

***AcaLax***

AcaLax Co., Ltd.

# Business Activities

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AcaLax aims to help the Japanese consumer reap the full benefits of life insurance services that they have purchased from providers.

The range of services of AcaLax covers the following three areas.

## Intermediary of life reinsurance

Life Reinsurance is not well known and is not used to its full potential in Japan. We believe that life insurance companies in Japan can improve their efficiency through more active use of life reinsurance. This will allow the insurance companies to provide their policyholders with more cost effective and higher quality life insurance services.

## Consulting service to foreign life and life reinsurance companies

The Japanese life and life reinsurance market is attracting an increasing number of foreign players to enter into the market. New entrants, however, usually have difficulty in coping with the different languages, cultures, practices, regulations, etc. between their home country and Japan. AcaLax will advise and assist these companies so that they can smoothly enter the Japanese market and offer more cost effective and higher quality service to Japanese clients.

## Life actuarial consulting service

In order to make full use of life insurance services, a better understanding of the mechanism of life insurance can enhance the effectiveness of the services.

AcaLax tries to advise policyholders, intermediaries, life companies and related parties to better understand life insurance from an actuarial perspective.

# Yoshiteru Sakamoto, Representative

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2002 March	Established AcaLax-ia Co. Ltd.
2001 May	Established AcaLax Co., Ltd.
2000 March	ING Re Services Co., Ltd. Established ING Re Services CO., Ltd. to provide life reinsurance services of ING 's reinsurance companies to Japanese market Acted as the president and CEO
1986 May to 2000 Feb	Nationale-Nederlanden (later changed the name to ING) Life Working experience covers underwriting, policy administration, actuarial, financial, accounting, investment, planning, IT, general affairs areas Throughout the period, acted as the chief actuary of the company 1993 April - Member of the board of directors 1995 January - Managing Director
1977 April to 1986 April	Taiyo Mutual Life Insurance Company Actuarial Division, working experience covers pricing, product development, financial reporting, business planning, business performance statistics, actuarial programming, policyholders dividend calculations, experience studies

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Fellow of the Institute of Actuaries of Japan (IAJ)

1981	Passed the qualification examination, awarded Odate Prize
1995 - 2001	Auditor of IAJ

Chartered Member of the Security Analysts Association of Japan

1992	Passed the qualification examination
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Established	16 May, 2001