Investor Meeting on Financial Results for FY2016 (May 19, 2017) Questions and Answers

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| Q1. | Regarding the key elements of this new Midterm Management Plan, what is the difference with the management strategy until now?<br>What are the key points of this business model transformation such as concentration and culling of individual business strategies? |
| A1. | As financial and economic environments are undergoing material changes, it is becoming increasingly difficult for financial institutions to achieve growth tracing existing business strategies. As such, we believe that it is important to build a stable earnings base that is immune to environmental changes, and also, a business model focusing on fee businesses with similar objectives.<br>We will target to strengthen businesses with individuals / PB corporate owners, and also asset management / administration areas which are the strengths of ourselves. Regarding transactions with large corporate clients, we will continue to pursue a business model that aims to provide total solution for our clients with a broad range of products offered, such as stock transfer agency and pension businesses in addition to credit lending. |

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| Q2. | Please explain your plan to reduce strategic shareholdings. |
| A2. | We decided to reduce the ratio of strategic shareholdings to Common Equity Tier 1 capital by 50% in approximately five years commencing from FY2016. This is equivalent to a reduction of between JPY150bn and JPY200bn, and we intend to execute this steadily.<br>In FY2017, subject to negotiations with our corporate clients, we are expecting a gain of JPY30bn from sale of shares. |

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| Q3. | As for Common Equity Tier 1 target of 10%, I think there would be parts where risk assets increase due to regulatory changes and portions that decrease due to the structural reform of the balance sheet. Please explain your plans to achieve the target from these two perspectives. |
| A3. | Regarding the numerator part of the equation, we will endeavor to accrue profits. On the other hand, with regards to the denominator risk assets, there are possibilities that risk assets may increase depending on the type of assets booked for improving profitability by B/S realignment, and although not finalized, risk assets could increase by 20%-plus range due to regulatory changes to capital adequacy. Please understand our Common Equity Tier 1 goal as a target taking this impact into consideration. |

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| Q4. | How do you forecast the changes to the B/S size over the 3-year Midterm Management Plan? |
| A4. | We plan to realign the portfolio to enhance profitability. However, we do not expect a material increase or decrease in our loan balance. |

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| Q5. | Regarding your bank's capital policy, if your business model is aiming to increase fee income and reduce U.S. Treasury holdings, wouldn't this reduce the bank's risk asset requirement? That said, isn't your Common Equity Tier 1 ratio too high at this moment? |
| A5. | Regarding capital policy, the possible impact of future capital regulatory changes need to be taken into account. In addition to the required level of 7.5%, we think that the current level is necessary, taking financial buffer into consideration. |

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| Q6. | What was the background for not conducting any repurchases of own shares this time? |
| A6. | We did not engage in repurchases of own shares, but the decision was based on our comprehensive assessment of our current business environment, market environment and our share price.<br>However, although our financial performance was lower than the initial forecast, the dividend level was maintained. |

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| Q7. | Regarding U.S. Treasuries investments, although you commented that it will be reduced in size, as Japanese interest rates remain stuck at current low rates, I think that it may become necessary to expand the investment again at some point in the future. What is your view on this? |
| A7. | In the past, the bank's U.S. Treasuries investment had a role as an economic hedge for strategic shareholdings. However, under current market conditions, we are strengthening hedge transactions utilizing investment trusts and other instruments. On the other hand, with the trend of U.S. interest rate increase in mind, we will be vigilant about U.S. Treasuries investments. |

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| Q8. | Do you have intention of rationalizing your overseas branch/subsidiary network? |
| A8. | We have no plans to increase our overseas branch/subsidiary network further at this point in time. However, we intend to continue our strategy of strengthening alliances with overseas financial institutions. |