months).  
 4) Normal loans are loans that do not fall under the classifications for 1) to 3) in the above notes, and where the debtor has no financial or business performance problems.  
 2. Classifications and calculation methods used in this table are based on the Ordinance for Enforcement of the Insurance Business Act. The table includes guaranteed private offering loans of financial institutions, loans, securities lending, accrued interest, suspense payments, and customer's liabilities for acceptances and guarantees.  
 3. Bankrupt and quasi-bankrupt loans are directly deducted from total loans as estimated uncollectible amounts calculated by subtracting estimated collectable amounts based on the collateral and guarantees from total loans. These amounts for bankrupt and quasi-bankrupt were ¥2,996 million, ¥13,660 million and ¥7,196 million as of March 31, 2011, 2010 and 2009, respectively.

### 2. Status of Risk-Monitored Loans

		Millions of Yen, %		
As of March 31		2011	2010	2009
Loans to bankrupt borrowers	1	¥ 3,127	¥ 3,222	¥ 3,415
Delinquent loans	2	35,301	36,524	38,426
Loans that are delinquent for over three months	3	—	—	—
Restructured loans	4	4,240	2,309	1,323
<b>Total</b>	<b>1 + 2 + 3 + 4</b>	<b>¥42,669</b>	<b>¥42,056</b>	<b>¥43,165</b>
<b>[Ratio to total loans receivable]</b>		<b>[0.49%]</b>	<b>[0.48%]</b>	<b>[0.47%]</b>

Notes: 1. For loans to bankrupt borrowers and quasi-bankrupt borrowers (including collateralized and guaranteed loans), an estimated uncollectible amount (calculated by subtracting estimated collectable amounts based on collateral and guarantees from total loans) is directly deducted from the total loan amount. The amounts of loans to bankrupt borrowers were ¥1,035 million, ¥10,849 million and ¥6,000 million as of March 31, 2011, 2010 and 2009, respectively. The amounts of delinquent loans were ¥1,961 million, ¥2,810 million and ¥1,196 million as of March 31, 2011, 2010 and 2009, respectively.  
 2. 1) Loans to bankrupt borrowers are loans with principal or interest payments being overdue for a significant period of time and interest not being accrued including the following: (a) loans to borrowers that are legally bankrupt through filings for proceedings under the Corporate Reorganization Act, Civil Rehabilitation Act, Bankruptcy Act, or Company Act, (b) loans to borrowers that have notes suspended from being traded, or (c) loans to borrowers that have filed for legal proceedings similar to the aforementioned proceedings based on overseas laws.  
 2) Delinquent loans are loans with interest not accrued and exclude loans to bankrupt borrowers and loans with interest payments extended with the objective of restructuring or supporting the borrowers.  
 3) Loans that are delinquent for over three months are loans with principal or interest unpaid for over three months counting from the day after the due date based on the loan agreement. Note that the account does not include loans to bankrupt borrowers and delinquent loans.  
 4) Restructured loans are loans that provide certain concessions favorable to the borrower with the intent of supporting the borrower's restructuring, such as by reducing or exempting interest, postponing principal or interest payments, releasing credits, or providing other benefits to the borrowers (excluding loans to bankrupt borrowers and delinquent loans from above, and loans that are delinquent for over three months).  
 3. Based on the results of asset self-assessment, accrued interest on loans is not recorded as revenues for obligors that are bankrupt, essentially bankrupt or nearing bankruptcy.

## Asset Self-Assessment

Asset self-assessment refers to evaluating individual assets based on the financial condition of each borrower and its collateral, and is classified into categories. The Company has defined strict assessment standards based on the "Inspection Manual for Insurance Companies" of the Financial Services Agency and conduct internal audit by the Auditing Dept. independent from the groups handling the actual assessment. In addition, it undergoes external audit by external auditors (certified public accountants).

### Self-assessment categories

Debtor category	Recoverability through collateral and guarantees (see Notes)				Status of debtors
	a)	b)	c)	d)	
Normal	Non-categorized ①				Debtors whose performance is sound and for whom there are no specific concerns regarding their financial situation.
On caution	Non-categorized ②	Category II ②	Category II ③		Debtors on caution, such as debtors whose loan terms and conditions have been eased or whose loan repayment performance is poor, and debtors posting a loss, or whose performance is sluggish or unstable.
Substandard					
Doubtful	Non-categorized	Category II	Category III ④		Debtors who are not bankrupt at present, but for whom the possibility of bankruptcy in the near future is high owing to their financial difficulties.
Quasi-bankrupt	Non-categorized	Category II	Category III ④	Category IV ⑤	Debtors who are essentially bankrupt. Although there is no legal or formal evidence of the bankruptcy, the debtor is in serious financial difficulty and there is no prospect of revitalization.
Bankrupt	Non-categorized	Category II	Category III ④	Category IV ⑤	Debtors that are legally or formally bankrupt as a result of having entered into bankruptcy, liquidation, corporate reorganization, corporate rehabilitation or civil rehabilitation procedures.

Notes: Categories for collateral/guarantee-based recoverability

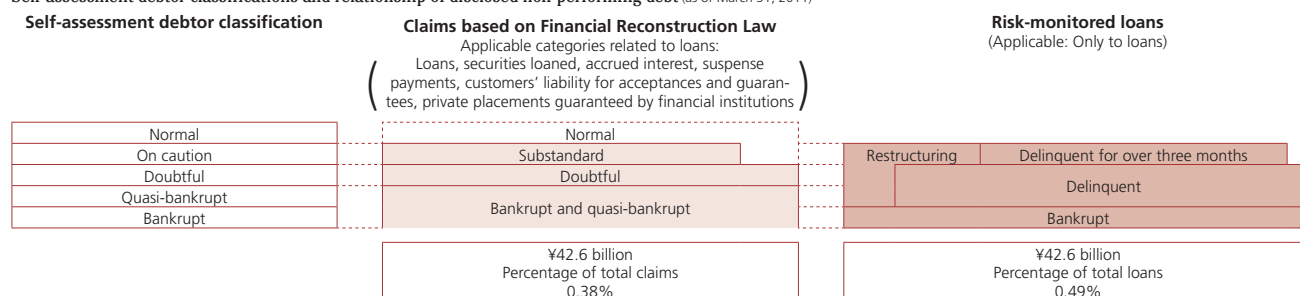
a) Estimation of disposal of solid collateral and solid guarantee

b) Estimation of disposal of general collateral and general guarantee

c) Portion for which recovery through guarantees is uncertain, calculated as the difference between estimates of the collateral amount and disposal amount

d) Portions other than a)–c) that are deemed irrecoverable

### Self-assessment debtor classifications and relationship of disclosed non-performing debt (as of March 31, 2011)



### Status of Borrower Classification

As of March 31, 2011	Billions of Yen, %	
	Amount	Percentage
Loan balances	¥8,743.3	100.0%
(After direct write-off of category IV)		
Non-categorized	8,573.2	98.1
Category II	167.4	1.9
Category III	2.7	0.0
Category IV	—	—

Note: The amount of IV categorized which was directly written off from loans was ¥2.9 billion.

### Standards for allowance for doubtful accounts

In order to take appropriate measures against bad debt, the Company has created the following types of reserve principles for self-assessment categories ①–⑤, as noted in the table of self-assessment categories, and builds reserves (bad-debt accounting) in accordance with these principles.

Reserve principles:

- Normal: General allowance for doubtful accounts based on actual loan losses in the previous fiscal year. [①]
- On caution: General allowance for doubtful accounts based on the accumulated actual loan loss ratio (ratio of losses incurred from loans within three years from a certain date) for the previous three fiscal years. [②]
- Substandard: Corporate loans are divided into two categories: those that are not secured by collateral, guarantees, or others, and calculate the actual loan loss ratio. [③]
- For doubtful, quasi-bankrupt and bankrupt, the necessary amount, concerning the balance calculated by subtracting estimated collectable amount based on collateral and guarantees from total loans, is provided as specific allowance for doubtful accounts. [④] The portion for the amount in "Category IV" is directly deducted from total loans amount. [⑤]

### 3. Status of Loans in Trust from Contract for Replacement of Loss

No ending balance during the fiscal years ended March 31, 2009 to 2011.

### 4. Ability to Pay Benefits (Solvency Margin Ratio)

As of March 31		2011	2010	2009	
		Millions of Yen			
Solvency margin gross amount	(A)	¥5,722,029	¥6,232,562	¥4,800,915	
Foundation funds ( <i>kikin</i> ) and other reserve funds:		2,767,335	2,805,804	2,653,864	
Foundation funds	1	1,268,064	1,217,299	1,118,048	
Reserve for price fluctuations in investments in securities	2	347,003	398,011	372,013	
Contingency reserve	3	821,755	864,445	864,445	
General allowance for doubtful accounts	4	10,504	11,481	16,250	
Others	9	320,007	314,567	283,107	
Net unrealized gains on available-for-sale securities × 90%	5	1,066,495	1,654,828	389,725	
Net unrealized gains on real estate × 85%	6	37,905	77,950	225,883	
Excess of continued Zillmerized reserve	7	1,721,278	1,555,073	1,424,104	
Deduction clause	8	(430)	(360)	(272)	
Others	9	129,446	139,265	107,609	
Total amount of risk	$\sqrt{(R_1+R_3)^2+(R_2+R_3+R_7)^2} + R_4$	(B)	1,184,387	1,238,967	1,061,664
Underwriting risk	R <sub>1</sub>	10	144,389	149,961	154,192
Underwriting risk of third-sector insurance	R <sub>8</sub>	11	74,042	74,937	75,916
Anticipated yield risk	R <sub>2</sub>	12	169,671	179,138	189,925
Investment risk	R <sub>3</sub>	13	956,415	999,788	810,106
Business management risk	R <sub>4</sub>	14	27,098	28,290	24,821
Minimum guarantee risk	R <sub>7</sub>	15	10,401	10,677	10,952
<b>Solvency margin ratio</b>	$\frac{(A)}{(1/2) \times (B)} \times 100$		<b>966.2%</b>	<b>1,006.0%</b>	<b>904.4%</b>

Notes: 1. The amounts and figures in the table above are calculated based on Article 86, Article 87 of the Ordinance for Enforcement of the Insurance Business Act, as well as Ordinance No. 50 issued by the Ministry of Finance in 1996.

(Excess of continued Zillmerized reserve is calculated based on Article 1, Paragraph 3, Item 1 of Ordinance No. 50 issued by the Ministry of Finance in 1996.)

2. The figures shown in "Foundation funds" are after appropriation of surplus after deducting total valuations, conversions and others from total net assets on the balance sheet.

3. The standard method is used for the calculation of the amount equivalent to minimum guarantee risk R<sub>7</sub>.

(Reference) Solvency Margin Ratio According to New Standard

		Millions of Yen
As of March 31		2011
Solvency margin gross amount (A):		¥5,634,273
Foundation funds ( <i>kikin</i> ) and other reserve funds:		2,767,335
Foundation funds		1,268,064
Reserve for price fluctuations in investments in securities		347,003
Contingency reserve		821,755
General allowance for doubtful accounts		10,504
Others		320,007
Net unrealized gains/losses on available-for-sale securities × 90%		1,066,495
Net unrealized gains/losses on real estate × 85%		37,905
Excess of continued Zillmerized reserve		1,721,278
Qualifying subordinated debt		—
Excess of continued Zillmerized reserve and qualifying subordinated debt not included in margin calculations		—
Deduction clause		(430)
Others		41,689
Total amount of risk (B): $\sqrt{(R_1+R_8)^2+(R_2+R_3+R_7)^2} + R_4$		2,129,384
Underwriting risk	R <sub>1</sub>	144,389
Underwriting risk of third-sector insurance	R <sub>8</sub>	74,042
Anticipated yield risk	R <sub>2</sub>	411,800
Investment risk	R <sub>3</sub>	1,649,467
Business management risk	R <sub>4</sub>	45,810
Minimum guarantee risk	R <sub>7</sub>	10,824
<b>Solvency margin ratio</b> $\frac{(A)}{(1/2) \times (B)} \times 100$		<b>529.1%</b>

Notes: 1. In accordance with Cabinet Office Ordinance No. 23 of 2010 and Financial Services Agency Public Notice No. 48 of 2010, part of the calculation standard for the solvency margin gross amount and the total amount of risk has been changed (tightening of margin calculations, tightening and refining of risk measurements, etc.) These changes are applied from the fiscal year ending March 31, 2012. The above table shows figures assuming that the changes were applied to the figures as of March 31, 2011.

2. The figures shown in "Foundation funds" are after appropriation of surplus after deducting total valuations, conversions and others from total net assets on the balance sheet.

3. The standard method is used for the calculation of the amount equivalent to minimum guarantee risk R<sub>7</sub>.

1. Foundation Funds

The amount after excluding estimated distributed income (interest on foundation funds and provision for reserve for dividends to policyholders) from the appropriation of surplus plus total valuations, conversions and others included under total net assets on the balance sheets.

2. Reserve for Price Fluctuations in Investments in Securities

The amount of the reserve for price fluctuations in investments in securities on the balance sheets.

3. Contingency Reserve

The amount of the contingency reserve, which is a part of policy reserves on the balance sheets.

4. General Allowance for Doubtful Accounts

The amount of the general allowance for doubtful accounts, listed as allowance for doubtful accounts on the balance sheets.

5. Net Unrealized Gains on Available-for-Sale Securities

If the difference between the total amount of securities on the balance sheet and the total book value is positive, multiply by 90%, if negative, multiply by 100% and record the resulting amount.

6. Net Unrealized Gains on Real Estate

If the difference between the total market value of real estate and the total book value is positive, multiply by 85%, if negative, multiply by 100% and record the resulting amount. The difference between the market value and book value of real estate includes land revaluation differences on the balance sheet and the total deferred tax liabilities for land revaluation on the balance sheets.

7. Excess of Continued Zillmerized Reserve

An amount that exceeds either the continued Zillmerized reserve or the amount of surrender benefits out of policy reserves (excluding the contingency reserve) on the balance sheet, whichever is greater.

8. Deduction Clause

The deduction clause improves the ability to pay, for example, the insurance claims of other insurance companies and to raise the capital adequacy ratio of subsidiaries (when banks, etc. are made into subsidiaries, etc.), in cases where the shares and other means of capital procurement of the aforementioned other insurance companies or subsidiaries are held intentionally, by enabling the deduction of the amount of those means of capital procurement from the solvency margin ratio.

9. Others

The total amount of a part of dividend reserves on the balance sheets, future profit (average value of the provision for reserve for dividends to policyholders over the last five fiscal years or the most recent fiscal year, 50% of whichever is less) and tax amounts corresponding to contingency reserve under net assets.

10. Underwriting Risk

Shows the amount for dealing with underwriting risk (out of risk of actual insurable incidents occurring at a higher frequency than generally expected; risk that applies to third-sector insurance).

11. Underwriting Risk of Third-Sector Insurance

Shows the amount for dealing with underwriting risk of third-sector insurance (out of risk of actual insurable incidents occurring at a higher frequency than generally expected, risk that applies to third-sector insurance).

12. Anticipated Yield Risk

Shows the amount for dealing with anticipated yield risk (risk of not being able to secure an anticipated yield that serves as the basis for calculating policy reserves).

13. Investment Risk

Shows the amount for dealing with investment risk (in risks related to asset management, those risks arising from reasons other than more than generally expected price fluctuations of held securities and other assets).

14. Business Management Risk

Shows the amount for dealing with business management risk (with regard to risks arising at a greater than expected frequency, those risks that do not fall under the category of underwriting risk, underwriting risk of third-sector insurance, anticipated yield risk, asset management risk and minimum guarantee risk are included in this category).

15. Minimum Guarantee Risk

Shows the amount for dealing with minimum guarantee risk (in insurance policies in the separate accounts, those policies that guarantee a minimum amount of insurance benefits, the risk that said insurance policies and the value of assets belonging to the separate accounts when paying said insurance benefits, will fall below the amount of minimum guaranteed insurance benefits, and the risk arising from greater than expected price fluctuations for assets belonging to said special accounts).

## 5. Unrealized Gains/Losses from Assets (Company Total)

As of March 31		Billions of Yen		
		2011	2010	2009
Cash, deposits and call loans	Book value	¥ 764.4	¥ 725.9	¥ 762.1
	Market value (appraisal value)	764.4	725.9	762.1
	<b>Net gains/losses</b>	<b>(0.0)</b>	<b>(0.0)</b>	<b>0.0</b>
	Gains	0.0	0.0	0.0
	Losses	(0.0)	(0.0)	(0.0)
Proprietary trading securities* <sup>1</sup>	Book value	—	—	—
	Market value (appraisal value)	—	—	—
	<b>Net gains/losses</b>	<b>—</b>	<b>—</b>	<b>—</b>
	Gains	—	—	—
	Losses	—	—	—
Assets held in trust* <sup>2</sup>	Book value	—	10.6	114.6
	Market value (appraisal value)	—	10.6	114.6
	<b>Net gains/losses</b>	<b>—</b>	<b>—</b>	<b>—</b>
	Gains	—	—	—
	Losses	—	—	—
Investments in securities* <sup>3</sup>	Book value	34,490.2	33,110.4	30,901.7
	Market value (appraisal value)	36,318.7	35,470.6	31,897.2
	<b>Net gains/losses</b>	<b>1,828.5</b>	<b>2,360.1</b>	<b>995.5</b>
	Gains	2,537.8	2,784.1	1,855.9
	Losses	(709.2)	(423.9)	(860.3)
Loans receivable* <sup>4</sup>	Book value	8,743.3	87,708	9,133.4
	Market value (appraisal value)	8,964.9	8,947.5	9,133.4
	<b>Net gains/losses</b>	<b>221.5</b>	<b>176.7</b>	<b>—</b>
	Gains	234.8	186.3	—
	Losses	(13.2)	(9.5)	—
Real estate* <sup>5</sup>	Book value	1,284.2	1,292.2	1,167.4
	Market value (appraisal value)	1,246.8	1,301.0	1,348.1
	<b>Net gains/losses</b>	<b>(37.3)</b>	<b>8.8</b>	<b>180.7</b>
	Gains	165.9	199.5	318.1
	Losses	(203.3)	(190.7)	(137.4)
Other assets	Book value	3,358.8	2,935.9	3,313.3
	Market value (appraisal value)	3,398.8	2,950.6	3,336.1
	<b>Net gains/losses</b>	<b>40.0</b>	<b>14.6</b>	<b>22.8</b>
	Gains	41.3	19.4	26.2
	Losses	(1.2)	(4.8)	(3.4)
<b>Total assets</b>	Book value	48,641.1	46,846.1	45,392.8
	Market value (appraisal value)	50,693.9	49,406.4	46,591.9
	<b>Net gains/losses</b>	<b>2,052.8</b>	<b>2,560.3</b>	<b>1,199.0</b>
	Gains	2,979.9	3,189.5	2,200.4
	Losses	(927.1)	(629.1)	(1,001.3)

\*1 Proprietary trading securities include securities with market values calculated using theoretical prices.

\*2 Market value calculations are based on prices rationally calculated by the trustee of assets held in trust. Book value includes net gains/losses related to derivative transactions within assets held in trust.

\*3 Investments in securities include securities with market values calculated using theoretical prices. Securities also include securities loaned.

\*4 Market value calculations started on March 31, 2010.

\*5 Real estate is the total of the land account and leasehold account. The market value of real estate (land + land lease rights) is calculated with reference to publicly disclosed appraisal values. The Company reappraised land for business use based on the Law for the Revaluation of Land. Book value includes revaluation differences of ¥81.9 billion, ¥82.9 billion and ¥85.0 billion as of March 31, 2011, 2010 and 2009, respectively.

## 6. Data on Market Value of Securities (Company Total)

\* Please refer to the following pages: Market Value of Securities (General Account) ... p. 199, Market Value of Securities (Separate Account for Individual Variable Insurance) ... p. 206, Market Value of Securities (Separate Account for Individual Variable Annuities) ... p. 210

### 1. Net valuation gains/losses from trading securities

Millions of Yen						
As of March 31	2011		2010		2009	
	Balance sheet amount	Net valuation gains/losses included in profits/losses	Balance sheet amount	Net valuation gains/losses included in profits/losses	Balance sheet amount	Net valuation gains/losses included in profits/losses
Trading securities	¥1,182,649	¥(19,844)	¥1,330,806	¥325,974	¥1,345,461	¥(201,841)

Notes: 1. Balance sheet amount of assets held in trust included in trading securities and the net valuation gains/losses included in profits/losses for current period include net gains/losses on derivative transactions.

2. The carrying value above excludes cash equivalents and call loans within assets held in trust included in trading securities.

### 2. Data on market value of securities (Securities with market value other than trading securities)

Millions of Yen										
As of March 31	2011					2010				
	Book value	Market value	Net gains/losses	Gains	Losses	Book value	Market value	Net gains/losses	Gains	Losses
Policy-reserve-matching bonds	¥17,415,476	¥18,106,439	¥ 690,962	¥ 719,757	¥ (28,794)	¥16,835,535	¥17,370,576	¥ 535,041	¥ 565,694	¥ (30,653)
Held-to-maturity debt securities	16,511	16,648	137	176	(39)	19,522	19,864	341	341	—
Investments in subsidiaries and affiliates	7,711	34,062	26,351	26,351	—	62,165	86,172	24,006	24,006	—
Available-for-sale securities	15,947,266	17,144,379	1,197,112	1,827,671	(630,559)	14,969,667	16,811,804	1,842,136	2,207,938	(365,801)
Domestic bonds	1,447,102	1,481,593	34,490	38,044	(3,553)	1,662,706	1,697,638	34,932	35,508	(575)
Domestic stocks	4,718,455	5,905,992	1,187,537	1,539,836	(352,299)	4,767,514	6,439,520	1,672,005	1,903,019	(231,013)
Foreign securities	8,999,879	8,991,350	(8,529)	242,325	(250,854)	7,757,947	7,909,213	151,265	260,665	(109,399)
Foreign bonds	7,689,976	7,599,864	(90,111)	138,886	(228,997)	6,482,201	6,579,520	97,318	157,817	(60,498)
Foreign stocks and other securities	1,309,902	1,391,485	81,582	103,439	(21,856)	1,275,745	1,329,692	53,946	102,847	(48,900)
Other securities	324,701	307,857	(16,844)	6,973	(23,817)	314,171	298,340	(15,830)	8,415	(24,246)
Monetary receivables purchased	34,127	34,589	461	492	(30)	97,328	97,097	(230)	330	(561)
Negotiable certificates of deposit	423,000	422,995	(4)	0	(4)	370,000	369,994	(5)	0	(5)
<b>Total</b>	<b>¥33,386,965</b>	<b>¥35,301,529</b>	<b>¥1,914,563</b>	<b>¥2,573,956</b>	<b>¥(659,393)</b>	<b>¥31,886,890</b>	<b>¥34,288,417</b>	<b>¥2,401,526</b>	<b>¥2,797,981</b>	<b>¥(396,454)</b>
Domestic bonds	17,804,828	18,493,158	688,330	719,448	(31,117)	17,370,556	17,931,725	561,168	585,604	(24,436)
Domestic stocks	4,718,455	5,905,992	1,187,537	1,539,836	(352,299)	4,821,968	6,507,838	1,685,869	1,916,883	(231,013)
Foreign securities	9,095,298	9,115,769	20,471	271,362	(250,891)	7,857,734	8,017,744	160,009	271,914	(111,904)
Foreign bonds	7,777,684	7,690,221	(87,462)	141,572	(229,034)	6,574,277	6,670,197	95,920	158,923	(63,003)
Foreign stocks and other securities	1,317,613	1,425,547	107,933	129,790	(21,856)	1,283,456	1,347,546	64,089	112,990	(48,900)
Other securities	324,701	307,857	(16,844)	6,973	(23,817)	314,171	298,340	(15,830)	8,415	(24,246)
Monetary receivables purchased	1,020,683	1,055,755	35,072	36,335	(1,262)	1,152,460	1,162,774	10,314	15,163	(4,849)
Negotiable certificates of deposit	423,000	422,995	(4)	0	(4)	370,000	369,994	(5)	0	(5)

As of March 31	2009				
	Book value	Market value	Net gains/losses	Gains	Losses
Policy-reserve-matching bonds	¥16,704,274	¥17,314,594	¥ 610,320	¥ 643,658	¥ (33,338)
Held-to-maturity debt securities	28,233	28,341	107	111	(3)
Investments in subsidiaries and affiliates	54,454	51,894	(2,560)	—	(2,560)
Available-for-sale securities	13,097,708	13,538,524	440,815	1,238,208	(797,393)
Domestic bonds	1,358,461	1,375,167	16,706	18,759	(2,053)
Domestic stocks	4,594,431	5,165,040	570,609	1,054,310	(483,701)
Foreign securities	6,407,224	6,302,810	(104,413)	164,970	(269,383)
Foreign bonds	5,527,459	5,568,776	41,316	158,333	(117,017)
Foreign stocks and other securities	879,764	734,034	(145,729)	6,636	(152,366)
Other securities	318,239	276,233	(42,006)	136	(42,143)
Monetary receivables purchased	75,351	75,268	(83)	25	(108)
Negotiable certificates of deposit	344,000	344,003	3	6	(2)
<b>Total</b>	<b>¥29,884,671</b>	<b>¥30,933,354</b>	<b>¥1,048,682</b>	<b>¥1,881,979</b>	<b>¥(833,296)</b>
Domestic bonds	16,901,879	17,516,943	615,063	635,448	(20,384)
Domestic stocks	4,648,885	5,216,934	568,048	1,054,310	(486,261)
Foreign securities	6,511,195	6,395,965	(115,229)	165,783	(281,012)
Foreign bonds	5,631,430	5,661,930	30,500	159,146	(128,646)
Foreign stocks and other securities	879,764	734,034	(145,729)	6,636	(152,366)
Other securities	318,239	276,233	(42,006)	136	(42,143)
Monetary receivables purchased	1,160,471	1,183,273	22,802	26,294	(3,491)
Negotiable certificates of deposit	344,000	344,003	3	6	(2)

Note: This table includes negotiable certificates of deposit and other items deemed appropriate to be handled as securities under the Financial Instruments and Exchange Act.



## 6. Data on Market Value of Securities (Company Total), continued

### (1) Policy-reserve-matching bonds

Millions of Yen

As of March 31	2011			2010		
	Balance sheet amount	Market value	Difference	Balance sheet amount	Market value	Difference
Bonds whose market value exceeds balance sheet amount	¥15,669,707	¥16,389,465	¥719,757	¥14,925,486	¥15,491,180	¥565,694
Domestic bonds	14,690,166	15,371,394	681,228	14,092,476	14,642,231	549,755
Foreign securities	80,912	83,598	2,685	37,850	38,957	1,106
Monetary receivables purchased	898,628	934,471	35,842	795,158	809,991	14,833
Bonds whose market value does not exceed balance sheet amount	1,745,768	1,716,974	(28,794)	1,910,049	1,879,396	(30,653)
Domestic bonds	1,651,047	1,623,521	(27,525)	1,595,851	1,571,991	(23,860)
Foreign securities	6,795	6,758	(36)	54,224	51,719	(2,504)
Monetary receivables purchased	87,926	86,693	(1,232)	259,973	255,685	(4,287)

### (2) Held-to-maturity debt securities

Millions of Yen

As of March 31	2011			2010		
	Balance sheet amount	Market value	Difference	Balance sheet amount	Market value	Difference
Bonds whose market value exceeds balance sheet amount	¥14,012	¥14,188	¥176	¥19,522	¥19,864	¥341
Domestic bonds	14,012	14,188	176	19,522	19,864	341
Bonds whose market value does not exceed balance sheet amount	2,499	2,460	(39)	—	—	—
Domestic bonds	2,499	2,460	(39)	—	—	—

### (3) Available-for-sale securities

Millions of Yen

As of March 31	2011			2010		
	Book value	Balance sheet amount	Difference	Book value	Balance sheet amount	Difference
Bonds whose balance sheet amount exceeds book value	¥8,544,381	¥10,372,053	¥1,827,671	¥9,921,362	¥12,129,301	¥2,207,938
Domestic bonds	1,158,509	1,196,553	38,044	1,143,171	1,178,679	35,508
Domestic stocks	3,147,836	4,687,672	1,539,836	3,678,010	5,581,030	1,903,019
Foreign securities	4,011,331	4,253,656	242,325	4,903,840	5,164,505	260,665
Available-for-sale securities	212,419	219,393	6,973	176,370	184,786	8,415
Monetary receivables purchased	4,283	4,776	492	4,968	5,299	330
Negotiable certificates of deposit	10,000	10,000	0	15,000	15,000	0
Bonds whose balance sheet amount does not exceed book value	7,402,885	6,772,326	(630,559)	5,048,304	4,682,502	(365,801)
Domestic bonds	288,593	285,039	(3,553)	519,534	518,958	(575)
Domestic stocks	1,570,618	1,218,319	(352,299)	1,089,503	858,490	(231,013)
Foreign securities	4,988,547	4,737,693	(250,854)	2,854,106	2,744,707	(109,399)
Available-for-sale securities	112,281	88,463	(23,817)	137,800	113,554	(24,246)
Monetary receivables purchased	29,843	29,813	(30)	92,359	91,798	(561)
Negotiable certificates of deposit	413,000	412,995	(4)	355,000	354,994	(5)

### (4) Book value of securities without market value

Millions of Yen

As of March 31	2011	2010	2009
Policy-reserve-matching bonds	¥ —	¥ —	¥ —
Held-to-maturity debt securities	—	—	—
Unlisted foreign bonds	—	—	—
Others	—	—	—
Investments in subsidiaries and affiliates	184,081	180,835	181,355
Available-for-sale securities	1,180,194	1,244,653	1,104,965
Unlisted domestic stocks (excluding stocks sold over-the-counter)	267,089	318,507	272,742
Unlisted foreign stocks (excluding stocks sold over-the-counter)	697,511	707,363	662,385
Unlisted foreign bonds	53,912	53,912	—
Others	161,681	164,870	169,837
<b>Total</b>	<b>¥1,364,275</b>	<b>¥1,425,489</b>	<b>¥1,286,321</b>

Note: Of securities without market value, the net loss on currency exchange valuation of assets denominated in foreign currencies was ¥50,943 million, ¥31,061 million and ¥30,353 million as of March 31, 2011, 2010 and 2009, respectively.



## 6. Data on Market Value of Securities (Company Total), continued

### Policy-reserve-matching bonds

The Company has established the following target portfolios that correspond to specific types of insurance products:

- Regarding lump-sum payment products (lump-sum payment endowment, lump-sum payment annuities, lump-sum payment whole life insurance) and guaranteed fixed-term rate group annuities, the Company has established an Asset/Liability Management (ALM) portfolio that aims to avoid interest fluctuation risks by predicting future cash flows from debt.
- In terms of other types of insurance, the Company has established an ALM portfolio that has a goal of expanding long-term future revenue by evaluating debt characteristics and by operating within a specific range of risk allowance.

Given the characteristics of these insurance products, and this type of asset management, the Company has specified and sub-categorized the following insurance policies based on "Temporary Treatment of Accounting and Auditing Concerning Policy-reserve-matching Bonds in the Insurance Industry" (Japan Institute of Certified Public Accountants Industry Audit Committee Release No. 21).

- All insurance policies for other than lump-sum payment products and group annuities
- All insurance policies for lump-sum payment products other than variable assumed rate type insurance
- All insurance policies for group annuities other than guaranteed fixed-term rate products

Concerning bonds held for the purpose of controlling the respective duration (level of market price fluctuations against fluctuations in interest rates) of bonds that fit into these sub-categories, the Risk Management Committee regularly confirms that the policy reserves and the duration are in a state of general consistency.

Based on such confirmation, the Company classifies most Japanese yen-based debt securities into policy-reserve-matching bonds.

## 7. Data on Market Value of Assets Held in Trust (Company Total)

As of March 31		2011	2010	2009
<b>Assets held in trust</b>	Balance sheet amount	¥—	¥ 10,670	¥114,637
	Market value	—	10,670	114,637
	Net unrealized gains/losses	—	—	—
	Gains	—	—	—
	Losses	—	—	—

Notes: 1. Market value calculations are based on prices rationally calculated by the trustee of assets held in trust.

2. Balance sheet amount includes net gains/losses related to derivative transactions within assets held in trust.

### Assets held in trust for trading purposes

As of March 31	2011		2010		2009	
	Balance sheet amount	Net valuation gains/losses included in profits/losses	Balance sheet amount	Net valuation gains/losses included in profits/losses	Balance sheet amount	Net valuation gains/losses included in profits/losses
Assets held in trust for trading purposes	¥—	¥2,479	¥10,670	¥79,793	¥114,637	¥(44,531)

Note: The carrying value of assets held in trust on the balance sheets and the net valuation gains/losses included in profits/losses for current period include net gains/losses related to derivative transactions.

### Assets held in trust classified as held to maturity, held for reserves and other

No ending balance during the fiscal years ended March 31, 2009 to 2011.

## 8. Data on Market Value of Derivative Transactions (Company Total)

\* Please refer to the following pages: Qualitative Information on Derivative Transactions (General Account: Excludes Proprietary Trading Securities) ... p. 201, Qualitative Information on Derivative Transactions (Separate Account for Individual Variable Insurance) ... p. 207, Qualitative Information on Derivative Transactions (Separate Account for Individual Variable Annuities) ... p. 210

### 1. Breakdown of gains/losses (Hedge accounting applied/Hedge accounting not applied)

	Interest	Currencies	Stocks	Bonds	Others	Total
<b>As of March 31</b>						
<b>2011</b>						
Hedge accounting applied	¥ —	¥ (81,201)	¥ —	¥—	¥—	¥ (81,201)
Hedge accounting not applied	—	931	(894)	—	—	37
<b>Total</b>	<b>¥ —</b>	<b>¥ (80,270)</b>	<b>¥ (894)</b>	<b>¥—</b>	<b>¥—</b>	<b>¥ (81,164)</b>
<b>As of March 31</b>						
<b>2010</b>						
Hedge accounting applied	¥ —	¥(101,313)	¥ —	¥—	¥—	¥(101,313)
Hedge accounting not applied	—	(10,220)	934	—	—	(9,285)
<b>Total</b>	<b>¥ —</b>	<b>¥(111,534)</b>	<b>¥ 934</b>	<b>¥—</b>	<b>¥—</b>	<b>¥(110,599)</b>
<b>As of March 31</b>						
<b>2009</b>						
Hedge accounting applied	¥ —	¥ (35,146)	¥ —	¥—	¥—	¥ (35,146)
Hedge accounting not applied	—	(82,907)	1,333	—	—	(81,574)
<b>Total</b>	<b>¥ —</b>	<b>¥(118,054)</b>	<b>¥1,333</b>	<b>¥—</b>	<b>¥—</b>	<b>¥(116,720)</b>

Note: Net gains/losses from applying fair value hedge included in hedge accounting applied, and net gains/losses included in hedge accounting not applied, other than deferred gain to be amortized from the discontinuation of hedge accounting, are recorded in the statements of income.

## 8. Data on Market Value of Derivative Transactions (Company Total), continued

2. Hedge accounting not applied <As of March 31, 2011 and 2010>

(1) Interest-rate related

No ending balance as of March 31, 2011 or March 31, 2010

(2) Currency-related

As of March 31					Millions of Yen			
					2011	2010		
<b>Over-the-counter</b>	<b>Foreign exchange forward contracts</b>	<b>Sold</b>	U.S. Dollar	Contract amount	¥ 516,261	¥ 634,512		
				Over 1 year	—	—		
				Market value	521,879	650,657		
			Net gains/losses	(5,618)	(16,144)			
			Euro	Contract amount	229,687	283,451		
				Over 1 year	—	—		
		Market value		238,922	286,515			
		<b>Total including others</b>				<b>Contract amount</b>	<b>830,415</b>	<b>929,378</b>
						<b>Over 1 year</b>	<b>—</b>	<b>—</b>
						<b>Market value</b>	<b>847,847</b>	<b>948,858</b>
						<b>Net gains/losses</b>	<b>(17,432)</b>	<b>(19,479)</b>
		<b>Purchased</b>		U.S. Dollar	U.S. Dollar	Contract amount	544,380	656,930
						Over 1 year	—	—
						Market value	553,071	663,713
					Net gains/losses	8,691	6,782	
Euro	Contract amount				218,635	335,072		
	Over 1 year				—	—		
	Market value			224,403	338,481			
<b>Total including others</b>				<b>Contract amount</b>	<b>880,409</b>	<b>1,045,417</b>		
				<b>Over 1 year</b>	<b>—</b>	<b>—</b>		
				<b>Market value</b>	<b>898,853</b>	<b>1,056,385</b>		
				<b>Net gains/losses</b>	<b>18,444</b>	<b>10,968</b>		
<b>Currency options</b>	<b>Sold</b>			<b>Call</b>	U.S. Dollar	Contract amount	124,725	—
						Over 1 year	[149]	[—]
						Market value	126	—
					Net gains/losses	23	—	
		Euro	Contract amount		—	—		
			Over 1 year		—	—		
			Market value	—	—			
		<b>Total including others</b>				<b>Contract amount</b>	<b>124,725</b>	<b>—</b>
						<b>Over 1 year</b>	<b>[149]</b>	<b>[—]</b>
						<b>Market value</b>	<b>126</b>	<b>—</b>
						<b>Net gains/losses</b>	<b>23</b>	<b>—</b>
		<b>Put</b>		U.S. Dollar	U.S. Dollar	Contract amount	—	—
						Over 1 year	—	—
						Market value	—	—
					Net gains/losses	—	—	
Euro	Contract amount				—	—		
	Over 1 year				—	—		
	Market value			—	—			
<b>Total including others</b>				<b>Contract amount</b>	<b>—</b>	<b>—</b>		
				<b>Over 1 year</b>	<b>[—]</b>	<b>[—]</b>		
				<b>Market value</b>	<b>[—]</b>	<b>[—]</b>		
				<b>Net gains/losses</b>	<b>—</b>	<b>—</b>		

## 8. Data on Market Value of Derivative Transactions (Company Total), continued

2. Hedge accounting not applied <As of March 31, 2011 and 2010>, continued

(2) Currency-related, continued

As of March 31						Millions of Yen	
Over-the-counter	Currency options	Purchased	Call	U.S. Dollar	Contract amount	2011	2010
						¥ —	¥ —
						[—]	[—]
					Over 1 year	—	—
						[—]	[—]
					Market value	—	—
					Net gains/losses	—	—
				Euro	Contract amount	—	—
						[—]	[—]
					Over 1 year	—	—
						[—]	[—]
					Market value	—	—
					Net gains/losses	—	—
				<b>Total including others</b>	<b>Contract amount</b>	—	—
						[—]	[—]
					<b>Over 1 year</b>	—	—
						[—]	[—]
					<b>Market value</b>	—	—
					<b>Net gains/losses</b>	—	—
			<b>Put</b>	U.S. Dollar	Contract amount	124,725	186,080
						[149]	[4,497]
					Over 1 year	—	—
						[—]	[—]
					Market value	46	3,623
					Net gains/losses	(103)	(873)
				Euro	Contract amount	—	124,920
						[—]	[4,109]
					Over 1 year	—	—
						[—]	[—]
					Market value	—	3,275
					Net gains/losses	—	(834)
				<b>Total including others</b>	<b>Contract amount</b>	<b>124,725</b>	<b>311,000</b>
						<b>[149]</b>	<b>[8,607]</b>
					<b>Over 1 year</b>	—	—
						[—]	[—]
					<b>Market value</b>	<b>46</b>	<b>6,889</b>
					<b>Net gains/losses</b>	<b>(103)</b>	<b>(1,708)</b>
	<b>Currency swaps</b>			U.S. Dollar	Contract amount	—	—
					Over 1 year	—	—
					Market value	—	—
					Net gains/losses	—	—
				Euro	Contract amount	—	—
					Over 1 year	—	—
					Market value	—	—
					Net gains/losses	—	—
				<b>Total including others</b>	<b>Contract amount</b>	—	—
					<b>Over 1 year</b>	—	—
					<b>Market value</b>	—	—
					<b>Net gains/losses</b>	—	—
				<b>Total</b>	<b>Net gains/losses</b>	<b>¥ 931</b>	<b>¥ (10,220)</b>

Notes: 1. Figures in brackets show option fees recorded on the non-consolidated balance sheets. However, these option fees already include contracted options as of the balance sheet date.

2. Net gains/losses shows the difference between the contract amount and market value for forward agreements, the difference between the option fees and market value for option transactions, and the current market value (present value) for swap transactions.

## 8. Data on Market Value of Derivative Transactions (Company Total), continued

2. Hedge accounting not applied <As of March 31, 2011 and 2010>, continued

(3) Stock-related

As of March 31				Millions of Yen		
Exchange	Stock price index futures			2011	2010	
		<b>Sold</b>		Contract amount	¥ —	¥ —
				Over 1 year	—	—
				Market value	—	—
				Net gains/losses	—	—
		<b>Purchased</b>		Contract amount	15,341	15,412
				Over 1 year	—	—
				Market value	14,465	16,345
				Net gains/losses	(876)	932
<b>Over-the-counter</b>	<b>Stock options</b>	<b>Sold</b>	<b>Call</b>	Contract amount	—	—
					[—]	[—]
				Over 1 year	—	—
					[—]	[—]
				Market value	—	—
				Net gains/losses	—	—
			<b>Put</b>	Contract amount	—	—
					[—]	[—]
				Over 1 year	—	—
					[—]	[—]
				Market value	—	—
				Net gains/losses	—	—
		<b>Purchased</b>	<b>Call</b>	Contract amount	183	91
					[65]	[28]
				Over 1 year	183	91
					[65]	[28]
				Market value	47	29
				Net gains/losses	(18)	1
			<b>Put</b>	Contract amount	—	—
					[—]	[—]
				Over 1 year	—	—
					[—]	[—]
				Market value	—	—
				Net gains/losses	—	—
<b>Total</b>				<b>Net gains/losses</b>	<b>¥ (894)</b>	<b>¥ 934</b>

Notes: 1. Figures in brackets show option fees recorded on the non-consolidated balance sheets. However, these option fees already include contracted options as of the balance sheet date.

2. Net gains/losses shows the difference between the contract amount and market value for forward agreements and the difference between the option fees and market value for option transactions.

(4) Bond-related

No ending balance as of March 31, 2011 or March 31, 2010.

(5) Others

No ending balance as of March 31, 2011 or March 31, 2010.

3. Hedge accounting applied <As of March 31, 2011 and 2010>

(1) Interest-rate related

No ending balance as of March 31, 2011 or March 31, 2010.

## 8. Data on Market Value of Derivative Transactions (Company Total), continued

3. Hedge accounting applied <As of March 31, 2011 and 2010>, continued

(2) Currency-related

As of March 31					Millions of Yen		
Over-the-counter	Mark-to-market hedge accounting	Foreign exchange forward contracts	Sold		Foreign currency denominated bonds (main hedged items)	2011	2010
				U.S. Dollar	Contract amount	¥2,959,283	¥2,442,746
					Over 1 year	—	—
					Market value	2,983,723	2,512,911
					Net gains/losses	(24,439)	(70,164)
				Euro	Contract amount	481,865	688,793
					Over 1 year	—	—
					Market value	507,900	687,001
					Net gains/losses	(26,035)	1,792
				<b>Total including others</b>	<b>Contract amount</b>	<b>4,817,511</b>	<b>4,298,880</b>
					<b>Over 1 year</b>	<b>—</b>	<b>—</b>
					<b>Market value</b>	<b>4,909,407</b>	<b>4,399,250</b>
					<b>Net gains/losses</b>	<b>(91,895)</b>	<b>(100,370)</b>
			<b>Purchased</b>	U.S. Dollar	Contract amount	—	—
					Over 1 year	—	—
					Market value	—	—
					Net gains/losses	—	—
				Euro	Contract amount	—	—
					Over 1 year	—	—
					Market value	—	—
					Net gains/losses	—	—
				<b>Total including others</b>	<b>Contract amount</b>	<b>—</b>	<b>—</b>
					<b>Over 1 year</b>	<b>—</b>	<b>—</b>
					<b>Market value</b>	<b>—</b>	<b>—</b>
					<b>Net gains/losses</b>	<b>—</b>	<b>—</b>
				U.S. Dollar	Contract amount	—	—
					Over 1 year	(—)	(—)
					Market value	—	—
					Net gains/losses	—	—
				Euro	Contract amount	—	—
					Over 1 year	(—)	(—)
					Market value	—	—
					Net gains/losses	—	—
				<b>Total including others</b>	<b>Contract amount</b>	<b>—</b>	<b>—</b>
					<b>Over 1 year</b>	<b>(—)</b>	<b>(—)</b>
					<b>Market value</b>	<b>(—)</b>	<b>(—)</b>
					<b>Net gains/losses</b>	<b>—</b>	<b>—</b>
				U.S. Dollar	Contract amount	—	—
					Over 1 year	(—)	(—)
					Market value	—	—
					Net gains/losses	—	—
				Euro	Contract amount	—	—
					Over 1 year	(—)	(—)
					Market value	—	—
					Net gains/losses	—	—
				<b>Total including others</b>	<b>Contract amount</b>	<b>—</b>	<b>—</b>
					<b>Over 1 year</b>	<b>(—)</b>	<b>(—)</b>
					<b>Market value</b>	<b>(—)</b>	<b>(—)</b>
					<b>Net gains/losses</b>	<b>—</b>	<b>—</b>
				U.S. Dollar	Contract amount	—	—
					Over 1 year	(—)	(—)
					Market value	—	—
					Net gains/losses	—	—
				Euro	Contract amount	—	—
					Over 1 year	(—)	(—)
					Market value	—	—
					Net gains/losses	—	—
				<b>Total including others</b>	<b>Contract amount</b>	<b>—</b>	<b>—</b>
					<b>Over 1 year</b>	<b>(—)</b>	<b>(—)</b>
					<b>Market value</b>	<b>(—)</b>	<b>(—)</b>
					<b>Net gains/losses</b>	<b>—</b>	<b>—</b>

## 8. Data on Market Value of Derivative Transactions (Company Total), continued

3. Hedge accounting applied <As of March 31, 2011 and 2010>, continued

(2) Currency-related, continued

As of March 31						Millions of Yen	
Over-the-counter	Mark-to-market hedge accounting	Currency options	Purchased Call	U.S. Dollar	Foreign currency denominated bonds (main hedged items)	2011	2010
					Contract amount	¥ —	¥ —
					Over 1 year	[—]	[—]
					Market value	—	—
					Net gains/losses	—	—
				Euro	Contract amount	—	—
					Over 1 year	[—]	[—]
					Market value	—	—
					Net gains/losses	—	—
				<b>Total including others</b>	<b>Contract amount</b>	<b>—</b>	<b>—</b>
					<b>Over 1 year</b>	<b>[—]</b>	<b>[—]</b>
					<b>Market value</b>	<b>—</b>	<b>—</b>
					<b>Net gains/losses</b>	<b>—</b>	<b>—</b>
				Put U.S. Dollar	Contract amount	—	—
					Over 1 year	[—]	[—]
					Market value	—	—
					Net gains/losses	—	—
				Euro	Contract amount	—	—
					Over 1 year	[—]	[—]
					Market value	—	—
					Net gains/losses	—	—
				<b>Total including others</b>	<b>Contract amount</b>	<b>—</b>	<b>—</b>
					<b>Over 1 year</b>	<b>[—]</b>	<b>[—]</b>
					<b>Market value</b>	<b>—</b>	<b>—</b>
					<b>Net gains/losses</b>	<b>—</b>	<b>—</b>
				U.S. Dollar	Contract amount	64,469	14,694
					Over 1 year	64,469	14,694
					Market value	3,446	(943)
					Net gains/losses	3,446	(943)
				Euro	Contract amount	88,869	—
					Over 1 year	88,869	—
					Market value	7,277	—
					Net gains/losses	7,277	—
				<b>Total including others</b>	<b>Contract amount</b>	<b>155,987</b>	<b>14,694</b>
					<b>Over 1 year</b>	<b>155,987</b>	<b>14,694</b>
					<b>Market value</b>	<b>10,694</b>	<b>(943)</b>
					<b>Net gains/losses</b>	<b>10,694</b>	<b>(943)</b>
				<b>Total</b>	<b>Net gains/losses</b>	<b>¥ (81,201)</b>	<b>¥ (101,313)</b>

Notes: 1. Figures in brackets show option fees recorded on the non-consolidated balance sheets. However, these option fees already include contracted options as of the balance sheet date.

2. Net gains/losses shows the difference between the contract amount and market value for forward agreements, the difference between the option fee and market value for option transactions, and the current market value (present value) for swap transactions.

(3) Stock-related

No ending balance as of March 31, 2011 or March 31, 2010.

(4) Bond-related

No ending balance as of March 31, 2011 or March 31, 2010.

(5) Others

No ending balance as of March 31, 2011 or March 31, 2010.

## 8. Data on Market Value of Derivative Transactions (Company Total), continued

4. Combined total with and without hedge accounting applied <Until March 31, 2009>

(1) Interest-rate related

As of March 31			Millions of Yen	
			2009	
Over-the-counter	Interest-rate swap	Variable interest-rate payment	Contract amount	¥—
		Fixed interest-rate receipt	Over 1 year	—
			Market value	—
			Net gains/losses	—
		Variable interest-rate receipt	Contract amount	—
	Fixed interest-rate payment		Over 1 year	—
			Market value	—
			Net gains/losses	—
			<b>Total</b>	<b>Net gains/losses</b>

Note: Net gains/losses show the current market value or present value of swap transactions.

(Reference) Interest-rate swap contracts by maturity dates

As of March 31		Millions of Yen, %						
		1 year or under	Over 1 year under 3 years	Over 3 years under 5 years	Over 5 years under 7 years	Over 7 years under 10 years	Over 10 years	Total
2009	Notional amount (receipts fixed/payments variable)	¥—	¥—	¥—	¥—	¥—	¥—	¥—
	Average fixed rate (receipt)	—%	—%	—%	—%	—%	—%	—%
	Average variable rate (payment)	—	—	—	—	—	—	—
	Notional amount (payments fixed/receipts variable)	¥—	¥—	¥—	¥—	¥—	¥—	¥—
	Average fixed rate (payment)	—%	—%	—%	—%	—%	—%	—%
	Average variable rate (receipt)	—	—	—	—	—	—	—

(2) Currency-related

As of March 31			Millions of Yen		
			2009		
Over-the-counter	Foreign exchange forward contracts	Sold	U.S. Dollar	Contract amount	¥2,956,535
				Over 1 year	—
				Market value	2,985,446
				Net gains/losses	(28,911)
				Euro	Contract amount
		Over 1 year	—		
		Market value	1,357,768		
		Net gains/losses	(79,125)		
		<b>Total including others</b>	<b>Contract amount</b>	<b>4,751,205</b>	
			<b>Over 1 year</b>	<b>—</b>	
		<b>Market value</b>	<b>4,870,941</b>		
		<b>Net gains/losses</b>	<b>(119,735)</b>		
	Purchased	U.S. Dollar	Contract amount	6,655	
			Over 1 year	—	
			Market value	6,778	
			Net gains/losses	122	
			Euro	Contract amount	36,489
		Over 1 year	—		
		Market value	35,746		
		Net gains/losses	(743)		
<b>Total including others</b>		<b>Contract amount</b>	<b>46,320</b>		
		<b>Over 1 year</b>	<b>—</b>		
	<b>Market value</b>	<b>45,772</b>			
	<b>Net gains/losses</b>	<b>(548)</b>			



## 8. Data on Market Value of Derivative Transactions (Company Total), continued

4. Combined total with and without hedge accounting applied <Until March 31, 2009>

(2) Currency-related, continued

As of March 31						Millions of Yen
Over-the-counter	Currency options	Sold	Call	U.S. Dollar	Contract amount	2009
						¥ —
						[—]
					Over 1 year	—
						[—]
					Market value	—
					Net gains/losses	—
				Euro	Contract amount	—
						[—]
					Over 1 year	—
						[—]
					Market value	—
					Net gains/losses	—
				<b>Total including others</b>	<b>Contract amount</b>	<b>—</b>
					<b>Over 1 year</b>	<b>[—]</b>
					<b>Market value</b>	<b>—</b>
					<b>Net gains/losses</b>	<b>—</b>
			<b>Put</b>	U.S. Dollar	Contract amount	—
						[—]
					Over 1 year	—
						[—]
					Market value	—
					Net gains/losses	—
				Euro	Contract amount	38,952
						[1,892]
					Over 1 year	—
						[—]
					Market value	4,469
					Net gains/losses	(2,576)
				<b>Total including others</b>	<b>Contract amount</b>	<b>38,952</b>
					<b>Over 1 year</b>	<b>[—]</b>
					<b>Market value</b>	<b>4,469</b>
					<b>Net gains/losses</b>	<b>(2,576)</b>
	<b>Purchased</b>		<b>Call</b>	U.S. Dollar	Contract amount	—
						[—]
					Over 1 year	—
						[—]
					Market value	—
					Net gains/losses	—
				Euro	Contract amount	—
						[—]
					Over 1 year	—
						[—]
					Market value	—
					Net gains/losses	—
				<b>Total including others</b>	<b>Contract amount</b>	<b>—</b>
					<b>Over 1 year</b>	<b>[—]</b>
					<b>Market value</b>	<b>—</b>
					<b>Net gains/losses</b>	<b>—</b>

## 8. Data on Market Value of Derivative Transactions (Company Total), continued

4. Combined total with and without hedge accounting applied <Until March 31, 2009>

(2) Currency-related, continued

As of March 31						Millions of Yen			
						2009			
Over-the-counter	Currency options	Purchased	Put	U.S. Dollar	Contract amount	¥ 353,628			
						[18,018]			
					Over 1 year	—			
						[—]			
					Market value	19,711			
					Net gains/losses	1,693			
		Euro	Contract amount	38,952					
				[1,365]					
			Over 1 year	—					
				[—]					
			Market value	4,469					
			Net gains/losses	3,104					
		Total including others			<b>Contract amount</b>	<b>392,580</b>			
					<b>Over 1 year</b>	<b>[19,383]</b>			
			<b>Market value</b>	<b>24,180</b>					
			<b>Net gains/losses</b>	<b>4,797</b>					
Currency swaps				U.S. Dollar	Contract amount	1,610			
					Over 1 year	1,610			
					Market value	9			
					Net gains/losses	9			
					Total including others			<b>Contract amount</b>	<b>1,610</b>
								<b>Over 1 year</b>	<b>1,610</b>
								<b>Market value</b>	<b>9</b>
								<b>Net gains/losses</b>	<b>9</b>
								<b>Net gains/losses</b>	<b>¥ (118,054)</b>

Notes: 1. Figures in brackets show option fees recorded on the non-consolidated balance sheets. However, these option fees already include contracted options as of the balance sheet date.

2. Net gains/losses shows the difference between the contract amount and market value for forward agreements, the difference between the option fee and market value for option transactions, and the current market value (present value) for swap transactions.

(3) Stock-related

As of March 31						Millions of Yen
						2009
Exchange	Stock index futures	Sold		Contract value	¥ —	
				Over 1 year	—	
				Market value	—	
				Net gains/losses	—	
				Purchased	Contract value	13,982
					Over 1 year	—
		Market value	15,315			
		Net gains/losses	1,333			
				<b>Net gains/losses</b>	<b>¥ 1,333</b>	

Note: Net gains/losses shows the difference between the contracted amount and market value for future agreements.

(4) Bond-related

No ending balance as of March 31, 2009.

(5) Others

No ending balance as of March 31, 2009.

## 9. Operating Income (Ordinary Income)

Millions of Yen			
Fiscal years ended March 31	2011	2010	2009
<b>Ordinary revenues</b>	<b>¥6,316,006</b>	<b>¥6,361,557</b>	<b>¥6,516,451</b>
Income from insurance and reinsurance premiums	4,896,413	4,817,479	5,036,774
Insurance premiums	4,895,562	4,816,612	5,035,543
Reinsurance premiums	851	867	1,230
Investment income	1,207,553	1,322,092	1,158,468
Interest, dividends and other income	1,204,606	1,119,518	1,148,493
Gain from redemption of securities	2,120	1,226	5,047
Other investment income	826	1,189	4,927
Gain from separate accounts, net	—	200,158	—
Other revenues	212,039	221,985	321,208
Income from annuity riders	12,842	8,308	8,619
Income from deferred benefits	178,293	193,839	279,850
Reversal of policy reserves for outstanding claims	—	—	14,863
Reversal of policy reserves	—	—	—
Reversal of accrued severance indemnities	—	—	—
Other revenues	20,903	19,837	17,875
Other ordinary revenues	—	—	—
<b>Ordinary expenditures</b>	<b>5,799,679</b>	<b>5,856,496</b>	<b>5,976,563</b>
Insurance claims and other payments	3,813,023	3,882,981	4,036,829
Death and other claims	1,135,052	1,173,840	1,313,660
Annuity payments	568,489	540,285	506,864
Health and other benefits	830,497	863,421	832,280
Surrender benefits	1,014,833	1,059,647	1,102,075
Other refunds	262,853	244,455	280,608
Reinsurance premiums	1,296	1,330	1,339
Provision for policy reserves*	960,245	958,073	497,086
Investment expenses	107,191	59,433	413,306
Interest expense	2,839	2,137	3,315
Loss from redemption of securities	16,191	12,580	6,240
Transfer to general allowance for doubtful accounts	—	(4,769)	—
Depreciation of rental real estate and other assets	26,045	26,405	27,160
Other investment expenses	27,296	23,079	23,261
Loss from separate accounts, net	34,818	—	353,329
Operating expenses	573,889	573,633	563,271
Other expenditures	345,329	382,374	466,070
Deferred benefit payments	237,165	276,138	367,581
Taxes	34,972	35,562	36,536
Depreciation	48,035	44,094	42,858
Provision for accrued severance indemnities	9,469	12,142	5,177
Deferred asset amortization (Insurance Business Act, Article 113)	—	—	—
Other expenditures	15,687	14,436	13,917
Other ordinary expenditures	—	—	—
<b>Ordinary income (core operating profit)</b>	<b>A 516,327</b>	<b>505,061</b>	<b>539,887</b>

Millions of Yen			
Fiscal years ended March 31	2011	2010	2009
<b>Capital gains</b>	<b>¥ 330,845</b>	<b>¥ 233,068</b>	<b>¥ 88,609</b>
Gain from proprietary trading securities	—	—	—
Gain from assets held in trust, net	—	27,911	—
Gain from trading securities	—	—	—
Gain on sales of securities	330,845	185,497	88,609
Gain from derivative financial instruments, net	—	19,659	—
Foreign exchange gain, net	—	—	—
Other capital gains	—	—	—
<b>Capital losses</b>	<b>428,729</b>	<b>218,344</b>	<b>832,636</b>
Loss from proprietary trading securities	—	—	0
Loss from assets held in trust, net	605	—	55,871
Loss from trading securities	—	—	—
Loss on sales of securities	253,082	123,658	119,523
Loss on valuation of securities	140,243	81,808	527,986
Loss from derivative financial instruments, net	27,178	—	113,319
Foreign exchange loss, net	7,619	12,876	15,934
Other capital losses	—	—	—
<b>Net capital gains/losses</b>	<b>B (97,883)</b>	<b>14,724</b>	<b>(744,026)</b>
<b>Ordinary income including net capital gains/losses</b>	<b>A+B 418,443</b>	<b>519,785</b>	<b>(204,138)</b>
<b>Non-recurring gains</b>	<b>42,690</b>	<b>—</b>	<b>564,616</b>
Reinsurance premiums revenue	—	—	—
Reversal of contingency reserve	42,690	—	564,616
Other non-recurring gains	—	—	—
<b>Non-recurring losses</b>	<b>230,037</b>	<b>226,271</b>	<b>241,264</b>
Reinsurance premiums expense	—	—	—
Provision for contingency reserve	—	—	—
Provision for specific allowance for doubtful accounts	—	18,147	—
Provision of allowance for specific overseas debts	—	—	—
Write-off of loans	0	153	2
Other non-recurring losses	230,037	207,970	241,261
<b>Non-recurring gains/losses</b>	<b>C (187,347)</b>	<b>(226,271)</b>	<b>323,351</b>
<b>Operating income</b>	<b>A + B + C ¥ 231,096</b>	<b>¥ 293,513</b>	<b>¥ 119,212</b>

\*"Provision for policy reserves" excludes provision for (reversal of) contingency reserve, the effect of the change of assessment of policy reserves to monthly, and provision for policy reserves based on Article 69, Paragraph 5 of the Ordinance for Enforcement of the Insurance Business Act.

### (Reference) Breakdown of other ordinary revenues and others

Millions of Yen			
Fiscal years ended March 31	2011	2010	2009
<b>Other ordinary revenues</b>	<b>¥ —</b>	<b>¥ —</b>	<b>¥ —</b>
Gain (loss) on foreign exchange in relation to foreign currency denominated insurance products	—	—	—
<b>Other ordinary expenditures</b>	<b>¥ —</b>	<b>¥ —</b>	<b>¥ —</b>
Gain (loss) on foreign exchange in relation to foreign currency denominated insurance products	—	—	—
<b>Other capital gains</b>	<b>¥ —</b>	<b>¥ —</b>	<b>¥ —</b>
Gain (loss) on foreign exchange in relation to foreign currency denominated insurance products	—	—	—
<b>Other capital losses</b>	<b>¥ —</b>	<b>¥ —</b>	<b>¥ —</b>
Gain (loss) on foreign exchange in relation to foreign currency denominated insurance products	—	—	—
<b>Other non-recurring gains</b>	<b>¥ —</b>	<b>¥ —</b>	<b>¥ —</b>
Impact of change to monthly valuation of policy reserves	—	—	—
Reversal of individual allowance for doubtful accounts	—	—	—
<b>Other non-recurring losses</b>	<b>¥230,037</b>	<b>¥207,970</b>	<b>¥241,261</b>
Provision for policy reserves based on Article 69, Paragraph 5 of the Ordinance for Enforcement of the Insurance Business Act	230,037	207,970	241,261

## MAIN BUSINESS INDICATORS

### 10. Policies in Force and New Policies

#### 1. Policies in force

##### (1) Number of policies

As of March 31	2011		2010		2009
	Number of policies	Rate of increase (decrease)	Number of policies	Rate of increase (decrease)	Number of policies
Individual insurance	11,510,549	(2.2)%	11,775,230	(2.3)%	12,047,441
Individual annuities	3,024,773	2.9	2,939,764	4.0	2,827,125

##### (2) Policy amount

As of March 31	2011		2010		2009
	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)	Amount
Individual insurance	¥170,791,778	(5.4)%	¥180,524,286	(6.2)%	¥192,373,811
Individual annuities	18,314,507	2.1	17,935,253	2.7	17,470,385
Group insurance	89,990,366	1.5	88,619,874	1.4	87,430,483
Group annuities	9,952,833	3.4	9,621,896	5.1	9,151,763

Notes: 1. The amount of individual annuities is the total of (a) annuity resources at the start of the annuities for policies bound prior to the start of annuity payments, and (b) policy reserves for policies bound after the start of annuity payments.

2. The amount of group annuities is the amount of the policy reserves.

#### 2. New policies in force

##### (1) Number of policies

Fiscal years ended March 31	2011		2010		2009
	Number of policies	Rate of increase (decrease)	Number of policies	Rate of increase (decrease)	Number of policies
Individual insurance	970,757	(13.2)%	1,118,537	4.4%	1,070,999
Individual annuities	209,971	(10.3)	233,999	2.6	228,146

Note: The number of policies includes policies that were converted into new policies.

##### (2) Policy amount

Fiscal years ended March 31	2011		2010		2009
	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)	Amount
<b>Individual insurance</b>					
<b>New policies, including conversions</b>	<b>¥6,577,677</b>	<b>4.8%</b>	<b>¥ 6,279,281</b>	<b>4.3%</b>	<b>¥ 6,018,582</b>
New policies, excluding conversions	7,168,882	(4.2)	7,486,182	0.6	7,441,092
By conversion	(591,204)	—	(1,206,900)	—	(1,422,509)
<b>Individual annuities</b>					
<b>New policies, including conversions</b>	<b>1,251,849</b>	<b>(5.4)</b>	<b>1,323,523</b>	<b>(0.4)</b>	<b>1,328,519</b>
New policies, excluding conversions	1,282,464	(5.3)	1,354,329	0.2	1,351,513
By conversion	(30,614)	—	(30,805)	—	(22,993)
<b>Group insurance</b>					
<b>New policies, including conversions</b>	<b>687,988</b>	<b>21.5</b>	<b>566,440</b>	<b>(45.8)</b>	<b>1,044,842</b>
New policies, excluding conversions	687,988	21.5	566,440	(45.8)	1,044,842
By conversion	[4,631,958]	1.7	[4,553,446]	(19.8)	[5,681,115]
<b>Group annuities</b>					
<b>New policies, including conversions</b>	<b>1,457</b>	<b>(50.5)</b>	<b>2,944</b>	<b>163.0</b>	<b>1,119</b>
New policies, excluding conversions	1,457	(50.5)	2,944	163.0	1,119
By conversion	—	—	—	—	—

Notes: 1. The amount for new policies for individual annuities represents annuity resources at the start of annuity payments.

2. Figures in brackets in group insurance are amounts that include the increase in premiums and the net increase in premiums from midterm enrollments and withdrawals.

3. Figures for group annuities for new policies represent the first premium revenues.

### 11. Annualized Premiums

#### 1. Policies in force

As of March 31	2011		2010		2009
	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)	Amount
Individual insurance	¥2,350,756	(1.6)%	¥2,389,759	(2.8)%	¥2,458,565
Individual annuities	790,044	3.4	764,202	7.7	709,870
<b>Total</b>	<b>¥3,140,800</b>	<b>(0.4)%</b>	<b>¥3,153,962</b>	<b>(0.5)%</b>	<b>¥3,168,435</b>
Medical coverage, living benefits, and others	¥ 589,148	0.6	¥ 585,449	1.8	¥ 575,263

Notes: 1. The amount of annualized net premium is the annual premium amount calculated by multiplying factors according to the premium payment method to a single premium payment amount (for lump-sum payment, the amount is the total premium divided by the insured period).

2. The amount of medical coverages, living benefits, and others represents annualized premium related to medical benefits (hospitalization benefits and surgical benefits), living benefits (specified illness benefits and nursing care benefits) and waiver of premium benefits (excluding disability benefits but including specified illness and nursing care benefits).

## 11. Annualized Premiums, continued

### 2. New policies

Millions of Yen, %

Fiscal years ended March 31	2011		2010		2009
	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)	Amount
Individual insurance	¥176,830	6.1 %	¥166,603	1.6 %	¥163,951
Individual annuities	55,187	(32.2)	81,386	(19.3)	100,816
<b>Total</b>	<b>¥232,018</b>	<b>(6.4)%</b>	<b>¥247,989</b>	<b>(6.3)%</b>	<b>¥264,767</b>
Medical coverage, living benefits, and others	¥ 36,501	(21.0)%	¥ 46,185	0.4 %	¥ 45,982

Notes: 1. The amount of annualized net premium is the annual premium amount calculated by multiplying factors according to the premium payment method to a single premium payment amount (for lump-sum payment, the amount is the total premium divided by the insured period).

2. The amount of medical coverages, living benefits, and others represents annualized premium related to medical benefits (hospitalization benefits and surgical benefits), living benefits (specified illness benefits and nursing care benefits) and waiver of premium benefits (excluding disability benefits but including specified illness and nursing care benefits).

3. "New policies" includes the net increases due to conversions.

## 12. New Policies by Product

Number of Policies, Millions of Yen

Fiscal years ended March 31	2011		2010		2009	
	Policies	Amount	Policies	Amount	Policies	Amount
<b>Individual insurance</b>						
Mortality insurance	[830,242]	¥[15,211,310]	[955,565]	¥[18,303,774]	[878,030]	¥[17,754,897]
Term life insurance	[21,320]	[1,454,166]	[25,090]	[1,536,588]	[26,314]	[1,603,603]
Whole life insurance	[138,575]	[879,111]	[115,197]	[701,565]	[124,545]	[649,504]
Lump-sum payment whole life insurance with variable accumulation rate	27,282	211,073	22,572	168,255	13,934	124,547
Lump-sum payment increasing whole life insurance with variable assumed rate	21,149	164,357	—	—	—	—
Whole life insurance with term rider	[546,545]	[12,371,885]	[693,513]	[15,787,205]	[665,100]	[15,223,091]
Term life insurance with dread disease term rider	—	—	—	—	—	—
Whole life insurance with dread disease term rider	—	—	—	—	—	—
Cancer insurance	15,793	2,493	19,790	3,175	18,417	3,110
Hospitalization medical insurance	—	—	47	—	24,396	—
General medical insurance	54,629	—	74,456	—	—	—
Increasing term life insurance	2,870	112,401	2,753	94,727	3,196	122,052
Medical life insurance	415	26	510	31	533	34
Lump-sum payment whole life insurance for retirement	688	3,995	571	3,061	348	1,510
Medical life insurance for retirement	976	386	1,066	472	1,247	513
Term rider	[2,812]	[11,412]	[2,171]	[8,691]	[7,234]	[26,929]
	2,034	7,689	1,421	5,457	2,579	8,642
Life and mortality insurance	[140,515]	[1,011,891]	[162,972]	[1,132,303]	[192,969]	[1,477,126]
	135,255	901,172	157,115	994,883	186,170	1,291,733
Endowment insurance	[67,710]	[283,169]	[82,692]	[332,757]	[97,570]	[398,120]
	66,350	279,075	80,635	328,407	96,177	393,812
Endowment insurance with term rider <i>Kurashi no Hoken</i>	[12,230]	[108,841]	[11,770]	[105,871]	[11,645]	[141,843]
	8,330	77,543	7,970	74,768	6,239	70,147
Term life with survival benefit insurance <i>Melody</i>	11,309	11,894	14,319	15,653	11,651	13,237
Term life with survival benefit insurance <i>BIG YOU</i>	12,746	169,114	13,229	152,068	29,413	398,753
Juvenile insurance	36,520	289,679	40,962	320,118	42,690	321,945
Multi-increase endowment rider	383	41	500	55	541	60
Term rider with survival benefit	[81,234]	[149,150]	[116,281]	[205,779]	[113,859]	[203,167]
	41,216	73,823	63,698	103,812	57,761	93,778
Pure endowment	—	—	—	—	—	—
Family pure endowment	—	—	—	—	—	—
<b>Subtotal</b>	<b>[970,757]</b>	<b>[16,223,202]</b>	<b>[1,118,537]</b>	<b>[19,436,078]</b>	<b>[1,070,999]</b>	<b>[19,232,024]</b>
	<b>581,619</b>	<b>7,168,882</b>	<b>632,636</b>	<b>7,486,182</b>	<b>576,881</b>	<b>7,441,092</b>
		<6,577,677>		<6,279,281>		<6,018,582>

## 12. New Policies by Product, continued

Number of Policies, Millions of Yen

Fiscal years ended March 31		2011		2010		2009	
		Policies	Amount	Policies	Amount	Policies	Amount
Individual annuities	Nissay annuities	[193,209]	¥ [1,220,080]	[187,461]	¥ [1,152,799]	[169,078]	¥ [1,039,937]
		191,311	1,198,086	185,230	1,128,497	167,044	1,017,310
	Annuities focused on survival coverage	[—]	[—]	[—]	[—]	[—]	[—]
		—	—	—	—	—	—
	Annuities with variable accumulation rate	16,716	83,692	46,297	224,714	57,854	327,928
	Guaranteed minimum maturity benefit equity-indexed annuities	46	685	241	1,117	368	1,448
	Nissay investment type annuities	—	—	—	—	846	4,826
	<b>Subtotal</b>	<b>[209,971]</b>	<b>[1,304,458]</b>	<b>[233,999]</b>	<b>[1,378,631]</b>	<b>[228,146]</b>	<b>[1,374,140]</b>
		<b>208,073</b>	<b>1,282,464</b>	<b>231,768</b>	<b>1,354,329</b>	<b>226,112</b>	<b>1,351,513</b>
			<1,251,849>		<1,323,523>		<1,328,519>
Group insurance	Group term life insurance	212,186	684,831	198,816	564,397	170,898	1,044,411
	Group credit life insurance	346	3,156	635	2,042	93	431
	Consumer credit group insurance	—	—	—	—	—	—
	Group endowment insurance	—	—	—	—	—	—
	Group whole life insurance	—	—	—	—	—	—
	Life insurance for dependents of disabled	—	—	—	—	—	—
	Annuities rider (group term life insurance)	—	—	—	—	—	—
	<b>Subtotal</b>	<b>212,532</b>	<b>687,988</b>	<b>199,451</b>	<b>566,440</b>	<b>170,991</b>	<b>1,044,842</b>
Group annuities	Corporate pension plans	—	—	—	—	—	—
	New corporate pension plans	11,871	424	5,697	115	11,626	86
	Insured contributory pension plans	39,563	388	22,473	70	2,468	9
	Defined benefit corporate pension plans	—	468	—	688	—	660
	National pension fund insurance	—	—	—	—	—	—
	Employees' pension fund insurance	4,258	5	12,773	2,000	—	—
	Employees' pension association insurance	—	—	—	—	—	—
	Group pure endowment insurance	—	—	—	—	—	265
	Defined contribution pension plans	—	170	—	70	—	97
	<b>Subtotal</b>	<b>55,692</b>	<b>1,457</b>	<b>40,943</b>	<b>2,944</b>	<b>14,094</b>	<b>1,119</b>
Workers' asset-formation insurance	Workers' asset-formation savings insurance	5,357	400	5,698	337	6,657	305
	Workers' asset-formation housing funding insurance	960	60	988	62	1,176	55
	Workers' asset-formation benefits savings insurance	53	0	—	—	—	—
	Workers' asset-formation fund savings insurance	—	—	—	—	—	—
	<b>Subtotal</b>	<b>6,370</b>	<b>461</b>	<b>6,686</b>	<b>400</b>	<b>7,833</b>	<b>360</b>
Workers' asset-formation annuities	Workers' asset-formation annuities	—	—	—	—	—	—
	Workers' asset-formation funding annuities	1,857	76	1,753	65	1,852	85
	<b>Subtotal</b>	<b>1,857</b>	<b>76</b>	<b>1,753</b>	<b>65</b>	<b>1,852</b>	<b>85</b>
Medical life insurance	Individual type	56	0	37	0	67	0
	Group type	52,403	114	956	5	2,592	11
	<b>Subtotal</b>	<b>52,459</b>	<b>115</b>	<b>993</b>	<b>5</b>	<b>2,659</b>	<b>12</b>
Disability income insurance	Group disability income insurance	27,876	4,607	41,326	5,238	—	—
	<b>Subtotal</b>	<b>27,876</b>	<b>4,607</b>	<b>41,326</b>	<b>5,238</b>	<b>—</b>	<b>—</b>
<b>Reinsurance assumed</b>		<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>

Notes: 1. Figures in brackets include policies that were converted into new policies, except for subtotal figures in angle brackets, which exclude policies prior to conversion.

2. Term life insurance includes term life insurance (group type).

3. Whole life insurance includes comprehensive whole life insurance.

4. Term rider includes juvenile term life insurance riders and spouse term life insurance riders.

5. Term rider, multi increase endowment rider, term rider with survival benefit, life insurance for dependents of disabled and employees' pension association insurance are not included in the subtotals.

6. The number of policies for group insurance, group annuities, workers' asset-formation insurance, workers' asset-formation annuities, medical life insurance, disability income insurance and reinsurance assumed is the number of insured persons.

7. Figures for individual annuities, group insurance (annuities rider) and workers' asset-formation annuities (excluding workers' asset-formation funding annuities) represent annuity resources at the start of annuity payments.

8. New policy amounts for group annuities, workers' asset-formation insurance and workers' asset-formation funding annuities are the first time premium revenues.

9. Amounts for medical life insurance show daily amounts of hospitalization benefit.

10. Amounts for disability income insurance show monthly amounts of disability income insurance benefit.

### 13. Policies in Force by Product

As of March 31		2011		2010		2009	
		Policies	Amount	Policies	Amount	Policies	Amount
Individual insurance	Mortality insurance	8,951,052	¥155,935,170	8,911,874	¥163,823,740	8,860,280	¥173,506,787
	Term life insurance	172,921	9,732,698	176,602	9,681,848	175,677	9,466,024
	Whole life insurance	3,081,871	24,024,815	2,938,786	23,501,199	2,811,671	23,168,934
	Lump-sum payment whole life insurance with variable accumulation rate	74,824	597,018	51,117	423,203	30,677	283,609
	Lump-sum payment increasing whole life insurance with variable accumulation rate	21,063	163,238	—	—	—	—
	Whole life insurance with term rider	4,795,743	117,098,235	4,944,391	125,347,173	5,060,833	134,966,205
	Variable life insurance (whole life type)	36,026	541,967	36,558	554,803	37,003	566,590
	Variable life insurance with term rider (whole life type)	1,412	42,368	1,582	48,141	1,821	56,407
	Term life insurance with dread disease term rider	194,335	969,780	213,659	1,080,044	236,738	1,207,510
	Whole life insurance with dread disease term rider	33,221	216,121	34,166	223,351	35,278	231,823
	Cancer insurance	258,930	35,470	267,595	36,858	276,255	38,356
	Hospitalization medical insurance	96,181	2	106,207	—	120,243	—
	General medical insurance	120,163	—	72,823	—	—	—
	Increasing term life insurance	21,756	930,694	26,027	1,122,918	31,808	1,418,963
	Medical life insurance	5,670	341	5,543	331	5,391	321
	Lump-sum payment whole life insurance for retirement	6,842	27,943	6,274	24,416	5,840	21,861
	Medical life insurance for retirement	9,370	4,118	8,668	3,802	7,818	3,389
	Former Dowra Life Insurance	20,724	201,744	21,876	217,654	23,227	237,423
	Term rider	285,691	1,348,610	331,566	1,557,990	393,310	1,839,364
	Life and mortality insurance	2,558,955	14,853,589	2,860,175	16,696,123	3,181,082	18,861,032
	Endowment insurance	1,298,625	5,298,631	1,446,302	5,830,054	1,603,499	6,410,747
	Endowment insurance with term rider <i>Kurashi no Hoken</i>	149,752	1,940,862	177,091	2,285,223	212,075	2,722,565
	Variable life insurance (defined term type)	2,439	12,755	2,599	13,618	2,770	14,611
	Term life with survival benefit insurance <i>Melody</i>	46,302	57,602	38,895	52,046	27,259	42,234
	Term life with survival benefit insurance <i>BIG YOU</i>	231,930	2,835,561	279,294	3,399,991	338,368	4,157,679
	Juvenile insurance	826,684	3,651,866	912,505	4,011,311	992,993	4,393,015
	Former Dowra Life Insurance	3,223	7,374	3,489	8,209	4,118	9,692
	Multi-increase endowment rider	17,289	5,245	18,465	5,772	18,907	6,162
	Term rider with survival benefit	563,710	1,043,690	587,369	1,089,895	588,195	1,104,323
	Pure endowment	542	3,017	3,181	4,422	6,079	5,992
	Family pure endowment	363	183	2,997	1,431	5,891	2,853
Pure endowment with nursing care benefit	179	2,834	184	2,990	188	3,138	
<b>Subtotal</b>	<b>11,510,549</b>	<b>170,791,778</b>	<b>11,775,230</b>	<b>180,524,286</b>	<b>12,047,441</b>	<b>192,373,811</b>	

Number of Policies, Millions of Yen



### 13. Policies in Force by Product, continued

Number of Policies, Millions of Yen

As of March 31		2011		2010		2009	
		Policies	Amount	Policies	Amount	Policies	Amount
Individual annuities	Nissay annuities	2,370,561	¥14,526,016	2,282,340	¥14,089,878	2,195,355	¥13,731,971
	Individual fixed annuities <i>Sounen no Sekkei</i>	917	1,478	1,449	2,224	2,053	3,252
	Annuities focused on survival coverage	419,157	2,625,568	430,359	2,704,569	443,818	2,798,637
	Variable assumed rate type annuities	13,520	48,526	15,456	55,768	18,471	65,738
	Annuities with variable accumulation rate	160,152	809,479	148,809	762,850	105,545	562,249
	Guaranteed minimum maturity benefit equity-indexed annuities	634	3,159	597	2,528	366	1,435
	Nissay investment type annuities	26,881	156,289	28,384	174,837	29,526	163,141
	Former Dowa Life Insurance	4,239	18,859	4,368	19,642	4,539	20,488
	Annuity rider	25,665	94,529	24,573	87,943	23,575	83,551
	Term rider annualized payment	3,046	30,595	3,428	35,005	3,877	39,918
	Annuity for spouse term rider	1	3	1	3	—	—
<b>Subtotal</b>	<b>3,024,773</b>	<b>18,314,507</b>	<b>2,939,764</b>	<b>17,935,253</b>	<b>2,827,125</b>	<b>17,470,385</b>	
Group insurance	Group term life insurance	14,282,060	55,046,421	14,473,972	53,691,946	14,551,448	52,907,387
	Group credit life insurance	12,698,575	34,892,658	12,936,919	34,875,481	13,205,560	34,472,708
	Consumer credit group insurance	52,183	1,964	53,649	2,154	55,346	2,360
	Group endowment insurance	68	432	102	576	182	762
	Group whole life insurance	102	80	123	90	142	101
	Life insurance for dependents of disabled	57,005	33,289	59,306	34,541	61,726	32,621
	Annuities rider (group term life insurance)	11,348	15,519	11,438	15,083	11,474	14,541
	<b>Subtotal</b>	<b>27,044,336</b>	<b>89,990,366</b>	<b>27,476,203</b>	<b>88,619,874</b>	<b>27,824,152</b>	<b>87,430,483</b>
Group annuities	Corporate pension plans	2,995	6,632	51,095	35,921	52,242	36,637
	New insured pension plans	8,429,965	1,172,806	8,752,619	1,513,083	9,641,997	1,843,874
	Insured contributory pension plans	3,620,061	3,589,259	3,674,131	3,380,337	3,602,672	3,211,118
	Defined benefit corporate pension plans	—	3,955,604	—	3,464,450	—	2,916,139
	National pension fund insurance	—	2,185	—	7,457	—	4,545
	Employees' pension fund insurance	3,411,729	666,564	3,462,647	691,914	3,492,774	637,491
	Employees' pension association insurance	—	—	—	—	—	1,891
	Group pure endowment insurance	—	199,502	—	208,086	—	212,295
	Defined contribution pension plans	—	360,276	—	320,644	—	287,769
	<b>Subtotal</b>	<b>15,464,750</b>	<b>9,952,833</b>	<b>15,940,492</b>	<b>9,621,896</b>	<b>16,789,685</b>	<b>9,151,763</b>
Workers' asset-formation insurance	Workers' asset-formation savings insurance	116,822	262,482	121,030	257,696	126,279	255,399
	Workers' asset-formation housing funding insurance	20,106	56,616	21,525	59,836	23,411	63,598
	Workers' asset-formation benefits savings insurance	20,487	1,453	20,640	1,348	21,098	2,100
	Workers' asset-formation fund savings insurance	653	13	649	14	642	14
	<b>Subtotal</b>	<b>158,068</b>	<b>320,565</b>	<b>163,844</b>	<b>318,897</b>	<b>171,430</b>	<b>321,113</b>
Workers' asset-formation annuities	Workers' asset-formation annuities	361	1,230	383	1,349	399	1,470
	Workers' asset-formation funding annuities	62,941	142,158	64,347	146,105	66,022	150,035
	<b>Subtotal</b>	<b>63,302</b>	<b>143,389</b>	<b>64,730</b>	<b>147,455</b>	<b>66,421</b>	<b>151,505</b>
Medical life insurance	Individual type	1,399	6	1,526	7	1,746	8
	Group type	898,278	3,034	865,044	2,861	895,863	2,767
	<b>Subtotal</b>	<b>899,677</b>	<b>3,040</b>	<b>866,570</b>	<b>2,868</b>	<b>897,609</b>	<b>2,775</b>
Disability income insurance	Group disability income insurance	96,523	12,617	78,402	7,621	48,523	4,075
<b>Subtotal</b>	<b>96,523</b>	<b>12,617</b>	<b>78,402</b>	<b>7,621</b>	<b>48,523</b>	<b>4,075</b>	
<b>Reinsurance assumed</b>	<b>13,724</b>	<b>16,576</b>	<b>16,767</b>	<b>15,777</b>	<b>19,487</b>	<b>17,827</b>	

Notes: 1. Term life insurance includes term life insurance (group type).

2. Whole life insurance includes comprehensive whole life insurance.

3. Term rider includes juvenile term life insurance riders and spouse term life insurance riders.

4. Term rider, multi increase endowment rider, term rider with survival benefit, life insurance for dependents of disabled and employees' pension association insurance are not included in the subtotals.

5. The number of policies for group insurance, group annuities, workers' asset-formation insurance, workers' asset-formation annuities, medical life insurance, disability income insurance and reinsurance assumed is the number of insured persons.

6. Figures for individual annuities, group insurance (annuities rider) and workers' asset-formation annuities (excluding workers' asset-formation funding annuities) represent the total of annuity resources at the start of annuities for policies prior to the start of annuity payments and policy reserves for policies after the start of annuity payments.

7. New policy amounts for group annuities, workers' asset-formation insurance and workers' asset-formation funding annuities are amounts for policy reserves.

8. Amounts for medical life insurance show daily amounts of hospitalization benefits.

9. Amounts for disability income insurance show monthly amounts of disability income insurance benefits.

## 14. Amount of Policies in Force by Coverage Type

As of March 31		2011	2010	2009	
Millions of Yen					
Death protection	Death protection due to illness/accident	Individual insurance	¥170,786,732	¥180,517,589	¥192,365,283
		Individual annuities	—	—	—
		Group insurance	89,974,847	88,604,790	87,415,941
		Group annuities	—	—	—
		<b>Net, including other types</b>	<b>260,778,156</b>	<b>269,138,158</b>	<b>279,799,053</b>
	Death protection due to accident	Individual insurance	[32,267,227]	[34,542,457]	[36,896,892]
		Individual annuities	[326,010]	[343,448]	[357,972]
		Group insurance	[3,787,888]	[3,900,626]	[3,994,516]
		Group annuities	[—]	[—]	[—]
		<b>Net, including other types</b>	<b>[36,398,427]</b>	<b>[38,805,163]</b>	<b>[41,270,217]</b>
	Death protection due to specific causes	Individual insurance	[319,257]	[331,870]	[345,512]
		Individual annuities	[—]	[—]	[—]
Group insurance		[120,835]	[139,516]	[141,594]	
Group annuities		[—]	[—]	[—]	
	<b>Net, including other types</b>	<b>[440,092]</b>	<b>[471,387]</b>	<b>[487,107]</b>	
Pure endowment	Maturity and survival benefits	Individual insurance	5,046	6,696	8,528
		Individual annuities	16,963,360	16,654,081	16,281,597
		Group insurance	886	683	639
		Group annuities	—	—	—
		<b>Net, including other types</b>	<b>17,060,025</b>	<b>16,757,361</b>	<b>16,392,829</b>
	Annuity	Individual insurance	[315,242]	[382,021]	[484,561]
		Individual annuities	[2,098,856]	[2,053,088]	[2,001,524]
		Group insurance	[2,026]	[1,939]	[1,839]
		Group annuities	[—]	[—]	[—]
		<b>Net, including other types</b>	<b>[2,424,792]</b>	<b>[2,445,532]</b>	<b>[2,496,087]</b>
	Other	Individual insurance	—	—	—
		Individual annuities	1,351,147	1,281,171	1,188,788
Group insurance		14,633	14,400	13,901	
Group annuities		9,952,833	9,621,896	9,151,763	
	<b>Net, including other types</b>	<b>11,691,835</b>	<b>11,287,920</b>	<b>10,725,007</b>	
Hospitalization coverage	Coverage for hospitalization due to accident	Individual insurance	[49,309]	[50,642]	[51,291]
		Individual annuities	[1,573]	[1,594]	[1,624]
		Group insurance	[1,809]	[1,920]	[2,020]
		Group annuities	[—]	[—]	[—]
		<b>Net, including other types</b>	<b>[55,733]</b>	<b>[57,026]</b>	<b>[57,712]</b>
	Coverage for hospitalization due to illness	Individual insurance	[48,948]	[50,157]	[50,627]
		Individual annuities	[1,558]	[1,578]	[1,607]
		Group insurance	[—]	[—]	[—]
		Group annuities	[—]	[—]	[—]
		<b>Net, including other types</b>	<b>[53,547]</b>	<b>[54,604]</b>	<b>[55,010]</b>
	Coverage for hospitalization due to other causes	Individual insurance	[61,227]	[66,218]	[71,437]
		Individual annuities	[344]	[374]	[417]
Group insurance		[48]	[48]	[45]	
Group annuities		[—]	[—]	[—]	
	<b>Net, including other types</b>	<b>[61,620]</b>	<b>[66,642]</b>	<b>[71,900]</b>	
Disability coverage	Individual insurance	—	—	—	
	Individual annuities	—	—	—	
	Group insurance	—	—	—	
	Group annuities	—	—	—	
	<b>Net, including other types</b>	<b>12,617</b>	<b>7,621</b>	<b>4,075</b>	

Notes: 1. Figures in brackets show additional coverage and rider coverage attached to primary policies. However, death protection due to illness/accident of term riders is recorded under primary coverage.

2. Figures for maturity and survival benefits of pure endowment show annuity resources at the start of annuity payments for policies prior to the start of annuity payments for individual annuities and group insurance (annuities rider).

3. Figures for annuity of pure endowment show annual annuity amounts.

4. Figures for other of pure endowment show policy reserves for individual annuities (after start of annuity payments), group insurance (after start of annuities rider annuities payments) and group annuities.

5. Figures for hospitalization coverage show daily hospitalization benefits.

6. Figures for "net, including other types" included in coverage for hospitalization due to illness of hospitalization coverage show the total of primary coverage portions and rider coverage.

## 14. Amount of Policies in Force by Coverage Type, continued

As of March 31		Number of Policies		
		2011	2010	2009
Disability coverage	Individual insurance	[7,342,436]	[7,684,405]	[8,004,963]
	Individual annuities	[84,383]	[84,715]	[85,656]
	Group insurance	[2,931,634]	[3,038,028]	[3,122,507]
	Group annuities	[—]	[—]	[—]
	<b>Net, including other types</b>	<b>[10,358,453]</b>	<b>[10,807,148]</b>	<b>[11,213,126]</b>
Surgical coverage	Individual insurance	[12,079,351]	[12,651,964]	[13,204,358]
	Individual annuities	[346,034]	[351,997]	[360,040]
	Group insurance	[—]	[—]	[—]
	Group annuities	[—]	[—]	[—]
	<b>Net, including other types</b>	<b>[12,425,385]</b>	<b>[13,003,961]</b>	<b>[13,564,398]</b>

Note: Figures in brackets show attached coverage portions of primary policies and rider coverage.

## 15. Individual Insurance and Annuity Policy Amounts in Force by Product

As of March 31		Millions of Yen		
		2011	2010	2009
Mortality insurance	Whole life insurance	¥ 25,066,869	¥ 24,211,142	¥ 23,746,525
	Whole life insurance with term rider	117,098,235	125,347,173	134,966,205
	Term life insurance	11,635,371	11,886,834	12,094,269
	<b>Net, including other types</b>	<b>155,935,170</b>	<b>163,823,740</b>	<b>173,506,787</b>
Life and mortality insurance	Endowment insurance	5,298,631	5,830,054	6,410,747
	Endowment insurance with term rider	1,940,862	2,285,223	2,722,565
	Term life insurance with survival benefits	2,893,163	3,452,037	4,199,914
	<b>Net, including other types</b>	<b>14,853,589</b>	<b>16,696,123</b>	<b>18,861,032</b>
Pure endowment	Family pure endowment	183	1,431	2,853
	<b>Net, including other types</b>	<b>3,017</b>	<b>4,422</b>	<b>5,992</b>
<b>Annuities</b>	<b>Individual annuities</b>	<b>18,314,507</b>	<b>17,935,253</b>	<b>17,470,385</b>
Hospitalization/accident riders	Accident rider with extra premium	10,323,563	11,213,637	12,181,999
	Injury rider	22,034,377	23,458,340	24,876,714
	Accident coverage rider	2,614	4,118	6,223
	Comprehensive medical rider	22,736	16,063	6,520
	Hospitalization due to accident rider	26,698	34,961	45,552
	Hospitalization due to illness rider	26,311	34,437	44,829
	Hospitalization due to adult disease rider	3,974	5,395	7,292
	Hospital visit rider	4,493	6,205	8,524
	Long-term hospitalization rider	54	72	96
	Hospitalization rider for women	1,969	2,990	4,450
	Limited injury rider	153,558	156,109	156,943
	Hospitalization due to cancer rider	23,640	23,812	23,352
	Short-term hospitalization rider	11,319	15,368	20,691

Notes: 1. Whole life insurance includes whole life insurance with dread disease term rider, comprehensive whole life insurance, cancer insurance, medical life insurance for retirement (whole life), single premium whole life insurance for retirement, lump-sum payment whole life insurance with variable accumulation rate and lump-sum payment increasing whole life insurance with variable assumed rate.

2. Term life insurance includes term life insurance with dread disease term rider, group term life insurance, increasing term life insurance, medical life insurance and medical life insurance for retirement (defined term).

3. Term life insurance with survival benefits is the total of term life with survival benefit insurance BIG YOU and term life with survival benefit insurance Melody.

4. Figures for individual annuities are the total of annuity resources at the start of annuity payments for policies prior to the start of annuity payments and policy reserves for policies after the start of annuity payments.

5. Figures for hospitalization and hospital visit riders show the daily hospitalization and hospital visit benefits.

## 16. Trends and Transitions of Policies

### 1. Individual insurance

Fiscal years ended March 31	2011		2010		2009	
	Policies	Amount	Policies	Amount	Policies	Amount
<b>At the beginning of the fiscal year</b>	<b>11,775,230</b>	<b>¥180,524,286</b>	<b>12,047,441</b>	<b>¥192,373,811</b>	<b>12,458,759</b>	<b>¥206,175,015</b>
New policies	581,619	7,168,882	632,636	7,486,182	576,881	7,441,092
Renewals	9,664	1,396,465	9,904	1,202,516	11,732	963,605
Reinstatements	11,527	174,737	12,846	199,060	11,852	190,347
Increase from conversion	389,138	9,054,320	485,901	11,949,895	494,118	11,790,932
Increase from variable amount	—	135	—	138	—	333
Death	47,350	560,218	45,331	562,773	46,420	595,734
Maturity	273,425	1,075,391	285,914	1,115,752	318,737	1,387,784
Decrease of benefits	—	2,341,173	—	2,817,983	—	3,085,333
Decrease from conversion	375,374	9,645,524	470,773	13,156,796	473,377	13,213,441
Cancellation	480,494	8,612,491	521,503	9,827,839	563,734	10,774,207
Expiration	75,976	1,165,673	85,276	1,355,177	98,333	1,640,311
Decrease from variable amount	—	73	—	38	—	711
Decrease due to other changes	4,010	4,126,501	4,701	3,850,958	5,300	3,489,988
<b>At the end of the fiscal year</b>	<b>11,510,549</b>	<b>170,791,778</b>	<b>11,775,230</b>	<b>180,524,286</b>	<b>12,047,441</b>	<b>192,373,811</b>
<b>[Rate of decrease]</b>	<b>[(2.2)%]</b>	<b>[(5.4)%]</b>	<b>[(2.3)%]</b>	<b>[(6.2)%]</b>	<b>[(3.3)%]</b>	<b>[(6.7)%]</b>
<b>Net decrease</b>	<b>(264,681)</b>	<b>(9,732,508)</b>	<b>(272,211)</b>	<b>(11,849,525)</b>	<b>(411,318)</b>	<b>(13,801,203)</b>
<b>[Rate of net increase]</b>	<b>[—%]</b>	<b>[—%]</b>	<b>[—%]</b>	<b>[—%]</b>	<b>[—%]</b>	<b>[—%]</b>

Note: Figures show the total of primary coverage portions for mortality insurance, life and mortality insurance, and pure endowment.

### 2. Individual annuities

Fiscal years ended March 31	2011		2010		2009	
	Policies	Amount	Policies	Amount	Policies	Amount
<b>At the beginning of the fiscal year</b>	<b>2,939,764</b>	<b>¥&lt;2,050,925&gt;</b>	<b>2,827,125</b>	<b>¥&lt;1,999,212&gt;</b>	<b>2,719,012</b>	<b>¥&lt;1,954,288&gt;</b>
New policies		<139,171>		<147,507>		<146,763>
	208,073	1,282,464	231,768	1,354,329	226,112	1,351,513
Reinstatements	1,007	5,853	906	5,253	1,086	6,419
Increase from conversion	1,898	21,994	2,231	24,302	2,034	22,627
Death	9,181	47,875	8,163	44,524	7,165	39,830
Completion of payments	13,844	10,811	12,106	10,014	11,697	9,674
Decrease of insurance amount	—	42,441	—	44,020	—	47,009
Decrease from conversion	8,872	52,609	8,842	55,108	6,961	45,620
Cancellation	87,752	547,457	86,777	545,708	87,309	575,809
Expiration	7,162	41,444	7,186	41,517	8,727	49,976
Decrease due to other changes	(842)	55,058	(808)	58,408	(740)	161,513
<b>At the end of the fiscal year</b>	<b>3,024,773</b>	<b>&lt;2,096,803&gt;</b>	<b>2,939,764</b>	<b>&lt;2,050,925&gt;</b>	<b>2,827,125</b>	<b>&lt;1,999,212&gt;</b>
<b>[Rate of increase]</b>	<b>[2.9%]</b>	<b>[2.1%]</b>	<b>[4.0%]</b>	<b>[2.7%]</b>	<b>[4.0%]</b>	<b>[2.0%]</b>
<b>Net increase</b>	<b>85,009</b>	<b>379,254</b>	<b>112,639</b>	<b>464,867</b>	<b>108,113</b>	<b>345,326</b>
<b>[Rate of net increase (decrease)]</b>	<b>[(24.5)%]</b>	<b>[(18.4)%]</b>	<b>[4.2%]</b>	<b>[34.6%]</b>	<b>[37.5%]</b>	<b>[116.5%]</b>

Notes: 1. Figures are the total of annuity resources at the start of annuity payments for policies prior to annuity payments and policy reserves for policies after the start of annuity payments.  
2. Figures in angle brackets show annual amounts of annuities.

## 16. Trends and Transitions of Policies, continued

### 3. Group insurance

Number of Policies, Millions of Yen, %

Fiscal years ended March 31	2011		2010		2009	
	Policies	Amount	Policies	Amount	Policies	Amount
<b>At the beginning of the fiscal year</b>	<b>27,476,203</b>	<b>¥88,619,874</b>	<b>27,824,152</b>	<b>¥87,430,483</b>	<b>28,104,184</b>	<b>¥85,419,797</b>
New policies	212,532	687,988	199,451	566,440	170,991	1,044,842
Renewals	14,039,831	53,903,781	14,287,350	52,675,386	14,245,110	50,584,015
Midterm enrollment	2,108,805	7,598,757	2,166,776	7,148,375	2,309,533	7,385,014
Increase of insurance amount	—	2,020,194	—	2,605,997	—	2,519,658
Death	55,834	122,351	57,165	124,004	58,252	125,415
Maturity	14,257,837	54,186,295	14,401,686	52,934,281	14,441,204	50,930,552
Withdrawal	2,396,040	5,674,981	2,470,838	5,767,365	2,447,713	5,268,400
Decrease of insurance amount	—	2,616,391	—	2,814,125	—	2,935,638
Cancellation	82,790	235,942	71,530	166,843	59,421	262,548
Expiration	858	4,186	1,128	3,958	200	829
Decrease due to other changes	(324)	(1,415)	(821)	(5,189)	(1,124)	(1,864)
<b>At the end of the fiscal year</b>	<b>27,044,336</b>	<b>89,990,366</b>	<b>27,476,203</b>	<b>88,619,874</b>	<b>27,824,152</b>	<b>87,430,483</b>
<b>[Rate of increase (decrease)]</b>	<b>[(1.6)%]</b>	<b>[1.5%]</b>	<b>[(1.3)%]</b>	<b>[1.4%]</b>	<b>[(1.0)%]</b>	<b>[2.4%]</b>
<b>Net increase (decrease)</b>	<b>(431,867)</b>	<b>1,370,491</b>	<b>(347,949)</b>	<b>1,189,391</b>	<b>(280,032)</b>	<b>2,010,685</b>
<b>[Rate of increase (decrease)]</b>	<b>[—%]</b>	<b>[15.2%]</b>	<b>[—%]</b>	<b>[(40.8)%]</b>	<b>[—%]</b>	<b>[96.6%]</b>

Notes: 1. Figures show the total of primary coverage portions of mortality insurance, life and mortality insurance, and annuity riders.

2. Number of policies shows the number of insured persons.

### 4. Group annuities

Number of Policies, Millions of Yen, %

Fiscal years ended March 31	2011		2010		2009	
	Policies	Amount	Policies	Amount	Policies	Amount
<b>At the beginning of the fiscal year</b>	<b>15,940,492</b>	<b>¥9,621,896</b>	<b>16,789,685</b>	<b>¥9,151,763</b>	<b>17,222,741</b>	<b>¥9,043,005</b>
New policies	55,692	1,457	40,943	2,944	14,094	1,119
Annuity payments	3,998,624	283,102	4,101,626	264,371	4,196,442	241,335
Single payments	850,403	475,209	876,740	509,087	984,131	478,638
Cancellation	77,167	121,734	207,830	112,755	89,038	93,603
<b>At the end of the fiscal year</b>	<b>15,464,750</b>	<b>9,952,833</b>	<b>15,940,492</b>	<b>9,621,896</b>	<b>16,789,685</b>	<b>9,151,763</b>
<b>[Rate of increase (decrease)]</b>	<b>[(3.0)%]</b>	<b>[3.4%]</b>	<b>[(5.1)%]</b>	<b>[5.1%]</b>	<b>[(2.5)%]</b>	<b>[1.2%]</b>
<b>Net increase (decrease)</b>	<b>(475,742)</b>	<b>330,936</b>	<b>(849,193)</b>	<b>470,133</b>	<b>(433,056)</b>	<b>108,757</b>
<b>[Rate of increase (decrease)]</b>	<b>[—%]</b>	<b>[(29.6)%]</b>	<b>[—%]</b>	<b>[332.3%]</b>	<b>[—%]</b>	<b>[690.7%]</b>

Notes: 1. Figures for the beginning of the fiscal year and the end of the fiscal year represent policy reserve amounts at that time.

2. Amount of new policies represents the first time premium revenues.

3. Number of policies shows the number of insured persons.

## INSURANCE POLICY INDICATORS

### 17. Increase in Policy Amounts in Force

#### 1. Number of policies in force and rate of increase

Fiscal years ended March 31	2011		2010		2009	
	Policies	Rate of increase (decrease)	Policies	Rate of increase (decrease)	Policies	Rate of increase (decrease)
Individual insurance	11,510,549	(2.2)%	11,775,230	(2.3)%	12,047,441	(3.3)%
Mortality insurance	8,951,052	0.4	8,911,874	0.6	8,860,280	(0.5)
Life and mortality insurance	2,558,955	(10.5)	2,860,175	(10.1)	3,181,082	(10.2)
Pure endowment	542	(83.0)	3,181	(47.7)	6,079	(40.8)
Individual annuities	3,024,773	2.9	2,939,764	4.0	2,827,125	4.0
Group insurance	27,044,336	(1.6)	27,476,203	(1.3)	27,824,152	(1.0)
Group annuities	15,464,750	(3.0)	15,940,492	(5.1)	16,789,685	(2.5)
Workers' asset-formation insurance	158,068	(3.5)	163,844	(4.4)	171,430	(4.8)
Workers' asset-formation annuities	63,302	(2.2)	64,730	(2.5)	66,421	(2.3)
Medical life insurance	899,677	3.8	866,570	(3.5)	897,609	1.2
Disability income insurance	96,523	23.1	78,402	61.6	48,523	(7.2)

Note: Number of policies for group insurance, group annuities, workers' asset-formation insurance, workers' asset-formation annuities, medical life insurance and disability income insurance is the number of insured persons.

#### 2. Amount of insurance policies in force and rate of increase

Fiscal years ended March 31	2011		2010		2009	
	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)
Individual insurance	¥170,791.7	(5.4)%	¥180,524.2	(6.2)%	¥192,373.8	(6.7)%
Mortality insurance	155,935.1	(4.8)	163,823.7	(5.6)	173,506.7	(6.1)
Life and mortality insurance	14,853.5	(11.0)	16,696.1	(11.5)	18,861.0	(11.7)
Pure endowment	3.0	(31.8)	4.4	(26.2)	5.9	(28.1)
Individual annuities	18,314.5	2.1	17,935.2	2.7	17,470.3	2.0
Group insurance	89,990.3	1.5	88,619.8	1.4	87,430.4	2.4
Group annuities	9,952.8	3.4	9,621.8	5.1	9,151.7	1.2
Workers' asset-formation insurance	320.5	0.5	318.8	(0.7)	321.1	0.1
Workers' asset-formation annuities	143.3	(2.8)	147.4	(2.7)	151.5	(2.3)
Medical life insurance	3.0	6.0	2.8	3.4	2.7	7.3
Disability income insurance	12.6	65.6	7.6	87.0	4.0	8.8

Notes: 1. Figures for individual annuities, group insurance (annuities rider), and workers' asset-formation annuities (excluding workers' asset-formation funding annuities) are the total of annuity resources at the start of annuity payments for policies prior to the start of annuity payments and policy reserves for policies after the start of annuity payments.

2. Figures for group annuities, workers' asset-formation insurance and workers' asset-formation annuities (workers' asset-formation funding annuities) are amounts for policy reserves.

3. Amounts for medical life insurance are daily amounts of hospitalization benefits.

4. Amounts for disability income insurance are monthly amounts of disability income insurance benefits.

### 18. Increase in New Policies

#### 1. Number of new policies and rate of increase

Fiscal years ended March 31	2011		2010		2009	
	Policies	Rate of increase (decrease)	Policies	Rate of increase (decrease)	Policies	Rate of increase (decrease)
Individual insurance	581,619	(8.1)%	632,636	9.7%	576,881	3.5%
Mortality insurance	446,364	(6.1)	475,521	21.7	390,711	11.3
Life and mortality insurance	135,255	(13.9)	157,115	(15.6)	186,170	(9.7)
Pure endowment	—	—	—	—	—	—
Individual annuities	208,073	(10.2)	231,768	2.5	226,112	22.0
Group insurance	212,532	6.6	199,451	16.6	170,991	(59.4)
Group annuities	55,692	36.0	40,943	190.5	14,094	(1.4)
Workers' asset-formation insurance	6,370	(4.7)	6,686	(14.6)	7,833	(12.2)
Workers' asset-formation annuities	1,857	5.9	1,753	(5.3)	1,852	(0.8)
Medical life insurance	52,459	5,182.9	993	(62.7)	2,659	(76.9)
Disability income insurance	27,876	(32.5)	41,326	—	—	—

Notes: 1. Number of policies is the number of insured persons for group insurance, group annuities, workers' asset-formation insurance, workers' asset-formation annuities, medical life insurance, and disability income insurance.

2. Excludes converted policies.

## 18. Increase in New Policies, continued

### 2. Amount of new policies and rate of increase

Fiscal years ended March 31	2011		2010		2009	
	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)
Individual insurance	¥7,168.8	(4.2)%	¥7,486.1	0.6%	¥7,441.0	0.8%
Mortality insurance	6,267.7	(3.4)	6,491.2	5.6	6,149.3	6.5
Life and mortality insurance	901.1	(9.4)	994.8	(23.0)	1,291.7	(19.7)
Pure endowment	—	—	—	—	—	—
Individual annuities	1,282.4	(5.3)	1,354.3	0.2	1,351.5	17.8
Group insurance	687.9	21.5	566.4	(45.8)	1,044.8	(23.1)
Group annuities	1.4	(50.5)	2.9	163.0	1.1	(82.6)
Workers' asset-formation insurance	0.4	15.3	0.4	11.1	0.3	(56.7)
Workers' asset-formation annuities	0.0	16.6	0.0	(23.4)	0.0	(12.5)
Medical life insurance	0.1	2,079.5	0.0	(56.2)	0.0	6.7
Disability income insurance	4.6	(12.0)	5.2	—	—	—

Notes: 1. Figures for individual annuities and workers' asset-formation annuities (excluding workers' asset-formation funding annuities) are annuity resources at the start of annuity payments.  
2. Figures for group annuities, workers' asset-formation insurance, and workers' asset-formation annuities (workers' asset-formation funding annuities) represent the first premium revenues.  
3. Amounts for medical life insurance are daily amounts of hospitalization benefits.  
4. Amounts for disability income insurance are monthly amounts of disability income insurance benefits.  
5. Excludes converted policies.

## 19. Average Policy Coverage (Individual Insurance)

Fiscal years ended March 31	Average policy coverage of new policies			Average policy coverage of policies in force		
	2011	2010	2009	2011	2010	2009
Mortality insurance	¥14,041	¥13,650	¥15,738	¥17,420	¥18,382	¥19,582
Life and mortality insurance	6,662	6,332	6,938	5,804	5,837	5,929
Pure endowment	—	—	—	5,568	1,390	985
<b>Average</b>	<b>¥12,325</b>	<b>¥11,833</b>	<b>¥12,898</b>	<b>¥14,837</b>	<b>¥15,330</b>	<b>¥15,968</b>

Note: Average policy coverage for new policies excludes converted policies.

## 20. Percentage of New Policies (Compared with Beginning of the Same Fiscal Year)

Fiscal years ended March 31	2011	2010	2009
Individual insurance	4.0%	3.9%	3.6%
Individual annuities	7.7	8.3	8.4
Group insurance	0.8	0.6	1.2

Notes: 1. Excludes converted policies.  
2. For individual annuities, the ratio of policies prior to start of annuity payments is provided.

## 21. Rate of Cancellation and Expiration (Compared with Beginning of the Same Fiscal Year)

Fiscal years ended March 31	2011	2010	2009
Individual insurance	6.6%	7.2%	7.4%
Individual annuities	3.7	3.8	4.1
Group insurance	0.9	0.4	0.8

Notes: 1. The rate of cancellation and expiration is adjusted for net cancellations and expirations with consideration for net increases or decreases in policies and policy reinstatements.  
2. For individual annuities, the percentage of policies prior to the start of annuity payments is provided.



## 22. Average New Policy Premium (Individual Insurance Policies with Monthly Payments)

Fiscal years ended March 31	Yen		
	2011	2010	2009
Average premium of new individual policies (monthly payment policies)	¥184,005	¥173,385	¥190,921

Notes: 1. Excludes converted policies.  
2. Policies with annualized monthly payments.

## 23. Mortality Rate (Primary Individual Insurance Policies)

Fiscal years ended March 31	‰		
	2011	2010	2009
Number of policies	4.06‰	3.80‰	3.78‰
Insurance amount	3.18	3.01	2.99

Notes: 1. Mortality rate is a rate that is calculated by having mortality incidence policies as the numerator and outstanding policies as the denominator.  
2. Outstanding policies are calculated by adding the policies at the start of the fiscal year, policies at the end of the fiscal year and mortality incidence policies, and then dividing the total by two.  
3. Mortality includes serious disability.

## 24. Incidence of Events Covered by Riders (Individual Insurance)

Fiscal years ended March 31	2011		2010		2009	
	Ratio of the number of policies	Ratio of the amount of claims on policies	Ratio of the number of policies	Ratio of the amount of claims on policies	Ratio of the number of policies	Ratio of the amount of claims on policies
Accidental death	0.255‰	0.205‰	0.186‰	0.195‰	0.205‰	0.203‰
Disability	0.266	0.095	0.268	0.098	0.273	0.096
Hospitalization due to accident	5.817	135.5	6.041	137.2	4.336	126.4
Hospitalization due to illness	59.988	1,056.5	59.396	1,029.6	39.453	908.5
Hospitalization due to adult disease	11.664	277.1	10.605	254.2	9.389	233.6
Surgery due to illness or injury	43.810		41.524		36.606	
Surgery due to adult disease	7.053		6.329		5.300	

Notes: 1. Incidence of the events covered by riders is a rate that is calculated by having incidence of events covered by riders as the numerator and outstanding policies as the denominator.  
2. Outstanding policies for accidental death insurance are calculated by adding the policies at the start of the fiscal year, policies at the end of the fiscal year and incidence of accidental death, and then dividing the total by two, and for policies other than accidental death insurance, by adding the policies at the start of the fiscal year and policies at the end of the fiscal year, and then dividing the total by two.  
3. Accidental death includes serious disability due to accident.

## 25. Percentage of Premium Earned of Insured Amount Classified by Grounds for Third-Sector Insurance Benefits or Type of Insurance

Fiscal years ended March 31	%		
	2011	2010	2009
Third-sector incidence rate	34.3%	33.9%	33.8%
Medical care	33.9	34.1	33.6
Cancer	36.3	36.1	36.1
Nursing care	17.5	17.8	16.3
Others	36.2	33.7	34.1

Note: The third-sector incidence rate is calculated by dividing the sum of payments for insured incidents (payments such as claims and benefits, matching provision for reserve for outstanding claims [excluding past unreported incidents as defined in Article 72 of the Ordinance for Enforcement of Insurance Business Act] and total business expenses related to such payments as claims and benefits) by earned premiums.

## 26. Percentage of Operating Expense (Operating Expenses as a Percentage of Premium Revenues)

Fiscal years ended March 31	%		
	2011	2010	2009
Operating efficiency (Operating expenses as a percentage of premium revenues)	11.7%	11.9%	11.2%

## 27. The Number of Major Insurance Companies That Accepted Reinsurance Agreements

Fiscal years ended March 31	Number of insurance companies		
	2011	2010	2009
The number of major insurance companies using reinsurance	12 [1]	14 [2]	14 [2]

Notes: 1. Covers insurance companies and others that have paid reinsurance.

2. Figures in parentheses indicate third-sector insurances paid (including only policies that stipulate no coverage by reserves in accordance with the Article 71 of the Ordinance for Enforcement of Insurance Business Act).

## 28. The Ratio of Reinsurance Premiums to Total Premiums Written by the Top Five Insurance Companies Using Reinsurance

Fiscal years ended March 31	%		
	2011	2010	2009
The ratio of reinsurance expenses paid to the top five insurance companies	89.3% [100.0]	88.4% [100.0]	86.7% [100.0]

Notes: 1. Covers insurance companies and others that have paid reinsurance.

2. Figures in parentheses indicate third-sector insurances paid (including only policies that stipulate no coverage by reserves in accordance with the Article 71 of the Ordinance for Enforcement of Insurance Business Act).

## 29. The Ratio of Insurance Companies Which Accepted Reinsurance Agreements by Ratings Assessed

Fiscal years ended March 31	2011		2010		2009	
Over A	98.8%	[100.0]	73.3%	[100.0]	69.3%	[100.0]
Over BBB and below A	1.1	[—]	26.5	[—]	25.2	[—]
Others (Below BBB or no rating)	0.2	[—]	0.2	[—]	5.5	[—]

Notes: 1. Data compiled by S&P was used to create the above table. In cases where no rating was available from S&P such insurance companies are classified as "Others."

2. Figures in parentheses indicate third-sector insurers (including only those whose policies stipulate no coverage by reserves in accordance with the Article 71 of the Ordinance for Enforcement of Insurance Business Act).

## 30. Unreceived Reinsurance Premiums

Fiscal years ended March 31	Millions of Yen		
	2011	2010	2009
Unreceived reinsurance premiums	¥123 [—]	¥97 [—]	¥98 [—]

Note: Figures in parentheses indicate amounts with regard to third-sector insurances (which includes only policies that stipulate no coverage by reserves in accordance with the Article 71 of the Ordinance for Enforcement of Insurance Business Act).

## ACCOUNTING INDICATORS

### 31. Reserve for Outstanding Claims

As of March 31		2011	2010	2009
Millions of Yen				
<b>Insurance claims</b>	Mortality insurance claims	¥112,298	¥ 87,246	¥ 87,350
	Accident insurance claims	10,835	2,666	3,229
	Serious disability insurance claims	18,719	24,705	27,497
	Maturity insurance amount	10,278	10,173	8,397
	Others	0	1	8
	<b>Subtotal</b>	<b>152,132</b>	<b>124,792</b>	<b>126,483</b>
<b>Annuities</b>		2,940	3,048	3,098
<b>Benefits</b>		39,628	41,258	35,603
<b>Surrender benefits</b>		46,845	46,557	48,801
<b>Deferred insurance amount</b>		6,507	6,579	7,580
<b>Net, including other reserves</b>		<b>¥248,568</b>	<b>¥222,724</b>	<b>¥222,094</b>

### 32. Policy Reserves

As of March 31		2011	2010	2009
Millions of Yen				
<b>Policy reserves</b>	Individual Insurance	¥ 22,545,882	¥ 22,281,303	¥ 22,335,272
(Excluding contingency reserve)	[General Account]	[22,439,414]	[22,164,170]	[22,229,837]
	[Separate Account]	[106,467]	[117,132]	[105,435]
	Individual Annuities	9,274,676	8,734,187	8,012,230
	[General Account]	[9,118,442]	[8,559,397]	[7,849,130]
	[Separate Account]	[156,233]	[174,790]	[163,100]
	Group Insurance	46,246	44,892	42,569
	[General Account]	[46,246]	[44,892]	[42,569]
	[Separate Account]	[—]	[—]	[—]
	Group Annuities	9,952,833	9,621,896	9,151,763
	[General Account]	[8,965,446]	[8,523,773]	[8,101,628]
	[Separate Account]	[987,386]	[1,098,122]	[1,050,134]
	Other	465,503	467,650	473,840
	[General Account]	[465,503]	[467,650]	[473,840]
	[Separate Account]	[—]	[—]	[—]
	<b>Subtotal</b>	<b>42,285,140</b>	<b>41,149,929</b>	<b>40,015,676</b>
	[General Account]	[41,035,053]	[39,759,884]	[38,697,006]
	[Separate Account]	[1,250,087]	[1,390,045]	[1,318,669]
<b>Contingency reserve</b>		<b>821,755</b>	<b>864,445</b>	<b>864,445</b>
<b>Total</b>		<b>¥ 43,106,896</b>	<b>¥ 42,014,375</b>	<b>¥ 40,880,121</b>
	[General Account]	[41,856,809]	[40,624,329]	[39,561,452]
	[Separate Account]	[1,250,087]	[1,390,045]	[1,318,669]

### 33. Policy Reserve Balance

As of March 31		2011	2010	2009
Millions of Yen				
<b>Insurance reserve funds</b>		¥41,548,301	¥40,388,673	¥39,224,780
<b>Unearned premiums</b>		736,839	761,256	790,896
<b>Refund reserve</b>		—	—	—
<b>Contingency reserve</b>		821,755	864,445	864,445
<b>Total</b>		<b>¥43,106,896</b>	<b>¥42,014,375</b>	<b>¥40,880,121</b>

### 34. Policy Reserves for Individual Insurance and Annuities (by Policy Year)

#### 1. Policy reserve valuation method and valuation ratio

As of March 31		2011	2010	2009
%				
<b>Valuation method</b>	Policies subject to the standard policy reserve	Net level premium method	Net level premium method	Net level premium method
	Policies not subject to the standard policy reserve	Net level premium method	Net level premium method	Net level premium method
<b>Valuation ratio</b> (excluding contingency reserve)		100.0%	100.0%	100.0%

Notes: 1. Individual insurance and annuities are subject to valuation method and ratio. Policy reserves for group insurance and annuities are not included in the above figures due to the absence of an accumulation method.

2. For valuation ratio, policies subject to the standard policy reserve represent the ratio in accordance with the method, which is prescribed by the Ordinance No. 48 issued by the Ministry of Finance in 1996.

Policies which are not subject to the standard policy reserve represent the ratio for the reserve calculated by the net level premium method and unearned premium.

## 34. Policy Reserves for Individual Insurance and Annuities (by Policy Year), continued

### 2. Policy reserves (breakdown by policy year)

Policy year	Balance of policy reserves			Millions of Yen, %
	2011	2010	2009	Assumed interest rate
<b>As of March 31</b>				
-1980	¥ 140,008	¥ 366,886	¥ 617,309	2.75-5.00%
1981-1985	2,605,968	2,668,282	2,734,869	2.75-5.50
1986-1990	6,326,507	6,376,812	6,425,266	2.75-6.00
1991-1995	7,674,623	7,505,602	7,378,259	2.75-5.50
1996-2000	3,737,029	3,933,922	4,197,272	1.50-2.75
2001-2005	4,185,912	4,454,778	4,740,826	1.00-1.50
2006	1,117,622	1,155,610	1,169,728	1.10-1.50
2007	1,240,359	1,272,836	1,264,603	1.20-1.50
2008	1,630,658	1,624,590	1,550,831	1.10-1.50
2009	1,459,225	1,364,246	—	1.10-1.50
2010	1,439,942	—	—	0.70-1.50
<b>Total</b>	<b>¥31,557,857</b>	<b>¥30,723,568</b>	<b>¥30,078,967</b>	

Notes: 1. Balance of policy reserves shows policy reserves for individual insurance and individual annuities, excluding policy reserves for the separate account and contingency reserve.  
2. Assumed interest rate shows the main assumed interest rate on policy reserves for each policy year.

## 35. Policy Reserve Balance of the General Account Calculation Method and Integers Used as the Basis for Calculations Related to Insurance Policies with Separate Accounts that Guarantee a Minimum Amount of Insurance Benefits

### 1. Policy reserve balance (general account)

As of March 31	Millions of Yen		
	2011	2010	2009
Policy reserve balance (general account)	¥2,886	¥2,121	¥5,325

Notes: 1. Applicable to insurance policies (policies applicable to standard policy reserves) as defined in the Article 68 of the Ordinance for Enforcement of Insurance Business Act.  
2. Policy reserve balance (general account) includes the premium reserve fund related to minimum guarantees.  
3. Applied to insurance policies executed following April 1, 2004.

### 2. Calculation method and integers used as the basis for calculations

In terms of the calculation method, we use the standard method defined in Section 5, No. 1 of Ordinance No. 48 issued by the Ministry of Finance in 1996. Regarding the integers used as the basis for calculations (volatility), the Company uses 0.3% for short-term loans that have not been defined and the amount defined in Section 5, No. 1 (d) of the aforementioned bulletin in all other cases.

## 36. Confirmation of Reasonableness and Validity of Insurance Business Act Item 1, Paragraph 1 of Article 121 (Limited to That Relating to Third-Sector Insurance)

### 1. Method for assuring the appropriateness of the accumulation of policy reserves in the third sector

The stress test and liability adequacy test are conducted based on clear management regulations following risk management policies provided for by the Act, or by the Board of Directors. Necessary accumulated policy reserves are calculated appropriately.

In addition, a test—conducted by the Auditing Department, which is independent of the Accounting Department—ensures the appropriateness of the accumulation.

### 2. Reasonableness and validity of established standards for risk frequency, etc., in the liability adequacy test and stress test

To provide for uncertainty regarding the worsening of the rate of incidence of insured events, the Company establishes a risk frequency that covers a range beyond what is normally forecasted or a normally forecasted range.

Specifically, this assumes that the future incidence of insured events follows a regular distribution based on the record of past insured events and the historical change of those past events, and that a level covering increased insurance premiums has been set at a uniform probability (99.0% and 97.7%).

### 3. Results of the liability adequacy test and stress test (insurance reserve fund and contingency reserve)

As of March 31	Millions of Yen		
	2011	2010	2009
Insurance reserve fund	¥ —	¥ —	¥ —
Contingency reserve	3,918	3,700	3,849

## 37. Reserve for Dividends to Policyholders

Millions of Yen

	Individual insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Other insurance	Total
<b>Fiscal year ended March 31</b>				<b>2011</b>			
<b>Balance at the end of the previous fiscal year</b>	<b>¥1,100,385</b>	<b>¥ 21,415</b>	<b>¥ 1,878</b>	<b>¥ 9,277</b>	<b>¥ 7,633</b>	<b>¥ 9,550</b>	<b>¥1,150,140</b>
Transfer to reserve from surplus in the previous fiscal year	79,465	2,307	97,672	19,744	—	—	199,189
Increase in interest	28,711	473	12	0	29	0	29,228
Other increases	—	—	—	—	—	—	—
Policyholder dividends paid out during the fiscal year	111,547	1,944	96,834	21,052	931	1,917	234,228
Other decreases	—	—	—	—	—	—	—
<b>Balance at the end of the current fiscal year</b>	<b>¥1,097,015</b>	<b>¥ 22,251</b>	<b>¥ 2,728</b>	<b>¥ 7,969</b>	<b>¥ 6,731</b>	<b>¥ 7,632</b>	<b>¥1,144,330</b>
	[804,313]	[13,357]	[2,467]	[38]	[6,161]	[51]	[826,390]
<b>Fiscal year ended March 31</b>				<b>2010</b>			
<b>Balance at the end of the previous fiscal year</b>	<b>¥1,162,207</b>	<b>¥ 20,721</b>	<b>¥ 4,135</b>	<b>¥ 9,407</b>	<b>¥ 7,418</b>	<b>¥11,500</b>	<b>¥1,215,391</b>
Transfer to reserve from surplus in the previous fiscal year	33,232	2,334	89,793	4,111	1,162	—	130,634
Increase in interest	30,608	509	10	0	31	0	31,160
Other increases	—	—	—	—	—	—	—
Policyholder dividends paid out during the fiscal year	125,663	2,149	92,061	4,241	977	1,950	227,044
Other decreases	—	—	—	—	—	—	—
<b>Balance at the end of the current fiscal year</b>	<b>¥1,100,385</b>	<b>¥ 21,415</b>	<b>¥ 1,878</b>	<b>¥ 9,277</b>	<b>¥ 7,633</b>	<b>¥ 9,550</b>	<b>¥1,150,140</b>
	[842,518]	[13,455]	[2,163]	[89]	[5,956]	[53]	[864,238]
<b>Fiscal year ended March 31</b>				<b>2009</b>			
<b>Balance at the end of the previous fiscal year</b>	<b>¥1,177,260</b>	<b>¥ 20,685</b>	<b>¥ 5,528</b>	<b>¥11,178</b>	<b>¥ 7,132</b>	<b>¥11,482</b>	<b>¥1,233,268</b>
Transfer to reserve from surplus in the previous fiscal year	80,698	1,864	89,601	50,893	1,169	2,055	226,284
Increase in interest	32,610	556	10	0	28	0	33,206
Other increases	—	—	—	—	—	—	—
Policyholder dividends paid out during the fiscal year	128,362	2,384	91,004	52,665	912	2,038	277,367
Other decreases	—	—	—	—	—	—	—
<b>Balance at the end of the current fiscal year</b>	<b>¥1,162,207</b>	<b>¥ 20,721</b>	<b>¥ 4,135</b>	<b>¥ 9,407</b>	<b>¥ 7,418</b>	<b>¥11,500</b>	<b>¥1,215,391</b>
	[893,955]	[14,027]	[2,049]	[90]	[5,797]	[57]	[915,977]

Note: The numbers in brackets indicate accumulated dividends reserved.

## 38. Allowance for Doubtful Accounts and Other Reserves

Millions of Yen

As of March 31	2011		2010		2009	
	Amount	Increase/decrease	Amount	Increase/decrease	Amount	Increase/decrease
Allowance for doubtful accounts <sup>1</sup>	¥ 10,504	¥ (976)	¥ 11,481	¥ (4,769)	¥ 16,250	¥ (2,821)
General allowance for doubtful accounts						
Specific allowance for doubtful accounts	12,980	(144)	13,124	8,197	4,927	(10,945)
Accrued bonuses for directors and corporate auditors <sup>2</sup>	57	1	56	(14)	71	(22)
Accrued severance indemnities <sup>3</sup>	440,503	(10,588)	451,091	12,142	438,948	5,177
Accrued retirement benefits for directors and corporate auditors <sup>4</sup>	5,118	(811)	5,929	(38)	5,968	166
Reserve for point cards <sup>5</sup>	4,652	4,652	—	—	—	—
Accrued losses from supporting closely related companies <sup>6</sup>	424	(29)	453	(31)	485	(30)
Reserve for losses on disaster <sup>7</sup>	1,826	1,826	—	—	—	—
Reserve for price fluctuations in investments in securities <sup>8</sup>	347,003	(51,008)	398,011	25,998	372,013	(115,250)

\* Reasons for recording:

1. Allowance for doubtful accounts is recorded to cover bad-debt loss.

2. Allotted for executive bonus payments, and recorded accordingly.

3. Accrued severance indemnities are recorded to prepare for employee retirement benefit and pension payments.

4. Allotted for executive retirement bonus payments.

5. Reserve for point cards is recorded to prepare for expenses from the use of points granted to policyholders.

6. Accrued losses from supporting closely related companies are recorded to cover losses related to reconstruction aid.

7. Reserve for losses on disaster is recorded to prepare for expenditures associated with disasters, such as expenditures for the repair of tangible fixed assets.

8. Reserve for price fluctuations in investments in securities is recorded based on Article 115 of the Insurance Business Act.

## 39. Status of Allowance for Specific Overseas Debt

### 1. Allowance for specific overseas debt

No ending balance during the fiscal years ended March 31, 2009 to 2011.

### 2. Balance of debt by creditor countries

No ending balance during the fiscal years ended March 31, 2009 to 2011.

## 40. Insurance Premiums

### 1. Premiums by payment methods

		Millions of Yen		
Fiscal years ended March 31		2011	2010	2009
<b>Individual insurance</b>		<b>¥2,680,504</b>	<b>¥2,483,950</b>	<b>¥2,536,759</b>
	Lump-sum payment	709,898	436,696	391,492
	Annual payment	338,056	348,045	365,958
	Semiannual payment	12,903	14,451	16,127
	Monthly payment	1,619,646	1,684,757	1,763,180
<b>Individual annuities</b>		<b>532,617</b>	<b>695,954</b>	<b>818,231</b>
	Lump-sum payment	155,209	328,466	451,713
	Annual payment	82,061	78,895	79,583
	Semiannual payment	4,341	4,284	4,271
	Monthly payment	291,005	284,308	282,662
<b>Group insurance</b>		<b>251,808</b>	<b>251,896</b>	<b>244,590</b>
<b>Group annuities</b>		<b>1,372,042</b>	<b>1,324,865</b>	<b>1,373,510</b>
<b>Net, including other premiums</b>		<b>¥4,895,562</b>	<b>¥4,816,612</b>	<b>¥5,035,543</b>

Note: Net, including other premiums includes premium revenues from workers' asset-formation insurance, workers' asset-formation annuities, medical life insurance, disability income insurance and reinsurance assumed.

### 2. Premium revenues by fiscal year

		Millions of Yen, %		
Fiscal years ended March 31		2011	2010	2009
<b>Individual insurance</b>	Initial year premium	¥1,103,210	¥1,001,892	¥1,078,719
<b>Individual annuities</b>	Subsequent year premiums	2,109,912	2,178,012	2,276,270
	<b>Subtotal</b>	<b>3,213,122</b>	<b>3,179,905</b>	<b>3,354,990</b>
<b>Group insurance</b>	Initial year premium	1,824	2,467	2,808
	Subsequent year premiums	249,983	249,428	241,782
	<b>Subtotal</b>	<b>251,808</b>	<b>251,896</b>	<b>244,590</b>
<b>Group annuities</b>	Initial year premium	10,473	11,992	6,254
	Subsequent year premiums	1,361,568	1,312,872	1,367,256
	<b>Subtotal</b>	<b>1,372,042</b>	<b>1,324,865</b>	<b>1,373,510</b>
<b>Net, including other premiums</b>	Initial year premium	1,118,995	1,019,507	1,091,034
	Subsequent year premiums	3,776,567	3,797,104	3,944,509
	<b>Total</b>	<b>4,895,562</b>	<b>4,816,612</b>	<b>5,035,543</b>
	<b>[Percent increase (decrease)]</b>	<b>[1.6%]</b>	<b>[(4.3)%]</b>	<b>[3.0%]</b>

Note: Net, including other premiums includes premium revenues from workers' asset-formation insurance, workers' asset-formation annuities, medical life insurance, disability income insurance and reinsurance assumed.

## 41. Death and Other Insurance Claims

### 1. Amount

Millions of Yen

	Individual insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Medical life insurance	Disability income insurance	Reinsurance assumed	Total
<b>Fiscal year ended March 31 2011</b>									
Mortality	¥ 442,553	¥725	¥114,269	¥ —	¥ —	¥18	¥ 0	¥122	¥ 557,689
Accident	8,193	17	287	—	147	—	—	—	8,645
Serious disability	67,805	95	8,259	—	—	—	—	17	76,178
Maturity	465,744	45	140	22,947	3,659	—	—	—	492,537
Others	—	—	—	—	—	—	2	—	2
<b>Total</b>	<b>¥ 984,297</b>	<b>¥882</b>	<b>¥122,956</b>	<b>¥22,947</b>	<b>¥3,806</b>	<b>¥18</b>	<b>¥ 3</b>	<b>¥140</b>	<b>¥1,135,052</b>
<b>Fiscal year ended March 31 2010</b>									
Mortality	¥ 433,780	¥728	¥115,045	¥ —	¥ —	¥21	¥ 1	¥105	¥ 549,681
Accident	8,073	18	431	—	115	—	—	—	8,639
Serious disability	68,490	94	8,535	—	—	—	—	7	77,128
Maturity	501,730	64	181	32,703	3,702	—	—	—	538,382
Others	—	—	—	—	—	—	9	—	9
<b>Total</b>	<b>¥1,012,074</b>	<b>¥905</b>	<b>¥124,193</b>	<b>¥32,703</b>	<b>¥3,818</b>	<b>¥21</b>	<b>¥10</b>	<b>¥113</b>	<b>¥1,173,840</b>
<b>Fiscal year ended March 31 2009</b>									
Mortality	¥ 465,980	¥671	¥116,633	¥ —	¥ —	¥27	¥ 1	¥178	¥ 583,492
Accident	8,849	24	383	—	47	—	—	—	9,305
Serious disability	69,024	48	8,295	—	—	—	—	1	77,370
Maturity	614,140	74	192	26,414	2,666	—	—	—	643,488
Others	—	—	—	—	—	—	4	—	4
<b>Total</b>	<b>¥1,157,994</b>	<b>¥819</b>	<b>¥125,505</b>	<b>¥26,414</b>	<b>¥2,713</b>	<b>¥27</b>	<b>¥ 5</b>	<b>¥180</b>	<b>¥1,313,660</b>

### 2. Number of claims paid

Number of Claims

	Individual insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Medical life insurance	Disability income insurance	Reinsurance assumed	Total
<b>Fiscal year ended March 31 2011</b>									
Mortality	40,858	121	54,295	—	—	430	11	95	95,810
Accident	1,064	17	234	—	16	—	—	—	1,331
Serious disability	15,347	17	3,698	—	—	—	—	9	19,071
Maturity	150,003	1,157	21	5	4,791	—	—	—	155,977
Others	—	—	—	—	—	—	23	—	23
<b>Total</b>	<b>207,272</b>	<b>1,312</b>	<b>58,248</b>	<b>5</b>	<b>4,807</b>	<b>430</b>	<b>34</b>	<b>104</b>	<b>272,212</b>
<b>Fiscal year ended March 31 2010</b>									
Mortality	39,482	129	55,422	—	—	434	23	86	95,576
Accident	1,057	11	260	—	9	—	—	—	1,337
Serious disability	14,936	24	3,625	—	—	—	—	3	18,588
Maturity	167,401	1,498	57	8	5,190	—	—	—	174,154
Others	—	—	—	—	—	—	15	—	15
<b>Total</b>	<b>222,876</b>	<b>1,662</b>	<b>59,364</b>	<b>8</b>	<b>5,199</b>	<b>434</b>	<b>38</b>	<b>89</b>	<b>289,670</b>
<b>Fiscal year ended March 31 2009</b>									
Mortality	41,018	128	56,741	—	—	514	29	132	98,562
Accident	1,150	14	283	—	6	—	—	—	1,453
Serious disability	14,671	17	3,703	—	—	—	—	2	18,393
Maturity	205,031	1,213	101	7	3,591	—	—	—	209,943
Others	—	—	—	—	—	—	27	—	27
<b>Total</b>	<b>261,870</b>	<b>1,372</b>	<b>60,828</b>	<b>7</b>	<b>3,597</b>	<b>514</b>	<b>56</b>	<b>134</b>	<b>328,378</b>



## 41. Death and Other Insurance Claims, continued

### 3. Mortality insurance claims paid by age and cause of death

	Number of Claims Paid, %													
	Less than 20 years old		20-29 years old		30-39 years old		40-49 years old		50-59 years old		Over 60 years old		Total	
<b>Fiscal year ended March 31</b>	<b>2011</b>													
Tuberculosis	—	—%	—	—%	—	—%	2	0.1%	4	0.1%	47	0.1%	53	0.1%
Legally-designated contagious disease	—	—	2	0.7	9	0.9	23	0.9	65	1.2	434	1.4	533	1.3
Malignant neoplasm	9	15.3	30	9.8	229	23.0	826	33.8	2,643	48.8	14,939	47.5	18,676	45.9
Cerebrovascular disease	1	1.7	5	1.6	53	5.3	201	8.2	336	6.2	1,724	5.5	2,320	5.7
Heart disease	1	1.7	13	4.2	74	7.4	210	8.6	466	8.6	2,961	9.4	3,725	9.2
Pneumonia and bronchitis	—	—	—	—	12	1.2	33	1.4	131	2.4	3,153	10.0	3,329	8.2
Gastric and duodenal ulcers	—	—	—	—	1	0.1	2	0.1	9	0.2	54	0.2	66	0.2
Liver cirrhosis	—	—	—	—	15	1.5	75	3.1	178	3.3	677	2.2	945	2.3
Kidney inflammation and nephrosis	—	—	—	—	—	—	5	0.2	35	0.6	421	1.3	461	1.1
Accident	20	33.9	80	26.1	138	13.9	175	7.2	197	3.6	911	2.9	1,521	3.7
Suicide and self-inflicted injuries	20	33.9	141	46.1	328	33.0	465	19.0	566	10.5	706	2.2	2,226	5.5
Others	8	13.6	35	11.4	135	13.6	425	17.4	785	14.5	5,403	17.2	6,791	16.7
<b>Total</b>	<b>59</b>	<b>100.0%</b>	<b>306</b>	<b>100.0%</b>	<b>994</b>	<b>100.0%</b>	<b>2,442</b>	<b>100.0%</b>	<b>5,415</b>	<b>100.0%</b>	<b>31,430</b>	<b>100.0%</b>	<b>40,646</b>	<b>100.0%</b>

Note: Applies to endowment insurance, endowment insurance with term rider Kurashi no Hoken, term life insurance, whole life insurance and whole life insurance with term rider.

## 42. Annuity Payments

	Millions of Yen, Number of Policies									
	Individual insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Medical life insurance	Disability income insurance	Reinsurance assumed	Total	
<b>Fiscal year ended March 31</b>	<b>2011</b>									
Annuities paid	¥72,152	¥201,623	¥ 2,195	¥ 283,065	¥ 9,443	¥—	¥—	¥ 8	¥ 568,489	
Number of policies	39,371	300,395	40,693	7,360,343	29,146	—	—	19	7,769,967	
<b>Fiscal year ended March 31</b>	<b>2010</b>									
Annuities paid	¥80,814	¥183,775	¥ 2,172	¥ 264,339	¥ 9,174	¥—	¥—	¥ 9	¥ 540,285	
Number of policies	40,254	277,438	41,290	7,154,917	28,026	—	—	20	7,541,945	
<b>Fiscal year ended March 31</b>	<b>2009</b>									
Annuities paid	¥87,155	¥167,591	¥ 2,057	¥ 241,311	¥ 8,740	¥—	¥—	¥ 7	¥ 506,864	
Number of policies	40,648	253,064	41,869	6,772,033	29,449	—	—	19	7,137,082	

## 43. Health and Other Benefits

### I. Amount

Millions of Yen

	Individual insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Medical life insurance	Disability income insurance	Reinsurance assumed	Total
<b>Fiscal year ended March 31 2011</b>									
Hospitalization due to accident benefits	¥ 7,618	¥ 187	¥114	¥ —	¥ —	¥ 204	¥—	¥ 0	¥ 8,125
Hospitalization due to illness benefits	66,559	1,577	—	—	—	1,178	—	7	69,322
Disability benefits	3,345	17	51	—	4	—	—	—	3,418
Surgical benefits	47,709	1,340	—	—	—	1,231	—	2	50,285
Survival benefits	190,186	235	—	—	3,993	—	—	—	194,415
Death benefits	5,137	32,001	6	104	646	—	—	—	37,895
Group annuity single benefits	—	—	—	454,404	—	—	—	—	454,404
Other benefits	3	—	6	12,617	—	—	—	2	12,629
<b>Total</b>	<b>¥320,559</b>	<b>¥35,360</b>	<b>¥178</b>	<b>¥467,126</b>	<b>¥4,644</b>	<b>¥2,613</b>	<b>¥—</b>	<b>¥13</b>	<b>¥830,497</b>
<b>Fiscal year ended March 31 2010</b>									
Hospitalization due to accident benefits	¥ 7,808	¥ 185	¥132	¥ —	¥ —	¥ 228	¥—	¥—	¥ 8,354
Hospitalization due to illness benefits	65,040	1,487	—	—	—	1,211	—	—	67,739
Disability benefits	3,529	10	78	—	—	—	—	—	3,618
Surgical benefits	46,795	1,314	—	—	—	1,159	—	—	49,268
Survival benefits	197,838	30	—	—	4,057	—	—	—	201,926
Death benefits	5,325	27,282	5	96	612	—	—	—	33,323
Group annuity single benefits	—	—	—	487,294	—	—	—	—	487,294
Other benefits	1	—	8	11,885	—	—	—	—	11,895
<b>Total</b>	<b>¥326,340</b>	<b>¥30,310</b>	<b>¥225</b>	<b>¥499,276</b>	<b>¥4,670</b>	<b>¥2,598</b>	<b>¥—</b>	<b>¥—</b>	<b>¥863,421</b>
<b>Fiscal year ended March 31 2009</b>									
Hospitalization due to accident benefits	¥ 7,657	¥ 181	¥151	¥ —	¥ —	¥ 261	¥—	¥—	¥ 8,252
Hospitalization due to illness benefits	62,864	1,393	—	—	—	1,139	—	—	65,397
Disability benefits	3,516	17	114	—	1	—	—	—	3,649
Surgical benefits	41,932	1,201	—	—	—	962	—	—	44,095
Survival benefits	198,625	89	—	—	4,505	—	—	—	203,220
Death benefits	5,159	24,278	5	63	647	—	—	—	30,154
Group annuity single benefits	—	—	—	467,892	—	—	—	—	467,892
Other benefits	3	—	24	9,589	—	—	—	—	9,617
<b>Total</b>	<b>¥319,758</b>	<b>¥27,161</b>	<b>¥296</b>	<b>¥477,545</b>	<b>¥5,155</b>	<b>¥2,363</b>	<b>¥—</b>	<b>¥—</b>	<b>¥832,280</b>

## 43. Health and Other Benefits, continued

### 2. Number of policies

Number of Policies

	Individual insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Medical life insurance	Disability income insurance	Reinsurance assumed	Total
<b>Fiscal year ended March 31 2011</b>									
Hospitalization due to accident benefits	67,039	1,878	3,815	—	—	12,586	—	35	85,353
Hospitalization due to illness benefits	713,979	23,060	—	—	—	17,706	—	427	755,172
Disability benefits	31,958	112	166	—	1	—	—	—	32,237
Surgical benefits	391,832	15,256	—	—	—	9,522	—	160	416,770
Survival benefits	564,482	1,793	—	—	1,810	—	—	—	568,085
Death benefits	4,602	6,310	493	—	270	—	—	—	11,675
Group annuity single benefits	—	—	—	962,446	—	—	—	—	962,446
Other benefits	6	—	434	10	—	—	—	184	634
<b>Total</b>	<b>1,773,898</b>	<b>48,409</b>	<b>4,908</b>	<b>962,456</b>	<b>2,081</b>	<b>39,814</b>	<b>—</b>	<b>806</b>	<b>2,832,372</b>
<b>Fiscal year ended March 31 2010</b>									
Hospitalization due to accident benefits	69,492	1,815	3,979	—	—	13,381	—	—	88,667
Hospitalization due to illness benefits	703,407	21,032	—	—	—	18,050	—	—	742,489
Disability benefits	33,727	99	176	—	—	—	—	—	34,002
Surgical benefits	388,436	14,851	—	—	—	9,105	—	—	412,392
Survival benefits	588,738	233	—	—	1,953	—	—	—	590,924
Death benefits	4,627	5,591	470	—	302	—	—	—	10,990
Group annuity single benefits	—	—	—	975,627	—	—	—	—	975,627
Other benefits	5	—	851	11	—	—	—	—	867
<b>Total</b>	<b>1,788,432</b>	<b>43,621</b>	<b>5,476</b>	<b>975,638</b>	<b>2,255</b>	<b>40,536</b>	<b>—</b>	<b>—</b>	<b>2,855,958</b>
<b>Fiscal year ended March 31 2009</b>									
Hospitalization due to accident benefits	67,996	1,580	4,166	—	—	13,961	—	—	87,703
Hospitalization due to illness benefits	661,022	17,794	—	—	—	16,918	—	—	695,734
Disability benefits	31,593	103	239	—	1	—	—	—	31,936
Surgical benefits	357,405	13,656	—	—	—	7,872	—	—	378,933
Survival benefits	617,088	654	—	—	2,169	—	—	—	619,911
Death benefits	4,449	5,038	511	—	327	—	—	—	10,325
Group annuity single benefits	—	—	—	1,055,009	—	—	—	—	1,055,009
Other benefits	9	—	2,056	11	—	—	—	—	2,076
<b>Total</b>	<b>1,739,562</b>	<b>38,825</b>	<b>6,972</b>	<b>1,055,020</b>	<b>2,497</b>	<b>38,751</b>	<b>—</b>	<b>—</b>	<b>2,881,627</b>

## 44. Surrender Benefits

Millions of Yen

	Individual insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Medical life insurance	Disability income insurance	Reinsurance assumed	Total
<b>Fiscal years ended March 31</b>									
<b>2011</b>	¥696,006	¥160,067	¥—	¥119,529	¥39,229	¥—	¥—	¥—	<b>¥1,014,833</b>
<b>2010</b>	748,904	150,643	3	115,336	44,759	—	—	—	<b>¥1,059,647</b>
<b>2009</b>	800,501	156,122	8	99,184	46,258	—	—	—	<b>¥1,102,075</b>

## 45. Depreciation

					Millions of Yen, %
	Acquisition cost	Current year depreciation	Accumulated depreciation	Balance as of March 31	Accumulated depreciation percentage
<b>Fiscal year ended March 31</b>			<b>2011</b>		
Tangible fixed assets	¥618,128	¥20,051	¥424,865	¥193,262	68.7%
Buildings	542,898	13,294	367,246	175,651	67.6
Leases	7,118	2,145	2,474	4,643	34.8
Other tangible fixed assets	68,111	4,611	55,144	12,966	81.0
Intangible fixed assets	149,381	27,122	76,651	72,729	51.3
Others	8,639	861	5,542	3,097	64.2
<b>Total</b>	<b>¥776,149</b>	<b>¥48,035</b>	<b>¥507,060</b>	<b>¥269,089</b>	<b>65.3%</b>
<b>Fiscal year ended March 31</b>			<b>2010</b>		
Tangible fixed assets	¥597,042	¥19,235	¥406,875	¥190,166	68.1%
Buildings	521,293	12,635	349,707	171,585	67.1
Leases	3,242	251	325	2,917	10.0
Other tangible fixed assets	72,506	6,348	56,842	15,664	78.4
Intangible fixed assets	147,079	23,868	72,697	74,381	49.4
Others	12,834	990	7,644	5,190	59.6
<b>Total</b>	<b>¥756,956</b>	<b>¥44,094</b>	<b>¥487,217</b>	<b>¥269,738</b>	<b>64.4%</b>
<b>Fiscal year ended March 31</b>			<b>2009</b>		
Tangible fixed assets	¥592,707	¥19,819	¥400,008	¥192,699	67.5%
Buildings	509,466	12,348	336,777	172,688	66.1
Leases	233	29	73	160	31.4
Other tangible fixed assets	83,008	7,441	63,157	19,850	76.1
Intangible fixed assets	138,207	22,099	70,776	67,431	51.2
Others	12,717	938	7,141	5,576	56.2
<b>Total</b>	<b>¥743,633</b>	<b>¥42,858</b>	<b>¥477,926</b>	<b>¥265,707</b>	<b>64.3%</b>

## 46. Operating Expenses

				Millions of Yen
<b>Fiscal years ended March 31</b>	<b>2011</b>	<b>2010</b>	<b>2009</b>	
Marketing operations	¥227,680	¥228,385	¥218,687	
Marketing administration	81,142	84,846	87,505	
General and administrative expenses	265,066	260,401	257,077	
<b>Total</b>	<b>¥573,889</b>	<b>¥573,633</b>	<b>¥563,271</b>	

Notes: 1. Marketing operations and marketing administration include expenditures for underwriting new policies. Marketing operations primarily include expenses related to new policy solicitation and assessment. Marketing administration primarily includes expenses related to advertising and the sales force.

2. General and administrative expenses include expenditures for managing policies with insurance handling systems and for asset management.

3. Nippon Life's contributions to the Life Insurance Policyholders Protection Corporation of Japan, as is stipulated in Paragraph 1, Article 265-33 of the Revised Insurance Business Act, were ¥8,591 million in the fiscal year ended March 31, 2011, ¥8,675 million in the fiscal year ended March 31, 2010, ¥9,021 million in the fiscal year ended March 31, 2009.

## 47. Loans by Due Date

									Millions of Yen
<b>As of March 31</b>	<b>2011</b>								
	1 year or under	Over 1 year under 3 years	Over 3 years under 5 years	Over 5 years under 7 years	Over 7 years under 10 years	Over 10 years	No fixed maturity	Total	
Loans payable	¥ 8	¥12	¥ 9	¥ 5	¥ 4	¥ 1	¥—	¥ 41	
Cash received as collateral under securities lending contracts	1,297,252	—	—	—	—	—	—	1,297,252	
<b>As of March 31</b>	<b>2010</b>								
Loans payable	¥ 9	¥15	¥11	¥ 7	¥ 4	¥ 2	¥—	¥ 52	
Cash received as collateral under securities lending contracts	1,025,057	—	—	—	—	—	—	1,025,057	

## 48. Tax Expenses

Fiscal years ended March 31		2011	2010	2009
<b>National tax</b>		<b>¥18,882</b>	<b>¥19,578</b>	<b>¥14,745</b>
	Consumption tax	13,525	14,228	14,257
	Special local corporate tax	4,962	4,897	—
	Documentary stamp tax	391	442	474
	Registration and license tax	0	0	13
	Other national tax	2	9	0
<b>Local tax</b>		<b>16,090</b>	<b>15,984</b>	<b>21,791</b>
	Local consumption tax	3,380	3,557	3,563
	Corporate enterprise tax	6,277	6,214	12,096
	Fixed asset tax	5,494	5,158	5,174
	Real-estate acquisition tax	65	174	64
	Corporate income tax	865	871	882
	Automobile tax	3	3	4
	Other local tax	4	4	5
<b>Total</b>		<b>¥34,972</b>	<b>¥35,562</b>	<b>¥36,536</b>

## 49. Lease Transactions

### Lease Transactions (lessee side)

(1) Non-ownership transfer lease transactions that have been recorded based on normal lease transaction methods

① Proforma information relating to acquisition cost, accumulated depreciation, and book value of leased assets as of fiscal year-end

As of March 31		2011	2010	2009
Acquisition cost	Tangible fixed assets	¥1,485	¥1,497	¥1,759
	<b>Total</b>	<b>¥1,485</b>	<b>¥1,497</b>	<b>¥1,759</b>
Accumulated depreciation	Tangible fixed assets	¥1,098	¥ 821	¥ 792
	<b>Total</b>	<b>¥1,098</b>	<b>¥ 821</b>	<b>¥ 792</b>
Year-end balance of leased properties	Tangible fixed assets	¥ 386	¥ 675	¥ 966
	<b>Total</b>	<b>¥ 386</b>	<b>¥ 675</b>	<b>¥ 966</b>

② Future minimum lease payments year-end balance

Fiscal years ended March 31		2011	2010	2009
Future minimum lease payments year-end balance	One year and under	¥238	¥294	¥297
	Over one year	111	350	645
	<b>Total</b>	<b>¥350</b>	<b>¥644</b>	<b>¥943</b>

Note: The fiscal year-end balance of future minimum lease payments is calculated using methods that do not deduct interest amounts.

③ Lease fees paid and depreciation

Fiscal years ended March 31		2011	2010	2009
Lease fees paid		¥294	¥297	¥312
Depreciation		288	290	311

④ Calculation method for depreciation

The straight-line method is applied.

\* Until the fiscal year ended March 31, 2008, non-ownership transfer lease transactions were recorded in accordance with normal lease transaction methods; however, from the fiscal year ended March 31, 2009, leases beginning on or after April 1, 2008 are recorded in accordance with sales transaction methods.

## 49. Lease Transactions, continued

### Lease Transactions (lessee side), continued

#### (2) Operating lease contracts

Fiscal year ended March 31		2011	2010	2009
Future minimum lease payments year-end balance	One year and under	¥239	¥239	¥ 741
	Over one year	203	443	2,102
	<b>Total</b>	<b>¥443</b>	<b>¥683</b>	<b>¥2,843</b>

Millions of Yen

### Lease transactions (lessor side)

#### (1) Operating lease contracts

Fiscal year ended March 31		2011	2010	2009
Future minimum lease payments year-end balance	One year and under	¥ 7,593	¥ 7,803	¥ 6,353
	Over one year	18,592	16,632	19,857
	<b>Total</b>	<b>¥26,186</b>	<b>¥24,435</b>	<b>¥26,210</b>

Millions of Yen

## INDICATORS RELATED TO ASSET MANAGEMENT (GENERAL ACCOUNT)

### 50. Overview of the Fiscal Year Ended March 31, 2011 Asset Management (General Account)

#### ① Investment environment

The Japanese economy in the fiscal year ended March 31, 2011 recovered moderately in the first half amidst improvements in overseas economies, in particular developing countries, but it performed sluggishly towards the end of 2010 due to a reactive reduction in the effects of economic policies and the strength of the yen. Although there were some recovery-boosting aspects on the back of expansion in external demand from regions such as the US and Asia, the economy decelerated again towards the end of the fiscal year, due to the effects of the earthquake disaster.

- The Nikkei Stock Average mostly declined at the onset of the fiscal year due to the recurrence of sovereign risk in Europe and ongoing appreciation in the yen accompanying a slowdown in the US economic recovery. From September onwards, as a result of economic factors such as foreign exchange intervention by the government and the Bank of Japan and higher interest rates in the US, there was a lull in the ongoing appreciation of the yen and stock prices rose. However, stock prices fell substantially due to the effects of the earthquake disaster, and the Nikkei Stock Average was at ¥9,755 at the end of March 2011.
- The yield rate on 10-year government bonds mostly declined as a result of factors such as the recurrence of sovereign risk in Europe and expectations of financial reconstruction by Prime Minister Kan's cabinet, and in October, due to speculation about additional monetary easing by both Japan and the US, the rate briefly fell to the 0.8% range. Following this, although the rate rose against expectations of the US economic recovery, it came to 1.25% at the end of March 2011 due to the impact of the earthquake disaster.
- In the foreign exchange rate for the yen against the US dollar, the yen's appreciation continued against the background of concern over deceleration in the US economy and speculation regarding additional quantitative monetary easing in the US, and following that, the exchange rate moved in a box range over the second half of the fiscal year due to heightened expectations of an economic recovery in the US. In March, although the yen temporarily reached a historic high due to the earthquake disaster, as a result of coordinated intervention by developed countries and other factors,

the rate was ¥83.15 per the US dollar at the end of March 2011.

Regarding the foreign exchange rate for the yen against the euro, the yen continued to appreciate drastically until the summer amid heightened concerns about sovereign risk in Europe, but during the second half of the fiscal year it moved in a directionless box range. In March, the yen continued to weaken on the back of heightened expectations of a market interest rate rise, and at the end of the month, the rate was ¥117.57 per euro.

#### ② Investment policy

Nippon Life creates portfolios that serve as core medium- to long-term investments, based on its Asset/Liability Management (ALM) approach of appropriately controlling assets and liabilities.

Specifically, to supply the stable long-term yields promised to policyholders, the Company has positioned public and corporate bonds and loans that the Company expects to provide stable Japanese yen-denominated revenue as its primary assets. Furthermore, the Company is working to improve medium- to long-term revenues and is investing in domestic and foreign securities through a process of controlling risk while taking into account management stability with a view to returning profits to policyholders through dividend payouts.

#### ③ Overview of investment results

In the fiscal year ended March 31, 2011, the Company has positioned yen-denominated assets that can be expected to provide stable income, such as bonds and loans, as its core asset. From the perspective of improving profits in the mid-to-long term, the Company invested in assets such as stocks and foreign securities within the scope of acceptable risk while taking into account business stability.

#### Domestic bonds

The Company invested in bonds as sound assets that provide stable interest revenue. During the period with a rise of interest rates, the Company has replaced low-yield bonds with higher yield long-term bonds.

## 50. Overview of the Fiscal Year Ended March 31, 2011 Asset Management (General Account), continued

### ③ Overview of investment results, continued

#### Domestic stocks

The Company implemented replacements of issues while focusing its attention on the overall state of returns to investors including corporate profitability and dividends from the point of view of investing for the medium- to long-term, with the goal of increasing portfolio profitability.

#### Foreign securities

Regarding foreign securities, the Company invested in foreign-currency-denominated bonds based on currency movements. Also, the Company increased the balance of foreign bonds that hedge risk of exchange rate fluctuation because the difference in domestic and overseas interest rates remained small with a low level of exchange rate hedge cost.

#### Loans

The Company focused on safe and stable prime lendings by appropriately assessing credit risks.

#### Real estate

The Company worked to secure profitability through strengthening the competitive edge of its buildings by decreasing vacancy rates and renovating pre-existing properties, among others.

			Billions of Yen, %	
As of March 31	2011	Increase (decrease)*	Breakdown	
<b>General Account</b>	<b>¥48,514.7</b>	<b>¥1,714.6</b>	<b>100.0%</b>	
Domestic bonds	17,839.3	434.2	36.8	
Domestic stocks	6,210.8	(154.6)	12.8	
Foreign securities	10,109.4	1,227.4	20.8	
Loans	8,743.3	(27.4)	18.0	
Real estate	1,748.9	(20.6)	3.6	

\* Indicates asset increase/decrease when the market price valuation of available-for-sale securities is not conducted.

## 51. Portfolio Trends (General Account)

### 1. Asset structure

						Millions of Yen, %	
As of March 31	2011		2010		2009		
Cash, deposits and call loans	¥ 705,369	1.5%	¥ 681,899	1.4%	¥ 707,074		
Receivables under securities borrowing transactions	392,526	0.8	151,689	0.3	—		
Monetary receivables purchased	1,021,145	2.1	1,152,229	2.4	1,160,387		
Proprietary trading securities	—	—	—	—	—		
Assets held in trust	—	—	10,670	0.0	114,637		
Investments in securities	34,492,095	71.1	33,628,853	71.2	30,099,628		
Domestic bonds	17,839,318	36.8	17,405,488	36.8	16,918,585		
Domestic stocks	6,210,867	12.8	6,850,014	14.5	5,530,735		
Foreign securities	10,109,417	20.8	9,050,439	19.2	7,348,321		
Foreign bonds	7,737,585	15.9	6,726,605	14.2	5,672,747		
Foreign stocks and other securities	2,371,831	4.9	2,323,833	4.9	1,675,574		
Other securities	332,492	0.7	322,911	0.7	301,986		
Loans receivable	8,743,389	18.0	8,770,808	18.6	9,133,432		
Policy loans	965,794	2.0	1,025,658	2.2	1,087,489		
Industrial and consumer loans	7,777,595	16.0	7,745,149	16.4	8,045,943		
Real estate	1,748,930	3.6	1,769,593	3.7	1,651,281		
Investment property	1,105,738	2.3	1,123,204	2.4	1,019,517		
Deferred tax assets	742,040	1.5	435,027	0.9	926,890		
Other assets	692,783	1.4	658,926	1.4	682,170		
Allowance for doubtful accounts	(23,484)	(0.0)	(24,606)	(0.1)	(21,178)		
<b>Total</b>	<b>¥48,514,795</b>	<b>100.0%</b>	<b>¥47,235,092</b>	<b>100.0%</b>	<b>¥44,454,324</b>		
Foreign currency denominated assets	¥ 8,454,919	17.4%	¥ 7,542,832	16.0%	¥ 6,168,422		

Notes: 1. The above assets include cash received as collateral under securities lending contracts. Cash collateral received through these transactions is recorded in liabilities.

(As of March 31, 2011: ¥1,297,252 million; March 31, 2010: ¥1,025,057 million; and March 31, 2009: ¥450,495 million)

2. Real estate is the sum of land, buildings, and construction in progress.



## 51. Portfolio Trends (General Account), continued

### 2. Increases/decreases in assets

Fiscal years ended March 31	Millions of Yen		
	2011	2010	2009
Cash, deposits and call loans	¥ 23,470	¥ (25,175)	¥ 91,374
Receivables under securities borrowing transactions	240,836	151,689	—
Monetary receivables purchased	(131,084)	(8,158)	(218,984)
Proprietary trading securities	—	—	—
Assets held in trust	(10,670)	(103,967)	(55,870)
Investments in securities	863,241	3,529,224	(2,224,608)
Domestic bonds	433,829	486,903	686,788
Domestic stocks	(639,147)	1,319,279	(2,735,059)
Foreign securities	1,058,977	1,702,117	(176,116)
Foreign bonds	1,010,979	1,053,858	8,737
Foreign stocks and other securities	47,998	648,258	(184,853)
Other securities	9,581	20,924	(221)
Loans receivable	(27,418)	(362,623)	(419,957)
Policy loans	(59,864)	(61,830)	(51,757)
Industrial and consumer loans	32,445	(300,793)	(368,200)
Real estate	(20,662)	118,312	(2,635)
Investment property	(17,465)	103,687	(5,865)
Deferred tax assets	307,013	(491,862)	926,890
Other assets	33,856	(23,244)	69,330
Allowance for doubtful accounts	1,121	(3,427)	13,766
<b>Total</b>	<b>¥1,279,703</b>	<b>¥2,780,767</b>	<b>¥(1,820,694)</b>
Foreign currency denominated assets	¥ 912,086	¥1,374,410	¥ (592,230)

Notes: 1. Increases/decreases in cash received as collateral under securities lending contracts are as follows:

Fiscal year ended March 31, 2011: ¥272,194 million increase

Fiscal year ended March 31, 2010: ¥574,562 million increase

Fiscal year ended March 31, 2009: ¥122,611 million decrease

2. Real estate is the sum of land, buildings, and construction in progress.

## 52. Average Balance and Yield on Primary Assets (General Account)

Fiscal years ended March 31	Millions of Yen, %					
	2011		2010		2009	
	Average balance	Yield	Average balance	Yield	Average balance	Yield
Cash, deposits and call loans	¥ 399,773	0.10%	¥ 473,772	0.13%	¥ 563,995	0.48%
Receivables under securities borrowing transactions	227,811	0.11	151,156	0.12	52,282	0.37
Monetary receivables purchased	1,112,652	1.59	1,165,920	2.12	1,265,342	1.95
Proprietary trading securities	—	—	—	—	—	—
Assets held in trust	8,214	(7.37)	112,191	24.88	208,003	(26.86)
Investments in securities	32,604,841	2.34	30,770,436	2.27	29,433,531	0.64
Domestic bonds	17,384,110	2.14	17,084,751	2.05	16,240,076	1.91
Domestic stocks	5,125,489	2.96	5,050,108	3.96	5,118,061	(1.95)
Foreign securities	9,743,937	2.47	8,300,513	1.84	7,732,750	(0.04)
Foreign bonds	7,523,747	2.94	6,284,162	2.11	5,746,676	3.01
Foreign stocks and other securities	2,220,189	0.87	2,016,351	0.98	1,986,074	(8.87)
Loans receivable	8,692,462	2.15	8,948,122	2.12	9,349,639	2.12
Industrial and consumer loans	7,700,028	1.8	7,896,190	1.75	8,239,961	1.74
Real estate	1,768,114	2.6	1,757,090	3.01	1,656,267	3.57
Investment property	¥ 1,117,682	4.05	1,118,649	4.65	1,026,484	5.74
<b>General account total</b>	<b>¥46,477,421</b>	<b>2.23%</b>	<b>¥44,946,270</b>	<b>2.36%</b>	<b>¥44,111,064</b>	<b>0.80%</b>
Overseas investments	¥10,205,107	2.43%	¥ 8,797,201	2.14%	¥ 8,535,697	(0.47)%

Notes: 1. Yields are calculated by dividing investment income less investment expenses by the daily average book value balance.

2. The amount of overseas investment is the sum of assets denominated in foreign currencies and Japanese yen.

3. Real estate is the sum of land, buildings, and construction in progress.

### 53. Investment Income (General Account)

				Millions of Yen		
Fiscal years ended March 31	2011	2010	2009			
Interest, dividends and other income	¥1,204,606	¥1,119,518	¥1,148,493			
Gain from assets held in trust, net	—	27,911	—			
Gain on sales of securities	330,845	185,497	88,609			
Gain from redemption of securities	2,120	1,226	5,047			
Gain from derivative financial instruments, net	—	19,659	—			
Other investment income	826	1,189	4,927			
<b>Total</b>	<b>¥1,538,398</b>	<b>¥1,355,002</b>	<b>¥1,247,078</b>			

### 54. Investment Expenses (General Account)

				Millions of Yen		
Fiscal years ended March 31	2011	2010	2009			
Interest expense	¥ 2,839	¥ 2,137	¥ 3,315			
Loss from proprietary trading securities	—	—	0			
Loss from assets held in trust, net	605	—	55,871			
Loss on sales of securities	253,082	123,658	119,523			
Loss on valuation of securities	140,243	81,808	527,986			
Loss from redemption of securities	16,191	12,580	6,240			
Loss from derivative financial instruments, net	27,178	—	113,319			
Foreign exchange loss, net	7,619	12,876	15,934			
Provision for allowance for doubtful accounts	—	13,377	—			
Write-off of loans	0	153	2			
Depreciation of rental real estate and other assets	26,045	26,405	27,160			
Other investment expenses	27,296	23,079	23,261			
<b>Total</b>	<b>¥501,102</b>	<b>¥296,078</b>	<b>¥892,616</b>			

Note: In addition to the above, the reversal of allowance for doubtful accounts is recorded as an extraordinary gain.  
(The fiscal year ended March 31, 2011: ¥2,256 million; the fiscal year ended March 31, 2009: ¥9,738 million)

### 55. Interest, Dividends and Other Income (General Account)

				Millions of Yen		
Fiscal years ended March 31	2011	2010	2009			
Interest on deposits and savings	¥ 314	¥ 510	¥ 1,799			
Interest/dividends on securities	899,194	797,883	813,411			
Interest on bonds	344,077	333,694	316,890			
Domestic stock dividends	136,977	118,941	146,967			
Interest/dividends on foreign securities	417,674	343,674	353,281			
Interest on loans receivable	187,415	194,283	198,865			
Rent on real estate	92,155	100,067	103,454			
<b>Net, including other income</b>	<b>¥1,204,606</b>	<b>¥1,119,518</b>	<b>¥1,148,493</b>			

### 56. Analysis of Interest, Dividends and Other Income (General Account)

										Millions of Yen		
Fiscal years ended March 31	2011			2010			2009					
	Change in asset allocation balance	Increase (decrease) from interest variance	Total increase (decrease)	Change in asset allocation balance	Increase (decrease) from interest variance	Total increase (decrease)	Change in asset allocation balance	Increase (decrease) from interest variance	Total increase (decrease)			
<b>Interest, dividends and other income</b>	<b>¥38,137</b>	<b>¥46,950</b>	<b>¥85,088</b>	<b>¥21,745</b>	<b>¥(50,720)</b>	<b>¥(28,975)</b>	<b>¥19,360</b>	<b>¥(105,400)</b>	<b>¥(86,040)</b>			
Cash equivalents and call loans	(96)	(124)	(220)	(399)	(1,479)	(1,878)	(970)	(677)	(1,648)			
Securities	47,566	53,744	101,310	36,946	(52,474)	(15,528)	31,315	(116,802)	(85,486)			
Loans receivable	(5,550)	(1,317)	(6,868)	(8,540)	3,957	(4,582)	(5,156)	2,779	(2,376)			
Real estate	627	(8,539)	(7,912)	6,297	(9,684)	(3,387)	703	1,493	2,197			

## 57. Gain on Sales of Securities (General Account)

				Millions of Yen		
Fiscal years ended March 31	2011	2010	2009			
Domestic bonds	¥ 35,190	¥ 17,010	¥10,738			
Domestic stocks and other securities	149,815	102,209	18,641			
Foreign securities	145,839	66,277	59,229			
<b>Net, including other gains on sales of securities</b>	<b>¥330,845</b>	<b>¥185,497</b>	<b>¥88,609</b>			

## 58. Loss on Sales of Securities (General Account)

				Millions of Yen		
Fiscal years ended March 31	2011	2010	2009			
Domestic bonds	¥ 7,148	¥ 1,306	¥ 17,773			
Domestic stocks and other securities	18,628	19,258	7,047			
Foreign securities	227,306	103,093	94,702			
<b>Net, including other losses on sales of securities</b>	<b>¥253,082</b>	<b>¥123,658</b>	<b>¥119,523</b>			

## 59. Loss on Valuation of Securities (General Account)

				Millions of Yen		
Fiscal years ended March 31	2011	2010	2009			
Domestic bonds	¥ —	¥ —	¥ —			
Domestic stocks and other securities	119,372	4,809	273,957			
Foreign securities	20,335	75,857	253,846			
<b>Net, including other losses on valuation of securities</b>	<b>¥140,243</b>	<b>¥81,808</b>	<b>¥527,986</b>			

## 60. Securities Composition (General Account)

						Millions of Yen, %	
As of March 31	2011		2010		2009		
Domestic bonds	¥17,839,318	51.7%	¥17,405,488	51.8%	¥16,918,585		
National government bonds	13,041,407	37.8	12,176,511	36.2	11,817,246		
Local government bonds	1,641,609	4.8	1,746,085	5.2	1,604,991		
Corporate bonds	3,156,301	9.2	3,482,891	10.4	3,496,348		
Public entity bonds	1,566,428	4.5	1,790,648	5.3	1,869,112		
Domestic stocks	6,210,867	18.0	6,850,014	20.4	5,530,735		
Foreign securities	10,109,417	29.3	9,050,439	26.9	7,348,321		
Foreign bonds	7,737,585	22.4	6,726,605	20.0	5,672,747		
Foreign stocks and other securities	2,371,831	6.9	2,323,833	6.9	1,675,574		
Other securities	332,492	1.0	322,911	1.0	301,986		
<b>Total</b>	<b>¥34,492,095</b>	<b>100.0%</b>	<b>¥33,628,853</b>	<b>100.0%</b>	<b>¥30,099,628</b>		
Subordinated bonds	¥ 15,955	0.0%	¥ 15,844	0.0%	¥ 15,458		

## 61. Securities by Maturity Date (General Account)

Millions of Yen

	1 year or under	Over 1 year through 3 years	Over 3 years through 5 years	Over 5 years through 7 years	Over 7 years through 10 years	Over 10 years	No fixed maturity	Total
<b>As of March 31</b>								
<b>2011</b>								
Investments in securities	¥ 849,917	¥1,223,191	¥1,932,631	¥3,081,321	¥3,013,631	¥16,810,952	¥7,580,448	<b>¥34,492,095</b>
Domestic bonds								
National government bonds	588,779	324,884	710,788	1,466,365	974,519	8,976,071	—	<b>13,041,407</b>
Local government bonds	134,727	193,467	237,745	494,595	334,549	246,524	—	<b>1,641,609</b>
Corporate bonds	103,176	402,433	459,120	549,474	387,705	1,254,390	—	<b>3,156,301</b>
Domestic stocks							6,210,867	<b>6,210,867</b>
Foreign securities	13,349	301,945	513,595	542,060	1,270,964	6,333,966	1,133,534	<b>10,109,417</b>
Foreign bonds	5,513	294,805	512,172	542,060	1,214,231	5,168,802	—	<b>7,737,585</b>
Foreign stocks and other securities	7,836	7,139	1,423	—	56,733	1,165,164	1,133,534	<b>2,371,831</b>
Other securities	9,884	459	11,382	28,825	45,893	—	236,046	<b>332,492</b>
Monetary receivable purchased	46,123	12,578	11,539	—	40,732	910,171	—	<b>1,021,145</b>
Negotiable certificates of deposit	422,995	—	—	—	—	—	—	<b>422,995</b>
<b>Total</b>	<b>¥1,319,037</b>	<b>¥1,235,769</b>	<b>¥1,944,171</b>	<b>¥3,081,321</b>	<b>¥3,054,363</b>	<b>¥17,721,123</b>	<b>¥7,580,448</b>	<b>¥35,936,236</b>
<b>As of March 31</b>								
<b>2010</b>								
Investments in securities	¥1,311,680	¥1,533,516	¥1,701,342	¥3,645,683	¥3,819,133	¥13,416,136	¥8,201,361	<b>¥33,628,853</b>
Domestic bonds								
National government bonds	884,044	881,509	422,882	1,823,328	1,278,274	6,886,471	—	<b>12,176,511</b>
Local government bonds	63,210	273,108	264,587	546,080	396,022	203,076	—	<b>1,746,085</b>
Corporate bonds	332,273	247,344	531,841	615,889	560,338	1,195,202	—	<b>3,482,891</b>
Domestic stocks							6,850,014	<b>6,850,014</b>
Foreign securities	24,239	131,235	469,014	652,359	1,518,784	5,131,385	1,123,419	<b>9,050,439</b>
Foreign bonds	11,249	122,785	465,100	652,359	1,481,891	3,993,219	—	<b>6,726,605</b>
Foreign stocks and other securities	12,990	8,450	3,914	—	36,893	1,138,165	1,123,419	<b>2,323,833</b>
Other securities	7,912	317	13,016	8,025	65,712	—	227,926	<b>322,911</b>
Monetary receivable purchased	119,285	40,543	6,334	11,443	32,111	942,510	—	<b>1,152,229</b>
Negotiable certificates of deposit	369,994	—	—	—	—	—	—	<b>369,994</b>
<b>Total</b>	<b>¥1,800,960</b>	<b>¥1,574,059</b>	<b>¥1,707,677</b>	<b>¥3,657,126</b>	<b>¥3,851,245</b>	<b>¥14,358,647</b>	<b>¥8,201,361</b>	<b>¥35,151,077</b>
<b>As of March 31</b>								
<b>2009</b>								
Domestic bonds	¥ 866,682	¥1,157,767	¥ 419,161	¥ 692,479	¥2,586,592	¥ 6,094,562	¥ —	<b>¥11,817,246</b>
National government bonds								
Local government bonds	44,196	250,048	298,177	238,918	652,060	121,589	—	<b>1,604,991</b>
Corporate bonds	171,467	483,883	423,722	403,210	893,733	1,120,330	—	<b>3,496,348</b>
Domestic stocks							5,530,735	<b>5,530,735</b>
Foreign securities	24,353	204,004	267,903	283,831	919,112	4,593,344	1,055,772	<b>7,348,321</b>
Foreign bonds	21,093	187,066	260,787	283,508	894,403	4,025,887	—	<b>5,672,747</b>
Foreign stocks and other securities	3,259	16,937	7,115	323	24,708	567,457	1,055,772	<b>1,675,574</b>
Other securities	2,108	390	32,863	14,287	51,391	—	200,945	<b>301,986</b>
<b>Total</b>	<b>¥1,108,808</b>	<b>¥2,096,094</b>	<b>¥1,441,828</b>	<b>¥1,632,727</b>	<b>¥5,102,889</b>	<b>¥11,929,826</b>	<b>¥6,787,453</b>	<b>¥30,099,628</b>

## 62. Bond Yields (General Account)

	%		
<b>As of March 31</b>	<b>2011</b>	<b>2010</b>	<b>2009</b>
Domestic bonds	2.04%	1.98%	2.02%
Foreign bonds	4.26	4.61	4.85
Japanese yen-denominated	2.05	2.16	2.17
Foreign currency denominated	4.58	4.96	5.19

## 63. Stocks Held—Breakdown by Industry (General Account)

		Millions of Yen, %						
As of March 31	2011		2010		2009			
<b>Fishery, agriculture and forestry</b>	¥	2,729	0.0%	¥	3,259	0.0%	¥	3,625
<b>Mining</b>		2,714	0.0		3,021	0.0		3,055
<b>Construction</b>		73,875	1.2		77,682	1.1		70,248
<b>Manufacturing</b>								
Food		168,874	2.7		188,644	2.8		147,286
Textiles and apparel		83,945	1.4		75,230	1.1		62,796
Pulp and paper		22,796	0.4		25,133	0.4		24,134
Chemicals		498,985	8.0		536,034	7.8		401,530
Pharmaceuticals		502,074	8.1		570,246	8.3		493,679
Oil and coal products		27,717	0.4		17,513	0.3		19,121
Rubber products		47,802	0.8		43,836	0.6		33,935
Glass and ceramic products		93,752	1.5		102,734	1.5		66,116
Iron and steel		188,347	3.0		232,397	3.4		157,420
Nonferrous metals		72,603	1.2		78,927	1.2		52,938
Metal products		29,211	0.5		30,827	0.5		23,647
Machinery		364,524	5.9		352,127	5.1		224,981
Electric appliances		748,116	12.0		838,486	12.2		577,588
Transportation equipment		873,256	14.1		869,354	12.7		648,171
Precision instruments		122,246	2.0		136,582	2.0		78,869
Other products		74,671	1.2		81,787	1.2		66,266
<b>Electric power and gas</b>		495,964	8.0		660,759	9.6		660,821
<b>Transportation, information and communication</b>								
Land transportation		303,022	4.9		351,829	5.1		330,109
Marine transportation		15,717	0.3		18,601	0.3		15,964
Air transportation		10,983	0.2		11,094	0.2		21,472
Warehousing and harbor transportation services		8,711	0.1		8,475	0.1		7,706
Information and communication		82,701	1.3		97,485	1.4		91,915
<b>Trade and services</b>								
Wholesale trade		228,836	3.7		237,865	3.5		153,401
Retail trade		138,647	2.2		143,596	2.1		130,617
<b>Finance and insurance</b>								
Banking		640,427	10.3		751,304	11.0		699,184
Securities and trading		51,579	0.8		60,491	0.9		49,415
Insurance		91,111	1.5		103,767	1.5		96,617
Other financial services		40,261	0.6		38,214	0.6		32,427
<b>Real estate</b>		30,754	0.5		31,962	0.5		22,036
<b>Services</b>		73,903	1.2		70,736	1.0		63,631
<b>Total</b>		<b>¥6,210,867</b>	<b>100.0%</b>		<b>¥6,850,014</b>	<b>100.0%</b>		<b>¥5,530,735</b>

## 64. Loans Receivable (General Account)

		Millions of Yen				
As of March 31	2011	2010	2009			
<b>Policy loans</b>	¥	<b>965,794</b>	¥	<b>1,025,658</b>	¥	<b>1,087,489</b>
Premium loans		78,262		86,433		94,468
Policyholder loans		887,532		939,225		993,021
<b>Industrial and consumer loans</b>		<b>7,777,595</b>		<b>7,745,149</b>		<b>8,045,943</b>
[Loans to non-residents]		[312,290]		[355,446]		[414,802]
Corporate loans—international and domestic		5,904,401		5,988,768		6,189,358
[Corporate loans—domestic]		[5,704,646]		[5,771,177]		[5,964,047]
Loans to national, international and government-affiliated organizations		111,215		129,766		186,483
Loans to public entities		333,311		226,311		277,071
Housing loans		979,893		964,275		951,345
Consumer loans		425,659		410,677		409,544
Other loans		23,114		25,351		32,139
<b>Total</b>		<b>¥ 8,743,389</b>		<b>¥ 8,770,808</b>		<b>¥ 9,133,432</b>

## 65. Industrial and Consumer Loans by Maturity Dates (General Account)

Millions of Yen

	1 year or under	Over 1 year through 3 years	Over 3 years through 5 years	Over 5 years through 7 years	Over 7 years through 10 years	Over 10 years	Maturity not fixed	Total
<b>As of March 31</b>	<b>2011</b>							
Fixed rate loans	¥1,026,971	¥1,729,053	¥1,300,392	¥1,095,238	¥1,052,934	¥1,068,186	¥—	¥7,272,776
Variable rate loans	79,998	93,153	66,435	50,525	64,314	150,390	—	504,818
<b>Total loans</b>	<b>¥1,106,970</b>	<b>¥1,822,206</b>	<b>¥1,366,828</b>	<b>¥1,145,764</b>	<b>¥1,117,249</b>	<b>¥1,218,576</b>	<b>¥—</b>	<b>¥7,777,595</b>
<b>As of March 31</b>	<b>2010</b>							
Fixed rate loans	¥1,008,335	¥1,685,058	¥1,307,158	¥ 969,409	¥1,272,504	¥ 968,240	¥—	¥7,210,706
Variable rate loans	64,445	111,431	70,878	65,431	80,229	142,026	—	534,443
<b>Total loans</b>	<b>¥1,072,781</b>	<b>¥1,796,489</b>	<b>¥1,378,037</b>	<b>¥1,034,841</b>	<b>¥1,352,733</b>	<b>¥1,110,266</b>	<b>¥—</b>	<b>¥7,745,149</b>
<b>As of March 31</b>	<b>2009</b>							
Fixed rate loans	¥1,148,846	¥1,794,731	¥1,378,992	¥ 901,512	¥1,293,547	¥ 914,704	¥—	¥7,432,335
Variable rate loans	110,632	129,296	69,769	79,956	81,490	142,463	—	613,607
<b>Total loans</b>	<b>¥1,259,478</b>	<b>¥1,924,028</b>	<b>¥1,448,762</b>	<b>¥ 981,468</b>	<b>¥1,375,037</b>	<b>¥1,057,168</b>	<b>¥—</b>	<b>¥8,045,943</b>

## 66. Loans to Domestic Companies by Company Size (General Account)

Number of Borrowers, Millions of Yen, %

<b>As of March 31</b>		<b>2011</b>		<b>2010</b>		<b>2009</b>	
Large companies	Number of borrowers	951	43.0%	968	42.5%	991	
	Amount of loans	¥5,084,527	89.1	¥5,036,137	87.3	¥5,074,476	
Medium-sized companies	Number of borrowers	352	15.9	365	16.0	376	
	Amount of loans	¥ 114,567	2.0	¥ 171,804	3.0	¥ 179,357	
Small companies	Number of borrowers	908	41.1	943	41.4	1,034	
	Amount of loans	¥ 505,551	8.9	¥ 563,235	9.8	¥ 710,213	
<b>Total loans to domestic companies</b>	<b>Number of borrowers</b>	<b>2,211</b>	<b>100.0</b>	<b>2,276</b>	<b>100.0</b>	<b>2,401</b>	
	<b>Total amount of loans</b>	<b>¥5,704,646</b>	<b>100.0%</b>	<b>¥5,771,177</b>	<b>100.0%</b>	<b>¥5,964,047</b>	

Notes: 1. Classifications are defined as follows.

2. Number of borrowers is the number of borrowers identified by name and is not the number of loans.

Company size	Industry Type			
	1. All industries (excluding 2-4)		2. Retail and restaurants	
Large companies	More than 300 employees and	Paid-in capital ¥1 billion or more	More than 50 employees and	Paid-in capital ¥1 billion or more
Medium-sized companies	More than 300 employees and	Paid-in capital between ¥0.3 billion and ¥1 billion	More than 50 employees and	Paid-in capital between ¥0.05 billion and ¥1 billion
Small companies	Paid-in capital under ¥0.3 billion or 300 employees or less		Paid-in capital under ¥0.05 billion or 50 employees or less	
	3. Services		4. Wholesale	
Large companies	More than 100 employees and	Paid-in capital ¥1 billion or more	More than 100 employees and	Paid-in capital ¥1 billion or more
Medium-sized companies	More than 100 employees and	Paid-in capital between ¥0.05 billion and ¥1 billion	More than 100 employees and	Paid-in capital between ¥0.1 billion and ¥1 billion
Small companies	Paid-in capital under ¥0.05 billion or 100 employees or less		Paid-in capital under ¥0.1 billion or 100 employees or less	

## 67. Breakdown of Industrial and Consumer Loans by Industry (General Account)

	Millions of Yen, %					
As of March 31	2011		2010		2009	
<b>Domestic</b>						
Manufacturing	¥1,604,335	20.6%	¥1,604,043	20.7%	¥1,506,892	
Food	110,617	1.4	119,912	1.5	74,440	
Textiles and apparel	54,349	0.7	54,425	0.7	56,710	
Wood, wood products	2,142	0.0	3,082	0.0	3,153	
Pulp and paper	83,570	1.1	81,342	1.1	94,428	
Printing	24,562	0.3	13,472	0.2	14,959	
Chemicals	280,317	3.6	272,511	3.5	216,553	
Oil and coal products	85,851	1.1	80,139	1.0	76,232	
Ceramics, soil and stone	28,207	0.4	34,714	0.4	35,805	
Iron and steel	234,526	3.0	247,419	3.2	226,832	
Nonferrous metals	38,903	0.5	40,732	0.5	42,107	
Metal products	14,633	0.2	15,472	0.2	19,816	
General purpose, production, and industrial machinery	122,656	1.6	127,003	1.6	85,848	
Electric appliances	223,443	2.9	226,041	2.9	216,647	
Transportation equipment	248,467	3.2	235,848	3.0	240,044	
Precision instruments	—	—	—	—	47,784	
Other manufacturing products	52,084	0.7	51,924	0.7	55,524	
Agriculture and forestry	4	0.0	5	0.0	6	
Fishery	1,000	0.0	1,000	0.0	1,000	
Mining, quarrying and gravel mining	10,014	0.1	19,888	0.3	19,249	
Construction	42,489	0.5	41,140	0.5	41,098	
Electric power, gas, heat supply and waterworks	866,318	11.1	844,949	10.9	917,060	
Information and communication	153,241	2.0	116,469	1.5	159,449	
Logistics and postal services	713,014	9.2	728,673	9.4	633,836	
Wholesale trade	887,047	11.4	871,581	11.3	850,619	
Retail trade	60,575	0.8	70,054	0.9	73,908	
Financing and insurance	820,697	10.6	848,050	10.9	921,073	
Real estate	346,814	4.5	348,731	4.5	348,381	
Rental and leasing services	323,234	4.2	369,912	4.8	—	
Professional, scientific, and technical services	11,443	0.1	11,632	0.2	—	
Lodging	7,513	0.1	8,091	0.1	—	
Restaurants	5,624	0.1	7,113	0.1	—	
Lifestyle and leisure	11,102	0.1	12,177	0.2	—	
Education and training	3,663	0.0	4,020	0.1	—	
Medical and welfare	3,105	0.0	3,882	0.1	—	
Other services	5,410	0.1	7,078	0.1	—	
Services of various kinds	—	—	—	—	690,922	
Local organizations and public entities	181,896	2.3	94,614	1.2	104,755	
Individuals (residential/consumption/local taxes/other)	1,406,755	18.1	1,376,590	17.8	1,362,885	
<b>Subtotal</b>	<b>7,465,304</b>	<b>96.0</b>	<b>7,389,703</b>	<b>95.4</b>	<b>7,631,140</b>	
<b>Overseas</b>						
Governments and public entities	112,535	1.4	137,855	1.8	189,490	
Financial institutions	53,000	0.7	53,000	0.7	53,000	
Commerce and industry	146,754	1.9	164,590	2.1	172,311	
<b>Subtotal</b>	<b>312,290</b>	<b>4.0</b>	<b>355,446</b>	<b>4.6</b>	<b>414,802</b>	
<b>Total loans</b>	<b>¥7,777,595</b>	<b>100.0%</b>	<b>¥7,745,149</b>	<b>100.0%</b>	<b>¥8,045,943</b>	



## 68. Breakdown of Industrial and Consumer Loans by Use (General Account)

As of March 31	2011		2010		2009
	Millions of Yen	%	Millions of Yen	%	Millions of Yen
Capital investments	¥2,615,001	33.6%	¥2,586,186	33.4%	¥2,764,438
Operations	5,162,593	66.4	5,158,963	66.6	5,281,504
<b>Total loans</b>	<b>¥7,777,595</b>	<b>100.0%</b>	<b>¥7,745,149</b>	<b>100.0%</b>	<b>¥8,045,943</b>

## 69. Breakdown of Loans by Region (General Account)

As of March 31	2011		2010		2009
	Millions of Yen	%	Millions of Yen	%	Millions of Yen
Hokkaido	¥ 33,699	0.6%	¥ 38,962	0.7%	¥ 38,196
Tohoku	94,409	1.7	89,863	1.6	99,241
Kanto	3,875,535	67.9	3,938,282	68.2	4,118,648
Chubu	443,536	7.8	475,331	8.2	479,195
Kinki	872,971	15.3	851,342	14.8	840,468
Chugoku	128,010	2.2	122,492	2.1	134,909
Shikoku	114,372	2.0	114,323	2.0	104,874
Kyushu	142,110	2.5	140,580	2.4	148,513
<b>Total</b>	<b>¥5,704,646</b>	<b>100.0%</b>	<b>¥5,771,177</b>	<b>100.0%</b>	<b>¥5,964,047</b>

Notes: 1. Excludes personal loans, loans to non-residents and policy loans.

2. Regional classifications are based on the location of the headquarters of borrowers.

## 70. Breakdown of Loans by Collateral (General Account)

As of March 31	2011		2010		2009
	Millions of Yen	%	Millions of Yen	%	Millions of Yen
<b>Secured loans</b>	<b>¥ 64,296</b>	<b>0.8%</b>	<b>¥ 73,711</b>	<b>1.0%</b>	<b>¥ 88,614</b>
Loans secured by securities	14,469	0.2	17,337	0.2	22,274
Loans secured by real estate, movables and foundations	42,320	0.5	48,612	0.6	57,319
Loans secured by personal guarantees	7,506	0.1	7,762	0.1	9,019
<b>Guarantee loans</b>	<b>273,858</b>	<b>3.5</b>	<b>299,373</b>	<b>3.9</b>	<b>342,408</b>
<b>Fiduciary loans</b>	<b>6,033,886</b>	<b>77.6</b>	<b>5,997,111</b>	<b>77.4</b>	<b>6,254,029</b>
<b>Other loans</b>	<b>1,405,553</b>	<b>18.1</b>	<b>1,374,952</b>	<b>17.8</b>	<b>1,360,890</b>
<b>Ordinary loans</b>	<b>¥7,777,595</b>	<b>100.0%</b>	<b>¥7,745,149</b>	<b>100.0%</b>	<b>¥8,045,943</b>
Subordinated loans	¥ 385,000	5.0%	¥ 355,000	4.6%	¥ 348,000

## 71. Tangible Fixed Assets (General Account)

							Millions of Yen, %	
	Ending balance of prior period	Increase in current period	Decrease in current period	Depreciation in current period	Ending balance of current period	Accumulated depreciation	Accumulated depreciation percentage	
<b>Fiscal year ended March 31</b>				<b>2011</b>				
Land	¥1,208,797	¥ 1,468	¥ 7,766 [4,443]	¥ —	¥1,202,499	¥ —	—%	
Buildings	534,557	35,971	8,232 [7,097]	38,879	523,417	1,059,221	66.9	
Lease assets	2,917	3,898	16	2,146	4,652	2,475	34.7	
Construction in progress	26,238	40,038	43,262	—	23,014	—	—	
Other tangible fixed assets	16,404	2,467	359	4,853	13,659	63,883	82.4	
<b>Total</b>	<b>¥1,788,915</b>	<b>¥ 83,844</b>	<b>¥59,638</b> <b>[11,541]</b>	<b>¥45,879</b>	<b>¥1,767,242</b>	<b>¥1,125,580</b>	<b>—%</b>	
Of which assets are being leased	¥1,132,973	¥ 24,860	¥17,428 [6,669]	¥25,593	¥1,114,812	¥ 700,863	—%	
<b>Fiscal year ended March 31</b>				<b>2010</b>				
Land	¥1,083,993	¥133,570	¥ 8,766 [5,128]	¥ —	¥1,208,797	¥ —	—%	
Buildings	545,803	30,345	2,770 [1,522]	38,820	534,557	1,020,794	65.6	
Lease assets	160	3,008	—	251	2,917	325	10.0	
Construction in progress	21,484	33,016	28,262	—	26,238	—	—	
Other tangible fixed assets	20,656	3,241	923	6,569	16,404	65,382	79.9	
<b>Total</b>	<b>¥1,672,097</b>	<b>¥203,183</b>	<b>¥40,723</b> <b>[6,650]</b>	<b>¥45,641</b>	<b>¥1,788,915</b>	<b>¥1,086,502</b>	<b>—%</b>	
Of which assets are being leased	¥1,027,865	¥161,563	¥30,268 [6,602]	¥26,186	¥1,132,973	¥ 677,200	—%	
<b>Fiscal year ended March 31</b>				<b>2009</b>				
Land	¥1,080,571	¥ 11,925	¥ 8,503 [3,937]	¥ —	¥1,083,993	¥ —	—%	
Buildings	560,924	25,909	1,713 [1,616]	39,317	545,803	991,509	64.5	
Lease assets	—	190	—	29	160	73	31.4	
Construction in progress	12,420	39,181	30,117	—	21,484	—	—	
Other tangible fixed assets	21,376	7,125	213	7,632	20,656	71,560	77.6	
<b>Total</b>	<b>¥1,675,293</b>	<b>¥ 84,332</b>	<b>¥40,548</b> <b>[5,553]</b>	<b>¥46,980</b>	<b>¥1,672,097</b>	<b>¥1,063,143</b>	<b>—%</b>	

Notes: 1. Figures in brackets under the decrease in current period column indicate the amount of decrease due to impairment loss.

2. The accumulated depreciation percentage shows the accumulated depreciation versus acquisition cost.

3. Investment and rental properties shown in "Increase in current period" and "Decrease in current period" include those occurring due to changes in application.

## 72. Appraisal Value of Real Estate (General Account)

		Billions of Yen		
<b>As of March 31</b>		<b>2011</b>	<b>2010</b>	<b>2009</b>
<b>Land and land lease rights</b>				
	Balance sheet amount	¥1,284.2	¥1,292.2	¥1,167.4
	Market value (appraisal value)	1,246.8	1,301.0	1,348.1
	<b>Net unrealized gains/losses</b>	<b>(37.3)</b>	<b>8.8</b>	<b>180.7</b>
	Gain	165.9	199.5	318.1
	Loss	(203.3)	(190.7)	(137.4)
	<b>Revaluation differences</b>	<b>81.9</b>	<b>82.9</b>	<b>85.0</b>
		1+2	¥ 44.5	¥ 91.7
			¥ 265.7	

Notes: 1. Appraisal value is based on the value of land disclosed to the public.

2. In accordance with the Act on Revaluation of Land, business use land was revalued and net valuation gains/losses were recorded on the balance sheets.

3. For revaluation differences 2, the difference between the amount revalued and the historical cost, net of tax has been credited to revaluation reserve for land in net assets, resulting in deferred tax liabilities for land revaluation being included in liabilities.

### 73. Amount of Real Estate and Numbers Held (General Account)

Millions of Yen, Number of Buildings			
As of March 31	2011	2010	2009
<b>Amount of real estate</b>	<b>¥1,748,930</b>	<b>¥1,769,593</b>	<b>¥1,651,281</b>
For business operations	643,192	646,389	631,763
For lease	1,105,738	1,123,204	1,019,517
<b>Number of buildings held for leasing</b>	<b>389</b>	<b>395</b>	<b>398</b>

Note: Amount of real estate is recorded as the total of land, buildings and construction in progress.

### 74. Gain and Loss on the Disposal of Fixed Assets (General Account)

Millions of Yen						
Fiscal years ended March 31	2011		2010		2009	
	Gain	Loss	Gain	Loss	Gain	Loss
Tangible fixed assets	¥1,572	¥5,863	¥1,324	¥3,159	¥1,083	¥3,215
Land	546	677	752	530	971	461
Buildings	1,025	4,764	571	2,301	111	2,550
Lease assets	—	16	—	—	—	—
Other assets	0	404	0	326	0	203
Intangible fixed assets	4	22	—	1,400	—	130
Others	10	591	—	497	—	396
<b>Total</b>	<b>¥1,588</b>	<b>¥6,476</b>	<b>¥1,324</b>	<b>¥5,057</b>	<b>¥1,083</b>	<b>¥3,742</b>
Of which assets are being leased	¥1,530	¥4,296	¥1,317	¥2,960	¥ —	¥ —

### 75. Depreciation on Tangible Fixed Assets, Intangible Fixed Assets and Other Assets Held for Leasing (General Account)

Millions of Yen, %					
Fiscal year ended March 31	Acquisition cost	Depreciation in current period	Accumulated depreciation	Balance at end of current period	Accumulated depreciation percentage
<b>2011</b>					
Tangible fixed assets	¥1,049,163	¥25,827	¥700,714	¥348,449	66.8%
Buildings	1,039,740	25,585	691,974	347,765	66.6
Lease assets	9	0	0	8	9.5
Others	9,413	241	8,738	675	92.8
Intangible fixed assets	—	—	—	—	—
Other assets	4,835	217	2,897	1,937	59.9
<b>Total</b>	<b>¥1,053,999</b>	<b>¥26,045</b>	<b>¥703,612</b>	<b>¥350,386</b>	<b>66.8%</b>
<b>2010</b>					
Tangible fixed assets	¥1,043,339	¥26,405	¥679,626	¥363,712	65.1%
Buildings	1,034,059	26,184	671,086	362,972	64.9
Lease assets	—	—	—	—	—
Others	9,280	220	8,540	740	92.0
Intangible fixed assets	—	—	—	—	—
Other assets	—	—	—	—	—
<b>Total</b>	<b>¥1,043,339</b>	<b>¥26,405</b>	<b>¥679,626</b>	<b>¥363,712</b>	<b>65.1%</b>
<b>2009</b>					
Tangible fixed assets	¥1,037,022	¥27,160	¥663,135	¥373,887	63.9%
Buildings	1,027,846	26,968	654,732	373,114	63.7
Lease assets	—	—	—	—	—
Others	9,175	191	8,403	772	91.6
Intangible fixed assets	—	—	—	—	—
Other assets	—	—	—	—	—
<b>Total</b>	<b>¥1,037,022</b>	<b>¥27,160</b>	<b>¥663,135</b>	<b>¥373,887</b>	<b>63.9%</b>

## 76. Status of Overseas Loans and Investments (General Account)

### 1. Breakdown by asset composition

		2011		2010		2009	
As of March 31							
Millions of Yen, %							
<b>Foreign currency denominated assets</b>							
Foreign bonds	¥ 6,710,389	63.0%	¥5,876,257	61.0%	¥5,025,301		
Foreign stocks	240,265	2.3	325,295	3.4	280,969		
Cash and cash equivalents	1,504,264	14.1	1,341,279	13.9	862,152		
<b>Subtotal</b>	<b>8,454,919</b>	<b>79.4</b>	<b>7,542,832</b>	<b>78.3</b>	<b>6,168,422</b>		
<b>Foreign currency denominated assets with fixed yen value</b>							
Foreign bonds	—	—	—	—	—		
Cash and cash equivalents	157,036	1.5	193,112	2.0	189,128		
<b>Subtotal</b>	<b>157,036</b>	<b>1.5</b>	<b>193,112</b>	<b>2.0</b>	<b>189,128</b>		
<b>Japanese yen-denominated assets</b>							
Loans to non-residents	195,247	1.8	218,524	2.3	272,050		
Foreign bonds and other assets	1,843,189	17.3	1,679,067	17.4	1,411,006		
<b>Subtotal</b>	<b>2,038,437</b>	<b>19.1</b>	<b>1,897,592</b>	<b>19.7</b>	<b>1,683,056</b>		
<b>Net overseas loans and investment</b>	<b>¥10,650,393</b>	<b>100.0%</b>	<b>¥9,633,537</b>	<b>100.0%</b>	<b>¥8,040,606</b>		
Overseas real estate	¥ 222,137	2.1%	¥ 242,110	2.5%	¥ 247,973		

Note: Foreign currency denominated assets with fixed yen value are recorded under assets on the balance sheets at the fixed yen value that was determined at settlement with foreign exchange forward contracts.

### 2. Overseas loans and investments by geographic area

		Millions of Yen, %							
		Foreign securities							
				Bonds		Stocks and other securities		Loans to non-residents	
		Value	Percent	Value	Percent	Value	Percent	Value	Percent
<b>As of March 31</b>		<b>2011</b>							
North America	¥ 4,263,639	42.2%	¥4,036,656	52.2%	¥ 226,983	9.6%	¥127,042	40.7%	
Europe	3,124,302	30.9	2,845,402	36.8	278,899	11.8	99,400	31.8	
Oceania	533,741	5.3	533,741	6.9	—	—	—	—	
Asia	94,888	0.9	72,240	0.9	22,647	1.0	699	0.2	
Central and South America	2,042,217	20.2	198,916	2.6	1,843,301	77.7	18,204	5.8	
Middle East	—	—	—	—	—	—	87	0.0	
Africa	—	—	—	—	—	—	7,565	2.4	
International organizations	50,627	0.5	50,627	0.7	—	—	59,291	19.0	
<b>Total</b>	<b>¥10,109,417</b>	<b>100.0%</b>	<b>¥7,737,585</b>	<b>100.0%</b>	<b>¥2,371,831</b>	<b>100.0%</b>	<b>¥312,290</b>	<b>100.0%</b>	
<b>As of March 31</b>		<b>2010</b>							
North America	¥3,500,779	38.7%	¥3,263,092	48.5%	¥ 237,687	10.2%	¥146,921	41.3%	
Europe	2,928,248	32.4	2,649,206	39.4	279,041	12.0	118,415	33.3	
Oceania	499,066	5.5	499,066	7.4	—	—	—	—	
Asia	67,768	0.7	47,412	0.7	20,356	0.9	2,295	0.6	
Central and South America	1,976,380	21.8	189,631	2.8	1,786,748	76.9	22,719	6.4	
Middle East	—	—	—	—	—	—	168	0.0	
Africa	—	—	—	—	—	—	1,765	0.5	
International organizations	78,196	0.9	78,196	1.2	—	—	63,160	17.8	
<b>Total</b>	<b>¥9,050,439</b>	<b>100.0%</b>	<b>¥6,726,605</b>	<b>100.0%</b>	<b>¥2,323,833</b>	<b>100.0%</b>	<b>¥355,446</b>	<b>100.0%</b>	
<b>As of March 31</b>		<b>2009</b>							
North America	¥3,227,849	43.9%	¥3,016,972	53.2%	¥ 210,877	12.6%	¥159,103	38.4%	
Europe	2,487,266	33.8	2,327,055	41.0	160,210	9.6	153,552	37.0	
Oceania	85,275	1.2	80,610	1.4	4,665	0.3	—	—	
Asia	38,539	0.5	29,069	0.5	9,469	0.6	14,112	3.4	
Central and South America	1,461,828	19.9	171,477	3.0	1,290,350	77.0	24,453	5.9	
Middle East	—	—	—	—	—	—	250	0.1	
International organizations	47,562	0.6	47,562	0.8	—	—	63,329	15.3	
<b>Total</b>	<b>¥7,348,321</b>	<b>100.0%</b>	<b>¥5,672,747</b>	<b>100.0%</b>	<b>¥1,675,574</b>	<b>100.0%</b>	<b>¥414,802</b>	<b>100.0%</b>	

Note: Applies only to foreign securities and loans to non-residents among overseas investments.

## 76. Status of Overseas Loans and Investments (General Account), continued

### 3. Composition of foreign currency denominated assets by currency

As of March 31	2011		2010		2009
	Millions of Yen	%	Millions of Yen	%	Millions of Yen
U.S. Dollar	¥4,979,491	58.9%	¥4,168,109	55.3%	¥3,685,556
Euro	1,419,320	16.8	1,940,742	25.7	1,836,546
British pound	1,106,365	13.1	541,059	7.2	432,680
Australian dollar	784,170	9.3	661,517	8.8	44,081
Poland Zloty	128,143	1.5	124,024	1.6	246
Thai Baht	10,655	0.1	10,246	0.1	7,114
Others	26,771	0.3	97,131	1.3	162,196
<b>Net foreign currency denominated assets</b>	<b>¥8,454,919</b>	<b>100.0%</b>	<b>¥7,542,832</b>	<b>100.0%</b>	<b>¥6,168,422</b>

Note: The six currencies are broken down and shown by rank in terms of their outstanding balance as of March 31, 2011.

## 77. Yields on Overseas Loans and Investments (General Account)

Fiscal years ended March 31	2011	2010	2009
Yields on overseas loans and investments	2.43%	2.14%	(0.47)%

Notes: 1. Yields are calculated by dividing investment income less investment expenses by the daily average balance based on book value.  
2. Overseas loans and investments are the total of assets denominated in foreign currencies and Japanese yen.

## 78. Summary of New Public-Sector Investment Underwriting and Loans (General Account)

Fiscal years ended March 31		2011		2010		2009
		Millions of Yen	%	Millions of Yen	%	Millions of Yen
<b>Public bonds</b>	National government bonds	¥ 70,107	30.8%	¥ 7,223	18.3%	¥70,538
	Local government bonds	—	—	—	—	—
	<b>Subtotal</b>	<b>70,107</b>	<b>30.8</b>	<b>7,223</b>	<b>18.3</b>	<b>70,538</b>
<b>Loans</b>	Public corporations and agencies	56,047	24.6	23,455	59.6	9,489
	Other public entities	101,454	44.6	8,700	22.1	170
	<b>Subtotal</b>	<b>157,501</b>	<b>69.2</b>	<b>32,155</b>	<b>81.7</b>	<b>9,660</b>
<b>Total</b>	<b>¥227,609</b>	<b>100.0%</b>	<b>¥39,378</b>	<b>100.0%</b>	<b>¥80,198</b>	

## 79. Breakdown of Other Assets (General Account)

Fiscal year ended March 31	Millions of Yen				
	Acquisition cost	Increase in current period	Decrease in current period	Accumulated depreciation	Balance at end of current period
<b>Fiscal year ended March 31</b>	<b>2011</b>				
Deferred assets	¥ 8,311	¥1,812	¥ 459	¥5,370	¥ 4,294
Others	20,193	1,928	1,813	3,070	17,237
<b>Total</b>	<b>¥28,504</b>	<b>¥3,740</b>	<b>¥2,273</b>	<b>¥8,440</b>	<b>¥21,531</b>
<b>Fiscal year ended March 31</b>	<b>2010</b>				
Deferred assets	¥ 8,040	¥ 502	¥ 61	¥4,699	¥ 3,781
Others	20,735	1,077	1,619	2,945	17,248
<b>Total</b>	<b>¥28,776</b>	<b>¥1,579</b>	<b>¥1,680</b>	<b>¥7,644</b>	<b>¥21,030</b>
<b>Fiscal year ended March 31</b>	<b>2009</b>				
Deferred assets	¥ 7,753	¥ 357	¥ 35	¥4,027	¥ 4,048
Others	20,449	1,343	1,057	3,114	17,620
<b>Total</b>	<b>¥28,203</b>	<b>¥1,700</b>	<b>¥1,093</b>	<b>¥7,141</b>	<b>¥21,669</b>

## 80. Loan Interest Rates

										Dates, %																	
										Type of loan																	
Prime rate (extra long-term 10-year prime rate loans)	Prime rate (long-term prime rate loans)	Housing loans								Consumer loans																	
		Fixed interest rate		Variable interest rate optional with fixed interest rate		Variable interest rate (long-term loans)		Variable interest rate (short-term loans)		Fixed interest rate	Variable interest rate (long-term loans)	Variable interest rate (short-term loans)															
<b>Fiscal year ending March 31</b>										<b>2012</b>																	
4/8	1.80	4/8	1.70					4/15	1.70			4/15	2.00														
<b>Fiscal year ended March 31</b>										<b>2011</b>																	
4/9	1.80	4/9	1.65					4/16	1.65			4/16	1.95														
5/11	1.70	5/11	1.60					5/18	1.60			5/18	1.90														
6/10	1.55	6/10	1.45	5/18		4.00-4.47		5/18				5/18		1.90													
				6/17		3.95-4.42		6/17		3.05-4.08		6/17		3.95-4.08		6/17		1.75									
				7/16		3.88-4.35		7/16		3.05-4.01		7/16		3.88-4.01													
8/10	1.50	8/10	1.40	8/17		3.83-4.30		8/17		3.00-3.96		8/17		3.83-3.96		8/17		1.70									
9/10	1.55	9/10	1.45	9/17		3.80-4.25		9/17		2.97-3.93		9/17		3.80-3.93		9/17		1.75									
10/8	1.40	10/8	1.30	10/18		3.85-4.33		10/18		3.02-4.01		10/18		3.85-4.01		10/18		1.60									
11/10	1.50	11/10	1.40	11/17		3.82-4.30		11/17		2.99-3.98		11/17		3.82-3.98		11/17		1.70									
12/10	1.70	12/10	1.60	12/17		4.02-4.53		12/17		3.09-4.18		12/17		4.02-4.18		12/17		1.90									
1/12	1.60	1/12	1.50	1/19		4.07-4.58		1/19		3.09-4.23		1/19		4.07-4.23		1/19		1.80									
2/10	1.75	2/10	1.65	2/18		4.07-4.68		2/18		3.09-4.33		2/18		4.07-4.33		2/18		1.95									
3/10	1.70	3/10	1.60	3/17		4.12-4.73		3/17		3.14-4.38		3/17		4.12-4.38		3/17		1.90									
<b>Fiscal year ended March 31</b>										<b>2010</b>																	
4/10	2.60	4/10	2.30	4/17		3.70-4.54		4/17		3.10-4.08		4/17		3.70-4.08		4/17		2.60									
5/8	2.45	5/8	2.10	5/15		3.85-4.64		5/15		3.15-4.18		5/15		3.85-4.18		5/15		2.40									
								6/17		3.10-4.18																	
7/10	2.05	7/10	1.90	7/17		3.85-4.59		7/17		3.10-4.15		7/17		3.85-4.15		7/17		2.20									
8/11	2.15	8/11	1.95					8/18		1.95				8/18		2.25											
9/10	2.05	9/10	1.80	9/17		3.95-4.54		9/17		3.10-4.10		9/17		3.95-4.10		9/17		2.10									
10/9	1.90	10/9	1.70	10/19		4.00-4.49		10/19		1.70		10/19		4.00-4.10		10/19		2.00									
11/10	2.00	11/10	1.85	11/17		4.10-4.59		11/17		3.15-4.20		11/17		4.10-4.20		11/17		2.15									
12/10	1.80	12/10	1.65	12/17		4.00-4.49		12/17		3.10-4.10		12/17		4.00-4.10		12/17		1.95									
				1/18		3.98-4.49		1/18		3.08-4.10		1/18		3.98-4.10													
				2/18		4.00-4.52		2/18		3.10-4.13		2/18		4.00-4.13													
3/10	1.75	3/10	1.60					3/17		1.60				3/17		1.90											
<b>Fiscal year ended March 31</b>										<b>2009</b>																	
				4/17		3.52-4.46		4/17		3.10-4.00		4/17		3.52-4.00													
5/9	2.50	5/9	2.40	5/16		3.67-4.66		5/16		3.20-4.20		5/16		3.67-4.20		5/16		2.70									
6/10	2.55	6/10	2.45	6/17		3.85-4.81		6/17		3.45-4.35		6/17		3.85-4.35		6/17		2.75									
7/10	2.50	7/10	2.40	7/17		3.90-4.81		7/17		3.55-4.35		7/17		3.90-4.35		7/17		2.70									
8/8	2.35	8/8	2.25	8/15		3.80-4.76		8/15		3.45-4.30		8/15		3.80-4.30		8/15		2.55									
9/10	2.40	9/10	2.30	9/18		3.70-4.66		9/18		3.30-4.20		9/18		3.70-4.20		9/18		2.60									
10/10	2.45	10/10	2.35	10/20		3.75-4.71		10/20		3.35-4.25		10/20		3.75-4.25		10/20		2.65									
11/11	2.50	11/11	2.40	11/18		3.70-4.66		11/18		3.30-4.20		11/18		3.70-4.20		11/18		2.70									
				12/17		3.65-4.54		12/17		3.15-4.08								12/17		2.975							
1/9	2.35	1/9	2.25	1/19		3.55-4.54		1/19		3.10-4.08		1/19		2.475		1/19		3.55-4.08		1/19		2.55		1/19		2.775	
								2/18		3.05-4.08																	

Notes: 1. The prime rate (extra long-term 10-year prime rate loans) is shown as a standard rate for fixed interest rate loans with loan periods in excess of five years.

2. Fixed interest rates for housing loans and consumer loans are set at interest rates according to the lending period.

3. For housing loans, variable interest rates optional with fixed interest rates are set according to the fixed interest rate period of 2, 3, 5, 10 or 15 years.

4. Housing loan interest rates show interest rates at the time of initial lending.

5. Housing loan interest rates include group credit life insurance warranty fees.

6. Consumer loans show traditional mortgage-backed loans.

# SECURITIES INDICATORS (GENERAL ACCOUNT)

## 81. Market Value of Securities (General Account)

### 1. Net valuation gains/losses of trading securities

Millions of Yen

As of March 31	2011		2010		2009	
	Balance sheet amount	Net valuation gains/losses included in profits/losses	Balance sheet amount	Net valuation gains/losses included in profits/losses	Balance sheet amount	Net valuation gains/losses included in profits/losses
Trading securities	¥—	¥2,479	¥10,266	¥79,793	¥110,207	¥(44,531)

Notes: 1. Assets held in trust included in trading securities recorded on the balance sheets and net valuation gains/losses included in profit/loss of current period both include net gains/losses related to derivative transactions.  
2. Assets held in trust included in trading securities do not include cash, deposits and call loans.

### 2. Market value information of securities (with market value, other than trading securities)

Millions of Yen

As of March 31	2011					2010				
	Book value	Market value	Net gains/losses	Gains	Losses	Book value	Market value	Net gains/losses	Gains	Losses
Types of securities										
Policy-reserve-matching bonds	¥17,415,476	¥18,106,439	¥ 690,962	¥ 719,757	¥ (28,794)	¥16,835,535	¥17,370,576	¥ 535,041	¥ 565,694	¥ (30,653)
Held-to-maturity debt securities	16,511	16,648	137	176	(39)	19,522	19,864	341	341	—
Investments in subsidiaries and affiliates	7,711	34,062	26,351	26,351	—	62,165	86,172	24,006	24,006	—
Available-for-sale securities	15,947,266	17,144,379	1,197,112	1,827,671	(630,559)	14,969,667	16,811,804	1,842,136	2,207,938	(365,801)
Domestic bonds	1,447,102	1,481,593	34,490	38,044	(3,553)	1,662,706	1,697,638	34,932	35,508	(575)
Domestic stocks	4,718,455	5,905,992	1,187,537	1,539,836	(352,299)	4,767,514	6,439,520	1,672,005	1,903,019	(231,013)
Foreign securities	8,999,879	8,991,350	(8,529)	242,325	(250,854)	7,757,947	7,909,213	151,265	260,665	(109,399)
Foreign bonds	7,689,976	7,599,864	(90,111)	138,886	(228,997)	6,482,201	6,579,520	97,318	157,817	(60,498)
Foreign stocks and other securities	1,309,902	1,391,485	81,582	103,439	(21,856)	1,275,745	1,329,692	53,946	102,847	(48,900)
Other securities	324,701	307,857	(16,844)	6,973	(23,817)	314,171	298,340	(15,830)	8,415	(24,246)
Monetary receivables purchased	34,127	34,589	461	492	(30)	97,328	97,097	(230)	330	(561)
Negotiable certificates of deposit	423,000	422,995	(4)	0	(4)	370,000	369,994	(5)	0	(5)
<b>Total</b>	<b>¥33,386,965</b>	<b>¥35,301,529</b>	<b>¥1,914,563</b>	<b>¥2,573,956</b>	<b>¥(659,393)</b>	<b>¥31,886,890</b>	<b>¥34,288,417</b>	<b>¥2,401,526</b>	<b>¥2,797,981</b>	<b>¥(396,454)</b>
Domestic bonds	¥17,804,828	¥18,493,158	¥ 688,330	¥ 719,448	¥ (31,117)	¥17,370,556	¥17,931,725	¥ 561,168	¥ 585,604	¥ (24,436)
Domestic stocks	4,718,455	5,905,992	1,187,537	1,539,836	(352,299)	4,821,968	6,507,838	1,685,869	1,916,883	(231,013)
Foreign securities	9,095,298	9,115,769	20,471	271,362	(250,891)	7,857,734	8,017,744	160,009	271,914	(111,904)
Foreign bonds	7,777,684	7,690,221	(87,462)	141,572	(229,034)	6,574,277	6,670,197	95,920	158,923	(63,003)
Foreign stocks and other securities	1,317,613	1,425,547	107,933	129,790	(21,856)	1,283,456	1,347,546	64,089	112,990	(48,900)
Other securities	324,701	307,857	(16,844)	6,973	(23,817)	314,171	298,340	(15,830)	8,415	(24,246)
Monetary receivables purchased	1,020,683	1,055,755	35,072	36,335	(1,262)	1,152,460	1,162,774	10,314	15,163	(4,849)
Negotiable certificates of deposit	423,000	422,995	(4)	0	(4)	370,000	369,994	(5)	0	(5)

As of March 31	2009				
Types of securities	Book value	Market value	Net gains/losses	Gains	Losses
Policy-reserve-matching bonds	¥16,704,274	¥17,314,594	¥ 610,320	¥ 643,658	¥ (33,338)
Held-to-maturity debt securities	28,233	28,341	107	111	(3)
Investments in subsidiaries and affiliates	54,454	51,894	(2,560)	—	(2,560)
Available-for-sale securities	13,097,708	13,538,524	440,815	1,238,208	(797,393)
Domestic bonds	1,358,461	1,375,167	16,706	18,759	(2,053)
Domestic stocks	4,594,431	5,165,040	570,609	1,054,310	(483,701)
Foreign securities	6,407,224	6,302,810	(104,413)	164,970	(269,383)
Foreign bonds	5,527,459	5,568,776	41,316	158,333	(117,017)
Foreign stocks and other securities	879,764	734,034	(145,729)	6,636	(152,366)
Other securities	318,239	276,233	(42,006)	136	(42,143)
Monetary receivables purchased	75,351	75,268	(83)	25	(108)
Negotiable certificates of deposit	344,000	344,003	3	6	(2)
<b>Total</b>	<b>¥29,884,671</b>	<b>¥30,933,354</b>	<b>¥1,048,682</b>	<b>¥1,881,979</b>	<b>¥(833,296)</b>
Domestic bonds	¥16,901,879	¥17,516,943	¥ 615,063	¥ 635,448	¥ (20,384)
Domestic stocks	4,648,885	5,216,934	568,048	1,054,310	(486,261)
Foreign securities	6,511,195	6,395,965	(115,229)	165,783	(281,012)
Foreign bonds	5,631,430	5,661,930	30,500	159,146	(128,646)
Foreign stocks and other securities	879,764	734,034	(145,729)	6,636	(152,366)
Other securities	318,239	276,233	(42,006)	136	(42,143)
Monetary receivables purchased	1,160,471	1,183,273	22,802	26,294	(3,491)
Negotiable certificates of deposit	344,000	344,003	3	6	(2)

Note: The above table includes securities that are deemed appropriate as securities under the Financial Instruments and Exchange Act in Japan.

## 81. Market Value of Securities (General Account), continued

### 2. Market value information of securities (with market value, other than trading securities), continued

Book value of securities without market value

		Millions of Yen		
As of March 31		2011	2010	2009
Policy-reserve-matching bonds		¥ —	¥ —	¥ —
Held-to-maturity debt securities		—	—	—
Unlisted foreign bonds		—	—	—
Others		—	—	—
Investments in subsidiaries and affiliates		184,081	180,835	181,355
Available-for-sale securities		1,180,194	1,244,653	1,104,965
Unlisted domestic stocks (excluding over-the-counter stocks)		267,089	318,507	272,742
Unlisted foreign stocks (excluding over-the-counter stocks)		697,511	707,363	662,385
Unlisted foreign bonds		53,912	53,912	—
Others		161,681	164,870	169,837
<b>Total</b>		<b>¥1,364,275</b>	<b>¥1,425,489</b>	<b>¥1,286,321</b>

Note: Of securities without market value, net losses on foreign exchange valuation of assets denominated in foreign currencies were as follows:  
(As of March 31, 2011: ¥50,943 million; March 31, 2010: ¥31,061 million; and March 31, 2009: ¥30,353 million.)

## 82. Market Value of Assets Held in Trust (General Account)

		Millions of Yen		
As of March 31		2011	2010	2009
<b>Assets held in trust</b>	Balance sheet amount	¥—	¥10,670	¥114,637
	Market value	—	10,670	114,637
	Net unrealized gains/losses	—	—	—
	Gains	—	—	—
	Losses	—	—	—

Notes: 1. Market value calculations are based on prices rationally calculated by the trustees of assets held in trust.  
2. Balance sheet amount includes net gains/losses on derivative transactions.

### Assets held in trust for investment

		Millions of Yen			
As of March 31	2011		2010		2009
	Balance sheet amount	Net valuation gains/losses included in profits/losses	Balance sheet amount	Net valuation gains/losses included in profits/losses	Balance sheet amount
Assets held in trust for investment	¥—	¥2,479	¥10,670	¥79,793	¥114,637
					¥(44,531)

Note: Balance sheet amount and net valuation gains/losses include net gains/losses on derivative transactions.

### Assets held in trust classified as policy-reserve-matching, held-to-maturity, and others

No ending balance during the fiscal years ended March 31, 2009 to 2011.



## 83. Qualitative Information on Derivative Transactions (General Account: Excludes Proprietary Trading Securities)

### 1. Transaction details

The following are derivative transactions that the Company uses:

Interest-related:	Interest futures, interest swaps, swaptions
Currency-related:	Exchange contracts, currency options, currency swaps
Stock-related:	stock price index futures, stock price index options, stock options
Bond-related:	Bond futures, bond futures options, bond sales with attached options

### 2. Policy

Given its goal of achieving efficient asset investment, the Company mainly uses derivatives for the purpose of controlling investment risks.

### 3. Purpose

The Company mainly uses derivatives to hedge market risk exposures related to investment assets in order to ensure stable profit from assets entrusted to the Company by its policyholders.

### 4. Risk details

The derivative transactions the Company conducts involve market risks (fluctuations in interest rates, stock prices, currency exchange rates, etc.) and credit risks (transaction partner's inability to fulfill obligations due to bankruptcy, etc.). The Company recognizes market risks as limited given that derivative transactions are mainly for the purpose of controlling investment risks. In terms of credit risks, the Company's transactions are through domestic and foreign financial instrument exchanges or with transaction counterparties with a high credit rating; thus, the risk of unfulfilled obligations remains low.

### 5. Risk management system

The Company established a system that maintains the necessary transaction limits for derivative transactions based on the purpose and type of transaction. In addition, this system incorporates front office controls, whereby the back office confirms transaction details through reconciliation with external vouchers. Furthermore, the system is designed such that the state of market risks is monitored and analyzed quantitatively; information on the amount of risk, as well as on position and the status of profits and loss, is reported periodically to the Investment Risk Management Committee.

### 6. Supplementary explanation regarding quantitative information

#### (1) Supplementary explanation regarding notional amount (amount of contract)

The notional amounts for swap transactions and contract amounts of options transactions are nominal values related to interest conversions, etc., and are not meant to indicate a level of risk amount.

The credit risk of derivative transactions refers to latent costs required to restore market position in the event a transaction partner defaults. The Company calculates this risk using the current exposure method.

#### (2) Supplementary explanation regarding market price calculations

##### Futures and other market transactions:

Liquidation value or closing market price at year-end

##### Exchange contract and currency options:

Theoretical values based on Telegraphic Transfer Middle rate (TTM) and discount rates obtained from brokers

##### Interest swap transactions, currency swaps:

Theoretical present value calculated by discounting future cash flows based on published market interest rates

#### (3) Supplementary explanation regarding transaction gain and loss

The Company mainly utilizes derivative transactions as a complementary measure in controlling market risks inherent in spot investments.

For example, foreign exchange forward contract and currency option transactions are used mainly to hedge fluctuations in foreign currency exchange rates; it is thus necessary to measure profits combined with foreign bonds, stocks and other foreign currency spot assets.

### 7. Hedge accounting methods

Hedge accounting methodologies include fair value hedge accounting, deferred hedge accounting, exceptional accounting treatment ("*Tokurei-shori*") for interest rate swaps, and designated hedge accounting ("*Furiate-shori*") for foreign exchange contracts and currency swaps. Effectiveness of hedging activities is mainly evaluated by ratio analysis to compare market value movements on the hedging instruments and the hedged items in accordance with the Company's internal risk management policies.

## 84. Credit Risk Amounts (General Account)

As of March 31	2011		2010		2009	
	Notional principal (contract amount)	Credit risk estimate	Notional principal (contract amount)	Credit risk estimate	Notional principal (contract amount)	Credit risk estimate
Interest-rate swaps	¥ —	¥ —	¥ —	¥ —	¥ —	¥ —
Currency swaps	155,987	22,537	14,694	1,184	1,610	130
Foreign exchange forward contracts	6,609,500	84,401	6,337,679	94,140	4,894,076	55,731
Interest options (purchase)	—	—	—	—	—	—
Currency options (purchase)	124,725	1,247	311,000	3,110	392,580	9,314
Other derivative financial instruments	183	17	91	10	—	—
<b>Total</b>	<b>¥6,890,396</b>	<b>¥108,203</b>	<b>¥6,663,466</b>	<b>¥98,445</b>	<b>¥5,288,266</b>	<b>¥65,176</b>

Note: Excludes currency-related derivatives corresponding to debts and credits denominated in foreign currencies.

## 85. Market Value of Derivative Transactions, Combined Total with and without Hedge Accounting Applied (General Account)

### 1. Proprietary trading securities account

Bonds related

No ending balance during the fiscal years ended March 31, 2009 to 2011.

### 2. General account (excluding proprietary trading securities)

#### (1) Breakdown of gains/losses (with and without hedge accounting applied)

						Millions of Yen
	Interest	Currencies	Stocks	Bonds	Others	Total
<b>As of March 31</b>						<b>2011</b>
Hedge accounting applied	¥—	¥ (81,201)	¥ —	¥—	¥—	¥ (81,201)
Hedge accounting not applied	—	932	(18)	—	—	914
<b>Total</b>	<b>¥—</b>	<b>¥ (80,269)</b>	<b>¥(18)</b>	<b>¥—</b>	<b>¥—</b>	<b>¥ (80,287)</b>
<b>As of March 31</b>						<b>2010</b>
Hedge accounting applied	¥—	¥(101,313)	¥ —	¥—	¥—	¥(101,313)
Hedge accounting not applied	—	(10,188)	1	—	—	(10,186)
<b>Total</b>	<b>¥—</b>	<b>¥(111,501)</b>	<b>¥ 1</b>	<b>¥—</b>	<b>¥—</b>	<b>¥(111,500)</b>
<b>As of March 31</b>						<b>2009</b>
Hedge accounting applied	¥—	¥ (35,146)	¥ —	¥—	¥—	¥ (35,146)
Hedge accounting not applied	—	(82,903)	—	—	—	(82,903)
<b>Total</b>	<b>¥—</b>	<b>¥(118,049)</b>	<b>¥ —</b>	<b>¥—</b>	<b>¥—</b>	<b>¥(118,049)</b>

Note: Net gains/losses from applying the fair value hedge included in gain and loss on hedge accounting applied, and net gains/losses included in hedge accounting applied other than deferred gain to be amortized from the discontinuation of hedge accounting are recorded on the statements of income.

#### (2) Breakdown of interest-rate related derivative transactions

No ending balance during the fiscal years ended March 31, 2009 to 2011.

#### (Reference) Interest-rate swap contracts by maturity

No ending balance during the fiscal years ended March 31, 2009 to 2011.

#### (3) Currency-related

					Millions of Yen			
<b>As of March 31</b>					<b>2011</b>	<b>2010</b>	<b>2009</b>	
<b>Over-the-counter</b>	<b>Foreign exchange forward contracts</b>	<b>Sold</b>	U.S. Dollar	Contract amount	¥3,471,228	¥3,063,129	¥2,949,753	
				Over 1 year	—	—	—	
				Market value	3,501,219	3,149,249	2,978,539	
		Net gains/losses	(29,990)	(86,119)	(28,786)			
		Euro	Contract amount	705,879	960,950	1,274,912		
			Over 1 year	—	—	—		
	Market value		741,032	962,033	1,353,960			
	Net gains/losses	(35,153)	(1,083)	(79,048)				
	<b>Net, including others</b>				<b>Contract amount</b>	<b>5,636,361</b>	<b>5,195,080</b>	<b>4,739,867</b>
					<b>Over 1 year</b>	<b>—</b>	<b>—</b>	<b>—</b>
					<b>Market value</b>	<b>5,745,491</b>	<b>5,314,358</b>	<b>4,859,389</b>
					<b>Net gains/losses</b>	<b>(109,130)</b>	<b>(119,278)</b>	<b>(119,522)</b>
<b>Purchased</b>		U.S. Dollar	Contract amount	529,266	642,128	—		
			Over 1 year	—	—	—		
			Market value	537,866	648,699	—		
		Net gains/losses	8,600	6,570	—			
		Euro	Contract amount	204,574	323,311	35,444		
			Over 1 year	—	—	—		
	Market value		210,243	326,529	34,686			
	Net gains/losses	5,668	3,217	(758)				
	<b>Net, including others</b>				<b>Contract amount</b>	<b>845,761</b>	<b>1,012,893</b>	<b>35,444</b>
					<b>Over 1 year</b>	<b>—</b>	<b>—</b>	<b>—</b>
					<b>Market value</b>	<b>864,008</b>	<b>1,023,321</b>	<b>34,686</b>
					<b>Net gains/losses</b>	<b>18,247</b>	<b>10,427</b>	<b>(758)</b>

## 85. Market Value of Derivative Transactions, Combined Total with and without Hedge Accounting Applied (General Account), continued

2. General account (excluding proprietary trading securities), continued

(3) Currency-related, continued

As of March 31					Millions of Yen			
Over-the-counter	Currency options	Sold	Call	U.S. Dollar	Contract amount	2011	2010	2009
					Contract amount	¥ 124,725	¥ —	¥ —
					Over 1 year	[149]	[—]	[—]
					Market value	126	—	—
					Net gains/losses	23	—	—
				Euro	Contract amount	—	—	—
					Over 1 year	[—]	[—]	[—]
					Market value	—	—	—
					Net gains/losses	—	—	—
				<b>Net, including others</b>	<b>Contract amount</b>	<b>124,725</b>	<b>—</b>	<b>—</b>
					<b>Over 1 year</b>	<b>[149]</b>	<b>[—]</b>	<b>[—]</b>
					<b>Market value</b>	<b>126</b>	<b>—</b>	<b>—</b>
					<b>Net gains/losses</b>	<b>23</b>	<b>—</b>	<b>—</b>
			Put	U.S. Dollar	Contract amount	—	—	—
					Over 1 year	[—]	[—]	[—]
					Market value	—	—	—
					Net gains/losses	—	—	—
				Euro	Contract amount	—	—	38,952
					Over 1 year	[—]	[—]	[1,892]
					Market value	—	—	4,469
					Net gains/losses	[—]	[—]	(2,576)
				<b>Net, including others</b>	<b>Contract amount</b>	<b>—</b>	<b>—</b>	<b>38,952</b>
					<b>Over 1 year</b>	<b>[—]</b>	<b>[—]</b>	<b>[1,892]</b>
					<b>Market value</b>	<b>—</b>	<b>—</b>	<b>4,469</b>
					<b>Net gains/losses</b>	<b>—</b>	<b>—</b>	<b>(2,576)</b>
		Purchased	Call	U.S. Dollar	Contract amount	—	—	—
					Over 1 year	[—]	[—]	[—]
					Market value	—	—	—
					Net gains/losses	—	—	—
				Euro	Contract amount	—	—	—
					Over 1 year	[—]	[—]	[—]
					Market value	—	—	—
					Net gains/losses	—	—	—
				<b>Net, including others</b>	<b>Contract amount</b>	<b>—</b>	<b>—</b>	<b>—</b>
					<b>Over 1 year</b>	<b>[—]</b>	<b>[—]</b>	<b>[—]</b>
					<b>Market value</b>	<b>—</b>	<b>—</b>	<b>—</b>
					<b>Net gains/losses</b>	<b>—</b>	<b>—</b>	<b>—</b>
			Put	U.S. Dollar	Contract amount	124,725	186,080	353,628
					Over 1 year	[149]	[4,497]	[18,018]
					Market value	46	3,623	19,711
					Net gains/losses	(103)	(873)	1,693
				Euro	Contract amount	—	124,920	38,952
					Over 1 year	[—]	[4,109]	[1,365]
					Market value	—	[—]	[—]
					Net gains/losses	—	(834)	3,104
				<b>Net, including others</b>	<b>Contract amount</b>	<b>124,725</b>	<b>311,000</b>	<b>392,580</b>
					<b>Over 1 year</b>	<b>[149]</b>	<b>[8,607]</b>	<b>[19,383]</b>
					<b>Market value</b>	<b>46</b>	<b>6,899</b>	<b>24,180</b>
					<b>Net gains/losses</b>	<b>(103)</b>	<b>(1,708)</b>	<b>4,797</b>
				U.S. Dollar	Contract amount	64,469	14,694	1,610
					Over 1 year	64,469	14,694	1,610
					Market value	3,446	(943)	9
					Net gains/losses	3,446	(943)	9
				Euro	Contract amount	88,869	—	—
					Over 1 year	88,869	—	—
					Market value	7,277	—	—
					Net gains/losses	7,277	—	—
				<b>Net, including others</b>	<b>Contract amount</b>	<b>155,987</b>	<b>14,694</b>	<b>1,610</b>
					<b>Over 1 year</b>	<b>155,987</b>	<b>14,694</b>	<b>1,610</b>
					<b>Market value</b>	<b>10,694</b>	<b>(943)</b>	<b>9</b>
					<b>Net gains/losses</b>	<b>10,694</b>	<b>(943)</b>	<b>9</b>
<b>Total</b>					<b>Net gains/losses</b>	<b>¥(80,269)</b>	<b>¥ (111,501)</b>	<b>¥ (118,049)</b>

Notes: 1. Brackets show option premiums recorded on the balance sheets. However, these option premiums include commitments made as of the balance sheet date.

2. Net gains/losses shows the difference between the contract amount and market value for forward agreements, the difference between option premiums and market value for options transactions, and the current market value or present value for swap transactions.

## 85. Market Value of Derivative Transactions, Combined Total with and without Hedge Accounting Applied (General Account), continued

2. General account (excluding proprietary trading securities), continued

(4) Stock-related

As of March 31				Millions of Yen		
Over-the-counter	Stock options	Sold	Call	2011	2010	2009
				Contract amount	¥ —	¥ —
					[—]	[—]
				Over 1 year	—	—
					[—]	[—]
				Market value	—	—
				Net gains/losses	—	—
			<b>Put</b>	Contract amount	—	—
					[—]	[—]
				Over 1 year	—	—
					[—]	[—]
				Market value	—	—
				Net gains/losses	—	—
		<b>Purchased</b>	<b>Call</b>	Contract amount	183	91
					[65]	[28]
				Over 1 year	183	91
					[65]	[28]
				Market value	47	29
				Net gains/losses	(18)	1
			<b>Put</b>	Contract amount	—	—
					[—]	[—]
				Over 1 year	—	—
					[—]	[—]
				Market value	—	—
				Net gains/losses	—	—
<b>Total</b>			<b>Net gains/losses</b>	<b>¥ (18)</b>	<b>¥ 1</b>	<b>¥ —</b>

Notes: 1. Brackets show option premiums recorded on the balance sheets. However, these option premiums include commitments made as of the balance sheet date.  
2. The net gains/losses shows the difference between option premiums and market value for options transactions.

(5) Bond-related

No ending balance during the fiscal years ended March 31, 2009 to 2011.

(6) Others

No ending balance during the fiscal years ended March 31, 2009 to 2011.

### Securitized Product Investments and Subprime-Related Investments

Investments in securitized products and U.S. subprime-related investments during the fiscal year ended March 31, 2011 were as follows:

- The majority of securitized products were domestic residential mortgage-backed securities (RMBS), primarily Housing Finance Agency Bonds, and U.S. agency mortgage-backed securities (MBS).
- There were no direct investments in subprime-related products and there were no realized gains or losses related to such products during or at the end of the fiscal period.

#### [Investments in Securitized Products]

	Billions of Yen		
	Market value	Unrealized gain (loss)	Gain (loss) on sales
Domestic commercial mortgage-backed securities (CMBS)	¥ 29.4	¥ (1.8)	¥(6.4)
Other securitized products, etc.	3,994.3	127.3	1.5
Asset-backed securities (ABS)	3,947.8	125.8	1.5
Domestic RMBS	1,968.7	57.3	—
U.S. RMBS	1,942.4	68.5	1.6
Credit-linked notes	46.4	1.4	—
<b>Total</b>	<b>¥4,023.8</b>	<b>¥125.4</b>	<b>¥(4.8)</b>

Notes: 1. Backed assets and the rankings of each investment product are disclosed on the Company's website.

2. Aside from the above, investments were made in subprime and Alt - A-related securitized products, within investment trusts and hedge funds. The exposure, which was calculated from the allocation ratio to the fund, was approximately ¥0.2 billion, and total indirect investment, including subsidiaries amounted to approximately ¥0.4 billion. There were no realized gains related to these.

For further details, please see the Company's website at:

→ <http://www.nissay.co.jp/news/2011/pdf/20110526.pdf> (Japanese only)

## SEPARATE ACCOUNT INDICATORS

### About the General Account and Separate Account

A life insurance company classifies and manages its assets in two accounts, the separate account and the general account.

Individual variable insurance, individual variable annuities and certain group annuities, which change in terms of insurance amount and accumulated value based on investment performance in assets, are managed as a separate account with a clear division from the general account.

### 86. Balance of Separate Account Assets

As of March 31	2011		2010		2009	
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%
Individual variable insurance	¥ 109,588	8.4%	¥ 120,824	8.3%	¥ 110,159	
Individual variable annuities	156,234	11.9	174,792	12.1	163,119	
Group annuities	1,045,498	79.7	1,154,136	79.6	1,098,269	
<b>Separate account total</b>	<b>¥1,311,321</b>	<b>100.0%</b>	<b>¥1,449,753</b>	<b>100.0%</b>	<b>¥1,371,549</b>	

### 87. Asset Management Overview for the Fiscal Year Ended March 31, 2011 (Separate Account Assets for Individual Variable Insurance and Individual Variable Annuities)

At the beginning of the fiscal year ended March 31, 2011, domestic stock prices showed a downward trend due to rising European sovereign risk. Although they moved onto a rising track later due to lull in an appreciation trend of the yen reflecting the increasing interest rates in the U.S., the prices sharply fell affected by the Great East Japan Earthquake in March 2011, and the domestic stock prices declined throughout the fiscal year (the Nikkei Stock Average fell approximately 12% during the fiscal year). In such operating environment, the investment return on individual variable insurance for the fiscal year ended March 31, 2011 was negative 2.70%.

This also represented investment return of 33.51% (1.19% on an annualized bases) since November 1, 1986, when investment was first undertaken.

In individual variable annuities, the Company continued its investment policy of holding a certain amount of cash and deposits to prepare for changes in insurance policies while maintaining, in principle, a high allocation ratio in investment trusts, the main investment vehicle for the separate account.

#### \* Regarding Investment Return on the Separate Account for Individual Variable Insurance

The investment return on the separate account for individual variable insurance reflects growth rates on premiums received from policyholders, less portions allocated for death protection, and is not total insurance premiums.

## STATUS OF SEPARATE ACCOUNT FOR INDIVIDUAL VARIABLE INSURANCE

### 88. Policies in Force (Separate Account for Individual Variable Insurance)

As of March 31	2011		2010		2009	
	Policies	Amount	Policies	Amount	Policies	Amount
Variable insurance (defined term type)	2,439	¥ 12,755	2,599	¥ 13,618	2,770	¥ 14,611
Variable insurance (whole life type)	37,438	584,336	38,140	602,945	38,824	622,997
<b>Total</b>	<b>39,877</b>	<b>¥597,092</b>	<b>40,739</b>	<b>¥616,564</b>	<b>41,594</b>	<b>¥637,609</b>

Note: Amounts include term life insurance riders.

### 89. Breakdown of Assets Year-End Balance (Separate Account for Individual Variable Insurance)

As of March 31	2011		2010		2009	
	Amount	%	Amount	%	Amount	%
Cash, deposits and call loans	¥ 4,009	3.7%	¥ 5,006	4.1%	¥ 5,009	
Investment in securities	97,467	88.9	105,879	87.6	93,828	
Domestic bonds	30,664	28.0	30,001	24.8	27,146	
Domestic stocks	33,452	30.5	40,801	33.8	34,611	
Foreign securities	33,349	30.4	35,077	29.0	32,070	
Foreign bonds	11,891	10.9	13,313	11.0	13,309	
Foreign stocks and other securities	21,458	19.6	21,763	18.0	18,760	
Other securities	—	—	—	—	—	
Loans receivable	—	—	—	—	—	
Others	8,111	7.4	9,938	8.2	11,321	
Allowance for doubtful accounts	—	—	—	—	—	
<b>Total</b>	<b>¥109,588</b>	<b>100.0%</b>	<b>¥120,824</b>	<b>100.0%</b>	<b>¥110,159</b>	

### 90. Investment Income and Expenses (Separate Account for Individual Variable Insurance)

Fiscal years ended March 31	2011	2010	2009
Interest, dividends and other income	¥ 2,022	¥ 2,076	¥ 3,044
Gain on sales of securities	3,327	3,256	3,782
Gain from redemption of securities	5	1	0
Gain on valuation of securities	37	3,607	(4,343)
Foreign exchange gain, net	—	25	—
Gain from derivative financial instruments, net	—	394	—
Other investment income	19	4	3
Loss on sales of securities	6,613	11,105	22,711
Loss from redemption of securities	0	1	0
Loss on valuation of securities	1,617	(20,888)	11,028
Foreign exchange loss, net	37	—	6
Loss from derivative financial instruments, net	112	—	2,474
Other investment expenses	1	4	5
<b>Net investment income</b>	<b>¥(2,971)</b>	<b>¥ 19,143</b>	<b>¥(33,737)</b>

Notes: 1. Investment income and investment expenses related to the separate account are recorded on the statements of income as gains/losses from separate account, net.  
2. The net gains/losses on valuation of securities contains reversal for net gains/losses on valuation of securities from the previous fiscal year.

### 91. Market Value of Securities (Separate Account for Individual Variable Insurance)

Net valuation gains/losses on trading securities

As of March 31	2011		2010		2009	
	Balance sheet amount	Net valuation gains/losses included in profits/losses	Balance sheet amount	Net valuation gains/losses included in profits/losses	Balance sheet amount	Net valuation gains/losses included in profits/losses
Trading securities	¥97,467	¥(1,580)	¥105,879	¥24,496	¥93,828	¥(15,371)

## 92. Market Value of Assets Held in Trust (Separate Account for Individual Variable Insurance)

No ending balance during the fiscal years ended March 31, 2009 to 2011.

## 93. Qualitative Information on Derivative Transactions (Separate Account for Individual Variable Insurance)

### 1. Transaction details

The following derivative transactions are currently used in the separate account.

Currency related: Foreign exchange contract transactions  
 Stock related: Stock index futures transactions

### 2. Policy

Derivative transactions are used as complementary instruments with the aim of efficient asset investment, and are not used for speculative purpose to gain profit.

### 3. Purpose

Derivative transactions are used to hedge against market risks that relate to assets held.

### 4. Risk detail

Derivative transactions conducted in the separate account are exposed to market risk (price fluctuation and foreign exchange risks). With respect to credit risk, the Company's transactions are implemented through domestic exchange markets or counterparties with high credit ratings, so that the credit risk is extremely low.

### 5. Risk management system

Transaction execution is governed by internal rules such as limitations on transaction amounts. Transactions are executed under a framework including front office and back office functions, where the back office is completely separated from the front office and confirms transactions by verifying external vouchers.

### 6. Supplementary explanation of quantitative information

Market transactions such as futures transactions use liquidation value or settlement prices to determine market value.

Foreign exchange contracts use theoretical prices calculated by Nippon Life as based on reference prices, such as TTM rate and discount rates, matched to certain credits and debits denominated in foreign currencies.

As for derivative transactions for the separate account for individual variable insurance, the Company does not apply hedge accounting.

## 94. Market Value of Derivative Transactions, Combined Total with and without Hedge Accounting Applied (Separate Account for Individual Variable Insurance)

### 1. Breakdown of gains/losses (with and without hedge accounting applied)

	Interest	Currencies	Stocks	Bonds	Others	Total
Millions of Yen						
<b>As of March 31</b>			<b>2011</b>			
Hedge accounting applied	¥—	¥—	¥ —	¥—	¥—	¥ —
Hedge accounting not applied	—	(0)	(157)	—	—	(158)
<b>Total</b>	<b>¥—</b>	<b>¥(0)</b>	<b>¥(157)</b>	<b>¥—</b>	<b>¥—</b>	<b>¥(158)</b>
<b>As of March 31</b>			<b>2010</b>			
Hedge accounting applied	¥—	¥—	¥ —	¥—	¥—	¥ —
Hedge accounting not applied	—	(2)	155	—	—	153
<b>Total</b>	<b>¥—</b>	<b>¥(2)</b>	<b>¥155</b>	<b>¥—</b>	<b>¥—</b>	<b>¥153</b>
<b>As of March 31</b>			<b>2009</b>			
Hedge accounting applied	¥—	¥—	¥ —	¥—	¥—	¥ —
Hedge accounting not applied	—	0	170	—	—	171
<b>Total</b>	<b>¥—</b>	<b>¥ 0</b>	<b>¥170</b>	<b>¥—</b>	<b>¥—</b>	<b>¥171</b>

Note: The net gains/losses without hedge accounting applied is recorded in the statements of income.

### 2. Interest rate-related

No ending balance during the fiscal years ended March 31, 2009 to 2011.

## 94. Market Value of Derivative Transactions, Combined Total with and without Hedge Accounting Applied (Separate Account for Individual Variable Insurance), continued

### 3. Currency-related

As of March 31				2011	2010	2009	
Over-the-counter Foreign exchange forward contracts	Sold	U.S. Dollar	Contract amount	¥ 57	¥1,038	¥585	
			Over 1 year	—	—	—	
			Market value	58	1,048	593	
		Net gains/losses	(1)	(9)	(8)		
		Euro	Contract amount	121	714	135	
			Over 1 year	—	—	—	
	Market value		123	717	136		
	Total including others	Contract amount		232	2,221	720	
		Over 1 year		—	—	—	
		Market value		235	2,246	730	
	Purchased	U.S. Dollar	U.S. Dollar	Contract amount	16	1,042	522
				Over 1 year	—	—	—
Market value				16	1,052	529	
Net gains/losses			0	9	7		
Euro			Contract amount	82	753	—	
			Over 1 year	—	—	—	
		Market value	83	758	—		
Total including others		Contract amount		217	2,201	700	
		Over 1 year		—	—	—	
		Market value		221	2,223	710	
Net gains/losses		3	22	10			
Total		Net gains/losses		¥ (0)	¥ (2)	¥ 0	

Note: The net gains/losses shows the difference between contract amount and market value for forward transactions.

### 4. Stock-related

As of March 31				2011	2010	2009	
Stock exchange	Stock index futures	Sold	Contract amount	¥ —	¥ —	¥ —	
			Over 1 year	—	—	—	
			Market value	—	—	—	
			Net gains/losses	—	—	—	
			Purchased	Contract amount	1,967	2,268	1,445
		Over 1 year		—	—	—	
		Market value		1,809	2,424	1,616	
		Net gains/losses		(157)	155	170	
		Total		Net gains/losses		¥ (157)	¥ 155

Note: The net gains/losses shows the difference between contract amount and market value for forward transactions.

### 5. Bond-related

No ending balance during the fiscal years ended March 31, 2009 to 2011.

### 6. Others

No ending balance during the fiscal years ended March 31, 2009 to 2011.



## STATUS OF SEPARATE ACCOUNT FOR INDIVIDUAL VARIABLE ANNUITIES

### 95. Policies in Force (Separate Account for Individual Variable Annuities)

As of March 31	2011		2010		2009	
	Policies	Value	Policies	Value	Policies	Value
Individual variable annuities	26,872	¥156,233	28,376	¥174,790	29,519	¥163,100

Number of Policies, Millions of Yen

Note: Amounts represent policy reserves.

### 96. Breakdown of Assets Year-End Balance (Separate Account for Individual Variable Annuities)

As of March 31	2011		2010		2009	
	¥	%	¥	%	¥	%
Cash, deposits and call loans	—	—	—	—	—	—
Investment in securities	150,920	96.6	168,692	96.5	156,910	
Domestic bonds	25,673	16.4	26,602	15.2	28,541	
Domestic stocks	—	—	—	—	—	
Foreign securities	—	—	—	—	—	
Foreign bonds	—	—	—	—	—	
Foreign stocks and other securities	—	—	—	—	—	
Other securities	125,246	80.2	142,090	81.3	128,368	
Loans receivable	—	—	—	—	—	
Others	5,314	3.4	6,099	3.5	6,209	
Allowance for doubtful accounts	—	—	—	—	—	
<b>Total</b>	<b>¥156,234</b>	<b>100.0%</b>	<b>¥174,792</b>	<b>100.0%</b>	<b>¥163,119</b>	

Millions of Yen, %

### 97. Investment Income and Expenses (Separate Account for Individual Variable Annuities)

Fiscal years ended March 31	2011			2010			2009		
	¥			¥			¥		
Interest, dividends and other income	708			710			1,611		
Gain on sales of securities	149			96			219		
Gain from redemption of securities	—			—			—		
Gain on valuation of securities	(940)			1,738			(11,695)		
Foreign exchange gain, net	—			—			—		
Gain from derivative financial instruments, net	—			—			—		
Other investment income	0			0			0		
Loss on sales of securities	1,439			1,445			2,035		
Loss from redemption of securities	—			—			—		
Loss on valuation of securities	2,552			(22,182)			27,605		
Foreign exchange loss, net	—			—			—		
Loss from derivative financial instruments, net	—			—			—		
Other investment expenses	0			0			0		
<b>Net investment income</b>	<b>¥(4,073)</b>			<b>¥ 23,282</b>			<b>¥(39,504)</b>		

Notes: 1. Investment income and investment expenses related to the separate account are recorded in income as gains/losses from separate account, net.  
2. Net gains/losses on valuation of securities contains reversal for net gains/losses on valuation of securities from the previous year.

## 98. Market Value of Securities (Separate Account for Individual Variable Annuities)

Net valuation gains/losses on trading securities

Millions of Yen

As of March 31	2011		2010		2009	
	Balance sheet amount	Net valuation gains/losses included in profits/losses	Balance sheet amount	Net valuation gains/losses included in profits/losses	Balance sheet amount	Net valuation gains/losses included in profits/losses
Trading securities	¥150,920	¥(3,493)	¥168,692	¥23,921	¥156,910	¥(39,301)

## 99. Market Value of Assets Held in Trust (Separate Account for Individual Variable Annuities)

No ending balance during the fiscal years ended March 31, 2009 to 2011.

## 100. Qualitative Information on Derivative Transactions (Separate Account for Individual Variable Annuities)

No ending balance during the fiscal years ended March 31, 2009 to 2011.

## 101. Market Value of Derivative Transactions, Combined Total with and without Hedge Accounting Applied (Separate Account for Individual Variable Annuities)

No ending balance during the fiscal years ended March 31, 2009 to 2011.

## STATUS OF SEPARATE ACCOUNT FOR GROUP ANNUITIES

### 102. Separate Account Assets by Product (Separate Account for Group Annuities)

As of March 31	Millions of Yen		
	2011	2010	2009
Separate account 1st treaty	¥ 902,311	¥1,062,622	¥1,004,571
Comprehensive account	627,128	762,945	718,688
Account by investment categories	275,183	299,676	285,883
Separate account 2nd treaty	133,058	81,988	86,568
Defined contribution pension plans	10,128	9,525	7,129
<b>Total</b>	<b>¥1,045,498</b>	<b>¥1,154,136</b>	<b>¥1,098,269</b>

Notes: 1. Separate account 1st treaty: Joint management of defined benefit corporate pension funds and employees' pension funds  
 Comprehensive account: Balanced portfolio management  
 Account by investment categories: Investments made in specific assets for closer matching with customer needs  
 2. Separate account 2nd treaty: Independent management of annuity assets for each customer  
 3. Defined contribution pension plans: Jointly managed funds for defined contribution pensions

### 103. Status of First Treaty—Comprehensive Account (Separate Account for Group Annuities)

\* Figures in 103 are stated at fair market value, and rounded to the nearest whole unit.

#### 1. Asset management principles and performance in the fiscal year ended March 31, 2011

##### Asset management principles

The comprehensive account aims to achieve a balanced portfolio, with goals of moderate-risk, moderate-return. Based on the asset allocation for the fiscal year which is set within the allowable range of the standard asset allocation,\* the Company makes adjustments to asset allocation in response to changes in domestic and foreign financial and economic developments. At the same time, the Company aims to improve total profitability through appropriate risk management for each asset.

\*Standard asset allocation refers to that asset allocation considered best based on a medium- to long-term investment period under a certain degree of risk tolerance.

##### Performance in the fiscal year ended March 31, 2011

As a result of rising European sovereign risk and the effect of the Great East Japan Earthquake, domestic stock prices (TOPIX down approximately 11%) and an appreciation of the yen (the US dollar and the euro depreciated approximately 11% and approximately 6%, respectively) decreased, which turned the investment returns of domestic stocks and foreign bonds decreased greatly (domestic stocks: negative 8.61%; foreign bonds; negative 8.20%) and the investment return (unit price change) of the fiscal year ended March 31, 2011 was decreased by 2.65%.

#### 2. Asset allocation in the fiscal year ended March 31, 2011 (Comprehensive Account)

Asset allocation	Asset allocation results (Fiscal years ended March 31)	2011					Asset management results compared with standard asset allocation for 2011
		2011				2010	
		End of Mar.	End of Dec.	End of Sept.	End of June	End of Mar.	
Japanese yen-denominated bonds	29.0%	32.6%	30.2%	30.9%	32.5%	28.9%	The Company started the asset allocation in line with the 2011 level at the beginning of the fiscal year and raised it above the level during the first quarter. The Company then made it drop below the level in the second quarter and raised it above the level again during the fourth quarter.
Japanese yen-denominated stocks	35.0	34.5	36.5	33.5	34.5	36.8	The Company started the asset allocation above the 2011 level at the beginning of the fiscal year and made it drop below the level during the first quarter. The Company then raised it above the level in the third quarter and made it drop to the level during the fourth quarter.
Foreign currency denominated bonds	12.0	10.0	10.3	11.3	11.3	11.8	The Company started the asset allocation in line with the 2011 level at the beginning of the fiscal year and made it drop below the level during the first quarter. The Company then maintained it below the level until the end of the fiscal year.
Foreign currency denominated stocks	21.0	21.0	21.0	20.4	18.4	19.4	The Company started the asset allocation below the 2011 level at the beginning of the fiscal year and raised it to the level during the third quarter.
Call loans and other short term assets	3.0	1.9	2.0	3.8	3.2	3.0	—
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	—

## 103. Status of First Treaty—Comprehensive Account (Separate Account for Group Annuities), continued

### 3. Movement of market value balance by asset type (Comprehensive Account)

As of March 31	Millions of Yen		
	2011 Market value	2010 Market value	2009 Market value
Japanese yen-denominated bonds	¥192,290	¥210,334	¥203,139
Japanese yen-denominated stocks	203,480	268,076	235,414
Foreign currency denominated bonds	59,101	86,220	89,144
Foreign currency denominated stocks	123,929	141,245	128,252
Call loans and other short term assets	29,568	22,030	35,324
<b>Total</b>	<b>¥608,368</b>	<b>¥727,905</b>	<b>¥691,273</b>

### 4. Investment return ratio (Comprehensive Account)

Fiscal years ended March 31	%		
	2011	2010	2009
Unit price fluctuation	(2.65)%	18.68%	(23.85)%

## 104. Status of First Treaty—Accounts by Investment Category (Separate Account for Group Annuities)

\* Figures in 104 are stated at fair market value, and rounded to the nearest whole unit.

### 1. Asset management principles and performance in the fiscal year ended March 31, 2011 (accounts by investment categories)

#### (1) Domestic bond accounts

##### • Asset management principles

Nippon Life makes necessary adjustments to bring its portfolio mix in line with benchmarks for duration, maturity structure and portfolio diversification. The Company minimizes credit and liquidity risks by investing primarily in investment-graded securities.

*Benchmark: Nomura Bond Performance Index (overall)*

##### • Performance in the fiscal year ended March 31, 2011

The duration was flexibly adjusted throughout the fiscal year as the Company carefully watched interest rates, domestic and overseas economic trends and financial regulatory authorities in various countries. In terms of the bonds mix, although the Company underweighted corporate bonds and other non-governmental bonds for a short term in the fourth quarter, it generally overweighted the same throughout the fiscal year.

#### (2) Domestic equity accounts

##### • Asset management principles

The Company's stock selection process emphasizes the analysis of fundamentals, and the Company makes adjustments as necessary to bring its portfolio mix in line with market benchmark.

*Benchmark: TOPIX (dividends included)*

##### • Performance in the fiscal year ended March 31, 2011

Based on corporate research and analysis by analysts and analysis utilizing the Company's Stock Valuation System (SVS) to evaluate medium to long-term performance, the Company shifted to stocks with high expected returns.

#### (3) Quantitative Investment Management Domestic Stock Account

##### • Asset management principles

Utilizing a quantitative model, the Company selects stocks with a focus on those that are undervalued and have growth potential.

*Benchmark: TOPIX (dividends included)*

##### • Performance in the fiscal year ended March 31, 2011

In order to maintain a low-priced, high-growth potential portfolio (with other risk characteristics in line with the benchmark) the Company rebalances (reshuffle) stocks on a regular basis.

#### (4) OTC/small-cap equity accounts

##### • Asset management principles

The Company's stock selection process emphasizes the analysis of fundamentals, and the Company makes necessary adjustments to keep its portfolio in line with benchmarks for portfolio mix and market diversification. The Company's primary investment targets are Japanese yen-denominated small-cap equities listed on the first section of the Tokyo Stock Exchange (TSE) and Japanese yen-denominated equities not listed on the first section of the TSE. *Benchmark: Russell/Nomura Japan stock index (small-cap index)*

##### • Performance in the fiscal year ended March 31, 2011

The Company shifted its stock selection process to a focus on earnings outlook and undervalued stocks with anticipated high returns.

#### (5) Foreign bond accounts

##### • Asset management principles

The Company makes adjustments as necessary to keep its portfolio in line with benchmarks for duration, country mix and currency mix. As a means of minimizing credit risk, country risk and liquidity risk, the Company invests mainly in government bonds of leading industrialized nations.

*Benchmark: Citigroup World Government Bond Index (excluding Japan, Japanese yen-based)*

##### • Performance in the fiscal year ended March 31, 2011

Throughout the fiscal year the Company made flexible adjustments to the duration. In terms of the country mix, the Company underweighted Greek securities and overweighted German securities within the European region in the first quarter and made other flexible adjustments throughout the fiscal year. As for the currency mix, the Company overweighted the euro within the European region.

## 104. Status of First Treaty—Accounts by Investment Category (Separate Account for Group Annuities), continued

### (6) Foreign bond accounts with currency hedging

#### • Asset management principles

The Company makes any necessary adjustments to keep its portfolio in line with benchmarks for duration and country mix. As a means of minimizing credit risk, country risk and liquidity risk, the Company invests mainly in government bonds of leading industrialized nations. In principle, the Company uses currency hedges as a means of avoiding currency risk.

*Benchmark: Citigroup World Government Bond Index (excluding Japan, yen-hedge basis)*

#### • Performance in the fiscal year ended March 31, 2011

Throughout the fiscal year the Company made flexible adjustments to the duration. In terms of the country mix, the Company underweighted Greek securities and overweighted German securities within the European region through the first quarter and made other flexible adjustments throughout the fiscal year.

### (7) Foreign stock accounts

#### • Asset management principles

The Company's stock selection process emphasizes analysis of fundamentals, and the Company makes adjustments, as necessary, to bring its portfolio mix in line with market benchmarks for country mix, currency mix and industry sector mix.

*Benchmark: Morgan Stanley Capital International Kokusai Index (dividend reinvestment, yen-basis, excluding withholding tax)*

#### • Performance in the fiscal year ended March 31, 2011

A breakdown by region shows that the Company made adjustments throughout the fiscal year, by overweighting Asian and Oceanian securities and underweighting North American securities. A breakdown by industry sector shows flexible distribution with an eye on business conditions and interest rate trends. The Company shifted to stocks with high expected returns based on SVS analysis of medium- to long-term performance.

### (8) Money market accounts

#### • Asset management principles

These accounts are invested in call loans, deposits and other short-term financial instruments, with the aim of achieving stable income gain.

*Benchmark: Weighted average of unsecured call loan (overnight) rates*

#### • Performance in the fiscal year ended March 31, 2011

In the interest of maintaining liquidity and in pursuit of stable earnings, the Company invested mainly in overnight unsecured call loans and three-month short-term government securities.

### 2. Market value (accounts by investment category)

As of March 31	Millions of Yen		
	2011	2010	2009
	Market value	Market value	Market value
Domestic bond accounts	¥109,989	¥108,429	¥122,193
Domestic stock accounts	43,480	46,561	39,246
Quantitative investment management domestic stock account	19,128	24,371	14,924
OTC/small-cap equity accounts	731	722	769
Foreign bond accounts	40,156	44,438	41,027
Foreign bond accounts with currency hedging	756	775	782
Foreign stock accounts	39,058	40,500	29,513
Money market accounts	9,964	17,559	23,010
<b>Total</b>	<b>¥263,262</b>	<b>¥283,356</b>	<b>¥271,465</b>

### 3. Investment return ratio (accounts by investment category)

Fiscal years ended March 31	%		
	2011	2010	2009
	Unit price fluctuation	Unit price fluctuation	Unit price fluctuation
Domestic bond accounts	2.21%	2.11%	0.77%
Domestic stock accounts	(8.15)	31.78	(41.18)
Quantitative investment management domestic stock account	(8.79)	27.98	(36.45)
OTC/small-cap equity accounts	(2.05)	28.19	(37.31)
Foreign bond accounts	(8.14)	(0.17)	(8.18)
Foreign bond accounts with currency hedging	(0.02)	1.69	3.46
Foreign stock accounts	1.08	39.08	(39.87)
Money market accounts	0.12	0.15	0.47

## STATUS OF FINANCIAL ASSETS (CONSOLIDATED)

### 105. Nippon Life Group Performance

#### Summary of Operations for the Most Recent Fiscal Year

The Nippon Life Group unified its efforts and concentrated on improving services and developing products to provide customers with the finest and the most advanced services and took the following measures in the fields of asset management and information technology. The Nippon Life Group has 10 consolidated subsidiaries and 3 equity method affiliates. (See p. 100)

#### • Asset Management Field

To meet the diversified asset building needs of its individual customers, the Company worked to offer a wide range of products such as those that provide stable income or those that are managed globally through the discretionary investment and investment advisory businesses, as well as investment trusts of Nissay Asset Management Corporation, among others.

In the fiscal year ended March 31, 2011, Nissay Asset Management recorded an 0.8% year-on-year decrease in assets under management to ¥5,450.7 billion, including a 3.0% decrease in the investment advisory business to ¥3,444.0 billion and a 4.3% increase in the investment trusts business to ¥2,006.4 billion. Operating income at Nissay Asset Management stood at ¥1.1 billion with net income of ¥0.4 billion.

#### • Information Technology Field

The Company pushed forward large-scale development efforts centered on Nissay Information Technology, including the development for starting Zutto, Motto Service, the development of Payment Underwriting System, and the development for starting Defined Benefit Corporate Pension Plan On-line Service.

In the fiscal year ended March 31, 2011, Nissay Information Technology had sales of ¥62.9 billion, down 7.0% year on year, operating income of ¥1.0 billion, down 62.5% year on year, and net income of ¥0.5 billion, down 67.5% year on year.

As a result of these overall activities, consolidated total revenues amounted to ¥6,729.6 billion, up 0.6% year on year. Total expenditures amounted to ¥6,505.6 billion, up 1.7% year on year, while operating income was ¥223.9 billion, down 23.2%. After income taxes, tax adjustments, minority interests, extraordinary gains of ¥55.5 billion and extraordinary losses of ¥25.8 billion, surplus in the current year decreased by 7.5% to ¥225.3 billion. On the consolidated balance sheet, surplus at the end of the fiscal year amounted to ¥380.4 billion and total assets rose 2.3% to ¥49,950.1 billion.

### 106. Principal Indicators of Operating Performance (Consolidated)

	Billions of Yen		
Fiscal years ended March 31	2011	2010	2009
Total revenues	¥6,729.6	¥ 6,689.8	¥ 6,692.8
Operating income	223.9	291.5	91.0
Net surplus	225.3	243.6	152.0
Comprehensive income	(217.0)	—	—
Net cash provided by operating activities	1,613.1	1,428.3	1,395.9
Net cash (used in) investing activities	(2,113.3)	(1,164.6)	(1,706.6)
Net cash (used in) provided by financing activities	(11.2)	43.2	(7.7)

	Billions of Yen, Number		
As of March 31	2011	2010	2009
Total assets	¥49,950.1	¥48,850.3	¥45,997.4
Cash and cash equivalents at the end of the year	736.9	1,250.3	952.7
Number of consolidated subsidiaries and affiliates	10	10	10
Number of affiliates accounted for under the equity method	3	4	4
Number of employees	72,914	70,085	68,519

Note: Number of employees shows the total number of employees at Nippon Life and its consolidated subsidiaries, excluding employees on loan to other companies, at the fiscal year-end.

## 107. Status of Non-Performing Assets According to Borrower's Classification (Consolidated)

		Millions of Yen, %		
As of March 31		2011	2010	2009
Bankrupt and quasi-bankrupt	1	¥ 12,897	¥ 13,513	¥ 13,655
Doubtful	2	26,884	28,664	29,752
Substandard	3	11,298	10,534	9,680
<b>Subtotal</b>		<b>51,080</b>	<b>52,711</b>	<b>53,088</b>
<b>[Ratio to Total]</b>		<b>[0.45%]</b>	<b>[0.50%]</b>	<b>[0.50%]</b>
Normal	4	11,210,870	10,563,650	10,466,913
<b>Total</b>	<b>1 + 2 + 3 + 4</b>	<b>¥11,261,951</b>	<b>¥10,616,362</b>	<b>¥10,520,002</b>

Notes: 1. 1) Bankrupt and quasi-bankrupt loans are non-performing assets and similar loans that have fallen into bankruptcy due to reasons including initiation of bankruptcy proceedings, start of reorganization proceedings, or submission of an application to start rehabilitation proceedings.  
2) Doubtful loans are non-performing assets with a strong likelihood that loan principal cannot be recovered or interest cannot be received according to the contract, because of difficulties in financial condition and business performance of the debtor, who has not yet entered into bankruptcy.  
3) Substandard loans include loans that are delinquent for over three months and restructured loans. Loans that are delinquent for over three months are loans with principal or interest being unpaid for over three months counting from the day after the due date based on the loan agreement (excluding 1) and 2) in the above notes). Restructured loans are loans that provide certain concessions favorable to the borrower with the intent of supporting the borrower's restructuring. Examples of such concessions include reducing or exempting interest, postponing principal or interest payments, releasing credits, or providing other benefits to the borrowers (excluding 1) and 2) in the above notes and loans that are delinquent for over three months).  
4) Normal loans are loans that do not fall under the classifications for 1) to 3) in the above notes, and where the debtor has no financial or business performance problems.  
2. The table includes loans, securities loaned, accrued interest, suspense payments and customers' liability for acceptances and guarantees and private placement guarantee by financial institutions.  
3. Bankrupt and quasi-bankrupt loans, reorganization and other proceedings are directly deducted from total loans as estimated uncollectible amounts calculated by subtracting estimated collectable amounts based on collateral and guarantees from total loans. These amounts for bankrupt and quasi-bankrupt were ¥3,953 million, ¥14,732 million and ¥8,243 million as of March 31, 2011, 2010 and 2009, respectively.

## 108. Status of Risk-Monitored Loans (Consolidated)

		Millions of Yen, %		
As of March 31		2011	2010	2009
Loans to bankrupt borrowers	1	¥ 3,138	¥ 3,250	¥ 3,456
Delinquent loans	2	36,640	38,915	39,945
Loans that are delinquent for over three months	3	—	—	—
Restructured loans	4	11,298	10,534	9,680
<b>Total</b>	<b>1 + 2 + 3 + 4</b>	<b>¥51,078</b>	<b>¥52,700</b>	<b>¥53,081</b>
<b>[Ratio to total loans receivable]</b>		<b>[0.59%]</b>	<b>[0.61%]</b>	<b>[0.59%]</b>

Notes: 1. For loans to bankrupt borrowers and quasi-bankrupt borrowers (including collateralized and guaranteed loans), an estimated uncollectible amount (calculated by subtracting estimated collectable amounts based on collateral and guarantees from total loans) is directly deducted from the total loan amount. The amounts of loans to bankrupt borrowers were ¥1,180 million, ¥11,008 million and ¥6,099 million as of March 31, 2011, 2010 and 2009, respectively. The amounts of delinquent loans were ¥2,772 million, ¥3,723 million and ¥2,143 million as of March 31, 2011, 2010 and 2009, respectively.  
2. 1) Loans to bankrupt borrowers are loans with principal or interest payments being overdue for a significant period of time and interest not being accrued including the following: (a) loans to borrowers that are legally bankrupt through filings for proceedings under the Corporate Reorganization Act, Civil Rehabilitation Act, Bankruptcy Act, or Company Act, (b) loans to borrowers that have notes suspended from being traded, or (c) loans to borrowers that have filed for legal proceedings similar to the aforementioned proceedings based on overseas laws.  
2) Delinquent loans are loans with interest not accrued and exclude loans to bankrupt borrowers and loans with interest payments extended with the objective of restructuring or supporting the borrowers.  
3) Loans that are delinquent for over three months are loans with principal or interest unpaid for over three months counting from the day after the due date based on the loan agreement. Note that the account does not include loans to bankrupt borrowers and delinquent loans.  
4) Restructured loans are loans that provide certain concessions favorable to the borrower with the intent of supporting the borrower's restructuring, such as by reducing or exempting interest, postponing principal or interest payments, releasing credits, or providing other benefits to the borrowers (excluding loans to bankrupt borrowers and delinquent loans from above, and loans that are delinquent for over three months).  
3. Based on the results of assets self-assessment, accrued interest on loans is not recorded as revenues for obligors that are bankrupt, essentially bankrupt or nearing bankruptcy.

## 109. Status of Insurance Claims Paying Ability of Insurance Subsidiaries (Solvency Margin Ratio)

Not applicable.

## 110. Segment Information

For the fiscal year ended March 31, 2009 to the fiscal year ended March 31, 2011, the Company and its consolidated subsidiaries engaged in insurance and insurance-related businesses (including asset management-related business and general administration-related business) in Japan and overseas. Segment information and its related information are omitted because there are no other significant segments to report.

*\*Subsidiary is defined in Article 2-12 of the Insurance Business Act and in Article 13-5-2-3 of the Order for Enforcement of Insurance Business Act.*



# GLOSSARY OF TERMINOLOGY

(Some line items have been omitted.)

## ● Matters Pertaining to Non-Consolidated Settlement

### I. Balance Sheet Terminology

#### Assets

##### 1. Cash and deposits

Life insurance companies invest the funds earned as premiums in securities and loans, and they hold a part of their assets as cash and deposits to provide for insurance claims and other payments.

##### 2. Call loans

Life insurance companies invest temporary cash surplus in call loans, which are short-term loans to other financial institutions.

##### 3. Deposits paid for securities borrowing transactions

In connection with securities borrowing transactions with cash collateral, when deposits are paid as cash collateral, they are accounted for as assets under the "Deposits paid for securities borrowing transactions" account. Similarly, when deposits are received as cash collateral, they are accounted for as liabilities under "Deposits received for securities borrowing transactions" account.

##### 4. Monetary receivables purchased

These are securities and other instruments not included in investments in securities. Specifically they include such instruments as commercial paper and beneficial interest in trust.

##### 5. Proprietary trading securities

These are marketable securities held not for investment purposes, but for short-term trading and for selling to multiple, miscellaneous investors.

In the statements of income, interest income and gains/losses on sales of and valuations on proprietary trading securities are aggregated and revenues are recorded as gain from proprietary trading securities, net of investment income; losses are recorded as loss from proprietary trading securities, net of expenses for investment.

##### 6. Assets held in trust

Life insurance companies entrust money to trust banks to invest separately from the securities they hold.

In cases where the result of investment is revenue, it is recorded as gain from assets held in trust, net of investment income and, in case of loss, it is recorded as loss from assets held in trust, net of expenses for investment.

##### 7. Loan receivables

###### ❖ Policy loans

Policy loans include both loans to policyholders and premium loans automatically transferred in case policyholders fail to pay.

Based on applications from policyholders, loans to policyholders are made at an interest rate set by the Company in amounts within a fixed portion of cash-surrender value of the policy.

In cases where policyholders do not pay premiums during a payment grace period, premium loans are carried out in amounts corresponding to the premium with interest, within a fixed portion of cash-surrender value of the policy.

###### ❖ Industrial and consumer loans

These are loans other than policy loans. They include housing loans and various loans made to domestic and foreign corporations, countries and government organizations.

##### 8. Tangible fixed assets

Tangible fixed assets, including land, buildings, lease assets, construction in progress and movables.

###### ❖ Leases

Among movables used by the Company under lease agreements, those regarded as purchased at the commencement of the transaction are treated as property that is accounted for as a Company asset.

###### ❖ Construction in progress

Temporary account for expenditure of acquisition of real estate, used until delivery and debit to proper accounts such as land, buildings, etc.

##### 9. Intangible fixed assets

Intangible fixed assets including software and land lease rights.

##### 10. Reinsurance receivables

Life insurance companies pay premiums for reinsurance to other insurance companies to spread or allocate the risk of high-value policies they underwrite.

Reinsurance receivables are credits to reinsurance companies such as claims and premium refund of cancellations and lapses.

On the other hand, obligations to reinsurance companies such as premium payables are recorded as reinsurance payables.

##### 11. Other assets

###### ❖ Deposit for futures transactions

Margins deposited for transactions in financial futures and securities futures.

###### ❖ Variation margins of futures markets

These are the amounts paid or received when financial futures and securities futures are mark-to-market. When the amount paid is greater than the amount received, it is recorded under assets. When the amount received is greater than the amount paid, it is recorded under liabilities.

###### ❖ Derivative financial instruments

The market value of futures, options and other derivative instruments is determined at the end of the fiscal year and if deemed to be settled, that value is posted as a credit or debt in the assets or liabilities account.

##### 12. Deferred tax assets

Represents the difference between deferred tax assets (temporary differences and tax losses carried forward expected to be recovered in the future accounting periods) and deferred tax liabilities (temporary differences expected to be assessed in the future accounting periods).

When deferred tax assets exceed deferred tax liabilities, the balance is recorded under assets as deferred tax assets. Conversely, when deferred tax liabilities exceed deferred tax assets, the balance is recorded under liabilities as deferred tax liabilities.

##### 13. Customers' liability for acceptances and guarantees

See acceptances and guarantees in the liabilities section.

##### 14. Allowance for doubtful accounts

This account is provided in advance for losses incurred from bankruptcy or other reasons of borrowers.

Life insurance companies prepare individual allowance for doubtful accounts and that for specific overseas credits other than general allowance for doubtful accounts estimated from past loss experiences.

#### Liabilities

##### 1. Policy reserves and other reserves

The Insurance Business Act requires insurance companies to provide policy reserves and reserves for claims and other payments.

###### ❖ Reserve for outstanding claims

This reserve is for claims and other amounts payable at the end of the fiscal year, even though the reasons for such payments occurred in the previous term and payment is outstanding due to operational reasons.

###### ❖ Policy reserves

Required by the Insurance Business Act, this reserve is for future insurance, annuity and benefit payments for policies during which no incidents occur.

###### ❖ Reserve for dividends to policyholders

This is the reserve provided for insurance policy dividends.

##### 2. Reinsurance payables

See reinsurance receivables in the assets section.

##### 3. Other liabilities

###### ❖ Derivative financial instruments

See derivative financial instruments in the assets section.

###### ❖ Lease obligations

Among movables used by the Company under lease agreements, for those considered to be property accounted for as Company assets from the commencement of transaction, that portion of the lease fee payments due for which the due date falls within the following accounting period is treated as an obligation.

##### 4. Accrued bonuses for directors and corporate auditors

A reserve provided for the payment of executive bonuses.

##### 5. Accrued severance indemnities

Allowance provided for future employee retirement (severance) and pension payments.

##### 6. Accrued retirement benefits for directors and corporate auditors

The reserve to be allotted for distribution to reserve for retirement benefits for directors.

##### 7. Accrued losses from supporting closely related companies

This is provided for the loss estimated for restructuring and financial support to closely related companies in the future.

##### 8. Reserve for price fluctuations in investments in securities

In accordance with the Insurance Business Act Article 115 paragraph 1, this reserve is provided to cover losses incurred from future decrease in prices of assets such as stocks whose value is likely to fluctuate.

##### 9. Deferred tax liabilities

See deferred tax assets in the assets section.

##### 10. Deferred tax liabilities for land revaluation

This is the tax amount corresponding to the temporary difference of tax accounting between book value and current market value of land applied for land revaluation based upon the Act on Revaluation of Land.

## 11. Acceptances and guarantees

According to the Insurance Business Act, life insurance companies are allowed to engage in the credit guarantee business as an auxiliary business. Based on requests from customers, insurance companies provide third parties with guarantees of payment for loans taken out by customers. In the event customers fail to pay their debt, insurance companies have obligations to pay on behalf of their customers. In the event that insurance companies make payment, they have the right to seek payment (compensation, indemnity) from their customer, the original debtor.

Acceptances and guarantees represent the entire debt borne for the party receiving the guarantees as contingent liabilities.

In such cases, customers' liability for acceptances and guarantees are recorded under assets. This represents contingent obligations to the customers that the Company paid on behalf of.

## Net Assets

### 1. Foundation Funds

According to Article 60 of the Insurance Business Act, foundation funds provide a means of financing and correspond to the capital of a joint stock company.

### 2. Reserve for redemption of foundation funds

As provided by Article 56 of the Insurance Business Act, if a mutual company redeems its foundation funds, the company is obliged to provide the reserve equivalent to the redeemed amount.

### 3. Reserve for revaluation

Article 102 of the Asset Revaluation Law enacted in 1950 provides for the establishment of a reserve for revaluation of assets such as stock, real estate and movables.

### 4. Surplus

#### ❖ Legal reserve for deficiencies

As provided by Article 58 of the Insurance Business Act, at the end of each fiscal year, insurance companies are obliged to reserve a portion of their surplus as a deficiency reserve for future losses. This reserve must be accumulated to foundation funds in an amount equal to 3/1000 of or greater than disbursement as a result of appropriation of surplus every fiscal year.

#### ❖ Other surplus

##### ❖ Contingency reserve

This account is provided for in an amount that exceeds accumulated contingent liabilities. The contingency reserve is one of the policy reserves and is provided for against the risk of insurable incidents occurring at a higher frequency than generally expected and the risk of investment returns being lower than the expected return ratio.

#### ❖ Reserve for condensed booking of fixed assets for tax purposes

This is a reserve for condensed booking of fixed assets applied in replacement of specific assets accumulated through appropriation of surplus.

#### ❖ Unappropriated surplus

Unappropriated surplus is included in other surplus, and, like a reserve, its calculation has not been established based on a resolution of the representative meeting.

### 5. Net unrealized gains/losses on available-for-sale securities, net of tax

The securities held by insurance companies are categorized by purpose of possession; available-for-sale securities are those securities not included in trading securities, policy-reserve-matching bonds, held to maturity bonds, or investments in subsidiaries and affiliates. They are recorded on the balance sheets at market value. The amount recorded is equal to the difference between market value and book value, net of tax.

### 6. Deferred gains/losses on derivatives under hedge accounting

As part of asset management, the Company engages in derivative transactions to reduce possible losses in assets or liabilities from price fluctuations and cash flow fluctuations. For some of these transactions, hedge accounting is applied to the items that meet specific criteria. The amounts of gain and loss from derivative transactions under hedge accounting as at the end of the fiscal year, net of tax, are recorded as "Deferred gains/losses on derivatives under hedge accounting."

### 7. Revaluation reserve for land

This is the amount calculated by subtracting the deferred tax liability related to revaluation value from revaluation reserve for evaluation of land based upon the Act on Revaluation of Land.

## II. Terms Used in the Statements of Income

### Revenues

#### 1. Income from insurance and reinsurance premiums

##### ❖ Insurance premiums

Insurance premiums are premiums paid by policyholders for their future insurance claims and other benefits.

##### ❖ Reinsurance premiums

Reinsurance premiums comprise reinsurance claims received from reinsurers as determined in reinsurance policies and refund of reinsurance premiums due to cancellations or lapses of insurance policies.

#### 2. Investment income

##### ❖ Gain on proprietary trading securities

Please refer to proprietary trading securities in the assets section of balance sheet terminology.

##### ❖ Gain from assets held in trust, net

Please refer to assets held in trust in the assets section of balance sheet terminology.

##### ❖ Gain from derivative financial instruments, net

Gain/loss from derivative financial instruments consists of both realized and unrealized gain/loss derived from derivative financial instruments to which hedge accounting is not applied. When gain exceeds loss, the net gain is accounted for as gain from derivative financial instruments, net. When loss exceeds gain, the net loss is accounted for as loss from derivative financial instruments, net.

##### ❖ Foreign exchange gain, net

Gain or loss arises from foreign currency transactions due to differences of foreign exchange rates between the transaction date and the settlement date. Such gain and loss incurred during this period as well as gain and loss arising from the translation of foreign currency rights and obligations at the current rate as of the balance sheet date are offset, and the difference arising from the offsetting is accounted for as foreign exchange gain, net when total gain exceeds total loss and as foreign exchange loss, net when total loss exceeds total gain.

##### ❖ Gain from separate accounts, net

The difference between gain and loss from the separate accounts is accounted for as gain from separate accounts, net when gain exceeds loss and as loss from separate accounts, net when loss exceeds gain.

#### 3. Other revenues

##### ❖ Proceeds from handling of annuity riders included in other expenditures

This account represents insurance claims which are not paid in order to cover annuity resources when beneficiaries choose to receive insurance as annuities.

##### ❖ Proceeds from deferred insurance included in other expenditures

This account represents insurance claims deposited with a certain rate prescribed in the deferred insurance system established by the Company, based on beneficiaries' application. When such insurance claims are paid after a definite period or based on beneficiaries' applications, such payments are accounted for under other expenditures.

##### ❖ Reversal of reserve for outstanding claims included in other expenses

Please refer to provision for policy reserves and others in expenditures

##### ❖ Reversal of policy reserves included in other expenses

Please refer to provision for policy reserves and others in expenditures

## Expenditures

### 1. Insurance claims and other payments

#### ❖ Death and other claims

Death and other claims are insurance claims paid to beneficiaries when insured persons die during the periods of insurance, or when insured persons survive to policy maturity.

#### ❖ Annuity payments

When the insured person is alive up to and after the date that annuity payments begin, this is the amount paid to the insured person each fiscal year, either during the time that the insured person is alive or the total amount paid to the beneficiary over a specified period of time.

#### ❖ Health and other benefits

Health and other benefits are benefits paid to insured persons when they are hospitalized for certain stipulated reasons or operated on during insured periods.

#### ❖ Surrender benefits

Surrender benefits are benefits paid to insured persons when the insurance contract is surrendered or expired.

#### ❖ Reinsurance premiums

Reinsurance premiums are premiums paid to other insurance companies pursuant to reinsurance agreements, mainly for the purpose of diversification of risks of high value policies.

### 2. Provision for policy reserves

As a unique accounting procedure in life insurance companies, the Company reverses reserve for outstanding claims and policy reserves as of the end of the prior fiscal year and provides a reserve for outstanding claims and policy reserves as necessary as of the end of the current fiscal year (March 31). Reversal of and provision for such reserves are offset and presented in the statements of income, and the difference between reversal of and provision for such reserves is accounted for as a provision for outstanding claims and provision for reserve for policy reserves when the amounts of provision exceed the amounts of reversal, and as a reversal of outstanding claims and reversal of reserve for policy reserves when the amounts of reversal exceed the amount of provision.

#### ❖ Interest on reserve for dividends to policyholders

Dividends to policyholders which are deposited with interests in insurance companies from anniversary dates are accounted for as reserves for dividends to policyholders. Interest on reserve for dividends to policyholders is interest incurred during the periods of insurance and added to reserve for dividends to policyholders.

### 3. Investment expenses

#### ❖ Loss on proprietary trading securities

Please refer to proprietary trading securities in the assets section of balance sheet terminology.

#### ❖ Loss from assets held in trust, net

Please refer to assets held in trust in the assets section of balance sheet terminology.

#### ❖ Loss from derivative financial instruments, net

Please refer to gains from derivative financial instruments recorded under revenues.

#### ❖ Foreign exchange loss, net

Please refer to foreign exchange gain, net recorded under revenues.

#### ❖ Write-off of loans

This account represents write-offs of unrecoverable loans mainly due to the bankruptcy of the borrowers. Write-offs of loans are accounted for in the amounts of loans after deduction of allowance of doubtful accounts provided in the prior years.

#### ❖ Depreciation of rental real estate and other assets

Please refer to depreciation expenses recorded under other expenditures below.

#### ❖ Loss from separate accounts, net

Please refer to gain from separate accounts recorded under revenues.

### 4. Operating expenses

Operating expenses comprise the various costs incurred in the Company's business and are equivalent to selling and general administrative expenses in other businesses.

### 5. Other expenditures

#### ❖ Deferred benefit payments

Please refer to proceeds from deferred insurance recorded under revenues.

#### ❖ Depreciation

Depreciation is an accounting procedure used to write down the acquisition cost of an asset over its useful life. An apportioned cost is recorded for each fiscal year. The depreciation of real estate and movables held by life insurance companies is accounted for in the amounts depreciated for each fiscal year.

The depreciation expenses of real estate used for investment purposes are recorded as depreciation of rental real estate and other assets.

## Extraordinary gains and extraordinary losses

#### ❖ Impairment losses

Losses recorded based on accounting standards pertaining to fixed assets.

#### ❖ Loss on reduction entry of real estate

The losses derived from the deduction of the acquisition costs of real estate as a result of the application of advanced depreciation due to swap, substitution or expropriation of real estate in accordance with the corporate tax law and the special taxation measures law.

## Others

#### ❖ Deferred income taxes

Deferred income taxes is the change in deferred tax assets/liabilities from the beginning to the end of the fiscal year, which includes deferred income taxes arising from reversal of revaluation reserve for land due to sales of land but does not include the change in deferred tax assets/liabilities regarding evaluation of available-for-sale securities.

## ● Matters Pertaining to Consolidated Settlements

### I. Terms Used in the Consolidated Balance Sheets

#### ❖ Consolidated surplus

Profit reserves and surpluses are posted as items under cumulative after-tax income calculated for the consolidated balance sheets. Until the fiscal year ended March 31, 2002, revaluation reserves were also included in this total.

#### ❖ Cumulative translation adjustments

When creating the Company's consolidated financial statements, it is necessary to translate values recorded in the financial statements of overseas subsidiaries into yen. When translating foreign currency amounts into yen, the exchange rates will differ for various items. For this reason, a foreign currency translation difference is recorded on the consolidated balance sheets. The difference, excluding the amounts pertaining to the equity held by minority shareholders, is recorded as a foreign currency translation adjustment.

#### ❖ Minority interests

The equity held by third parties other than the parent company in company subsidiaries is recorded.

### II. Consolidated Statements of Income

#### ❖ Minority interests

This is the increase/decrease in equity held by subsidiary shareholders other than the Parent Company.

When this equity has increased, profits for minority interests is recorded; when it decreases, a loss for minority interests is recorded.