

## PUBLIC AND FINANCIAL INSTITUTIONS

### *Public Institutions Market*

Under our new medium-term plan, the key objectives with respect to the public institutions market are as follows:

First, in our transactions with public institutions, we aim for maximum efficiency and precision in handling operational procedures relating to the various types of tax revenues, government subsidies and other large sums of public funds.

Second, we endeavor to respond precisely to our customers' fund procurement and fund management needs, which have become increasingly complex and diverse in recent years. Meeting these needs in an appropriate manner is an extremely important issue.

### *Financial Institutions Market*

Japan's Big Bang reforms of the financial system will result in far broader interrelationships between financial institutions.

More specifically, the advent of new financial products that make use of advanced financial technologies has resulted in a much wider range of transactions between financial institutions. At the same time, as bank sales of investment trusts and our expanding guarantee business with non-life insurance companies have proved, deregulation has been accompanied by an enormous increase in the number of opportunities for tie-ups.

Against this background, we have adopted a medium-term plan that tackles two basic issues. The first of these is to increase revenues by providing market-related products and services such as derivatives and asset-backed securities transactions. The second is to build tie-ups in product development and operations in liquidating debts and yen clearing services to mention just a few, and strengthen the relationships that will lay the foundations for success in these areas.

## Public & Financial Institutions Group

Group Head

*Terunobu Maeda*

Managing Director

*Institutions Marketing & Credit Division*

The Public and Financial Institutions Group is responsible for the Bank's transactions with local governments as well as the affiliated organizations of central government agencies and Japanese financial institutions.

With respect to our business with local governments, we primarily deal with local governments who have appointed us their designated financial institution. As for our business with other Japanese financial institutions, we provide them with a wide range of "interbank" services.

Meeting the needs of these customers in an appropriate and timely manner is an extremely important issue for the Bank and our Group's medium-term business plan reflects our key objectives with respect to these organizations.