



Asia Business Dialogue on
Corporate Governance 2016
“The Brave New world of Investor
- Company Dialogue in Japan -”

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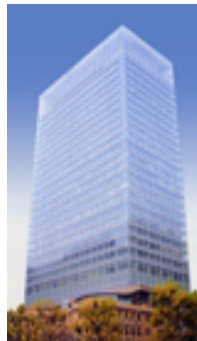
NOVEMBER 16, 2016

About Mitsubishi UFJ Trust and Banking ("MUTB")

Company Information

- Ownership Mitsubishi UFJ Financial Group (100%)
- Head Office 1-4-5 Marunouchi Chiyoda-ku Tokyo, Japan
- Offices Domestic 62 / Overseas 7 (May 2016)
- Capital JPY 324bn
- History
 - 1927 Mitsubishi Trust (subsequent Mitsubishi Trust and Banking) Established
 - 1959 Toyo Trust and Banking (subsequent UFJ Trust and Banking) Established
 - 2005 MUTB created from the merger of Mitsubishi Trust and Banking and UFJ Trust Bank and Banking
- Employees 6,963 (Mar 2016)
- URL <http://www.tr.mufg.jp/english>
(Annual reports: <http://www.mufg.jp/english/ir/annualreport/>)

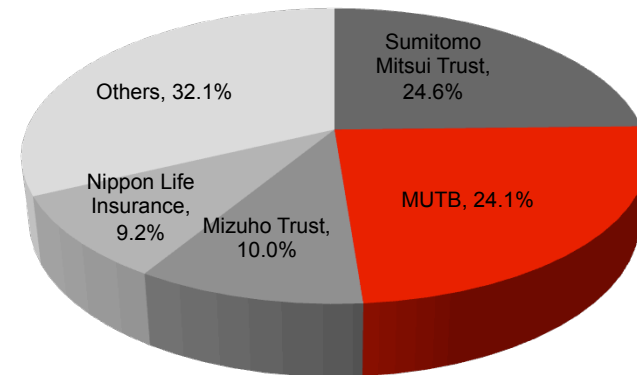
Source: MUTB



MUTB's Market Presence in Japan

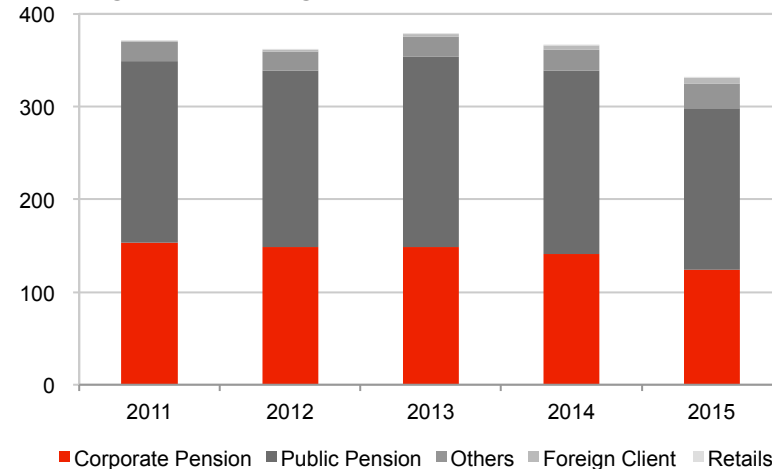
Corporate Pension

Total USD 655bn, as of Mar 2016 (book value)



AUM by Client Type

(USDbn, as of Dec 2015)



Our Sustainable Growth Fund ~Investment Strategy

Bottom up stock picking strategy

- ✓ The strategy is “bottom up” based on fundamental research/analysis.

Longer term investment horizon

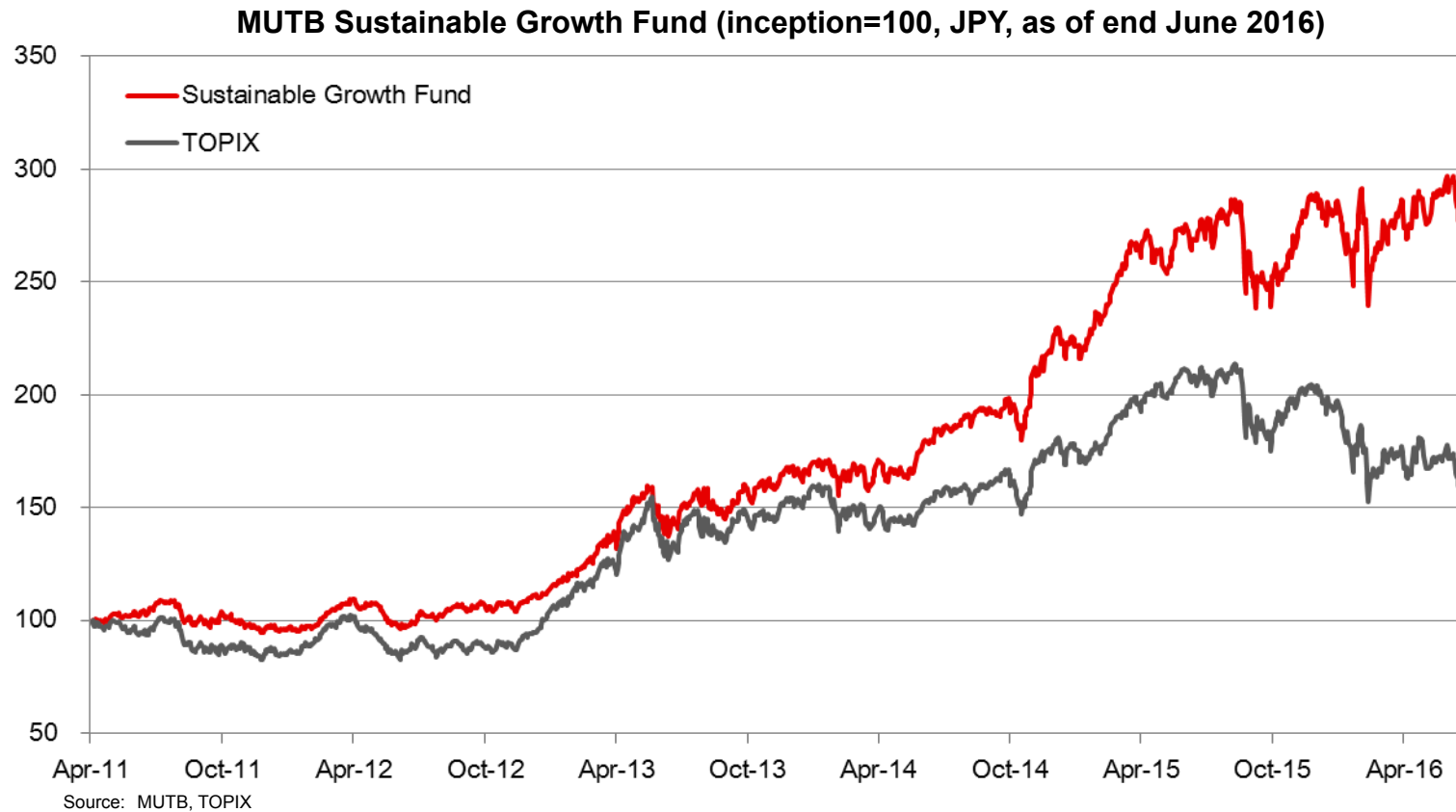
- ✓ Selectively invest and hold companies with strong conviction for consistent growth over the mid-to-long term.
- ✓ **Put highly importance on dialogue and engagement with the managements of companies since inception (since March 2011).**
- ✓ Main agenda for dialogue and engagement are as follows;
 - Medium to long term Business strategy
 - Improvement on capital efficiency
 - **Corporate Governance**
 - Disclosure Policy

Concentrated portfolio

- ✓ Our portfolio is consisted of 20-30 companies, with relatively lower risk.

Performance Since Inception

- ✓ The fund has a return of **21.8%** p.a., outperforming **9.3%** p.a. against TOPIX.
- ✓ Total AUM of the fund (including related product) is **roughly USD1bn.**



Past performance is not a reliable indicator of future results.

View on Corporate Governance in Japan

- ✓ **Changes after the introduction of two codes**
- ✓ **Current issues on Corporate Governance**
- ✓ **Current issues on dialogue/engagement with companies**

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 - Credit risk: the risk of price fluctuations of invested securities due to the business and financial state of the issuer.
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