

# Russia

## - "Its Attractions and Concerns"

Russian insurance market from the Japanese perspective

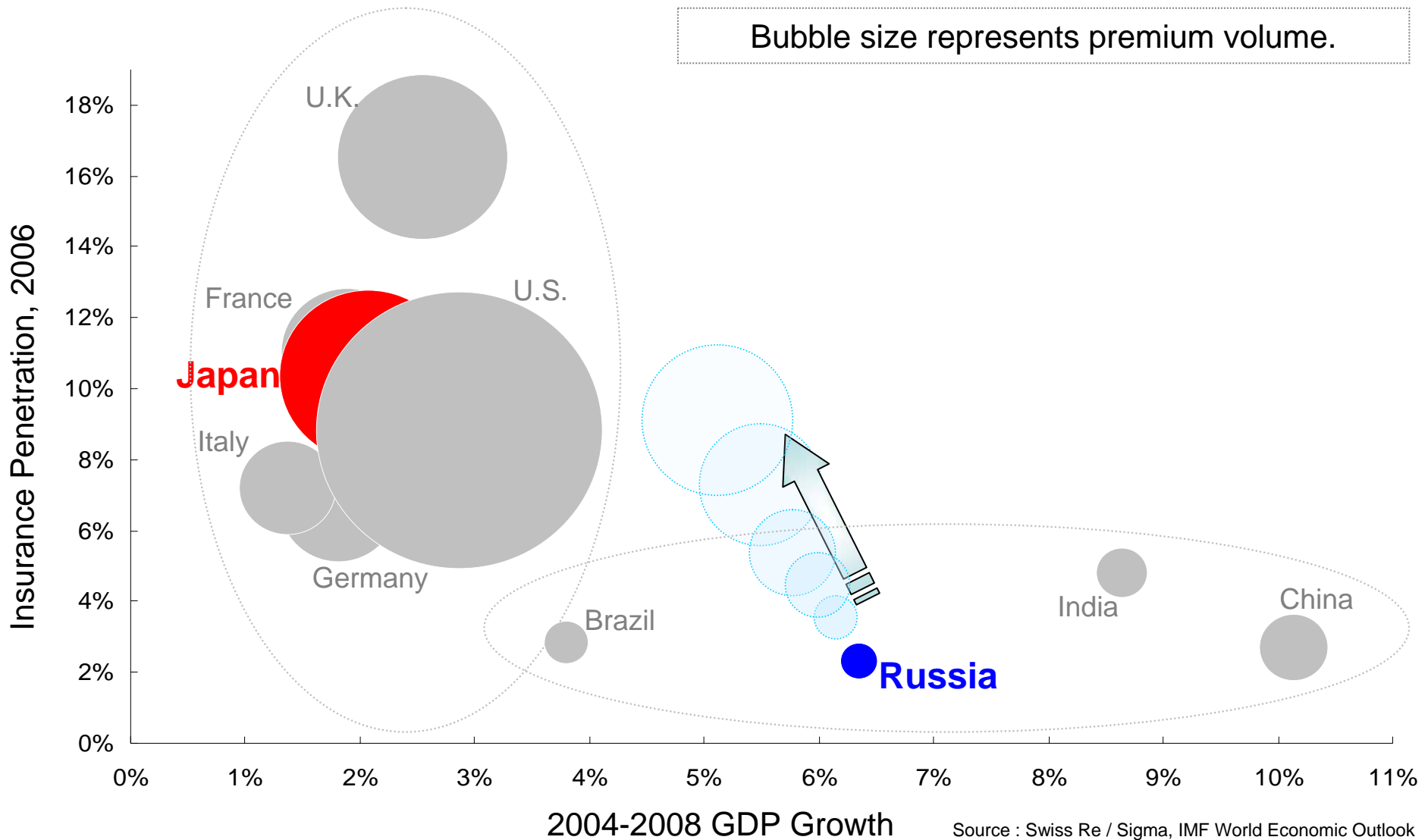
**Masayasu OGASAWARA**

Associate Director, General Manager,  
International Planning Department  
Sompo Japan Insurance Inc.

Tokyo, 2007

# P&C Insurance Market Global Comparison

Bubble size represents premium volume.



Source : Swiss Re / Sigma, IMF World Economic Outlook

# MANY ATTRACTIONS

- Large and growing domestic consumer market
- Rapid and stable economic growth
- Insurance market growth is even faster
- Low penetration of insurance products
- Regulatory improvement
- Attracting many Japanese global manufacturers

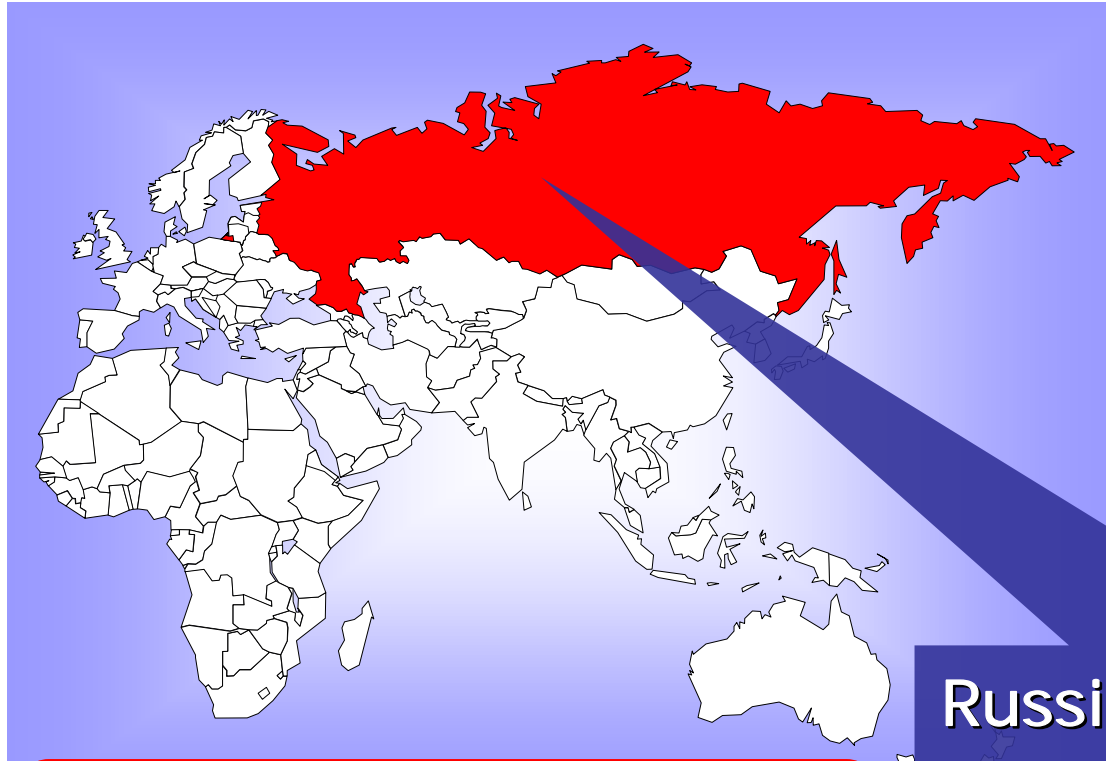


# SOME CONCERNS

- **Restriction on foreign investment**
- **Frequent changes of regulations**
- **Difference in statistical approach**
- **Shortage in skilled insurance specialists**
- **Language and Communication**



# SOMPO'S APPROACH



## Russia

- Established Moscow representative office in December 2005
- Alliance with local top players
- Looking for opportunities of becoming a part of the Russian market

### Sompo Japan Corporate Data (as of March 31, 2007)

Founded	October 1, 1888
Net Premiums Written	\$ 11,7 billion
Total Assets	\$ 59,3 billion
Net Income	\$ 524,5 million
Employees	14.906



THANK YOU



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*Спасибо*



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