Empowering your future

SUMITOMO LIFE

for your

well-being

ANNUAL REPORT 2025

To live each and every day in peace.
This is what you want.
To live in good health and spirits when the day comes
around together with family you love and friends you trust.
This is simply what you want.
Life happens, however.
Sometimes it is rainy and sometimes it is windy.
We believe that, when life happens,
the only thing that can support you is,
after all, a human like you.
We believe that it is a human that is able to see your heart
and tell what you think,
what you want and what you want to be.
And we believe that this ability is the most important thing
for our job, and cultivating it is the only way
to enhance the quality of our job.
Your sense of security can be enhanced even more.
We, Sumitomo Life,
wish more than anything to empower your future.

Empowering your future

SUMITOMO LIFE

CONTENTS

Key Points of Annual Report 2025

Sumitomo Life has set its vision for 2030 as an "indispensable insurance group" that contributes to well-being. "REPORT SUMISEI 2025" explains the significance of our initiatives to contribute to well-being that go beyond the conventional insurance domain, our strategies for creating value, and examples of specific initiatives. This report was prepared with the aim of deepening readers' understanding of the Company's management. It touches on four initiatives and two engines for improving corporate value being carried out as part of the Sumitomo Life Medium-Term Business Plan 2025, as well as governance as a foundation of value creation.

01 Sumitomo Life Value Creation P.2

Corporate Purpose "Contribute to the Advancement of Social and Public Welfare" P.2
Message from the President P.4

Sumitomo Life Operating Policy P.10
Value Creation History P.12
Sumitomo Life Value Creation Process P.14
Sumitomo Life Group Vision 2030 P.16

Special Feature

Key initiatives for contributing to our stakeholders' well-being P.18
Achieving a balance of social value and economic value (Message from the Deputy President) P.20

Sustainability

Key Items of Sustainability and Sustainability Promotion System P.24
- Climate Change and Biodiversity Initiatives P.26
- Responsible Investment Initiatives P.32
- Initiatives for Future Generations (Future Generations Relations) P.34
- Human Rights Initiatives P.35
- Human Capital Management (Human Capital Development Initiatives) P.35

Financial and Capital Policies P.36
Financial and Non-financial Highlights P.38

02 Sumitomo Life Management Strategies P.40

Review of Past Business Plans P.40
Roadmap to 2030 P.42
Sumitomo Life Medium-Term Business Plan 2025 P.44

[Four Initiatives]

Advancing to Well-being Design P.46
- SUMITOMO LIFE Vitalit P.47
- Sales Representatives (life designers) P.50
- Wholesale P.52
- Bancassurance Banks, Financial Institutions, etc. and Insurance Outlets P.53

Realizing Innovation in New Domains P.56
- Well-being as a Service (WaaS) initiatives P.57

Earnings Structure Reform Group Strategies P.60
- Asset Management P.61
- Overseas Operations P.63
- Group Strategies P.67

[Two Engines]

Human Capital Development and Human Capital P.68
Digital & Data P.76

03 Base to Support Value Creation P.78

Message from an Outside Director P.78
Corporate Governance P.80
Efforts toward Compliance P.95
Risk Management System P.97
11-year Key Financial Data P.101
Disclosure P.103

04 Financial Section P.105

Editorial Policy

This is an English translation of the Integrated Report, "REPORT SUMISEI", originally prepared in Japanese. This document has been translated from a part of the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail. We have issued this booklet for the purpose of conveying to our stakeholders our management strategy and initiatives in a format that is easy-to-understand. As we hope our stakeholders can gain an understanding of our value creation strategy in the medium- to long-term, it includes business performance and financial information for the period under review as well as sustainability and other non-financial information. Please note that the Japanese version of this booklet is an explanatory booklet made available for public inspection (explanatory document on business and property status) prepared based on Article 111 of the Insurance Business Act and disclosure standards set forth by the Life Insurance Association of Japan.

Covering

Period: April 1, 2024 to March 31, 2025
(Some activities performed on or after April 1, 2025 are covered.)
Organizations: Sumitomo Life Insurance Company and its subsidiaries and associates

Guidelines We Consulted:

- International <IR> Framework, International Integrated Reporting Council (IIRC)
- Guidance for Collaborative Value Creation, Ministry of Economy, Trade and Industry

Issued in:

July 2025
(the Japanese version)

CORPORATE PURPOSE

Purpose of Sumitomo Life

(Purpose: Reason for Existence)

Contribute to the advancement of social and public welfare

Sumitomo Life lists this purpose as Article 1 of the "Management Policy," which is its corporate philosophy.

To support customers' lives and contribute to the customers and society through life insurance business.

It is what Sumitomo Life has continued ceaselessly to do since its founding. Sumitomo's Business Philosophy, which includes "*Jiri-rita, koushi-ichinyo,*" or "Benefit self and benefit others, private and public interests are one and the same," which tells you to benefit society as well as yourself, has been passed down constantly over the past 100 years and courses through the "Management Policy."

In addition, the philosophy makes it possible to solve social issues and increase corporate value at the same time and brings about sustainability of the Company as well as that of customers and society.
With this purpose, and with SUMITOMO LIFE Vitality as its core product, the Company has contributed to the realization of "well-being for all."

Message from the President

Yukinori Takada
Director,
President & Chief Executive Officer
Representative Executive Officer

Pursuing the value of "well-being" and fulfilling our responsibilities for the future

Aiming to be a company of choice by contributing to well-being to expand the value of insurance

A hundred and eighteen years ago, the Company was founded as Hinode Life Insurance, and it has continued to grow as a life insurance company under the Sumitomo brand since becoming a member of the Sumitomo Group 99 years ago.*1 The year 2026 marks the 100th anniversary of the Sumitomo Group, and the year 2027 marks the 120th anniversary of the Company's founding.

Throughout its long history, the Company has grown its business, providing customers with economic preparedness and peace of mind through the life insurance business. Looking to the future, however, we expect the value of our product, that is to say life insurance itself, to change significantly with the times.

Conventional life insurance provided financial protection against the risks of unexpected events, illness, and old age. Now, in addition to preparing for such risks, it has become vital to provide new value in the form of reducing the risks and maintaining a healthy condition. By way of an example, apart from providing insurance coverage to address disease, there is a demand for diverse services that resolve, alleviate, or prevent customer pain points (worries and uncertainties), such as the aggravation of illnesses. In the insurance industry, these services are sometimes referred to as being "non-insurance domains." However, instead of drawing a line between the two domains of insurance and non-insurance, I personally wish to broaden the meaning of "insurance" itself by providing new value that transcends the scope of conventional insurance.

At the core of these efforts lies contributing to "well-being for all." "Well-being" is generally taken to mean "health" or "happiness," but Sumitomo Life defines it a little more broadly as "living better." The hyphen between "well" and "being" represents a desire to build bridges to better things, to form better relationships, be it between body and life, each others' hearts, or the present and the future. I am confident that helping everyone to live better, in other words, contributing to well-being, will help us achieve our stated purpose of "contributing to the advancement of social and public welfare" which has been our ethos since our founding.

Since our founding, through our insurance business, we have provided the value of "risk preparedness," that is to say, economic preparedness. In addition to this, with the launch of "SUMITOMO LIFE Vitality" in 2018, we are now able to provide the new value of "reducing risks" through health promotion.*2 As its vision for 2030, the Group will aspire to be "an indispensable insurance group that contributes to well-being," filled with the determination to transcend the scope of traditional insurance to provide more unique value, much like we have done with "Vitality."*3

Going forward, the key to being chosen by customers in the insurance business is whether one can provide value that transcends the role of insurance. We are working to become a company that is recognized as "Sumitomo Life when it comes to well-being" and chosen by everyone, by becoming a leading insurance company in the domain of well-being.

*1 See p. 12 "Value Creation History."
*2 See p. 47 "SUMITOMO LIFE Vitality."
*3 See p. 16 "Sumitomo Life Group Vision 2030."

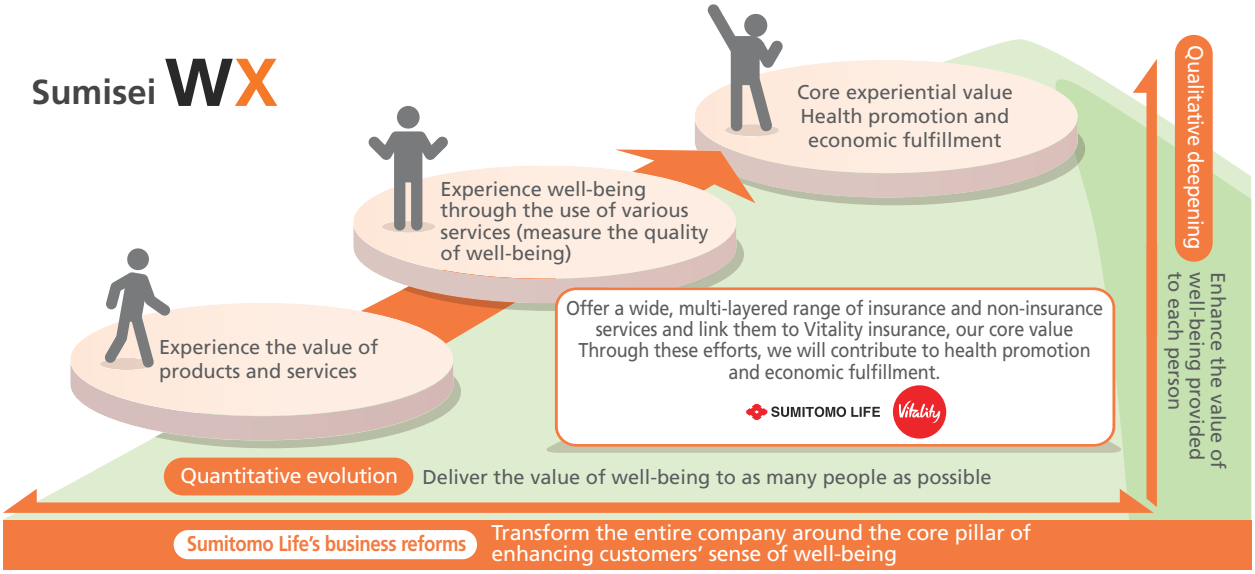
Changing the value of well-being by providing new experiences through "Sumisei WX"

Sumitomo Life has set a target of 20 million customers receiving the value of well-being and 5 million SUMITOMO LIFE Vitality members by 2030. We have set this extremely high target because we believe that it is important for many people to experience the value of well-being and connect with the Sumitomo Life Group.

In particular, since "Vitality" is an intangible service, it is crucial that customers personally experience it to feel the value of health promotion. We are expanding the value of health promotion by actively promoting the Vitality trial version, "Vitality Smart," and "Vitality Employee Benefit Type" in addition to the main "Vitality Wellness Program" that is packaged with insurance. The Vitality trial version and Vitality Smart allow customers to use a portion of the Vitality Wellness Program independently, while Vitality Employee Benefit Type was newly launched in fiscal year 2024.

As a result of these efforts, as of the end of March 2025, the number of customers receiving the value of well-being is approximately 13 million while the number of SUMITOMO LIFE Vitality members is approximately 1.5 million, steadily growing the value of well-being. That said, there is still much to do before we can achieve our target for 2030. We will further accelerate our initiatives to deliver the value of well-being to as many customers as possible. And apart from increasing the number of customers, it is also important that we improve "quality," that is, the extent to which customers' lives have actually improved as a result of our services. This is where our initiatives in fiscal year 2025 to transform customer experience using the theme of "Sumisei WX (well-being transformation)" come in.

The key to improving the quality of our services is increasing the level of well-being of our customers and for them to personally feel that improvement. We are therefore in the midst of developing the "Sumitomo Life version of healthy life expectancy" aimed at measuring and visualizing each customer's degree of well-being. At present, the only widely-available data in Japan on healthy life expectancy is that calculated on a per-prefecture basis using results of statistical surveys conducted once every three years. However, we can analyze the data we have accumulated through our "Vitality" in the form of various life log data such as step count and heart rate, and thereby calculate each customer's healthy life expectancy. We call this the "Sumitomo Life version of healthy life expectancy," and development is currently under way. We will also continue to measure customers' personal, subjective assessment of their degree of well-being (happiness). Through these initiatives, we can not only help raise customers' awareness of their degree of well-being, but also develop services and support for improving healthy life expectancy and well-being as a company. In areas that cannot be developed by our Group alone, we will work together with a variety of external partners to expand our network for enhancing well-being.



As we advance these initiatives, in addition to simply providing services, we believe it is particularly important for us to stay close to our customers and help them achieve well-being. For example, "Vitality" is a product for reducing risks and promoting health. In actuality, only 20-30% of customers actively and continuously engage in health promotion activities on their own. We position our sales representatives as "well-being designers" who are meant to accompany customers on their journey and work together towards well-being.*4 We will help our customers achieve well-being through initiatives such as health promotion activity campaigns delivered through "Vitality." We will enhance the level of well-being by visualizing each customer's degree of well-being and accompanying them on their journey of behavioral change. We will promote "Sumisei WX" and aim to raise the value of customer experiences through these processes.

Review of fiscal year 2024 and initiatives for fiscal year 2025

Executing business operations in preparedness for multifarious risk scenarios

In the global business environment, the global situation is becoming increasingly uncertain as a result of events including the inauguration of the second Trump administration in the U.S. in January 2025 and the announcement of major policy changes in rapid succession. The management will implement measures based on a consideration of all risk scenarios and multiple possible business environmental outcomes, rather than limiting the Company to a single scenario.

In the domestic market, the impact on our ability to secure staff to deliver services is unavoidable, as is the risk of a decrease in policies in force in the long term, in light of the decreasing working population. Meanwhile, with the significant changes in the domestic interest rate environment resulting from the Bank of Japan's policy changes, the beginnings of the virtuous cycle of rising wages and prices in the economic environment can be felt.

In this environment, in fiscal year 2024, the Sumitomo Life Group achieved its highest level of profits since it began making disclosures as a Group.The "Sumitomo Life Medium-Term Business Plan 2025" is considered a "three year period to establish a trajectory" in our goal to become the "indispensable" insurance group set out in Vision 2030. We have made good progress over the past two years, and we are close to achieving our performance targets. In fiscal year 2025, the final year of the plan, we will continue to implement various measures and set even higher targets.

Evolution of insurance products and "Vitality"

In the second half of 2024, we launched "Three Major Diseases PLUS ALIVE"*5 and significantly expanded the scope of endowment benefits. We will continue to provide attractive products and services that meet customer needs. In particular, as interest rates rise, the society-wide shift from savings to investment is accelerating. We will offer more attractive products while taking measures to improve our asset management capabilities so that we can gradually increase the assumed interest rates presented to customers.

SUMITOMO LIFE Vitality saw its highest sales since its launch in 2018 as a result of increasing the variety of menus and payment methods available. We will continue to evolve the menus and content that "Vitality" offers to enhance its attractiveness even further, including incorporating menus developed overseas into menus for Japan, so as to improve on our performance even more.

Aside from these initiatives, product development research from a variety of perspectives is under way.By the middle of fiscal year 2025, we hope to present new offerings that are in the works that will bring customers a diversity of well-being value including products that

*4 See p. 50 "Sales Representatives (life designers)."

*5 See p. 18 "Launch of Three Major Diseases PLUS ALIVE" and p. 55 "Products and Services."

contribute to both health promotion and financial well-being.

Expansion of services in new domains

In order to meet the different well-being needs of each individual customer, we are also expanding the scope of services we provide apart from insurance and health promotion through "Vitality," through "WaaS (Well-being as a Service)."*6

One particular area of focus is providing services to help people lead better lives even after contracting disease (Disease Management). While the Company is not in the business of providing medical care per se, we are collaborating with PREVENT (which was made a subsidiary of the Company in fiscal year 2023) and external partners to develop and provide services to prevent the aggravation of lifestyle diseases, as well as to conduct research with a view to developing services that will reduce mental stress.

Another area of focus is providing services to help individuals achieve their ideal life plans (Wellness Life). As part of these efforts, we have been promoting our "Whodo Seiba" service, a package that supports the creation of a workplace culture aimed at helping to balance fertility treatment and work, and which has been well received by customers.

We will continue to develop new menus with various services that contribute to well-being.We will also study whether to provide smartphone applications to make using our services easier and more enjoyable for customers, and with the perspective of developing each service as an ecosystem.

Responding to the asset management environment and promoting responsible investment

Having received over 30 trillion yen in assets from our policyholders, it is our mission to return profits to them through asset management while enhancing our investment capabilities. In fiscal year 2024, amid a favorable asset management environment that saw the depreciation of the yen and rising stock prices, our efforts to strengthen our investment capabilities contributed to our financial performance. These efforts included the proactive implementation of new investment methods and initiatives to improve investment performance within a defined range of acceptable risk.*7

From the end of fiscal year 2025, new capital regulations based on the economic value-based solvency ratio (ESR) will be introduced. The Company has reorganized its asset portfolio in line with the liabilities it has received through insurance, and the matching of assets and liabilities is now nearly complete. As the investment environment becomes increasingly uncertain, it will be a priority to build an appropriate portfolio while thoroughly assessing the risk-return balance.

Another important mission of the Company is to fulfill its responsibility of supporting the growth of the Japanese economy and Japanese businesses and to contribute to the sustainability of society as a whole through asset management. In light of its responsibilities as an institutional investor, we will continue to promote asset management that takes sustainability into account (responsible investment)*8.

We have been actively investing in areas in which society as a whole needs to accelerate initiatives as well as promoting ESG initiatives in our investee companies in order to solve social and environmental issues, as represented by the 2050 goal of achieving carbon neutrality. Our specific target was to invest a cumulative total of 700.0 billion yen in ESG-themed investments for the three years through fiscal year 2025. Having met this target, we have raised the cumulative total to 1 trillion yen for the three years through fiscal year 2025 and will accelerate our initiatives accordingly.

Expansion of overseas business

In overseas business, we are promoting initiatives mainly in the U.S. and Asian markets with the objective of capturing the profitability and future growth potential of overseas insurance markets to supplement domestic business.*9 With our two wholly-owned overseas subsidiaries, Symetra in the U.S. and Singlife in Singapore, we are steadily spreading our wings across the globe.

Our earnings target for overseas business is 100.0 billion yen in core business profit for 2030, and we generally expect to be able to achieve this. Not only will we expand each company's insurance business; we will also generate synergies in various domains as a group. Examples of synergies we have generated include bringing in Symetra's know-how in the area of annuity-type products and using it to develop an provide services to domestic customers, and improving performance by entrusting the management of U.S. corporate bonds and other assets to the asset management company owned by Symetra.

In fiscal year 2024, we held the first "3S Summit" in which Sumitomo Life, Symetra, and Singlife, the names of which all begin with the letter "S," came together to share know-how and work to address common issues. Each company has started initiatives to address common issues such as business transformation and expansion

*6 See p. 57 "Well-being as a Service (WaaS) initiatives."
*7 See p. 61 "Asset Management."
*8 See p. 32 "Responsible Investment Initiatives."
*9 See p. 63 "Overseas Operations."

of customer contact points through the use of digital technology. In fiscal year 2025, we plan to continue with Group-wide initiatives for creating synergy and raising corporate value as we focus on the current development and proliferation of generative AI and other AI, to further expand our business.

● Initiatives to raise the value of "human capital"

Human power is the most important in order to become an "indispensable insurance group that contributes to well-being." When I took office as President four years ago, I advocated the idea of "human capital development."*10 We will raise the value of human capital by using competencies to clarify our ideal vision of an employee, and providing a skill-improvement menu and encouraging autonomous career development. The goal of our "human capital development" is to create a relationship in which both the company and its employees "grow with one another and choose and are chosen by one another" as a result of these initiatives.

In advancing our agenda of contributing to well-being, the well-being of our very own employees is also important. We place emphasis on career well-being (the sense of satisfaction and fulfilment acquired through work), in particular. It is important to us to approach each individual employees' career satisfaction with a consideration of whether they are doing the type of work they want to and acquiring the skills needed for them to do the job they want to, and such issues. For example, we are currently studying the establishment of an in-house academy for developing future leaders as key persons of the Company. As we implement such initiatives, we measure employee engagement, the degree to which employees recommend the Company, and whether employee well-being has actually increased, and use these results to develop further measures.

● Leveraging digital technology

Improving the quality and quantity of well-being requires us to leverage the power of digital technology. This is illustrated by the success of our subsidiary AIARU Small Amount and Short Term Insurance, which recorded its highest ever sales this year of "Heatstroke Insurance" and other products by focusing on allowing customers to easily buy seasonal insurance using the PayPay payment service.*11 We will continue with initiatives to expand points of contact with customers using digital technology including partnerships with digital platforms.

We will also actively invest in IT and digital technologies including AI.*12 Although we anticipate various risks and scenarios in the business environment, we consider AI to be a powerful tool as we further leverage the power of human and digital technology. Timing of our investment is challenging since the technology is not visible to customers and is evolving day by day. We will make investment decisions on the basis of whether it will contribute to improving the quality and quantity of customers' well-being.

Fulfilling our responsibilities to all our stakeholders as we head towards a future of well-being

Sumitomo Life's business is supported by our various stakeholders – customers, local communities, business partners, the global environment, and employees. Being a mutual company, our first and foremost consideration is providing value to the policyholders who have trusted us. We will continue to provide peace of mind through economic preparedness and strive to raise the value of insurance and raise well-being through health promotion centered around "Vitality." In addition, as an insurance group operating in Japan and overseas, in addition to addressing issues faced in each of our operating regions, we will also promote initiatives relating to the global environment as an institutional investor. As we implement these initiatives with the cooperation of our various business partners, we will also improve the well-being of employees who support the initiatives.

We are in the highly public-oriented business of life insurance, and have committed to the purpose of "contributing to the advancement of social and public welfare." Thus, in addition to providing peace of mind for today, we must also ensure that today's initiatives lead to a more secure future for the younger generation and those who come after them. We will fulfill our responsibility to future generations by pursuing the value of "well-being for all."

*10 See p. 68 "Human Capital and Human Capital Development."

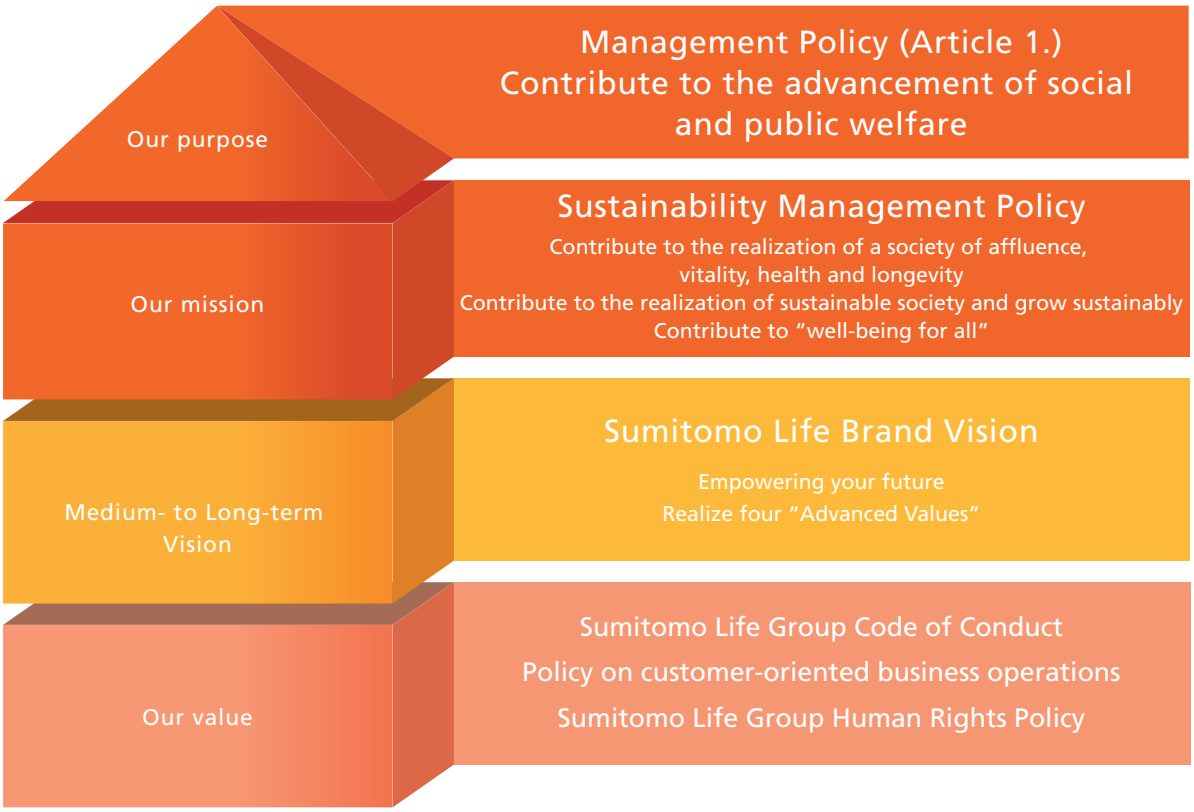
*11 See p. 58 "PayPay Insurance."

*12 See p. 76 "Digital & Data."

Sumitomo Life Operating Policy

The Company sets the "Management Policy," which is our corporate philosophy that represents the fundamental spirit of our operations, as the apex, and holds "Sustainability Management Policy," which expresses the universal mission stated in the Management Policy from a sustainability perspective, and the "Sumitomo Life Brand Vision," which characterizes the image of the Company that we aim to become in the medium- to long-term from a customers' perspective, as our operating policy.

The Company has also formulated the "Sumitomo Life Group Code of Conduct," the "Policy on customer-oriented business operations" and the "Sumitomo Life Group Human Rights Policy" as a set of standards, in order to ensure that executives and employees will put the operating policy into practice through their actions.



Sustainability Management Policy

Sumitomo Life lists in the "Sustainability Management Policy" as follows: "contribution to the realization of a society of health and longevity through the sound operation and development of the insurance business," "contribution to the realization of a sustainable society through the honest business operations and efforts to solve social and environmental issues."

This policy also stipulates, in addition to the sound operation of the insurance business, that we make an effort to solve social and environmental issues, build a company that continues to grow and collaborate with stakeholders.

Guided by this management policy, through contribution to the well-being of customers and employees, we aim to be a company that is trusted and supported by stakeholders, including customers, and grows sustainably and stably.

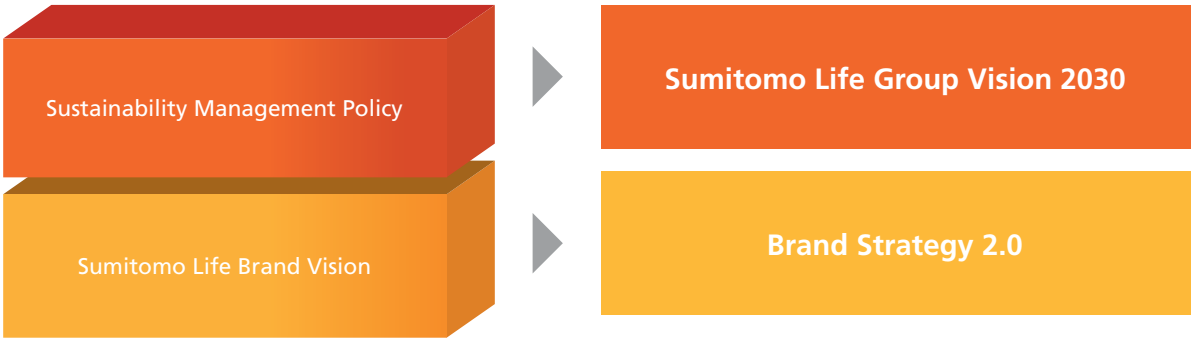
Sumitomo Life Brand Vision

"Create an ideal life insurance company." From this founding commitment, Sumitomo Life was born. Over the hundred years since then, Sumitomo Life has continued to move forward with the trust of "Sumitomo" and a sense of mission to "protect customers' lives." The vision that we have been pursuing is that of a company which demonstrates Sumitomo Life's strengths: ability to protect tradition and pursue innovation, creates "something new" in the insurance world one after another and delivers them to its customers ahead of anyone else with all its heart.

To be responsible for creating genuine value that leads to a strong future for our customers and a new standard that is truly valuable to society. This is possible only because Sumitomo Life has continued to challenge and innovate beyond the boundaries of major life insurance companies over its more than 100-year history.

Under the slogan of "empowering your future," we will continue to take on the challenge of making Sumitomo Life a more attractive company for our customers and society, and a company in which employees are even more proud of their involvement in its tasks.

Medium- to Long-term Visions for Realization of Operating Policy



Formulation of Sumitomo Life Group Vision 2030

The business and internal environments surrounding the Sumitomo Life Group continue to change at an accelerating pace.

Against this background, in March 2023, we established "Sumitomo Life Group Vision 2030," which sets the year 2030 as an end point for the realization of our mission, the "Sustainability Management Policy," as we believe it is important to clarify our medium- to long-term vision.

Our vision for 2030 is to become an "indispensable insurance group" that contributes to well-being, and we have clarified our goal to be a leading company in the area of well-being services. The Sumitomo Life Group will not only provide the value of life insurance, but will further expand its scope to contribute to stakeholders in various ways.

One example is SUMITOMO LIFE Vitality Shared-Value Insurance launched in 2018, which adds the new value of health enhancement to the original value of insurance, which is to protect against risk.

Now, we are taking it a step further and expanding the WaaS (Well-being as a Service) ecosystem, including the non-insurance domain, by developing the value of well-being with SUMITOMO LIFE Vitality at its core, not independently but in collaboration with various business partners.

Moreover, to help future generations live better lives, we will address issues surrounding society and the global environment, including the urgent issue of climate change and respecting human rights from the perspective of "business and human rights."

In addition to proactively addressing various social issues, we will promote initiatives that support the well-being of all stakeholders – customers, society, business partners, the global environment, and employees – and aim to realize a sustainable future by contributing to "well-being."

Deployment of Brand Strategy 2.0

Since 2011, we have deployed a "Brand Strategy" to realize our brand vision, and have been working to continue to deliver security and value to our customers and society with the ability to protect tradition and pursue innovation, with the message of "empowering your future. In the midst of these efforts, our revolutionary product, "SUMITOMO LIFE Vitality" Shared-Value Insurance, has been subscribed by approximately 1.5 million customers and has recognized with various awards, truly become a "new standard." In 2021, 10 years after its launch, the Company launched Brand Strategy 2.0, which contributes to "well-being for all. In order to contribute to the well-being of our customers and society, we held "Brand Live," an online inner event in which all 40,000 employees nationwide connected simultaneously to learn about well-being for themselves and to confirm the value of well-being with each other.

In addition, we are taking the opportunity of the relocation of our Tokyo Head Office to Yaesu to strengthen ties among employees and further spread the value of well-being to customers and society under the keywords "Connect, Expand, Move on – Challenge ∞ Change –."

Starting in fiscal 2023, we will continue to create value with the ability to protect tradition and pursue innovation, always aiming to be one step ahead as we move toward 2026, the 100th anniversary of Sumitomo Life's company name. In addition, we will further evolve our contribution to the well-being of our customers and society while constantly pursuing "new values," such as customer service in the era of the 100-year lifespan.

Value Creation History

Sumitomo Life has expanded its areas of contribution while supporting customers' lives through its life insurance business.

1907～

Launch of the insurance business to contribute to society

Sumitomo Life born with the aspiration to "create an ideal life insurance company."

In 1907, Toshiyuki Okamoto, who had been working as the Chief Medical Director of the Japan Branch Office of New York Life Insurance Company, which had expanded its business in Japan, established Hinode Life Insurance Co., Ltd. based on his conviction to create the ideal life insurance company that would contribute to society.

Hinode Life always adhered to sound company management that entailed putting the security of company management and the interests of its policyholders first. It was called as "a diamond of the industry" despite its small scale for its superior business results, including a record of retained earnings in the first year of its founding.

Sumitomo Goshi Kaisha took notice of the excellence of the company's management. Convinced that it would be able to further contribute to society by expanding into the life insurance business, which is directly linked to people's interests, Sumitomo Goshi Kaisha acquired Hinode Life Insurance Co., Ltd. Thus, in 1926, Hinode Life Insurance Co., Ltd. changed its name to Sumitomo Life Insurance, and the life insurance business of Sumitomo was born.

Toshiyuki Okamoto

Head office building of Hinode Life Insurance Co., Ltd.

Second foundation and establishment of "Management Policy"

In 1947, Sumitomo Life, which had to change its name due to the dissolution of the zaibatsu system amid the post-war turmoil, made a fresh start as the Kokumin Life Insurance Co.

In 1952, the period of American occupation came to an end, and the company's name was restored to "Sumitomo." In addition to "Sumitomo's Business Philosophy," which we had adhered to, we established our "Management Policy," which are guidelines for the management of the Company's business. These Principles, which set forth the Company's purpose (Reason for Existence) of contributing to the advancement of social and public welfare, have become the principles that govern all subsequent management activities of Sumitomo Life.

2007～

Redefining an ideal company and launch of brand strategy

Promoted CSR management toward the realization of a society of affluence, vitality and longevity

In 2007, Sumitomo Life celebrated the 100th anniversary of its founding. The notion of what it meant to serve as an "ideal company" had shifted significantly in the eyes of our stakeholders amid dramatic changes in the environment surrounding the life insurance industry, including deregulation allowing for mutual entry into the life and non-life insurance fields through subsidiaries and a full lifting of the ban that had been imposed on banks selling insurance products over the counter.

When marking our 100th anniversary, we positioned our corporate philosophy, the "Management Policy," as the roots of our CSR, which are to be passed down through the ages. We accordingly drew up our "CSR Management Policy" reflecting the principles flowing through the "Management Policy" to serve as our vision for an ideal company which we aspire to be.

Underlying Sumitomo Life's CSR is its traditional ethos that we have consistently passed down to this day, our "spirit of trust, certainty and public interest."

"Empowering your future" Commencement of initiatives to create advanced values

In 2011, we established a new brand strategy based on the desire to "protect and support the lives of our customers and their families into the future," captured in the message of "empowering your future." Aiming to win the further support of customers, Sumitomo Life launched initiatives to deliver leading consulting and other services, to deliver the advanced value unique to Sumitomo Life.

Under the "Sumisei Future Support Activities" launched in 2011, we regularly visit customers who have joined the program to deliver "peace of mind" and "satisfaction". In addition, since 2012, we provide consulting tailored to each customer by simulating their required amount of coverage through "future of customer diagnosis."

Group annualized premiums from policies in force
¥3,672.0 billion
Of which Sumitomo Life
¥2,232.5 billion

European Embedded Value (EEV)
¥5,784.8 billion

Claims, annuities, benefits*
4.92 million cases
¥1,359.1 billion

Number of customers receiving the value of well-being (in Japan)
13.54 million
Number of SUMITOMO LIFE Vitality Members*
1.50 million

* Non-consolidated results of Sumitomo Life for fiscal 2024

2017～

Launch of initiatives to promote health with SUMITOMO LIFE Vitality

Launch of SUMITOMO LIFE Vitality, which reduces risks through health promotion

In 2017, we started our CSV* project with the aim of "extending healthy life expectancy" through our main business and create a new shared value of health enhancement among "customers," "society," and "companies and employees."

At the core of this was SUMITOMO LIFE Vitality Shared-Value Insurance, launched in 2018. Through the Vitality Wellness Program, we encourage our customers to engage in regular health promotion activities, and aim to contribute to improving customers' health conditions and extending healthy life expectancy in Japan.

Since launching SUMITOMO LIFE Vitality, we have worked to expand the rewards available through various partners while promoting initiatives to deliver the value of health promotion to as many people as possible, including by providing services from the Vitality Wellness Program independently.

*CSV is an acronym for "Creating Shared Value," which is the pursuit of "solving social issues" and "improving corporate value" simultaneously.

住友生命 Vitality

Contributing to society through health promotion with "Sumisei Vitality Action"

In 2017, we launched "Sumisei Vitality Action" as a new social contribution program to mark the 110th anniversary of the founding of Sumitomo Life. The goal of the project is to "promote action" and "promote understanding" of health promotion based on the concept of "exercising together with loved ones to become healthy and happy." We hold family sporting events and running events featuring various top athletes from various sports across Japan.

2021～

Becoming an "indispensable insurance group" that contributes to well-being

Launch of Brand Strategy 2.0: contributing to "well-being"

From 2021, our brand strategy evolved with the deployment of "Brand Strategy 2.0" and we continue with initiatives which contribute to "well-being for all."

In addition to developing products that meet customers' needs and improving "SUMITOMO LIFE Vitality," our aim is to establish a WaaS (Well-being as a Service) ecosystem comprised of new services that support each customer's well-being.

Through these efforts, we will continue with our contributions to the advancement of social and public welfare by expanding our business domains beyond contributing to economic coverage and physical health, but also to new areas of psychological and social health.

Working to resolve social and environmental issues for a sustainable future

In 2022, we established the Sustainability Management Policy in order to promote the concept of sustainability in management. In addition to our goal of realizing a "society of affluence, vitality, health and longevity" through the insurance business, we also clarified that would contribute to realizing a "sustainable society" through initiatives for solving social and environmental issues.

To achieve these goals, in our Sumitomo Life Group Vision 2030 we defined our vision for 2030 as "indispensable insurance group" that contributes to well-being. We will stay rooted in the well-being of all our stakeholders – that is to say, our customers, society, business partners, the environment, and our employees, and contribute to all of their well-being.

Value Creation Overview

Sumitomo Life Value Creation Process

Purpose

Contribute to the advancement of social and public welfare

Becoming an "indispensable insurance group" that contributes to well-being
-for your well-being-

Financial capital

Consolidated total assets
¥48.8 trillion

Consolidated solvency margin ratio
634.9%

Consolidated ESR
(Economic value-based Solvency Ratio)
178%

Capital:*
¥3,381.6 billion

Status of credit rating*

S&P Global (S&P) Insurer financial strength rating: A+	Moody's Investors Service (Moody's) Insurance financial strength rating: A1
Fitch Ratings Insurance company financial strength rating: A+	Rating and Investment Information (R&I) Insurance claims paying ability rating: AA
Japan Credit Rating Agency (JCR) Ability to pay insurance claims rating: AA	

Human capital

Number of employees*
42,317 (Non-consolidated)

Among which, number of sales representatives*
31,911 (Non-consolidated)

Social capital

Number of customers receiving the value of well-being (in Japan)
Approx. 13.54 million

Number of SUMITOMO LIFE Vitality members*
Approx. 1.50 million

Claims, annuities, benefits*
Approx. 4.92 million cases
Approx. ¥1,359.1 billion

* Non-consolidated results of Sumitomo Life for fiscal 2024

Intellectual property

Product and service development capabilities
Data analysis of accumulated customer data
Networks with regions and companies

Sumisei WX

Transform the value of customer experience (eXperience)
Visualize the sense of well-being; increase external recognition and understanding

×

Sumitomo Life Group's business reforms
Transform the entire Company around the core pillar of enhancing individuals' sense of well-being

Sumitomo Life Medium-Term Business Plan 2025

– Establishment of a path for the realization of Sumitomo Life Group Vision 2030 –

Key strategies

- Advancing to well-being design P.46
- Realizing innovation in new domains P.56

Engines

- Human capital development P.68
- ×
- Digital & data P.76

Earnings structure reform P.60

Group strategies P.67

Fostering a better corporate culture | Business risk countermeasures

Brand

Promotion of Sustainability Management (Promote initiatives based on Key Items of Sustainability) P.24

Base for sustainable growth

ERM P.36

Corporate governance P.80

Sumitomo Life Group Vision 2030

Providing the value of well-being for as many people as possible P.16

Target numbers

Number of customers receiving the value of well-being
20 million

Number of SUMITOMO LIFE Vitality members
5 million

Stakeholder well-being

Customers

Customers have access to the assurances and services they need and can live enthusiastically and free of anxiety over risks.

Society

Many people can live in good health and prosperity even as the birthrate declines and the population ages. Also, even as they age, and even if they fall ill, people can live happy lives with their loved ones.

Business partners

Our business partners have a shared understanding of the Group philosophy and work with us to create and deliver value, increasing sustainability for themselves and their stakeholders.

Global environment

Efforts to achieve carbon neutrality substantially reduce the risks of climate change. We can create a sustainable environment that is habitable to everyone and everything.

Employees

All employees can demonstrate their value as they grow independently and autonomously. They also earn the trust of those around them and continue working with pride and confidence.

The Company

The Group achieves sustained, consistent growth by supporting stakeholders and earning their trust and support in return.

Strategy 2.0

Compliance P.95

Risk management P.96

Our calling and long-term vision

Realization of sustainable society of affluence, vitality, health and longevity

- Sound operation of insurance business
- Creating a company that continues to grow
- Efforts to resolve social and environmental issues
- Collaboration with stakeholders

Sumitomo Life Group Vision 2030

—Becoming an "indispensable insurance group" that contributes to well-being

Contribute to "well-being" for as many people as possible.

We have established the long-term vision of being an "insurance group that continuously contributes to the future well-being of Japan, the world, and the planet." To realize this long-term vision, we have defined our goal for 2030 as an "indispensable insurance group" that contributes to well-being. Sumitomo Life continues to be a corporate group that contributes to the well-being of all stakeholders—customers, society, business partners, the global environment, and employees.

What is well-being?

The world is in the midst of great change, including rapid digitalization, the declining birthrate and aging population, as well as global climate change, and people's lifestyles and points of view are also undergoing a transformation.

And, every individual has a different concept of well-being.

"Well-being" is generally interpreted as a state not only of physical health but also of social and mental health and happiness.

We have established the "well-being for all" approach based on our aspiration to stay close to people and do something more to improve their lives, society, and the global environment, in addition to providing economic security through insurance and physical health through SUMITOMO LIFE Vitality.

Sumitomo Life Group will always stay close to all our stakeholders and contribute to their well-being toward 2030.

Our vision of stakeholder well-being

We have established our 2030 vision of well-being for each type of stakeholder: customers, society, business partners, the global environment, and employees.

Customers: Customers have access to the assurances and services they need and can live enthusiastically and free of anxiety over risks.

Business partners: Our business partners have a shared understanding of the Group philosophy and work with us to create and deliver value, increasing sustainability for themselves and their stakeholders.

Employees: All employees can demonstrate their value as they grow independently and autonomously. They also earn the trust of those around them and continue working with pride and confidence.

Society: Many people can live in good health and prosperity even as the birthrate declines and the population ages. Also, even as they age, and even if they fall ill, people can live happy lives with their loved ones.

Global environment: The risk of climate change has been substantially reduced by efforts to achieve carbon neutrality. A sustainable environment with biodiversity has been achieved.

How we drive the initiatives

Well-being contribution areas under Sumitomo Life Group Vision 2030

In order to provide the value of well-being to as many stakeholders as possible, we will deepen our efforts in the areas of "contributing to health promotion" and "supporting fulfilling lifestyles and all generations," in addition to the essential role of insurance, which is "providing a sense of security through insurance." In addition, we will provide services that are rooted in each country and region, not only to our customers who subscribe to our insurance policies, but also to the community at large.

Providing the value of well-being for as many people as possible

Customers

Target numbers

Number of customers receiving the value of well-being: 20 million

Number of SUMITOMO LIFE Vitality members: 5 million

Society

Contributing to health promotion

Health support centered on SUMITOMO LIFE Vitality

Physical prosperities

Providing a sense of security through insurance

Continuing to be on the same page as customers to provide them with optimal assurances and services tailored to their individual needs

Economic preparedness

Supporting fulfilling lifestyles and all generations

Providing comprehensive services that address generational needs

Social connections

We provide well-being services rooted in various **countries and regions**.
We provide support for **local government** initiatives and local **corporations'** health and well-being management.

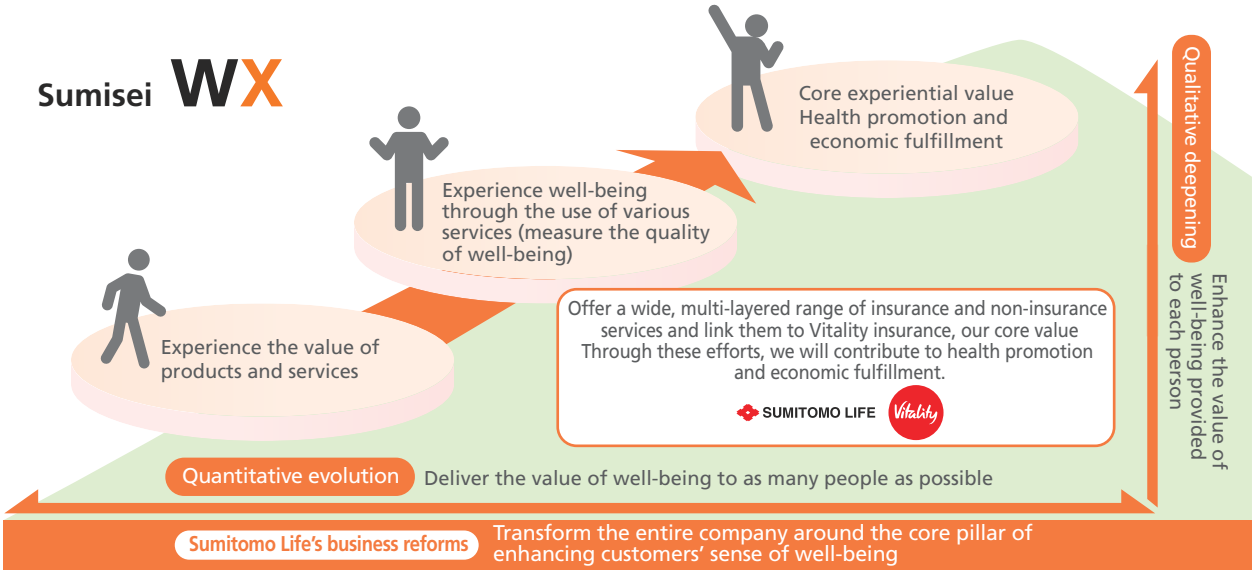
Business partners | Global environment | Employees

The Company: We will join others in the continuous pursuit of growth to steadily promote initiatives in these domains.

Sumisei WX (well-being transformation) initiatives

We will keep working to "transform the value of customer experience" and thus enhance their sense of well-being by providing various products and services that transcend the value of conventional insurance, as well as by visualizing the value of "well-being."

To achieve this, we are implementing business reforms through initiatives for "quantitative evolution" to deliver the value of well-being to as many people as possible, as well as through "qualitative deepening" by increasing the value of well-being provided to each individual, centered around raising our customers' sense of well-being.



Special Feature Key initiatives for contributing to our stakeholders' well-being

Sumitomo Life works to contribute to our various stakeholders - our customers, society, business partners, the global environment, and employees. Our main initiatives and topics are described below.

[Key initiatives for each type of stakeholder]

Customers

- Providing coverage and services to meet customer needs p. 50 (For individuals) p. 52 (For companies)
- Extending healthy life expectancy through "SUMITOMO LIFE Vitality" p. 47

Society

- Promoting social contribution activities p. 34
- Initiatives for the future generation (FR activities) p. 34
- Vitality Walks held in cooperation with local governments p. 51

The Global Environment

- Contributing to the realization of a decarbonized society p. 26
- Initiatives for responsible investment p. 32

Business Partners

- Cooperating with agencies, insurance shops, etc. of financial institutions and other organizations p. 53
- Product development through business partnerships p. 55
- Promoting open innovation p. 58

Employees

- Initiatives for human capital development p. 68
- Increasing employee engagement p. 71
- Promoting DE&I p. 72
- Initiatives for health-focused management p. 73

[Initiatives by type of stakeholder]

Customers — Launch of Three Major Diseases PLUS ALIVE

Cancer, heart disease, and cerebrovascular disease (the "three specified diseases") account for around half of the causes of death in Japan, and there is a high possibility that treatment for these diseases will be prolonged due to recurrence and other factors. In this context, we launched "Three Major Diseases PLUS ALIVE" (a collective name for the continuing coverage rider for three specified diseases and cancer medication rider) in September 2024. This coverage provided by this product is broader than conventional insurance products, and includes the three specified diseases of cancer, heart disease, and cerebrovascular disease, lump sum payments for each of which can be made any number of times without limit for customers' peace of mind even if treatment is prolonged.

Lifestyle improvements are also important in reducing the risk of the three major diseases. By combining this product with the SUMITOMO LIFE Vitality Shared-Value Insurance, not only do we provide preparedness for the risks associated with the three major diseases, but also reduce the risks, truly contributing to customers' well-being.

Assistant Manager Sasaki, Product Dept.

The three specified diseases, which are lifestyle-related diseases, may not completely be cured once they have developed. In many cases, outpatient treatment expenses may pile up and incomes may fall when treatment is prolonged due to recurrence or other factors. Based on comments from customers who face these issues, we launched "Three Major Diseases PLUS ALIVE" to contribute to the "well-being" of those who continue to move forward with life despite having contracted the three specified diseases.

Society — New initiatives to support the education of future generations

Sumitomo Life provides on-site financial education and other classes to a wide range of the future generation, from elementary school students to university students. In fiscal year 2024, we launched a new program in the field of "career education."* The "Virtual Employment Experience Project" is a problem-solving program held in collaboration with other private companies.

*Facilitating career development by cultivating the basic abilities and attitudes necessary for each student's social and professional independence

In this program, students join companies, including Sumitomo Life Insurance Company, "virtually," and its goal is for students to improve their research skills and ability to communicate with others as they consider solutions to the issues that companies face. In fiscal year 2025 and beyond, we plan to expand the number of schools at which these classes are held.

Participants presenting their ideas to companies

Assistant General Manager Yamaguchi, Marketing Promotion Dept. and Next Business Planning Dept.

We developed this program believing that increasing the opportunities for future generations to interact with multiple companies would expand the options for pursuing their dreams in the future. After the event, we received many expressions of gratitude not only from the students who participated, but also from teachers and companies that collaborated with us. We will continue to work to ensure that Sumitomo Life can play a greater role in connecting future generations and companies.

Business Partners

Sumitomo Life digital co-creation project – Collaboration with Suntory Beverage & Food Limited –

In 2024, we began a collaboration with Suntory Beverage & Food Limited as the first step of a "digital co-creation project" initiative aimed at creating new customer value centered around "Vitality" by leveraging digital activities and knowledge, including in non-insurance areas, by cooperating with companies in other industries.

Specifically, we will implement a limited-time campaign in which we provide gratis coupons that can be exchanged for Suntory green tea "Iyemon Tokucha (Food for Specified Health Uses)" (hereinafter "Tokucha"). The Company and Suntory will analyze data on the effects on health and changes in health consciousness when consuming Tokucha while engaged in health enhancement activities.

In 2024, a trial was conducted with SUMITOMO LIFE Vitality members who are employees of Sumitomo Life. The number of bottles exchanged increased each time Vitality status rose, and a survey confirmed that approximately 90% of the users had improved their awareness of exercise. In 2025, the program will target more than 1.5 million SUMITOMO LIFE Vitality members.

Assistant General Manager Ogawa, Information Systems Dept.

We are further expanding our initiatives to be a company that can contribute to society and become an "indispensable insurance group that contributes to well-being," through business collaboration with different industries. We will continue to work toward realizing Vision 2030 by evolving the collaboration between our two companies even further and collaborating with even more partners, centered on Vitality.

The Global Environment

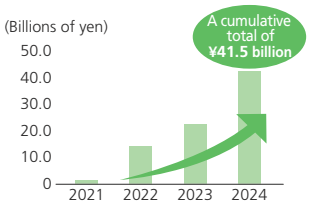
ESG investments Transition finance

As an institutional investor, we are proactive with our transition finance so as to advance initiatives toward the realization of a decarbonized society. In order for companies to make a transition toward decarbonization, tangible initiatives based on long-term strategies to reduce greenhouse gas emissions are required, such as transforming the manufacturing process using innovative technologies. We will contribute to the transition to a decarbonized society by providing funds (financing) to companies engaged in such initiatives through investment and lending.

We invest and provide loans in the fields of electric power, marine transportation, and gas, among others. For fiscal year 2024, cumulative investments and loans totaled 41.5 billion yen.

Major investees

Industry	Amount
Electric power	¥21.5 billion
Marine transportation	¥4.0 billion
Gas	¥3.8 billion



Cumulative investment of transition finance (as of March 31, 2025)

Assistant Manager Shibuya, ALM Securities Investment Dept.

We consider the entire process from end to end, beginning with ascertaining transition strategy before investing to following up on progress after financing, in order to ensure that investees move forward with their transition. We will contribute to realizing a decarbonized society by proactively supporting transition initiatives as we engage in dialogue with investees and other activities.

Employees

Sumisei "for your well-being" Award

Sumitomo Life has set its vision for 2030 as an "indispensable insurance group" that contributes to well-being. In order to achieve this, it is important that all employees see contributing to individuals' well-being as their personal responsibility and translate this into action.

This is why we established the Sumisei "for your well-being" Award in fiscal year 2024, to recognize employees whose contributions were "for someone else."

We invited employees to recommend suitable colleagues to receive the award, and received 17,137 recommendations, of whom 8,467 received the award.

All our employees will contribute to the well-being of all stakeholders by thoroughly thinking about how to contribute to well-being for all that is attuned to personal lifestyles through "for your well-being," and taking action on the same.

Assistant General Manager Nakamura, Brand Communication Dept.

Through this first-time process, over 8,000 employees were recommended. We realized that many employees had acted "for someone else," and that others had noticed. We plan to share the specific actions and thought process of the awarded employees at future employee events. We will continue our efforts to raise awareness around contributing to the well-being of all our employees.

Becoming an "indispensable" Group through a virtuous cycle of social and economic value

Hideyuki Sumi

Director, Deputy President & Executive Officer (Representative Executive Officer)
Group Sustainability Officer

Sumitomo Life is expanding its business domains by contributing to well-being, in addition the life insurance business it has been engaged in since its founding.
We interviewed Mr. Hideyuki Sumi, Deputy President, Group Sustainability Officer and in charge of corporate planning and finance, about how the Company can create corporate value and why it is meaningful to keep seeking sustainable growth as a mutual company in these times of change.

1 Introduction: Our purpose and new challenges

Sumitomo Life has adhered to an unchanging purpose (reason for existence) of "contributing to the advancement of social and public welfare" since its founding in 1907. Life insurance is a product that provides peace of mind to customers and their families by providing financial security during unexpected life events. Spreading this sense of security throughout society through our life insurance business is the starting point of our purpose. The spirit of improving society as a whole through our business is deeply rooted in the Company's management.

Meanwhile, as social issues have become more complex and diverse with changing times, the role that the Company must play has also changed. We thoroughly considered what we could do in today's context with reference to our purpose of "advancing social and public welfare," and determined that we would "contribute to well-being."

In our view, contributing to well-being not only means providing financial security in emergencies, but also providing each and every customer with the help to achieve both physical and mental satisfaction in their daily lives. We will enhance our value as a corporation by providing value that is connected to well-being, going beyond the scope of insurance into domains such as health promotion, disease prevention, and lifestyle improvement.

We will sincerely recognize the well-being of each and every customer, and work to create a society in which people can live healthier, happier, and in their own way. This is our way of "contributing to the advancement of social and public welfare" in current times.

2 Aiming to create social value

Contributing to well-being

Our life insurance business, which has continued operations for over 100 years, serves as the foundation for all our contributions to well-being. Building on this solid foundation, we work to deliver the value of health promotion centered on "SUMITOMO LIFE Vitality."

"Vitality" is unique as it not only "prepares" for future risks similar to traditional insurance, but also "reduces" the risks of illnesses by supporting customers' daily health promotion activities. We provide customers with the new value of improving their own health by changing insurance premiums, providing incentives in the form of enjoyable rewards, and other means.

In recent years, as Japan becomes more long-lived, there has been a growing interest in closing the gap between life expectancy and healthy life expectancy. "Vitality" contributes to society's overall health promotion and thereby also contributes to solving the social issue of "extending healthy life expectancy." In addition to serving individual customers, Sumitomo Life seeks to expand the value of health promotion with like-minded regional communities and companies, such as through "Vitality Walk" collaborations with local governments and the "Vitality Employee Benefit Type" service for corporate employees.

We consider these initiatives to be extremely important, as they not only help us to achieve our purpose, but also lead to the expansion of our customer base and business growth. "Creating Shared Value (CSV)" by sharing value between customers, society, and Sumitomo Life is our ultimate ideal, and "Vitality" is truly a core initiative that embodies CSV.

Apart from "Vitality," we continue to provide new value in the form of services that transcend the framework of traditional insurance to contribute to well-being. For instance, together with our business partners, we are developing a suite of new WaaS (Well-being as a Service) offerings that will contribute to well-being, including preconception care support for customers to take stock of their health from before pregnancy, and a service to prevent the aggravation of lifestyle-related diseases in collaboration with PREVENT which was brought in to join the Group.

As we look ahead, we aim to earn 20 million customers receiving the value of well-being and 5 million SUMITOMO LIFE Vitality members by 2030. To achieve these goals, we will promote "Sumisei WX (well-being transformation)" in fiscal year 2025. We aim to transform the value of the customer experience by visualizing the degree to which each customer has improved their well-being.

Through Sumisei WX, we will accelerate our insurance business and "Vitality" as well as our WaaS initiatives, thereby creating social value and supporting each and every customer in achieving well-being throughout their lives.

Sustainability as a foundation

The future sustainability of society and the global environment forms the basis for each customer's ability to feel a sense of well-being, and is thus essential. Accordingly, through our business and asset management activities, we strive to engage with social and environmental issues and to improve the sustainability of society as a whole.

A particularly pressing issue is the need for measures to counter climate change, which may significantly impact us on a global scale in the future. We aim to contribute to achieving carbon neutrality in 2050, and promote initiatives such as reducing GHG emissions from our business activities while also practicing responsible investment as an institutional investor through our asset management activities. The Company has raised its ESG thematic investments target the three year period through 2025 to ¥1 trillion, and is accelerating funding in renewable energy and other fields. In addition, we are supporting society's transition to decarbonization as a whole through engagement, including dialogue with investee companies. In the area of natural capital and biodiversity, we undertake risk assessments and information disclosure in line with the TNFD Recommendations. As regards social capital, we implement to human capital development initiatives to improve the value of our employees (human capital)

and initiatives to respect human rights across all areas connected to our business, among others.

These initiatives that serve to achieve sustainability of society as a whole embody our purpose of "contributing to the advancement of social and public welfare." At the same time, they support the foundation on which our business is built. Thus, we believe that confronting social and environmental issues is essential for the continuation of Sumitomo Life's business.

3 Toward the creation of "economic value"

The significance of economic value to a mutual company

As I mentioned earlier, our efforts to contribute to the well-being for all and our initiatives to achieve the sustainability of society as a whole do not only create social value in the pursuit of our purpose, but are also linked to the economic value and sustainable growth of Sumitomo Life itself. What does it mean for the Company, as a mutual company, to create economic value?

Sumitomo Life's form as a "mutual company" confers unique characteristics on our relationship with our policyholders, and is the very foundation of our management. A mutual company has no shareholders, and each policyholder is a member (employee) of the company. While joint stock companies seek to maximize the interests of their shareholders, the overriding purpose of mutual companies is to provide policyholders with peace of mind for the future and enrich their lives.

An insurance company's fundamental and primary role is to make sure that the insurance claims and benefits promised to policyholders are paid in a reliable and prompt manner in the event of emergencies. In addition, as life insurance policies are long-term contracts, it is necessary to be prepared for future payments in addition to present payments. We will continue to maintain a sound and firm financial base to enable us to make payments without delay and provide certainty and security through our coverage, even as the economy faces increasing uncertainty.

Next, it is also important to respond to the changing times and diverse customer needs by developing more attractive products and services to provide to customers. We will continue to improve and reinvent our products and services to satisfy our customers, such as by enhancing our insurance coverage, developing new services, and simplifying procedures, based on the economic value we have created.

We distribute dividends to policyholders as a form of returns to policyholders based on surpluses generated. Policyholder dividends are a key means of returning the "economic value" the Company creates to our policyholders. We will continue to pay stable policyholder dividends through various management efforts including improving our asset management capabilities and streamlining costs, not to mention ensuring a sound financial base over the long term.

As a mutual company, our highest goal in pursuing economic value is to provide our policyholders with peace of mind and a rich life through all these initiatives. We will continue to live up to your trust and expectations with this spirit at the forefront of our minds.

Maintaining a sound financial base and growth strategy

As we work to create value, various risks will arise in each business domain. Enterprise risk management (ERM) is a management framework for maintaining a solid financial base even under such circumstances. ERM is an approach for strategically allocating capital to businesses that will lead to growth, optimizing returns while rigorously acknowledging the risks that the company's financial base can withstand. Applying ERM management, we aim to achieve further growth through investments to open up future possibilities while strengthening our financial base.

Our medium- to long-term growth strategy in the domestic insurance business aims to create new customer points of contact, expand the customer base, and increase the value of our service offerings by continuing to provide products and services in the area of well-being, centered on SUMITOMO LIFE Vitality. In addition, the Group as a whole will continue to expand the range of services centered on well-being, creating new business

opportunities. Asset management is a critical pillar of the creation of economic value, as it involves the safe and efficient management of premiums deposited over the long term to secure stable earnings. We are building up strategically diversified investments while accurately identifying changes in the interest rate environment and managing risk and return in an appropriate manner. In its overseas business, we have positioned the U.S and Asia as key regions and aims to achieve global growth while capturing profits from overseas insurance markets.

The importance of "human capital" and "digital" as the driving forces of these strategies should not be overlooked as we push forward with them. We implement initiatives to support autonomous career development, creation of a comfortable working environment, and other conditions that enable each of our employees to feel motivated and perform to their fullest potential in a good state of well-being. We are also actively promoting operational reforms to improve service quality and effectiveness through the active adoption of digital technology, such as AI that supports human capabilities.

Creating economic value through these growth strategies will strengthen our financial foundation and lead to the creation of even greater value, such as further service enhancements and solving social and environmental issues.

4 Becoming an indispensable presence through the ethos of "Benefit self and benefit others"

Sumitomo has long had a Business Philosophy of "*Jiri-rita, koushi-ichinyo,*" or "Benefit self and benefit others, private and public interests are one and the same." We can only grow if we contribute to society even as we seek benefit for ourselves. The creation of "social value" and the creation of "economic value" are by no means contradictory. Indeed, one might say they are two sides of the same coin.

It is the Company's mission to create social value by contributing to well-being in the life insurance business, among other areas, and by addressing social and environmental issues. Building on the trust we have earned from our customers and the economic value we have created, we will further expand and broaden the scope of our efforts to create social value. We aim to continue this cycle vigorously and without interruption.

Beyond this virtuous cycle, we envision our future selves as becoming an "indispensable insurance group" that contributes to well-being. The Sumitomo Life Group will integrate itself into the daily lives of its customers, and will always be tuned to the well-being of each individual. We will continue our contributions with the goal of becoming a Group that people are sincerely thankful to for being present.

This challenge is far from a simple one. However, we possess a business spirit that has lived on since our founding, the trust of our customers, and the desire to carve out a future of well-being. We will do our utmost to repay the trust of all our stakeholders and become an even more valuable company to each and every one of them.

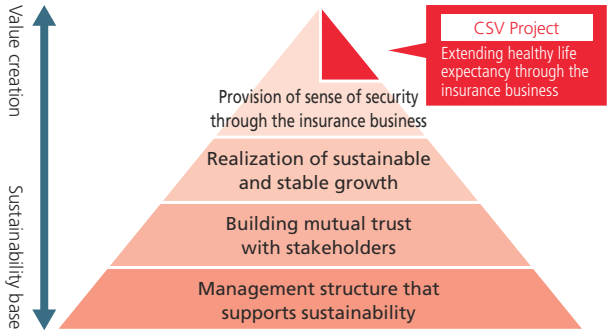
Sustainability

Key Items of Sustainability (Materialities)

We have defined materialities based on our operating policy as shown in the diagram presented on the right. For each of these five materialities, we have identified risks and opportunities, as well as key initiatives to achieve them to clarify the issues we focus on.

Led by the "Sumitomo Life Medium-Term Business Plan 2025," we have set forth specific initiatives for materiality mainly focusing on contribution to the creation of healthy and long-living society through "SUMITOMO LIFE Vitality."

<Key Items of Sustainability>



Materiality	Risks and Opportunities	Material Issues	Our Visions	Relevant SDGs
Extending healthy life expectancy through the insurance business	**Risks** • Longer lives could result in decreasing demand for death protection, and increases in benefits paid in relation to hospitalization and surgery, etc. **Opportunities** • Rising demand for pure endowments driven by longer lives and the increase in one-person households • Market growth driven by development of proprietary products that contribute to the promotion of health	■ Promote business related to "SUMITOMO LIFE Vitality" Implement initiatives to publicize "SUMITOMO LIFE Vitality" throughout society, as well as initiatives to drive the evolution of products, programs, and rewards	Contribute to extending healthy life expectancy in Japan through the insurance business, with a view to realizing a society where people can continue to live with peace of mind in good health	3 GOOD HEALTH AND WELL-BEING
Provision of sense of security through the insurance business	**Risks** • Mismatches between products and services provided and customer needs; obsolescence caused by similar products and services from other companies or neighboring industries • Possibility of damage to asset values as a result of investment and financing behavior that ignores the ESG perspective **Opportunities** • Enhancement of corporate value through the provision of products and services that capture customer needs • Increase in investment and financing opportunities generated by the expansion of funding needs for ESG projects	■ Provide services and information for the era of the 100-year lifespan ■ Sustainability-based responsible investment*	Provide all people with suitable life insurance products and services, as well as security that they will lead to, by pursuing customer-oriented management	1 NO POVERTY
Realization of sustainable and stable growth	**Risks** • Loss of customers, reduced motivation to work, and obstacles to hiring employees resulting from an approach to operating the business that is incompatible with environmental changes **Opportunities** • Gaining of social trust, securing stable earnings and enhancement of corporate value resulting from an approach to operating the business that captures the changing needs of society	■ Improving productivity through work style reform and resource optimization ■ Hiring and developing flexible, diverse human capital ■ Coexisting with business partners through cooperation and other efforts ■ Creating new value through open innovation ■ Diversifying our earnings base through overseas business ■ Strengthening IT and other business development infrastructure	Under a management policy to be passed down through the ages, continue to grow steadily while responding to changes and reforms in society	5 GENDER EQUALITY 8 DECENT WORK AND ECONOMIC GROWTH 9 INDUSTRY, INNOVATION AND INFRASTRUCTURE
Building mutual trust with stakeholders	**Risks** • Possibility of loss of social reason for existence caused by damage to mutual trust **Opportunities** • Gaining the trust of stakeholders by fulfilling social responsibilities	■ Promoting financial literacy education ■ Contributing to the achievement of carbon neutrality ■ Providing well-being services rooted in communities ■ Promoting social contribution activities	Meet the expectations of stakeholders and aim to be a company that is trusted and supported by them	4 QUALITY EDUCATION 15 LIFE ON LAND 13 CLIMATE ACTION 17 PARTNERSHIPS FOR THE GOALS 14 LIFE BELOW WATER
Management structure that supports sustainability	**Risks** • Possibility of reduced trust and of damage to corporate value caused by infringements of laws and regulations or corporate behavior that deviates from social norms **Opportunities** • Enhancing corporate value by achieving highly effective corporate governance and making continuous improvements to it thereafter	■ Strengthening the management system on a Groupwide basis ■ Compliance initiatives ■ Human rights initiatives ■ Personal information initiative ■ Promoting ERM, enhancing the risk management system	Continue to be a corporate group that contributes to the creation of a sustainable society by conducting honest business operations and building a sound financial base	10 REDUCED INEQUALITIES 16 PEACE, JUSTICE AND STRONG INSTITUTIONS

* Responsible investment contributes to the achievement of all SDGs

Process for Identifying Materiality

In view of global trends surrounding CSR, we identified key items of CSR in 2018 in the following steps (the process used at the time of identification is shown). Later in 2022, we established the Sustainability Management Policy. Accordingly, we have changed their name to key items of sustainability.

STEP1 Uncovering Related Items

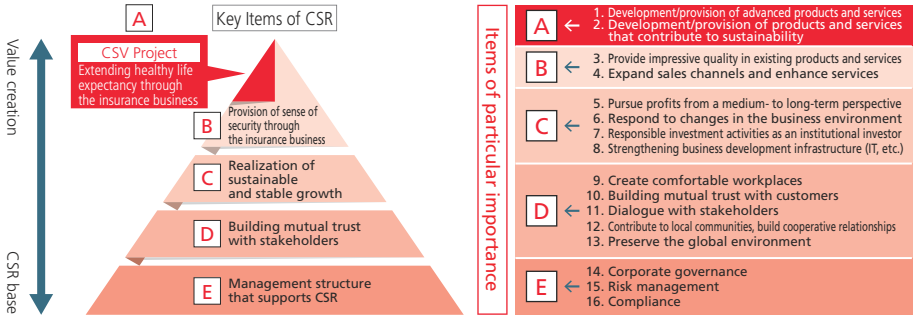
Taking into account advice from external resources, such as international guidelines, we uncovered items that were thought to be related to CSR. After further collating and revising the items, we extracted and organized the items that became the subject for the survey.

STEP2 Refining Based on Internal and External Assessments

Reflecting internal and external opinions on the items that were extracted in Step 1, we assigned priorities both from the stakeholder perspective and Sumitomo Life operational perspective. Based on the priorities derived from both perspectives, we selected 16 items that both stakeholders and Sumitomo Life considered to be important. (Refer to diagram below)

STEP3 Verification of Key Items Based on Management Policy

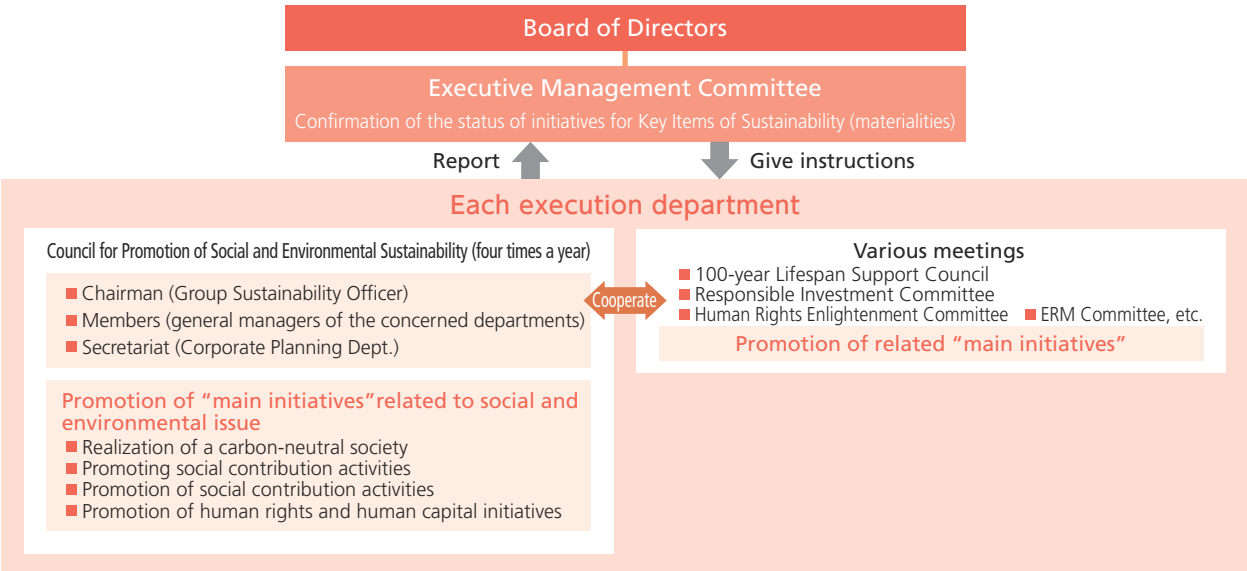
Based on the CSR Management Policy, Sumitomo Life selected five key items of CSR. The Company confirmed that the five key items of CSR correspond to the 16 items derived from this process, and their reasonableness was verified.



Promotion System

In order to realize our "Sustainability Management Policy," we have clarified the main initiatives for each Key Item of Sustainability (materiality), and have a system in place to confirm the status of these initiatives by the Executive Management Committee and report them to the Board of Directors, as well as to implement the PDCA cycle.

Furthermore, we have established the "Council for Promotion of Social and Environmental Sustainability" chaired by the Group Sustainability Officer for the purpose of studying initiatives for contributing to the well-being of society and the global environment, which are the foundation of a sustainable society. The Council not only implements initiatives for decarbonization and social contribution activities, but also evaluates the impact of new issues on business from the perspective of social and environmental issues.



Climate Change and Biodiversity Initiatives

We will reduce environmental burdens arising in the course of our business activities and consider the importance of biodiversity, based on awareness that the global environment forms the foundation of a sustainable society. By encouraging the shift to a decarbonized society, we will also contribute to the realization of a carbon-neutral society.

Realization of a Carbon-Neutral Society

Greenhouse Gas Emissions Reduction Targets

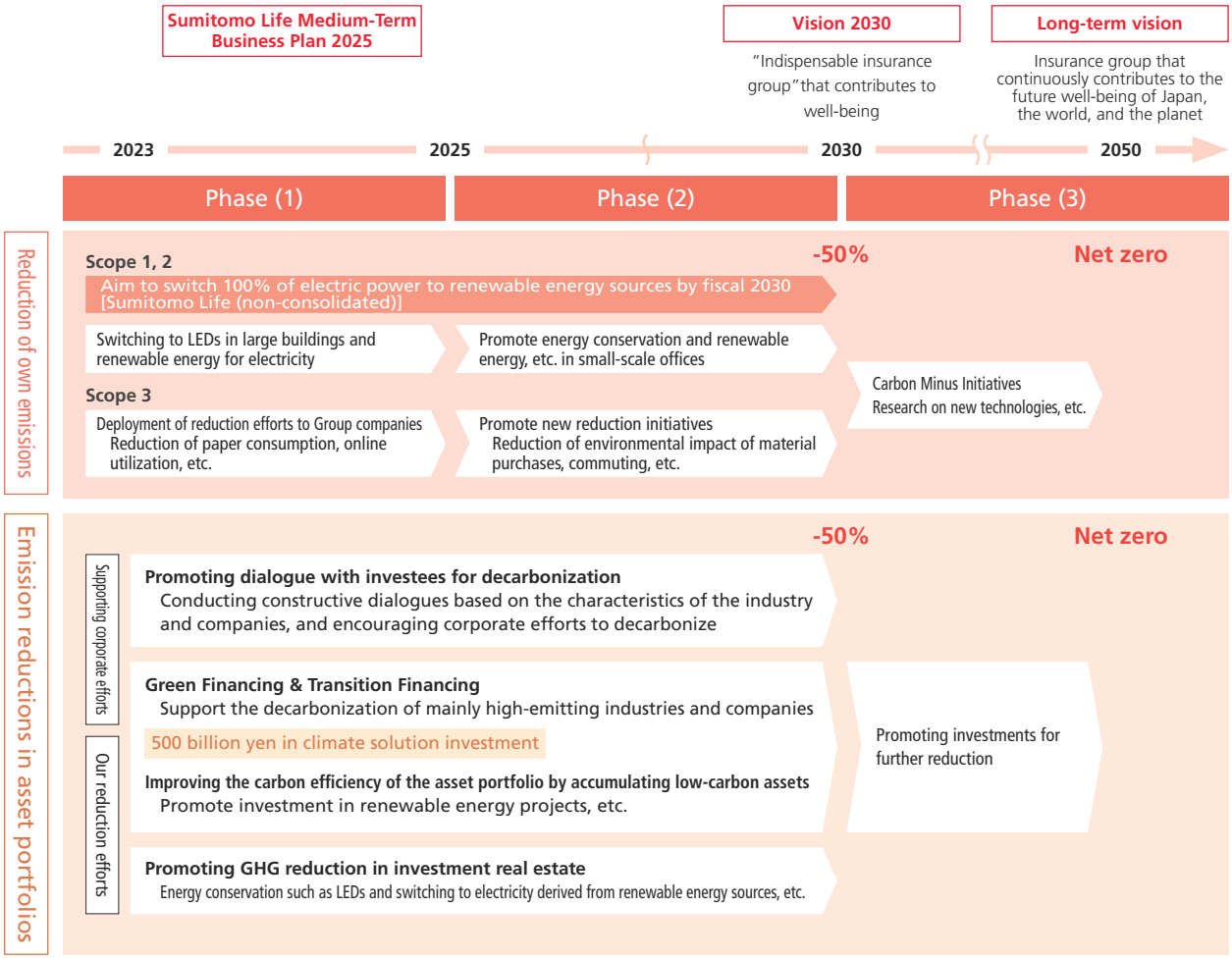
Sumitomo Life Group aims for net-zero greenhouse gas ("GHG") emissions by 2050. We have also established reduction targets for 2030 as interim targets.

2050 Target	Net zero GHG emissions [Groupwide*1]	
2030 Interim Target	Scope1+2+3*2	compared with FY2019 -50% [Groupwide]
	Asset portfolio*3	compared with FY2019 -50%*4

*1 Scope of coverage is Sumitomo Life and its consolidated subsidiaries.
*2 Scope 1, 2, and 3 are concepts in the GHG emissions accounting and reporting standards for businesses stipulated by the GHG Protocol and refer to the following.
- Scope 1: Direct emissions from fuel use at Sumitomo Life Group
- Scope 2: Indirect emissions from use of electricity and heat purchased by Sumitomo Life Group
- Scope 3: Indirect emissions from business activities other than those in Scope 1 and 2

Scope 3 covers the items in which emissions are to be reduced through the proactive efforts of Sumitomo Life Group and its employees. It includes Category 1 (Purchased Goods and Services), Category 3 (Fuel and Energy-Related Activities Not Included in Scope 1 or Scope 2), Category 4 (Upstream Transportation and Distribution at the expense of Sumitomo Life Group), Category 5 (Waste Generated in Operations), Category 6 (Business Travel), Category 7 (Employee Commuting), and Category 12 (End-of-Life Treatment of Sold Products). Category 13 (Downstream Leased Assets) and Category 15 (Investments) are managed separately as emissions from the asset portfolio.
*3 Scope of coverage is Sumitomo Life and Medicare Life
For the 2050 target, this encompasses all assets excluding government bonds, etc. For the 2030 target, this encompasses domestic and overseas listed stocks, corporate bonds, loans, real estate for investment, and infrastructure investments. Target Scopes are investees' Scope 1 and 2. The reduction indicator expresses "Intensity (GHG emissions proportional to the amount of balance held in the portfolio)," in order to assess emissions excluding effects of asset size. It is measured by dividing the GHG emissions from the asset portfolio by the amount of balance held.
*4 This level also meets the reduction level recommended by the Net-Zero Asset Owner Alliance, which Sumitomo Life has joined.

Efforts to Achieve Carbon Neutrality by 2050 - Roadmap for Climate Change Response -



Response to TCFD Recommendations and TNFD Recommendations

Basic approach

With the worsening of global warming, natural disasters have been observed in various parts of the world, and climate change and the loss of natural capital and biodiversity have become pressing issues on a global scale. Recognizing that the global environment forms the foundation of a sustainable society, Sumitomo Life will play an active role in solving social and environmental issues as a socially responsible corporate group. At the same time, Sumitomo Life will promote initiatives to contribute to its stakeholders' well-being through its business activities and improve the peoples' lives, society, and the global environment.

Our climate change and biodiversity initiatives are based on the frameworks recommended by the Task Force on Climate-related Financial Disclosures (TCFD) and the Taskforce on Nature-related Financial Disclosures (TNFD), and information is disclosed based on the four pillars of "governance," "strategy," "risk management" and "metrics and targets."

Responses based on the TCFD and TNFD disclosure frameworks

	TCFD	TNFD
Governance	Disclosure of organizational governance relating to risks and opportunities (p. 27)	
Strategy	Disclosure of scenario analysis of climate change risks and opportunities (p. 28 and p. 29)	Disclosure of analysis of own buildings and the connections between investment and nature (p. 30)
Risk management	Disclosure of risk management system (p. 27)	
Metrics and targets	GHG emissions (p. 31)	Disclosure of matters that may affect the preservation of natural capital and biodiversity (p. 31)

Governance TCFD TNFD

Sumitomo Life recognizes that issues relating to climate change and biodiversity present risks and opportunities for its business activities. Our "Sustainability Management Policy" stipulates "contribution to the realization of a sustainable society through efforts to solve social and environmental issues," including climate change. We have established the Key Items of Sustainability (materialities) based on our Management Policy, and our Business Plan specifies initiatives to address climate change and biodiversity ("contributing to the realization of a carbon-neutral society" and "sustainability-based responsible investment") and clarifies the key issues we must tackle.

The "Sumisei Environmental Policy" has been established as a specific action policy for the global environment, and we are engaged in efforts to address climate change and preserve biodiversity through engagement with various stakeholders. We have also formulated the "Basic Principles on Responsible Investment" with the aim of helping to realize a sustainable society encompassing measures to address climate change through asset management, and the Responsible Investment Committee discusses a broad range of issues, including the topics of climate change and biodiversity. With regard to human rights, we promote initiatives to respect the human rights of stakeholders involved in all the processes of our business activities, in accordance with the "Sumitomo Life Group Human Rights Policy," etc.

In addition, in response to Key Items of Sustainability (materialities) related to social and environmental issues, the "Council for Promotion of Social and Environmental Sustainability," chaired by the Group Sustainability Officer, discusses how to deal with climate change and biodiversity issues (reports on the status of responses in the first half and fiscal year to the Executive Management Committee and the Board of Directors).

Risk management TCFD TNFD

Under our integrated risk management framework, having considered the perspective of identifying climate change risk and biodiversity risk as emerging risks (potential events that could substantially affect Sumitomo Life in the future amid a scenario where such risk newly emerges or undergoes transformation due to environmental change or other such developments), we have identified and manage climate change risks as emerging risks. Climate change risk is also made a subject of our process for managing business risks (risks that would impede the achievement of our management strategy due to insufficient response to changes in our business environment). Climate change risk is also monitored and reported to the ERM Committee, the Executive Management Committee, and the Board of Directors on a regular basis, in order to share risk awareness, etc.

When it comes to asset management, we take climate change and other ESG factors into consideration when making investment decisions and furthermore carry out engagement activities involving dialogue on climate change with investees.

Strategies relating to climate change TCFD

We recognize that Sumitomo Life's business activities gain opportunities and incur risks due to climate change as described below. As such, we have been working to reduce such risks while exploiting such opportunities by appropriately engaging in initiatives to manage risk.

<Opportunities>

1. Development of new life insurance products and services to address climate change in the life insurance business
2. In asset management, we are encountering more opportunities for investment particularly with respect to companies that develop technologies contributing to a carbon neutral society as well as projects related to renewable energy.

<Risks>

The following risks from among those related to climate serve as the primary risks that may significantly affect Sumitomo Life's business.

1. Risk of incurring losses amid changes in the incidence of death, etc. over the medium to long term due to factors that include higher average temperatures
2. Risk of future impairment on the value of our investment assets under a situation where we become subject to substantial effects involving our investees due to factors that include policy changes and regulatory reforms regarding the transition to a carbon neutral society

scenario analysis

We have performed scenario analysis enlisting the following steps in order to evaluate effects of climate-related risk on the life insurance business and the asset management business based on our awareness of the aforementioned risks. For details of the results of our scenario analysis, please visit our official website.

Steps in scenario analysis

STEP 1

Assess materiality of risks

Risk exemplified in the TCFD recommendations

- Physical risks
  Acute risk and chronic risk
- Transition risks
  Policy and legal risks, technology risk, market risk, and reputation risk

STEP 2

Identify scenarios

Select a scenario under which the average temperature rises by 1.5°C/2°C, 4°C prior to the year 2100 relative to average temperatures prior to the Industrial Revolution

STEP 3

Evaluate business impacts

Evaluate effects on the life insurance business and the asset management business

STEP 4

Identify potential responses

- Continue to study methods of analyzing the impact of the increase in the number of deaths and hospitalizations on the payment of claims and benefits, as well as methods of utilizing the analysis results
- Calculate and analyze volumes of GHG emissions resulting from the asset management portfolio

Life insurance business

Since fiscal 2020, we have implemented scenario analysis of the impact of climate-related risks on the life insurance business based on the TCFD recommendations, beginning with the impact on insurance claim payments and asset management (see our website for the past scenario analysis results).

We use two socioeconomic scenarios in this analysis: "scenario involving an increase in average temperature limited to 1.5°C/2°C," and "scenario involving an increase in average temperature of 4°C," which serve as assumptions for considering how selected risks might develop in the future. In the scenario analysis (quantitative assessment) implemented in fiscal 2023 and 2024, we independently and quantitatively estimated impact adapted to our unique circumstances by combining the emissions scenarios and climate models used in the Intergovernmental Panel on Climate Change: Sixth Assessment Report (IPCC AR6), and based on reports by the Ministry of the Environment and other organizations as well as academic papers and other existing material.

As a result of the scenario analysis conducted in fiscal 2023 (impact of hot weather on insurance claim payments), it was confirmed that the impact of both the "increase in death benefit payments due to hot weather" and "increase in hospitalization benefit payments due to heatstroke, etc." was limited*1, being equivalent to less than 1% of our historical payments for all emissions scenarios and future dates, regardless of the population scenario.

In fiscal 2024, we conducted a regression analysis on "warmer winters," which have the opposite effect of "hot weather" analyzed in fiscal 2023. The regression analysis was based only on the relationship between "temperatures and mortality rates," and the outcome of the analysis was a decrease in number of deaths during winter (decrease in benefit payments)*1.

We recognize that the impact of a rise in temperatures on health is not limited to an increase in heat stress and warmer winters. It may also bring about changes in the epidemic patterns of infectious diseases. It is not just about temperature but the complex interactions between a wide range of factors: the global movement of people and goods, socioeconomic background, etc.

*Please see p. 48 for the White Paper on Heat Stroke on the connection between health, lifestyle and heatstroke based on the impact of climate change

Scenario analysis results: Estimated increase/decrease in death benefit payments due to rising temperatures (hot weather/warmer winters)*1

[Scenario: 1.5°C increase (SSP1 1.9)]

	(Reference) Average death benefit payments per year*2	2030	2050	2090
Summer (May to October)	¥284.2 billion	+¥0.3 billion	+¥0.4 billion	+¥0.2 billion
Winter (November to April)		¥(0.8) billion	¥(1.4) billion	¥(0.6) billion

[Scenario: 4°C increase (SSP5 8.5)]

	(Reference) Average death benefit payments per year*2	2030	2050	2090
Summer (May to October)	¥284.2 billion	+¥0.3 billion	+¥0.6 billion	+¥2.4 billion
Winter (November to April)		¥(1.1) billion	¥(2.3) billion	¥(5.6) billion

*1 Our analysis is based on certain assumptions (we assume that our product types, payment standards, policy age composition, correlation between temperature and mortality rates, etc. remain unchanged from the present into the future) and emissions scenarios, population scenarios (we use several patterns based on the degree of population decline), etc. (the estimates shown above are based on a fixed population). The estimates above reflect changes with reference to 2020 benefit payments.

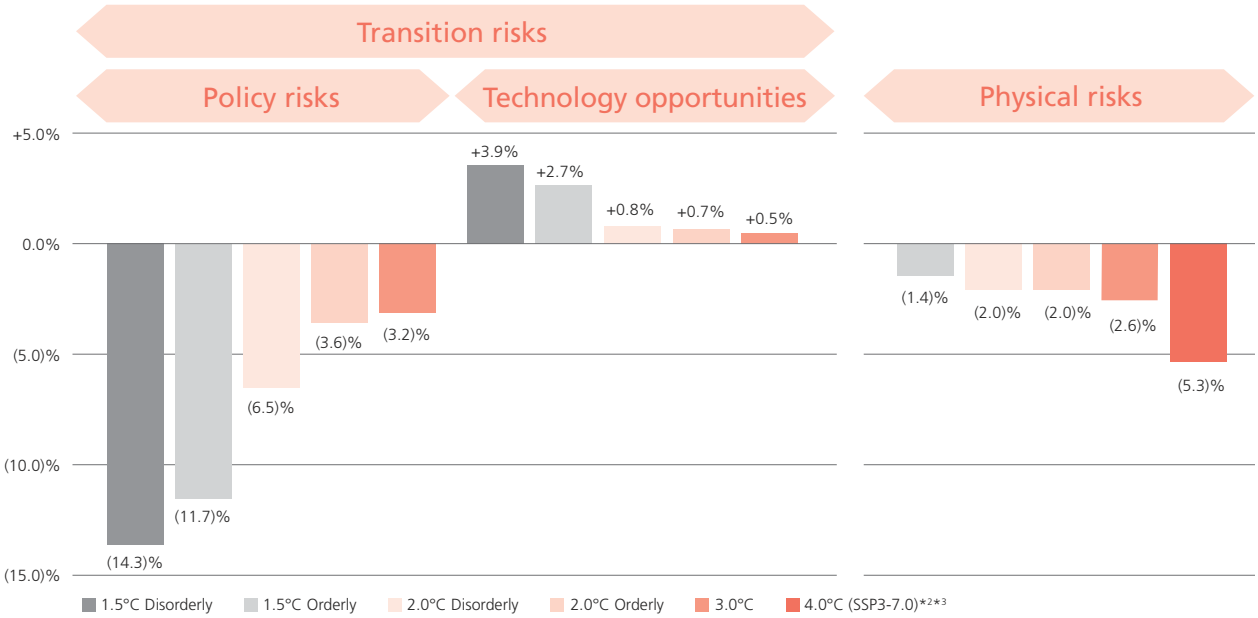
*2 The amounts of death benefits are calculated based on our historical payments (deaths from the period from January 2017 to December 31, 2022) (excluding cases where the direct cause of death was COVID-19).

Asset management business

We use MSCI's Climate Value-at-Risk (CVaR) model in relation to the impact of climate-related risks on the asset management business, to quantitatively ascertain the impact of climate change on our asset portfolio. This method indicates the loss ratio of each company's stocks and bonds due to climate change for each rising temperature scenario.

Analysis results showed that even where technological opportunities are taken into account, transition risks would be higher in a scenario in which temperatures rise at a restrained rate, whereas physical risks would be higher in a scenario where temperatures rise drastically.

[CvaR measurement outcomes by scenario*1]



*1 They cover assets held as of the end of September 2024 (listed stocks, corporate bonds, and loans).
*2 The 1.5°C to 3.0°C scenarios adopt the NGFS scenario, and the 4.0°C scenario (physical risks only) adopts the IPCC scenario.
*3 For the transition to a decarbonized society, the 1.5°C and 2.0°C scenarios adopt a disorderly transition scenario where reductions proceed inefficiently or through coercion (Disorderly) and an orderly transition scenario where emission reduction policies are implemented smoothly or in stages (Orderly).

We use ITR (Implied Temperature Rise) to analyze which average rising temperature scenario our asset portfolio investee companies' greenhouse gas emissions correspond to.

Using data from MSCI, the results of analysis indicate that our asset portfolio (scope: listed stocks, corporate bonds, and loans) was found to be in the range of 2°C or higher and less than 3°C.

What is ITR (Implied Temperature Rise)?

The ITR is an intuitive measure of the degree to which a portfolio company's greenhouse gas emissions from current and future business activities correspond to average rising temperature scenarios. This metric enables visualization of whether a portfolio is in line with a 2°C or below scenario and the extent to which it departs from the scenario.

2°C or higher and less than 3°C

*Information partially reproduced with permission from ©2024 MSCI ESG Research LLC.
*Measurements of CVaR and ITR are based on data acquired as of November 30, 2024.

Future outlook on scenario analysis

Scenario analysis methods and data in the life insurance business and asset management business are still developing internationally. We will continue our efforts to further enhance our capabilities, and will expand our scope of analysis and study analysis methods and other developments while monitoring the progress of discussions in Japan and overseas.

Strategies relating to biodiversity TNFD

Life insurance business (analysis of own buildings)

In fiscal 2023, we undertook scoping of the connections between life insurance business and nature based on the TNFD recommendations (please see our website for the results of scoping for fiscal 2024). In fiscal 2024, in order to ascertain the impact of our business activities on natural capital and biodiversity, we surveyed the locations of the our business sites of the Company and Group companies in Japan at protected biodiversity areas and important areas.

The survey confirmed that of the 1,029 bases surveyed, 53 were located in protected areas and 22 were located in Key Biodiversity Area (KBA).

Meanwhile, we did not identify any activities related to our business that fall under the regulations concerning protected areas or significant adverse effects on nature in protected and other areas.

We will continue to promote awareness and environmental education among the Group's employees and with initiatives to protect the global environment and preserve biodiversity through our business activities.

Number of sites surveyed		Protected area			Key Biodiversity Area (KBA)	
Type of Site	Number of Sites	Natural Park Areas*1	Nature Conservation Areas*2	Wildlife Protection Areas*3	KBA*4	KBA-PA*5
Sales sites (branch offices, district offices, etc.)	896	5	0	45	22	5
Head office, etc.	63	0	0	3	0	0
Group companies in Japan	70	0	0	0	0	0
Total	1,029	5	0	48	22	5

*1 Areas designated in accordance with the Natural Parks Act and classified as national parks, quasi-national parks, and prefectural natural parks according to their scale and landscape.
*2 Areas designated in accordance with the Nature Conservation Act for the purpose of conserving the natural environment and ensuring biodiversity.
*3 Areas designated in accordance with the Act on the Protection and Management of Wildlife, and the Optimization of Hunting with a view to protecting wildlife.
*4 Areas identified based on the IUCN's "A Global Standard for the Identification of Key Biodiversity Areas," as a key contribution to sustaining biodiversity.
*5 Areas within Key Biodiversity Area (KBA) which are located in protected areas (PA) based on legal and policy frameworks.

Asset management business (Connections between investment and nature)

We used analytical tools such as ENCORE, which is recommended by the TNFD, to understand the relationship between our investees and natural capital. We divided our investees into 11 sectors and 139 sub-industries based on the Global Industry Classification Standard (GICS) and analyzed their degree of dependence on natural capital and their degree of impact on natural capital.

We ranked each sector's dependence and impact on each type of natural capital into five levels. The items where we found a high impact or dependence are shown below. We found that water-related issues (water usage and water supply) rated especially high in terms of impact and dependence. We will continue to consider the use of analysis results for engagement activities, etc. while engaging in even more sophisticated scoping.

Five-level evaluation using ENCORE, etc.

Impact on nature	Dependence on nature
Very High	Very High
High	High
Middle	Middle
Low	Low
Very Low	Very Low

Investment heat map (impact on nature and dependence on nature)*

GICS 11 sectors	Impact on nature				Dependence on nature			
					Supply services	Regulation and maintenance services		
	Changes in the use of land and freshwater		Climate change	Resource use and recovery	Water supply	Climate regulation	Mitigation of flooding and storms	
	Use of land ecosystems	Use of freshwater ecosystems	GHG emissions	Water usage	Groundwater		Protection from flooding	Protection from storms
Consumer discretionary								
Consumer staples								
Energy								
Financial	—	—	—	—	—	—	—	—
Healthcare	—	—						
Industrials								
Information technology	—	—						
Materials								
Real estate		—		—		—		
Communication services			—	—	—			
Utilities								

*Only impacts and dependencies judged of special importance are shown

Metrics and targets TCFD TNFD

We initially aim to achieve the GHG emissions reduction targets for 2030 (see p. 26) on our path to realizing carbon neutrality by 2050. The table below shows our GHG emissions results.

In addition to GHG emissions, we have appropriately identified indicators such as water usage, electric power usage, and waste generated and are making efforts to reduce them.

GHG emissions results [Sumitomo Life Group (Groupwide)]

(t-CO2e)

Category	FY2019	FY2020	FY2021	FY2022	FY2023
Total ①—②	153,171	136,814	141,983	136,370	115,398
Scope1	29,727	26,323	26,422	26,099	22,505
Scope2	38,795	30,514	30,432	28,687	18,756
Scope3	84,649	79,978	85,129	81,584	81,225
① Emissions	153,171	136,814	141,983	136,370	122,486
② Offset	—	—	—	—	7,088

GHG emissions results: Asset portfolio [Group companies in Japan*1]

(t-CO2e/million yen)

Category	FY2019	FY2020	FY2021	FY2022	FY2023
GHG emissions per unit owned	1.24	0.92	0.83	0.81	0.64

*1 Scope of coverage is Sumitomo Life + Medicare Life

Water usage, electric power usage, and waste generated [Sumitomo Life (non-consolidated)]

Category		FY2021	FY2022	FY2023
Water usage*1	(thousand m^3)	82	76	872
Electric power usage	(MWh)	65,281	60,348	59,664
Of which renewable energy*2	(MWh)	0	0	25,016
Waste generated*1	(t)	336	788	3,311

*1 Calculations for up to FY2022 utilize head office and Tokyo Head Office data only
*2 Renewable energy includes purchased non-fossil certificates used

Specific initiatives as an operating company

Initiatives for reducing GHG emissions

Our target is for 100% of the electricity used in the business activities of Sumitomo Life (non-consolidated) to be renewable by 2030. We are promoting the replacement of lighting in the buildings we own with LED lights and progressively introducing renewable energy. We have also reduced the volume of paper we use and introduced automotive leases using hybrid vehicles with excellent fuel efficiency at our branch offices and district offices.

Equipment supplying renewable energy to our Head Office building

Creation of the "Sumitomo Life Forest" at Odai Town in Mie Prefecture

Sumitomo Life began creating the "Sumitomo Life Forest" in 2024. In implementing this project, we concluded a "Partnership Agreement for Forest Conservation and Regional Revitalization" with Odai Town in Mie Prefecture, the Miyagawa forestry association, and (General Incorporated Association) More Trees. Through the agreement, the four parties aim to promote the conservation of the global environment and biodiversity and contribute to the realization of a sustainable society by working together to create diverse forests.

Signing ceremony of the four-party agreement with Odai Town in Mie Prefecture, Miyagawa forestry association, More Trees, and Sumitomo Life

Implementation of the "Sumitomo Life Forest" at Odai Town in Mie Prefecture

Initiatives for "adapting" to climate change

In addition to efforts to reduce greenhouse gas emissions (mitigation), we provide "measures for adapting" that prevent or minimize damage, as well as life insurance (coverage) to cope with losses that cannot be prevented by adapting. We are pushing on with initiatives to enhance health and prevent disease through SUMITOMO LIFE Vitality to prevent the onset and severity of heatstroke, the risk of which is increasing as a result of climate change. In addition, we contribute to the well-being of customers and society by providing "Heatstroke Insurance" which specializes in heatstroke risk (jointly developed with our subsidiary AIARU Small Amount & Short Term Insurance).

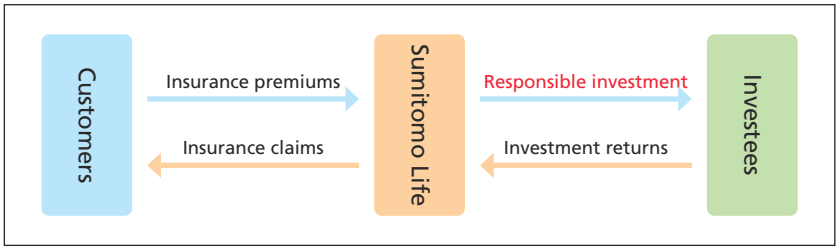
*Sumitomo Life has published the "White Paper on Heatstroke" which investigates the relationship between health, lifestyle and heatstroke. Heatstroke is expected to become more common as temperatures rise due to climate change (see p. 48 for details).

Responsible Investment Initiatives

– For details on our responsible investments, Please refer to "Responsible Investment Reports" on our official website for details of responsible investments –

We promote asset management that takes sustainability into consideration (responsible investment) with the aim of securing stable investment returns over the medium to long term and contributing to the realization of a sustainable society. As an institutional investor, one of our missions is to address social and environmental issues and contributing to the realization of a sustainable society. We believe that a sustainable society and global environment are essential foundations for our customers' well-being, and also contribute to securing medium to long term investment opportunities and reducing investment risks in our asset management. We will continue to contribute to the realization of a sustainable society by providing well-being value and by promoting responsible investment, which is the foundation of that value.

The creation of social value that contributes to well-being, as set out in the "Sumitomo Life Group Vision 2030"



Purpose of responsible investment

Responsible investment: asset management with sustainability in mind

Securing stable investment income over the medium to long term + Contribution to the realization of a sustainable society

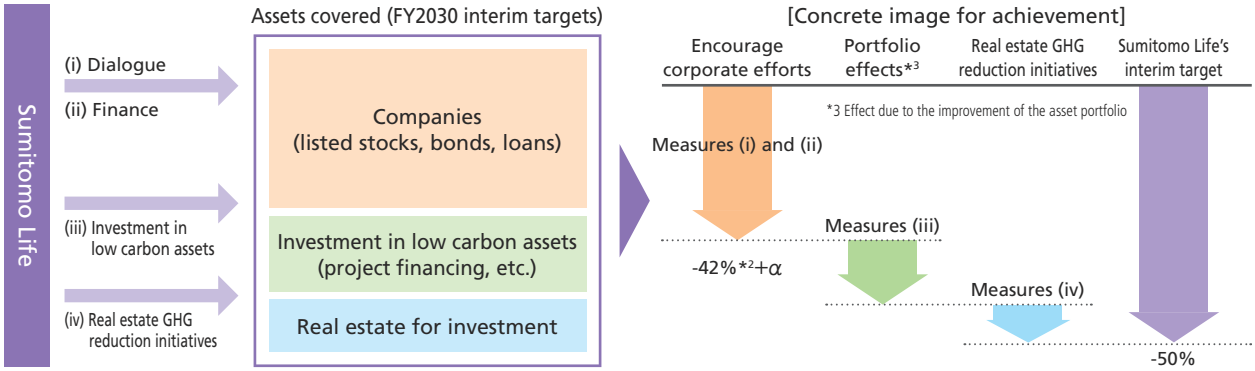
Specific methods

ESG investment		Stewardship activities
Investment behavior that considers ESG factors in addition to financial information Principally by engaging in ESG integration, ESG thematic investments and negative screening*1	+	Dialogue activities and exercise of voting rights that take into account ESG factors from the perspective of improving the medium- to long-term corporate value of investee companies

*1 In March 2024, we established the "Policy for Sectors with High Social and Environmental Risk." For details, please refer to the following.
https://www.sumitomolife.co.jp/about/newsrelease/pdf/2023/240329.pdf

Initiatives to achieve a decarbonized society

Initiatives to reduce GHG emissions resulting from the asset portfolio
We will strive to achieve the target level of GHG emissions reduction in our asset portfolio through various measures.



*2 This figure is based on the Japanese government's effort target of -50% (compared to FY2013), which has been rewritten to the FY2019 standard.

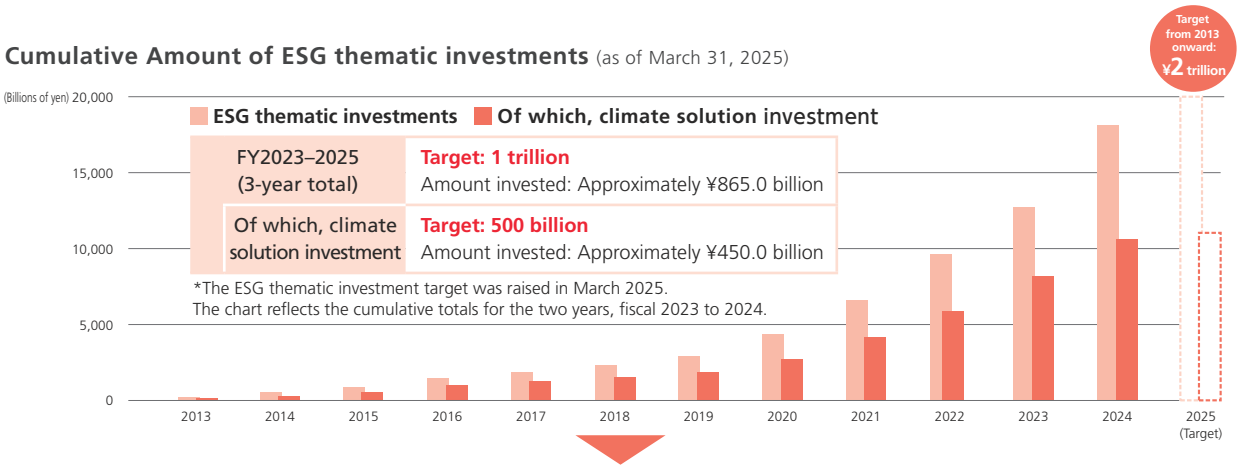
Measures	Outline of initiatives
(i) Dialogue	● Engage in dialogue to encourage companies to decarbonize their operations.
(ii) Finance	● Support the decarbonization of investee companies through finance ● Focus on transition financing*4 as investment opportunities are expected to increase with the transition to a decarbonized society. Actively invest in GX Economy Transition Bonds and transition bonds issued by companies.
(iii) Investment in low carbon assets	● Focus on investments in low-carbon assets, including infrastructure equity funds and project finance for renewable energy.
(iv) Real estate GHG reduction initiatives	● Promote energy conservation and switch to renewable energy in investment real estate.

*4 This financing method is designed to support the efforts of companies that are steadily working to reduce GHG emissions in accordance with their long-term strategies toward the realization of a decarbonized society.

ESG Investment Initiatives

We aim to contribute to solving social and environmental issues through finance, and promote ESG thematic investments in order to create positive impact (create social value) that contribute to well-being. In particular, in addition to actively promoting impact investment" that seeks to create positive impact, we are directing efforts to measuring and disclosing the social and environmental impacts using finance. We aim to both create positive impact and secure stable investment returns over the medium to long term, while also disseminating the results to stakeholders.

Cumulative Amount of ESG thematic investments (as of March 31, 2025)



The responsible investment priorities that contribute to well-being, as set out in the "Sumitomo Life Group Vision 2030"

Climate change	Healthcare	Human capital	Infrastructure investments

Efforts of Stewardship Activities

We actively engage in stewardship activities (dialogue activities and exercise of voting rights) based on the underlying objective of the Principles for Responsible Institutional Investors (Japan's Stewardship Code) of promoting sustainable growth as well as enhancement of corporate value of investees through dialogues.

Dialogue activities

Through dialogue to encourage investees to improve their corporate value over the medium to long term, we share awareness with them and urge them to work to solve issues. Our basic stance for dialogue is to communicate our concerns and requests as an investor based on our analysis of individual companies and work to deepen the understanding of the themes at play. In addition to engaging in dialogue toward sustainable corporate growth, we will continue to promote dialogue on important themes such as climate change response, biodiversity, human rights and labor environment issues, human capital management, and governance.

Exercise of voting rights

We have established the "Guidelines for Exercising Voting Rights" from the viewpoint of improving corporate value over the medium to long term. We determine whether to vote for or against a proposal taking into account the content of the dialogue and the status of the efforts to address issues. The Company revises the Guidelines for Exercising Voting Rights as necessary, based on factors such as the direction of debate related to ESG.

Please see the following information on our website for the status of our dialogue and exercise of voting rights and the details of specific guidelines.
- Adherence to the Principles for Responsible Institutional Investors (Japan's Stewardship Code) (Only in Japanese)
- Responsible Investment Activities Report, "Guidelines for Exercising Voting Rights and Philosophy (Japanese only)", Lists of Our Votes by Investee and Proposal (Only in Japanese), etc.

External assessment

Annual PRI (United Nations Principles for Responsible Investment) assessment

In our 2024 annual PRI assessment, we received the highest rating of five stars in two areas: "Policy, Governance and Strategy" and "Confidence-Building Measures."

Item	Overview	Result
Policy, Governance and Strategy	Governance and strategies , etc. for responsible investment and stewardship activities	★★★★★ (5 stars)
Confidence-Building Measures	Review of reported data, third-party assurance, etc.	★★★★★ (5 stars)

*For details on our responsible investment, please refer to our website.
https://www.sumitomolife.co.jp/english/sustainability/assetmanagement.html

Awarded the "Leadership Prize on Social Impact Grand Prize"

We received the "1st Leadership Prize on Social Impact Grand Prize" hosted by The Society of Law and Management. This award was established with a view to communicating the activities of companies working to resolve social issues to society, by evaluating corporate sustainability initiatives from the perspectives of "concreteness and novelty," "impact on stakeholders," and "internal systems," among other factors. Our initiatives in the area of responsible investment were highly evaluated.

Initiatives for Future Generations (Future Generations Relations)

Today, active dialogue between companies and future generations has become increasingly important in the assessment by investors, who require that companies improve the well-being of customers, employees, and all of society, as well as to achieve both sustainable business growth and coexistence with society. Sumitomo Life cooperates with like-minded companies, perceiving the "future generations" who will define the future as important stakeholders and pursuing continuing dialogue with them in the form of Future Generations Relations (FR).

Sumitomo Life has pursued initiatives to create forums for the generations who will define the future to grow in health and prosperity. We will continue to implement a diverse range of initiatives to foster an attitude of challenging endeavor, hoping for the prosperous growth of the children who will lead the future, as we aim to achieve a society of well-being.

[The Nikkei, December 2023]

Supporting education for future generations

Financial literacy education is becoming increasingly necessary due to factors such as the underlying historical shift from savings to investment and the revision of the Japanese government's school curriculum guidelines. However, schools face a lack of experience and financial literacy among teaching staff, as well as teachers' work style reforms, and there have been many voices advocating the need for assistance from private-sector companies. Sumitomo Life provides visiting classes to future generations from elementary school to university level on themes frequently requested by schools, including financial education, career training, communication, cancer, sexual education, and problem-solving. By the end of fiscal 2024, we have provided a cumulative total of over 200 classes. (Our partner companies provide classes on sexual education)

(A visiting class)

In fiscal 2024, we held classes based on our endorsement of "Global Money Week," an international awareness-raising campaign to promote financial education and financial inclusion for children and young people, hosted by the International Network on Financial Education (INFE) of OECD.

[Prefectures where we have provided on-site classes (over 200 classes in total)] Hokkaido, Akita, Yamagata, Fukushima, Saitama, Ibaraki, Kanagawa, Tokyo, Shizuoka, Gifu, Mie, Ishikawa, Osaka, Kyoto, Hyogo, Shiga, and Fukuoka

Promoting social contribution activities through child raising support and support for future generations

Children's drawing contests

Launched in 1977 in the hope of prosperous growth for children, we held the 48th children's drawing contest in fiscal 2025. The scale of the competition has grown, with a total of 11.80 million entries since its inception (80,212 entries in 2024).

Since fiscal 2000, we have received the backing of the Louvre Museum of France, and 105 outstanding entries in our competition are displayed at the national museum in spring each year. We also make donations to UNICEF Japan based on the number of sheets of drawing paper presented and the number of entries.

Child Raising Project to Empower the Future

Since 2007, we have welcomed applications for our "Awards in Support of Child Raising," presented to individuals and groups that engage in creating local environments for raising children, and our "support for researchers" who balance child-rearing with research activities in the fields of humanities and social sciences.

Sumisei After School Project

The Sumisei After School Project is aimed at making after-school living and care facilities such as "after-school children's clubs" and "after-school children's classrooms" more fun and making them places where children can grow.

Sumisei Vitality Action

In 2017, we launched "Sumisei Vitality Action" as a new social contribution program to mark the 110th anniversary of the founding of Sumitomo Life. This project is based on the theme of "let's get active together with your loved ones" and embodies our hope for the health and happiness of participants.

We hold family sporting events featuring various top athletes across Japan.

Initiatives together with professional golfers Yuna Nishimura and Taiga Semikawa

We have sponsorship agreements with professional golfers Yuna Nishimura and Taiga Semikawa, and we accumulate points each time they win a tournament or score a birdie, eagle, or hole-in-one. We then make donations to groups engaged in supporting many children who will lead Japan in the future or contributing to the conservation of the global environment, based on the accumulated number of points.

Through this project, we aim to support children who will define the future as we support these two professional golfers from future generations in their endeavors on the world stage.

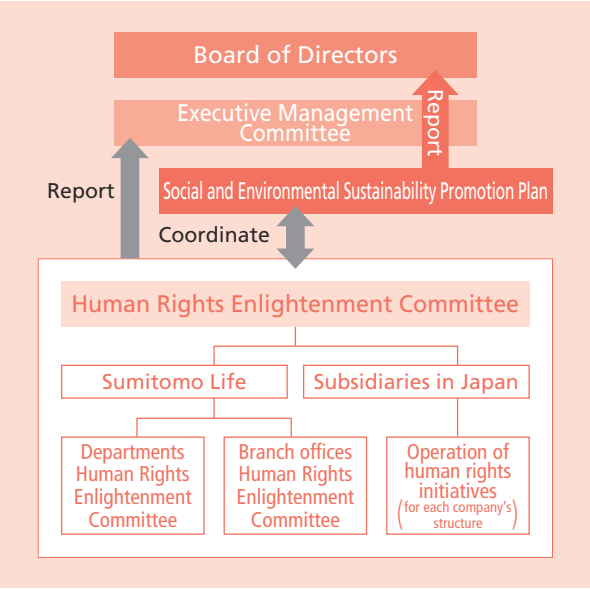
Human Rights Initiatives

We have established the "Sumitomo Life Group Human Rights Policy" in line with the ideals of international standards such as the UN Guiding Principles on Business and Human Rights, as action-level guidelines, in order to ensure that executives and employees will put the operating policy into practice through their actions. Through our efforts to respect the human rights of all the stakeholders related to our business activities, we aim to contribute to creating a healthy and fulfilling society.

In addition, we will promote human rights initiatives as part of our efforts to address our Key Items of Sustainability (materialities), contributing to the realization of a sustainable society by playing an active role in solving social and environmental issues as a socially responsible corporate group. Under our basic philosophy "not to engage in, allow, or tolerate discrimination," we will continue to promote initiatives to "build a workplace culture that respects human rights," emphasizing efforts to encourage each executive and employee to understand the significance and importance of respect for human rights and link this to their behavior with a full awareness of human rights. In this way, we hope to realize a society without discrimination or bias, where human rights are truly respected.

Promotion system

The Human Rights Enlightenment Committee, determines an engagement plan for human rights management based on the "Sumitomo Life Group Human Rights Policy," and Sumitomo Life promotes initiatives for the respect of human rights at the Company and its subsidiaries.



Scheme of the promotion system

Human rights due diligence initiatives

We implement human rights due diligence initiatives based on the "Sumitomo Life Group Human Rights Policy." We evaluate the probability and seriousness of the human rights risks related to all areas of our businesses, including supply chains. From among these, we identify the issues that we should address as a priority, and implement measures to prevent or mitigate these risks. We also promote activities to confirm the status of initiatives on human rights and other issues in our supply chains.

Human rights awareness and education initiatives

We provide various education and enlightenment programs ranging from new hire training, training of human rights enlightenment leaders to manager training that are finetuned to each target, besides regularly offering human rights trainings designed for all employees, holding the monthly Human Rights Awareness Day, running a program inviting employees to create and send in their own human rights awareness slogans, and promoting other initiatives to improve each person's awareness of human rights.

*See our official website for details of the Sumitomo Life Group Human Rights Policy, human rights due diligence initiatives, etc.
https://www.sumitomolife.co.jp/english/philosophy/philosophy.html

Human Capital Management (Human Capital Development Initiatives)

In order to provide value to all stakeholders in a sustainable manner, Sumitomo Life regards its "employees" as "capital" and is committed to human capital management linked to our management strategies—human capital development. We have established "improving productivity through work style reform and resource optimization" and "hiring and developing flexible, diverse human capital" as Key Items of Sustainability (materialities) to achieve sustainable and stable growth.

In the "Sumitomo Life Medium-Term Business Plan 2025," in addition to "digital & data," we position "human capital development" as a driving force to accelerate initiatives in each area. We pursue these initiatives based on our strong ideal of "enhancing the value of our employees (human capital) to achieve the well-being of all of our stakeholders and the well-being of our executives and employees." Upon the appointment of the President, we established the "Human Capital Development Headquarter," and the President himself leads the Company's human capital management as Chief of the "Human Capital Development Headquarter." Details of specific initiatives are provided on p. 68. We will further raise our standards by leveraging our accumulated data to verify our human capital development initiatives to date.

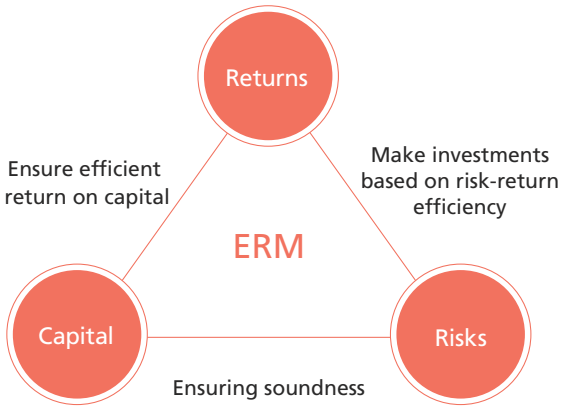
Finance and Capital Policies

ERM concept

In the "Sumitomo Life Medium-Term Business Plan 2025," "Promoting ERM*" is positioned as one of the initiatives for "management structure that supports sustainability," which is one of the Key Items of Sustainability (materialities) of Sumitomo Life.

* "ERM" stands for Enterprise Risk Management

Specifically, we will work to promote ERM as well as risk management, and promote more integrated management of return, risk, and capital to secure business sustainability, while promoting stable dividend returns to customers (policyholders).



Application of ERM to management

Based on the above ERM concept, we have formulated a "Risk Appetite Statement" that clarifies our management risk appetite—both qualitative and quantitative—which outlines what risks we will take and to what extent we will take risk to earn a return through effective use of capital. We will proceed to further promote management utilizing ERM through the PDCA cycle: formulate a management plan consistent with the risk appetite (Plan), execute management measures (Do), monitor the progress of the plan (Check), and revise the plan and other measures as required (Action).

Universal attitude toward risk as a basis for management (long-term risk appetite)

- The Sumitomo Life Group will exercise appropriate risk control, mainly through risk-taking in insurance underwriting and asset management.

Medium-term risk appetite in response to the environment during the medium-term business plan period (2023–2025)

Risk Appetite Statement

- We aim to sustainably increase the Group's corporate value by securing stable earnings and capital by taking risk through insurance sales, and by effectively utilizing capital for new risk-taking in asset management, overseas business, and value creation through collaboration with other companies.
- We will effectively use capital to efficiently increase corporate value while adhering to a balance between risk and capital that will sustain our business even in the face of deteriorating market conditions.

Formulated "Sumitomo Life Medium-Term Business Plan 2025" based on risk appetite

Company-wide business plan

Determine and execute capital allocation after verifying risk-return and other factors to make effective use of capital.

Life designers (sales representatives)	Bancassurance Banks, Financial institutions, etc. and Insurance Outlets	Asset management	Overseas operations

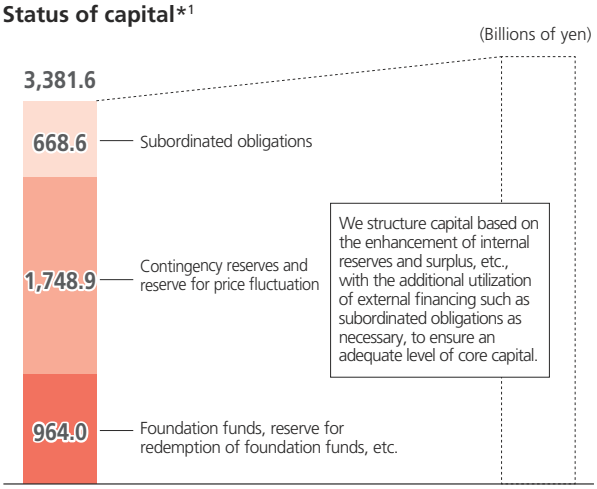
- Promote ERM to ensure sustainability of each business
- Promote stable return of dividends to customers through sustainable enhancement of the Sumitomo Life Group's corporate value

Efforts to ensure soundness

At Sumitomo Life, we endeavor to secure financial soundness to ensure that we can continue to pay insurance claims and benefits to our policyholders into the future. We engage in these efforts through the enhancement of capital, including contingency reserves, reserve for price fluctuation, and subordinated obligations recorded under liabilities on the balance sheets, in addition to foundation funds, reserve for redemption of foundation funds, and fund for price fluctuation allowance recorded under net assets, as well as through appropriate risk control.

Consolidated ESR (economic value-based solvency ratio) as of March 31, 2025 was 178% (+5 pt year on year), mainly due to risk control to mitigate market changes. This level of consolidated ESR represents an adequate risk buffer against risk.

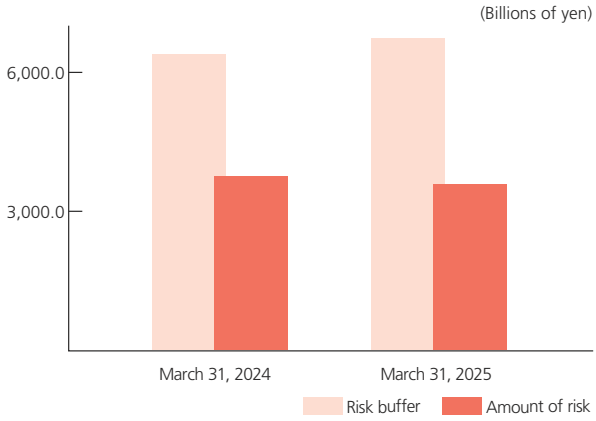
Status of capital*1



*1 Sumitomo Life (non-consolidated)

Status of consolidated ESR*2

March 31, 2024	March 31, 2025
173%	178%



*2 The amount of risk is calculated based on a confidence level of 99.5% (for a holding period of one year)

Dividends to policyholders

Basic approach

- Provide stable returns in consideration of factors including the present and future earnings situation and the level of core capital

  Our basic policy for distribution of dividends to policyholders is to provide returns based on the surplus (earnings) of each fiscal year. We provide stable returns, taking into account the anticipated future earnings situation and the level of core capital from partial accumulation of past surpluses.

- Keep a balance between maintaining a sufficient level of core capital to withstand downside risk and enhancing policyholder returns

  The dividend for each fiscal year strikes a balance between maintaining a level of core capital necessary to strengthen our ability to withstand downside risk and enhancing policyholder returns.

*The level of core capital to withstand downside risk can be calculated using ESR (economic value-based solvency ratio), etc.

Dividend payout ratio

At Sumitomo Life, we provide dividend reserves, contingency reserves, and other reserves from the surplus for each year. The "dividend payout ratio" is the proportion of each year's surplus allocated to the provision of dividend reserves.

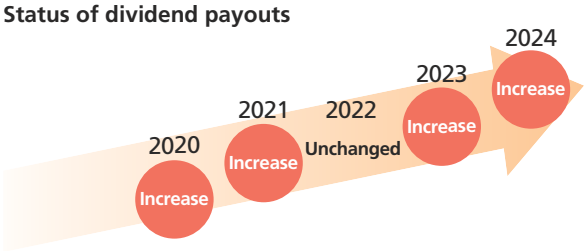
Although we pay stable dividends, the dividend payout ratio is not necessarily stable due to changes in the level of each year's surplus, which is affected by the external environment.

Policyholder dividends based on the fiscal 2024 financial results

At Sumitomo Life, we pay progressively increasing dividends in accordance with our basic approach, outlined above.

We set the dividend payout ratio for policyholder dividends based on the fiscal 2024 financial results at 55%, increasing the dividend on difference in interest rates based on the prevailing interest rate environment and rising investment yields.

Status of dividend payouts



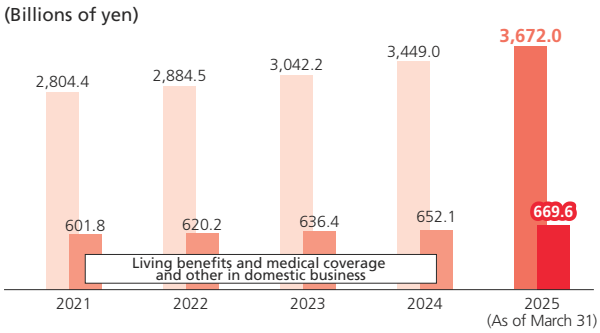
(Billions of yen)

	2020	2021	2022	2023	2024
Dividend payout ratio ((1)／(2))	28%	20%	59%	37%	55%
(1) Provision for dividend reserves	541	583	570	583	652
(2) Surplus before provision for contingency reserves*	1,904	2,909	969	1,577	1,197

*The amount allocated to provision for contingency reserves and provision for dividend reserves

Financial and Non-financial Highlights

Group Annualized Premiums from Policies in Force



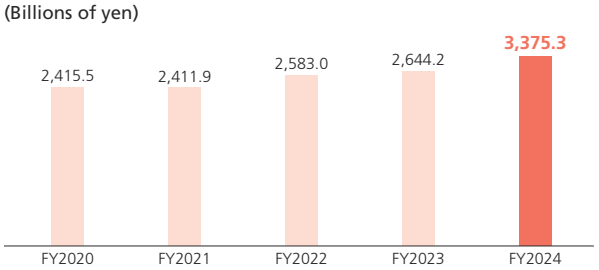
* Calculated as the total of Sumitomo Life, Medicare Life, Symetra, and Singlife. The acquisition of Singlife as a subsidiary is reflected in the figures for March 31, 2024.

Annualized premiums from policies in force for the Group as of March 31, 2025 amounted to ¥3,449.0 billion. Annualized premiums from policies in force for living benefits + medical coverage and other (total of two domestic entities), which we focus on as one of the growth areas, increased 2.7% compared to the end of the previous fiscal year to ¥669.6 billion, growing steadily for twenty consecutive years since we started to publish such figures.

We believe that these are the results of our effort to offer insurance products and services through multiple channels, including sales representatives, bancassurance-banks, financial institutions, etc. and insurance outlets while responding to the changing social environment and diversifying customer needs.

Annualized premiums from policies in force is an indicator obtained by computing premiums of each policy in force on an annual basis and adding them all up.

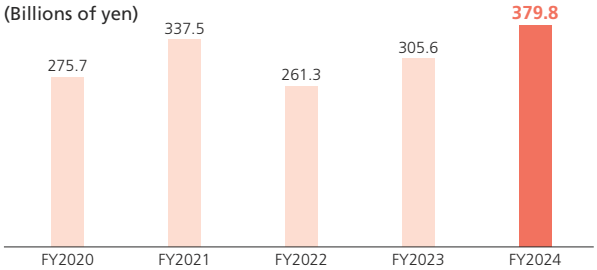
Consolidated Insurance Premiums and Other



Consolidated insurance premiums and other increased by 27.7% year on year for the Group as a whole due to an increase in policies in force at Medicare Life Insurance, an increase in policies in force at Symetra, as well as the depreciation of the yen and consolidation of Singlife. This was despite a decline in sales of single premium products at Sumitomo Life.

Insurance premiums and other consist largely of insurance premiums paid in by policyholders and reinsurance revenue, and account for the majority of our income.

Group Core Business Profit



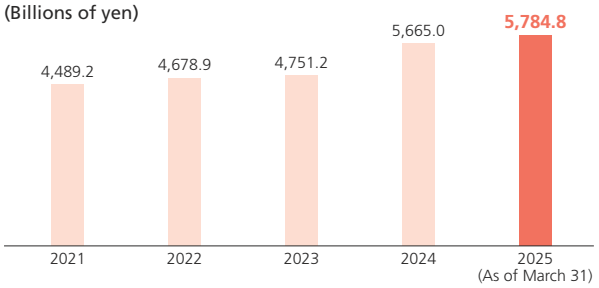
*Calculated by combining core business profit of Sumitomo Life and Medicare Life, profit before tax of Symetra and Singlife, and profit before tax of Baoviet Holdings, BNI Life and PICC Life attributable to Sumitomo Life's equity stake in each company, with adjustments made to some internal transactions. For Singlife, data for fiscal 2023 and earlier reflects the ownership ratio before becoming a subsidiary.

* The core business profit is based on the new definition applied from fiscal 2022, including the inclusion of hedging costs related to foreign exchange in the calculation. Figures for prior years are also calculated using the same definition.

The Group core business profit increased 24.3% compared to the previous year, mainly due to an increase in interest gain along with the depreciation of the yen and an increase in dividends from stocks at Sumitomo Life.

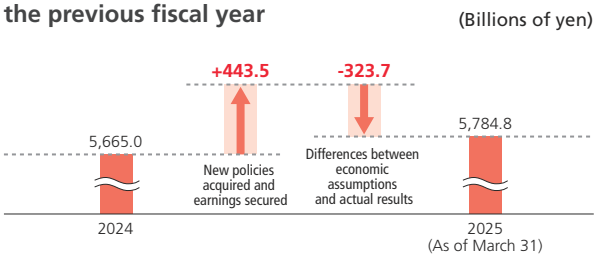
Core business profit is an indicator that shows the status of basic profit or loss for a period that is comprised of insurance-related revenue and expenses, including insurance premiums income and payment of insurance claims and operating expenses, and investment-related revenue and expenses consisting largely of interest and dividend income.

European Embedded Value (EEV)



* The EEV of the Sumitomo Life Group is calculated as follows: Sumitomo Life's EEV plus Medicare Life's EEV, Symetra's EEV and Singlife's EEV, less Sumitomo Life's book value of equity of Medicare Life, Symetra and Singlife. Singlife is included in the EEV of the Sumitomo Life Group from March 31, 2024.
* For the calculation of the EEV as of March 31, 2025, the calculation method for Singlife has transitioned from a traditional approach to an approach based on EEV Principles. The EV as of March 31, 2024 was also restated using the same method.

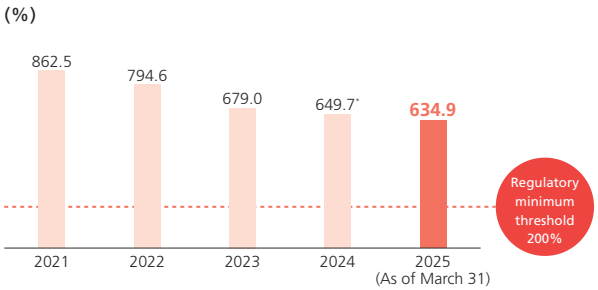
Factors of the changes from the end of the previous fiscal year



The Sumitomo Life Group's embedded value (EV) increased ¥119.8 billion year on year due to positive results of the insurance business such as new policies acquired and earnings secured from policies in force.

European Embedded Value (EEV) is an indicator of corporate value of an insurance company and shows such things as financial soundness and growth potential of the company.

Consolidated Solvency Margin Ratio

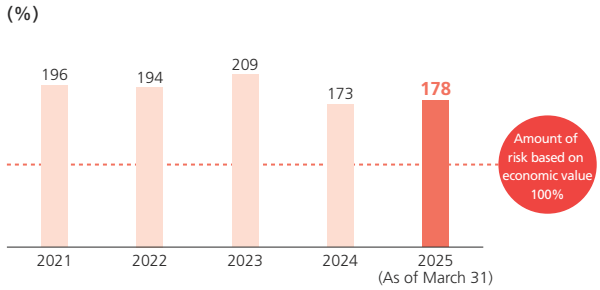


Consolidated solvency margin ratio stood at 634.9%, demonstrating that we have adequate payment capability.

The solvency margin ratio is an indicator that shows the capability of an insurance company to pay insurance claims (soundness) in the wake of an event that cannot normally be predicted, such as a big disaster or a stock market crash. If this figure falls below 200%, the insurance company will be subject to a business improvement order by a supervisory authority.

*Figures for the end of FY2023 are after accounting treatment to take into account the business combination with Singlife.

Consolidated ESR



The consolidated ESR*1 is 178%, which is an adequate risk buffer against risk.

*1 Internal risk management figures are shown.

ESR (Economic value-based Solvency Ratio) is an indicator of soundness similar to the solvency margin ratio, and is a quantified comparison of capital and risk based on an economic value-based*2 assessment of assets and liabilities. The introduction of ESR into solvency regulations at the end of FY2025 is being scheduled.

*2 Value is evaluated using assumptions (interest rates, mortality rates, etc.) as of the valuation date.

Customer Satisfaction

Result of Customer Satisfaction in FY2024

Satisfaction - General	Satisfaction - By Scene		
	At the enrollment of an insurance	After the enrollment of an insurance	At the payment of claims and benefits
92.0%	96.4%	91.4%	97.7%

We take customer feedback by conducting a general survey of all customers and a timely transaction survey of customers who have completed prescribed procedures.

Engagement Survey

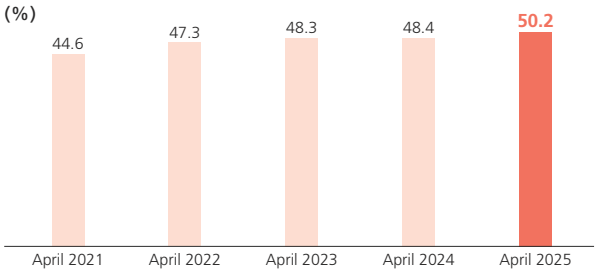
Results of the Engagement Survey in FY2024

Employee engagement score	59% (-2 pt year on year)
Environment for active employee participation	72% (±0 pt year on year)
Collaboration	76% (+1 pt year on year)
Communication	69% (+1 pt year on year)

We implement the Engagement Survey to understand the engagement status of each and every employee who works for the Company and use it in the PDCA cycle to improve human capital management and engagement in the Company as a whole and in each organization.

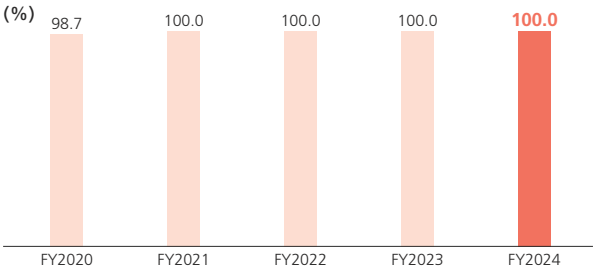
* "Engagement" in the context of our human capital efforts refers to an employee's affection for the Company and satisfaction with his/her job. "The engagement score" is a figure to indicate the level of engagement from multiple perspectives and a ratio of employees who have chosen a favorable response ("Strongly agree" or "Agree") in a survey with a scale of one to five.

Ratio of Female Managers



The ratio of female managers has reached our target of 50% set for the end of FY2025, and is showing steady growth.

Ratio of Male Employees Who Took Childcare Leave



The ratio of male employees who took childcare leave was 100% in FY2024 as well, and we are making steady progress toward creating a comfortable working environment for all employees.

Review of the Business Plan

We have advanced our businesses together with our customers, contributing to society, and sustainably enhanced our corporate value through the steady implementation of the strategies set forth in the business plan.

2011~2013

Sumitomo Life Medium-Term Program

"Empowering your future"
Three-year plan to create an ideal company

Basic Policies

- **Reaction to the Great East Japan Earthquake**
- **Quality improvement program**
  - Ensuring that the customer comes first; Improving quality
- **Management strengthening program**
  - Strengthening sales and services through sales representatives; Strengthening agency channel; Developing new sales channels
- **Investment in growth program**
  - Strengthening initiatives in growth areas

Results

- Development of the new corporate brand (2011)
- Launch of "Cancer PLUS" (2013)
- Investments in Baoviet Holdings and BNI Life (2012, 2013)

2014~2016

Sumitomo Life Medium-Term Business Plan 2016

"Three-year plan for brand evolution and establishment of a new growth path"

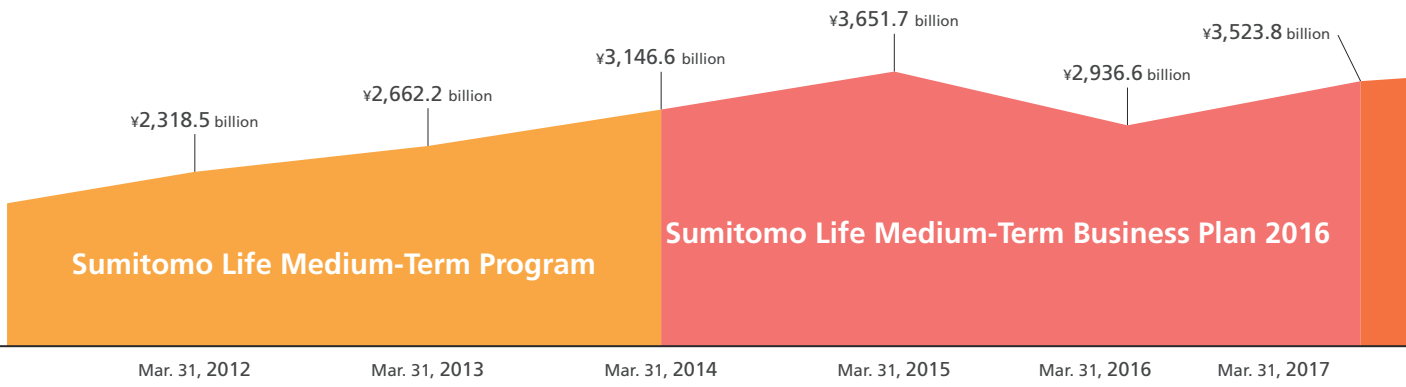
Basic Policies

- **Brand strategy**
  - Advancing to phase 2 of the brand strategy
- **Improving value for customers**
  - Maintaining and improving quality cross entire operations; Improving customer satisfaction
- **Growth strategy**
  - Strengthening sales and services by sales representatives; Agencies such as financial institutions and insurance outlets; Overseas operations
- **Business foundations**
  - Strengthening earnings and financial foundation; Strengthening management infrastructure

Results

- Started the "Japan Vitality Project" (2016)
- Launched work disability insurance "1-UP" (2015)
- Acquired Symetra as a subsidiary (2016)
- Transitioned to a company with nominating committee, etc. (2015)

● Trend in Embedded Value (EV)



*The method used to calculate EV was revised in FY2016 to use the ultimate forward rate as the interest rate for ultra-long terms. The figure as of March 31, 2016 was reevaluated based on this method.

2017~2019

Sumitomo Life Medium-Term Business Plan 2019

Creating new value for customers and building the future together

Basic Policies

■ Brand strategy
- Achieving the goal of becoming an "Ideal life designer"
- Promoting a CSV project focusing on health

■ Priority fields
- Strengthening the sales and service structure; Promoting alliances
- Sophisticating asset management; Enhancing corporate values of overseas investees and contributing to revenue

■ Business foundation
- Maintaining and enhancing the quality of administration and services
- Promoting work style reforms, sophisticating governance, and advancing ERM, etc.

Results

- Launched "SUMITOMO LIFE Vitality" (2018)
- Formed business alliances with NN Life Insurance and Sony Life Insurance (2016, 2018)
- Acquired INSURANCE DESIGN and AIARU Small Amount & Short Term Insurance as subsidiaries (2017, 2019)
- Invested in Singlife (2019)
- Introduced productivity assessment in the personnel evaluations (2019)

2020~2022

Sumitomo Life Medium-Term Business Plan 2022

Becoming an "indispensable insurance company" for society

Basic Policies

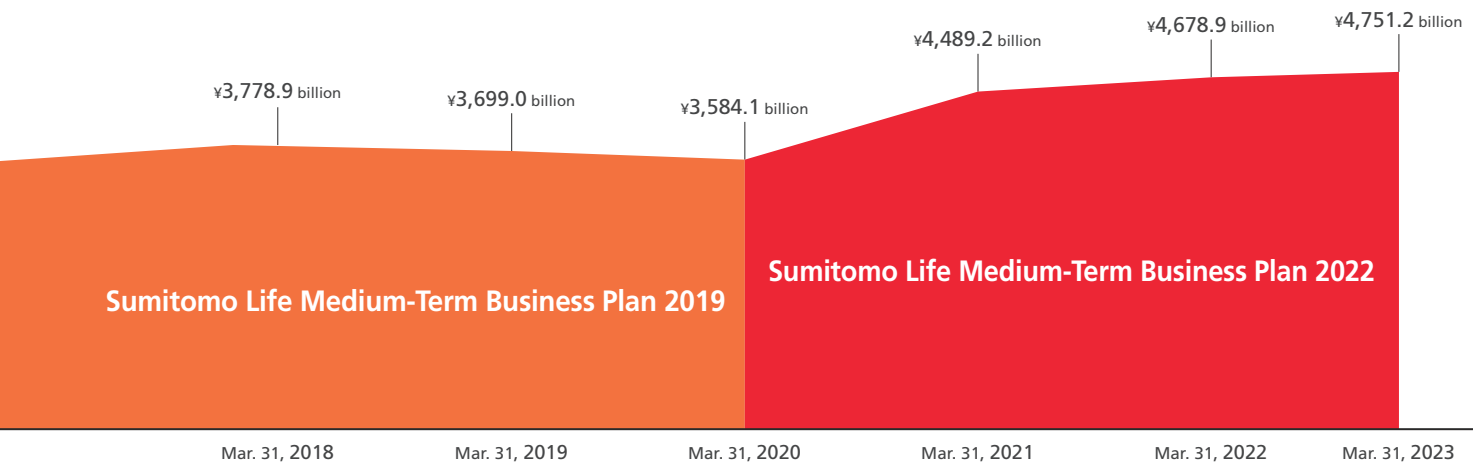
■ Contribute to society—Contribution to achieving the SDGs
- Contributing to the creation of healthy and long-living society through the promotion of "SUMITOMO LIFE Vitality"
- Promoting initiatives to achieve the SDGs

■ Be trusted by society—"Customer" is the subject word
- Inculcating Sumitomo Life Group Code of Conduct
- Promoting the "WPI Project"

■ Adapt to social change—Transformation for continual evolution
- Taking a long-term perspective and promoting initiatives to transform our corporate character (transforming services, developing human capital, establishing infra-structure, creating innovation)

Results

- "SUMITOMO LIFE Vitality" topped one million enrollments (2022)
- Launched "Cancer PLUS ALIVE" and "Sumisei Dementia Insurance" (2021, 2022)
- Established the SUMISEI INNOVATION FUND, a CVC fund (2020)
- Steadily conducted new initiatives in the new normal that fused humans and digital technology

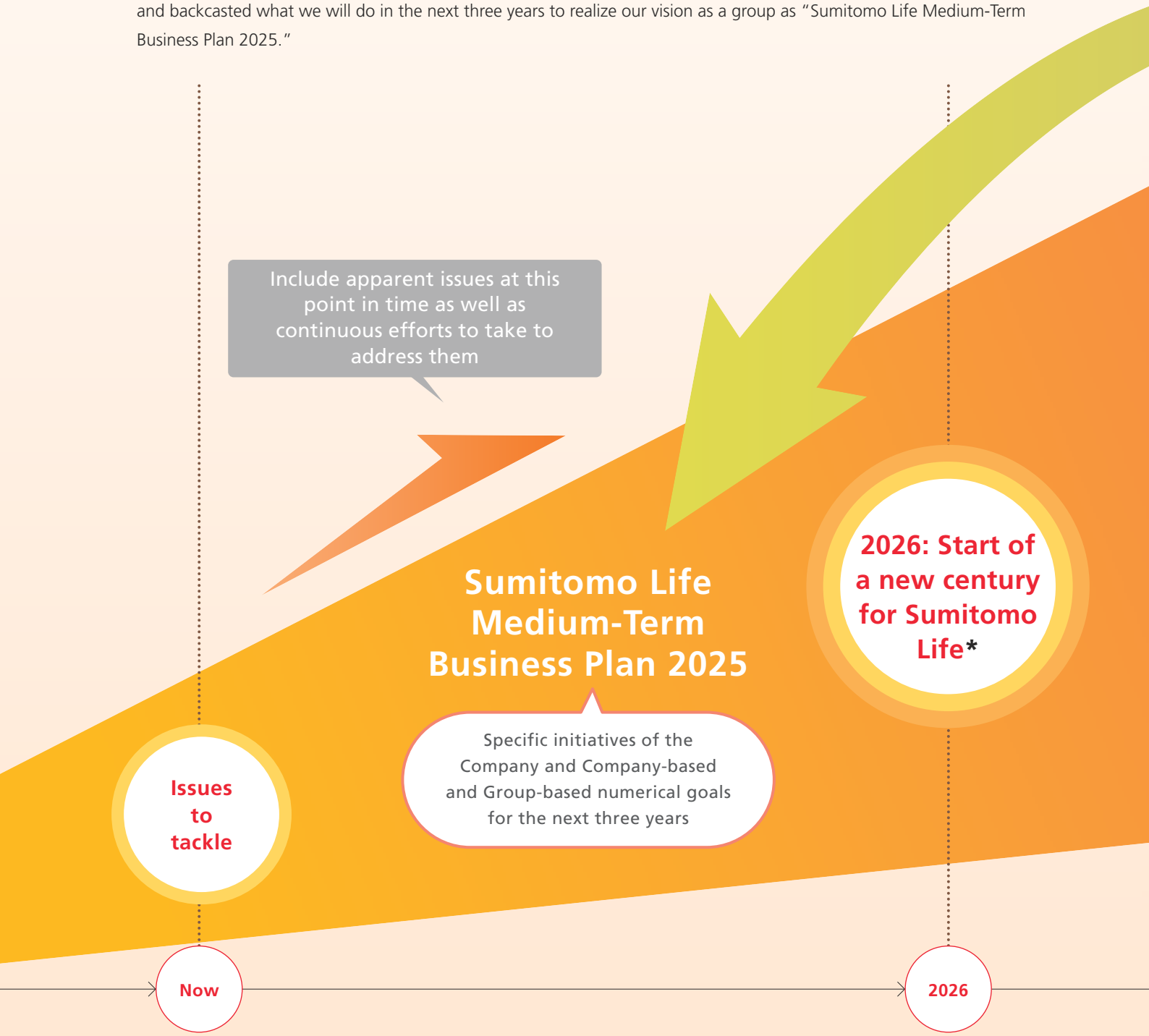


Roadmap to 2030

Considering the environment surrounding the Sumitomo Life Group, the future is more uncertain than ever before, making it difficult to predict the future, and it is expected to continue to change at an accelerating pace. In addition, the insurance business may face difficult times in the foreseeable future, given the declining and aging population and declining birthrate.

In order to respond to such changes in society and in the business and internal environments surrounding the Sumitomo Life Group, it is necessary to consider Group-wide initiatives. In order to realize the "Sustainability Management Policy," which is our long-term vision, it is necessary to set a medium-term direction and promote consistent initiatives, rather than focusing on addressing immediate issues.

To this end, we have defined our vision for 2030 and the strategies to achieve it as "Sumitomo Life Group Vision 2030," and backcasted what we will do in the next three years to realize our vision as a group as "Sumitomo Life Medium-Term Business Plan 2025."



* Company name changed from Hinode Life to Sumitomo Life in 1926

Backcasting from 2030

Our calling and long-term vision

Realization of Sustainability Management Policy

Sustainability Management Policy

- Sound operation of insurance business
- Creating a company that continues to grow
- Efforts to resolve social and environmental issues
- Collaboration with stakeholders

Vision for 2030

Sumitomo Life Group Vision 2030

Strategy for ensuring our realization of Sustainability Management Policy

We have created a video to help you visualize how we will contribute to the well-being of our stakeholders toward the ideal vision set forth in the "Sumitomo Life Group Vision 2030." Please access the site by using the two-dimensional code on the right.

2030

Sumitomo Life Medium-Term Business Plan 2025

Given that "Sumitomo Life Medium-Term Business Plan 2025" is the first three years of the "Sumitomo Life Group Vision 2030," we will steadily implement measures to realize the plan, including investments for the future, even in the midst of an expected severe business environment, and establish a path to success in 2030.

Overview

In order to realize the "Sumitomo Life Group Vision 2030," in addition to promoting the Key Items of Sustainability set out in the three year "Sumitomo Life Medium-Term Business Plan 2025" which began in fiscal 2023, we are focusing on the four initiatives of "Advancing to well-being design," "Realizing innovation in new domains," "Earnings structure reform," and "Group strategies." In addition, we are engaging in "Human capital development" and "Digital & data" as the driving forces to ensure the realization of these initiatives.

Over the past two years, we have promoted initiatives such as developing new products and services, including in non-insurance areas, developing human capital to deliver well-being, and providing community-based services. In fiscal year 2025, we embarked on initiatives for Sumisei WX (Well-being Transformation) (p. 17), and further accelerate our progress toward realizing our vision by transforming customer experience value.

—Becoming an "indispensable insurance group" that contributes to well-being—

Establishing the path toward achieving Vision 2030

Contributing to health promotion
Growth for our business partners

Providing a sense of security through insurance
Countries and regions, local governments and companies
Improving the global environment

Supporting fulfilling lifestyles and all generations
Stimulating and improving the engagement of human capital

Expanding the well-being domain through four initiatives and two engines

Advancing to well-being design

P.46

We will move beyond simply providing products and services centered on insurance consulting to provide comprehensive services (including non-insurance service domains) regardless of the channels to maintain and increase our customer base. We will establish a sales structure that allows us to remain rooted in communities and on the same page as customers.

Earnings structure reform

P.60

We will strengthen asset management and overseas business, implement cost controls, and promote other comprehensive efforts that contribute to sustained, consistent growth with the aim of improving the sustainability of the Sumitomo Life Group.

Realizing innovation in new domains

P.56

In order to contribute to well-being for all, we will develop and implement WaaS, enhance services in new domains, and expand the number of customers who can receive the Group's services.

New domains: WaaS, small amount & short-term insurance or "mini" insurance

Engine

Human capital development

P.68

Group strategies

P.67

We will formulate strategies to realize "Sumitomo Life Group Vision 2030" as a Group and promote management with a sense of unity and synergy while promoting Groupwide initiatives to resolve environmental and human rights issues.

Engine

Digital & data

P.76

Strengthening and building out past initiatives: Promoting initiatives for sustainability

P.24

Fostering a better corporate culture

Business risk countermeasures

We will inculcate purpose management inside and outside the Company, work to eliminate scandals and compliance violations and otherwise foster the desired corporate culture, and consider measures to counter projected business risks.

Key goal indicators (KGIs)

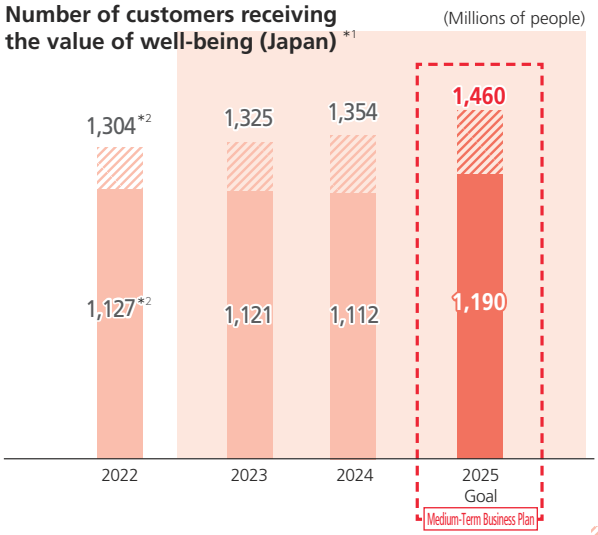
As the key goal indicators (KGIs) of "Sumitomo Life Medium-Term Business Plan 2025," we have set the following targets and will work to fully achieve them.

Providing the value of well-being

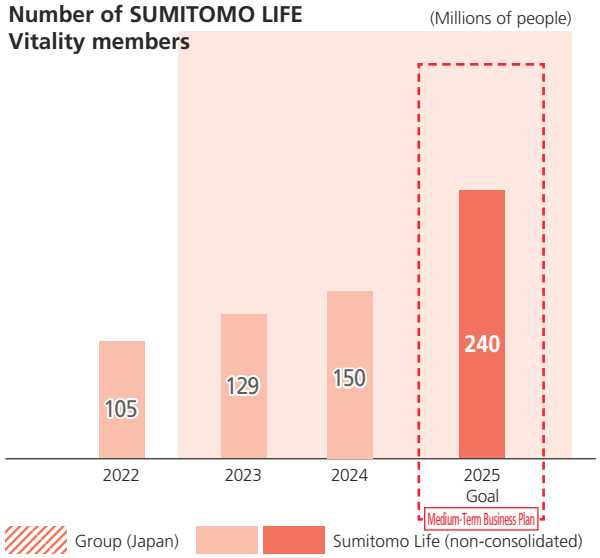
We have established interim targets for March 31, 2026 on our way to achieve our goals for 2030, set forth in "Sumitomo Life Group Vision 2030", of 20 million customers receiving the value of well-being and 5 million SUMITOMO LIFE Vitality members.

Through the launch of new products and services, product development in digital channels, and the expansion in the number of customers of subsidiary Medicare Life, the number of customers receiving the value of well-being (Japan) and the number of SUMITOMO LIFE Vitality members are steadily increasing.

Number of customers receiving the value of well-being (Japan) *1



Number of SUMITOMO LIFE Vitality members

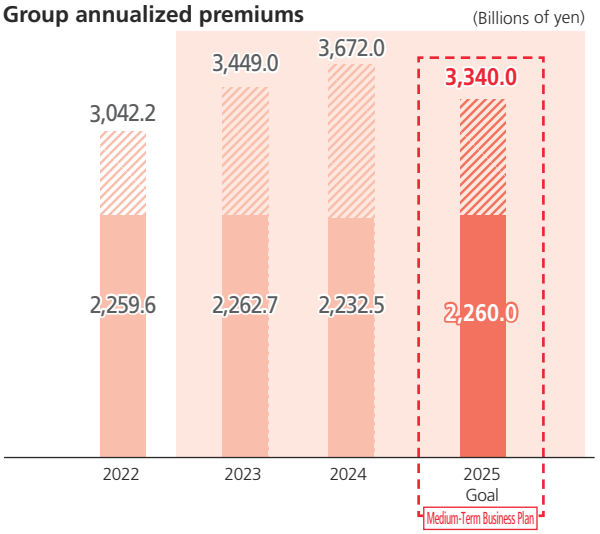


*1 Number of people insured by Sumitomo Life (number of people enrolled in corporate insurance and group pensions), number of policyholders of associated products, number of SUMITOMO LIFE Vitality members, number of people insured by Medicare Life, number of WaaS users, number of policies of small amount & short-term insurance or "mini" insurance, and number of shop subsidiary policyholders. Of these, the number of customers of Sumitomo Life (non-consolidated) includes the number of people insured by Sumitomo Life (number of people enrolled in corporate insurance and group pensions), number of policyholders of associated products, number of SUMITOMO LIFE Vitality members, and number of policies of "mini" insurance.
*2 Some of the customer numbers shown have been counted after careful examination.

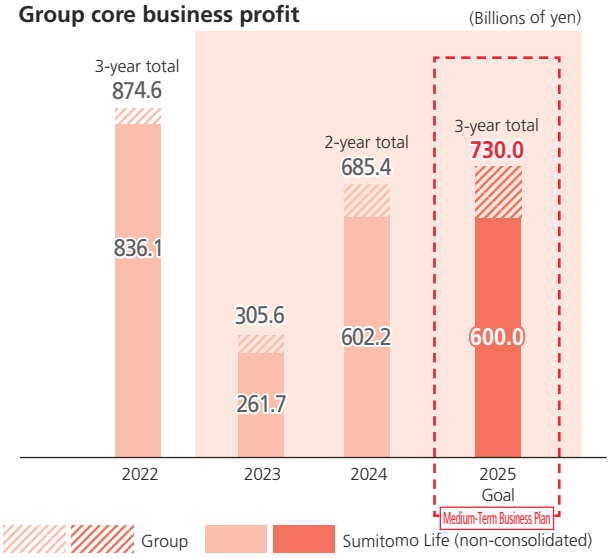
Sustainable and stable growth

We have established indicators to achieve sustainable and stable growth. These include group annualized premiums for top-line indicators and group core business profit for bottom-line indicators. As of March 31, 2025, we have already secured group annualized premiums exceeding the level targeted under the Medium-Term Business Plan, partly due to an increase in the number of policies in force at Symetra and depreciation of the yen, in addition to our acquisition of Singlife as a subsidiary. We are making good progress toward our target for group core business profit, thanks to the effect of foreign exchange rates and steady earnings from policies in force.

Group annualized premiums



Group core business profit



Sumitomo Life Medium-Term Business Plan 2025 Four Initiatives

Advancing to Well-being Design

We will move beyond simply providing products and services centered on insurance consulting to offer "well-being design," providing comprehensive services including non-insurance domains. In this way, we will not only strive to support our customers' in leading fulfilling lifestyles, but also be a company even more firmly rooted in communities, able to continue to stay close to our customers.

Providing a sense of security through insurance and contributing to health promotion

As a way to raise our level of medical coverage, we launched "Three Major Diseases PLUS ALIVE," which contributes to "well-being" with life-long coverage. By combining this with "SUMITOMO LIFE Vitality," we provide "insurance that helps prepare for and reduces the risks associated with the three major diseases, truly contributing to customers' well-being."

In addition, in order to further enhance the appeal of the Vitality Wellness Program at SUMITOMO LIFE Vitality, we began offering "Vitality Choice Benefits," which allow SUMITOMO LIFE Vitality members to select discount coupons to enrich their daily lives.

For companies, in support of companies' health-focused management, we launched the new "Vitality Employee Benefit Type" program which provides employees with "Vitality Smart," a service that allows customers to use a portion of the Vitality Wellness Program independently as part of their corporate welfare programs.

Creating a group of highly competitive human capital who provide well-being

We are expanding the scope of our activities, aiming for all our sales representatives to develop into "well-being designers." In addition to the life planning domain centered on SUMITOMO LIFE Vitality, we are engaged in providing comprehensive non-insurance services and further boosting our contribution to local communities.

In addition, we have implemented initiatives to improve the quality of responses to customers by introducing a development support system in which AI is trained on a variety of data and navigates future activities and indicates key points on which to guide sales representatives.

Supporting fulfilling lifestyles and all generations and providing well-being services rooted in communities

We provide support for local corporations' health and well-being management and local government initiatives.

In cooperation with local governments, we implement initiatives aimed at addressing the health enhancement of local residents and other issues faced by local governments.

Specifically, we have provided "Vitality Walk" through approximately 70 local governments (as of May 2025) and are working to achieve our goal of having implemented it through 100 local governments by the end of fiscal year 2025. Vitality Walk is a service that offers a portion of the Vitality Wellness Program free of charge for a certain period of time.

Through these efforts, we will support our customers in leading fulfilling lives, provide well-being services that are rooted in communities, and expand the number of customers receiving the value of well-being and the number of SUMITOMO LIFE Vitality members.

		Fiscal year 2024 results	2025 medium-term plan goal
Number of customers receiving the value of well-being (Japan)		13.54million	14.60 million
Group annualized premiums		¥3,672.0 billion	¥3,340.0 billion
Sumitomo Life (non-consolidated)	Number of customers receiving the value of well-being	11.12 million	11.90 million
	Number of SUMITOMO LIFE Vitality members	1.50 million	2.40 million
	Annualized premiums	¥2,232.5billion	¥2,260.0 billion

SUMITOMO LIFE Vitality

We are going to realize lasting value unique to Sumitomo Life, through developing services centered on "SUMITOMO LIFE Vitality" that will contribute to "well-being for all" in alliance with various partner companies as an ecosystem.

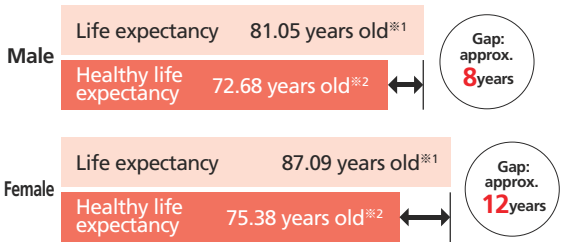
Extending healthy life expectancy

Japan is one of the world's leading countries in terms of life expectancy. However, there is a significant gap between its life expectancy and its healthy life expectancy, and closing the gap has become a social challenge.

Contributing to the extension of healthy life expectancy is a field in which we should naturally be working, as it is closely connected with our business of life insurance, that intrinsically allows us to have long-term relationships with our customers.

Sumitomo Life is endeavoring to solve the social challenge of extending healthy life expectancy through its efforts to encourage the entire society to enhance health and promote health-focused management while contributing to well-being for all, centering around SUMITOMO LIFE Vitality Shared-Value Insurance.

Gap between life expectancy and healthy life expectancy



*1 Prepared by the Company based on the Ministry of Health, Labour and Welfare "Abridged Life Tables for Japan 2022"
*2 Prepared by the Company based on 2019 data from the Ministry of Health, Labour and Welfare "Materials for the 16th Health Sciences Council Japan 21 (the Second Term) Promotion Expert Committee," December 2021

About "SUMITOMO LIFE Vitality"

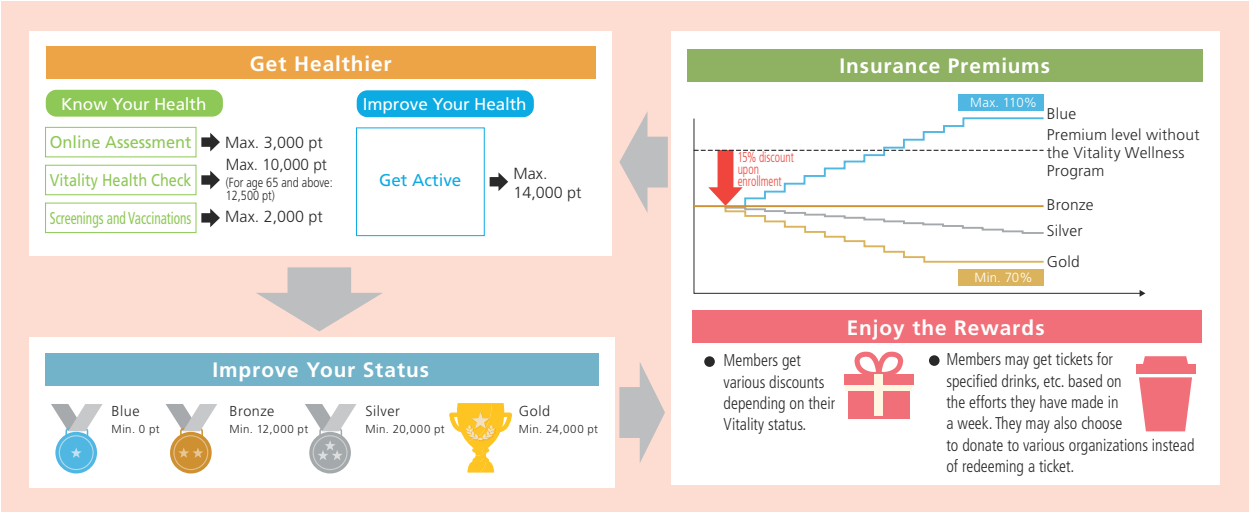
Launched in July 2018, SUMITOMO LIFE Vitality Shared-Value Insurance is a product that incorporates into life insurance the Vitality Wellness Program*1, which supports continuous engagement in health enhancement activities. Besides the coverage that an insurance is originally expected to provide, SUMITOMO LIFE Vitality comprehensively evaluates daily health enhancement activities of policyholders, and the policyholders may receive a discount*2 in their insurance premiums depending on their status which is determined based on the annual history of their efforts. Furthermore, SUMITOMO LIFE Vitality supports policyholders in their health enhancement efforts with various rewards such as a discount in the monthly fees of a gym membership and travel discounts.

"Vitality" was developed by a South African financial services company, Discovery Ltd., and has been offered in South Africa for more than 20 years since 1997. In addition to South Africa, the program is offered in 41 countries and regions, including the UK, the US, China, Singapore, Australia, Germany and Japan, and has approximately 42 million members*3 (as of June 30, 2024). Sumitomo Life has entered into an exclusive agreement to provide the program in Japan.

As health-consciousness rises as we become a society of longevity in the so-called "era of the 100-year lifespan," products that contribute to improving health have been well-received by customers. As a result, cumulative sales for the product exceeded 2 million in January 2025, and sales continue to remain strong.

*1 To use the Vitality Wellness Program, a Vitality fee is required in addition to insurance premiums.
*2 Depending on the policyholder's status, insurance premiums may also be increased.
*3 The type of "Vitality" offered in other countries may vary depending on the countries where Vitality is introduced (such as non-life insurance or health insurance)

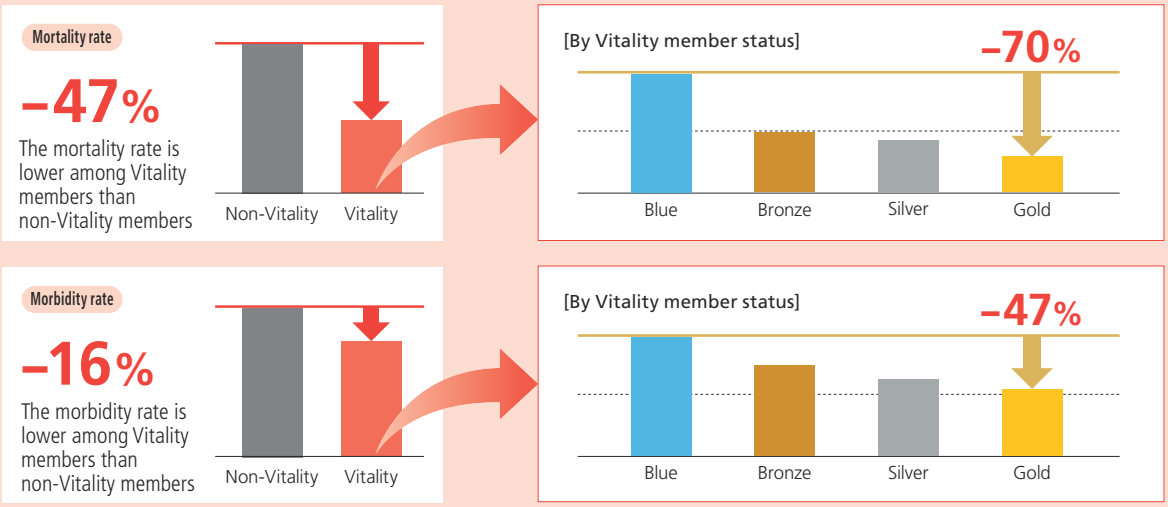
"SUMITOMO LIFE Vitality" - How It Works -



Comparison of mortality and morbidity rates by Vitality membership status

The mortality rate and morbidity rate are 47% lower and 16% lower, respectively, among Vitality members than non-Vitality members.

Moreover, the mortality rate and morbidity rate are 70% lower and 47% lower, respectively, among Gold Vitality Status members than Blue Vitality Status members.



- Calculated based on payments from April 2023 to March 2024 for policies that commenced from September 2018 (when we launched SUMITOMO LIFE Vitality) to March 2023.
- The mortality rate excludes deaths due to accident or disaster and the morbidity rate excludes hospitalization due to accident or disaster.
- Non-Vitality refers to policies eligible for the Vitality Wellness Program that do not participate in the Vitality Wellness Program.

COLUMN

The connection between health, lifestyle, and heatstroke – Publication of "White Paper on Heat Stroke" –

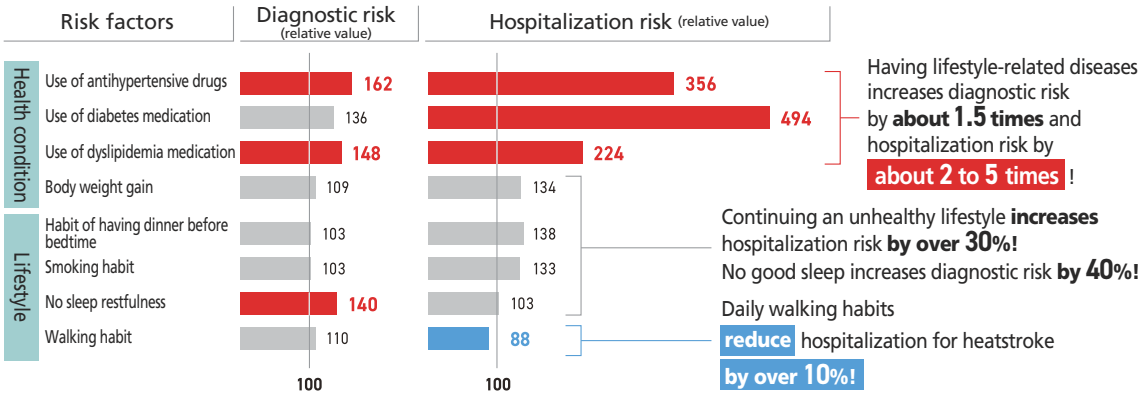
Amid rising average temperatures in Japan, the Company prepared and announced the "White Paper on Heat Stroke" in April 2025 with the aim of providing evidence to contribute to the prevention of the onset and severity of heat stroke. The "White Paper on Heat Stroke" investigates the relationship between health, lifestyle, and heat stroke using medical big data of over 10 million people, combining analytical power and clinical perspectives.

According to the survey results, a significantly higher risk of heat stroke was confirmed among those with lifestyle-related diseases compared to those without. In the prevention of heat strokes, it is important to lead a healthy life by habits such as ensuring good sleep and avoiding late dinner.

In addition, it was shown that consistently taking walks may have the effect of preventing severe heat stroke by habituating the body to heat.

These results suggest that efforts to promote and prevent health through SUMITOMO LIFE Vitality will contribute to prevention of the onset and severity of heat strokes.

*For the full "White Paper on Heat Stroke," please refer to the URL below.
https://www.sumitomolife.co.jp/about/csr/initiatives/stakeholder/open_innovation/



Expansion of the Vitality Wellness Program lineup

To support customers' efforts to improve their health, we offer SUMITOMO LIFE Vitality Shared-Value Insurance (hereafter, "insurance-type"), with the Vitality Wellness Program added to life insurance, and "Vitality trial version" (hereafter, "trial version"), which allows customers to experience part of the program for up to four weeks for free. In response, we have received many comments from customers who have used the trial version that they would like to continue using the Vitality Wellness Program after the trial. In order to contribute to the health enhancement activities of a wider range of customers, we launched "Vitality Smart," which allows customers to use a portion of the Vitality Wellness Program independently, in April 2023.

"Vitality Smart" is available for a monthly fee of JPY 330 (tax included) for an unlimited period, and like the insurance-type program, it provides a system that allows users to engage in activities for getting healthier with the goal of earning points and improving their status, as well as rewards that encourage getting healthier, such as discounts on fitness gym membership fees and wearable device purchases.

In October 2023, we launched the dedicated "Vitality Smart for V Point" for Sumitomo Mitsui Card members, enabling users to earn extra "V Points." We also launched "Vitality Employee Benefit Type" for companies in June 2024, responding to the wishes of companies to provide their employees with "Vitality Smart" as part of their corporate welfare programs.

Through this expansion of our product lineup, we aim to encourage even more people to join, further broadening SUMITOMO LIFE Vitality's health enhancement value.

Comparison among types of the Vitality Wellness Program

	Insurance-type (standard plan)	Vitality Smart	Vitality Smart for V Point	Vitality Employee Benefit Type	Trial version
Period provided for	Same as insurance terms	No limit	No limit	1 year (automatic renewal)	4 weeks
Point menu	Exercise Online check Providing the results of health checks, etc. Prevention	Same as on the left	Same as on the left	Same as on the left	Exercise Online check
Eligible benefits	All benefits	Active Challenge, etc. and some other rewards	Active Challenge Apple Watch in addition to the benefits on the left	Active Challenge, etc. and some other rewards	Active Challenge

*As of May 2025

Launch of "Vitality Employee Benefit Type"

In June 2024, we launched the "Vitality Employee Benefit Type" (the "Service") as a service for companies to support their employees' health enhancement activities and companies' "health-focused management" initiatives. The Service enables companies to pay the usage fees to allow their employees to use the Vitality Wellness Program as part of their corporate welfare programs.

We also assist companies in visualizing how their employees are engaging in health enhancement activities by providing them with monthly and annual reports and user questionnaires regarding the status of employees' efforts in the Vitality Wellness Program. In this way, we support their employees' autonomous and persistent health enhancement efforts and the promotion of the PDCA cycle.

In addition, we provide companies with our lineup of support services for health enhancement initiatives, such as health enhancement seminars, health check events, and support for certification under the Recognition Program for the Outstanding Organizations of KENKO Investment for Health. This helps companies to enhance productivity by improving their employees' mental and physical health, as well as stimulating communication through internal walking events, etc. and improving their human resources recruitment and retention rates by enhancing corporate brand image.

As of March 31, 2025, over 2,800 organizations have introduced the Service since its launch.The Service has received wide social acclaim, including being selected as a prize winner in the Financial Institution category at the Japan Financial Innovation Awards 2025 and being selected as a finalist in the WELLBEING AWARDS 2025.

We will continue to provide the Vitality Wellness Program to more people through the Service, and provide the value of well-being to many customers.

Vitality Employee Benefit Type

*The term health-focused management ("Kenko-Keiei") is a registered trademark of the nonprofit organization Kenkokeiei.

[External recognition]

Initiatives in Business Channels

Sales Representatives (life designers)

Environmental awareness

With regard to the domestic market, amid recovery from a prolonged low interest rate environment, customer needs are diversifying across a wide range of age groups. This includes rise in consciousness of asset formation among younger people and the continued expansion of the living insurance market which covers situations such as "inability to work and nursing care" and "healthcare" as a result of the aging population.

In addition, we expect to enter an era when the future becomes even more uncertain and unpredictable, partly due to more diverse and higher quality products and services resulting from the progress in digitalization to a certain degree following the COVID-19 pandemic.

In this environment, Sumitomo Life has redefined its sales representatives as "well-being designers." Not only do they sell life insurance but also deliver well-being services optimized for individual customers.

We are promoting the development of human capital so that each of our employees can stay close to customers and support them in leading fulfilling lives by continuously providing well-being.

Assumptions

- Changes in economic situation due to changes in interest rate environment
- Rising social interest in asset formation
- Diversification and accelerative change of customer needs
- More sophisticated products and services
- Declining birthrate, aging population, and increase in single-person households
- Growing demand for medical and nursing care coverage and health enhancement insurance

Measures

- Offer products that satisfy diversifying customer needs and interests
- Strengthen consulting capabilities in the "non-insurance domain," in addition to the conventional insurance domain
- Establish a service structure and promote market strategies according to demographic regional characteristics
- Focus on education related to private coverage (Sumitomo Life and affiliated products) rooted in the social security system
- Resolve social issues toward the realization of a healthy and long-living society through the launch of health enhancement insurance

Review of fiscal year 2024

In fiscal year 2024, the second year of "Sumitomo Life Medium-Term Business Plan 2025," our three-year plan to establish a path for the realization of "Sumitomo Life Group Vision 2030," we achieved real progress in our evolution to contribute to customers' well-being.

In April 2024, in response to customers' asset formation needs, we launched "Sumisei Simple Declaration Whole Life Insurance 90," a single premium whole life insurance policy that allows customers up to 90 years of age to enroll by disclosing only their occupation. We launched "Three Major Diseases PLUS ALIVE" in September 2024 to raise our level of medical coverage. By combining this rider with "SUMITOMO LIFE Vitality," we provide insurance that helps prepare for and reduces the risks associated with the three major diseases, truly contributing to customers' well-being.

We further deepened our collaboration with local governments so as to resolve issues through activities to enhance the health of local residents and other measures. As a service for companies, in support of companies' health-focused management, we launched the new "Vitality Employee Benefit Type" program which provides their employees with "Vitality Smart" as part of their corporate welfare programs.

As for developing human capital, as an initiative that utilizes digital technology for human capital development of our sales representatives, we have implemented a new development support system in which AI is trained on a variety of data and navigates future activities and indicates key points on which to guide sales representatives. Through these initiatives, we will strive to evolve into a well-being designer by improving the quality of our sales representatives' customer service.

Future initiatives

Providing value optimized for individual customers in the areas of insurance and well-being

In fiscal 2025, we will continue with Sumisei WX (Well-being Transformation) by leveraging the "unique human value" of our sales representatives to deliver the best products and services optimized for each and every customer, while aiming to raise the quantity and quality of the value of the well-being that we provide.

In addition to the existing insurance domain, we will expand the value of health enhancement to even more customers by promoting services such as "Vitality trial version" and "Vitality Smart," which allow customers to experience the fun of exercise and enjoy a range of rewards.

Furthermore, we will contribute more than ever to customers in the area of well-being by developing and providing new services that enable customers to sense improvements in the quality of their lives through visualization of their degree well-being and other services.

By providing optimal coverage in existing insurance domains and promoting innovation through health enhancement services centered on "SUMITOMO LIFE Vitality," we will deliver Sumitomo Life's values of financial preparedness and health enhancement to more customers than ever before.

Providing well-being services rooted in communities

In order to provide well-being services rooted in communities, we continue to strengthen relationships with local governments nationwide through the conclusion of agreements and collaborative projects. Specifically, we have provided "Vitality Walk" through approximately 70 local governments (as of May 2025) and will continue to work towards our goal of having implemented it through 100 local governments by the end of fiscal 2025. Vitality Walk is a walking program co-organized with local governments, through which residents of communities may experience a trial of the Vitality Wellness Program.

In addition, in services for companies, we will continue to provide the Vitality Wellness Program to a wide range of employees working at companies through the "Vitality Employee Benefit Type" service launched in 2024, further promoting support for well-being management.

By strengthening the provision of well-being services rooted in communities and supporting corporate well-being management (CSR, welfare programs, etc.), we will support the health enhancement of individual customers, and aim to realize a healthy and long-lived society.

Evolution of consulting services utilizing digital technology

In addition to "unique human value" of our sales representatives, we will provide services that "fuse human and digital" through the use of "digital" and other means in accordance with customer preferences.

We will continue to improve and develop the digital and AI-based human capital training system introduced in fiscal 2024 to leverage AI in to improve our customer consultation capabilities, through features such as AI sales roleplaying and using generative AI to analyze information on customer contact points and data on our sales representatives' activities.

Under these initiatives, we will advance the activities and development of our sales representatives to provide consistent, high-quality services to our customers.

In addition, through the creation of contact points and the evolution of services using "digital & data," we will provide high-quality, highly satisfactory consulting and services through a combination of face-to-face and non-face-to-face communication using "digital" in addition to the "unique human value" of face-to-face communication by our sales representatives.

<Well-being Contribution Areas>

Contributing to health promotion	Providing a sense of security through insurance	Supporting fulfilling lifestyles and all generations
Health support centered on SUMITOMO LIFE Vitality	Continuing to be on the same page as customers to provide them with optimal assurances and services tailored to their individual needs	Providing comprehensive services that address generational needs
—Physical prosperities—	—Economic preparedness—	—Social connections—

Realization of provision of comprehensive services Evolution to well-being designer

Our vision	Creating a group of highly competitive human capital that will stay close to customers and continue to provide well-being

Wholesale (products and services for corporate customers)

Environmental awareness

The environment surrounding companies and other organizations is changing significantly. In order to secure precious human resources in the face of challenges such as rapidly changing market conditions, the acceleration of digital transformation as AI evolves, the diversification of working styles, and a decrease in the size of the working-age population, it is essential that companies create working environments that are safe for their employees.

In this context, corporate welfare programs have become subject to ever greater levels of expectation and interest. The number of companies engaging in "health-focused management"* and "support for balancing work and medical treatment" for their employees is increasing every year.

Companies and corporate managers need to combine social security, corporate welfare, and self-help in a well-balanced way to support each employee. Sumitomo Life will continue to contribute to realizing the well-being of companies and their employees by supporting the achievement of comprehensive corporate welfare programs, meeting a wide range of needs ranging from program administration to asset management and services for employees.

* The term health-focused management ("Kenko-Keiei") is a registered trademark of the nonprofit organization Kenkokeiei.

Review of fiscal year 2024

In group insurance, since its launch in 2018, group insurance for three major diseases (Hospita A and Hospita V) has been introduced by over 4,000 companies as of March 31, 2025 and is contributing to companies in balancing medical treatment and work for their employees, as well as health-focused management.

In group annuities, we decided to maintain the current assumed interest rate for the general account of the defined benefit corporate pension plans (DB) in view of the asset management environment's outlook. In the separate account, in October 2024, we launched the "Comprehensive Account Balance Plan (dynamic allocation type)," which aims to provide stable returns by flexibly allocating assets according to financial market conditions in light of recent changes in economic conditions. In addition, in defined contribution pensions (DC), in April 2024, the Company launched "Sumisei DC Pension 10 Years NEO," a fixed-interest-rate product.

In June 2024, in response to companies' interest in health-focused management, we launched the "Vitality Employee Benefit Type" service for companies that supports employees' health enhancement activities. Since launch, more than 2,800 organizations have introduced the service as of March 31, 2025 and it has been well-received by many companies and employees, receiving awards and social recognition from outside the Company (see p. 49).

We also provide a lineup of support services for health enhancement activities alongside "Vitality Employee Benefit Type," promoting health-focused management through activities such as health enhancement seminars and support for certification under the Recognition Program for the Outstanding Organizations of KENKO Investment for Health. In addition, we provide the "Whodo Seiba" service for balancing infertility treatment and work, contributing to the well-being of employees (see p. 59).

We also work to improve customers' convenience through the use of digital tools, such as email distribution services for encouraging employees to subscribe to voluntary participation products and making available at certain companies inquiry forms to receive employees' inquiries about procedures and purchasing insurance. In addition, we engage in addressing various risks that companies face through the sale of non-life insurance.

Future initiatives

We will continue to provide group insurance centered on group insurance for three major diseases (Hospita A and Hospita V), which helps balance medical treatment and work. We have also received a good reception for the various supplementary services we provide that offer a wide range of support from early detection of the three major diseases to treatment and return-to-work support. We will continue to strive to develop corporate-oriented products and supplementary services to meet the needs of our customers.

In group pensions, as we resume providing insurance general accounts for the first time in 10 years, we will endeavor to implement consulting that provides optimal investment portfolios and use defined contribution pensions (DC) as an opportunity to put forward new transaction proposals, so as to respond employees' pension system-related operational and asset management needs.

We will continue our efforts to have more organizations introduce "Vitality Employee Benefit Type" and increase the number of employees that use the service so as to meet companies' health-focused management needs and employees' health enhancement needs. In this way, we will continue providing our unique health enhancement value. We will continue to contribute to the well-being of companies and employees by providing Well-being as a Service (WaaS) centered on "Vitality Employee Benefit Type," as well the "Whodo Seiba" service for balancing infertility treatment and work, the "Myscope" medical data analysis service of PREVENT, which was included in the Group in 2023, and the "Mystar" program for preventing aggravation of lifestyle-related diseases.

In addition, we will work to enhance the range of employee-focused seminars beginning with life planning seminars, as well as our lineup of support services for corporations, such as business matching.

Through these initiatives, we will further advance comprehensive support for corporate welfare programs, provide the value of well-being to all stakeholders and as many customers as possible, and contribute to raising new corporate value.

Bancassurance Banks, Financial institutions, etc. and Insurance Outlets

Environmental awareness

Due to the increase in longevity, we are seeing the arrival of a super-aging society, also known as the "era of the 100-year lifespan." Amidst such conditions, in addition to the need for "inheritance" to bequeath assets to the next generation, "asset formation" to supplement public pensions as a self-help measure to ensure a secure retirement is becoming increasingly important. In the interest of accurately meeting the needs of such customers, we are working to expand and enhance our lineup of products. Meanwhile, there are foreign exchange risks and other considerations associated with foreign currency-denominated products, and there are cases where elderly customers subscribe to these products through financial institutions and other agencies.

To this end, we provide information that helps customers clearly understand the characteristics and considerations of foreign currency-denominated products. Measures include the provision of product introduction videos that convey features in an easy-to-understand and visual manner. Moreover, it is expected that customer needs will continue to diversify further in the future. Together with its subsidiaries, Medicare Life and AIARU Small Amount & Short Term Insurance, the Sumitomo Life Group will realize flexible product development that meets customers' needs and continue to expand its product lineup to provide customers with peace of mind and satisfaction through financial institutions and other agencies and insurance outlets.

Review of fiscal year 2024

Since the launch of over-the-counter sales at financial institutions in October 2002, we have offered annuities, life insurance, and various other products to a host of customers through financial institutions nationwide.

In fiscal 2024, as the attractiveness of yen-denominated products increased against a backdrop of rising interest rates in Japan, we continued to promote the sales of whole life insurance and savings products to satisfy customer needs related to inheritance and asset management. As a result, cumulative over-the-counter sales through financial institutions reached approximately 2.65 million policies.

Sumitomo Life offers a variety of training programs for agents on topics such as products and compliance through national wholesalers responsible for financial institutions. We have also set up a dedicated telephone inquiry desk for financial institutions to promptly provide them with assistance.

For Japan Post Group companies, too, the national wholesalers responsible are implementing detailed support and training through both face-to-face and remote activities.

At insurance outlets, too, amid changes in the external environment and heightened interest in asset formation, demand for savings products has risen. We strive to accurately identifying such customer trends and provide optimal products, as well as to further improve customer service.

Cumulative over-the-counter sales at financial institutions (as of March 31, 2025)

Since launch 2,649,696 policies

*Sumitomo Life's over-the-counter sales at financial institutions, including those from securities companies and Japan Post Bank

Future initiatives

Based on Sumitomo Life Group Vision 2030 and the Sumitomo Life Medium-Term Business Plan 2025, we will continue to work with Medicare Life and AIARU Small Amount & Short Term Insurance to provide products and services that precisely meet the diverse needs of our customers and deliver greater peace of mind and satisfaction to even more customers.

From the perspective of providing information that customers can easily grasp, we have asked our CS Enhancement Advisors for their opinions on our recruitment materials, and aim to create materials that are easier to understand. We will continue this effort in the future.

In terms of agency support, we have deployed wholesalers responsible for respective agencies nationwide and established a system to support agencies through various training programs, including inheritance and gift during life, while also employing training styles that utilize the Internet and video. We will continue to remind agency staff to comply with laws and regulations by regularly providing compliance materials and dispatching trainers.

And we will continue to further enhance our education and training system in order to appropriately respond to the diversifying needs of our customers.

Agency training system

Introductory training	Outsourcing briefing	● Overview of agency services ● Company profile of Sumitomo Life, etc.
	Pre- and post-enrollment training	● Product overview ● Practical training related to sales contracts ● Compliance training, etc.
Upskilling training	Life insurance training	● Product training ● Case studies ● Upskilling training for sales ● Grief care training ● Compliance training, etc.

Medicare Life

Wholly owned subsidiary Medicare Life Insurance Co., Ltd. launched operations in April 2010. Through insurance outlets, insurance websites, financial institutions, and other sales agencies, we flexibly provide simple, easy-to-understand insurance products to customers who want to proactively select products that suit them. In April 2025, we revised Medicare Life's mainstay products, such as "New MEDIFIT A," a whole life medical insurance policy, to enhance its benefits, which has been well received by customers. Since the launch of Medicare Life, we have been striving to provide our customers with optimal products and services. Since the launch of Medicare Life, as a result of the high praise we have received from many customers, the number of policies in force has reached approximately 2.11 million as of March 31, 2025.

We will continue to leverage our strength as a member of the Sumitomo Life Group to provide the insurance products and services preferred by our customers.

メディケア生命
住友生命グループ

Official website
https://www.medicarelife.com/

AIARU Small Amount & Short Term Insurance

AIARU Small Amount & Short Term Insurance Co., Ltd., a wholly owned subsidiary, has developed insurance products for familiar risks and needs, leveraging the product development agility unique to a small amount and short-term insurance provider. Its representative products include "AIARU Home Contents Insurance," "Dear Baby," a medical insurance policy for expectant and nursing mothers, and "Muen Shakai no Omamori," a solitary death insurance for landlords of rental housing. In terms of digital insurance, we offer four kinds of medical insurance including "Heatstroke Insurance" as dedicated products for "PayPay Insurance" within the "PayPay" app, a cashless payment service (see p. 58).

AIARU Small Amount & Short Term Insurance will continue to contribute to the Sumitomo Life Group's marketing strategy such as by cultivating niche markets, while delivering enhanced products and services to its customers.

アイアル

Official website
https://www.air-ins.co.jp/

Insurance outlet business initiatives

Izumi Life Designers Co., Ltd., a wholly owned subsidiary, operates "Hoken Hyakka" insurance outlets. The company operates 77 outlets (as of March 31, 2025) primarily in the three major metropolitan areas of Tokyo, Keihanshin, and Nagoya. It aims to open stores mainly in shopping centers and shopping streets close to train stations, where customers can casually drop in. As an independent agent, Izumi Life Designers is able to meet a wide range of diversifying customer needs by offering not only Sumitomo Life Group products, but also a lineup of products offered by 34 life, non-life, and small-amount short-term insurance companies (as of March 31, 2025), as well as precise consulting and high-quality services.

INSURANCE DESIGN, which became a subsidiary in July 2017, operates "Hoken Design" insurance outlets in the Kansai area, with 24 outlets in operation as of March 31, 2025.

We will continue to provide optimal coverage to more customers and their families through its insurance outlet sales business, and will strive to further improve customer service by accurately identifying customer trends and product needs.

Official website
https://www.hokenhyakka.com/

Official website
https://www.hokendesign.co.jp/

Key products offered by Sumitomo Life Group

Sumitomo Life

Whole life insurance

Yen-denominated products

ふるはーとF
ふるは～とL
ふるは～とL〈介護プラン〉

Foreign currency-denominated products

Individual annuities

Yen-denominated products

たのしみ未来
たのしみ未来 学資積立プラン
たのしみグローバルIII 定率増加プラン
たのしみグローバルIII 指数連動プラン

Foreign currency-denominated products

たのしみグローバルIII 定率増加プラン
たのしみグローバルIII 指数連動プラン

Medicare Life/AIARU Small Amount & Short Term Insurance

Medical insurance, etc.

メディフィットA
メディフィットRe
メディフィットリターン
メディフィット+
メディフィットEX
がん治療保険(無解約返戻金型) メディフィット がん保険

Income protection: Term insurance

料率区分型収入保障保険(無解約返戻金型) メディフィット 収入保障
定期保険(無解約返戻金型) メディフィット 定期

<AIARU Small Amount & Short Term Insurance>

無線社会のお守り
ディアベビー
子宝エール

*Tanoshimi Global III is available in either Japanese yen or foreign currencies (U.S. dollars or Australian dollars)

Products • Services

Launch of "Three Major Diseases PLUS ALIVE"

Cancer, heart disease, and cerebrovascular disease (the "three specified diseases"*) account for around half of the causes of death in Japan, and there is a high possibility that treatment for these diseases will be prolonged due to recurrence and other factors. In this context, we launched a new product, "Three Major Diseases PLUS ALIVE" (nickname for the continuing coverage rider for three specified diseases and cancer medication rider) which contributes to "well-being" even after having contracted one of three specified diseases by providing life-long coverage.

In addition, we revised the existing "new advanced medical treatment rider" and launched the "new advanced medical treatment and patient-initiated medical treatment rider," which also covers technical fees that are fully borne by the insured when receiving "patient-initiated treatment."

*The "three specified diseases" refer to "cancer (including neoplasm in situ), heart disease, and cerebrovascular disease," which are broader in coverage than existing products, which covered "cancer (malignant neoplasm), acute myocardial infarction, and stroke."

Launch of "Memamori Hoken" and "Chakin"

We launched "Memamori Hoken," a non-participating ophthalmic medical insurance (single premium) with the goal of increasing customers' concern for eye health as well as to contribute to early detection of ophthalmic disease. This product marks two firsts of their kind in the life insurance industry*1: (1) insurance exclusively for eye treatment, and (2) embedded insurance.

We also launched Chakin, a savings insurance with non-participating accidental death coverage that was built on a new and unprecedented concept of "more than savings, less than investment," offering lower risk than investments and higher returns than savings*2. This product is exclusively offered through direct channels and supports young users without prior investment experience.

*1 Source: Study by Sumitomo Life (as of October 2024)
*2 "Savings" refers to yen-denominated saving accounts at city banks, online banks, etc.
Please see our website for the grounds for "higher returns than savings" and "more than savings" (https://www.sumitomolife.co.jp/chakin/) (in Japanese).

Product development through business alliances

Sumitomo Life responds to a broad range of customer needs by forming business alliances as a means of responding flexibly to changing times.

Enhancing corporate-oriented products

Having reached an agreement in principle on a business alliance with NN Life Insurance in October 2016, we began handling its corporate term-life insurance in Sumitomo Life's sales representative channel in April 2017 with the goal of improving our response to the diversifying needs of our customers.

Sales of U.S. dollar-denominated insurance

In order to better meet diversifying customer needs in the context of the global and domestic interest rate environment, we entered into a business alliance with Sony Life Insurance and in July 2018 and began selling Sony Life's U.S. dollar-denominated insurance policies through Sumitomo Life's sales representative channel in January 2019.

Non-life insurance business initiatives

In order to further enhance our service lineup for customers, in September 2008, we entered into a basic agreement with Mitsui Sumitomo Insurance Co., Ltd. to strengthen our business alliance and since October 2009, its non-life insurance products have been sold totally through Sumitomo Life's sales representative channel.

We will continue to provide "comprehensive coverage" that integrates life and non-life insurance to cover all risks in the lives of our customers and their families.

Services

Sumisei Digital Concierge

We provide the smartphone app "Sumisei Digital Concierge" (see p. 77) in order to meet the increasingly diverse needs of our customers and further raise convenience.

The app allows for easy login using the biometric authentication function of smartphones, including access to the Sumisei Direct Service, an online service for Sumitomo Life's existing policyholders. Users can complete various procedures through the app, from insurance enrolment to post-enrolment processes.

TREE PAYMENT*

We offer the TREE PAYMENT service, enabling customers to make payments using their preferred timing and method (including payment using PayPay Money and various paperless settlement services).

TREE PAYMENT was previously only available for a limited number of products. However, in view of factors such as the rising demand for cashless payments, since March 2024, we have made it available for all life insurance products and non-life insurance products handled by our sales representatives.

*TREE PAYMENT is a registered trademark of our subsidiary CSS Co., Ltd. and Densan System Co., Ltd. (trademark registration number 6561080).

Sumitomo Life Medium-Term Business Plan 2025 Four Initiatives

Realizing Innovation in New Domains

In order to contribute to well-being for all, we will develop and implement WaaS (Well-being as a Service), enhance services in new domains, and expand the number of customers who can receive the Sumitomo Life Group's services.

Contribution to "well-being for all" including health enhancement

To promote health enhancement through "SUMITOMO LIFE Vitality," the core of WaaS, we expanded the "Vitality Smart" services that allows customers to use a portion of the Vitality Wellness Program independently to also be available through digital channels. In this way, we are continuing to spread the attractiveness of Vitality to more customers.

Moreover, we launched "Vitality Employee Benefit Type" (see p. 49) for companies, enabling them to pay for their employees to use "Vitality Smart," and by supporting companies in their health-focused management and well-being management efforts, we will continue to contribute to raising corporate value.

Creating innovation and frameworks for connecting with customers

We are promoting investment in startup companies through the "SUMISEI INNOVATION FUND," a CVC fund, to achieve business co-creation through open innovation.

We have invested in 18 startups (as of April 30, 2025) one of which went public through an IPO (initial public offering).

Development of small amount and short-term insurance or "mini" insurance and WaaS implementation

We are progressively developing services based on the concept of happiness in spite of illness and aging, launching services such as the "support solution for balancing infertility treatment and work" solution.

In addition, in cooperation with our subsidiary PREVENT, we provided services for Sumitomo Life customers and implemented collaborations with local governments.

From the perspective of providing simple and easy-to-understand products, we developed small amount and short-term insurance products through the settlement service "PayPay," and launched "Memamori Hoken," the first embedded insurance in the life insurance industry, and "Chakin," a savings-oriented product exclusively available through direct sales to young people (see p. 55).

Through these efforts, we will increase the number of WaaS users and the number of policyholders of small amount and short-term insurance and "mini" insurance. We will also expand the number of customers receiving the value of well-being and the number of SUMITOMO LIFE Vitality members by providing "Vitality Smart programs" in various forms.

		Fiscal year 2024 results	2025 medium-term plan goal
Number of customers receiving the value of well-being (Japan)		13.54 million	14.60 million
Sumitomo Life (non-consolidated)	Number of customers receiving the value of well-being	11.12 million	11.90 million
	Number of SUMITOMO LIFE Vitality members	1.50 million	2.40 million

Well-being as a Service (WaaS) initiatives

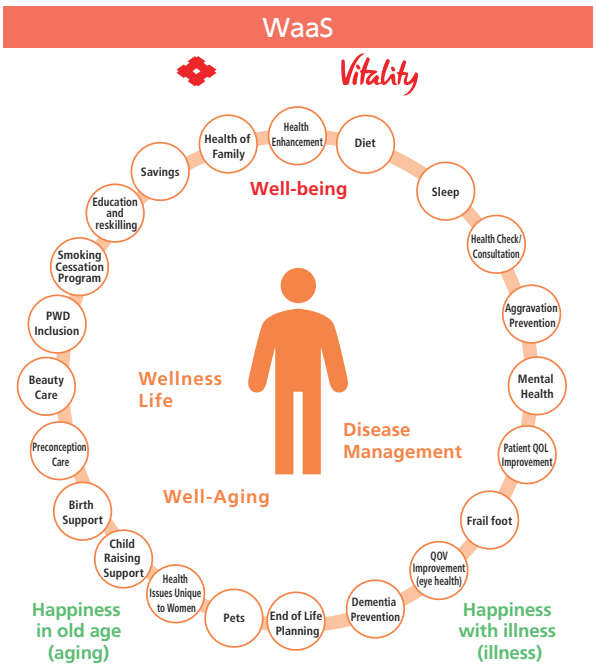
Sumitomo Life aims to realize Sumitomo Life's unique value that will continue into the future by developing Well-being as a Service (WaaS) as an ecosystem that supports "well-being for all" with physical, spiritual, social, and financial satisfaction.

Specifically, in addition to the promotion of our core SUMITOMO LIFE Vitality, we promote open innovation from the perspectives of "Disease Management," seeking happiness despite illness, and "Wellness Life" and "Well-Aging," seeking happiness despite aging.

As part of our "Disease Management" initiatives, we have started a social implementation project for a service to prevent the aggravation of lifestyle-related diseases.

As part of our "Wellness Life" initiatives, we have launched the "Whodo Seiba" service to support the creation of a workplace culture that makes it easier to engage in infertility treatment.

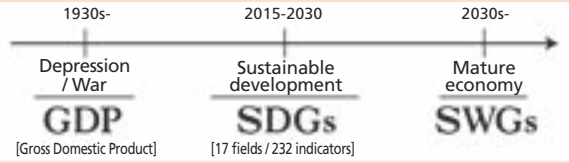
Going forward, we will expand the scope of our value provision, including "Well-Aging," to boost the number of customers to whom we deliver well-being value.



Towards a society of well-being

There is growing international interest in a "post-2030" world, that is to say, in what future goals the international community should set after the SDGs (Sustainable Development Goals), the targets to be achieved by 2030. In September 2024, the United Nations adopted the Pact for the Future, in which it was decided to begin concrete discussions on "post-2030" policies, to develop new indicators that complement and go beyond GDP (gross domestic product), and to facilitate the participation of the generation who will bear the burden of the future in international discussions.

The goal is to incorporate well-being into "post-2030" policies and new indicators, and for the international community to work together to realize a society in which each and every person can lead an affluent life. Sumitomo Life is working toward this future in partnership with like-minded companies, the media, and academia.



[Aiming for post-2030 SWGs (Sustainable Well-being Goals)]
(Source) Nikkei Well-being Initiative

Specifically, we have participated in the "Nikkei Well-being Initiative" since 2022, developing metrics for the SWGs (Sustainable Well-being Goals), the goal of which is to achieve sustainable well-being of people, communities, and nature, as well as promoting initiatives for future generations.

Since 2023, we have participated in the WELLBEING AWARDS, which judges and recognizes well-being services and actions. The awards are judged by Professor Takashi Maeno, President of the Society of Well-being, and Professor Hiroaki Miyata.

In 2024, we established the "WE AT" institute jointly with The University of Tokyo. A major initiative of WE AT is the "WE AT CHALLENGE2024" competition for entrepreneurs, through which we supported 16 finalists as "WE AT CHALLENGERs" selected from approximately 400 entries from 32 countries. Through such initiatives to engage in building ecosystems by discovering and supporting startups, we contribute to realizing a society of well-being.

*The WE AT logo is a registered trademark jointly owned by the "WE AT" institute and The University of Tokyo.

Promotion of open innovation (CVC)

As part of corporate transformation efforts from a long-term perspective, we are working to create new business and services that will contribute to the "well-being for all" customers and the solution of social issues through open innovation.

In order to accelerate the creation of new value through open innovation with startup companies, we have invested in 18 startups (as of April 30, 2025) through CVC (Corporate Venture Capital), one of which went public through an IPO (initial public offering).

We are also working to expand our services and generate synergies through initiatives such as the inclusion of our investee PREVENT in the Group as a wholly owned subsidiary.

● SUMISEI INNOVATION FUND

Benefiting from the operational assistance of SBI Investment Co., Ltd., which has extensive experience in investing in and supporting startups, the SUMISEI INNOVATION FUND is a CVC fund for business co-creation with investees.

Through business co-creation through the SUMISEI INNOVATION FUND, we will achieve such things as evolution of "SUMITOMO LIFE Vitality," provision of services that will contribute to "well-being for all," which aims not only for physical health but also for physical, mental, social, and economic health, and creation of "new contact points between customers and insurance companies" using new technologies and services.

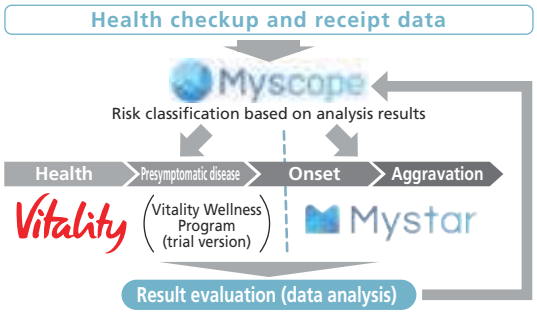
SUMISEI INNOVATION FUND

Initiatives for aggravation prevention

We are accelerating our initiatives in the aggravation prevention domain by adding PREVENT to the Group in December 2023. PREVENT has a strong medical data analysis and lifestyle-related disease aggravation prevention support business.

The "Kashima City MVM Healthcare Project" implemented in collaboration with PREVENT has been recognized as an open innovation that is a novel combination of both companies' strengths, and in February 2025, it received the "Japan Sports Agency Commissioner's Prize" at the "Japan Open Innovation Prize" sponsored by the Cabinet Office. In addition, in October 2024, we began offering "Mystar," a lifestyle improvement support program for customers who have received payments. We will continue to develop services that actively leverage the strengths of both Sumitomo Life and PREVENT to support "well-being for all."

MVM Healthcare Project Image



Award ceremony for the Japan Open Innovation Prize held in February 2025

PayPay Insurance (for heat stroke, influenza, COVID-19, etc.)

In order to respond to the diversification and digitalization of customer needs, our subsidiary AIARU Small Amount & Short Term Insurance provides simple and easy-to-understand products tailored to customers' lifestyles through the "PayPay" settlement service.

As of January 31, 2025, we have received over 400,000 applications for the four included products since the first dedicated product, "Heatstroke Insurance," was launched in April 2022, and response to the productization of services to prepare for day-to-day risks available through simple procedures has been favorable.

Preconception care – Providing "Whodo Seiba" –

Preconception care supports young men and women in dealing with their lives and health, taking into consideration their future life plans. This type of healthcare has been receiving attention in recent years as it is linked to the health of children, who will be the leaders of the next generation.

Recently, the number of people who are suffering from infertility is increasing as more people get married and have children later in their life. While the number of people who take infertility treatment while working is also likely to be increasing, many people reportedly quit their jobs or give up infertility treatment because of the difficulties in balancing work and treatment. The importance of preconception care is thus increasing.

We have launched services as part of our "Wellness Life" initiative in WaaS in order to realize "the plan of ideal life" that each person wants. Through these services, we aim to solve the major social challenge of balancing infertility treatment and work, and to curtail the social issue itself by offering support at an early stage to those who wish to have children someday.

This is the first business from the Sumisei Innovation Challenge that we have commercialized. We have performed numerous demonstration experiments aimed at commercialization since fiscal year 2021, and in fiscal year 2023, we succeeded in commercializing the "Whodo Seiba" solution to support people to balance infertility treatment with work. As of fiscal 2025, the solution not only covers infertility treatment but also content related to other health issues.

Sumitomo Life's support solution for balancing infertility treatment and work

Whodo整場 フウドセイバー

Packaging services from diverse collaboration partners

- Employee questionnaire (anonymous survey)
- Online seminars & preconception library
- Self-check testing kits for men and women
- Consultation via LINE and online

<Optional> ○Solution design support ○Advice/program consulting

Our approach, not only supporting employees to balance infertility treatment and work but also creating a corporate culture that makes it easier for them to undertake infertility treatment, was recognized by experts in the field, and we were awarded the business category grand prix at the "Women's Healthcare Council Awards 2024," which were announced at the "10th NIPPON Women's Healthcare Council 2024" organized by Think Pearl Association.

女性からだ会議 2024 事業者部門 大賞受賞

女性からだ会議 JAPAN

Sumisei Innovation Challenge

We started the Sumisei Innovation Challenge in fiscal 2020 with the goals of creating businesses that will earn profit in future, developing innovative human capital with flexible and diverse perspectives and fostering a corporate culture that continues to understand and respond to changes in social needs.

We encourage all our employees to submit business ideas that will serve as seeds for new businesses. After being brushed up for the final screening, business ideas that have passed the final screening will be considered for commercialization. This is a project in which the entire Company endeavors to create new value (commercialize).

In the five years since the solution was launched in fiscal 2020, we have received approximately 550 subscriptions. Currently, two projects have been commercialized, and seven are under consideration for commercialization.

Final screening held in November 2024

VOICE

Assistant Manager Takakura
Next Business Planning Dept.

Weaving Ideas to Improve the Well-being for Customers of the Future

Grand Prize Winner of the 2024 Sumisei Innovation Challenge
<Transferred to Next Business Planning Dept. from fiscal 2025>

A sales representative colleague with whom I worked once earnestly said, "I wonder if I could help customers using what I discovered from my own experience with cancer." This inspired me to create services that can solve issues that cancer patients face. Seeing our sales representatives working diligently and putting customers first cemented my feelings.

The Sumisei Innovation Challenge gave me an opportunity to reflect on my own career and deeply consider what social issues Sumitomo Life should address.

I will continue to work on commercializing ideas to make them a reality in order to meet the expectations of those who supported me.

Sumitomo Life Medium-Term Business Plan 2025 Four Initiatives

Earnings Structure Reform Group Strategies

We will strengthen asset management and overseas operations, implement cost controls, and promote other comprehensive efforts that contribute to sustained, consistent growth with the aim of improving the sustainability of the Sumitomo Life Group. In addition, we have formulated strategies to realize "Sumitomo Life Group Vision 2030" as a Group and are promoting management aimed at achieving a sense of Group unity and generating synergies. At the same time, we are promoting Groupwide initiatives to resolve environmental and human rights issues.

Strengthening asset management

As a responsible institutional investor, we are pursuing initiatives aimed at both securing stable investment returns over the medium to long term and contributing to the realization of a sustainable society. We have made efforts to realize a sustainable society, such as dialogue with investee companies through our stewardship activities and ESG thematic investments.

We are promoting initiatives to provide attractive products that contribute to customers' asset formation based on the Policy Plan for Promoting Japan as a Leading Asset Management Center that was established in January 2024.

Improving productivity through resource optimization and cost controls

We are continuing to drastically revise our existing operations, striving to optimize resources, and promoting a shift to highly creative operations. We are also undertaking comprehensive consideration aimed at earnings structure reform, such as cost reduction and cost control through measures including more selective investments from the perspective of overall optimization.

Expanding overseas business

In our overseas operations, we are centering our life insurance business expansion on North America and Asia. In addition to achieving sustainable growth for Symetra and boosting the corporate value of our investees in Asia, we have focused on the continuing improvement of governance in our pursuit of overseas operations, the development of global human capital, and the consideration of new M&A projects.

We communicate on an ongoing basis with our wholly-owned subsidiaries Symetra and Singlife, sharing know-how and other information. In October 2024, we held a "3S Summit" with three companies, including Sumitomo Life, to promote initiatives aimed at leveraging synergies across the entire group.

Group strategies

We are progressively studying the formulation of the Group operating policy and Group business plan to promote initiatives to enhance the sustainability of the entire Sumitomo Life Group. In addition, we are considering the further enhancement of Group management control and the upgrade of the internal control system from the perspective of strengthening governance on a Groupwide basis. We are also promoting human capital exchange and knowledge-sharing across the Group, as well as a range of other new initiatives in each area, to generate Group synergies. The Sumitomo Life Group will work as one to provide society with value so that we can deliver the value of well-being to our customers.

Through these initiatives, we will realize sustained, consistent growth in top- and bottom-line indicators, develop various initiatives on a Group basis and move forward with measures that integrate Sumitomo Life and its subsidiaries.

		Fiscal 2023 and fiscal 2024 Two-year cumulative results	2025 medium-term plan goal
Group core business profit		¥685.4 billion	3-year total: ¥730.0 billion
Sumitomo Life (non-consolidated)	Core business profit	¥602.2 billion	3-year total: ¥600.0 billion

Asset Management

Basic policy and direction of initiatives

We invest mainly in long-term public and corporate bonds, loans and other safer assets, under the basic policy of Asset and Liability Management (ALM) considering the long-term characteristics of life insurance liabilities, in order to secure stable earnings and ensure that we pay insurance claims and benefit payments. Furthermore, we invest in stocks and foreign bonds to gain more earnings within the limits of acceptable risk.

Under this policy, we have divided our asset management portfolio into two categories, the "ALM Investment Portfolio," whose purpose is to contribute to the secure payment of insurance claims, etc., and the "Balanced Investment Portfolio," which is for the sustainable enhancement of corporate value, and in line with their respective investment objectives, we promote the "enhancement of asset management profitability" and "strengthening of risk control." In addition, as a responsible institutional investor, we aim to both secure stable investment returns over the medium to long term and contribute to the realization of a sustainable society. (See p. 32 "Responsible Investment Initiatives.")

"Enhance profitability" and "strengthen risk control"

Divide asset management portfolio into two categories and further promote to manage them in line with their respective objectives

Two portfolios	ALM Investment Portfolio	Balanced Investment Portfolio
Operational objective	To contribute to the secure payment of insurance claims, etc.	To contribute to sustainable enhancement of corporate value (embedded value, or "EV")
Operational methods	Investment based on the premise of long-term holding	Flexible management in response to market outlook
Main target assets	Japanese Government Bonds Credit assets real estate	Domestic and foreign stocks Unhedged foreign bonds Foreign bonds hedged against currency risk

Responsible investment

Review of fiscal year 2024

Operational environment

In fiscal 2024, although the Japanese economy showed signs of breaking out of deflation due to rising prices and expanding corporate earnings, growth in consumption was somewhat lackluster as wage increases failed to keep up with rising prices.

In the financial markets, interest rates rose due to factors such as speculation over an additional interest rate hike by the Bank of Japan. Although the Nikkei Stock Average temporarily reached a record high due to factors including the increase in semiconductor-related stocks, stocks declined against a backdrop of concerns over economic recession and the appreciation of the yen.

	March 31, 2024		March 31, 2025
Japan 10-Year Government Bond	0.73%	↑	1.49%
Nikkei Stock Average	40,369 yen	↓	35,617 yen
U.S. 10-Year Treasury Note	4.20%	→	4.21%
USD/JPY	151.4 yen	↓	149.5 yen

Initiatives

In domestic bonds, with domestic interest rates rising, we invested in super-long-term JGBs and highly profitable credit assets (corporate bonds, etc.) to enhance profitability. For foreign securities, we significantly reduced our holdings of currency hedged foreign bonds, which had become less profitable amid persistently high foreign currency hedging costs. We increased our holdings of currency hedged foreign credit assets with medium-term investment potential. Due to heightened uncertainty in the global economy due to U.S. tariff policy and other factors, we reduced our holdings of domestic stocks, foreign stocks, and unhedged foreign bonds.

From the perspective of responsible investment, we promoted dialogue with our investee companies and pursued ESG thematic investments such as investments in infrastructure funds, green bonds, and green-certified offices to proactively respond to the demand for financing to achieve a decarbonized society.

Future initiatives

In fiscal 2025, while in Japan, the Bank of Japan is expected to raise policy interest rates on the back of rising wages and consumer prices, in the U.S., policy interest rates are expected to continue their decline as the increase in consumer prices due to tariffs is believed to be temporary. No dramatic acceleration in the pace of change in monetary policy is expected in either country. Only a limited increase in interest rates is forecast in Japan, while U.S. interest rate will be gradually decrease. The interest rate gap between the two countries will therefore persist, and we anticipate foreign exchange rates to move moderately towards a stronger yen. Concerns over U.S. tariff policy are expected to gradually subside as negotiations with each country progress.

In this environment, we will strive to enhance profitability, promote responsible investment, and strengthen risk control.

Enhancing profitabilit

In anticipation of the new capital controls based on economic value, scheduled for implementation in fiscal year 2025, we will focus on investing in assets with good risk/return profiles.

In our ALM Investment Portfolio, we will consider investing in super-long-term JGBs and other securities with yield levels that exceed the cost of debt. In addition, we will invest in foreign-currency-hedged corporate bonds with currency swaps to benefit from the wide spread of U.S. corporate bonds while eliminating foreign currency fluctuation risks.

In our Balanced Investment Portfolio, we will consider investing in securities such as unhedged foreign bonds and foreign stocks based on the levels of interest rates, foreign exchange rates, and stock prices, to enhance medium-term profitability.

Promoting responsible investment

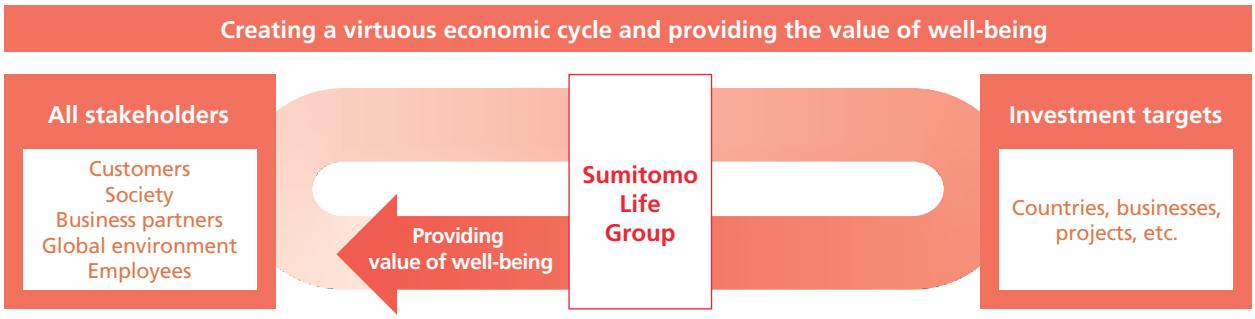
To contribute to solving social and environmental issues as a responsible institutional investor, we are engaged in generating positive impact and controlling negative impact through our asset management, as well as visualizing this impact. See p. 32 for details.

Risk control

In addition to the solvency margin ratio, which indicates our ability to pay insurance claims, etc., we will further strengthen our monitoring of the economic value-based solvency ratio (ESR), an indicator under the new capital controls, to strengthen our control of the risks associated with investment behavior.

Initiatives under "Policy Plan for Promoting Japan as a Leading Asset Management Center"

We play an important role in the investment chain through our initiatives to enhance asset management capabilities and provide attractive products that contribute to asset formation for our customers. In this way, we will contribute to creating a virtuous economic cycle and provide the value of well-being to all our stakeholders.



Providing products and services	We will continue to expand our product lineup from the perspective of meeting our customers' wide-ranging asset-formation needs. Further, we will implement consulting on life plans and other products and deliver the most suitable insurance to our customers. P.55
Initiatives for enhancing asset management capabilities	We will continue with the following initiatives in order to provide attractive products that contribute to our customers' asset formation. ■ Expanding investments into diverse assets such as foreign assets and private assets that can be expected to improve profitability while also treating funding demands for realization of a sustainable society as investment opportunities and promoting more responsible investment. ■ We aim to further enhance dialogue with companies (stewardship activities) with the goal of improving the medium- to long-term corporate value of investee companies. ■ We will actively develop human capital from a strategic point of view. ■ We will engage in utilizing excellent emerging asset managers, focusing on investment fields that contribute to solving social issues.
Contributing to raising financial literacy	We will offer various financial literacy promotion seminars to working members of society (employees of businesses), the generation that will lead the future, and many other people, to support our customers' long-term asset formation. P.34

Overseas Operations

Environmental awareness

Japan's life insurance market is undergoing change due to the declining birthrate, aging and declining population, and increasing volatility in the financial markets. Amidst such change, we must achieve long-term business stability to fulfill our mission as a life insurance company. Therefore, in addition to our efforts in Japan, we believe it is important to expand our earnings base and strengthen the sustainability of our domestic life insurance business by incorporating the profitability and growth potential of overseas life insurance markets into our Group and to contribute to well-being rooted in each country and region—providing a "sense of security through insurance"— through collaboration with overseas investees and other partners.

Moreover, as technology is increasingly used in various businesses, we recognize that there is an increasing need for us to collect information on advanced technologies abroad.

Assumptions

- Declining birthrate, aging and declining population in Japan
- Increased volatility in financial markets
- Evolution of technology related to the life insurance business

Risks

- Risk of contraction in Japan's life insurance market
- Medium- to long-term risk of instability in Japan's economy
- Loss of growth opportunities due to lack of information on technology

Measures

- Supplement earnings from domestic business through overseas operations
- Geographically diversify operations to heighten risk tolerance
- Achieve information collaboration and synergy with overseas investees

Review of fiscal year 2024

Based on this environmental awareness, we have made the overseas life insurance markets of North America and Asia our business focus in terms of scale and growth potential as we pursue our overseas operations.

In our North American operations, amid a strong U.S. economy, we recorded strong new policy sales, with Symetra's individual annuities and individual life insurance products achieving their highest ever sales. Ever since it became a wholly owned subsidiary of the Company in 2016, Symetra has steadily contributed to expanding the Group's revenue base, showing strong growth in its number of policies in force.

In Asia, we acquired full ownership of Singlife in Singapore in March 2024. Singlife provides a wide range of financial solution services, including life insurance, non-life insurance, and asset management services. In addition, by developing multiple channels by leveraging its strengths in the digital and technological fields, Singlife continues to achieve growth that exceeds the market average, with the fifth highest new policy sales in the industry in fiscal 2024.

We also continue to engage in ongoing communications with various specialist divisions of our wholly-owned subsidiaries Symetra and Singlife, engaging in sharing of know-how and other activities to achieve synergies and ensure appropriate Group-based governance.

We have worked to enhance the corporate value of our investees Baoviet Holdings, BNI Life, and PICC Life through the implementation of personnel exchanges and training by inviting local senior managers and others to Japan, as well as providing information and technical assistance through the dispatch of directors from the Company.

We engage in the management control of our investees through global cooperation. This includes the utilization of information gained from surveys of trends in financial markets, the insurance industry, etc. by our representative offices overseas.

President Takada (center)
Margaret Meister CEO (Symetra; left)
Pearlyn Phau CEO (Singlife; right)

Future initiatives in overseas operations

Through our overseas operations, we will continue to engage in strengthening our earnings base, dispersing risks, capturing growth potential in overseas markets, and gathering information on the use of advanced technologies overseas.

As far as Symetra is concerned, we will pursue initiatives aimed at sustainable growth and closely monitor the situation, implementing measures as necessary, based on the market environment and economic conditions, including stock prices and interest rates. We will also continue our efforts to generate Group synergies, including our cooperation in the area of asset management through Symetra's investment advisory subsidiary, Symetra Investment Management Company.

In Singapore, we will work to further expand our customer base and improve profitability by leveraging the strengths of Singlife, which offers comprehensive financial solutions including insurance and asset management services, as well as a variety of sales channels. At the same time, we will work to realize and maximize Group synergies, including the application of Singlife's business model and other know-how centered on digital and technological capabilities, to improve customer convenience and management efficiency across the Sumitomo Life Group.

Likewise, for Baoviet Holdings, BNI Life, and PICC Life, we will continue to promote initiatives such as management participation, technical assistance, and personnel exchange as we endeavor to enhance corporate value.

At our overseas representative offices and other offices, we will continue to engage in the management control of our investees and the enhancement of the Group's corporate value through initiatives such as surveys and information gathering on trends in overseas financial markets and the insurance industry, as well as technological applications.

In addition to these efforts to enhance the corporate value of our existing investees, we will continue to consider new M&A projects.

We will also engage in the ongoing improvement of governance needed to promote overseas operations and the development of global human capital to support our overseas operations.

Efforts in global human capital development

Global human capital plays important roles in various areas of our operations, including collaborating with management teams and employees of overseas investees and initiatives in relation to management control at investees from Japan, and synergy creation.

These jobs require not only language skills but other high level skills such as an international outlook, excellent communication skills, and leadership. We therefore work to systematically develop these skills from a long-term perspective.

Specifically, in addition to study abroad and dispatch to overseas investee companies (as resident employees or trainees) aligned with employees' career aspirations, we implement various training programs in Japan on an ongoing basis. As a result of these efforts, 15 of the 84 employees who took training courses in Japan since 2021 were dispatched overseas.

Moreover, by actively recruiting experienced human capital familiar with overseas business operations, we will incorporate knowledge and experience from outside the Group and endeavor to further enhance the human capital that supports the foundation for our overseas operations.

A presentation that took place on the final day of the eight-month training program and participants holding their certificates of completion

Improve customer benefits

Enhance our earnings base through overseas operations pivoting on North America and Asia

Demonstrate synergy

- Collaborate in asset management, product development, IT, etc.
- Absorb know-how through communication among specialized departments in each field and dispatching of trainees

Appropriate governance

- Promote accurate understanding of the management status of investee companies through monitoring and governance to achieve management targets

Global human capital development

- Systematically cultivate human capital capable of actively participating in global operations
- Strengthen the ability of each specialized department to carry out work related to overseas operations

TOPICS

Initiatives to Generate Group Synergies
– First 3S Summit Held –

In October 2024, the "3S Summit" was held by three companies, Symetra, Singlife, and the Company. This summit was held as an important opportunity for discussion toward the realization of Vision 2030, and key members of both companies, including the CEO and CFO, visited Japan.

The event was named "3S," representing the initials of the three companies involved, Symetra, Singlife, and Sumitomo Life.

At the summit, sessions were held between executive management from both companies and the Company's officers, as well as meetings with departments that normally communicate with both companies. We were able to deepen our mutual understanding through face-to-face discussions on future strategy, among other activities.

In addition, a top-level panel discussion was held on the topic of DX (digital transformation) issues faced by insurance companies around the world.

The discussions between the three companies provided good opportunities for understanding each company's unique perspectives, and clarified Sumitomo Life's global positioning as well as each company's strengths.

As a global insurance group, we will continue to strive to become an "indispensable insurance group" that contributes to well-being, not only by developing our business in each country, but also through intra-Group communication and pooling each company's strengths to create synergies through Group-wide collaboration, to contribute to the well-being of customers around the world.

A strategy meeting

A panel discussion

From left:
President Takada, Tommie Brooks CFO (Symetra), Margaret Meister CEO (Symetra), Pearlyn Phau CEO (Singlife), Sumit Behl CFO (Singlife), Deputy President Sumi

VOICE

Assistant Manager Kohei Terunuma
Expatriate at Symetra

Applying knowledge from global human capital training around the world
Participated in the global human capital development training program (Next Global Leader Training, NGLT) in fiscal 2022
<Transferred to Symetra from fiscal 2025>

I attended the NGLT program in fiscal 2022. When I was approached to participate in the program, I agreed without hesitation as I had been aiming to work in overseas business since I joined Sumitomo Life.

The goal of the program was to learn the necessary mindset and points to keep in mind for communications when involved in overseas business, as well as to acquire the necessary skills for holding discussions and giving presentations in English and for other business scenarios. The training lasted for approximately six months. In addition to lectures, the course included English-language discussions with English-speakers and giving presentations to our company's executives in English. I was able to acquire practical skills from the program.

After completing my training, I worked at the International Business Department in charge of overseas business, and from April 2025, I was transferred to our U.S. subsidiary Symetra as the Company's liaison. One of my main duties as liaison is to gather information that is necessary for Sumitomo Life to manage Symetra and to support smooth communication between the two companies. This is the first time I am stationed overseas, and I certainly notice considerable differences in the communication methods and values of my U.S. colleagues compared to my colleagues in Japan. However, in the course of my exchanges of opinions with U.S. employees on how to proceed with cases and as we build up our trust through day-to-day work, I have noticed that the knowledge and skills I learned in my training are very useful.

That said, I realize anew that the knowledge learned from training can only cover so much. I will contribute to both Sumitomo Life and Symetra by accumulating new knowledge and skills to build upon the basic foundation that the training provided.

Introduction of investee companies

U.S.

Symetra, founded in 1957, is a U.S. life insurance group with a highly sound financial position based on stable profitability from a balanced business portfolio through three insurance business divisions—individual annuities, corporate insurance, and individual life insurance—and a conservative asset management policy. We actively participate in Symetra's management by dispatching executives and employees, including directors, to the company to confirm the status of business execution in each department and to periodically discuss key management issues.

Singapore

Singlife's strength has been the use of digital technology in its business model, ever since its establishment in 2017. In 2020, it acquired the Singapore business of the U.K. company Aviva, and continues to expand its operations steadily. In addition to life and non-life insurance, Singlife is developing comprehensive financial solution services including asset management services utilizing digital technology through a range of sales channels.
In addition to dispatching directors to Singlife to participate in management, we are implementing initiatives for understanding Singlife's operational circumstances and other business management affairs as well as for creating synergies, through coordination between our departments and our Singlife representative office.

Vietnam

Baoviet Holdings, Vietnam's largest insurance and financial group, owns life and non-life insurance companies, as well as a securities company, asset management company, and other businesses. In 2024, Baoviet ranked first in life insurance premium income in Vietnam. We dispatch directors to the company and provide technical support, primarily related to the life insurance business.
Ownership ratio: 22.08%

Indonesia

BNI Life, a life insurance subsidiary of PT Bank Negara Indonesia (Persero), Tbk, one of Indonesia's major state-owned commercial banks, provides insurance to individuals and groups through over-the-counter sales at banks utilizing a network of about 2,000 branches of Bank Negara Indonesia, as well as through sales representatives, employee benefits and other sales channels. We dispatch executives and staff members, among them directors and auditors, to the company to provide technical support in areas including bank teller sales, group insurance, and risk management.

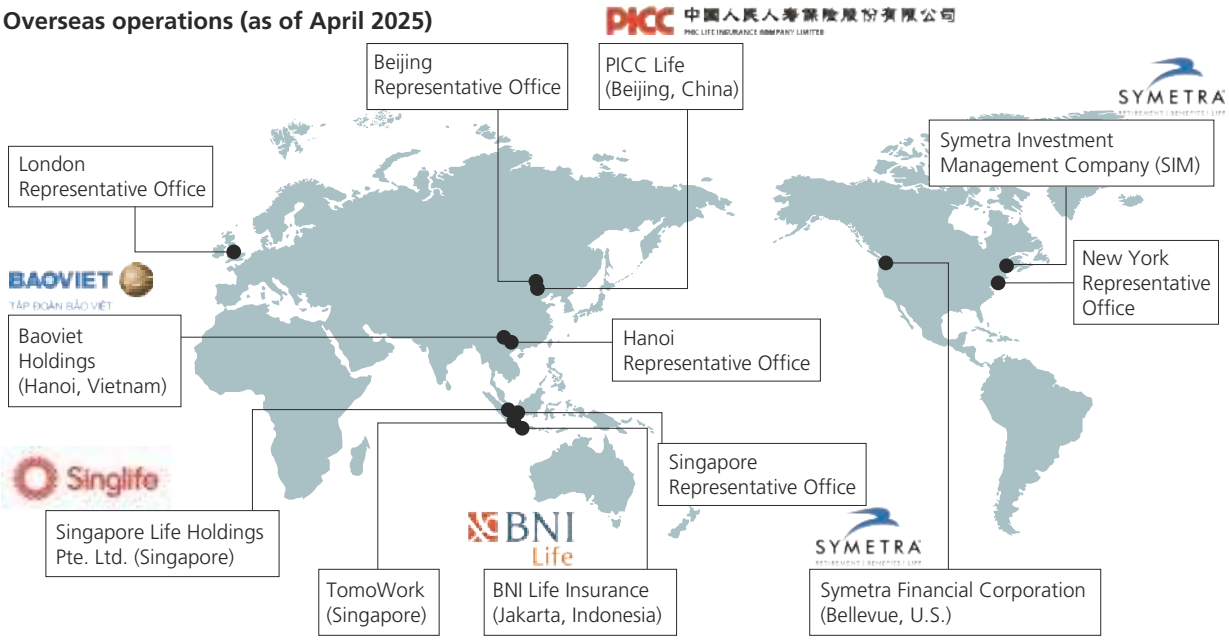
Ownership ratio: 39.99%

China

PICC Life is steadily expanding its operations by promoting a multi-channel strategy with around 80,000 insurance agents (sales representatives) and over-the-counter sales through banks. It ranks eighth among the 91 life insurance companies in the country in terms of premium income in 2024. We participate in the company's management through measures such as the dispatch of directors.

Ownership ratio: 10.00%

Overseas operations (as of April 2025)

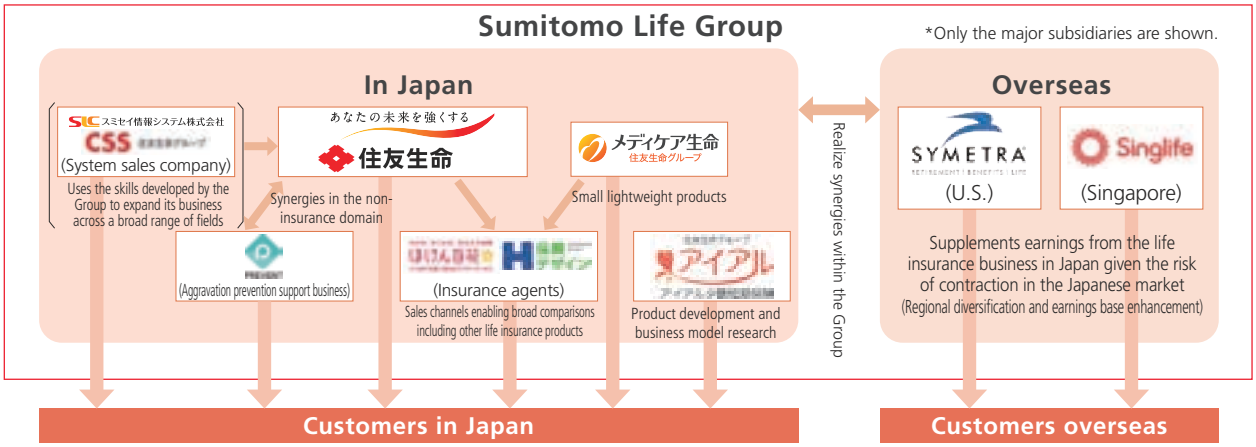


Group Strategies

Given the special features of the life insurance business, which demands long-term business stability, we believe it is vital to continue to provide society with value by responding to the changing needs of our customers and working to solve social issues through business. The Sumitomo Life Group will work as one to provide society with value across a broad range of fields, including the non-insurance domain as well as conventional insurance, to address increasingly complex and diverse customer needs and social issues.

Composition of the Sumitomo Life Group

The Sumitomo Life Group is made up of subsidiaries and associates in Japan and overseas involved in life insurance, small amount and short-term insurance, insurance-related operations, asset management-related operations, and other businesses.



Group management control structure

Sumitomo Life has formulated the "Group Management Basic Policy." As the management company of the Group, we work to enhance the management control structure for the Group as a whole based on our operating policy and Internal Control Basic Policy by providing appropriate support for the construction of autonomous management control structures for subsidiaries, etc. based on their local legal systems, market environments, and business activities and by conducting efficient management.
(See p. 89 "Internal Control" for details.)

With the acquisition of Singlife as a wholly owned subsidiary in fiscal year 2023, in July 2024, we were the first mutual company in Japan to be designated as an Internationally Active Insurance Group (IAIG). As a duty of an internationally active insurance group, we have formulated a plan to quickly restore the soundness of the Group in times of serious stress, with a view to strengthening Group-based governance.

Initiatives for generating Group synergies

We are promoting human capital exchange and knowledge-sharing across the Group, as well as a range of other new initiatives in each area, to generate Group synergies.

PREVENT, which joined the Group in Japan in the non-insurance field in 2023, is engaged in the business of aggravation prevention. We are promoting operations that actively leverage both our strengths, such as the MVM Healthcare Project through collaboration with SUMITOMO LIFE Vitality (see p. 58).

In our overseas operations, we have fully outsourced the management of overseas corporate bonds to Symetra Investment Management Company (SIM) since 2022. In October 2024, Symetra, Singlife, and Sumitomo Life held the "3S Summit" and are engaged in initiatives to demonstrate synergies between the three companies (see p. 65).

We will continue to pursue synergies through a range of initiatives with each company in the Sumitomo Life Group in Japan and overseas, so that we can deliver the value of well-being to our customers.

Human Capital and Human Capital Development

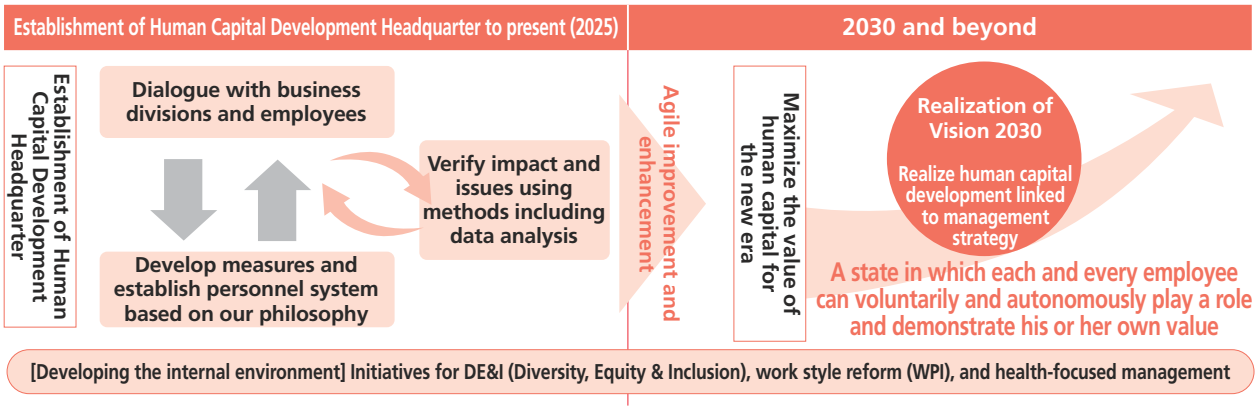
Message from the Human Resources Officer

Tetsuyuki Yamada Executive Fellow and Human Resources Officer

2025 marks the fifth year since Mr. Takada took office as President. At Sumitomo Life, the President himself leads human capital development (the Company's human capital management) as "Chief of the Human Capital Development Headquarter." I would like to share this history and the story that connects with the future in chronological order, and the human capital development of Sumitomo Life as it is "today."

History of our human capital management and the future development

The history of human capital management since the establishment of the Human Capital Development Headquarter and the future development are shown in the figure below. The key points of each initiative are described in the paragraphs below.



Point 1 Establishing the Human Capital Development Headquarter and initiating dialogue with each department's managers and employees

Our beginnings in the President's ideas and the "ITO Report for Human Capital Management"

In January 2021, I approached Mr. Takada once to speak on a matter, prior to his being appointed as President. He handed the "Report of the Study Group on Improvement of Sustainable Corporate Value and Human Capital" (commonly known as the ITO Report for Human Capital Management) and said to me,

"When I am appointed as President, I would like to shine a light on people once again, and create a company where employees feel motivated every day. As Chief, I will lead the way, and I want you to serve as Human Resources Officer."

I took this as an opportunity to begin studying the matter with two mid-level employees. I vividly remember feeling at a loss and uncertain of where to begin.

The first initiative we began to work on was "dialogue."

We began by visualizing the ITO Report's three perspectives of coordination between the corporate strategy and the people strategy, quantitative understanding of the as-is/to-be gap, and ensuring the strategy takes root in corporate culture and engaging in dialogue with various department managers. At first, responses varied from department to department. However, through sharing each department's opinions and challenges, we discovered that "what is invisible becomes tangible through dialogue, and those who were invisible become visible." I became convinced that continuing this dialogue would be the shortest path for strategy to take root in our corporate culture.

Thereafter, working with the planning staff and evangelist team (which promotes our philosophy through individual dialogue with department managers to closely understand their unique challenges) as shown in the Human Capital Development Headquarter system to the right, we proceeded to engage in dialogue with management and outside directors as well as in direct dialogue with each department's managers and employees. We have now established a system for understanding and advancing the human capital management policy of the company as a whole. Presently, we have entered the phase in which the challenge is to further raise our employees' understanding and achieve behavioral change.

Human Capital Development System (as of April 2025)

Chief of Human Capital Development Headquarter = President Takada

Deputy Chiefs of Human Capital Development Headquarter = Senior Executive Officer Yamamoto and Executive Officer Chiba

Human Resources Officer = Executive Fellow Yamada

Members of the Secretariat of Human Capital Development Headquarter
(Planning staff, evangelist team)

Coordination with each relevant department

Point 2 "The vision for human capital development (the principles of human capital development)" and specific initiatives

"The vision for human capital development (the principles of human capital development)" in the new era

Historically, there was an extended period during which efficiency and speed were prized as top priority, and the prevailing organizational structure and management style involved top-down orders from management. Meanwhile, it is clear that in the current and future era of diversifying values and rapid changes, this style of management alone will no longer be effective. Human capital management trends in Japan seek a breakthrough of this situation, and we, too, are in the thick of this movement.

With this awareness, the shared vison of our "to-be" has emerged through cumulative dialogue with various departments. On this basis, we express our vision for human capital development as "towards a relationship in which both the company and its employees grow with one another and choose and are chosen by one another," and set this as our philosophy. It is based on this philosophy that we formulate and implement specific initiatives. An overview of "the vision for human capital development (the principles of human capital development)" and its initiatives is shown in the diagram at the bottom of the page.

Commencing initiatives to achieve the vision

To achieve our vision, we first defined "competencies" as "who employees aim to be." We developed a framework that articulates the expectations that we have for on our employees with competencies as a starting point. (see p. 70 for details)

Employees formulate their own career plans with reference to the competencies, and enter them into the talent management system together with specific targets to clarify their personal "WILL" (career aspirations).

The Human Resources Department implements talent management based on the degree to which an employee has acquired competencies (CAN) and their career aspirations (WILL). We revised the system so as to make this possible.

At the same time, we continue with our efforts to spread the principles of human capital development through activities such as the President's town hall for managers, communications sent to all employees, training based on job type, secondment training to branch offices across Japan, and evangelist initiatives.

Point 3 Updating our future strategy by listening to employees – Concept: Empower Your Career –

Using data analysis and expanding specific initiatives

The qualitative data obtained through the evangelist team's activities and dialogues as well as the objective, quantitative information obtained from data analysis are two key prongs of our approach. Through the "engagement survey" which we introduced in fiscal 2021, alongside basic analysis, we are advancing with research using in-depth analysis into the causes and effects of increased engagement. (see p. 71 for details)

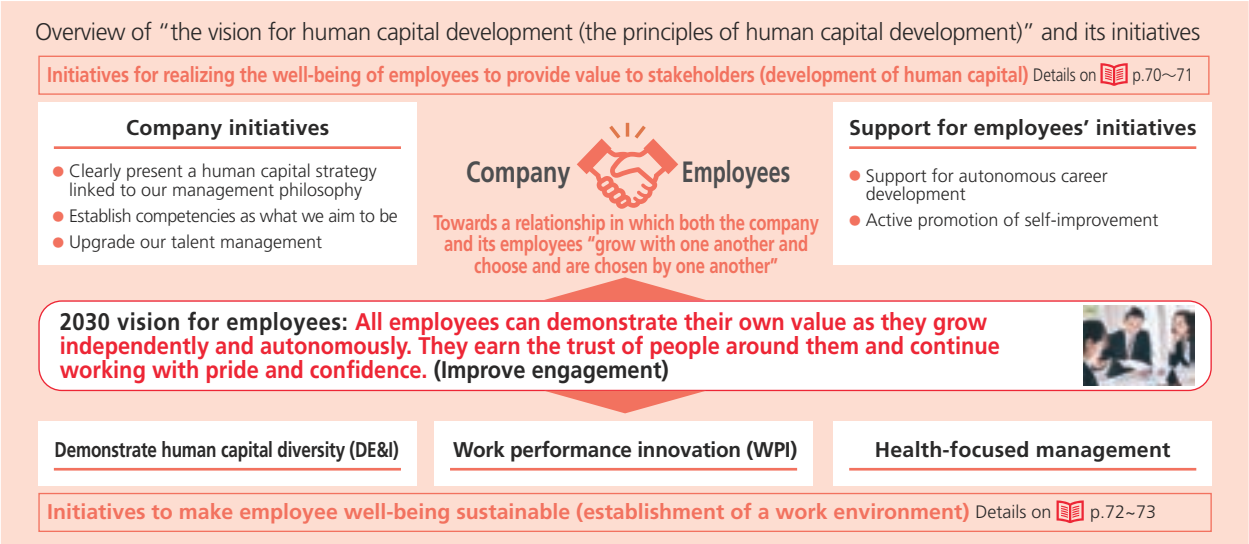
We will expand our initiatives to support the development of managers and next-generation leaders, who will be key persons in all the company's initiatives (including through in-house academies, etc.).

The evolution of our future human capital strategy

Going forward, we will evolve each initiative based on the results of our analyses and similar factors. To prepare for the new era that is at our doorstep, we are planning further development of our human resources system and ways to provide support that focuses on bringing out the value of each and every employee (the concept is "Empower Your Career")

We will simultaneously proceed with the creation of an environment and platform by which employees can maximize their abilities. We will work to achieve our vision such to make employees of the Company human capital who can demonstrate their value even further and feel a sense of purpose while providing well-being to society and customers.

Overview of "the vision for human capital development (the principles of human capital development)" and its initiatives



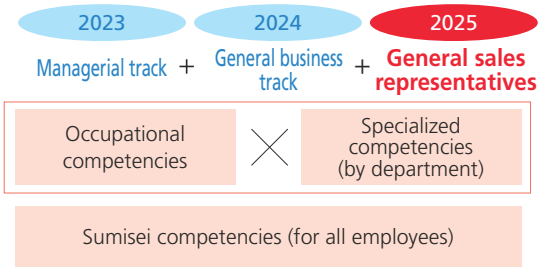
Initiatives for Realizing the Well-Being of Employees to Provide Value to Stakeholders (Development of Human Capital)

Company initiatives (specifying the vision for employees and talent management)

As a company, we implement a range of initiatives to support our employees in autonomously formulating and working to realize their careers.

Evolution of competency management

The management of competencies established in collaboration with each department was implemented for managerial track employees in fiscal 2023 and expanded to include general business track employees in fiscal 2024. In fiscal 2025, it will be further expanded to include general sales representatives with the aim of improving our employees' career well-being and providing the value of well-being to society and our customers.



* See p. 50 for initiatives relating to sales representatives (Life Designers).

Further promoting staff "challenges"

We will continue with initiatives to revise the personnel system to encourage each of our employees to take on various challenging "roles" based on the concept, "Empower Your Career." <Labor-management negotiations are in progress>

Specifically, we will provide well-balanced and systems to evaluate and handle the "current role" and "role fulfillment" of employees. Furthermore, our goal is for each and every employee to autonomously and proactively shape their career by "taking on challenging roles," by making job roles visible, increasing opportunities to take on desired, challenging roles, and promoting skills improvement to prepare for such roles. At the same time, as a company, we will implement role assignment and appointment promotion for highly motivated and capable human capital.

Support for employees' initiatives (support for autonomous career development)

Promoting career planning

We promote "career planning" for each of our employees to enable them to work with vigor and achieve well-being. In pursuit of our vision, we are implementing a wide range of programs and measures.

Self-career management program

We run the "Self-career management program" for young employees, where they select and register the career area they would like to pursue. Their supervisors and the Human Resources Department allocate them duties and roles and conduct personnel management taking these wishes into account. In this way, we aim to enable employees to actively pursue careers in each area in the future.

Measures to assist in career planning

We provide a diverse range of programs to assist employees in career planning.

Examples of the main career support measures

Understanding career areas	Thinking about careers
(Job fares) These events introduce employees to approaches to career development, the work of various different departments, necessary skills, etc. **(Job Try program)** This program enables employees from branch offices to experience work at a head office department of their choice for a set period of time.	**(Career support interviews)** These contact points enable employees to arrange individual interviews with our (qualified) internal career consultants, as opportunities to deepen their consideration of their own careers. This service is always available, allowing for interviews at any time.

Active promotion of self-improvement

We actively promote initiatives for employees' self-improvement to enable them to learn the skills and knowledge necessary to develop their careers and acquire competencies.

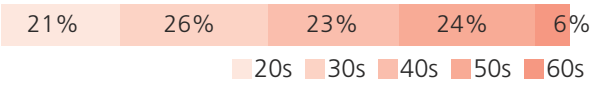
Support for self-development expenses

We provide employees with subsidies of up to ¥200,000 per person per year to offset the cost of correspondence and commuter courses, business schools, and outside seminars, selected and taken by the employees themselves. Employees in a wide range of age groups are continuing their learning.

Number of users

FY2022	FY2023	FY2024
2,116	1,474	1,624

Ratio of users by age group (FY2024)



e-Learning

We have a system in place that allows employees to choose from 15 themes to readily learn the skills they need for their business at any time and from their personal smartphones, tablets, or computers during their free time.

Engagement

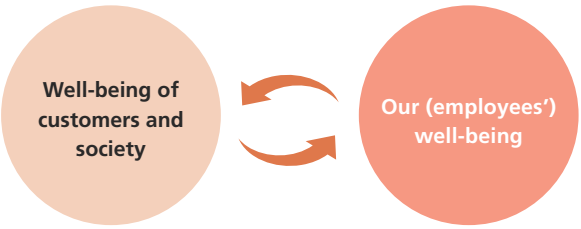
We measure "engagement" as an index to estimate the well-being of employees. In addition, through the "well-being monitoring survey," we measure the degree to which employees endorse the Company on an ongoing basis. "Employee voices" collected from various perspectives through this survey and the engagement survey are utilized in a variety of initiatives. By performing cause-and-effect analysis of aggregated data, we have discovered areas for improving engagement that differ across occupation type. We have also noted that engagement scores vary significantly across occupation types, and recognize that initiatives to benefit groups with relatively low engagement and other scores are an issue.

Going forward, we will roll out detailed initiatives catered to various occupation types and age groups (career stages) based on areas of improvement of engagement that differ by job type. By realizing well-being for our employees and raising the value of our human capital, we aim to contribute to the well-being of each of our stakeholders.

About engagement

In order to realize well-being of customers and increase corporate value, each and every employee must work with a sense of fulfillment and vigor, and make maximum use of their individual abilities. We therefore prioritize employee "engagement*" and are fortifying our efforts to further improve it.

* Engagement in the context of human capital development initiatives expresses "the trust and affection employees have for the Company" and "their satisfaction with working at the Company."



Trust and endorsements from customers and society lead to satisfaction and further innovation

Promotion of initiatives and support systems by each organization

The results of the engagement survey are shared with managers in each organization, and an environment is maintained that allows the issues and strengths and weaknesses of each organization to be identified and analyzed.

We also implement individual support through the Human Capital Development Headquarter and the evangelist team based on the issues faced by each section. At the same time, our executives work to provide support for branch offices around the country. Through dialogue that includes everyone from the management team to junior employees, we are working for a broad understanding of our management philosophy, our purpose (reason for existence), and the principles of human capital development and are carrying out efforts on a united, Company-wide basis to improve engagement while utilizing feedback from employees in various considerations.

Implementation of engagement survey

In fiscal year 2022, we introduced the "engagement survey" to understand the engagement status of employees at the Company and in each organization and to use it in a PDCA cycle to improve engagement.

The results of the FY2023 survey* are shown in the table below. Efforts are being made to address issues identified based on the results. Specific initiatives are shown at the bottom of the page.

* Proportion of respondents who chose a "favorable answer ('strongly agree' or 'agree')" out of 5 levels.

Employee engagement score		**59**% (-2 pt year on year)
	Managerial track	**69**% (-1 pt year on year)
	General business track	**50**% (±0 pt year on year)
	General sales representatives	**54**% (-3 pt year on year)
Environment for active employee participation		**72**% (±0 pt year on year)
Collaboration		**76**% (+1 pt year on year)
Communication		**69**% (+1 pt year on year)

Leveraging data

By performing cause-and-effect analysis of data from engagement survey results, we have discovered areas for improving engagement that differ across occupation type and age groups (career stages). Going forward, we will study and implement detailed initiatives catered to various occupation types and age groups (career stages) based on the points identified. In addition, we will continue to verify the effects of our initiatives using data, and build a PDCA cycle so as to reflect the opinions of employees in our updates of our initiatives.

Overview of engagement survey items

Initiatives for realizing the well-being of employees to provide value to stakeholders (development of human capital)

- Employee engagement
- Collaboration and communication
- Executive management, performance evaluations, and evaluation of strategic consistency
- Growth opportunities and environment for active employee participation
- Degree of customer orientation

Initiatives to make employee well-being sustainable(establishing a work environment)

- Work-life balance
- Promotion of Diversity, Equity & Inclusion (DE&I)
- Corporate social responsibility and ethics
- Pay and benefits, regular interviews, performance reviews

Initiatives to make employee well-being sustainable (establishment of a work environment)

Demonstrate human capital diversity (DE&I)

Sumitomo Life promotes Diversity, Equity & Inclusion (DE&I)

Sumitomo Life is committed to creating a rewarding workplace where each member of a diverse workforce can flourish in their own way, in a fair environment and with mutual respect. We will create new value and contribute to the well-being of our customers and society by having our diverse human capital maximize their capabilities, grow together, and continue to evolve.

Creating an environment where diverse human resources can work actively and productively

Every year, we hold a seminar on diversity and are continuously undertaking other efforts to raise awareness and foster a culture of diversity. In addition to enhancing systems for balancing work with childcare, nursing care, and other family responsibilities, we are also promoting diverse ways of working, such as teleworking and flextime systems. We have also implemented a personnel system whereby work styles can be chosen based on the scope of relocation and introduced a vacation and leave system that can be used for infertility treatment. Furthermore, we encourage the autonomous career development of our diverse staff through measures such as our post-employment systems, including the changes to the occupation system and the system for supporting career progression.

Changes to the occupation system	System for supporting career progression
This system allows employees to change their occupation type after joining the Company. Approximately 400 people have changed from the general business track to the managerial track so far, and many are also active in managerial roles.	This is a system that allows employees to experience work at other organizations for a limited period of time based on their preferences. To date, approximately 80 people have used the system, and it supports proactive career development by broadening employees' knowledge and perspectives.

VOICE

Akane Katsuta
Employee
Tokyo Policy Service Sect.

User of the system for supporting career progression

<Transferred to Kashiwa Joso Branch Office for one year and six months from April 2023>

Through my experience at a branch office and district offices, I was able to expand my perspective to aspects that were not apparent while at the head office. In addition, through my communications with the head office while working as an administrative employee at branch office, the high level of expertise of the head office struck me afresh. After returning to the head office, I use these experiences in considering what appropriate measures would be suitable for the situation of the person in question.

Initiatives to promote the active involvement of women

In April 2021, we formulated an action plan based on Japan's Act on Promotion of Women's Participation and Advancement in the Workplace, which covers the period until the end of fiscal year 2025, and we have been promoting initiatives based on this plan. As for the ratio of female managers, we are implementing systematic development and level-specific training programs. And, in support of male employees taking childcare leave, we are implementing a combination of individual encouragement to the relevant employees and their supervisors, and seminars to promote understanding among all employees. We also encourage employees to try to take longer childcare leave through the "Challenge Childcare Leave 30 Days" program.

Action plan based on the Act on Promotion of Women's Participation and Advancement in the Workplace

- Target for female employees in managerial positions by the end of fiscal 2025: 50%
- Creating a comfortable workplace environment for all employees by targeting 100% take-up of paternity leave by employees

Ratio of female managers (As of April 2025)	Ratio of male employees who took childcare leave (Fiscal year 2024 results)
50.2%	100%

VOICE

Daito Hirata
District Manager
Akihabara District Office, East Tokyo Branch Office
(at the time, District Manager of Fujimino District Office, West Saitama Branch Office)

User of the childcare leave system

<Took 31 days of childcare leave in fiscal year 2024>

I took childcare leave when my twins (my second and third children) were born. I spent an irreplaceable time with my family. With the encouragement of my colleagues whom I worked with, I was able to focus on taking care of my children with peace of mind because of the support system put in place for when supervisors are away. It was an opportunity for me and others to become aware of work-life balance.

Promote employment of persons with disabilities

As a pillar of DE&I, we are actively working to employ persons with disabilities. As of April 2025, the employment ratio exceeds the legally required rate (2.7%) after its scheduled increase in July 2026. SUMISEI Harmony K.K., a special subsidiary, is also working to create new employment opportunities, including by expanding the types and volume of its consigned businesses as well as increasing the size and number of its satellite offices. TomoWork, a non-profit organization we established in Singapore, has provided an employment support program to around 400 persons since the project was launched in 2019 to create employment opportunities.

Initiatives related to LGBTQ+

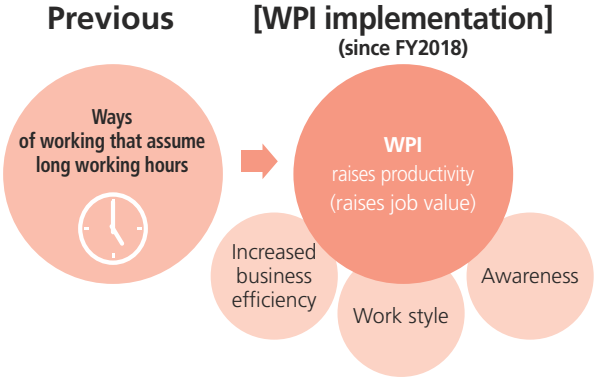
As well as implementing human rights training that concerning LGBTQ+ issues for all employees, we provide handbooks featuring basic knowledge, distribute "ally stickers" to those who want them, and have also set up advice hotlines, partly in order to promote understanding among employees. Our leave programs, company housing leasing and other corporate welfare programs treat same-sex partners as spouses, in principle, based on objective documentation, etc.

Work style reform (WPI)

Sumitomo Life has engaged in initiatives for Work Performance Innovation (WPI) since fiscal year 2018

Initiatives for work style reform: WPI implementation

We aim to allow each employee to focus on "customer-oriented work" using the time created through streamlining operations by introducing new systems and through reviewing existing operations. Moreover, we aim to further improve the productivity (performance) of the Company as a whole by creating a workplace where employees can "work in good health and with enthusiasm" through such measures as restricting long working hours, promoting the use of leave, and introducing a system that allows flexible working styles.



Each employee works to increase overall company productivity by thinking of others and the future and mutually deepening dialogue

Work from anywhere and at any time

Employees select work styles that raise the productivity of their department by intentionally choosing where and when they work, utilizing teleworking, staggered work shift, and flextime systems. They carry out operations smoothly and quickly by sharing information and communicating closely regardless of where and when they are working.

Proactive, continuous review of operations

We will establish a cycle of "sharing challenges" → "studying solutions" → "taking action" for continually reviewing operations in which all employees maintain an awareness of issues in daily work.

An environment for working in good health and with enthusiasm

Employees will perform their duties independently and systematically and will systematically take paid annual leave at a pace of at least one day per month, leading to life enrichment and personal growth. In addition, with the relocation of the Tokyo Head Office, we will implement a style of work that supports the further creation of value and disseminate it throughout the Company.

Health-focused management

Health-focused management* initiatives

Under the "Sumitomo Life Group Health-focused Management Declaration" formulated in April 2017 (revised in July 2021), we believe that in order for each and every employee to enthusiastically maximize their individual abilities, above all, employees and their families must value their mental and physical health and achieve "well-being."

The Sumitomo Life Group aims to become an "indispensable insurance group" that contributes to well-being. Underpinning the foundation of this are the "awareness" and "actions" of each and every employee regarding health. We will do our utmost to support our employees and their families in actively engaging in health maintenance and enhancement activities with the aim of realizing a sustainable future by contributing to the "well-being" of as many people as possible.

*The term health-focused management ("Kenko-Keiei") is a registered trademark of the nonprofit organization Kenkokeiei.

External recognition

Sumitomo Life was recognized for its efforts, and for the eighth consecutive year was certified as a "White 500" company of the 2025 Outstanding Organizations of KENKO Investment for Health (Large Enterprise Category) under the Recognition Program for the Outstanding Organizations of KENKO Investment for Health, organized by the Ministry of Economy, Trade and Industry and the Nippon Kenko Kaigi.

	Key initiatives of health-focused management
Health management	● Increase the rate of regular and secondary health examinations, and implement specific health guidance, guidance for improvement of lifestyle, etc. ● Implementation of projects to prevent aggravation of illness ● Initiatives toward improving the health checkup uptake rate for family members. ● Promotion of the use of the Health Screening and Breast Cancer Examination Cost Subsidy Program. ● Promote the use of telephone health counseling. ● Prevent mental health issues ● Recommend and utilize stress checks.
Reduction of health risks	● Promote cessation of smoking. ● Refraining from long working hours and initiatives for flexible work styles. ● Promote communication.
Encouraging activities for health maintenance and enhancement	● Utilize the Vitality Wellness Program ● Hold the "internal walking campaign" biannually in spring and fall. ● Leverage ICT to provide health information (lifestyle-related diseases, diet, smoking, etc.). ● Encourage wearing of sports shoes during commute.

Monitoring related to human capital and human capital development

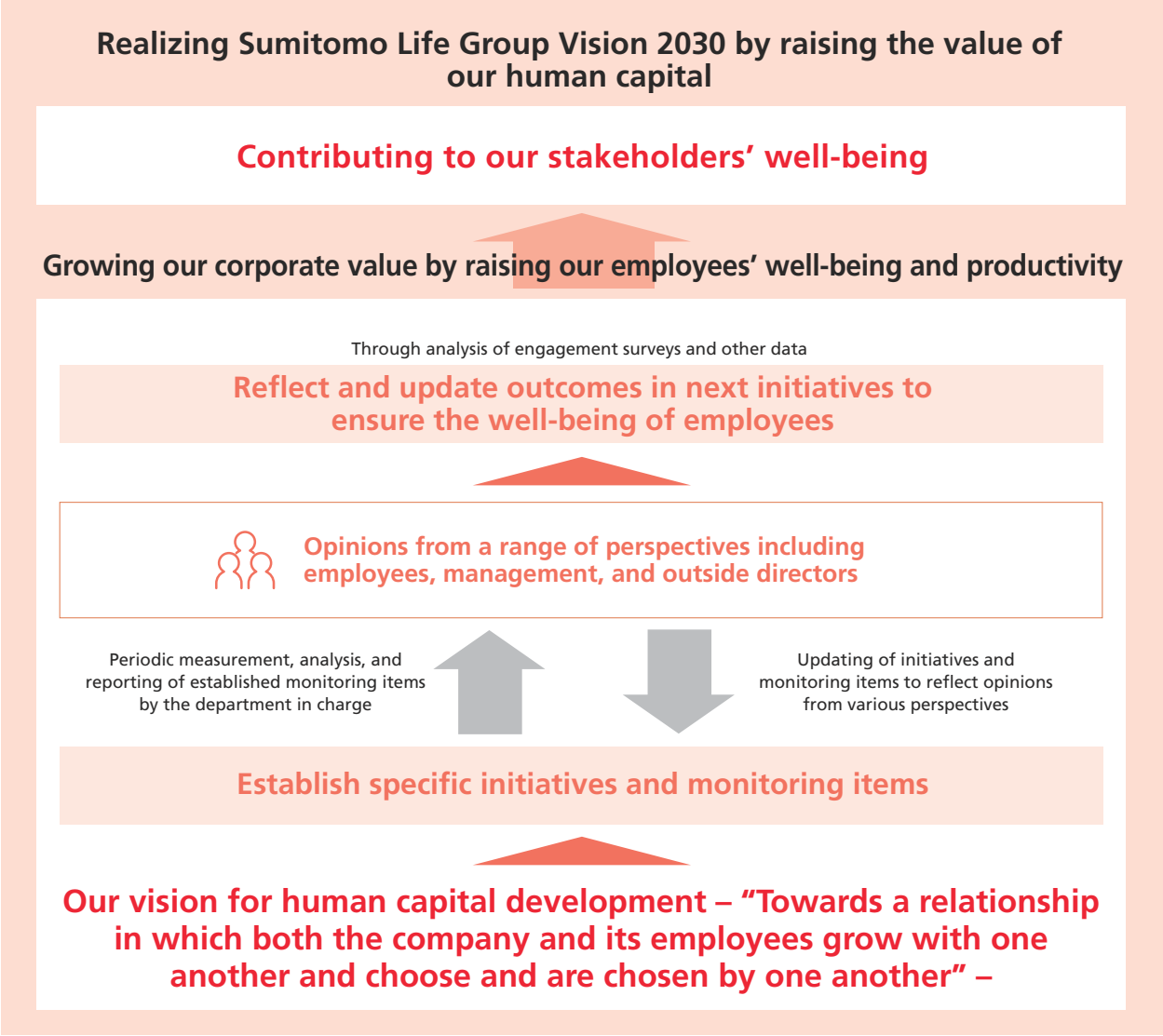
Sumitomo Life's initiatives for human capital and human capital development are deeply connected to our purpose and other aspects of our management philosophy and management strategies. In order to realize the "Sumitomo Life Group Vision 2030" and sustainably provide value to all our stakeholders, we regard the necessary assets, that is to say our employees (people), as "capital" (valuable), and have initiatives in place to implement human capital management that is linked to management strategy, in other words "human capital development."

In addition, we implement PDCA in order to visualize and improve the impact of our human capital and human capital development initiatives. The monitoring structure is as shown below. Specific initiatives are provided on p.75.

The monitoring structure and PDCA

We have established monitoring items based on the items in our various initiatives implemented based on our vision for human capital development, selecting those which can be visualized. These monitoring items are regularly measured, analyzed by the department in charge, and utilized in the PDCA cycle. At the same time, regular reports are provided to the management and outside directors with suitable improvements made based on insights from a range of perspectives.

In particular, we regard "employees' voices" from engagement surveys and other sources as an important indicator for measuring employee well-being, and also deploy data analysis to verify the impact of initiatives and reflect them in future activities. We will continue with our initiatives to raise the well-being of our employees, who are our assets for realizing the Sumitomo Life Group Vision 2030 and contributing to the well-being of our stakeholders.



Key Monitoring Items for Human Capital Management and Human Capital Development

Our human capital development initiatives are broad-ranging, and initiatives with especially high priority and importance are positioned as "monitoring items." The value provided by these initiatives are rendered visually.

Perspective of human capital development		Items	Fiscal year 2022 results	Fiscal year 2023 results	Fiscal year 2024 results
Initiatives for realizing the well-being of employees to provide value to stakeholders (development of human capital)					
	Linking management strategies and human capital strategies	Competencies based on management strategy (specifying our vision)	Occupations covered: Managerial track	Occupations covered: Managerial track	Occupations covered: Managerial track General business track
	Support for autonomous career development	Number of people utilizing support for self-development expenses (Started in FY2021)	2,116 people	1,474 people	1,624 people
	A platform and key persons that support human capital development	Number of employees certified as human capital for digital utilization (See p. 77 for details on digital human capital development)	–	2,746 people	4,090 people
		Manager participation in 360-degree feedback (receive 360-degree evaluation from members)	–	–	193 people
	Engagement	Employee engagement score	61%	61%	59%
		Managerial track	68%	70%	69%
		General business track	51%	50%	50%
		General sales representatives	61%	57%	54%
		Environment for active employee participation	72%	72%	72%
		Collaboration Communication (Indicators related to cooperation and collaboration within organizational sections)	74% 67%	75% 68%	76% 69%
Initiatives to make the well-being of employees sustainable (developing the internal environment)					
	Diversity, Equity & Inclusion	Ratio of female managers	48.3%	48.4%	50.2%
		Ratio of male employees who took childcare leave (Of which, ratio who took at least 30 days)	100% (3.0%)	100% (13.7%)	100% (30.7%)
		Wage differentials between men and women (ratio of women's wages to men's wages) Top: Employees (11,808) Bottom: Sales representatives (28,976)	52.5% 93.4%	53.2% 86.8%	54.7% 89.9% (Note) Details are provided on p.109
		Ratio of employment of persons with disabilities	2.4%	2.5%	2.6%
	Work Style reform	Reduction in total working hours (compared to 2016)	-10.3%	-11.0%	-11.2%
		Ratio of employees who took paid leave of at least one day per month	81.8%	84.3%	83.3%
	Health-focused management	Ratio of employees eligible for secondary health checkups	27.2%	27.1%	27.2%
		Number of participants in walking campaign	22,075 people	19,743 people	18,905 people
		Ratio of employees who took stress check	82.0%	85.4%	88.2%

Digital & Data

Definition and roles of "digital & data"

In contemporary society, new products, services, and business models emerge from the use of digital technologies and data, and this leads to further societal development and corporate growth. Sumitomo Life has positioned this "digital & data" as an engine for initiatives aimed at the realization of "Sumitomo Life Group Vision 2030."

"Digital & data" refers to using digital technology and data to help do what can't be done by the power of human alone in order to provide new value that fuses the human and the digital. Through drawing out the potential of digital and data to the maximum extent, we will work to create new products and services and maximize the value of the customer experience to contribute to the well-being of customers.

In addition, the Digital & Data Headquarter, which was established to realize the value of "digital & data," designs and leads the overall plan for digitalization and data utilization for the entire Sumitomo Life Group and also has the role of supporting digitalization and data utilization by departments and optimizing the whole. We will pursue various initiatives aimed at being an "indispensable insurance group" that contributes to well-being as stated in "Sumitomo Life Group Vision 2030."

We have been recognized as a "DX-certified operator" for the series of DX promotion-related initiatives we have implemented. The DX certification program recognizes companies that meet the basic requirements specified in the "Digital Governance Code," based on the "Act on Facilitation of Information Processing."

Digital & data strategy

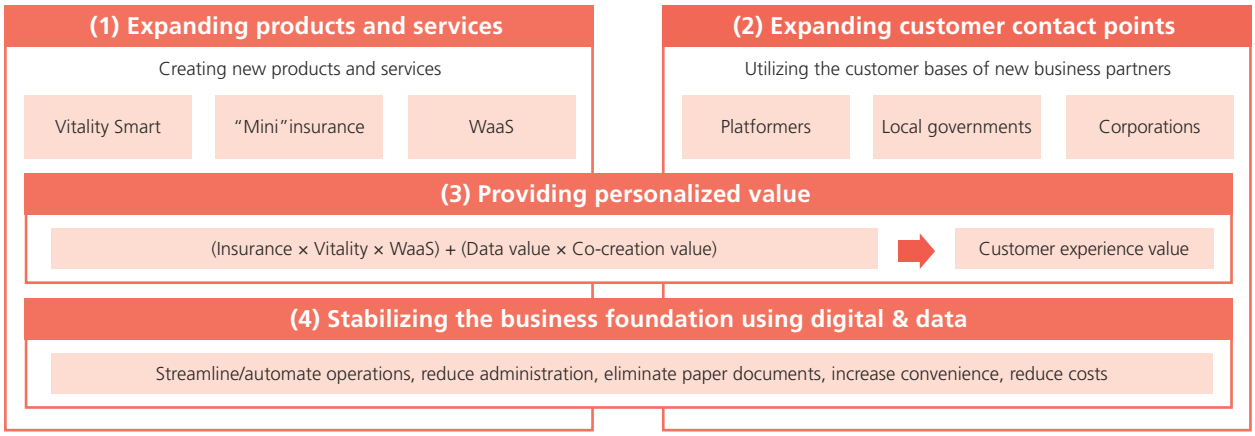
At Sumitomo Life, we designate services that contribute to customer well-being as "Well-being as a Service (WaaS)." We aim to build an ecosystem centering on "SUMITOMO LIFE Vitality" by joining with partner companies to create new WaaS services that transcend existing demarcations in the life insurance business. We will not only provide optimal insurance but also offer multiple services personalized for each individual and thereby contribute to the "well-being" of customers.

(1) Expanding products and services
By harnessing the power of digital and data, we will work not only to provide conventional insurance products but further evolve Vitality services and create well-being services in non-insurance areas. Through this we will offer products and services aligned with the diversifying needs and lifestyles of customers.

(2) Expanding customer contact points
To create well-being services, it will be necessary to collaborate and co-create with new business partners, including local governments, corporations, and platformers. We will work to expand customer contact points by utilizing the customer bases of business partners and deliver well-being value to as many customers as possible.

(3) Providing personalized value
We aim to create customer experience value that is optimized to each individual customer by accumulating and utilizing customer contact point data and health data that is unique to Sumitomo Life and combining multiple products and services.

(4) Stabilizing the business foundation using digital & data
We will streamline and automate operations by utilizing the latest digital technologies, generative AI included, in order to further increase the value of the customer experience and will stabilize our business foundation in order to ensure the continuation of operations under an environment of continued contraction in the working population.



Promoting digitalization and utilization of information and communication technology

Efforts to maximize customer experience value

We have formulated the "Sumisei Medium-Term Systemization Plan 2025" to realize "Sumitomo Life Group Vision 2030" and achieve Sumitomo Life Medium-Term Business Plan 2025 and its numerical targets through the fusion of management strategies and IT/digital strategies and are constantly utilizing advanced ICT (information and communication technology) to further sophisticate our services.

We have built the Sumisei Data Platform (environment for data analysis) with functions that include accumulation, maintenance, and automatic analysis of big data and have been performing various analyses, including the use of exercise data obtained from wearable devices in the development of the "Personalized Health Enhancement Support & Personalized Disease Risk Report" service for "Vitality" Shared-Value Insurance. In addition, we conducted an investigation on the relationship between health, lifestyle, and heat stroke, and published the results in the "White Paper on Heat Stroke." We will continue to carry out data analysis to provide new products and WaaS to contribute to our customers' well-being.

In addition, we provide "Sumisei Digital Concierge," a mobile app for customers, in order to meet diversifying customer needs and further raise convenience. The app allows for easy login, including to the existing Sumisei Direct Service, through the biometric authentication function on smartphones. It enables procedures to be completed on a one-stop basis, from requests for documents on insurance products and the creation of insurance plans to policy applications. Customers can even complete procedures such as policy maintenance and payment claims through the app. Since April 2024, we also offer an additional range of the supplementary services provided to insured persons and other policyholders and their family members, such as online health consultation and second opinion bookings, through the app. Going forward, we will continue to expand the app functions and information services offered, to provide services closely aligned to customer needs.

Initiatives to improve productivity through the use of AI

In July 2023, we introduced the "Sumisei AI Chat Assistant" generative AI chat system. This dedicated system was built for Sumitomo Life based on ChatGPT developed, and it enables users to type in questions and receive answers generated by AI in a natural, human-like, conversational format. We will promote the use of these systems to improve operational productivity through activities such as in-house contests to recognize outstanding prompts (instructions) and in-house study sessions.

In addition, as part of a project to advance the sales representatives structure using AI, we began operating the "Ikunavi" customer information management system for sales representatives in November 2024 as well as the "Aitore" role-playing system for sales representatives in April 2025. Through the use of these two systems, we aim to raise the standard and further improve the efficiency of our sales activities, and provide consulting that is tailored to the issues and needs of our customers.

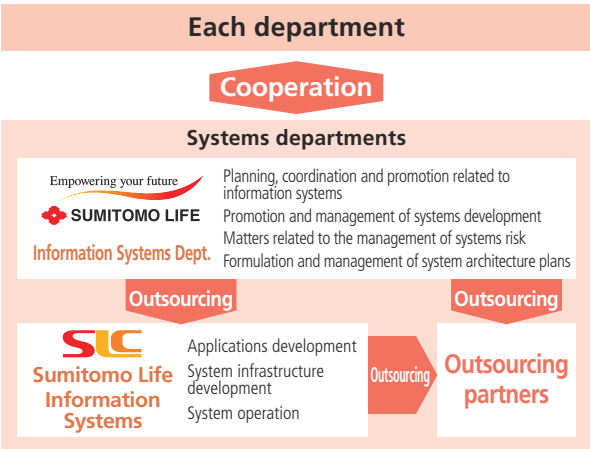
Structure of systems departments and the development of human capital with expertise in digital technology

Our systems departments are responsible for planning, developing, and operating all the systems that support Sumitomo Life's management and business operations, including the safe and secure administration of insurance policy information.

Other important roles of the systems departments include supporting our efforts for the continuing evolution of Sumitomo Life by cooperating with other departments to promote digitalization through the use of leading-edge technologies for initiatives such as creating new customer contact points, developing and providing valuable products and services, and generating new business models.

In order to promote digitalization, it is essential that we utilize digital technology and information and ICT, as well as developing human capital with diverse skills.

We have established a "Digital/System" course for new graduate recruits and we are striving to train and retain employees who have an interest in advanced technology and possess specialized knowledge. In addition, we have clarified the definition of "human capital with expertise in digital technology" for existing employees as we endeavor to raise the level of digital skills and literacy required not only from employees in the systems departments but also in each department in the head office and branch offices.



Definition of human capital with expertise in digital technology

Human capital for digital planning	Human capital capable of using digital technologies, IT, and data to create new businesses and transform existing operations
Human capital for digital utilization	Human capital capable of understanding and using (mastering the use of) digital technologies and IT
Human capital for digital development	Human capital possessing an advanced level of specialized knowledge and skills regarding digital technologies, who are capable of promoting systems development and digitalization

Message from an Outside Director

Utilizing my experience in managing financial institutions and in the digital field, I will support challenges in providing value of well-being.

Shigeru Ishii, Outside Director

What do you believe is your role as an outside director?

Supervising the execution of business and providing support to take on new challenges based on my experience in managing financial institutions.

The roles that I see as required of me as an outside director are "supervision of business execution," "providing support for challenges," and "participating by utilizing my experience at financial institutions."

The first role, "supervision of business execution," is the fundamental and primary mission of a director, that is to say, providing sound checks and supervision. As Sumitomo Life is a Company with Nominating Committee, etc., as an outside director, I manage and supervise the appropriateness and progress of business execution from an objective perspective while flexible business execution is delegated to executive officers.

I believe the second role "providing support for challenges," is an important one as Sumitomo Life is currently taking on new challenges in various fields in Japan and overseas. Rather than simply avoiding the risks associated with new initiatives, I believe that it is also an important role as an outside director to support challenges while appropriately assessing the risks.

As for the third role of "participating by utilizing my experience at financial institutions," I raise issues for consideration and provide advice based on my experience as a corporate manager at several financial institutions. In particular, I have experience in founding an online bank, and I believe that the knowledge and management sense I gained in the digital field can be utilized in areas such as DX (digital transformation). Currently, Sumitomo Life is working to consolidate customer contact information into a database for analysis and utilization. I strongly support this direction, believing in principle that data analysis is important, and will continue to offer opinions from various perspectives, such as assessing appropriateness of measures and carrying out risk management.

What are your views on the effectiveness of the Board of Directors and the Audit Committee's operations?

The discussions at the Board of Directors are highly effective and open, and the Audit Committee's interviews with executive officers are functioning well.

I consider three points when evaluating the effectiveness of the Board of Directors. The three points are that it properly performs its supervisory function, that its discussions raise diverse opinions and result in each member's deeper understanding of the opinions, and finally that the conclusions of discussions are appropriately implemented in the organization. Sumitomo Life's Board of Directors selects suitable agenda items and engages in very lively and constructive discussions. Each agenda item is thoroughly explained in advance, and each of the Directors engages in discussions based on the common understanding. After Board of Directors meetings, management follows up on the discussion outcomes and manages processes, making periodic reports on the same. These are the basis for my assessment that the Board of Directors is highly effective.

In addition to the Board of Directors, the "Outside Directors Council, " which comprises all outside directors, also engages in frank exchanges of views among its members. Aside from the themes raised at the Board of Directors meetings, I feel that we have uncovered new points for discussion by conversations founded on each individual's unique experience and expertise from a different perspective than the business execution team, for example, whether any issues have been overlooked in the course of performing our supervisory function.

A practice unique to the Audit Committee of Sumitomo Life is conducting direct interviews with executive officers who execute business operations prior to undertaking an audit. The interviews help Audit Committee members better understand the details of the business execution team's responsibilities, and often help to identify current issues. This enables the Audit Committee to study the issues in a targeted and effective manner in its later audit, and is an extremely effective approach, in my view. Such issues include issues attributable to organizational structure. By hearing directly from executive officers on their perspectives, effective discussions on operational functions and the organization as a whole become possible. This contributes significantly to strengthening governance.

What are your thoughts on Sumitomo Life promoting "contributing to well-being?"

I look forward to seeing the Company broaden the scope of the value it provides even further, leveraging its strengths in "Vitality" and "human capabilities."

I believe that as society as a whole ages and lives longer, the three keys to future business will be "money," "health," and "social engagement." Sumitomo Life has advanced into the domain of "health" with "Vitality," in addition to preparing for the area of "money" through insurance. I think one of the Company's major strengths is that it provides unique services that encourage customers to improve their health through incentives, even though we are a financial institution.

As the number of single-person households increases, it is expected that the need for services related "social engagement"will increase as people seek out relationships with other people. In this context, Sumitomo Life has been providing services tailored to each customer with sales representatives who accompany customers as well-being designers. This can also be said to be one of the Company's major strengths.

Leveraging these strengths, a current initiative of Sumitomo Life, "Sumisei WX (Well-being Transformation)," seeks to transform the value of the customer experience through measures such as visualizing the value of well-being. It may be difficult to feel the benefits of "Vitality" without actually using the service, but if the value of well-being can be visualized using numbers, the value of health enhancement will become more apparent. And since Sumitomo Life will itself be able to use the visualized value as an indicator to improve its services, I believe that this will be quite meaningful for management.

As its 2030 targets, Sumitomo Life has set its eyes on earning 20 million customers who have been provided with the value of well-being, and 5 million Vitality members. My view is that this goal is both full of conviction and groundbreaking in that it aims to sincerely provide customers and society with the services they expect while expanding the domains of business. Of the many companies in society that advocate "well-being," I hope to see Sumitomo Life set a precedent and lead a major wave of social change.

Would you like to share your inspirations for the future and say a few words to our stakeholders?

We will solidify our credibility as a financial institution and the capabilities of the human capital that support our corporate value.

Financial institutions are now required to operate at a higher level of transparency and discipline than ever in order to prevent misconduct. Even as values surrounding Japan as a whole and the financial industry change with the times, as a financial institution, it is of the utmost importance for all employees to be conscious that "customers' trust is the starting point," and the foundation for all activities.

The trust of our customers is essential in order for us to contribute to well-being. For "honesty" to become a guiding principle of employees throughout the Company as providers of value, it is crucial to foster a corporate culture that supports this. In addition, as we regard "people" to be the ultimate source of the company's value, it is essential to push forward with "human capital development" initiatives, including initiatives for the well-being of employees themselves.

I will continue to fulfill my duties as an outside director so that the Company can live up to the trust of its stakeholders, building mutually prosperous relationships with society by connecting its growth to the well-being of customers and the growth of its employees.

Corporate Governance

Mutual Company Management

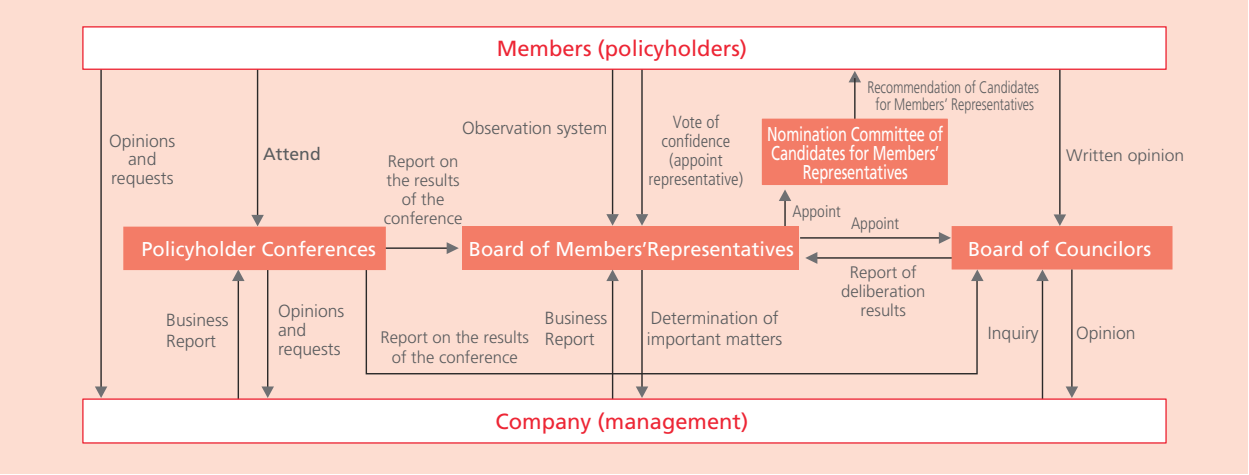
Life insurance is a business of a highly public nature based on a system of "cooperation" and "mutual aid." Many people make contributions through premiums and receive insurance claims and benefits in the event of death or illness.

There are two types of insurance companies: "mutual companies" and "joint stock companies," and Sumitomo Life is the former. (A mutual company is an organizational form recognized by the Insurance Business Act for insurance companies).

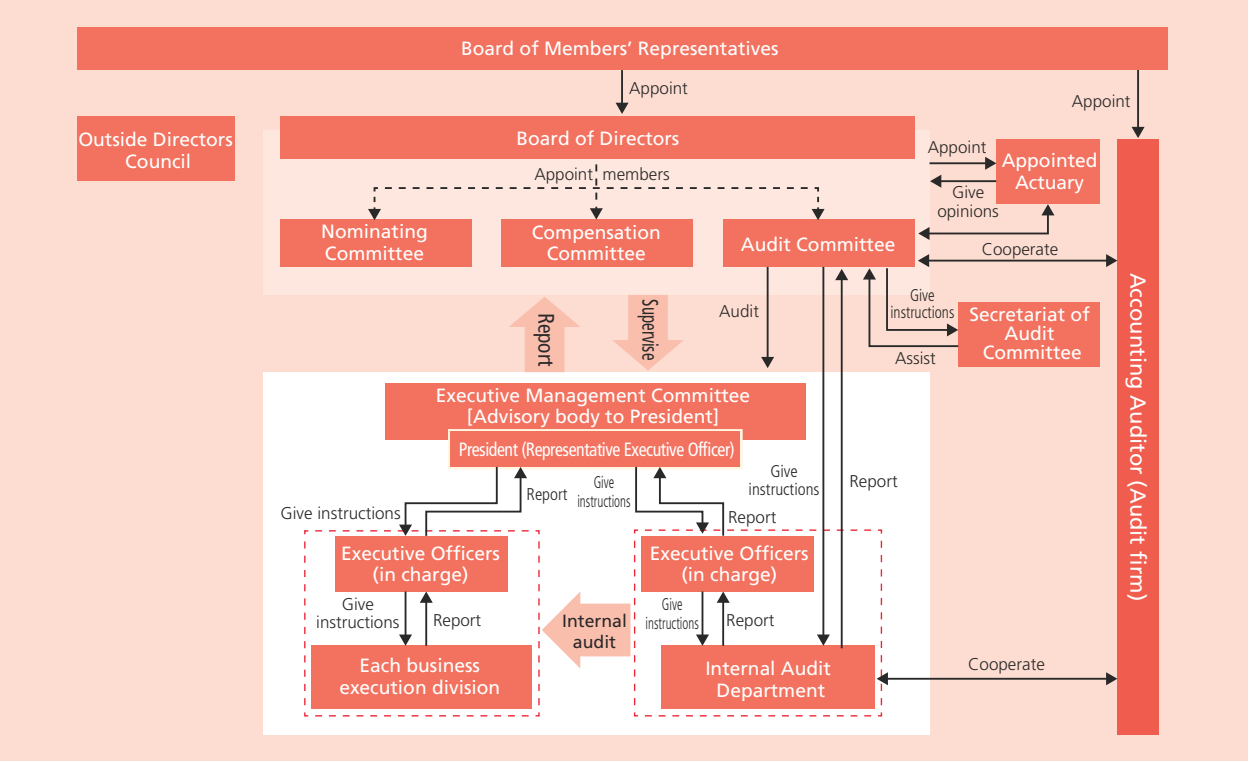
Unlike a joint stock company, a mutual company has no shareholders. Each policyholder is a member of the Company (however, policyholders who only purchase insurance with no distribution of surplus are not members in accordance with the provisions of Sumitomo Life's Articles of Incorporation).

By building a highly transparent mutual company organization, Sumitomo Life aims to be a company that values the voices of its customers.

Mutual Company Scheme



Management Control Structure



About the Board of Members' Representatives

Pursuant to the provisions of the Articles of Incorporation, the Board of Members' Representatives is established as an alternative to the general meeting, and the Board of Members' Representatives makes resolutions on the appropriation of surplus, amendments to the Articles of Incorporation, election of directors, and other matters.

The Members' representatives elected from among the members are invited to attend the Board of Members' Representatives.

Observation System for Board of Members' Representatives

In order to deepen members' understanding of the Company's management, we have established a system for observing the Board of Members' Representatives meeting, whereby members may apply in advance to observe a meeting.

Application procedures and related information will be posted on the website around May prior to the Board of Members' Representatives meeting.

*The number of Members' representatives and the method of appointment are listed on p.114

Results of the 2025 Annual Board of Members' Representatives

The Annual Board of Members' Representatives was held on Wednesday, July 2,2025, in Osaka City, Japan. The matters reported and matters of resolutions are as follows.

To revitalize discussions at meetings of the Board of Members' Representatives, we implement measures such as providing fuller explanations and information before the meetings and allocating sufficient time to question and answer sessions. We also continued to offer the opportunity to observe the meeting online so that Members' Representatives who were unable to attend the Board of Members' Representatives could view the proceedings.

[Matters reported and matters of resolutions at the Board of Members' Representatives]

Matters reported	1. The Business Report, Balance Sheet, Statement of Income, Statements of Changes in Net Assets, and Consolidated Financial Statements for the fiscal year ended March 31, 2025, and the Reports of the Accounting Auditor and the Audit Committee on the results of their audits of the Consolidated Financial Statements 2. Items for deliberation by the Board of Councilors
Matters of resolutions	Proposal 1: Approval of the proposed appropriation of surplus earnings for fiscal year 2024 Proposal 2: Allocation of dividends to policyholders Proposal 3: Partial Amendments to the Articles of Incorporation, etc. Proposal 4: Appointment of 10 members of the Selection Committee of Candidates for Members' Representatives Proposal 5: Appointment of 11 members of the Board of Councilors Proposal 6: Appointment of 11 directors

2025 Annual Board of Members' Representatives

The minutes of the Board of Members' Representatives and a summary of the questions and answers are posted on our Japanese website.

About Policyholder Conferences

We hold the Policyholder Conferences annually at our branch offices and other locations nationwide to explain our business situation to policyholders, to secure their understanding, and to absorb their wide-ranging opinions and reflect them in the management of Sumitomo Life. The Policyholder Conferences is held between January and March prior to the Board of Members' Representatives in order to coordinate with the latter.

Moreover, from the viewpoint of diversifying the appointment method of Members' representatives, a certain number of Members' representatives are appointed from among the attendees to the Policyholder Conferences.

Information on how to apply for participation will be posted on the official website for a certain period of time prior to the meeting.

2025 Policyholder Conferences

In 2025, 89 meetings were held nationwide, which were attended by 1,789 policyholders.

We immediately incorporate into our management the opinions and requests from Policyholder Conferences that can be put into practice, and analyze the trends to help us promote management that most accurately reflects our policyholders' wishes.

[Number of times held and number of attendees]

	2024	2025
Number of times held	89	89
Number of attendees (average per meeting)	1,708 (19.2)	1,789 (20.1)

About the Board of Councilors

The Board of Councilors was established to deliberate on matters of consultation from the Company and important management matters, and is composed of members or academic experts who are elected by resolution of the Board of Members' Representatives. The Board of Councilors also discusses, as necessary, opinions concerning management submitted in writing by members.

The number of members of the Board of Councilors is limited to no more than 25 in accordance with the Articles of Incorporation.

The table below shows the status of the meetings held in fiscal year 2024.

[Fiscal year 2024 Board of Councilors]

	Agenda
1st meeting: May 2024	・Proposed financial results and business overview for fiscal year 2023 ・Medium-term business plan and "Sumitomo Life Group Vision 2030"
2nd meeting: November 2024	・Business overview for the first half of fiscal year 2024

Management Control Structure

The Company chooses to be a Company with Committees in order to strengthen the supervisory function of the Board of Directors by systematically separating supervision and execution, and to speed up decision-making through significantly delegating authority to Executive Officers.

Moreover, the Company has established "Criteria for Independence of Outside Directors" by resolution of the Board of Directors, and confirms that the criteria for independence are met when selecting outside director candidates.

Certain matters of resolutions by the Board of Directors are referred to the Nominating Committee, the Audit Committee, or the Compensation Committee.

Furthermore, the "Outside Directors Council," comprised of all outside directors, has been established to facilitate exchange of opinions among the outside directors and with top management, regarding important management matters such as those concerning medium- to long-term management strategies and business development.

Through these efforts, the Company is poised to proactively reflect external knowledge in its management.

As we recognize that effective corporate governance practices will contribute to the Company's sustainable growth and medium- to long-term enhancement of corporate value, we will continue working to ensure the effectiveness of corporate governance.

Primary institutional roles

Board of Directors

The Board of Directors' main roles are to make decisions on matters such as basic management policies and matters concerning the development of internal control systems, which are legally designated as matters to be exclusively decided by the Board of Directors, and to oversee the execution of duties by Executive Officers and Directors.

In light of the need to proactively reflect external knowledge in the management of the Company and to ensure diversity on the Board of Directors, there are six outside directors out of eleven directors; thus outside directors have a majority.

Nominating Committee

The Nominating Committee formulates the "Policy for appointment of candidates for Directors," determines the content of proposals to the Board of Members' Representatives concerning the appointment and dismissal of directors, and in consultation with the Board of Directors, deliberates on matters concerning the appointment and dismissal of executive officers, and reports to the Board of Directors.

The committee comprises five members—three outside directors and two directors—and is chaired by an outside director.

Audit Committeee

The Audit Committee audits the execution of duties by executive officers and directors and prepares an audit report. It also decides on the content of proposals to be submitted to the Board of Members' Representatives concerning the appointment, dismissal, or non-reappointment of accounting auditors. Furthermore, it receives consultation from the Board of Directors on matters related to the development of internal control systems, deliberates, and reports back to the Board.

The committee comprises four members—three outside directors and one director—and is chaired by an outside director. The Audit Committee member who is full-time director of Sumitomo Life is designated as "full-time Audit Committee members."

Compensation Committee

The Compensation Committee formulates "policies for determining the details of individual compensation for executive officers and directors," determines individual compensation for executive officers and directors, receives consultation from the Board of Directors on matters related to the basic policy on compensation for employees, deliberates, and reports to the Board.

The committee comprises five members—three outside directors and two directors—and is chaired by an outside director.

Outside Directors Council

Sumitomo Life has established the Outside Directors Council—comprising all outside directors—to promote free and vigorous exchange of opinions among outside directors and between outside directors and representative executive officers concerning medium- and long-term management strategies, business development, and other important management matters, and to ensure the knowledge of outside directors is reflected in the management of the Company.

Executive Management Committee

The Executive Management Committee has been established as an advisory body to the president, who is responsible for the management and execution of the Company's operations.

In principle, the Executive Management Committee is composed of the president and executive officers in charge, and is held once a week.

It deliberates on important matters related to business execution pursuant to the basic management policies determined by the Board of Directors.

Compliance with the Corporate Governance Code

As a mutual company, Sumitomo Life is not directly subject to the "Corporate Governance Code" set forth by the Tokyo Stock Exchange, but will voluntarily comply with the Code based on the recognition that corporate governance is common regardless of the type of company.

As part of the disclosure and explanation of the status of compliance with the "Corporate Governance Code," a "Corporate Governance Report" is prepared on a voluntary basis, and "disclosure based on each principle in the Corporate Governance Code" is also made.

The "Corporate Governance Report" and other documents are available on the Company's website.

Summary of the Results of the "Evaluation of the Effectiveness of the Board of Directors, etc."

The Company evaluates the effectiveness of the Board of Directors and three statutory committees (Nominating Committee, Audit Committee, Compensation Committee) (hereinafter, collectively referred to as the "Board of Directors, etc.") once a year, in order to enhance their functions.

The Company conducts a questionnaire survey of all the directors for evaluating the effectiveness of the Board of Directors. The Outside Directors Council, which is composed of all outside directors, discusses the evaluation based on the results of the survey, which are then resolved by the Board of Directors.

The following is a summary of the evaluation results.

Summary of the Results of the "Evaluation of the Effectiveness of the Board of Directors, etc." for FY2024

1. Evaluation results

The Company determined that the Board of Directors, etc. are functioning effectively in terms of both decision-making and supervision functions. On the other hand, in recognition that there is room for further enhancement, the Company will take measures for their resolution and work to further increase effectiveness.

The majority of the responses to the survey questions were "approve" or "generally approve."

Moreover, the Outside Directors Council made suggestions and offered opinions to further improve the effectiveness of the Board.

The following is a summary of the evaluation of each item.

Composition of Board of Directors

- The number of directors (11) is judged to be of an appropriate size for substantive discussions, and outside directors make up the majority of directors (5 inside directors and 6 outside directors), which contributes to ensuring a supervisory function.
- Furthermore, outside directors are well-balanced with specialists with diverse knowledge and backgrounds in corporate management, finance and accounting, legal affairs, finance and economics, consumer orientation, diversity, digital and IT, internationalism, etc., which is appropriate for conducting full deliberations, but the Company recognizes the importance of continuing to ensure diversity—including a review of the skills required of directors—in response to the business environment in which the Company finds itself.

Board of Directors operations and support

- The frequency and duration of Board of Directors meetings are judged to be generally of an appropriate level.
- There has been tangible improvement over past fiscal years' evaluation results in the identification of agenda items and explanations provided on the day of Board of Directors meetings. However, there remains room for continuous qualitative improvement, for instance in the content of said explanations.
- The content and volume of the materials for Board of Directors meetings are judged to be generally appropriate.
- In the area of monitoring of business execution, there has been a definite improvement in effectiveness with the presentation in list form of "future initiatives for the business execution team to study and address over the medium- to long-term with the Board of Directors' involvement" which was born from the results of past fiscal years' evaluations. Still, there remains room for further improvement.

Enhancement of deliberations at Board of Directors' meetings

- On the whole, the discussions of the Board of Directors are judged to be conducted in a free and open-minded manner, backed by appropriate agenda management.
- Discussions on important themes such as medium- and long-term management strategy and issues that have emerged from discussions at meetings of the Board of Directors have become richer as a result of efforts to address past fiscal years' evaluation outcomes. However, it is desirable that these topics be deliberated even more deeply through ongoing discussions.
- It is judged that information on important matters is shared with the Board of Directors on a timely basis, and that risks are given proper consideration and countermeasures are sufficiently discussed.

Measures to be taken to demonstrate the function of a director/Board of Directors

- A steadily increasing range of support is being provided to help outside directors understand the Company's business operations and stakeholders, such as the provision of information and defined spaces for exchanging opinions, in addition to advance briefings for meetings of the Board of Directors.
- The needs of a wide range of stakeholders are being appropriately addressed, but it is desirable to work towards further improving our understanding of diverse stakeholders, including employees, and continuously secure opportunities to hear their thoughts and views.

Measures to ensure the adaptability of management to changes in the environment

- Although the Board of Directors has been discussing important management issues such as social issues, markets, and technology with an awareness of changes in the Group's environment, the issues relating to sustainability are far-reaching, and as the environment is expected to transform at an even faster rate, it is necessary to continue to deepen discussions.
- It is necessary to conduct discussions to follow up on the achievement of the Group's vision and medium-term business plan, among other issues, and to appropriately reflect these in the execution of duties, with an understanding of changes in the environment.

Outside Directors Council and other cooperation with outside directors

- It is judged that the informal session that was organized based on the results of past fiscal years' evaluation produced a shared awareness of the changes in the life insurance industry and the initiatives of the Company, and a free and open-minded exchange of views on awareness of issues from a medium- to long-term perspective.
- The in-depth exchange of opinions was facilitated through measures such as interviews with executive officers and others at Committee meetings. It is necessary to continue to enhance communication among directors as well as between directors and executive officers.

Committees

- All committees are fulfilling their necessary functions based on their respective roles and responsibilities. The status of execution of duties and the content of deliberations by each committee is shared with the Board of Directors through measures such as reporting and the submission of meeting minutes for viewing at Board meetings.

Self-evaluation

- Some directors rated their own activities as satisfactory, while others acknowledged the need to deepen their understanding of issues such as the Company's social responsibility and business, as well as the need to perform a more substantial role to strengthen the supervisory function of the Board of Directors.

2. Initiatives based on the results of the previous effectiveness evaluation

Key issues for fiscal year 2023	Status of response in fiscal year 2024
Further realize the roles expected of the Board of Directors through discussions concerning medium- and long-term business strategy and the enhancement of exchange between individual directors and between directors, executive officers, and others	・In September 2024, the Company held an informal session after the Board of Directors meeting where discussions were held on the awareness of issues from a medium- to long-term perspective in light of changes in the life insurance industry and an overview of the initiatives of the Company. ・In October 2024, after the Board of Directors, an opportunity for interactive dialogue among only the outside directors was organized with the goal of promoting mutual understanding among the outside directors.
Revise agenda items for submission to meetings of the Board of Directors and implement effective monitoring of the execution of business to ensure adequate time for agenda items concerning important themes	・At the Board of Directors meeting held in October 2024, the Company reported that it would take the following measures to ensure adequate time for agenda items concerning important themes. After the report was presented, the details of the operational review of the Board of Directors were shared and thoroughly communicated with executive officers and the relevant general managers, etc. ・The Board of Directors will engage in in-depth discussions concerning "decisions on basic management strategy and planning" and "reporting on execution of plans resolved by the Board of Directors." As for other matters reported, discussions at the meeting will be limited to explanations concerning key points identified to be important at pre-meeting discussions. ・The agenda items for Board of Directors meetings was revised, and measures taken include shifting matters reported to non-agenda reports. ・Since the Board of Directors meeting in November 2024, the business execution team has prepared a list of issues to be studied and addressed in the medium- to long-term with the Board of Directors' involvement to achieve shared awareness between directors and executives.
Upgrade the function of the Board of Directors through the continuation of discussions aimed at further strengthening Group governance, etc., and in-depth discussions with a consciousness of policyholders and other stakeholders	・In addition to setting up a space for direct online communication with the management team of Singlife in May 2024 and the management team of Symetra in June of the same year, representatives from both companies visited Japan in October 2024, where we explained business performance, initiatives, and other information and exchanged opinions in person. ・After the Board of Directors meeting in March 2025, the Company held an "Opinion Exchange Session with Outside Directors and Sales Representatives, etc." with the goal of ensuring there are opportunities to have contact with sales representatives, etc. who deal directly with society and customers, etc. and thereby deepen stakeholders' understanding.

3. Future initiatives

Based on the above evaluation results, the following items were identified as major issues.

❶ Further fulfil the roles expected of the Board of Directors through more comprehensive discussions on medium- to long-term management strategy, on further strengthening Group governance, and other issues

❷ Continue with initiatives to secure sufficient time for deliberation of important themes

The Company will strive to further improve the effectiveness of the Board of Directors, etc. by taking steps to resolve these issues.

Activities of the Board of Directors

Meeting frequency etc.

Our Board of Directors meet once a month in principle and as needed. In fiscal 2024, the Board met 13 times.

The average duration of the Board of Directors meetings was approximately 1 hour and 11 minutes, and the number of agenda items was 108 in fiscal 2024.

Main issues examined and details

The Board of Directors makes decisions on important management matters, including matters concerning basic management policies and the development of internal control systems, and receives reports on the status of important business operations and supervises the execution of duties by executive officers and directors.

Main issues examined by the Board of Directors in fiscal 2024 and their details are as shown below:

❶ Formulation of the Fiscal 2025 Business Plan

The Board received half-yearly reports on the implementation status of the business plan for fiscal year 2023, the first year of Sumitomo Life Medium-Term Business Plan 2025 launched in April 2023, conducted reviews, and held discussions on the issues to address and measures to address them. These formed the basis for its resolution on the Fiscal 2024 Business Plan in March 2024.

❷ Monitoring of compliance, risk management, management status of subsidiaries, etc.

The Board received reports on the status of compliance with laws and regulations, risks, and the management of subsidiaries and affiliated companies, and reviewed the plan. It adopted a resolution on the Fiscal 2025 Business Plan mainly based on the results of these reviews.

❸ Formulation of a Recovery Plan pursuant to designation as an IAIG

In response to being designated as an IAIG as a result of making Singlife a wholly-owned subsidiary, the Company resolved a recovery plan for swiftly restoring the soundness of the Group in the event of a crisis. We have incorporated items relating to the recovery plan in our Internal Control Basic Policy and have in place a system for ensuring the Group's operations are proper.

Activities of the Nominating Committee

Meeting frequency etc.

Our Nominating Committee meets as needed. In fiscal 2024, the Committee met 6 times.

The average duration of the Nominating Committee meetings was approximately 1 hour and 26 minutes, and the number of agenda items was 10 in fiscal 2024.

Main issues examined and details

The Nominating Committee formulates the "policy for appointment of candidates for Directors," determines the content of proposals to the Board of Members' Representatives concerning the appointment and dismissal of directors, and in consultation with the Board of Directors, deliberates on matters concerning the appointment and dismissal of executive officers, and reports to the Board of Directors.

Main issues examined by the Nominating Committee in fiscal 2024 and their details are as shown below:

❶ Determination of the content of the proposal for the appointment of directors to be submitted to the Board of Members' Representatives

After deliberations based on the "policy for appointment of candidates for Directors," the Committee decided on 11 candidates for Directors. Of the candidates for Directors, a majority of six are outside directors. In addition, in terms of the gender composition, there are nine men and two women.

❷ Appointment of executive officers, selection of representative executive officers, and selection of senior managing executive officers and managing executive officers

On receiving consultation from the Board of Directors, the Committee deliberated on each candidate and determined the report to be given the Board of Directors.

❸ Consideration of matters relating to the election of directors and exchange of opinions regarding candidates for outside directors

The Committee deliberated on the number of directors, the ratio of internal to external directors in the number of directors, the term of office (maximum) for outside directors, diversity of outside directors, and the skills matrix for directors. In addition, based on the list of candidates for outside directors, opinions were exchanged regarding future candidates for outside directors.

❹ President succession planning

The Committee deliberated on the president's term of office, elements needed in a presidential successor, how to make contacts with potential successors as the Nominating Committee, and contingency plans. In addition, to help develop human capital and from the perspective of increasing contact between Nominating Committee members and potential successors, meetings were held to exchange opinions between Nominating Committee members, executive officers (as defined in our internal regulations) and others on the theme of management issues.

Activities of the Compensation Committee

Meeting frequency etc.

Our Compensation Committee meets as needed. In fiscal 2024, the Compensation Committee met 7 times.

The average duration of the Compensation Committee meetings was approximately 26 minutes, and the number of agenda items was 17 in fiscal 2024.

Main issues examined and details

The Compensation Committee formulates "policies for determining the details of individual compensation for executive officers and directors," determines individual compensation for executive officers and directors, receives consultation from the Board of Directors on matters related to the policy on compensation for executive officers (as defined in our internal regulations), deliberates and reports to the Board of Directors.

Main issues examined by the Compensation Committee in fiscal 2024 and their details are as shown below:

❶ Resolution on individual compensation for executive officers and directors

After deliberations based on the "policies for determining the details of individual compensation for executive officers and directors," the Committee resolved the compensation for retiring executive officers and the compensation for executive officers and directors for fiscal year 2024.

❷ Non-financial evaluation

The Company has decided to introduce new performance-linked compensation (non-financial) as performance-linked compensation (medium- to long-term) an incentive to make further progress in sustainability management, with the aim of promoting initiatives to achieve well-being for all stakeholders under its Sustainability Management Policy. Evaluation was commenced from the results for fiscal year 2023 and was applied for compensation for fiscal year 2024 onward.

With regard to performance-linked compensation (non-financial), the Compensation Committee evaluates the status of progress in each of the "well-being contribution areas" set forth in "Sumitomo Life Group Vision 2030." The evaluation result for fiscal year 2023 was "progress was made in sustainability management."

❸ Report on management compensation survey

Based on a report by Willis Towers Watson plc. on the results of a survey on compensation for management, the reasonableness of the level of executive officer compensation was verified, and it was confirmed that the level of executive officer compensation resulting from the introduction of performance-linked compensation (non-financial) from fiscal year 2023 was reasonable.

❹ Resolution on individual compensation for executive officers who have been promoted in April 2025

After deliberations based on the "policies for determining the details of individual compensation for executive officers and directors," the Committee resolved the individual compensation for promoted executive officers.

[Number of times the Board of Directors and Committee meetings were held and attendance of each director and member] (FY2024 results)

Name	Position and responsibilities at the Company * As of March 31, 2025		Board of Directors	Nominating Committee	Compensation Committee	Audit Committee
Masahiro Hashimoto	Chairman of the Board, Representative Executive Officer	Member of Nominating Committee and Compensation Committee	13/13 times	6/6 times	7/7 times	—
Yukinori Takada	Director, President & Chief Executive Officer (Representative Executive Officer)	Member of Nominating Committee and Compensation Committee	13/13 times	6/6 times	7/7 times	—
Tatsuya Yuri	Director	Full-time member of Audit Committee	13/13 times	—	—	15/15 times
Hideyuki Sumi	Director, Deputy President & Executive Officer (Representative Executive Officer) Group Sustainability Officer	Brand Communication Dept., Corporate Planning Dept., Actuarial & Budgeting Dept., and Accounting Dept.	13/13 times	—	—	—
Takeshi Eimori	Director, Senior Managing Executive Officer (Representative Executive Officer)	Operations Planning Dept., Policy Service Dept., Customer Service Dept., Claims Dept., Underwriting Dept., and Corporate Clients Service Dept.	13/13 times	—	—	—
Kimitaka Mori	Outside Director	Chairman of Audit Committee	13/13 times	—	—	15/15 times
Toshiko Katayama	Outside Director	Member of Audit Committee	13/13 times	—	—	15/15 times
Kenzo Yamamoto	Outside Director	Chairman of Nominating Committee and Compensation Committee	13/13 times	6/6 times	7/7 times	—
Touko Shirakawa	Outside Director	Member of Nominating Committee and Compensation Committee	13/13 times	6/6 times	7/7 times	—
Shigeru Ishii	Outside Director	Member of Audit Committee	13/13 times	—	—	15/15 times
Mitsuyoshi Kobayashi	Outside Director	Member of Nominating Committee and Compensation Committee	13/13 times	6/6 times	7/7 times	—

Audits by the Audit Committee

Structure and Personnel for Conducting Audits by the Audit Committee

Being a Company with Committees, we have an Audit Committee consisting of four members, three of which are outside members and one is a full-time internal member. The Board of Directors sets the policy for the selection of Audit Committee Members, and the Company chooses the members based on the requirement that they are deemed to have the adequate level of knowledge, experience and good discernment to perform audit work. Mr. Kimitaka Mori, an Outside Audit Committee Member, currently serves as the Chairman and meeting chair of the Audit Committee.

Mr. Kimitaka Mori, an Outside Audit Committee Member, is a certified public accountant and is considerably knowledgeable of finance and accounting.

In its audit plans, the Audit Committee distributes responsibilities among its members, taking into consideration differences such as internal or external, full-time or part-time.

The Secretariat of Audit Committee, which consists of nine full-time staff members who possess adequate knowledge, competence and experience, supports the audit work of the Audit Committee. Matters such as the number of staff members or transfer of personnel of the secretariat require the prior consent of the Audit Committee, thus the committee's independence from execution of operations is secured.

Procedures of Audits by the Audit Committee

The Audit Committee conducts audits following the auditing rules set by the Audit Committee, based on the auditing policy, audit plan and distribution of duties determined by the Audit Committee, and in collaboration with the Internal Audit Department and departments concerned with internal control.

The Audit Committee receives reports from the Internal Audit Department and Accounting Auditor on such matters as audit plans, the status of audit implementation, or audit results, and exchanges opinions based on the reports. Internal audit plans are decided upon by the Board of Directors with the consent of the Audit Committee. As a rule, the Executive Officers (including Executive Officers as defined in our internal regulations) in charge of the Internal Audit Department attends the meetings of the Audit Committee.

The Audit Committee, after thorough exchange of opinions, reports to the Board of Directors on the details of audit activities and the opinions formulated and also, when necessary, makes suggestions or states opinions to Executive Officers, etc.

Activities of the Audit Committee

Frequency of meetings and attendance of each member

Our Audit Committee meets once a month in principle and as needed. In fiscal year 2024, the Committee met 15 times.

The average duration of the Audit Committee meetings was approximately 2 hours, and the number of agenda items was 69 in fiscal 2024. All Audit Committee members attended all the meetings in fiscal 2024.

Main issues examined by the Audit Committee and status of its activities

Main issues examined by the Audit Committee and details

The Audit Committee develops audit plans and checks on matters such as if there are any fraudulent acts or noncompliance with laws, regulations, or the Articles of Incorporation with regard to the execution of duties of the Directors and Executive Officers, or if the Executive Officers are executing business operations according to plans and the basic principles determined by the Board of Directors in a lawful, appropriate and efficient manner. The Committee also sees if the Company's internal control system is adequately established and operated or whether the Accounting Auditor is performing its auditing duties properly.

Main issues examined by the Audit Committee in fiscal 2024 and their details are as shown below:

❶ Initiatives to foster a better corporate culture

With respect to efforts to foster a "better corporate culture," which is regarded as an important corporate control environment, the Audit Committee confirmed the status of efforts to foster a better corporate culture, focusing on the "Sumitomo Life Group Code of Conduct," which is a set of guidelines for executives and employees of the Sumitomo Life Group to put the operating policy into practice through their actions, as well as the "Speak Up Culture," which encourages employees to consult their superiors without hesitation regarding concerns about harassment and the like. To review the efforts being made for the code to spread and take root, and also the functioning of the corporate culture project team, the Audit Committee interviewed executive officers on the status of execution of duties, and exchanged views with representatives of subsidiaries and other entities as well as branch office managers, and examined the appropriateness and effectiveness of such efforts.

❷ Initiatives for more sophisticated compliance and risk management systems

The need for more sophisticated compliance and risk management systems is an important issue facing the life insurance industry. With respect to this issue, the Audit Committee reviewed the appropriateness and effectiveness of the Company's initiatives by confirming the status of efforts to achieve more sophisticated compliance and risk management systems in the sales representatives channel and the status of effectiveness of recruitment management systems in the agency channel, including initiatives for the 1.5 line in head office sales divisions, through interviews with executive officers on the status of execution of duties and exchanges of views with branch office managers and representatives of subsidiaries.

❸ Customer well-being and Promotion of the Vitality strategy

With regard to the promotion of customer well-being centered around "SUMITOMO LIFE Vitality," the Audit Committee confirmed the promotion of the Vitality strategy and the status of efforts towards growing the number of customers to whom the value of well-being ins provided such as initiatives for Well-being as a Service (WaaS), and examined their appropriateness through interviews with executive officers on the status of execution of duties and confirmation of the status of deliberations by the well-being promotion project team and its subcommittees.

❹ Overseas operations

Concerning overseas operations, which are one of the key priorities of our business, the Audit Committee reviewed matters concerning management including the business conditions of Symetra and the status of post-merger integration (PMI) of Singlife, by interviewing executive officers on the status of execution of duties and exchanging views with executives seconded to those firms, and examined their validity.

❺ Business management on a group basis

Regarding the group based business management system, the Audit Committee interviewed executive officers on the status of execution of duties, and exchanged views with representatives of subsidiaries and other entities as well as general managers of the concerned departments to confirm the operation status, etc. of group business management based on the Group Management Basic Policy as well as the status of initiatives to raise the level of group management as an Internationally Active Insurance Group (IAIG), and reviewed their appropriateness and validity.

Main Activities of the Audit Committee in Fiscal year 2024

Audit Committee Members attended the meetings of the Board of Directors and other important meetings to hear reports from Directors and Executive Officers on matters related to their execution of duties and asked for explanations as needed. They also received reports from subsidiaries on their business as needed. The Members also supervised and examined the Accounting Auditor to see if they were practicing audits appropriately while also maintaining independence, heard reports from the Accounting Auditor on the status of execution of duties, and asked for explanations as needed.

The full-time Audit Committee Member, in light of his aspect as a full-time member, worked actively to improve the audit environment and to collect internal information, attended the meetings of the Executive Management Committee and other essential meetings, inspected important approval documents, heard reports from departments of the Company, subsidiaries and other entities, and reported the results to the Audit Committee.

In fiscal 2024, the President & Chief Executive Officer attended the Audit Committee meeting to exchange views on important audit issues and other topics. The Committee also invited to its meeting 11 executive officers who have departments in their charge to hear reports on matters related to their execution of duties and thereafter to exchange views. It also exchanged views with the executive officers in charge of cybersecurity. In addition, the Committee met the representatives of four subsidiaries in Japan and abroad, among others, to exchange opinions on the implementation of each subsidiary's management plan, the status of formation of internal control system, and other topics. It also performed on-site inspections of domestic subsidiaries. From the Internal Audit Dept., the Committee heard reports on the implementation of internal audits and their results, the results of monthly individual internal audits, the results of self-assessment of the quality of internal audit activities, and exchanged opinions. Executive officers (including executive officers as defined in our internal regulations) in charge of Internal Audit Dept. attended the Audit Committee meetings for all issues and offered their opinions as needed. From the Accounting Auditor, the Audit Committee heard reports on the status of execution of duties on five occasions and exchanged opinions. During those meetings, discussions were held on "the key audit matters (KAM) in the audit" of consolidated financial statements that would be communicated in the auditors' report on a voluntary basis.

Each year, the Audit Committee conducts self assessment by way of questionnaire survey to reflect on its activities and to utilize the findings for future audit activities. The Committee conducted self assessment in fiscal 2024, in which it was confirmed that it was operating in a manner that suitably performed its duties. The results of the self assessment were reported to the Board of Directors.

Accounting Audits

Status of Accounting Audits

Name of Accounting Auditor	KPMG AZSA LLC	Period of continuous audit	41 years
Names of certified public accountants engaged in audit work	Noriaki Habuto Yukihisa Tatsumi Takuya Nakayama	Composition of assistants involved in audit work	Assistants involved in audit work consisted of 17 certified public accountants, 8 persons who have passed the certified public accountant exam, and 28 others.
Selection policy and reasons for the appointment of Accounting Auditor	The Company appointed KPMG AZSA LLC, concluding that the firm is able to conduct audit work efficiently and effectively, based on a comprehensive judgement of the firm's quality control system, independence and expertise, and the fact that the firm has a structure for group audits backed by its global network. Our Audit Committee decided to reappoint KPMG AZSA LLC based on nomination by management, since the committee found no reason for dismissal or non-reappointment as a result of evaluation of the firm according to our policy for dismissal or non-reappointment of Accounting Auditor and the criteria for the evaluation of Accounting Auditor.		
Audit Committee's evaluation of the Accounting Auditor	Our Audit Committee formulates the criteria for the evaluation of Accounting Auditor and decides reappointment or non-reappointment of an Accounting Auditor, evaluating the firm's execution of duties, quality control system, independence, expertise, fee level, its communication with the Audit Committee and other parties, and the ability to deal with international matters. The evaluation for fiscal 2024 found no reason to dismiss or not to reappoint KPMG AZSA LLC.		

Details of Audit Fees

a. Fees paid to certified public accountants and others engaged in auditing work

(millions of yen)

Category	Fiscal 2023		Fiscal 2024	
	Fees based on audit certification work	Fees based on non-auditing services	Fees based on audit certification work	Fees based on non-auditing services
Sumitomo Life	255	58	290	95
Consolidated subsidiaries	53	2	54	–
Total	309	61	344	95

● Fiscal 2023

Non-auditing services rendered to the Company included preparation of comfort letter in support of the issuance of U.S. dollar-denominated perpetual subordinated bonds.
Non-auditing service rendered to our consolidated subsidiaries was an advisory service on the formulation of basic plan for the digitization of accounting processes.

● Fiscal 2024

Non-auditing services rendered to the Company included assurance readiness services concerning economic value based solvency regulations.

b. Fees paid to firms belonging to the same network as certified public accountants and others engaged in auditing work(i.e., KPMG member firms) (excluding a. above)

(millions of yen)

Category	Fiscal 2023		Fiscal 2024	
	Fees based on audit certification work	Fees based on non-auditing services	Fees based on audit certification work	Fees based on non-auditing services
Sumitomo Life	–	5	–	3
Consolidated subsidiaries	382	4	1,062	55
Total	382	10	1,062	59

● Fiscal 2023

Non-auditing services rendered to the Company and its consolidated subsidiaries included tax-related services.

● Fiscal 2024

Non-auditing services rendered to the Company and its consolidated subsidiaries included tax-related services.

c. Details of fees based on other important audit certification work

Not applicable to the fiscal 2023 and 2024.

d. Policy for determining audit fees

While having not set any policy, the Company considers comprehensively such matters as the audit work for the prior fiscal years and the content of audit plan for the current fiscal year presented by the Accounting Auditor covering audit structure, procedure, schedule, and other elements, and then determines audit fees with the consent of the Audit Committee.

e. Reasons for which the Audit Committee gave consent to the fees and others to be paid to the Accounting Auditor

The Audit Committee concluded that the content of audit plan by the Accounting Auditor, the performance, and the basis for the calculation of quoted fees, among others, were appropriate, and then agreed to the fees and others to be paid to the Accounting Auditor.

Internal Control

Upgrading Internal Control System

We are working to "strengthen our internal control system" with a view to securing the soundness and appropriateness of business management. The Board of Directors has laid down the "Internal Control Basic Policy" pursuant to the provisions of Article 53-30, paragraph 1, item 1-b and e of the Insurance Business Act. In accordance with this policy, we are working to improve our risk management system, compliance system and internal audit function and to build a system that facilitates effective audits by the Audit Committee. As the business management company of the Group (the Company, its subsidiaries, etc.), the Company has also set the "Group Management Basic Policy" and is working to upgrade business management of the entire Group.

Outline of the Internal Control Basic Policy

(Preamble) The operating policy of the Company sets the "Management Policy," which is our corporate philosophy, as the apex. The "Sustainability Management Policy" stipulates the Company's universal mission stated in the "Management Policy" reorganized from the sustainability perspective, and the "Sumitomo Life Brand Vision" states the image of the Company from customer's perspective that we aim to become in the medium- to long-term. The "Sumitomo Life Group Code of Conduct" has been formulated as a set of guidelines, in order to ensure that each and every executive or employee of Sumitomo Life and each Group company will put the operating policy into practice through their actions. The "Policy on customer-oriented business operations" has been established and disclosed in order to pursue the best interests of our customers.

In accordance with the operating policy etc. described above, the Board of Directors establishes this policy as basic policies for development of the internal control system aimed at ensuring the soundness and appropriateness of business of the Company and its Subsidiaries and Affiliates etc. (hereinafter "Group Companies"), pursuant to the provisions of Article 53-30, Paragraph 1, Item 1-b and e of the Insurance Business Act. The Board of Directors determines this policy and ensures the acknowledgement on the part of officers and employees as well as implements disclosure according to laws and regulations.

Furthermore, the Company, as the business management company of the Group Companies, establishes the "Group Management Basic Policy" and works on the sophistication of the business management of the entire Group.

The Company establishes the internal control system in accordance with this policy and the Group Management Basic Policy, verifies its effectiveness at the Board of Directors, implements necessary improvements, and discloses the overview of the operational status of the internal control system.

Along with the above preamble, the policy lays down guidelines on the following items:

1. System for the execution of duties of Audit Committee

❶ Matters related to Directors and employees to assist duties of Audit Committee
❷ System related to reporting to Audit Committee
❸ Matters related to policies for procedures for prepayment or reimbursement of costs arising from execution of duties of Audit Committee Members (limited to those related to the execution of duties of Audit Committee) and other treatments of expenses or obligations arising from execution of the duties
❹ Other systems to ensure effective implementation of audits by Audit Committee

2. System to ensure the appropriateness of business

❶ System to ensure that Executive Officers and employees execute their duties compliant with laws and regulations and the Articles of Incorporation
❷ System for preservation and management of information related to the execution of duties of Executive Officers
❸ Regulations concerning management of risks of losses and other systems
❹ System to ensure the efficient execution of duties by Executive Officers
❺ System to ensure the appropriateness of business in a corporate group consisting of a mutual company and its real subsidiaries
❻ System to ensure customer-oriented business operations
❼ System to ensure the effectiveness of internal audit

Internal Audit System

Sumitomo Life's Group Internal Audit Policy and other such policies which have been established with the resolution of the Board of Directors, have a framework for creating and establishing effective Group-wide internal auditing. The policies provide that the purpose of internal audit is "to secure the soundness and appropriateness of business and thereby contribute to the effective achievement of our management goals." The Internal Audit Dept., which is independent from audited entities, examines and evaluates the appropriateness and validity of readiness concerning internal control, makes suggestions for improvement with regard to challenges and problems, and follows up on the issues. The scope of internal audit covers all business operations of the Group companies and foundations both in and outside of Japan. Internal audit plans are developed according to the risks recognized in light of changes in internal and external environments and with the consent of the Audit Committee, a majority of whose members are outside directors. A mechanism is in place to regularly report the results of internal audits to the Board of Directors, the Audit Committee, the President & Chief Executive Officer, and other parties. On issues and problems that were revealed in internal audits, recommendations and suggestions are made to relevant divisions.

The Internal Audit Department maintains close cooperation with the Audit Committee, including receiving instructions for inquiry directly from the Audit Committee, and operates internal audits in an integrated and efficient manner.

In the internal audits of head office divisions, cross-divisional issues that concern multiple units and policy issues are also examined on a company-level, besides each unit's status of performance of operations and risk management. The state of formulation and operation of internal control system within various systems, such as compliance system or system for storage and management of information, is also examined in accordance with the Internal Control Basic Policy.

With regard to the internal auditing of branch offices and the solicitation agencies that form the strongholds of insurance sales and administrative work, the audits aim to examine compliance with laws, regulations and other rules, together with the appropriateness and effectiveness of systems for compliance and customer services.

Changes to the risks are continuously monitored offsite through regular exchange of information with the Compliance Control Dept. and others, information ties with each unit, attendance at various meetings, and other means.

In collaborating with Accounting Auditor, each other's audit results and risks recognized are shared to secure the effectiveness of internal audits.

In addition, we are working to improve and strengthen the system for internal audit by implementing a program developed to improve the quality of internal audit work on a self-sustained and continuous basis.

(As of July 2, 2025)

Directors

Chairman of the Board, Representative Executive Officer

Masahiro Hashimoto (Born February 21, 1956)

April 1979 Joined Sumitomo Life
April 2006 Executive Officer
July 2007 Managing Director and Managing Executive Officer
July 2011 Director, Managing Executive Officer
April 2012 Representative Director, Senior Managing Executive Officer
April 2014 President & Representative Director, Chief Executive Officer
July 2015 Director, President & Chief Executive Officer, Representative Executive Officer
April 2021 Chairman of the Board, Representative Executive Officer

Director, President & Chief Executive Officer, Representative Executive Officer

Yukinori Takada (Born September 3, 1964)

April 1988 Joined Sumitomo Life
April 2017 Executive Officer (as defined in our internal regulations)
April 2018 Senior Executive Officer (internal regulations)
October 2018 Managing Executive Officer
April 2021 President & Chief Executive Officer, Representative Executive Officer
July 2021 Director, President & Chief Executive Officer, Representative Executive Officer

Director, Deputy President & Executive Officer Representative Executive Officer
Group Sustainability Officer

Hideyuki Sumi (Born January 15, 1963)

April 1987 Joined Sumitomo Life
April 2012 Executive Officer
April 2014 Senior Executive Officer
April 2016 Managing Executive Officer
April 2021 Senior Managing Executive Officer, Representative Executive Officer
July 2021 Director, Senior Managing Executive Officer, Representative Executive Officer
April 2023 Director, Senior Managing Executive Officer, Representative Executive Officer, Group Sustainability Officer
April 2024 Director, Deputy President & Executive Officer, Representative Executive Officer,Group Sustainability Officer

Director, Senior Managing Executive Officer, Representative Executive Officer

Takeshi Eimori (Born May 26, 1964)

April 1987 Joined Sumitomo Life
April 2016 Executive Officer (internal regulations)
April 2017 Senior Executive Officer (internal regulations)
July 2017 Managing Executive Officer
April 2022 Senior Managing Executive Officer
April 2023 Senior Managing Executive Officer, Representative Executive Officer
July 2023 Director, Senior Managing Executive Officer, Representative Executive Officer

Director

Tatsuya Yuri (Born June 18, 1964)

April 1988 Joined Sumitomo Life
April 2017 Executive Officer (internal regulations)
April 2019 Senior Executive Officer (internal regulations)
July 2019 Managing Executive Officer (internal regulations)
April 2020 Managing Executive Officer
April 2023 Senior Managing Executive Officer
July 2023 Director

Chairman of the Board of Directors	:	Masahiro Hashimoto (Chairman of the Board)
Nominating Committee	:	Kenzo Yamamoto (Chairman), Touko Shirakawa, Shigeru Ishii, Masahiro Hashimoto and Yukinori Takada
Audit Committee	:	Kimitaka Mori (Chairman), Toshiko Katayama, Mitsuyoshi Kobayashi, and Tatsuya Yuri
Compensation Committee	:	Kenzo Yamamoto (Chairman), Touko Shirakawa, Shigeru Ishii, Masahiro Hashimoto and Yukinori Takada

(As of July 2, 2025)

Directors

Outside Director

Kimitaka Mori (Born June 30, 1957)

April	1980	Joined Shinwa Audit Corporation (present KPMG AZSA LLC)
August	1983	Registered as Certified Public Accountant
June	2000	Representative Partner, Asahi Audit Corporation (present KPMG AZSA LLC)
June	2004	Director of Financial Services, KPMG AZSA & Co. (present KPMG AZSA LLC)
June	2006	Board Member, KPMG AZSA & Co. (present KPMG AZSA LLC)
July	2011	Chairman, KPMG Financial Services Japan, KPMG AZSA LLC
June	2013	Retired from KPMG AZSA LLC
July	2013	Established Mori Certified Public Accountant Office
July	2013	Chairman and President, the Japanese Institute of Certified Public Accountants
July	2016	Adviser, the Japanese Institute of Certified Public Accountants as former President
July	2017	Outside Director, Sumitomo Life

Outside Director

Toshiko Katayama (Born June 3, 1953)

August	1977	Court Administrative Official, Osaka Family Court
April	1980	Court Clerk, Family Affairs Division, Osaka Family Court
April	1988	Admitted to bar
April	1993	Established Katayama Toshiko Law Office
July	2005	Established Katayama, Kuroki & Hiraizumi Law Office (present Katayama, Hiraizumi & Kunugiza Law Office)
December	2005	Vice President, Kansai Consumers Support Organization, a non profit organization
July	2018	Outside Director, Sumitomo Life

Outside Director

Kenzo Yamamoto (Born January 21, 1954)

April	1976	Joined the Bank of Japan
February	2002	Director-General, Financial Markets Department, Bank of Japan
May	2003	Councilor, Bank of Japan Representative Office in New York
December	2003	General Manager for the Americas and Chief Representative in New York, Bank of Japan
July	2005	Director-General, Payment and Settlement Systems Department, Bank of Japan
July	2006	Director-General, Financial System and Bank Examination Department, Bank of Japan
May	2008	Executive Director, Bank of Japan
June	2012	Chairman, NTT DATA Institute of Management Consulting, Inc.
June	2018	Representative, Office KY Initiative
July	2019	Outside Director, Sumitomo Life

Outside Director

Touko Shirakawa (Born April 25, 1961)

April	1984	Joined Sumitomo Corporation
October	1988	Joined First Boston (Japan) Ltd. Tokyo
July	1989	Joined Lehman Brothers Co., Ltd. Tokyo
October	1993	Joined Decision Japan Co., Ltd. Tokyo
February	1998	Relocated to Indonesia. Continued writing during her stay in the country
April	2002	Returned to Japan and began writing and speaking in earnest as a freelancer
April	2013	Visiting Professor, Sagami Women's University
December	2017	Visiting Researcher, University of Tokyo Interfaculty Initiative in Information Studies
April	2018	Visiting Professor, Showa Women's University Center for General Education
April	2020	Project Professor, the Graduate School of Sagami Women's University
April	2021	Super Visiting Professor, iU Professional University of Information and Management for Innovation
July	2022	Outside Director, Sumitomo Life
April	2025	Visiting Professor, Showa Women's University Diversity Promotion Organization
April	2025	Specially Appointed Professor, iU Professional University of Information Management Innovation
April	2025	Visiting Professor, Senri Kinran University

Outside Director

Shigeru Ishii (Born July 31, 1954)

April	1978	Joined Yamaichi Securities Co., Ltd.
June	1998	Joined Sony Corporation (present Sony Group Corporation)
April	2001	President and CEO, Representative Director, Sony Bank Incorporated
April	2004	Director, Sony Financial Holdings Inc. (present Sony Financial Group Inc.)
June	2015	Vice President & Representative Director, Sony Financial Holdings Inc. (present Sony Financial Group Inc.)
June	2015	Director, Sony Life Insurance Co., Ltd.
June	2015	Director, Sony Assurance Inc.
June	2015	Director, Sony Bank Incorporated
June	2016	President & Representative Director, Sony Financial Holdings Inc. (present Sony Financial Group Inc.)
June	2018	Executive Vice President, Sony Corporation (present Sony Group Corporation)
July	2018	President, Representative Director, Sony Financial Ventures Inc.
June	2020	Executive Alumus, Sony Corporation (present Sony Group Corporation)
July	2023	Outside Director, Sumitomo Life

Outside Director

Mitsuyoshi Kobayashi (Born November 3, 1957)

April	1982	Joined Nippon Telegraph and Telephone Public Corporation
June	2010	Member of the Board, Nippon Telegraph and Telephone West Corporation (present NTT WEST, Inc.)
June	2012	Member of the Board, Nippon Telegraph and Telephone Corporation (present NTT Inc.)
June	2014	Executive Vice President, Member of the Board, Nippon Telegraph and Telephone Corporation
June	2018	Representative Member of the Board, President and CEO, Nippon Telegraph and Telephone West Corporation (present NTT WEST, Inc.)
June	2021	Representative Member of the Board, President and CEO, Nippon Telegraph and Telephone West Corporation
June	2022	Counselor, Nippon Telegraph and Telephone West Corporation
July	2023	Outside Director, Sumitomo Life

Reasons for Appointment as Outside Director

Director
Kimitaka Mori

Reasons for appointment
The Company appoints Mr. Kimitaka Mori as an Outside Director because the Company expects that his abundant knowledge, experience and insight in the field of corporate accounting will be reflected in the management of the Company. He is expected to bring his abundant experience and deep knowledge concerning corporate accounting into play in business execution decisions with regard to basic management policies, oversight of the execution of duties by Executive Officers and Directors, as well as in his role as the Chairman of the Audit Committee. Although he has had no involvement in corporate management other than as an outside director or outside corporate auditor, we believe that he has gained expansive knowledge, experience and good discernment through his career, including as a representative partner of a major audit firm engaged in business accounting. For these reasons, we have judged that he would be able to appropriately perform the duties of Outside Director.

Director
Touko Shirakawa

Reasons for appointment
The Company appoints Ms. Touko Shirakawa as an Outside Director because the Company expects that her abundant knowledge, experience and insight as an expert in promoting diversity, work-style reforms, and participation and advancement of women and middle age resources will be reflected in the management of the Company. She is expected to bring her abundant experience and deep knowledge concerning diversity and other issues into play in business execution decisions with regard to basic management policies, oversight of the execution of duties by Executive Officers and Directors, as well as in her role as a member of the Nominating Committee and the Compensation Committee. Although she has had no involvement in corporate management other than as an outside director or outside corporate auditor, we believe that she has gained expansive knowledge, experience and good discernment through her long career in diversity-related positions as a journalist, author, educator, and a member of various public councils and committees. For these reasons, we have judged that she would be able to appropriately perform the duties of Outside Director.

Director
Toshiko Katayama

Reasons for appointment

The Company appoints Ms. Toshiko Katayama as an Outside Director because the Company expects that her abundant knowledge, experience and insight as an expert in consumer issues and legal affairs will be reflected in the management of the Company. She is expected to bring her abundant experience and deep knowledge concerning consumer issues and the law into play in business execution decisions with regard to basic management policies, oversight of the execution of duties by Executive Officers and Directors, as well as in her role as a member of the Audit Committee. Although she has had no involvement in corporate management other than as an outside director or outside corporate auditor, we believe that she has gained expansive knowledge, experience and good discernment through her long career as a lawyer engaged in consumer issues and other legal duties. For these reasons, we have judged that she would be able to appropriately perform the duties of Outside Director.

Director
Shigeru Ishii

Reasons for appointment

The Company appoints Mr. Shigeru Ishii as an Outside Director because the Company expects that his abundant knowledge, experience and insight as a former President & Representative Director of Sony Financial Holdings Inc. (present Sony Financial Group Inc.), a financial group focusing on life insurance, non-life insurance and banking, will be reflected in the management of the Company. He is expected to bring his abundant experience and deep knowledge concerning corporate management into play in business execution decisions with regard to basic management policies, oversight of the execution of duties by Executive Officers and Directors, as well as in his role as a member of the Nominating Committee and the Compensation Committee. He has served as outside directors of other companies, and we believe that he has gained expansive knowledge, experience and good discernment through his career. For these reasons, we have judged that he would be able to appropriately perform the duties of Outside Director.

Director
Kenzo Yamamoto

Reasons for appointment
The Company appoints Mr. Kenzo Yamamoto as an Outside Director because the Company expects that his abundant knowledge, experience and insight as a former Executive Director and Director-General of the Bank of Japan, and as an expert in finance and economy, will be reflected in the management of the Company. He is expected to bring his abundant experience and deep knowledge concerning finance and economy into play in business execution decisions with regard to basic management policies, oversight of the execution of duties by Executive Officers and Directors, as well as in his role as the Chairman of the Nominating Committee and the Compensation Committee. He has served as outside directors of other companies, and we believe that he has gained expansive knowledge, experience and good discernment through his career. For these reasons, we have judged that he would be able to appropriately perform the duties of Outside Director.

Director
Mitsuyoshi Kobayashi

Reasons for appointment
The Company appoints Mr. Mitsuyoshi Kobayashi as an Outside Director because the Company expects that his abundant knowledge, experience and insight as a former Representative Member of the Board and President of Nippon Telegraph and Telephone West Corporation (present NTT WEST, Inc.), a telecommunications carrier, will be reflected in the management of the Company. He is expected to bring his abundant experience and deep knowledge concerning corporate management into play in business execution decisions with regard to basic management policies, oversight of the execution of duties by Executive Officers and Directors, as well as in his role as a member of the Audit Committee. He has served as outside directors of other companies, and we believe that he has gained expansive knowledge, experience and good discernment through his career. For these reasons, we have judged that he would be able to appropriately perform the duties of Outside Director.

Succession Planning

In order to ensure the transparency and appropriateness of the appointment process of President & Chief Executive Officer, the successor plan for President & Chief Executive Officer is deliberated by the Nominating Committee, where an Outside Director serves as the chairman and the majority of the committee members is Outside Directors, and the Board of Directors appropriately supervises the plan by receiving reports on the deliberations.

If the president & CEO is appointed within the Company, potential successors to President shall be developed through timely and appropriate missions assigned to them. More than one candidate shall be selected from the group of the candidates with sufficient knowledge and experience as well as deep insight required to fulfill the duties as President. The Company makes it the basic policy for the Nominating Committee to observe them for a certain period to confirm eligibility as a successor to President, and to report a person considered to be the most eligible among them to the Board of Directors, and for the Board of Directors to appoint him/her as President.

Skills Matrix

Our views on the skills required of the Company's Board of Directors

The Company specifies the nine areas in which "the Board of Directors should possess skills, etc., based on the Company's management strategies," i.e., "corporate management," "financial affairs and accounting," "legal affairs," "finance and economy," "consumer orientation," "diversity," "digital technology and IT," "international focus," and "life insurance business."

Each year, the Company's Nominating Committee deliberates the composition of the Board of Directors and the knowledge, experience, capabilities, etc. ("skills") required of Directors, and with regard to Outside Directors, talents with abundant experience and deep knowledge of "corporate management," "financial affairs and accounting," "legal affairs," "finance and economy," "consumer orientation," "diversity," "digital technology and IT," and "international focus" are elected and expected to reflect their sophisticated insight in the management of the Company.

Furthermore, as a company engaged in the life insurance business, skills in the "life insurance business" are crucial and indispensable to the determination of business execution and the appropriate supervision of Executive Officers, etc., and are mainly the responsibility of Internal Directors who possess experience of varied and abundant business execution as Executive Officers. The skills in the "life insurance business" include skills associated with "products and services," "profit management (including actuary duties, accounting, operating expenses, and capital policies)," "consulting (including retail sales [sales representatives and multi-channel] and wholesale)," "asset management," "overseas business," "HR (including education and personnel policies)," "compliance and risk management," and "group governance."

Of the nine skills, "consumer orientation" and "diversity," in particular, tend to embody a multitude of meanings. However, the Company has cited the notion of contributing to the advancement of social and public welfare through the insurance business in the first clause of the Company's "Management Policy," which serves as its corporate philosophy, and "customer orientation" is integrally connected to our purpose (our reason for existence), which aims to realize a society of affluence, vitality, health and longevity, through fair and quality business activities trusted by the customers and society.

The basic policy of our business plan is to increase productivity by enhancing "human value," digitize insurance administration procedures, create and supply content that maximizes the value of data, and more to enhance our provision of services that "fuse human and digital." The Group's vision for 2030 is to become an "indispensable insurance group" that contributes to well-being. The involvement of "human" is crucial for unequivocally communicating the value of something as intangible as insurance to the customers, and by utilizing "digital technology," it is imperative that we continue to improve the "value rooted in human." To this end, the skills associated with "diversity" that consistently propels improvement in the workplace environment allowing for diverse human capital to reach their potential are particularly significant for the Company. Furthermore, the presence of directors with various backgrounds begets various perspectives, which, in turn, leads to the enhancement of decision-making capabilities of the Board of Directors as a whole. Accordingly, the Company will also continue to keep the diversity in mind when considering the composition of the Board of Directors.

Skills Matrix Listing the Knowledge, Experience, and Abilities of the Directors

(As of July 2, 2025)

Name Figures in brackets are years of age.	Position and responsibilities at the Company		Corporate management	Financial affairs and accounting	Legal affairs	Finance and economy	Consumer orientation	Diversity	Digital technology and IT	International focus	Life insurance business
Masahiro Hashimoto (69)	Chairman of the Board, Representative Executive Officer	Member of Nominating Committee and Compensation Committee	●			●				●	●
Yukinori Takada (60)	Director, President & Chief Executive Officer (Representative Executive Officer)	Member of Nominating Committee and Compensation Committee	●				●	●	●	●	●
Hideyuki Sumi (62)	Director, Deputy President & Executive Officer (Representative Executive Officer) Group Sustainability Officer	Corporate Planning Dept., Actuarial & Budgeting Dept., and Accounting Dept. Executive Officer in charge of Data Science Officer	●	●							●
Takeshi Eimori (61)	Director, Senior Managing Executive Officer (Representative Executive Officer)	Operations Planning Dept., Policy Service Dept., Customer Service Dept., Claims Dept., Underwriting Dept., and Corporate Clients Service Dept.	●		●			●		●	●
Tatsuya Yuri (61)	Director	Full-time member of Audit Committee	●				●	●	●		●
Kimitaka Mori (68)	Outside Director	Chairman of Audit Committee		●						●	
Toshiko Katayama (72)	Outside Director	Member of Audit Committee			●		●	●			
Kenzo Yamamoto (71)	Outside Director	Chairman of Nominating Committee and Compensation Committee	●			●				●	
Touko Shirakawa (64)	Outside Director	Member of Nominating Committee and Compensation Committee					●	●		●	
Shigeru Ishii (70)	Outside Director	Member of Nominating Committee and Compensation Committee	●	●		●			●	●	
Mitsuyoshi Kobayashi (67)	Outside Director	Member of Audit Committee	●				●		●		

(As of July 2, 2025)

Executive Officers, as defined in the Companies Act

Senior Managing Executive Officer
Iwao Matsumoto (Born October 11, 1963)

April 1987 Joined Sumitomo Life
April 2016 Executive Officer (internal regulations)
April 2017 Senior Executive Officer (internal regulations)
July 2018 Managing Executive Officer
April 2023 Senior Managing Executive Officer

Senior Managing Executive Officer
Makoto Kayama (Born March 27, 1964)

April 1988 Joined Sumitomo Life
April 2019 Executive Officer (internal regulations)
April 2021 Managing Executive Officer (internal regulations)
April 2022 Managing Executive Officer
April 2025 Senior Managing Executive Officer

Managing Executive Officer
Atsushi Hashimoto (Born March 3, 1967)

April 1989 Joined Sumitomo Life
April 2019 Executive Officer (internal regulations)
April 2021 Senior Executive Officer (internal regulations)
April 2023 Managing Executive Officer (internal regulations)
April 2024 Managing Executive Officer

Senior Managing Executive Officer
Kiyoshi Horie (Born August 28, 1965)

April 1988 Joined Sumitomo Life
April 2018 Executive Officer (internal regulations)
April 2020 Managing Executive Officer (internal regulations)
April 2021 Managing Executive Officer
April 2024 Senior Managing Executive Officer

Managing Executive Officer
Toru Shiomitsu (Born August 23, 1964)

April 1988 Joined Sumitomo Life
April 2018 Executive Officer (internal regulations)
April 2020 Senior Executive Officer (internal regulations)
April 2021 Managing Executive Officer

Managing Executive Officer
Keisuke Terasaki (Born April 21, 1966)

April 1989 Joined Sumitomo Life
April 2020 Executive Officer (internal regulations)
April 2022 Senior Executive Officer (internal regulations)
April 2023 Managing Executive Officer (internal regulations)
April 2024 Managing Executive Officer

Senior Managing Executive Officer
Toyoki Iwai (Born September 7, 1965)

April 1989 Joined Sumitomo Life
April 2018 Executive Officer (internal regulations)
April 2019 Senior Executive Officer (internal regulations)
April 2020 Managing Executive Officer
April 2025 Senior Managing Executive Officer

Managing Executive Officer
Nobuji Takao (Born July 11, 1966)

April 1989 Joined Sumitomo Life
April 2020 Executive Officer (internal regulations)
April 2022 Senior Executive Officer (internal regulations) and Group Sustainability Officer
April 2023 Managing Executive Officer

Managing Executive Officer
Kensei Kawaguchi (Born October 23, 1965)

April 1989 Joined Sumitomo Life
April 2021 Executive Officer (internal regulations)
April 2022 Senior Executive Officer (internal regulations)
April 2023 Managing Executive Officer (internal regulations)
April 2024 Managing Executive Officer

Number of Directors and Executive Officers: Male 18, Female 2; The percentage of female Directors and Executive Officers, as defined in the Companies Act: 10%

(As of July 2, 2025)

Executive Officers, as defined in our internal regulations

Managing Executive Officer
Ichiryu Kawai (Born July 15, 1964)

Managing Executive Officer
Satoshi Sadanaga (Born January 24, 1966)

Managing Executive Officer
Satoshi Mouri (Born April 24, 1966)

Managing Executive Officer
Yoshiro Kazama (Born December 29, 1966)

Managing Executive Officer
Hiroki Fujimoto (Born May 12, 1965)

Managing Executive Officer and Senior General Manager,Kyushu-Area Operations Bureau
Masateru Matsuyama (Born August 9, 1965)

Managing Executive Officer and Senior General Manager, Chubu-Area Operations Bureau
Nobukazu Yoshihara (Born February 16, 1966)

Managing Executive Officer and General Manager, Internal Audit Dept.
Katsusuke Nagahashi (Born March 6, 1966)

Managing Executive Officer and General Manager, Agency Sales Support Dept.
Kentaro Tsukamoto (Born January 29, 1967)

Managing Executive Officer
Takumi Ishihara (Born April 27, 1966)

Managing Executive Officer
Toshio Fujimura (Born December 23, 1967)

Managing Executive Officer and General Manager, Marketing Promotion Dept.
Takeshi Nakayama (Born July 18, 1967)

Senior Executive Officer and Senior General Manager,Kinki-Hokuriku-Area Operations Bureau
Keiji Sano (Born December 5, 1966)

Senior Executive Officer and Deputy Chief of Human Capital Development Headquarter
Hiromi Yamamoto (Born January 5, 1963)

Senior Executive Officer and Senior General Manager, Metropolitan-Area Operations Bureau
Toshikazu Anbo (Born July 18, 1964)

Senior Executive Officer and General Manager, Operations Planning Dept.
Koichi Takenaka (Born December 18, 1967)

Senior Executive Officer and General Manager, Chubu-Area Corporate Relations Dept.
Yoshiharu Nagasawa (Born August 6, 1966)

Senior Executive Officer and Deputy Chief of WX Headquarter
Tatsuo Hori (Born April 20, 1969)

Senior Executive Officer and General Manager, Central-Tokyo-Area Marketing Promotion Dept.
Yoichi Nomura (Born April 26, 1969)

Executive Officer and Deputy Chief of Human Capital Development Headquarter
Yukiko Chiba (Born November 8, 1962)

Executive Officer and General Manager, Policy Service Dept.
Takae Morishita (Born April 2, 1965)

Executive Officer and General Manager, Osaka-Area Marketing Promotion Dept.
Kenichi Aso (Born February 19, 1968)

Executive Officer, Data Marketing Officer
Ikuo Kudoh (Born October 5, 1968)

Executive Officer and General Manager, Kyoto Branch Office
Munenori Ueda (Born July 27, 1969)

Executive Officer and General Manager, Personnel Planning Dept.
Masashi Kakihara (Born August 19, 1969)

Executive Officer and General Manager, International Business Dept.
Naoto Oda (Born March 15, 1970)

Executive Officer and General Manager of Gifu Branch Office
Takuo Nishimura (Born January 31, 1966)

Executive Officer and General Manager, Investment Planning Dept.
Mitsuo Masuda (Born August 2, 1968)

Executive Officer and General Manager, General Affairs Dept.
Hiromichi Komori (Born November 11, 1968)

Executive Officer and President & Representative Director, Medicare Life Insurance Co., Ltd.
Takanori Nishino (Born December 26, 1969)

Executive Officer and General Manager, Sales Planning Dept.
Shinsuke Asano (Born March 11, 1970)

Executive Officer and General Manager of Yokohama Branch Office
Tomoko Sato (Born May 12, 1969)

Executive Officer and General Manager, Corporate Planning Dept.
Keiji Yamaguchi (Born February 22, 1972)

(As of July 2, 2025)

Executive Fellows

Executive Fellow and Human Resources Officer
Tetsuyuki Yamada (Born July 9, 1964)

Executive Fellow and Digital Co-Creation Officer
Kazuyoshi Kishi (Born August 20, 1967)

Efforts toward Compliance

Sumitomo Life considers strictly observing law and regulations to be an important management issue in order to more firmly establish the basic business policy of living up to the trust of customers, and based on this belief, we have established a system to promote compliance as outlined below.

Basic Principles and Regulations for Compliance

Basing on our purpose of "contributing to the advancement of social and public welfare," we are faithfully conducting business in accordance with our "Management Policy," which states our basic philosophy of management, and the "Sumitomo Life Group Code of Conduct," which lays down guidelines that should be translated into action by the Sumitomo Life Group companies as well as each and every executive and employee of the Group. We have also formulated the "Group Compliance Policy," the "Legal Compliance Policy," and the "Insurance Solicitation Management Policy" to clarify the basic policy concerning compliance, based upon which we have developed a compliance promotion system.

Fostering a Compliance-oriented Corporate Culture

Furthermore, with an aim to foster a corporate culture that values compliance, we have established the "Compliance Manual" and the "Insurance Solicitation Compliance Manual" that cover matters such as the basic approach to compliance and particularly important matters concerning different operations, using which we are working to ensure full awareness of compliance among all executives and employees. We also hold a broad range of training programs concerning compliance, in addition to compliance education programs conducted on the intranet or using digital tools on a regular and ongoing basis.

Compliance Promotion System

To drive compliance across the Company, we have established a Compliance Committee chaired by the president & CEO. The Compliance Committee receives reports via the Monitoring Liaison Meeting, its subordinate body, on matters such as the status of monitoring and analysis on specific issues and conducts discussions aimed at resolving these issues. Meanwhile, the Compliance Control Dept. has been established to oversee compliance for the entire Company. The Compliance Control Dept. works to address the individual issues described above, makes reports on the state of compliance for the entire Company to bodies including the Board of Directors, and receives instructions as required for the management of operations. Moreover, to strengthen the compliance function in the sales division, the Institutional Management Support Team has been established in the Marketing Promotion Dept., an organization that oversees sales promotion operations at branch offices, to provide management support for branch offices and district offices. In order to make the above structure work, each department of the head office and each branch office draws up a plan for its own compliance efforts and works to drive compliance according to the annual plan. Branch offices are also making autonomous efforts led by each Branch Office Compliance Committee. As outlined above, all members of the Company are working in unison towards compliance under the leadership of the management.

Measures to Prevent Money Laundering, etc.

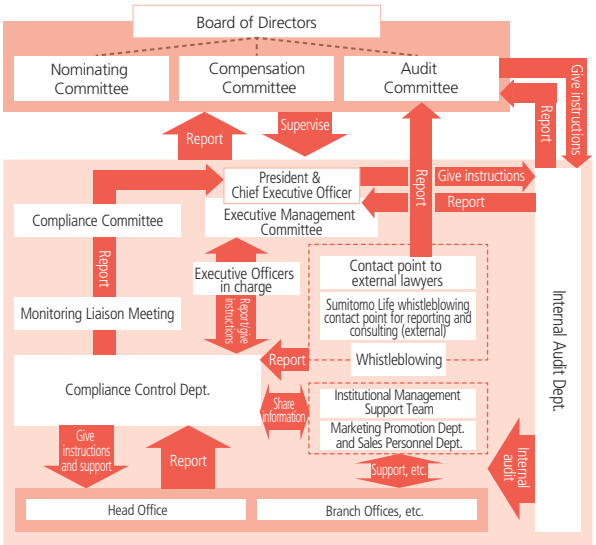
In order to do our part in maintaining the soundness of the financial system, we are implementing risk-based measures against money laundering, terrorist financing, and proliferation financing in consideration of laws and regulations as well as the external environment under the compliance promotion system described below.

Internal Whistleblowing System

To facilitate early detection and correction of acts in violation of laws and regulations, we have set up a whistleblowing contact point for reporting and consulting that accepts reports from officers and employees, including retired employees. In view of enhancing the effectiveness of whistleblowing system, we are working to create a safe environment for whistleblowers such as by clearly ruling out any adverse treatment of whistleblowers, and providing a contact point for consulting external lawyers in addition to the whistleblowing contact point for reporting and consulting that can be reached by phone or online.We received 386 whistleblowing reports and consultations in fiscal year 2024. We thoroughly ensure whistleblower protection and confidentiality for all whistleblowing reports and consultations received, before proceeding to confirm the facts and implement corrective measures, where necessary, under the guidance of the compliance officers deployed at each organization. We also conduct an analysis based on the content of the original whistleblowing report and the facts revealed upon the conclusion of investigations. This analysis is used to further promote compliance.

<Solicitation Policy>
Pursuant to the Act on the Provision of Financial Services and the Development of the Environment for Using Financial Services, we have established a "Solicitation Policy" laying out matters to be considered when soliciting products to our customers and display it at our branch offices, district offices, and other facilities across the country as well as on our website.

Compliance Promotion System



Attitude Towards Antisocial Forces

Basic Policy on Antisocial Forces

Sumitomo Life's basic policy on antisocial forces is to "maintain a resolute stance with respect to antisocial forces that threaten the order and safety of civil society, and handle them systematically to reject any relationships with antisocial forces and eliminate them," as set down in the "Sumitomo Life Group Code of Conduct," the "Basic Policy for Internal Control", and the "Policy on Handling of Antisocial Forces." Detailed rules elaborating the above basic policy are laid down in the "Regulations on Measures Against Antisocial Forces".

Attitude Towards Antisocial Forces

In its "Policy on Handling of Antisocial Forces," Sumitomo Life designates General Affairs Dept. as the section that oversees matters concerning antisocial forces for the whole company, and is working to formulate and implement concrete measures against such forces as well as train and educate the executives and employees. The General Affairs Dept. centrally manages all information regarding antisocial forces and utilizes such information to work in collaboration with the police, the Centers for Removal of Criminal Organizations, lawyers and other external specialist bodies to reject any relationships with antisocial forces and eliminate them.

In the event of any unjustified demands or other contacts made to the Company by antisocial forces, the General Affairs Dept., as the section overseeing such matters, will receive reports and be asked for advice immediately and in a proper manner, and will take actions under appropriate direction and involvement of the management team.

Introduction of Organized Crime Groups Exclusion Clauses to the Insurance Policy Terms and Conditions

Clauses stipulating the exclusion of organized crime groups have been added to the terms and conditions of our life insurance policies with effect from April 2012. With the introduction of these clauses that allow contracts to be canceled should a contract party turns out to be an antisocial force, we are stepping up efforts to meet our corporate social responsibility by rejecting any relationship with antisocial forces and eliminating them.

Approach to Personal Information Protection

We recognize that the personal information of our customers is a valuable asset entrusted to us for use only to the extent necessary for operational purposes. We handle this information appropriately in accordance with the "Act on the Protection of Personal Information", etc.

Basic Principles of Protection of Personal Information

In the "Sumitomo Life Group Code of Conduct," the Company prescribes guidelines for the strict control of customer information by all executives and employees. In addition to this, we provide clear rules on the management system and proper treatment of personal information in the "Customer Information Management Principles" and the "Security Policy."

These principles and initiatives related to the protection of personal data have been summarized in the "Basic Principles of Protection of Personal Information," which has been made publicly available on the Company website.

Strict and Thorough Security Over Personal Information

We have designated Compliance Control Dept. as the section that oversees the management of customer information and relevant matters. Our internal rules state clearly the duty of confidentiality of our executives and employees, based on which we are working to ensure full awareness and commitment through regular trainings and other means.

Moreover, we restrict access to personal information to the minimum extent required for operational purposes, and also have in place various security measures to prevent personal information leakage and other problems.

We have also devised various safety measures to prevent unauthorized access from outside the Company.

In this way, we have put in place necessary and appropriate security countermeasures to safely control personal information.

Risk Management System

Basic Understanding

In order to secure a sound financial foundation so as to surely and adequately pay claims to our policyholders, we at Sumitomo Life are working to identify, analyze and appropriately control various risks surrounding corporate management. We are working to control risks such as "insurance risk," "liquidity risk," "investment risk," and "operational risk" according to the characteristics of each risk, while also working to improve and upgrade our risk management structure.

Risk Management Policies and Rules

Our Board of Directors and other corporate bodies determine our risk management policies* that lay down the principles that govern risk management systems and other matters, as well as risk management regulations that provide more detailed rules, including on risk management methods, in accordance with the said policies.

* "Group Risk Management Policy," "Comprehensive Risk Management Policy" and other risk management policies set down for each risk category.

Risk Management System

In accordance with the Risk Management Policy and other guidelines, the Board of Directors hear reports on the status of risks, evaluates the effectiveness of our comprehensive risk management structure, and examine problems and other issues.

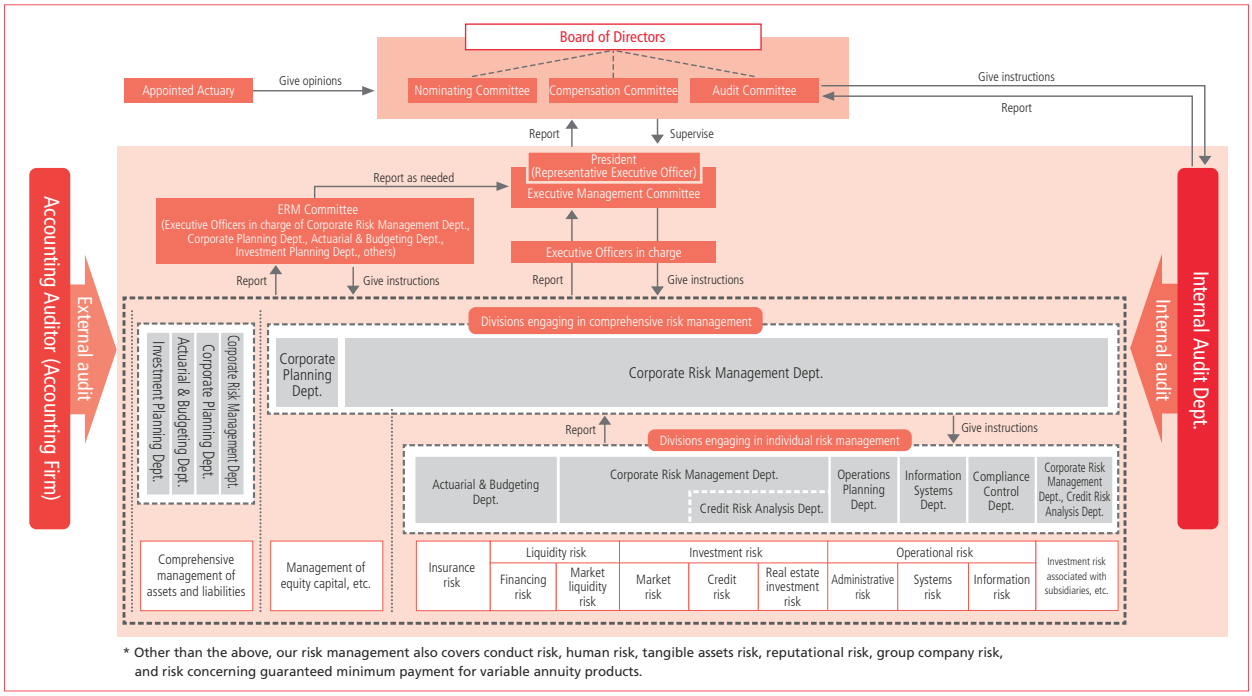
The Corporate Risk Management Department and the divisions engaging in the management of individual risks work together appropriately, in line with the Risk Management Policy and other guidelines, to manage the risks concerning the head office, branch offices, subsidiaries and outsourcing partners.

The ERM* Committee appropriately monitors the status of various risks and discusses such matters as responses to cross-divisional issues on risk management and ways to bring ERM into corporate management.

We also verify our risk management through internal and external audits to ensure higher appropriateness and effectiveness.

*Enterprise Risk Management

Risk Management System



* Other than the above, our risk management also covers conduct risk, human risk, tangible assets risk, reputational risk, group company risk, and risk concerning guaranteed minimum payment for variable annuity products.

Comprehensive Risk Management

We practice comprehensive risk management and operations to control risks in our whole business by assessing different risks of the whole Group from a company-level perspective and monitoring the status of risks in a timely and adequate manner, including by measuring the economic value of risks against equity capital, etc.

Efforts are also being made to create a risk-minded culture on which to build the framework for comprehensive risk management.

Our practices in comprehensive risk management are organized and compiled into ORSA* Report, which is utilized in upgrading comprehensive risk management.

* Own Risk and Solvency Assessment

Stress Testing

As material risks involve events that are difficult to gauge with the risk measurement models used in comprehensive risk management, we conduct stress tests assuming worst case scenarios such as large-scale natural disaster or financial market turmoil, to analyze their impact on the soundness of business.

Outcome of stress tests are reported to the Board of Directors and utilized in considering responses in terms of management strategy and strengthening our financial base.

Management of Material Risks

We seek exhaustively and identify events that may have an extremely great impact on the Company, discuss the matter at the meetings of the Board of Directors and other bodies, and designate them as material risks. The status and impact of material risks are assessed and monitored on a regular basis, and the findings are reflected in the risk management processes as needed.

Material Risks

- Excessive volatility in domestic/foreign financial markets
- Cyber risk
- Large-scale system failure
- Occurrence of act that hurts customers' interest and consequently tarnish the brand
- Occurrence of large-scale disaster (large-scale natural disasters and pandemics)
- Occurrence of large-scale clerical error
- Revision of domestic/foreign laws and regulations
- Insufficient response to environmental changes

ALM System

ALM stands for Asset Liability Management, or the comprehensive management of assets and liabilities. The greater part of liabilities of a life insurance company is the policy reserves that are held in reserve for future insurance claims and other payments. To ensure that claims and other payments are made without fail even under unfavorable market conditions, assets and liabilities must be managed appropriately.

The ERM Committee discusses important issues concerning ALM, including asset management strategies that match the characteristics of liabilities and the status of interest rate risk, in its effort to appropriately control the risks and to increase earnings.

Definition of Risks

Type of risk		Definition of risks
Insurance risk		Risk of losses incurred when economic situation or the incidence of claimable events deviate from projections as of the time premiums were set
Liquidity risk	Financing risk	Risk of losses incurred in the face of cash flow problems resulting from unexpected outflow of funds, thereby being forced to divest at an extraordinarily low price in order to secure funds
	Market liquidity risk	Risk of losses incurred when losing opportunity for transactions or having to make a deal at an extraordinarily unfavorable price owing to a turmoil in the market
Investment risk	Market risk	Risk of losses incurred due to changes in the value of assets owned or liabilities owed (including off-balance sheet) caused by fluctuation in interest rate, exchange rate, stock price, etc.
	Credit risk	Risk of losses incurred due to variation in the value of assets and liabilities held (including off-balance sheet) resulting from borrowers' worsened financial position
	Real estate investment risk	Risk of losses incurred due to decline in profit from rent and other real estate sources or fall in real estate prices, and losses incurred from real estate-related accidents
Operational risk	Administrative risk	Risk of losses incurred as a result of negligence to perform accurate administrative work, or accidents or fraud caused
	Systems risk	Risk of losses incurred due to computer system failure, malfunction or other system deficiency, or by illegal use of computer
	Information risk	Risk of losses incurred due to leakage, loss, damage, etc. of customer information, etc.
Investment risk associated with subsidiaries, etc.		Risk of losses incurred when money invested in domestic/overseas subsidiaries, affiliates, etc. is eroded

* Other than the above, our risk management also covers conduct risk, human risk, tangible assets risk, reputational risk, group company risk, and risk concerning guaranteed minimum payment for variable annuity products.

Insurance Risk

When developing insurance products, we analyze and assess inherent risks such as the uncertainty concerning incidence of claimable events, and set the amounts of premiums, etc., using actuarial assumptions established with consideration to the reliability of basic data, so as to ensure future payment of insurance claims, etc.

In setting underwriting criteria for different health conditions of the insured persons, we verify the actual incidence of claimable events and make sure that they are set appropriately in line with the actuarial assumptions, etc. of the insurance product.

Once insurance products are launched, we begin monitoring the status of balance, incidence of claimable events, balance forecasts, measurement of risk quantity, etc.

Based on such information, relevant departments work together to take timely and adequate measures should any insurance risks materialize.

Reinsurance

Item	Description
Policy on the purchasing of reinsurance	We take out reinsurance when there is a need to disperse risk or to stabilize profit and in light of the substance, scale and degree of concentration of insurance risk.
Policy on the underwriting of reinsurance	We assume reinsurance so far as the insurance risk does not affect our business management and after considering the characteristics of the risk, profitability, etc.
Methods for purchasing reinsurance coverage	When choosing reinsurer, we consider their credit standing using credit rating, etc. and pay attention to the status of concentration of the risks ceded in particular reinsurers.

Investment Risk

We calculate VaR* to quantify the risk to our investment portfolio as a whole as well as to each investment portfolio classified by purpose, and monitor the status of risk by comparing them with each predetermined risk limit. The components of investment risk, namely, market risk, credit risk, and real estate investment risk, are also monitored and controlled using methods such as comparing risk quantities against risk limits.

As for the major assets that are exposed to credit risk (public and corporate bonds, loans, etc.), we internally rate individual portfolio companies and borrowers according to their creditworthiness and review the ratings at regular intervals so as to manage the changes in credit standing.

In our real estate investments, we verify investment return and earnings forecasts when selecting where to invest in, while also diversifying our real estate investment portfolio in terms of the properties' location, use, etc. We are also making efforts to eliminate vacancies and implementing systematic and effective maintenance and repair works in order to improve the value of properties and to prevent accidents.

* Value at Risk (VaR): The amount of maximum possible loss that would be incurred with a certain probability. VaR is theoretically calculated by applying historical volatility rates of stock prices, interest rates and other data that represent the size of risks to the current portfolio of assets and liabilities.

Liquidity Risk

We are coping with financing risk by centrally managing cash flows of the whole Company and maintaining certain amount of surplus fund in reserve at all times. We have laid down measures to be taken against financial difficulty according to different levels of stringency and put in place a structure for responding to liquidity crises, etc.

As for market liquidity risk, we are preparing to cope with contingency by estimating the amount of funds that can be turned into cash within a certain period of time based on the market size for each type of asset.

Investment risk associated with subsidiaries, etc.

We monitor the risks of stock price or exchange rate fluctuations to the funds invested in our domestic/overseas subsidiaries, affiliates, etc. and country risk (foreign exchange situation, political and economic situation) of the host countries.

Operational Risk

[1] Administrative Risk

In the management of administrative risk, each unit performs administrative work in accordance with internal rules, etc. and controls the associated risks on their own initiative, in addition to the checks conducted by the Internal Audit Department, to ensure sound and appropriate business operation.

Divisions in charge of administrative risk management are working to control administrative risk on a company level by carrying out PDCA cycle* on an ongoing basis, while each unit is working to prevent administrative risk from occurring, and in the event of an administrative error, they attend to customers, analyze the cause, and work out measures to prevent recurrence, without delay and in an appropriate manner.

* PDCA Cycle: An approach to continuous business process improvement by repeating the cycle of Planning, Doing, Checking, and Action.

[2] Systems Risk

To deal with systems risk, we are implementing various measures and controlling system operations in accordance with our "Security Policy" and "System Risk Management Policy," in order to secure a stable and safe operation of our computer systems that underpin our work and services and manage the valuable information of our customers. Specific efforts towards this include having in place backup mechanisms in preparation for fault, failures and other incidents, building a framework for the development and maintenance of systems, establishing backup centers to provide for large-scale disasters, etc., through which we are working to maintain and secure the operation of systems.

To counter the risk of cyber attacks that are growing in sophistication and severity, we have identified cyber risk as a material risk to our corporate management. Having established policies and action plan to protect cyber security, we are working to secure staff and budget for the purpose, discussing risk status at the Executive Management Committee at regular intervals, and working to upgrade our cyber security measures on an ongoing basis.

Efforts are being made to employ appropriate cyber security measures in the development of systems and provision of services, with multilayered defense at work to prevent the leakage of customer information and illegal access to the systems, among others, so that the customers can feel safe to use our services over the Internet. We are also working to strengthen our cyber security with focus on early detection, response and recovery.

Under the leadership of Chief Information Security Officer, who professionally oversees cyber security matters, we prepare responses, based on which we employ technical measures, develop personnel specializing in cyber security, and offer in-house education on a continuous basis. In addition, "CSIRT,*" a cross-divisional organization to tackle cyber security, has been established to share the status of cyber security monitoring and to regularly conduct drills and trainings in preparation for cyber attacks, as part of our effort to enhance our ability to cope with contingencies. We also check the cyber security measures taken at our outsourcing partners to ensure supply chain safety.

Moreover, we are working in cooperation with relevant government offices and agencies, the General Incorporated Association Financials ISAC Japan, and other information organizations dealing in cyber security to actively share information, as part of our effort to promote self-help and mutual-help efforts that lead to stronger cyber security for the society as a whole.

* Computer Security Incident Response Team

[3] Information Risk

In the management of information risk, we manage our customer information properly in accordance with the "Security Policy" and the "Customer Information Management Policy" so as to prevent its leakage and resultant damage to our customers' valuable rights and interest and to the Company's sound business operation.

In concrete terms, we have defined the proper handling of customer information at each stage from collection, use, and storage to destruction in our internal regulations, which are communicated through internal announcements, internal training, and other opportunities so that these are fully understood by all our officers and employees. We are also staying aware of the state of information management at each unit and taking measures as needed.

The status of these safety control efforts concerning customer information and other data is also covered in the internal audits conducted by the Internal Audit Department, the results of which are utilized in the upgrading and strengthening of safety control measures.

[4] Other Operational Risks

Our risk management also covers conduct risk, human risk, tangible assets risk, and reputational risk, in addition to the above.

Conduct risk is defined as a "risk of huge future loss stemming from inappropriate conduct in disregard of laws and regulations or lack of customer-oriented view resulting in the failure to perform customer-oriented business operations." We are using internal trainings and other opportunities to ensure that all employees fully understand and exercise customer-oriented services, which is important from the perspective of risk management.

Measures Against Large-scale Disasters

We have established "Crisis Management Regulations" to prepare ourselves for large-scale disasters, cyberattacks, serious damage caused by rumor, and other crises, and a "Manual of Procedures for Large-scale Disaster Contingency" that sets down systems and procedures for the Company to make decisions and to maintain the ability to carry out office work under large-scale disaster situations.

As a precaution for situations where the head office stops functioning and it becomes difficult to continue critical operations such as paying insurance claims as usual, we have a "Business Continuity Plan (BCP)" in place, with more detailed responses provided in the "Business Continuity Manual."

In the wake of actual disasters such as the Great East Japan Earthquake, the 2016 Kumamoto Earthquake, the Heavy Rain Event of July 2018, the spread of COVID-19, and the 2024 Noto Peninsula Earthquake, we set up crisis response headquarters without delay, checked the status of damage within and outside of the Company, sent messages to or paid visits to our customers, and made payments of insurance claims, etc. swiftly and as appropriate.

We will strive to live up to the trust of our customers by continuing implementing annual drills as planned, reviewing and revising manuals as needed based on the results of the drills, and making other efforts to strengthen and maintain our disaster response system.

11 Years of Key Financial Data

		Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
Group	Group annualized premiums from policies in force	2,182.2	2,583.5	2,739.4	2,783.2
	Consolidated insurance premiums and other	2,596.9	3,044.8	3,458.8	2,688.7
	Group core business profit(*1,2)	–	246.4	237.0	268.1
	European Embedded Value (EEV)(*3,4)	3,651.7	2,936.6	3,523.8	3,778.9
	Consolidated solvency margin ratio(*5)	970.2%	798.6%	813.2%	881.7%
Non-consolidated	Ordinary income	3,551.4	3,695.2	4,153.2	3,400.8
	Ordinary profit	226.5	237.5	228.7	229.9
	Core business profit(*2)	355.2	245.7	241.6	257.0
	Net surplus	135.2	83.3	86.2	65.4
	Total foundation funds(*6)	639.0	639.0	639.0	639.0
	Total assets	27,361.0	27,641.5	30,026.9	31,536.9
	Of which, separate account assets	2,367.2	1,702.8	1,243.0	986.0
	Policy reserves	23,548.3	23,932.1	25,217.8	25,800.5
	Loans	2,322.6	2,196.4	2,972.6	2,781.3
	Securities	23,204.0	23,632.4	24,732.1	25,819.7
	Solvency margin ratio	944.2%	835.4%	826.9%	873.6%
	Ratio of appropriation of surplus for policyholders' dividend reserves(*7)	100.0%	100.1%	99.5%	99.8%
	Number of members (policyholders)(*8)	6,750,225	6,796,638	7,002,539	7,029,691
	Policies in force(*9)	134,347.8	129,574.9	125,032.1	119,261.8
	Individual life insurance	89,060.4	84,019.3	77,544.1	71,751.2
	Individual annuities	13,555.0	13,996.4	16,002.5	15,621.5
	Group insurance	31,732.3	31,559.1	31,485.4	31,889.0
	Policies in force for group annuities(*10)	2,673.0	2,555.5	2,565.4	2,624.8

(*1) Group core business profit has been disclosed since fiscal 2015.
(*2) Core business profit is based on the new definition that was applied from fiscal 2022, including the inclusion of hedging costs related to foreign exchange in the calculation. Figures for prior years are also calculated using the same definition.
(*3) The method used to calculate EEV was revised in the fiscal year ended March 31, 2017 (fiscal 2016) to use the ultimate forward rate as the interest rate for ultra-long terms. The figure for March 31, 2016 (fiscal 2015) was reevaluated based on this method.
(*4) For the calculation of the EEV as of the end of fiscal year 2024, the calculation method for Singlife has transitioned from a traditional approach to an approach based on EEV Principles. Furthermore, the EEV as of the end of fiscal year 2023 has also been restated using the same method.
(*5) Consolidated solvency margin ratio as of the end of fiscal year 2023 is the figure after finalized accounting for the business combination with Singlife.
(*6) Total foundation funds include reserve for redemption of foundation funds.

(Billions of yen)

Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022	Fiscal 2023	Fiscal 2024
2,782.4	2,806.5	2,804.4	2,884.5	3,042.2	3,449.0	3,672.0
2,605.6	2,446.7	2,415.5	2,411.9	2,583.0	2,644.2	3,375.3
285.0	270.4	275.7	337.5	261.3	305.6	379.8
3,699.0	3,584.1	4,489.2	4,678.9	4,751.2	5,665.0	5,784.8
915.6%	870.0%	862.5%	794.6%	679.0%	649.7%	634.9%
3,285.0	3,085.0	3,108.9	3,094.2	3,495.3	3,564.9	3,427.9
200.5	95.1	155.6	145.9	61.8	147.2	97.6
264.5	249.4	266.3	333.3	236.3	261.7	340.5
60.6	49.3	54.7	58.3	147.2	71.9	86.0
639.0	639.0	639.0	639.0	639.0	689.0	689.0
32,730.4	32,951.1	35,400.7	36,443.3	35,298.1	38,201.0	36,722.4
829.5	726.1	828.1	828.5	790.5	881.7	847.1
26,238.8	26,636.0	27,262.0	27,884.2	28,305.4	28,761.9	28,749.3
2,874.9	2,099.5	1,945.5	2,192.2	2,198.2	2,164.5	2,069.4
26,764.6	27,423.8	30,463.8	31,362.6	28,829.4	32,471.3	30,338.6
930.1%	873.6%	840.5%	809.0%	812.8%	717.6%	743.2%
99.7%	100.0%	99.9%	99.9%	38.8%	100.0%	100.0%
7,001,352	6,937,383	6,877,969	6,822,043	6,794,814	6,730,295	6,645,134
114,291.6	109,620.9	106,059.8	102,157.5	98,931.9	95,565.5	92,608.7
66,769.2	62,109.0	58,035.6	54,104.2	51,058.4	47,970.9	45,684.6
15,306.0	15,065.3	14,928.9	14,753.1	14,504.0	14,276.2	13,810.4
32,216.4	32,446.6	33,095.1	33,300.1	33,369.4	33,318.2	33,113.5
2,589.6	2,573.8	2,666.5	2,716.3	2,699.9	2,790.9	2,754.5

(*7) Ratio of appropriation of surplus for policyholders' dividend reserves is the ratio of the total amount appropriated to policyholders' dividend reserve and policyholders' dividend equilibrium reserve to the amount calculated pursuant to Article 30-4 of the Regulation for Enforcement of the Insurance Business Act.
(*8) In the case of a mutual company, "Members" refers to policyholders (excluding those not eligible for the distribution of surplus).
(*9) Policies in force are the total policies in force for individual life insurance, individual annuities and group insurance. Individual annuities are the total of annuity resources at the start of annuities for policies prior to the commencement of annuity payment and policy reserves for policies after the commencement of annuity payment.
(*10) Policies in force for group annuities indicate the amount of policy reserves.

Disclosure

Active Disclosure

Recognizing that improving disclosure is the key to facilitating our stakeholders' deeper understanding of our business management, we are driving efforts towards active disclosure. We will continue our active disclosure activities through various channels and methods.

Title	Description
REPORT SUMISEI 2025 Sumitomo Life Insurance Company [Integrated Report] FY2025 Disclosure Booklet (Japanese)	Includes financial statements, business overview, activity reports, and other information for fiscal year 2023 pursuant to the provisions of Article 111 of the Insurance Business Act.
REPORT SUMISEI 2025 Sumitomo Life Insurance Company [Integrated Report] FY2025 Disclosure Booklet (Main Part) (Japanese)	Compiled based on the International Integrated Reporting Framework of the International Integrated Reporting Council (IIRC) and the Guidance for Collaborative Value Creation of the Ministry of Economy, Trade and Industry.
Financial Statements (English)	Contains English financial statements and English audit reports.
Annual Report (English)	Integrated Report translated into English for overseas audience.
Sustainability Report (Japanese/English)	Designed to convey our sustainability initiatives in a format that is easy to understand for our various stakeholders.
Responsible Investment Activities Report (Japanese/English)	States our policy and activities regarding responsible investment.
Consumer-oriented Communication Book (Japanese)	Describes some of our key customer-oriented initiatives such as our efforts to bring the voices of our customers into business and our activities that reflect the demands of consumers or society.

REPORT SUMISEI 2025 Sumitomo Life Insurance Company [Integrated Report] FY2025 Disclosure Booklet (Main Part)

REPORT SUMISEI 2025 Sumitomo Life Insurance Company [Integrated Report] FY2025 Disclosure Booklet

Basic Policy on Information Disclosure

In full recognition of our social responsibility and our duty to the public as a life insurance company, we will strive to improve the soundness and transparency of management by disclosing corporate information in line with the following policy.

- We will make disclosure of information in a timely and adequate manner.
- We will make disclosure of information voluntarily, actively, and in a way that is easy to understand.
- We will build and strengthen internal system in order to ensure appropriate disclosure of information.

Provision of Information through Our Official Website

We publish a variety of information on our official website such as information on our products and services, guide to procedures, financial results and other financial data, our corporate philosophy, brand vision, and our initiatives towards achieving well-being and the SDGs. Customers who have insurance policies with Sumitomo Life can utilize "Sumisei Direct Service" on our official website to deposit or withdraw money, check the status of their insurance policies, or perform various procedures.

The special website for SUMITOMO LIFE Vitality features information on "SUMITOMO LIFE Vitality." Members can view the points they have earned or check their current status level through the Members' Portal. The community site "SUMITOMO LIFE Vitality Club" enables anyone, including non-members, to register as users (club participants). It serves as a platform for club participants to communicate with each another by posting their day to day challenges or thoughts and impressions on the Talk Room (a bulletin board).

営承 B140

We also regularly provide information via social media (Facebook, Instagram, X, LINE, YouTube) centering on "SUMITOMO LIFE Vitality," such as latest updates on new commercials and campaigns, information related to health enhancement, our efforts towards achieving well-being and the SDGs, as well as other topics that would help to bring us closer to the audience.

CONTENTS

04 Financial Section

■ Organization Overview 106
- ◆ History of the Sumitomo Life Group 106
- ◆ Main Business Areas and Organizational Structure 108
- ◆ Subsidiaries and Affiliated Companies 109
- ◆ Organizational Chart 110
- ◆ Overview of Organization 111
- ◆ Number of Members' Representatives and Process of Selection 112

■ Financial Information 113

★ Consolidated 113
- ◆ Indicators of Major Operations 113
- ◆ Financial Statements and Others 114

★ Non- Consolidated 120
- ◆ Indicators of Major Operations 120
- ◆ Financial Statements 121
- ◆ Status of Dividends to Policyholders 124
- ◆ Fair Value Information of Securities 125
- ◆ Assets 130
- ◆ Liabilities 148
- ◆ Net Assets 152
- ◆ Insurance-related Income 153
- ◆ Investment-related Income 157
- ◆ Others 160
- ◆ Policy Amount-related Statistics 162
- ◆ Indicators Related to Separate Accounts 168
- ◆ Business Indicators 173

Sumitomo Life's English (consolidated) financial statements are audited by KPMG AZSA LLC.
The English financial statements in this report are extracts from the audited financial statements, presented in a partially modified format.
Please refer to the "Financial Statements" for the full text of the audit report and English financial statements.
https://www.sumitomolife.co.jp/english/annual/

■ Organization Overview

◆ History of the Sumitomo Life Group

Based on the aspiration of founder, Toshiyuki Okamoto to "create an ideal life insurance company," Sumitomo Life was established in May 1907.
After more than 100 years of the establishment, we aim to become an "indispensable insurance group" that contributes to well-being, through ongoing efforts to fulfil the social responsibility to contribute to the realization of a "society of affluence, vitality, health and longevity" through the life insurance business.

Foundation of Hinode Life Insurance Co., Ltd. (1907)

Founded by Toshiyuki Okamoto with the aspiration to "create an ideal life insurance company." Appraised at the time as "the diamond of the industry" for its sound management.

Head office building of Hinode Life Insurance Co., Ltd. (Kyobashi-ku, Tokyo-shi, completed in December, 1913)

Start of Sumitomo Life Insurance Co., Ltd. (1926)

Renamed to Sumitomo Life Insurance Co., Ltd., and started the life insurance business of Sumitomo for social and public interests.

Sumitomo Building (Kitahama, Higashi-ku, Osaka-shi)

Establishment of Kokumin Life Insurance Co. (1947)

Established a new company, Kokumin Life Insurance Co. after the dismantling of large Japanese conglomerates after World War II and started under "the proactive and sound operation policy."

Head office of Kokumin Life Insurance Co. (Azuchimachi, Higashi-ku, Osaka-shi)

Return to "Sumitomo" brand (1952)

Rebranded as Sumitomo Life Insurance Company and set the current Management Policy.

President Taizo Ashida announces the company name change on the radio.

Establishment of PICC Life Insurance Co., Ltd. (2005)

Established PICC Life Insurance Co., Ltd. in partnership with The People's Insurance Co. (Group) of China Ltd., the parent company of China's largest non-life insurance company.

PICC 中国人民人寿保险股份有限公司

Establishment of Medicare Life Insurance Co., Ltd. (2010)

Established the company to flexibly provide insurance products, adequately coping with various customers' needs.

メディケア生命 住友生命グループ

Mascot characters *Medi-kun's Family*

Deployment of a new corporate brand (2011)

Implemented the new brand strategy, incorporating the thoughts of our foundation to "create an ideal company" in the message of "empowering your future."

あなたの未来を強くする
住友生命

1907	May.	**Established Hinode Life Insurance Co., Ltd.** (Foundation of Sumitomo Life)
1926	May.	**Name changed to Sumitomo Life Insurance Co., Ltd.**
1947	Aug.	**Established Kokumin Life Insurance Co.**
1952	Jun.	**Name changed to Sumitomo Life Insurance Company.**
1960	Oct.	Established Sumitomo Life Social Welfare Services Foundation (currently, Sumitomo Life Welfare and Culture Foundation).
1977	Dec.	Started "Sumisei children's drawing contests."
1985	Jun.	Established Sumitomo Life Health Foundation.
1986	Feb.	Started to distribute "*Sumisei Anshin Dayori*" (newsletters for customers).
1990	Apr. Oct.	Opened "Izumi Hall" (currently, Sumitomolife Izumi Hall). Started to run "*Sosaku Yojijukugo* campaign to create four-character new idioms in kanji."
2001	Apr. Jul.	Launched an insurance product "LIVE ONE." Completed the head office building.
2002	Oct. Dec.	Started to sell annuity products at bank counters. Sumitomo Mitsui Asset Management Co., Ltd. (currently, Sumitomo Mitsui DS Asset Management Co., Ltd.) started operations.
2003	Sep.	Launched an insurance product "Q Pack."
2004	Oct.	Formed a business alliance with ALICO Japan (currently, MetLife, Inc.).
2005	Apr. Nov.	Launched an insurance product "Sumisei Senkyakubanrai." **Jointly established PICC Life Insurance Co., Ltd. with The People's Insurance Co. (Group) of China Ltd.**
2006	Apr. Jul. Sep.	Launched the "designated proxy claim rider." Established the "Council for Insurance Payment" consisting of external experts. Started the Sumisei Direct Service.
2007	Jan. May. Nov.	Opened a "consultation window" and "a free consultation system by external lawyers" for the payments of insurance claims, etc. 100th anniversary of foundation. Started the "Child Rearing for a Bright Future Project" (currently, the "Child Raising Project to Empower the Future"). Launched the "long-term cancer support rider."
2008	Mar.	Established the "Customer Satisfaction Enhancement Advisors Meeting" consisting of experts outside the company.
2009	Jan. Oct.	Launched the "hospitalization coverage enhancement rider." Started the full-scale sale of non-life insurance products of Mitsui Sumitomo Insurance Company for individual and corporate customers. Consolidated subsidiaries involved in insurance agency business and renamed to Izumi Life Designers Co., Ltd.
2010	Apr. Oct.	**Medicare Life Insurance Co., Ltd. started operations as a life insurance subsidiary.** Disclosed Embedded Value.
2011	Mar.	Started a brand strategy. **Deployed a new corporate brand.** Started "Sumisei Future Support Activities."

2012	Mar.	Enhanced the "Sumisei Future Support Activities."
	Dec.	**Formed a strategic business alliance with Baoviet Holdings (Vietnam).**
2013	Mar.	Launched insurance products "Cancer PLUS," "Kyu-Q-Tai GO," and "Doctor GO," and started the "Sumisei Second Opinion Service" (currently, Sumisei Medical Navigation).
	Aug.	Launched an insurance product "Value Care," and started the "Sumisei Care Advice Service."
	Dec.	**Formed a strategic business alliance with PT Bank Negara Indonesia (Persero) Tbk and PT BNI Insurance.**
		Launched "Tanoshimi Wonderful," and "Tanoshimi Mirai."
2014	Mar.	Started the "Sumisei After School Project."
	Jun.	Started the direct payment service of advanced medical treatment benefits to medical institutions.
		Acquired full ownership of Medicare Life Insurance Co., Ltd.
	Sep.	Opened "Sumisei Health Consultation Dial."
2015	Jul.	Transitioned to a Company with Three Committees.
	Sep.	Launched an insurance product "1-UP."
2016	Feb.	**Acquired full ownership of Symetra Financial Corporation, a U.S. life insurance group.**
	Jul.	Started the "Japan Vitality Project."
	Oct.	Formed a business alliance with NN Life Insurance Company.
2017	Mar.	Launched an insurance product "Prime Fit."
	May.	Started "Sumisei Vitality Action," a social contribution program, commemorating the 110th anniversary of foundation of Sumitomo Life.
	Jul.	Acquired INSURANCE DESIGN as a subsidiary.
2018	Apr.	Established "Sumitomo Life Digital Innovation Labs."
	Jul.	**Launched an insurance product "SUMITOMO LIFE Vitality."**
		Formed a business alliance with Sony Life Insurance Co., Ltd.
	Oct.	Formed a business alliance with AXA Life Insurance Co., Ltd.
	Nov.	Co-founded "Well Aging Co-creation Lab" with AXA Life Insurance Co., Ltd.
2019	Apr.	Held the first "parkrun event" in Japan.
	Jun.	Invested in Singapore Life Pte. Ltd. (Singlife).
	Aug.	**Acquired AIARU Small Amount & Short Term Insurance Co., Ltd. as a subsidiary.**
	Oct.	Started to develop "Sumitomo Life Vitality Plaza outlets."
		Launched "Well Aging Support - ASUNOEGAO"
2020	Mar.	Launched an insurance product "Dementia PLUS."
	Nov.	Established "SUMISEI INNOVATION FUND."
2021	Jan.	Started the web-based application service for payment claims.
	Mar.	Launched an insurance product "Cancer PLUS ALIVE."
	Apr.	Set reduction targets toward net-zero greenhouse gas emissions.
2022	Mar.	"SUMITOMO LIFE Vitality" topped one million enrollments.
		Launched "Sumisei Dementia Insurance."
	May.	Formulated the Sustainability Management Policy.
2023	Feb.	**Tokyo Head Office relocated to Tokyo Midtown Yaesu.**
	Mar.	**Formulated "Sumitomo Life Group Vision 2030."**
		Sumitomo Life Group set GHG emissions reduction targets.
	Apr.	Launched "Vitality Smart"
	Oct.	Formed business alliance with Sumitomo Mitsui Card in the healthcare field
	Dec.	Made PREVENT a part of Sumitomo Life Group
2024	Mar.	**Acquired full ownership of Singlife**
	Jun.	Launch of "Vitality Employee Benefit Type"
	Sep.	Launch of "Three Major Diseases PLUS ALIVE"
2025	Jan.	"SUMITOMO LIFE Vitality" topped two million enrollments

Strategic business alliance with Baoviet Holdings in Vietnam (2012)

Entered the Vietnamese market through investing in Baoviet Holdings, the largest insurance and financial group of the Socialist Republic of Vietnam.

Strategic business alliance with PT BNI Insurance (2013)

Entered the Indonesian market through investing in PT BNI Insurance, a life insurance subsidiary of PT Bank Negara Indonesia (Persero) Tbk, one of the major state-owned commercial banks in the Republic of Indonesia.

Acquisition of full ownership of "Symetra Financial Corporation," a U.S. life insurance group (2016)

Entered the U.S. market to support long-term enhancement of our policyholder interests through strengthening our earnings base, realizing risk diversification, and enjoying the U.S. market growth.

Launch of "SUMITOMO LIFE Vitality" (2018)

An insurance product to "reduce risks themselves" through the evaluation of continuous health enhancement activities including annual medical checkups and daily exercises after enrollment, making a clear departure from conventional life insurance products which determine insurance premiums based on health conditions at enrollment or at a specific point in time. Rewards are provided by partner companies which sympathize with the philosophy and objective of "SUMITOMO LIFE Vitality."

Acquisition of AIARU Small Amount & Short Term Insurance Co., LTD. as a subsidiary (2019)

Promoted "multi-channel and multi-product strategy" through AIARU Small Amount & Short Term Insurance Co., Ltd. which flexibly develops and sells products to meet specific market needs.

Tokyo Head Office relocated to Tokyo Midtown Yaesu (2023)

Introduced an advanced office style based on the concept of "Connect, Expand, Move On." Through the realization of new ways of working, we will provide our customers and society with value unique to Sumitomo Life.

Formulation of "Sumitomo Life Group Vision 2030" (2023)

"Sumitomo Life Group Vision 2030" was formulated to realize the Sustainability Management Policy. The Group's vision for 2030 is to become "indispensable insurance group" that contributes to well-being, and to provide the value of well-being to as many stakeholders as possible.

Acquisition of full ownership of Singlife (2024)

Made an initial investment in Singlife in 2019, aiming for capturing the cutting-edge digital technologies and business models. Through the acquisition of full ownership, we will promote the realization and maximization of group synergies.

◆ Main Business Areas and Organizational Structure

Main business areas of the Company, its subsidiaries, and affiliated companies and the organizational structure are as follows.

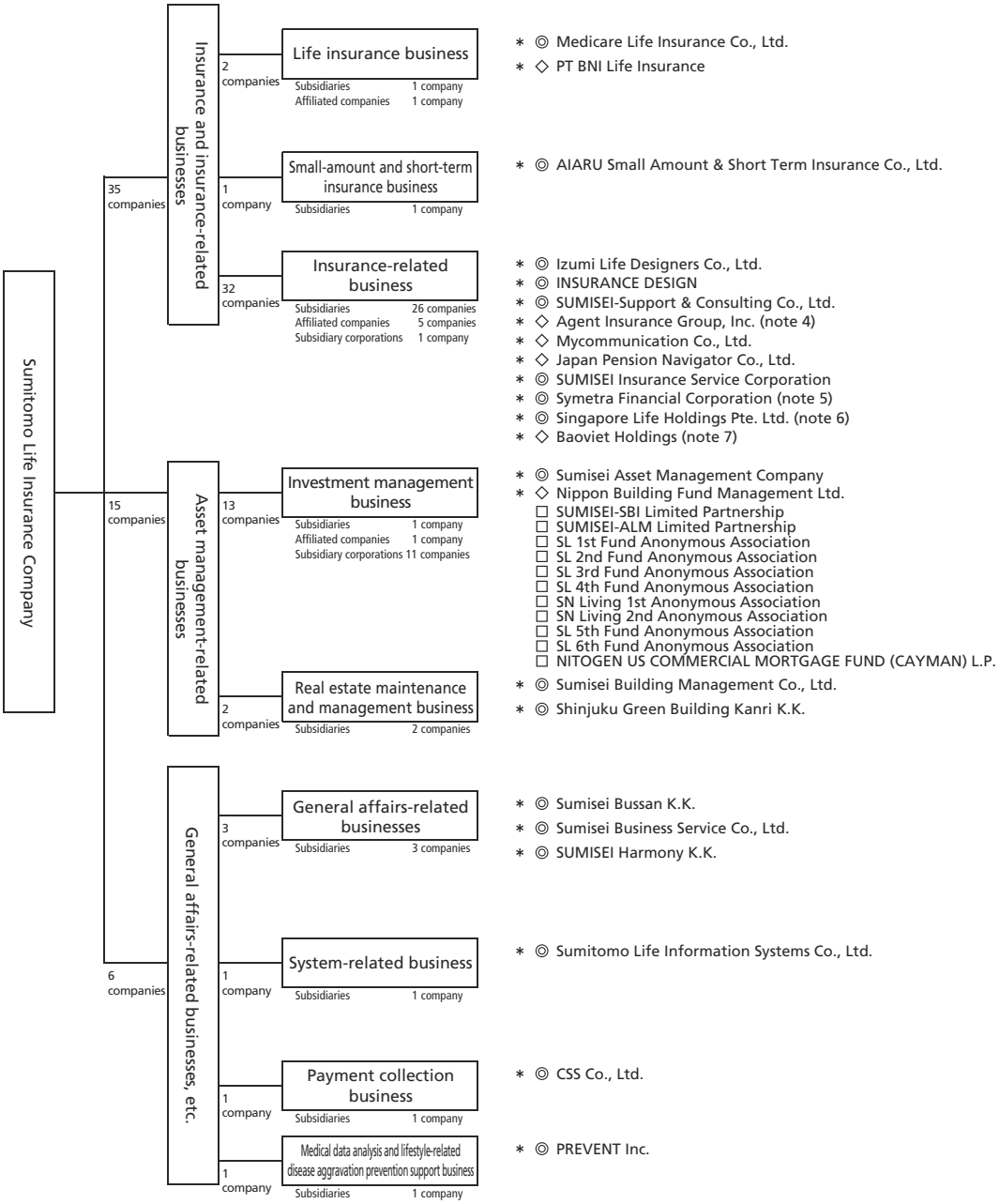
1. Main business areas

a. Insurance and insurance-related businesses
Regarding insurance businesses, the Company, Medicare Life Insurance Co., Ltd., and one other company run a life insurance business, and AIARU Small Amount & Short Term Insurance Co., Ltd. runs a small amount and short-term insurance business. Regarding domestic insurance-related businesses, Izumi Life Designers Co., Ltd. and four other companies run an insurance solicitation business, and two other companies run a defined contribution pension administration business and a life insurance confirmation business. Regarding overseas insurance-related business, Symetra Financial Corporation, Singapore Life Holdings Pte. Ltd. and Baoviet Holdings run overseas insurance-related business as bank holding companies.

b. Asset management-related businesses
Sumisei Asset Management Company and twelve other companies run an investment management business. Sumisei Building Management Co., Ltd. and one other company run a maintenance management business of real estates they own.

c. General affairs-related businesses, etc.
Sumisei Bussan K.K. and two other companies run general affairs-related business, Sumitomo Life Information Systems Co., Ltd. runs system-related business, and CSS Co., Ltd. runs payment collection business. PREVENT Inc. runs medical data analysis and lifestyle-related disease aggravation prevention support business.

2. Business structure chart



Notes:1. This chart shows the situation as of March 31, 2025.
2. Companies marked by "◎" are subsidiaries (subsidiaries specified in Article 2, paragraph (12) of the Insurance Business Act). Companies marked by "◇" are affiliated companies (affiliated companies specified in Article 13-5-2, paragraph (4) of the Enforcement Order of the Insurance Business Act). Companies marked by "☐" are subsidiary corporations (subsidiary corporations excluding subsidiaries specified in Article 13-5-2, paragraph (3) of the Enforcement Order of the Insurance Business Act).
3. Companies marked by " * " are consolidated subsidiaries and affiliated companies accounted for by the equity method as of March 31, 2025.
4. As of July 1, 2025, the Company's domestic affiliated company, Agent Insurance Group, Inc., changed its name to Agent IG Holdings, Inc., a domestic affiliated company of the Company, as a result of the establishment of a holding company and a share transfer.
5. Fourteen subsidiaries of Symetra Financial Corporation including Symetra Life Insurance Company are included in our subsidiaries and subsidiary corporations.
6. Seven subsidiaries of Singapore Life Holdings Pte. Ltd. including Singapore Life Ltd. are included in our subsidiaries.
7. Baoviet Life Corporation, which is a subsidiary of Baoviet Holdings, is included in our affiliated companies.

◆ Subsidiaries and Affiliated Companies

Domestic

As of March 31, 2025

Name	Main business site	Issued capital (Millions of yen)	Main business	Establishment	Proportion of voting rights held by Sumitomo Life among voting rights held by all shareholders, members, or investors (%)	Proportion of voting rights held by subsidiaries and affiliated companies of Sumitomo Life (%)
Medicare Life Insurance Co., Ltd.*	1-11-12, Fukagawa, Koto-ku, Tokyo	80,000	Life insurance business	Oct. 1, 2009	100.00	—
AIARU Small Amount & Short Term Insurance Co., Ltd.*	15-18, Nihonbashi Kodenma-cho, Chuo-ku, Tokyo	299	Small-amount and short-term insurance business	Apr. 25, 1984	100.00	—
Izumi Life Designers Co., Ltd.*	3-3-5, Akasaka, Minato-ku, Tokyo	100	Insurance solicitation business	Jan. 4, 1983	100.00	—
INSURANCE DESIGN*	2-3-10, Nishi Honmachi, Nishi-ku, Osaka-shi, Osaka	20	Insurance solicitation business	Jul. 1, 2008	95.00	—
SUMISEI-Support · Consulting Co., Ltd.*	6-14-1, Nishi Shinjuku, Shinjuku-ku, Tokyo	100	Insurance solicitation business	Apr. 3, 1995	100.00	—
Agent Insurance Group, Inc.*	3-29, Ichigaya Honmuracho, Shinjuku-ku, Tokyo	336	Insurance solicitation business	Jun. 1, 2001	30.47	—
Mycommunication Co., Ltd.*	3-19-3, Aoi, Higashi-ku, Nagoya-shi, Aichi	76	Insurance solicitation business	May 1, 2000	43.00	—
Japan Pension Navigator Co., Ltd.*	1-3-4, Yaesu, Chuo-ku, Tokyo	1,600	Defined contribution pension administration business	Sep. 21, 2000	15.95	—
SUMISEI Insurance Service Corporation*	1-2-20, Kujo Minani, Nishi-ku, Osaka-shi, Osaka	15	Life insurance confirmation business	May 1, 1978	80.00	20.00
Sumisei Asset Management Company*	6-14-1,Nishi Shinnjuku, Shinjuku-ku, Tokyo	100	Investment management business	Apr. 1, 2022	100.00	—
Nippon Building Fund Management Ltd.*	2-3-1, Nihonbashi Muromachi, Chuo-ku, Tokyo	495	Investment trust business and invest-ment corporation asset management business	Sep. 19, 2000	35.00	—
Sumisei Building Manage-ment Co., Ltd.*	14-1, Nihonbashi Koamicho, Chuo-ku, Tokyo	100	Real estate mainte-nance and manage-ment business	Jun. 1, 1967	100.00	—
Shinjuku Green Building Kanri K.K.*	6-14-1, Nishi Shinjuku, Shinjuku-ku, Tokyo	20	Real estate mainte-nance and manage-ment business	Oct. 30, 1985	3.52	61.17
Sumisei Bussan K.K.*	1-2-20, Kujo Minani, Nishi-ku, Osaka-shi, Osaka	10	Merchandising business	Jan. 13, 1969	100.00	—
Sumisei Business Service Co., Ltd.*	1-4-70, Shiromi, Chuo-ku, Osaka-shi, Osaka	70	Clerical work agency	Jan. 4, 1985	100.00	—
SUMISEI Harmony K.K.*	1-4-35, Shiromi, Chuo-ku, Osaka-shi, Osaka	50	Administrative business	Feb. 1, 2001	100.00	—
Sumitomo Life Information Systems Co., Ltd.*	4-1-14, Miyahara, Yodoga-wa-ku, Osaka-shi, Osaka	300	Computer operations	May 12, 1971	100.00	—
CSS Co., Ltd.*	3-6-2, Bingomachi, Chuo-ku, Osaka-shi, Osaka	10	Payment collection business	Feb. 16, 1976	100.00	—
PREVENT Inc.*	1-26-12, Aoi, Higashi-ku, Nagoya-shi, Aichi	100	Medical data analysis and lifestyle-related disease aggravation prevention support business	Jul. 15, 2016	100.00	—

Notes:1. Companies marked by " * " are consolidated subsidiaries and affiliated companies accounted for by the equity method as of March 31, 2025.
2. SUMISEI-SBI Limited Partnership and nine other companies in the investment management business are also our subsidiary corporations.

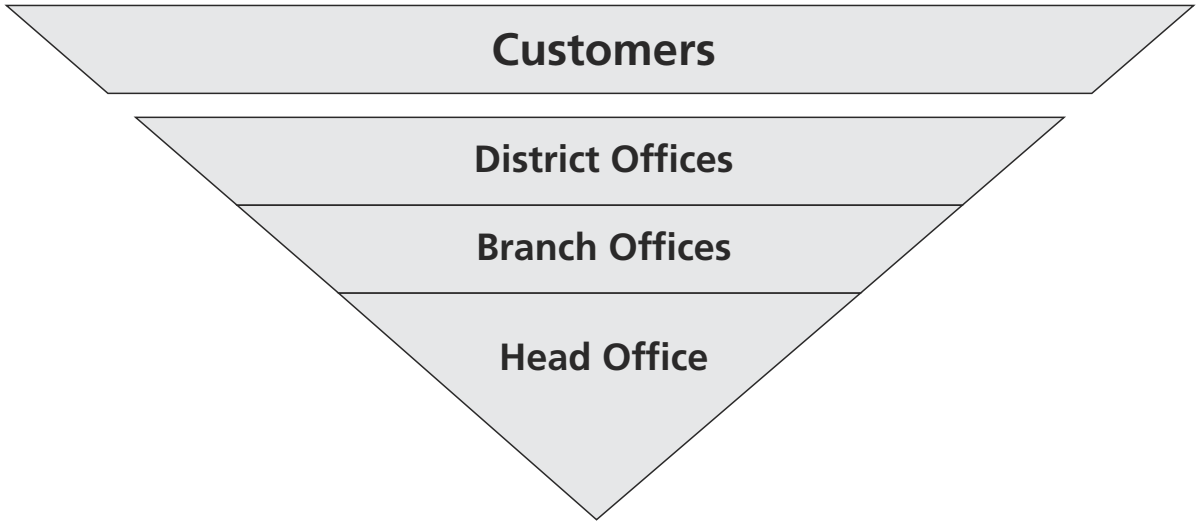
Overseas

As of March 31, 2025

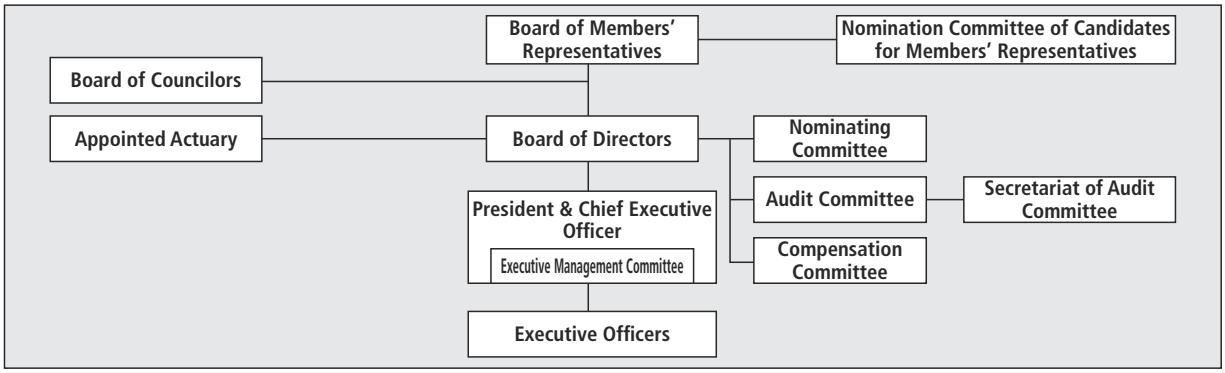
Name	Main business site	Issued capital	Main business	Establishment	Proportion of voting rights held by Sumitomo Life among voting rights held by all shareholders, members, or investors (%)	Proportion of voting rights held by subsidiaries and affiliated companies of Sumitomo Life (%)
PT BNI Life Insurance*	Centennial Tower, Jl. Gatot Subroto Kav 24-25 Jakarta Selatan 12930, Indonesia	IDR 300,699 million	Life insurance business	Nov. 28, 1996	39.99	—
Symetra Financial Corporation*	777 108th Avenue NE, Suite 1200, Bellevue, Washington, USA	$1	Bank holding company	Feb. 25, 2004	100.00	—
Singapore Life Holdings Pte. Ltd.*	4 Shenton Way, #01-01 SGX Centre II Singapore 068807	SGD2,258 million	Bank holding company	Jul. 17, 2020	100.00	—
Baoviet Holdings*	No. 8, Le Thai To Street, Hang Trong Ward, Hoan Kiem District, Hanoi	VND 7,423,227 million	Bank holding company	Oct. 15, 2007	22.08	—

Notes:1. Companies marked by " * " are consolidated subsidiaries and affiliated companies accounted for by the equity method as of March 31, 2025.
2. Fourteen subsidiaries of Symetra Financial Corporation including Symetra Life Insurance Company are included in our subsidiaries and subsidiary corporations.
3. Seven subsidiaries of Singapore Life Holdings Pte. Ltd. including Singapore Life Ltd. are included in our subsidiaries.
4. Baoviet Life Corporation, which is a subsidiary of Baoviet Holdings, is included in our affiliated companies.

◆ Organizational Chart (as of April 1, 2025)



● Management Organization



● Head Office

Secretariat of Human Capital Development Headquarter
Corporate Marketing Dept.
Information Systems Dept.
Affiliated Business Planning Dept.
Pension Business Dept.
Investment Administration Dept.
Credit Risk Analysis Dept.
Separate Account Investment Dept.
Balanced Portfolio Investment Dept.
Real Estate Dept.
Loan Dept.
ALM Securities Investment Dept.
Investment Planning Dept.
Corporate Clients Service Dept.
Underwriting Dept.
Claims Dept.
Customer Service Dept.
Policy Service Dept.
Operations Planning Dept.
Agency Sales Support Dept.
Agency Administration Dept.
Agency Marketing Dept.
Non-life Insurance Dept.
Product Dept.
Sales Education Dept.
Sales Personnel Dept.
Osaka-Area Marketing Promotion Dept.
Central-Tokyo-Area Marketing Promotion Dept.
Marketing Promotion Dept.
WELL's Development Dept.
Vitality Business Strategy Dept.
Marketing Planning Dept.
Internal Audit Dept.
Accounting Dept.
Actuarial & Budgeting Dept.
Human Resources Dept.
Personnel Planning Dept.
International Business Dept.
Next Business Planning Dept.
Corporate Planning Dept.
Customer Experience Planning Dept.
Brand Communication Dept.
Government & Public Relations Dept.
Customer First Promotion Dept.
Compliance Control Dept.
Corporate Risk Management Dept.
General Affairs Dept.

Osaka Sumirei Branch Office
Sumirei Branch Office

Kyushu-Area Operations Bureau

Kinki-Hokuriku-Area Sales Training Support Dept.

Kinki-Hokuriku-Area Operations Bureau

Chubu-Area Operations Bureau

Metropolitan-Area Sales Training Support Dept.

Metropolitan-Area Operations Bureau

Financial Institutions Relations Dept.
Public Sector Relations Dept.
Kansai-Area Corporate Relations Dept.
Central -Tokyo-Area Corporate Relations Dept.
Kyushu-Area Corporate Relations Dept.
Chugoku-Shikoku-Area Corporate Relations Dept.
Chubu-Area Corporate Relations Dept.
Corporate Relations Dept. - III
Corporate Relations Dept. - II
Corporate Relations Dept. - I
Corporate Relations Dept.

◇ Head office: 4 operations bureaus, 2 branch offices, and 60 departments

● Branch Offices

◇ Branch offices: 90

◆ Overview of Organization

Branch Offices

Classification	As of March 31, 2024*1	As of March 31, 2025*2
Branch Offices	90	90
Sumirei Branch Offices	2	2
District Offices	1,531	1,536
Total	1,623	1,628

Enrollments and New Recruits of Employees

Classification	Enrollments as of March 31, 2024	Enrollments as of March 31, 2025	New recruits in fiscal 2023	New recruits in fiscal 2024	As of March 31, 2025	
					Average age	Average years of service
Administrative Staff	10,429	10,406	420	497	47 years and 6 months	17 years and 4 months
Male	4,063	4,028	107	117	47 years and 8 months	22 years and 0 months
Female	6,366	6,378	313	380	47 years and 5 months	14 years and 4 months
Managerial track	3,976	4,016	93	113	46 years and 1 month	22 years and 6 months
General business track	4,316	4,391	170	255	45 years and 7 months	15 years and 0 months
Sales representatives	32,082	31,911	4,726	5,041	46 years and 5 months	12 years and 7 months
Male	338	330	14	17	49 years and 8 months	17 years and 0 months
Female	31,744	31,581	4,712	5,024	46 years and 5 months	12 years and 6 months
District managers in fixed locations, general sales representatives, and sales management staff	3,106	3,100	173	173	39 years and 11 months	13 years and 7 months
Other sales representatives	28,976	28,811	4,553	4,868	47 years and 1 month	12 years and 6 months

Average Salary (Administrative Staff)

(Thousands of yen)

Classification	March 2024	March 2025
Administrative Staff	359	370

Note: The average monthly salaries are regular salaries for March of each year, including taxes and excluding bonuses and overtime wages.

Average Salary (Sales Representatives)

(Thousands of yen)

Classification	Fiscal 2023	Fiscal 2024
Sales representatives	262	283

Note: The average monthly salaries are regular salaries for each year including taxes and excluding bonuses.

Wage Differences between Men and Women

Classification	Wage differences between men and women (ratio of women's wages to men's wages)	
	FY2023 results	FY2024 results
All workers	40.9%	42.3%
Full-time workers	40.3%	42.1%
(Administrative Staff)*	53.2%	54.7%
(Among which, managerial track)	74.8%	76.4%
(Among which, general business track)	127.0%	126.1%
(Among which, district managers in fixed locations, sales management staff, general sales representatives)	80.7%	84.5%
(Sales representatives)*	86.8%	89.9%
Part-time and fixed-term workers	60.1%	59.6%

*District managers in fixed locations, sales management staff, and general sales representatives are included in "administrative staff."

Note: Target period: FY2024 (April 1, 2024 to March 31, 2025)

Wages: Total of base salary, non-standard salary (overtime pay, etc.), bonuses, commuting expenses, etc. However, this excludes retirement pay, relocation allowances, and self-rented housing subsidies.

Full-time workers: This does not include loaned employees, either seconded from outside the Company to the Company or vice versa.

Part-time and fixed-term workers: This includes office partners, experts, consulting staff, etc., but excludes temporary staff.
For part-time workers, their average annual wage is calculated based on the number of headcounts converted based on full-time workers' scheduled working hours (8 hours per day).

Supplementary explanation:

- There are no differences between men and women in employment regulations or other company rules, and differences in wages between men and women are mainly due to differences in the gender composition in different job categories.
- The following factors are also responsible for the wage differences between men and women.
  Many female workers have previously left work due to family reasons, meaning that the average years of service of female workers currently employed is shorter than those of men
  Male workers account for a significant number of the employees in the job categories subject to transfers involving relocation (Allowances and other benefits are provided to employees who are subject to transfers involving relocation.)
- The Company is committed to creating a rewarding workplace where each member of a diverse workforce can flourish in their own way, in a fair environment and with mutual respect. We are implementing initiatives to promote the active involvement of women, such as fostering female managers, supporting their career development, promoting work-life balance and flexible working styles, reforming consciousness and cultivating corporate culture. We have formulated an action plan that targets a ratio of female managers of 50% by the end of FY2025.
  Through these initiatives, we aim to narrow the wage differences between men and women.

◆ Number of Members' Representatives and Process of Selection

Number of Members' Representatives
Our articles of incorporation specifies that the number of Members' Representatives shall be 180, and the term of office shall be four years, with the potential reappointment up to two terms of eight years.
We believe that the number of representatives is appropriate, from the perspective of making the Board of Members' Representatives appropriately reflect members' opinions and function as the decision-making body to make resolutions after sufficient deliberations.

Process of selecting Members' Representatives
Members' Representatives are selected in two ways; an election by members, and a vote of confidence by all members for candidates whom the Nomination Committee of Candidates for Members' Representatives*1 recommends.
We adopt the vote of confidence in consideration of the ways of appropriate selection in light of implementing effective election and electing appropriate Members' Representatives with a proportional distribution among a number of members throughout Japan.
The half of the total number of Members' Representatives are selected every two years.
The Nomination Committee of Candidates for Members' Representatives formulates the standard of election of candidates for Members' Representatives in order to appropriately reflect wide ranges of opinions of members in each layer to the Board of Members' Representatives. At each election, the committee elects specific candidates according to the standard with the allocation of a quorum and the election policies including the proportion by occupation, age, and gender.*2
After selecting candidates for Members' Representatives, the Nomination Committee of Candidates for Members' Representatives gives a public notice on the nomination on our website. Then, the committee implements the vote of confidence by members to ask whether to approve the assumption of office of the candidates.
When the number of non-confidence vote for a candidate is less than one tenth of the total number of members, the candidate passes the vote of confidence.

*1 The Nomination Committee of Candidates for Members' Representatives consists of ten or less members selected from members at the Board of Members' Representatives Meeting. Note that the secretary-general of the Nomination Committee of Candidates for Members' Representatives is appointed from external human resources, from the perspective of assuring justice in the process of selecting Members' Representatives and independency of the Nomination Committee of Candidates for Members' Representatives.
*2 Based on the decision of the Nomination Committee of Candidates for Members' Representatives, for the election of Members' Representatives in 2025, we will call for self-nominations, and some of the candidates recommended by the Nomination Committee of Candidates for Members' Representatives will be elected from among these self-nominees.

Selection Standard of Candidates for Members' Representatives

1. Eligibility for candidates	a. A member of the Company b. A person who has served as a Members' Representative for less than two terms c. A person who does not assume the responsibility of a Members' Representative of other life insurance companies d. A person who is not an incumbent executive officer or an employee of the Company
2. Requirements for Members' Representatives	a. A person who holds recognition and interests for life insurance business, and insights relevant as a Members' Representative b. A person who is capable of acting as a Members' Representative including attending the Board of Members' Representatives Meetings c. A person who can make a fair judgement at the Board of Members' Representatives Meetings, etc., from the perspective of promoting increased benefits of members as a whole d. A person who is capable of monitoring the business and management of the Company and making meaningful proposals from following perspectives: (1) A person who is capable of making proposals from the perspective of an insurance policyholder (2) A person who is capable of making proposals from the perspective of an expert (3) A person who is capable of making proposals from the perspective of corporate management
3. Allocation standard of Members' Representatives by areas	The number of Members' Representatives by areas are determined in proportion with the number of members by areas. The number shall be one, in case the number calculated based on the proportion by areas is less than one. Note that a certain number of members can be determined regardless of areas and the number of members.
4. Composition standard of Members' Representatives	Members' Representatives are selected from a wide range of layers, in light of well-balanced diversity.

Partial amendments to the Articles of Incorporation, etc. were resolved at the Board of Members' Representatives in 2025, and the Company has introduced a candidacy system for some candidates for Members' Representatives.
From the election of Members' Representatives in 2027, the following measures will be taken.
· A maximum of 20 out of 180 Members' Representative shall be elected through a candidacy system.
· The Company plans to publicly invite candidates for Members' Representatives in accordance with the "Guidelines for Candidacy for Members' Representatives" established by the Nomination Committee of Candidates for Members' Representatives.

■ Financial Information

★ Consolidated

◆ Indicators of Major Operations

Indicators of Major Operations for the Last Five Fiscal Years

(Millions of yen)

Items	Fiscal 2020	Fiscal 2021	Fiscal 2022	Fiscal 2023	Fiscal 2024
Ordinary income	3,517,715	3,599,428	4,222,291	4,378,769	5,182,591
Ordinary profit	118,223	128,811	39,358	117,791	69,422
Net surplus attributable to the parent company	26,965	45,605	119,992	164,196	49,189
Comprehensive income (loss)	585,076	(424,405)	(826,535)	1,062,308	(97,478)

(Millions of yen)

Items	March 31, 2021	March 31, 2022	March 31, 2023	March 31, 2024	March 31, 2025
Total assets	41,094,086	42,994,287	42,632,444	48,124,026	48,868,823
Solvency margin ratio	862.5%	794.6%	679.0%	649.7%	634.9%

◆ Financial Statements and Others

1 Consolidated Balance Sheets

Millions of Yen

	As of March 31, 2024	As of March 31, 2025
ASSETS:		
Cash and deposits	1,102,612	1,326,363
Call loans	834,182	1,152,304
Monetary claims bought	479,404	550,257
Money held in trust	24,345	62,022
Securities	38,852,266	38,197,797
Loans	3,322,067	3,559,146
Tangible fixed assets	660,619	667,974
Land	432,346	436,865
Buildings	206,170	197,710
Lease assets	7,592	13,321
Construction in progress	6,427	10,811
Other tangible fixed assets	8,082	9,265
Intangible fixed assets	617,321	622,756
Software	45,261	56,301
Goodwill	336,535	335,193
Other intangible fixed assets	235,524	231,261
Due from agents	113	145
Reinsurance receivables	32,601	51,250
Other assets	1,821,437	2,068,423
Net defined benefit assets	108,311	182,882
Deferred tax assets	273,229	433,080
Allowance for possible loan losses	(4,486)	(5,583)
Total assets	48,124,026	48,868,823

LIABILITIES:		
Policy reserves and other reserves	37,615,172	39,514,902
Reserve for outstanding claims	228,310	232,120
Policy reserves	37,173,323	39,071,703
Policyholders' dividend reserves	213,538	211,078
Reinsurance payables	21,144	20,051
Corporate bonds	539,766	550,123
Other liabilities	7,216,973	6,186,424
Payables under repurchase agreements	4,760,283	3,725,641
Other	2,456,689	2,460,782
Net defined benefit liabilities	2,440	2,731
Accrued retirement benefits for directors	1	1
Reserve for price fluctuation	908,100	931,700
Deferred tax liabilities	23,154	21,246
Deferred tax liabilities for land revaluation	12,430	12,738
Total liabilities	46,339,183	47,239,918
NET ASSETS:		
Foundation funds	50,000	50,000
Reserve for redemption of foundation funds	639,000	639,000
Reserve for revaluation	2	2
Surplus	229,119	209,331
Total funds, reserve and surplus	918,122	898,333
Net unrealized gains (losses) on available-for-sale securities	864,260	602,992
Deferred gains (losses) on derivatives under hedge accounting	(36,360)	(65,609)
Land revaluation differences	(56,600)	(46,740)
Foreign currency translation adjustments	38,740	140,866
Remeasurements of defined benefit plans	57,188	99,680
Total accumulated other comprehensive income	867,227	731,190
Non-controlling interests	(507)	(619)
Total net assets	1,784,843	1,628,904
Total liabilities and net assets	48,124,026	48,868,823

2 Consolidated Statements of Income and Consolidated Statements of Comprehensive Income

[Consolidated Statements of Income]

Millions of Yen

	Years ended March 31, 2024	Years ended March 31, 2025
Ordinary income	4,378,769	5,182,591
Insurance premiums and other	2,644,206	3,375,394
Investment income	1,643,252	1,709,574
Interest, dividends and other income	1,132,162	1,274,628
Gains on money held in trust	2,861	1,391
Gains on trading securities	31,917	129,391
Gains on sales of securities	148,786	273,733
Gains on redemption of securities	3,559	10,799
Foreign exchange gains	192,241	—
Other investment income	14,270	19,629
Investment gains on separate accounts	117,452	—
Other ordinary income	91,311	97,622
Ordinary expenses	4,260,978	5,113,168
Benefits and other payments	2,303,512	2,524,816
Claims paid	597,207	645,772
Annuity payments	432,351	477,362
Benefits payments	480,481	521,377
Surrender benefits	557,210	670,868
Other refunds	236,261	209,434
Provision for policy reserves and other reserves	764,409	979,442
Provision for reserves for outstanding claims	15,223	10,493
Provision for policy reserves	749,160	968,745
Provision for interest on policyholders' dividend reserves	25	203
Investment expenses	501,233	773,541
Interest expenses	55,551	71,186
Losses on sales of securities	137,691	260,581
Losses on valuation of securities	5,712	8,345
Losses on redemption of securities	445	701
Losses on derivative financial instruments	229,103	227,255
Foreign exchange losses	—	69,667
Provision for allowance for possible loan losses	39	801
Depreciation of real estate for investments	9,758	10,051
Other investment expenses	62,931	111,490
Investment losses on separate accounts	—	13,460
Operating expenses	507,797	643,774
Other ordinary expenses	184,025	191,593
Ordinary profit	117,791	69,422
Extraordinary gains	107,212	17
Gains on disposals of fixed assets	1,528	17
Gains on step acquisitions	105,684	—
Extraordinary losses	59,796	39,777
Losses on disposals of fixed assets	575	4,606
Impairment losses	180	10,839
Provision for reserve for price fluctuation	58,328	23,600
Payments to social responsibility reserve	711	731
Surplus (loss) before income taxes	165,208	29,662
Current	(11,607)	68,387
Deferred	12,612	(87,628)
Total income taxes	1,004	(19,241)
Net surplus	164,203	48,904
Net surplus (loss) attributable to non-controlling interests	7	(284)
Net surplus attributable to the Parent Company	164,196	49,189

[Consolidated Statements of Comprehensive Income]

Millions of Yen

	Years ended March 31, 2024	Years ended March 31, 2025
Net surplus	164,203	48,904
Other comprehensive income (loss)	898,104	(146,383)
Net unrealized gains (losses) on available-for-sale securities	855,230	(262,513)
Deferred gains (losses) on derivatives under hedge accounting	(23,297)	(29,249)
Land revaluation differences	—	(404)
Foreign currency translation adjustments	14,404	98,333
Remeasurements of defined benefit plans	52,182	42,493
Share of other comprehensive income (loss) of associates under the equity method	(416)	4,956
Comprehensive income (loss)	1,062,308	(97,478)
Comprehensive income (loss) attributable to the Parent Company	1,062,300	(97,113)
Comprehensive income (loss) attributable to non-controlling interests	7	(365)

3 Status of Loans under the Insurance Business Act

Millions of Yen, %

Classification	As of March 31, 2024	As of March 31, 2025
Bankrupt and quasi-bankrupt loans	—	—
Doubtful loans	585	665
Loans in arrears for three months or longer	—	221
Restructured loans	—	3,399
Subtotal	585	4,286
[Percentage of total]	[0.01]	[0.05]
Normal loans	8,539,925	8,301,557
Total	8,540,510	8,305,844

Notes:1. Bankrupt or quasi-bankrupt loans represent loans or quasi-loans to borrowers who have fallen into bankruptcy due to reasons such as the filing of a petition for the commencement of bankruptcy proceedings, the commencement of reorganization proceedings or the commencement of rehabilitation proceedings.
2. Doubtful loans represent loans with a strong likelihood that the loan principal cannot be recovered or interest cannot be received according to the contract due to the borrower, although not yet in bankruptcy, experiencing difficulties in financial position and business performance (excluding loans in the above Note 1).
3. Loans in arrears for three months or longer represent loans on which payments of principal or interest are past due over three months from the day following the contractual due date (excluding loans in the above notes 1 and 2).
4. Restructured loans represent loans that have been restructured to provide certain concessions favorable to the borrowers such as by reducing or waiving interest payments, by rescheduling repayments of principal or payments of interest, or by waiving claims for borrowers in order to support or financially rehabilitate such borrowers (excluding loans in the above notes 1 through 3).
5. Normal loans represent loans that do not fall under the classifications in the above notes 1 through 4, and where the borrower has no financial or business performance problems.

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

Millions of Yen

Items		As of March 31, 2024	As of March 31, 2025
Solvency margin gross amount (A)		4,848,929	4,771,052
Foundation funds and others		309,911	284,360
Reserve for price fluctuation		908,100	931,700
Contingency reserve		773,900	824,189
Unusual contingency reserve		—	–
General allowance for possible loan losses		4,215	5,300
(Net unrealized gains (losses) on available-for-sale securities (before income tax effect adjustments) and deferred unrealized gains (losses) on derivatives under hedge accounting (before income tax effect adjustments)) × 90% (Multiplied by 100% if losses)		1,055,840	737,526
Net unrealized gains on real estate × 85% (Multiplied by 100% if losses)		143,511	170,828
Total amount of unrecognized actuarial gains (losses) and unrecognized past service costs		79,434	140,182
Excess of continued Zillmerized reserve		787,136	785,525
Qualifying subordinated debt		618,695	668,695
Excess of continued Zillmerized reserve and qualifying subordinated debt not included in margin calculation		—	–
Deduction clause		(170,265)	(176,684)
Others		338,447	399,427
Total amount of risk $\sqrt{(\sqrt{R_1^2 + R_5^2} + R_8 + R_9)^2 + (R_2 + R_3 + R_7)^2} + R_4 + R_6$ (B)		1,492,488	1,502,788
Insurance risk	R_1	109,343	116,471
General insurance risk	R_5	873	1,141
Large disaster risk	R_6	1,366	1,746
Third-sector insurance risk	R_8	111,448	119,868
Insurance risk of small-amount, short-term insurer	R_9	9	11
Risk of assumed yield	R_2	181,913	182,736
Minimum guarantee risk	R_7*	9,577	13,754
Investment risk	R_3	1,249,530	1,251,640
Operational risk	R_4	33,281	33,747
Solvency margin ratio $\frac{(A)}{(1/2) \times (B)} \times 100$		649.7%	634.9%

* The standard method is used for the calculation of the amount equivalent to minimum guarantee risk.
(Note) The amounts and figures in the table above are calculated based on Article 130 of the Insurance Business Act, Article 86-2 and Article 88 of the Ordinance for Enforcement of the Insurance Business Act and Financial Services Agency Public Notice No.23 of 2011.
Figures as of March 31, 2024 are after accounting treatment to take into account the business combination with Singapore Life Holdings Pte. Ltd.

◆ **Consolidated solvency margin ratio**

The consolidated solvency margin ratio is a percentage of "solvency margin gross amount" of the Group to the portion of "quantified total amount of risk" of the Group exceeding the quantified amount of risks that could normally be anticipated; it is one of the indicators to gauge the insurer's ability to cover liabilities when unforeseen events occur.
When this ratio falls below 200%, an insurance company is subject to administrative intervention by the regulatory agencies to take "prompt corrective action."

The consolidated solvency margin ratio is one of the financial indicators indicating sound business management, however, it should not be solely relied upon to evaluate the business management soundness of an insurance company. The evaluation of sound business management should be made in a comprehensive manner with due consideration of not only the consolidated solvency margin ratio but also other business management information such as asset management performance and trends in business results.

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

(Medicare Life Insurance Co., Ltd.)

Millions of Yen

Items	As of March 31, 2024	As of March 31, 2025
Solvency margin gross amount (A)	44,236	39,435
Paid-in capital, etc.	32,897	34,866
Reserve for price fluctuation	273	1,673
Contingency reserve	4,400	5,289
General allowance for possible loan losses	—	—
(Net unrealized gains (losses) on available-for-sale securities (before income tax effect adjustments) and deferred unrealized gains (losses) on derivatives under hedge accounting (before income tax effect adjustments)) × 90% (Multiplied by 100% if losses)	(631)	(2,393)
Net unrealized gains on real estate × 85% (Multiplied by 100% if losses)	—	—
Excess of continued Zillmerized reserve	57,727	68,969
Qualifying subordinated debt	—	—
Excess of continued Zillmerized reserve and qualifying subordinated debt not included in margin calculation	(50,430)	(68,969)
Brought-in capital, etc.	—	—
Deduction clause	—	—
Others	—	—
Total amount of risk $\sqrt{(R_1 + R_8)^2 + (R_2 + R_3 + R_7)^2} + R_4$ (B)	5,572	6,095
Insurance risk R_1	410	379
Third-sector insurance risk R_8	2,481	2,536
Risk of assumed yield R_2	23	25
Minimum guarantee risk R_7	—	—
Investment risk R_3	4,477	5,052
Operational risk R_4	221	239
Solvency margin ratio $\frac{(A)}{(1/2) \times (B)} \times 100$	1,587.7%	1,293.9%

(Note) Figures shown above are calculated in accordance with the provisions of Article 86 and Article 87 of the Ordinance for Enforcement of the Insurance Business Act as well as the Ministry of Finance Public Notice No. 50 of 1996.

6 Segment Information

For the fiscal year ended March 31, 2024 (from April 1, 2023 to March 31, 2024), and the fiscal year ended March 31, 2025 (from April 1, 2024 to March 31, 2025), segment information and its related information are omitted because there is only one business segment in the Company and its subsidiaries.

Embedded Value

The Sumitomo Life Group's embedded value increased ¥119.8 billion year on year due to positive results of the insurance business such as acquiring new policies and securing earnings from policies in force.

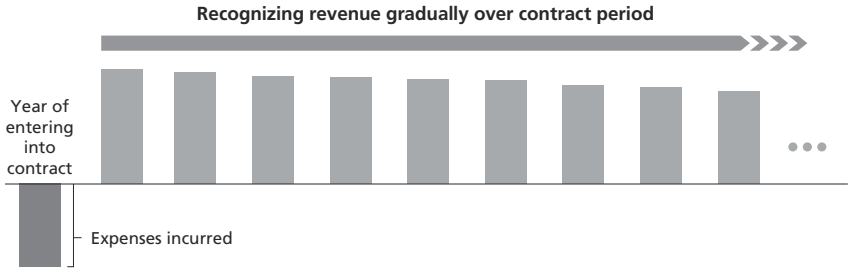
¥5,784.8 billion

(Sumitomo Life's [non-consolidated] embedded value: ¥5,793.0 billion)

What is embedded value?

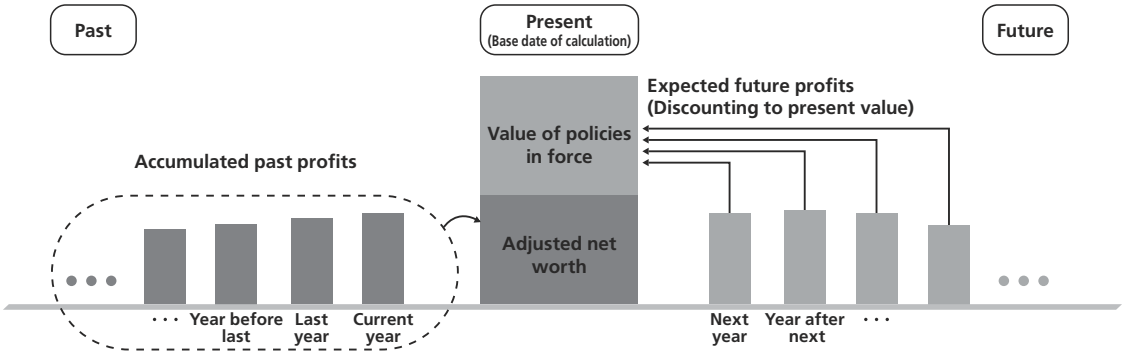
Embedded value is calculated by adding the present value of expected future profits from policies in force (value of policies in force) to the adjusted net worth as of the base date of calculation.
Under current statutory accounting practices, the initial cost is recognized at the time of entering into the contract, and subsequently revenue is recognized gradually over the contract period. Given such a pattern of profit or loss recognition, strong sales performance for a period can result in a deterioration of profit or loss for that period. Therefore, it is not necessarily easy to assess the actual financial position of an insurance company based on its accounting financial results.

Pattern of Profit or Loss Recognition of Life Insurance Contracts



On the other hand, since embedded value assesses the value of an insurance company by adding expected future profits from policies in force to accumulated past profits, it is an indicator that compensates for the lack of information in statutory accounting as described above.
We also believe that embedded value plays an important role as an indicator representing key aspects of enterprise value including the company's financial strength and growth potential, thereby providing useful information to policyholders and various other stakeholders.
The Group embedded value is calculated in compliance with the European Embedded Value ("EEV") Principles established by the CFO Forum, which consists of Chief Financial Officers (CFOs) of major European insurance companies.

Embedded Value (Value of Policies in Force + Adjusted Net Worth)



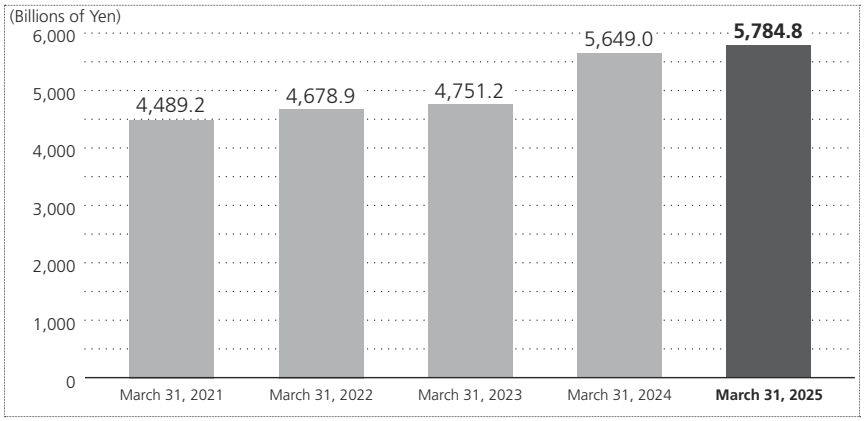
Adjusted Net Worth

It is a measure of net asset value as of the base date of calculation, representing the value of net assets based on the mark-to-market value of assets held, adjusted by the addition of retained earnings in liabilities.

Value of Policies in Force

It is the value of expected future profits from policies in force discounted to present value as of the base date of calculation.

EEV (Sumitomo Life Group)



The Sumitomo Life Group's EEV and Value of New Business as of March 31, 2025

(Billions of yen)

	As of March 31, 2025
EEV	5,784.8
Value of policies in force	4,146.4
Adjusted net worth	1,638.4

	Fiscal 2024
Value of new policies	109.2

Value of New Policies

The present value of expected future profits from new business acquired during fiscal 2024.

*1. The EEV of the Sumitomo Life Group is calculated as follows: Sumitomo Life's EEV plus the combined EEV of Medicare Life, Symetra, and Singlife, less Sumitomo Life's book value of equity of Medicare Life, Symetra, and Singlife. Singlife is included in the EEV of the Sumitomo Life Group from March 31, 2024.
*2. The method used to calculate Singlife's embedded value as of March 31, 2025 was revised from the traditional method to the method based on the EEV principles. The embedded value as of March 31, 2024 was reevaluated based on this method.
*3. For details on the calculation method and other information, please refer to the "Disclosure of European Embedded Value (summary) as of March 31, 2024" posted on our website.

Principal Assumptions

The key assumptions used in the EEV calculation are as follows:

Economic Assumptions

In calculating the certainty equivalent present value of future profits, the yield on government bonds as of the base date of calculation is used as the risk-free rate, taking into account our asset portfolio and the market liquidity.

Non-economic Assumptions

All cash flows (premiums, operating expenses, benefits and claims, cash surrender value, tax, etc.) are projected applying the best estimate assumptions, referring to past, current and expected future experience.

Independent Third-party Review

To ensure the appropriateness and validity of our EEV, we have commissioned an independent third party to review it and have received a written opinion that the calculation methodology and assumptions are in compliance with the EEV Principles.

Impact of Changes in Assumptions (Sensitivity)

The impact of changes in assumptions on the Sumitomo Life Group's EEV is as follows:

(Billions of yen)

Assumptions	EEV	Change
EEV as of the end of fiscal 2024	5,784.8	—
Sensitivity 1: 50-bp upward parallel shift in risk-free yield curve	5,732.9	(51.8)
Sensitivity 2: 50-bp downward parallel shift in risk-free yield curve	5,804.5	19.6
Sensitivity 3: 10% decline in equity and real estate values	5,415.2	(369.5)
Sensitivity 4: 10% decline in maintenance expenses	5,918.0	133.2
Sensitivity 5: 10% decline in surrender and lapse rate	5,930.1	145.3
Sensitivity 6: 5% decline in mortality and morbidity rates for life insurance products	6,071.7	286.8
Sensitivity 7: 5% decline in mortality and morbidity rates for annuities	5,780.2	(4.6)
Sensitivity 8: Setting required capital at statutory minimum level	5,991.4	206.5
Sensitivity 9: 25% increase in implied volatilities of equity and real estate values	5,783.1	(1.6)
Sensitivity 10: 25% increase in implied volatilities of swaptions	5,752.9	(31.9)

Reference: Breakdown of EEV in terms of ALM strategy

The value of policies in force is calculated assuming the future investment yield to be the yield on government bonds as of the base date of calculation. Therefore, when interest rates decline, the value of policies in force decreases reflecting lower expected future prospects of investment return.

As life insurance products are long-term liabilities, Sumitomo Life invests in and holds primarily yen-denominated interest-bearing assets such as long-term bonds and loans in our ALM strategy, which include long-term bonds with relatively high yields that have been invested in the past.

Accordingly, even if the yield on government bonds (i.e., the assumed future investment yield for the calculation of the value of policies in force) declines, the actual future investment return from these assets does not decrease. A decline in the yield of government bonds leads to an increase in the adjusted net worth through unrealized gains on assets held, compensating for the decrease in the value of policies in force.

Thus, in determining expected future profits from policies in force, it is necessary to consider not only the value of policies in force but also unrealized gains (losses) on yen-denominated interest-bearing assets and others.

The sum of the value of policies in force and unrealized gains (losses) on yen-denominated interest-bearing assets and others as of March 31, 2025 is ¥2,727.8 billion.

(Billions of yen)

	As of March 31, 2025
EEV	5,784.8
Total net assets on the balance sheet + Retained earnings in liabilities	1,465.5
Value of policies in force + Unrealized gains (losses) on yen-denominated interest-bearing assets and others	2,727.8
Value of policies in force	4,146.4
Unrealized gains (losses) on yen-denominated interest-bearing assets and others	(1,418.5)
Unrealized gains (losses) on assets other than yen-denominated interest-bearing assets and others	1,591.4

★ Non- Consolidated

◆ Indicators of Major Operations

Indicators of Major Operations for the Last Five Fiscal Years

(Millions of yen)

Items	Fiscal 2020	Fiscal 2021	Fiscal 2022	Fiscal 2023	Fiscal 2024
Ordinary income	3,108,974	3,094,278	3,495,347	3,564,941	3,427,936
Ordinary profit	155,634	145,962	61,852	147,276	97,688
Core business profit*1	266,358	333,397	236,366	261,745	340,547
Net surplus	54,733	58,342	147,204	71,946	86,068
Total foundation funds*2	639,000	639,000	639,000	689,000	689,000
Total assets	35,400,786	36,443,323	35,298,166	38,201,001	36,722,496
Of which, separate account assets	828,123	828,542	790,519	881,798	847,107
Policy reserves	27,262,040	27,884,255	28,305,473	28,761,989	28,749,390
Loans	1,945,518	2,192,253	2,198,274	2,164,509	2,069,452
Securities	30,463,881	31,362,641	28,829,411	32,471,386	30,338,695
Solvency margin ratio	840.5%	809.00%	812.8%	717.6%	743.2%
Ratio of appropriation of surplus for policyholders' dividend reserves*3	99.9%	99.9%	38.8%	100.0%	100.0%
Number of employees	46,084	45,336	44,049	42,511	42,317
Number of members (policyholders)*4	6,877,969	6,822,043	6,794,814	6,730,295	6,645,134
Policies in force*5	106,059,804	102,157,551	98,931,950	95,565,502	92,608,729
Individual life insurance	58,035,687	54,104,252	51,058,435	47,970,986	45,684,667
Individual annuities	14,928,964	14,753,173	14,504,025	14,276,267	13,810,476
Group insurance	33,095,152	33,300,124	33,369,489	33,318,247	33,113,585
Policies in force for group annuities*6	2,666,577	2,716,382	2,699,982	2,790,981	2,754,573

*1. Core business profit is based on new definitions applied since fiscal 2022, under which hedging costs related to foreign exchange, among others, are included in calculation. Figures for prior years are calculated using the same definitions.
*2. Total foundation funds include reserve for redemption of foundation funds.
*3. Ratio of appropriation of surplus for policyholders' dividend reserves is the ratio of the total amount appropriated to policyholders' dividend reserve and policyholders' dividend equilibrium reserve to the amount calculated pursuant to Article 30-4 of the Regulation for Enforcement of the Insurance Business Act.
*4. In the case of a mutual company, "Members" refers to policyholders (excluding those not eligible for the distribution of surplus).
*5. Policies in force are the total policies in force for individual life insurance, individual annuities and group insurance. Individual annuities are the total of annuity resources at the start of annuities for policies prior to the commencement of annuity payment and policy reserves for policies after the commencement of annuity payment.
*6. Policies in force for group annuities indicate the amount of policy reserves.

◆ Financial Statements

1 Non-Consolidated Balance Sheets

Millions of Yen

	As of March 31, 2024	As of March 31, 2025
ASSETS:		
Cash and deposits	740,775	902,108
Cash	10	10
Deposits	740,765	902,098
Call loans	834,182	1,152,304
Monetary claims bought	479,404	550,257
Money held in trust	24,345	62,022
Securities	32,471,386	30,338,695
National government bonds	11,314,158	11,216,638
Local government bonds	188,844	176,438
Corporate bonds	3,116,211	2,816,441
Domestic stocks	3,449,389	3,356,408
Foreign securities	13,858,843	12,282,344
Other securities	543,939	490,425
Loans	2,164,509	2,069,452
Policy loans	226,775	218,059
Industrial and consumer loans	1,937,734	1,851,393
Tangible fixed assets	648,051	655,303
Land	432,329	436,862
Buildings	204,907	196,471
Lease assets	575	7,817
Construction in progress	6,331	10,798
Other tangible fixed assets	3,907	3,352
Intangible fixed assets	44,315	45,777
Software	30,469	35,829
Other intangible fixed assets	13,846	9,947
Reinsurance receivables	412	759
Other assets	557,635	548,638
Accounts receivable	33,862	26,771
Prepaid expenses	7,697	9,578
Accrued income	177,245	171,548
Money on deposit	5,031	5,013
Deposits for futures transactions	45,003	57,141
Derivative financial instruments	46,873	77,875
Cash collateral paid for financial instruments	183,905	127,355
Suspense	10,012	8,143
Other assets	48,003	65,211
Prepaid pension cost	28,479	41,743
Deferred tax assets	208,307	356,340
Allowance for possible loan losses	(804)	(906)
Total assets	38,201,001	36,722,496

	As of March 31, 2024	As of March 31, 2025
LIABILITIES:		
Policy reserves and other reserves	29,101,622	29,091,434
Reserve for outstanding claims	126,094	130,964
Policy reserves	28,761,989	28,749,390
Policyholders' dividend reserves	213,538	211,078
Reinsurance payables	3,230	1,872
Corporate bonds	448,695	448,695
Other liabilities	5,745,603	4,475,419
Payables under repurchase agreements	4,760,283	3,725,641
Loans payable	170,000	220,000
Income taxes payable	1,115	19,744
Accounts payable	31,091	61,651
Accrued expenses	45,335	51,732
Deferred income	863	819
Deposits received	70,202	66,415
Guarantee deposits received	32,815	33,963
Derivative financial instruments	550,699	183,414
Cash collateral received for financial instruments	68,808	88,659
Lease obligations	594	8,350
Asset retirement obligations	1,777	1,795
Suspense receipts	10,017	11,239
Rest of other liabilities	1,999	1,992
Reserve for price fluctuation	907,826	930,026
Deferred tax liabilities for land revaluation	12,430	12,738
Total liabilities	36,219,409	34,960,186
NET ASSETS:		
Foundation funds	50,000	50,000
Reserve for redemption of foundation funds	639,000	639,000
Reserve for revaluation	2	2
Surplus	332,785	349,875
Reserve for future losses	6,604	6,804
Other surplus	326,180	343,071
Reserve for fund redemption	—	10,000
Fund for price fluctuation allowance	255,000	255,000
Reserve for assisting social responsibility	1,344	1,313
Other reserves	223	223
Unappropriated surplus	69,612	76,534
Total funds, reserve and surplus	1,021,787	1,038,878
Net unrealized gains on available-for-sale securities	1,048,898	822,943
Deferred gains (losses) on derivatives under hedge accounting	(32,494)	(52,771)
Land revaluation differences	(56,600)	(46,740)
Total unrealized gains, revaluation reserve and adjustments	959,803	723,431
Total net assets	1,981,591	1,762,310
Total liabilities and net assets	38,201,001	36,722,496

2 Non-Consolidated Statements of Income

Millions of Yen

	Years ended March 31, 2024	Years ended March 31, 2025
Ordinary income	3,564,941	3,427,936
Insurance premiums and other	2,182,842	2,129,556
Insurance premiums	2,178,902	2,121,125
Reinsurance revenue	1,627	6,320
Other income to policy reserves	2,311	2,109
Investment income	1,316,580	1,214,015
Interest, dividends and other income	859,455	930,690
Interest on deposits	18,623	16,644
Interest and dividends on securities	753,948	823,654
Interest on loans	32,512	33,258
Rent revenue from real estate	34,941	37,046
Other interest and dividend	19,429	20,086
Gains on money held in trust	2,861	1,391
Gains on sales of securities	144,673	270,230
Gains on redemption of securities	3,398	10,607
Foreign exchange gains	187,958	—
Reversal of allowance for possible loan losses	51	—
Other investment income	728	1,095
Investment gains on separate accounts	117,452	—
Other ordinary income	65,518	84,365
Annuity supplementary contract premiums	4,418	3,611
Proceeds from deferred insurance	26,152	20,238
Reversal of policy reserves	—	12,598
Reversal of accrued retirement benefits	1,714	13,264
Other ordinary income	33,233	34,652
Ordinary expenses	3,417,665	3,330,248
Benefits and other payments	2,031,101	2,113,013
Claims paid	541,534	546,587
Annuity payments	432,258	476,832
Benefits payments	322,738	335,743
Surrender benefits	554,615	627,295
Other refunds	53,411	55,277
Reinsurance premiums	126,542	71,277
Provision for policy reserves and other reserves	462,103	5,073
Provision for reserve for outstanding claims	5,562	4,870
Provision for policy reserves	456,515	—
Provision for interest on policyholders' dividend reserves	25	203
Investment expenses	469,848	735,142
Interest expenses	28,965	33,785
Losses on trading securities	22	147
Losses on sales of securities	115,774	252,111
Losses on valuation of securities	3,992	5,971
Losses on redemption of securities	5	127
Losses on derivative financial instruments	289,919	257,131
Foreign exchange losses	—	70,079
Provision for allowance for possible loan losses	—	117
Depreciation of real estate for investments	9,758	10,051
Other investment expenses	21,408	92,159
Investment losses on separate accounts	—	13,460
Operating expenses	332,573	348,273
Other ordinary expenses	122,038	128,744
Payments of benefits left to accumulate at interest	50,214	55,174
Taxes	28,111	28,933
Depreciation	18,498	18,787
Other ordinary expenses	25,213	25,848
Ordinary profit	147,276	97,688
Extraordinary gains	1,528	17
Gains on disposals of fixed assets	1,528	17
Extraordinary losses	69,652	36,939
Losses on disposals of fixed assets	521	3,223
Impairment losses	163	10,784
Losses on valuation of shares of subsidiaries and affiliates	9,956	—
Provision for reserve for price fluctuation	58,300	22,200
Payments to social responsibility reserve	711	731
Surplus before income taxes	79,151	60,766
Current	(20,773)	41,556
Deferred	27,978	(66,858)
Total income taxes	7,204	(25,301)
Net surplus	71,946	86,068

3 Breakdown of Ordinary Profit (Core Business Profit)

Millions of Yen

Classification	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
Core business profit A	261,745	340,547
Capital gains	551,585	515,080
Gains on money held in trust	2,044	(933)
Gains on trading securities	—	—
Gains on sales of securities	144,673	270,230
Gains on derivative financial instruments	—	—
Foreign exchange gains	187,958	—
Other capital gains	216,907	245,782
Capital losses	593,984	651,015
Losses on money held in trust	—	—
Losses on trading securities	22	147
Losses on sales of securities	115,774	252,111
Losses on valuation of securities	3,992	5,971
Losses on derivative financial instruments	289,919	257,131
Foreign exchange losses	—	70,079
Other capital losses	184,274	65,574
Net capital gains / losses B	(42,398)	(135,934)
Core business profit including net capital gains / losses A+B	219,347	204,612
Nonrecurring gains	—	6
Reinsurance revenue	—	—
Reversal of contingency reserves	—	—
Reversal of specific allowance for possible loan losses	—	6
Other nonrecurring gains	—	—
Nonrecurring losses	72,071	106,930
Reinsurance premiums	—	—
Provision for contingency reserve	17,000	49,400
Provision for specific allowance for possible loan losses	27	—
Provision for allowance for specific overseas debt	—	—
Write-off of loans	—	—
Other nonrecurring losses	55,044	57,530
Nonrecurring gains / losses C	(72,071)	(106,924)
Ordinary profit A+B+C	147,276	97,688

(Reference) Breakdown of other items

		Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
Core business profit	Financial impact of fluctuations in the surrender benefits amount concerning market value adjustment	291	318
	Financial impact of market exchange rate fluctuations concerning foreign currency-denominated insurance policies	177,969	(20,590)
	Financial impact of fluctuations in insurance reserve funds concerning index linking	6,014	(6,623)
	Interest, dividends and other income from gains (losses) on money held in trust	816	2,324
	Amount equivalent to foreign exchange hedging costs	(213,508)	(208,088)
	Amount equivalent to gain or loss on cancellation of mutual funds	(7)	65,255
	Amount equivalent to the foreign exchange fluctuation portion of gain or loss on redemption of securities	(3,392)	(10,479)
Other capital gains	Financial impact of fluctuations in the surrender benefits amount concerning market value adjustment	—	—
	Financial impact of fluctuations in the surrender benefits amount concerning market value adjustment	—	20,590
	Financial impact of fluctuations in insurance reserve funds concerning index linking	—	6,623
	Amount equivalent to foreign exchange hedging costs	213,508	208,088
	Amount equivalent to gain or loss on cancellation of mutual funds	7	—
	Amount equivalent to the foreign exchange fluctuation portion of gain or loss on redemption of securities	3,392	10,479
Other capital losses	Financial impact of fluctuations in the surrender benefits amount concerning market value adjustment	291	318
	Financial impact of market exchange rate fluctuations concerning foreign currency-denominated insurance policies	177,969	—
	Financial impact of fluctuations in insurance reserve funds concerning index linking	6,014	—
	Amount equivalent to foreign exchange hedging costs	—	—
	Amount equivalent to gain or loss on cancellation of mutual funds	—	65,255
	Amount equivalent to the foreign exchange fluctuation portion of gain or loss on redemption of securities	—	—
Other nonrecurring losses	Additional provisions of insurance reserve funds for part of the individual annuity contracts after the commencement of annuity payments	55,044	57,530

◆ Status of Dividends to Policyholders

Policyholder Dividends

Our basic policy towards policyholder dividends is to provide stable returns in consideration of factors including the present and future earnings situation and the level of equity capital, as well as to keep a balance between maintaining a sufficient level of equity capital to withstand downside risk and enhancing policyholder returns. Under the above policy, we have made the following decision on the policyholder dividend rates based on the fiscal 2024 financial results.

Individual life insurance, individual annuities: We increased dividends from difference in interest rates, and maintained the same dividend rates for other dividends.

Group insurance: We generally maintained the same dividend rate.

(Note) We increased dividends for (comprehensive welfare) group term life insurance contracts in line with dividends for individual life insurance and individual annuities.

Group annuities:

New corporate pension plan, employees' pension fund insurance (02), and defined benefit corporate pension plan (02), etc.

The dividend rate was set at 0.00% on policy reserves for the assumed interest rate of 0.75% or 1.25% (with surrender charge upon surrender).

Insured contributory pension plan (02)

The dividend rate was set at 0.00% on policy reserves for the assumed interest rate of 1.25%.

Note: Policy reserves for interest rate-setting rider by new unit account are not included.

Status of Policyholders' Dividends Paid

(Millions of yen, unless otherwise stated)

	Fiscal 2023		Fiscal 2024	
	Amount	Year-on-year changes (%)	Amount	Year-on-year changes (%)
Policyholders' dividends paid	59,221	0.6	61,018	3.0

Status of Dividend Payout Ratio

$$\text{Dividend payout ratio} = \frac{\text{Provision for dividend reserves (¥65.2 billion)}}{\text{Provision for dividend reserves + Provision for internal reserves and surplus (¥54.4 billion)*}} = 55\%$$

(Note) Provision for contingency reserves, reserve for price fluctuation, fund for price fluctuation allowance (including tax effect amounts), reserve for fund redemption, and reserve for fund redemption of foundation funds. However, adjustments are made to exclude the financial impact of fluctuations in the surrender benefits amount concerning market value adjustment and the increase in deferred tax assets due to the introduction of the defense special corporate tax as temporary gains or losses.

◆ Fair Value Information of Securities (Company Total)

1 Fair Value Information of Securities (Company Total)

a. Net valuation gains (losses) on trading securities

Millions of Yen

Classification	As of March 31, 2024		As of March 31, 2025	
	Balance sheet amount	Net valuation gains (losses) included in statement of income	Balance sheet amount	Net valuation gains (losses) included in statement of income
Trading securities	706,661	67,828	694,231	(56,122)

Note: The above table includes money held in trusts for trading.

b. Fair value information of securities (with market prices except for trading securities)

Millions of Yen

Classification	As of March 31, 2024				
	Book value	Fair value	Net gains (losses)		
				Gains	Losses
Held-to-maturity debt securities	1,926,606	2,092,804	166,198	184,790	(18,592)
Policy-reserve-matching bonds	13,799,326	13,527,225	(272,100)	667,808	(939,909)
Investments in subsidiaries and affiliated companies	43,624	44,050	425	425	—
Available-for-sale securities	13,740,636	15,113,583	1,372,947	2,268,171	(895,224)
Domestic bonds	2,468,761	2,174,180	(294,580)	27,573	(322,154)
Domestic stocks	1,323,271	3,072,377	1,749,105	1,774,963	(25,857)
Foreign securities	8,950,882	8,835,843	(115,038)	407,593	(522,632)
Foreign bonds	6,658,920	6,540,941	(117,978)	213,539	(331,518)
Other foreign securities	2,291,962	2,294,902	2,939	194,053	(191,113)
Other securities	355,676	398,928	43,251	57,063	(13,811)
Monetary claims bought	387,043	377,300	(9,743)	978	(10,721)
Negotiable certificates of deposit	255,000	254,952	(47)	—	(47)
Others	—	—	—	—	—
Total	29,510,192	30,777,663	1,267,470	3,121,196	(1,853,726)
Domestic bonds	14,714,757	14,314,687	(400,069)	694,259	(1,094,329)
Domestic stocks	1,324,111	3,073,642	1,749,531	1,775,389	(25,857)
Foreign securities	12,473,604	12,358,151	(115,452)	593,506	(708,958)
Foreign bonds	10,138,856	10,020,464	(118,392)	399,452	(517,845)
Other foreign securities	2,334,747	2,337,687	2,939	194,053	(191,113)
Other securities	355,676	398,928	43,251	57,063	(13,811)
Monetary claims bought	387,043	377,300	(9,743)	978	(10,721)
Negotiable certificates of deposit	255,000	254,952	(47)	—	(47)
Others	—	—	—	—	—

Classification	As of March 31, 2025				
	Book value	Fair value	Net gains (losses)		
				Gains	Losses
Held-to-maturity debt securities	1,855,593	1,858,670	3,076	104,174	(101,098)
Policy-reserve-matching bonds	13,840,880	12,616,182	(1,224,698)	253,298	(1,477,996)
Investments in subsidiaries and affiliated companies	43,459	51,851	8,392	8,392	—
Available-for-sale securities	12,007,747	13,080,871	1,073,123	1,986,442	(913,318)
Domestic bonds	2,268,686	1,815,847	(452,838)	2,066	(454,905)
Domestic stocks	1,374,169	3,008,954	1,634,784	1,667,123	(32,338)
Foreign securities	7,269,451	7,136,696	(132,755)	266,393	(399,149)
Foreign bonds	5,415,442	5,254,397	(161,044)	96,724	(257,769)
Other foreign securities	1,854,009	1,882,298	28,288	169,668	(141,380)
Other securities	267,547	305,636	38,088	50,601	(12,512)
Monetary claims bought	468,892	454,936	(13,955)	257	(14,213)
Negotiable certificates of deposit	359,000	358,799	(200)	—	(200)
Others	—	—	—	—	—
Total	27,747,681	27,607,575	(140,106)	2,352,307	(2,492,413)
Domestic bonds	14,474,984	12,956,531	(1,518,452)	254,223	(1,772,676)
Domestic stocks	1,374,843	3,009,747	1,634,903	1,667,242	(32,338)
Foreign securities	10,802,413	10,521,924	(280,489)	379,983	(660,472)
Foreign bonds	8,905,618	8,588,566	(317,052)	202,040	(519,092)
Other foreign securities	1,896,795	1,933,357	36,562	177,942	(141,380)
Other securities	267,547	305,636	38,088	50,601	(12,512)
Monetary claims bought	468,892	454,936	(13,955)	257	(14,213)
Negotiable certificates of deposit	359,000	358,799	(200)	—	(200)
Others	—	—	—	—	—

(Note) 1. The above table includes items deemed appropriate to be handled as securities under the Financial Instruments and Exchange Act in Japan.
2. The above table does not include stocks with no market prices, etc. and investments in partnership, etc.

●Held-to-maturity debt securities

Millions of Yen

		As of March 31, 2024			As of March 31, 2025		
	Type	Balance sheet amount	Fair value	Difference	Balance sheet amount	Fair value	Difference
Fair value exceeds the balance sheet amount	Bonds	162,180	170,468	8,288	73,464	76,727	3,263
	Foreign securities (bonds)	1,315,800	1,492,302	176,502	1,061,500	1,162,411	100,911
Fair value does not exceed the balance sheet amount	Bonds	58,625	57,799	(826)	155,629	150,234	(5,395)
	Foreign securities (bonds)	390,000	372,233	(17,766)	565,000	469,296	(95,703)
Total		1,926,606	2,092,804	166,198	1,855,593	1,858,670	3,076

●Policy-reserve-matching bonds

Millions of Yen

		As of March 31, 2024			As of March 31, 2025		
	Type	Balance sheet amount	Fair value	Difference	Balance sheet amount	Fair value	Difference
Fair value exceeds the balance sheet amount	Bonds	7,553,241	8,211,639	658,397	6,184,104	6,432,999	248,894
	Foreign securities (bonds)	309,190	318,600	9,410	194,629	199,033	4,403
Fair value does not exceed the balance sheet amount	Bonds	4,471,948	3,700,599	(771,348)	5,793,099	4,480,722	(1,312,376)
	Foreign securities (bonds)	1,464,946	1,296,385	(168,560)	1,669,047	1,503,426	(165,620)
Total		13,799,326	13,527,225	(272,100)	13,840,880	12,616,182	(1,224,698)

For available-for-sale securities, acquisition costs or amortized costs, balance sheet amount and their differences by type are as follows.

●Available-for-sale securities

Millions of Yen

		As of March 31, 2024			As of March 31, 2025		
	Type	Acquisition costs or amortized costs	Balance sheet amount	Difference	Acquisition costs or amortized costs	Balance sheet amount	Difference
Balance sheet amount exceeds acquisition costs or amortized costs	Negotiable certificates of deposit	—	—	—	—	—	—
	Monetary claims bought	38,221	39,199	978	18,006	18,264	257
	Domestic bonds	399,842	427,415	27,573	224,587	226,654	2,066
	Domestic stocks	1,167,911	2,942,875	1,774,963	1,188,275	2,855,398	1,667,123
	Foreign securities	4,407,634	4,816,363	408,729	3,369,192	3,636,584	267,391
	Foreign bonds	3,303,358	3,518,034	214,675	2,449,699	2,547,422	97,722
	Other foreign securities	1,104,275	1,298,329	194,053	919,493	1,089,161	169,668
	Other securities	202,671	259,734	57,063	111,361	161,962	50,601
Balance sheet amount does not exceed acquisition costs or amortized costs	Negotiable certificates of deposit	255,000	254,952	(47)	359,000	358,799	(200)
	Monetary claims bought	348,822	338,101	(10,721)	450,885	436,672	(14,213)
	Domestic bonds	2,068,919	1,746,765	(322,154)	2,044,098	1,589,193	(454,905)
	Domestic stocks	155,360	129,502	(25,857)	185,894	153,555	(32,338)
	Foreign securities	4,542,111	4,019,479	(522,632)	3,899,260	3,500,111	(399,149)
	Foreign bonds	3,354,425	3,022,906	(331,518)	2,964,744	2,706,975	(257,769)
	Other foreign securities	1,187,686	996,572	(191,113)	934,516	793,136	(141,380)
	Other securities	153,005	139,194	(13,811)	156,185	143,673	(12,512)
Total		13,739,500	15,113,583	1,374,083	12,006,749	13,080,871	1,074,121

Book value of stocks with no market prices, etc. and investments in partnership, etc. are as follows:

Millions of Yen

Classification	As of March 31, 2024	As of March 31, 2025
Investments in subsidiaries and affiliated companies	1,193,362	1,300,067
Available-for-sale securities	261,773	316,482
Domestic stocks	22,762	21,614
Foreign stocks	34,558	34,558
Others	204,452	260,308
Total	1,455,135	1,616,550

2 Fair Value Information of Money Held in Trust (Company Total)

Millions of Yen

Classification	As of March 31, 2024					As of March 31, 2025				
	Balance sheet amount	Fair value	Net gains (losses)			Balance sheet amount	Fair value	Net gains (losses)		
				Gains	Losses				Gains	Losses
Money held in trust	24,345	24,345	—	—	—	62,022	62,022	—	—	—

Note: The fair values, which are deemed as market prices, are based on the values estimated reasonably by the financial institutions from which these securities were purchased.

a. Money held in trusts for trading

Millions of Yen

Classification	As of March 31, 2024		As of March 31, 2025	
	Balance sheet amount	Net valuation gains (losses) included in statement of income	Balance sheet amount	Net valuation gains (losses) included in statement of income
Money held in trusts for trading	24,345	2,044	62,022	(933)

b. Money held in trusts except for trading

Omitted as there are no ending balances for March 31, 2024 and 2025.

3 Fair Value Information of Derivative Transactions (Company Total)

a. Qualitative information

●Transactions details

The Company utilizes derivative instruments shown below according to its asset management policy and specific nature of individual funds it manages.

	Exchange-traded transactions	Over-the-counter transactions
Interest-rate derivative instruments	—	Interest rate swaps, interest rate swaptions
Foreign currency derivative instruments	—	Foreign currency forward contracts, currency swaps, currency options
Stock derivative instruments	Stock index futures, stock index options	Individual stock options, stock index options, stock index forwards
Bond derivative instruments	Bond futures, bond futures options	Cash bond options
Others	—	Multi-asset index options

●Policy

The Company utilizes derivative instruments primarily in order to hedge the risks of fluctuation of values of assets or liabilities held by the Company.
It makes a rule not to enter into derivatives transactions that are not consistent with the specific nature of funds it manages (for example, trading of highly-leveraged financial instruments whose fair values widely fluctuate in comparison with those of their underlying assets).

●Purpose

The Company engages in hedge transactions in order to mitigate the foreign currency risk associated with assets denominated in foreign currencies. It also conducts derivative transactions with the view of containing the risk associated with the aforementioned assets within predefined limits.
The Company applies hedge accounting to derivative transactions that satisfy the requirements for hedge accounting.

●Risk details

The derivative transactions the Company conducts involve, as in the case with cash assets, market risk and credit risk.

① Market risk
This risk is associated with a fluctuation in the value of portfolios or positions held by the Company primarily caused by the fluctuation in the market for interest rates, stock prices, currency exchange rates as well as a change in cash flows.

② Credit risk
This risk is associated with a fluctuation in the value of portfolios or positions held by the Company due to changes in borrowers' credit standings. (This risk also encompasses a risk that the Company will be unable to gain the expected economic effects from its positions due to the default by counterparties of derivative transactions.)

●Risk management system

① Basic policy on risk management
The Company's basic risk management policy is designed to prevent risks from materializing by ensuring the effective deployment of derivative transactions with respect to the Company's assets and liabilities, as well as periodically monitoring whether relevant departments are in compliance with investment project-specific asset management policies, management rules and reporting systems.

② Risk management department
The Company has an investment risk management department, independent of profit-earning departments, which controls and monitors the risk status concerning derivative transactions along with their underlying assets, such as stocks and bonds.

③ Risk management rules
"Investment Risk management Policy" and "Regulations for Investment Risk Management" prescribe, among others, the purpose of utilizing derivative transactions, underlying hedged items and the risk management system. In addition, each department including the asset management department is governed by individual detailed risk management rules to conform to their roles.

④ Risk management
Where derivatives are designated as part of a hedge transaction, the Company intends to understand, analyze and control the integrated quantitative risks involved in these hedging instruments and their hedged items as underlying assets.
When the Company enters into derivative transactions that are not for hedging, it sets the maximum trading value and acceptable risk levels as well as loss-cut rules, with the aim of managing positions, risk status and gains or losses related to these transactions.

●Supplementary explanation of quantitative information

① Credit risk status associated with derivative transactions
Where contracts with counterparties provide the rights to set off claims and obligations in the event of default by them, the Company computes the amount of credit risk associated with these derivative contracts using the net- amount based current exposure method, taking account of the credit lines extended to the relevant counterparties.

② Supplementary explanation of transaction gains and losses
The Company enters into hedge contracts after it has clarified the reciprocal interdependence between hedging instruments and hedged items. Therefore, gains and losses arising from derivative transactions (deployed as a means of hedging) should be recognized in combination with gains and losses arising from underlying assets and liabilities, rather than recognizing gains and losses from derivative transactions alone.
It thus manages and controls hedging instruments and underlying hedged items as single units, with an eye to evaluating the hedging effects of mitigating the risks associated with fluctuations of foreign exchange rates, interest rates, etc.

Status of credit risk associated with derivative transactions

Hundred Millions of Yen

	Contract value / Notional amount		Estimated amount of credit risk	
	As of March 31, 2024	As of March 31, 2025	As of March 31, 2024	As of March 31, 2025
Interest rate swaps **Interest rate swaptions (Bought)**	1,135	1,121	213	163
Foreign currency forward contracts	73,962	62,896	1,230	1,591
Currency swaps **Currency options (Bought)**	13,701	14,350	1,282	1,584
Stock options (Bought) **Stock index forwards**	5,500	5,999	330	441
Multi-asset index options (Bought)	2,644	2,514	378	264
Total			1,838	2,161

(Notes) 1. The contract value and notional amount are employed as the basis for calculation, in order to determine the amount of transaction and should not be construed as an indicator of the amount of risk.
2. The estimated amount of credit risk associated with each category of derivative transactions was calculated using the gross amount-based current exposure method without taking account of the credit lines of counterparties extended to the Company, therefore, the aggregate sum of these amounts does not match the total in the table, which was calculated based on the net amount-based current exposure method.

b. Quantitative information

●Breakdown of net gains (losses) (with and without hedge accounting applied)

Millions of Yen

Classification	As of March 31, 2024						As of March 31, 2025					
	Interest-related	Currency-related	Stock-related	Bond-related	Others	Total	Interest-related	Currency-related	Stock-related	Bond-related	Others	Total
Hedge accounting applied	(13,805)	(355,739)	—	—	—	(369,545)	(47,668)	19,092	—	—	—	(28,576)
Hedge accounting not applied	56	(114,929)	(934)	201	5,450	(110,154)	—	(33,185)	(3,912)	(270)	(4,232)	(41,601)
Total	(13,748)	(470,669)	(934)	201	5,450	(479,700)	(47,668)	(14,093)	(3,912)	(270)	(4,232)	(70,177)

(Note) Net gains (losses) from applying the fair value hedge included in gains and losses on hedge accounting applied, and net gains (losses) included in gain and loss of hedge accounting not applied are recorded on the statements of income.
Net gains (losses) from applying the fair value hedge were net losses of ¥357,149 million and net losses of ¥7,387 million in currency-related as of March 31, 2024 and 2025, respectively.

●Interest-related

(Hedge accounting not applied)

Millions of Yen

Classification	Type	As of March 31, 2024				As of March 31, 2025			
		Notional amount/ contract value		Fair value	Net gains (losses)	Notional amount/ contract value		Fair value	Net gains (losses)
			Over 1 year				Over 1 year		
Over-the-counter transactions	**Interest rate swaps** Receipts fixed, payments floating	32,500	32,500	56	56	—	—	—	—
Total					56				—

Note: Net gains (losses) represent the fair values.

(Hedge accounting applied)

Millions of Yen

Hedge accounting model	Type	Main hedged items	As of March 31, 2024			As of March 31, 2025		
			Notional amount/ contract value		Fair value	Notional amount/ contract value		Fair value
				Over 1 year			Over 1 year	
Deferred hedge method	**Interest rate swaps** Receipts fixed, payments floating	Loans	2,500	2,500	(16)	5,500	5,000	(145)
	Interest rate swaps Receipts fixed, payments floating	Insurance liabilities	342,500	342,500	(33,908)	375,000	375,000	(62,636)
Exceptional method	**Interest rate swaps**							
	Receipts fixed, payments floating	Loans	710	700	(4)	700	700	(24)
	Receipts floating, payments fixed		113,557	113,557	20,124	112,140	112,140	15,137
Total					(13,805)			(47,668)

●Currency-related

(Hedge accounting not applied)

Millions of Yen

Classification	Type	As of March 31, 2024				As of March 31, 2025			
		Notional amount/ contract value		Fair value	Net gains (losses)	Notional amount/ contract value		Fair value	Net gains (losses)
			Over 1 year				Over 1 year		
Over-the-counter transactions	**Foreign currency forward contracts**								
	Sold	1,554,771	1,616	(139,586)	(139,586)	1,281,382	118,597	(29,762)	(29,762)
	(U.S. dollar)	1,130,673	1,616	(94,938)	(94,938)	1,109,847	118,597	(30,244)	(30,244)
	(Euro)	239,423	—	(28,022)	(28,022)	84,023	—	(783)	(783)
	Bought	1,384,308	1,614	30,257	30,257	991,146	125,599	1,752	1,752
	(U.S. dollar)	982,764	1,614	22,018	22,018	884,161	125,599	1,962	1,962
	(Euro)	235,016	—	7,269	7,269	57,628	—	781	781
	Currency options								
	Sold								
	Call	407,720 [944]	—	895	49	— [—]	—	—	—
	(U.S. dollar)	407,720 [944]	—	895	49	— [—]	—	—	—
	Put	130,000 [392]	—	4	387	— [—]	—	—	—
	(U.S. dollar)	130,000 [392]	—	4	387	— [—]	—	—	—
	Bought								
	Put	699,040 [3,869]	—	171	(3,697)	797,500 [7,385]	260,000	4,563	(2,822)
	(U.S. dollar)	699,040 [3,869]	—	171	(3,697)	760,000 [5,492]	260,000	3,283	(2,208)
	(Mexican peso)	— [—]	—	—	—	37,500 [1,893]	—	1,279	(614)
	Currency swaps	5,156	5,156	(2,339)	(2,339)	5,156	5,156	(2,353)	(2,353)
	(U.S. dollar)	5,156	5,156	(2,339)	(2,339)	5,156	5,156	(2,353)	(2,353)
Total					(114,929)				(33,185)

(Notes) 1. Option fees are shown in [ ].
2. Net gains (losses) represent the fair values for foreign currency forward contracts and the differences between the option fees and the fair values for option transactions.

(Hedge accounting applied)

Millions of Yen

Hedge accounting model	Type	Main hedged items	As of March 31, 2024			As of March 31, 2025		
			Notional amount/ contract value	Over 1 year	Fair value	Notional amount/ contract value	Over 1 year	Fair value
Fair value hedge method	**Foreign currency forward contracts**	Assets denominated in foreign currencies						
	Sold		4,457,128	447,631	(357,149)	4,017,144	523,723	(7,387)
	(U.S. dollar)		3,559,006	435,667	(287,124)	3,165,243	523,723	(1,957)
	(Euro)		560,699	—	(27,932)	678,941	—	(7,453)
Deferred hedge method	**Currency swaps**	Assets denominated in foreign currencies	35,351	35,351	(12,680)	35,351	26,328	(13,235)
	(U.S. dollar)		35,351	35,351	(12,680)	35,351	26,328	(13,235)
Allocation method	**Currency swaps**	Assets denominated in foreign currencies	232,867	199,346	(65,472)	199,346	162,975	(56,727)
	(U.S. dollar)		232,867	199,346	(65,472)	199,346	162,975	(56,727)
	Currency swaps	Liabilities denominated in foreign currencies	397,695	397,695	79,562	397,695	397,695	96,442
	(U.S. dollar)		397,695	397,695	79,562	397,695	397,695	96,442
Total					(355,739)			19,092

●Stock-related

(Hedge accounting not applied)

Millions of Yen

Classification	Type	As of March 31, 2024				As of March 31, 2025			
		Notional amount/ contract value	Over 1 year	Fair value	Net gains (losses)	Notional amount/ contract value	Over 1 year	Fair value	Net gains (losses)
Exchange-traded transactions	**Stock index futures**								
	Sold	8,940	—	(220)	(220)	7,082	—	(24)	(24)
	Bought	76,971	—	1,628	1,628	100,255	—	(1,228)	(1,228)
Over-the-counter transactions	**Stock index options**								
	Bought								
	Put	550,000 [2,342]	—	0	(2,342)	599,988 [6,765]	200,000	4,107	(2,658)
Total					(934)				(3,912)

(Notes) 1. Option fees are shown in [ ].
2. Net gains (losses) represent the fair values for futures trading, and the differences between the option fees and the fair values for option transactions.

(Hedge accounting applied)

Omitted as there are no ending balances for March 31, 2024 and 2025.

●Bond-related

(Hedge accounting not applied)

Millions of Yen

Classification	Type	As of March 31, 2024				As of March 31, 2025			
		Notional amount/ contract value	Over 1 year	Fair value	Net gains (losses)	Notional amount/ contract value	Over 1 year	Fair value	Net gains (losses)
Exchange-traded transactions	**Bond futures**								
	Bought	42,179	—	201	201	36,865	—	(270)	(270)
Total					201				(270)

(Note) Net gains (losses) represent the fair values.

(Hedge accounting applied)

Omitted as there are no ending balances for March 31, 2024 and 2025.

●Others

(Hedge accounting not applied)

Millions of Yen

Classification	Type	As of March 31, 2024				As of March 31, 2025			
		Notional amount/ contract value	Over 1 year	Fair value	Net gains (losses)	Notional amount/ contract value	Over 1 year	Fair value	Net gains (losses)
Over-the-counter transactions	**Multi-asset index options**								
	Sold								
	Call	90,352 [219]	—	610	(391)	59,801 [116]	—	20	96
	Bought								
	Call	264,444 [5,520]	—	11,362	5,842	251,465 [5,603]	—	1,274	(4,328)
Total					5,450				(4,232)

(Notes) 1. Option fees are shown in [ ].
2. Net gains (losses) represent the differences between the option fees and the fair values.

(Hedge accounting applied)

Omitted as there are no ending balances for March 31, 2024 and 2025.

◆ Assets

1 Portfolio Trends (General Account)

a. Asset structure

Millions of Yen, %

Classification	As of March 31, 2024		As of March 31, 2025	
	Amount	Share	Amount	Share
Cash, deposits and call loans	1,474,957	3.9	2,048,398	5.7
Monetary claims bought	479,404	1.3	550,257	1.5
Money held in trust	24,345	0.1	62,022	0.2
Investment in securities	31,789,069	85.0	29,706,486	82.4
Domestic bonds	14,420,176	38.6	14,022,145	38.9
Domestic stocks	3,279,944	8.8	3,215,077	8.9
Foreign securities	13,560,063	36.3	12,011,504	33.3
Foreign bonds	10,020,877	26.8	8,744,574	24.3
Other foreign securities	3,539,186	9.5	3,266,929	9.1
Other securities	528,885	1.4	457,759	1.3
Loans	2,164,509	5.8	2,069,452	5.7
Policy loans	226,775	0.6	218,059	0.6
Industrial and consumer loans	1,937,734	5.2	1,851,393	5.1
Real estate	643,568	1.7	644,133	1.8
Investment property	468,707	1.3	480,382	1.3
Deferred tax assets	208,307	0.6	356,340	1.0
Other assets	597,969	1.6	595,334	1.7
Allowance for possible loan losses	(804)	(0.0)	(906)	(0.0)
Total	37,381,328	100.0	36,031,519	100.0
Foreign currency denominated assets	12,080,542	32.3	10,484,519	29.1

(Note) The total amount of land, buildings and construction in progress has been recorded as "Real estate."

b. Increase (decrease) in assets

Millions of Yen

Classification	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
	Amount	Amount
Cash, deposits and call loans	(601,892)	573,440
Monetary claims bought	71,758	70,852
Money held in trust	9,354	37,677
Investment in securities	3,563,838	(2,082,582)
Domestic bonds	(556,324)	(398,030)
Domestic stocks	957,306	(64,866)
Foreign securities	2,977,612	(1,548,559)
Foreign bonds	1,650,781	(1,276,303)
Other foreign securities	1,326,830	(272,256)
Other securities	185,243	(71,125)
Loans	(33,764)	(95,057)
Policy loans	(8,098)	(8,716)
Industrial and consumer loans	(25,666)	(86,341)
Real estate	55,543	565
Investment property	65,350	11,675
Deferred tax assets	(284,700)	148,032
Other assets	50,006	(2,635)
Allowance for possible loan losses	62	(102)
Total	2,830,205	(1,349,809)
Foreign currency denominated assets	2,326,528	(1,596,023)

(Note) The total amount of land, buildings and construction in progress has been recorded as "Real estate."

2 Investment Yield by Asset (General Account)

%

Classification	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
Cash, deposits and call loans	5.21	1.51
Monetary claims bought	0.47	0.55
Money held in trust	(0.68)	2.21
Investment in securities	2.38	1.56
Domestic bonds	1.53	1.12
Domestic stocks	6.01	8.84
Foreign securities	3.00	1.19
Foreign bonds	3.44	1.15
Other foreign securities	1.43	1.27
Loans	2.06	1.48
Industrial and consumer loans	1.88	1.23
Real estate	2.12	2.29
Investment property	2.93	3.14
Total	2.10	1.38
Overseas investments	2.89	1.10

(Notes) 1. Investment yield is calculated by dividing investment income less investment expenses by the daily average book value balance.
2. In the calculation of yield, gains or losses on derivatives are included in investment income or expenses.
3. Overseas investments represent the sum of assets denominated in foreign currencies and Japanese yen.

3 Average Balance of Primary Assets (General Account)

Millions of Yen

Classification	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
Cash, deposits and call loans	1,304,464	1,440,824
Monetary claims bought	531,765	589,842
Money held in trust	15,556	32,049
Investment in securities	28,618,729	29,684,653
Domestic bonds	14,790,443	14,603,582
Domestic stocks	1,462,639	1,552,729
Foreign securities	11,958,839	13,065,327
Foreign bonds	9,299,097	9,411,357
Other foreign securities	2,659,742	3,653,969
Loans	2,265,080	2,031,857
Industrial and consumer loans	2,031,067	1,806,622
Real estate	642,662	648,387
Investment property	464,303	473,309
Total	34,724,696	35,684,626
Overseas investments	13,372,842	14,327,507

4 Proprietary Trading Securities (General Account)

Proprietary trading securities are not handled.

5 Trading Volume of Proprietary Trading Securities (General Account)

Proprietary trading securities are not handled.

6 Securities (General Account)

Millions of Yen, %

Classification	As of March 31, 2024		As of March 31, 2025	
	Amount	Share	Amount	Share
National government bonds	11,176,175	35.2	11,094,674	37.3
Local government bonds	179,710	0.6	168,891	0.6
Corporate bonds	3,064,290	9.6	2,758,580	9.3
Public entity bonds	1,826,541	5.7	1,615,258	5.4
Foreign-currency-denominated bonds	407,026	1.3	252,355	0.8
Domestic stocks	3,279,944	10.3	3,215,077	10.8
Foreign securities	13,560,063	42.7	12,011,504	40.4
Foreign bonds	10,020,877	31.5	8,744,574	29.4
Foreign-currency-denominated bonds	7,680,012	24.2	6,504,662	21.9
Other foreign securities	3,539,186	11.1	3,266,929	11.0
Foreign-currency-denominated other securities	3,393,525	10.7	3,130,136	10.5
Other securities	528,885	1.7	457,759	1.5
Total	31,789,069	100.0	29,706,486	100.0
Foreign-currency-denominated securities	11,480,564	36.1	9,887,155	33.3

7 Securities by Maturity Date (General Account)

(As of March 31, 2024)

Millions of Yen

Classification	Within 1 year	Over 1 year to 3 years	Over 3 years to 5 years	Over 5 years to 7 years	Over 7 years to 10 years	Over 10 years	No fixed maturity	Total
Investment in securities	560,635	1,401,480	1,928,423	3,628,983	4,429,505	12,736,870	7,103,171	31,789,069
National government bonds	103,235	551,033	825,321	2,185,463	1,906,805	5,604,316	—	11,176,175
Local government bonds	5,864	—	—	11,864	7,768	154,212	—	179,710
Corporate bonds	71,559	257,846	211,222	190,033	119,884	1,813,662	400,080	3,064,290
Domestic stocks							3,279,944	3,279,944
Foreign securities	379,975	591,748	890,544	1,225,227	2,372,278	5,154,469	2,945,819	13,560,063
Foreign bonds	379,975	580,959	876,624	1,183,586	2,047,721	4,922,797	29,213	10,020,877
Other foreign securities	0	10,788	13,920	41,640	324,557	231,672	2,916,606	3,539,186
Other securities	—	853	1,333	16,393	22,768	10,208	477,327	528,885
Monetary claims bought	235,977	—	—	—	—	141,323	—	377,300
Negotiable certificates of deposit	254,952	—	—	—	—	—	—	254,952
Others	—	—	—	—	—	5,035	19,309	24,345
Total	1,051,564	1,401,480	1,928,423	3,628,983	4,429,505	12,883,229	7,122,481	32,445,668

(As of March 31, 2025)

Millions of Yen

Classification	Within 1 year	Over 1 year to 3 years	Over 3 years to 5 years	Over 5 years to 7 years	Over 7 years to 10 years	Over 10 years	No fixed maturity	Total
Investment in securities	658,112	1,346,281	2,633,255	2,703,300	3,374,742	12,464,946	6,525,847	29,706,486
National government bonds	152,843	796,469	1,615,124	1,824,071	1,188,485	5,517,679	—	11,094,674
Local government bonds	—	—	2,606	12,738	9,910	143,635	—	168,891
Corporate bonds	90,698	203,996	172,235	92,165	160,101	1,592,326	447,056	2,758,580
Domestic stocks							3,215,077	3,215,077
Foreign securities	413,860	344,928	842,103	747,414	1,983,859	5,198,259	2,481,078	12,011,504
Foreign bonds	413,860	329,351	779,356	719,874	1,809,208	4,663,853	29,069	8,744,574
Other foreign securities	0	15,577	62,747	27,539	174,651	534,405	2,452,008	3,266,929
Other securities	710	886	1,184	26,910	32,385	13,046	382,635	457,759
Monetary claims bought	319,935	—	—	—	—	135,001	—	454,936
Negotiable certificates of deposit	358,799	—	—	—	—	—	—	358,799
Others	—	—	—	—	—	42,987	19,034	62,022
Total	1,336,848	1,346,281	2,633,255	2,703,300	3,374,742	12,642,935	6,544,882	30,582,246

(Note) The above table includes items deemed appropriate to be handled as securities under the Financial Instruments and Exchange Act in Japan.

8 Local Government Bonds by Region (General Account)

Millions of Yen

Classification	As of March 31, 2024	As of March 31, 2025
Hokkaido	429	428
Tohoku	—	—
Kanto	82,723	78,298
Chubu	38,396	35,209
Kinki	35,595	32,913
Chugoku	3,097	2,829
Shikoku	—	—
Kyushu	19,468	19,212
Total	179,710	168,891

9 Bonds Yields (General Account)

%

Classification	As of March 31, 2024	As of March 31, 2025
Domestic bonds	1.53	1.52
Foreign bonds	3.76	3.87

Note: Figures in this table are calculated excluding treasury discount bills.

10 Domestic Stocks by Industry (General Account)

Millions of Yen, %

Classification		As of March 31, 2024		As of March 31, 2025	
		Amount	Share	Amount	Share
Fishery, agriculture and forestry		390	0.0	373	0.0
Mining		168	0.0	148	0.0
Construction		114,729	3.5	115,462	3.6
Manufacturing	Food	102,915	3.1	100,799	3.1
	Textiles and apparel	14,791	0.5	11,760	0.4
	Pulp and paper	9,541	0.3	6,771	0.2
	Chemicals	217,801	6.6	179,318	5.6
	Pharmaceuticals	257,075	7.8	242,196	7.5
	Oil and coal products	10,759	0.3	10,518	0.3
	Rubber products	17,531	0.5	20,432	0.6
	Glass and ceramic products	48,077	1.5	43,483	1.4
	Iron and steel	34,645	1.1	31,158	1.0
	Nonferrous metals	75,129	2.3	86,368	2.7
	Metal products	16,204	0.5	13,808	0.4
	Machinery	225,623	6.9	202,976	6.3
	Electric appliances	431,882	13.2	440,171	13.7
	Transportation equipment	135,957	4.1	110,077	3.4
	Precision instruments	28,309	0.9	20,352	0.6
	Other products	57,179	1.7	67,382	2.1
Electric power and gas		41,512	1.3	43,743	1.4
Transportation, information and communication	Land transportation	188,113	5.7	161,041	5.0
	Marine transportation	15,301	0.5	24,415	0.8
	Air transportation	3,863	0.1	3,253	0.1
	Warehousing and harbor transportation services	13,496	0.4	14,403	0.4
	Information and communication	109,464	3.3	105,040	3.3
Trade and services	Wholesale trade	325,744	9.9	300,227	9.3
	Retail trade	57,211	1.7	46,757	1.5
Finance and insurance	Banking	278,814	8.5	362,197	11.3
	Securities and trading	15,477	0.5	19,308	0.6
	Insurance	249,310	7.6	275,745	8.6
	Other financial services	43,883	1.3	35,994	1.1
Real estate		61,911	1.9	55,410	1.7
Services		77,122	2.4	63,978	2.0
Total		3,279,944	100.0	3,215,077	100.0

(Note) Classification is based on the "Sector classification table" by the "Securities Identification Code Committee."

11 Fair Value Information of Securities (General Account)

a. Net valuation gains (losses) on trading securities

Millions of Yen

Classification	As of March 31, 2024		As of March 31, 2025	
	Balance sheet amount	Net valuation gains (losses) included in statement of income	Balance sheet amount	Net valuation gains (losses) included in statement of income
Trading securities	24,345	2,044	62,022	(933)

Note: The above table includes money held in trusts for trading.

b. Fair value information of securities (with market prices except for trading securities)

Millions of Yen

Classification	As of March 31, 2024				
	Book value	Fair value	Net gains (losses)	Gains	Losses
Held-to-maturity debt securities	1,926,606	2,092,804	166,198	184,790	(18,592)
Policy-reserve-matching bonds	13,799,326	13,527,225	(272,100)	667,808	(939,909)
Investments in subsidiaries and affiliated companies	43,624	44,050	425	425	—
Available-for-sale securities	13,740,636	15,113,583	1,372,947	2,268,171	(895,224)
Domestic bonds	2,468,761	2,174,180	(294,580)	27,573	(322,154)
Domestic stocks	1,323,271	3,072,377	1,749,105	1,774,963	(25,857)
Foreign securities	8,950,882	8,835,843	(115,038)	407,593	(522,632)
Foreign bonds	6,658,920	6,540,941	(117,978)	213,539	(331,518)
Other foreign securities	2,291,962	2,294,902	2,939	194,053	(191,113)
Other securities	355,676	398,928	43,251	57,063	(13,811)
Monetary claims bought	387,043	377,300	(9,743)	978	(10,721)
Negotiable certificates of deposit	255,000	254,952	(47)	—	(47)
Others	—	—	—	—	—
Total	29,510,192	30,777,663	1,267,470	3,121,196	(1,853,726)
Domestic bonds	14,714,757	14,314,687	(400,069)	694,259	(1,094,329)
Domestic stocks	1,324,111	3,073,642	1,749,531	1,775,389	(25,857)
Foreign securities	12,473,604	12,358,151	(115,452)	593,506	(708,958)
Foreign bonds	10,138,856	10,020,464	(118,392)	399,452	(517,845)
Other foreign securities	2,334,747	2,337,687	2,939	194,053	(191,113)
Other securities	355,676	398,928	43,251	57,063	(13,811)
Monetary claims bought	387,043	377,300	(9,743)	978	(10,721)
Negotiable certificates of deposit	255,000	254,952	(47)	—	(47)
Others	—	—	—	—	—

Millions of Yen

Classification	As of March 31, 2025				
	Book value	Fair value	Net gains (losses)	Gains	Losses
Held-to-maturity debt securities	1,855,593	1,858,670	3,076	104,174	(101,098)
Policy-reserve-matching bonds	13,840,880	12,616,182	(1,224,698)	253,298	(1,477,996)
Investments in subsidiaries and affiliated companies	43,459	51,851	8,392	8,392	—
Available-for-sale securities	12,007,747	13,080,871	1,073,123	1,986,442	(913,318)
Domestic bonds	2,268,686	1,815,847	(452,838)	2,066	(454,905)
Domestic stocks	1,374,169	3,008,954	1,634,784	1,667,123	(32,338)
Foreign securities	7,269,451	7,136,696	(132,755)	266,393	(399,149)
Foreign bonds	5,415,442	5,254,397	(161,044)	96,724	(257,769)
Other foreign securities	1,854,009	1,882,298	28,288	169,668	(141,380)
Other securities	267,547	305,636	38,088	50,601	(12,512)
Monetary claims bought	468,892	454,936	(13,955)	257	(14,213)
Negotiable certificates of deposit	359,000	358,799	(200)	—	(200)
Others	—	—	—	—	—
Total	27,747,681	27,607,575	(140,106)	2,352,307	(2,492,413)
Domestic bonds	14,474,984	12,956,531	(1,518,452)	254,223	(1,772,676)
Domestic stocks	1,374,843	3,009,747	1,634,903	1,667,242	(32,338)
Foreign securities	10,802,413	10,521,924	(280,489)	379,983	(660,472)
Foreign bonds	8,905,618	8,588,566	(317,052)	202,040	(519,092)
Other foreign securities	1,896,795	1,933,357	36,562	177,942	(141,380)
Other securities	267,547	305,636	38,088	50,601	(12,512)
Monetary claims bought	468,892	454,936	(13,955)	257	(14,213)
Negotiable certificates of deposit	359,000	358,799	(200)	—	(200)
Others	—	—	—	—	—

(Note) 1. The above table includes items deemed appropriate to be handled as securities under the Financial Instruments and Exchange Act in Japan.
2. The above table does not include stocks with no market prices, etc. and investments in partnership, etc.

Book value of stocks with no market prices, etc. and investments in partnership, etc. are as follows:

Millions of Yen

Classification	As of March 31, 2024	As of March 31, 2025
Investments in subsidiaries and affiliated companies	1,193,362	1,300,067
Available-for-sale securities	261,773	316,482
Domestic stocks	22,762	21,614
Foreign stocks	34,558	34,558
Others	204,452	260,308
Total	1,455,135	1,616,550

Policy-reserve-matching bonds

○ In order to appropriately manage fluctuations in the fair value of assets and liabilities due to fluctuations in interest rates, the Company has identified the following types of insurance policies (subsections), in accordance with Industry Audit Committee Report No. 21, "Temporary Treatment of Accounting and Auditing Concerning Policy-Reserve-Matching Bonds in the Insurance Industry," issued by the Japanese Institute of Certified Public Accountants, and has designated the holding category of the corresponding yen-denominated bonds as "Policy-reserve-matching bonds"

- Individual life insurance and individual annuity (certain types of insurance and a certain percentage of cash flows are excluded)
- Primary policy of 3-year variable accumulation rate insurance, etc. with guaranteed minimum interest rates
- Defined benefit corporate pension insurance and new corporate pension insurance (only cash flows expected within the next certain period of years are identified)
- Insured contributory pension insurance (only cash flows expected within the next certain period of years are identified)
- Defined contribution pension insurance and interest rate-setting rider by new unit account
- Single premium endowment insurance (certain types of insurance are excluded)
- Interest rate variable whole life insurance (single premium)
- U.S. dollar-denominated insurance policies
- Australian dollar-denominated insurance policies (certain types of insurance are excluded)

○ The Company periodically verifies that the duration (the extent of fair value fluctuations against fluctuations in interest rates) of the policy reserves of each insurance in these subsections coincides with the duration of the corresponding policy-reserve-matching bonds within a certain range.

c. Fair value information of money held in trust for trading (General Account)

Millions of Yen

Classification	As of March 31, 2024					As of March 31, 2025				
	Balance sheet amount	Fair value	Net gains (losses)			Balance sheet amount	Fair value	Net gains (losses)		
				Gains	Losses				Gains	Losses
Money held in trust	24,345	24,345	—	—	—	62,022	62,022	—	—	—

Note: The fair values, which are deemed as market prices, are based on the values estimated reasonably by the financial institutions from which these securities were purchased.

(1) Money held in trusts for trading

Millions of Yen

Classification	As of March 31, 2024		As of March 31, 2025	
	Balance sheet amount	Net valuation gains (losses) included in statement of income	Balance sheet amount	Net valuation gains (losses) included in statement of income
Money held in trusts for trading	24,345	2,044	62,022	(933)

(2) Money held in trusts except for trading

Omitted as there are no ending balances for March 31, 2024 and 2025.

(Reference)

The following table shows fair values including values calculated based on certain assumptions for "stocks with no market prices, etc. and investments in partnership, etc." under the accounting standards for financial instruments.

Millions of Yen

Classification	As of March 31, 2024				
	Book value	Fair value	Net gains (losses)		
				Gains	Losses
Held-to-maturity debt securities	1,926,606	2,092,804	166,198	184,790	(18,592)
Policy-reserve-matching bonds	13,799,326	13,527,225	(272,100)	667,808	(939,909)
Investments in subsidiaries and affiliated companies	1,236,986	1,355,097	118,110	118,110	—
Available-for-sale securities	14,002,409	15,458,404	1,455,994	2,351,609	(895,614)
Domestic bonds	2,468,761	2,174,180	(294,580)	27,573	(322,154)
Domestic stocks	1,346,034	3,095,139	1,749,105	1,774,963	(25,857)
Foreign securities	9,155,258	9,122,656	(32,601)	490,311	(522,912)
Foreign bonds	6,658,920	6,540,941	(117,978)	213,539	(331,518)
Other foreign securities	2,496,338	2,581,715	85,377	276,772	(191,394)
Other securities	390,312	434,173	43,861	57,781	(13,920)
Monetary claims bought	387,043	377,300	(9,743)	978	(10,721)
Negotiable certificates of deposit	255,000	254,952	(47)	—	(47)
Others	—	—	—	—	—
Total	30,965,328	32,433,531	1,468,202	3,322,319	(1,854,116)
Domestic bonds	14,714,757	14,314,687	(400,069)	694,259	(1,094,329)
Domestic stocks	1,530,838	3,280,369	1,749,531	1,775,389	(25,857)
Foreign securities	13,592,665	13,677,335	84,670	793,910	(709,239)
Foreign bonds	10,138,856	10,020,464	(118,392)	399,452	(517,845)
Other foreign securities	3,453,808	3,656,871	203,062	394,457	(191,394)
Other securities	485,024	528,885	43,861	57,781	(13,920)
Monetary claims bought	387,043	377,300	(9,743)	978	(10,721)
Negotiable certificates of deposit	255,000	254,952	(47)	—	(47)
Others	—	—	—	—	—

Millions of Yen

Classification	As of March 31, 2025				
	Book value	Fair value	Net gains (losses)		
				Gains	Losses
Held-to-maturity debt securities	1,855,593	1,858,670	3,076	104,174	(101,098)
Policy-reserve-matching bonds	13,840,880	12,616,182	(1,224,698)	253,298	(1,477,996)
Investments in subsidiaries and affiliated companies	1,343,526	1,455,783	112,256	112,256	—
Available-for-sale securities	12,324,230	13,480,221	1,155,991	2,072,197	(916,205)
Domestic bonds	2,268,686	1,815,847	(452,838)	2,066	(454,905)
Domestic stocks	1,395,784	3,030,569	1,634,784	1,667,123	(32,338)
Foreign securities	7,514,610	7,463,440	(51,170)	350,866	(402,036)
Foreign bonds	5,415,442	5,254,397	(161,044)	96,724	(257,769)
Other foreign securities	2,099,168	2,209,042	109,874	254,141	(144,267)
Other securities	317,256	356,627	39,371	51,883	(12,512)
Monetary claims bought	468,892	454,936	(13,955)	257	(14,213)
Negotiable certificates of deposit	359,000	358,799	(200)	—	(200)
Others	—	—	—	—	—
Total	29,364,232	29,410,858	46,625	2,541,927	(2,495,301)
Domestic bonds	14,474,984	12,956,531	(1,518,452)	254,223	(1,772,676)
Domestic stocks	1,580,292	3,215,196	1,634,903	1,667,242	(32,338)
Foreign securities	12,062,674	11,967,634	(95,039)	568,320	(663,359)
Foreign bonds	8,905,618	8,588,566	(317,052)	202,040	(519,092)
Other foreign securities	3,157,055	3,379,067	222,012	366,279	(144,267)
Other securities	418,388	457,759	39,371	51,883	(12,512)
Monetary claims bought	468,892	454,936	(13,955)	257	(14,213)
Negotiable certificates of deposit	359,000	358,799	(200)	—	(200)
Others	—	—	—	—	—

(Notes) 1. The above table includes items deemed appropriate to be handled as securities under the Financial Instruments and Exchange Act in Japan.
2. The difference between the net gains (losses) in the fair value information of securities and the net gains (losses) in this table was ¥200,732 million and ¥186,732 million as of March 31, 2024 and 2025, respectively.

Net gains (losses) on real estate (Land/leasehold)

Millions of Yen

Classification	As of March 31, 2024	As of March 31, 2025
Net gains (losses) on real estate	213,009	234,978

(Note) The fair value of land is calculated using the appraisal value based on appraisals by qualified real estate appraisers or the publicly announced appraisal value with certain adjustments.

d. Fair value information of derivative transactions (total of hedge accounting applied/not applied) (General Account)

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

Millions of Yen

Classification	As of March 31, 2024						As of March 31, 2025					
	Interest-related	Currency-related	Stock-related	Bond-related	Others	Total	Interest-related	Currency-related	Stock-related	Bond-related	Others	Total
Hedge accounting applied	(13,805)	(355,739)	—	—	—	(369,545)	(47,668)	19,092	—	—	—	(28,576)
Hedge accounting not applied	56	(114,666)	(2,342)	—	5,450	(111,501)	—	(32,938)	(2,658)	—	(4,232)	(39,829)
Total	(13,748)	(470,406)	(2,342)	—	5,450	(481,047)	(47,668)	(13,845)	(2,658)	—	(4,232)	(68,405)

(Note) Net gains (losses) from applying the fair value hedge included in gains and losses on hedge accounting applied, and net gains (losses) included in gain and loss of hedge accounting not applied are recorded on the statements of income.
Net gains (losses) from applying the fair value hedge were net losses of ¥357,149 million and net losses of ¥7,387 million in currency-related as of March 31, 2024 and 2025, respectively.

(2) Interest-related

Millions of Yen

Classification	Type	As of March 31, 2024				As of March 31, 2025			
		Notional amount/ contract value		Fair value	Net gains (losses)	Notional amount/ contract value		Fair value	Net gains (losses)
			Over 1 year				Over 1 year		
Over-the-counter transactions	**Interest rate swaps**								
	Receipts fixed, payments floating	378,210	378,200	(33,873)	(33,873)	381,200	380,700	(62,805)	(62,805)
	Receipts floating, payments fixed	113,557	113,557	20,124	20,124	112,140	112,140	15,137	15,137
Total					(13,748)				(47,668)

(Notes) 1. Net gains (losses) represent the fair values.

(Reference) Details of interest rate swaps

Millions of Yen, %

Classification	As of March 31, 2025						
	Within 1 year	Over 1 year to 3 years	Over 3 years to 5 years	Over 5 years to 7 years	Over 7 years to 10 years	Over 10 years	Total
Notional amount (receipts fixed, payments floating)	500	2,000	700	—	3,000	375,000	381,200
Average fixed rate (receipt)	0.16	0.71	0.83	—	1.35	0.95	0.95
Average floating rate (payment)	0.99	1.11	1.05	—	1.03	0.37	0.38
Notional amount (payments fixed, receipts floating)	—	44,856	—	67,284	—	—	112,140
Average fixed rate (payment)	—	1.83	—	2.39	—	—	2.17
Average floating rate (receipt)	—	5.77	—	6.32	—	—	6.10

(3) Currency-related

Millions of Yen

Classification	Type	As of March 31, 2024				As of March 31, 2025			
		Notional amount/ contract value		Fair value	Net gains (losses)	Notional amount/ contract value		Fair value	Net gains (losses)
			Over 1 year				Over 1 year		
Over-the-counter transactions	**Foreign currency forward contracts**								
	Sold	5,924,009	449,248	(496,468)	(496,468)	5,184,922	642,321	(36,899)	(36,899)
	(U.S. dollar)	4,632,049	437,284	(381,858)	(381,858)	4,203,866	642,321	(32,278)	(32,278)
	(Euro)	777,954	—	(55,944)	(55,944)	738,472	—	(7,926)	(7,926)
	Bought	1,383,039	1,614	30,252	30,252	989,312	125,599	1,749	1,749
	(U.S. dollar)	981,910	1,614	22,013	22,013	882,387	125,599	1,959	1,959
	(Euro)	234,683	—	7,270	7,270	57,569	—	781	781
	Currency options								
	Sold								
	Call	407,720	—			—	—		
		[944]		895	49	[—]		—	—
	(U.S. dollar)	407,720	—			—	—		
		[944]		895	49	[—]		—	—
	Put	130,000	—			—	—		
		[392]		4	387	[—]		—	—
	(U.S. dollar)	130,000	—			—	—		
		[392]		4	387	[—]		—	—
	Bought								
	Put	699,040	—			797,500	260,000		
		[3,869]		171	(3,697)	[7,385]		4,563	(2,822)
	(U.S. dollar)	699,040	—			760,000	260,000		
		[3,869]		171	(3,697)	[5,492]		3,283	(2,208)
	(Mexican peso)	—	—			37,500	—		
		[—]		—	—	[1,893]		1,279	(614)
	Currency swaps	40,507	40,507	(15,019)	(15,019)	40,507	31,484	(15,589)	(15,589)
	(U.S. dollar)	40,507	40,507	(15,019)	(15,019)	40,507	31,484	(15,589)	(15,589)
Total					(484,496)				(53,561)

(Notes) 1. Option fees are shown in [ ].
2. Regarding assets and liabilities which are denominated in foreign currencies but have fixed settlement in yen under foreign currency forward contracts and currency swaps and are reported in yen amounts in the balance sheets, those foreign currency forward contracts and currency swaps are excluded from the table above. Currency swaps excluded from disclosure as of March 31, 2024 include contract value in U.S. dollar of ¥630,563 million, fair value of ¥14,089 million and net gains of ¥14,089 million; and those as of March 31, 2025 include contract value in U.S. dollar of ¥597,042 million, fair value of ¥39,715 million and net gains of ¥39,715 million.
3. Net gains (losses) represent the fair values for foreign currency forward contracts as well as swap transactions, and the differences between the option fees and the fair values for option transactions.

(4) Stock-related

Millions of Yen

Classification	Type	As of March 31, 2024				As of March 31, 2025			
		Notional amount/ contract value	Over 1 year	Fair value	Net gains (losses)	Notional amount/ contract value	Over 1 year	Fair value	Net gains (losses)
Over-the-counter transactions	Stock index options Bought Put	550,000 [2,342]	—	0	(2,342)	599,988 [6,765]	200,000	4,107	(2,658)
Total					(2,342)				(2,658)

(Notes) 1. Option fees are shown in [ ].
2. Net gains (losses) represent the differences between the option fees and the fair values.

(5) Bond-related

Omitted as there are no ending balances for March 31, 2024 and 2025.

(6) Others

Millions of Yen

Classification	Type	As of March 31, 2024				As of March 31, 2025			
		Notional amount/ contract value	Over 1 year	Fair value	Net gains (losses)	Notional amount/ contract value	Over 1 year	Fair value	Net gains (losses)
Over-the-counter transactions	Multi-asset index options Sold Call	90,352 [219]	—	610	(391)	59,801 [116]	—	20	96
	Bought Call	264,444 [5,520]	—	11,362	5,842	251,465 [5,603]	—	1,274	(4,328)
Total					5,450				(4,232)

(Notes) 1. Option fees are shown in [ ].
2. Net gains (losses) represent the differences between the option fees and the fair values.

12 Status of stockholdings

a. Criteria and approach for classifying stock investment

The Company invests in stocks from a medium- to long-term perspective, with the basic idea of obtaining stable returns over the long-term in step with growth in each investee's corporate value. See p.32-33 for responsible investment initiatives, including investments in stocks.

In addition to this basic idea, we may hold stocks for a strategic purpose, by investing in companies aimed at strengthening relationships through business alliances and collaboration.

These stocks are held as "Stockholdings other than those held solely for pure investment purposes."

b. Stockholdings other than those held solely for pure investment purposes

① Method of verifying the rationality of stockholding and verification results by the Board of Directors, etc. for individual stocks

The Board of Directors, etc. individually assesses the appropriateness of purposes and the benefits of holding each stock to verify the suitability of stockholdings.

If the appropriateness and rationality of shareholding cannot be established as a result of this verification process, the Company will take actions, including the divestment of such stocks.

② Number of stocks and balance sheet amount

Millions of Yen

Classification	Fiscal year ended March 31, 2025	
	Number of stocks	Total balance sheet amount
Unlisted stocks	39	8,263
Listed stocks	3	758

c. Breakdown of stockholdings other than those held solely for pure investment purposes (excluding unlisted stocks)

Stock name	Fiscal year ended March 31, 2024 Number of shares held (Thousand shares) Balance sheet amount (Millions of Yen)	Fiscal year ended March 31, 2025 Number of shares held (Thousand shares) Balance sheet amount (Millions of Yen)	Purpose of holding, outline of the business alliance, etc., quantitative impact of the stockholding, and reason for any increase in the number of shares held
Advance Create Co., Ltd.	989	989	Held to maintain and strengthen the Company's alliance with the investee in the insurance sector and to obtain shareholder profits from the enhancement of the investee's corporate value on a long-term and stable basis. We are developing funeral insurance (small amount & short-term insurance) jointly with several companies, including the investee and a subsidiary of the Company. (*1)
	1,030	278	
IRRC Corporation	566	566	Held to maintain and strengthen the Company's alliance with the investee in the insurance sector and to obtain shareholder profits from the enhancement of the investee's corporate value on a long-term and stable basis. A subsidiary of the Company has introduced a system developed by a subsidiary of the investee. (*1)
	422	398	
Emimen Co., Ltd.	45	45	Held to maintain and strengthen the Company's alliance with the investee in the insurance sector and to obtain shareholder profits from the enhancement of the investee's corporate value on a long-term and stable basis. The investee provides a senior home introduction service for our Well Aging Support - ASUNOEGAO product, and we have a business alliance with the investee concerning this support. (*1)
	127	80	

*1 The quantitative impact of the stockholding is not presented in view of factors such as the need to maintain the confidentiality of individual transaction information. However, the Board of Directors has specifically examined aspects such as the appropriateness of the purpose of holding and the benefits obtained from the shareholding and verified the appropriateness of continuing to hold the relevant stock.

d. Stockholdings for pure investment purposes

Millions of Yen

Classification	Fiscal year ended March 31, 2025	
	Number of stocks	Total balance sheet amount
Unlisted stocks	215	7,782
Others	1,107	3,070,430

Millions of Yen

Classification	Year ended March 31, 2025			
	Dividend income	Total gains (losses) from sales	Total valuation gains (losses)	
			Total unrealized gains (losses)	Total impairment losses
Unlisted stocks	564	2,089	—	(0)
Others	88,802	48,982	1,635,843	(437)

13 Loans (General Account)

Millions of Yen

Classification	As of March 31, 2024	As of March 31, 2025
Policy loans	226,775	218,059
Policy holder loans	207,831	200,033
Premium loans	18,944	18,025
Industrial and consumer loans	1,937,734	1,851,393
[Loans to non-residents]	[154,522]	[153,105]
Corporate loans	1,815,024	1,844,584
[Corporate loans - domestic]	[1,660,502]	[1,691,479]
Loans to national, international and government-affiliated organizations	89,835	334
Loans to public entities	31,500	5,353
Housing loans	1,372	1,117
Consumer loans	2	3
Other loans	—	—
Total	2,164,509	2,069,452

14 Industrial and Consumer Loans by Maturity Date (General Account)

(As of March 31, 2024)

Millions of Yen

Classification	Within 1 year	Over 1 year to 3 years	Over 3 years to 5 years	Over 5 years to 7 years	Over 7 years to 10 years	Over 10 years	No fixed maturity	Total
Floating-rate loans	60,513	7,941	61,603	73,787	8,258	98,581	40,000	350,685
Fixed-rate loans	199,679	235,978	176,728	149,517	274,824	550,319	—	1,587,048
Total loans	260,192	243,919	238,332	223,305	283,083	648,901	40,000	1,937,734

(As of March 31, 2025)

Millions of Yen

Classification	Within 1 year	Over 1 year to 3 years	Over 3 years to 5 years	Over 5 years to 7 years	Over 7 years to 10 years	Over 10 years	No fixed maturity	Total
Floating-rate loans	62,951	56,191	13,678	74,900	6,224	100,628	80,000	394,574
Fixed-rate loans	118,772	221,511	138,176	161,956	272,932	543,468	—	1,456,818
Total loans	181,723	277,703	151,855	236,856	279,157	644,097	80,000	1,851,393

15 Loans to Domestic Companies by Company Size (General Account)

Number of borrowers, Millions of Yen, %

Classification		As of March 31, 2024		As of March 31, 2025	
			Share		Share
Large companies	Number of borrowers	168	72.7	162	72.0
	Amount of loans	1,438,767	86.6	1,484,689	87.8
Medium-sized companies	Number of borrowers	—	—	—	—
	Amount of loans	—	—	—	—
Small companies	Number of borrowers	63	27.3	63	28.0
	Amount of loans	221,735	13.4	206,790	12.2
Total loans to domestic companies	Number of borrowers	231	100.0	225	100.0
	Amount of loans	1,660,502	100.0	1,691,479	100.0

(Notes) 1. Classifications are defined as follows:

Company size	1. All industries (excluding 2. – 4.)		2. Retail and restaurants		3. Services		4. Wholesale	
Large companies	More than 300 employees and	Paid-in capital ¥1.0 billion or more	More than 50 employees and	Paid-in capital ¥1.0 billion or more	More than 100 employees and	Paid-in capital ¥1.0 billion or more	More than 100 employees and	Paid-in capital ¥1.0 billion or more
Medi-um-sized companies		Paid-in capital between ¥0.3 billion and ¥1.0 billion		Paid-in capital between ¥0.05 billion and ¥1.0 billion		Paid-in capital between ¥0.05 billion and ¥1.0 billion		Paid-in capital between ¥0.1 billion and ¥1.0 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		Paid-in capital under ¥0.05 billion or 100 employees or less		Paid-in capital under ¥0.1 billion or 100 employees or less	

2. Number of borrowers is the number of borrowers identified by name and is not the number of loans.
3. The number of employees and the amount of paid-in capital are based on information available to the Company at the time of preparation of these materials.
4. The services industry comprises the "rental and leasing services," "scientific, professional, and technical services," "lodging," "lifestyle and leisure," "education and training," "medical and welfare," and "other services."
5. Size classifications are based on the classification of size used in the Bank of Japan's "Loans and Bills Discounted and New Loans for Fixed Investment by Sector (by Type of Industry)."

16 Industrial and Consumer Loans by Industry (General Account)

Millions of Yen, %

Classification			As of March 31, 2024		As of March 31, 2025	
			Amount	Share	Amount	Share
Domestic	Manufacturing		152,502	7.9	148,957	8.0
		Food	14,774	0.8	8,576	0.5
		Textiles and apparel	900	0.0	900	0.0
		Wood, wood products	100	0.0	100	0.0
		Pulp and paper	18,380	0.9	18,360	1.0
		Printing	—	—	—	—
		Chemicals	25,922	1.3	25,536	1.4
		Oil and coal products	26,800	1.4	26,800	1.4
		Ceramics, soil and stone	10,182	0.5	11,007	0.6
		Iron and steel	8,100	0.4	11,100	0.6
		Nonferrous metals	4,650	0.2	5,050	0.3
		Metal products	1,000	0.1	—	—
		General purpose, production, and industrial machinery	13,537	0.7	13,868	0.7
		Electric appliances	12,357	0.6	11,895	0.6
		Transportation equipment	14,800	0.8	14,765	0.8
		Other manufacturing products	1,000	0.1	1,000	0.1
	Agriculture and forestry		—	—	—	—
	Fishery		—	—	—	—
	Mining, quarrying and gravel mining		—	—	—	—
	Construction		10,825	0.6	11,944	0.6
	Electric power, gas, heat supply and waterworks		257,107	13.3	283,470	15.3
	Information and communication		23,500	1.2	22,500	1.2
	Logistics and postal services		172,955	8.9	174,117	9.4
	Wholesale trade		322,600	16.6	332,800	18.0
	Retail trade		4,871	0.3	5,046	0.3
	Financing and insurance		440,747	22.7	424,599	22.9
	Real estate		192,147	9.9	188,387	10.2
	Rental and leasing services		107,012	5.5	97,342	5.3
	Scientific, professional, and technical services		—	—	—	—
	Lodging		—	—	—	—
	Restaurants		—	—	—	—
	Lifestyle and leisure		—	—	—	—
	Education and training		—	—	—	—
	Medical and welfare		—	—	—	—
	Other services		8,000	0.4	8,000	0.4
	Local organizations and public entities		—	—	—	—
	Individuals (residential/consumption/local taxes/other)		1,374	0.1	1,121	0.1
	Subtotal		1,783,211	92.0	1,698,288	91.7
Overseas	Governments and public entities		—	—	—	—
	Financial institutions		154,522	8.0	153,105	8.3
	Commerce and industry		—	—	—	—
	Subtotal		154,522	8.0	153,105	8.3
Total loans			1,937,734	100.0	1,851,393	100.0

(Notes) 1. Domestic sectors are based on the industry classifications used in the Bank of Japan's "Loans and Bills Discounted and New Loans for Fixed Investment by Sector (by Type of Industry)."
2. "Subtotal of domestic loans" as well as "total loans" include loans to the Japanese government. (¥89.5 billion as of March 31, 2024; No balance as of March 31, 2025)

17 Loans by Use (General Account)

Millions of Yen, %

Classification	As of March 31, 2024		As of March 31, 2025	
	Amount	Share	Amount	Share
Capital investments	169,799	8.8	216,967	11.7
Operations	1,055,221	54.5	1,055,246	57.0

(Note) Share refers to the percentage to industrial and consumer loans.

18 Loans by Region (General Account)

Millions of Yen, %

Classification	As of March 31, 2024		As of March 31, 2025	
	Amount	Share	Amount	Share
Hokkaido	10,070	0.6	9,469	0.6
Tohoku	18,102	1.0	19,314	1.1
Kanto	1,465,159	82.2	1,379,115	81.3
Chubu	92,300	5.2	95,300	5.6
Kinki	144,151	8.1	136,435	8.0
Chugoku	17,400	1.0	23,300	1.4
Shikoku	5,430	0.3	5,300	0.3
Kyushu	29,224	1.6	28,932	1.7
Total	1,781,837	100.0	1,697,166	100.0

(Notes) 1. Does not include personal loans, loans related to non-residents and policy loans, etc.
2. Geographical classifications are based on information on head office locations of the borrowers available to the Company at the time of preparation of these materials.

19 Loans by Collateral (General Account)

Millions of Yen, %

Classification	As of March 31, 2024		As of March 31, 2025	
	Amount	Share	Amount	Share
Secured loans	9,534	0.5	6,645	0.4
Loans secured by securities	—	—	—	—
Loans secured by real estate, movables and foundations	9,534	0.5	6,645	0.4
Loans secured by personal guarantees	—	—	—	—
Guarantee loans	10,838	0.6	9,695	0.5
Fiduciary loans	1,915,986	98.9	1,833,930	99.1
Other loans	1,374	0.1	1,121	0.1
Industrial and consumer loans	1,937,734	100.0	1,851,393	100.0
Subordinated loans	162,300	8.4	208,300	11.3

20 Status of Loans under the Insurance Business Act

Millions of Yen, %

Classification	As of March 31, 2024	As of March 31, 2025
Bankrupt and quasi-bankrupt loans	—	—
Doubtful loans	585	665
Loans in arrears for three months or longer	—	—
Restructured loans	—	3,399
Subtotal	585	4,065
[Percentage of total]	[0.01]	[0.06]
Normal loans	7,378,897	6,807,188
Total	7,379,482	6,811,253

Notes: 1. Bankrupt or quasi-bankrupt loans represent loans or quasi-loans to borrowers who have fallen into bankruptcy due to reasons such as the filing of a petition for the commencement of bankruptcy proceedings, the commencement of reorganization proceedings or the commencement of rehabilitation proceedings.
2. Doubtful loans represent loans with a strong likelihood that the loan principal cannot be recovered or interest cannot be received according to the contract due to the borrower, although not yet in bankruptcy, experiencing difficulties in financial position and business performance (excluding loans in the above Note 1).
3. Loans in arrears for three months or longer represent loans on which payments of principal or interest are past due over three months from the day following the contractual due date (excluding loans in the above notes 1 and 2).
4. Restructured loans represent loans that have been restructured to provide certain concessions favorable to the borrowers such as by reducing or waiving interest payments, by rescheduling repayments of principal or payments of interest, or by waiving claims for borrowers in order to support or financially rehabilitate such borrowers (excluding loans in the above notes 1 through 3).
5. Normal loans represent loans that do not fall under the classifications in the above notes 1 through 4, and where the borrower has no financial or business performance problems.

(Reference) Status of Allowance for possible loan losses

Millions of Yen

Classification	As of March 31, 2024	As of March 31, 2025
Balance of specific allowance for possible loan losses	263	241
Balance of general allowance for possible loan losses	541	665
Total allowance for possible loan losses	804	906

21 Status of Loans in Trust from Contract for Replacement of Loss

Not applicable.

22 Status of Insurance Claims Paying Ability (Solvency Margin Ratio)

Millions of Yen

Items		As of March 31, 2024	As of March 31, 2025
Solvency margin gross amount (A)		5,358,237	5,240,179
Foundation funds and others		963,075	973,243
Reserve for price fluctuation		907,826	930,026
Contingency reserve		769,500	818,900
General allowance for possible loan losses		541	665
(Net unrealized gains (losses) on available-for-sale securities (before income tax effect adjustments) and deferred unrealized gains (losses) on derivatives under hedge accounting (before income tax effect adjustments)) × 90% (Multiplied by 100% if losses)		1,276,042	1,006,967
Net unrealized gains on real estate × 85% (Multiplied by 100% if losses)		143,513	170,830
Excess of continued Zillmerized reserve		729,409	716,555
Qualifying subordinated debt		618,695	668,695
Excess of continued Zillmerized reserve and qualifying subordinated debt not included in margin calculation		—	—
Deduction clause		(160,000)	(160,000)
Others		109,632	114,294
Total amount of risk $\sqrt{(R_1 + R_8)^2 + (R_2 + R_3 + R_7)^2} + R_4$ (B)		1,493,334	1,409,999
Insurance risk	R_1	59,651	57,928
Third-sector insurance risk	R_8	70,199	70,985
Risk of assumed yield	R_2	181,889	182,711
Minimum guarantee risk	R_7*	2,855	2,796
Investment risk	R_3	1,271,094	1,188,400
Operational risk	R_4	31,713	30,056
Solvency margin ratio $\frac{(A)}{(1/2) \times (B)} \times 100$		717.6%	743.2%

* The standard method is used for the calculation of the amount equivalent to minimum guarantee risk, in accordance with Appendix 6-2 of Ministry of Finance Public Notice No. 50 of 1996.

(Note) The above table was calculated based on Article 130 of the Insurance Business Act, 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.

◆ Solvency margin ratio

The "solvency margin" refers to the "amount of surplus capacity available to make payments" to cover its liabilities when risks that could not normally be anticipated, such as a massive earthquake or a stock market collapse, have materialized.

The solvency margin ratio is a percentage of "solvency margin gross amount" to the portion of "quantified total amount of risk" exceeding the quantified amount of risks that could normally be anticipated; it is one of the indicators to gauge the insurer's ability to cover liabilities when unforeseen events occur.

When this ratio falls below 200%, an insurance company is subject to administrative intervention by the regulatory agencies to take "prompt corrective action."

The solvency margin ratio is one of the financial indicators indicating sound business management, however, it should not be solely relied upon to evaluate the business management soundness of an insurance company. The evaluation of sound business management should be made in a comprehensive manner with due consideration of not only the solvency margin ratio but also other business management information such as asset management performance and trends in business results.

◆ Solvency margin gross amount

Component items of the "solvency margin gross amount" and their statutory grounds are shown below.

Items	Description	Statutory grounds
Foundation funds and others	The amount represents the total net assets after deduction of the total valuation and translation adjustments and the amount to be distributed as an appropriation of surplus (including provisions for policyholders' dividend reserves) on the balance sheets. Meanwhile, of the items specified in Article 86 Paragraph 1 Item 1 of the Ordinance for Enforcement of the Insurance Business Act, the amounts presented under the assets section of the balance sheets and deferred assets presented under the assets section of the balance sheets pursuant to the provisions set forth in the first sentence of Article 113 of the Insurance Business Act (hereinafter "the Act") were not applicable. Foundation funds = Total net assets on the balance sheets – Total valuation and translation adjustments – The amount to be distributed as an appropriation of surplus – Others (Deferred assets, etc.)	Article 86 Paragraph 1 Item 1 of the Ordinance for Enforcement of the Insurance Business Act (hereinafter "the Ordinance")
Foundation funds (kikin)	Foundation funds (*kikin*), components of "foundation funds and others," are described below. Foundation funds (*kikin*) are the equivalent to a stock company's capital. They are collateral assets of a mutual company prescribed by the Act and presented under the net assets section of the balance sheets. Foundation funds (*kikin*) are redeemed on the due dates and, upon the redemption of principal amount, it is required to provide the reserve for redemption of foundation funds with the amount equal to that. These reserves are served as their retained surplus. For further information on redemption dates for foundation funds (*kikin*), please refer to "Fund redemption schedule" on page 156.	
Reserve for price fluctuation	The amount represents the value of the reserve for price fluctuation presented on the balance sheets. Insurance companies are required to provide for losses arising from the fluctuations in the prices of stocks and other securities held by them under the provisions of Article 115 Paragraph 1 of the Act. Companies are allowed to reverse the reserve when they need to cover the negative difference stemming from losses on sales of stocks and other securities in excess of gains on sales of stocks and other securities or when they obtain permission from the Commissioner of Financial Services Agency.	Article 86 Paragraph 1 Item 2 of the Ordinance
Contingency reserves	The amount represents the value of contingency reserves, a component of policy reserves presented on the balance sheets. Pursuant to Article 69 Paragraph 1 Item 3 of the Ordinance, insurance companies are required to make provisions for contingency reserves against potential risks (i.e., insurance risk, third-sector insurance risk, risk of assumed yield and minimum guarantee risk) in order to fulfill future obligations that may arise under insurance policies. When there are mortality losses, interest losses and the outstanding balance of minimum guarantee premiums falling below the amount of the minimum guaranteed insurance benefits, insurance companies are allowed to reverse the reserves to cover these losses. Separately, insurance companies may reverse the reserves for other purposes due to unavoidable circumstances concerning their operations, financial conditions, etc. * For the terminology of insurance risk, third-sector insurance risk, risk of assumed yield and minimum guarantee risk, please refer to "Total amount of risk."	Article 86 Paragraph 1 Item 3 of the Ordinance
General allowance for possible loan losses	The amount represents the value of the general allowance for possible loan losses, a component of the allowance for possible loan losses presented on the balance sheets.	Article 86 Paragraph 1 Item 4 of the Ordinance
Net unrealized gains (losses) on available-for-sale securities / deferred gains (losses) on hedges (before tax effects)	The amount represents the total amount of the figures below before tax effects multiplied by 0.90 in case it is a positive figure and 1.00 in case it is a negative figure. A. Net unrealized gains (losses) on available-for-sale securities on the balance sheets B. Deferred gains (losses) on hedges on the balance sheets (limited to cases where net gains (losses) associated with hedged items are included in net gains (losses) on available-for-sale securities on the balance sheets)	Article 86 Paragraph 1 Item 5 of the Ordinance
Net unrealized gains on real estate	If the difference between the fair value of real estate and its book value is positive, it is multiplied by 85%, if negative, it is multiplied by 100% and the resulting amount is presented. The difference between the fair value and book value of real estate includes the total amount of land revaluation differences presented on the balance sheets and deferred tax liabilities for land revaluation presented on the balance sheets.	Article 86 Paragraph 1 Item 6 of the Ordinance
Excess of continued Zillmerized reserve	With regard to the following A, B and C, the components of policy reserves presented on the balance sheets, the amount represents the value of A after deduction of B and C. A. The total amount of insurance reserve funds and unearned insurance premiums B. Either the following (i) or (ii), whichever is greater. (i) The total amount of insurance reserve funds calculated using the method for amortizing expenses at the conclusion of insurance policies over the premium payment period or similar methods, and unearned insurance premiums. (ii) The amount of payments calculated based on the assumption that insurance policies expired without insurable incidents. C. The necessary amount of additional provisions for insurance reserve funds confirmed by the verification of an appointed actuary pursuant to Article 121 Paragraph 1 of the Act and by other verification measures, estimated based on the assumption that no additional provisions for insurance reserve funds subject to Article 69 Paragraph 5 of the Ordinance have been made.	Article 86 Paragraph 1 Item 7 of the Ordinance and Article 1 Paragraph 4 Item 1 of the Ministry of Finance Public Notice No. 50 of 1996 (hereinafter "the Public Notice No. 50")
Qualifying subordinated debt	The amount represents the value of qualifying subordinated debt, a component of loans payable presented on the balance sheets, as stated below. Millions of Yen	Article 86 Paragraph 1 Item 7 of the Ordinance and Article 1 Paragraph 4 Item 5 of the Public Notice No. 50

Items	As of March 31, 2024	As of March 31, 2025
The amount of qualifying subordinated debt ((i)+(ii)+(iii))	618,695	668,695
The amount of the instrument as prescribed in Article 1 Paragraph 4 Item 5-a of the Public Notice No. 50 (i.e. perpetual subordinated debt) (i)	151,665	251,665
The amount of the instrument as prescribed in Article 1 Paragraph 4 Item 5-b of the Public Notice No. 50 (i.e. subordinated debt with maturity dates) (ii)	467,030	417,030
The amount of exclusion (iii)	—	—

Excess of continued Zillmerized reserve and qualifying subordinated debt not included in margin calculation	The amount represents the excess of the value of the total amount of excess of continued Zillmerized reserve and qualifying subordinated debt (excluding specified qualifying subordinated debt as prescribed in Article 1 Paragraph 6 of the Public Notice No. 50) over the amount of core capacity for the payment of insurance claims (the total amount of foundation funds, reserve for price fluctuation, contingency reserve, the unallocated portion of dividend reserves and net unrealized losses on available-for-sale securities after deduction of the amount of deferred tax assets and the balance of unamortized commission associated with reinsurance contracts as stipulated in Article 1 Paragraph 5 of the Public Notice No. 50 to be excluded).	Article 86 Paragraph 1 Item 7 of the Ordinance and Article 1 Paragraph 5 of the Public Notice No. 50
Deduction clause	The amount represents the total amount of the following items. A. The amount represents the value of "intentionally held" capital instruments as specified by the general supervisory guidance for insurance companies among all the capital instruments held by the Company issued by other insurance companies and financial institutions. B. The amount represents the balance of unamortized commission associated with reinsurance contacts as stipulated in Article 1-3 of the Public Notice No.50.	Article 86 Paragraph 1 Item 7 of the Ordinance and Article 1-2 and 3 of the Public Notice No. 50
Others	The amount represents the total amount of the following items. A. Exclusion from deferred tax assets. This is an amount equal to the excess of the value of 20% of the base amount for inclusion of deferred tax assets among the total amount of deferred tax assets (excluding the amount related to reserve for price fluctuation, policy reserves and valuation and translation adjustments) as prescribed in Article 1 Paragraph 1 of the Public Notice No. 50. B. Unallocated portion of dividend reserves. The unallocated portion of dividend reserves represents the excess of the value of policyholders' dividend reserves presented on the balance sheets (including policyholders' dividend reserves after deduction of the required amount of dividends for the following year), over the allocated portion as distribution of surplus to policyholders. C. Tax effect amounts. The tax effect amount represents the value of funds that can be sourced mainly from the reversal of voluntary surplus reserves in the expectation that they can be deployed as counter-measures against various risks.	Article 86 Paragraph 1 of the Ordinance and Article 1 Paragraph 1, Paragraph 4 Items 2 and 3, and Paragraph 7 of the Public Notice No. 50

◆Total amount of risk

Component items of the "total amount of risk" and their statutory grounds are shown below.

Items	Description	Statutory grounds
Insurance risk	The amount represents the value of insurance risk. The insurance risk refers to the "risk of actual insurable incidents occurring with higher frequency than normally anticipated" except for the risk associated with third-sector insurance. Insurance risk comprises the risks associated with death due to illness/accident, risks of pure endowment and other risks.	Article 87 Item 1 of the Ordinance
Third-sector insurance risk	The amount represents the value of third-sector insurance risk. The third-sector insurance risk refers to the "risk of actual insurable incidents occurring with higher frequency than normally anticipated" associated with third-sector insurance. The third-sector insurance risk comprises the risks measured by the stress test, risks associated with death due to accident, risks of hospitalization due to accident, risks of hospitalization due to illness and other risks.	Article 87 Item 1-2 of the Ordinance
Risk of assumed yield	The amount represents the value of risk of assumed yield. The risk of assumed yield refers to the "risk of not being able to secure an assumed yield that serves as the basis for calculating policy reserves."	Article 87 Item 2 of the Ordinance
Minimum guarantee risk	The amount represents the value of minimum guarantee risk. The minimum guarantee risk is related to insurance policies with separate accounts that guarantee a minimum amount of claims paid. It is defined as the "risk of which the value of assets held in separate accounts fall short of the minimum guaranteed amount of claims paid of said insurance policies at the time of paying the claims paid" and the "risk which arises from greater fluctuations in the value of assets held in separate accounts than could normally be anticipated."	Article 87 Item 2-2 of the Ordinance
Investment risk	The amount represents the value of investment risk. This investment risk refers to the "risk related to investment activity, which arises from greater fluctuations than normally anticipated in the price of securities and other assets held by the Company." Investment risk comprises the risks associated with price fluctuations, credit, credit spreads, subsidiaries, derivative transactions, reinsurance and reinsurance claim recovery.	Article 87 Item 3 of the Ordinance
Operational risk	The amount represents the value of operational risk. The operational risk refers to the "risk that occurs in business operations, which is greater than risks normally anticipated. This type of risk does not fall under the category of insurance risk, third-sector insurance risk, risk of assumed yield, minimum guarantee risk or investment risk."	Article 87 Item 4 of the Ordinance

23 Internal reserves and surplus*1

Billion of Yen

Classification		As of March 31, 2024	As of March 31, 2025
Internal reserves and surplus*1		2,581.3	2,662.9
Liabilities	Contingency reserves	769.5	818.9
	Reserve for price fluctuation	907.8	930.0
Net assets*2	Fund for price fluctuation allowance	255.0	255.0
	Reserve for fund redemption + reserve for redemption of foundation funds	649.0	659.0

*1 Total of contingency reserves, reserve for price fluctuation, fund for price fluctuation allowance, and reserve for fund redemption (including reserve for redemption of foundation funds).

*2 The amounts shown are after the appropriation of surplus.

24 Tangible Fixed Assets

a. Tangible fixed assets

(As of March 31, 2024)

Millions of Yen, %

Classification	Beginning balance	Increase in the fiscal year	Decrease in the fiscal year	Depreciation in the fiscal year	Ending balance	Accumulated depreciation	Accumulated depreciation percentage
Land	385,086	48,000	757 [74]	—	432,329	—	—
Buildings	197,769	25,305	4,244 [30]	13,922	204,907	390,916	65.6
Lease assets	1,727	97	2	1,246	575	7,185	92.5
Construction in progress	5,169	69,441	68,280	—	6,331	—	—
Other tangible fixed assets	4,720	639	110	1,341	3,907	15,831	80.2
Total	594,472	143,484	73,395	16,510	648,051	413,933	—

(As of March 31, 2025)

Millions of Yen, %

Classification	Beginning balance	Increase in the fiscal year	Decrease in the fiscal year	Depreciation in the fiscal year	Ending balance	Accumulated depreciation	Accumulated depreciation percentage
Land	432,329	8,115	3,582 [3,486]	—	436,862	—	—
Buildings	204,907	13,204	7,346 [7,298]	14,293	196,471	396,528	66.8
Lease assets	575	8,788	10	1,536	7,817	8,376	51.7
Construction in progress	6,331	19,805	15,338	—	10,798	–	—
Other tangible fixed assets	3,907	561	29	1,087	3,352	16,100	82.7
Total	648,051	50,476	26,306	16,917	655,303	421,005	—

(Notes) 1. Figures in [ ] under the "Decrease in the fiscal year" column indicate the amount of decrease due to impairment losses.
2. The balance of investment and rental properties was ¥482,695 million as of March 31, 2025.

b. Amount of real estate and numbers of buildings held for leasing

Millions of Yen

Classification	As of March 31, 2024	As of March 31, 2025
Amount of real estate	643,568	644,133
For business operations	174,860	163,750
For lease	468,707	480,382
Number of buildings held for leasing	82	81

25 Other Assets

(As of March 31, 2024)

Millions of Yen

Type of asset	Acquisition cost	Increase in the fiscal year	Decrease in the fiscal year	Accumulated depreciation	Ending balance
Deferred assets	22,397	125	203	21,499	898
Others	47,105	56,038	21,865	0	47,105
Total	69,502	56,164	22,069	21,499	48,003

(As of March 31, 2025)

Millions of Yen

Type of asset	Acquisition cost	Increase in the fiscal year	Decrease in the fiscal year	Accumulated depreciation	Ending balance
Deferred assets	22,411	48	206	21,672	739
Others	64,471	93,777	76,411	0	64,471
Total	86,883	93,825	76,618	21,672	65,211

26 Status of Public Sector Investment and Loans (General Account)

Millions of Yen

Classification		Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
Public bonds	National government bonds	—	—
	Local government bonds	—	—
	Public entity bonds	485	408
	Subtotal	485	408
Loans	Government-affiliated organizations	370,188	334
	Local organizations and public entities	2,000	—
	Subtotal	372,188	334
Total		372,673	742

(Note) Figures in the "Public bonds" and "Loans" columns in the above table indicate the amount of new public-sector investment underwriting and new loans for each fiscal year.

27 Status of Overseas Loans and Investments (General Account)

a. Breakdown by assets composition

●Foreign currency denominated assets

Millions of Yen, %

Classification	As of March 31, 2024		As of March 31, 2025	
	Amount	Share	Amount	Share
Foreign bonds	8,087,039	53.7	6,757,018	50.6
Other foreign securities	3,393,525	22.6	3,130,136	23.4
Cash, deposits and others	599,977	4.0	597,364	4.5
Net foreign currency denominated assets	12,080,542	80.3	10,484,519	78.5

●Foreign currency denominated assets with fixed yen value

Millions of Yen, %

Classification	As of March 31, 2024		As of March 31, 2025	
	Amount	Share	Amount	Share
Loans	232,867	1.5	199,346	1.5
Cash, deposits and others	3,235	0.0	3,207	0.0
Net foreign currency denominated assets with fixed yen value	236,103	1.6	202,554	1.5

●Yen-denominated assets

Millions of Yen, %

Classification	As of March 31, 2024		As of March 31, 2025	
	Amount	Share	Amount	Share
Foreign bonds	2,340,865	15.6	2,239,912	16.8
Other foreign securities	347,851	2.3	307,178	2.3
Others	42,312	0.3	129,326	1.0
Net yen-denominated assets	2,731,029	18.1	2,676,417	20.0

●Total

Millions of Yen, %

Classification	As of March 31, 2024		As of March 31, 2025	
	Amount	Share	Amount	Share
Overseas loans and investments	15,047,675	100.0	13,363,490	100.0

(Note) "Foreign currency denominated assets with fixed yen value" are recorded under assets on the balance sheets at the fixed yen value which was determined at the time of settlement through foreign currency forward contracts, etc.

b. Overseas loans and investments by geographic area

(As of March 31, 2024)

Millions of Yen, %

Classification	Foreign securities		Foreign bonds		Other foreign securities		Loans to non-residents	
	Amount	Share	Amount	Share	Amount	Share	Amount	Share
North America	6,083,550	44.9	5,116,322	51.1	967,227	27.3	154,522	100.0
Europe	2,262,239	16.7	2,053,678	20.5	208,560	5.9	—	—
Oceania	709,496	5.2	709,496	7.1	—	—	—	—
Asia	581,356	4.3	35,164	0.4	546,192	15.4	—	—
Central and South America	3,682,859	27.2	1,865,653	18.6	1,817,206	51.3	—	—
Middle East	—	—	—	—	—	—	—	—
Africa	3,510	0.0	3,510	0.0	—	—	—	—
International organizations	237,050	1.7	237,050	2.4	—	—	—	—
Total	13,560,063	100.0	10,020,877	100.0	3,539,186	100.0	154,522	100.0

(As of March 31, 2025)

Millions of Yen, %

Classification	Foreign securities		Foreign bonds		Other foreign securities		Loans to non-residents	
	Amount	Share	Amount	Share	Amount	Share	Amount	Share
North America	5,175,301	43.1	4,292,828	49.1	882,472	27.0	153,105	100.0
Europe	2,408,353	20.1	2,114,752	24.2	293,601	9.0	—	—
Oceania	547,829	4.6	547,829	6.3	—	—	—	—
Asia	583,170	4.9	37,718	0.4	545,452	16.7	—	—
Central and South America	3,110,091	25.9	1,564,687	17.9	1,545,404	47.3	—	—
Middle East	—	—	—	—	—	—	—	—
Africa	—	—	—	—	—	—	—	—
International organizations	186,758	1.6	186,758	2.1	—	—	—	—
Total	12,011,504	100.0	8,744,574	100.0	3,266,929	100.0	153,105	100.0

(Notes) 1. This table has been compiled based on the nationality of the issuers.

c. Foreign currency dominated assets by currency

Millions of Yen, %

Classification	As of March 31, 2024		As of March 31, 2025	
	Amount	Share	Amount	Share
U.S. Dollar	9,469,941	78.4	8,322,887	79.4
Euro	693,525	5.7	786,198	7.5
Australian Dollar	929,565	7.7	643,440	6.1
Singapore Dollar	462,258	3.8	462,679	4.4
New Zealand Dollar	94,027	0.8	90,807	0.9
Mexican peso	2,518	0.0	59,705	0.6
Chinese Yuan	55,249	0.5	53,869	0.5
Vietnam Dong	42,814	0.4	42,799	0.4
Indonesia Rupiah	15,724	0.1	15,724	0.1
British Pound	6,116	0.1	4,702	0.0
Canadian Dollar	308,185	2.6	—	—
Others	614	0.0	1,703	0.0
Total	12,080,542	100.0	10,484,519	100.0

◆ Liabilities

1 Reserve for Outstanding Claims

Millions of Yen

Classification		As of March 31, 2024	As of March 31, 2025
Claims paid	Mortality insurance claims	70,209	77,464
	Accident insurance claims	1,257	846
	Serious disability insurance claims	2,893	2,853
	Maturity insurance amount	2,087	693
	Others	1,123	1,284
	Subtotal	77,570	83,143
Annuity payments		6,296	5,288
Benefits payments		28,828	29,810
Surrender benefits		5,309	5,483
Payments of benefits left to accumulate at interest		4,827	4,079
Total including other reserves		126,094	130,964

2 Policy Reserves

Millions of Yen

Classification		As of March 31, 2024	As of March 31, 2025
Policy reserves (excluding contingency reserves)	Individual life insurance	15,518,233	15,605,858
	[General account]	[15,452,999]	[15,546,177]
	[Separate account]	[65,233]	[59,681]
	Individual annuities	9,493,494	9,390,808
	[General account]	[9,455,563]	[9,360,129]
	[Separate account]	[37,931]	[30,679]
	Group insurance	16,277	16,508
	[General account]	[16,277]	[16,508]
	[Separate account]	[—]	[—]
	Group annuities	2,790,981	2,754,573
	[General account]	[2,019,230]	[2,008,062]
	[Separate account]	[771,751]	[746,511]
	Others	173,503	162,741
	[General account]	[173,503]	[162,741]
	[Separate account]	[—]	[—]
	Subtotal	27,992,489	27,930,490
	[General account]	[27,117,573]	[27,093,619]
	[Separate account]	[874,916]	[836,871]
Contingency reserves		769,500	818,900
Total		28,761,989	28,749,390
[General account]		[27,887,073]	[27,912,519]
[Separate account]		[874,916]	[836,871]

3 Policy Reserve Balance

(As of March 31, 2024)

Millions of Yen

Classification	Insurance reserve funds	Unearned insurance premiums	Refund reserve	Contingency reserves	Total
Balance	26,692,312	1,300,176	—	769,500	28,761,989

(As of March 31, 2025)

Millions of Yen

Classification	Insurance reserve funds	Unearned insurance premiums	Refund reserve	Contingency reserves	Total
Balance	26,852,311	1,078,179	—	818,900	28,749,390

4 Policy Reserves for Individual Life Insurance and Annuities (by Policy Year)

a. Policy reserve valuation method and valuation ratio

Classification		As of March 31, 2024	As of March 31, 2025
Valuation method	Policies applicable to standard policy reserves	The method specified by the Commissioner of Financial Services Agency (Ministry of Finance Public Notice No. 48 of 1996)	The method specified by the Commissioner of Financial Services Agency (Ministry of Finance Public Notice No. 48 of 1996)
	Policies not applicable to standard policy reserves	Net level premium method	Net level premium method
Valuation ratio (excluding contingency reserves)		100.0%	100.0%

(Notes) 1. Individual life insurance and annuities are applicable to valuation method and ratio. The above figures do not include policy reserves for group insurance and annuities, workers' asset-formation insurance and annuities, medical life insurance, and assumed reinsurance.
2. For valuation ratio, policies applicable to standard policy reserves represent the ratio in accordance with the method prescribed in the Ministry of Finance Public Notice No. 48 of 1996. Policies not applicable to standard policy reserves represent the ratio for the insurance reserve funds calculated by the net level premium method and unearned insurance premiums.

b. Policy reserve balance (by policy year)

Millions of Yen

Policy year	Policy reserve balance	Assumed rate
– 1980	66,232	4.00%～5.00%
1981 – 1985	305,792	5.00%～5.50%
1986 – 1990	1,533,449	5.50%
1991 – 1995	2,538,348	3.75%～5.50%
1996 – 2000	1,205,855	2.00%～2.75%
2001 – 2005	1,073,988	1.50%
2006 – 2010	2,672,312	1.00%～1.50%
2011	859,931	1.00%～1.50%
2012	1,294,984	1.00%～1.50%
2013	806,969	0.50%～1.00%
2014	906,870	0.50%～1.00%
2015	1,474,272	0.50%～1.00%
2016	2,136,003	0.50%～1.00%
2017	1,030,777	0.25%～3.75%
2018	883,322	0.25%～3.95%
2019	845,832	0.25%～3.55%
2020	892,717	0.00%～2.55%
2021	946,602	0.00%～3.35%
2022	1,110,253	0.25%～4.75%
2023	1,130,072	0.25%～5.10%
2024	1,191,717	0.25%～4.90%

(Notes) 1. Policy reserve balance represents policy reserves for individual life insurance and annuities, excluding policy reserves for separate accounts and contingency reserves.
2. Assumed rate represents the main assumed rate on policy reserves for each policy year.

5 Reasonableness and Validity of Confirmation of Article 121 Paragraph 1 Item 1 of the Act (Limited to That Relating to Third-Sector Insurance)

○ Method for assuring the appropriateness of the accumulation of policy reserves in the third sector
In light of risk profiles of the third-sector insurances, the Company classifies third-sector insurance policies into groups according to experience assumptions in principle. It verifies the certainty of performance in the payment of insurance claims and other benefits to these groups in the future based on the assumption that future periods will see higher frequency rates of insurable incidents or other negative situations. The verification is conducted in accordance with laws and regulations and if the Company identifies any insufficiency in provisions for policy reserves, it will take necessary steps, such as provisions for contingency reserves or additional policy reserves.

○ Reasonableness and validity of established standards for risk frequency, etc., in the liability adequacy test and stress test
The Company estimates the risk frequency rate based on the claim payment index against anticipated occurrence frequency rate, as well as the trend in the actual results of past insurable incidents frequency rates.
The Company establishes the claim payment indices over the next 10 years for individual contract groups, classified according to experience assumptions in principle, with reference to the trend in the claim payment indices based on the recent results of insurable incidents frequency rates*.
Using the claim payment indices established through the above procedure as a benchmark, the Company computes claim payment indices with a certain level of probability (99% and 97.7%) of covering the risk of fluctuations in the index based on the past results and establishes risk frequency rates which do not fall below the previous year.
*The Company employs the past results that were logged in the period not longer than six months preceding the end of March 2025.

○ Test results
The test verifies the possibility of insufficient reserves by subtracting P from A as explained below.
P: Total amount of benefits over the next 10 years, estimated using the anticipated occurrence frequency rate which is used for the calculation of policy reserves.
A: Total amount of benefits over the next 10 years, estimated using the aforementioned risk frequency rate (at a 99% of chance of covering the risk of fluctuation in the frequency rate).

If A exceeds P, the Company judges there are insufficient reserves.
The table below shows the ratio of A to P with regard to major types of insurance (figures represent the total value over the next 10 years, for the first year and 10th year).

●Results of the stress test (at a 99% of chance of covering the risk of fluctuation in the frequency rate)

	Total over the next 10 years		
		1st year →	10th year
All groups total	66.0%	56.9%	78.4%
Of which, the general medical riders group	61.6%	54.5%	71.7%
Of which, the specified severe lifestyle disease coverage group	57.8%	50.5%	66.4%
Of which, the lifestyle disability coverage group	81.1%	62.3%	102.8%

As a result of the stress test conducted at the closing of the fiscal year ended March 31, 2025, no group was found to have insufficient reserves.
The balance of insurance reserve funds additionally accumulated and earmarked for part of the third-sector insurances as of March 31, 2025 was ¥6,401 million.

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

a. Policy reserve balance (General account)

Millions of Yen

	As of March 31, 2024	As of March 31, 2025
Policy reserve balance (General account)	—	—

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 reserve balance (General account)" includes the insurance reserve fund related to minimum guarantees.
3. An amount of ¥2,572 million was deducted at March 31, 2025 as policy reserves corresponding to the reinsured portion as defined in Article 71, Paragraph 1 of the Ordinance for Enforcement of the Insurance Business Act.

b. Calculation method and integers used as the basis for calculations

		Variable insurance with minimum guarantee	Single-premium individual variable annuities with minimum guarantee (08)	Individual variable annuities (Lump-sum payment)	Individual variable annuities with minimum guarantee (Lump-sum payment) (16)
Calculation method		Alternative method as defined in the Ministry of Finance Public Notice No. 48 of 1996 (Scenario testing method)	Alternative method as defined in the Ministry of Finance Public Notice No. 48 of 1996 (Scenario testing method)	Alternative method as defined in the Ministry of Finance Public Notice No. 48 of 1996 (Factor table method)	Standard method as defined in the Ministry of Finance Public Notice No. 48 of 1996
Integers used as the basis for calculation	**Assumed rate of mortality**	The rate as defined in the Ministry of Finance Public Notice No. 48 of 1996*	The rate as defined in the Ministry of Finance Public Notice No. 48 of 1996*	Assumed rate of accidental death Apply (0.000504) only	The rate as defined in the Ministry of Finance Public Notice No. 48 of 1996
	Discount rate			The rate as defined in the Ministry of Finance Public Notice No. 48 of 1996	
	Expected return rate				
	Volatility	The rate as defined in the Ministry of Finance Public Notice No. 48 of 1996. But 0.3% on domestic short-term assets (This rate is defined in the Statement of calculation procedures for insurance premiums and policy reserves).	The rate as defined in the Ministry of Finance Public Notice No. 48 of 1996.	18.4% (This rate is defined in the Statement of calculation procedures for insurance premiums and policy reserves).	Basic portion: 4.0% for 15 years deferral period, and 4.5% for 20 years deferral period (These rates are defined in the Statement of calculation procedures for insurance premiums and policy reserves).

* - In accordance with the Statement of calculation procedures for insurance premiums and policy reserves, the Company applied the assumed rate of mortality defined in Paragraph 1 Item 2-a of the said Public Notice to the contracts concluded on April 1, 2007.
- In accordance with the Statement of calculation procedures for insurance premiums and policy reserves, the Company applied the assumed rate of mortality defined in Paragraph 1 Item 2-b of the said Public Notice after adjusting the rate on the basis of age last birthday, to the contracts concluded on or after April 2, 2007.

7 Policyholders' dividend reserves

(Fiscal year ended March 31, 2024)

Millions of Yen

Classification	Individual life insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Other insurance	Total
Beginning balance	200,360	13,235	1,664	92	304	9	215,667
Transfer from surplus in the previous fiscal year	16,113	2,702	38,161	[36]	0	127	57,067
Interest accrued during the fiscal year	24	0	0	—	0	0	25
Dividend payments to policyholders during the fiscal year	20,609	1,207	37,188	50	48	117	59,221
Ending balance	195,889	14,731	2,637	5	255	20	213,538
	[191,069]	[11,651]	[386]	[—]	[253]	[4]	[203,366]

(Fiscal year ended March 31, 2025)

Millions of Yen

Classification	Individual life insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Other insurance	Total
Beginning balance	195,889	14,731	2,637	5	255	20	213,538
Transfer from surplus in the previous fiscal year	17,063	3,172	37,968	46	0	104	58,355
Interest accrued during the fiscal year	191	10	0	—	0	0	203
Dividend payments to policyholders during the fiscal year	20,588	1,312	38,893	48	42	132	61,018
Ending balance	192,542	16,602	1,712	2	213	5	211,078
	[187,130]	[12,141]	[409]	[—]	[211]	[4]	[199,897]

(Note) The numbers in [ ] indicate accumulated dividends reserved.

8 Allowance for Possible Loan Losses and Other Reserves

(Fiscal year ended March 31, 2024)

Millions of Yen

Classification		Beginning balance	Ending balance	Increase (decrease) in the fiscal year	Reasons for recording:
Allowance for possible loan losses	General allowance for possible loan losses	619	541	(78)	Allowance for possible loan losses is recorded to cover bad-debt loss.
	Specific allowance for possible loan losses	247	263	15	
	Allowance for specific overseas debt	—	—	—	
Accrued retirement benefits		—	—	—	Accrued retirement benefits are recorded based on "Accounting Standard for Retirement Benefits."
Reserve for price fluctuations		849,526	907,826	58,300	Reserve for price fluctuations is recorded based on the provisions of Article 115 of the Insurance Business Act.

(Fiscal year ended March 31, 2025)

Millions of Yen

Classification		Beginning balance	Ending balance	Increase (decrease) in the fiscal year	Reasons for recording:
Allowance for possible loan losses	General allowance for possible loan losses	541	665	123	Allowance for possible loan losses is recorded to cover bad-debt loss.
	Specific allowance for possible loan losses	263	241	(21)	
	Allowance for specific overseas debt	—	—	—	
Accrued retirement benefits		—	—	—	Accrued retirement benefits are recorded based on "Accounting Standard for Retirement Benefits."
Reserve for price fluctuations		907,826	930,026	22,200	Reserve for price fluctuations is recorded based on the provisions of Article 115 of the Insurance Business Act.

9 Status of Specific Allowance for Possible Loan Losses

Millions of Yen

Classification	As of March 31, 2024	As of March 31, 2025
Amount of provision	291	268
Amount of reversal (Excluding reversal accompanying write-off)	264	274
Net provision	27	(6)

10 Status of Allowance for Specific Overseas Debt

a. Allowance for specific overseas debt

Omitted as there are no ending balances for March 31, 2024 and 2025.

b. Balance of debt by creditor countries

Omitted as there are no ending balances for March 31, 2024 and 2025.

11 Loans etc. payable by Due Date

(As of March 31, 2024)

Millions of Yen

Classification	Within 1 year	Over 1 year to 3 years	Over 3 years to 5 years	Over 5 years to 7 years	Over 7 years to 10 years	Over 10 years (including loans payable with no fixed maturity)	Total
Loans payable	—	—	—	—	—	170,000	170,000
Corporate bonds	—	—	—	—	—	448,695	448,695

(As of March 31, 2025)

Millions of Yen

Classification	Within 1 year	Over 1 year to 3 years	Over 3 years to 5 years	Over 5 years to 7 years	Over 7 years to 10 years	Over 10 years (including loans payable with no fixed maturity)	Total
Loans payable	—	—	—	—	—	220,000	220,000
Corporate bonds	—	—	—	—	—	448,695	448,695

◆ Net Assets

1 Status of Foundation Funds (Kikin)

We solicit foundation funds for the purpose of further strengthening our financial base. Total foundation funds (the total of foundation funds and reserve for fund redemption of foundation funds) as of March 31, 2025 was ¥689.0 billion.

●Foundation funds contributors (as of March 31, 2025)

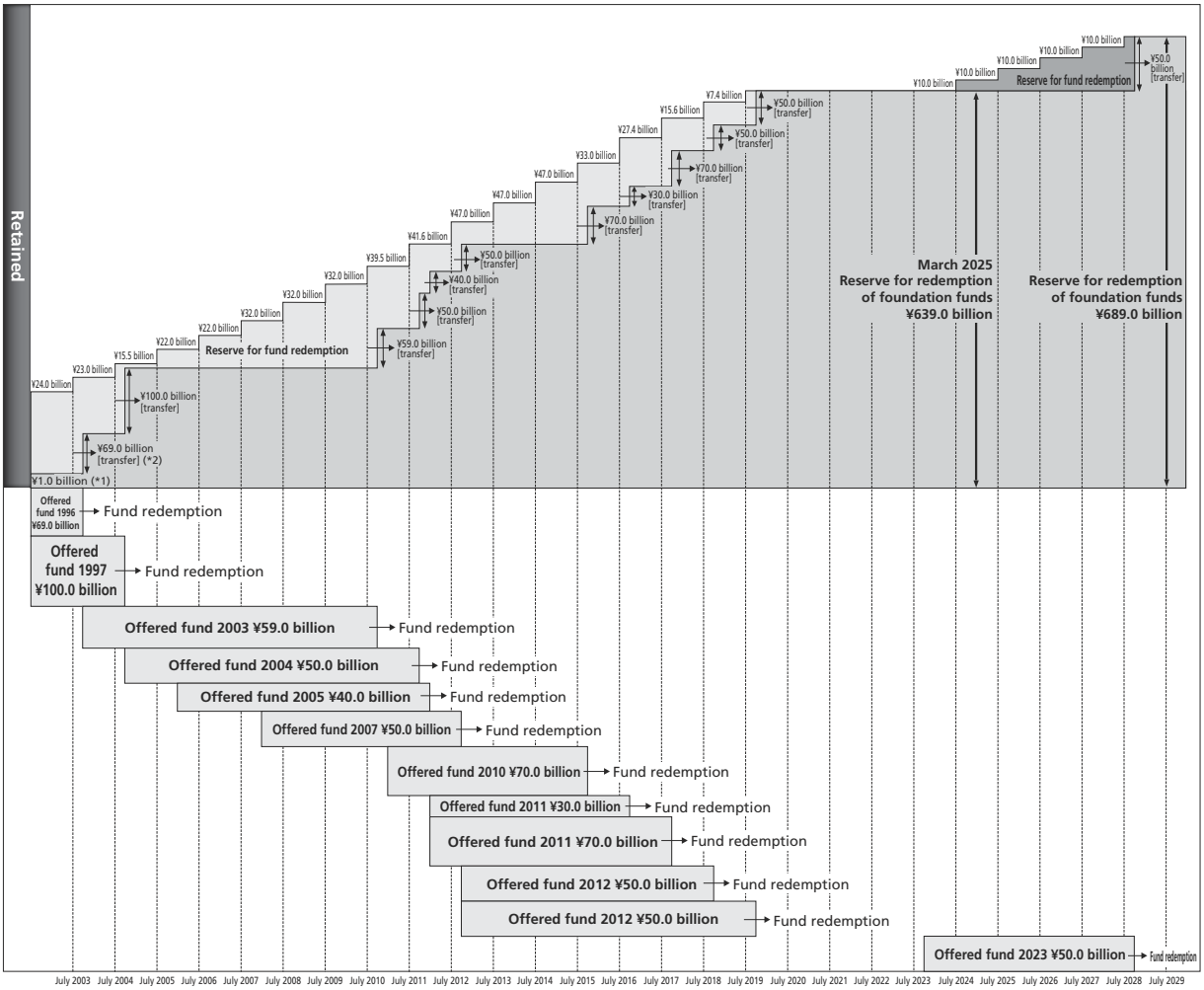
(Millions of yen, %)

Name of foundation funds contributor	Status of foundation funds contributions to the Company	
	Amount of foundation funds contributions	Proportion of foundation funds contributions
Sumitomo Life 2023 Fund Securitization Co., Ltd.	50,000	100.0

(Note) Sumitomo Life 2023 Fund Securitization Co., Ltd. issued bonds secured by foundation fund receivables. The net proceeds are used to purchase foundation fund receivables. The Company has not acquired the common stock of Sumitomo Life 2023 Fund Securitization Co., Ltd.

●Fund redemption schedule

The following diagram shows the scheduled accumulation of reserve for fund redemption, transfer to the reserve for fund redemption of foundation funds and fund redemption.



*1 The minimum fund amount as stipulated in the Insurance Business Act is ¥1.0 billion.

*2 Under the provisions of Article 56 of the Insurance Business Act, upon fund redemption, it is required to accumulate an equivalent amount of reserve for fund redemption of foundation funds as retained surplus.
The Company systematically accumulates "reserve for fund redemption," which is a voluntary reserve, in preparation for the redemption of foundation funds. The "reserve for fund redemption" is transferred to the "reserve for fund redemption of foundation funds" at the time of fund redemption.

◆ Insurance-related Income

1 Insurance Premiums

Millions of Yen

Classification	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
Individual life insurance	1,404,159	1,437,373
(Lump-sum payment)	561,998	630,131
(Annual payment)	73,217	62,054
(Semiannual payment)	3,047	2,690
(Monthly payment)	765,895	742,497
Individual annuities	497,933	399,609
(Lump-sum payment)	147,244	74,576
(Annual payment)	68,431	54,498
(Semiannual payment)	2,635	2,438
(Monthly payment)	279,621	268,095
Group insurance	96,948	98,152
Group annuities	167,238	174,620
Total including other premiums	2,178,902	2,121,125

(Note) Annual payment represent amounts which include payment made once a year, and semiannual payment represent amounts which include payments made twice a year.

2 Claims Paid

a. Amount

(Fiscal year ended March 31, 2024)

Millions of Yen

Classification	Individual life insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Other insurance	Total
Mortality	398,384	3,376	42,796	—	—	50	444,607
Accident	6,093	8	75	—	27	—	6,205
Serious disability	5,717	30	3,037	—	—	—	8,784
Maturity	74,525	0	—	—	2,360	—	76,887
Others	5,049	1	—	—	—	—	5,050
Total	489,770	3,415	45,910	—	2,388	50	541,534

(Fiscal year ended March 31, 2025)

Millions of Yen

Classification	Individual life insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Other insurance	Total
Mortality	428,467	3,055	42,687	—	—	35	474,245
Accident	4,942	4	84	—	13	17	5,062
Serious disability	5,316	28	2,915	—	—	—	8,260
Maturity	50,708	0	—	—	2,899	—	53,609
Others	5,409	0	—	—	—	—	5,410
Total	494,844	3,088	45,687	—	2,913	52	546,587

b. Number of policies

(Fiscal year ended March 31, 2024)

Number of policies

Classification	Individual life insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Other insurance	Total
Mortality	82,266	501	39,857	—	—	143	122,767
Accident	1,212	2	184	—	1	—	1,399
Serious disability	918	3	2,467	—	—	—	3,388
Maturity	17,223	25	—	—	1,527	—	18,775
Others	9,633	2	—	—	—	—	9,635
Total	111,252	533	42,508	—	1,528	143	155,964

(Fiscal year ended March 31, 2025)

Number of policies

Classification	Individual life insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Other insurance	Total
Mortality	88,971	463	40,182	—	—	127	129,743
Accident	1,018	2	187	—	2	3	1,212
Serious disability	853	3	2,337	—	—	—	3,193
Maturity	12,138	17	—	—	1,719	—	13,874
Others	10,337	1	—	—	—	—	10,338
Total	113,317	486	42,706	—	1,721	130	158,360

3 Annuity Payments

a. Amount

(Fiscal year ended March 31, 2024)

Millions of Yen

Individual life insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Other insurance	Total
—	379,574	359	49,370	2,953	—	432,258

(Fiscal year ended March 31, 2025)

Millions of Yen

Individual life insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Other insurance	Total
—	425,213	334	48,508	2,774	—	476,832

b. Number of policies

(Fiscal year ended March 31, 2024)

Number of policies

Individual life insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Other insurance	Total
—	595,523	15,230	1,948,826	10,349	—	2,569,928

(Fiscal year ended March 31, 2025)

Number of policies

Individual life insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Other insurance	Total
—	624,419	14,433	1,907,095	9,823	—	2,555,770

4 Benefits Payments

a. Amount

(Fiscal year ended March 31, 2024)

Millions of Yen

Classification	Individual life insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Other insurance	Total
Death benefits	47,837	14,108	5	—	134	—	62,085
Hospitalization benefits	64,794	462	81	—	—	25	65,363
Surgical benefits	32,318	567	—	—	—	1	32,887
Disability benefits	4,821	17	35	—	—	—	4,874
Survival benefits	44,024	330	—	—	302	—	44,656
Others	6,214	1	0	106,609	43	1	112,870
Total	200,009	15,487	123	106,609	480	28	322,738

(Fiscal year ended March 31, 2025)

Millions of Yen

Classification	Individual life insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Other insurance	Total
Death benefits	43,588	16,031	5	—	217	—	59,843
Hospitalization benefits	66,569	425	74	—	—	20	67,089
Surgical benefits	32,476	516	—	—	—	0	32,994
Disability benefits	4,911	11	44	—	25	—	4,993
Survival benefits	42,362	366	—	—	217	—	42,946
Others	7,024	1	0	120,806	42	1	127,876
Total	196,932	17,352	126	120,806	502	22	335,743

b. Number of policies

(Fiscal year ended March 31, 2024)

Number of policies

Classification	Individual life insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Other insurance	Total
Death benefits	24,767	4,902	375	—	42	—	30,086
Hospitalization benefits	884,826	6,498	2,976	—	—	8,416	902,716
Surgical benefits	466,156	7,023	—	—	—	2,044	475,223
Disability benefits	62,206	119	107	—	—	—	62,432
Survival benefits	100,360	1,002	—	—	99	—	101,461
Others	55,186	30	89	529,170	129	74	584,678
Total	1,593,501	19,574	3,547	529,170	270	10,534	2,156,596

(Fiscal year ended March 31, 2025)

Number of policies

Classification	Individual life insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Other insurance	Total
Death benefits	26,897	5,118	409	—	51	—	32,475
Hospitalization benefits	904,834	5,908	2,969	—	—	7,557	921,268
Surgical benefits	479,038	6,564	—	—	—	2,099	487,701
Disability benefits	62,904	123	133	—	4	—	63,164
Survival benefits	94,611	1,115	—	—	77	—	95,803
Others	68,052	40	93	538,760	152	55	607,152
Total	1,636,336	18,868	3,604	538,760	284	9,711	2,207,563

5 Surrender Benefits

(Fiscal year ended March 31, 2024)

Millions of Yen

Individual life insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Other insurance	Total
387,744	124,767	—	22,827	19,276	—	554,615

(Fiscal year ended March 31, 2025)

Millions of Yen

Individual life insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Other insurance	Total
420,655	159,222	—	30,027	17,390	—	627,295

◆ Investment-related Income

1 Investment Income (General Account)

Millions of Yen, %

Classification	Fiscal year ended March 31, 2024		Fiscal year ended March 31, 2025	
		Rate of increase (decrease)		Rate of increase (decrease)
Interest, dividends, and other income	859,455	112.9	930,690	108.3
Gains on money held in trust	2,861	997.0	1,391	48.6
Gains on sales of securities	144,673	40.3	270,230	186.8
Gains on redemption of securities	3,398	303.3	10,607	312.1
Foreign exchange gains	187,958	233.2	—	—
Reversal of allowance for possible loan losses	51	105.4	—	—
Other investment income	728	66.2	1,095	150.4
Total	1,199,128	99.7	1,214,015	101.2

2 Investment Expenses (General Account)

Millions of Yen, %

Classification	Fiscal year ended March 31, 2024		Fiscal year ended March 31, 2025	
		Rate of increase (decrease)		Rate of increase (decrease)
Interest expenses	28,965	133.0	33,785	116.6
Losses on trading securities	22	—	147	660.3
Losses on sales of securities	115,774	33.6	252,111	217.8
Losses on valuation of securities	3,992	148.4	5,971	149.5
Losses on redemption of securities	5	7.7	127	2,189.7
Losses on derivative financial instruments	289,919	179.1	257,131	88.7
Foreign exchange losses	—	—	70,079	—
Provision for allowance for possible loan losses	—	—	117	—
Depreciation of real estate for investments	9,758	109.0	10,051	103.0
Other investment expenses	21,408	44.3	92,159	430.5
Total	469,848	79.8	721,682	153.6

3 Interest, Dividends, and Other Income (General Account)

Millions of Yen

Classification	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
Interest on deposits	18,623	16,644
Interest and dividends on securities	753,948	823,654
Interest on domestic bonds	226,078	221,884
Domestic stock dividends	74,956	92,765
Interest and dividends on foreign securities	443,830	496,066
Interest on loans	32,512	33,258
Interest on industrial and consumer loans	24,051	25,380
Rent revenue from real estate	34,941	37,046
Total including other income	859,455	930,690

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

Millions of Yen

Fiscal Year ended March 31, 2025	Increase (decrease) in balance	Increase (decrease) in interests	Total increase (decrease)
Interest, dividends, and other income	24,594	46,639	71,234
Cash, deposits and call loans	2,006	(2,259)	(253)
Securities	28,955	40,750	69,705
Loans	(3,590)	4,336	746
Real estate	324	1,780	2,105

5 Gains on Sales of Securities (General Account)

Millions of Yen

Classification	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
Domestic bonds including national government bonds	20,322	18,338
Domestic stocks and others	35,820	65,358
Foreign securities	88,531	186,533
Total including other gains on sales of securities	144,673	270,230

6 Gains on Disposal of Fixed Assets (General Account)

Millions of Yen

Classification	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
Tangible fixed assets	334	17
Land	135	—
Buildings	199	17
Lease assets	—	—
Other assets	—	—
Intangible fixed assets	1,193	—
Others	—	—
Total	1,528	17
Real estate for investments	1,241	17

7 Losses on Sales of Securities (General Account)

Millions of Yen

Classification	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
Domestic bonds including national government bonds	6,430	61,728
Domestic stocks and others	10,857	16,930
Foreign securities	98,486	173,452
Total including other losses on sales of securities	115,774	252,111

8 Losses on Valuation of Securities (General Account)

Millions of Yen

Classification	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
Domestic stocks and others	3,992	1,406
Foreign securities	—	4,564
Total including other losses on valuations of securities	3,992	5,971

9 Write-off of Loans (General Account)

No loans have been written off in the fiscal year ended March 31, 2024 and 2025.

10 Depreciation of Real Estate for Investments (General Account)

(Fiscal year ended March 31, 2024)

Millions of Yen

Classification	Acquisition cost	Depreciation in the fiscal year	Accumulated depreciation	Ending balance	Accumulated depreciation percentage
Tangible fixed assets	399,179	9,591	262,045	137,133	65.6%
Buildings	397,873	9,497	261,042	136,831	65.6%
Other tangible fixed assets	1,305	93	1,003	302	76.8%
Intangible fixed assets	14	0	7	7	50.8%
Others	1,874	166	1,122	752	59.8%
Total	401,068	9,758	263,175	137,893	65.6%

(Fiscal year ended March 31, 2025)

Millions of Yen

Classification	Acquisition cost	Depreciation in the fiscal year	Accumulated depreciation	Ending balance	Accumulated depreciation percentage
Tangible fixed assets	412,755	9,884	276,149	136,605	66.9%
Buildings	411,423	9,804	275,111	136,312	66.8%
Other tangible fixed assets	1,331	80	1,037	293	77.9%
Intangible fixed assets	15	0	8	6	56.7%
Others	1,865	166	1,261	603	67.6%
Total	414,635	10,051	277,419	137,216	66.9%

11 Losses on Disposal of Fixed Assets (General Account)

Millions of Yen

Classification	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
Tangible fixed assets	504	3,210
Land	46	15
Buildings	435	3,156
Lease assets	2	10
Other assets	19	28
Intangible fixed assets	—	4
Others	17	8
Total	521	3,223
Real estate for investments	417	3,155

◆ Others

1 Depreciation

(Fiscal year ended March 31, 2024)

Millions of Yen

Classification	Acquisition cost	Depreciation in the fiscal year	Accumulated depreciation	Ending balance	Accumulated depreciation percentage
Tangible fixed assets	224,144	6,918	151,887	72,257	67.7%
Buildings	197,950	4,424	129,874	68,076	65.6%
Lease assets	7,761	1,246	7,185	575	92.5%
Other tangible fixed assets	18,433	1,247	14,828	3,604	80.4%
Intangible fixed assets	189,410	11,549	145,357	44,052	76.7%
Others	20,522	29	20,377	145	99.2%
Total	434,077	18,498	317,622	116,454	73.1%

(Fiscal year ended March 31, 2025)

Millions of Yen

Classification	Acquisition cost	Depreciation in the fiscal year	Accumulated depreciation	Ending balance	Accumulated depreciation percentage
Tangible fixed assets	215,892	7,033	144,856	71,035	67.0%
Buildings	181,576	4,489	121,416	60,159	66.8%
Lease assets	16,194	1,536	8,376	7,817	51.7%
Other tangible fixed assets	18,121	1,007	15,062	3,058	83.1%
Intangible fixed assets	195,770	11,725	150,256	45,514	76.7%
Others	20,546	29	20,410	135	99.3%
Total	432,209	18,787	315,523	116,686	73.0%

2 Operating Expenses

Millions of Yen

Classification	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
Marketing operations	113,103	116,300
Marketing administration	60,197	64,601
General and administrative expenses	159,272	167,371
Total	332,573	348,273

(Note) Of contributions to the Life Insurance Policyholders Protection Corporation of Japan included in general and administrative expenses, protection fund contributions were nil in both the fiscal years ended March 31, 2024 and 2025.

3 Tax Expenses

Millions of Yen

Classification	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
National tax	16,590	17,224
Consumption tax	14,850	15,580
Special corporate enterprise tax	1,510	1,461
Documentary stamp tax	184	179
Registration and license tax	44	0
Other national tax	0	1
Local tax	11,520	11,709
Local consumption tax	4,188	4,394
Corporate enterprise tax	5,208	5,008
Fixed asset tax	1,710	1,755
Real-estate acquisition tax	—	132
Corporate income tax	413	418
Other local tax	0	0
Total	28,111	28,933

4 Lease Transactions

<Lease transactions (lessee side)>

[Finance leases not transferring ownership that have been recorded based on normal lease transaction methods]

a. Pro forma information relating to acquisition cost, accumulated depreciation, and book value of leased assets at the end of the fiscal year

Omitted as there are no ending balances for March 31, 2024 and 2025.

b. Future minimum lease payments balance as of the end of the fiscal year

Omitted as there are no ending balances for March 31, 2024 and 2025.

c. Lease fees paid, depreciation and interest expenses

Omitted as there are no ending balances for March 31, 2024 and 2025.

d. Calculation method for depreciation and interest

Calculation method for depreciation	Depreciation of the acquisition cost equivalent calculated on a straight-line method over the lease period
Calculation method for interest expenses	Interest calculated by applying interest method to accrued lease payments over the lease period

◆ Policy Amount-related Statistics

1 Amount of Policy in Force by Coverage Type

Thousand policies, Millions of Yen

Classification			Number of policies and amount in force			
			As of March 31, 2024		As of March 31, 2025	
			Policies	Amount	Policies	Amount
Death protection	Death protection due to illness/accident	Individual life insurance	7,742	47,671,697	7,674	45,409,669
		Individual annuities	—	—	—	—
		Group insurance	21,851	33,316,127	21,553	33,111,572
		Group annuities	—	—	—	—
		Total including other types	29,601	81,099,174	29,236	78,634,259
	Death protection due to accident	Individual life insurance	[6,046]	[13,761,590]	[5,730]	[12,912,623]
		Individual annuities	[22]	[99,580]	[20]	[87,684]
		Group insurance	[2,273]	[827,449]	[2,210]	[807,852]
		Group annuities	[—]	[—]	[—]	[—]
		Total including other types	[8,350]	[14,814,743]	[7,969]	[13,938,582]
	Death protection due to specific causes	Individual life insurance	[0]	[0]	[0]	[0]
		Individual annuities	[—]	[—]	[—]	[—]
		Group insurance	[60]	[23,236]	[60]	[22,759]
		Group annuities	[—]	[—]	[—]	[—]
		Total including other types	[69]	[134,586]	[68]	[135,776]
Pure endowment	Maturity and survival benefits	Individual life insurance	170	299,289	158	274,997
		Individual annuities	2,549	12,693,241	2,453	12,169,046
		Group insurance	0	76	0	85
		Group annuities	—	—	—	—
		Total including other types	2,724	13,005,348	2,616	12,455,625
	Annuity	Individual life insurance	[—]	[—]	[—]	[—]
		Individual annuities	[3,065]	[1,773,597]	[2,980]	[1,720,008]
		Group insurance	[5]	[326]	[4]	[310]
		Group annuities	[—]	[—]	[—]	[—]
		Total including other types	[3,079]	[1,776,866]	[2,993]	[1,723,080]
	Others	Individual life insurance	—	—	—	—
		Individual annuities	515	1,583,025	526	1,641,429
		Group insurance	4	2,043	4	1,928
		Group annuities	6,322	2,790,981	6,231	2,754,573
		Total including other types	6,894	4,536,781	6,808	4,549,150
Hospitalization coverage	Coverage for hospitalization due to accident	Individual life insurance	[4,279]	[24,860]	[4,174]	[24,077]
		Individual annuities	[64]	[304]	[57]	[273]
		Group insurance	[1,190]	[1,067]	[1,143]	[1,031]
		Group annuities	[—]	[—]	[—]	[—]
		Total including other types	[5,734]	[26,298]	[5,552]	[25,435]
	Coverage for hospitalization due to illness	Individual life insurance	[4,278]	[24,796]	[4,173]	[24,022]
		Individual annuities	[62]	[297]	[56]	[267]
		Group insurance	[14]	[63]	[15]	[64]
		Group annuities	[—]	[—]	[—]	[—]
		Total including other types	[4,556]	[25,225]	[4,421]	[24,406]
	Coverage for hospitalization due to other causes	Individual life insurance	[7,038]	[281,659]	[6,773]	[289,511]
		Individual annuities	[25]	[215]	[23]	[198]
		Group insurance	[64]	[69]	[63]	[69]
		Group annuities	[—]	[—]	[—]	[—]
		Total including other types	[7,298]	[281,946]	[7,022]	[289,781]

(Notes) 1. Figures in [ ] represent additional coverage attached to primary policies and rider coverage. However, the portion of death protection due to illness/accident in term riders is recorded under primary coverage.
2. Numbers of policies in group insurance and group annuities represent respective number of insured persons.
3. Amounts in the "others" column of pure endowment show corresponding policy reserves.
4. The amounts of hospitalization coverage show the amount of daily hospital benefits.
5. In individual annuities and group insurance, the "maturity and survival benefits" column shows the number of policies signed prior to the start of annuity payments and annuity resources at the start of annuity payments, while the "annuity" column shows the annual annuity payments and "others" column shows the number of policies signed after the start of annuity payments and corresponding policy reserves.
6. The amount of total including other types in coverage for hospitalization due to illness shows the sum of primary coverage portion and additional coverage portion.
7. "Coverage for hospitalization due to other causes" columns represent insurance covers in respect of specific illness or accidents including adult disease medical rider, traffic accident rider, and group term insurance work-related accident rider.

Number of Policies

Classification		Number of policies in force	
		As of March 31, 2024	As of March 31, 2025
Disability coverage	Individual life insurance	5,257,824	5,073,578
	Individual annuities	20,774	19,034
	Group insurance	2,016,158	1,952,437
	Group annuities	—	—
	Total including other types	7,294,756	7,045,049
Surgical coverage	Individual life insurance	4,875,676	4,695,591
	Individual annuities	78,584	70,883
	Group insurance	—	—
	Group annuities	—	—
	Total including other types	5,010,931	4,820,356

2 Annualized Premiums

a. Policies in force

Millions of Yen, %

Classification	As of March 31, 2024		As of March 31, 2025	
		Rate of increase (decrease)		Rate of increase (decrease)
Individual life insurance	1,477,741	(0.4)	1,461,753	(1.1)
Individual annuities	785,044	1.1	770,801	(1.8)
Total	2,262,785	0.1	2,232,555	(1.3)
Living benefits, medical coverage, and others	562,784	0.3	565,040	0.4

b. New policies (new policies acquired plus net increase by conversion)

Millions of Yen, %

Classification	Fiscal year ended March 31, 2024		Fiscal year ended March 31, 2025	
		Rate of increase (decrease)		Rate of increase (decrease)
Individual life insurance	74,090	(14.0)	76,954	3.9
Individual annuities	34,015	45.9	19,264	(43.4)
Total	108,106	(1.2)	96,219	(11.0)
Living benefits, medical coverage, and others	30,115	(8.2)	29,251	(2.9)

(Notes) 1. The amount of annualized premium is the annual premium amount calculated by multiplying factor 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. Annualized premiums for living benefits represent total amounts of work disability and nursing care benefits, dementia benefits, specified illness benefits, severe chronic disease benefits and benefits of premium waiver riders.
3. Annualized premiums for medical coverage represent hospitalization benefits, surgical benefits and other benefits.

3 Policies in Force and New Policies

a. Policies in force

Thousand policies, Millions of Yen, %

Classification	As of March 31, 2024				As of March 31, 2025			
	Policies	Rate of increase (decrease)	Amount	Rate of increase (decrease)	Policies	Rate of increase (decrease)	Amount	Rate of increase (decrease)
Individual life insurance	7,912	(1.4)	47,970,986	(6.0)	7,833	(1.0)	45,684,667	(4.8)
Individual annuities	3,065	(1.4)	14,276,267	(1.6)	2,980	(2.8)	13,810,476	(3.3)
Group insurance	—	—	33,318,247	(0.2)	—	—	33,113,585	(0.6)
Group annuities	—	—	2,790,981	3.4	—	—	2,754,573	(1.3)

(Notes) 1. The amount of individual annuities is the total of (a) annuity resources at the start of annuity payments for policies signed prior to the start of annuity payments, and (b) policy reserves for policies signed after the start of annuity payments.
2. The amount of group annuities is the amount of the policy reserves.
3. The group insurance for three major diseases does not provide death protection, so it is not recorded in the policies in force of group insurance above. The insurance amounts for three major diseases of the group insurance policies for three major diseases were ¥387,588 million and ¥421,576 million as of March 31, 2024 and 2025, respectively.

b. New policies (new policies acquired plus net increase by conversion)

Thousand policies, Millions of Yen, %

Classification	Fiscal year ended March 31, 2024						Fiscal year ended March 31, 2025					
	Policies	Rate of increase (decrease)	Amount	Rate of increase (decrease)	New policies	Net increase by conversion	Policies	Rate of increase (decrease)	Amount	Rate of increase (decrease)	New policies	Net increase by conversion
Individual life insurance	719	7.2	495,221	(46.8)	1,282,429	(787,207)	715	(0.5)	826,752	66.9	1,491,243	(664,491)
Individual annuities	93	1.9	398,058	10.5	406,767	(8,708)	63	(31.2)	264,274	(33.6)	270,803	(6,528)
Group insurance	—	—	32,818	(59.7)	32,818	—	—	—	33,449	1.9	33,449	—
Group annuities	—	—	16	(69.6)	16	—	—	—	16	1.7	16	—

(Notes) 1. Number of policies is a total of numbers of new policies acquired, new policies by conversion and new policies after rider replacement.
2. Net increase by conversion includes net increase by rider replacement.
3. Net increase by the acquisition of new policies and conversion in individual annuities represents the annuity resources at the start of annuity payments.
4. New policies in group annuities show the first time premium revenues.
5. The group insurance for three major diseases does not provide death protection, so it is not recorded in the new policies of group insurance above. The insurance amounts for three major diseases of new policies of group insurance for three major diseases were ¥52,153 million and ¥34,882 million in the fiscal years ended March 31, 2024 and 2025, respectively.

4 Trends and Transitions of Policies in Force

Thousand policies, Millions of Yen

Classification			As of March 31, 2024			As of March 31, 2025		
			Policies	Insurance amount	Annualized premiums	Policies	Insurance amount	Annualized premiums
Individual life insurance	Mortality insurance	Whole life insurance	1,709	9,565,600	414,516	1,725	9,549,727	414,691
		Whole life insurance substandard disclosure	132	115,373	20,406	127	110,693	19,397
		Whole life insurance covering nursing care	99	444,075	11,742	98	435,233	11,539
		Whole life insurance with variable assumed interest rate	123	759,098	59,177	114	707,085	53,959
		Whole life insurance denominated in designated currency	185	1,570,559	94,575	234	2,274,654	99,058
		Total whole life insurance including other types	2,300	12,671,645	606,953	2,352	13,309,670	606,887
		Whole life insurance with term rider	997	6,305,136	89,372	938	5,536,564	78,681
		Whole life insurance with variable accumulation rate	2,295	19,658,444	479,406	2,202	17,759,255	466,107
		Term life insurance	51	1,420,404	27,988	49	1,353,255	26,810
		Total term life insurance including other types	91	1,544,638	30,352	84	1,458,640	29,042
		Riders combination insurance	703	5,636,290	98,440	738	5,631,066	105,619
		Medical whole life insurance	610	135,800	87,039	634	147,472	92,663
		Medical term life insurance	456	258,594	27,837	460	266,865	29,091
		Total including other types	7,513	46,711,457	1,422,712	7,466	44,560,678	1,411,149
	Life and mortality insurance	Endowment insurance	113	439,947	19,292	102	391,903	17,771
		Endowment insurance with term rider	8	91,821	1,082	6	69,115	840
		Term life insurance with survival benefits	105	348,735	14,469	98	320,791	13,461
		Juvenile insurance	167	351,392	19,506	153	317,656	17,871
		Total including other types	395	1,238,476	54,351	361	1,105,460	49,946
	Pure endowment		3	21,052	677	4	18,528	657
	Subtotal (1)		7,912	47,970,986	1,477,741	7,833	45,684,667	1,461,753
Individual annuities	Individual fixed annuities	Individual annuities	464	2,376,065	184,079	442	2,261,501	186,652
		Annuities focused on survival coverage	2,421	11,208,088	515,268	2,370	10,912,817	509,055
		Individual annuities denominated in designated currency	42	270,286	28,198	37	227,161	22,978
		Individual annuities denominated in designated currency with variable assumed interest rate	46	163,780	7,994	49	171,371	8,349
		Total including other types	3,007	14,171,904	758,408	2,932	13,730,187	749,587
	Individual variable annuities		57	104,363	26,636	48	80,289	21,214
	Subtotal (2)		3,065	14,276,267	785,044	2,980	13,810,476	770,801
(1) + (2) Total			10,977	62,247,254	2,262,785	10,813	59,495,143	2,232,555

Thousand policies, Millions of Yen

Classification		As of March 31, 2024		As of March 31, 2025	
		Policies	Amount	Policies	Amount
Group insurance	Group term life insurance	8,045	4,982,835	7,953	4,849,299
	General welfare group term life insurance	3,757	9,778,777	3,754	9,784,761
	Group credit life insurance	9,671	18,525,695	9,446	18,449,351
	Consumer credit group insurance	33	4,444	32	4,017
	Group whole life insurance	0	24	0	23
	Life insurance for sustainers of disabled	35	24,349	34	24,118
	Group insurance for three major diseases	342	387,588	367	421,576
	Annuities rider	5	2,119	4	2,013
	Subtotal	21,856	33,318,247	21,558	33,113,585
Group annuities	Corporate pension plans	0	269	0	256
	New corporate pension plans	4,130	77,187	4,110	76,053
	Insured contributory pension plans	2,192	777,456	2,119	762,613
	Employees' pension fund insurance	—	—	—	—
	Defined benefit corporate pension plans	—	1,814,629	—	1,792,590
	Defined contribution pension plans	—	121,437	—	123,059
	Subtotal	6,322	2,790,981	6,231	2,754,573
Workers' asset formation insurance		41	145,221	37	136,639
Workers' asset formation annuities		13	28,250	12	26,075
Medical life insurance		143	66	122	51
Assumed reinsurance		65	111,350	62	113,017

Thousand policies, Millions of Yen

Classification		As of March 31, 2024		As of March 31, 2025	
		Policies	Amount	Policies	Amount
Hospitalization/ accident riders	Accident rider with extra premium	1,117	4,505,082	1,055	4,189,792
	Accident coverage rider	0	664	0	242
	Personal accident rider	2,277	7,750,102	2,151	7,283,385
	Accident injury rider	2,992	155,425	2,934	152,445
	General medical rider	2,533	15,486	2,476	15,019
	Hospitalization due to accident rider	617	3,614	542	3,171
	Hospitalization due to illness rider	725	4,030	645	3,575
	Hospitalization due to adult disease rider	1,232	5,550	1,146	5,140
	Hospitalization due to other causes rider	5,822	276,274	5,643	284,527
	Advanced medical treatment rider	3,396	—	3,355	—
	Cancer diagnosis rider	2,159	1,314,938	2,000	1,213,977
	Cancer medication rider	2,248	134,188	2,276	134,534
	Continuing coverage rider for three specified diseases	—	—	188	115,011

(Notes) 1. Number of policies for group insurance, group annuities, workers' asset formation insurance, workers' asset formation annuities, medical life insurance and assumed reinsurance each represents respective number of insured persons.
2. Number of policies for life insurance for sustainers of disabled is not included in the subtotal. Also, the amount for the group insurance for three major diseases represents the insurance amount for three major diseases, and is not included in the subtotal.
3. The "Insurance amount" and "Amount" columns show principal amounts of coverage.
a. Individual annuities and group insurance (with annuities rider) show the sum of annuity resources at the start of annuity payments for policies signed prior to the start of annuity payments and the policy reserve for policies signed after the start of annuity payments.
b. Group annuities and workers' asset formation insurance show respective policy reserves.
c. Workers' asset formation annuities show the sum of annuity resources at the start of annuity payments for policies signed prior to the start of annuity payments and the policy reserve for policies signed after the start of annuity payments, while workers' asset formation funding annuities show policy reserves.
d. Medical life insurance shows the amount of daily hospital benefit.
4. The amount of annualized premium is the annual premium amount calculated by multiplying factor 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).
5. Amount of accident injury rider shows the amount of benefit, while hospitalization riders show daily hospital benefit.
6. Accident coverage rider includes traffic accident rider.
7. Hospitalization due to illness rider includes substandard medical rider.
8. Cancer diagnosis rider includes continuing coverage of cancer diagnosis rider.

5 Trends and Transitions of New Policies (New Policies Acquired plus Net Increase by Conversion)

Thousand policies, Millions of Yen

Classification			Fiscal year ended March 31, 2024			Fiscal year ended March 31, 2025		
			Policies	Insurance amount	Annualized premiums	Policies	Insurance amount	Annualized premiums
Individual life insurance	Mortality insurance	Whole life insurance	62	279,233	20,604	98	400,051	26,949
		Whole life insurance substandard disclosure	7	7,489	1,145	7	6,778	1,029
		Whole life insurance covering nursing care	4	13,244	390	3	9,819	285
		Whole life insurance denominated in designated currency	66	315,998	20,324	67	438,929	17,366
		Total whole life insurance including other types	141	616,168	42,476	175	855,870	45,646
		Whole life insurance with variable accumulation rate	249	1,946,663	51,460	225	1,770,423	46,522
		Term life insurance	1	51,577	1,270	1	46,937	1,164
		Total term life insurance including other types	4	54,521	1,375	3	49,100	1,244
		Riders combination insurance	152	1,199,808	22,010	151	1,193,299	24,182
		Medical whole life insurance	97	32,195	17,174	77	27,238	13,537
		Medical term life insurance	60	43,598	4,613	65	46,285	5,058
		Total including other types	704	3,892,980	139,111	699	3,942,241	136,192
	Life and mortality insurance	Endowment insurance	7	23,696	1,483	7	25,334	1,585
		Term life insurance with survival benefits	3	12,327	519	3	12,232	552
		Juvenile insurance	3	5,702	404	3	5,158	370
		Total including other types	14	41,726	2,407	14	42,725	2,507
	Pure endowment	Accidental death and asset formation insurance	—	—	—	1	614	57
	Subtotal (1)		719	3,934,706	141,519	715	3,985,581	138,758
Individual annuities	Individual fixed annuities	Individual annuities	14	88,812	17,086	6	42,547	8,214
		Annuities focused on survival coverage	54	212,593	8,207	45	176,273	6,422
		Individual annuities denominated in designated currency	13	71,014	7,333	7	35,482	4,024
		Individual annuities denominated in designated currency with variable assumed interest rate	10	34,347	1,660	5	16,499	807
		Total including other types	93	406,767	34,288	63	270,803	19,468
	Individual variable annuities		—	—	—	—	—	—
	Subtotal (2)		93	406,767	34,288	63	270,803	19,468
(1) + (2) Total			812	4,341,474	175,807	779	4,256,384	158,226

Thousand policies, Millions of Yen

Classification		Fiscal year ended March 31, 2024		Fiscal year ended March 31, 2025	
		Policies	Amount	Policies	Amount
Group insurance	Group term life insurance	13	10,934	8	20,925
	General welfare group term life insurance	18	20,721	5	12,523
	Group credit life insurance	2	1,163	—	—
	Group insurance for three major diseases	47	52,153	30	34,882
	Subtotal	81	32,818	44	33,449
Group annuities	Insured contributory pension plans	1	2	—	—
	Defined benefit corporate pension plans	—	8	—	11
	Defined contribution pension plans	—	4	—	5
	Subtotal	1	16	—	16
Workers' asset formation insurance		0	4	0	11
Workers' asset formation annuities		0	0	0	3
Medical life insurance		—	—	—	—

(Notes) 1. Number of policies for group insurance, group annuities, workers' asset formation insurance, worker's asset formation annuities and medical life insurance each represents respective number of insured persons.
2. The amount for the group insurance for three major diseases represents the insurance amount for three major diseases, and is not included in the subtotal.
3. The "Insurance amount" and "Amount" columns show principal amounts of coverage.
a. Individual annuities show annuity resources at the start of annuity payments.
b. Group annuities and workers' asset formation insurance show the first time premium revenues.
c. Workers' asset formation annuities show the annuity resources at the start of annuity payments, while workers' asset formation funding annuities show the first time premium revenues.
d. Medical life insurance show the amount of daily hospital benefit.
4. The amount of annualized premium is the annual premium amount calculated by multiplying factor 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).
5. Individual life insurance and individual annuities include increases due to conversion as well as rider replacement.

◆ Indicators Related to Separate Accounts

1 Status of the balance of assets held in separate accounts

Millions of Yen

Classification	As of March 31, 2024	As of March 31, 2025
	Amount	Amount
Individual variable insurance	66,305	60,199
Individual variable annuities	41,215	33,021
Group annuities	774,278	753,886
Total of separate accounts	881,798	847,107

2 Status of the separate accounts of individual variable insurance and individual variable annuities

a. Overview of investment of fiscal 2024

Stock markets at home and abroad declined temporarily in the first half of the fiscal year from concerns over the U.S. economic slowdown. However, against a backdrop of rising expectations for a soft landing of the U.S. economy resulting from strong corporate performance, the extent of the drop in domestic stocks narrowed and foreign stocks turned positive. In the latter half of the fiscal year, the economy was on an upward trend due to expectations for the Trump administration's economic policies and other factors, but toward the end of the fiscal year, concerns over tariff policies and other factors led to a decline. Domestic long-term interest rates rose throughout the fiscal year against a backdrop of heightened expectations for further interest rate hikes by the Bank of Japan. As for long-term interest rates in the U.S., these declined in the first half of the fiscal year on the back of concerns over the U.S. economic slowdown. In the second half of the fiscal year, long-term interest rates in the U.S. rose reflecting concerns over inflation due to the policies of the Trump administration, but declined toward the end of the fiscal year reflecting concerns over tariff policies. While the yen depreciated significantly against the U.S. dollar in the first half of the fiscal year as a result of the Bank of Japan's cautious stance on interest rate hikes, after the summer, the yen appreciated against the U.S. dollar in a turn of events against a backdrop of concerns over the U.S. economic slowdown. In the second half of the fiscal year, the yen again continued to weaken against the U.S. dollar due to expectations that the U.S. economy would pick up as a result of the inauguration of the Trump administration. However, toward the end of the fiscal year, heightened uncertainty caused by U.S. tariff policies saw the yen recover and strengthen against the U.S. dollar.

In these circumstances, the Company managed funds held in separate accounts for individual variable insurance policies, basically taking a slightly increased share of domestic and foreign stocks, while reducing the share of domestic and foreign bonds. Furthermore, the Company sold some of its domestic and foreign stocks when the stock markets were rising, and bought stocks when the stock markets were falling in anticipation of a rebound in the prices of those stocks. As a result, the investment yield was negative. Among separate accounts for individual variable annuities which were managed by the Company, the Company adjusted its investments in response to the market outlook, essentially maintaining a basic asset allocation ratio. As a result, the investment yield was negative. Among separate accounts for individual variable annuities which were primarily managed by investment trusts, the Company invested in incorporated investment trusts.

b. Policies in force

●Individual variable insurance

Number of policies, Millions of Yen

Classification	As of March 31, 2024		As of March 31, 2025	
	Policies	Amount	Policies	Amount
Individual variable insurance (Defined term type)	4	21	3	18
Individual variable insurance (Whole life type)	42,936	227,115	41,208	218,881
Total	42,940	227,137	41,211	218,900

(Note) Policies in force include term life insurance riders.

●Individual variable annuities

Number of policies, Millions of Yen

Classification	As of March 31, 2024		As of March 31, 2025	
	Policies	Amount	Policies	Amount
Individual variable annuities	57,701	104,363	48,033	80,289

c. Breakdown of assets held in separate accounts

●Individual variable insurance

Millions of Yen, %

Classification	As of March 31, 2024		As of March 31, 2025	
	Amount	Composition ratio	Amount	Composition ratio
Cash, deposits and call loans	1,334	2.0	190	0.3
Securities	64,010	96.5	56,627	94.1
Domestic bonds	19,016	28.7	16,856	28.0
Domestic stocks	20,128	30.4	17,253	28.7
Foreign securities	24,865	37.5	22,517	37.4
Foreign bonds	6,345	9.6	4,932	8.2
Other foreign securities	18,520	27.9	17,584	29.2
Other securities	—	—	—	—
Loans	—	—	—	—
Others	959	1.4	3,381	5.6
Allowance for possible loan losses	—	—	—	—
Total	66,305	100.0	60,199	100.0

●Individual variable annuities

Millions of Yen, %

Classification	As of March 31, 2024		As of March 31, 2025	
	Amount	Composition ratio	Amount	Composition ratio
Cash, deposits and call loans	3,665	8.9	0	0.0
Securities	34,184	82.9	27,978	84.7
Domestic bonds	10,788	26.2	—	—
Domestic stocks	3,793	9.2	—	—
Foreign securities	16,557	40.2	11,488	34.8
Foreign bonds	15,591	37.8	11,488	34.8
Other foreign securities	966	2.3	—	—
Other securities	3,044	7.4	16,490	49.9
Loans	—	—	—	—
Others	3,365	8.2	5,043	15.3
Allowance for possible loan losses	—	—	—	—
Total	41,215	100.0	33,021	100.0

d. Investment income and expenses

●Individual variable insurance

Millions of Yen

Classification	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
	Amount	Amount
Interest, dividends, and other income	1,026	1,070
Gains on sales of securities	5,990	4,929
Gains on redemption of securities	—	—
Gains on valuation of securities	18,951	14,219
Foreign exchange gains	17	64
Gains on derivative financial instruments	150	55
Other investment income	2	6
Losses on sales of securities	733	1,008
Losses on redemption of securities	24	—
Losses on valuation of securities	11,893	19,548
Foreign exchange losses	16	75
Losses on derivative financial instruments	169	162
Other investment expenses	0	0
Net investment income	13,301	(447)

(Note)¥18,951 million gains on valuation of securities for the fiscal year ended March 31, 2024 include ¥1,176 million reversal for gains on valuation of securities, while ¥11,893 million losses on valuation of securities include ¥10,997 million reversal for losses on valuation of securities.
¥14,219 million gains on valuation of securities for the fiscal year ended March 31, 2025 include ¥896 million reversal for gains on valuation of securities, while ¥19,548 million losses on valuation of securities include ¥17,775 million reversal for losses on valuation of securities.

●Individual variable annuities

Millions of Yen

Classification	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
	Amount	Amount
Interest, dividends, and other income	1,146	463
Gains on sales of securities	1,407	2,687
Gains on redemption of securities	—	—
Gains on valuation of securities	4,738	1,136
Foreign exchange gains, net	8	18
Gains on derivative financial instruments, net	64	79
Other investment income	2	9
Losses on sales of securities	268	1,260
Losses on redemption of securities	22	0
Losses on valuation of securities	3,331	4,225
Foreign exchange losses	2	21
Losses on derivative financial instruments	96	100
Other investment expenses	91	274
Net investment income	3,553	(1,487)

(Note) ¥4,738 million gains on valuation of securities for the fiscal year ended March 31, 2024 include ¥668 million reversal for gains on valuation of securities, while ¥3,331 million losses on valuation of securities include ¥2,753 million reversal for losses on valuation of securities.
¥1,136 million gains on valuation of securities for the fiscal year ended March 31, 2025 include ¥578 million reversal for gains on valuation of securities, while ¥4,225 million losses on valuation of securities include ¥4,069 million reversal for losses on valuation of securities.

e. Fair value information of securities

●Trading securities

<Individual variable insurance>

Millions of Yen

Classification	As of March 31, 2024		As of March 31, 2025	
	Balance sheet amount	Net valuation gains (losses) included in statement of income	Balance sheet amount	Net valuation gains (losses) included in statement of income
Trading securities	64,010	16,879	56,627	11,550

<Individual variable annuities>

Millions of Yen

Classification	As of March 31, 2024		As of March 31, 2025	
	Balance sheet amount	Net valuation gains (losses) included in statement of income	Balance sheet amount	Net valuation gains (losses) included in statement of income
Trading securities	34,184	3,491	27,978	402

●Fair value information of money held in trusts for trading

<Individual variable insurance>

Omitted as there are no ending balances for March 31, 2024 and 2025.

<Individual variable annuities>

Omitted as there are no ending balances for March 31, 2024 and 2025.

f. Fair value information of derivative transactions

●Breakdown of net gains (losses) (with and without hedge accounting applied)

<Individual variable insurance>

Millions of Yen

Classification	As of March 31, 2024						As of March 31, 2025					
	Interest-related	Currency-related	Stock-related	Bond-related	Others	Total	Interest-related	Currency-related	Stock-related	Bond-related	Others	Total
Hedge accounting applied	—	—	—	—	—	—	—	—	—	—	—	—
Hedge accounting not applied	—	—	4	—	—	4	—	0	—	—	—	0
Total	—	—	4	—	—	4	—	0	—	—	—	0

(Note) The net gains (losses) without hedge accounting applied are recorded on the statements of income.

<Individual variable annuities>

Millions of Yen

Classification	As of March 31, 2024						As of March 31, 2025					
	Interest-related	Currency-related	Stock-related	Bond-related	Others	Total	Interest-related	Currency-related	Stock-related	Bond-related	Others	Total
Hedge accounting applied	—	—	—	—	—	—	—	—	—	—	—	—
Hedge accounting not applied	—	—	(4)	—	—	(4)	—	—	—	—	—	—
Total	—	—	(4)	—	—	(4)	—	—	—	—	—	—

(Note) The net gains (losses) without hedge accounting applied are recorded on the statements of income.

●Interest-related

<Individual variable insurance>

Omitted as there are no ending balances for March 31, 2024 and 2025.

<Individual variable annuities>

Omitted as there are no ending balances for March 31, 2024 and 2025.

●Currency-related

<Individual variable insurance>

Millions of Yen

Classification	Type	As of March 31, 2024				As of March 31, 2025			
		Notional amount/ contract value		Fair value	Net gains (losses)	Notional amount/ contract value		Fair value	Net gains (losses)
			Over 1 year				Over 1 year		
Over-the-counter transactions	**Foreign currency forward contracts**								
	Sold	—	—	—	—	14	—	0	0
	(U.S. dollar)	—	—	—	—	—	—	—	—
	(Euro)	—	—	—	—	—	—	—	—
	(Australian dollar)	—	—	—	—	14	—	0	0
	Bought	—	—	—	—	15	—	(0)	(0)
	(U.S. dollar)	—	—	—	—	15	—	(0)	(0)
	(Euro)	—	—	—	—	—	—	—	—
Total					—				0

(Note) Regarding assets and liabilities which are denominated in foreign currencies but have fixed settlement in yen under foreign currency forward contracts and are reported in yen amounts in the balance sheets, those foreign currency forward contracts are excluded from the table above.

<Individual variable annuities>

Millions of Yen

Classification	Type	As of March 31, 2024				As of March 31, 2025			
		Notional amount/ contract value		Fair value	Net gains (losses)	Notional amount/ contract value		Fair value	Net gains (losses)
			Over 1 year				Over 1 year		
Over-the-counter transactions	**Foreign currency forward contracts**								
	Sold	—	—	—	—	—	—	—	—
	(U.S. dollar)	—	—	—	—	—	—	—	—
	(Euro)	—	—	—	—	—	—	—	—
	Bought	—	—	—	—	—	—	—	—
	(U.S. dollar)	—	—	—	—	—	—	—	—
	(Euro)	—	—	—	—	—	—	—	—
Total					—				—

(Note) Regarding assets and liabilities which are denominated in foreign currencies but have fixed settlement in yen under foreign currency forward contracts and are reported in yen amounts in the balance sheets, those foreign currency forward contracts are excluded from the table above.

●Stock-related

<Individual variable insurance>

Millions of Yen

Classification	Type	As of March 31, 2024				As of March 31, 2025			
		Notional amount/ contract value		Fair value	Net gains (losses)	Notional amount/ contract value		Fair value	Net gains (losses)
			Over 1 year				Over 1 year		
Exchange-traded transactions	**Stock index futures**								
	Sold	994	—	4	4	—	—	—	—
	Bought	—	—	—	—	—	—	—	—
Total					4				—

<Individual variable annuities>

Millions of Yen

Classification	Type	As of March 31, 2024				As of March 31, 2025			
		Notional amount/ contract value		Fair value	Net gains (losses)	Notional amount/ contract value		Fair value	Net gains (losses)
			Over 1 year				Over 1 year		
Exchange-traded transactions	**Stock index futures**								
	Sold	—	—	—	—	—	—	—	—
	Bought	362	—	(4)	(4)	—	—	—	—
Total					(4)				—

●Bond-related

<Individual variable insurance>

Omitted as there are no ending balances for March 31, 2024 and 2025.

<Individual variable annuities>

Omitted as there are no ending balances for March 31, 2024 and 2025.

●Others

<Individual variable insurance>

Omitted as there are no ending balances for March 31, 2024 and 2025.

<Individual variable annuities>

Omitted as there are no ending balances for March 31, 2024 and 2025.

3 Separate Account for Group Annuities

a. Entrusted fund in separate account for group annuities

Number of policies, Billion of Yen

	As of March 31, 2024		As of March 31, 2025	
	Cases	Fair value balance	Cases	Fair value balance
First treaty	1,436	772.6	1,425	747.5
Total	1,436	772.6	1,425	747.5

(Notes) 1. Number of cases refers to the number of groups with positive fair value balance at each year-end.
2. Separate account first treaty involves joint management of the contract fund from more than one group annuities.

b. Trend of fair value balance of separate account first treaty

Billion of Yen

	As of March 31, 2024	As of March 31, 2025
Comprehensive account A	161.4	156.3
Comprehensive account M	214.1	215.3
Comprehensive account S	94.7	83.1
Yen-denominated bonds account A	87.6	91.2
Yen-denominated bonds account P	25.9	22.4
Yen-denominated stocks account A	15.3	9.1
Yen-denominated stocks account B	12.1	11.3
Yen-denominated stocks account E	3.3	3.7
Yen-denominated stocks account P	51.7	51.4
Yen-denominated stocks account V	3.6	4.0
Foreign currency denominated bonds account A	18.9	17.5
Foreign currency denominated bonds account B	11.4	11.7
Foreign currency denominated stocks account A	61.5	60.9
Short-term funds account A	10.3	8.8
Total	772.6	747.5

c. Investment return ratio of separate account first treaty

%

	As of March 31, 2024	As of March 31, 2025
Comprehensive account A	25.65	(0.49)
Comprehensive account M	9.48	(2.71)
Comprehensive account S	4.55	(2.19)
Yen-denominated bonds account A	(1.95)	(4.53)
Yen-denominated bonds account P	(2.20)	(4.70)
Yen-denominated stocks account A	42.20	(1.25)
Yen-denominated stocks account B	27.22	4.74
Yen-denominated stocks account E	39.27	2.68
Yen-denominated stocks account P	41.29	(1.53)
Yen-denominated stocks account V	55.46	4.01
Foreign currency denominated bonds account A	15.56	1.35
Foreign currency denominated bonds account B	(3.50)	(1.95)
Foreign currency denominated stocks account A	43.03	4.58
Short-term funds account A	0.00	0.20

(Notes) 1. Figures indicate the rate of increase in unit prices.

◆ Business Indicators

1 Average Policy Coverage (Individual Life Insurance)

Thousands of Yen

Classification	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
Average policy coverage for new policies	3,942	4,239
Average policy coverage for policies in force	6,062	5,832

(Note) Average policy coverage for new policies excludes converted policies.

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

%

Classification	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
Individual life insurance	2.5	3.1
Individual annuities	2.8	1.9
Group insurance	0.1	0.1

(Note) Converted policies are excluded.

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

%

Classification	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
Individual life insurance	3.8	3.7
Individual annuities	2.3	2.5
Group insurance	0.1	0.2

4 Average Annual Premium of New Individual Life Insurance Policy (With Monthly Payments)

Yen

Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
113,290	116,722

(Note) Converted policies are excluded.

5 Mortality Rate (Primary Individual Life Insurance Policies)

a. Number of policies

‰

Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
11.28	12.44

b. Insurance amount

‰

Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
9.12	10.21

6 Incidence of Events Covered by Riders (Individual Life Insurance plus Individual Annuities)

‰

Classification		Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
Accidental death	Ratio of the number of policies	0.22	0.21
	Ratio of the amount of claims on policies	0.24	0.24
Disability	Ratio of the number of policies	0.36	0.39
	Ratio of the amount of claims on policies	0.13	0.14
Hospitalization due to accident	Ratio of the number of policies	7.84	8.39
	Ratio of the amount of claims on policies	182	195
Hospitalization due to illness	Ratio of the number of policies	102.84	108.69
	Ratio of the amount of claims on policies	1,371	1,426
Hospitalization due to adult disease	Ratio of the number of policies	30.96	33.00
	Ratio of the amount of claims on policies	568	587
Surgery due to illness or injury	Ratio of the number of policies	102.56	108.77
Surgery due to adult disease	Ratio of the number of policies	36.77	38.45

7 Percentage of Operating Expense (Operating Expenses as a Percentage of Premium Revenues)

%

Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
15.3	16.4

8 The Number of Major Insurance Companies that Accepted Reinsurance Agreements

Number of insurance companies

Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
9 [2]	8 [2]

(Note) Figures in [ ] indicate third-sector insurances paid that stipulate no coverage by policy reserves in accordance with Article 71 of the Ordinance for Enforcement of the Insurance Business Act.

9 The Ratio of Reinsurance Premiums to Total Premiums Written by the Top Five Insurance Companies Using Reinsurance

%

Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
100.0 [100.0]	99.9 [100.0]

(Note) Figures in [ ] indicate third-sector insurances paid that stipulate no coverage by policy reserves in accordance with Article 71 of the Ordinance for Enforcement of the Insurance Business Act.

10 The Ratio of Insurance Companies Which Accepted Reinsurance Agreements by Ratings Assessed

%

Classification	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
Over A-	100.0 [100.0]	100.0 [100.0]
Over BBB-	— [—]	— [—]
Others (Including no rating)	— [—]	— [—]
Total	100.0 [100.0]	100.0 [100.0]

(Notes) 1. Ratings are classified as follows:
a. S&P Global (S&P) ratings are used as criterion, while insurers without S&P ratings are classified as "Others (Including no rating)."
b. Ratings are based on the ratings at each fiscal year-end.
2. Figures in [ ] indicate third-sector insurances paid that stipulate no coverage by policy reserves in accordance with Article 71 of the Ordinance for Enforcement of the Insurance Business Act.

11 Unreceived Reinsurance Claims

Millions of Yen

Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
256 [12]	355 [3]

(Note) Figures in [ ] indicate third-sector insurances paid that stipulate no coverage by policy reserves in accordance with Article 71 of the Ordinance for Enforcement of the Insurance Business Act.

12 The Ratio of Insured Amount to Earned Premium Classified by Grounds for Third-Sector Insurance Benefits or Type of Insurance

%

Classification		Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
Third-sector incidence rate		39.3	39.9
	Medical care	40.5	41.4
	Cancer	40.3	40.2
	Nursing care	35.3	35.2
	Others	36.4	38.4

(Notes) 1. Figures are classified into main categories belonging to the third-sector benefits, by type of insurance (or rider).
2. Payments for insured incidents is the sum of "payments such as claims and benefits," "matching provision for reserve for outstanding claims" and "operating expenses, etc. related to claims paid."
3. Earned premium is the simple average of annualized premium of the beginning-of-the-year policies in force and that of year-end policies in force.
4. For the types of insurance (rider) that combine living benefits/medical coverage and death protection, etc., the portion corresponding to death protection is included in both payments for insured incidents and earned premiums.

13 Loan Interest Rates

%

Type of loan	General loans Prime rate (long-term prime rate loans)		Type of loan	General loans Prime rate (long-term prime rate loans)	
Fiscal year ended March 31, 2024	April 11	1.40	Fiscal year ended March 31, 2025	April 10	1.60
	May 10	1.40		May 10	1.70
	June 9	1.30		June 11	1.80
	July 11	1.30		July 10	1.80
	August 10	1.40		August 9	1.65
	September 8	1.45		September 10	1.70
	October 11	1.50		October 10	1.75
	November 10	1.60		November 8	1.85
	December 8	1.50		December 10	1.90
	January 10	1.40		January 10	2.00
	February 9	1.50		February 12	2.20
	March 8	1.60		March 11	2.35

Empowering your future

SUMITOMO LIFE

Head Office 1-4-35, Shiromi, Chuo-ku, Osaka 540-8512, Japan
Tokyo Head Office 2-2-1, Yaesu, Chuo-ku, Tokyo 104-8430, Japan
<Website> https://www.sumitomolife.co.jp/english/