Defined Contribution (DC) Pension Seminar

Intermediate Course

May 2023

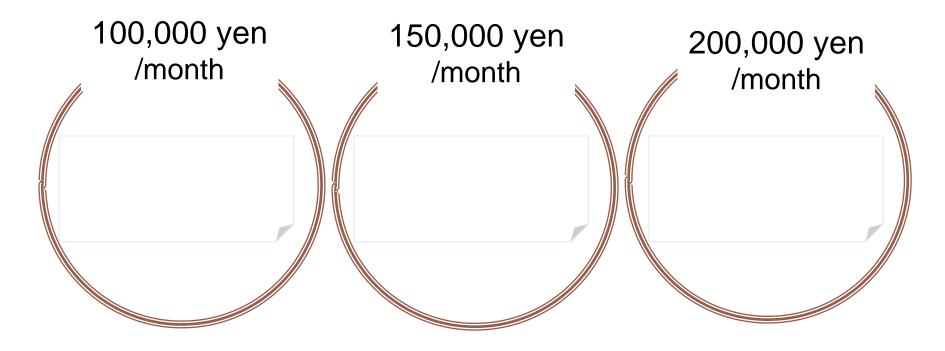


Sompo Japan DC Securities Inc.

Information provided here is for informational purposes only for making investment decisions and does not intend to solicit investment. While Sompo Japan DC Securities Inc. has prepared this document based on data which were deemed to be reliable, Sompo Japan DC Securities Inc. does not guarantee its integrity or accuracy. Furthermore, past performance results do not guarantee future performance. These slides have been planned and prepared by Sompo Japan DC Securities Inc. for the purpose of using in your company's DC pension plan education seminar. Copyrights belong to Sompo Japan DC Securities Inc. Please do not release, rent or provide these slides outside of your company.

How Long Will Money Last?

Q: How long will 10 mil. yen in a term deposit (interest rate at 0.002%) last while drawing down a certain amount of money every month?

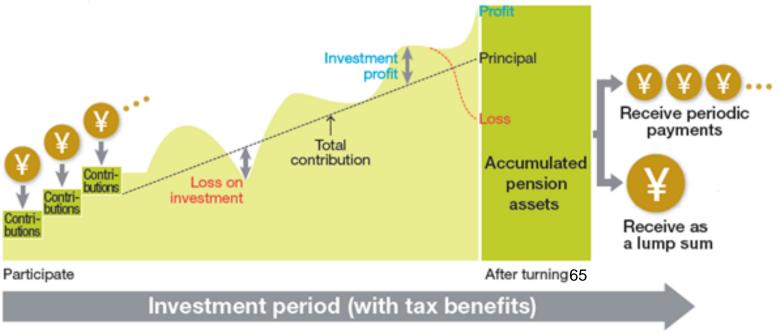


Money won't last long once you start drawing down.

⇒ Finding the "right place to keep your money"

DC Plan

The purpose of a DC plan is to "prepare money for post-work life".



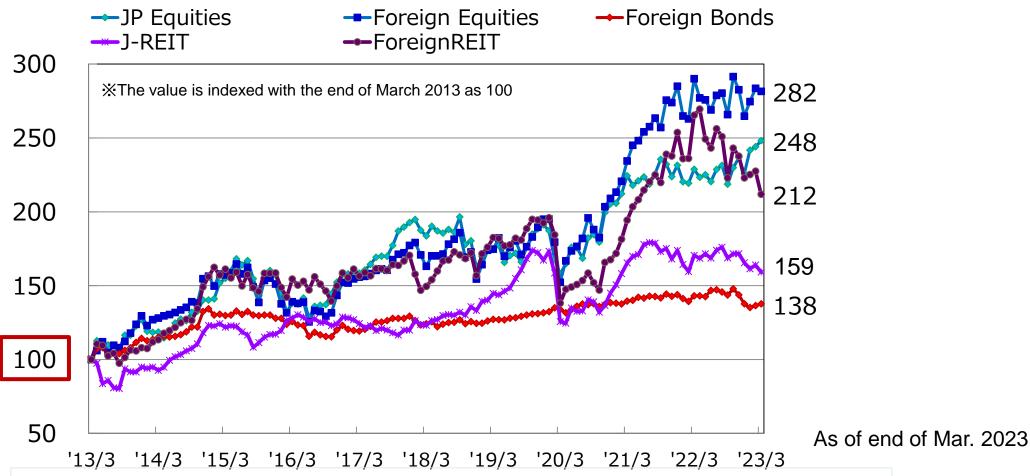
- Benefit amount depends on investment results.
- The amount will be kept invested until benefit payments are completed.
- In principle, early withdrawal from the DC plan and early withdrawal of your assets are not allowed.

Outline

- 1. Market Environment and Investment Results
- 2. Reviewing Investments
- 3. Procedures & Deadlines

1. Market Environment and Investment Results

Past Performance by Asset Class (Past 10 Years)



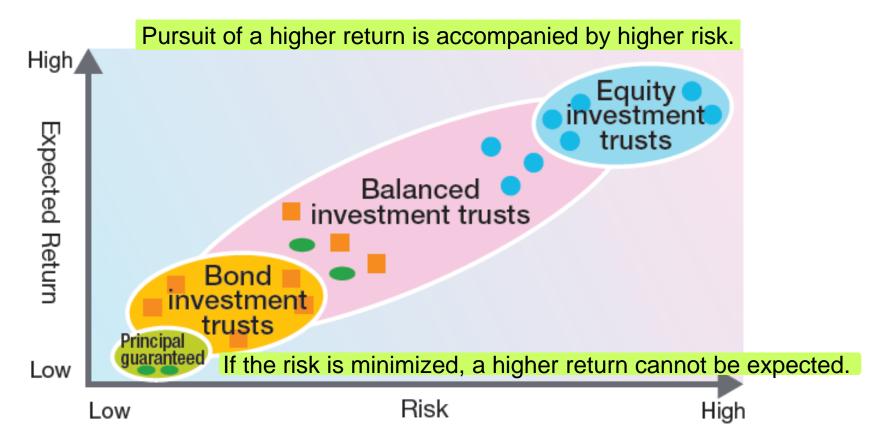
Japanese equities: TOPIX (dividends included), Foreign equities: MSCI Kokusai (in JPY), Foreign bonds: FTSE World Government Bond Index (excluding Japan, in Yen), J-REIT: Tokyo Stock Exchange REIT index (dividends included), ForeignREIT: S&P Developed REIT Index (excluding Japan, unhedged, in JPY, dividends included)

[◆] This chart is created for informational purpose only by SOMPO Asset Management Co., Ltd. and is not intended as a solicitation of investment.

[♦] This chart is created based upon information that S O M P O Asset Management Co., Ltd. considers to be reliable, but does not guarantee its accuracy or thoroughness. This information is prepared only to provide information for making investment decisions and is not intended as a recommendation of a specific investment style or product, nor as a solicitation of investment. Information contained here is valid at the time of creation and may change without prior notice. Furthermore, the information does not guarantee changes in future market conditions.

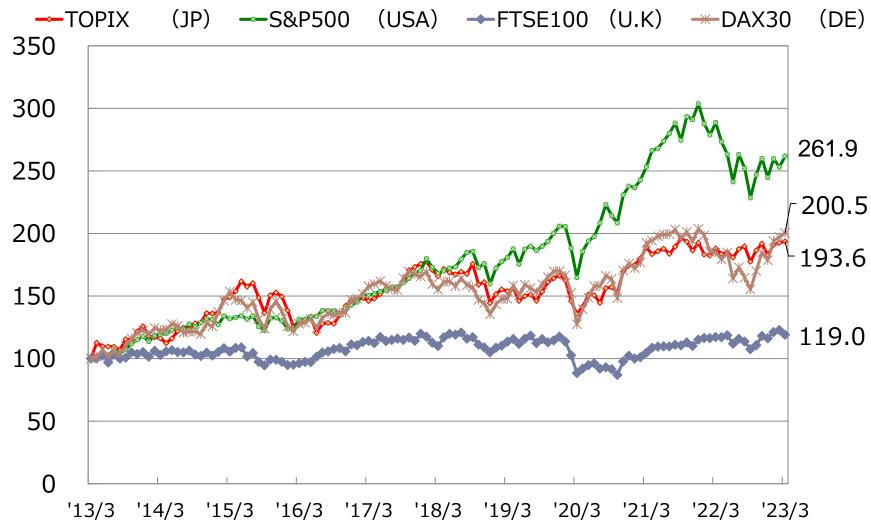
Risk/Return of Investment Trusts

<Risk/Return by asset class>



^{*}In addition to the above, there are investment trusts which invest in asset classes other than equities and bonds (real estate investment trusts (REIT), etc.).

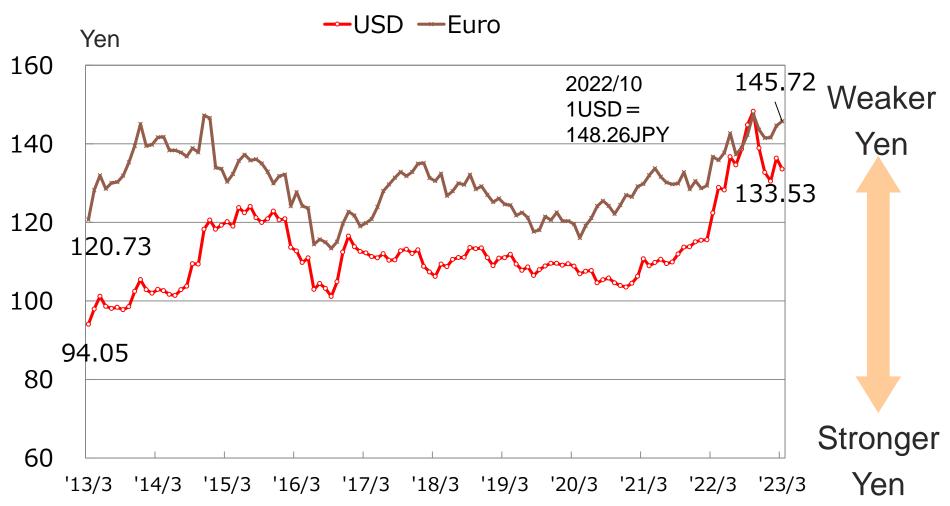
Stock Price Index (Past 10 years from March-end 2013 to March-end 2023)



The above chart shows movements of stock price indices until the end of March, 2023, using the price at the end of March 2013 as 100

This information is provided as an informational and referential purposes only and is not intended as a solicitation for investment. Past performance is no guarantee of future results.

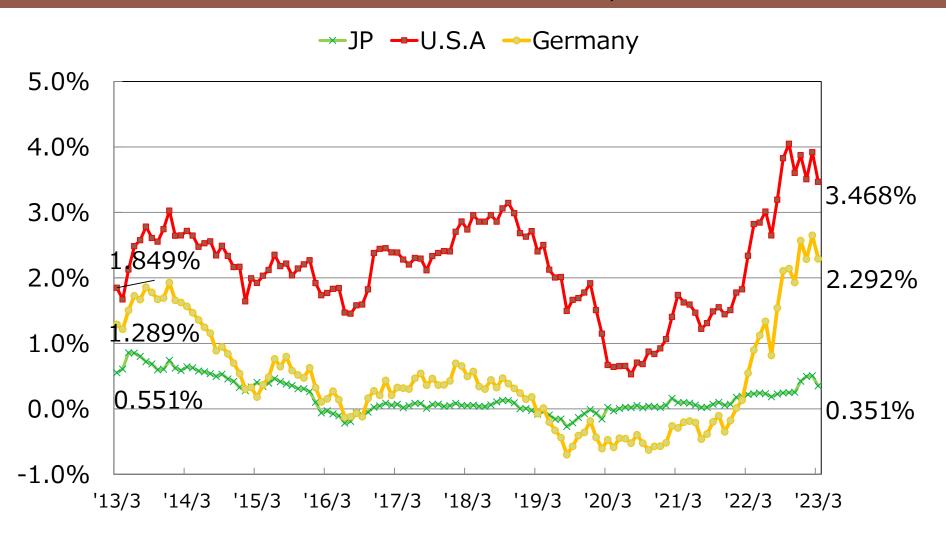
Foreign Exchange(Past 10 years from March-end 2013 to March-end 2023)



The above chart shows movements of foreign exchange rates from the end of March 2013 to the end of March 2023.

This information is provided as an informational and referential purposes only and is not intended as a solicitation for investment. Past performance is no guarantee of future results.

Long-term Interest Rate (Past 10 years from March-end 2013 to March-end 2023)



The above chart shows movements of long-term interest rates from the end of March 2013 to the end of March 2023.

This information is provided as an informational and referential purposes only and is not intended as a solicitation for investment. Past performance is no guarantee of future results.

Ref. Investment Performance by Product

(2) Investment Performance by Products

Period ending March, 2023

Product Type		Product Name	Actual Interest Rate (end of each month)					
			2023/3	2022/3	2021/3	2020/3	2019/3	
Principal Guarantee	Non-Life d Insurance	DC Guaranteed Principal plus Accident Insurance		0.011%	0.001%	0.001%	0.001%	
Principal Guaranteed Peposit Seven Bank DC Deposit 3 year fixed		0.010%	0.010%	0.010%	0.020%	0.020%		

No. of Users
58
42

No. of Users

Product Type Product Name		Product Name	Return (earning ratio)			Risk			
		1 year	3 years	5 years	10 years	3 years	5 years	10 years	
Balanced	Passive	Nikko DC Index Balance (Equity 80)	3.1%	14.1%	6.5%	8.6%	10.8%	12.3%	12.3%
Balanced	Passive	⊚Nikko DC Index Balance (Equity 60)	2.0%	10.3%	4.9%	6.8%	8.3%	9.3%	9.2%
Balanced	Passive	Nikko DC Index Balance (Equity 40)	0.8%	6.5%	3.4%	4.9%	5.9%	6.3%	6.2%
Balanced	Passive	Nikko DC Index Balance (Equity 20)	-0.3%	2.8%	1.6%	2.9%	3.5%	3.5%	3.3%
Japanese Equities	Passive	DIAM Japanese Equity Index Fund (DC)	5.6%	15.0%	5.4%	9.0%	13.4%	15.1%	15.2%
Japanese Equities	Active	Sumitomo Mitsui Value Equity Pension Fund	11.4%	19.7%	4.1%	8.6%	13.0%	16.3%	16.2%
Japanese Equities	Active	Fidelity Japan Growth Fund	2.3%	15.1%	4.7%	9.3%	15.8%	17.6%	16.6%
Foreign Equities	Passive	Nikko Index Fund International Equity Unhedged (DC)	-1.1%	24.9%	13.6%	13.1%	16.3%	18.0%	16.7%
Foreign Equities	Active	Asahi Nvest Global Value Equity Open	1.9%	28.4%	8.6%	10.0%	21.1%	24.5%	21.7%
Foreign Bonds	Passive	Nikko Index Fund International Fixed Income Unhedged (DC)	-1.1%	1.7%	2.6%	3.4%	5.8%	5.1%	6.8%
Others	Passive	MHAM J-REIT Index Fund(DC Pension)	-7.8%	7.3%	4.5%	4.1%	12.3%	14.9%	14.0%

79
366
27
20
58
31
74
237
54
81
19

- ②: The product will be purchased based on the deemed investment instructions when participants do not provide investment instructions before the Extension Period expires.
- Actual Interest Rate for the principal guaranteed products: For insurance products, a guaranteed rate as of the end of each month is stated, and for deposit products, a rate applicable as of the end of each month is stated.
- Return (earning ratio): In general, it is calculated by dividing investment profits (or loss) by investment amount. In this chart above, returns were calculated by comparing NAV of Investment Trust on a starting date of the computation with NAV on a base date on the assumption that dividends were re-invested. If the investment period is more than 1 year, annualized rates are stated.
- Risk (standard deviation): Level of volatility. Lower value indicates that the dispersion of actual returns was lower.
- ■This is not disclosure document based on the Financial Instruments and Exchange Act.
- ■Information provided here is for informational purposes only and does not intend to solicit investment.
- ■While SJDC has prepared this document based on data which was deemed to be reliable, SJDC does not guarantee its integrity or accuracy. Furthermore, past results do not guarantee future performance.
- The investment returns and risks in this material were calculated by SJDC, and figures for some products may differ from the "data sheet" (created by the asset management company) depending on calculation methods.

Ref. Investment Performance by Product

(2) Investment Performance by Products

Period ending March, 2023

Draduat Turas		t Tune	Product Name	Return (earning ratio)				Risk		
	Product Type			1 year	3 years	5 years	10 years	3 years	5 years	10 years
	Others	Active	Nomura J-REIT Fund DC	-5.7%	8.9%	5.9%	6.1%	12.6%	15.2%	14.4%
	Others	Passive	Nomura World REIT Index Fund DC	-15.6%	15.8%	7.2%	7.1%	18.2%	19.8%	17.2%

No. of Users

Risk (standard deviation): Level of volatility. Lower value indicates that the dispersion of actual returns was lower.

[■] ②: The product will be purchased based on the deemed investment instructions when participants do not provide investment instructions before the Extension Period expires.

[■]Actual Interest Rate for the principal guaranteed products: For insurance products, a guaranteed rate as of the end of each month is stated, and for deposit products, a rate applicable as of the end of each month is stated.

Return (earning ratio): In general, it is calculated by dividing investment profits (or loss) by investment amount. In this chart above, returns were calculated by comparing NAV of Investment Trust on a starting date of the computation with NAV on a base date on the assumption that dividends were re-invested. If the investment period is more than 1 year. annualized rates are stated.

[■]This is not disclosure document based on the Financial Instruments and Exchange Act.

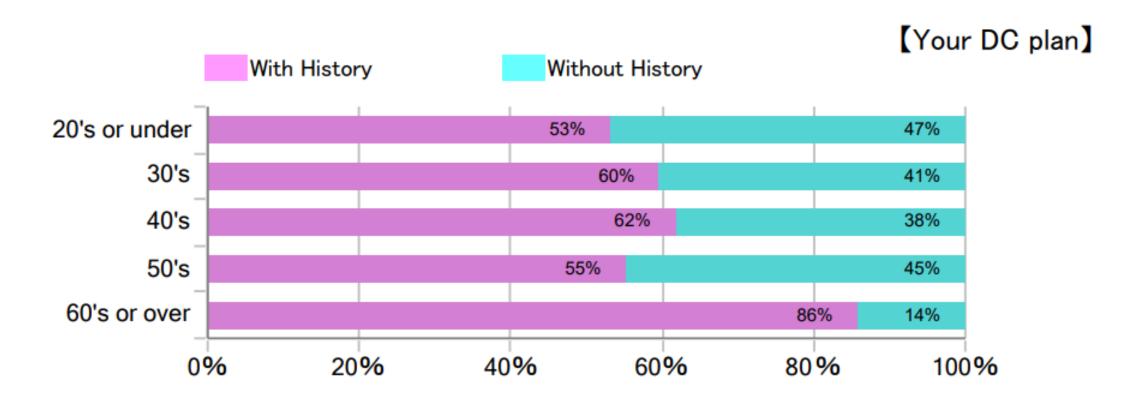
Information provided here is for informational purposes only and does not intend to solicit investment.

[■]While SJDC has prepared this document based on data which was deemed to be reliable, SJDC does not guarantee its integrity or accuracy. Furthermore, past results do not guarantee future performance.

[■]The investment returns and risks in this material were calculated by SJDC, and figures for some products may differ from the "data sheet" (created by the asset management company) depending on calculation methods.

Investment Instruction History (Regular Contributions) by Age Group

This chart shows the proportion of participants with and without a history of investment instruction by age group.

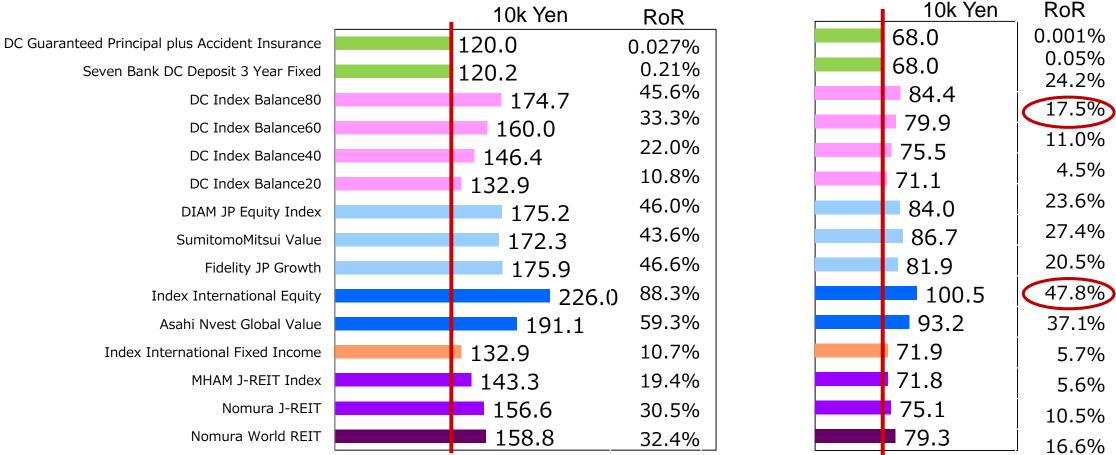


Copyright Sompo Japan DC Securities Inc $oldsymbol{1}$,

Investing ¥10,000/month

Assumption: Invest ¥10,000 every month in each product at month-end price

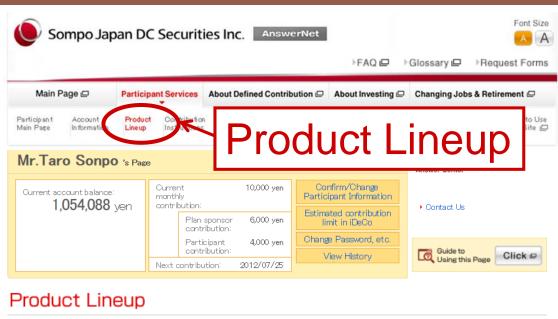
■ Last 10 years (cumulative contributions: ¥1,200,000) Period: Apr. 2013 – Mar. 2023 Since plan implementation (cumulative contributions: ¥680,000)
 Period: Aug. 2017 – Mar. 2023



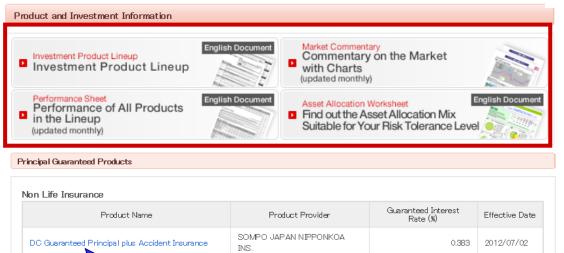
This information is provided as an informational and referential purposes only and is not intended as a solicitation for investment. Past performance is no guarantee of future results.

14

AnswerNet Product Lineup

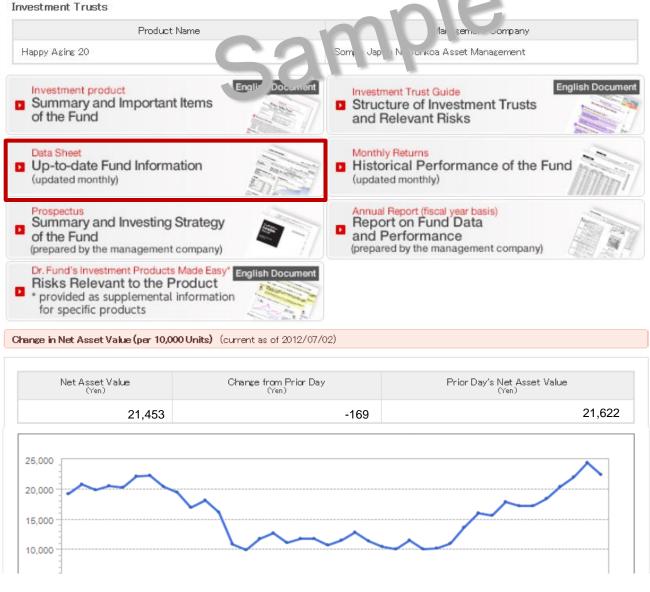


- Investment Product Lineup
- Performance Sheet
- Market Commentary



Click on the product name to access the detailed information

AnswerNet Investment trusts



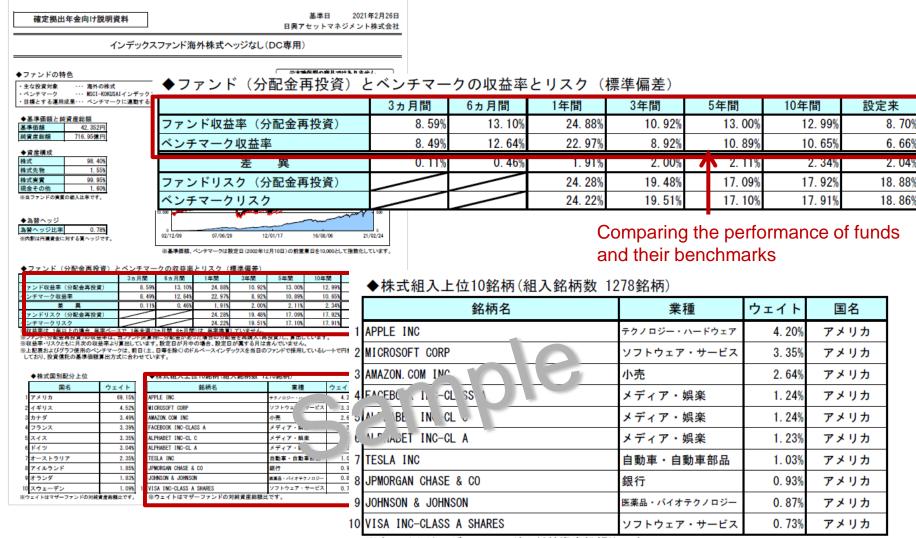
- Investment
 Product Guide
- Data Sheet
- Monthly Returns
- Prospectus
- Fund reports, etc.

Copyright Sompo Japan DC Securities Inc $1\,\mathrm{k}$

AnswerNet Investment trusts

[Data Sheet]

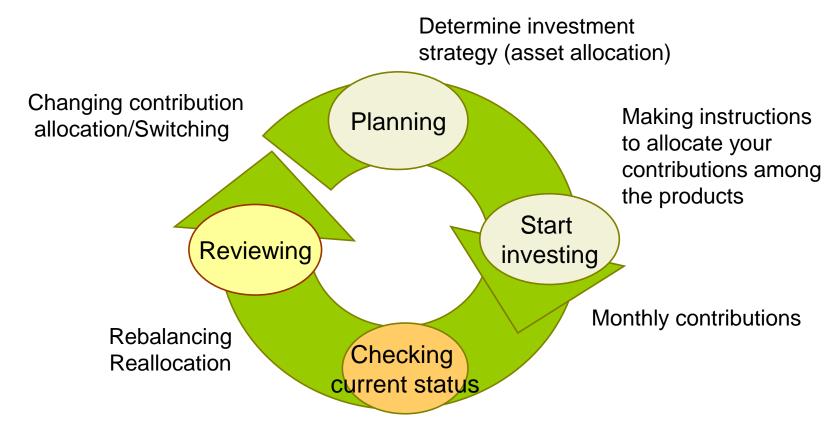
(Only in Japanese)



2. Reviewing Investments

Investing through DC Plan

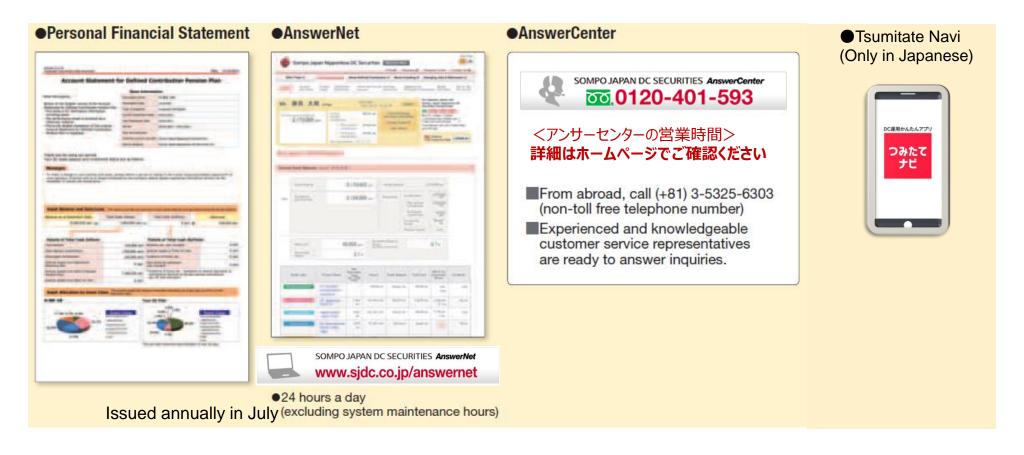
Make investments based on the cycle below:



AnswerNet/AnswerCenter/Tsumitate Navi "Personal Financial Statement" (every July) Mail/Download

Reviewing Investments

Check your investment performance and asset allocation status even after you start investing.



Items to Check

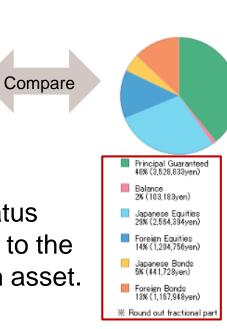
Current asset allocation status

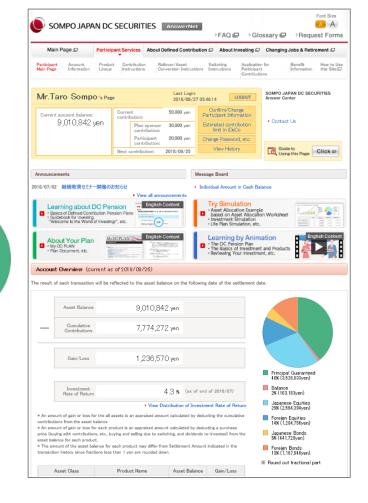
[Asset Allocation Worksheet]
Initial asset allocation

[AnswerNet]
Current asset allocation



The asset allocation status may have changed due to the price fluctuation of each asset.

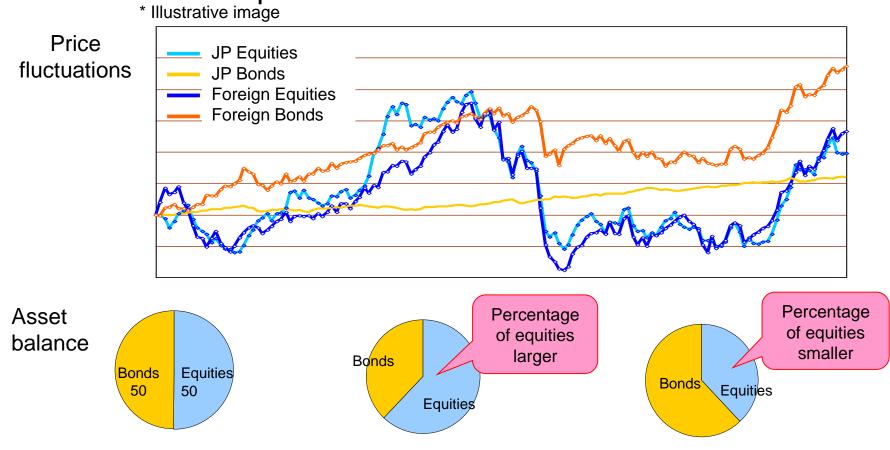




Change of Asset Allocation Due to Market Conditions

Generally, the asset allocation status changes due to price fluctuations of equities.

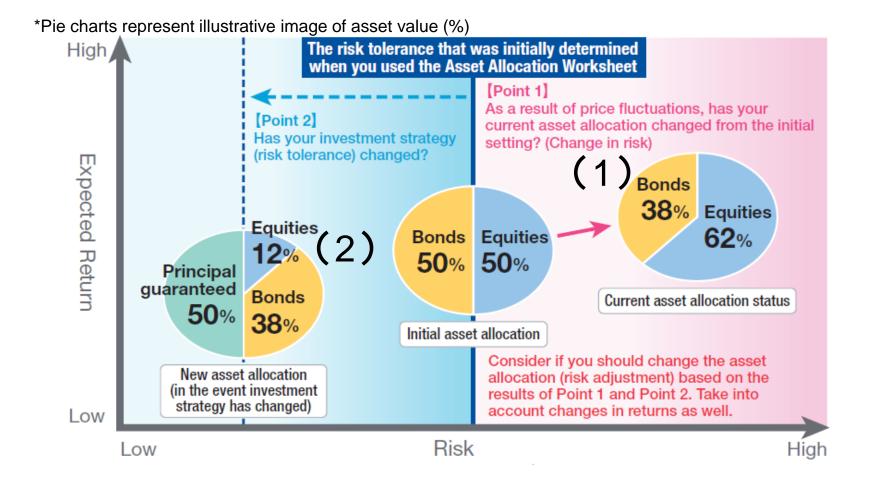
* Illustrative image



This information is provided as an informational and referential purposes only and is not intended as a solicitation for investment. Past performance is no guarantee of future results.

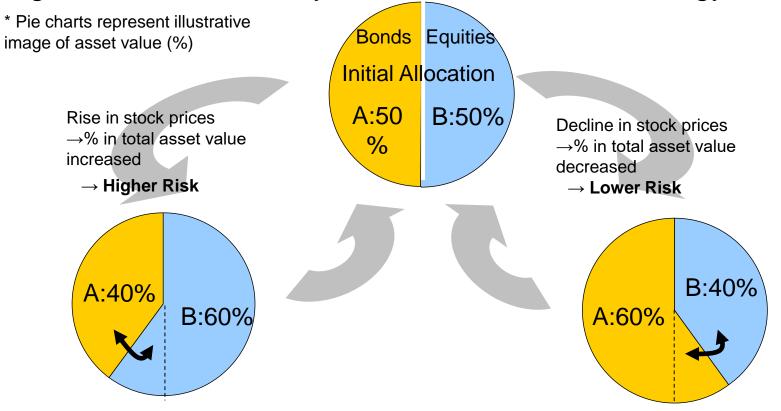
Points When Reviewing Investments

- (1) Check the current asset allocation status.
- (2) Check if there has been any change in your investment strategy itself.



Reviewing Investments (1) Rebalancing

Rebalancing means adjusting your asset allocation back to its original state based on your initial investment strategy.



Rebalancing has the effect of adjusting changes in the risk derived from changes in asset allocation.

Reviewing Investments (2) Reallocation

Reallocation means changing your asset allocation by taking into consideration the changes in your investment strategy resulting from age, etc.



e.g.) Asset allocation may be changed due to the following reasons:

- Aging (shorter time horizon to invest)
- Life changes
- (marriage, birth of child, home purchase, etc.)
- Experience in investing
- Market conditions

Returns (gains) and risk tolerance should be reviewed.

3. Procedures & Deadlines

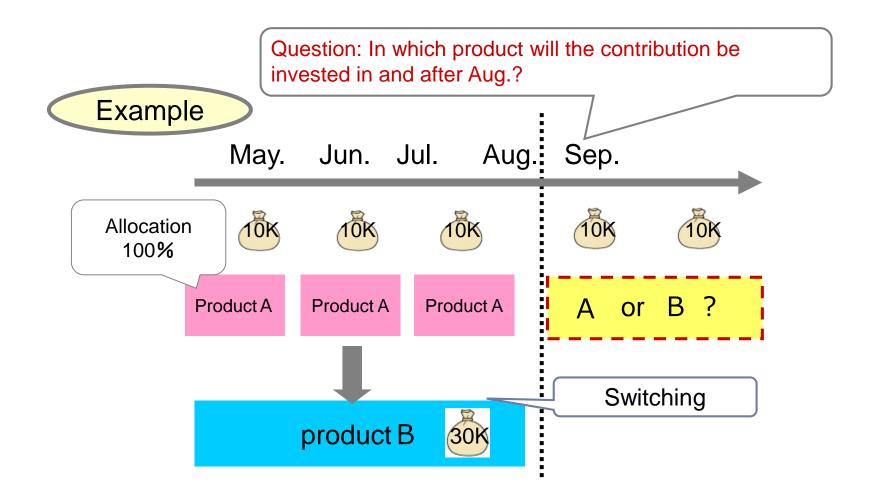
Two Ways to Change Products

Target is different between the two procedures.

If you wish to change asset allocation and product(s), you need to take both procedures.

	1. Asset allocation change	2. Switching
Target	Future contributions	Currently held products
Fee	N/A	Partial redemption charge (Only one product)
Deadline	Day before monthly contribution date	Each business day
Realization of gain/loss		Upon selling

Case Study



XInvestment return and fees are not included in illustration.

✓

Required Procedures for Investment Review

Example	Investment Allocation	Switching
(1) I am currently investing in Product A, but would like to purchase Product B every month with my future contributions.	Yes	No
(2) I want to gradually change the balance of assets managed in Investment Trust C to Investment Trusts D and E.	No	Yes
(iii) Want to continue to invest in the X product held now, but want to lock in returns that have already been made.	No	Yes
(4) Since I have made some returns, I want to operate conservatively for the remainder of the of my investment period.	Yes	Yes

Contact Information

1. AnswerNet (Website for participants)



- Available 24 hours a day throughout the year (some of the service may not be available during the specified periods of time)
- 2. AnswerCenter (Call center for participants)



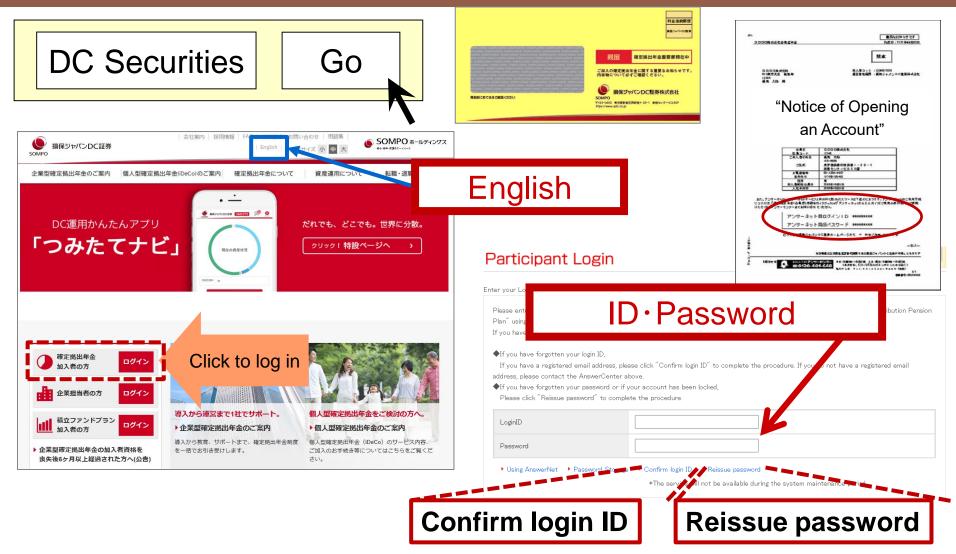
Please check our website for business hours.

- ■From abroad, call (+81) 3-5325-6303 (non toll free)
- 3. Tsumitate Navi
 (Smartphone app)
 *Only in Japanese

QR code for the AnswerNet of Sompo Japan DC Securities



AnswerNet Login Step

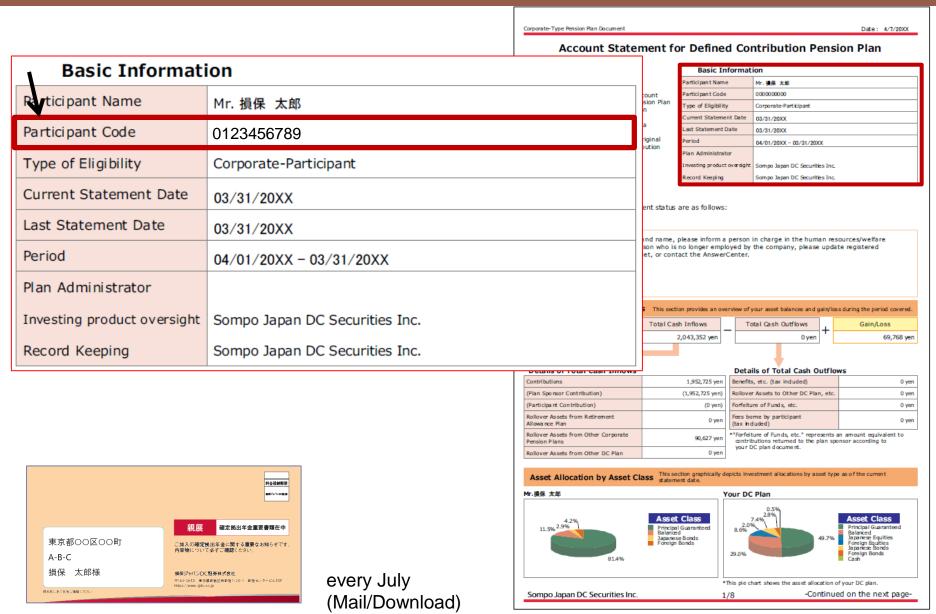


You can confirm your Login ID* and reissue your password from the Participant login page.

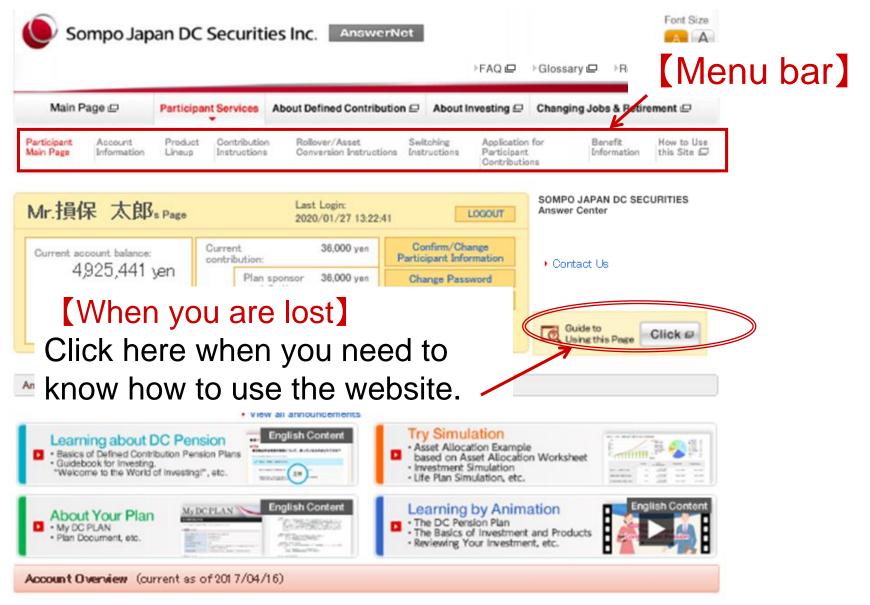
* To confirm your Login ID (via email notification), you will need to have registered your email address in advance in the "Confirm/Change Participant Information" section of AnswerNet.

31

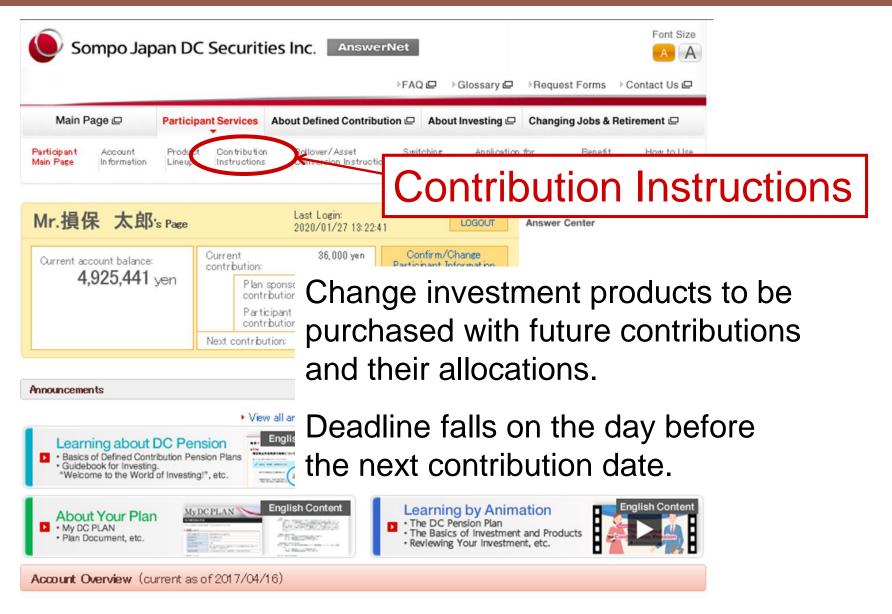
Confirming ID on Account Statement



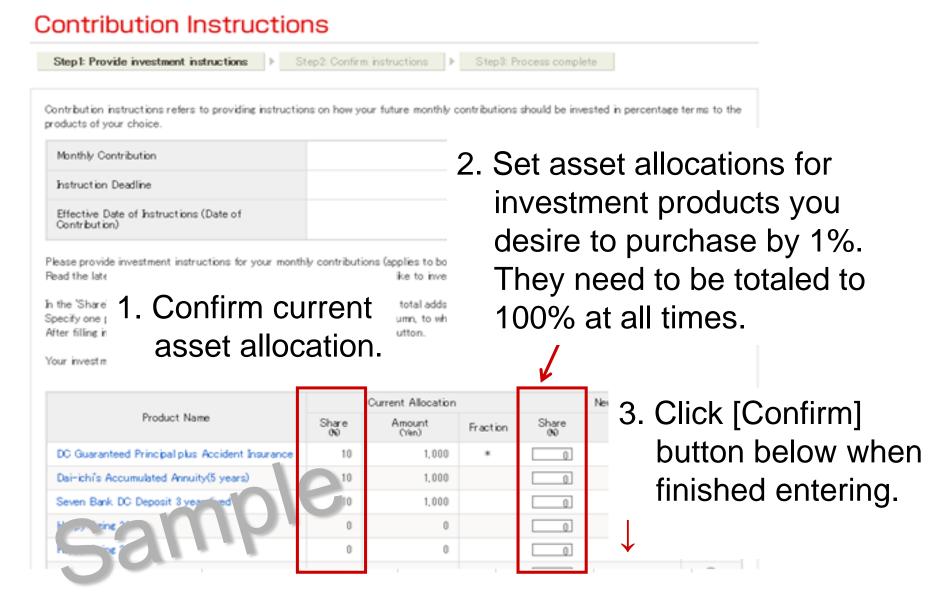
AnswerNet - Main Page -

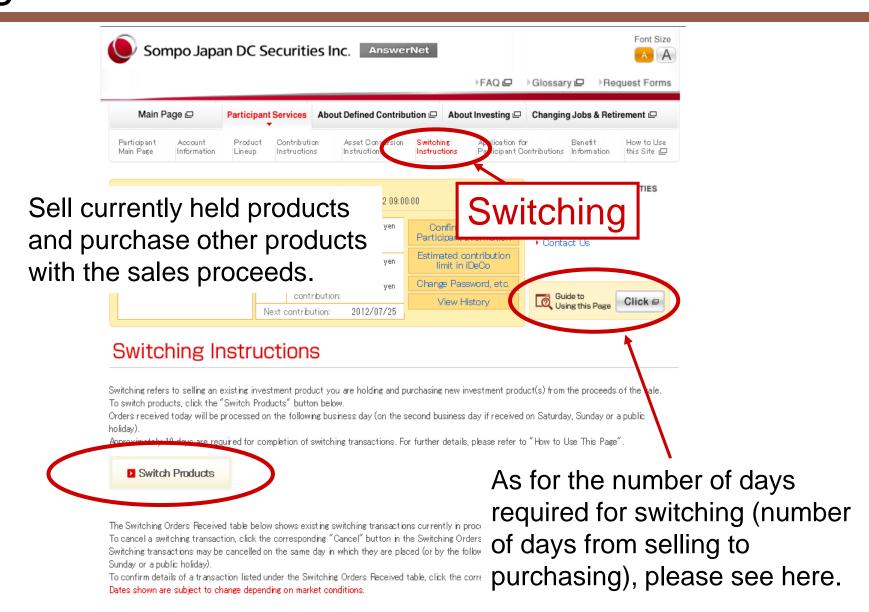


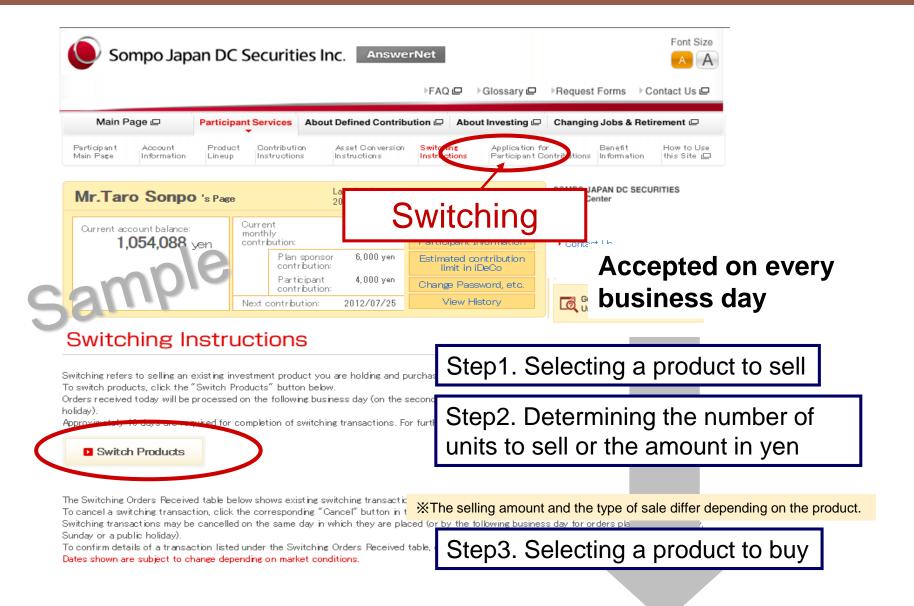
Changing Contribution Instructions

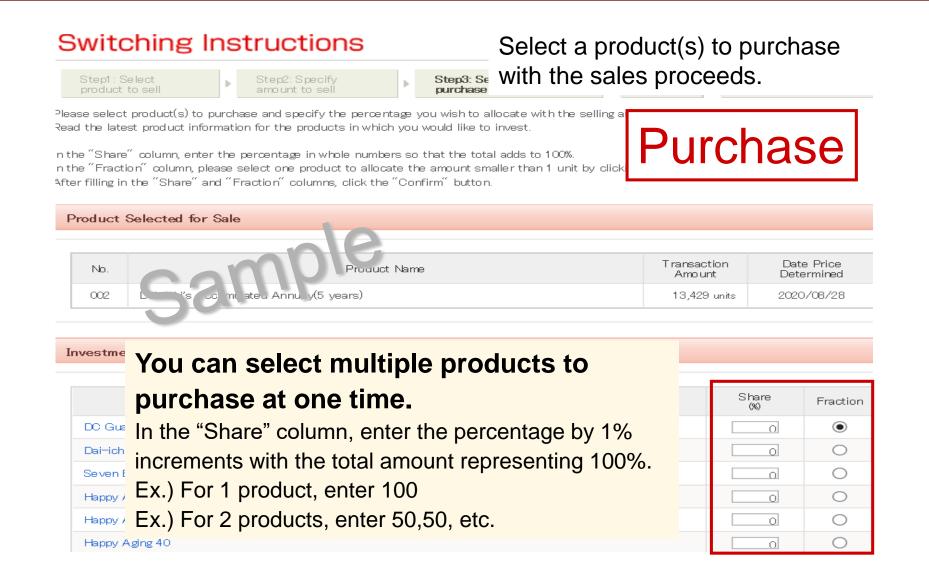


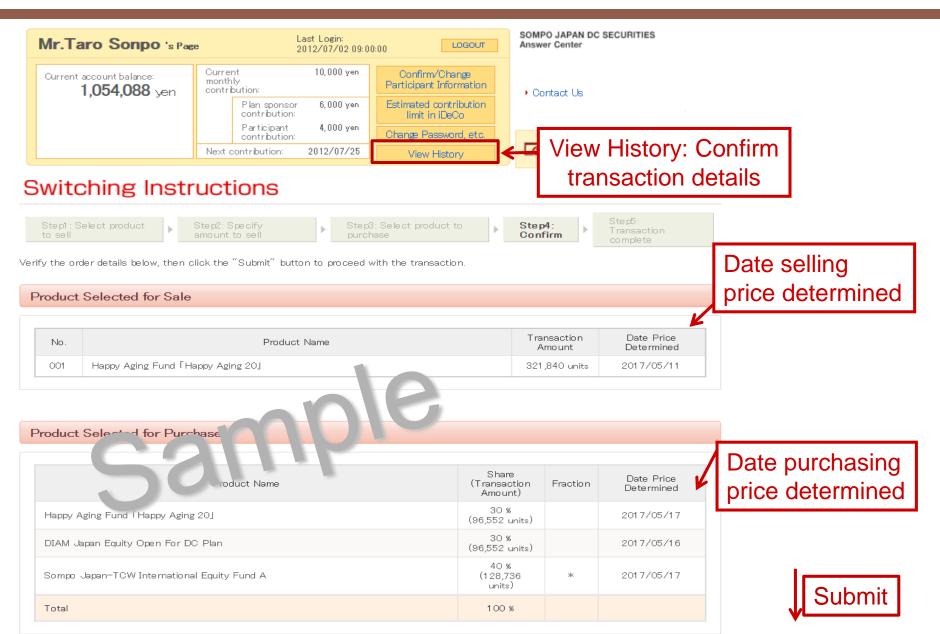
Changing Contribution Instructions





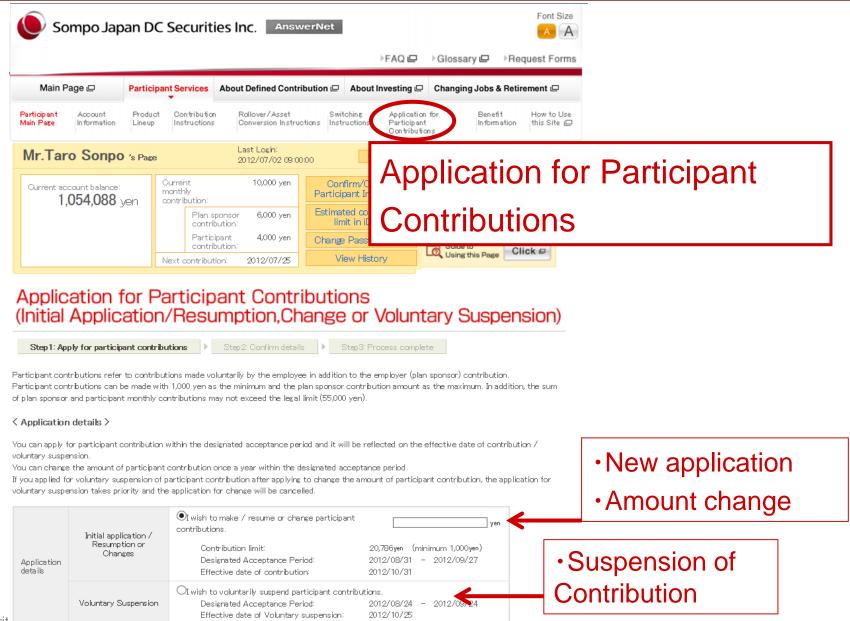






39

Application for Participant Contributions



Merits of Voluntary Employee Contributions

The full amount of participant contributions is subject to income deduction, so tax burden is reduced.

[Taxation merit related to taxable income and participant contributions]

Reduced tax amount = (Total tax rate of income tax and residential tax) x (annual amount of participant contributions)

Taxable income (annual)	Total tax rate of income tax and residential tax	Reduced tax amount (annual) Participant Contribution Amount (in case of 10k yen/month)
1950k yen or less	15%	18k yen
More than 1950k yen – 3300k yen or less	20%	24k yen
More than 3300k yen – 6950k yen or less	30%	36k yen
More than 6950k yen – 9000k yen or less	33%	39k yen
More than 9000k yen – 18000k yen or less	43%	51k yen
More than 18000k yen – 40000k yen or less	50%	60k yen
More than 40000k yen	55%	66k yen

^{*}The total rate of income tax and residential tax as of Jan 2023. The special income tax for reconstruction is not considered.

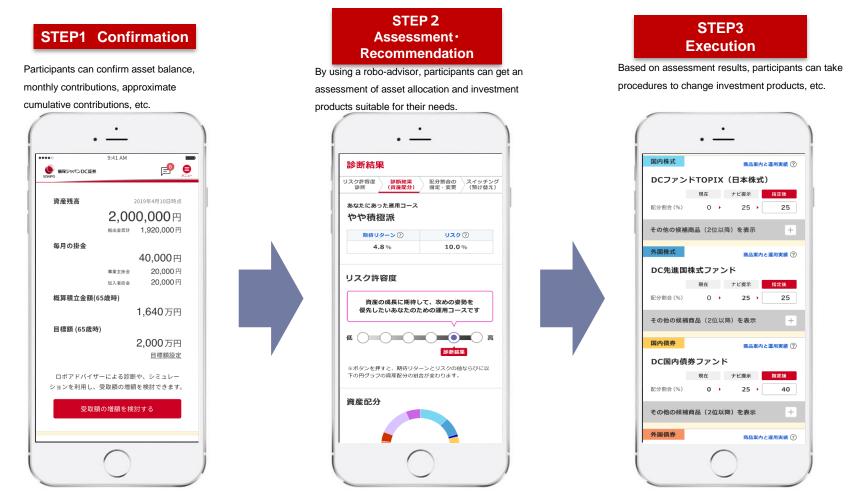
41

^{*} Taxable income = Salary income - Amount of employment income exemption - Other income exemptions

X Fractions less than 1,000 yen are rounded down.

Image of Using Tsumitate Navi (Only in Japanese)

- "Risk tolerance level" of each participant can be assessed by a robo-advisor.
- •Based on the recommendation of investment products which suit your risk tolerance level, you can execute and complete the procedures to change products.



X Screen images above are for illustrative purposes only and are subject to change.

Downloading and Registration of Tsumitate Navi (Only in Japanese)

Have these three ready!

- AnswerNet Login ID

 10-digit "Participant Code"
- AnswerNet Password

A temporary password needs to be changed.

Email address

Please set up to receive messages from the domain @tsumi-navi.sjdc.co.jp.



App Store is a trademark of Apple Inc. iOS is the name of the operating system of Apple Inc. iOS is a trademark of Cisco Systems Inc. and is used under license. Android, Google Play and Google Play logo are trademarks of Google LLC.

Click here to download the app.

iOS(App Store) Android(Google Play)





Once you register, you don't need to enter the above information for a certain period of time from the next login!

REMINDER - Adobe Retirement & Financial Benefits

■ <u>ESPP</u> (Employee Share Purchase Plan)

- ✓ You may set aside up to 25% of your compensation through payroll deductions to purchase Adobe stock every six months at a minimum 15% below the fair market value.
- ✓ Next enrolment period is June 2023

■ Japan Tax Guides for ESPP and RSUs

✓ Check out the ESPP and RSU 'Tax Tip' Sheets on Inside Adobe

EAP support, with qualified counsellors in Japanese

- □ 10 free sessions per life management issue per year
- Family members living in your household are also eligible

Thank you!