

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 (NONCONSOLIDATED)

1. Status of Nonperforming Assets According to Borrower's Classification

	Millions of Yen, %		
As of March 31	2014	2013	2012
Bankrupt and quasi-bankrupt loans	¥ 11,686	¥ 11,998	¥ 11,825
Doubtful loans	22,596	24,456	24,729
Substandard loans	4,749	5,599	6,038
Subtotal	39,033	42,054	42,594
[Ratio to total]	[0.34%]	[0.36%]	[0.37%]
Normal loans	11,365,046	11,737,901	11,563,104
Total	¥11,404,080	¥11,779,955	¥11,605,698

Notes: 1. Bankrupt and quasi-bankrupt loans are nonperforming 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 nonperforming 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 or 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 Notes 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 Notes 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 Notes 1 to 3 in the above notes, and where the debtor has no financial or business performance problems.
 5. 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.
 6. Bankrupt and quasi-bankrupt loans are directly deducted from total loans based on the estimated uncollectible amounts calculated by subtracting estimated collectible amounts based on the collateral and guarantees. These amounts for bankrupt and quasi-bankrupt loans were ¥703 million, ¥831 million and ¥1,754 million as of March 31, 2014, 2013 and 2012, respectively.

2. Status of Risk-Monitored Loans

	Millions of Yen, %		
As of March 31	2014	2013	2012
Loans to bankrupt borrowers	¥ 2,339	¥ 2,658	¥ 3,018
Delinquent loans	31,941	33,794	33,532
Loans that are delinquent for over three months	23	—	—
Restructured loans	4,726	5,599	6,038
Total	¥39,030	¥42,052	¥42,589
[Ratio to total loans]	[0.46%]	[0.49%]	[0.49%]

Notes: 1. For loans to bankrupt borrowers and quasi-bankrupt borrowers (including collateralized and guaranteed loans), an estimated uncollectible amount (calculated by subtracting estimated collectible 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 ¥299 million, ¥449 million and ¥752 million as of March 31, 2014, 2013 and 2012, respectively. The amounts of delinquent loans were ¥403 million, ¥382 million and ¥1,001 million as of March 31, 2014, 2013 and 2012, respectively.
 2. 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.
 3. 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.
 4. 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.
 5. 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).
 6. Based on the results of asset self-assessment, accrued interest on loans is not recorded as revenue 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 (FSA) and conducted internal audits by the Auditing Department, which is independent from the groups handling the actual assessment. In addition, it undergoes an external audit by the 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	Noncategorized ①				Debtors whose performance is sound and for whom there are no specific concerns regarding their financial situation.
On caution	Noncategorized 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	Noncategorized	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	Noncategorized	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	Noncategorized	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

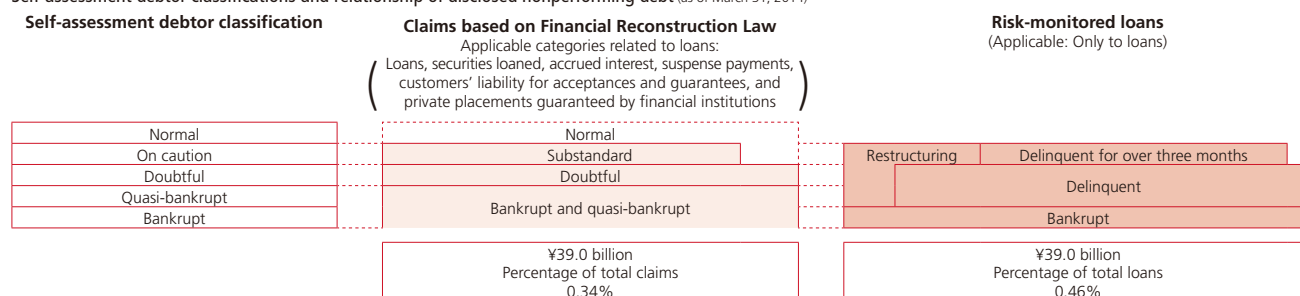
a) Estimation of disposal of solid collateral and solid guarantees

b) Estimation of disposal of general collateral and general guarantees

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 nonperforming debt (as of March 31, 2014)



Status of Borrower Classification

As of March 31, 2014		Billions of Yen, %	
	Amount	Percentage	
Loan balances	¥85,289	100%	
(After direct write-off of Category IV)			
Noncategorized	84,241	98.8	
Category II	1,027	1.2	
Category III	21	0.0	
Category IV	—	—	

Notes: 1. The amount of specific allowance for doubtful accounts provided for Category III loans was ¥1.8 billion.

2. The amount of Category IV that was directly written off from loans was ¥0.7 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 loans, the necessary amount, concerning the balance calculated by subtracting the estimated collectable amount based on collateral and guarantees from total loans, is provided as a specific allowance for doubtful accounts. [④] The portion for the amount in "Category IV" is directly deducted from total loans. [⑤]

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

No ending balance as of March 31, 2014, 2013 or 2012.

4. Ability to Pay Benefits (Solvency Margin Ratio)

Solvency Margin Ratio According to New Standard

As of March 31		2014	2013	2012
Millions of Yen				
Solvency margin gross amount	(A)	¥9,437,173	¥8,027,181	¥5,892,084
Foundation funds (<i>kikin</i>) and other reserve funds:		3,422,870	2,965,956	2,824,109
Foundation funds and others	1	1,486,123	1,430,471	1,371,689
Reserve for price fluctuations in investments in securities	2	623,312	427,529	333,710
Contingency reserve	3	1,005,760	780,154	775,654
General allowance for doubtful accounts	4	3,952	5,478	9,454
Others	10	303,722	322,322	333,600
Net unrealized gains/losses on available-for-sale securities × 90%	5	4,221,212	3,278,358	1,365,853
Net unrealized gains/losses on real estate × 85%	6	28,567	(8,685)	9,974
Excess of continued Zillmerized reserve	7	1,552,382	1,602,347	1,659,986
Qualifying subordinated debt	8	157,040	157,040	—
Excess of continued Zillmerized reserve and qualifying subordinated debt not included in margin calculations		—	—	—
Deduction clause	9	(428)	(539)	(532)
Others	10	55,528	32,704	32,693
Total amount of risk	$\sqrt{(R_1+R_8)^2+(R_2+R_3+R_7)^2} + R_4$ (B)	2,422,583	2,305,244	2,078,230
Underwriting risk	R ₁	131,177	135,383	139,799
Underwriting risk of third-sector insurance	R ₈	74,655	73,978	73,383
Anticipated yield risk	R ₂	389,635	394,708	401,939
Minimum guarantee risk	R ₇	5,870	7,382	10,285
Investment risk	R ₃	1,966,765	1,844,303	1,610,090
Business management risk	R ₄	51,362	49,115	44,709
Solvency margin ratio	$\frac{(A)}{(1/2) \times (B)} \times 100$	779.0%	696.4%	567.0%

Notes: 1. The amounts and figures in the table above are calculated based on the provisions of Article 86 and Article 87 of the Ordinance for Enforcement of the Insurance Business Act and the Ministry of Finance Public Notice No. 50 of 1996.

2. The amount of foundation funds and others represents the amount after the appropriation of surplus.

3. The standard method is used for the calculation of the amount equivalent to minimum guarantee risk R₇.

1. Foundation Funds and Others
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 sheets and the total book value is positive, multiply by 90% and record the resulting amount. If the difference is 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% and record the resulting amount. If the difference is 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
The 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 sheets, whichever is greater.
8. Qualifying Subordinated Debt
The amount needed to satisfy the necessary conditions into the amount of financing by issuance of subordinated debt or by borrowing or subordinated debt.
9. 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.
10. Others
The total amount of a part of dividend reserves on the balance sheets and tax amounts corresponding to contingency funds under net assets.
11. 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).
12. 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).
13. Anticipated Yield Risk
Shows the amount for dealing with anticipated yield risk (risk of not being able to secure anticipated yield that serves as the basis for calculating policy reserves).
14. 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).
15. Investment Risk
Shows the amount for dealing with investment risk (in risks related to investments, those risks arising from reasons other than more than generally expected price fluctuations of held securities and other assets).
16. 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, minimum guarantee risk and investment risk are included in this category).

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

As of March 31		Billions of Yen		
		2014	2013	2012
Cash, deposits and call loans	Book value	¥ 817.1	¥ 706.8	¥ 634.5
	Market value (appraisal value)	817.1	706.8	634.5
	Net gains/losses	(0.0)	(0.0)	(0.0)
	Gains	0.0	0.0	—
	Losses	(0.0)	(0.0)	(0.0)
Proprietary trading securities*¹	Book value	—	—	—
	Market value (appraisal value)	—	—	—
	Net gains/losses	—	—	—
	Gains	—	—	—
	Losses	—	—	—
Assets held in trust*²	Book value	—	—	—
	Market value (appraisal value)	—	—	—
	Net gains/losses	—	—	—
	Gains	—	—	—
	Losses	—	—	—
Investments in securities*³	Book value	39,678.7	38,631.5	36,005.1
	Market value (appraisal value)	46,195.7	44,302.6	38,618.6
	Net gains/losses	6,517.0	5,671.0	2,613.5
	Gains	6,648.0	5,985.6	3,227.9
	Losses	(130.9)	(314.5)	(614.4)
Loans	Book value	8,528.9	8,581.8	8,721.6
	Market value (appraisal value)	8,791.5	8,894.8	8,976.8
	Net gains/losses	262.5	313.0	255.2
	Gains	277.2	318.3	264.9
	Losses	(14.6)	(5.3)	(9.7)
Real estate*⁴	Book value	1,266.1	1,224.1	1,280.0
	Market value (appraisal value)	1,257.0	1,170.8	1,216.8
	Net gains/losses	(9.0)	(53.3)	(63.2)
	Gains	179.4	153.8	160.0
	Losses	(188.5)	(207.1)	(223.2)
Other assets	Book value	1,809.4	2,095.8	2,850.4
	Market value (appraisal value)	1,853.1	2,152.0	2,897.4
	Net gains/losses	43.6	56.2	47.0
	Gains	43.7	56.7	47.5
	Losses	(0.0)	(0.4)	(0.5)
Total assets	Book value	52,100.4	51,240.2	49,491.7
	Market value (appraisal value)	58,914.6	57,227.2	52,344.4
	Net gains/losses	6,814.1	5,987.0	2,852.6
	Gains	7,148.4	6,514.6	3,700.5
	Losses	(334.2)	(527.5)	(847.9)

*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 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 ¥42.6 billion, ¥44.6 billion and ¥74.9 billion as of March 31, 2014, 2013 and 2012, respectively.

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

* Please refer to the following pages: Market Value of Securities (General Account), p. 205, Market Value of Securities (Separate Account for Individual Variable Insurance), p. 212, Market Value of Securities (Separate Account for Individual Variable Annuities), p. 216

1. Net valuation gains/losses from trading securities

As of March 31	2014		2013		2012	
	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	¥1,098,298	¥7,295	¥1,072,950	¥115,244	¥1,041,876	¥20,342

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 the 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)

As of March 31	2014					2013				
	Book value	Market value	Net gains/losses	Gains	Losses	Book value	Market value	Net gains/losses	Gains	Losses
Policy-reserve-matching bonds	¥20,136,376	¥21,936,386	¥1,800,009	¥1,808,748	¥ (8,738)	¥19,603,424	¥21,659,962	¥2,056,538	¥2,065,986	¥ (9,448)
Held-to-maturity debt securities	—	—	—	—	—	—	—	—	—	—
Investments in subsidiaries and affiliates	7,711	61,779	54,068	54,068	—	7,711	44,436	36,725	36,725	—
Available-for-sale securities	18,015,822	22,677,237	4,661,415	4,779,182	(117,767)	17,673,517	21,305,305	3,631,788	3,913,256	(281,467)
Domestic bonds	2,056,317	2,155,038	98,721	99,802	(1,081)	1,968,345	2,067,063	98,718	100,561	(1,843)
Domestic stocks	4,081,909	6,911,256	2,829,346	2,923,269	(93,923)	4,305,831	6,437,752	2,131,920	2,392,688	(260,767)
Foreign securities	11,109,726	12,793,176	1,683,449	1,704,975	(21,525)	10,667,428	12,034,602	1,367,174	1,381,580	(14,406)
Foreign bonds	9,031,217	10,143,846	1,112,629	1,131,575	(18,945)	8,754,592	9,739,153	984,560	996,678	(12,117)
Foreign stocks and other securities	2,078,509	2,649,329	570,820	573,399	(2,579)	1,912,835	2,295,449	382,614	384,902	(2,288)
Other securities	504,806	554,709	49,902	51,134	(1,231)	374,619	408,607	33,987	38,425	(4,437)
Monetary receivables purchased	28,061	28,057	(4)	—	(4)	58,291	58,281	(10)	—	(10)
Negotiable certificates of deposit	235,000	234,999	(0)	0	(0)	299,000	298,997	(2)	0	(2)
Total	¥38,159,910	¥44,675,402	¥6,515,492	¥6,641,999	¥(126,506)	¥37,284,652	¥43,009,704	¥5,725,051	¥6,015,967	¥(290,916)
Domestic bonds	21,568,091	23,421,564	1,853,472	1,863,225	(9,752)	20,791,887	22,888,875	2,096,988	2,107,804	(10,816)
Domestic stocks	4,081,909	6,911,256	2,829,346	2,923,269	(93,923)	4,305,831	6,437,752	2,131,920	2,392,688	(260,767)
Foreign securities	11,199,464	12,940,877	1,741,412	1,762,938	(21,526)	10,756,982	12,165,246	1,408,263	1,422,672	(14,408)
Foreign bonds	9,113,244	10,229,768	1,116,523	1,135,470	(18,946)	8,836,436	9,825,360	988,923	1,001,044	(12,120)
Foreign stocks and other securities	2,086,220	2,711,108	624,888	627,467	(2,579)	1,920,546	2,339,885	419,339	421,627	(2,288)
Other securities	504,806	554,709	49,902	51,134	(1,231)	374,619	408,607	33,987	38,425	(4,437)
Monetary receivables purchased	570,636	611,996	41,359	41,430	(70)	756,331	810,224	53,893	54,377	(483)
Negotiable certificates of deposit	235,000	234,999	(0)	0	(0)	299,000	298,997	(2)	0	(2)

As of March 31	2012				
	Book value	Market value	Net gains/losses	Gains	Losses
Policy-reserve-matching bonds	¥18,228,648	¥19,392,601	¥1,163,953	¥1,189,139	¥ (25,185)
Held-to-maturity debt securities	14,500	14,479	(21)	61	(82)
Investments in subsidiaries and affiliates	7,711	21,406	13,695	13,695	—
Available-for-sale securities	16,558,688	18,085,285	1,526,597	2,067,918	(541,320)
Domestic bonds	1,724,475	1,772,691	48,216	55,928	(7,711)
Domestic stocks	4,652,436	5,596,927	944,490	1,389,380	(444,889)
Foreign securities	9,624,725	10,166,593	541,867	615,182	(73,314)
Foreign bonds	8,095,784	8,508,080	412,296	460,129	(47,833)
Foreign stocks and other securities	1,528,940	1,658,512	129,571	155,052	(25,480)
Other securities	229,654	221,694	(7,960)	7,423	(15,383)
Monetary receivables purchased	76,396	76,381	(15)	4	(19)
Negotiable certificates of deposit	251,000	250,997	(2)	—	(2)
Total	¥34,809,548	¥37,513,773	¥2,704,225	¥3,270,814	¥(566,589)
Domestic bonds	19,078,734	20,244,760	1,166,026	1,198,181	(32,154)
Domestic stocks	4,652,436	5,596,927	944,490	1,389,380	(444,889)
Foreign securities	9,714,636	10,272,670	558,033	631,684	(73,650)
Foreign bonds	8,177,984	8,592,751	414,766	462,936	(48,169)
Foreign stocks and other securities	1,536,652	1,679,919	143,267	168,748	(25,480)
Other securities	229,654	221,694	(7,960)	7,423	(15,383)
Monetary receivables purchased	883,085	926,722	43,637	44,145	(508)
Negotiable certificates of deposit	251,000	250,997	(2)	—	(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	2014			2013			2012		
	Balance sheet amount	Market value	Difference	Balance sheet amount	Market value	Difference	Balance sheet amount	Market value	Difference
Bonds whose market value exceeds balance sheet amount	¥19,723,454	¥21,532,202	¥1,808,748	¥19,451,366	¥21,517,353	¥2,065,986	¥17,926,383	¥19,115,522	¥1,189,139
Domestic bonds	19,100,466	20,863,889	1,763,422	18,734,266	20,741,509	2,007,243	17,108,566	18,250,757	1,142,191
Foreign securities	81,594	85,489	3,895	81,033	85,399	4,366	68,973	71,780	2,806
Monetary receivables purchased	541,392	582,823	41,430	636,067	690,445	54,377	748,842	792,984	44,141
Bonds whose market value does not exceed balance sheet amount	412,922	404,183	(8,738)	152,057	142,608	(9,448)	302,265	277,079	(25,185)
Domestic bonds	411,307	402,636	(8,671)	89,276	80,303	(8,973)	231,192	206,831	(24,360)
Foreign securities	432	431	(1)	810	807	(2)	13,226	12,890	(336)
Monetary receivables purchased	1,182	1,115	(66)	61,971	61,498	(472)	57,846	57,357	(488)

(2) Held-to-maturity debt securities

Millions of Yen

As of March 31	2014			2013			2012		
	Balance sheet amount	Market value	Difference	Balance sheet amount	Market value	Difference	Balance sheet amount	Market value	Difference
Bonds whose market value exceeds balance sheet amount	¥—	¥—	¥—	¥—	¥—	¥—	¥12,000	¥12,061	¥ 61
Domestic bonds	—	—	—	—	—	—	12,000	12,061	61
Bonds whose market value does not exceed balance sheet amount	—	—	—	—	—	—	2,499	2,417	(82)
Domestic bonds	—	—	—	—	—	—	2,499	2,417	(82)

(3) Available-for-sale securities

Millions of Yen

As of March 31	2014			2013			2012		
	Book value	Balance sheet amount	Difference	Book value	Balance sheet amount	Difference	Book value	Balance sheet amount	Difference
Bonds whose balance sheet amount exceeds book value	¥15,453,071	¥20,232,254	¥4,779,182	¥15,316,107	¥19,229,363	¥3,913,256	¥12,435,950	¥14,503,868	¥2,067,918
Domestic bonds	1,998,843	2,098,646	99,802	1,917,151	2,017,712	100,561	1,669,385	1,725,313	55,928
Domestic stocks	3,205,936	6,129,206	2,923,269	3,003,896	5,396,584	2,392,688	2,656,297	4,045,678	1,389,380
Foreign securities	9,732,154	11,437,129	1,704,975	10,041,063	11,422,644	1,381,580	7,936,643	8,551,825	615,182
Other securities	431,137	482,272	51,134	349,996	388,421	38,425	170,767	178,190	7,423
Monetary receivables purchased	—	—	—	—	—	—	2,855	2,860	4
Negotiable certificates of deposit	85,000	85,000	0	4,000	4,000	0	—	—	—
Bonds whose balance sheet amount does not exceed book value	2,562,750	2,444,983	(117,767)	2,357,409	2,075,941	(281,467)	4,122,738	3,581,417	(541,320)
Domestic bonds	57,473	56,392	(1,081)	51,193	49,350	(1,843)	55,089	47,378	(7,711)
Domestic stocks	875,973	782,049	(93,923)	1,301,935	1,041,168	(260,767)	1,996,138	1,551,249	(444,889)
Foreign securities	1,377,572	1,356,047	(21,525)	626,364	611,958	(14,406)	1,688,081	1,614,767	(73,314)
Other securities	73,669	72,437	(1,231)	24,623	20,185	(4,437)	58,887	43,503	(15,383)
Monetary receivables purchased	28,061	28,057	(4)	58,291	58,281	(10)	73,540	73,521	(19)
Negotiable certificates of deposit	150,000	149,999	(0)	295,000	294,997	(2)	251,000	250,997	(2)

(4) Book value of securities without market value

Millions of Yen

As of March 31	2014	2013	2012
Policy-reserve-matching bonds	¥ —	¥ —	¥ —
Held-to-maturity debt securities	—	—	—
Unlisted foreign bonds	—	—	—
Others	—	—	—
Investments in subsidiaries and affiliates	231,983	285,945	247,911
Available-for-sale securities	994,216	1,043,347	1,039,878
Unlisted domestic stocks (excluding stocks sold over-the-counter)	196,549	199,242	202,244
Unlisted foreign stocks (excluding stocks sold over-the-counter)	622,487	682,492	692,761
Unlisted foreign bonds	—	—	—
Others	175,179	161,612	144,872
Total	¥1,226,199	¥1,329,292	¥1,287,790

Note: Of securities without market value, the net income on currency exchange valuation of assets denominated in foreign currencies was ¥42,893 million as of March 31, 2014 and the net losses on currency exchange valuation of assets denominated in foreign currencies were ¥100 million and ¥47,025 million as of March 31, 2013 and 2012, 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, and 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 investment, the Company has specified and subcategorized 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 subcategories, 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 as policy-reserve-matching bonds.

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

Assets held in trust for trading purposes

No ending balance as of March 31, 2014, 2013 or 2012.

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

No ending balance as of March 31, 2014, 2013 or 2012.

8. Ordinary Profit (Core operating profit)

Millions of Yen			
Fiscal years ended March 31	2014	2013	2012
Core operating income	¥6,451,810	¥6,900,080	¥6,836,132
Revenues from insurance and reinsurance	4,825,577	5,342,857	5,368,272
Insurance premiums	4,824,669	5,342,079	5,367,387
Reinsurance revenue	907	777	885
Investment income	1,421,483	1,366,740	1,221,074
Interest, dividends, and other income	1,296,640	1,217,010	1,198,148
Gain on redemptions of securities	248	284	239
Reversal of general allowance for doubtful accounts	1,526	3,976	1,049
Other investment income	441	857	2,995
Gain from separate accounts, net	122,626	144,611	18,640
Other ordinary income	204,748	190,483	246,785
Income from annuity riders	7,836	7,769	10,328
Income from deferred benefits	153,912	152,482	171,335
Reversal of reserves for outstanding claims	4,266	2,786	41,933
Reversal of policy reserves	—	—	—
Reversal of accrued retirement benefits	12,250	4,236	3,081
Other income	26,482	23,208	20,106
Other core operating income	—	—	—
Core operating expenses	5,859,364	6,353,539	6,291,826
Benefits and other payments	3,778,221	3,617,129	3,886,720
Death and other claims	1,016,847	1,059,742	1,167,385
Annuity payments	857,662	686,205	649,373
Health and other benefits	769,645	828,082	804,484
Surrender benefits	839,852	834,495	1,011,204
Other refunds	292,927	207,332	252,933
Reinsurance premiums	1,284	1,271	1,337
Provision for policy reserves*	1,153,342	1,734,514	1,414,371
Investment expenses	69,807	80,702	66,766
Interest expenses	7,792	4,717	2,658
Loss on redemptions of securities	24,628	30,526	16,265
Provision for general allowance for doubtful accounts	—	—	—
Depreciation of rental real estate and other assets	15,410	23,954	25,848
Other investment expenses	21,976	21,503	21,993
Loss from separate accounts, net	—	—	—
Operating expenses	561,860	566,920	572,065
Other ordinary expenses	296,133	354,273	351,902
Deferred benefit payments	197,808	243,173	248,424
Taxes	34,643	37,376	37,392
Depreciation	47,308	57,839	50,511
Provision for accrued retirement benefits	—	—	—
Deferred asset amortization (Insurance Business Act, Article 113)	—	—	—
Other expenses	16,371	15,883	15,573
Other core operating expenses	—	—	—
Core operating profit	A 592,445	546,541	544,306

Millions of Yen			
Fiscal years ended March 31	2014	2013	2012
Capital gains	¥ 262,138	¥ 193,563	¥ 233,939
Gain on proprietary trading securities	—	—	—
Gain from assets held in trust, net	5	13	16
Gain on trading securities	—	—	—
Gain on sales of securities	260,438	192,348	233,923
Gain on derivative financial instruments, net	—	—	—
Foreign exchange gains, net	1,693	1,201	—
Other capital gains	—	—	—
Capital losses	116,502	347,446	347,689
Loss on proprietary trading securities	—	—	—
Loss from assets held in trust, net	—	—	—
Loss on trading securities	—	—	—
Loss on sales of securities	57,738	72,088	154,062
Loss on valuation of securities	22,254	98,668	29,364
Loss on derivative financial instruments, net	36,508	176,689	157,980
Foreign exchange losses, net	—	—	6,282
Other capital losses	—	—	—
Net capital gains/losses	B 145,635	(153,882)	(113,750)
Core operating profit, including net capital gains/losses	A+B 738,081	392,658	430,555
Nonrecurring gains	141	584	51,016
Reinsurance revenue	—	—	—
Reversal of contingency reserve	—	—	46,101
Reversal of specific allowance for doubtful accounts	141	584	4,915
Other non-recurring gains	—	—	—
Nonrecurring losses	225,606	4,501	3
Reinsurance premiums	—	—	—
Provision for contingency reserve	225,606	4,500	—
Provision for specific allowance for doubtful accounts	—	—	—
Provision of allowance for specific overseas debts	—	—	—
Write-offs of loans	0	1	3
Other nonrecurring losses	—	—	—
Nonrecurring gains/losses	C (225,464)	(3,916)	51,012
Ordinary profit	A + B + C ¥ 512,616	¥ 388,742	¥ 481,568

*"Provision for policy reserves" excludes provision for (reversal of) contingency reserve.

MAIN BUSINESS INDICATORS

9. Policies in Force and New Policies

1. Policies in force

(1) Number of policies

As of March 31	2014		2013		2012	
	Number of policies	Rate of increase (decrease)	Number of policies	Rate of increase (decrease)	Number of policies	Rate of increase (decrease)
Individual insurance	17,927,849	22.0%	14,696,758	29.6%	11,339,098	(1.5)%
Individual annuities	3,392,874	5.6	3,214,212	2.1	3,149,513	4.1

Note: Number of individual insurance policies lists each insurance policy individually for one insurance contract introduced after April 1, 2012, that is constructed from several insurance policy types.

(2) Policy amounts

As of March 31	2014		2013		2012	
	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)
Individual insurance	¥150,854,564	(3.5)%	¥156,313,280	(3.7)%	¥162,385,451	(4.9)%
Individual annuities	21,041,351	6.9	19,682,527	3.3	19,047,063	4.0
Group insurance	92,059,146	0.1	91,960,978	0.8	91,234,040	1.4
Group annuities	11,327,050	3.8	10,911,548	4.1	10,476,956	5.3

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	2014		2013		2012	
	Number of policies	Rate of increase (decrease)	Number of policies	Rate of increase (decrease)	Number of policies	Rate of increase (decrease)
Individual insurance	4,682,528	0.4%	4,662,434	349.3%	1,037,610	6.9%
Individual annuities	342,424	65.2	207,224	(20.2)	259,662	23.7

Notes: 1. The number of policies includes policies that were converted into new policies.

2. Number of individual insurance policies lists each insurance policy individually for one insurance contract introduced after April 1, 2012, that is constructed from several insurance policy types.

(2) Policy amounts

Fiscal years ended March 31	2014		2013		2012		
	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)	
Individual insurance	New policies, including conversions	¥7,277,643	(9.3)%	¥8,027,088	18.8%	¥6,758,549	2.7%
	New policies, excluding conversions	8,062,318	(4.5)	8,439,496	12.3	7,513,315	4.8
	By conversion	(784,674)	—	(412,408)	—	(754,766)	—
Individual annuities	New policies, including conversions	2,431,876	58.7	1,532,368	(6.6)	1,640,762	31.1
	New policies, excluding conversions	2,387,520	56.4	1,526,234	(8.8)	1,672,785	30.4
	By conversion	44,355	623.1	6,134	—	(32,022)	—
Group insurance	New policies, including conversions	596,798	55.6	383,623	(64.2)	1,072,159	55.8
	New policies, excluding conversions	596,798	55.6	383,623	(64.2)	1,072,159	55.8
	By conversion	[3,764,497]	(21.2)	[4,780,110]	(13.7)	[5,540,481]	19.6
Group annuities	New policies, including conversions	1,310	(81.9)	7,240	271.9	1,946	33.6
	New policies, excluding conversions	1,310	(81.9)	7,240	271.9	1,946	33.6
	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 premium increases and the net increase in premiums from midterm enrollments and withdrawals.

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

10. Annualized Premiums

1. Policies in force

Millions of Yen, %

As of March 31	2014		2013		2012	
	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)
Individual insurance	¥2,411,362	1.5%	¥2,375,284	1.3%	¥2,345,320	(0.2)%
Individual annuities	857,412	2.0	840,931	2.5	820,412	3.8
Total	¥3,268,774	1.6%	¥3,216,215	1.6%	¥3,165,732	0.8 %
Medical coverage, living benefits, and others	¥ 595,747	0.6	¥ 592,386	0.4	¥ 590,089	0.2

Notes: 1. The amount of annualized net premium is the annual premiums 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 coverage, living benefits, and others represents annualized premiums related to medical benefits (hospitalization benefits and surgical benefits), living benefits (specified illness benefits and nursing care benefits) and waiver of premium benefits (excluding only disability benefits but including specified illness and nursing care benefits).

2. New policies

Millions of Yen, %

Fiscal years ended March 31	2014		2013		2012	
	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)
Individual insurance	¥217,995	(2.8)%	¥224,178	10.2%	¥203,411	15.0%
Individual annuities	79,797	49.2	53,477	(20.3)	67,058	21.5
Total	¥297,792	7.3	¥277,656	2.7	¥270,470	16.6
Medical coverage, living benefits, and others	¥ 41,085	2.6 %	¥ 40,055	9.9%	¥ 36,455	(0.1)%

Notes: 1. The amount of annualized net premium is the annual premiums 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 coverage, living benefits, and others represents annualized premiums related to medical benefits (hospitalization benefits and surgical benefits), living benefits (specified illness benefits and nursing care benefits) and waiver of premium benefits (excluding only disability benefits but including specified illness and nursing care benefits).

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

11. New Policies by Product

Number of Policies, Millions of Yen

Fiscal years ended March 31		2014		2013		2012	
		Policies	Amount	Policies	Amount	Policies	Amount
Individual insurance	Mortality insurance	[4,460,326]	¥[15,746,999]	[4,532,672]	¥[17,574,951]	[918,017]	¥[15,256,819]
		2,070,803	7,266,329	1,925,982	7,873,171	535,116	6,759,307
	Term life insurance	[441,207]	[6,333,926]	[460,827]	[7,148,161]	[19,984]	[1,407,228]
		153,775	2,177,469	142,196	2,424,871	16,834	1,143,054
	Whole life insurance	[406,046]	[1,536,771]	[595,297]	[2,369,633]	[195,138]	[1,217,483]
		200,207	977,776	343,110	1,716,873	151,492	966,665
	Lump-sum payment whole life insurance with variable accumulation rate	132	2,254	2,397	15,471	6,163	36,121
	Lump-sum payment increasing whole life insurance with variable assumed rate	51,963	448,017	49,163	419,394	61,637	481,764
	Whole life insurance with term rider	[—]	[—]	[7,731]	[183,449]	[554,956]	[11,955,145]
		—	—	3,108	68,436	218,851	3,976,745
	Dread disease insurance	[701,158]	[2,560,737]	[680,113]	[2,755,586]	[—]	[—]
		324,894	1,155,650	271,598	1,139,303	—	—
	Physical disability insurance	[616,357]	[2,032,690]	[571,944]	[2,040,608]	[—]	[—]
		298,299	1,039,444	239,825	951,429	—	—
	Nursing care insurance	[599,417]	[2,452,501]	[543,629]	[2,452,630]	[—]	[—]
		288,555	1,089,184	220,303	949,049	—	—
	Cancer insurance	—	—	151	22	15,253	2,420
	General medical insurance	[747,935]	[—]	[744,414]	[—]	[—]	[—]
		356,477	—	319,669	—	59,241	—
	Children's general medical insurance	15,927	—	14,819	—	—	—
	Cancer medical insurance	[417,680]	[—]	[426,128]	[—]	[—]	[—]
		138,021	—	121,844	—	—	—
	Limited injury insurance	[453,861]	[—]	[428,749]	[—]	[—]	[—]
		233,984	—	190,529	—	—	—
	Increasing term life insurance	[4,559]	[185,361]	[4,495]	[181,152]	[—]	[—]
		4,485	181,793	4,455	179,511	3,409	140,390
	Long-term life insurance with low-cash surrender value	2,579	192,804	—	—	—	—
	Medical life insurance	226	13	191	11	268	16
	Lump-sum payment whole life insurance for retirement	330	1,462	1,304	7,839	849	4,622
	Medical life insurance for retirement	949	364	1,320	542	1,119	464
	Term rider	[33]	[94]	[109]	[445]	[2,579]	[11,161]
		33	94	101	413	1,760	7,040
	Life and mortality insurance	[121,021]	[598,639]	[129,762]	[645,974]	[119,593]	[848,100]
		97,560	532,822	99,946	566,325	115,504	754,008
	Endowment insurance	[62,301]	[264,685]	[63,131]	[265,693]	[60,804]	[263,709]
		55,573	243,125	54,671	241,843	59,755	260,939
	Endowment insurance with term rider <i>Kurashi no Hoken</i>	[—]	[—]	[112]	[1,155]	[8,868]	[81,045]
		—	—	77	898	5,828	55,756
	Term life with survival benefit insurance	[34,747]	[99,288]	[41,014]	[120,747]	[—]	[—]
		18,014	55,031	19,693	65,982	17,303	117,005
	Juvenile insurance	23,973	234,660	25,505	256,924	32,618	260,166
	Multi-increase endowment rider	48	5	82	9	167	18
	Term rider with survival benefit	[—]	[—]	[699]	[1,445]	[68,464]	[126,156]
		—	—	348	666	33,223	60,122
	Pure endowment	101,181	263,166	—	—	—	—
	Educational endowment insurance	101,181	263,166	—	—	—	—
		[4,682,528]	[16,608,804]	[4,662,434]	[18,220,926]	[1,037,610]	[16,104,920]
	Subtotal	2,269,544	8,062,318	2,025,928	8,439,496	650,620	7,513,315
			<7,277,643>		<8,027,088>		<6,758,549>

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11. New Policies by Product, continued

Fiscal years ended March 31		Number of Policies, Millions of Yen					
		2014		2013		2012	
		Policies	Amount	Policies	Amount	Policies	Amount
Individual annuities	Nissay annuities	[339,756]	¥ [2,501,795]	[201,952]	¥ [1,618,546]	[243,139]	¥ [1,615,510]
		323,388	2,373,177	185,609	1,501,482	241,190	1,593,440
	Annuities with variable accumulation rate	2,668	14,342	5,272	24,752	16,523	79,345
	Subtotal	326,056	2,387,520	190,881	1,526,234	257,713	1,672,785
		<2,431,876>		<1,532,368>		<1,640,762>	
Group insurance	Group term life insurance	81,295	51,772	29,512	45,417	170,921	1,072,159
	General welfare group term life insurance	168,972	504,357	71,260	329,504	—	—
	Group credit life insurance	29,976	40,668	6,928	8,701	—	—
	Subtotal	280,243	596,798	107,700	383,623	170,921	1,072,159
Group annuities	New corporate pension plans	—	—	—	—	91,828	21
	Insured contributory pension plans	519	13	8,549	41	24,677	23
	Defined benefit corporate pension plans	—	1,141	—	192	—	489
	Employees' pension fund insurance	3,105	49	54,120	1,277	—	—
	Group pure endowment insurance	—	—	—	5,674	—	1,226
	Defined contribution pension plans	—	106	—	54	—	185
	Subtotal	3,624	1,310	62,669	7,240	116,505	1,946
Workers' asset-formation insurance	Workers' asset-formation savings insurance	4,411	475	4,046	270	4,608	431
	Workers' asset-formation housing funding insurance	865	38	900	69	896	72
	Workers' asset-formation benefits savings insurance	—	—	—	—	206	8
	Subtotal	5,276	513	4,946	339	5,710	512
Workers' asset-formation annuities	Workers' asset-formation funding annuities	1,933	70	1,827	72	1,839	70
	Subtotal	1,933	70	1,827	72	1,839	70
Medical life insurance	Individual type	28	0	26	0	57	0
	Group type	63,031	381	65,403	358	34,203	168
	Subtotal	63,059	381	65,429	358	34,260	169
Disability income insurance	Group disability income insurance	6,401	395	40,671	8,049	6,042	933
	Subtotal	6,401	395	40,671	8,049	6,042	933

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

6. Term rider, multi-increase endowment rider and term rider with survival benefit are not included in the subtotals.

7. The 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.

8. Figures for individual annuities represent annuity resources at the start of annuity payments.

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

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

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

12. Number of individual insurance policies lists each insurance policy individually for one insurance contract introduced after April 1, 2012, that is constructed from several insurance policy types.

12. Policies in Force by Product

As of March 31		Number of Policies, Millions of Yen					
		2014		2013		2012	
		Policies	Amount	Policies	Amount	Policies	Amount
Individual insurance	Mortality insurance	15,938,334	¥140,099,874	12,645,665	¥144,634,594	9,076,563	¥149,242,306
	Term life insurance	983,132	20,532,176	603,990	15,836,933	170,534	9,887,573
	Whole life insurance	4,205,552	27,812,623	3,845,323	26,761,989	3,269,489	24,818,592
	Lump-sum payment whole life insurance with variable accumulation rate	67,444	517,186	72,988	563,019	75,910	589,282
	Lump-sum payment increasing whole life insurance with variable accumulation rate	170,114	1,385,689	125,472	1,005,005	80,854	627,923
	Whole life insurance with term rider	3,245,704	72,930,693	3,904,588	89,777,031	4,663,151	109,383,610
	Variable life insurance (whole life type)	34,621	508,030	35,061	519,047	35,558	530,534
	Variable life insurance with term rider (whole life type)	812	23,528	1,035	30,244	1,224	36,223
	Term life insurance with dread disease term rider	123,000	591,297	148,817	730,167	179,985	895,591
	Whole life insurance with dread disease term rider	30,568	196,550	31,428	202,872	32,352	209,563
	Dread disease insurance	1,310,463	5,013,007	668,708	2,705,213	—	—
	Physical disability insurance	1,124,321	3,815,628	562,371	2,001,075	—	—
	Nursing care insurance	1,080,883	4,595,371	534,446	2,405,153	—	—
	Cancer insurance	211,554	28,301	229,908	31,013	250,901	34,241
	Hospitalization medical insurance	76,307	48	81,729	28	88,076	12
	General medical insurance	1,545,534	—	881,267	—	166,385	—
	Children's general medical insurance	29,259	—	14,577	—	—	—
	Cancer medical insurance	799,477	—	419,053	—	—	—
	Limited injury insurance	832,692	—	420,810	—	—	—
	Increasing term life insurance	21,734	919,738	20,417	870,370	19,657	853,368
	Long-term life insurance with low-cash surrender value	2,559	190,818	—	—	—	—
	Medical life insurance	3,883	231	4,932	296	5,068	304
	Lump-sum payment whole life insurance for retirement	8,841	40,010	8,708	39,364	7,557	32,029
	Medical life insurance for retirement	11,777	5,133	11,186	4,907	10,203	4,485
	Former Dowo Life Insurance	18,103	165,926	18,851	176,140	19,659	187,610
	Term rider	171,436	827,882	204,933	974,720	243,200	1,151,357
	Life and mortality insurance	1,888,499	10,490,014	2,050,932	11,676,284	2,262,364	13,140,507
	Endowment insurance	972,998	4,127,999	1,048,054	4,411,305	1,150,528	4,773,725
	Endowment insurance with term rider <i>Kurashi no Hoken</i>	68,863	964,588	89,941	1,223,407	121,883	1,593,887
	Variable life insurance (defined term type)	1,820	8,931	1,950	9,734	2,222	11,319
	Term life with survival benefit insurance	239,671	1,860,848	244,522	2,134,885	244,973	2,448,239
	Juvenile insurance	602,664	2,848,288	663,758	3,076,173	739,806	3,322,956
	Former Dowo Life Insurance	2,483	4,724	2,707	5,430	2,952	6,263
Multi-increase endowment rider	15,404	4,167	15,827	4,337	16,636	4,840	
Term rider with survival benefit	360,210	670,466	437,347	811,008	530,292	979,276	
Pure endowment	101,016	264,675	161	2,402	171	2,637	
Educational endowment insurance	100,861	262,427	—	—	—	—	
Pure endowment with nursing care benefit	155	2,247	161	2,402	171	2,637	
Subtotal	17,927,849	150,854,564	14,696,758	156,313,280	11,339,098	162,385,451	

12. Policies in Force by Product, continued

As of March 31		2014		2013		2012	
		Policies	Amount	Policies	Amount	Policies	Amount
Individual annuities	Nissay annuities	2,816,397	¥17,740,383	2,590,487	¥16,104,496	2,505,585	¥15,345,858
	Individual fixed annuities <i>Sounen no Sekkei</i>	182	598	301	738	520	1,009
	Annuities focused on survival coverage	394,641	2,446,943	401,586	2,499,597	409,693	2,558,731
	Variable assumed rate-type annuities	8,196	26,781	10,992	33,882	12,774	41,190
	Annuities with variable accumulation rate	124,682	583,626	156,546	766,065	162,339	809,730
	Guaranteed minimum maturity benefit equity-indexed annuities	411	1,881	593	2,884	619	3,058
	Nissay investment-type annuities	15,513	104,851	20,677	135,449	24,865	144,185
	Former Dowa Life Insurance	3,838	16,920	3,995	17,539	4,108	18,127
	Annuity rider	26,810	96,720	26,624	97,289	26,284	97,075
	Term rider annualized payment	2,203	22,639	2,410	24,578	2,725	28,092
Annuity for spouse term rider	1	2	1	2	1	3	
	Subtotal	3,392,874	21,041,351	3,214,212	19,682,527	3,149,513	19,047,063
Group insurance	Group term life insurance	9,153,708	22,839,246	8,989,038	23,081,012	14,203,069	56,336,373
	General welfare group term life insurance	5,177,151	34,493,354	5,045,740	33,961,055	—	—
	Group credit life insurance	12,076,150	34,679,549	12,317,232	34,870,525	12,521,825	34,847,268
	Consumer credit group insurance	48,398	1,547	49,584	1,689	50,895	2,322
	Group endowment insurance	8	0	12	—	37	210
	Group whole life insurance	69	57	77	66	87	70
	Life insurance for dependents of disabled	50,675	29,927	52,708	31,028	54,807	32,132
	Annuities rider (group term life insurance)	10,465	15,462	10,787	15,599	11,096	15,662
		Subtotal	26,465,949	92,059,146	26,412,470	91,960,978	26,787,009
Group annuities	Corporate pension plans	1,147	4,746	1,189	4,928	1,218	5,033
	New insured pension plans	7,898,475	769,698	7,778,947	756,692	6,811,987	749,452
	Insured contributory pension plans	3,405,233	3,810,069	3,469,910	3,757,907	3,521,709	3,675,616
	Defined benefit corporate pension plans	—	5,290,469	—	4,962,156	—	4,684,681
	National pension fund insurance	—	1,099	—	2,418	—	1,653
	Employees' pension fund insurance	3,187,625	641,629	3,354,706	665,178	3,233,258	640,626
	Group pure endowment insurance	—	236,858	—	228,057	—	212,324
	Defined contribution pension plans	—	572,478	—	534,209	—	507,567
	Subtotal	14,492,480	11,327,050	14,604,752	10,911,548	13,568,172	10,476,956
Workers' asset-formation insurance	Workers' asset-formation savings insurance	105,678	274,143	108,580	269,652	112,480	267,522
	Workers' asset-formation housing funding insurance	16,566	47,636	17,668	50,781	18,800	53,867
	Workers' asset-formation benefits savings insurance	20,048	1,803	20,309	1,794	20,535	1,638
	Workers' asset-formation fund savings insurance	613	13	632	13	653	13
	Subtotal	142,905	323,596	147,189	322,242	152,468	323,040
Workers' asset-formation annuities	Workers' asset-formation annuities	316	954	330	1,042	345	1,134
	Workers' asset-formation funding annuities	58,884	129,698	60,236	133,827	61,662	138,047
	Subtotal	59,200	130,652	60,566	134,869	62,007	139,181
Medical life insurance	Individual type	994	4	1,126	5	1,269	5
	Group type	893,850	3,372	894,079	3,269	903,546	3,190
	Subtotal	894,844	3,376	895,205	3,274	904,815	3,196
Disability income insurance	Group disability income insurance	132,670	22,350	132,874	22,428	94,556	13,178
	Subtotal	132,670	22,350	132,874	22,428	94,556	13,178
Reinsurance assumed		18,191	29,755	16,526	21,265	16,093	18,814

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

5. Term rider, multi-increase endowment rider, term rider with survival benefit and life insurance for dependents of disabled 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 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.

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

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

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

11. Number of individual insurance policies lists each insurance policy individually for one insurance contract introduced after April 1, 2012, that is constructed from several insurance policy types.

13. Amount of Policies in Force by Coverage Type

As of March 31		Millions of Yen			
		2014	2013	2012	
Death protection	Death protection due to illness/accident	Individual insurance	¥150,588,691	¥156,309,419	¥162,381,098
		Individual annuities	—	—	—
		Group insurance	92,043,684	91,945,378	91,218,378
		Group annuities	—	—	—
	Total including other types	242,662,130	248,276,062	253,618,291	
	Death protection due to accident	Individual insurance	[23,522,358]	[26,648,604]	[30,185,419]
		Individual annuities	[254,878]	[292,570]	[310,147]
		Group insurance	[3,460,801]	[3,552,427]	[3,617,358]
		Group annuities	[—]	[—]	[—]
Total including other types	[27,284,394]	[30,528,675]	[34,144,021]		
Death protection due to specific causes	Individual insurance	[254,710]	[279,121]	[308,172]	
	Individual annuities	[—]	[—]	[—]	
	Group insurance	[101,022]	[102,562]	[120,696]	
	Group annuities	[—]	[—]	[—]	
Total including other types	[355,732]	[381,684]	[428,869]		
Pure endowment	Maturity and survival benefits	Individual insurance	270,864	3,861	4,352
		Individual annuities	19,311,679	18,111,783	17,587,998
		Group insurance	748	872	903
		Group annuities	—	—	—
	Total including other types	19,662,631	18,198,911	17,679,787	
	Annuity	Individual insurance	[158,867]	[208,810]	[256,037]
		Individual annuities	[2,416,585]	[2,260,363]	[2,182,980]
		Group insurance	[2,099]	[2,106]	[2,070]
		Group annuities	[—]	[—]	[—]
Total including other types	[2,586,035]	[2,479,965]	[2,449,827]		
Other	Individual insurance	—	—	—	
	Individual annuities	1,729,671	1,570,743	1,459,064	
	Group insurance	14,713	14,727	14,758	
	Group annuities	11,327,050	10,911,548	10,476,956	
Total including other types	13,446,345	12,871,737	12,326,468		
Hospitalization coverage	Coverage for hospitalization due to accident	Individual insurance	[45,266]	[46,324]	[47,816]
		Individual annuities	[1,413]	[1,477]	[1,545]
		Group insurance	[1,567]	[1,634]	[1,718]
		Group annuities	[—]	[—]	[—]
	Total including other types	[51,624]	[52,710]	[54,277]	
	Coverage for hospitalization due to illness	Individual insurance	[45,096]	[46,109]	[47,543]
		Individual annuities	[1,400]	[1,463]	[1,531]
		Group insurance	[—]	[—]	[—]
		Group annuities	[—]	[—]	[—]
Total including other types	[49,874]	[50,848]	[52,271]		
Coverage for hospitalization due to other causes	Individual insurance	[51,285]	[53,872]	[57,192]	
	Individual annuities	[286]	[305]	[329]	
	Group insurance	[42]	[46]	[49]	
	Group annuities	[—]	[—]	[—]	
Total including other types	[51,614]	[54,223]	[57,572]		
Disability coverage	Individual insurance	—	—	—	
	Individual annuities	—	—	—	
	Group insurance	—	—	—	
	Group annuities	—	—	—	
Total including other types	22,350	22,428	13,178		

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 rider annuities payments) and group annuities.
5. Figures for hospitalization coverage show daily hospitalization benefits.
6. Figures for "total including other types" included in coverage for hospitalization due to illness of hospitalization coverage show the total of primary coverage portions and rider coverage.

13. Amount of Policies in Force by Coverage Type, continued

As of March 31		Number of Policies		
		2014	2013	2012
Disability coverage	Individual insurance	[7,072,795]	[6,983,461]	[7,012,202]
	Individual annuities	[76,370]	[79,870]	[83,825]
	Group insurance	[2,693,953]	[2,775,732]	[2,877,511]
	Group annuities	[—]	[—]	[—]
	Total including other types	[9,843,118]	[9,839,063]	[9,973,538]
Surgical coverage	Individual insurance	[10,751,185]	[11,090,928]	[11,572,001]
	Individual annuities	[310,208]	[324,116]	[338,900]
	Group insurance	[—]	[—]	[—]
	Group annuities	[—]	[—]	[—]
	Total including other types	[11,061,393]	[11,415,044]	[11,910,901]

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

14. Individual Insurance and Annuity Policy Amounts in Force by Product

As of March 31		Millions of Yen		
		2014	2013	2012
Mortality insurance	Whole life insurance	¥ 30,194,784	¥ 28,708,028	¥ 26,314,047
	Whole life insurance with term rider	72,930,693	89,777,031	109,383,610
	Term life insurance	35,448,980	24,449,353	11,638,908
	Total including other types	140,099,874	144,634,594	149,242,306
Life and mortality insurance	Endowment insurance	4,127,999	4,411,305	4,773,725
	Endowment insurance with term rider	964,588	1,223,407	1,593,887
	Term life insurance with survival benefits	1,860,848	2,134,885	2,448,239
	Total including other types	10,490,014	11,676,284	13,140,507
Pure endowment	Family pure endowment	262,427	—	—
	Total including other types	264,675	2,402	2,637
Annuities	Individual annuities	21,041,351	19,682,527	19,047,063
Hospitalization/accident riders	Accident rider with extra premium	7,624,525	8,525,272	9,558,861
	Injury rider	15,987,176	18,210,789	20,715,292
	Accident coverage rider	449	846	1,554
	General medical rider	21,107	23,903	26,778
	Hospitalization due to accident rider	14,586	17,354	20,915
	Hospitalization due to illness rider	14,395	17,118	20,619
	Hospitalization due to adult disease rider	1,813	2,328	2,952
	Hospital visit rider	2,146	2,685	3,363
	Long-term hospitalization rider	30	35	42
	Hospitalization rider for women	830	1,066	1,374
	Limited injury rider	101,688	124,248	150,338
	Hospitalization due to cancer rider	16,111	19,371	23,183
	Short-term hospitalization rider	5,432	6,773	8,449

Notes: 1. Whole life insurance includes whole life insurance with dread disease term rider, dread disease insurance (whole life type), 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, dread disease insurance (defined term type), physical disability insurance, nursing care insurance, group term life insurance, increasing term life insurance, long-term life insurance with low-cash surrender value 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.

15. Trends and Transitions of Policies

1. Individual insurance

Fiscal years ended March 31	2014		2013		2012	
	Policies	Amount	Policies	Amount	Policies	Amount
At the beginning of the fiscal year	14,696,758	¥156,313,280	11,339,098	¥162,385,451	11,510,549	¥170,791,778
New policies	2,269,544	8,062,318	2,025,928	8,439,496	650,620	7,513,315
Renewals	20,894	1,009,932	23,188	1,286,463	6,572	1,405,438
Reinstatements	5,342	76,016	8,349	122,755	9,844	144,767
Increase from conversion	2,412,984	8,546,486	2,636,506	9,781,429	386,990	8,591,604
Increase from variable amount	—	684	—	177	—	77
Death	59,849	583,171	52,433	567,035	51,034	588,661
Maturity	193,398	776,897	243,850	1,002,378	259,856	1,006,616
Decrease of benefits	—	1,729,686	—	1,857,315	—	2,109,531
Decrease from conversion	415,237	9,331,160	462,568	10,193,837	370,709	9,346,370
Cancellation	772,667	7,256,921	516,707	7,550,694	471,499	8,015,981
Expiration	30,361	446,260	56,103	830,949	68,491	1,028,506
Decrease from variable amount	—	292	—	49	—	68
Decrease due to other changes	6,161	3,029,764	4,650	3,700,233	3,888	3,965,793
At the end of the fiscal year	17,927,849	150,854,564	14,696,758	156,313,280	11,339,098	162,385,451
[Rate of increase (decrease)]	[22.0%]	[(3.5)%]	[29.6%]	[(3.7)%]	[(1.5)%]	[(4.9)%]
Net increase (decrease)	3,231,091	(5,458,716)	3,357,660	(6,072,170)	(171,451)	(8,406,327)
[Rate of net increase]	[(3.8)%]	[—%]	[—%]	[—%]	[—%]	[—%]

Notes: 1. Figures show the total of primary coverage portions for mortality insurance, life and mortality insurance, and pure endowment.

2. Cancellation includes the cancel by the premium outstanding payment.

3. Number of individual insurance policies lists each insurance policy individually for one insurance contract introduced after April 1, 2012, that is constructed from several insurance policy types.

2. Individual annuities

Fiscal years ended March 31	2014		2013		2012	
	Policies	Amount	Policies	Amount	Policies	Amount
At the beginning of the fiscal year	3,214,212	¥<2,258,502>	3,149,513	¥<2,181,026>	3,024,773	¥<2,096,803>
New policies		<256,538>		<166,887>		<180,404>
	326,056	2,387,520	190,881	1,526,234	257,713	1,672,785
Reinstatements	136	901	929	5,610	960	5,742
Increase from conversion	16,368	128,617	16,343	117,063	1,949	22,070
Death	10,491	53,826	10,152	52,276	9,920	51,491
Completion of payments	18,135	13,558	15,381	11,545	14,371	11,207
Decrease of insurance amount	—	57,012	—	51,180	—	43,937
Decrease from conversion	14,295	84,262	18,632	110,929	9,045	54,093
Cancellation	86,631	549,331	84,411	523,104	86,592	532,678
Expiration	1,535	9,755	5,665	34,091	7,125	41,907
Decrease due to other changes	32,811	199,065	9,213	64,958	8,829	83,754
At the end of the fiscal year	3,392,874	<2,414,805>	3,214,212	<2,258,502>	3,149,513	<2,181,026>
[Rate of increase]	[5.6%]	[6.9%]	[2.1%]	[3.3%]	[4.1%]	[4.0%]
Net increase	178,662	1,358,823	64,699	635,464	124,740	732,555
[Rate of net increase (decrease)]	[176.1%]	[113.8%]	[(48.1)%]	[(13.3)%]	[46.7%]	[93.2%]

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.

3. Cancellation includes the cancel by the premium outstanding payment.

15. Trends and Transitions of Policies, continued

3. Group insurance

Fiscal years ended March 31	2014		2013		2012	
	Policies	Amount	Policies	Amount	Policies	Amount
At the beginning of the fiscal year	26,412,470	¥91,960,978	26,787,009	¥91,234,040	27,044,336	¥89,990,366
New policies	280,243	596,798	107,700	383,623	170,921	1,072,159
Renewals	13,789,412	56,432,723	13,868,342	55,363,671	13,934,215	54,625,354
Midterm enrollment	2,199,346	7,185,930	2,341,059	8,017,634	2,202,255	8,407,147
Increase of insurance amount	—	1,425,782	—	1,881,745	—	2,764,122
Death	51,088	113,441	52,062	114,959	56,113	121,648
Maturity	13,900,275	56,754,292	14,009,961	55,533,709	14,077,177	55,022,190
Withdrawal	2,129,386	5,444,013	2,136,974	5,502,893	2,358,881	6,702,948
Decrease of insurance amount	—	3,121,155	—	2,858,872	—	3,548,842
Cancellation	32,557	118,944	496,793	900,674	70,587	224,595
Expiration	57	274	1,098	8,924	2,832	4,369
Decrease due to other changes	102,159	(10,686)	(5,248)	(1,910)	(872)	(1,035)
At the end of the fiscal year	26,465,949	92,059,146	26,412,470	91,960,978	26,787,009	91,234,040
[Rate of increase (decrease)]	[0.2%]	[0.1%]	[(1.4)%]	[0.8%]	[(1.0)%]	[1.4%]
Net increase (decrease)	53,479	98,168	(374,539)	726,937	(257,327)	1,243,673
[Rate of increase (decrease)]	[—%]	[(86.5)%]	[—%]	[(41.5)%]	[—%]	[(9.3)%]

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

Fiscal years ended March 31	2014		2013		2012	
	Policies	Amount	Policies	Amount	Policies	Amount
At the beginning of the fiscal year	14,604,752	¥10,911,548	13,568,172	¥10,476,956	15,464,750	¥ 9,952,833
New policies	3,624	1,310	62,669	7,240	116,505	1,946
Annuity payments	3,986,597	346,103	3,756,847	334,727	3,822,420	304,446
Single payments	719,229	446,881	724,202	488,616	742,626	445,211
Cancellation	18,119	36,650	5,170	13,771	119,379	152,180
At the end of the fiscal year	14,492,480	11,327,050	14,604,752	10,911,548	13,568,172	10,476,956
[Rate of increase (decrease)]	[(0.8)%]	[3.8%]	[7.6%]	[4.1%]	[(12.3)%]	[5.3%]
Net increase (decrease)	(112,272)	415,501	1,036,580	434,592	(1,896,578)	524,123
[Rate of increase (decrease)]	[—%]	[(4.4)%]	[—%]	[(17.1)%]	[—%]	[58.4%]

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

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

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

INSURANCE POLICY INDICATORS

16. Increase in Policy Amounts in Force

1. Number of policies in force and rate of increase

Fiscal years ended March 31	2014		2013		2012	
	Policies	Rate of increase (decrease)	Policies	Rate of increase (decrease)	Policies	Rate of increase (decrease)
Individual insurance	17,927,849	22.0%	14,696,758	29.6%	11,339,098	(1.5)%
Mortality insurance	15,938,334	26.0	12,645,665	39.3	9,076,563	1.4
Life and mortality insurance	1,888,499	(7.9)	2,050,932	(9.3)	2,262,364	(11.6)
Pure endowment	101,016	62,642.9	161	(5.8)	171	(68.5)
Individual annuities	3,392,874	5.6	3,214,212	2.1	3,149,513	4.1
Group insurance	26,465,949	0.2	26,412,470	(1.4)	26,787,009	(1.0)
Group annuities	14,492,480	(0.8)	14,604,752	7.6	13,568,172	(12.3)
Workers' asset-formation insurance	142,905	(2.9)	147,189	(3.5)	152,468	(3.5)
Workers' asset-formation annuities	59,200	(2.3)	60,566	(2.3)	62,007	(2.0)
Medical life insurance	894,844	(0.0)	895,205	(1.1)	904,815	0.6
Disability income insurance	132,670	(0.2)	132,874	40.5	94,556	(2.0)

Notes: 1. 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. Number of individual insurance policies lists each insurance policy individually for one insurance contract introduced after April 1, 2012, that is constructed from several insurance policy types.

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

Fiscal years ended March 31	2014		2013		2012	
	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)
Individual insurance	¥150,854.5	(3.5)%	¥156,313.2	(3.7)%	¥162,385.4	(4.9)%
Mortality insurance	140,099.8	(3.1)	144,634.5	(3.1)	149,242.3	(4.3)
Life and mortality insurance	10,490.0	(10.2)	11,676.2	(11.1)	13,140.5	(11.5)
Pure endowment	264.6	10,915.6	2.4	(8.9)	2.6	(12.6)
Individual annuities	21,041.3	6.9	19,682.5	3.3	19,047.0	4.0
Group insurance	92,059.1	0.1	91,960.9	0.8	91,234.0	1.4
Group annuities	11,327.0	3.8	10,911.5	4.1	10,476.9	5.3
Workers' asset-formation insurance	323.5	0.4	322.2	(0.2)	323.0	0.8
Workers' asset-formation annuities	130.6	(3.1)	134.8	(3.1)	139.1	(2.9)
Medical life insurance	3.3	3.1	3.2	2.4	3.1	5.1
Disability income insurance	22.3	(0.4)	22.4	70.2	13.1	4.4

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.

17. Increase in New Policies

1. Number of new policies and rate of increase

Fiscal years ended March 31	2014		2013		2012	
	Policies	Rate of increase (decrease)	Policies	Rate of increase (decrease)	Policies	Rate of increase (decrease)
Individual insurance	2,269,544	12.0%	2,025,928	211.4%	650,620	11.9%
Mortality insurance	2,070,803	7.5	1,925,982	259.9	535,116	19.9
Life and mortality insurance	97,560	(2.4)	99,946	(13.5)	115,504	(14.6)
Pure endowment	101,181	—	—	—	—	—
Individual annuities	326,056	70.8	190,881	(25.9)	257,713	23.9
Group insurance	280,243	160.2	107,700	(37.0)	170,921	(19.6)
Group annuities	3,624	(94.2)	62,669	(46.2)	116,505	109.2
Workers' asset-formation insurance	5,276	6.7	4,946	(13.4)	5,710	(10.4)
Workers' asset-formation annuities	1,933	5.8	1,827	(0.7)	1,839	(1.0)
Medical life insurance	63,059	(3.6)	65,429	91.0	34,260	(34.7)
Disability income insurance	6,401	(84.3)	40,671	573.1	6,042	(78.3)

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.

3. Number of individual insurance policies lists each insurance policy individually for one insurance contract introduced after April 1, 2012, that is constructed from several insurance policy types.

17. Increase in New Policies, continued

2. Amount of new policies and rate of increase

Billions of Yen, %

Fiscal years ended March 31	2014		2013		2012	
	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)
Individual insurance	¥8,062.3	(4.5)%	¥8,439.4	12.3%	¥7,513.3	4.8%
Mortality insurance	7,266.3	(7.7)	7,873.1	16.5	6,759.3	7.8
Life and mortality insurance	532.8	(5.9)	566.3	(24.9)	754.0	(16.3)
Pure endowment	263.1	—	—	—	—	—
Individual annuities	2,387.5	56.4	1,526.2	(8.8)	1,672.7	30.4
Group insurance	596.7	55.6	383.6	(64.2)	1,072.1	55.8
Group annuities	1.3	(81.9)	7.2	271.9	1.9	33.6
Workers' asset-formation insurance	0.5	51.3	0.3	(33.7)	0.5	11.1
Workers' asset-formation annuities	0.0	(2.6)	0.0	2.9	0.0	(8.0)
Medical life insurance	0.3	6.4	0.3	112.0	0.1	46.9
Disability income insurance	0.3	(95.1)	8.0	762.5	0.9	(79.7)

Notes: 1. Figures for individual annuities are annuity resources at the start of annuity payments.

2. Figures for group annuities, workers' asset-formation insurance, and workers' asset-formation annuities represent first-time 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.

18. Average Policy Coverage (Individual Insurance)

Thousands of Yen

Fiscal years ended March 31	Average policy coverage of new policies			Average policy coverage of policies in force		
	2014	2013	2012	2014	2013	2012
Mortality insurance	¥3,508	¥4,087	¥12,631	¥8,790	¥11,437	¥16,442
Life and mortality insurance	5,461	5,666	6,527	5,554	5,693	5,808
Pure endowment	2,600	—	—	2,620	14,923	15,423
Average	¥3,552	¥4,165	¥11,547	¥8,414	¥10,635	¥14,320

Notes: 1. Average policy coverage for new policies excludes converted policies.

2. Number of individual insurance policies lists each insurance policy individually for one insurance contract introduced after April 1, 2012, that is constructed from several insurance policy types.

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

%

Fiscal years ended March 31	2014	2013	2012
Individual insurance	5.2%	5.2%	4.4%
Individual annuities	13.2	8.7	9.9
Group insurance	0.6	0.4	1.2

Notes: 1. Excludes converted policies.

2. For individual annuities, the ratio of policies prior to start of annuity payments is provided.

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

%

Fiscal years ended March 31	2014	2013	2012
Individual insurance	6.0%	6.2%	6.4%
Individual annuities	3.4	3.4	3.6
Group insurance	2.0	2.1	1.1

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.

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

Fiscal years ended March 31	Yen		
	2014	2013	2012
Average premium of new individual policies (monthly payment policies)	¥45,892	¥47,272	¥186,035

Notes: 1. Excludes converted policies.

2. Policies with annualized monthly payments.

3. Number of individual insurance policies lists each insurance policy individually for one insurance contract introduced after April 1, 2012, that is constructed from several insurance policy types.

22. Mortality Rate (Primary Individual Insurance Policies)

Fiscal years ended March 31	‰		
	2014	2013	2012
Number of policies	3.66‰	4.02‰	4.46‰
Insurance amount	3.79	3.55	3.53

Notes: 1. Mortality rate is the 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 when the contract insures for that event. (When serious disability is not insured by the contract, serious disability is not included in mortality.)

4. Number of individual insurance policies lists each insurance policy individually for one insurance contract introduced after April 1, 2012, that is constructed from several insurance policy types.

23. Incidence of Events Covered by Riders (Individual Insurance)

Fiscal years ended March 31	2014		2013		2012	
	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	0.276‰	0.257‰	0.230‰	0.199‰	0.422‰	0.432‰
Disability	0.326	0.123	0.307	0.113	0.303	0.116
Hospitalization due to accident	5.803	137.7	5.709	134.2	5.861	138.5
Hospitalization due to illness	64.324	1,016.0	61.278	988.8	61.584	1,100.8
Hospitalization due to adult disease	14.349	287.1	13.403	273.6	13.105	301.9
Surgery due to illness or injury	53.506		49.454		47.618	
Surgery due to adult disease	10.304		8.811		8.156	

Notes: 1. Incidence of the events covered by riders is the 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.

24. Percentage of Premium Earned of Insured Amount Classified by Type of Third-Sector Insurance Benefits or Type of Insurance

Fiscal years ended March 31	%		
	2014	2013	2012
Third-sector incidence rate	34.0%	33.4%	35.8%
Medical care	34.5	33.7	34.0
Cancer	36.3	35.8	38.3
Nursing care	16.7	16.4	19.7
Others	34.8	33.6	41.8

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.

25. Operating Expenses Percentage (Operating Expenses as a Percentage of Premium Revenues)

Fiscal years ended March 31	%		
	2014	2013	2012
Operating efficiency (Operating expenses as a percentage of premium revenues)	11.6%	10.6%	10.7%

26. Number of Major Insurance Companies that Accepted Reinsurance Agreements

Fiscal years ended March 31	Number of Insurance Companies		
	2014	2013	2012
Number of major insurance companies using reinsurance	10 [—]	10 [—]	11 [—]

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 Article 71 of the Ordinance for Enforcement of the Insurance Business Act).

27. Ratio of Reinsurance Premiums to Total Premiums Written by the Top Five Insurance Companies Using Reinsurance

Fiscal years ended March 31	%		
	2014	2013	2012
Ratio of reinsurance premiums paid to the top five insurance companies	87.0% [—]	89.0% [—]	87.3% [—]

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 Article 71 of the Ordinance for Enforcement of the Insurance Business Act).

28. Ratio of Insurance Companies that Accepted Reinsurance Agreements by Ratings Assessed

Fiscal years ended March 31	2014		2013		2012	
		[—]		[—]		[—]
Over A	97.7%	[—]	97.7%	[—]	98.2%	[—]
Over BBB and below A	2.0	[—]	2.1	[—]	1.6	[—]
Others (Below BBB or no rating)	0.2	[—]	0.2	[—]	0.2	[—]

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 Article 71 of the Ordinance for Enforcement of the Insurance Business Act).

29. Unreceived Reinsurance Premiums

Fiscal years ended March 31	Millions of Yen		
	2014	2013	2012
Unreceived reinsurance premiums	¥104 [—]	¥98 [—]	¥75 [—]

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

ACCOUNTING INDICATORS

30. Reserve for Outstanding Claims

As of March 31		2014	2013	2012
Millions of Yen				
Death and other claims	Mortality insurance claims	¥ 81,031	¥ 79,732	¥ 79,658
	Accident insurance claims	2,708	2,596	2,799
	Serious disability insurance claims	14,383	14,367	16,561
	Maturity insurance amount	7,362	11,807	11,787
	Others	84	24	11
	Subtotal	105,570	108,529	110,818
	Annuity payments	3,334	5,721	4,018
	Health and other benefits	35,581	35,812	38,048
	Surrender benefits	49,695	47,341	47,114
	Deferred benefit payments	4,717	5,841	6,195
	Total including other reserves	¥199,582	¥203,848	¥206,634

31. Policy Reserves

As of March 31		2014	2013	2012
Millions of Yen				
Policy reserves	Individual insurance	¥ 24,878,955	¥ 24,200,081	¥ 23,136,221
(Excluding contingency reserve)	[General Account]	[24,764,048]	[24,092,022]	[23,036,417]
	[Separate Account]	[114,906]	[108,058]	[99,803]
	Individual annuities	9,799,592	9,762,996	9,547,779
	[General Account]	[9,699,075]	[9,630,494]	[9,403,832]
	[Separate Account]	[100,516]	[132,502]	[143,946]
	Group insurance	48,266	47,727	47,683
	[General Account]	[48,266]	[47,727]	[47,683]
	[Separate Account]	[—]	[—]	[—]
	Group annuities	11,327,050	10,911,548	10,476,956
	[General Account]	[10,360,409]	[9,988,519]	[9,606,363]
	[Separate Account]	[966,640]	[923,028]	[870,592]
	Other	455,871	458,755	463,785
	[General Account]	[455,871]	[458,755]	[463,785]
	[Separate Account]	[—]	[—]	[—]
	Subtotal	46,509,736	45,381,108	43,672,424
	[General Account]	[45,327,671]	[44,217,519]	[42,558,081]
	[Separate Account]	[1,182,064]	[1,163,589]	[1,114,342]
	Contingency reserve	1,005,760	780,154	775,654
	Total	¥ 47,515,496	¥ 46,161,263	¥ 44,448,079
	[General Account]	[46,333,432]	[44,997,674]	[43,333,736]
	[Separate Account]	[1,182,064]	[1,163,589]	[1,114,342]

32. Policy Reserves Balance

As of March 31		2014	2013	2012
Millions of Yen				
	Insurance reserve funds	¥45,743,615	¥44,660,208	¥42,945,906
	Unearned premiums	766,120	720,899	726,517
	Refund reserve	—	—	—
	Contingency reserve	1,005,760	780,154	775,654
	Total	¥47,515,496	¥46,161,263	¥44,448,079

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

1. Policy reserves valuation method and valuation ratio

As of March 31		2014	2013	2012
%				
Valuation method	Policies subject to the standard policy reserves	Net level premium method	Net level premium method	Net level premium method
	Policies not subject to the standard policy reserves	Net level premium method	Net level premium method	Net level premium method
	Valuation ratio (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 reserves represent the ratio in accordance with the method that is prescribed by Ordinance No. 48 issued by the Ministry of Finance in 1996. Policies that are not subject to the standard policy reserves represent the ratio for the reserve calculated by the net level premium method and unearned premium.

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

2. Policy reserves (breakdown by policy year)

Policy year	Balance of policy reserves			Assumed interest rate
	2014	2013	2012	
As of March 31				
-1980	¥ 99,097	¥ 110,741	¥ 124,556	2.75-5.00%
1981-1985	1,981,199	2,140,896	2,363,213	2.75-5.50
1986-1990	6,230,816	6,253,711	6,282,872	2.75-6.00
1991-1995	7,659,237	7,670,109	7,658,404	2.75-5.50
1996-2000	3,480,631	3,548,293	3,643,182	1.50-2.75
2001-2005	3,358,024	3,572,606	3,792,531	1.00-1.50
2006-2010	6,359,735	6,677,078	6,819,497	0.70-1.50
2011	1,832,596	1,799,162	1,755,990	0.85-1.50
2012	2,056,825	1,949,916	—	0.60-1.50
2013	1,404,960	—	—	0.50-1.00
Total	¥34,463,124	¥33,722,517	¥32,440,249	

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.

34. Policy Reserves 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 reserves balance (general account)

As of March 31	Millions of Yen		
	2014	2013	2012
Policy reserves balance (general account)	¥—	¥49	¥2,031

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

35. Confirmation of Reasonableness and Validity of Article 121, Paragraph 1, Item 1 of the Insurance Business Act (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 law 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		
	2014	2013	2012
Insurance reserve fund	¥ —	¥ —	¥ —
Contingency reserve	3,415	3,740	3,784

36. Reserve for Dividends to Policyholders

Millions of Yen

	Individual insurance		Group insurance		Workers' asset-formation insurance and annuities		Other insurance		Total
	Individual insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Other insurance	Total		
Fiscal year ended March 31 2014									
Balance at the end of the previous fiscal year	¥1,046,593	¥ 25,349	¥ 14,238	¥ 7,070	¥ 6,369	¥5,472	¥1,105,093		
Transfer to reserve from surplus in the previous fiscal year	24,576	1,674	109,667	28,590	225	2,437	167,172		
Increase in interest	24,339	350	8	0	16	0	24,715		
Other increases	—	—	—	—	—	—	—		
Policyholder dividends paid out during the fiscal year	84,607	1,794	108,404	28,578	684	2,059	226,128		
Other decreases	—	—	—	—	—	—	—		
Balance at the end of the current fiscal year	¥1,010,902	¥ 25,580	¥ 15,509	¥ 7,081	¥ 5,926	¥5,851	¥1,070,852		
	[720,889]	[12,564]	[2,749]	[17]	[5,301]	[132]	[741,655]		
Fiscal year ended March 31 2013									
Balance at the end of the previous fiscal year	¥1,068,259	¥ 23,914	¥ 8,655	¥ 7,103	¥ 6,965	¥5,438	¥1,120,336		
Transfer to reserve from surplus in the previous fiscal year	46,268	3,013	109,516	6,078	228	2,208	167,313		
Increase in interest	25,418	388	7	0	16	0	25,830		
Other increases	—	—	—	—	—	—	—		
Policyholder dividends paid out during the fiscal year	93,352	1,966	103,940	6,111	841	2,174	208,387		
Other decreases	—	—	—	—	—	—	—		
Balance at the end of the current fiscal year	¥1,046,593	¥ 25,349	¥ 14,238	¥ 7,070	¥ 6,369	¥5,472	¥1,105,093		
	[743,364]	[12,820]	[2,407]	[17]	[5,748]	[45]	[764,404]		
Fiscal year ended March 31 2012									
Balance at the end of the previous fiscal year	¥1,097,015	¥ 22,251	¥ 2,728	¥ 7,969	¥ 6,731	¥7,632	¥1,144,330		
Transfer to reserve from surplus in the previous fiscal year	46,927	3,286	104,413	19,743	1,144	—	175,513		
Increase in interest	26,630	431	7	0	17	0	27,087		
Other increases	—	—	—	—	—	—	—		
Policyholder dividends paid out during the fiscal year	102,313	2,055	98,493	20,609	928	2,194	226,595		
Other decreases	—	—	—	—	—	—	—		
Balance at the end of the current fiscal year	¥1,068,259	¥ 23,914	¥ 8,655	¥ 7,103	¥ 6,965	¥5,438	¥1,120,336		
	[772,009]	[13,163]	[2,341]	[17]	[6,352]	[48]	[793,932]		

Note: The numbers in brackets indicate accumulated dividends reserved.

37. Allowance for Doubtful Accounts and Other Reserves

Millions of Yen

As of March 31	2014		2013		2012	
	Amount	Increase/decrease	Amount	Increase/decrease	Amount	Increase/decrease
Allowance for doubtful accounts ¹	¥ 3,952	¥ (1,526)	¥ 5,478	¥ (3,976)	¥ 9,454	¥ (1,049)
General allowance for doubtful accounts						
Specific allowance for doubtful accounts	3,072	(154)	3,226	(1,204)	4,431	(8,549)
Allowance for specific overseas debt	—	—	—	—	—	—
Accrued bonuses for directors and audit and supervisory board members ²	50	(2)	52	(0)	53	(4)
Accrued retirement benefits ³	385,283	(47,900)	433,184	(4,236)	437,421	(3,081)
Accrued retirement benefits for directors and audit and supervisory board members ⁴	4,403	28	4,374	(190)	4,564	(553)
Reserve for program points ⁵	12,609	3,044	9,564	2,326	7,238	2,585
Accrued losses from supporting closely related companies ⁶	—	—	—	(397)	397	(26)
Reserve for loss on disaster ⁷	—	—	—	(739)	739	(1,086)
Reserve for price fluctuations in investments in securities ⁸	623,312	195,783	427,529	93,819	333,710	(13,293)

* Reasons for recording:

1. Allowance for doubtful accounts is recorded to cover bad-debt losses.
2. Allotted for executive bonus payments and recorded accordingly.
3. Accrued retirement benefits are recorded to prepare for employee retirement benefit and pension payments.
4. Allotted for executive retirement bonus payments.
5. Reserve for program points 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 loss 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 the provisions of Article 115 of the Insurance Business Act.

38. Status of Allowance for Specific Overseas Debt

1. Allowance for specific overseas debt

No ending balance as of March 31, 2014, 2013 or 2012.

2. Balance of debt by creditor countries

No ending balance as of March 31, 2014, 2013 or 2012.

39. Insurance Premiums

1. Premiums by payment methods

		Millions of Yen		
Fiscal years ended March 31		2014	2013	2012
Individual insurance		¥2,709,488	¥3,289,354	¥2,967,949
	Lump-sum payment	827,082	1,428,706	1,060,517
	Annual payment	407,736	346,867	335,335
	Semiannual payment	8,301	9,968	11,801
	Monthly payment	1,466,369	1,503,811	1,560,294
Individual annuities		463,023	477,150	545,321
	Lump-sum payment	16,754	61,686	150,523
	Annual payment	114,610	97,289	88,822
	Semiannual payment	4,062	4,487	4,715
	Monthly payment	327,595	313,687	301,259
Group insurance		257,819	256,088	256,273
Group annuities		1,338,207	1,262,405	1,540,043
Total including other premiums		¥4,824,669	¥5,342,079	¥5,367,387

Note: Total 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		2014	2013	2012
Individual insurance	Initial year premium	¥1,127,191	¥1,731,138	¥1,445,409
Individual annuities	Subsequent year premiums	2,045,320	2,035,365	2,067,861
	Subtotal	3,172,512	3,766,504	3,513,271
Group insurance	Initial year premium	1,417	984	2,649
	Subsequent year premiums	256,402	255,103	253,623
	Subtotal	257,819	256,088	256,273
Group annuities	Initial year premium	6,956	15,142	16,645
	Subsequent year premiums	1,331,250	1,247,263	1,523,398
	Subtotal	1,338,207	1,262,405	1,540,043
Total including other premiums	Initial year premium	1,139,385	1,751,434	1,468,216
	Subsequent year premiums	3,685,284	3,590,645	3,899,170
	Total	4,824,669	5,342,079	5,367,387
	[Percent increase (decrease)]	[(9.7)%]	[(0.5)%]	[9.6%]

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

40. Death and Other 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
Fiscal year ended March 31 2014									
Mortality	¥ 481,517	¥854	¥104,179	¥ —	¥ —	¥11	¥ 0	¥108	¥ 586,672
Accident	8,324	19	349	—	77	—	—	—	8,771
Serious disability	64,310	82	8,884	—	—	—	—	5	73,282
Maturity	310,320	36	0	34,081	3,616	—	—	—	348,056
Others	—	—	—	—	—	—	65	—	65
Total	¥ 864,473	¥993	¥113,413	¥34,081	¥3,694	¥11	¥66	¥114	¥1,016,847
Fiscal year ended March 31 2013									
Mortality	¥ 463,272	¥676	¥106,453	¥ —	¥ —	¥14	¥ 0	¥ 89	¥ 570,507
Accident	7,674	31	425	—	217	—	—	—	8,348
Serious disability	62,994	93	8,416	—	—	—	—	15	71,519
Maturity	373,441	31	210	32,523	3,136	—	—	—	409,342
Others	—	—	—	—	—	—	23	—	23
Total	¥ 907,383	¥833	¥115,505	¥32,523	¥3,353	¥14	¥24	¥104	¥1,059,742
Fiscal year ended March 31 2012									
Mortality	¥ 472,961	¥611	¥113,294	¥ —	¥ —	¥19	¥ 0	¥120	¥ 587,007
Accident	15,938	53	607	—	161	—	—	—	16,761
Serious disability	67,053	117	8,341	—	—	—	—	5	75,517
Maturity	460,835	38	225	23,444	3,539	—	—	—	488,083
Others	—	—	—	—	—	—	16	—	16
Total	¥1,016,788	¥820	¥122,469	¥23,444	¥3,701	¥19	¥16	¥125	¥1,167,385

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
Fiscal year ended March 31 2014									
Mortality	49,682	251	48,976	—	—	299	6	97	99,311
Accident	1,039	23	202	—	12	—	—	—	1,276
Serious disability	17,028	20	3,784	—	—	—	—	5	20,837
Maturity	89,002	289	4	5	4,840	—	—	—	94,140
Others	—	—	—	—	—	—	125	—	125
Total	156,751	583	52,966	5	4,852	299	131	102	215,689
Fiscal year ended March 31 2013									
Mortality	44,978	137	50,579	—	—	359	11	87	96,151
Accident	1,011	16	248	—	11	—	—	—	1,286
Serious disability	15,946	20	3,470	—	—	—	—	10	19,446
Maturity	116,779	301	25	6	3,940	—	—	—	121,051
Others	—	—	—	—	—	—	65	—	65
Total	178,714	474	54,322	6	3,951	359	76	97	237,999
Fiscal year ended March 31 2012									
Mortality	44,828	105	54,605	—	—	431	15	99	100,083
Accident	2,169	25	434	—	31	—	—	—	2,659
Serious disability	16,056	27	3,494	—	—	—	—	5	19,582
Maturity	144,508	993	44	7	4,194	—	—	—	149,746
Others	—	—	—	—	—	—	54	—	54
Total	207,561	1,150	58,577	7	4,225	431	69	104	272,124

Note: Number of individual insurance policies lists each insurance policy individually for one insurance contract introduced after April 1, 2012, that is constructed from several insurance policy types.

41. 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
Fiscal year ended March 31 2014									
Annuities paid	¥51,919	¥447,829	¥ 2,427	¥ 346,055	¥ 9,421	¥—	¥—	¥ 9	¥ 857,662
Number of policies	34,986	446,048	37,152	8,770,140	30,387	—	—	22	9,318,735
Fiscal year ended March 31 2013									
Annuities paid	¥57,391	¥282,140	¥ 2,409	¥ 334,675	¥ 9,575	¥—	¥—	¥12	¥ 686,205
Number of policies	36,081	371,382	38,398	7,932,181	30,321	—	—	25	8,408,388
Fiscal year ended March 31 2012									
Annuities paid	¥67,219	¥265,937	¥ 2,289	¥ 304,414	¥ 9,505	¥—	¥—	¥ 6	¥ 649,373
Number of policies	38,276	338,623	39,817	7,705,506	29,697	—	—	18	8,151,937

42. Health and Other Benefits

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
Fiscal year ended March 31 2014									
Hospitalization due to accident benefits	¥ 7,148	¥ 191	¥101	¥ —	¥ —	¥ 198	¥—	¥ 3	¥ 7,642
Hospitalization due to illness benefits	67,729	1,560	—	—	—	1,415	—	22	70,729
Disability benefits	3,342	21	51	—	4	—	—	—	3,420
Surgical benefits	50,829	1,408	—	—	—	1,616	—	11	53,865
Survival benefits	144,154	192	—	—	3,432	—	—	—	147,779
Death benefits	5,387	33,888	6	90	554	—	—	5	39,933
Group annuity single benefits	—	—	—	426,279	—	—	—	—	426,279
Other benefits	8	—	3	19,976	—	—	—	6	19,995
Total	¥278,601	¥37,262	¥162	¥446,347	¥3,991	¥3,230	¥—	¥50	¥769,645
Fiscal year ended March 31 2013									
Hospitalization due to accident benefits	¥ 7,163	¥ 201	¥ 95	¥ —	¥ —	¥ 190	¥—	¥ 3	¥ 7,654
Hospitalization due to illness benefits	67,034	1,579	—	—	—	1,309	—	22	69,946
Disability benefits	3,284	12	62	—	—	—	—	—	3,360
Surgical benefits	48,872	1,386	—	—	—	1,491	—	10	51,760
Survival benefits	164,682	25	—	—	3,312	—	—	—	168,020
Death benefits	5,188	33,618	5	132	533	—	—	—	39,478
Group annuity single benefits	—	—	—	472,188	—	—	—	—	472,188
Other benefits	5	—	3	15,658	—	—	—	6	15,674
Total	¥296,231	¥36,823	¥167	¥487,979	¥3,846	¥2,991	¥—	¥42	¥828,082
Fiscal year ended March 31 2012									
Hospitalization due to accident benefits	¥ 7,599	¥ 191	¥101	¥ —	¥ —	¥ 204	¥—	¥ 2	¥ 8,099
Hospitalization due to illness benefits	68,282	1,590	—	—	—	1,233	—	20	71,127
Disability benefits	3,445	18	72	—	2	—	—	—	3,538
Surgical benefits	49,285	1,362	—	—	—	1,294	—	9	51,952
Survival benefits	181,625	79	—	—	3,344	—	—	—	185,049
Death benefits	5,522	34,123	5	94	529	—	—	—	40,275
Group annuity single benefits	—	—	—	430,662	—	—	—	—	430,662
Other benefits	11	—	3	13,758	—	—	—	6	13,779
Total	¥315,771	¥37,367	¥182	¥444,515	¥3,876	¥2,732	¥—	¥39	¥804,484

42. 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
Fiscal year ended March 31 2014									
Hospitalization due to accident benefits	64,083	2,101	3,381	—	—	11,234	—	127	80,926
Hospitalization due to illness benefits	745,514	25,458	—	—	—	22,018	—	1,436	794,426
Disability benefits	33,169	126	140	—	1	—	—	—	33,436
Surgical benefits	420,290	16,609	—	—	—	12,895	—	707	450,501
Survival benefits	450,922	1,535	—	—	1,517	—	—	—	453,974
Death benefits	4,850	6,806	458	—	278	—	—	1	12,393
Group annuity single benefits	—	—	—	857,124	—	—	—	—	857,124
Other benefits	22	—	276	9	—	—	—	675	982
Total	1,718,850	52,635	4,255	857,133	1,796	46,147	—	2,946	2,683,762
Fiscal year ended March 31 2013									
Hospitalization due to accident benefits	64,342	2,144	3,373	—	—	11,489	—	127	81,475
Hospitalization due to illness benefits	726,246	24,525	—	—	—	19,490	—	1,339	771,600
Disability benefits	31,768	142	166	—	—	—	—	—	32,076
Surgical benefits	401,290	16,059	—	—	—	11,293	—	641	429,283
Survival benefits	507,767	201	—	—	1,449	—	—	—	509,417
Death benefits	4,634	6,898	420	—	272	—	—	—	12,224
Group annuity single benefits	—	—	—	880,839	—	—	—	—	880,839
Other benefits	18	—	297	10	—	—	—	629	954
Total	1,736,065	49,969	4,256	880,849	1,721	42,272	—	2,736	2,717,868
Fiscal year ended March 31 2012									
Hospitalization due to accident benefits	67,199	2,061	3,645	—	—	12,197	—	105	85,207
Hospitalization due to illness benefits	732,489	24,233	—	—	—	17,976	—	1,223	775,921
Disability benefits	32,405	133	180	—	1	—	—	—	32,719
Surgical benefits	402,731	15,566	—	—	—	9,936	—	552	428,785
Survival benefits	556,090	587	—	—	1,567	—	—	—	558,244
Death benefits	5,048	6,821	459	—	279	—	—	—	12,607
Group annuity single benefits	—	—	—	894,322	—	—	—	—	894,322
Other benefits	22	—	315	10	—	—	—	557	904
Total	1,795,984	49,401	4,599	894,332	1,847	40,109	—	2,437	2,788,709

43. 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
Fiscal years ended March 31									
2014	¥618,375	¥153,257	¥—	¥ 31,572	¥36,647	¥—	¥ 0	¥—	¥ 839,852
2013	631,254	149,350	—	13,748	40,140	—	—	—	834,495
2012	662,065	156,132	—	154,759	38,247	—	—	—	¥1,011,204

44. Depreciation

Millions of Yen, %					
	Acquisition cost	Current-year depreciation	Accumulated depreciation	Balance as of March 31	Accumulated depreciation percentage
Fiscal year ended March 31					
2014					
Tangible fixed assets	¥594,195	¥12,917	¥417,738	¥176,457	70.3%
Buildings	524,080	7,866	362,704	161,376	69.2
Lease assets	11,456	1,372	7,721	3,735	67.4
Other tangible fixed assets	58,657	3,679	47,312	11,345	80.7
Intangible fixed assets	199,119	33,658	112,001	87,117	56.2
Others	7,392	732	4,860	2,531	65.8
Total	¥800,707	¥47,308	¥534,600	¥266,106	66.8%
Fiscal year ended March 31					
2013					
Tangible fixed assets	¥592,481	¥21,667	¥411,655	¥180,826	69.5%
Buildings	525,469	12,715	360,053	165,416	68.5
Lease assets	9,113	1,558	6,406	2,706	70.3
Other tangible fixed assets	57,898	7,393	45,195	12,703	78.1
Intangible fixed assets	199,347	35,363	106,137	93,209	53.2
Others	8,359	808	5,623	2,736	67.3
Total	¥800,188	¥57,839	¥523,416	¥276,772	65.4%
Fiscal year ended March 31					
2012					
Tangible fixed assets	¥606,258	¥21,562	¥408,877	¥197,381	67.4%
Buildings	525,138	14,313	350,364	174,774	66.7
Lease assets	8,075	2,417	4,878	3,197	60.4
Other tangible fixed assets	73,044	4,831	53,634	19,410	73.4
Intangible fixed assets	200,966	28,042	90,739	110,227	45.2
Others	9,296	906	6,163	3,132	66.3
Total	¥816,522	¥50,511	¥505,780	¥310,742	61.9%

45. Operating Expenses

Millions of Yen			
Fiscal years ended March 31	2014	2013	2012
Marketing operations	¥220,462	¥225,913	¥230,188
Marketing administration	81,832	80,698	82,843
General and administrative expenses	259,564	260,308	259,033
Total	¥561,860	¥566,920	¥572,065

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 investment.

3. Nippon Life's contributions to the Life Insurance Policyholders Protection Corporation of Japan, as is stipulated in Article 265-33, Paragraph 1 of the Insurance Business Act, were ¥7,449 million in the fiscal year ended March 31, 2014, ¥7,486 million in the fiscal year ended March 31, 2013 and ¥7,379 million in the fiscal year ended March 31, 2012.

46. Loans by Due Date

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	No fixed maturity	Total
As of March 31								
2014								
Loans payable	¥ 5	¥ 4	¥ 2	¥1,393	¥7,720	¥ —	¥—	¥ 9,127
Corporate bonds	—	—	—	—	—	157,040	—	157,040
Cash received as collateral under securities lending transactions	802,691	—	—	—	—	—	—	802,691
As of March 31								
2013								
Loans payable	¥ 9	¥ 6	¥ 3	¥ 2	¥ 2	¥ 0	¥—	¥ 25
Corporate bonds	—	—	—	—	—	157,040	—	157,040
Cash received as collateral under securities lending transactions	1,212,021	—	—	—	—	—	—	1,212,021
As of March 31								
2012								
Loans payable	¥ 6	¥10	¥ 7	¥ 3	¥ 3	¥ 0	¥—	¥ 32
Corporate bonds	—	—	—	—	—	—	—	—
Cash received as collateral under securities lending transactions	935,584	—	—	—	—	—	—	935,584

47. Taxes

Fiscal years ended March 31		2014	2013	2012
		Millions of Yen		
National tax		¥18,705	¥19,894	¥20,221
	Consumption tax	13,361	13,824	14,313
	Special local corporate tax	4,960	5,715	5,435
	Documentary stamp tax	361	354	409
	Registration and license tax	0	0	7
	Other national tax	22	0	55
Local tax		15,938	17,481	17,170
	Local consumption tax	3,340	3,456	3,578
	Corporate enterprise tax	6,431	7,745	7,012
	Fixed-asset tax	5,254	5,323	5,573
	Real estate acquisition tax	0	46	81
	Corporate income tax	905	903	913
	Automobile tax	2	3	6
	Other local tax	3	3	4
Total		¥34,643	¥37,376	¥37,392

48. Lease Transactions

Lease Transactions (lessee side)

(1) Nonownership transfer lease transactions that have been recorded based on normal lease transaction methods

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

As of March 31		2014	2013	2012
		Millions of Yen		
Acquisition cost	Tangible fixed assets	¥553	¥732	¥1,536
	Total	¥553	¥732	¥1,536
Accumulated depreciation	Tangible fixed assets	¥553	¥722	¥1,372
	Total	¥553	¥722	¥1,372
Year-end balance of leased properties	Tangible fixed assets	¥ —	¥ 9	¥ 127
	Total	¥ —	¥ 9	¥ 127

② Future minimum lease payments' year-end balance

Fiscal years ended March 31		2014	2013	2012
		Millions of Yen		
Future minimum lease payments' year-end balance	One year and under	¥—	¥—	¥114
	Over one year	—	—	—
	Total	¥—	¥—	¥114

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		2014	2013	2012
		Millions of Yen		
Lease fees paid		¥—	¥113	¥247
Depreciation		9	117	272

④ Calculation method for depreciation

The straight-line method is applied.

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

48. Lease Transactions, continued

Lease Transactions (lessee side), continued

(2) Operating lease contracts

Fiscal year ended March 31		2014	2013	2012
Future minimum lease payments' year-end balance	One year and under	¥ 47	¥ 47	¥203
	Over one year	102	150	—
	Total	¥150	¥197	¥203

Millions of Yen

Lease Transactions (lessor side)

(1) Operating lease contracts

Fiscal year ended March 31		2014	2013	2012
Future minimum lease payments' year-end balance	One year and under	¥ 7,587	¥ 6,488	¥ 7,000
	Over one year	20,094	12,816	15,266
	Total	¥27,682	¥19,305	¥22,267

Millions of Yen

INDICATORS RELATED TO INVESTMENT (GENERAL ACCOUNT)

49. Overview of the Fiscal Year Ended March 31, 2014, Investment (General Account)

① Investment environment

In the fiscal year ended March 31, 2014, the Japanese economy grew steadily in the first half of the fiscal year, backed by such factors as a moderate pickup in exports, which were supported by robust overseas economies, and an upturn in consumer spending. In the second half of the fiscal year, the Japanese economy remained on a recovery track, underpinned mainly by increased domestic demand resulting from a rush to buy ahead of the impending consumption tax rate hike and an upturn in capital investment by companies.

- The Nikkei Stock Average started the fiscal year at ¥12,397. Thereafter, it increased sharply through to mid-May, spurred principally by the Bank of Japan's monetary easing. Thereafter, the Nikkei Stock Average dropped back below the ¥13,000 level at one stage due to a give-back following its rapid ascent and a risky mood caused by prospects of the U.S. scaling back (tapering) asset purchases. Toward the end of 2013, however, the Nikkei Stock Average rose firmly, reaching the ¥16,000 level, on expectations of improved corporate earnings and other factors. From the start of 2014, the Nikkei Stock Average trended somewhat softly, finishing at ¥14,827 at the end of March.
- The yield rate on 10-year government bonds began the period at 0.56%. Subsequently, it increased temporarily to 1.0% in late-May mainly due to signs the United States would begin tapering, despite a rapid decline prompted by the Bank of Japan's additional easing measures. Subsequently, the yield rate drifted lower, amid slowly emerging effects of the Bank of Japan's efforts to push rates down by buying government bonds. Toward the end of 2013, the yield rate climbed temporarily to around 0.7% mainly due to the impact of rising stock prices. However, since the beginning of 2014, the yield rate once again drifted lower, finishing at 0.64% at the end of March.
- The yen-U.S. dollar foreign exchange rate depreciated to the ¥103 level through late-May, mainly due to the Bank of Japan's monetary easing. In June, the yen appreciated to the ¥93 level amid growing moves to avoid

risk. Thereafter, the rate depreciated temporarily to the ¥105 level in response to the U.S. decision in December to begin tapering monetary easing. From January onward, however, the yen appreciated, mainly due to geopolitical risks. As a result, the exchange rate was ¥102.92 against the U.S. dollar at the end of March 2014.

Regarding the yen-euro foreign exchange rate, the yen depreciated against the euro to the ¥133 level through mid-May for much the same reasons, before strengthening to the ¥124 level in June. Thereafter, the yen resumed its slide against the backdrop of improving Eurozone economic sentiment and other factors, weakening to the ¥145 level in December. However, the yen appreciated again from January, reaching ¥141.65 against the euro at the end of March.

② Investment policy

Nippon Life creates portfolios that serve as core medium- to long-term investments, based on its 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, 2014, the Company has positioned yen-denominated assets that can be expected to provide stable income, such as bonds and loans, as its core assets. 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.

49. Overview of the Fiscal Year Ended March 31, 2014, Investment (General Account), continued

③ Overview of investment results, continued

Domestic bonds

The Company invested in bonds as sound assets that provide stable interest revenue. Selecting the timing of relatively high interest rates through the fiscal year, the Company replaced low-yield bonds with high-yield long-term bonds, and added such long-term bonds to the portfolio.

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 invested in foreign bonds that hedge the risk of exchange rate fluctuations, taking into consideration the advantages of yen interest rate assets.

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 preexisting properties, among others.

Billions of Yen, %			
As of March 31	2014	Increase (decrease)*	Breakdown
General Account	¥55,563.3	¥965.8	100.0%
Domestic bonds	21,666.8	776.2	39.0
Domestic stocks	7,145.6	(226.6)	12.9
Foreign securities	13,876.0	343.0	25.0
Loans	8,528.9	(52.8)	15.4
Real estate	1,702.4	42.4	3.1

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

50. Portfolio Trends (General Account)

1. Asset structure

Millions of Yen, %							
As of March 31	2014		2013		2012		
Cash, deposits and call loans	¥ 750,029	1.3%	¥ 649,805	1.2%	¥ 591,447	1.2%	
Receivables under resale agreements	—	—	—	—	—	—	
Receivables under securities borrowing transactions	159,856	0.3	150,709	0.3	211,928	0.4	
Monetary receivables purchased	570,632	1.0	756,320	1.4	883,070	1.8	
Proprietary trading securities	—	—	—	—	—	—	
Assets held in trust	—	—	—	—	—	—	
Investments in securities	43,270,714	77.9	41,201,247	76.8	36,480,884	73.2	
Domestic bonds	21,666,813	39.0	20,890,605	38.9	19,126,950	38.4	
Domestic stocks	7,145,629	12.9	6,674,827	12.4	5,836,957	11.7	
Foreign securities	13,876,024	25.0	13,198,749	24.6	11,268,871	22.6	
Foreign bonds	10,225,874	18.4	9,820,996	18.3	8,590,281	17.2	
Foreign stocks and other securities	3,650,150	6.6	3,377,752	6.3	2,678,590	5.4	
Other securities	582,246	1.0	437,065	0.8	248,105	0.5	
Loans	8,528,979	15.4	8,581,801	16.0	8,721,609	17.5	
Policy loans	782,280	1.4	835,460	1.6	896,347	1.8	
Industrial and consumer loans	7,746,698	13.9	7,746,341	14.4	7,825,262	15.7	
Real estate	1,702,455	3.1	1,660,045	3.1	1,727,034	3.5	
Investment property	1,070,541	1.9	1,026,995	1.9	1,083,307	2.2	
Deferred tax assets	—	—	—	—	466,934	0.9	
Other assets	587,678	1.1	652,780	1.2	793,702	1.6	
Allowance for doubtful accounts	(7,024)	(0.0)	(8,704)	(0.0)	(13,885)	(0.0)	
Total	¥55,563,321	100.0%	¥53,644,005	100.0%	¥49,862,727	100.0%	
Foreign currency-denominated assets	¥11,672,863	21.0%	¥10,910,506	20.3%	¥ 9,362,147	18.8%	

Notes: 1. The above assets include cash received as collateral under securities lending transactions. Cash collateral received through these transactions is recorded in liabilities. (As of March 31, 2014: ¥802,691 million; March 31, 2013: ¥1,212,021 million; and March 31, 2012: ¥935,584 million.)

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

50. Portfolio Trends (General Account), continued

2. Increases/decreases in assets

Fiscal years ended March 31	Millions of Yen		
	2014	2013	2012
Cash, deposits and call loans	¥ 100,224	¥ 58,357	¥ (113,921)
Receivables under resale agreements	—	—	—
Receivables under securities borrowing transactions	9,146	(61,219)	(180,597)
Monetary receivables purchased	(185,688)	(126,749)	(138,074)
Proprietary trading securities	—	—	—
Assets held in trust	—	—	—
Investments in securities	2,069,467	4,720,362	1,988,789
Domestic bonds	776,207	1,763,655	1,287,631
Domestic stocks	470,801	837,870	(373,910)
Foreign securities	677,275	1,929,877	1,159,454
Foreign bonds	404,877	1,230,715	852,695
Foreign stocks and other securities	272,398	699,162	306,758
Other securities	145,181	188,959	(84,386)
Loans	(52,822)	(139,807)	(21,780)
Policy loans	(53,180)	(60,886)	(69,447)
Industrial and consumer loans	357	(78,921)	47,667
Real estate	42,410	(66,989)	(21,896)
Investment property	43,546	(56,311)	(22,431)
Deferred tax assets	—	(466,934)	(275,105)
Other assets	(65,102)	(140,921)	100,919
Allowance for doubtful accounts	1,680	5,180	9,598
Total	¥1,919,315	¥3,781,278	¥1,347,932
Foreign currency-denominated assets	¥ 762,356	¥1,548,359	¥ 907,227

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

Fiscal year ended March 31, 2014: ¥409,330 million decrease

Fiscal year ended March 31, 2013: ¥276,436 million increase

Fiscal year ended March 31, 2012: ¥361,667 million decrease

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

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

Fiscal years ended March 31	Millions of Yen, %					
	2014		2013		2012	
	Average balance	Yield	Average balance	Yield	Average balance	Yield
Cash, deposits and call loans	¥ 392,705	0.14%	¥ 366,212	0.04%	¥ 389,418	0.08%
Receivables under resale agreements	—	—	—	—	—	—
Receivables under securities borrowing transactions	143,821	0.09	147,895	0.10	234,369	0.10
Monetary receivables purchased	650,996	2.11	829,597	2.07	948,737	2.23
Proprietary trading securities	—	—	—	—	—	—
Assets held in trust	—	—	—	—	—	—
Investments in securities	38,147,462	3.01	36,052,226	2.38	34,064,626	2.61
Domestic bonds	21,263,860	1.99	19,735,897	2.34	18,582,792	2.21
Domestic stocks	4,321,504	8.02	4,832,104	0.38	4,969,410	3.08
Foreign securities	11,993,688	3.02	11,185,339	3.41	10,209,985	3.24
Foreign bonds	8,995,507	2.77	8,457,193	3.40	7,833,520	3.23
Foreign stocks and other securities	2,998,181	3.78	2,728,145	3.44	2,376,465	3.27
Loans	8,571,851	2.02	8,644,311	2.11	8,791,648	2.12
Industrial and consumer loans	7,767,012	1.74	7,782,715	1.81	7,862,267	1.80
Real estate	1,658,224	2.60	1,704,962	2.26	1,743,670	2.30
Investment property	1,029,739	4.16	1,063,814	3.62	1,102,098	3.59
General account total	¥50,942,300	2.70%	¥49,132,535	2.01%	¥47,844,161	2.15%
Overseas investments	¥12,458,548	2.98%	¥11,579,600	3.35%	¥10,604,010	3.19%

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

2. The amount of overseas investments 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.

52. Investment Income (General Account)

Millions of Yen			
Fiscal years ended March 31	2014	2013	2012
Interest, dividends, and other income	¥1,296,640	¥1,217,010	¥1,198,148
Gain on proprietary trading securities	—	—	—
Gain from assets held in trust, net	5	13	16
Gain from trading securities	—	—	—
Gain on sales of securities	260,438	192,348	233,923
Gain on redemptions of securities	248	284	239
Gain on derivative financial instruments, net	—	—	—
Foreign exchange gains, net	1,693	1,201	—
Reversal of allowance for doubtful accounts	1,667	4,561	5,964
Other investment income	441	857	2,995
Total	¥1,561,137	¥1,416,277	¥1,441,288

53. Investment Expenses (General Account)

Millions of Yen			
Fiscal years ended March 31	2014	2013	2012
Interest expenses	¥ 7,792	¥ 4,717	¥ 2,658
Loss on proprietary trading securities	—	—	—
Loss from assets held in trust, net	—	—	—
Loss from trading securities	—	—	—
Loss on sales of securities	57,738	72,088	154,062
Loss on valuation of securities	22,254	98,668	29,364
Loss on redemptions of securities	24,628	30,526	16,265
Loss on derivative financial instruments, net	36,508	176,689	157,980
Foreign exchange losses, net	—	—	6,282
Provision for allowance for doubtful accounts	—	—	—
Write-offs of loans	0	1	3
Depreciation of rental real estate and other assets	15,410	23,954	25,848
Other investment expenses	21,976	21,503	21,993
Total	¥186,309	¥428,149	¥414,459

54. Interest, Dividends, and Other Income (General Account)

Millions of Yen			
Fiscal years ended March 31	2014	2013	2012
Interest on deposits and savings	¥ 268	¥ 272	¥ 285
Interest on securities and dividends	1,029,275	935,962	904,267
Interest on bonds	406,979	384,969	367,837
Domestic stock dividends	155,012	131,090	137,826
Interest/dividends on foreign securities	452,658	415,098	395,043
Interest on loans	171,827	178,296	185,293
Real estate rental income	79,237	82,608	85,868
Total including other income	¥1,296,640	¥1,217,010	¥1,198,148

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

Millions of Yen									
Fiscal years ended March 31	2014			2013			2012		
	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)
Interest, dividends, and other income	¥44,827	¥34,803	¥79,630	¥32,264	¥(13,403)	¥18,861	¥35,423	¥(41,880)	¥(6,457)
Cash equivalents and call loans	24	(15)	9	(21)	(1)	(22)	(10)	(21)	(31)
Securities	54,395	38,918	93,313	52,762	(21,067)	31,694	40,258	(35,185)	5,072
Loans	(1,494)	(4,974)	(6,468)	(3,105)	(3,892)	(6,997)	2,138	(4,260)	(2,121)
Real estate	(2,264)	(1,106)	(3,370)	(1,906)	(1,353)	(3,259)	(1,274)	(5,013)	(6,287)

56. Gain on Sales of Securities (General Account)

				Millions of Yen		
Fiscal years ended March 31	2014	2013	2012			
Domestic bonds	¥ 16,879	¥ 76,133	¥ 43,709			
Domestic stocks and other securities	239,424	54,060	68,433			
Foreign securities	4,135	62,155	121,780			
Total including other gains on sales of securities	¥260,438	¥192,348	¥233,923			

57. Loss on Sales of Securities (General Account)

				Millions of Yen		
Fiscal years ended March 31	2014	2013	2012			
Domestic bonds	¥ 1,774	¥ 263	¥ 138			
Domestic stocks and other securities	13,678	56,528	34,992			
Foreign securities	42,277	15,295	118,926			
Total including other losses on sales of securities	¥57,738	¥72,088	¥154,062			

58. Loss on Valuation of Securities (General Account)

				Millions of Yen		
Fiscal years ended March 31	2014	2013	2012			
Domestic bonds	¥ —	¥ —	¥ —			
Domestic stocks and other securities	21,477	97,749	26,206			
Foreign securities	713	675	2,702			
Total including other losses on valuation of securities	¥22,254	¥98,668	¥29,364			

59. Proprietary Trading Securities by Maturity Date (General Account)

No ending balance as of March 31, 2014, 2013 or 2012.

60. Proprietary Trading Securities Trading Volume (General Account)

No ending balance for the fiscal years ended March 31, 2014, 2013 or 2012.

61. Securities Composition (General Account)

							Millions of Yen, %	
As of March 31	2014		2013		2012			
Domestic bonds	¥21,666,813	50.1%	¥20,890,605	50.7%	¥19,126,950	52.4%		
National government bonds	17,244,401	39.9	16,253,262	39.4	14,403,602	39.5		
Local government bonds	1,522,147	3.5	1,585,931	3.8	1,579,157	4.3		
Corporate bonds	2,900,264	6.7	3,051,412	7.4	3,144,190	8.6		
Public entity bonds	1,483,935	3.4	1,533,462	3.7	1,605,731	4.4		
Domestic stocks	7,145,629	16.5	6,674,827	16.2	5,836,957	16.0		
Foreign securities	13,876,024	32.1	13,198,749	32.0	11,268,871	30.9		
Foreign bonds	10,225,874	23.6	9,820,996	23.8	8,590,281	23.5		
Foreign stocks and other securities	3,650,150	8.4	3,377,752	8.2	2,678,590	7.3		
Other securities	582,246	1.3	437,065	1.1	248,105	0.7		
Total	¥43,270,714	100.0%	¥41,201,247	100.0%	¥36,480,884	100.0%		
Subordinated bonds	12,322	0.0%	16,001	0.0%	15,949	0.0%		

62. 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
As of March 31								
2014								
Investments in securities	¥ 828,321	¥2,705,026	¥2,168,749	¥2,247,209	¥3,579,956	¥23,054,651	¥8,686,799	¥43,270,714
Domestic bonds								
National government bonds	244,430	920,510	644,197	628,718	1,725,967	13,080,576	—	17,244,401
Local government bonds	118,648	501,389	210,208	154,008	6,782	531,110	—	1,522,147
Corporate bonds	212,854	563,785	474,647	116,808	212,464	1,319,703	—	2,900,264
Domestic stocks							7,145,629	7,145,629
Foreign securities	233,747	713,756	799,791	1,290,638	1,486,263	7,928,694	1,423,133	13,876,024
Foreign bonds	225,730	713,756	784,395	1,255,889	1,421,828	5,824,273	—	10,225,874
Foreign stocks and other securities	8,016	0	15,396	34,749	64,434	2,104,420	1,423,133	3,650,150
Other securities	18,641	5,583	39,904	57,035	148,478	194,567	118,036	582,246
Monetary receivable purchased	35,307	10,007	4,071	9,189	48,851	463,205	—	570,632
Negotiable certificates of deposit	234,999	—	—	—	—	—	—	234,999
Total	¥1,098,627	¥2,715,033	¥2,172,821	¥2,256,399	¥3,628,807	¥23,517,856	¥8,686,799	¥44,076,345
As of March 31								
2013								
Investments in securities	¥ 710,738	¥1,817,032	¥3,165,287	¥1,986,236	¥3,639,981	¥21,699,703	¥8,182,266	¥41,201,247
Domestic bonds								
National government bonds	110,859	676,818	1,100,976	484,210	1,479,999	12,400,397	—	16,253,262
Local government bonds	102,645	216,483	489,521	299,512	25,098	452,669	—	1,585,931
Corporate bonds	288,007	449,647	553,956	336,412	162,974	1,260,413	—	3,051,412
Domestic stocks							6,674,827	6,674,827
Foreign securities	196,281	466,508	986,582	847,795	1,841,427	7,462,943	1,397,210	13,198,749
Foreign bonds	188,026	463,376	986,582	813,991	1,770,301	5,598,717	—	9,820,996
Foreign stocks and other securities	8,254	3,131	—	33,803	71,126	1,864,226	1,397,210	3,377,752
Other securities	12,944	7,575	34,248	18,306	130,480	123,280	110,229	437,065
Monetary receivable purchased	58,249	10,203	—	13,287	44,482	630,096	—	756,320
Negotiable certificates of deposit	298,997	—	—	—	—	—	—	298,997
Total	¥1,067,985	¥1,827,236	¥3,165,287	¥1,999,524	¥3,684,464	¥22,329,800	¥8,182,266	¥42,256,565
As of March 31								
2012								
Investments in securities	¥ 467,489	¥1,550,918	¥2,887,049	¥1,996,163	¥3,084,785	¥19,290,491	¥7,203,986	¥36,480,884
Domestic bonds								
National government bonds	184,713	387,443	1,165,878	576,361	1,045,050	11,044,155	—	14,403,602
Local government bonds	86,605	230,908	522,068	221,023	176,353	342,197	—	1,579,157
Corporate bonds	101,598	512,426	590,568	460,585	141,673	1,337,338	—	3,144,190
Domestic stocks							5,836,957	5,836,957
Foreign securities	85,258	413,655	599,556	704,127	1,654,312	6,566,800	1,245,160	11,268,871
Foreign bonds	77,006	409,579	599,539	685,659	1,590,918	5,227,577	—	8,590,281
Foreign stocks and other securities	8,251	4,076	16	18,468	63,394	1,339,222	1,245,160	2,678,590
Other securities	9,312	6,484	8,978	34,065	67,395	—	121,868	248,105
Monetary receivable purchased	80,688	1,011	10,456	14,508	44,092	732,314	—	883,070
Negotiable certificates of deposit	250,997	—	—	—	—	—	—	250,997
Total	¥ 799,175	¥1,551,930	¥2,897,506	¥2,010,672	¥3,128,877	¥20,022,805	¥7,203,986	¥37,614,953

63. Bond Yields (General Account)

	%		
As of March 31	2014	2013	2012
Domestic bonds	1.98%	2.01%	2.05%
Foreign bonds	3.85	3.86	3.93
Japanese yen denominated	1.87	1.98	2.00
Foreign currency denominated	4.12	4.15	4.23

64. Stocks Held—Breakdown by Industry (General Account)

		Millions of Yen, %							
As of March 31	2014		2013		2012				
Fishery, agriculture and forestry	¥	2,781	0.0%	¥	2,986	0.0%	¥	2,911	0.0%
Mining		3,667	0.1		3,456	0.1		2,645	0.0
Construction		110,717	1.5		101,003	1.5		76,524	1.3
Manufacturing									
Food		219,245	3.1		213,644	3.2		171,744	2.9
Textiles and apparel		91,613	1.3		84,982	1.3		83,551	1.4
Pulp and paper		24,317	0.3		19,834	0.3		22,324	0.4
Chemicals		564,175	7.9		532,824	8.0		485,908	8.3
Pharmaceuticals		612,084	8.6		647,354	9.7		490,219	8.4
Oil and coal products		23,308	0.3		26,497	0.4		23,468	0.4
Rubber products		84,419	1.2		75,156	1.1		54,177	0.9
Glass and ceramic products		73,413	1.0		65,671	1.0		74,028	1.3
Iron and steel		165,342	2.3		157,090	2.4		151,597	2.6
Nonferrous metals		76,466	1.1		68,111	1.0		68,685	1.2
Metal products		40,918	0.6		33,017	0.5		29,860	0.5
Machinery		430,179	6.0		390,225	5.8		343,037	5.9
Electric appliances		851,662	11.9		660,185	9.9		650,727	11.1
Transportation equipment		1,199,999	16.8		1,099,167	16.5		860,668	14.7
Precision instruments		116,989	1.6		91,751	1.4		83,139	1.4
Other products		79,368	1.1		68,854	1.0		66,858	1.1
Electric power and gas		382,850	5.4		342,035	5.1		398,793	6.8
Transportation, information and communication									
Land transportation		423,741	5.9		448,800	6.7		327,087	5.6
Marine transportation		10,106	0.1		10,480	0.2		12,422	0.2
Air transportation		8,132	0.1		7,836	0.1		10,383	0.2
Warehousing and harbor transportation services		12,967	0.2		10,743	0.2		8,693	0.1
Information and communication		110,456	1.5		94,819	1.4		87,613	1.5
Trade and services									
Wholesale trade		255,385	3.6		249,168	3.7		227,808	3.9
Retail trade		182,798	2.6		168,049	2.5		154,565	2.6
Finance and insurance									
Banking		617,460	8.6		654,061	9.8		599,117	10.3
Securities and trading		66,883	0.9		60,822	0.9		43,318	0.7
Insurance		104,032	1.5		98,350	1.5		84,789	1.5
Other financial services		45,131	0.6		36,912	0.6		26,277	0.5
Real estate		48,951	0.7		50,719	0.8		34,809	0.6
Services		106,059	1.5		100,211	1.5		79,197	1.4
Total		¥7,145,629	100.0%		¥6,674,827	100.0%		¥5,836,957	100.0%

65. Loans (General Account)

		Millions of Yen		
As of March 31	2014	2013	2012	
Policy loans	¥ 782,280	¥ 835,460	¥ 896,347	
Premium loans	60,605	66,298	71,583	
Policyholder loans	721,675	769,162	824,764	
Industrial and consumer loans	7,746,698	7,746,341	7,825,262	
[Loans to non-residents]	[243,918]	[265,838]	[274,425]	
Corporate loans—international and domestic	5,677,218	5,712,061	5,913,610	
[Corporate loans—domestic]	[5,498,719]	[5,535,232]	[5,733,491]	
Loans to national, international and government-affiliated organizations	47,500	76,400	82,042	
Loans to public entities	526,387	512,521	397,481	
Housing loans	906,647	911,156	952,080	
Consumer loans	523,768	495,764	458,462	
Other loans	65,176	38,436	21,584	
Total	¥ 8,528,979	¥ 8,581,801	¥ 8,721,609	

66. 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
As of March 31	2014							
Fixed rate loans	¥ 881,181	¥1,542,418	¥1,340,672	¥ 970,970	¥1,000,083	¥1,657,930	¥—	¥7,393,258
Variable rate loans	37,500	55,494	60,139	36,543	50,628	113,133	—	353,440
Total loans	¥ 918,681	¥1,597,913	¥1,400,812	¥1,007,514	¥1,050,712	¥1,771,064	¥—	¥7,746,698
As of March 31	2013							
Fixed rate loans	¥ 967,092	¥1,549,340	¥1,403,652	¥ 875,336	¥1,102,125	¥1,465,956	¥—	¥7,363,503
Variable rate loans	42,409	65,102	49,903	45,159	51,185	129,076	—	382,837
Total loans	¥1,009,501	¥1,614,443	¥1,453,556	¥ 920,495	¥1,153,311	¥1,595,033	¥—	¥7,746,341
As of March 31	2012							
Fixed rate loans	¥ 990,889	¥1,653,576	¥1,244,438	¥1,086,380	¥1,079,841	¥1,321,257	¥—	¥7,376,384
Variable rate loans	51,625	81,509	58,875	51,935	58,352	146,579	—	448,877
Total loans	¥1,042,515	¥1,735,085	¥1,303,314	¥1,138,316	¥1,138,193	¥1,467,836	¥—	¥7,825,262

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

Number of Borrowers, Millions of Yen, %

As of March 31		2014		2013		2012	
Large companies	Number of borrowers	969	42.3%	984	44.0%	975	44.2%
	Amount of loans	¥4,959,238	90.2	¥5,034,444	91.0	¥5,187,395	90.5
Medium-sized companies	Number of borrowers	322	14.0	319	14.3	317	14.4
	Amount of loans	¥ 72,837	1.3	¥ 61,251	1.1	¥ 73,716	1.3
Small companies	Number of borrowers	1,002	43.7	935	41.8	913	41.4
	Amount of loans	¥ 466,644	8.5	¥ 439,537	7.9	¥ 472,379	8.2
Total loans to domestic companies	Number of borrowers	2,293	100.0	2,238	100.0	2,205	100.0
	Total amount of loans	¥5,498,719	100.0%	¥5,535,232	100.0%	¥5,733,491	100.0%

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	

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

	Millions of Yen, %					
As of March 31	2014		2013		2012	
Domestic						
Manufacturing	¥1,521,835	19.6%	¥1,559,515	20.1%	¥1,572,744	20.1%
Food	104,081	1.3	105,889	1.4	106,005	1.4
Textiles and apparel	47,517	0.6	48,449	0.6	49,357	0.6
Wood, wood products	1,807	0.0	1,686	0.0	2,061	0.0
Pulp and paper	95,487	1.2	92,119	1.2	83,294	1.1
Printing	20,358	0.3	21,362	0.3	23,310	0.3
Chemicals	302,055	3.9	287,866	3.7	280,130	3.6
Oil and coal products	81,058	1.0	80,314	1.0	85,118	1.1
Ceramics, soil and stone	48,627	0.6	49,728	0.6	41,550	0.5
Iron and steel	221,430	2.9	234,420	3.0	242,157	3.1
Nonferrous metals	27,258	0.4	33,140	0.4	34,292	0.4
Metal products	16,713	0.2	12,393	0.2	13,169	0.2
General purpose, production, and industrial machinery	145,507	1.9	135,806	1.8	123,719	1.6
Electric appliances	143,670	1.9	157,942	2.0	173,350	2.2
Transportation equipment	220,003	2.8	247,424	3.2	264,523	3.4
Other manufacturing products	46,258	0.6	50,971	0.7	50,702	0.6
Agriculture and forestry	0	0.0	2	0.0	3	0.0
Fishery	2,000	0.0	2,000	0.0	1,000	0.0
Mining, quarrying and gravel mining	8,127	0.1	9,399	0.1	8,473	0.1
Construction	44,531	0.6	41,944	0.5	42,100	0.5
Electric power, gas, heat supply and waterworks	1,171,578	15.1	1,128,989	14.6	1,031,926	13.2
Information and communication	183,073	2.4	189,541	2.4	197,338	2.5
Logistics and postal services	719,674	9.3	726,274	9.4	719,868	9.2
Wholesale trade	906,481	11.7	895,236	11.6	884,843	11.3
Retail trade	53,113	0.7	55,417	0.7	56,383	0.7
Financing and insurance	618,417	8.0	644,056	8.3	745,244	9.5
Real estate	367,605	4.7	342,142	4.4	340,180	4.3
Rental and leasing services	242,925	3.1	250,359	3.2	292,199	3.7
Professional, scientific, and technical services	1,956	0.0	1,605	0.0	1,312	0.0
Lodging	5,216	0.1	5,783	0.1	5,829	0.1
Restaurants	4,637	0.1	5,583	0.1	6,084	0.1
Lifestyle and leisure	27,499	0.4	12,408	0.2	15,087	0.2
Education and training	2,311	0.0	2,544	0.0	2,837	0.0
Medical and welfare	1,832	0.0	2,464	0.0	2,967	0.0
Other services	3,857	0.0	3,539	0.0	3,915	0.1
Local organizations and public entities	185,205	2.4	194,210	2.5	208,948	2.7
Individuals (residential/consumption/local taxes/other)	1,430,896	18.5	1,407,479	18.2	1,411,545	18.0
Subtotal	7,502,780	96.9	7,480,502	96.6	7,550,837	96.5
Overseas						
Governments and public entities	65,419	0.8	89,009	1.1	94,306	1.2
Financial institutions	25,000	0.3	25,000	0.3	33,000	0.4
Commerce and industry	153,498	2.0	151,829	2.0	147,118	1.9
Subtotal	243,918	3.1	265,838	3.4	274,425	3.5
Total loans	¥7,746,698	100.0%	¥7,746,341	100.0%	¥7,825,262	100.0%

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

As of March 31	Millions of Yen, %					
	2014		2013		2012	
Capital investments	¥2,683,384	34.6%	¥2,703,280	34.9%	¥2,715,990	34.7%
Operations	5,063,314	65.4	5,043,060	65.1	5,109,271	65.3
Total loans	¥7,746,698	100.0%	¥7,746,341	100.0%	¥7,825,262	100.0%

70. Breakdown of Loans by Region (General Account)

As of March 31	Millions of Yen, %					
	2014		2013		2012	
Hokkaido	¥ 69,699	1.3%	¥ 62,788	1.1%	¥ 52,854	0.9%
Tohoku	128,606	2.3	130,950	2.4	135,223	2.4
Kanto	3,528,357	64.2	3,588,961	64.8	3,774,289	65.8
Chubu	513,685	9.3	509,733	9.2	475,527	8.3
Kinki	837,072	15.2	819,400	14.8	870,594	15.2
Chugoku	151,576	2.8	146,981	2.7	135,232	2.4
Shikoku	106,421	1.9	110,777	2.0	112,445	2.0
Kyushu	163,300	3.0	165,638	3.0	177,325	3.1
Total	¥5,498,719	100.0%	¥5,535,232	100.0%	¥5,733,491	100.0%

Notes: 1. Excludes personal loans, loans to nonresidents and policy loans.

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

71. Breakdown of Loans by Collateral (General Account)

As of March 31	Millions of Yen, %					
	2014		2013		2012	
Secured loans	¥ 39,716	0.5%	¥ 43,855	0.6%	¥ 54,155	0.7%
Loans secured by securities	10,951	0.1	8,876	0.1	11,575	0.1
Loans secured by real estate, movables and foundations	23,830	0.3	31,238	0.4	37,110	0.5
Loans secured by personal guarantees	4,934	0.1	3,741	0.0	5,469	0.1
Guarantee loans	214,906	2.8	233,555	3.0	259,295	3.3
Fiduciary loans	6,061,660	78.2	6,062,009	78.3	6,101,268	78.0
Other loans	1,430,415	18.5	1,406,920	18.2	1,410,542	18.0
Ordinary loans	¥7,746,698	100.0%	¥7,746,341	100.0%	¥7,825,262	100.0%
Subordinated loans	¥ 295,000	3.8%	¥ 327,000	4.2%	¥ 374,500	4.8%

72. Appraisal Value of Real Estate (General Account)

As of March 31	Billions of Yen		
	2014	2013	2012
Land and land lease rights			
Balance sheet amount	¥1,266.1	¥1,224.1	¥1,280.0
Market value (appraisal value)	1,257.0	1,170.8	1,216.8
Net unrealized gains/losses	1	(9.0)	(53.3)
Gain	179.4	153.8	160.0
Loss	(188.5)	(207.1)	(223.2)
Revaluation differences	2	42.6	44.6
	1+2	¥ 33.6	¥ (8.6)
		¥ 11.7	

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 in note 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)

As of March 31	Millions of Yen, Number of Buildings		
	2014	2013	2012
Amount of real estate	¥1,702,455	¥1,660,045	¥1,727,034
For business operations	631,913	633,049	643,727
For lease	1,070,541	1,026,995	1,083,307
Number of buildings held for leasing	339	359	386

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

74. 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
Fiscal year ended March 31	2014						
Land	¥1,144,344	¥ 66,456	¥ 25,452 [2,848]	¥ —	¥1,185,348	¥ —	—%
Buildings	484,567	21,801	9,364 [1,865]	22,829	474,175	1,068,889	69.3
Lease assets	2,713	2,431	30	1,373	3,740	7,726	67.4
Construction in progress	31,132	35,838	24,040	—	42,930	—	—
Other tangible fixed assets	13,543	2,538	145	3,915	12,020	56,251	82.4
Total	¥1,676,301	¥129,066	¥59,033 [4,714]	¥28,118	¥1,718,217	¥1,132,867	—%
Of which assets are being leased	¥1,047,120	¥ 92,580	¥35,938 [4,553]	¥14,963	¥1,088,798	¥ 708,228	—%
Fiscal year ended March 31	2013						
Land	¥1,198,419	¥ 9,772	¥ 63,848 [10,772]	¥ —	¥1,144,344	¥ —	—%
Buildings	515,114	19,290	13,627 [5,693]	36,209	484,567	1,072,295	68.9
Lease assets	3,205	1,067	—	1,560	2,713	6,410	70.3
Construction in progress	13,500	42,025	24,392	—	31,132	—	—
Other tangible fixed assets	20,163	1,814	797	7,636	13,543	54,287	80.0
Total	¥1,750,402	¥ 73,971	¥102,666 [16,466]	¥45,406	¥1,676,301	¥1,132,993	—%
Of which assets are being leased	¥1,088,462	¥ 38,065	¥55,913 [15,493]	¥23,494	¥1,047,120	¥ 716,278	—%
Fiscal year ended March 31	2012						
Land	¥1,202,499	¥ 11,308	¥15,387 [9,084]	¥ —	¥1,198,419	¥ —	—%
Buildings	523,417	37,179	5,818 [4,789]	39,664	515,114	1,073,647	67.6
Lease assets	4,652	971	0	2,419	3,205	4,880	60.4
Construction in progress	23,014	35,214	44,728	—	13,500	—	—
Other tangible fixed assets	13,659	11,826	230	5,092	20,163	62,807	75.7
Total	¥1,767,242	¥ 96,500	¥66,164 [13,874]	¥47,175	¥1,750,402	¥1,141,335	—%
Of which assets are being leased	¥1,114,812	¥ 36,280	¥37,279 [13,508]	¥25,351	¥1,088,462	¥ 728,942	—%

Notes: 1. Figures in brackets under the decrease in current period column indicate impairment losses.

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.

75. Gain and Loss on Disposals of Fixed Assets (General Account)

Fiscal years ended March 31	Millions of Yen					
	2014		2013		2012	
	Gain	Loss	Gain	Loss	Gain	Loss
Tangible fixed assets	¥2,750	¥5,937	¥4,138	¥28,777	¥72	¥6,474
Land	1,950	2,858	2,724	23,160	69	2,304
Buildings	795	2,922	1,405	4,718	0	3,911
Lease assets	—	—	—	—	—	—
Other assets	4	156	8	898	2	258
Intangible fixed assets	—	79	—	2,116	—	0
Others	—	235	—	236	—	539
Total	¥2,750	¥6,252	¥4,138	¥31,130	¥72	¥7,013
Of which assets are being leased	¥2,497	¥3,312	¥4,045	¥15,624	¥70	¥4,211

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

Fiscal year ended March 31	Millions of Yen, %				
	Acquisition cost	Depreciation in current period	Accumulated depreciation	Balance at end of current period	Accumulated depreciation percentage
	2014				
Tangible fixed assets	¥1,028,609	¥15,200	¥715,129	¥313,480	69.5%
Buildings	1,018,984	14,962	706,185	312,799	69.3
Lease assets	9	1	5	4	52.4
Others	9,614	235	8,938	675	93.0
Intangible fixed assets	1	0	0	1	3.3
Other assets	4,315	209	2,908	1,406	67.4
Total	¥1,032,926	¥15,410	¥718,038	¥314,887	69.5%
2013					
Tangible fixed assets	¥1,041,335	¥23,738	¥721,337	¥319,997	69.3%
Buildings	1,031,393	23,493	712,242	319,151	69.1
Lease assets	9	1	3	6	38.1
Others	9,931	243	9,092	839	91.5
Intangible fixed assets	—	—	—	—	—
Other assets	4,332	215	2,715	1,617	62.7
Total	¥1,045,667	¥23,954	¥724,053	¥321,614	69.2%
2012					
Tangible fixed assets	¥1,073,558	¥25,613	¥732,457	¥341,100	68.2%
Buildings	1,063,622	25,351	723,282	340,340	68.0
Lease assets	9	1	2	7	23.8
Others	9,926	260	9,173	753	92.4
Intangible fixed assets	—	—	—	—	—
Other assets	4,947	235	3,155	1,792	63.8
Total	¥1,078,506	¥25,848	¥735,613	¥342,893	68.2%

77. Status of Overseas Loans and Investments (General Account)

1. Breakdown by asset composition

		2014		2013		2012	
As of March 31							
Millions of Yen, %							
Foreign currency-denominated assets							
Foreign bonds	¥ 9,232,001	63.9%	¥ 8,671,195	63.2%	¥ 7,460,408	62.9%	
Foreign stocks	449,969	3.1	443,450	3.2	341,330	2.9	
Cash and cash equivalents	1,990,892	13.8	1,795,860	13.1	1,560,409	13.1	
Subtotal	11,672,863	80.8	10,910,506	79.6	9,362,147	78.9	
Foreign currency-denominated assets with fixed yen value							
Foreign bonds	—	—	—	—	—	—	
Cash and cash equivalents	205,128	1.4	161,059	1.2	153,066	1.3	
Subtotal	205,128	1.4	161,059	1.2	153,066	1.3	
Japanese yen-denominated assets							
Loans to non-residents	121,112	0.8	144,801	1.1	161,411	1.4	
Foreign bonds and other assets	2,454,649	17.0	2,493,379	18.2	2,190,871	18.5	
Subtotal	2,575,762	17.8	2,638,180	19.2	2,352,283	19.8	
Net overseas loans and investment	¥14,453,753	100.0%	¥13,709,746	100.0%	¥11,867,497	100.0%	
Overseas real estate	¥ 199,270	1.4%	¥ 251,860	1.8%	¥ 233,480	2.0%	

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

As of March 31									
Millions of Yen, %									
Foreign securities									
				Bonds		Stocks and other securities		Loans to non-residents	
	Value	Percent	Value	Percent	Value	Percent	Value	Percent	
2014									
North America	¥ 5,305,121	38.2%	¥ 4,958,728	48.5%	¥ 346,393	9.5%	¥122,805	50.3%	
Europe	4,794,367	34.6	4,226,700	41.3	567,667	15.6	58,000	23.8	
Oceania	428,460	3.1	425,287	4.2	3,172	0.1	5,503	2.3	
Asia	355,667	2.6	178,651	1.7	177,016	4.8	1,070	0.4	
Central and South America	2,796,817	20.2	240,916	2.4	2,555,900	70.0	18,821	7.7	
Middle East	—	—	—	—	—	—	—	—	
Africa	—	—	—	—	—	—	5,717	2.3	
International organizations	195,589	1.4	195,589	1.9	—	—	32,000	13.1	
Total	¥13,876,024	100.0%	¥10,225,874	100.0%	¥3,650,150	100.0%	¥243,918	100.0%	
2013									
North America	¥ 5,362,591	40.6%	¥ 5,043,477	51.4%	¥ 319,114	9.4%	¥131,037	49.3%	
Europe	4,244,925	32.2	3,814,799	38.8	430,126	12.7	61,400	23.1	
Oceania	415,465	3.1	412,242	4.2	3,223	0.1	5,843	2.2	
Asia	301,301	2.3	130,996	1.3	170,304	5.0	185	0.1	
Central and South America	2,700,068	20.5	245,084	2.5	2,454,983	72.7	19,139	7.2	
Middle East	—	—	—	—	—	—	—	—	
Africa	—	—	—	—	—	—	6,333	2.4	
International organizations	174,395	1.3	174,395	1.8	—	—	41,900	15.8	
Total	¥13,198,749	100.0%	¥ 9,820,996	100.0%	¥3,377,752	100.0%	¥265,838	100.0%	
2012									
North America	¥ 4,935,542	43.8%	¥ 4,709,175	54.8%	¥ 226,367	8.5%	¥123,013	44.8%	
Europe	3,424,462	30.4	3,095,824	36.0	328,638	12.3	74,400	27.1	
Oceania	379,770	3.4	377,786	4.4	1,984	0.1	6,182	2.3	
Asia	240,941	2.1	123,353	1.4	117,587	4.4	300	0.1	
Central and South America	2,208,668	19.6	204,655	2.4	2,004,013	74.8	21,672	7.9	
Middle East	—	—	—	—	—	—	6	0.0	
Africa	—	—	—	—	—	—	6,949	2.5	
International organizations	79,485	0.7	79,485	0.9	—	—	41,900	15.3	
Total	¥11,268,871	100.0%	¥ 8,590,281	100.0%	¥2,678,590	100.0%	¥274,425	100.0%	

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

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

3. Composition of foreign currency-denominated assets by currency

As of March 31	Millions of Yen, %					
	2014		2013		2012	
U.S. dollar	¥ 6,369,488	54.6%	¥ 6,222,480	57.0%	¥5,661,066	60.5%
Euro	2,567,863	22.0	2,023,973	18.6	1,402,910	15.0
British pound	1,469,250	12.6	1,349,129	12.4	1,269,020	13.6
Australian dollar	688,684	5.9	791,527	7.3	698,736	7.5
Poland zloty	340,169	2.9	295,751	2.7	196,939	2.1
Hong Kong dollar	76,693	0.7	65,767	0.6	37,717	0.5
Others	160,713	1.4	161,876	1.5	95,756	0.9
Net foreign currency-denominated assets	¥11,672,863	100.0%	¥10,910,506	100.0%	¥9,362,147	100.0%

Note: The six currencies are broken down and shown by rank in terms of their outstanding balance as of March 31, 2014.

78. Yield on Overseas Loans and Investments (General Account)

Fiscal years ended March 31	%		
	2014	2013	2012
Yield on overseas loans and investments	2.98%	3.35%	3.19%

Notes: 1. Yield is 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.

79. Summary of New Public Sector Investment Underwriting and Loans (General Account)

Fiscal years ended March 31	Millions of Yen, %					
	2014		2013		2012	
Public bonds						
National government bonds	¥182,033	94.3%	¥232,369	97.8%	¥ 18,032	15.0%
Local government bonds	—	—	—	—	—	—
Government-guaranteed bonds	—	—	—	—	—	—
Subtotal	182,033	94.3	232,369	97.8	18,032	15.0
Loans						
Public corporations and agencies	3,430	1.8	4,115	1.7	59,635	49.7
Other public entities	7,509	3.9	1,076	0.5	42,268	35.2
Subtotal	10,939	5.7	5,191	2.2	101,903	85.0
Total	¥192,972	100.0%	¥237,560	100.0%	¥119,935	100.0%

80. 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
Fiscal year ended March 31	2014				
Deferred assets	¥ 7,645	¥ 574	¥ 104	¥5,130	¥2,984
Others	9,695	1,612	2,600	2,638	6,067
Total	¥17,340	¥2,186	¥ 2,704	¥7,769	¥9,052
Fiscal year ended March 31	2013				
Deferred assets	¥ 8,430	¥ 391	¥ 159	¥5,369	¥ 3,293
Others	18,387	2,105	10,797	2,969	6,725
Total	¥26,817	¥2,496	¥10,956	¥8,338	¥10,019
Fiscal year ended March 31	2012				
Deferred assets	¥ 9,519	¥1,153	¥ 692	¥6,112	¥ 3,867
Others	20,307	2,187	4,103	3,210	15,181
Total	¥29,827	¥3,340	¥ 4,796	¥9,323	¥19,049

81. 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)
Fiscal year ending March 31										2015			
				4/1	3.62-4.28	4/1	2.97-3.96			4/1	3.62-3.96		
Fiscal year ending March 31										2014			
4/10	1.30	4/10	1.20					4/17	1.20			4/17	1.50
5/10	1.35	5/10	1.25					5/17	1.25			5/17	1.55
6/11	1.40	6/11	1.30	6/18	3.76-4.37	6/18	3.11-4.05	6/18	1.30	6/18	3.76-4.05	6/18	1.60
7/10	1.45	7/10	1.35	7/18	3.81-4.42	7/18	3.16-4.10	7/18	1.35	7/18	3.81-4.10	7/18	1.65
8/9	1.40	8/9	1.30					8/16	1.30			8/16	1.60
				9/18	3.71-4.37	9/18	3.06-4.05			9/18	3.71-4.05		
10/1	—												
		10/10	1.20										
				11/1	3.69-4.35	11/1	3.04-4.03	11/1	1.20	11/1	3.69-4.03	11/1	1.50
				12/1	3.59-4.35	12/1	2.94-4.03			12/1	3.59-4.03		
		1/10	1.25										
				2/1	3.69-4.35	2/1	3.04-4.03	2/1	1.25	2/1	3.69-4.03	2/1	1.55
		2/12	1.20										
								3/1	1.20			3/1	1.50
Fiscal year ending March 31										2013			
				4/17	3.97-4.43	4/17	3.14-4.11			4/17	3.97-4.11		
5/10	1.40	5/10	1.30										
				5/17	3.92-4.38	5/17	3.14-4.06	5/17	1.30	5/17	3.92-4.06	5/17	1.60
				6/15	3.86-4.32	6/15	3.14-4.00			6/15	3.86-4.00		
7/10	1.35	7/10	1.25	7/18	3.81-4.27	7/18	3.14-3.95	7/18	1.25	7/18	3.81-3.95	7/18	1.55
11/9	1.30	11/9	1.20										
								11/16	1.20			11/16	1.50
				12/18	3.66-4.22	12/18	3.01-3.90			12/18	3.66-3.90		
2/8	1.25	2/8	1.15	2/18	3.66-4.27	2/18	3.01-3.95	2/18	1.15	2/18	3.66-3.95	2/18	1.45
Fiscal year ended March 31										2012			
4/8	1.80	4/8	1.70					4/15	1.70			4/15	2.00
5/10	1.65	5/10	1.55					5/17	1.55			5/17	1.85
6/10	1.60	6/10	1.50	6/17	4.04-4.62	6/17	3.14-4.28	6/17	1.50	6/17	4.04-4.28	6/17	1.80
				7/15	4.01-4.57	7/15	3.14-4.23			7/15	4.01-4.23		
8/10	1.45	8/10	1.35	8/17	3.97-4.53	8/17	3.14-4.19	8/17	1.35	8/17	3.97-4.19	8/17	1.65
9/9	1.50	9/9	1.40										
				9/16	3.92-4.43	9/16	3.14-4.11	9/16	1.40	9/16	3.92-4.11	9/16	1.70
				10/19	3.92-4.38	10/19	3.14-4.06			10/19	3.92-4.06		
3/9	1.45	3/9	1.35										
								3/16	1.35			3/16	1.65

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, which was converged as of September 30, 2013.

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)

82. Market Value of Securities (General Account)

1. Net valuation gains/losses of trading securities

No net valuation gains/losses as of March 31, 2014, 2013 or 2012.

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

Millions of Yen

As of March 31	2014					2013				
	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	¥20,136,376	¥21,936,386	¥1,800,009	¥1,808,748	¥ (8,738)	¥19,603,424	¥21,659,962	¥2,056,538	¥2,065,986	¥ (9,448)
Held-to-maturity debt securities	—	—	—	—	—	—	—	—	—	—
Investments in subsidiaries and affiliates	7,711	61,779	54,068	54,068	—	7,711	44,436	36,725	36,725	—
Available-for-sale securities	18,015,822	22,677,237	4,661,415	4,779,182	(117,767)	17,673,517	21,305,305	3,631,788	3,913,256	(281,467)
Domestic bonds	2,056,317	2,155,038	98,721	99,802	(1,081)	1,968,345	2,067,063	98,718	100,561	(1,843)
Domestic stocks	4,081,909	6,911,256	2,829,346	2,923,269	(93,923)	4,305,831	6,437,752	2,131,920	2,392,688	(260,767)
Foreign securities	11,109,726	12,793,176	1,683,449	1,704,975	(21,525)	10,667,428	12,034,602	1,367,174	1,381,580	(14,406)
Foreign bonds	9,031,217	10,143,846	1,112,629	1,131,575	(18,945)	8,754,592	9,739,153	984,560	996,678	(12,117)
Foreign stocks and other securities	2,078,509	2,649,329	570,820	573,399	(2,579)	1,912,835	2,295,449	382,614	384,902	(2,288)
Other securities	504,806	554,709	49,902	51,134	(1,231)	374,619	408,607	33,987	38,425	(4,437)
Monetary receivables purchased	28,061	28,057	(4)	—	(4)	58,291	58,281	(10)	—	(10)
Negotiable certificates of deposit	235,000	234,999	(0)	0	(0)	299,000	298,997	(2)	0	(2)
Total	¥38,159,910	¥44,675,402	¥6,515,492	¥6,641,999	¥(126,506)	¥37,284,652	¥43,009,704	¥5,725,051	¥6,015,967	¥(290,916)
Domestic bonds	21,568,091	23,421,564	1,853,472	1,863,225	(9,752)	20,791,887	22,888,875	2,096,988	2,107,804	(10,816)
Domestic stocks	4,081,909	6,911,256	2,829,346	2,923,269	(93,923)	4,305,831	6,437,752	2,131,920	2,392,688	(260,767)
Foreign securities	11,199,464	12,940,877	1,741,412	1,762,938	(21,526)	10,756,982	12,165,246	1,408,263	1,422,672	(14,408)
Foreign bonds	9,113,244	10,229,768	1,116,523	1,135,470	(18,946)	8,836,436	9,825,360	988,923	1,001,044	(12,120)
Foreign stocks and other securities	2,086,220	2,711,108	624,888	627,467	(2,579)	1,920,546	2,339,885	419,339	421,627	(2,288)
Other securities	504,806	554,709	49,902	51,134	(1,231)	374,619	408,607	33,987	38,425	(4,437)
Monetary receivables purchased	570,636	611,996	41,359	41,430	(70)	756,331	810,224	53,893	54,377	(483)
Negotiable certificates of deposit	235,000	234,999	(0)	0	(0)	299,000	298,997	(2)	0	(2)

As of March 31	2012				
	Book value	Market value	Net gains/losses	Gains	Losses
Types of securities					
Policy-reserve-matching bonds	¥18,228,648	¥19,392,601	¥1,163,953	¥1,189,139	¥ (25,185)
Held-to-maturity debt securities	14,500	14,479	(21)	61	(82)
Investments in subsidiaries and affiliates	7,711	21,406	13,695	13,695	—
Available-for-sale securities	16,558,688	18,085,285	1,526,597	2,067,918	(541,320)
Domestic bonds	1,724,475	1,772,691	48,216	55,928	(7,711)
Domestic stocks	4,652,436	5,596,927	944,490	1,389,380	(444,889)
Foreign securities	9,624,725	10,166,593	541,867	615,182	(73,314)
Foreign bonds	8,095,784	8,508,080	412,296	460,129	(47,833)
Foreign stocks and other securities	1,528,940	1,658,512	129,571	155,052	(25,480)
Other securities	229,654	221,694	(7,960)	7,423	(15,383)
Monetary receivables purchased	76,396	76,381	(15)	4	(19)
Negotiable certificates of deposit	251,000	250,997	(2)	—	(2)
Total	¥34,809,548	¥37,513,773	¥2,704,225	¥3,270,814	¥(566,589)
Domestic bonds	19,078,734	20,244,760	1,166,026	1,198,181	(32,154)
Domestic stocks	4,652,436	5,596,927	944,490	1,389,380	(444,889)
Foreign securities	9,714,636	10,272,670	558,033	631,684	(73,650)
Foreign bonds	8,177,984	8,592,751	414,766	462,936	(48,169)
Foreign stocks and other securities	1,536,652	1,679,919	143,267	168,748	(25,480)
Other securities	229,654	221,694	(7,960)	7,423	(15,383)
Monetary receivables purchased	883,085	926,722	43,637	44,145	(508)
Negotiable certificates of deposit	251,000	250,997	(2)	—	(2)

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

82. 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	2014		2013		2012	
Policy-reserve-matching bonds	¥	—	¥	—	¥	—
Held-to-maturity debt securities		—		—		—
Unlisted foreign bonds		—		—		—
Others		—		—		—
Investments in subsidiaries and affiliates		231,983		285,945		247,911
Available-for-sale securities		994,216		1,043,347		1,039,878
Unlisted domestic stocks (excluding over-the-counter stocks)		196,549		199,242		202,244
Unlisted foreign stocks (excluding over-the-counter stocks)		622,487		682,492		692,761
Unlisted foreign bonds		—		—		—
Others		175,179		161,612		144,872
Total		¥1,226,199		¥1,329,292		¥1,287,790

Note: Of securities without market value, net gains (net losses) on foreign exchange valuation of assets denominated in foreign currencies were as follows: As of March 31, 2014: ¥42,893 million; March 31, 2013: ¥(100) million; and March 31, 2012: ¥(47,025) million.

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

Assets held in trust for investment

No ending balance as of March 31, 2014, 2013 or 2012.

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

No ending balance as of March 31, 2014, 2013 or 2012.

84. Qualitative Information on Derivative Transactions (General Account)

1. Transaction details

The following are derivative transactions that the Company uses:

- Interest-related: Interest futures, interest swaps, and swaptions
- Currency-related: Exchange contracts, currency options, and currency swaps
- Stock-related: Stock price index futures, stock price index options, and stock options
- Bond-related: Bond futures, bond futures options, and 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 high credit ratings; thus, the risk of unfulfilled obligations remains low.

5. Risk management system

The Company established a system that maintains transaction limits for derivative transactions based on the purpose and type of the transaction. In addition, this system incorporates front-office controls, whereby the back office confirms transaction details through reconciliation with external documentations. Furthermore, the system is designed such that the state of market risks is monitored and analyzed quantitatively and information on the amount of risk, as well as on positions 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 amounts (amount of contracts)

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 a 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

Stock option transactions:

Theoretical values based on volatility and other data obtained from external information vendors

Exchange contract and currency options:

Theoretical values based on the Telegraphic Transfer Middle rate (TTM) and discount rates obtained from financial institutions that are the counterparties in such transactions

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 gains and losses

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.

85. Credit Risk Amounts (General Account)

Millions of Yen						
As of March 31	2014		2013		2012	
	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	775,154	54,399	532,131	37,348	377,367	33,779
Foreign exchange forward contracts	5,994,843	68,426	6,232,791	132,861	8,636,382	108,015
Interest options (purchase)	—	—	—	—	—	—
Currency options (purchase)	—	—	—	—	—	—
Other derivative financial instruments	227	46	233	25	189	18
Total	¥6,770,226	¥122,872	¥6,765,155	¥170,235	¥9,013,939	¥141,813

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

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

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

Millions of Yen						
	Interest	Currencies	Stocks	Bonds	Others	Total
As of March 31						
2014						
Hedge accounting applied	¥—	¥(278,457)	¥ —	¥—	¥—	¥(278,457)
Hedge accounting not applied	—	(2)	25	—	—	22
Total	¥—	¥(278,459)	¥ 25	¥—	¥—	¥(278,434)
As of March 31						
2013						
Hedge accounting applied	¥—	¥(259,287)	¥ —	¥—	¥—	¥(259,287)
Hedge accounting not applied	—	116	(7)	—	—	109
Total	¥—	¥(259,170)	¥ (7)	¥—	¥—	¥(259,178)
As of March 31						
2012						
Hedge accounting applied	¥—	¥(109,143)	¥ —	¥—	¥—	¥(109,143)
Hedge accounting not applied	—	(80,516)	(18)	—	—	(80,534)
Total	¥—	¥(189,659)	¥(18)	¥—	¥—	¥(189,677)

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 not 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 as of March 31, 2014, 2013 or 2012.

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

(3) Currency-related, continued

Millions of Yen

As of March 31				2014	2013	2012							
Over-the-counter	Foreign exchange forward contracts	Sold	U.S. Dollar	Contract amount	¥3,364,436	¥3,737,391	¥4,278,866						
				Over 1 year	—	—	—						
				Market value	3,382,084	3,823,660	4,335,084						
				Net gains/losses	(17,647)	(86,268)	(56,217)						
				Euro	Contract amount	1,167,211	947,299	1,157,823					
					Over 1 year	—	—	—					
					Market value	1,178,973	945,882	1,199,788					
					Net gains/losses	(11,761)	1,416	(41,965)					
				Total including others	Contract amount	5,909,183	6,073,626	7,033,543					
					Over 1 year	—	—	—					
					Market value	5,994,062	6,225,815	7,202,841					
					Net gains/losses	(84,878)	(152,188)	(169,297)					
				Purchased			U.S. Dollar	Contract amount	739	2,357	615,771		
								Over 1 year	—	—	—		
								Market value	745	2,340	609,411		
Net gains/losses	6	(17)	(6,359)										
Euro	Contract amount	35	4,626					545,166					
	Over 1 year	—	—					—					
	Market value	35	4,636					543,726					
	Net gains/losses	0	9					(1,439)					
Total including others	Contract amount	774	6,983					1,443,852					
	Over 1 year	—	—					—					
	Market value	781	6,976					1,433,540					
	Net gains/losses	6	(7)					(10,311)					
Currency options	Sold	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	—	—	—					
				Total including others	Contract amount	—	—	—					
					Over 1 year	—	—	—					
					Market value	[—]	[—]	[—]					
					Net gains/losses	—	—	—					
				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	—	—					—					
Total including others	Contract amount	—	—					—					
	Over 1 year	—	—					—					
	Market value	[—]	[—]					[—]					
	Net gains/losses	—	—					—					
								¥	—	¥	—	¥	—

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

(3) Currency-related, continued

As of March 31					2014	2013	2012	
Over-the-counter	Currency options	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	—	—	—
				Total including others	Contract amount	—	—	—
					Over 1 year	—	—	—
					Market value	—	—	—
					Net gains/losses	—	—	—
			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	—	—	—
				Total including others	Contract amount	—	—	—
					Over 1 year	—	—	—
					Market value	—	—	—
					Net gains/losses	—	—	—
	Currency swaps			U.S. Dollar	Contract amount	360,642	243,995	200,645
					Over 1 year	360,642	242,749	199,602
					Market value	(69,508)	(48,224)	(6,257)
					Net gains/losses	(69,508)	(48,224)	(6,257)
				Euro	Contract amount	365,624	279,075	174,072
					Over 1 year	365,624	279,075	174,072
					Market value	(116,616)	(56,394)	(3,607)
					Net gains/losses	(116,616)	(56,394)	(3,607)
				Total including others	Contract amount	775,154	532,131	377,367
					Over 1 year	775,154	530,884	376,323
					Market value	(193,587)	(106,974)	(10,049)
					Net gains/losses	(193,587)	(106,974)	(10,049)
Total					Net gains/losses	¥ (278,459)	¥ (259,170)	¥ (189,659)

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 show 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.

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

(4) Stock-related

As of March 31				2014	2013	2012
Over-the-counter	Stock forward contract	Sold	Contract amount	¥ —	¥ —	¥ —
			Over 1 year	—	—	—
			Market value	—	11	—
			Net gains/losses	—	(11)	—
		Purchased	Contract amount	—	—	—
			Over 1 year	—	—	—
			Market value	—	—	—
			Net gains/losses	—	—	—
	Stock options	Sold	Call	Contract amount	—	—
				Over 1 year	(—)	(—)
				Market value	—	—
				Net gains/losses	—	—
			Put	Contract amount	—	—
				Over 1 year	(—)	(—)
				Market value	—	—
				Net gains/losses	—	—
		Purchased	Call	Contract amount	227	233
				Over 1 year	[55]	[65]
				Market value	227	190
				Net gains/losses	[55]	[65]
				Market value	81	69
				Net gains/losses	25	4
			Put	Contract amount	—	—
				Over 1 year	(—)	(—)
				Market value	—	—
				Net gains/losses	—	—
Total			Net gains/losses	¥ 25	¥ (7)	¥ (18)

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 show the difference between option premiums and market value for options transactions.

(5) Bond-related

No ending balance as of March 31, 2014, 2013 or 2012.

(6) Others

No ending balance as of March 31, 2014, 2013 or 2012.

Securitized Product Investments and Subprime-Related Investments

Investments in securitized products and U.S. subprime-related investments during the fiscal year ended March 31, 2014, 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)	¥ 0.4	¥ 0.0	¥ —
Other securitized products, etc.	4,167.4	151.1	(21.1)
Asset-backed securities (ABS)	4,108.8	147.5	(21.1)
Domestic RMBS	1,581.4	93.6	—
U.S. RMBS	2,500.3	53.9	(21.1)
Credit-linked notes	58.5	3.5	—
Total	¥4,167.8	¥151.1	¥(21.1)

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 securitized products, within investment trusts and hedge funds. The exposure, which was calculated from the allocation ratio to the fund, was approximately ¥1.6 billion, and total indirect investment, including subsidiaries, amounted to approximately ¥1.9 billion.

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

▶ http://www.nissay.co.jp/kaisha/annai/gyoseki/pdf/h25_4_nihon_c.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.

87. Balance of Separate Account Assets

As of March 31	Millions of Yen, %					
	2014		2013		2012	
Individual variable insurance	¥ 116,835	9.5%	¥ 109,933	8.9%	¥ 101,973	8.9%
Individual variable annuities	100,517	8.2	132,512	10.7	143,951	12.6
Group annuities	1,010,045	82.3	996,372	80.4	900,761	78.6
Separate account total	¥1,227,398	100.0%	¥1,238,818	100.0%	¥1,146,686	100.0%

88. Asset Management Overview for the Fiscal Year Ended March 31, 2014 (Separate Account Assets for Individual Variable Insurance and Individual Variable Annuities)

In terms of the asset management environment in the fiscal year ended March 31, 2014, yen depreciation continued amid low domestic interest rates, as did the rise in Japan's stock market. In the U.S., both interest rates and the stock market rose against a backdrop of firm economic indicators.

The domestic stock market began the fiscal year with an upward trend, as the yen tumbled further after the Bank of Japan unveiled aggressive monetary easing measures in early April. While stock prices fell in late May after the Chairman of the Federal Reserve Board spoke of tapering monetary easing, they increased again in September following Tokyo's selection as the host city for the 2020 Summer Olympics and Paralympics, and advanced further in and after November on the back of yen devaluation and higher overseas stock markets—in turn a reflection of positive trends in U.S. economic indicators. Early in 2014, the domestic stock market once again declined amid concerns about emerging economies and political uncertainty in Ukraine. Over the fiscal year as a whole, though, the market made significant gains, with the Nikkei Stock Average increasing approximately 20%.

Amid this operating environment, the investment return on individual variable insurance for the fiscal year ended March 31, 2014, was positive at 14.63%.

This also represented investment return of 82.25% (2.21% 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 premium.

STATUS OF SEPARATE ACCOUNT FOR INDIVIDUAL VARIABLE INSURANCE

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

As of March 31	2014		2013		2012	
	Policies	Amount	Policies	Amount	Policies	Amount
Variable insurance (defined term type)	1,820	¥ 8,931	1,950	¥ 9,734	2,222	¥ 11,319
Variable insurance (whole life type)	35,433	531,558	36,096	549,291	36,782	566,758
Total	37,253	¥540,490	38,046	¥559,026	39,004	¥578,077

Note: Amounts include term life insurance riders.

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

As of March 31	2014		2013		2012	
	Amount	%	Amount	%	Amount	%
Cash, deposits and call loans	¥ 5,013	4.3%	¥ 8,006	7.3%	¥ 6,010	5.9%
Investments in securities	104,906	89.8	95,506	86.9	88,181	86.5
Domestic bonds	28,784	24.6	22,851	20.8	22,899	22.5
Domestic stocks	36,538	31.3	38,592	35.1	34,274	33.6
Foreign securities	39,584	33.9	34,062	31.0	31,007	30.4
Foreign bonds	14,253	12.2	11,303	10.3	10,992	10.8
Foreign stocks and other securities	25,331	21.7	22,759	20.7	20,014	19.6
Other securities	—	—	—	—	—	—
Loans	—	—	—	—	—	—
Others	6,915	5.9	6,419	5.8	7,781	7.6
Allowance for doubtful accounts	—	—	—	—	—	—
Total	¥116,835	100.0%	¥109,933	100.0%	¥101,973	100.0%

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

Fiscal years ended March 31	2014	2013	2012
Interest, dividends, and other income	¥ 2,097	¥ 1,934	¥2,046
Gain on sales of securities	11,538	4,671	2,626
Gain on redemptions of securities	—	—	—
Gain on valuation of securities	2,179	8,401	97
Foreign exchange gains, net	18	29	3
Gain on derivative financial instruments, net	—	803	—
Other investment income	8	105	13
Loss on sales of securities	1,286	5,745	4,680
Loss on redemptions of securities	0	—	35
Loss on valuation of securities	(720)	(5,668)	(873)
Foreign exchange losses, net	—	—	—
Loss on derivative financial instruments, net	124	—	56
Other investment expenses	1	6	1
Net investment income	¥15,150	¥15,862	¥ 888

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

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

Net valuation gains/losses on trading securities

As of March 31	2014		2013		2012	
	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	¥104,906	¥2,900	¥95,506	¥14,069	¥88,181	¥970

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

No ending balance as of March 31, 2014, 2013 or 2012.

94. 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 purposes to gain profit.

3. Purpose

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

4. Risk details

Derivative transactions conducted in the separate account are exposed to market risk (price fluctuation, foreign exchange risks and credit risk). With respect to credit risk, the Company's transactions are implemented through 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 documentations.

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 the 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.

95. 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						
As of March 31 2014						
Hedge accounting applied	¥—	¥ —	¥ —	¥—	¥—	¥ —
Hedge accounting not applied	—	4	70	—	—	74
Total	¥—	¥ 4	¥ 70	¥—	¥—	¥ 74
As of March 31 2013						
Hedge accounting applied	¥—	¥ —	¥ —	¥—	¥—	¥ —
Hedge accounting not applied	—	12	129	—	—	141
Total	¥—	¥ 12	¥ 129	¥—	¥—	¥ 141
As of March 31 2012						
Hedge accounting applied	¥—	¥ —	¥ —	¥—	¥—	¥ —
Hedge accounting not applied	—	(14)	27	—	—	12
Total	¥—	¥(14)	¥ 27	¥—	¥—	¥ 12

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

2. Interest rate-related

No ending balance as of March 31, 2014, 2013 or 2012.

95. 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				Millions of Yen			
Over-the-counter	Foreign exchange forward contracts	Sold		2014	2013	2012	
			U.S. Dollar	Contract amount	¥ 908	¥ 72	¥ 853
				Over 1 year	—	—	—
				Market value	912	71	841
				Net gains/losses	(3)	1	11
			Euro	Contract amount	1,890	585	1,232
				Over 1 year	—	—	—
				Market value	1,881	562	1,238
				Net gains/losses	9	23	(6)
			Total including others	Contract amount	3,230	874	2,270
				Over 1 year	—	—	—
				Market value	3,227	842	2,264
				Net gains/losses	2	32	6
		Purchased	U.S. Dollar	Contract amount	2,380	655	1,372
				Over 1 year	—	—	—
				Market value	2,383	639	1,353
				Net gains/losses	3	(16)	(18)
			Euro	Contract amount	485	41	777
				Over 1 year	—	—	—
				Market value	481	41	775
				Net gains/losses	(3)	(0)	(1)
			Total including others	Contract amount	3,212	832	2,259
				Over 1 year	—	—	—
				Market value	3,213	812	2,238
				Net gains/losses	1	(19)	(21)
		Total		Net gains/losses	¥ 4	¥ 12	¥ (14)

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

4. Stock-related

As of March 31				Millions of Yen			
Stock exchange	Stock index futures	Sold		2014	2013	2012	
				Contract amount	¥ 9	¥ —	¥ —
				Over 1 year	—	—	—
				Market value	9	—	—
				Net gains/losses	(0)	—	—
		Purchased		Contract amount	1,842	5,437	1,395
				Over 1 year	—	—	—
				Market value	1,912	5,566	1,422
				Net gains/losses	70	129	27
		Total		Net gains/losses	¥ 70	¥ 129	¥ 27

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

5. Bond-related

No ending balance as of March 31, 2014, 2013 or 2012.

6. Others

No ending balance as of March 31, 2014, 2013 or 2012.

STATUS OF SEPARATE ACCOUNT FOR INDIVIDUAL VARIABLE ANNUITIES

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

As of March 31	2014		2013		2012	
	Policies	Value	Policies	Value	Policies	Value
Individual variable annuities	14,505	¥100,516	19,995	¥132,502	24,791	¥143,946

Note: Amounts represent policy reserves.

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

As of March 31	2014		2013		2012	
	¥	%	¥	%	¥	%
Cash, deposits and call loans	—	—%	—	—%	—	—%
Investments in securities	97,993	97.5	129,120	97.4	139,237	96.7
Domestic bonds	17,947	17.9	24,711	18.6	25,458	17.7
Domestic stocks	—	—	—	—	—	—
Foreign securities	—	—	—	—	—	—
Foreign bonds	—	—	—	—	—	—
Foreign stocks and other securities	—	—	—	—	—	—
Other securities	80,045	79.6	104,408	78.8	113,779	79.0
Loans	—	—	—	—	—	—
Others	2,523	2.5	3,391	2.6	4,713	3.3
Allowance for doubtful accounts	—	—	—	—	—	—
Total	¥100,517	100.0%	¥132,512	100.0%	¥143,951	100.0%

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

Fiscal years ended March 31	2014	2013	2012
Interest, dividends, and other income	¥ 7,973	¥ 2,123	¥ 659
Gain on sales of securities	861	580	320
Gain on redemptions of securities	—	—	—
Gain on valuation of securities	4,083	9,564	1,535
Foreign exchange gains, net	—	—	—
Gain on derivative financial instruments, net	—	—	—
Other investment income	0	0	0
Loss on sales of securities	10	1,717	1,917
Loss on redemptions of securities	—	—	—
Loss on valuation of securities	(141)	(7,593)	(2,335)
Foreign exchange losses, net	—	—	—
Loss on derivative financial instruments, net	—	—	—
Other investment expenses	0	0	0
Net investment income	¥13,049	¥18,143	¥ 2,933

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

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

Net valuation gains/losses on trading securities

As of March 31	2014		2013		2012	
	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	¥97,993	¥4,225	¥129,120	¥17,157	¥139,237	¥3,871

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

No ending balance as of March 31, 2014, 2013 or 2012.

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

No ending balance as of March 31, 2014, 2013 or 2012.

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

No ending balance as of March 31, 2014, 2013 or 2012.

STATUS OF SEPARATE ACCOUNT FOR GROUP ANNUITIES

103. Separate Account Assets by Product (Separate Account for Group Annuities)

As of March 31	Millions of Yen		
	2014	2013	2012
Separate account 1st treaty	¥ 839,711	¥814,936	¥763,936
Comprehensive account	387,338	463,973	517,623
Stable income account	169,983	74,133	—
Account by investment categories	282,388	276,829	246,313
Separate account 2nd treaty	155,225	168,160	126,001
Defined contribution pension plans	15,109	13,275	10,823
Total	¥1,010,045	¥996,372	¥900,761

Notes: 1. Separate account 1st treaty: Joint management of defined benefit corporate pension funds and employees' pension funds
 Comprehensive account: Balanced portfolio management
 Stable income account: Aim to secure stable return of at least 2.5% of the medium to long term
 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

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

* Figures in note 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, 2014

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 that is set within the allowable range of the standard asset allocation*, the Company makes adjustments to the 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, 2014

In the fiscal year ended March 31, 2014, the Bank of Japan pursued a massive monetary easing program, keeping interest rates low and weakening the yen while bolstering stock prices. Against this backdrop, investment returns were positive across the board for bonds and stocks, both domestic and foreign (+0.69% on domestic bonds, +16.81% on domestic stocks, +15.96% on foreign bonds, and +29.83% on foreign stocks), and the investment return (percentage change in the unit price) was +14.83%.

2. Asset allocation in the fiscal year ended March 31, 2014 (Comprehensive Account)

	Asset allocation	Asset allocation results (Fiscal years ended March 31)					Asset management results compared with standard asset allocation for 2014
		2014		2013			
		End of Mar.	End of Dec.	End of Sept.	End of June	End of Mar.	
Japanese yen-denominated bonds	33.0%	28.2%	24.6%	25.3%	26.7%	23.9%	The percentage of asset allocation to yen-denominated bonds on a yearly basis was low early in the fiscal year and held low throughout the fiscal year.
Japanese yen-denominated stocks	32.0	32.7	36.7	37.4	35.3	40.7	The percentage of asset allocation to yen-denominated stocks on a yearly basis was high early in the fiscal year and held high throughout the fiscal year.
Foreign currency-denominated bonds	12.0	12.5	10.9	10.9	11.1	11.2	The percentage of asset allocation to bonds denominated in foreign currencies on a yearly basis was low early in the fiscal year and rose toward the end of the fiscal year.
Foreign currency-denominated stocks*	20.0	22.8	24.1	23.2	22.3	22.3	The percentage of asset allocation to stocks denominated in foreign currencies on a yearly basis was high early in the fiscal year and held high throughout the fiscal year.
Call loans and other short-term assets	3.0	3.9	3.6	3.1	4.6	1.9	—
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	—

* Regarding allocation to stocks denominated in foreign currencies of 20.0%, 2.0% was allocated to stocks in emerging countries (Asia).

104. 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		
	2014	2013	2012
	Market value	Market value	Market value
Japanese yen-denominated bonds	¥105,294	¥ 98,006	¥134,123
Japanese yen-denominated stocks	121,948	166,670	170,381
Foreign currency-denominated bonds	46,525	45,668	55,381
Foreign currency-denominated stocks	84,978	91,265	101,081
Call loans and other short-term assets	23,368	39,237	45,014
Total	¥382,113	¥440,847	¥505,980

4. Investment return ratio (Comprehensive Account)

Fiscal years ended March 31	%		
	2014	2013	2012
Unit price fluctuation	14.83%	17.50%	1.68%

105. Status of First Treaty—Stable Income Account and Accounts by Investment Category (Separate Account for Group Annuities)

* Figures in note 105 are stated at fair market value, and rounded to the nearest whole unit.

1. Asset Management Principles and Performance in Fiscal Year

Ended March 31, 2014 (stable income account)

• Asset management principles

With respect to income assets, a base asset allocation proposal is calculated using a volatility control method and asset allocation ratios are determined based on comprehensive risk allocation, including the risk volume of yen interest rate assets. The portfolio is managed with an aim of stably achieving a medium- to long-term target return of 2.5%, primarily by steadily accumulating income gains from yen interest rate assets.

• Performance in fiscal year ended March 31, 2014

While maintaining the risk volume level, risk was controlled based on the inverse correlation between yen interest rate assets and income assets.

2. Asset management principles and performance in the fiscal year ended March 31, 2014 (accounts by investment categories)

(1) Domestic bond accounts

• Asset management principles

The Company 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, 2014

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. Regarding the composition by type of bond, the weight of domestic bonds, industrial bonds, etc., was adjusted flexibly in response to the market trends.

(2) Market Tracking Domestic Bond Account

• Asset management principles

The Company constructs the portfolio based on a domestic bond index tracking model (jointly developed by NLI Research Institute and Nissay Asset Management) that employs a stratified sampling approach and optimization method based on various groupings, such as the remaining life (if the fund balance is 20 billion yen or less, the portfolio is limited to government bonds).

Benchmark: Nomura Bond Performance Index (overall)

• Performance in fiscal year ended March 31, 2014

The account was managed with the aim of delivering an investment return tracking the benchmark.

(3) Domestic stock 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, 2014

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.

(4) 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, 2014

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

105. Status of First Treaty—Stable Income Account and Accounts by Investment Category (Separate Account for Group Annuities), continued

(5) 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, 2014**

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

(6) Market Tracking Domestic Equity Account

- **Asset management principles**

The Company constructs the portfolio based on an index tracking model (developed by NLI Research Institute) that uses a stratified sampling approach based on sector and market capitalization groupings.

Benchmark: TOPIX (dividends included)

- **Performance in fiscal year ended March 31, 2014**

The account was managed with the aim of delivering an investment return tracking the benchmark.

(7) 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, 2014**

Throughout the fiscal year, the Company made flexible adjustments to the duration. Regarding country mix, adjustments such as a continued over-weighting of European periphery countries were made according to market trends and other factors. The currency mix was adjusted flexibly, with the base strategy being to remain nearly neutral.

(8) 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, 2014**

Throughout the fiscal year, the Company made flexible adjustments to the duration. Regarding country mix, adjustments such as a continued over-weighting of European periphery countries were made according to market trends and other factors.

(9) Market Tracking Foreign Bond Account

- **Asset management principles**

The Company constructs the portfolio so as to mimic the benchmark in terms of its key risk profile, including allocation by region, country and currency, as well as duration and maturity structure.

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

- **Performance in fiscal year ended March 31, 2014**

The account was managed with the aim of delivering an investment return tracking the benchmark.

(10) 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, currency 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, 2014**

The composition by region basically remained neutral. 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.

(11) Market Tracking Foreign Equity Account

- **Asset management principles**

The Company constructs the portfolio using an optimization method that employs a risk measurement model based on various data, including historical stock price data.

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

- **Performance in fiscal year ended March 31, 2014**

The account was managed with the aim of delivering an investment return tracking the benchmark.

(12) 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.

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

- **Performance in the fiscal year ended March 31, 2014**

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.

105. Status of First Treaty—Stable Income Account and Accounts by Investment Category (Separate Account for Group Annuities), continued

3. Market value (stable income account and accounts by investment category)

Millions of Yen

As of March 31	2014	2013	2012
	Market value	Market value	Market value
Stable income account	¥158,361	¥ 69,358	¥ —
Domestic bond accounts	77,752	79,534	89,515
Market Tracking Domestic Bond Account	10,349	8,710	—
Domestic stock accounts	19,896	27,284	30,538
Quantitative Investment Management Domestic Stock Account	2,479	5,689	6,362
OTC/small-cap equity accounts	95	594	743
Market Tracking Domestic Stock Account	10,778	10,731	—
Foreign bond accounts	19,335	19,863	24,804
Foreign bond accounts with currency hedging	22,593	35,369	35,948
Market Tracking Foreign Bond Account	12,221	8,269	—
Foreign stock accounts	20,841	28,441	33,255
Market Tracking Foreign Stock Account	15,416	10,992	—
Money market accounts	49,324	24,734	11,180
Total	¥419,438	¥329,568	¥232,347

Note: The following accounts began operation on September 27, 2012: the stable income account, Market Tracking Domestic Bond Account, Market Tracking Domestic Stock Account, Market Tracking Foreign Bond Account, and Market Tracking Foreign Stock Account.

4. Investment return ratio (stable income account and accounts by investment category)

%

Fiscal years ended March 31	2014	2013	2012
	Unit price fluctuation	Unit price fluctuation	Unit price fluctuation
Stable income account	1.48%	3.45%	—%
Domestic bond accounts	0.62	3.91	3.02
Market Tracking Domestic Bond Account	0.46	1.98	—
Domestic stock accounts	18.54	21.97	2.13
Quantitative Investment Management Domestic Stock Account	18.18	23.23	1.89
OTC/small-cap equity accounts	23.67	28.64	8.29
Market Tracking Domestic Stock Account	18.08	41.39	—
Foreign bond accounts	15.39	18.14	5.07
Foreign bond accounts with currency hedging	1.63	4.87	7.26
Market Tracking Foreign Bond Account	15.25	21.74	—
Foreign stock accounts	31.27	27.64	0.15
Market Tracking Foreign Stock Account	31.58	31.74	—
Money market accounts	0.08	0.11	0.10

Note: The following accounts began operation on September 27, 2012: the stable income account, Market Tracking Domestic Bond Account, Market Tracking Domestic Stock Account, Market Tracking Foreign Bond Account, and Market Tracking Foreign Stock Account.

STATUS OF FINANCIAL ASSETS (CONSOLIDATED)

106. 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 nine consolidated subsidiaries and five equity method affiliates. (See p. 93)

• Asset Management Field

The Company worked to offer a wide range of products to meet the diversified asset management needs of its customers, such as products that aim to provide stable income or products that pursue opportunities for large gains globally, through discretionary investment, investment advisory, and investment trusts provided by Nissay Asset Management Corporation.

In the fiscal year ended March 31, 2014, Nissay Asset Management recorded a 17.6% year-on-year increase in assets under management to ¥7,210.5 billion, including a 13.7% increase in the investment advisory business to ¥4,334.0 billion and a 23.9% increase in the investment trusts business to ¥2,876.5 billion. Ordinary profit at Nissay Asset Management was ¥3.5 billion with net income of ¥2.1 billion.

• Information Technology Field

Spearheaded by Nissay Information Technology Co., Ltd., the Company worked to enhance the appeal of the new *Mirai no Katachi* insurance product, with the introduction of a system whereby customers can review their insurance needs according to their life stage.

The Company has further enhanced customer convenience via the Nissay Corporate Internet Service, a direct service model designed to make corporate customers' insurance processing simple and fast through the use of paperless technologies.

In the fiscal year ended March 31, 2014, Nissay Information Technology had sales of ¥56.8 billion, up 11.5% year on year, ordinary profit of ¥3.3 billion, up 15.0% year on year, and net income of ¥2.2 billion, up 4.6% year on year.

As a result of these overall activities, consolidated total ordinary income amounted to ¥6,829.2 billion, down 5.2% year on year. Total ordinary expenses amounted to ¥6,305.9 billion, down 7.3% year on year, while ordinary profit was ¥523.2 billion, up 30.1%. After income taxes, tax adjustments, minority interests, extraordinary gains of ¥2.9 billion and extraordinary losses of ¥211.1 billion, net surplus in the current year decreased by 0.3% to ¥247.1 billion. On the consolidated balance sheet, surplus at the end of the fiscal year amounted to ¥477.3 billion and total assets rose 3.5 % to ¥57,090.2 billion.

107. Principal Indicators of Operating Performance (Consolidated)

	Billions of Yen		
Fiscal years ended March 31	2014	2013	2012
Total ordinary income	¥ 6,829.2	¥ 7,201.3	¥ 7,167.9
Ordinary profit	523.2	402.2	487.8
Net surplus	247.1	247.9	224.9
Comprehensive income (loss)	985.0	1,701.5	512.7
Net cash provided by operating activities	1,521.4	2,219.9	1,815.4
Net cash used in investing activities	(1,461.8)	(2,305.4)	(1,914.3)
Net cash provided by (used in) financing activities	(25.8)	184.8	73.4

	Billions of Yen, Number, %		
As of March 31	2014	2013	2012
Total assets	¥57,090.2	¥55,165.6	¥51,166.9
Solvency margin ratio	795.5%	717.1%	583.1%
Cash and cash equivalents at the end of the year	872.0	820.7	707.4
Number of consolidated subsidiaries and affiliates	9	10	10
Number of affiliates accounted for under the equity method	5	4	4
Number of employees	73,578	72,832	72,522

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.

108. Status of Nonperforming Assets According to Borrower's Classification (Consolidated)

		Millions of Yen, %		
As of March 31		2014	2013	2012
Bankrupt and quasi-bankrupt	1	¥ 11,728	¥ 12,607	¥ 12,751
Doubtful	2	22,685	24,948	24,858
Substandard	3	4,749	5,599	12,278
Subtotal		39,163	43,154	49,888
[Ratio to Total]		[0.34%]	[0.37%]	[0.43%]
Normal	4	11,318,802	11,669,433	11,473,673
Total	1 + 2 + 3 + 4	¥11,357,965	¥11,712,588	¥11,523,561

Notes: 1. Bankrupt and quasi-bankrupt loans are nonperforming 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 nonperforming assets with a strong likelihood that the loan principal cannot be recovered or interest cannot be received according to the contract because of difficulties in the 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.
 5. The table includes loans, securities loaned, accrued interest, suspense payments and customers' liability for acceptances and guarantees and private placement guarantees by financial institutions.
 6. Bankrupt and quasi-bankrupt loans 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 ¥1,082 million, ¥1,570 million and ¥2,668 million as of March 31, 2014, 2013 and 2012, respectively.

109. Status of Risk-Monitored Loans (Consolidated)

		Millions of Yen, %		
As of March 31		2014	2013	2012
Loans to bankrupt borrowers	1	¥ 2,336	¥ 2,663	¥ 3,042
Delinquent loans	2	32,074	34,890	34,561
Loans that are delinquent for over three months	3	23	—	—
Restructured loans	4	4,726	5,599	12,278
Total	1 + 2 + 3 + 4	¥39,160	¥43,153	¥49,883
[Ratio to total loans]		[0.46%]	[0.51%]	[0.58%]

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 ¥356 million, ¥495 million and ¥808 million as of March 31, 2014, 2013 and 2012, respectively. The amounts of delinquent loans were ¥726 million, ¥1,075 million and ¥1,860 million as of March 31, 2014, 2013 and 2012, respectively.
 2. 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.
 3. 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.
 4. 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.
 5. 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 the above, and loans that are delinquent for over three months).
 6. 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.

110. Status of Insurance Claims Paying Ability of the Company and Insurance Subsidiaries (Consolidated Solvency Margin Ratio)

As of March 31		Millions of Yen		
		2014	2013	2012
Solvency margin gross amount	(A)	¥9,434,311	¥8,033,068	¥5,883,034
Foundation funds (<i>kikin</i>) and other reserve funds:				
Foundation funds and others		1,547,207	1,525,455	1,427,666
Reserve for price fluctuations in investments in securities		623,312	427,529	333,710
Contingency reserve		1,005,760	780,154	775,654
Extraordinary contingency reserve		—	—	—
General allowance for doubtful accounts		6,071	7,980	12,295
Others		303,722	322,322	333,600
Net unrealized gains/losses on available-for-sale securities × 90%		4,225,944	3,279,032	1,364,200
Net unrealized gains/losses on real estate × 85%		28,638	(8,620)	16,958
Total amount of unrecognized actuarial differences and unrecognized prior service cost		28,983	—	—
Excess of continued Zillmerized reserve		1,552,382	1,602,347	1,659,986
Qualifying subordinated debt		157,040	157,040	—
Excess of continued Zillmerized reserve and qualifying subordinated debt not included in margin calculations		—	—	—
Deduction clause		(100,279)	(92,877)	(73,732)
Others		55,528	32,704	32,693
Total amount of risk $\{[(R_1^2 + R_5^2)^{1/2} + R_8 + R_9]^2 + (R_2 + R_3 + R_7)^2\}^{1/2} + R_4 + R_6$	(B)	2,371,701	2,240,396	2,017,780
Underwriting risk	R ₁	131,177	135,383	139,799
General underwriting risk	R ₅	—	—	—
Huge disaster risk	R ₆	—	—	—
Underwriting risk of third-sector insurance	R ₈	77,619	75,959	74,872
Underwriting risk related to small amount and short-term insurance providers	R ₉	—	—	—
Anticipated yield risk	R ₂	389,635	394,708	401,939
Minimum guarantee risk	R ₇	5,870	7,382	10,285
Investment risk	R ₃	1,916,372	1,780,222	1,550,305
Business management risk	R ₄	50,413	47,873	43,544
Solvency margin ratio	$\frac{(A)}{(1/2) \times (B)} \times 100$	795.5%	717.1%	583.1%

Notes: 1. The amounts and figures in the table above are calculated based on Article 86-2 and Article 88 of the Ordinance for Enforcement of the Insurance Business Act and the Financial Services Agency Public Notice No. 23 of 2011.

2. Solvency margin ratio as of March 31, 2014, is calculated including the total amount of unrecognized actuarial differences and unrecognized prior service costs (the ratio as of March 31, 2013, was calculated based on the previously applied basis).

3. The amount of foundation funds and others represents the amount after the appropriation of surplus.

4. The standard method is used for the calculation of the amount equivalent to minimum guarantee risk R_7 .

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

Not applicable.

112. Segment Information

For the fiscal year ended March 31, 2011, to the fiscal year ended March 31, 2013, 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 the Insurance Business Act.