# 5. Status of Financial Assets (Non-Consolidated)

# 5-1 Loans by Borrower Category

(Millions of yen, %)

|    | As of March 31                   |   | 2015       |   | 2016      | 2017      |
|----|----------------------------------|---|------------|---|-----------|-----------|
|    | Bankrupt or quasi-bankrupt loans | ¥ | _          | ¥ | _         | ¥ –       |
|    | Doubtful loans                   |   | _          |   | _         | -         |
|    | Substandard loans                |   | _          |   | _         | -         |
| Sı | ubtotal                          |   | _          |   | _         | -         |
| (F | ercentage in total)              |   | ( -)       |   | ( -)      | ( -)      |
| N  | ormal loans                      |   | 10,291,347 |   | 9,197,548 | 9,070,318 |
|    | Total                            |   | 10,291,347 |   | 9,197,548 | 9,070,318 |

#### Notes

- 1. Bankrupt or quasi-bankrupt loans are loans to borrowers who have fallen into bankruptcy for reasons such as the commencement of bankruptcy proceedings or reorganization proceedings, or the petition for commencement of rehabilitation proceedings, and loans similar to these.
- 2. Doubtful loans are loans for which principal and interest are unlikely to be collected or received as stipulated in an agreement due to the borrower's deteriorating financial conditions and results even though the borrower has not fallen into bankruptcy.
- 3. Substandard loans are past due loans for three months or more and restructured loans.
- "Past due loans for three months or more" are loans for which principal or interest payments are delinquent for three months or more under the term of the loans from the day following the contractual due date (excluding the loans noted in 1 and 2). "Restructured loans" are loans for which certain concessions favorable to borrowers, such as interest reduction or exemption, postponement of principal or interest payments, debt waiver or other arrangements, have been made for the purpose of assisting and supporting the borrowers in the restructuring of their business (excluding the loans noted in 1 and 2, and past due loans for three months or more).
- 4. Normal loans are loans which do not fall under the loans noted in 1 to 3 above as there are no particular problems found with the borrower's financial conditions and results.

# 5-2 Status of Risk-Monitored Loans

There were no such outstanding balances as of March 31, 2015, 2016 and 2017.

# 5-3 Loans Concerning the Trusts with Contracts Indemnifying the Principal Amounts

There were no such outstanding balances as of March 31, 2015, 2016 and 2017.

# 5-4 Status of Insurance Claims Paying Ability (Solvency Margin Ratio)

|  |                          |        |   |           |   |           |   | (Millions of y |
|--|--------------------------|--------|---|-----------|---|-----------|---|----------------|
| As of March 3  | <b>1</b>                 |        |   | 2015      |   | 2016      |   | 2017           |
| otal amount of solvency margin   |                          | (A)    | ¥ | 5,697,257 | ¥ | 5,541,363 | ¥ | 5,420,17       |
| Capital stock, etc.  |                          |        |   | 1,386,560 |   | 1,439,299 |   | 1,491,29       |
| Reserve for price fluctuations   |                          |        |   | 712,167   |   | 782,268   |   | 788,7          |
| Contingency reserve  |                          |        |   | 2,498,711 |   | 2,374,846 |   | 2,254,02       |
| General reserve for possible loan los                                      | ses                      |        |   | 77        |   | 71        |   |                |
| (Net unrealized gains (losses) on ava                                      | ailable-for-sale securit | ies    |   |           |   |           |   |                |
| (before taxes)·Net deferred gains (lo                                      | sses) on hedges (befo    | ore    |   | 703,549   |   | 505,374   |   | 399,2          |
| taxes)) $\times$ 90% (if negative, $\times$ 100%)                          |                          |        |   |           |   |           |   |                |
| Net unrealized gains (losses) on real                                      | estate × 85%             |        |   | (10,077)  |   | (3,474)   |   | 1              |
| (if negative, $\times$ 100%)   |                          |        |   | (10,077)  |   | (5,474)   |   | '              |
| Excess of continued Zillmerized rese                                       | rve                      |        |   | 406,267   |   | 442,977   |   | 486,6          |
| Capital raised through debt financing                                      |                          |        |   | _         |   | _         |   |                |
| Amounts within "excess of continued 2                                      | 'illmerized reserve" and | d      |   |           |   |           |   |                |
| "capital raised through debt financing"                                    | not calculated into the  | margin |   | _         |   | _         |   |                |
| Deductions   |                          |        |   | _         |   | _         |   |                |
| Other  |                          |        |   | _         |   | _         |   |                |
| otal amount of risk $\sqrt{\left(R_1+R_8\right)^2+\left(R_2+R_4\right)^2}$ | $R_3 + R_7)^2 + R_4$     | (B)    |   | 694,176   |   | 706,716   |   | 840,9          |
| Insurance risk   | R <sub>1</sub>           |        |   | 163,796   |   | 159,046   |   | 153,0          |
| Underwriting risk of third-sector insur                                    | ance R <sub>8</sub>      |        |   | 88,568    |   | 78,262    |   | 69,1           |
| Anticipated yield risk   | R <sub>2</sub>           |        |   | 184,450   |   | 170,717   |   | 158,8          |
| Minimum guarantee risk   | R <sub>7</sub>           |        |   | _         |   | _         |   |                |
| Investment risk  | Rз                       |        |   | 443,294   |   | 476,159   |   | 631,1          |
| Business management risk   | R <sub>4</sub>           |        |   | 17,602    |   | 17,683    |   | 20,2           |
| olvency margin ratio   |                          |        |   |           |   |           |   |                |
| (A)  |                          |        |   | 1,641.4%  |   | 1,568.1%  |   | 1,289.1        |
| (1/2) × (B) × 100  |                          |        |   |           |   | •         |   |                |
|  |                          |        |   |           |   |           |   |                |

Note: These figures are calculated based on the provisions set forth in the public notification No. 50 issued by the Ministry of Finance in 1996 and Articles 86 and 87 of the Ordinance for Enforcement of the Insurance Business Act.

For the above figures as of March 31, 2016 onwards, the total amount of solvency margin was partially amended in accordance with the Cabinet Office Ordinance No. 16 of 2016. (The figures as of March 31, 2015 provided above were determined based on existing standards.)

# 5-5 Fair Value Information of Securities (Company Total)

# (1) Fair Value Information of Securities

# 1) Net Valuation Gain/Loss of Trading Securities

The Company did not hold securities for trading as of March 31, 2015, 2016 and 2017.

# 2) Fair Value Information of Securities (with Fair Value, Other than Trading Securities)

(Millions of yen)

|   | 2015         |              |             |            |          |              |              | 2016        |            |          |              |              | 2017        |            |         |
|---|--------------|--------------|-------------|------------|----------|--------------|--------------|-------------|------------|----------|--------------|--------------|-------------|------------|---------|
| As of March 31                          | Book         | Fair         | Net unreal  | ized gains | (losses) | Book         | Fair         | Net unreal  | ized gains | (losses) | Book         | Fair         | Net unreal  | ized gains | (losses |
|   | value        | value        |             | Gains      | Losses   | value        | value        |             | Gains      | Losses   | value        | value        |             | Gains      | Losse   |
| Held-to-maturity bonds                  | ¥ 43,695,559 | ¥ 48,232,675 | ¥ 4,537,116 | ¥4,537,655 | ¥ 539    | ¥ 42,239,821 | ¥ 49,752,914 | ¥ 7,513,092 | ¥7,513,093 | ¥ 0      | ¥ 40,441,881 | ¥ 46,518,693 | ¥ 6,076,812 | ¥6,149,942 | ¥ 73,1  |
| Policy-reserve-<br>matching bonds       | 15,493,208   | 16,668,447   | 1,175,238   | 1,175,453  | 214      | 13,563,423   | 15,062,160   | 1,498,737   | 1,498,737  | -        | 12,517,334   | 13,697,410   | 1,180,075   | 1,204,445  | 24,3    |
| Equities of subsidiaries and affiliates | -            | -            | -           | -          | -        | -            | -            | -           | -          | -        | -            | -            | -           | -          |         |
| Available-for-sale securities           | 9,411,484    | 10,193,205   | 781,721     | 784,470    | 2,748    | 9,918,112    | 10,479,639   | 561,527     | 658,164    | 96,636   | 12,522,618   | 12,966,282   | 443,664     | 657,830    | 214,1   |
| Corporate and government bonds          | 5,105,394    | 5,203,999    | 98,605      | 99,163     | 558      | 4,012,950    | 4,115,794    | 102,844     | 103,597    | 752      | 4,758,489    | 4,796,899    | 38,409      | 71,613     | 33,2    |
| Domestic stocks                         | 713,204      | 996,906      | 283,701     | 285,545    | 1,844    | 1,065,422    | 1,202,513    | 137,091     | 195,326    | 58,235   | 1,302,336    | 1,626,015    | 323,679     | 342,436    | 18,7    |
| Foreign securities                      | 1,850,911    | 2,248,231    | 397,319     | 397,666    | 346      | 3,682,785    | 4,001,136    | 318,351     | 355,894    | 37,542   | 4,658,641    | 4,748,683    | 90,041      | 237,280    | 147,2   |
| Foreign corporate and government bonds  | 1,537,712    | 1,863,492    | 325,779     | 326,126    | 346      | 3,299,371    | 3,590,822    | 291,450     | 319,363    | 27,912   | 4,219,602    | 4,248,732    | 29,130      | 175,028    | 145,8   |
| Foreign stocks and other securities     | 313,198      | 384,738      | 71,539      | 71,539     | -        | 383,413      | 410,314      | 26,901      | 36,531     | 9,630    | 439,038      | 499,950      | 60,911      | 62,252     | 1,3     |
| Other securities                        | -            | -            | -           | -          | -        | 100,000      | 100,044      | 44          | 150        | 105      | 1,428,000    | 1,417,122    | (10,877)    | 4,086      | 14,9    |
| Monetary claims bought                  | 446,973      | 449,068      | 2,095       | 2,095      | -        | 426,954      | 430,150      | 3,195       | 3,195      | -        | 25,149       | 27,561       | 2,411       | 2,411      |         |
| Negotiable certificates of deposit      | 1,295,000    | 1,295,000    | -           | -          | -        | 630,000      | 630,000      | -           | -          | -        | 350,000      | 350,000      | -           | -          |         |
| Other                                   | -            | -            | -           | -          | -        | -            | -            | -           | -          | -        | -            | -            | -           | -          |         |
| Total                                   | 68,600,251   | 75,094,328   | 6,494,077   | 6,497,580  | 3,502    | 65,721,357   | 75,294,714   | 9,573,357   | 9,669,994  | 96,637   | 65,481,834   | 73,182,386   | 7,700,552   | 8,012,218  | 311,6   |
| Corporate and government bonds          | 64,196,162   | 70,003,228   | 5,807,066   | 5,808,378  | 1,312    | 59,718,195   | 68,828,482   | 9,110,287   | 9,111,040  | 753      | 57,619,705   | 64,911,866   | 7,292,160   | 7,422,865  | 130,7   |
| Domestic stocks                         | 713,204      | 996,906      | 283,701     | 285,545    | 1,844    | 1,065,422    | 1,202,513    | 137,091     | 195,326    | 58,235   | 1,302,336    | 1,626,015    | 323,679     | 342,436    | 18,7    |
| Foreign securities                      | 1,948,911    | 2,350,125    | 401,213     | 401,560    | 346      | 3,780,785    | 4,103,523    | 322,738     | 360,281    | 37,542   | 4,756,641    | 4,849,819    | 93,178      | 240,417    | 147,2   |
| Foreign corporate and government bonds  | 1,635,712    | 1,965,386    | 329,673     | 330,020    | 346      | 3,397,371    | 3,693,209    | 295,837     | 323,750    | 27,912   | 4,317,602    | 4,349,869    | 32,266      | 178,164    | 145,8   |
| Foreign stocks and other securities     | 313,198      | 384,738      | 71,539      | 71,539     | -        | 383,413      | 410,314      | 26,901      | 36,531     | 9,630    | 439,038      | 499,950      | 60,911      | 62,252     | 1,3     |
| Other securities                        | -            | -            | -           | -          | -        | 100,000      | 100,044      | 44          | 150        | 105      | 1,428,000    | 1,417,122    | (10,877)    | 4,086      | 14,9    |
| Monetary claims bought                  | 446,973      | 449,068      | 2,095       | 2,095      | -        | 426,954      | 430,150      | 3,195       | 3,195      | -        | 25,149       | 27,561       | 2,411       | 2,411      |         |
| Negotiable certificates of deposit      | 1,295,000    | 1,295,000    | -           | -          | -        | 630,000      | 630,000      | -           | -          | -        | 350,000      | 350,000      | -           | -          |         |
| Other                                   | _            | _            | _           | _          | _        | _            | _            | _           | _          | _        | _            | _            | _           | _          |         |

<sup>1.</sup> This table includes the handling of securities under the Financial Instruments and Exchange Act.

<sup>2.</sup> This table includes money held in trust other than trading securities and its book value was ¥1,686,170 million with net unrealized gains of ¥380,716 million as of March 31, 2017, ¥1,448,835 million with net unrealized gains of ¥163,992 million as of March 31, 2016 and ¥1,026,403 million with net unrealized gains of ¥355,241 million as of March 31, 2015.

# ○ Held-to-maturity bonds

(Millions of yen)

|   |                      | 2015          |             |                      | 2016          |             |                      | 2017          |             |
|---|----------------------|---------------|-------------|----------------------|---------------|-------------|----------------------|---------------|-------------|
| As of March 31  | Balance sheet amount | Fair<br>value | Difference  | Balance sheet amount | Fair<br>value | Difference  | Balance sheet amount | Fair<br>value | Difference  |
| ose for which fair value exceeds e balance sheet amount         | ¥43,624,994          | ¥48,162,650   | ¥ 4,537,655 | ¥42,239,421          | ¥49,752,514   | ¥ 7,513,093 | ¥39,154,981          | ¥45,304,923   | ¥ 6,149,942 |
| Corporate and government bonds                                  | 43,526,994           | 48,060,756    | 4,533,761   | 42,141,421           | 49,650,127    | 7,508,706   | 39,056,981           | 45,203,787    | 6,146,805   |
| Foreign securities  | 98,000               | 101,894       | 3,894       | 98,000               | 102,387       | 4,387       | 98,000               | 101,136       | 3,136       |
| Other   | -                    | -             | -           | -                    | -             | _           | -                    | -             | -           |
| ose for which fair value does not ceed the balance sheet amount | 70,564               | 70,025        | (539)       | 400                  | 399           | (0)         | 1,286,899            | 1,213,770     | (73,129)    |
| Corporate and government bonds                                  | 70,564               | 70,025        | (539)       | 400                  | 399           | (0)         | 1,286,899            | 1,213,770     | (73,129)    |
| Foreign securities  | -                    | -             | -           | -                    | -             | -           | -                    | -             | -           |
| Other   | -                    | -             | -           | -                    | -             | -           | -                    | -             | -           |

# O Policy-reserve-matching bonds

(Millions of yen)

|   |                      | 2015          |             |                      | 2016          |             |                      | 2017          |             |
|---|----------------------|---------------|-------------|----------------------|---------------|-------------|----------------------|---------------|-------------|
| As of March 31  | Balance sheet amount | Fair<br>value | Difference  | Balance sheet amount | Fair<br>value | Difference  | Balance sheet amount | Fair<br>value | Difference  |
| Those for which fair value exce the balance sheet amount      | eds ¥15,462,719      | ¥16,638,173   | ¥ 1,175,453 | ¥13,563,423          | ¥15,062,160   | ¥ 1,498,737 | ¥12,120,004          | ¥13,324,449   | ¥ 1,204,445 |
| Corporate and government bo                                   | nds 15,462,719       | 16,638,173    | 1,175,453   | 13,563,423           | 15,062,160    | 1,498,737   | 12,120,004           | 13,324,449    | 1,204,445   |
| Foreign securities  | -                    | -             | _           | -                    | -             | _           | -                    | -             | -           |
| Other   | -                    | -             | -           | -                    | -             | -           | -                    | -             | -           |
| Those for which fair value does exceed the balance sheet amou | 30 488               | 30,273        | (214)       | -                    | -             | -           | 397,330              | 372,960       | (24,370)    |
| Corporate and government bo                                   | nds 30,488           | 30,273        | (214)       | -                    | _             | _           | 397,330              | 372,960       | (24,370)    |
| Foreign securities  | -                    | -             | -           | -                    | -             | _           | -                    | -             | -           |
| Other   | -                    | _             | _           | -                    | -             | _           | -                    | -             | -           |

# ○ Available-for-sale securities

(Millions of yen)

|   |               | 2015                 |            |               | 2016                 |            |               | 2017                 |            |
|---|---------------|----------------------|------------|---------------|----------------------|------------|---------------|----------------------|------------|
| As of March 31  | Book<br>value | Balance sheet amount | Difference | Book<br>value | Balance sheet amount | Difference | Book<br>value | Balance sheet amount | Difference |
| Those for which the balance sheet amount exceeds book value         | ¥ 6,252,670   | ¥ 6,680,055          | ¥ 427,384  | ¥ 6,365,429   | ¥ 6,791,735          | ¥ 426,306  | ¥ 5,448,692   | ¥ 5,706,039          | ¥ 257,346  |
| Corporate and government bonds                                      | 4,768,988     | 4,868,151            | 99,163     | 3,660,820     | 3,764,417            | 103,597    | 3,086,086     | 3,157,699            | 71,613     |
| Domestic stocks   | -             | -                    | -          | -             | -                    | -          | 39,912        | 44,117               | 4,205      |
| Foreign securities  | 1,455,693     | 1,781,819            | 326,126    | 2,602,654     | 2,922,017            | 319,363    | 1,697,544     | 1,872,573            | 175,028    |
| Other securities  | -             | -                    | -          | 75,000        | 75,150               | 150        | 600,000       | 604,086              | 4,086      |
| Monetary claims bought  | 27,989        | 30,084               | 2,095      | 26,954        | 30,150               | 3,195      | 25,149        | 27,561               | 2,411      |
| Negotiable certificates of deposit                                  | -             | -                    | -          | -             | -                    | -          | -             | -                    | -          |
| Other   | -             | -                    | -          | -             | -                    | -          | -             | -                    | -          |
| Those for which the balance sheet amount does not exceed book value | 2,132,410     | 2,131,505            | (904)      | 2,103,847     | 2,075,076            | (28,770)   | 5,387,754     | 5,193,356            | (194,398)  |
| Corporate and government bonds                                      | 336,406       | 335,848              | (558)      | 352,130       | 351,377              | (752)      | 1,672,403     | 1,639,199            | (33,204)   |
| Domestic stocks   | -             | -                    | -          | _             | -                    | -          | 10,294        | 9,963                | (331)      |
| Foreign securities  | 82,019        | 81,673               | (346)      | 696,717       | 668,804              | (27,912)   | 2,527,056     | 2,381,158            | (145,898)  |
| Other securities  | -             | -                    | -          | 25,000        | 24,894               | (105)      | 828,000       | 813,035              | (14,964)   |
| Monetary claims bought  | 418,983       | 418,983              | -          | 399,999       | 399,999              | -          | -             | -                    | -          |
| Negotiable certificates of deposit                                  | 1,295,000     | 1,295,000            | -          | 630,000       | 630,000              | -          | 350,000       | 350,000              | -          |
| Other   | -             | -                    | -          | -             | -                    | _          | -             | -                    | -          |

# • The book values of securities for which the fair values are deemed extremely difficult to determine are as follows.

(Millions of yen)

| As of March 31   | 2015   | 2016 | 2017  |
|--|--------|------|-------|
| Held-to-maturity bonds                                   | ¥ –    | ¥ –  | ¥ –   |
| Unlisted foreign bonds                                   | _      | _    | -     |
| Other  | _      | _    | -     |
| Policy-reserve-matching bonds                            | _      | _    | -     |
| Equities of subsidiaries and affiliates                  | 984    | 984  | 984   |
| Available-for-sale securities                            | 20,000 | _    | 4,239 |
| Unlisted domestic stocks (excluding OTC traded equities) | _      | _    | 4,239 |
| Unlisted foreign stocks (excluding OTC traded equities)  | 20,000 | _    | -     |
| Unlisted foreign bonds                                   | _      | _    | -     |
| Other  | _      | _    | -     |
| Total  | 20,984 | 984  | 5,223 |

# (2) Data on Fair Value of Money Held in Trust

(Millions of yen)

| As of March 31 Balance sheet Fair Net unrealized gains (losses) |               |            |           |             |          | 2             | 2016       |           |             |          | 2             | 017        |           |             |            |
|---|---------------|------------|-----------|-------------|----------|---------------|------------|-----------|-------------|----------|---------------|------------|-----------|-------------|------------|
| As of March 31  | Balance sheet | Fair       | Net unrea | lized gains | (losses) | Balance sheet | Fair       | Net unrea | lized gains | (losses) | Balance sheet | Fair       | Net unrea | lized gains | s (losses) |
|   | amount        | value      |           | Gains       | Losses   | amount        | value      |           | Gains       | Losses   | amount        | value      |           | Gains       | Losses     |
| Money held in trust   | ¥1,434,943    | ¥1,434,943 | ¥ –       | ¥ –         | ¥ –      | ¥1,644,547    | ¥1,644,547 | ¥ –       | ¥ –         | ¥ –      | ¥2,127,042    | ¥2,127,042 | ¥ -       | ¥ -         | ¥ -        |

# 1) Money Held in Trust for Trading Purposes

The Company did not have money held in trust for trading purposes as of March 31, 2015, 2016 and 2017.

# 2) Assets Held-to-Maturity in Trust/Assets Held for Reserves in Trust/Other Money Held in Trust

(Millions of yen)

|   |           | 2         | 2015      |             |          |           | 2         | 2016      |             |          |           | 2         | 2017      |             |          |
|---|-----------|-----------|-----------|-------------|----------|-----------|-----------|-----------|-------------|----------|-----------|-----------|-----------|-------------|----------|
| As of March 31                          | Book      | Fair      | Net unrea | lized gains | (losses) | Book      | Fair      | Net unrea | lized gains | (losses) | Book      | Fair      | Net unrea | lized gains | (losses) |
|   | value     | value     |           | Gains       | Losses   | value     | value     |           | Gains       | Losses   | value     | value     |           | Gains       | Losses   |
| Assets held-<br>to-maturity<br>in trust | ¥ –       | ¥ –       | ¥ –       | ¥ -         | ¥ -      | ¥ –       | ¥ –       | ¥ –       | ¥ –         | ¥ -      | ¥ –       | ¥ -       | ¥ –       | ¥ –         | ¥ -      |
| Assets held for reserves in trust       | -         | -         | -         | -           | -        | -         | -         | -         | _           | _        | -         | -         | -         | -           | -        |
| Other<br>money held<br>in trust         | 1,079,701 | 1,434,943 | 355,241   | 357,085     | 1,844    | 1,480,555 | 1,644,547 | 163,992   | 231,857     | 67,865   | 1,746,326 | 2,127,042 | 380,716   | 400,483     | 19,767   |
| Domestic stock fund                     | 765,237   | 1,048,938 | 283,701   | 285,545     | 1,844    | 1,090,727 | 1,227,819 | 137,091   | 195,326     | 58,235   | 1,306,142 | 1,625,946 | 319,804   | 338,231     | 18,426   |
| Foreign stock fund                      | 158,944   | 195,510   | 36,565    | 36,565      | -        | 228,532   | 235,713   | 7,180     | 16,811      | 9,630    | 273,163   | 315,104   | 41,941    | 43,282      | 1,340    |
| Foreign bond fund                       | 155,519   | 190,493   | 34,974    | 34,974      | -        | 161,295   | 181,015   | 19,720    | 19,720      | -        | 167,020   | 185,990   | 18,970    | 18,970      | -        |

### (3) Combined Fair Value of Derivative Transactions (with or without Hedge Accounting)

### 1) Qualitative Information

### (i) Detail of the transactions

The main derivative transactions used by the Company are as follows:

- Interest rate-related: Interest rate swaps
- Currency-related: Foreign exchange contracts

#### (ii) Policy for using derivative transactions

The Company uses derivative transactions for the purpose of hedging interest rate risk and foreign exchange fluctuation risk of our investment assets. The Company limits the use of derivative transactions to the purpose of hedging in principle and their use is not meant for speculative purposes.

### (iii) Purposes of the use of derivative transactions

The main purposes of the use of derivative transactions for the Company are as follows:

- Interest rate swaps are used for converting floating interest rate loans of the Company into fixed interest rate loans.
- Foreign exchange contracts are used to determine the yen value of the foreign currency cash flows associated with the purchase, sale and redemption of foreigncurrency-denominated assets, as well as for hedging foreign exchange fluctuation risk for a portion of foreign-currency-denominated assets.

Of the above transactions, for the interest rate swaps used for converting floating interest rate loans into fixed interest rate loans, the Company applies the exceptional treatment and deferred hedge accounting for interest rate swaps, and applies fair value hedge accounting for the foreign exchange contracts used for hedging foreign exchange fluctuation risk for a portion of foreign-currency-denominated assets.

#### (iv) Description of the risks

Derivative transactions used by the Company are exposed to market risk (risks due to fluctuations in interest rates and foreign exchange rates) and credit risk (risks of transaction partners' default, including bankruptcy).

The Company uses derivative transactions for the purpose, in principle, of hedging the risks of our investment assets, and therefore it believes that the market-related risk of derivative transactions is reduced and limited.

Meanwhile, as we select transaction partners with superior creditworthiness based on their

ratings and other factors, the credit risk of derivative transactions is believed to be limited. The Company conducts derivative transactions over the counter.

#### (v) Risk management framework

The Company has formulated the Basic Risk Management Policy, whereby the investment policies of derivative transactions are provided, limiting the use of derivative transactions to the purpose of hedging and prohibiting their use for speculative purposes.

In addition, we prevent risks by setting credit limits for each transaction partner selected on the basis of superior creditworthiness verified by their ratings and other factors.

The Risk Management Department is in place as an organizational unit responsible for comprehensively managing all types of risks, as part of an effort to reinforce our internal management system.

#### (vi) Additional notes about quantitative information

- Additional notes about credit risk

We calculate the credit risk amount associated with derivative transactions by using the current exposure method.

Additional notes about the calculation of fair value

We calculate fair value on the following basis: [Interest rate swaps]

Theoretical values are calculated by discounting the difference in future cash flows to present values based on the published market interest rate.

[Foreign exchange contracts]

Fair value is calculated using the forward foreign exchange rate as of the fiscal year-end date.

 Additional notes about net unrealized gains (losses)

We use derivative transactions as a means to hedge the market risk of our investment assets in principle, and there are no so-called transactions for trading purposes.

Profit or loss from derivative transactions and the hedged investments is recognized on a combined basis, whereby the effect of a reduction in interest rate risk and foreign exchange fluctuation risk has been verified.

### 2) Quantitative information

# (i) Breakdown of net unrealized gains (losses) (breakdown of portions with hedge accounting applied and not applied) (Millions of yen)

|    |   |                       |                  |                  | ı               | ı      |         |
|----|---|-----------------------|------------------|------------------|-----------------|--------|---------|
|    |   | Interest rate related | Currency related | Stock<br>related | Bond<br>related | Others | Total   |
| As | of March 31, 2015                         | ¥ 971                 | ¥ 493            | ¥ –              | ¥ –             | ¥ –    | ¥ 1,465 |
|    | Portion with hedge accounting applied     | 971                   | 493              | _                | _               | _      | 1,465   |
|    | Portion with hedge accounting not applied | _                     | _                | _                | _               | _      | _       |
| As | of March 31, 2016                         | 2,060                 | 4,644            | _                | _               | _      | 6,704   |
|    | Portion with hedge accounting applied     | 2,060                 | 4,644            | _                | _               | _      | 6,704   |
|    | Portion with hedge accounting not applied | _                     | _                | _                | _               | _      | _       |
| As | of March 31, 2017                         | 1,364                 | (4,657)          | -                | -               | -      | (3,292) |
|    | Portion with hedge accounting applied     | 1,364                 | (4,657)          | -                | -               | _      | (3,292) |
|    | Portion with hedge accounting not applied | _                     | _                | _                | _               | _      | _       |

#### Notes:

- 1. Of the hedge accounting applied as of March 31, 2015, the portion with hedge accounting (the fair value hedge method) applied to the net gain (currency related ¥493 million) is accrued in the statement of income.
- 2. Of the hedge accounting applied as of March 31, 2016, the portion with hedge accounting (the fair value hedge method) applied to the net gain (currency related ¥4,644 million) is accrued in the statement of income.
- 3. Of the hedge accounting applied as of March 31, 2017, the portion with hedge accounting (the fair value hedge method) applied to the net loss (currency related ¥4,657 million) is accrued in the statement of income.

#### Derivative transactions to which hedge accounting is not applied

#### (ii) Interest rate-related derivatives

There were no such outstanding balances as of March 31, 2015, 2016 and 2017.

### (iii) Currency-related derivatives

There were no such outstanding balances as of March 31, 2015, 2016 and 2017.

### (iv) Stock-related derivatives

There were no such outstanding balances as of March 31, 2015, 2016 and 2017.

#### (v) Bond-related derivatives

There were no such outstanding balances as of March 31, 2015, 2016 and 2017.

### (vi) Others

There were no such outstanding balances as of March 31, 2015, 2016 and 2017.

### Derivative transactions to which hedge accounting is applied

# (ii) Interest rate-related derivatives

(Millions of yen)

|   |  |                | As of M  | larch 31,                              | 2015          | As of M  | larch 31,                              | 2016          | As of N  | larch 31,                        | 2017          |
|---|--|----------------|----------|--|---------------|----------|--|---------------|----------|----------------------------------|---------------|
| Hedge   | _  | Major          | Contract | amount                                 |               | Contract | amount                                 |               | Contract | amount                           |               |
| accounting<br>method                          | Туре   | hedged<br>item |          | Contract<br>amount due<br>after 1 year | Fair<br>value |          | Contract<br>amount due<br>after 1 year | Fair<br>value |          | Contract amount due after 1 year | Fair<br>value |
| Deferred<br>hedge method                      | Interest rate swaps<br>Receivable fixed<br>rate / Payable<br>floating rate | Loans          | ¥ 13,750 | ¥13,750                                | ¥ 32          | ¥ 13,750 | ¥13,750                                | ¥ 197         | ¥ 11,750 | ¥11,750                          | ¥ 71          |
| Exceptional treatment for interest rate swaps | Interest rate swaps<br>Receivable fixed<br>rate / Payable<br>floating rate | Loans          | 88,200   | 65,500                                 | 938           | 65,500   | 46,050                                 | 1,862         | 46,050   | 39,750                           | 1,293         |
|   | Total  |                |          |  | 971           |          |  | 2,060         |          |                                  | 1,364         |

Note: Fair value (current value) of interest rate swaps is represented by net unrealized gains (losses).

### Reference: Outstanding balances of interest rate swaps by contractual maturity date

(Millions of yen, %)

|                                       |                          |                                     |                                      |                                      |                                    | (1  | Millions of yen, % |
|---------------------------------------|--------------------------|-------------------------------------|--------------------------------------|--------------------------------------|------------------------------------|---|--------------------|
| Category                              | Due in 1<br>year or less | Due after 1 year<br>through 3 years | Due after 3 years<br>through 5 years | Due after 5 years<br>through 7 years | Due after 7 years through 10 years | Due after 10<br>years or having<br>no maturity date | Total              |
| As of March 31, 2015                  | ¥ 22,700                 | ¥ 25,750                            | ¥ 22,300                             | ¥ 10,050                             | ¥ 16,150                           | ¥ 5,000   | ¥ 101,950          |
| Fixed receipt swap notional principal | 22,700                   | 25,750                              | 22,300                               | 10,050                               | 16,150                             | 5,000   | 101,950            |
| Average fixed interest receipt        | 0.55                     | 0.44                                | 0.45                                 | 0.48                                 | 0.94                               | 1.12  | 0.58               |
| Average floating interest payment     | 0.17                     | 0.16                                | 0.18                                 | 0.20                                 | 0.24                               | 0.24  | 0.19               |
| Fixed payment swap notional principal | _                        | _                                   | _                                    | _                                    | _                                  | _   | _                  |
| Average fixed interest payment        | _                        | -                                   | _                                    | _                                    | _                                  | _   | _                  |
| Average floating interest receipt     | _                        | _                                   | _                                    | _                                    | _                                  | _   | _                  |
| As of March 31, 2016                  | 19,450                   | 24,550                              | 8,400                                | 8,600                                | 13,250                             | 5,000   | 79,250             |
| Fixed receipt swap notional principal | 19,450                   | 24,550                              | 8,400                                | 8,600                                | 13,250                             | 5,000   | 79,250             |
| Average fixed interest receipt        | 0.50                     | 0.39                                | 0.52                                 | 0.61                                 | 0.94                               | 1.12  | 0.59               |
| Average floating interest payment     | 0.09                     | 0.05                                | 0.11                                 | 0.15                                 | 0.10                               | 0.13  | 0.09               |
| Fixed payment swap notional principal | _                        | _                                   | _                                    | _                                    | _                                  | _   | _                  |
| Average fixed interest payment        | _                        | _                                   | _                                    | _                                    | _                                  | _   | _                  |
| Average floating interest receipt     | _                        | _                                   | _                                    | _                                    | _                                  | _   | _                  |
| As of March 31, 2017                  | 6,300                    | 19,300                              | 10,050                               | 12,150                               | 10,000                             | -   | 57,800             |
| Fixed receipt swap notional principal | 6,300                    | 19,300                              | 10,050                               | 12,150                               | 10,000                             | -   | 57,800             |
| Average fixed interest receipt        | 0.24                     | 0.47                                | 0.48                                 | 0.90                                 | 1.05                               | -   | 0.64               |
| Average floating interest payment     | 0.02                     | 0.08                                | 0.09                                 | 0.16                                 | 0.14                               | -   | 0.10               |
| Fixed payment swap notional principal | -                        | -                                   | -                                    | -                                    | -                                  | -   | _                  |
| Average fixed interest payment        | _                        | -                                   | _                                    | -                                    | _                                  | -   | _                  |
| Average floating interest receipt     | _                        | _                                   | _                                    | -                                    | _                                  | -   | -                  |

### (iii) Currency-related derivatives

(Millions of yen)

| Hedge<br>accounting<br>method     | Туре                       | Major<br>hedged<br>item              | As of March 31, 2015 |   |               | As of March 31, 2016 |   |               | As of March 31, 2017 |   |               |
|-----------------------------------|----------------------------|--------------------------------------|----------------------|---|---------------|----------------------|---|---------------|----------------------|---|---------------|
|                                   |                            |                                      | Contract amount      |   |               | Contract amount      |   |               | Contract amount      |   |               |
|                                   |                            |                                      |                      | Contract<br>amount<br>due after<br>1 year | Fair<br>value |                      | Contract<br>amount<br>due after<br>1 year | Fair<br>value |                      | Contract<br>amount<br>due after<br>1 year | Fair<br>value |
| Fair value<br>hedge<br>accounting | Foreign exchange contracts | Available-<br>for-sale<br>securities |                      |   |               |                      |   |               |                      |   |               |
|                                   | Sold                       |                                      | ¥ 363,120            | ¥ –                                       | ¥ 493         | ¥1,693,683           | ¥ -                                       | ¥ 4,644       | ¥2,438,390           | ¥ -                                       | ¥ (4,657)     |
|                                   | U.S. dollars               |                                      | 172,008              | _   | (12,843)      | 392,081              | _   | 5,408         | 1,603,918            | -   | (5,630)       |
|                                   | Euros                      |                                      | 191,112              | _   | 13,337        | 1,301,602            | _   | (764)         | 834,472              | -   | 973           |
|                                   | Purchased                  |                                      | _                    | _   | _             | _                    | _   | _             | -                    | -   | -             |
| Total                             |                            |                                      |                      | 493                                       |               |                      | 4,644                                     |               |                      | (4,657)                                   |               |

#### Notes:

### (iv) Stock-related derivatives

There were no such outstanding balances as of March 31, 2015, 2016 and 2017.

### (v) Bond-related derivatives

There were no such outstanding balances as of March 31, 2015, 2016 and 2017.

### (vi) Others

There were no such outstanding balances as of March 31, 2015, 2016 and 2017.

<sup>1.</sup> Fair value is calculated using forward foreign exchange rates at the fiscal year-end.

<sup>2.</sup> Fair value of foreign exchange contracts is represented by net unrealized gains (losses).

# 5-6 Breakdown of Ordinary Profit (Core Profit)

(Millions of yen)

| For the years ended March 31                     | 2015    | 2016        | 2017        |           |  |
|--|---------|-------------|-------------|-----------|--|
| Core profit                                      | Α       | ¥ 515,417   | ¥ 464,285   | ¥ 390,070 |  |
| Capital gains                                    | 94,683  | 46,180      | 141,677     |           |  |
| Gains on money held in trust                     |         | 32,762      | 44,939      | 56,535    |  |
| Gains on trading securities                      | _       | _           | -           |           |  |
| Gains on sales of securities                     | 61,908  | 1,241       | 85,142      |           |  |
| Gains on derivative financial instruments        | _       | _           | _           |           |  |
| Gains on foreign exchanges                       |         | 12          | _           | -         |  |
| Other capital gains                              |         | _           | _           | -         |  |
| Capital losses                                   | 30,527  | 41,748      | 192,860     |           |  |
| Losses on money held in trust                    |         | _           | _           | -         |  |
| Losses on trading securities                     |         | _           | _           | -         |  |
| Losses on sales of securities                    | 4,963   | 4,963 1,592 |             |           |  |
| Losses on valuation of securities                | _       | _           | -           |           |  |
| Losses on derivative financial instruments       | 773     | 773 1,511   |             |           |  |
| Losses on foreign exchanges                      |         | _           | 402         | 3,362     |  |
| Other capital losses                             |         | 24,790      | 38,242      | 44,163    |  |
| Net capital gains (losses)                       | В       | 64,156      | 4,432       | (51,182)  |  |
| Core profit including net capital gains (losses) | 579,573 | 468,717     | 338,887     |           |  |
| Other one-time gains                             |         | 90,087      | 123,864     | 120,819   |  |
| Reinsurance income                               |         | _           | _           | -         |  |
| Reversal of contingency reserve                  |         | 90,087      | 123,864     | 120,819   |  |
| Reversal of specific reserve for possible loa    | _       | _           | -           |           |  |
| Other  |         | _           | _           | -         |  |
| Other one-time losses                            | 176,491 | 179,558     | 180,359     |           |  |
| Reinsurance premiums                             | _       | _           | -           |           |  |
| Provision for contingency reserve                | _       | _           | -           |           |  |
| Provision for specific reserve for possible lo   | _       | _           | _           |           |  |
| Provision for reserve for specific foreign loa   | _       | _           | _           |           |  |
| Write-off of loans                               |         | _           | _           | -         |  |
| Other  |         | 176,491     | 179,558     | 180,359   |  |
| Other one-time profits (losses)                  | (86,403 | (55,694)    | 4) (59,539) |           |  |
| Ordinary profit A+E                              |         | 493,169     | 413,023     | 279,347   |  |

#### Notes

- 1. Amount equivalent to income gains associated with money held in trust (¥24,790 million for 2015, ¥38,242 million for 2016 and ¥44,130 million for 2017) is recognized as "other capital losses" and included in core profit.
- 2. Amount equivalent to income gains associated with derivative financial instruments (¥33 million for 2017) is recognized as "other capital losses" and included in core profit.
- 3. "Other" in "other one-time losses" includes the amount of additional policy reserves accumulated pursuant to Article 69, Paragraph 5 of the Ordinance for Enforcement of the Insurance Business Act (¥176,491 million for 2015, ¥179,558 million for 2016 and ¥180,359 million for 2017).