

January 15, 2014 Daisuke Iwase, President & COO LIFENET INSURANCE COMPANY (Securities Code: 7157, TSE Mothers)

# FY2013 3Q: CUSTOMER INQUIRY REPORT

Contact Center and Website Awarded Three Stars in the 2013 HDI Contact Center Rankings for 2nd Consecutive Years

TOKYO, January 15, 2014 - LIFENET INSURANCE COMPANY (TSE Mothers 7157, President & COO Daisuke Iwase, URL:<u>http://ir.lifenet-seimei.co.jp/en/</u>) announces the report on the number of inquiries from customers for the third quarter of fiscal year 2013, ending March 31, 2014.

In the third quarter of FY2013, we received a total of 15,865 inquiries. This is 96.1% the number of inquiries of the previous quarter, and 99.6% compared to the same quarter of the previous fiscal year. The number of complaints was 290. Accordingly, the total number of inquiries received in the first nine months of FY2013 (April through December) stands at 49,436 with a total of 911 complaints.

At Lifenet, we view customer inquiries as a valuable asset to continuously better our products and services. All inquiries received are compiled and analyzed, and are reflected directly in our daily operations by the company as a whole for the purpose of maximizing customer satisfaction. Such unending efforts were acknowledged, and Lifenet had been given the rating of three stars in the 2013 HDI Contact Center Rankings (Life Insurance Industry) in two categories, "Contact Center" and "Support Portal (Website)" for second consecutive years, hosted by HDI-Japan (Help Desk Institute/ThinkService Inc.) this past November.

#### **Contact Center**



### Support Portal (Website)



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#### 1. Number of inquiries and complaints from customers

FY2013 (Fiscal Year ending March 2014)

	ltem	1Q	2Q	3Q	Accumulated	
nem		(AprJun. 2013)	(JulSep. 2013)	(OctDec. 2013)	total	
Inquiries		17,062	16,509	15,865	49,436	
	Complaints	290	331	290	911	

## < Reference: FY2012 (Fiscal Year ended March 2013)>

Item		1Q 2Q		3Q	4Q	Accumulated
		(AprJun. 2012)	(JulSep. 2012)	(OctDec. 2012)	(JanMar. 2013)	total
Inquiries		18,882	16,026	15,933	18,920	69,761
	Complaints	124	128	121	234	607

## 2. Breakdown of complaints<sup>\*1</sup>

FY2013 (Fiscal Year ending March 2014)

ltom	1Q	2Q	3Q	Accumulated	%	
ltem	(AprJun. 2013)	(JulSep. 2013)	(OctDec. 2013)	total		
Acquisition	203	193	168	564	61.9%	
Collection	15	27	27	69	7.6%	
Maintenance	19	35	31	85	9.3%	
Claims/ Benefits	14	21	21	56	6.1%	
Others	39	55	43	137	15.0%	
Total	290	331	290	911	100.0%	

< Reference: FY2012 (Fiscal Year ended March 2013) >

Item	1Q	2Q	3Q	4Q	Accumulated	%	
nem	(AprJun. 2012)	(JulSep. 2012)	(OctDec. 2012)	(JanMar. 2013)	total		
Acquisition	93	98	68	150	409	67.4%	
Collection	7	8	12	20	47	7.7%	
Maintenance	5	7	9	9	30	4.9%	
Claims/ Benefits	10	5	14	19	48	7.9%	
Others	9	10	18	36	73	12.0%	
Total	124	128	121	234	607	100.0%	

\*1 Based on the classifications determined by The Life Insurance Association of Japan

## About LIFENET (URL: <u>http://ir.lifenet-seimei.co.jp/en/</u>)

Returning to the original purpose of life insurance - mutual support - LIFENET INSURANCE was founded with the goal of offering simple, convenient and competitively priced products and services based on the highest levels of business integrity. We sell these products and services directly to customers over the Internet. By using the Internet, we are able to offer highly cost-competitive products and accept applications from customers at any given time.

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