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## **Sompo Japan Insurance Concludes Partnership with Bohai Property Insurance Co.,Ltd.**

### **— Laying the Foundations of a New Insurance Business across China —**

Sompo Japan Insurance (hereinafter "Sompo Japan"; President: Masatoshi Sato) today concluded a partnership with Chinese non-life insurance company, Bohai Property Insurance Co.,Ltd. (hereinafter Bohai Property).

Together, Sompo Japan and Bohai Property will work to provide highly satisfying products and services to consumers nationwide, while placing particular focus on Japanese companies with business operations in China.

#### **1. Overview of Partnership**

- ( 1 ) Information exchanges regarding insurance businesses
- ( 2 ) Personnel exchanges
- ( 3 ) Exchanges of skills and know-how

#### **2. Aim of Partnership**

Tianjin plays an important role as one of the four directly controlled municipalities of China, along with Beijing, Shanghai and Chongqing. Recently, the city's Pan Bohai economic zones are attracting much attention along with Yangtze Delta and Zhu Jiang Delta economic zones. The 11th five-year plan that was announced in October 2005 saw the launch of the new Tianjin Binhai area plan and is expected to accelerate investment in the area, creating great anticipation for further economic growth in Tianjin.

Bohai Property is a non-life insurance company affiliated with the Tianjin government. Under the new partnership, Sompo Japan and Bohai Property will cooperate to provide services to customers mainly in Tianjin. Having been only recently founded, Bohai Property will benefit from Sompo Japan's advanced know-how of the insurance business while the partnership is expected to boost Sompo Japan's business infrastructure in the Tianjin area.

#### **3. Future Development**

##### **( 1 ) Business bases development**

In June 2005, Sompo Japan became the first Japanese non-life insurance company to set up a local corporation in Dalian, Liaoning Province. Future plans call for establishing further bases in areas such as Shanghai, Suzhou, Guangzhou and Beijing, where an increasing number of Japanese companies are setting up operations. Further branch expansion will enable Sompo Japan to run its own direct writing system, which is an essential element of its core non-life insurance business, and establish a business base that directly provides customers with high-quality and high-added-value products and services.

## (2) Alliance strategy

Rather than concentrate on developing operations exclusively within its own branches, Sompo Japan will continue to focus on building similar alliances with excellent partners in various fields as it strives to provide highly satisfying products and services to mainly Japanese companies throughout China.

Exhibit

### **Bohai Property Insurance Co.,Ltd. Profile**

1. Established: October 2005
2. Paid-in Capital: 0.55 billion yuan (RMB)(Approx. 8 billion yen)
3. Headquarters: 28/F, TEDA Building, Jie Fang Nan Road, Hexi District, Tianjin, China
4. Board Chairman: Liu Huiwen
5. Sales Network: 4 branches (Tianjin, Beijing, Hebei, Shenzhen)
6. Operations: Automobile insurance, property insurance, liability insurance, goods-in-transit insurance, contractor's all risks insurance, credit insurance, guarantee insurance, health insurance, accident insurance
7. Main Shareholders: Tianjin TEDA Investment Holding Co., Ltd.  
Tianjin Lianjin Investment Co., Ltd.  
Northern International Trust & Investment Co., Ltd.  
Tianjin Free Trade Zone Investment Co., Ltd.  
Tianjin TEDA Group Co., Ltd.

END

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