



Good afternoon ladies and gentlemen, I am Toshiaki Egashira, President & CEO of MSIG.

This is my first visit to India and I am very glad to see you all. Thank you very much for joining us for this Press Meet today.

I would like to emphasize that MSIG (Mitsui Sumitomo Insurance Group) has been operating overseas business for nearly five decades especially in the Asian market. It has approximately 5800 employees in Asia (inclusive of national & Japanese staffs).



India is one of the highly potential and fast emerging markets, and MSIG has been studying the business potential in India since 1990s through our liaison office in Delhi. Actually, we had initiated our feasible studies and negotiation part for the joint venture before the BRICs report by Goldman Sachs that was released in August 2003. Fortunately, we came to know about the credentials of the Murugappa group and decided to establish a Joint Venture company in India. We successfully completed the establishment in 2003.

I am very much satisfied with the progress of our Indian Joint Venture company Chola MS and its growth level. It is very essential to mention here that we have achieved 30% of growth in GWP for the FY 2008-09 which is much beyond the average expected growth in the General Insurance industry in India. Similarly, we have achieved 16% of the growth in GWP in the first quarter for the FY 2009-10. On the contrary, the current growth level of the general insurance industry in Japan has been unexpectedly negative.

I firmly feel that we took a right decision, for the right place at the right time.

The secret behind our success of this Indian joint venture company can be attributed to the firm leadership of Mr. M.A. Alagappan and the culture of Murugappa group

For MSIG, we would be focusing on India and China as they are the fast emerging markets in the world (as highlighted in the BRICs report) for business potential. Therefore, we would utilize our managerial resources in India on a priority basis.

Let me emphasize some of our strategies in India:-

(i) Firstly, we would be expanding our retail business especially in the motor portfolio that has significant growth ratio in India. For this purpose, we would share our knowledge such as profit management, sales promotion techniques etc through our experts.

(ii) For the commercial business, we can transfer our technical know-how to Chola MS Risk Management which is another young joint venture company between Murugappa Group and MSIG.

(iii) We would support in implementing the customized technical expertise of MSIG in the key areas such as reinsurance, risk management and compliance etc.

(iv) From time to time, we would be providing necessary training to Chola MS employees in Japan & Singapore as well.

(v) If the Indian government permits, we are willing to increase our capital investment on this Joint Venture Company in the future.

(vi) We would be introducing our corporate clients such as Auto manufacturing companies, major appliances companies etc to Chola MS.

For MSIG, currently the biggest company in overseas is MSIG-Mingtai. It is basically a 100% subsidiary of MSIG. It has turnover of 36 JPY billion, and was ranked 4th largest in Chinese Taipei.

Considering the current growth rate of Chola MS and the business potential in Indian Insurance Industry, I am sure that Chola MS will overtake MSIG-Mingtai in future, and would become the largest overseas company of MSIG.

I would like to significantly contribute to the growth & expansion of Chola MS in the coming years through the effective business partnership of Murugappa Group and make a significant contribution to the overall development of Indian General Insurance Industry and foundation of affluent society in India.

Thank you