

f) Member Companies and Sales Force

The number of LIAJ member companies, which are all life insurers operating in Japan, stood at 46 as of the end of December 2009 including 6 mutual insurers and 40 stock insurers.

The number of tied sales agents had been falling, but it slightly increased to 248 thousand from the previous year. Meanwhile, the number of agencies has been decreasing since fiscal 1998. The number of sales representatives at agencies continued to increase since the lifting of the ban on bancassurance in fiscal 2002, and this year, it rose to 949 thousand from the previous year.

Table-10 Number of Member Companies and Agents/Agencies

| Fiscal Year | Member Companies* | Number of Sales Force (in thousands) | | |
|-------------|-------------------|--------------------------------------|----------|------------------------|
| | | Tied Agents | Agencies | Sales Reps at Agencies |
| 2004 | 39 (33) | 263 | 124 | 721 |
| 2005 | 38 (32) | 259 | 122 | 747 |
| 2006 | 38 (32) | 248 | 115 | 776 |
| 2007B | 41 (34) | 245 | 108 | 912 |
| 2008B | 46 (40) | 248 | 107 | 949 |

*Numbers in parentheses are those of stock companies

Reference: Member Companies with Foreign Participation (as of 31 December 2009)

| Domestic Companies with Foreign Capital | | | Branch Offices of Foreign Companies |
|---|----------------------|---------------------------------|-------------------------------------|
| AEGON Sony Life | Crédit Agricole Life | MassMutual Life | ALICO Japan |
| AIG Edison Life | Gibraltar Life | PCA Life | Aflac Japan |
| AIG Star Life | Hartford Life | Prudential Life | Cardif Assurance Vie |
| AXA Life | ING Life | Prudential Financial Japan Life | Zurich Life |
| Allianz Life | Manulife Life | | |