



Japan Trustee Services Bank, Ltd.  
Annual Review 2017



Japan Trustee Services Bank, Ltd.

# Customer Satisfaction Support Service

—To be the best partner for customers and for society—

## Corporate Data (As of June 30, 2017)

Corporate name	Japan Trustee Services Bank, Ltd.
Establishment	June 20, 2000
Commencement of operations	July 25, 2000
Head Office address	Harumi Island Triton Square Tower Y, 8-11, Harumi 1-chome, Chuo-ku, Tokyo 104-6107
Branch network	Head Office only
Agents	Bank agents: None Trust bank agents: 1
Capital	¥51.0 billion
Balance of assets in trust	¥259,118.9 billion (as of March 31, 2017)
Shareholders' equity ratio	33.41% (as of March 31, 2017)

## Long-Term Credit Ratings (As of June 30, 2017)

Japan Credit Rating Agency, Ltd.	<b>AA+</b>
Standard & Poor's Financial Services LLC	<b>A</b>

Please be noted this English version is for your reference purposes only; the original in Japanese prevails if any discrepancies are found.

Japan Trustee Services Bank, Ltd.



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# Management Message



**Yasuo Kuwana**  
Representative Director and President  
July 2017

I would like to express my thanks to you for your continuing patronage of Japan Trustee Services Bank, Ltd. (JTBSB).

We have prepared this Annual Review, which includes information on our performance and business operations during fiscal 2017, ended March 31, 2017, as well as other topics pertaining to JTBSB. We hope it will be useful to you in understanding our activities.

During fiscal 2017, we implemented measures to address the various issues in our Comprehensive Management Plan, and steadily moved forward with initiatives aimed at enhancing the sophistication and diversity of our asset administration services.

Moreover, to further strengthen the governance of our IT systems and services, we took steps to improve the management of our development processes and our systems development capabilities in the domains of planning, development, operations, and fundamental technologies.

To raise the level of customer satisfaction (CS) in our investment trust securities processing services, we worked to respond to the frequently changing requirements of our customers with carefully tailored services based on information we gather internally and externally. These information-gathering activities are focused in our Customer Services Center (Investment Trust), which we established in our Investment Trust Department, and in our Customer Services Center, within the Business Promotion Department.

In addition, along with the rising importance of risk management and legal compliance, we are working to strengthen our risk management capabilities, focusing especially on operational risk, including information security. We are also striving to increase the effectiveness of our compliance systems by improving related training programs to further raise the awareness of compliance issues among all management and employees.

With the understanding and support of our customers for these various initiatives, the balance of assets entrusted to JTBSB at the end of fiscal 2017 stood at over ¥259 trillion.

During fiscal 2018 which is ending March 31, 2018, we have implemented our new Medium-Term Business Strategies (Three-Year Plan) which is 4C's Vision for Action.

"4Cs" means practicing "Client-centered business management" through "**C**ommunication (placing importance on **C**ommunication with the client)," "**C**hange (transformation of the business and improvement of the services)," and "**C**hallenge (initiatives for new needs and actions for operations utilizing new technologies)."

Furthermore, we will continue to focus our efforts on the three pillars of business management, "strengthening human resources development," "improving service quality," and "enhance productivity," and as a group of professional asset administrators performing a public service for society, we will endeavor to build a presence and become generally recognized as "the bank specializing in asset administration."

Through our asset administration services, we will contribute to the development of companies and society as we position supporting the affluence of the public as our management philosophy. JTBSB management and employees, in order to secure unwavering customer confidence, will endeavor to keep in mind at all times their sense of responsibility and sincerity in implementing this philosophy. We look forward to your continuing support and patronage in the coming years.

# Management Vision and Commitment

## Management Vision

Through our asset administration services, we will contribute to the development of companies and society as we support the affluence of the public.

- Increase customer satisfaction as a “good partner with our customers”
- Contribute to society as an “indispensable presence”
- Increase employee satisfaction as a “company where working is fulfilling”

## The Company We Aim to Become

We will work to secure unshakable confidence, and, as a group of professional asset administrators performing a public service for society, we will endeavor to build a presence and become generally recognized as “the bank specializing in asset administration.”

## Guidelines for Action

As we administer our customers’ assets, we will follow all laws and internal rules as well as act with responsibility and sincerity at all times.

- We will respond with a sense of urgency to our customers’ requests with proper management and accurate processing operations.
- We will continue to make reforms at our own initiative to provide higher-quality services even more efficiently.
- We will aim to create a workplace culture that makes work brighter and easier through a combination of leadership and cooperativeness.

# Corporate Data

## ● Lines of Business

JTSB's lines of business are securities processing services related to pension trusts, individually managed specified money trusts, specified money trusts (comprehensive), securities investment trusts, administrated and managed securities trusts, retirement benefit trusts, and other trusts; management of cash; lending; foreign currency exchange transactions; account administration institution functions; back office outsourcing services for asset management companies; and other trustee and banking services related to asset administration.

## ● History

JTSB was established on June 20, 2000, as Japan's first trust bank specializing in the asset administration business, by Daiwa Bank, Limited (currently, Resona Bank, Limited) and Sumitomo Trust & Banking Co., Ltd. (currently, Sumitomo Mitsui Trust Bank, Limited) and commenced operations on July 25, 2000. In October of the same year, Sumitomo Trust & Banking transferred its trust and certain other assets to JTSB, and, in June 2001, the transfer of the trust and certain other assets of the then-Daiwa Bank to JTSB was completed. In September 2002, the Mitsui Trust Financial Group (currently, Sumitomo Mitsui Trust Holdings) invested in JTSB, and, in September 2003, the transfer of the trust and certain other assets of the then-Mitsui Asset Trust Bank, Limited (currently, Sumitomo Mitsui Trust Bank, Limited) was completed. As of March 31, 2017, total assets entrusted to JTSB exceeded ¥259 trillion.

## ● Shareholders

As of March 31, 2017,

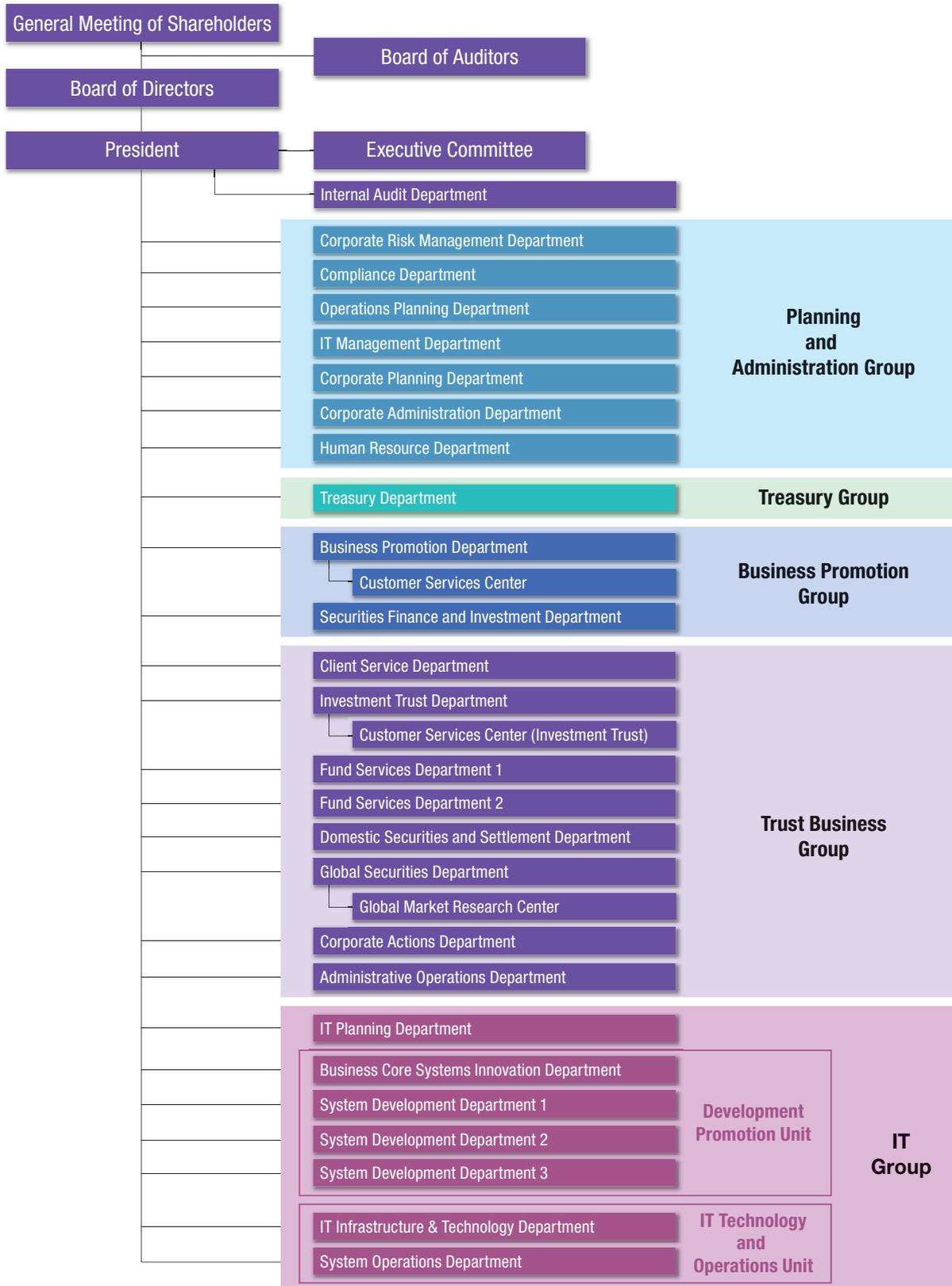
- The number of shares JTSB was authorized to issue was  
Common shares: 3,000 thousand  
Preferred shares: 1,000 thousand  
The total number of shares issued was 1,020 thousand.
- The number of shareholders was two.
- Major shareholders: (Refer to the table below)
- Purchase, disposal, and holdings of own shares: None

Major shareholders	Shareholdings	
	Shares held	Percentage of ownership
Sumitomo Mitsui Trust Holdings	680 thousand	66.66%
Resona Bank	340 thousand	33.33%

## ● Senior Management (As of June 30, 2017)

Title	Name	Principal Responsibilities
Representative Director and President	Yasuo Kuwana	In charge of Internal Audit Department
Representative Director and Deputy President	Yoshikazu Tanaka	Supervising IT Group, In charge of Operations Planning Department
Representative Director and Deputy President	Masatoshi Noguchi	In charge of Corporate Risk Management Department, Compliance Department, IT Management Department
Managing Director	Kenichiro Kurisu	In charge of Human Resource Department, Treasury Department, Securities Finance and Investment Department, Fund Services Department 1, Fund Services Department 2, Domestic Securities and Settlement Department, Global Securities Department, and Corporate Actions Department
Managing Director	Kenichi Okazaki	In charge of Business Core Systems Innovation Department, System Development Department 1, IT Infrastructure & Technology Department, and System Operations Department
Managing Director	Takashi Okuda	In charge of Corporate Planning Department, Corporate Administration Department, Business Promotion Department, Client Service Department, Investment Trust Department, and Administrative Operations Department
Auditor (Standing)	Minoru Nakamura	
Auditor (Standing)	Akira Kobayashi	
Auditor	Hiroshi Misawa	
Executive Officer	Masato Tanabe	General Manager, Operations Planning Department
Executive Officer	Yoshito Takahashi	General Manager, Business Promotion Department
Executive Officer	Masaaki Tagawa	General Manager, Client Service Department
Executive Officer	Yasushi Kasahara	General Manager, Investment Trust Department
Executive Officer	Takahiro Ishi	In charge of IT Planning Department and General Manager, IT Planning Department
Executive Officer	Hiroyuki Shindo	In charge of System Development Department 2, System Development Department 3

● **Organization Chart** (As of June 30, 2017)



# Corporate Governance Framework

## ● Business Decision Making and Roles of the Board of Directors

The Board of Directors makes decisions on important management matters and supervises the directors in the conduct of their duties. An Executive Committee has been established under the Board of Directors. This committee is responsible for deliberation, as part of the decision-making process in the conduct of business operations, regarding basic management policies and important individual items. The committee also works to share information and confirm the status of the execution of business activities. Its responsibilities also include reporting important information to the Board of Directors. The Executive Committee comprises all the directors and executive officers, and auditors may attend meetings of this committee and express their opinions.

In addition, as Japan Trustee Services Bank is a joint venture company, decisions on important matters are made in consultation with its two shareholders.

## ● Roles of the Board of Auditors

The Board of Auditors comprises all the auditors, and, as necessary, the auditors and the Board of Auditors may express their opinions to the directors. In addition, following the audit policies established by the Board of Auditors, the members of the Board of Auditors may attend meetings of the Board of Directors and the Executive Committee as well as other important meetings, monitor the conduct of duties by the Directors and Executive Officers, and, as necessary, express their opinions and make various kinds of suggestions.

The Internal Audit Department exchanges opinions with participants in periodic meetings and transmits the advice and other points from the Auditors. Also, as necessary, this department exchanges information as called for by the occasion.

The Auditors are responsible for reviewing important documents, including draft proposals; conducting various kinds of hearings and fact-finding activities; on-site research; and other activities to gather information for their day-to-day auditing activities. In addition, the Auditors hold periodic meetings with the independent auditing company, receive reports on the status of auditing activities and the results of audits, and exchange opinions. The Auditors also work to preserve the independence of the independent auditing company and monitor auditing activities to ensure their proper conduct.

Please note that audit reports are prepared on the status and results of auditing activities, and reports are made regarding the reports of the Board of Auditors to the Board of Directors. Moreover, the Auditors meet periodically with Representative Directors to confirm management policies as well as exchange views regarding the issues facing the Company and other matters.

## ● Relationship with Internal Auditing

JTSB has established an Internal Audit Department, which is independent of departments responsible for the conduct of business, audits of the conduct of business activities, and reports directly to the Company president. The Internal Audit Department examines the appropriateness and effectiveness of internal control systems within the departments responsible for the execution of business activities, including compliance and risk management, and, based on such activities, provides guidance and advice as well as makes suggestions. The results of internal audits are reported promptly to the Directors in charge and to the Auditors and periodically to the Executive Committee and the Board of Directors.



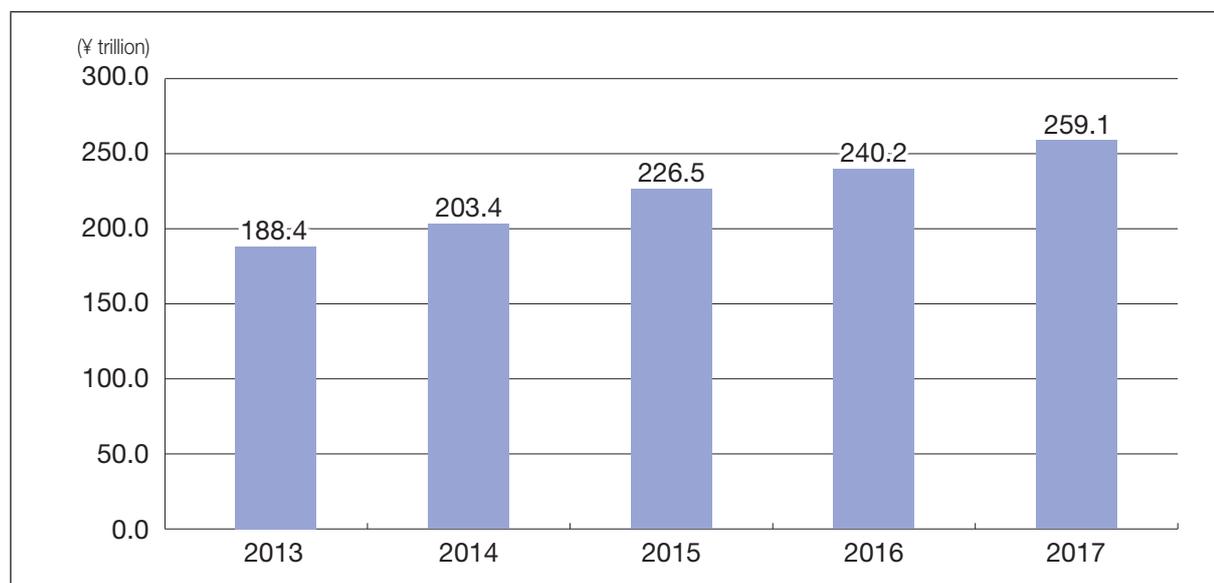
# Key Indicators of Management Condition

(¥ million)

Years ended March 31	2013	2014	2015	2016	2017
Ordinary income	30,910	27,344	27,602	27,891	26,559
Ordinary profit	2,100	740	788	570	576
Net income	523	429	460	348	390
Paid-in capital (Total number of shares issued)	51,000 (1,020 thousand)				
Net assets	58,038	58,266	58,700	58,981	59,156
Total assets	1,319,185	1,728,321	2,468,835	6,901,302	13,201,888
Deposits	25,102	35,131	32,503	141,305	6,807,134
Loans	172,608	116,625	—	772,785	49,127
Securities	168,442	136,532	146,042	95,419	45,225
Capital adequacy ratio (Domestic standard)	56.48%	40.90%	38.32%	36.92%	33.41%
Dividend payout ratio	40.87%	40.41%	39.88%	40.95%	40.44%
Number of employees	902	926	922	962	1,016
Trust fees	26,575	21,345	20,657	20,036	20,243
Trust account loans	—	—	—	—	—
Trust account securities	73,960,925	77,707,294	84,888,357	93,515,727	100,693,580
Total entrusted assets	188,359,947	203,367,513	226,512,594	240,176,012	259,118,905

Note: The number of employees includes personnel seconded to JTSB from Resona Bank, Sumitomo Mitsui Trust Bank, and other companies (a total of 218 in 2013, 213 in 2014, 197 in 2015, 216 in 2016, and 216 in 2017).

## (Supplementary Information: Trends in Total Entrusted Assets)



# Review of Business Performance

## ● Review of Performance and Results

JTSB aims to secure strong confidence and, as a group of professional asset administrators performing a public service for society, is endeavoring to build a presence and become generally recognized as “the bank specializing in asset administration.” To attain these objectives, JTSB is working to deal with priority management issues: namely, “enhancing the sophistication of our business initiatives,” “strengthening our capabilities for responding to changes,” and “improving our business base.”

In the area of business operations, JTSB promoted Companywide initiatives to improve its operations, and, as a result, capabilities for responding to customer requests were strengthened.

Among initiatives to further improve the content of our services, in our trust business, we worked to respond to customer needs accurately and promptly through its Customer Services Center (Investment Trust). In addition, in the non-investment trust business area (Tokkin, etc.), JTSB worked to improve its responsiveness to requests from customers through its Customer Services Center and substantially enhance its services for customers.

In the area of crisis management, JTSB made confirmations of the effectiveness of its business continuity plans through periodic disaster policy training and drills and is working to strengthen its crisis response capabilities by improving its systems for management of additional crisis situations, such as pandemics.

As the importance of risk management and compliance with laws and regulations has risen, JTSB has worked to strengthen its risk management systems for operational risk, including information security, as an initiative for internal management. In addition, JTSB has expanded its training programs to further raise the awareness of compliance among all personnel and implemented measures to strengthen its compliance systems.

## ● Profit and Loss

Ordinary income fell ¥1,332 million from the previous fiscal year, to ¥26,559 million, mainly as a result of a decrease in interest income. Principal components of ordinary income were ¥20,243 million in trust fees, ¥8,428 million in fees and commissions, and ¥2,164 million in interest loss caused by negative interest rates.

Ordinary expenses fell ¥1,337 million, to ¥25,983 million, mainly due to a decrease in interest expenses and operating expenses. The principal components of ordinary expenses were ¥25,645 million in general and administrative expenses, ¥292 million in fees and commissions expenses, and ¥42 million in interest expenses.

As a result, ordinary profit increased ¥5 million, to ¥576 million, and net income increased ¥42 million, to ¥390 million.

## ● Assets and Liabilities

Total assets at the end of the fiscal year rose ¥6,300,586 million, to ¥13,201,888 million, due to an increase in cash and due from banks as well as other factors. Principal assets were ¥12,673,101 million in cash and due from banks, ¥350,000 million in call loans, ¥49,127 million in loans and bills discounted, and ¥45,225 million in securities.

On the other hand, total liabilities increased ¥6,300,411 million over the end of the previous fiscal year, to ¥13,142,731 million, as a result of an increase in deposits, etc.

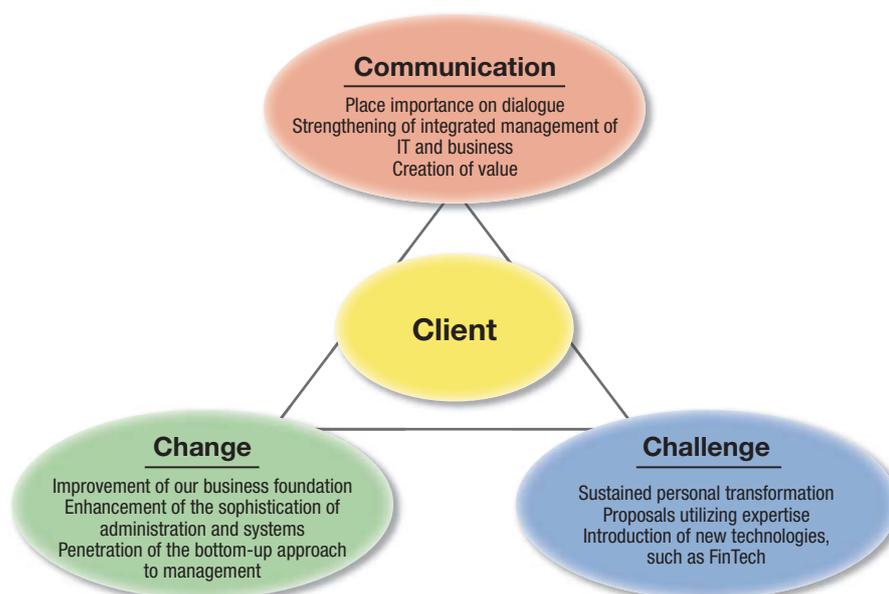
## ● Entrusted Assets

Total assets entrusted to JTSB as of March 31, 2017, rose ¥18,942,892 million over the end of the previous fiscal year and amounted to ¥259,118,905 million.

## ● Issues to Be Addressed

Through strengthening IT governance, improving the efficiency of operations, offering high-value-added services, and maintaining a high level of reliability through substantial improvements in risk management and internal controls, we will work to establish a strong reputation as a good partner of our customers and strengthen its competitiveness.

# Medium-Term Business Strategies



[Medium-Term Business Strategies slogan]

Foresee Success with 4Cs

“Foresee future success with our clients through communication, change, and challenge”

## ● Medium-Term Business Strategies (Fiscal 2018 - Fiscal 2020)

JTSB has positioned the three years from fiscal 2018 as “three years in which we will anticipate the future and improve our business foundation” and has formulated a new Medium-Term Business Strategies.

We have presented the 4Cs centered on our clients (clients, communication, change, and challenge) as the vision of the Medium-Term Business Strategies, and we are strengthening communication, in particular dialogue with clients, undergoing transformations, namely streamlining and increasing the security of the existing businesses, and providing new solutions that utilize expertise even more.

## ● The Specific Themes of the Medium-Term Business Strategies

- Strengthening human resources
- Improving service quality
- Enhance productivity

Over the three years of the Medium-Term Business Strategies, we will implement a plan focused on improving client-centered business management.

We have presented “strengthening human resources development,” “improving service quality,” and “enhance productivity” as the specific themes.

Under the 4Cs Vision for Action, we will endeavor to execute the specific themes and improve the asset administration business.



# Initiatives to Improve Services

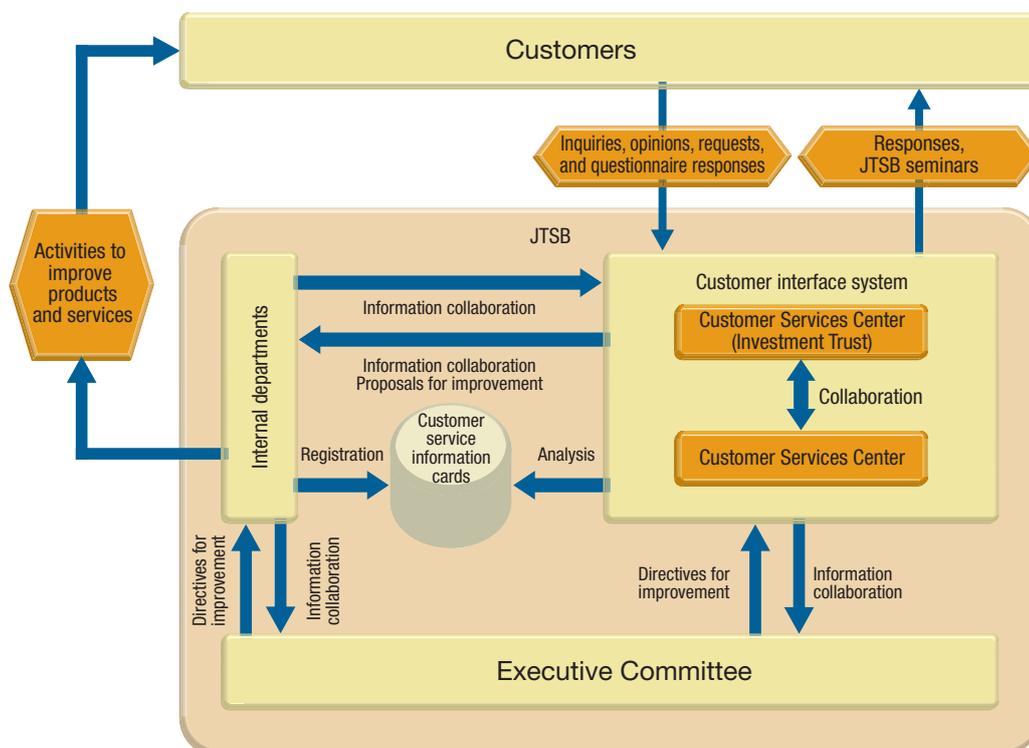
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  - Securities Lending Services
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## ■ Systems and Measures to Reflect Customer Opinions in Our Services

JTSB, as “a good partner with clients,” has made increasing customer satisfaction one of the objectives in its Corporate Philosophy.

For JTSB, customer satisfaction means providing services for the customers we deal with directly and, beyond them, for the affluent lifestyles of their customers—who are subscribers, investors, and beneficiaries—by administering properly the valuable assets that our customers have entrusted to us.

To attain our management objectives, we have adopted the following guidelines for action: “Respond to customers by providing proper supervision and accurate processing services with a sense of urgency” and “Continuing at all times to innovate and change to offer even higher quality and services efficiently.” Each and every member of management and staff in their respective positions is endeavoring on a daily basis to be helpful and become “a good partner with clients.”



### ● Customer Interface System

JTSB has provided contact points to receive and respond to customer inquiries, opinions, and requests. For investment trust customers, JTSB’s Customer Services Center (Investment Trust) serves this function, and, for clients in the non-investment trust areas, such as specified money trusts, the Customer Services Center acts as the point of contact.

JTSB’s organization is divided into fund management, domestic securities administration, foreign security administration, settlements, and other departments. For one financial instrument, a number of departments may become involved in a complex fashion. But the Customer Services Center (Investment Trust) and the Customer Services Center, which are the contact points with customers, are working in close liaison with JTSB’s internal departments, and they develop and implement various measures to meet customer needs. This system enables JTSB to respond promptly and accurately to customer inquiries, opinions, and requests.

### ● Questionnaire Surveys of Investment Trust Management and Investment Advisory Companies

As a good partner with clients and to offer its customers even better services and products, each year, JTSB conducts a questionnaire survey about its services and products among investment trust management companies and investment advisory companies. JTSB treats these opinions and requests as valuable hints and uses them as inputs into considering service and product improvements. The outcomes of consideration of the survey results are reported at seminars and other meetings several times a year.

### ● Customer Service Information Cards

To use the customer opinions and the awareness we gain from them to improve our services and products, JTSB introduced customer service information cards as an information management tool in 2006. These cards are registered with the relevant internal departments, and the information they contain is also recorded. Thus far, approximately 8,000 information cards have been accumulated, and the department in charge draws on this information to provide guidance to the relevant departments and make suggestions regarding improvements in services and products.

### ● JTSB Seminars

JTSB holds seminars several times each year for investment trust management and investment advisory companies. During fiscal 2016, a total of 226 participants from 99 companies attended seminars. Going forward, to attain our aim of being a good partner with clients and offering them value added, we will continue to offer accurate and timely information to our customers.

## Examples of Seminar Themes

### ***Seminar for Investment Trust Management and Investment Advisory Companies Held on August 4, 2016***

- (1) About the latest information pertaining to investment in China
- (2) About points to consider pertaining to investment in India
- (3) Improvement activities report in JTSB's investment trust business
- (4) About the latest trends in domestic and foreign systems, etc.
- (5) About Omgeo ALERT
- (6) Report on the improvement of customer service on foreign securities
- (7) Report on the improvement of services (across the board) for investment advisory companies

### ***Seminars for Investment Trust Management and Investment Advisory Companies Held on January 12, January 13, and January 17, 2017***

#### ***(Briefing session for the commencement of application of margin requirements)***

- (1) The status of trust accounts in each legal jurisdiction and the administrative response necessary for each status
- (2) Response to the Supervision Guidelines and Financial Services Agency public comment answers
- (3) Administrative flow anticipated in JTSB
- (4) About the ISDA Master and CSA arising from the introduction of the margin requirements

## ■ Initiatives for Enhancing Information Provision Services

In view of the importance of providing information in the asset administration business, JTSB established its Customer Services Center and Global Market Research Center and is implementing initiatives to enhance the sophistication of its information provision services.

### ① Online Information Provision Services

Along with the rapid advances in Internet-based services and information delivery platforms, JTSB's Customer Services Center offers various services and content as well as timely news to customers and is expanding the methods of delivery and diversity of information it provides. The aim of these services is to provide information useful to customers entrusting assets and investment advisers even more quickly and at a more-sophisticated level.

For investment trust managers, JTSB provides data, such as confirmations of completed foreign securities transactions and information on interest and dividends, that can be input directly into their accounting systems.

Also, as part of activities to improve user support services, JTSB has set up separate dedicated portal sites for customers entrusting assets and investment advisers. These sites present easy-to-understand information on how to read reports as well as answers to frequently asked questions.

#### ■ Portal Sites

For Customers Entrusting Assets: *Online 2.0*



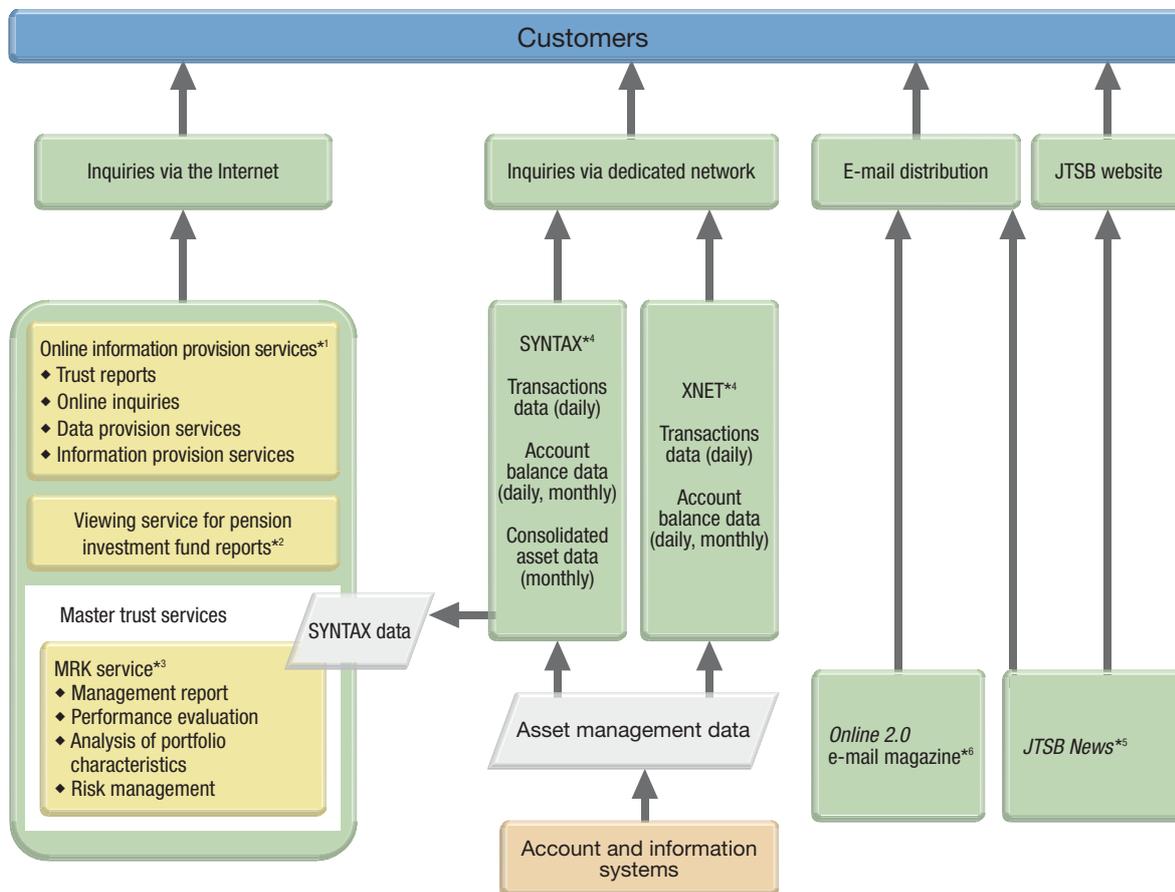
For Investment Advisory Companies: *JTSB Web Portal*



Meanwhile, a part of JTSB's initiatives to increase the convenience of its online services, in February 2013, in response to requests from customers to offer services earlier in the day, JTSB began to provide services 30 minutes earlier, at 8 a.m. Also, in July 2013, JTSB upgraded the operation of its "Quick Comprehensive Inquiry Function" for trust reports by adding a capability to access information with multiple base dates. Furthermore, in February 2017, we added the function for batch download of all of the report forms (in PDF format) for the investment advisory companies.

To respond to customer needs, JTSB has formed an in-house working group for information delivery, and it is proceeding with the consideration of various measures to move forward actively to expand its functions and services.

● Information Provision Services: Functions



\*1: Online information provision services:

Linked to account and information systems, these information services supply customers entrusting assets and fund managers with content that includes various types of report forms, account balance data, and other information via the Internet. Report forms are supplied in Excel and CSV formats, making processing easy. (Provision of PDF report forms to investment advisory companies)

To supply trust reports, the “Quick Comprehensive Inquiry Function” has been added that allows customers to access information on multiple funds and multiple report forms. In addition, to supply trust reports, the “Pension Relation Reports Function” has been added. This function allows customers entrusting assets to access reports. These reports are “Asset Value Reports” for use in calculating retirement benefit reserves, the “Detailed Monthly Report on Income and Expense on Pension Assets” and the “Detailed Monthly Report on Changes in Pension Assets” that show changes in pension asset principal on a monthly basis.

\*2: Viewing service for pension investment fund reports:

This service allows customers entrusting pension investment funds to view via the Web data that follows the disclosure requirements of the revised Trust Business Law.

\*3: Master record keeping (MRK) service:

This service allows customers entrusting assets to access reports on their assets from a centralized source via the Internet. SYNTAX data is gathered from trust banks and insurance companies, and data from multiple institutions is put into various standard forms.

\*4: SYNTAX, XNET:

This is a data disclosure service that provides information on asset management electronically via a dedicated network. Data formats are prepared by the original disclosers of the information, namely, Nomura Research Institute and XNET.

\*5: JTSB News:

This newsletter is delivered via e-mail and is available on the JTSB website. It contains overseas market systems and taxation, dates of bank holidays, introduction of new products and other items, results of research and analysis, special features on specific topics, and information on domestic takeover bids and other corporate actions.

\*6: Online 2.0 e-mail magazine:

This information service sends out e-mails on topics that include notifications of newly released functions, introductions to convenient services, and answers to frequently asked questions.

## ● Master Trust Service

<MRK service 2 for master record keeping (MRK)>

JTSB consolidates assets allocated over multiple asset administration institutions into centralized reporting to provide a master trust service that is provided through the Internet.

We started providing this service in May 2001, but, in order to meet the diverse analysis needs of our clients arising from the diversification of management techniques in recent years, since October 2016 when the provided report forms were revised, we have been providing report forms that are easier to read and can be used more flexibly.

## ② Global Market Research Center

As part of its initiatives to increase the sophistication of asset administration services, JTSB's Global Market Research Center gathers information and undertakes research and analysis on a range of topics related to foreign securities markets. These include the settlement systems in overseas markets, taxation, dates of bank holidays, and new investment products. This information is made available through the *JTSB News*, and the Global Market Research Center responds to questions regarding the content of *JTSB News*. These information services have won the high acclaim of many customers entrusting assets and fund managers.

Going forward, through stronger collaboration with overseas custodian banks, the center gathers information on the securities exchanges of various countries, central banks, regulatory authorities, industry associations, and media. The center also makes use of local consultants for information and advice on tax and legal matters, and, as necessary, gathers the latest information on legal systems, settlement systems, taxation, and other subjects through the conduct of on-the-spot surveys and research. Through these activities, the center is working to further increase the level of its research and analysis.

## Response to the Diversification in Investment Targets

Investment in foreign securities, along with conventional European and U.S. markets, has in recent years trended toward increased investment in emerging\*<sup>1</sup> markets and frontier\*<sup>2</sup> markets in Asia, South America, the Middle East, and Africa in line with diversification in investment targets. However, the market practices, regulations, taxation, and other aspects of these local markets remain complex. Making an initial investment often requires complicated procedures, such as an investment authorization application to local authorities, and related costs. After the investment is made, investors also need to remain aware of changes in market regulations, taxation systems, and other developments. JTSB makes full use of information offered by global custodians, local central banks, tax consultants, and other sources to gather data and conduct research and analysis on various markets. JTSB is continuing to take initiatives to further improve and increase the sophistication of its asset administration activities in response to the special features and variability of individual markets.

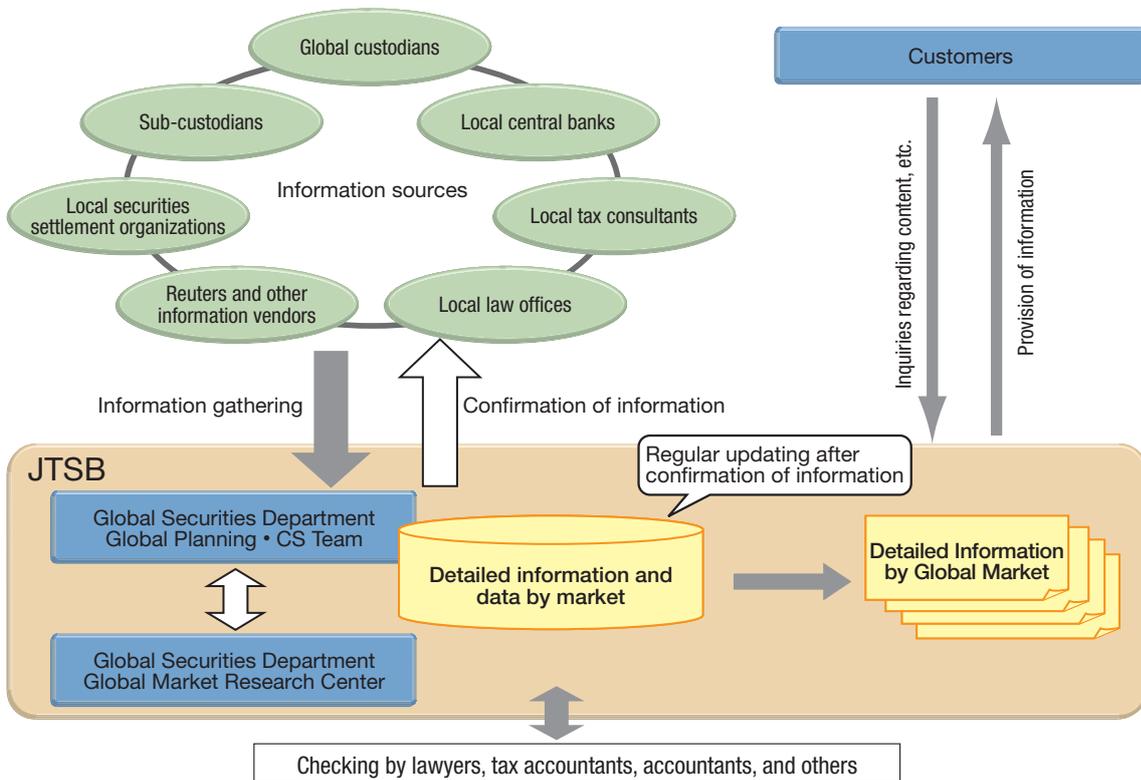
In addition to these activities, JTSB provides *Detailed Information by Overseas Market*, which will support customers to make investments in overseas markets as needed. Along with information directly related to asset management, JTSB offers information systematically on special features of various markets, mainly emerging and frontier markets, and points for attention, including matters related to asset administration. Regarding markets in developed countries, JTSB selects topics that may have major impact on asset management and practical administrative matters, such as revisions in related systems, taxation, and other matters, and provides coverage of these topics.

Going forward, JTSB will periodically update the *Detailed Information by Overseas Market* and provide accurate and timely information on asset management that will be useful to customers.

\*1: Emerging markets: Securities markets in Asia, South America, Eastern Europe, and elsewhere that are still in the economic growth stage. Since growth rates are high, investors can expect opportunities for a higher return than in the developed countries, but since there are various regulations regarding investment and these countries are influenced by trends in the industrialized countries as well as political and financial factors in their own markets, investment involves some risk.

\*2: Frontier markets: Securities markets in developing countries that have not reached the stage of being emerging markets.

● **Flow of Services Offering Detailed Information by Overseas Market**



## ■ Back Office Outsourcing Services for Asset Management Companies

In asset management companies (investment trust management companies/investment advisory companies), where the practice of fiduciary duty and strengthening investment capacity are the issues, they are concentrating their resources on the core businesses such as investment management, products lineup and client services; meanwhile, the need to outsource back office operations is increasing.

Under such circumstances, JTSB launched a specialized unit of outsourcing services for the back office administrations of asset management companies in 2015, which include investment trust accounting and NAV calculation, fund disclosure services, investment management accounting operations, etc. (Number of funds and assets under management of outsourcing contracts as of the end of March 2017: approximately 1,100 funds/¥16 trillion (market capitalization basis))

As the best partner of asset management companies, we will endeavor to provide solutions to diversifying needs and improve service quality by utilizing the know-how and expertise which we have cultivated as a trust bank specializing in the asset administration business with a wide range of trustee services and securities settlement operations, etc.

## ■ Handling of OTC Derivative Transactions

### ● Meeting the Requirements of International Regulations

We are meeting the requirements of the international regulations on derivative transactions triggered by the global financial crisis, with the awareness that meeting the requirements of these regulations is an important issue in a bank specializing in asset administration.

The application of the “Margin requirements for non-centrally cleared derivatives” began to be phased in from September 2016 in Japan, and application to variable margins management in entrusted assets began in March 2017. JTSB has developed systems to meet the requirements of the regulations.

Specifically, regarding margin transfers between asset management companies and dealers, JTSB has also started carrying out fair valuation of transactions and computation of the necessary margin amount, etc. and as the trustee has started carrying out monitoring to ensure that entrusted assets are preserved properly.

Going forward, as further strengthening of regulations pertaining to derivative transactions, etc. is anticipated, we will continue to closely watch the trends of international regulations and implement the necessary responses.

### ● Continuous Initiatives to Improve Service Quality

In recent years, the volume of derivative transactions has increased, the volume of OTC derivative transactions has increased in particular, and the diversification of products has progressed. In this context, JTSB expanded its derivatives system in 2015, and we are aiming to expand the corresponding products and collateral types centered on the full range of swap transactions.

Furthermore, through the introduction of straight-through processing (STP) for contract orders, etc., we are promoting the improvement of administrative processes so that administrative streamlining can be achieved in both the asset management companies and JTSB.

## Foreign Investment Trust Transactions Using the Fund Settlement Service

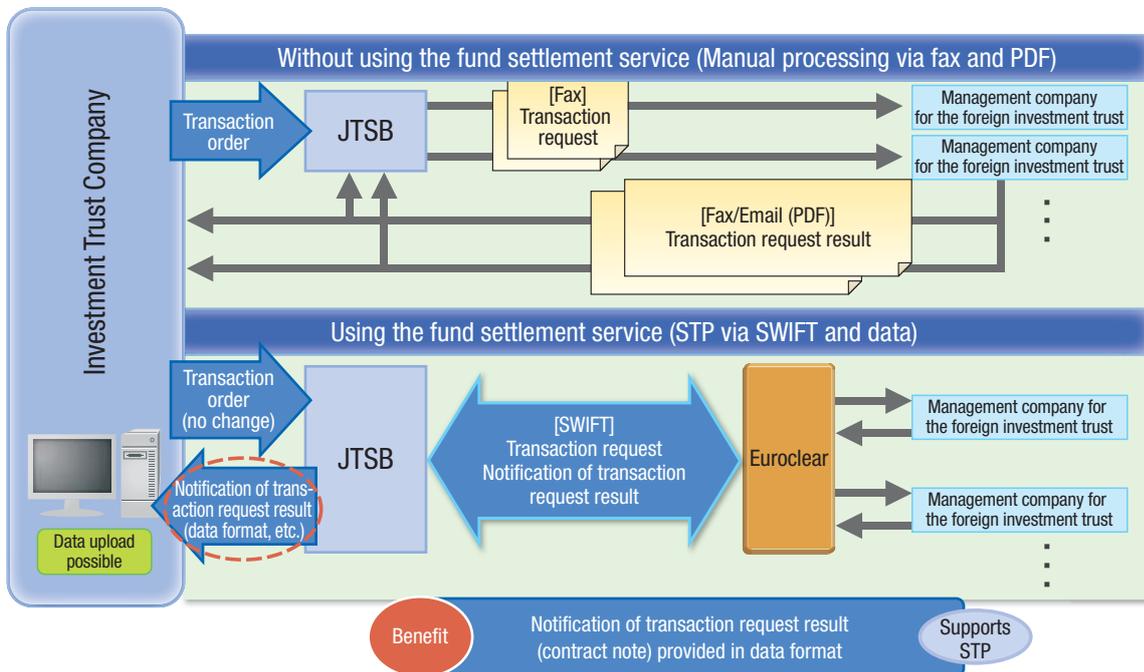
Transactions for the foreign investment trusts included in investment trusts have increased in recent years. Administrative procedures for foreign investment trusts are complex, often involving contacting different management companies for each security, making greater consistency and speed increasingly important. Another factor complicating matters is that management companies principally communicate by facsimile.

JTSB has sought to resolve this situation by partnering with Euroclear to offer the Fund Settlement service, introduced in July 2015. This service centralizes all transaction requests through Euroclear, and uses the highly efficient SWIFT system, allowing for secure and prompt transaction procedures. This initiative has enhanced satisfaction among investment trust customers.

Investment trust customers can also simultaneously take advantage of straight-through processing (STP). Specifically, while management companies normally send result notifications for the transaction requests they receive by fax or PDF, with the Fund Settlement service JTSB will provide this information in data format. Dividend information can also be provided as data, further enhancing the benefits of STP.

### Main Benefits for Investment Trust Companies

- Transaction results and dividend information available in data format
- Quick verification in yen of sales proceeds received from foreign investment trusts
- Ability to search for foreign investment trust securities information and transaction request status using a dedicated browser for the fund settlement service



## ● Participation in Custody Services for Foreign Stock Certificates, etc.

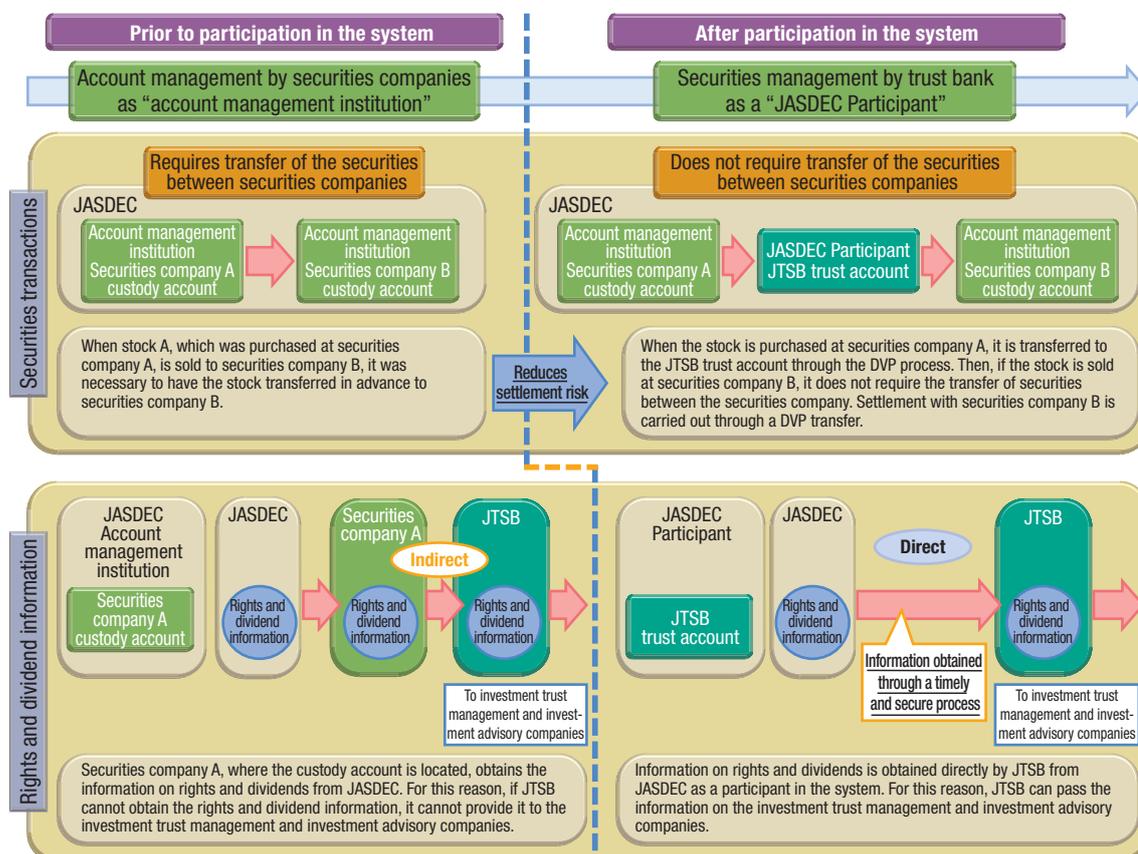
In recent years, expectations for upgrading the asset administration infrastructure have risen. Factors accounting for this have included the globalization of Japanese enterprises, fund-raising by foreign companies on the TSE, the listing of ETFs invested in Asian stocks (other than Japanese stocks), the commencement of the calculation of the JPX-Nikkei Index 400 (which may include foreign stocks listed on the TSE), and the listing of foreign stocks (including foreign ETFs) (hereinafter, TSE foreign stock).

Amid this business environment, as an asset administration company specializing previously in domestic assets, as a first initiative to respond to these trends, JTSB began to participate in the “Custody Services for Foreign Stock Certificates, etc.” of the Japan Securities Depository Center, Inc. (JASDEC) in August 2014.

As a result, previously, investments in TSE foreign stock could be transferred and settled freely, but through participation under the delivery versus payment (DVP) system, stock, etc., can be transferred and settlements made, and information can be provided on rights and dividends. These arrangements have further enhanced the safety and convenience of asset administration.

### ● Merits for Investment Trust Management and Investment Advisory Companies

- Securities and monetary settlements: DVP becomes possible ⇨ Reduces securities and settlement risk
- Information on rights and dividends: JTSB receives directly from JASDEC ⇨ Timely provision of information is expected



## ● Securities Lending Services

As part of initiatives to offer services related to the asset administration business, JTSB is substantially stepping up its securities lending services with the objective of offering customers high value added.

### ● Features of JTSB's Securities Lending Services

JTSB has one of the largest balances of assets for lending in Japan, and its staff have abundant experience in securities lending operations. JTSB also has high-level lending support systems that enable it to process large volumes of such transactions quickly. As a result, JTSB ranks among the leading stock and bond lending institutions in Japan and is working to further expand the scale of its securities lending services.

Because of the flexibility and careful tailoring of services to meet a wide range of needs of customers entrusting assets and managers as well as detailed reporting services, JTSB offers lending services that cover a wide range of products, including pensions, comprehensive securities investment trusts, specified money trusts, specified individually managed money trusts, and custody.

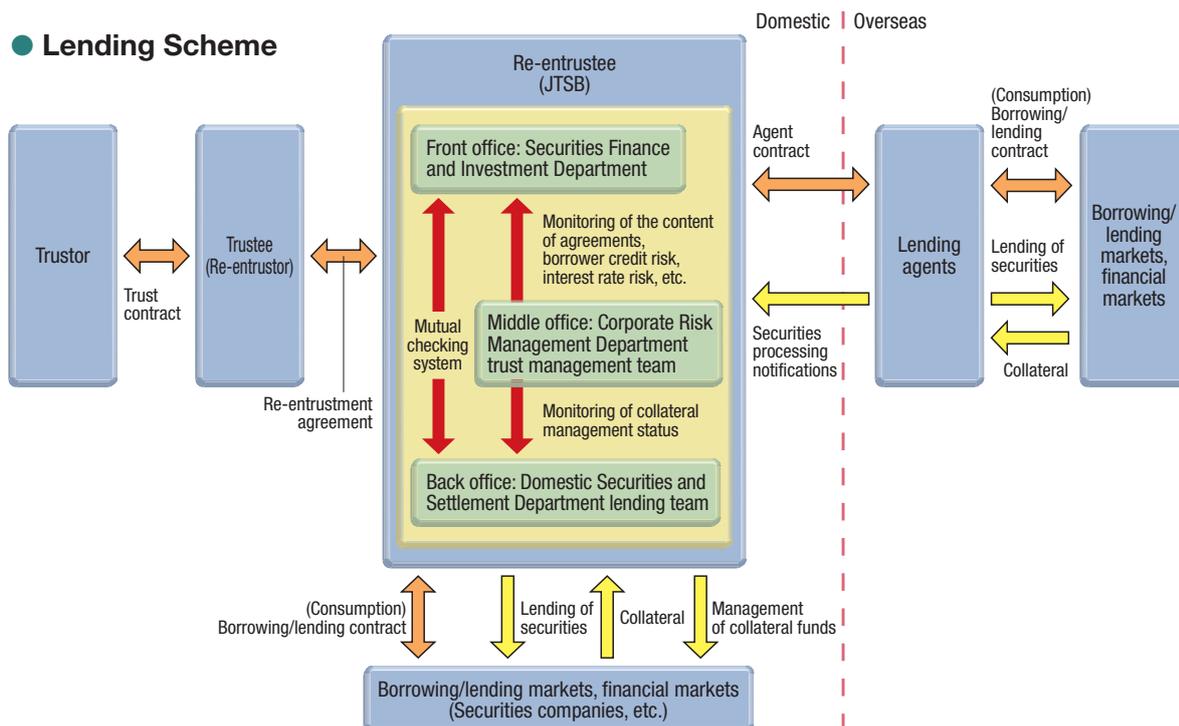
### ● Service Development

JTSB was one of the first companies in its industry to offer securities lending and introduce a diversity of lending methods as well as upgrade its operations with the aim of providing advanced, high-value-added services for its customers. These activities have included lending securities to actively managed funds through active collaboration with investment advisory companies and managers, collateral management schemes based on the tri-party method for which needs are strong among borrowers, and the introduction of platforms for securities lending transactions.

JTSB is continually reviewing and further upgrading its credit and interest rate risk management in line with changes in the market environment to ensure even safer asset management.

Going forward also, JTSB will continue to differentiate its services from others through its product and service planning capabilities and operational strengths as it works to substantially raise the level of its services and maintain its leading status in the industry.

### ● Lending Scheme



Note: The general scheme shown above pertains to re-entrustment of securities. A similar scheme for securities lending services is applicable when the securities are entrusted from one party to another.

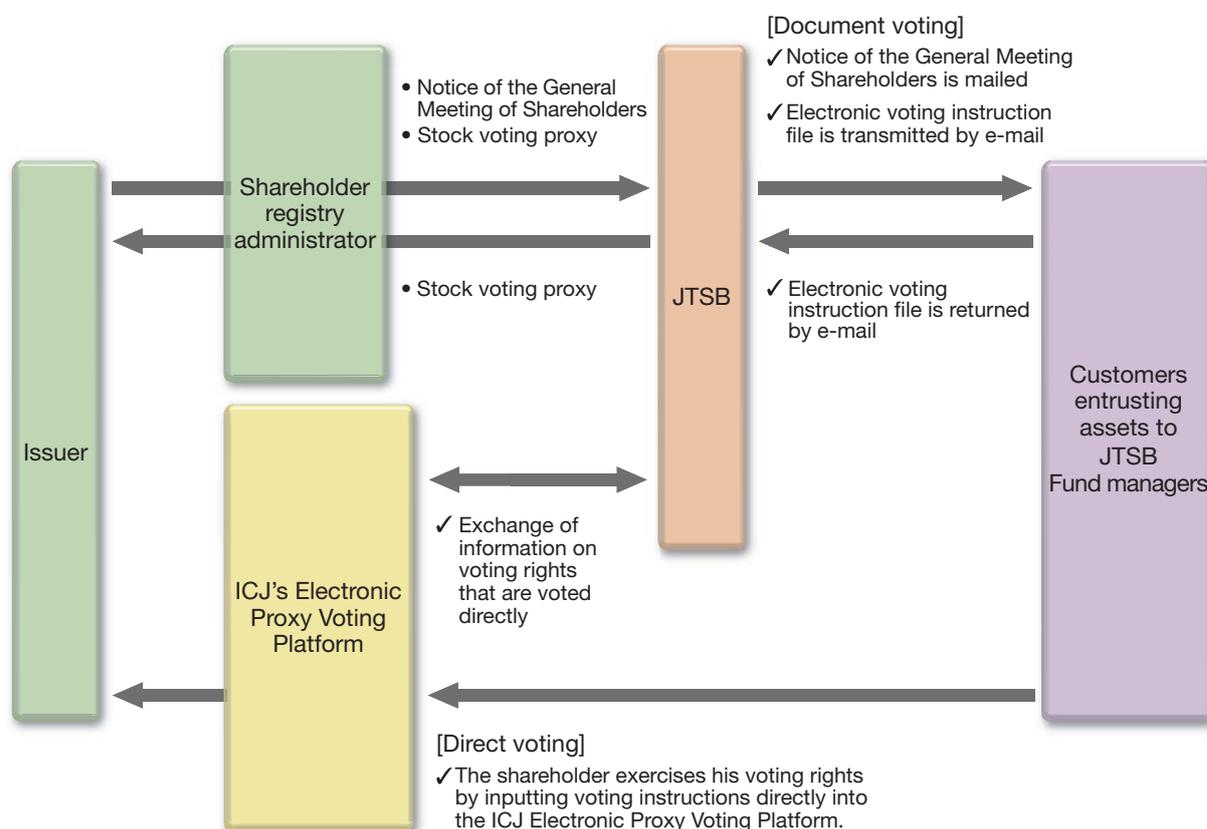
## ● Domestic Stock Proxy Voting Business

In its asset administration activities, JTSB responds flexibly to the needs of its customers regarding domestic stock proxy voting, which involves the maintenance of important rights, and has appointed specialist staff who can process proxy votes promptly and accurately. JTSB strives to execute the electronic instructions from customers entrusting assets and fund managers speedily and accurately, and, with its originally developed stock proxy voting management system, is able to offer services of even higher quality.

Also, by arranging for the participation of fund managers in ICJ Co., Ltd.'s\*<sup>1</sup> Electronic Proxy Voting Platform\*<sup>2</sup>, it has been possible to strengthen collaboration with ICJ and enable fund managers to exercise their proxy rights directly and smoothly. Looking ahead, JTSB will take even more-active initiatives in the increasingly diverse proxy voting services area.

\*1: ICJ Co., Ltd., is a joint venture, established in July 2004 by the Tokyo Stock Exchange Co., Ltd., the Japan Securities Dealers Association, and Broadridge Financial Solutions, Inc., with the objective of operating the Electronic Proxy Voting Platform.

\*2: The Electronic Proxy Voting Platform is an infrastructure system that enables institutional investors to vote directly the proxies of the shares they own without going through the trust banks that are the shareholders of record.



## ● Domestic Stock Transition Management

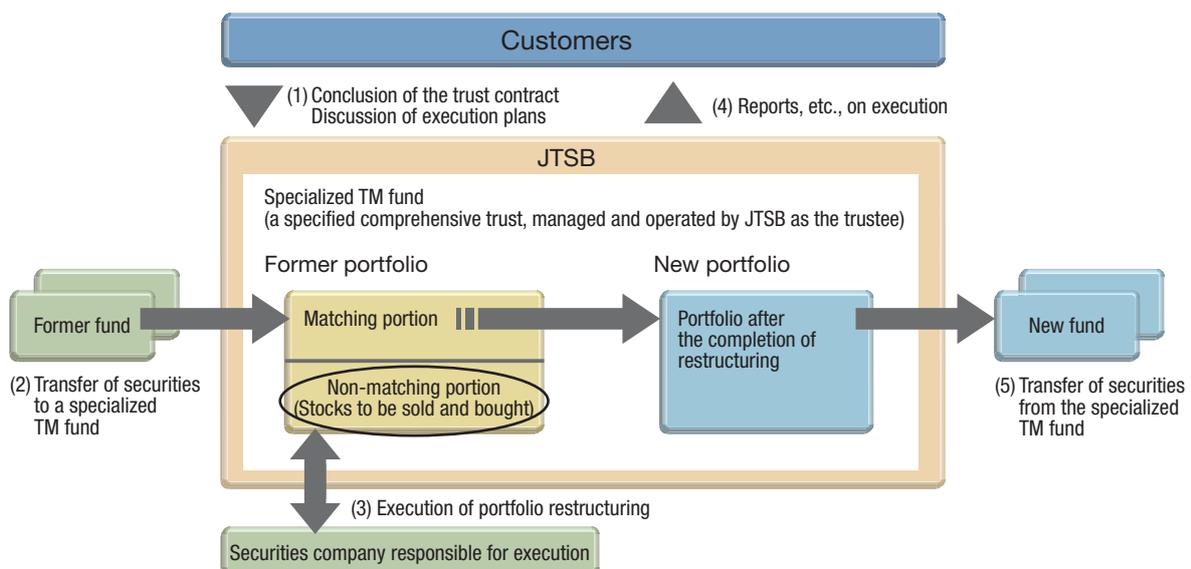
As part of its asset administration business, JTSB offers domestic stock transition management services. These include restructuring stock portfolios that have been entrusted to JTSB, and then transferring them safely and efficiently to separate accounts according to customer requests.

### ● Features of JTSB's TM Services

As trustee, JTSB adopts the specified comprehensive trust contract method, and features of its services include providing a sense of security and transparency to its customers, cost minimization, and anonymity in the market.

- (1) In addition to its extensive record of transferring securities documents, JTSB can offer high-quality service because of its dedicated systems for transition management execution.
- (2) When transition projects are entrusted with JTSB, it appoints a specific person in the specialized transition management unit in the front office on the one hand and, on the other, JTSB's specialized transition management unit in the middle office strictly monitors the activities of the securities company responsible for execution (hereinafter, executing securities company). In this way, JTSB guarantees customers a high level of transparency and the best execution.
- (3) By properly managing market risk exposure and tracking errors, JTSB minimizes costs.
- (4) By selecting the executing securities company from among those that have no capital ties with JTSB, the conflicts of interest that may arise in such transactions with related parties are eliminated.
- (5) By having transition management executed by JTSB, as a trust bank that specializes in asset administration, customers can rely on JTSB for the thorough management of information and eliminate the possibility of conflicts of interest in the conduct of transition management services.

### ● TM Scheme



## CSR Initiatives

JTSB performs its main business as a bank specializing in asset administration faithfully and takes performance of these duties as the basis for fulfilling its corporate social responsibility (CSR).

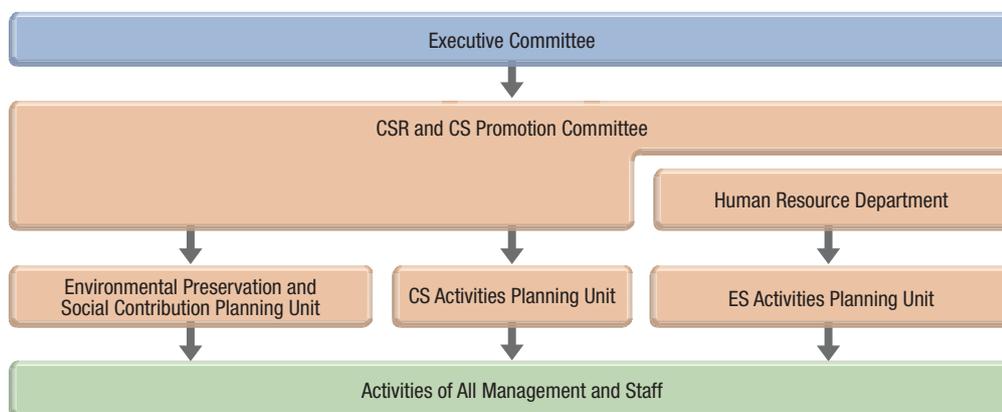
With this as a basic assumption, JTSB approaches CSR from three perspectives: “Enhancing customer satisfaction (CS),” “Enhancing employee satisfaction (ES),” and “activities for preserving the environment and contributing to society.” As all JTSB’s management and staff from their respective points of view take action, JTSB aims to reach higher levels of fulfillment of its CSR.

As a specific code of conduct for CSR activities, JTSB has established the following policies for action and is working to raise the awareness of CSR among each and every member of management and staff. As the center of these activities, JTSB has established a Companywide cross-divisional CSR and CS Promotion Committee to support the activities of all management and staff.

### Policy for CSR Activities

- We have a strong awareness of our high-level functions in the social infrastructure in the field of administering securities and other assets and offer high-quality services promptly and accurately to all our customers.
- We contribute to the development of our customers and society by developing and providing services that meet the needs of our customers.
- We, as members of society, participate, on an individual and voluntary basis, in activities that contribute to society.
- We, by contributing to society, work to create a workplace we can each take pride in and work energetically.

### System for Activities



### Principal Initiatives

#### Social Contribution Planning Unit

This unit actively engages in a range of projects that contribute to society, including those providing support for the blood donation activities of the Tokyo Red Cross Blood Donation Center.

#### CS Activities Planning Unit

Under its slogan of “Nurture the Tree of Reliability! Make the Smiles of Our Customers Bloom,” this unit is engaging in group discussions and meetings to exchange opinions with other companies with the objectives of raising the awareness of CS among management and staff and thereby “enhancing CS.”

#### ES Activities Planning Unit

Activities of this unit include promoting the taking of parental leaves of absence among employees and creating systems to provide assistance to employees raising children. The unit has also established an “External Advice and Counseling Desk” and is taking steps to enable employees to work with a greater peace of mind by creating systems to help them deal with the problems they may face. In addition, this unit aims to create a corporate culture that respects the rights of each and every employee and is free of discrimination by aggressively implementing activities that increase the awareness of human rights, focusing around the Human Rights Awareness Promotion Committee.

# Processing Systems Infrastructure

- Initiatives for Improving Processing Quality ..... P26
- Active Initiatives for Reforming Securities Settlement  
and Other Functions ..... P27
- Overall Composition of Company Systems ..... P28
- Systems Development and  
Operations Management Framework ..... P29
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## ■ Initiatives for Improving Processing Quality

### ● Strengthening Processing Planning Functions

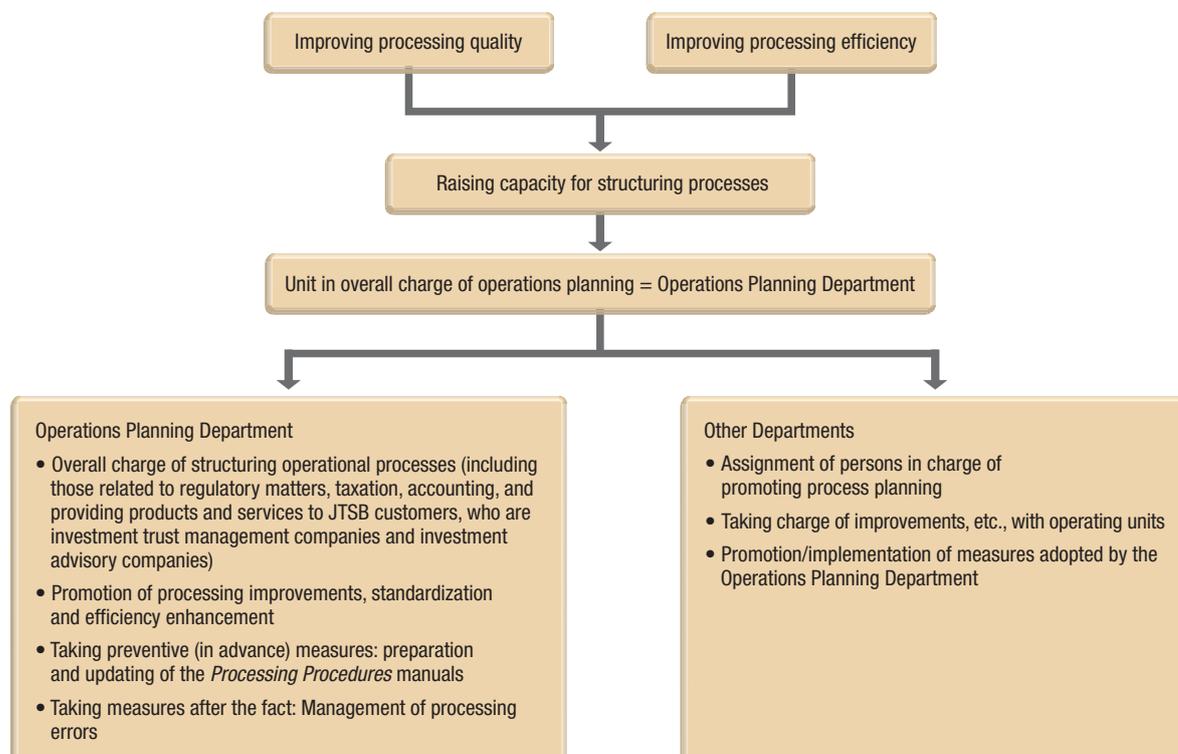
JTSB established its Operations Planning Department with the aim of substantially strengthening its Companywide system for promoting the enhancement of the quality and efficiency of processing.

As the JTSB department in overall charge of operational planning, the Operations Planning Department handles matters related to regulatory issues, taxation, and accounting and is responsible for structuring operation processing systems that are appropriate for offering products and services to JTSB customers, investment trust management companies, and investment advisory companies. The department is also in charge of planning and the promotion of measures pertaining to improvements in processes, standardization, and efficiency enhancement. Also, as noted in the next section under Processing Risk Management Activities, this department is preparing the way for securing the effectiveness of processing risk management activities.

### ● Processing Risk Management Activities

With the awareness that minimizing processing risk is one of the most-important issues for JTSB as a company specializing in asset administration, JTSB has established processing procedures manuals for all its processing operations, forbidden non-standard processing, and established mutual checking as standard procedure.

In addition, JTSB has prepared its *Processing Risk Management Rules*, which contains basic items for conducting proper and smooth processing operations and for the management of processing risk, reducing risk, and preventing the emergence of risk. Based on these rules, JTSB engaged in control activities to take preventive measures (in advance) and deal with risks that have emerged (after the fact).



## ■ Active Initiatives for Reforming Securities Settlement and Other Functions

The securities settlement system plays an important role in Japan's securities transactions as a core element in the institutional base. JTSB, as a leading company in the asset administration business, is preparing actively to respond to the "Securities Settlement System Reforms" and the "Domestic Securities Market Reforms."

In addition, JTSB positions responding appropriately to the "International Regulations" for derivative transactions, and the "Extraterritorial Application of Individual Regulations" in the United States and Europe (under which Japanese financial institutions are subject to regulation) as one of the important issues and has been steadily implementing it.

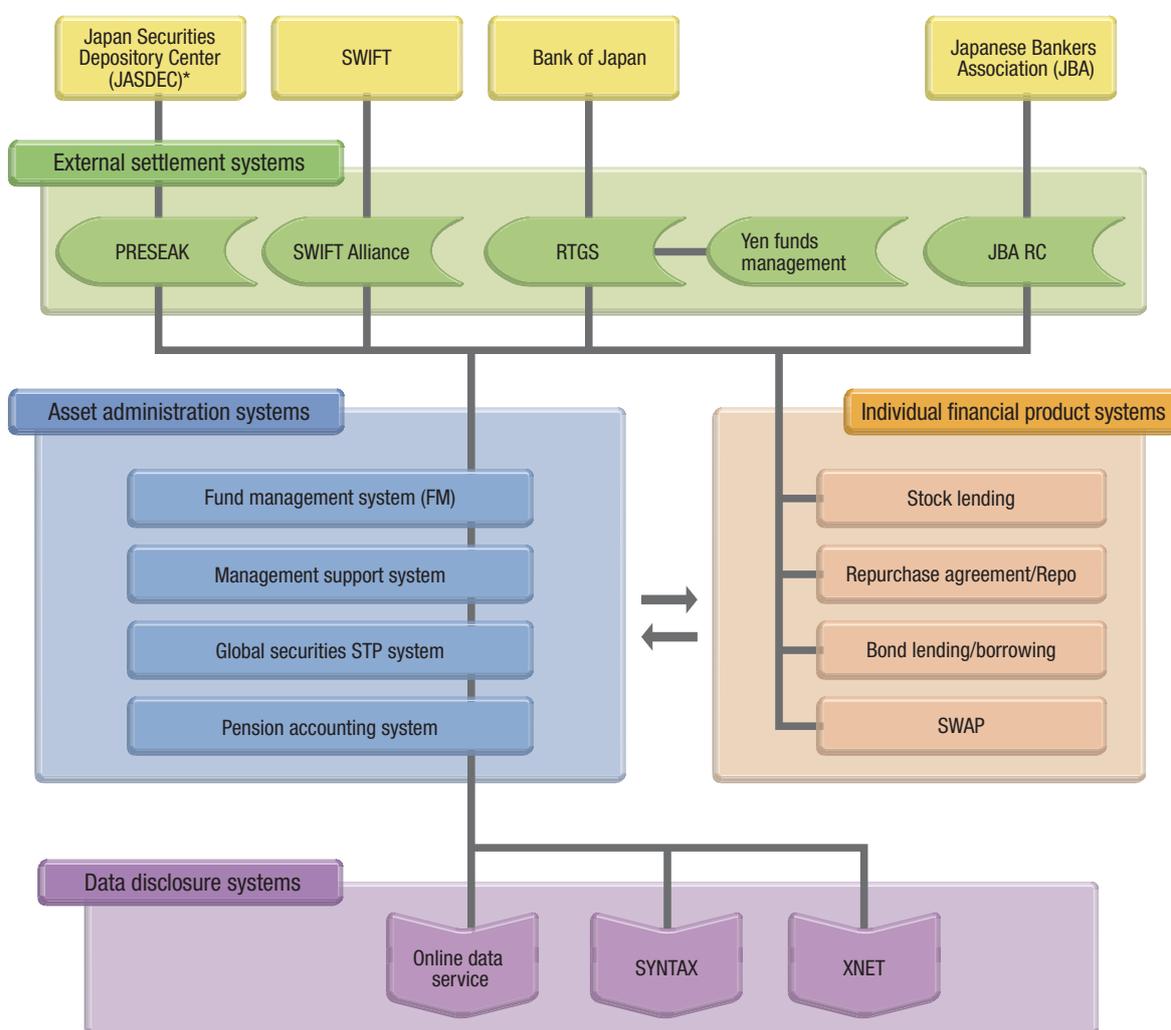
Category	Field	Upcoming Events	Content and JTSB's Initiatives	Timing*
Securities Settlement System Reforms	Government bond transactions	Shortening the period of settlement for government bonds	The period for settlements from transactions (contract) to final settlement (delivery) will be shortened, and settlement risk in the market as a whole will be reduced. JTSB is participating in discussions with the relevant organizations to consider related issues.	May 2018
		Participation of trust banks in government bond transactions via the clearing organization	By having trust banks participate in the system for settlement of government bond transactions, settlement risk of transactions in trust accounts will be reduced. JTSB is already participating.	Around June 2014 For lending/borrowing transactions
	Stock trading	Shortening of the settlement period for stock transactions	The period between transaction (execution) and settlement (transfer) will be shortened, reducing settlement risk for the market overall. JTSB is participating in discussions with the relevant organizations to consider related issues.	First half of 2019
Domestic Securities Market Reforms	Securities and Futures markets	Increasing activity in the bond (general bonds) market	With the goal of increasing activity in bond transactions, etc., discussions are being held regarding stepping up trading through the participation of the principal market participants. JTSB is taking appropriate measures to respond.	Not decided
Reducing Risk of International Regulations	Derivative transactions	Restrictions on margins, etc., for transactions that will not make use of a Central Counterparty Clearing House (CCP)	Regarding OTC derivatives that will not make use of a Central Counterparty Clearing House (CCP), non-centrally cleared OTC derivatives settled directly between parties for the purpose of reducing settlement risk in the market as a whole now also require the receipt and payment of margins. JTSB has responded appropriately.	Expected by March 2017 Applicable to variable margins, etc.
Regulations in Regions and Countries (extraterritorial application)	Europe	Introduction of a financial transactions tax	For the sake of the stability of the financial systems in Europe, there is a movement toward levying a transactions tax on securities, derivative and other transactions. JTSB is responding in an appropriate manner.	In accordance with the conditions in each European country

\* The timing of items not confirmed are to be scheduled.

## Overall Composition of Company Systems

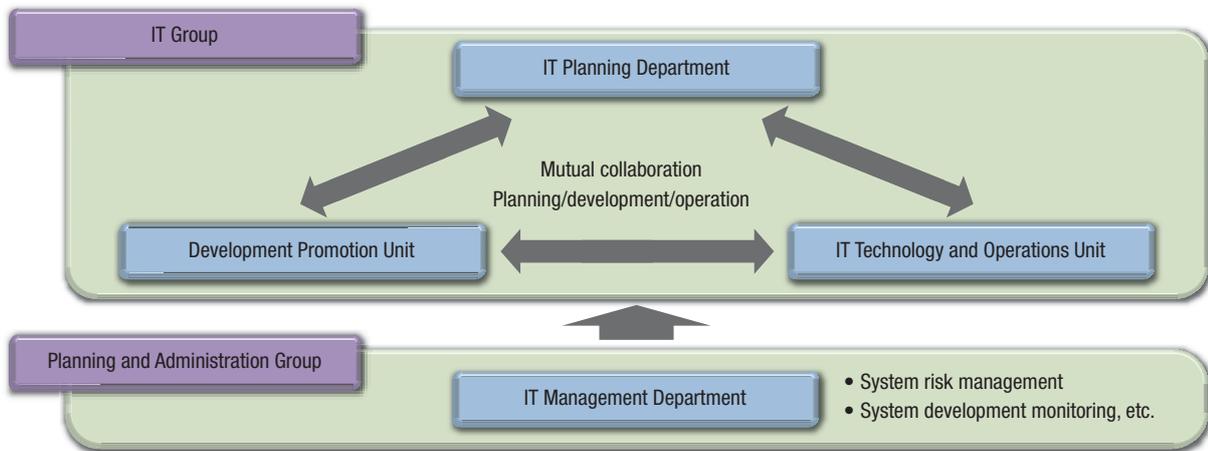
JTSB's systems must perform a full range of integrated securities administration functions to meet the needs of pension funds, specified money trusts, investment trusts, and other types of customers. These functions include the processing of transactions, the management of account balances, and the preservation of ownership rights, through to accounting and reporting on funds. These various functions are performed by an overall system that is capable of rapid processing operations and is composed of mutually linked specialized systems performing distributed processing operations.

By realizing the appropriate combination of mainframe and distributed processing, which may depend on the objectives and nature of processing operations, JTSB is able to provide customers with the data they need and respond flexibly to their requests.



\* The Japan Securities Depository Center is a central securities depository providing securities settlement and administration services.

## ■ Systems Development and Operations Management Framework



JTSB has its own system development departments in-house. This makes possible rapid decision making in IT-related operations, and the operating departments and IT departments work together in implementing initiatives.

The IT Planning Department is responsible for preparing plans and the overall management of IT operations. It works closely with the Development Promotion Unit, which is responsible for the integrated implementing of various activities ranging from identification of tasks and projects to the development of applications. The IT Planning Department also works closely with the IT Technology and Operations Unit, which are responsible for structuring systems platforms, providing technical support, and system operations. As these three organizational units act in close collaboration, JTSB is able to respond promptly to the varied and diverse needs of its customers.

In addition, under JTSB's organizational structure, the IT Management Department, which is responsible for risk management and is independent of the IT Group, monitors the risk of system development.

Going forward, JTSB will strive to strengthen the governance of the IT functions and improve productivity in system development. It will also respond steadily to changes in the environment surrounding the asset administration business and ensure the stable operation of its systems infrastructure.

## ■ Information Security Management

JTSB has structured and audited its information security systems on a systematic basis and has created the necessary systems for risk management. Today's asset administration business is based on sophisticated computerized information processing, and requirements for the strict management of information, as represented by the provisions of Japan's Personal Information Protection Law, have been tightened substantially.

JTSB sets priority levels for all the information assets it holds based on the risk of losses that customers may incur because of actions, such as leakage, loss, falsification, etc. Depending on the level of risk, JTSB takes appropriate security measures for the acquisition, usage, management, storage, internal transmission, and removal of information assets from the JTSB premises, its disposal, and other such actions.

Also, in managing its information systems, JTSB implements safety precautions and measures to prevent improper entry, usage, or other such actions. JTSB maintains its computer hardware systems and ensures that backup and alternative facilities are held in readiness. Through the preparation of backup data and operating manuals, JTSB implements measures to increase even further the reliability of its hardware, software, and systems operations.

These security management systems have been based on internationally recognized information security management guidelines and the safety measures standards issued by The Center for Financial Industry Information Systems (FISC), a public interest incorporated foundation. JTSB thoroughly reviews its information systems and information assets, identifies possible threats, ascertains the current risk levels, assesses them, and implements measures on a continuing basis using the "plan, do, check, act" cycle management approach.



# Internal Management Systems

- Risk Management Systems ..... P32
- Compliance Systems..... P33
- Crisis Management Systems (Business Continuity Plans)... P34
- Internal Auditing Systems ..... P36

## ■ Risk Management Systems

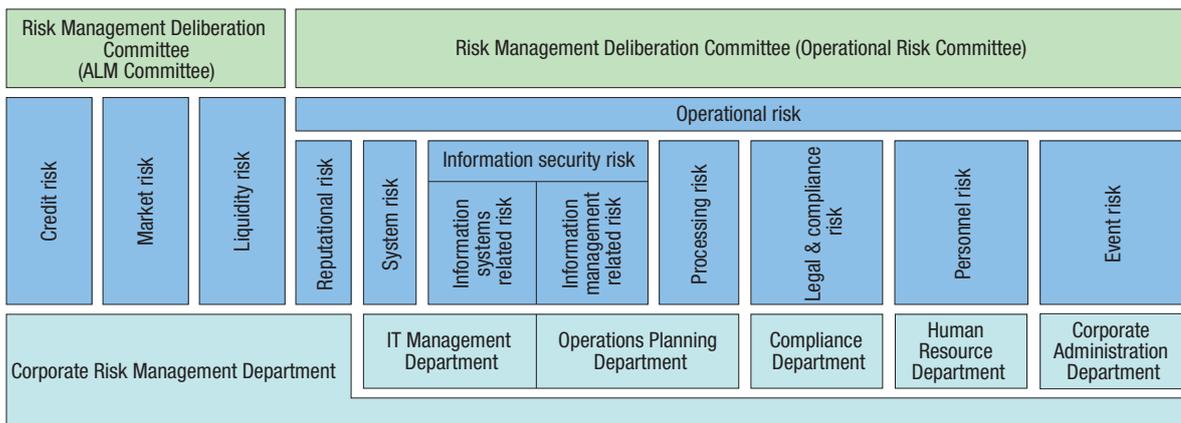
For JTSB to fulfill its public mission as a trust bank specializing in asset administration, it is required to ensure the soundness of its management by measuring risk accurately and controlling it. To satisfy this requirement, JTSB manages operational risk, credit risk, market risk, and liquidity risk using methods appropriate for their special characteristics and has developed systems for overall, integrated risk management.

### ● Common Basic Risk Policy

- JTSB classifies risks by risk categories—namely, operational risk, credit risk, market risk, and liquidity risk—and manages each of these risks with methods appropriate for their special characteristics.
- By managing these risk categories through a process involving identification, assessment, monitoring, control, and taking steps to reduce risk, JTSB gains an accurate understanding of the status of such risks and takes appropriate risk management measures. In addition, by gaining an understanding of the aggregate level of risk in each category, JTSB makes qualitative and quantitative assessments of these risks and focuses on managing them by making comparisons with its management condition and capabilities.
- JTSB is aware that the principal risk in its risk profile is operational risk because of its specialization in the asset administration business and, therefore, focuses on the reduction of operational risk.
- For other risk categories, JTSB’s policy is to minimize such risks that may arise in the conduct of its asset administration business operations.

### ● Content and Management Systems for Principal Risk Categories

Risk category	Content of risk
Operational risk	The risk of loss resulting from inadequate or failed internal processes, people and systems or from external events.
Credit risk	The risk of losses due to the decline in or complete loss of value of assets (including off-balance sheet assets) as a result of the deterioration in the financial condition of borrowers.
Market risk	The risk of losses due to the change in value of assets held (including off-balance sheet assets) as a result of such market risk factors as fluctuations in interest rates, changes in the market price of securities, foreign exchange rates, and other indicators. In particular, during times of market turmoil or other adverse circumstances when it becomes impossible to carry out market transactions or transactions must be conducted on extremely unfavorable terms, this is termed market liquidity risk.
Liquidity risk	The risk of losses due to the inability of obligors to secure sufficient funds to cover financial obligations because of such factors as deterioration in their financial condition or in cases where obligors must procure funds at interest rates that are much higher than normal.



#### ● Risk Management Deliberation Committee (Operational Risk Committee)

Responsible for coordination related to Company-level and interdepartmental operational risk issues in all risk categories, such as legal and compliance risk as well as personnel risk; promotion of operational risk management measures; and consideration and deliberation related to strengthening risk management systems.

#### ● Risk Management Deliberation Committee (ALM Committee)

Responsible for deliberation regarding matters related to lending activities in JTSB’s banking operations, matters related to overall ALM, and matters related to operation and management of market risk and liquidity risk.

## ■ Compliance Systems

To respond to changes in the times accompanying the growing competition among financial institutions that is extending beyond the financial services industry and the rising sophistication of financial technology, financial institutions are required to abide strictly by the principle of being responsible for their own actions and maintaining management transparency. Moreover, as a bank specializing in asset administration, JTSB must comply with all laws and regulations and fulfill its social responsibilities of contributing broadly to society and the economy, while also fulfilling its important public mission as a trust bank. To fulfill its responsibilities and mission, JTSB has established its Ethics Charter and has positioned compliance with laws and social norms as one of its most-important management issues. JTSB works to heighten the awareness of compliance among all management and staff with the aim of conducting corporate activities that are reliable and fair and will win the trust first of our customers and from society as a whole.

### ● JTSB's Compliance Systems

JTSB has formed its Compliance Department to be in overall charge of compliance matters. Its responsibilities include formulating compliance programs to promote the implementation of compliance matters, prepare related rules and regulations, formulate other measures for promoting compliance, making all personnel aware of compliance, providing guidance, and achieving overall progress toward compliance objectives. In addition, in each of JTSB's internal units, compliance officers have been appointed, and these officers serve the functions of ensuring that all departments are conducting their activities in compliance with laws and regulations and confirming the status of compliance. The Compliance Department and the compliance officers in each department hold meetings of the Compliance Officers Committee regularly to discuss matters related to promoting compliance and exchange information. Moreover, the Internal Audit Department conducts audits to confirm whether compliance management activities are being conducted appropriately.

### ● Making All Personnel Aware of Compliance

To ensure appropriate compliance with laws and regulations, each and every member of the management and staff of JTSB must be aware of compliance at all times and practice compliance. To this end, JTSB has prepared and made all management and staff aware of its *Compliance Manual*, which contains a code of conduct for use in the daily conduct of operations and information on relevant laws and regulations. In addition, all management and staff are required to attend training courses on compliance periodically.

### ● Compliance Hotline System

JTSB has made arrangements that make it possible for employees to report compliance violations or their concerns about possible violations promptly, fairly, and properly directly to either internal or external compliance listening desks. When such reports are received, the Compliance Department investigates the matter immediately and takes action as necessary.

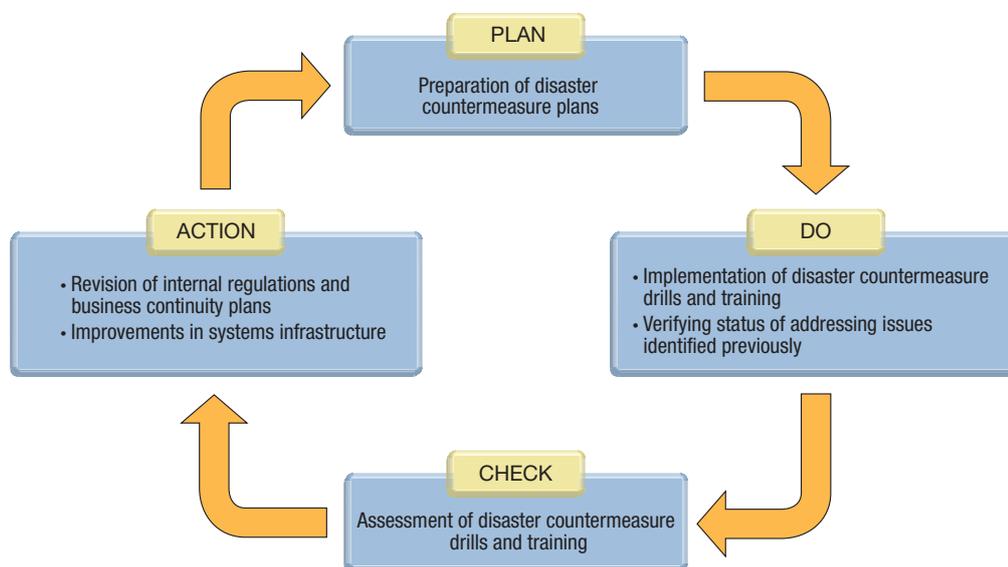
Diagram of the JTSB Compliance System



## ■ Crisis Management Systems (Business Continuity Plans)

As a bank specializing in asset administration with a large balance of entrusted assets, JTSP's operations may be seriously impacted in the event of natural disasters or major malfunctions, or if its buildings and systems are damaged by such disasters or by terrorists, or for other reasons. In cases where such disasters can be foreseen, JTSP has prepared business continuity plans that provide for quick early action to restrain damages to a minimum after giving first priority to ensuring the safety and lives of customers and employees as well as their families. These business continuity plans, which have been prepared in ordinary times by the Crisis Management Committee, then set forth plans for restoring regular operations smoothly at an early date.

Business continuity plans are prepared under the supervision of the Crisis Management Committee during normal times, and JTSP is responding to newly emerging issues through conducting periodic practice drills to be prepared for times of disaster.



### ● Facilities (Installations and Equipment)

JTSP's Head Office is located in the Harumi Island Triton Square complex and is designed to withstand magnitude seven (Japanese scale) earth tremors, such as the 2011 Great East Japan Earthquake. The building is also outfitted with electric power, telecommunications, security, and other functions. Further, as a financial institution JTSP has enhanced its facilities in line with the standards issued by The Center for Financial Industry Information Systems (FISC), including a dedicated electric power generator to secure a power supply, telecommunications lines from multiple carriers to avoid communication breakdowns, and an IC card system to strengthen crime prevention measures.

In addition, JTSP's systems centers and backup sites have a similarly strong infrastructure, including anti-earthquake construction, electric power sources, and security facilities.

● **Backup Systems**

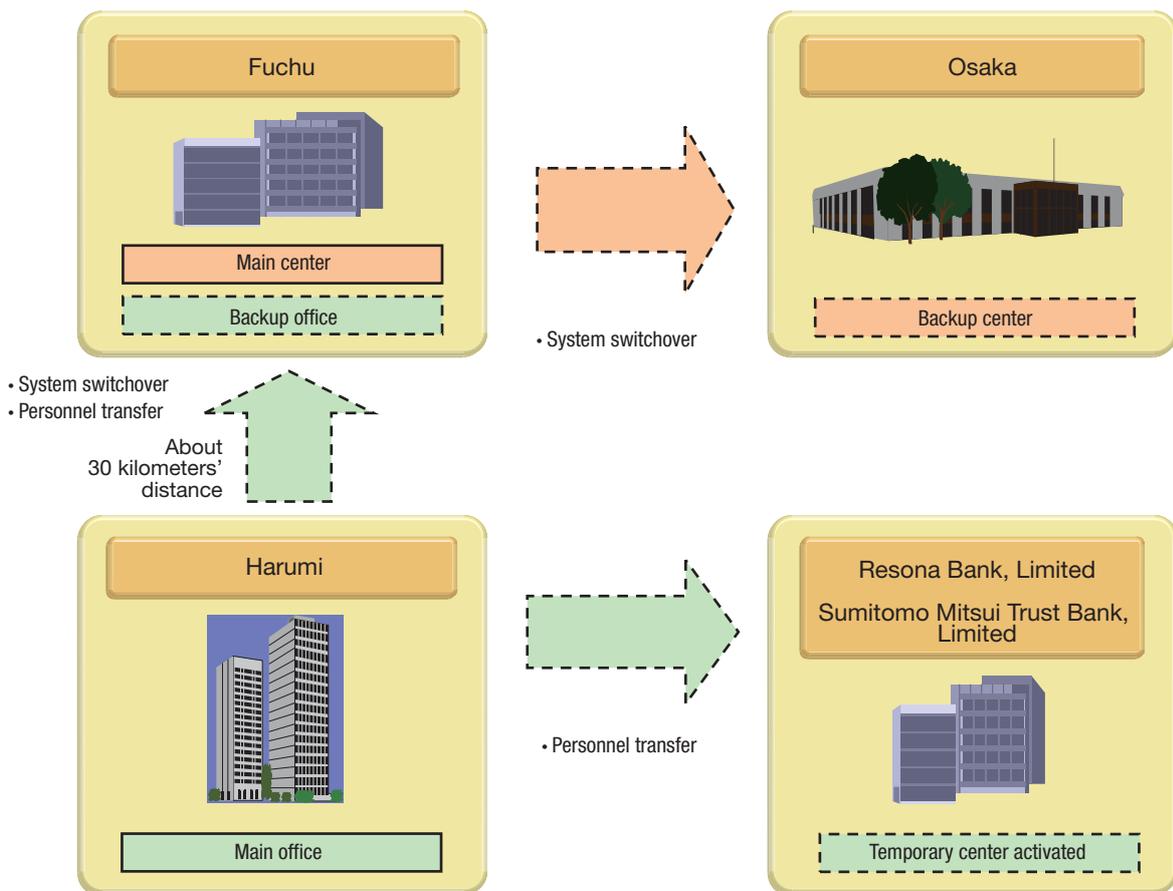
JTSB's offices and system centers have backup facilities in preparation for possible natural disasters or other difficulties. JTSB established facilities in its Fuchu business location to provide backup for the functions of the Harumi Head Office. These facilities in Fuchu went into operation in December 2002 and were upgraded in November 2012. JTSB also has a backup center providing backup systems for the Fuchu office in Osaka Prefecture. JTSB opened this center in October 2003 in Chiba Prefecture and moved it to Osaka in October 2016.

If the Harumi Head Office is affected by a disaster, operations will be continued at the Fuchu backup office, and at temporary windows (delivery windows of securities companies and other customers). Certain priority operations (settlements, etc.) will be input by staff at the Fuchu center until staff from Harumi can arrive.

If the Fuchu center is affected by a disaster, the system environment will be transferred and operations continued at the backup center (Osaka Prefecture).

● **Practice Drills for Disaster Countermeasures**

Following systematic disaster countermeasure plans, post-disaster practice drills are conducted at the backup sites as well as drills with the participation of outside organizations to verify the workability of business continuity plans prepared by various departments. These repeated practice drills enable all staff to make preparations to act smoothly during times of disaster.

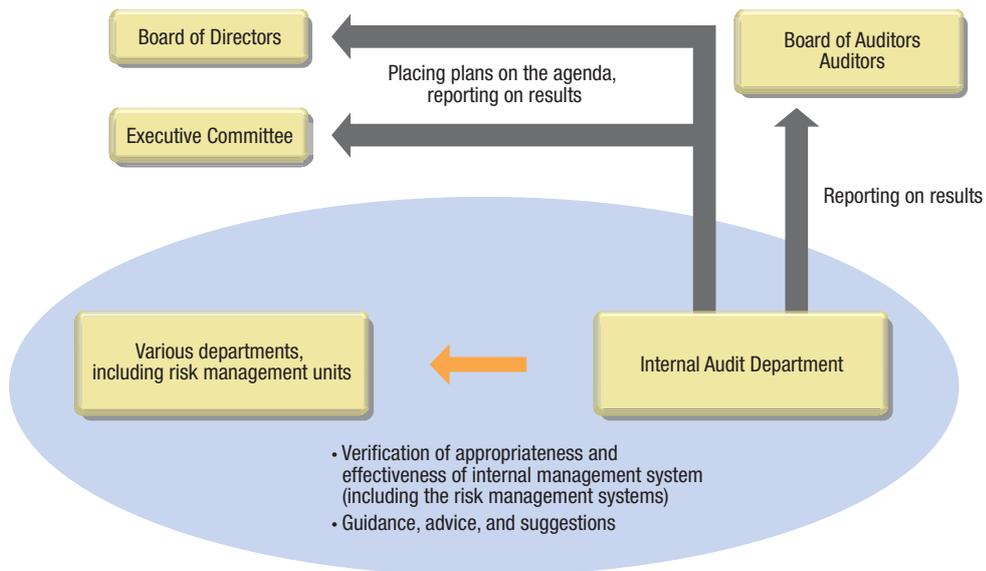


## Internal Auditing Systems

The internal audit independently verifies the appropriateness and effectiveness of internal management systems, including those related to compliance and risk management. The objective of this verification is to strengthen internal management systems, improve business operations, enhance efficiency and rationalize management through providing advice and suggestions based on the results of the verification.

JTSB prepared its "Internal Auditing Policy" that sets forth internal auditing policies, the position of the internal audit unit within the organization, and other basic matters. The Internal Audit Department was formed as an organizational unit that is independent from the operating departments. The department gains an understanding of the operations of the departments subject to internal auditing and the types of risks inherent in their activities and assesses these risks. This department then prepares audit plans, giving attention to the frequency and depth of the audits and then works to conduct efficient and effective audits.

Depending on the objectives of the internal audits, such audits are divided into two types: namely, General Audits that examine matters related to the businesses of the departments subjected to auditing and Special Audits that focus on specified themes. Results of these audits are reported promptly to the director in charge and corporate auditors, and reports are made periodically to the Executive Committee and Board of Directors.



## ■ Financial Data

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# Financial Data

## Balance Sheets

### Assets

(¥ million)

	March 31, 2016	March 31, 2017
Cash and due from banks	5,494,383	12,673,101
Cash	1	1
Due from banks	5,494,381	12,673,099
Call loans	490,000	350,000
Receivables under securities borrowing transactions	—	15,497
Securities	95,419	45,225
Government bonds	95,083	44,890
Stocks	320	320
Other securities	16	15
Loans and bills discounted	772,785	49,127
Loans on deeds	772,785	49,127
Other assets	23,806	43,444
Prepaid expenses	502	504
Accrued income	1,277	1,712
Cash collateral pledged for financial instruments	15,500	27,000
Other assets	6,525	14,227
Tangible fixed assets	2,152	2,186
Buildings	906	1,151
Lease assets	16	8
Construction in progress	57	—
Other tangible fixed assets	1,171	1,027
Intangible fixed assets	22,145	22,574
Software	22,139	22,568
Other intangible fixed assets	5	5
Prepaid pension expenses	203	219
Deferred tax assets	406	512
<b>Total assets</b>	<b>6,901,302</b>	<b>13,201,888</b>

### Liabilities and net assets

(¥ million)

	March 31, 2016	March 31, 2017
Deposits	141,305	6,807,134
Current deposits	22,883	5,568,956
Ordinary deposits	108,883	1,227,486
Other deposits	9,539	10,691
Borrowed money from trust account	6,668,273	6,300,520
Other liabilities	31,920	34,184
Income taxes payable	186	390
Accrued expenses	1,234	1,223
Lease obligations	19	9
Asset retirement obligations	124	128
Deposits received	29,527	30,713
Other liabilities	828	1,719
Provision for bonuses	324	368
Provision for retirement benefits	474	504
Provision for directors' retirement benefits	21	20
<b>Total liabilities</b>	<b>6,842,320</b>	<b>13,142,731</b>
Capital stock	51,000	51,000
Retained earnings	7,864	8,112
Legal retained earnings	894	922
Other retained earnings	6,970	7,190
Retained earnings brought forward	6,970	7,190
Total shareholders' equity	58,864	59,112
Valuation difference on available-for-sale securities	116	43
Total valuation and translation adjustments	116	43
<b>Total net assets</b>	<b>58,981</b>	<b>59,156</b>
<b>Total liabilities and net assets</b>	<b>6,901,302</b>	<b>13,201,888</b>

## Statements of Income

(¥ million)

	From April 1, 2015 to March 31, 2016	From April 1, 2016 to March 31, 2017
<b>Ordinary income</b>	<b>27,891</b>	<b>26,559</b>
Trust fees	20,036	20,243
Interest income	1,730	(2,164)
Interest on loans	11	14
Interest and dividends on securities	61	24
Interest on call loans	347	(0)
Interest on receivables under securities borrowing transactions	—	0
Interest on due from banks	1,310	(2,203)
Other interest received	—	0
Fees and commissions	6,074	8,428
Fees and commissions on domestic and foreign exchanges	308	324
Other fees and commissions	5,766	8,104
Other income	49	51
Other income	49	51
<b>Ordinary expenses</b>	<b>27,320</b>	<b>25,983</b>
Interest expenses	846	42
Interest on deposits	1	3
Interest on call money	1	—
Interest on borrowings	0	0
Other interest expenses	843	39
Fees and commissions expenses	345	292
Fees and commissions on domestic and foreign exchanges	75	78
Other fees and commissions	270	214
General and administrative expenses	26,125	25,645
Other expenses	2	1
Other expenses	2	1
<b>Ordinary profit</b>	<b>570</b>	<b>576</b>
<b>Extraordinary income (loss)</b>	<b>13</b>	<b>24</b>
Loss on disposal of fixed assets	13	7
Other extraordinary losses	—	16
<b>Income before income taxes</b>	<b>557</b>	<b>552</b>
<b>Income taxes—current</b>	<b>197</b>	<b>234</b>
<b>Income taxes—deferred</b>	<b>10</b>	<b>(72)</b>
<b>Total income taxes</b>	<b>208</b>	<b>161</b>
<b>Net income</b>	<b>348</b>	<b>390</b>

# Financial Data

## Statements of Changes in Net Assets

From April 1, 2015 to March 31, 2016

(¥ million)

	Shareholders' equity					Valuation and translation adjustments		Total net assets
	Capital stock	Retained earnings			Total shareholders' equity	Valuation difference on available-for-sale securities	Total valuation and translation adjustments	
		Legal retained earnings	Other retained earnings	Total retained earnings				
		Retained earnings brought forward						
Balance at the beginning of the period	51,000	857	6,842	7,699	58,699	1	1	58,700
Changes during the period								
Cash dividends		36	(220)	(183)	(183)			(183)
Net income			348	348	348			348
Net changes of items other than shareholders' equity						115	115	115
Total changes during the period	—	36	128	165	165	115	115	280
Balance at the end of the period	51,000	894	6,970	7,864	58,864	116	116	58,981

From April 1, 2016 to March 31, 2017

(¥ million)

	Shareholders' equity					Valuation and translation adjustments		Total net assets
	Capital stock	Retained earnings			Total shareholders' equity	Valuation difference on available-for-sale securities	Total valuation and translation adjustments	
		Legal retained earnings	Other retained earnings	Total retained earnings				
		Retained earnings brought forward						
Balance at the beginning of the period	51,000	894	6,970	7,864	58,864	116	116	58,981
Changes during the period								
Cash dividends		28	(171)	(142)	(142)			(142)
Net income			390	390	390			390
Net changes of items other than shareholders' equity						(73)	(73)	(73)
Total changes during the period	—	28	219	248	248	(73)	(73)	174
Balance at the end of the period	51,000	922	7,190	8,112	59,112	43	43	59,156

Amounts less than ¥1 million are rounded down.

### **Significant Accounting Policies (Fiscal year ended March 31, 2017)**

#### 1. Standards for evaluation of securities and valuation methods used

In principle, as with available-for-sale securities, securities are valued by the market method based on the market price or other appropriate price at the balance sheet date (with the sales price calculated by the moving average method). However, for securities for which it is generally recognized that the determination of market prices is extremely difficult, JTSB employs the original purchase prices using the moving average method. Note that the full amount of adjustments in the value of available-for-sale securities is accounted for by adding such amounts directly to net assets.

#### 2. Depreciation methods

##### (1) Tangible fixed assets (excluding leases)

JTSB calculates depreciation of tangible fixed assets by the declining-balance method, with the exception of buildings (excluding equipment installed in buildings), and facilities attached to buildings and structures acquired on or after April 1, 2016, which are depreciated by the straight-line method. Estimated useful lives of major items are as follows:

Buildings: 3-43 years

Others: 2-20 years

##### (2) Intangible fixed assets (excluding leases)

Intangible fixed assets are amortized using the straight-line method. Software for internal use is amortized over its estimated useful life (generally five years).

##### (3) Lease assets

Lease assets for which the ownership does not transfer and are included in tangible fixed assets are depreciated using the straight-line method over the estimated useful life. Note that for those leases that are based on contracts providing for guarantees of residual value the assets are depreciated down to the specified residual value, and all other assets are depreciated to zero.

#### 3. Standards for translating foreign currency assets and liabilities into yen

Foreign currency assets and liabilities are translated into Japanese yen at the exchange rate prevailing at the balance sheet date.

#### 4. Standards for calculating reserves

##### (1) Provision for bonuses

To provide for the payment of bonuses, JTSB sets aside a reserve for bonuses for employees in the amount of the estimated bonuses attributable to the relevant fiscal year.

##### (2) Provision for retirement benefits

To provide for the payment of retirement benefits to employees, JTSB sets aside the reserve necessary at the fiscal year-end to cover such benefits, based on estimates of its retirement benefit obligations and the expected value of pension plan assets. In addition, in calculating retirement benefit liabilities, the expected amount of retirement benefit payments through the end of the subject fiscal year is allocated to the fiscal year under the benefit formula standard.

Please note that the method for amortizing expenses or recognizing gains arising due to actuarial differences is as follows.

Actuarial calculation differences: The unrecognized net actuarial difference accrued in each fiscal year is amortized proportionately using the straight-line method over a specified number of years (five years), which is within the average remaining years of service in each year when the obligations are incurred, commencing from the next fiscal year of incurrence.

##### (3) Provision for directors' retirement benefits

To provide for the payment of retirement benefits for directors and statutory auditors, as provided for in JTSB's rules for payment of such retirement benefits, the portion of the total of such benefits that have accrued through the end of the fiscal year under review is set aside as a reserve.

Note that retirement benefits for executive officers are included in the provision for directors' retirement benefits.

# Financial Data

## 5. Accounting for consumption taxes

National and regional consumption taxes (hereinafter, consumption taxes) are accounted for using the net-of-tax method.

### Changes in Accounting Policies (Fiscal year ended March 31, 2017)

(Application of "Practical solution on a change in depreciation method due to Tax Reform 2016")

As a consequence of the revision of the Corporation Tax Act, JTSB has applied the "Practical solution on a change in the depreciation method due to Tax Reform 2016" (Practical Issues Task Force No. 32, June 17, 2016) from the current business year, and has changed the depreciation method pertaining to facilities attached to buildings and structures acquired on or after April 1, 2016 from the declining-balance method to the straight-line method.

As a result, ordinary profit and net income before income taxes in the current business year have each increased by ¥4 million.

### Additional Information (Fiscal year ended March 31, 2017)

JTSB has applied the "Implementation Guidance on Recoverability of Deferred Tax Assets" (Guidance No. 26, March 28, 2016) from the current business year.

### Notes to Accounting Items (Fiscal year ended March 31, 2017)

#### Balance Sheets

1. Of the securities received due to securities borrowing transactions with cash collateral, ¥15,500 million worth of securities with the right to freely dispose of using the methods of sale or re-collateralization are pledged to re-collateralization.
2. The full amount of loans is outstanding to the government of Japan.
3. Collateral for exchange settlement and other transactions has been presented in the form of securities amounting to ¥44,890 million. Other assets include guarantee deposits of ¥13,901 million.
4. Overdraft contracts provide for making loans up to a specified limit, provided there are not violations of the provision of contracts, when loan requests are received from customers. The unexercised balance of loan commitments under these contracts is ¥12,800 million, and contract terms are one year or less.

Note that, since typically these contracts terminate without requests for overdrafts, the unexercised balance of loan commitments under these contracts will not necessarily have an effect on JTSB's cash flow. In addition, under systems related to these contracts, measures are taken to preserve the related loan assets, including the securing of repayment resources in the form of securities, cash, and other assets.

- |  |                |
|--|----------------|
| 5. Accumulated depreciation of tangible fixed assets:  | ¥3,863 million |
| 6. Total monetary claims on affiliates:  | ¥186 million   |
| 7. Total monetary obligations outstanding to affiliates:   | ¥6,267 million |
| 8. JTSB has accepted limitations on dividends of the surplus as prescribed by Article 18 of the Banking Act. |                |

Notwithstanding the provision of Article 445 (4) (Amounts of Stated Capital and Amounts of Reserves) of the Companies Act, in the case where JTSB pays dividends from the surplus, it records an amount equivalent to one-fifth of the amount of the deduction from the surplus as a result of the payment of such dividends of the surplus, as legal retained earnings.

In the subject fiscal year, JTSB recorded ¥28 million in legal retained earnings in relation to dividends from the surplus.

## Statements of Income

- The negative figure for interest on due from banks is due to the fact that as a consequence of the application of negative interest rates to Bank of Japan current deposits, interest on deposits with the Bank of Japan became negative on a net amount basis.
- Other extraordinary losses are the loss on retirement of long-term prepaid expenses.
- Income related to transactions with affiliates
 

Trust fee income:	¥4,971 million
Total income from fees and commissions:	¥5 million
Expenses related to transactions with affiliates	
Total expenses related to other businesses and other ordinary transactions:	¥0 million

## Statements of Changes in Net Assets

- Types of shares issued and number (Thousand shares)

Type of shares	Total number outstanding at the beginning of the period	Increase during the period	Decrease during the period	Balance at the end of the period	Remarks
Common share	1,020	—	—	1,020	None

Note: No treasury shares were held.

- Dividends

- Dividends paid during the fiscal year

Date of decision	Type of shares	Total dividends	Dividends per share	Record date	Effective date
Taken on June 30, 2016 based on Article 319-1 of the Companies Act	Common share	¥142 million	¥140	March 31, 2016	July 1, 2016

- Dividends with a record date during the fiscal year, but whose effective date is after March 31, 2017

Date of decision	Type of shares	Total dividends	Dividends per share	Record date	Effective date
Taken on June 29, 2017 based on Article 319-1 of the Companies Act	Common share	¥158 million	¥155	March 31, 2017	June 30, 2017

Note: The source of funding for dividends is other retained earnings.

## Tax Effect Accounting Items

The breakdown of factors accounting for the accrual of deferred tax assets and liabilities is as follows.

Deferred tax assets	
Impairment losses	¥155 million
Provision for retirement benefits	154
Provision for bonuses	113
Enterprise tax payable	81
Asset retirement obligations	39
Depreciation denied	30
Others	49
Total deferred tax assets	623
Deferred tax liabilities	
Prepaid pension expenses	67
Valuation difference on available-for-sale securities	19
Others	24
Total deferred tax liabilities	111
Net deferred tax assets	¥512 million

# Financial Data

## Financial Instruments

### 1. Matters related to the status of financial instruments

#### (1) Policy on financial instruments

JTSB, as a trust bank specializing in the asset administration business, raises funds through borrowed money from trust account, which generates cash on a continuing basis.

In its fund management activities, JTSB holds Japanese government bonds (JGBs) that have been pledged to its settlement system as collateral to facilitate the smooth flow of settlement operations. Also, if there are idle funds, these are used for deposits in the Bank of Japan or other institutions, making call market loans, and for holding JGBs. These fund management activities are not conducted to obtain capital gains, but, in principle, funds are invested in instruments with a remaining period to maturity of one year or less. Notwithstanding this, when permission is received from the Board of Directors, these funds are invested, within the scope of JTSB's asset-liability management (ALM) plans, in JGBs with maturities from one year to three years or less and/or used for loans to the Japanese government with maturities of one year or less.

#### (2) Types of contents and risks associated with financial instruments

JTSB's financial assets, in addition to deposits in the Bank of Japan and other institutions, comprise JGBs, loans to the Japanese government, and call loans. Within these assets, investments in JGBs and loans to the Japanese government are based on the policies outlined immediately above and the risk associated with these investments is extremely low. JTSB's policy for making call loans is to restrain the size and content of such loans to a necessary minimum with the aim of minimizing credit risk.

On the other hand, JTSB's liabilities are primarily borrowed money from trust account. The balance of such loans is stable, and JTSB avoids liquidity risk by limiting its asset management operations to highly liquid financial instruments.

#### (3) Risk management relating to financial instruments

##### (a) Credit risk management

JTSB's principal credit risks arise in the management of idle funds generated by its asset administration business. JTSB has established a "Credit Risk Management Policy," which calls for restraint in the size and content of such investments. Moreover, the Corporate Risk Management Department sets various credit risk position limits based on the "Rules for Credit Risk Management," and monitors the observance of these limits on a daily basis.

##### (b) Market risk management

JTSB has established a "Market Risk Management Policy," which calls for strict limitation of market risk, and, based on this policy, aims for safe and secure management. In addition, the Corporate Risk Management Department set various market risk position limits based on the "Rules for Credit Risk Management," and monitors the observance of these limits on a daily basis.

JTSB's principal market risks arise from the effects of interest rate risk, and the principal financial instruments subject to this risk are JGBs, loans to the Japanese government, and call loans. To manage the risk of these financial instruments, JTSB employs the Basis Point Value (BPV) method (which measures the change in the value of these assets for each one basis point (0.01%) movement in interest rates) to conduct quantitative analysis and the management of interest rate risk. As of March 31, 2017, analyses based on the BPV method indicate that the interest rate risk for a one basis point movement in interest rates is ¥4 million. Please note that this movement in asset prices assumes that risk factors, excluding interest rate risk, remain unchanged, and does not take account of correlations between interest rates and other risk causal factors.

##### (c) Liquidity risk management

JTSB manages the idle cash generated by its asset administration business on a continuing basis and limits the choice of investment instruments to those with high liquidity as provided for in its "Policy for Liquidity Management." Accordingly, the level of liquidity risk is basically believed to be low; however, the Corporate Risk Management Department sets liquidity risk position limits based on its "Rules for Liquidity Risk Management" and monitors the observance of these limits on a daily basis.

(4) Supplementary explanation of fair value of financial instruments

The fair value of financial instruments is based on the market price of such instruments, but, when market prices are not available, prices based on reasonable estimates are reported. Since these estimates involve certain assumptions, in cases where assumptions are subject to change, the value of assets may also change.

2. Fair values of financial instruments

The differences between the carrying amounts on the balance sheets and fair values, as of March 31, 2017, are shown below. Those assets for which fair value is recognized to be extremely difficult to determine are not included (refer to Note 2).

(¥ million)

	Balance sheet amount	Fair value	Difference
(1) Cash and due from banks	12,673,101	12,673,101	—
(2) Call loans	350,000	350,000	—
(3) Receivables under securities borrowing transactions	15,497	15,497	—
(4) Securities			
Available-for-sale securities	44,890	44,890	—
(5) Loans and bills discounted	49,127	49,127	—
Total assets	13,132,615	13,132,615	—
(1) Deposits	6,807,134	6,807,134	—
(2) Borrowed money from trust account	6,300,520	6,300,520	—
Total liabilities	13,107,655	13,107,655	—

**Notes:**

1. Calculation of the fair value of financial instruments

Assets

(1) Cash and due from banks

Since due from banks comprises only deposits with banks without maturity dates and since the fair value closely approximates the book value, the book value concerned is recorded as the fair value.

(2) Call loans and (3) receivables under securities borrowing transactions

Since the contractual terms of these instruments are short (one year or less), and the fair value closely approximates the book value, the book value concerned is recorded as the fair value.

(4) Securities

The fair value of securities is based on the exchange prices or the values provided by financial institutions for the respective securities. Please note that information on the balance of securities by reasons for holding is included in the section "Securities."

(5) Loans and bills discounted

Since JTSB's loans are short-term (one year or less) loans to the Japanese government, the fair value closely approximates the book value, and the book value concerned is recorded as the fair value.

Liabilities

(1) Deposits

Since all deposits are demand deposits, the amount that may be demanded on the date of the closing of accounts (book value) is regarded to be the fair value.

(2) Borrowed money from trust account

Since borrowed money from trust account is equivalent to demand deposits, the amount that may be demanded on the date of the closing of accounts (book value) is regarded to be the fair value.

# Financial Data

2. Balance sheet amounts of financial instruments for which fair values are recognized to be extremely difficult to determine are as follows. They are not included in financial product market values under “Assets (3) Available-for-sale securities.”

(¥ million)

Category	Balance sheet amount
Unlisted stocks	320
Unlisted foreign securities	15
Total	335

Note: Because of the absence of market value quotes for these securities, their fair value is difficult to determine, and their fair value is not disclosed.

3. Redemption schedule of monetary claims and securities with maturity dates after March 31, 2017

(¥ million)

	One year or less	Over one year to two years or less	Over two years to three years or less	Over three years to five years or less	Over five years
Due from banks	12,673,099	—	—	—	—
Call loans	350,000	—	—	—	—
Interest on receivables under securities borrowing transactions	15,497	—	—	—	—
Securities					
Securities with maturity dates	44,800	—	—	—	—
Loans and bills discounted	49,127	—	—	—	—
Total	13,132,523	—	—	—	—

4. Repayment schedule of deposits and interest-bearing debt (liabilities) after March 31, 2017

(¥ million)

	One year or less	Over one year to two years or less	Over two years to three years or less	Over three years to five years or less	Over five years
Deposits	6,807,134	—	—	—	—
Borrowed money from trust account	6,300,520	—	—	—	—
Total	13,107,655	—	—	—	—

Note: Demand deposits and borrowed money from trust account, which are equivalent to demand deposits, are included in the “one year or less.” Deposits include balances of current deposits.

## Securities

### Available-for-sale securities (as of March 31, 2017)

(¥ million)

	Type of security	Balance sheet amount	Acquisition cost	Difference
Securities for which balance sheet amount exceeds acquisition cost	Bonds JGBs	44,890	44,825	64
Securities for which balance sheet amount does not exceed acquisition cost	Bonds JGBs	—	—	—
Total		44,890	44,825	64

## Transactions with Related Parties

- (1) Parent company and major corporate shareholders

(¥ million)

Type of company	Name of company	Percentage ownership	Relationship with related party	Type of transactions	Amount of transactions	Accounting item	Balance at end of period
Other affiliated company	Resona Bank, Limited	Percentage owned: 33.3%	Entrusts asset administration to JTBSB	Re-entrustment fees, receipt of fees	4,976	Accrued income	44
						Deposits received	6,267

The terms of transactions and method of determination are as follows:

Notes: Fees for re-entrustment and other fees that are based on cost are decided through negotiations. “Amount of transactions” includes consumption taxes. “Balance at end of period” does not include consumption taxes.

(2) Subsidiaries and affiliates, etc.

None

(3) Other companies with indirect capital affiliation

(¥ million)

Type of company	Name of company	Percentage ownership	Relationship with related party	Type of transactions	Amount of transactions	Accounting item	Balance at end of period
Subsidiary of the parent company	Sumitomo Mitsui Trust Bank, Limited	—	Monetary assets and liabilities/ Entrusts asset administration to JTSC	Release of call funds (Note 1)	290,000	Call loans	290,000
				Re-entrustment fees, receipt of fees (Note 2)	19,455	Accrued income	711
						Deposits received	24,387

The terms of transactions and method of determination are as follows:

Notes: 1. Interest rates on call loans are set with reference to prevailing market rates. Since call loans are short-term market transactions, the outstanding balance of such loans as of March 31, 2016 is shown in the "Amount of transactions" column.

2. Fees for re-entrustment and other fees that are based on cost are decided through negotiations. "Amount of transactions" includes consumption taxes. "Balance at end of period" does not include consumption taxes.

(4) Directors and other individual shareholders

None

#### Per share of common stock information

Net assets per share: ¥57,996.58

Net income per share: ¥383.24

### Confirmation Statement from Management

I have confirmed that the financial statements (balance sheets, statements of income, and statements of changes in net assets) for the 17th period, covering the period from April 1, 2016 to March 31, 2017, are presented appropriately and that the internal auditing related to the preparation of these financial statements functioned effectively.

June 29, 2017

Yasuo Kuwana  
Representative Director and President

### Auditors' Statement

The Company has received a report from independent accounting firm KPMG AZSA LLC, indicating that all material items in the financial statements pertaining to assets and income for the fiscal year (from April 1, 2016 to March 31, 2017) have been presented appropriately in accordance with Article 396-1 of the Companies Act.

### Basel III Pillar 3 Disclosure Items

#### Composition of Capital Disclosure

Based on Article 14-2 of the Banking Act, the Company calculates its capital ratio as the basis for making judgments regarding the adequacy of its capital in light of its holdings of assets according to the formula for domestic banks (Financial Services Agency Notification No. 19 of 2006).

Please note that the Company has calculated its credit risk assets according to the standardized approach and its operational risk amount according to the Advanced Measurement Approaches.

# Financial Data

## Non-Consolidated Capital Ratio

### Basel III (Financial Services Agency Notification 7 of 2014)

(As of March 31, 2017)

(¥ million)

Items	End of period	Amounts excluded under transitional arrangements	End of previous period	Amounts excluded under transitional arrangements
<b>Core Capital: Instruments and reserves (1)</b>				
Directly issued qualifying common shares or preferred shares mandatorily convertible into common shares capital plus related capital surplus and retained earnings	58,954		58,721	
Of which, capital and capital surplus	51,000		51,000	
Of which, retained earnings	8,112		7,864	
Of which, treasury stock (-)	—		—	
Of which, planned distribution of income (-)	158		142	
Of which, other than above	—		—	
Subscription rights to acquire common shares or preferred shares mandatorily convertible into common shares	—		—	
Reserves included in Core Capital: Instruments and reserves	—		—	
Of which, general reserve for possible loan losses	—		—	
Of which, eligible provisions	—		—	
Eligible non-cumulative perpetual preferred shares subject to transitional arrangements included in Core Capital	—		—	
Eligible capital instruments subject to transitional arrangements included in Core Capital	—		—	
Capital instruments issued through the measures for strengthening capital by public institutions included in Core Capital	—		—	
Amount equivalent to 45% of land revaluation excess subject to transitional arrangements included in Core Capital	—		—	
Core Capital: Instruments and reserves (A)	58,954		58,721	
<b>Core Capital: Regulatory adjustments (2)</b>				
Total intangible fixed assets (excluding those relating to mortgage servicing rights)	9,397	6,264	6,145	9,218
Of which, goodwill (including those equivalent)	—	—	—	—
Of which, other than goodwill and mortgage servicing rights	9,397	6,264	6,145	9,218
Deferred tax assets (excluding those arising from temporary differences)	—	—	—	—
Shortfall of eligible provisions to expected losses	—	—	—	—
Capital increase due to securitization transactions	—	—	—	—
Gains and losses due to changes in own credit risk on fair valued liabilities	—	—	—	—
Prepaid pension costs	91	60	56	84
Investments in own shares (excluding those reported in the Net Assets)	—	—	—	—
Reciprocal cross-holdings in capital instruments issued by other financial institutions for raising capital that are held by the Bank	—	—	—	—
Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation	—	—	—	—

(¥ million)

Items	End of period	Amounts excluded under transitional arrangements	End of previous period	Amounts excluded under transitional arrangements
Amount exceeding the 10% threshold on specified items	1,918	1,278	1,192	1,788
Of which, significant investments in the common stock of other financial institutions	—	—	—	—
Of which, mortgage servicing rights	—	—	—	—
Of which, deferred tax assets arising from temporary differences	1,918	1,278	1,192	1,788
Amount exceeding the 15% threshold on specified items	—	—	—	—
Of which, significant investments in the common stock of other financial institutions	—	—	—	—
Of which, mortgage servicing rights	—	—	—	—
Of which, deferred tax assets arising from temporary differences	—	—	—	—
Core Capital: Regulatory adjustments (B)	11,406		7,394	
<b>Capital</b>				
Total amount of capital ((C)=(A)-(B))	47,548		51,327	
<b>Risk-Weighted Assets (3)</b>				
Credit risk assets	96,036		94,739	
Of which, total of items included in risk-weighted assets subject to transitional arrangements	7,604		11,091	
Of which, intangible fixed assets (excluding goodwill and mortgage servicing rights)	6,264		9,218	
Of which, deferred tax assets	1,278		1,788	
Of which, prepaid pension costs	60		84	
Of which, exposure to other financial institutions	—		—	
Of which, other than above	—		—	
Amount equivalent to market risk divided by 8%	—		—	
Amount equivalent to operational risk divided by 8%	46,263		44,247	
Credit risk-weighted assets adjustments	—		—	
Amount equivalent to operational risk adjustments	—		—	
Total risk-weighted assets (D)	142,300		138,986	
<b>Capital Adequacy Ratio</b>				
Capital Adequacy Ratio (C)/(D)	33.41%		36.92%	

## Trust Assets and Liabilities

(¥ million)

Assets	March 31, 2016	March 31, 2017
Loans	—	—
Securities	93,515,727	100,693,580
Japanese government bonds	12,690,858	11,903,000
Regional government bonds	824,737	704,094
Short-term bonds	604,731	848,365
Corporate bonds	2,569,750	2,523,879
Stocks	54,345,173	61,192,367
Foreign securities	18,224,289	18,951,997
Other securities	4,256,186	4,569,876
Securities in investment trusts	39,260,408	42,087,460
Foreign securities in investment trusts	21,945,153	23,484,192
Trust beneficiary certificates	48,127,084	43,795,862
Trust securities	19,978,250	20,084,779
Monetary claims	5,235,467	7,466,617
Housing loan claims	—	1,654,334
Other monetary claims	5,235,467	5,812,283
Tangible fixed assets	240	192
Real estate	240	192
Other claims	1,766,991	1,769,082
Call loans	883,242	3,483,568
Loans to banking account	6,668,273	6,300,520
Cash and deposits	2,795,172	9,953,048
Deposits	2,795,172	9,953,048
<b>Total</b>	<b>240,176,012</b>	<b>259,118,905</b>
<b>Liabilities</b>	<b>March 31, 2016</b>	<b>March 31, 2017</b>
Money in trust	3,399,006	3,685,256
Monetary trusts other than money in trust	1,758,939	2,253,769
Monetary claims in trust	—	1,654,334
Composite trusts	235,018,066	251,525,545
<b>Total</b>	<b>240,176,012</b>	<b>259,118,905</b>

Notes: 1. Amounts less than ¥1 million are rounded down.

2. Joint trusts and trusts administered by others: ¥— million

3. Figures do not include any trusts with principal-guaranteed features.

**Japan Trustee Services Bank, Ltd.**  
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