

## Acquisition of Shares of Nateus Nederland, a Dutch Underwriting Agency

NIPPONKOA Insurance Co., Ltd. (“NIPPONKOA” : Masaya Futamiya, President and CEO) is pleased to announce that it has reached an agreement with Ethias N.V. to acquire all of the shares of the Dutch underwriting agency Nateus Nederland B.V. (“NN”), currently held by Ethias N.V., through NIPPONKOA Insurance Company (Europe) Limited (“NKE”), a Group company.

Subject to approval of the Dutch regulatory authorities and other matters, the share acquisition is scheduled for completion by the end of September 2011.

NIPPONKOA has positioned overseas business as a driver of growth. Aiming to expand overseas earnings through M&A and strengthening of its existing business base, it has established an organization dedicated to overseas M&A and is actively considering acquisition candidates.

Until now, NIPPPONKOA has been developing its non-life insurance business in Europe by targeting Japanese firms. However, accumulating know-how through M&A and equity participations in Europe, it will accelerate its penetration of local markets. With a full-fledged entry into the European market, one of the world’s main insurance markets, playing the role of driving its future growth strategy, NIPPONKOA will construct a stable overseas business base and strengthen its earning ability.

This acquisition is a first step in this strategy. Together with strengthening NKE’s underwriting position, it allows the start of underwriting the insurance for local good-standing corporations that NN had been handling and an expansion in profits.

### 1. Background to Share Acquisition

NN is a member of the Dutch insurance underwriting association (Vereniging Nederlandse Assurantie Beurs). Specializing in the corporate field, it has stable profits as an insurance underwriting agency. NKE commissioned NN with the agency duties of its branch in the Netherlands. However, with the acquisition of NN, NKE will newly start the underwriting the insurance contracts that NN handles and will enter the local Dutch market. It is the first time for a Japanese non-life insurance company to acquire a Dutch insurance underwriting agency.

### 2. Outline of NN

(1) Corporate name	Nateus Nederland Besloten Vennootschap
(2) Location	Amsterdam, the Netherlands
(3) Year of incorporation	1988
(4) Number of employees	16
(5) Businesses	Underwriting agency Main areas: fire, marine, construction work and assembly, machinery insurance
(6) Premiums written (fiscal 2010)	About 31.7 million euro (about 3.5 billion yen)

### **3. Prospect of performance**

This transaction will not materially affect the financial results of NIPPONKOA for the fiscal year ended March 2012.

#### **Notes**

The underwriting agency described in this announcement is an agent granted the right to underwrite insurance and make insurance claim payments based on an entrustment contract with an insurance firm. Insurance underwriting responsibility rests with the insurance firm.

Conversion rate used: 1 euro = 111.39yen