| Company | Anicom Holdings, Inc. |
| :--- | ---: |
| Representative Director | Nobuaki Komori |
| (Securities Code : 8715 | TSE $1^{\text {st }}$ section) |
| Inquiries to | Tatsuhiko Kamei |
| Managing Executive Officer |  |

## Monthly Sales Report, September 2018

The following is the September 2018 monthly sales report of Anicom Insurance, Inc., which is one of the consolidated subsidiaries of Anicom Holdings, Inc.

Monthly Sales Reports FY2018 (From April 1, 2018 to March 31, 2019)

|  | April | May | June | July | August | September |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| No. of new policies (previous year) | $\begin{array}{r} 12,380 \\ (11,350) \end{array}$ | $\begin{array}{r} 13,131 \\ (12,083) \end{array}$ | $\begin{array}{r} 12,215 \\ (11,234) \end{array}$ | $\begin{array}{r} 12,224 \\ (11,432) \end{array}$ | $\begin{array}{r} 12,761 \\ (11,979) \end{array}$ | $\begin{array}{r} 13,141 \\ (12,336) \end{array}$ |
| No. of policies in force (previous year) | $\begin{array}{r} 703,505 \\ (640,647) \end{array}$ | $\begin{array}{r} 708,967 \\ (645,791) \end{array}$ | $713,896$ <br> (650, 550) | $719,091$ <br> $(655,712)$ | $\begin{array}{r} 724,409 \\ (660,258) \end{array}$ | $729,842$ <br> $(666,917)$ |
| Renewal rate <br> (previous year) | $\begin{gathered} 88.0 \% \\ (88.2 \%) \end{gathered}$ | 88. 3\% (87. 9\%) | $\begin{gathered} 88.2 \% \\ (88.3 \%) \end{gathered}$ | $\begin{gathered} 87.9 \% \\ (88.4 \%) \end{gathered}$ | $\text { 88. } 2 \%$ (87.6\%) | $\begin{gathered} 87.9 \% \\ (88.1 \%) \end{gathered}$ |
| Net premiums written (previous year) | $2,707 \mathrm{JPYmn}$ <br> (2, 428JPYmn) | $2,890 \mathrm{JPYmn}$ <br> (2, 606 JPYmn$)$ | 2, 777JPYmn <br> (2, 507JPYmn) | $2,737 \mathrm{JPYmn}$ <br> (2, 503JPYmn) | $2,790 \mathrm{JPYmn}$ <br> (2, 554JPYmn) | $2,792 \mathrm{JPYmn}$ <br> (2, 557JPYmn) |
| No. of payout cases (previous year) | $245,178$ <br> $(216,779)$ | $\begin{array}{r} 260,117 \\ (247,999) \end{array}$ | $268,572$ <br> $(258,624)$ | $266,164$ <br> (249, 930) | $\begin{array}{r} 285,426 \\ (269,553) \end{array}$ | $273,979$ <br> $(263,978)$ |
| Amount of net claims paid* (previous year) | $\begin{array}{r} 1,404 \text { JPYmn } \\ (1,187 \mathrm{JPYmn}) \end{array}$ | 1, 460JPYnn <br> (1, 356JPYmn) | 1, 507 JPYm <br> (1, 406JPYmn) | $\begin{gathered} 1,497 \text { JPYmn } \\ (1,355 \mathrm{JPYmn}) \end{gathered}$ | $\begin{array}{r} 1,609 \text { JPYmn } \\ (1,436 \mathrm{JPYmn}) \end{array}$ | $\begin{array}{r} 1,533 \mathrm{JPYmn} \\ (1,383 \mathrm{JPYmn}) \end{array}$ |
| No. of hospitals accepting Anicom (previous year) | $\begin{array}{r} 6,282 \\ (6,104) \end{array}$ | $\begin{gathered} 6,296 \\ (6,111) \end{gathered}$ | $\begin{array}{r} 6,304 \\ (6,116) \end{array}$ | $\begin{array}{r} 6,319 \\ (6,126) \end{array}$ | $\begin{array}{r} 6,340 \\ (6,136) \end{array}$ | $\begin{gathered} 6,353 \\ (6,147) \end{gathered}$ |

*Shows "net claims paid" for the month. It is not equal to "claims incurred", which E/I loss ratio calculations are based on in our financial reports.

No. of new policies


No. of policies in force


