

## Supplementary Materials for the Year Ended March 31, 2013

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## Investment Results of General Account Assets

### 1. Breakdown of Securities

(Millions of yen)

	As of March 31, 2011		As of March 31, 2012		As of March 31, 2013	
	Carrying value	% of total	Carrying value	% of total	Carrying value	% of total
Government bonds	1,677,931	45.4 %	1,973,768	48.4 %	2,159,419	47.4 %
Local government bonds	148,478	4.0	157,932	3.9	168,388	3.7
Corporate bonds	604,259	16.3	605,670	14.9	643,881	14.1
Public entity bonds	336,083	9.1	365,187	9.0	397,427	8.7
Stocks	352,641	9.5	353,248	8.7	431,715	9.5
Foreign securities	862,075	23.3	927,377	22.8	1,087,223	23.9
Foreign bonds	687,834	18.6	729,001	17.9	855,410	18.8
Foreign stocks and other securities	174,240	4.7	198,375	4.9	231,812	5.1
Other securities	54,359	1.5	57,940	1.4	66,686	1.5
Total	3,699,745	100.0	4,075,938	100.0	4,557,314	100.0

### 2. Securities by Contractual Maturity Dates

(Millions of yen)

	As of March 31, 2012						
	Due in 1 year or less	Due after 1 year through 3 years	Due after 3 years through 5 years	Due after 5 years through 7 years	Due after 7 years through 10 years	Due after 10 years or having no maturity date	Total
Securities	110,431	311,700	422,983	328,107	436,718	2,465,996	4,075,938
Government bonds	52,533	46,048	77,384	58,373	155,069	1,584,359	1,973,768
Local government bonds	4,170	31,121	29,247	8,448	1,103	83,840	157,932
Corporate bonds	23,105	58,058	95,151	126,956	72,621	229,777	605,670
Stocks						353,248	353,248
Foreign securities	28,888	176,190	220,288	133,880	195,926	172,204	927,377
Foreign bonds	28,640	175,165	168,974	130,943	195,926	29,351	729,001
Foreign stocks and other securities	247	1,024	51,314	2,936	—	142,852	198,375
Other securities	1,733	281	911	448	11,999	42,566	57,940
Money held in trust	—	—	—	—	—	—	—
Negotiable certificate of deposits	—	—	—	—	—	—	—
Others	—	—	—	—	—	—	—

(Millions of yen)

	As of March 31, 2013						
	Due in 1 year or less	Due after 1 year through 3 years	Due after 3 years through 5 years	Due after 5 years through 7 years	Due after 7 years through 10 years	Due after 10 years or having no maturity date	Total
Securities	159,893	384,861	401,402	337,768	423,053	2,850,336	4,557,314
Government bonds	34,004	84,499	28,846	23,555	156,721	1,831,792	2,159,419
Local government bonds	16,121	21,422	31,994	3,270	2,463	93,115	168,388
Corporate bonds	29,396	55,088	140,771	97,884	79,314	241,426	643,881
Stocks						431,715	431,715
Foreign securities	80,045	222,536	198,471	213,057	170,973	202,138	1,087,223
Foreign bonds	78,849	173,978	187,133	213,057	170,458	31,932	855,410
Foreign stocks and other securities	1,195	48,557	11,338	—	515	170,205	231,812
Other securities	325	1,314	1,319	—	13,579	50,146	66,686
Money held in trust	—	—	—	—	—	—	—
Negotiable certificate of deposits	—	—	—	—	—	—	—
Others	—	—	—	—	—	—	—

### 3. Stocks by Industry

(Millions of yen)

	As of March 31, 2012		As of March 31, 2013	
	Carrying value	% of total	Carrying value	% of total
Fisheries, agriculture and forestry	—	— %	—	— %
Mining	457	0.1	—	—
Construction	7,418	2.1	8,347	1.9
<b>Manufacturing</b>				
Food products	41,430	11.7	50,835	11.8
Textiles and clothing	12,326	3.5	10,978	2.5
Pulp and paper	1,000	0.3	867	0.2
Chemicals	32,912	9.3	36,593	8.5
Medical supplies	7,714	2.2	11,499	2.7
Oil and coal products	60	0.0	43	0.0
Rubber products	2,305	0.7	3,432	0.8
Glass and stone products	2,271	0.6	2,183	0.5
Iron and steel	6,120	1.7	4,946	1.1
Non-steel metals	1,591	0.5	1,771	0.4
Metal products	8,350	2.4	9,291	2.2
Machinery	26,548	7.5	29,066	6.7
Electric appliances	32,132	9.1	33,061	7.7
Transportation equipment	6,847	1.9	9,329	2.2
Precision instruments	1,061	0.3	1,836	0.4
Other products	4,124	1.2	4,428	1.0
Electric and gas utilities	28,175	8.0	33,423	7.7
<b>Transportation, information and telecommunications</b>				
Land transportation	40,060	11.3	52,465	12.2
Marine transportation	—	—	—	—
Air transportation	537	0.2	2,391	0.6
Warehouses and harbor transportation	64	0.0	82	0.0
Information and telecommunications	8,296	2.3	8,660	2.0
<b>Commerce</b>				
Wholesale	6,755	1.9	9,071	2.1
Retail	2,413	0.7	4,978	1.2
<b>Finance and insurance</b>				
Banking	14,992	4.2	21,282	4.9
Securities and commodity future trading	3,469	1.0	6,470	1.5
Insurance	37,927	10.7	38,537	8.9
Other financial services	3,554	1.0	14,951	3.5
Real estate	3,983	1.1	5,902	1.4
Services	8,340	2.4	14,983	3.5
<b>Total</b>	<b>353,248</b>	<b>100.0</b>	<b>431,715</b>	<b>100.0</b>

Note: Industry categories above are based on classification by Securities Identification Code Committee.

#### 4. Loans

(Millions of yen)

	As of March 31, 2012	As of March 31, 2013
Policy loans	70,164	66,807
Policyholder loans	64,035	61,193
Premium loans	6,128	5,613
Ordinary loans	969,199	840,701
[Loans to non-residents]	[ 1,300 ]	[ 1,300 ]
Loans to corporations	644,769	618,472
[Loans to domestic corporations]	[ 644,769 ]	[ 618,472 ]
Loans to government, government-related organizations and international organizations	1,623	1,589
Loans to local governments and public entities	12,551	10,747
Mortgage loans	182,762	95,651
Consumer loans	80,775	71,709
Others	46,717	42,531
Total	1,039,363	907,508

#### 5. Loans by Contractual Maturity Dates

(Millions of yen)

	As of March 31, 2012						Total
	Due in 1 year or less	Due after 1 year through 3 years	Due after 3 years through 5 years	Due after 5 years through 7 years	Due after 7 years through 10 years	Due after 10 years or having no maturity dates	
Floating-rate loans	22,017	36,501	20,529	17,474	28,988	103,050	228,562
Fixed-rate loans	66,158	153,323	158,377	165,774	89,046	107,955	740,636
Total	88,175	189,825	178,907	183,249	118,034	211,006	969,199

(Millions of yen)

	As of March 31, 2013						Total
	Due in 1 year or less	Due after 1 year through 3 years	Due after 3 years through 5 years	Due after 5 years through 7 years	Due after 7 years through 10 years	Due after 10 years or having no maturity dates	
Floating-rate loans	20,462	19,943	12,508	13,927	14,164	60,109	141,115
Fixed-rate loans	77,988	163,893	150,533	103,786	91,100	112,282	699,585
Total	98,451	183,836	163,041	117,714	105,265	172,392	840,701

## 6. Loans to Domestic Companies by Company Size

(Number, Millions of yen)

		As of March 31, 2012		As of March 31, 2013	
			% of total		% of total
Large companies	Number of borrowers	149	48.2 %	145	52.2 %
	Amount of loans	598,152	92.8	589,247	95.3
Medium-sized companies	Number of borrowers	1	0.3	1	0.4
	Amount of loans	1,000	0.2	1,000	0.2
Small-sized companies	Number of borrowers	159	51.5	132	47.5
	Amount of loans	45,617	7.1	28,225	4.6
Total loans to domestic companies	Number of borrowers	309	100.0	278	100.0
	Amount of loans	644,769	100.0	618,472	100.0

Notes: 1. Categorizations by company size is based on the following criteria.

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

	1. All industries (excluding 2-4)		2. Retail and restaurants		3. Services		4. Wholesales	
Large companies	More than 300 employees and	Paid-in capital ¥1 billion or more	More than 50 employees and	Paid-in capital ¥1 billion or more	More than 100 employees and	Paid-in capital ¥1 billion or more	More than 100 employees and	Paid-in capital ¥1 billion or more
Medium-sized companies		Paid-in capital more than ¥300 million and less than ¥1 billion		Paid-in capital more than ¥50 million and less than ¥1 billion		Paid-in capital more than ¥50 million and less than ¥1 billion		Paid-in capital more than ¥100 million and less than ¥1 billion
Small-sized companies	Paid-in capital ¥300 million or less, or 300 or less employees		Paid-in capital ¥50 million or less, or 50 or less employees		Paid-in capital ¥50 million or less, or 100 or less employees		Paid-in capital ¥100 million or less, or 100 or less employees	

## 7. Loans by Industry

(Millions of yen)

	As of March 31, 2012		As of March 31, 2013	
	Carrying value	% of total	Carrying value	% of total
Domestic				
Manufacturing	152,878	15.8 %	147,172	17.5 %
Food products	18,099	1.9	17,052	2.0
Textiles and clothing	2,000	0.2	2,000	0.2
Wood and wood products	—	—	—	—
Pulp and paper	10,500	1.1	10,500	1.2
Printing	463	0.0	481	0.1
Chemicals	18,191	1.9	16,290	1.9
Oil and coal products	5,500	0.6	5,500	0.7
Glass and stone products	8,280	0.9	7,898	0.9
Iron and steel	23,300	2.4	23,300	2.8
Non-steel metals	1,150	0.1	868	0.1
Metal products	—	—	—	—
General-purpose, production and business-oriented machinery	23,564	2.4	22,953	2.7
Electric appliances	13,300	1.4	12,600	1.5
Transportation equipment	23,500	2.4	23,700	2.8
Other products	5,030	0.5	4,030	0.5
Agriculture and forestry	—	—	—	—
Fisheries	—	—	—	—
Mining and quarrying of stone and gravel	—	—	—	—
Construction	5,903	0.6	5,729	0.7
Electric, gas, steam, water utilities	57,796	6.0	56,473	6.7
Information and telecommunications	20,388	2.1	15,834	1.9
Transportation and courier service	71,519	7.4	72,249	8.6
Wholesale	96,500	10.0	103,250	12.3
Retail	4,074	0.4	1,874	0.2
Finance and insurance	147,108	15.2	130,250	15.5
Real estate	56,611	5.8	56,189	6.7
Goods rental and leasing	38,258	3.9	34,422	4.1
Academic research and professional and technical services	—	—	—	—
Accommodations services	53	0.0	51	0.0
Food and drink services	2	0.0	—	—
Living-related and amusement services	3,144	0.3	3,028	0.4
Education and learning support	—	—	—	—
Medical and welfare	15	0.0	5	0.0
Other services	3,145	0.3	2,840	0.3
Local public entities	272	0.0	154	0.0
Individuals (residential/consumer/local taxes/other)	310,227	32.0	209,876	25.0
Total domestic	967,899	99.9	839,401	99.8
Foreign				
Governments	1,300	0.1	1,300	0.2
Financial institutions	—	—	—	—
Commercial and industrial	—	—	—	—
Total foreign	1,300	0.1	1,300	0.2
Total	969,199	100.0	840,701	100.0

Note: Domestic industry categories above are based on classification used by Bank of Japan in survey of loans.

## 8. Loans by Region

(Millions of yen)

	As of March 31, 2012		As of March 31, 2013	
	Carrying value	% of total	Carrying value	% of total
Hokkaido	1,028	0.2 %	1,016	0.2 %
Tohoku	8,740	1.3	9,111	1.4
Kanto	520,106	79.1	502,813	79.9
Chubu	45,832	7.0	42,390	6.7
Kinki	65,023	9.9	57,166	9.1
Chugoku	6,374	1.0	6,638	1.1
Shikoku	232	0.0	174	0.0
Kyushu	10,333	1.6	10,212	1.6
Total	657,671	100.0	629,524	100.0

Notes: 1. Individual loans, loans to non-residents and policy loans are excluded.

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

## 9. Loans by Collateral Types

(Millions of yen)

	As of March 31, 2012		As of March 31, 2013	
	Carrying value	% of total	Carrying value	% of total
Secured loans	12,280	1.3 %	11,316	1.3 %
Loans secured by securities	1,116	0.1	1,508	0.2
Loans secured by real estate, movable assets and foundations	11,163	1.2	9,807	1.2
Loans secured by personal guarantees	—	—	—	—
Guarantee loans	63,793	6.6	58,734	7.0
Unsecured loans	629,588	65.0	603,290	71.8
Others	263,537	27.2	167,360	19.9
Total	969,199	100.0	840,701	100.0
Subordinated loans	81,800	8.4	81,800	9.7

## 10. Overseas Investments

### (1) Breakdown by Asset Composition

#### (i) Foreign Currency Denominated Assets (Millions of yen)

	As of March 31, 2012		As of March 31, 2013	
	Carrying value	% of total	Carrying value	% of total
Bonds	638,468	66.6 %	781,743	68.9 %
Stocks	1,393	0.1	12,358	1.1
Cash, cash equivalents and other assets	130,580	13.6	165,711	14.6
Subtotal	770,441	80.4	959,813	84.6

#### (ii) Foreign Currency Denominated Assets with Fixed Yen Value (Millions of yen)

	As of March 31, 2012		As of March 31, 2013	
	Carrying value	% of total	Carrying value	% of total
Bonds	—	— %	—	— %
Cash, cash equivalents and other assets	4,993	0.5	3,999	0.4
Subtotal	4,993	0.5	3,999	0.4

#### (iii) Yen Denominated Assets (Millions of yen)

	As of March 31, 2012		As of March 31, 2013	
	Carrying value	% of total	Carrying value	% of total
Loans to non-residents	1,300	0.1 %	1,300	0.1 %
Foreign bonds and others	181,977	19.0	169,817	15.0
Subtotal	183,277	19.1	171,117	15.1

#### (iv) Total (Millions of yen)

	As of March 31, 2012		As of March 31, 2013	
	Carrying value	% of total	Carrying value	% of total
Overseas investments	958,712	100.0 %	1,134,930	100.0 %

Note: Foreign currency denominated assets with fixed yen value are assets whose settlement amounts are fixed into yen by foreign currency forward contracts and which are recorded in the yen amounts on the balance sheets.



## (2) Investments by Region

[As of March 31, 2012]

(Millions of yen)

	Foreign securities						Loans to non-residents	
			Bonds		Stocks and other securities			
	Carrying value	% of total	Carrying value	% of total	Carrying value	% of total	Carrying value	% of total
North America	201,538	21.7 %	192,106	26.4 %	9,432	4.8 %	—	— %
Europe	356,791	38.5	316,541	43.4	40,249	20.3	—	—
Oceania	55,001	5.9	55,001	7.5	—	—	—	—
Asia	19,833	2.1	19,833	2.7	—	—	—	—
Latin America	171,596	18.5	22,902	3.1	148,694	75.0	—	—
Middle East	—	—	—	—	—	—	—	—
Africa	—	—	—	—	—	—	—	—
International organizations	122,615	13.2	122,615	16.8	—	—	1,300	100.0
Total	927,377	100.0	729,001	100.0	198,375	100.0	1,300	100.0

[As of March 31, 2013]

(Millions of yen)

	Foreign securities						Loans to non-residents	
			Bonds		Stocks and other securities			
	Carrying value	% of total	Carrying value	% of total	Carrying value	% of total	Carrying value	% of total
North America	256,593	23.6 %	233,241	27.3 %	23,351	10.1 %	—	— %
Europe	413,610	38.0	360,415	42.1	53,194	22.9	—	—
Oceania	70,715	6.5	70,715	8.3	—	—	—	—
Asia	22,160	2.0	22,160	2.6	—	—	—	—
Latin America	175,177	16.1	19,911	2.3	155,266	67.0	—	—
Middle East	—	—	—	—	—	—	—	—
Africa	—	—	—	—	—	—	—	—
International organizations	148,965	13.7	148,965	17.4	—	—	1,300	100.0
Total	1,087,223	100.0	855,410	100.0	231,812	100.0	1,300	100.0

## (3) Foreign Currency Denominated Assets by Currency

(Millions of yen)

	As of March 31, 2012		As of March 31, 2013	
	Carrying value	% of total	Carrying value	% of total
U.S. dollar	374,841	48.7 %	459,789	47.9 %
Euro	217,463	28.2	253,041	26.4
Australian dollar	61,973	8.0	94,834	9.9
Canadian dollar	60,293	7.8	83,719	8.7
British pound	50,927	6.6	61,694	6.4
Other currencies	4,942	0.6	6,735	0.7
Total	770,441	100.0	959,813	100.0

## Policy Reserve Accumulation Method and Ratio

		As of March 31, 2012	As of March 31, 2013
Accumulation method	Policies subject to the standard policy reserve	Method defined in Ministry of Finance Ordinance No.48, 1996	Method defined in Ministry of Finance Ordinance No.48, 1996
	Policies not subject to the standard policy reserve	Net level premium method	Net level premium method
Accumulation ratio (excluding contingency reserve)		100.0%	100.0%

Notes: 1. The accumulation methods and the ratios are set for individual insurance and individual annuities. The concept of accumulation method is not targeted at policy reserve for group insurance and group annuities, so these insurance policies are not included.

2. The accumulation ratios are the ratio of the amount of the Company's policy reserve to the amount of premium reserve calculated by the method defined in Ministry of Finance Ordinance No.48, 1996 for policies subject to the standard policy reserve and by the net level premium method for policies not subject to the standard policy reserve, and the amount of unearned premium.

## Allowance for Possible Loan Losses

### (1) Breakdown of Allowance for Possible Loan Losses

(Millions of yen)

	As of March 31, 2012	As of March 31, 2013
General allowance	1,761	1,796
Specific allowance	538	405
Allowance for specific overseas loans	—	—
<b>Total</b>	<b>2,299</b>	<b>2,201</b>

Note: Due to the direct write-offs of the estimated uncollectible amounts, specific allowance are decreased by ¥287 million as of March 31, 2012 and ¥308 million as of March 31, 2013, respectively.

### (2) Specific Allowance for Possible Loan Losses

(Millions of yen)

	As of March 31, 2012	As of March 31, 2013
Provision	825	713
Reversal	733	689
<b>Net Provision</b>	<b>92</b>	<b>24</b>

Note: "Reversal" excludes reversal due to write-offs and sales.

### (3) Allowance for Specific Overseas Loans

(Millions of yen)

	As of March 31, 2012	As of March 31, 2013
Number of debtor countries	—	—
Amounts of credit	—	—
Net provision	—	—
Balance	—	—

### (4) Write-down of Loans

(Millions of yen)

	Year ended March 31, 2012	Year ended March 31, 2013
Write-down of loans	—	—