

# TAIYO LIFE

¥ millions

Years ended March 31	2013	2014	2015	2016	2017
<b>Statement of Operation Data:</b>					
<b>Ordinary revenues:</b>					
Income from insurance premiums	¥1,018,383	¥655,233	¥ 865,232	¥657,185	¥654,379
Investment income	187,629	175,794	176,370	202,909	228,058
Other ordinary income	23,585	26,244	19,544	13,792	15,517
<b>Total ordinary revenues</b>	<b>1,229,598</b>	<b>857,272</b>	<b>1,061,146</b>	<b>873,887</b>	<b>897,955</b>
<b>Ordinary expenses:</b>					
Insurance claims and other payments	654,858	585,429	566,446	604,261	535,387
Provision for policy and other reserves	319,781	52,437	281,973	39,860	99,991
Investment expenses	47,926	29,303	31,893	36,540	83,109
Operating expenses	85,578	77,693	77,606	76,424	77,189
Other ordinary expenses	52,652	40,151	35,619	37,676	35,635
<b>Total ordinary expenses</b>	<b>1,160,797</b>	<b>785,015</b>	<b>993,539</b>	<b>794,763</b>	<b>831,312</b>
<b>Ordinary profit</b>	<b>68,801</b>	<b>72,257</b>	<b>67,606</b>	<b>79,124</b>	<b>66,642</b>
<b>Net extraordinary gains (losses)</b>	<b>(14,789)</b>	<b>(12,931)</b>	<b>(5,249)</b>	<b>(20,251)</b>	<b>(18,995)</b>
<b>Provision for reserve for policyholder dividends</b>	<b>16,995</b>	<b>17,688</b>	<b>18,093</b>	<b>18,135</b>	<b>11,738</b>
<b>Income before income taxes *</b>	<b>37,017</b>	<b>41,637</b>	<b>44,264</b>	<b>40,736</b>	<b>35,909</b>
<b>Income taxes:</b>					
Current	10,342	17,045	12,827	17,624	11,120
Deferred	1,073	(1,763)	3,482	(3,722)	(4,178)
Total income taxes	11,416	15,282	16,309	13,902	6,941
<b>Net income</b>	<b>¥ 25,601</b>	<b>¥ 26,355</b>	<b>¥ 27,954</b>	<b>¥ 26,834</b>	<b>¥ 28,967</b>

\* The above figures are calculated based on the prevailing accounting standards of each fiscal year.

As of March 31	2013	2014	2015	2016	2017
<b>Balance Sheet Data:</b>					
<b>Assets:</b>					
<b>Total assets</b>	<b>¥6,645,339</b>	<b>¥6,760,825</b>	<b>¥7,217,901</b>	<b>¥7,084,800</b>	<b>¥7,188,371</b>
<b>Liabilities:</b>					
Policy reserves	5,951,016	5,998,989	6,279,589	6,318,824	6,410,781
<b>Total liabilities</b>	<b>6,260,697</b>	<b>6,360,611</b>	<b>6,658,543</b>	<b>6,603,082</b>	<b>6,807,381</b>
<b>Net assets:</b>					
Total stockholders' equity	222,597	245,046	259,537	279,336	279,765
Total valuation and translation adjustment	162,043	155,166	299,819	202,382	101,224
<b>Total net assets</b>	<b>¥ 384,641</b>	<b>¥ 400,213</b>	<b>¥ 559,357</b>	<b>¥ 481,718</b>	<b>¥ 380,989</b>

\* The above figures are calculated based on the prevailing accounting standards of each fiscal year.

Years ended March 31	2013	2014	2015	2016	2017
<b>Policy Results: *</b>					
<b>Policy amount in force</b>	<b>¥21,023,223</b>	<b>¥21,595,680</b>	<b>¥22,154,564</b>	<b>¥21,983,504</b>	<b>¥21,741,191</b>
<b>New policy amount</b>	<b>2,974,307</b>	<b>2,696,671</b>	<b>2,840,754</b>	<b>2,134,199</b>	<b>2,084,818</b>
<b>Surrender and lapse amount</b>	<b>1,236,211</b>	<b>1,255,419</b>	<b>1,270,225</b>	<b>1,255,956</b>	<b>1,255,824</b>
<b>Surrender and lapse rate</b>	<b>6.11%</b>	<b>5.97%</b>	<b>5.88%</b>	<b>5.67%</b>	<b>5.71%</b>

\* The total of individual insurance and individual annuities. The new policy amount includes net increase from conversions.

<b>Other Data:</b>					
<b>Core profit</b>	<b>¥ 67,218</b>	<b>¥ 72,611</b>	<b>¥ 68,188</b>	<b>¥ 53,812</b>	<b>¥ 53,464</b>
<b>Embedded value (EV) *</b>	<b>637,000</b>	<b>705,100</b>	<b>868,600</b>	<b>725,700</b>	<b>777,500</b>
<b>Solvency margin ratio</b>	<b>823.4%</b>	<b>981.3%</b>	<b>993.9%</b>	<b>890.6%</b>	<b>848.6%</b>
<b>Number of in-house sales representatives</b>	<b>8,856</b>	<b>8,603</b>	<b>8,432</b>	<b>8,631</b>	<b>8,902</b>

\* MCEV is shown in terms of hundreds of millions of yen.