



J TRUST

Q1 FY12/2020

Earnings Presentation Materials

May 2020
J Trust Co., Ltd.



- 1. Summary of Consolidated Results in Q1 FY12/2020**
- 2. Results by Segment**
- 3. Response to the spread of new coronavirus infection**
- 4. Data collection**

Disclaimer

- As a principle, the units listed on each page have been rounded down to the nearest unit of display. In addition, differences listed next to the charts and graphs illustrating YOY comparisons are calculated using the display unit of 100 million.
- Figures for YOY comparisons in this document use the total from the three month period between April and June 2019 in first quarter FY12/2019.
- The figures for the first quarter of the fiscal year ending December 31, 2019, which are displayed for performance comparison, have been retroactively adjusted. Therefore, they are different from those figures disclosed last year.
- Segment revenue shows operating revenue from external customers.
- Information regarding forecasts listed in this document is estimated based on the knowledge, opinions and judgement of the company at the time of the document's creation and contains underlying risks and uncertainties. Therefore, please understand that actual results and the forecast described here are subject to change greatly depending upon various factors such as the business environment.
- This document is intended to provide information about J Trust and is not intended to solicit investments in securities issued by the company.
- This English-translated document was prepared solely for the convenience of English-speaking investors. If any discrepancies exist between this translation and the original Japanese document, the Japanese version always prevails. J Trust shall not be liable for any damages or losses of profit arising from this translation.

- J Trust adopts the average exchange rates from the time when the company entered the respective country until March 31st, 2020 for financial forecasts.

1 SGD=82.31 JPY

1 IDR=0.0083 JPY

1 MNT=0.0426 JPY

1 KRW=0.093 JPY

1 USD : 107.42 JPY

Furthermore, closing rates as of March 31st, 2020 are as follows for other than financial forecasts:

1 SGD=76.37 JPY

1 IDR=0.0067 JPY

1 MNT=0.0390JPY

1 KRW=0.0892 JPY

1 USD=108.83 JPY

- Figures for Investment Business do not reflect any gains or losses other than those with normally occur.

1. Summary of Consolidated Results for Q1 FY12/2020

➤ Summary of Consolidated Results

Financial Business in Japan

Balance of credit guarantee and actual collection are steadily increasing and exceed the plan

Financial Business in South Korea and Mongolia

Secure revenues and profits certainly under special factors

Financial Business in Southeast Asia

Continue reforms earnestly toward reconstruction

- Revenue and profit increased year-on-year. Booked profit attributable to owners of parent.

Consolidated Results (YOY)

	Q1 FY12/2019 (2019/4/1~2019/6/30)	Q1 FY12/2020 (2020/1/1~2020/3/31)	Difference	FY12/2020 Forecasts	Rate of progress (towards forecasts)
Operating revenue	18.2 Billion JPY	19.5 Billion JPY	+1.3 Billion JPY	86.5 Billion JPY	23%
Operating profit	0.4 Billion JPY	1.5 Billion JPY	+1.1 Billion JPY	1.6 Billion JPY	93%
Profit (or loss) before tax	0.1 Billion JPY	1.4 Billion JPY	+1.3 Billion JPY	-	-0%
Profit (or loss) attributable to owners of parent	-0.1 Billion JPY	1.5 Billion JPY	+1.6 Billion JPY	-1.6 Billion JPY	-0%

➤ Operating revenue increased year-on-year.

Operating Revenue by Segment (YOY)

	Q1 FY12/2019 (2019/4/1~2019/6/30)	Q1 FY12/2020 (2020/1/1~2020/3/31)	Difference	FY12/2020 Forecasts	Rate of progress (towards forecasts)
Financial Business in Japan	2.3 billion JPY	2.3 billion JPY	0 billion JPY	8.3 billion JPY	28%
Financial Business in South Korea and Mongolia	9.7 billion JPY	9.5 billion JPY	-0.2 billion JPY	38.8 billion JPY	24%
Financial Business in Southeast Asia	2.7 billion JPY	4.1 billion JPY	+1.4 billion JPY	21.6 billion JPY	19%
Investment Business	0.2 billion JPY	0.2 billion JPY	0 billion JPY	0.9 billion JPY	22%
Non-Financial Business (Entertainment, Real Estate)	3.0 billion JPY	2.7 billion JPY	-0.3 billion JPY	14.4 billion JPY	19%
Other business	0.2 billion JPY	0.6 billion JPY	+0.4 billion JPY	2.1 billion JPY	29%
Consolidated operating revenue	18.2 billion JPY	19.5 billion JPY	+1.3 billion JPY	86.5 billion JPY	22%

- Operating profit improved year-on-year, in Southeast Asia operating loss reduced.

Operating profit by segment (YOY)

	Q1 FY12/2019 (2019/4/1~2019/6/30)	Q1 FY12/2020 (2020/1/1~2020/3/31)	Difference	FY12/2020 Forecasts	Rate of progress (towards forecasts)
Financial Business in Japan	1.0 billion JPY	1.1 billion JPY	+0.1 billion JPY	2.9 billion JPY	37%
Financial Business in South Korea and Mongolia	2.5 billion JPY	2.1 billion JPY	-0.4 billion JPY	5.8 billion JPY	36%
Financial Business in Southeast Asia	-1.8 billion JPY	-1.2 billion JPY	+0.6 billion JPY	-3.4 billion JPY	-
Investment Business	-0.5 billion JPY	-0.4 billion JPY	+0.1 billion JPY	-1.8 billion JPY	-
Non-Financial Business (Entertainment, Real Estate)	0.0 billion JPY	-0.1 billion JPY	-0.1 billion JPY	1.0 billion JPY	-
Other business	-0.1 billion JPY	-0.1 billion JPY	0.0 billion JPY	-2.8 billion JPY	-
Consolidated operating profit	0.4 billion JPY	1.5 billion JPY	+1.1 billion JPY	1.6 billion JPY	93%

2. Results by Segment

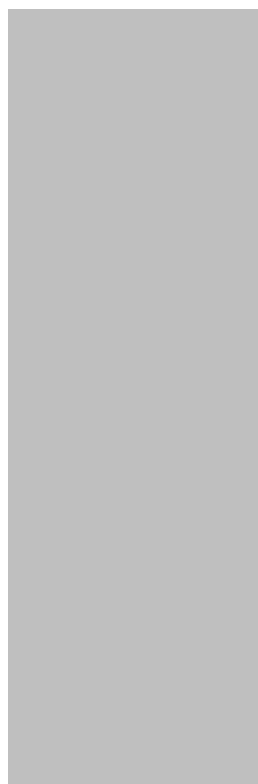
2 – 1. Financial Business in Japan

➤ Operating revenue and profit are stable.

Unit : Billions of Yen

Operating Revenue

2.3



1Q FY12/2019

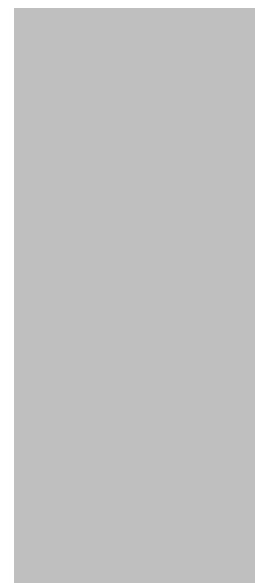
2.3



1Q FY12/2020

Operating Profit

1.0



1Q FY12/2019

1.1



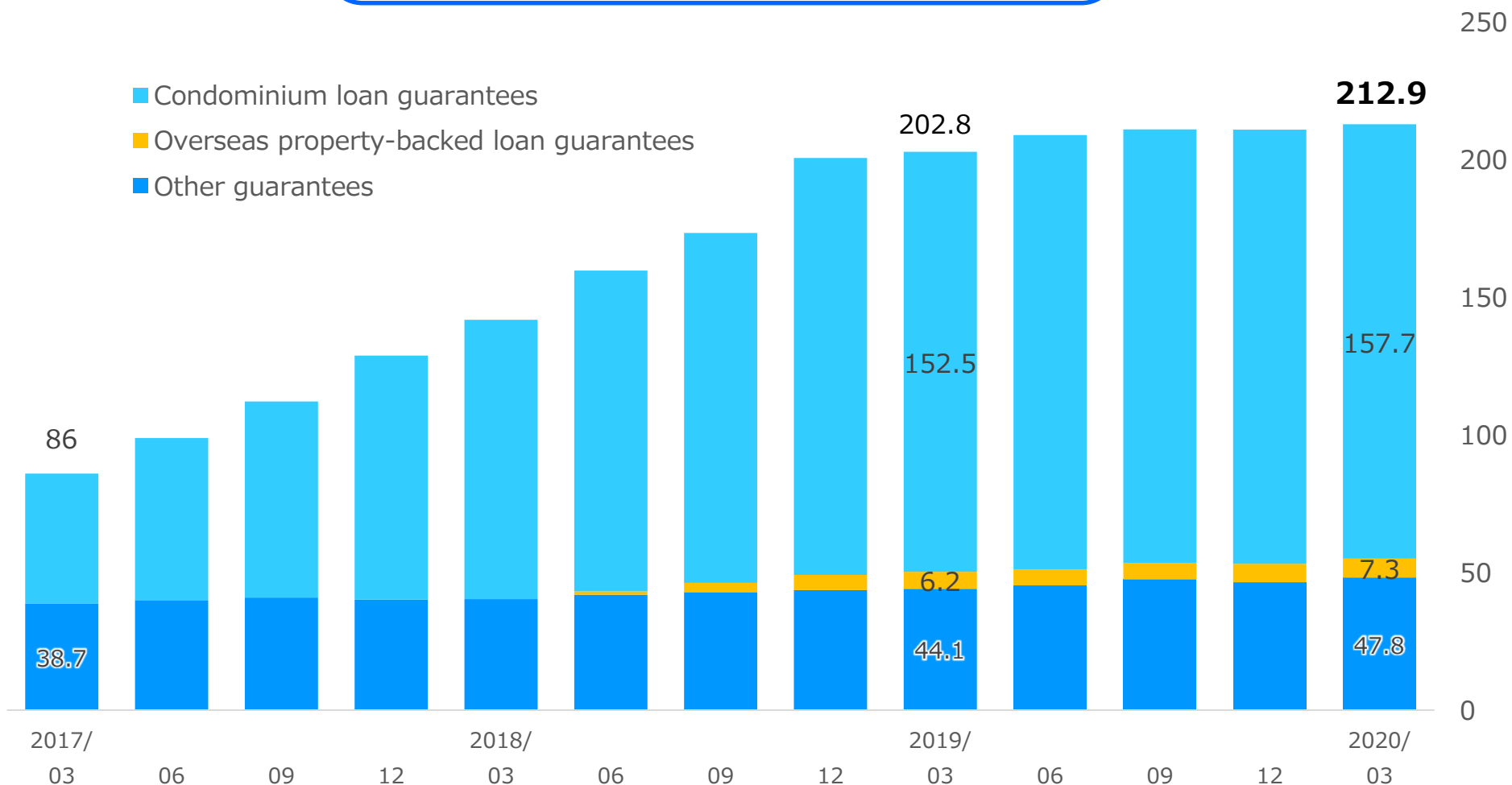
1Q FY12/2020

➤ Balance of Guarantees is stable.

Unit : Billions of Yen

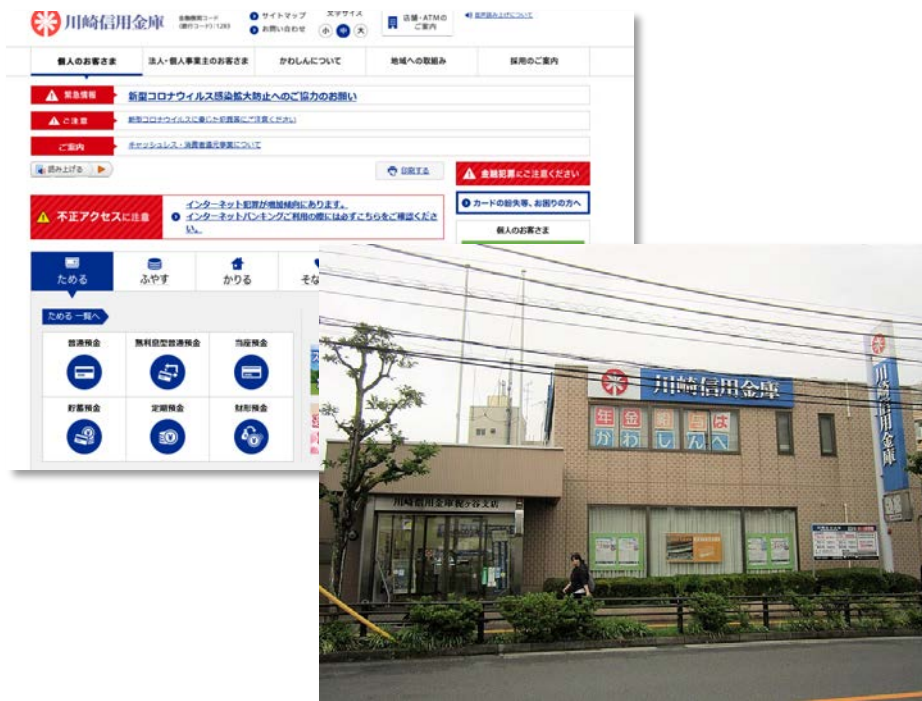
Outstanding Balance of Guarantees

- Condominium loan guarantees
- Overseas property-backed loan guarantees
- Other guarantees



A new guarantee partnership agreement was signed with Kawasaki Shinkin Bank during this current period.

- ✓ In Kanagawa Prefecture, the second guarantee partnership started after Shonan Shinkin Bank
- ✓ New handling of “Kawashin Reverse Mortgage Loan” started
- ✓ Kawasaki Shinkin Bank’s precise branch network will be utilized to further increase the guarantee balance



Overview of Kawasaki Shinkin Bank



Head office location : Kawasaki City,
Kanagawa Prefecture

Deposit amount : 1 trillion 970.4 billion JPY

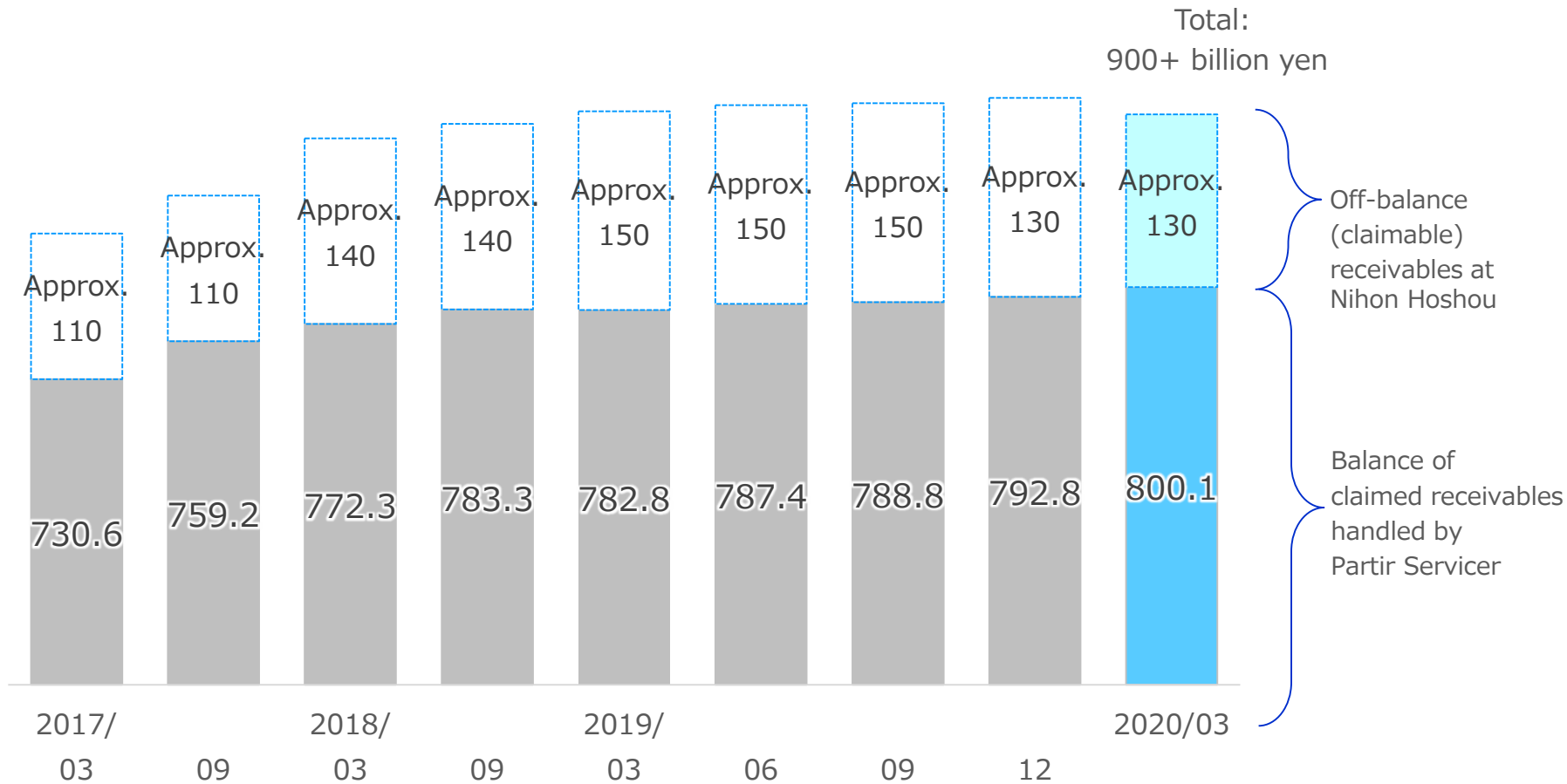
Loan amount : 1 trillion 152 billion JPY

Number of branches : 56 branches in
eastern Kanagawa centered on Kawasaki
City

- Collection performance is favorable.
- We will continue to promote the purchase of retail receivables in the future.

Unit: Billions of yen

Balance of claimed receivables in servicer business



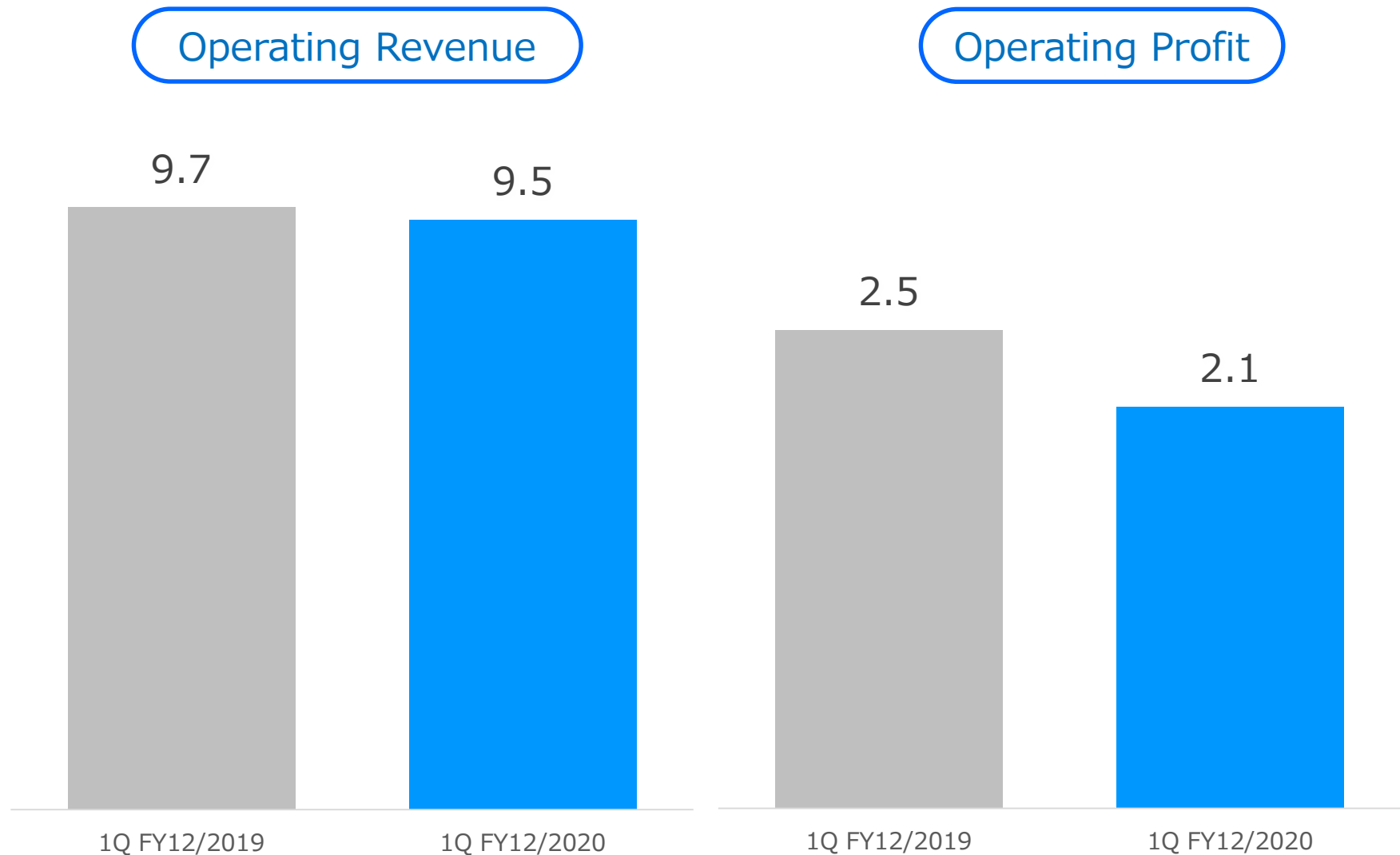
Balance includes both purchased and entrusted receivables.
Balance includes some on-balance receivables.

2. Results by Segment

2 – 2. Financial Business in South Korea and Mongolia

- The same level of operating revenue was secured year-on-year under special circumstance of the spread of new coronavirus infection.

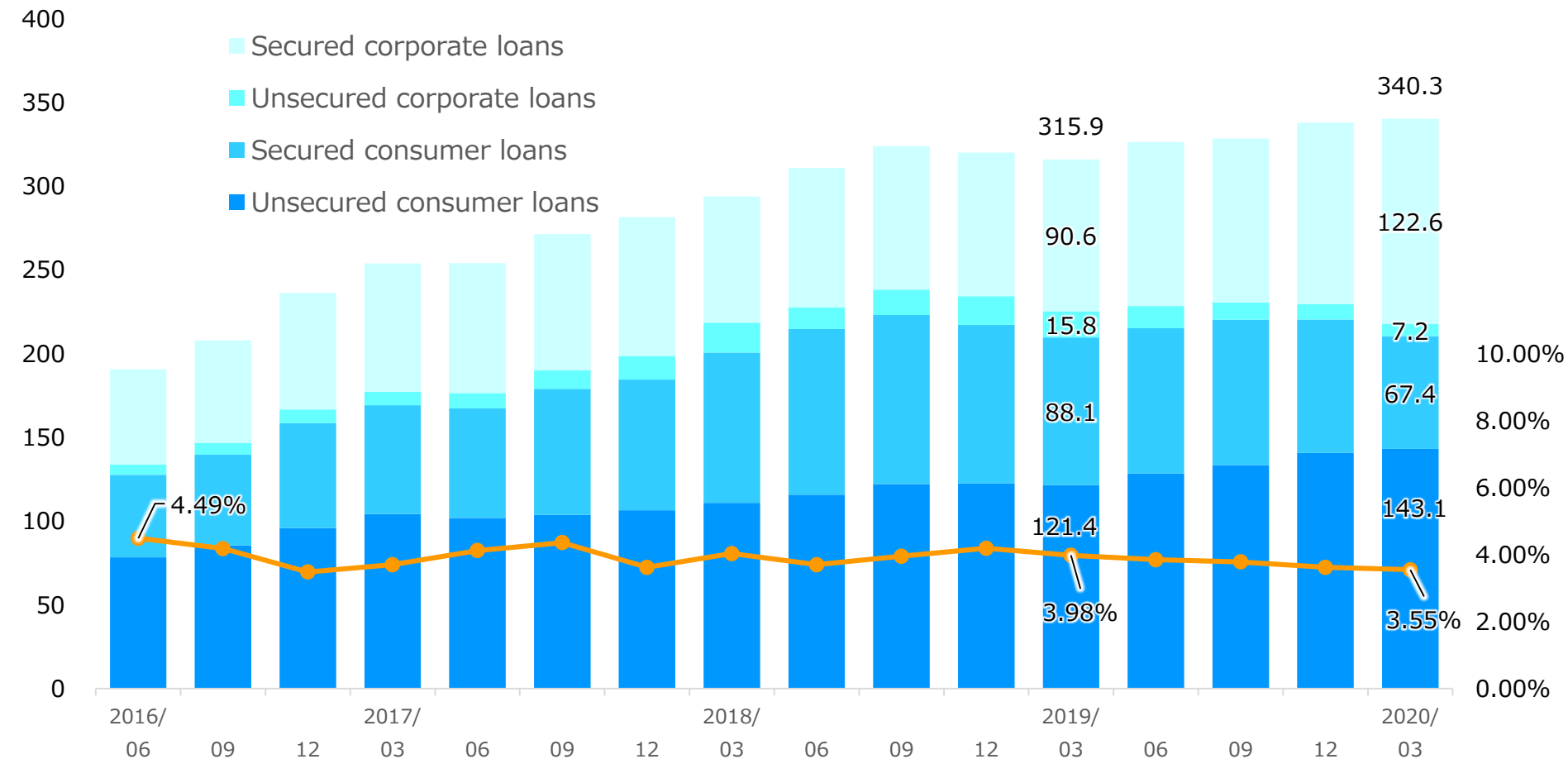
Unit: Billions of yen



- Under special circumstance of the spread of new coronavirus infection, loan balance and NPL ratio are favorable.

Loan portfolio (bar graph) and balance of loans delinquent over 90 days at three companies (line graph)

Unit: Billions of yen



Combined total of JT Chinae Savings, Bank JT Savings Bank and JT Capital
 ※Figures are displayed in local currency and multiplied by March end 2020 rate:
 ※Balance is based on local accounting standard.

➤ JT Savings Bank received “Best Savings Bank Awards”.

- ✓ JT Savings Bank received “Best Savings Bank Awards” at Korean best bank ceremony sponsored by the Seoul Economic Newspaper.



JT Savings Bank Co., Ltd. received the “Best Savings Bank Award” at the 2020 Korea Best Bank ceremony sponsored by the Seoul Economic Newspaper. This award has been given to the financial institutions that have contributed to the development of Korean financial industry during 2019. The screening committee, composed of financial experts from government and industry/academic fields, conducted strict screening process based on criteria such as “public interest and contribution”, “customer service”, “performance(2019 standard)”, “originality” and “efficiency”.

→Advanced service provided by JT Savings Bank was highly appreciated.

➤ JT Chinae Savings Bank actively provided support for the spread of new coronavirus infection

- ✓ JT Chinae Savings Bank provided support for new coronavirus infection that is spreading in South Korea as a CSR activity of financial institution.



JT Chinae Savings Bank donated 5 million KRW to 「Eran-in」 that supports Korean single mothers. This donation will be used as support for struggling single mothers who were deeply affected by new coronavirus.

Other than money of donation, sanity goods such as masks, antiseptic solution, and thermometer as well as foods were provided.

2. Results by Segment

2 – 3. Financial Business in Southeast Asia

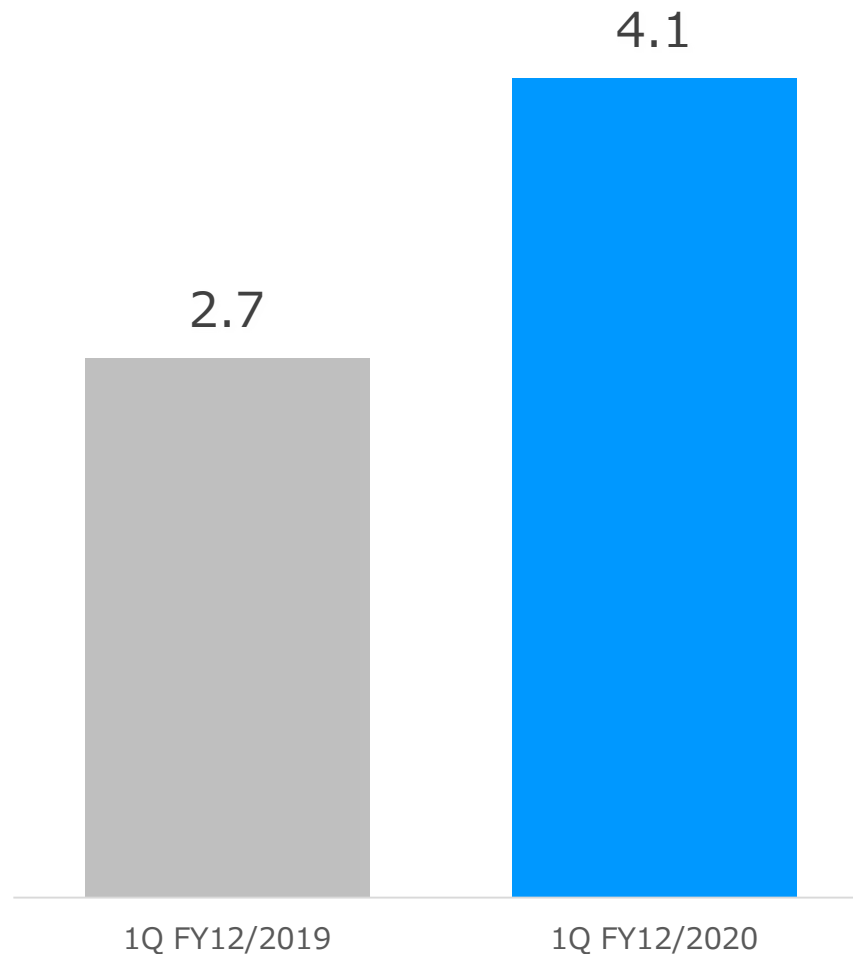
Company names have been abbreviated in the following pages:

- JTrust Bank Indonesia (BJI)
- JTRUST OLYMPINDO MULTI FINANCE (JTO)
- JTRUST INVESTMENTS INDONESIA (JTII)
- J Trust Royal Bank (JTRB)

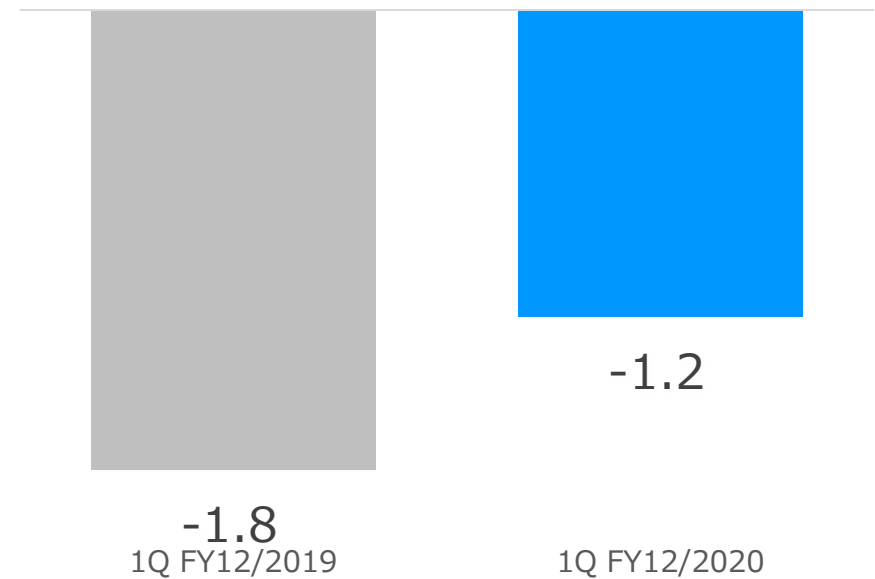
- Operating revenue increased as a result of JTRB in Cambodia joining JT group.
- On the other hand, we will steadily improve the level of operating profit.

Unit: Billions of yen

Operating Revenue



Operating Profit

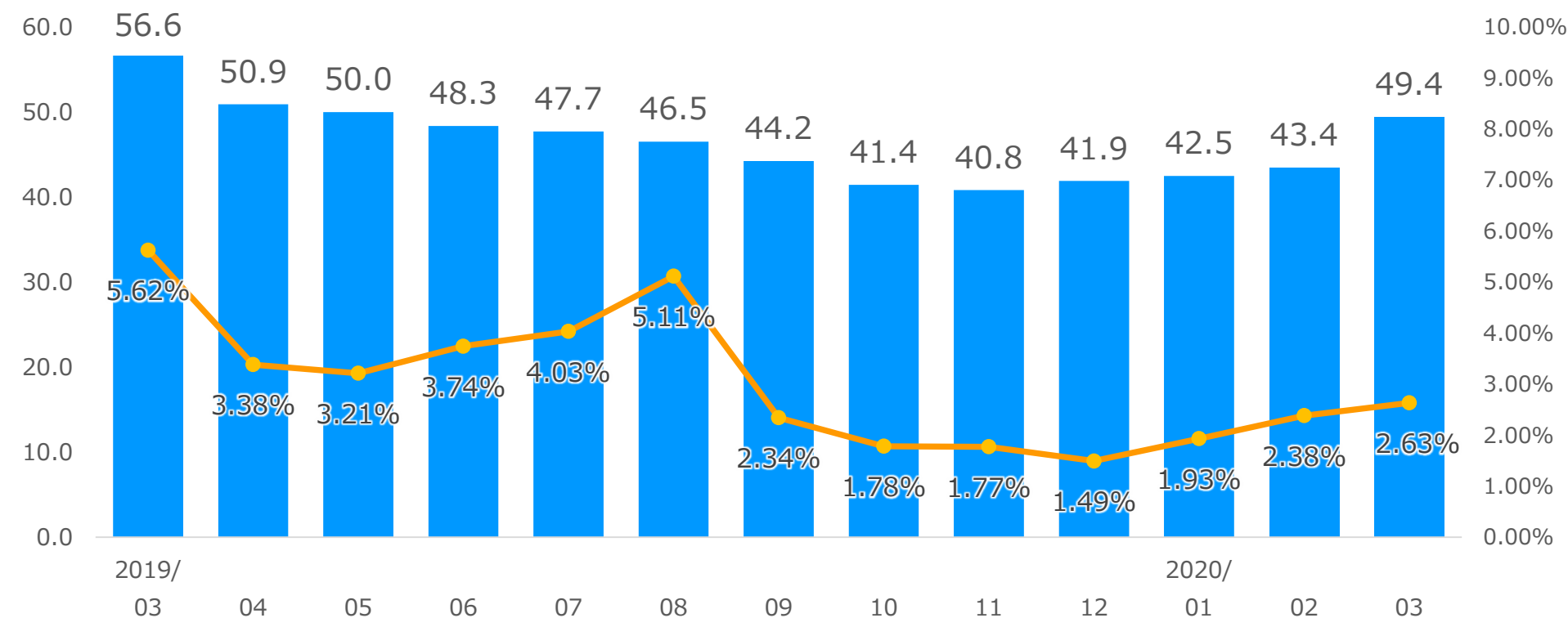


(B J I)

- Asset balance has bottomed out and started to increase from Q1 FY12/2020.
- From now on, controlling NPL ratio is our agenda.

Outstanding loan balance at BJI (Bar graph) and ratio of loans delinquent over 90 days (Line graph)

Unit: Billions of yen



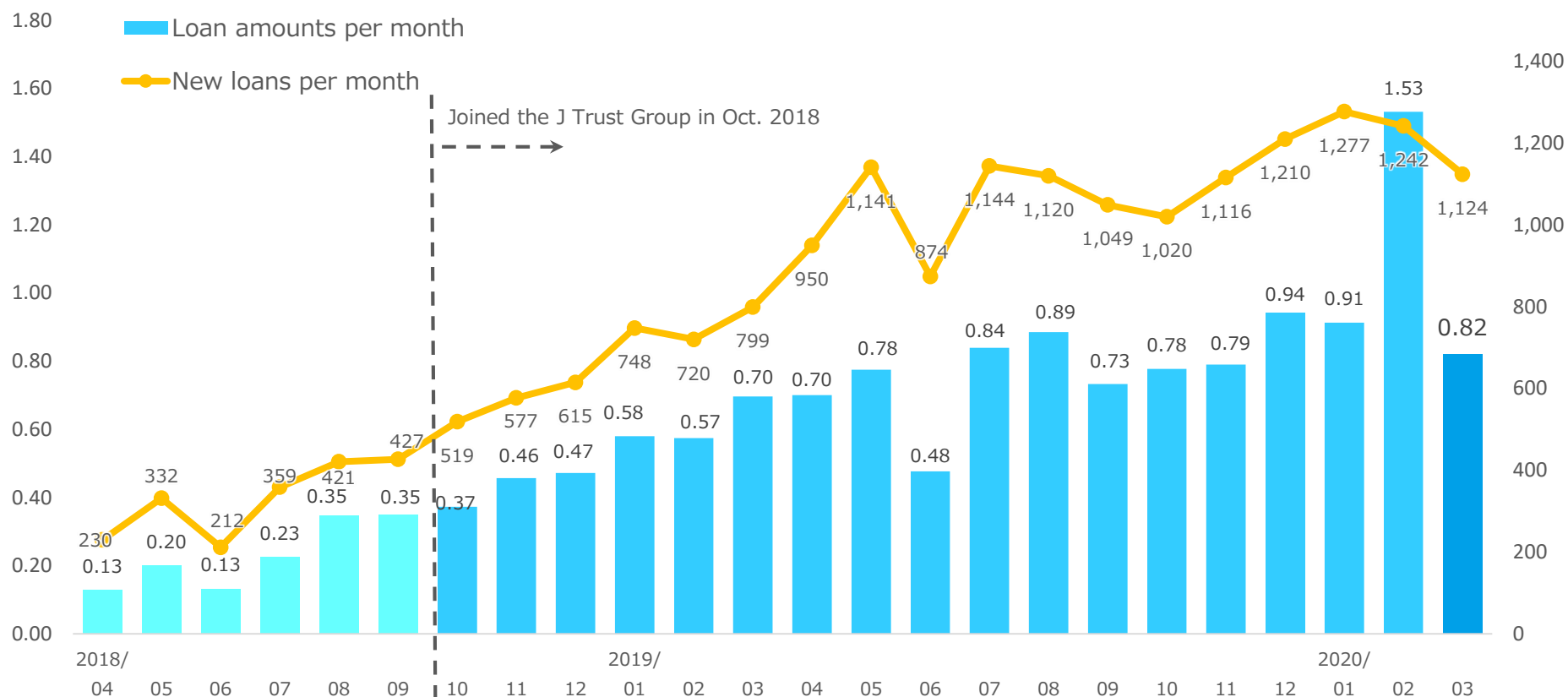
※ Figures are calculated in local currency and multiplied using March end 2020 rate:

New lending from January to March is proceeding smoothly.

Number of new loans (Right axis) and Loan Amounts (Left axis) at JTO

Unit: Billions of yen

Unit: Number of loans

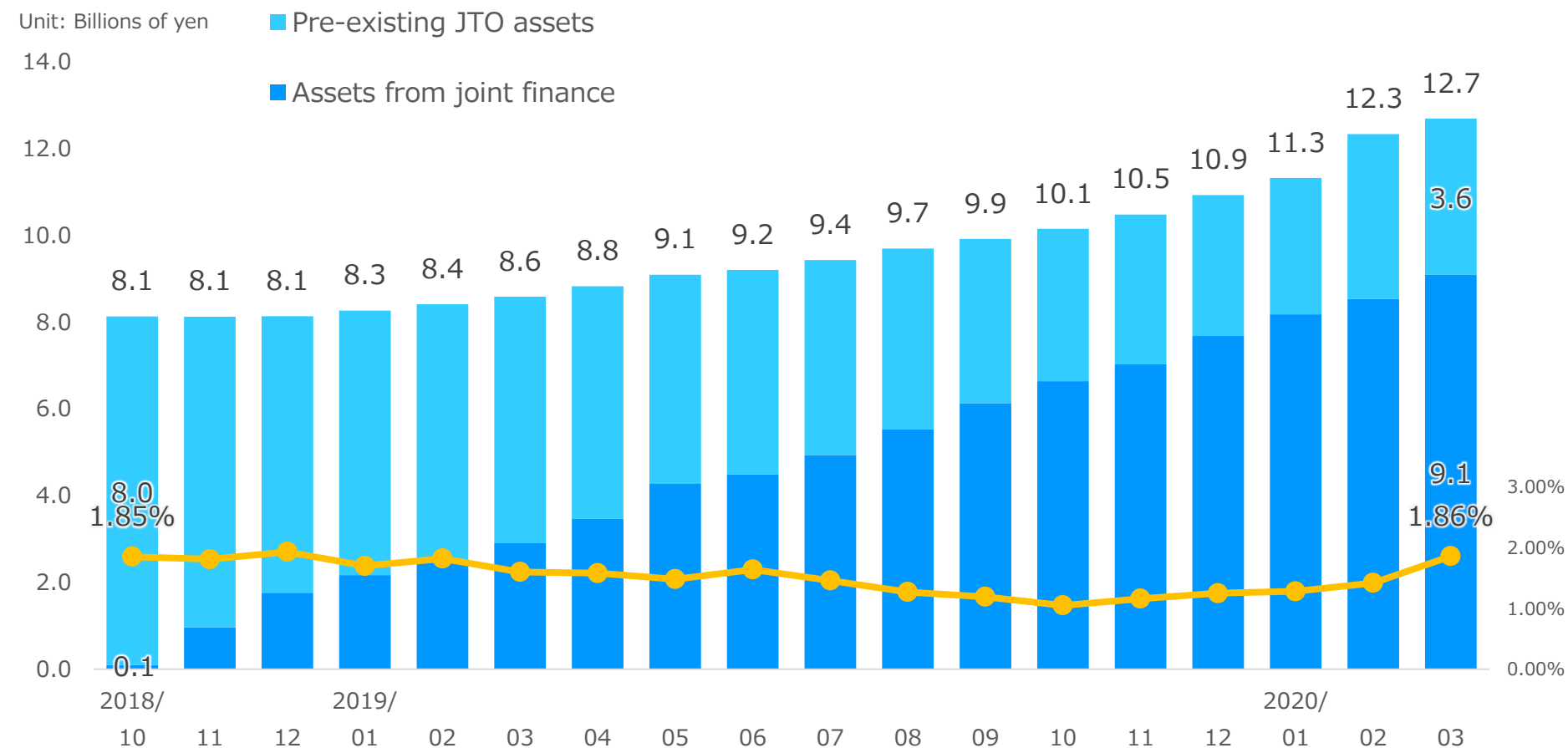


※ Figures are calculated in local currency and multiplied using March end 2020 rate:

(J T O)

- We maximized our joint finance scheme.
- The NPL ratio is low and stable.

Assets at JTO (Bar graph) and Percentage of Loans Delinquent Over 90 Days (Line graph)



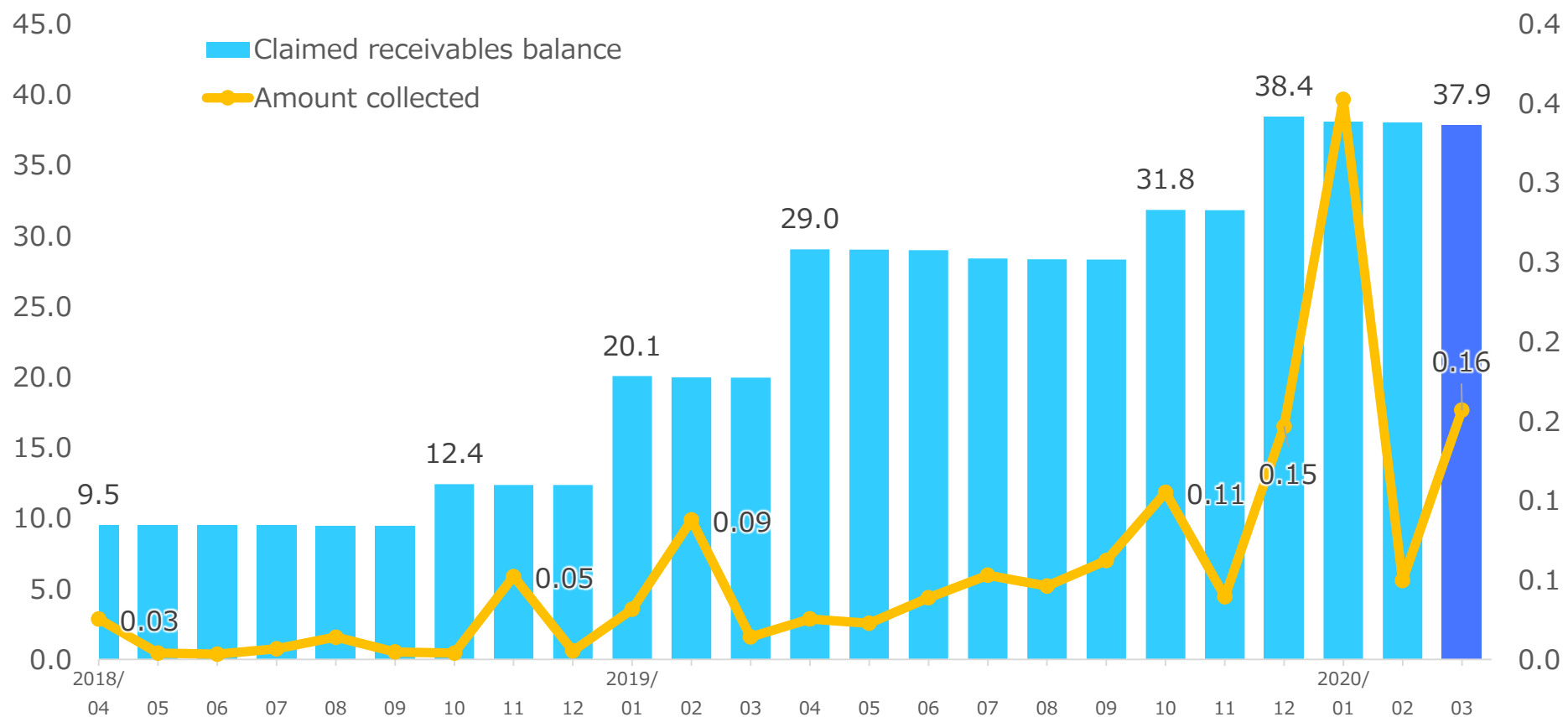
※ Figures are calculated in local currency and multiplied using March end 2020 rate:

➤ We will continue to collect on assets purchased from BJI.

Balance of claimed receivables (Bar graph: Left axis) and Actual amount of collections (Line graph : Right axis) at JTII

Unit: Billions of yen

Unit: Billions of yen



※ Figures are calculated in local currency and multiplied using March end 2020 rate:

➤ Expanding customer base by aggressively implementing various campaigns.

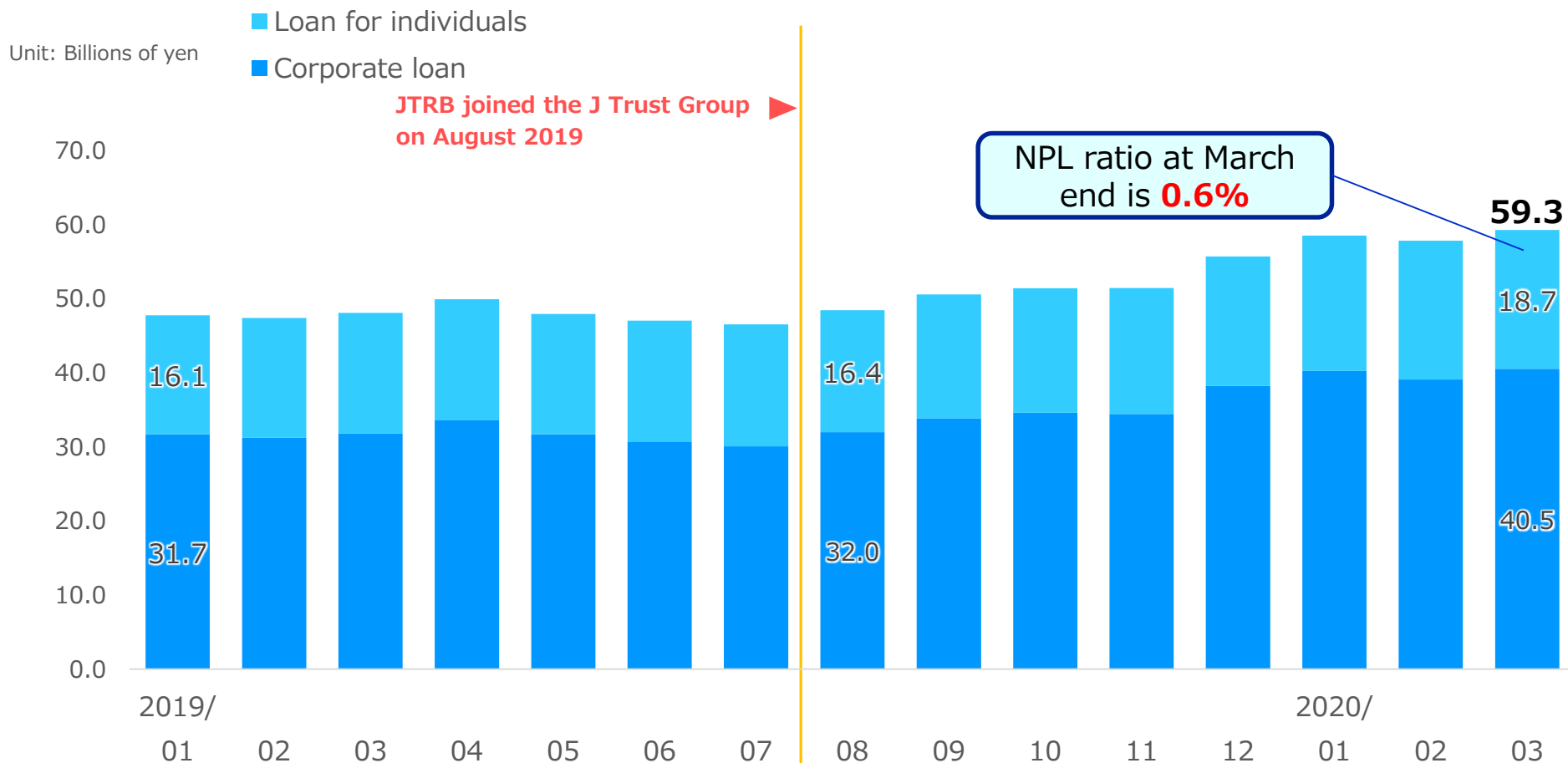
✓ Introducing unique deposit products for retail such as time deposits with premiums and high interest rate deposits for exclusively new customers. Further expanding customer base.



- At BJI, actively launch deposit products with prizes and high interest rate deposit products for exclusively new customers.
- We are working to expand customer base and increase customer satisfaction.
- Additionally, with the recent spread of the new coronavirus infection, we released a limited-time deposit product for the purpose of supporting customers.

- We continued growth of balance in Cambodia and maintained NPL ratio at low level.

Outstanding loan balance at JTRB



➤ JTRB and AIA Cambodia concluded systems integration work.

- **J Trust Royal Bank and AIA Cambodia Life Insurance concluded systems integration work that enables payables management on digital platform.**



JTRB and life insurance company AIA Cambodia have successfully integrated JTRB's core banking system with AIA Cambodia's ERP for payables management.

This system integration allowed AIA Cambodia to simplify its payables management operations significantly, benefiting from the digitization that JTRB has heavily invested in.

(For reference) What is AIA Group?

An insurance group headquartered in Hong Kong and widely operating in Asia and Oceania. The group's total assets amount to \$ 230 billion.

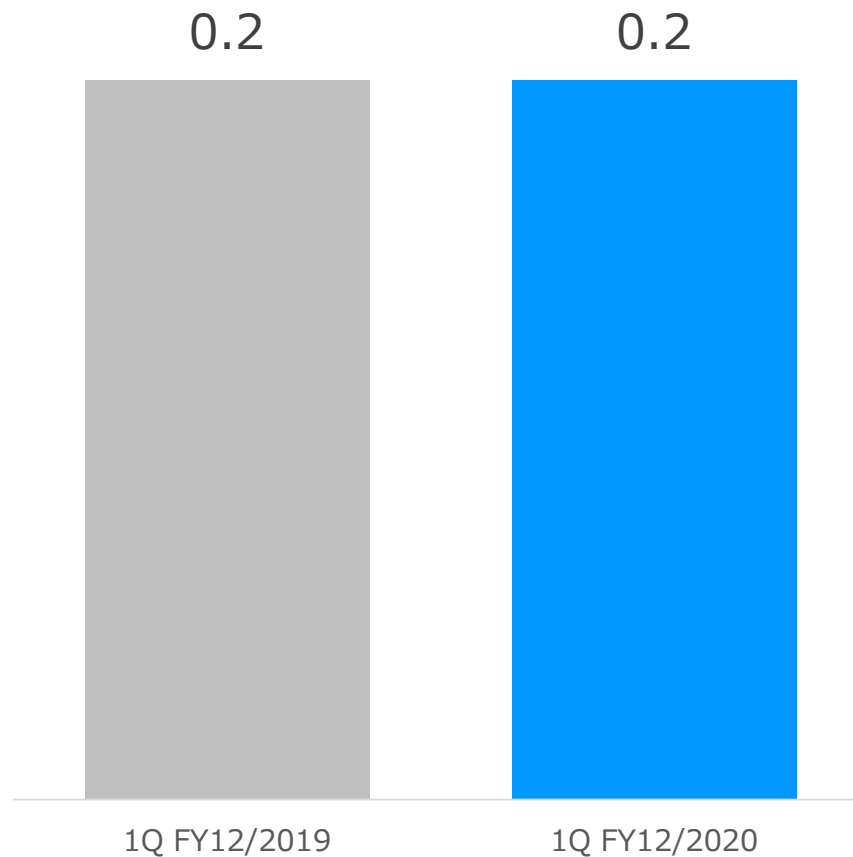
2. Results by Segment

2 – 4. Investment Business

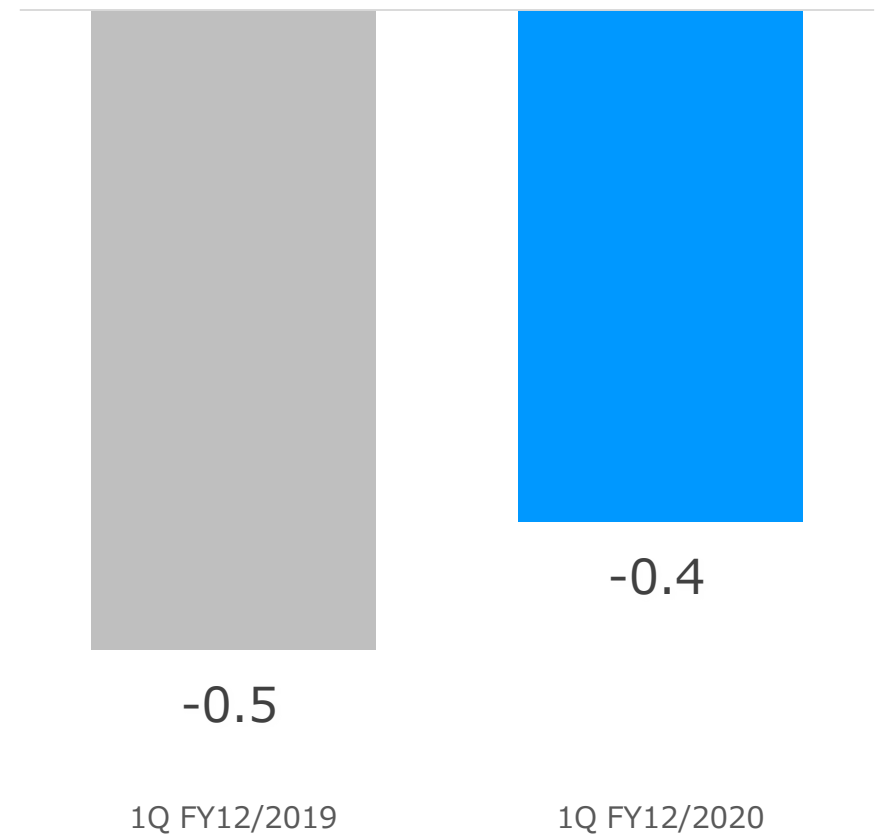
➤ Operating loss continued due to the continued recording of litigation expenses

Unit: Billions of yen

Operating Revenue



Operating Profit



2. Results by Segment

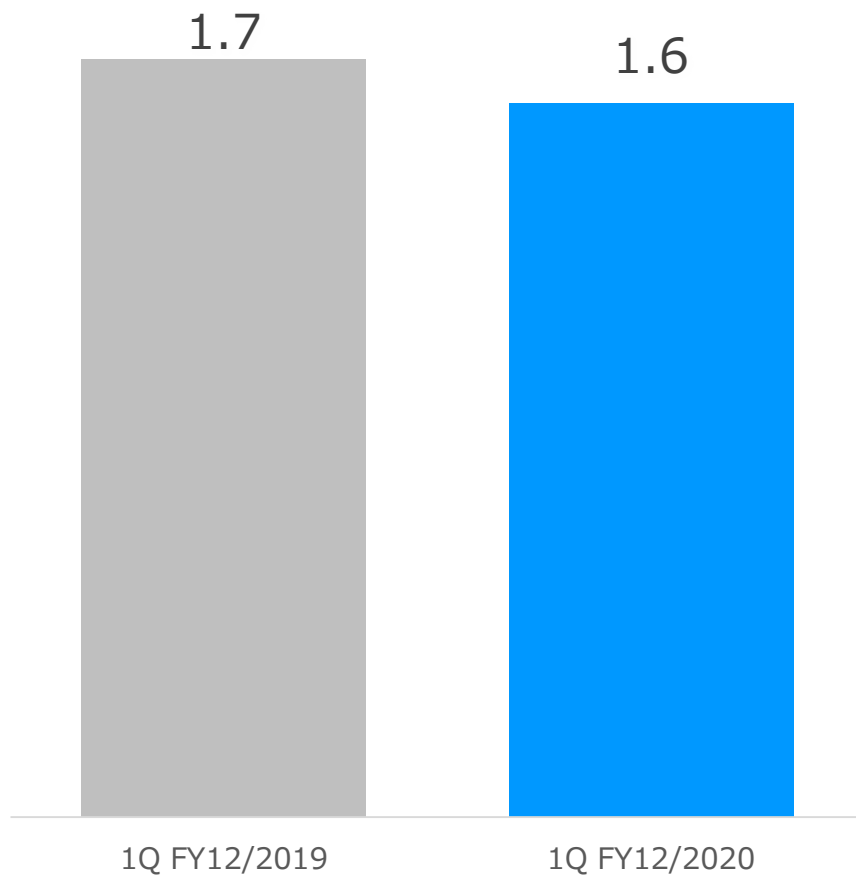
2 – 5. General Entertainment/Real Estate Business

(General Entertainment Business)

- The same level of operating revenue year-on-year was secured.

Unit: Billions of yen

Operating Revenue



Operating Profit

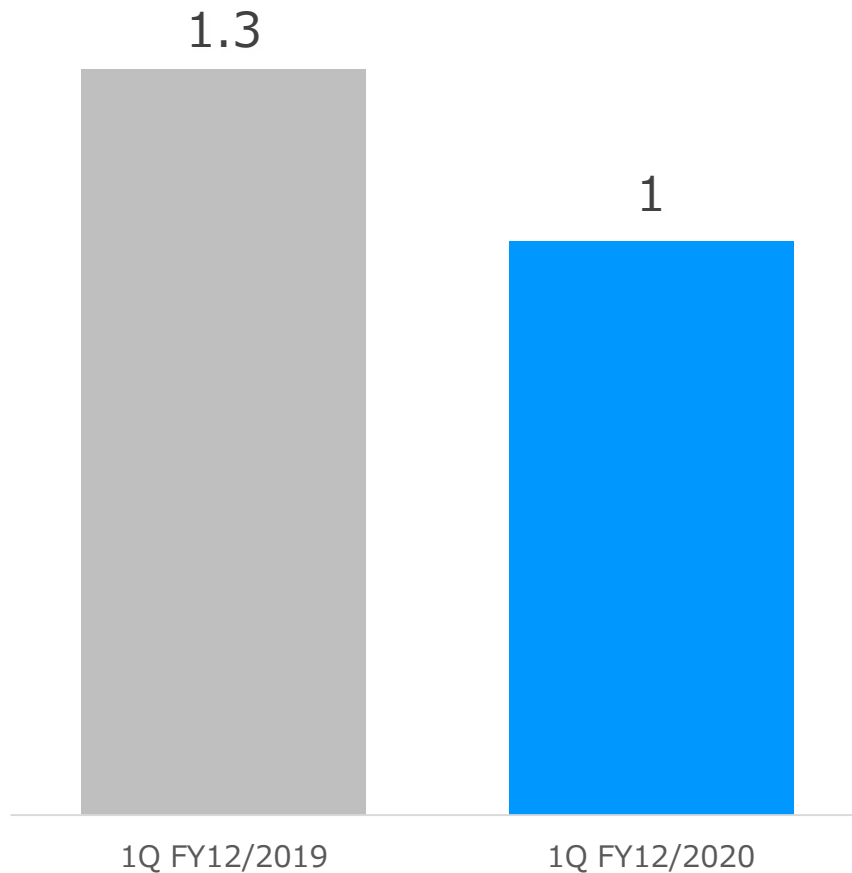


(Real Estate Business)

- Operating revenue decreased, but operating profit increased due to reduction of expenses.

Unit: Billions of yen

Operating Revenue



Operating Profit



3. Response to the spread of new coronavirus infection

(Each company in JT group)

➤ Response to the spread of new coronavirus infection

✓ AT each company in JT group, various risk control measures such as work from home and transfer of business operations to another site were implemented.

Work from home

Work from home was implemented for all JT headquarter employees in all departments. In principle, employees are supposed to work from home and appointment was rescheduled for non-urgent guests.

We made all employees aware of the “80% reduction in contact” and “Stay Home” that the country and the capital advocate.

Transfer of business operations

Employees at Nihon Hoshou and Partir Servicer worked at bases other than the head office (Kiba, Osaka, Nagoya) to deconcentrate personnel.

Additionally, at each company in South Korea, in principle, traffic between companies was prohibited, and on-line meetings were used to spread the risk of a new coronavirus infection occurring in-company.

(Each company in JT group)

➤ Support for the spread of new coronavirus infection

✓ At each country where we operated, we conducted supporting activities regarding the spread of new coronavirus infection.



Cambodia

For 2 days, April 9th and 10th, J Trust Royal Bank executives visited 5 poverty areas in Phnom Penh and provided free health essentials supplies such as 10,000 pieces of face masks, antibacterial soap, sanitizing alcohol and spray bottles. They were marked by warm receptions from district leaders and family members in district.



Indonesia

On April 16th, PT Bank J Trust Indonesia provided personal protection equipment to a Navy hospital. J Trust Bank provided personal protective equipment (PPE) such as protective clothing, goggles, medical masks, face masks, shoe covers, and latex gloves for medical professionals who deal with new coronavirus patients on daily basis.

(Each company in JT group)

➤ Effect on financial results by the spread of new coronavirus infection

- ✓ No significant drop in revenue level as of the first quarter
- ✓ Also, the profit level in each segment has not deviated from the earnings forecast at this stage
- ✓ The 1st quarter results were higher than expected due to the effect of reevaluating provision against doubtful accounts
- ✓ However, due to the deterioration of the actual economy caused by the spread of new coronavirus infection in the future, there is a downside risk of performance



We have not revised our earnings forecast in the first quarter, we will continue to monitor the performance of each segment carefully.

4. Data collection

※The amount is displayed in local currency on data collection pages.

(Financial business in Japan)

➤ Lists of financial institutions in Japan for guarantee partnership

Shikoku region

- The Ehime Bank, Ltd.
- The Kagawa Bank, Ltd.
- The Tokushima Taisho Bank, Ltd.

Chugoku region

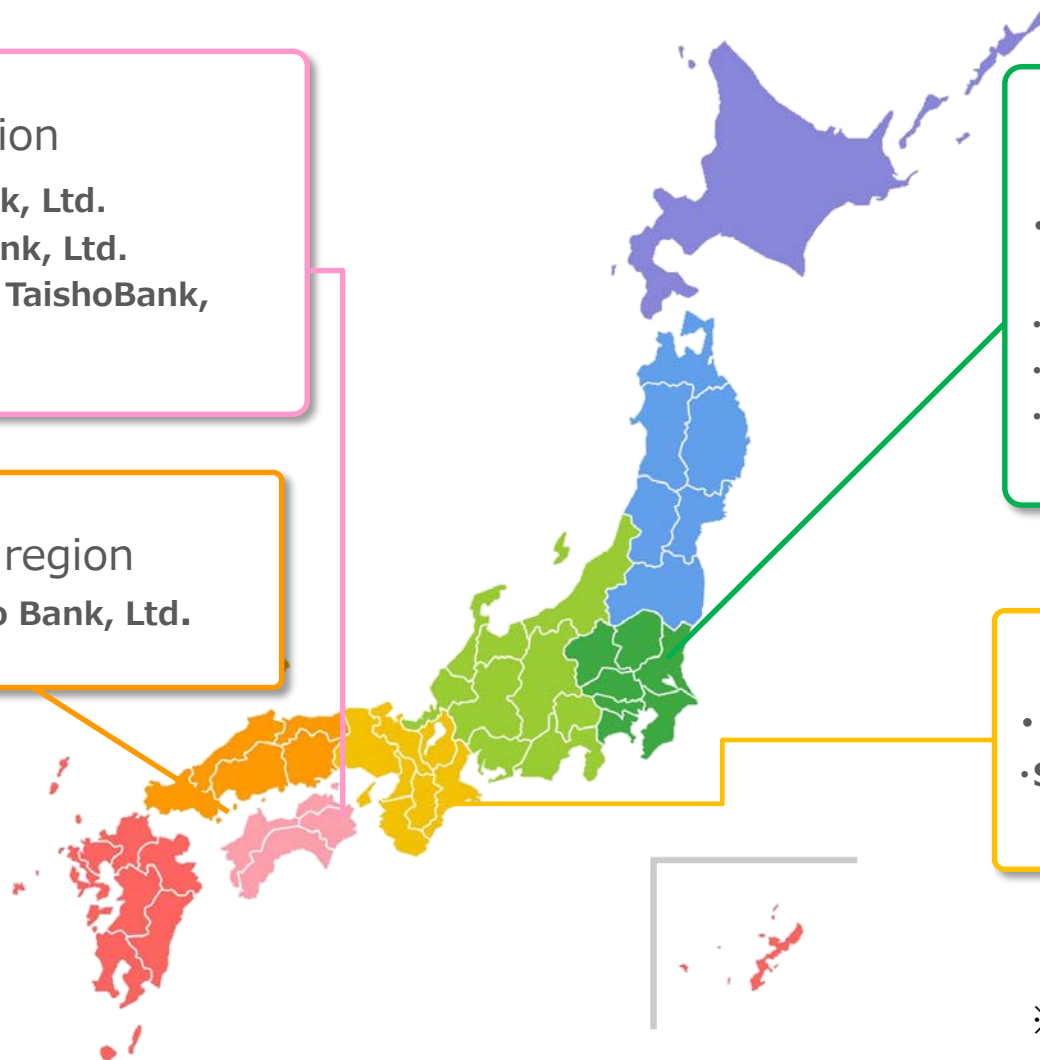
- The Saikyo Bank, Ltd.

Kanto region

- The Tokyo Star Bank, Ltd.
- Shinhan Bank Japan
- Shonan Shinkin Bank
- Kawasaki Shinkin Bank

Kinki region

- Kinkisangyo Shinkumi Bank
- Seikyo Shinkumi Bank



※At the end of March 2020
(Titles omitted)

(Financial business in South Korea and Mongolia)

➤ J T group Savings Bank Industry position (Total assets comparison) ※2019 December end

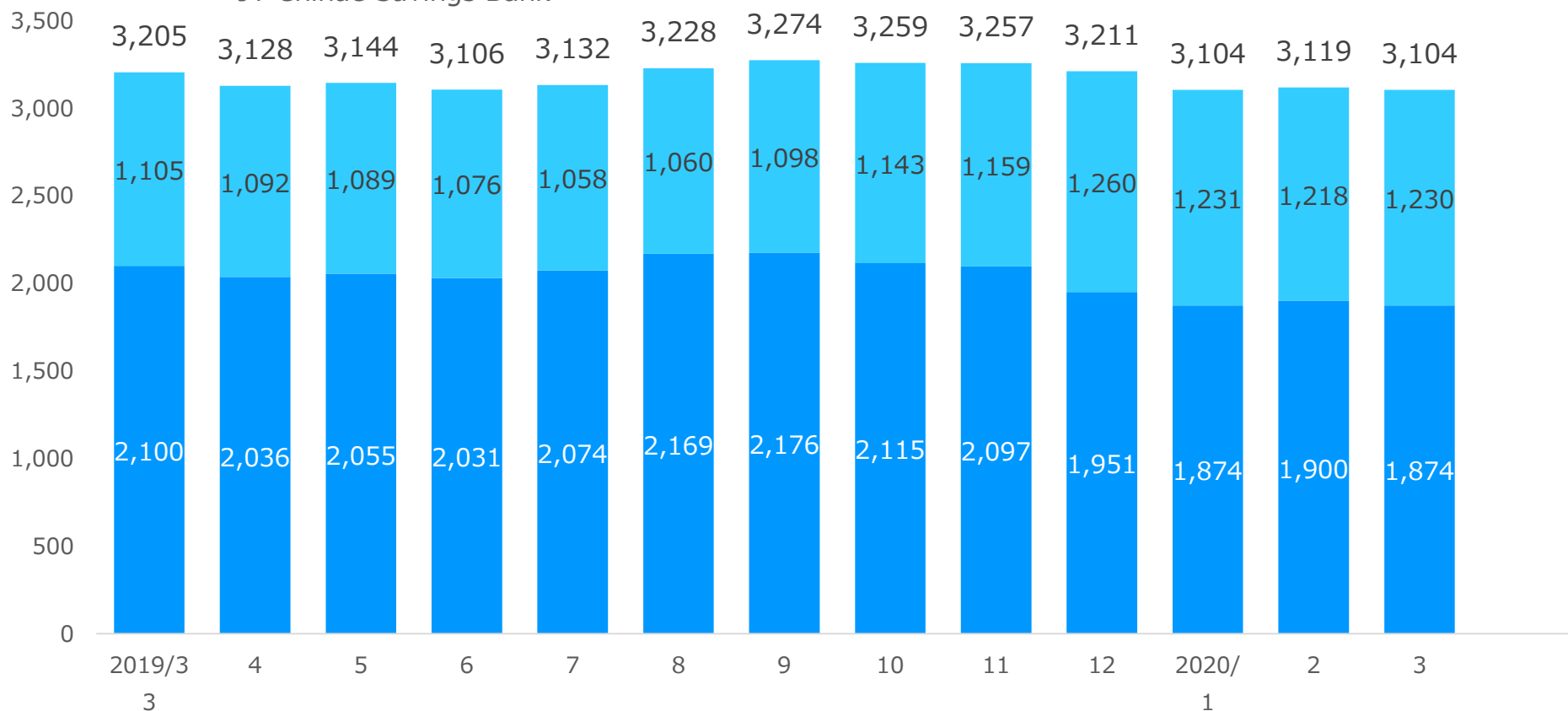
Unit: 100 Millions of KRW

Rank	Name of savings bank	Total Assets
1	SBI	86,876
2	OK	72,918
(Reference)	JT Chinae+JT (JT group total)	36,231
3	Korea Investment	34,117
4	Pepper	33,170
5	Welcome	30,694
6	Eugene (formerly Hyundai)	29,110
7	Acuon (formerly HK)	23,532
8	JT Chinae	22,067
9	OSB	19,905
10	Moa	19,229
11	Sangsangin	17,672
-	(Omission)	
15	JT	14,164
16	KB	13,415
-	(64 banks below)	

2 Savings bank in South Korea Balance of deposits

Unit: Billions of KRW

■ JT Savings Bank
■ JT Chinae Savings Bank

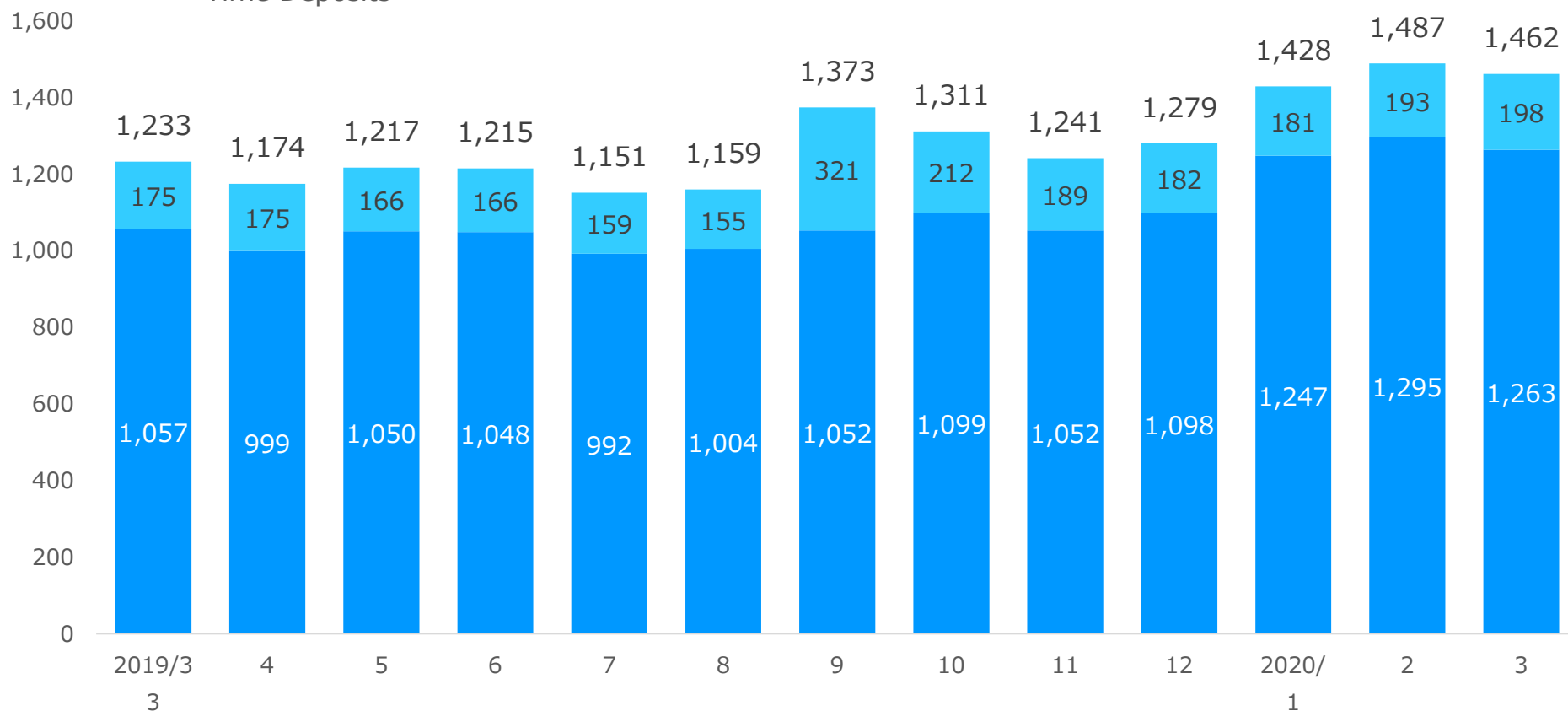


➤ BJI Balance of Deposits/Time deposits

Unit: 10 Billions of IDR

BJI Balance of Deposits

■ Liquid Deposits
■ Time Deposits



➤ JTRB Balance of Deposits/Time deposits

