February 16, 2018

Company Anicom Holdings, Inc.
President Nobuaki Komori
(Securities Code : 8715 TSE 1st section)
Inquiries to Tatsuhiko Kamei
Director, General Manager,
Corporate Planning Department

Monthly Sales Report, January 2018

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

Monthly Sales Reports FY2017 (From April 1, 2017 to March 31, 2018)

	April	May	June	July	August	September
No. of new policies	11,350	12,083	11,234	11,432	11,979	12,336
(previous year)	(9,840)	(10,456)	(9,885)	(9,890)	(10,782)	(9,857)
No. of policies in force	640,647	645,791	650,550	655,712	660,258	666,917
(previous year)	(589,553)	(593,560)	(597,243)	(601,540)	(606,374)	(610,350)
Renewal rate	88.2 %	87.9 %	88.3 %	88.4 %	87.6 %	88.1 %
(previous year)	(87.7%)	(88.0%)	(87.8%)	(88.4%)	(88.2%)	(88.1%)
Net premiums written	2,428 JPYmn	2,606 JPYmn	2,507 JPYmn	2,503 JPYmn	2,554 JPYmn	2,557 JPYmn
(previous year)	(2,198JPYmn)	(2,377JPYmn)	(2,271JPYmn)	(2,235JPYmn)	(2,285JPYmn)	(2,272JPYmn)
No. of payout cases	216,779	247,999	258,624	249,930	269,553	263,978
(previous year)	(200,873)	(225,531)	(253,779)	(225,402)	(254,202)	(247,594)
Amount of net claims paid*	1,187 JPYmn	1,356 JPYmn	1,406 JPYmn	1,355 JPYmn	1,436 JPYmn	1,383 JPYmn
(previous year)	(1,059JPYmn)	(1,176JPYmn)	(1,318JPYmn)	(1,151JPYmn)	(1,292JPYmn)	(1,257JPYmn)
No. of hospitals accepting Anicom	6,104	6,111	6,116	6,126	6,136	6,147
(previous year)	(5,980)	(5,992)	(6,001)	(6,004)	(6,010)	(6,011)

*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.

	October	November	December	January	February	March
No. of new policies (previous year)	12,353 (10,400)	11,595 (9,924)	12,592 (11,123)	12,776 (11,198)	 (9,867)	 (10,627)
No. of policies in force (previous year)	672,512 (614,856)	677,607 (618,789)	682,513 (622,900)	689,044 (627,697)	 (631,789)	 (635,670)
Renewal rate (previous year)	88.5 % (88.6%)	88.5% (88.2%)	88.3% (88.5%)	88.4% (88.4%)	% (88.1%)	% (88.7%)
Net premiums written (previous year)	2,643 JPYmn (2,347JPYmn)	2,582 JPYmn (2,313JPYmn)	2,691 JPYmn (2,407JPYmn)	2,768 JPYmn (2,473JPYmn)	JPYmn (2,363JPYmn)	JPYmn (2,521JPYmn)
No. of payout cases (previous year)	266,319 (243,472)	255,424 (256,221)	249,756 (240,245)	251,567 (236,480)	 (219,580)	 (220,569)
Amount of net claims paid* (previous year)	1,420 JPYmn (1,245JPYmn)	1,394 JPYmn (1,325JPYmn)	1,390 JPYmn (1,282JPYmn)	1,404 JPYmn (1,254JPYmn)	JPYmn (1,197JPYmn)	JPYmn (1,250JPYmn)
No. of hospitals accepting Anicom (previous year)	6,155 (6,014)	6,158 (6,018)	6,178 (6,030)	6,188 (6,043)	 (6,062)	 (6,083)