



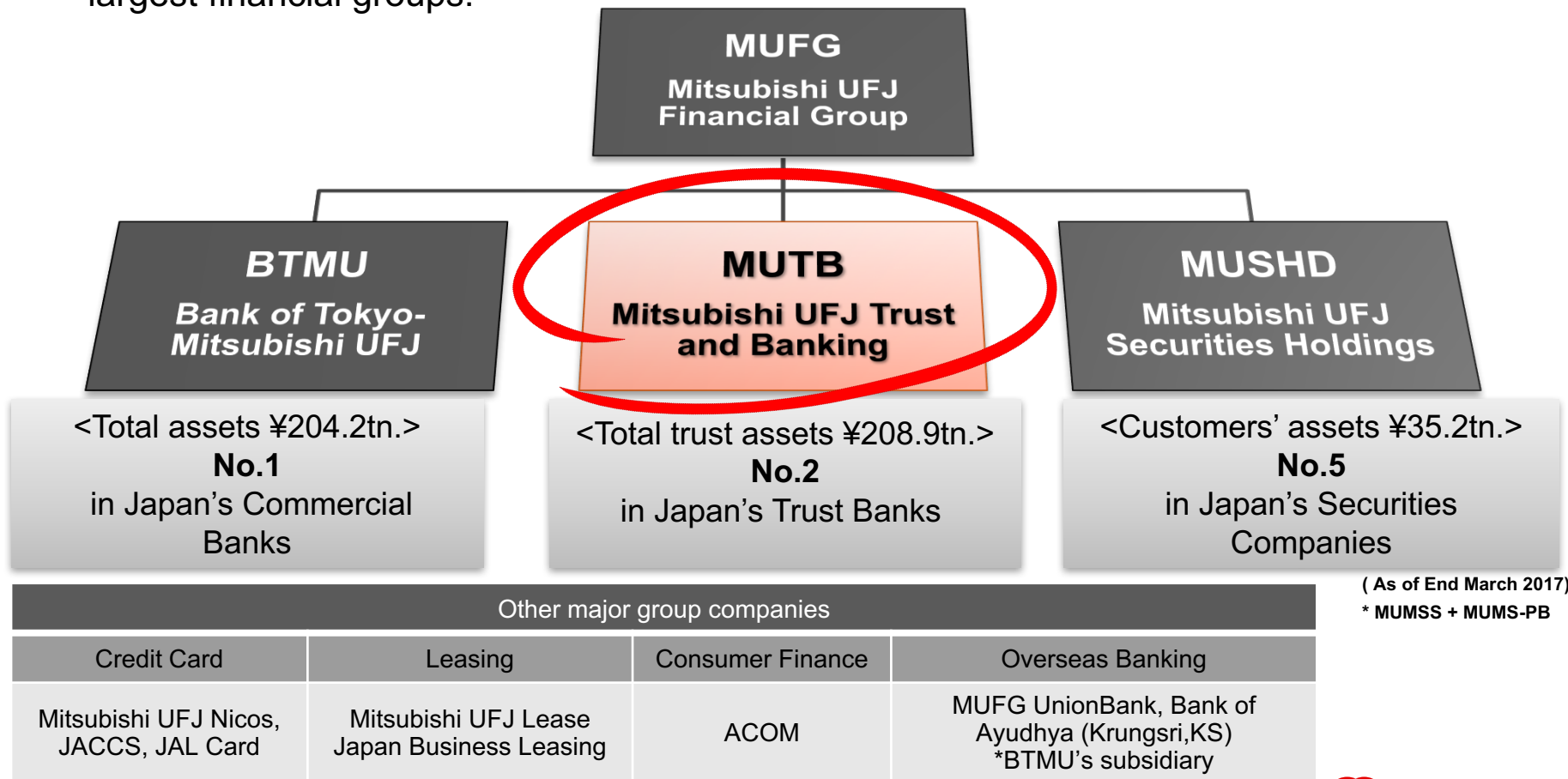
# MUTB/MUFG Company Profile



10 OCTOBER 2017

# Who we are

- Mitsubishi UFJ Trust and Banking Corporation (MUTB) is one of the largest Trust Banks in Japan.
- MUTB is a core member of Mitsubishi UFJ Financial Group (MUFG), one of the world largest financial groups.



( As of End March 2017)  
\* MUMSS + MUMS-PB



# About MUFG

- MUFG is one of the world's largest and most diversified financial groups in total assets.
- MUFG and its subsidiaries including MUTB have kept its healthy financial status and high credit ratings.

## Asset Ranking

Rank	Bank	Country	Total Asset (USDtri.)
1	Industrial & Commercial Bank of China	China	3.5
2	China Construction Bank Corp	China	3.0
3	Agricultural Bank of China	China	2.8
4	Bank of China	China	2.6
5	<b>Mitsubishi UFJ Financial Group</b>	Japan	2.6
6	JPMorgan Chase & Co	US	2.5
7	HSBC Holdings	UK	2.4
8	BNP Paribas	France	2.2
9	Bank of America	US	2.2
10	Wells Fargo	US	2.0

(As of End Dec. 2016)

## Long Term Rating

	Moody's	S&P	Fitch
MUFG	A1	A	A
BTMU	A1	A+	A
MUTB	A1	A+	A
MUSHD	A1	A	-

\*Bank Deposits rating  
(as of May 1, 2017)

# About MUTB

## MUTB is a core operating company of Mitsubishi UFJ Financial Group (MUFG).

### Information about MUTB

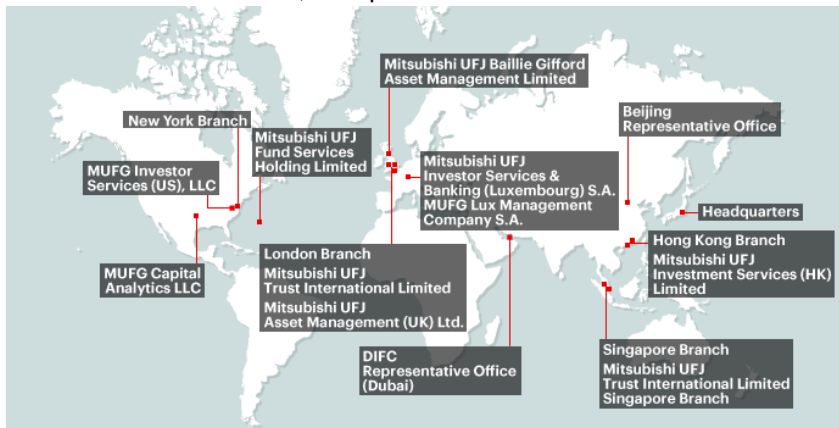
Mitsubishi UFJ Trust and Banking (MUTB) was established in 1927, and has been in business for approximately 100 years. MUTB is a wholly owned subsidiary of MUFG and a core MUFG company. With total assets of JP¥ 44.6 trillion as of March 31, 2017, it is one of Japan's largest trust banks.

As Japan's major trust bank, MUTB offers high-quality total financial services for customers, which include various commercial banking services, as well as asset management and administration, real estate, and stock transfer agency services.

Our goal is to be "A truly reliable trust bank". We have firmly grasped the needs of our customers and society to provide timely, high quality products and services through our expertise as a trust bank.

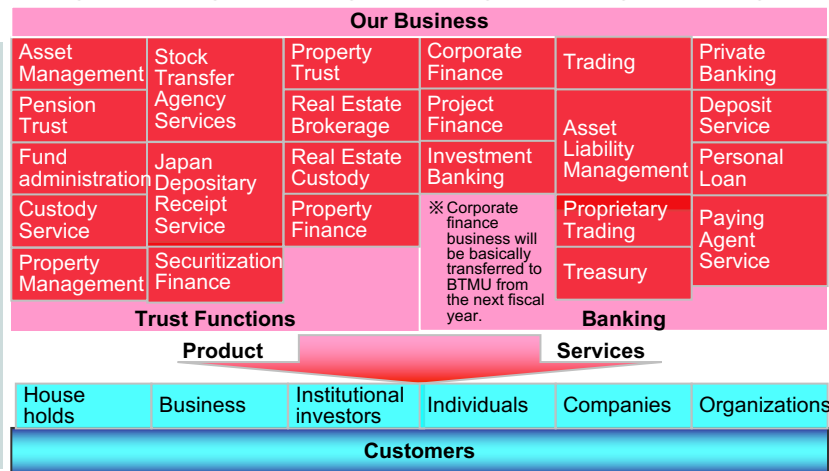
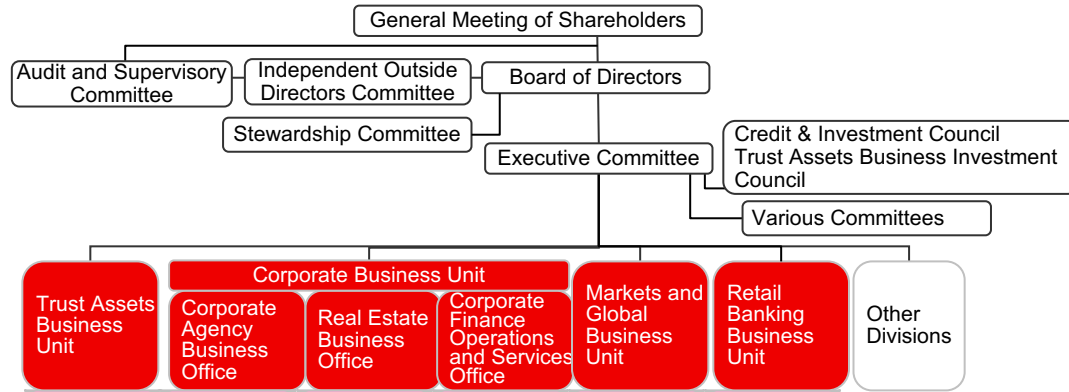
### MUTB Worldwide Network

Besides its operations in Japan, MUTB serves our customer to pursue its global business through worldwide network of branches and subsidiaries in Asia, Europe and United States.



### Business Sectors

MUTB has an "in-house company" model of management based on four business units reflecting product, service, customer and market characteristics. We are working to reinforce our business infrastructure in each business unit. Each business pursues independent overseas business development assisted by the Markets and Global Business Unit.



# MUTB Company Overview

(As of July 1, 2017)

Company Name	Mitsubishi UFJ Trust and Banking Corporation	
Management	Mikio Ikegaya, President and CEO	
Date of Establishment	March 10, 1927	
Address	4-5, Marunouchi 1-Chome, Chiyoda-ku, Tokyo 100-8212, Japan	
Phone	81-3-3212-1211	
Offices	Japan: 58 (56 branches, 2 satellite offices) Overseas: 12 (4 branches, 2 representative offices, 6 subsidiaries)	
	(As of July 1, 2017)	
Business Description	<ol style="list-style-type: none"> <li>1. Retail Banking Business</li> <li>2. Corporate Business (Corporate※, Real Estate, Corporate Agency)</li> <li>3. Trust Assets Business (Asset Management, Asset Administration, Pension)</li> <li>4. Markets and Global Business</li> </ol>	<p>※Corporate finance business will be basically transferred to BTMU from the next fiscal year.</p>
Amount of Capital	324.3 billion yen (Consolidated)	(As of March 31, 2017)
Total assets	44.6 trillion yen (Consolidated)	(As of March 31, 2017)
Trust Assets	208.9 trillion yen (Consolidated)	(As of March 31, 2017)
Number of Employees	13,015	(As of March 31, 2017)
Credit Ratings	Moody's A1 (Deposit rating) S&P A+ (Long-term counterparty credit rating) JCR AA (Long-term: Shelf Registration: preliminary) R&I AA- (Long-term rating)	(As of March 31, 2017)

# MUTB Core Business - Asset Management

- MUTB is one of the Japan's leading asset managers.
- Our position in the industry consistently attracts skilled investment professionals (over 200 investment professionals with an average of 10 years of investment experience).
- We provide a high-quality and diverse range of investment products which have competitive edge in Japanese Assets, Global Aggregate Bonds and a wide range of indexed products.
- In addition, we utilize the collaboration with third-party asset managers in order to meet the variety of global investment needs of our clients.

## Volume & Indicator

**\$369billion** Asset under management(AUM) (as of March 2017)

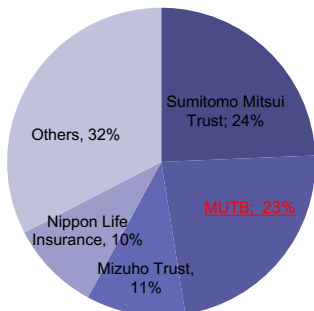
(Institutional)

**2nd market share 23%** Corporate Pension Market in Japan

(Retail)

**4th market share 10%**

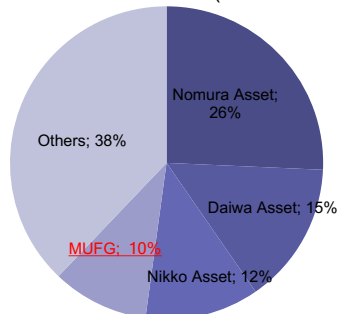
Japanese Corporate Pension Market Share (as of Mar 2017)



\*asset management and administration  
Source: Newsletter on Pensions & Investment

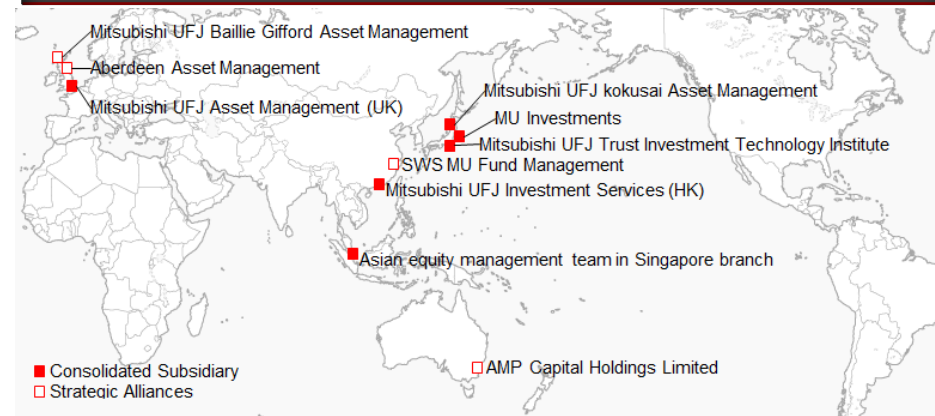
**Mutual Fund Market in Japan**

Mutual Fund AUM Market share in Japan (as of Mar 2017)



Source: The Investment Trust Association, Japan

## Asset Management Services Network



## Our Product

Asset Class	Japanese Equity / Japanese Bond / Global Equity / Global Bond / Japanese Real Estate / Alternative/Asian Equity
Strategy	Manager Active / Quantitative Active / Index
Product Scheme	Segregated Account / Advisory / Sub-Advisory Pooled Fund

# MUTB Core Business - Investor Services

- MUTB/MUFG is one of the major players in Investor Services business.
- We provide investor services through our worldwide network of subsidiaries in Luxembourg, United States, United Kingdom and Japan.
- Local correspondent bank network reaches approximately 90 countries.
- Service is provided by enhanced systems and highly trained professionals.
- In addition to delivering competitive performance in equity and bond lending, we are eager to embrace new opportunities that enhance profitability and efficiency.

## Volume & Indicator

**9th largest** global administration companies\*

**\$4,982billion** asset under custody and administration\*

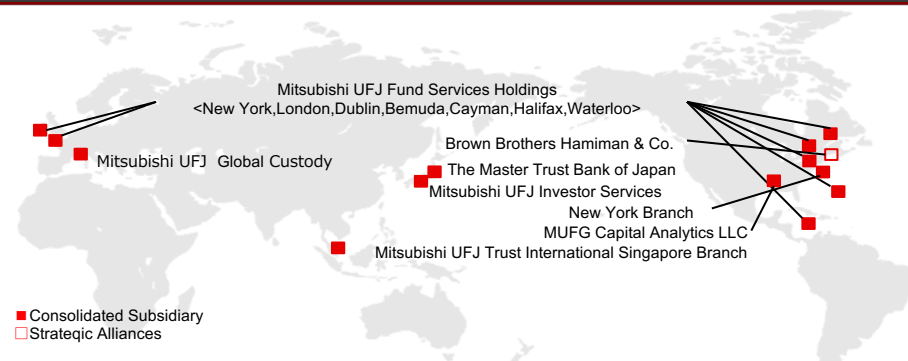
**Largest** custodian bank in Japan

(MTBJ: The Master Trust Bank of Japan)

**JPY382.7 trillion\*\*** (US\$ 3,411billion)

asset under custody and administration in Japan

## Investor Services Network



Product	Europe	Japan	United States
Global Custody	Mitsubishi UFJ Global Custody	The Master Trust Bank of Japan	New York Branch (Trust Business Division)
Fund Administration	Mitsubishi UFJ Fund Services Holdings Mitsubishi UFJ Global Custody	The Master Trust Bank of Japan	Mitsubishi UFJ Fund Services Holdings New York Branch (Trust Business Division) Mitsubishi UFJ Global Custody
Security Lending	Mitsubishi UFJ Trust Int'l	The Master Trust Bank of Japan	New York Branch (Trust Business Division)

Provider	Country	AUC/A
1. BNY Mellon	U.S.	\$25,075
2. State Street	U.S.	\$21,354
3. J.P. Morgan	U.S.	\$20,470
4. Citi	U.S.	\$15,299
5. BNP Paribas	France	\$9,011
6. Northern Trust	U.S.	\$6,352
7. HSBC Securities Services	U.K.	\$6,262
8. Mizuho Financial Group	Japan	\$5,187
<b>9. Mitsubishi UFJ Financial Group*</b>	<b>Japan</b>	<b>\$4,982</b>
10. Société Générale Securities Services	France	\$4,475

\* MTBJ + MUGC + New York Branch + BTMU + UB + Mitsubishi UFJ Fund Services Holdings Limited, as of June 2016

\*\* as of Mar 2017



# MUTB Core Business - Real Estate Services

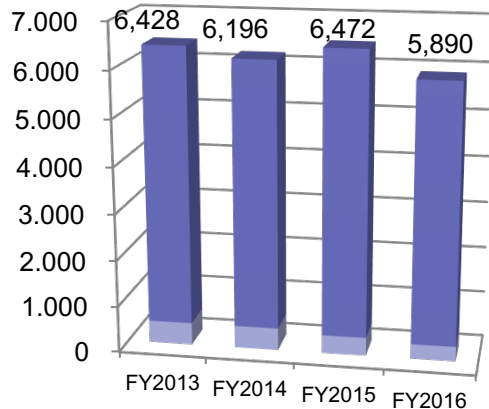
- We have a leading track record as a real estate broker among Japanese trust banks.
- We provide real estate services for corporate clients and investors including brokerage, asset management, real estate appraisal, real estate trust and custodian services and real estate securitization arrangement.
- Our real estate business consists of professionals with extensive experience in not only the real estate business itself, but also real estate finance, global markets, asset management and other businesses.
- We are able to identify projects for clients and win opportunities for property transactions by tapping the MUFG's large customer base and our expansive third-party network.

## Volume & Indicator

**5,890 transactions, JPY 1,213.0billion**

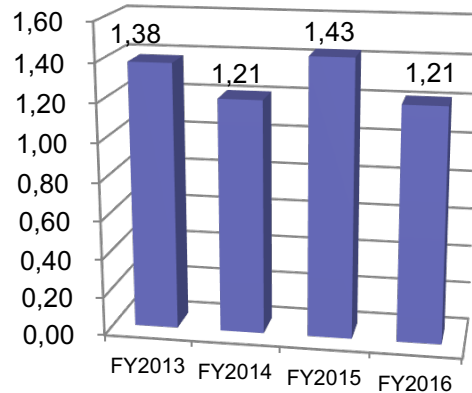
### Real estate Brokerage Transactions

Number of Transactions



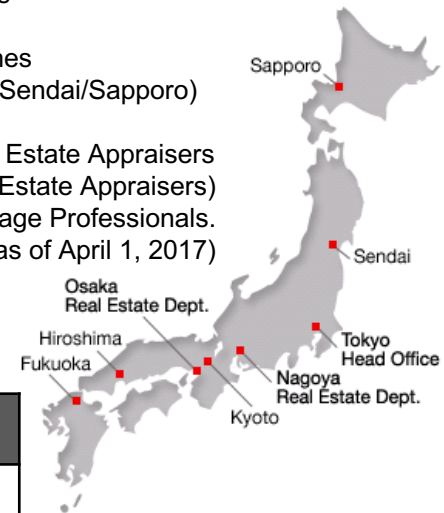
■ MU Real Estate Service (a subsidiary company of MUTB)  
■ MUTB

Amount of Transactions  
(trillion yen)



## Real Estate Network

- Real Estate Department 3 Offices (Tokyo/Osaka/Nagoya)
- Regional Branches 5 Branches (Fukuoka/Hiroshima/Kyoto/Sendai/Sapporo)
- Number of Employees 541
- Professionals 162 Real Estate Appraisers (include Assistant Real Estate Appraisers)  
Approx. 1,000 Brokerage Professionals. (as of April 1, 2017)



### Our Product

Real Estate Brokerage

Real Estate Trust and Custodian Service



# MUTB Core Business - Stock Transfer Agency Services

- MUTB is one of the Japan's largest stock transfer agency service providers in terms of number of clients, stock issuers and equity shareholders.
- MUTB provides high-quality services leveraging its rich experience and know-how accumulated in the course of the long histories.
- We provide direct listing support and JDR support for foreign clients.

## Volume & Indicator

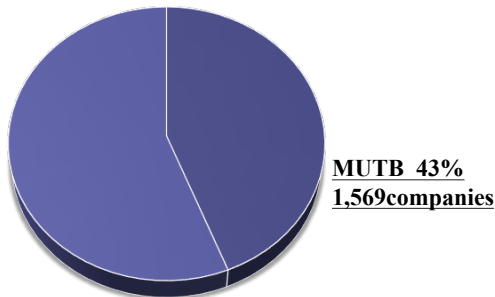
**Top level share** Stock transfer agency service provider in Japan

**23million** Equity Shareholders

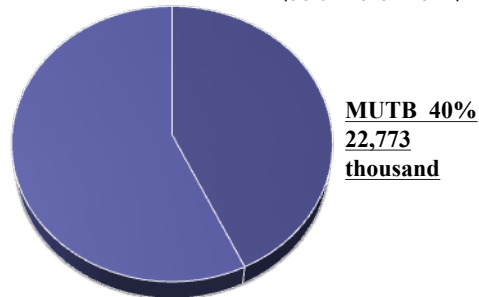
**1,569**clients

**Top share (over 70%)** Agency services for Japanese ETFs

Japanese Market share for Number of Clients  
(as of March 2017)



Japanese Market share for Number of Equity Shareholders under administration  
(as of March 2017)



## Our Global Product

Direct Listing Support

- Stock administration agent for foreign corporations listed in Japan
- Stock administration agent for overseas ETF directly listed in Japan
- Agency services for Japanese ETFs

JDR Support

- Support services for implementing Japan Depository Receipt (JDR) programs, which are used by overseas corporate clients to procure funds in Japanese markets.

# Global Strategic Alliances

- MUTB utilizes strategic alliances with global financial institutions in order that we can meet various global needs from our clients.

## Asset Management Segment

Standard Life Aberdeen, PLC

- Capital alliance
- Business alliance for providing Japanese institutional clients with quality investment products

Shenwan Hongyuan Securities Co., Ltd.

- Joint venture (SWS MU Fund Management Co., Ltd.)
- Asset management business in China

AMP Capital Holdings Limited

- Capital alliance
- Business alliance for providing retail and institutional clients within Japan with quality investment products

Baillie Gifford & Co

- Joint venture (Mitsubishi UFJ Baillie Gifford Asset Management Limited)
- Business alliance for providing Japanese institutional clients with quality investment products

## Asset Administration Segment

Brown Brothers Harriman & Co.

- Business alliance to provide global custody services
- Capital alliance

## Stock Transfer Agency Segment

Computershare Limited

- Business alliance (Japan Shareholder Services Ltd.)
- Shareholder communications services including shareholder identification surveys, proxy solicitation and others

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## Contact Us

Mitsubishi UFJ Trust and Banking Corporation

address: 4-5 Marunouchi 1-Chome Chiyoda-ku Tokyo, 100-8212

Kenzo Umetani

Chief Manager, Planning

Global Investors and Financial Institutions

telephone: +81-3-6256-1480

fax: +81-3-6214-7836

e-mail: [kenzo\\_umetani@tr.mufg.jp](mailto:kenzo_umetani@tr.mufg.jp)

URL: <http://www.tr.mufg.jp/english/index.html>