This English translation of "Net Assets Variation Statement" of the Institute of Actuaries of Japan is an unofficial translation. Only its original Japanese texts have effect, and the translation is to be used solely as reference material to aid in the understanding of the original one.

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From April 1, 2017 to March 31, 2018

| (U   |              |               |          |  |
|--|--------------|---------------|----------|--|
| Items  | Current Year | Previous Year | Changes  |  |
| . Changes in general net assets                                |              |               |          |  |
| 1. Changes in ordinary revenue/expenses                        |              |               |          |  |
| (1) Ordinary revenue   |              |               |          |  |
| Specified asset investment profit                              |              |               |          |  |
| Interest received on international conference expense fund     | 1,077        | 1,302         | -2       |  |
| Interest received on research and investigation operation fund | 1,170        | 31,468        | -30,2    |  |
| Interest received on examination and education operation fund  | 400          | 12,130        | -11,7    |  |
| Interest received on reserve for retirement benefits fund      | 81           | 90            |          |  |
| Membership dues received                                       |              |               |          |  |
| Individual membership dues received                            | 91,565,500   | 89,117,500    | 2,448,0  |  |
| Corporate membership dues received                             | 40,745,000   | 40,900,000    | -155,0   |  |
| Operating revenue  |              |               |          |  |
| Examination fee received                                       | 58,133,000   | 54,970,000    | 3,163,0  |  |
| Course fee received  | 21,036,800   | 19,293,600    | 1,743,2  |  |
| Printing expense contribution received                         | 9,023,200    | 7,793,400     | 1,229,8  |  |
| Subsidy etc. received  |              |               |          |  |
| Subsidy received   | 0            | 2,155,818     | -2,155,8 |  |
| Miscellaneous revenue  |              |               |          |  |
| Interest received  | 1,270        | 5,871         | -4,6     |  |
| Certificate of Qualification Fee received                      | 339,000      | 361,000       | -22,0    |  |
| Miscellaneous revenue  | 1,000        | 2,000         | -1,0     |  |
| Total ordinary revenue   | 220,847,498  | 214,644,179   | 6,203,3  |  |
| (2) Ordinary expenses  |              |               |          |  |
| Operating expenses   |              |               |          |  |
| Executive remuneration   | 0            | 0             |          |  |
| Wages and allowances   | 16,116,460   | 12,692,451    | 3,424,0  |  |
| Provision for reserve for bonuses                              | 1,257,628    | 892,131       | 365,4    |  |
| Retirement benefit expenses                                    | 679,185      | 606,353       | 72,8     |  |
| Statutory welfare expenses                                     | 2,752,263    | 1,926,954     | 825,3    |  |
| Conference expenses  | 0            | 0             | 020,0    |  |
| Travel and transportation expenses                             | 21,169,184   | 29,099,464    | -7,930,2 |  |
| Communication and freight expenses                             | 1,817,778    | 1,759,275     | 58,5     |  |
| Rent   | 20,171,266   | 20,125,932    | 45,3     |  |
| Depreciation expenses  | 981,225      | 973,181       | 8,0      |  |
| Supplies expenses  | 200,641      | 205,480       | -4,8     |  |
| Newspaper and book expenses                                    | 242,757      | 355,020       | -112,2   |  |
| Repair expenses  | 4,347,027    | 5,087,691     | -740,6   |  |
| Printing and binding expenses                                  | 11,838,798   | 10,524,653    | 1,314,1  |  |
| Rental expenses  | 43,032,890   | 40,562,056    | 2,470,8  |  |
| Gratuity expenses  | 23,572,307   | 21,628,943    | 1,943,3  |  |
| Membership fees  | 6,434,915    | 4,264,210     | 2,170,7  |  |
| Taxes and other public charges                                 | 1,530,293    | 1,288,845     | 2,110,1  |  |
| Service charges paid   | 11,250,855   | 18,733,497    | -7,482,6 |  |
| Miscellaneous expenses   | 413,414      | 427,191       | -13,7    |  |
| Total operating expenses                                       | 167,808,886  | 171,153,327   | -3,344,4 |  |
| rotar operating expenses                                       | 107,000,080  | 171,155,527   | -3,344,  |  |

| Items  | Current Year | Previous Year | Changes    |
|--|--------------|---------------|------------|
| Administrative expenses  |              |               |            |
| Executive remuneration   | 199,998      | 111,110       | 88,888     |
| Wages and allowances   | 7,759,776    | 6,111,181     | 1,648,595  |
| Provision for reserve for bonuses  | 605,524      | 429,544       | 175,980    |
| Retirement benefit expenses  | 327,015      | 291,947       | 35,068     |
| Statutory welfare expenses   | 1,325,163    | 927,793       | 397,370    |
| Conference expenses  | 7,897,006    | 9,929,939     | -2,032,933 |
| Travel and transportation expenses   | 146,348      | 178,217       | -31,869    |
| Communication and freight expenses   | 821,554      | 793,123       | 28,431     |
| Rent   | 12,360,238   | 12,332,353    | 27,885     |
| Depreciation expenses  | 472,441      | 468,569       | 3,872      |
| Supplies expenses  | 7,782,763    | 2,467,156     | 5,315,607  |
| Newspaper and book expenses  | 92,760       | 97,760        | -5,000     |
| Repair expenses  | 2,093,013    | 2,449,629     | -356,616   |
| Printing and binding expenses  | 673,297      | 612,936       | 60,361     |
| Rental expenses  | 0            | 0             | 0          |
| Gratuity expenses  | 1,168,879    | 928,597       | 240,282    |
| Membership fees  | 135,500      | 135,500       | 0          |
| Taxes and other public charges   | 736,807      | 620,555       | 116,252    |
| Service charges paid   | 1,147,578    | 2,648,404     | -1,500,826 |
| Miscellaneous expenses   | 76,293       | 66,741        | 9,552      |
| Total administrative expenses  | 45,821,953   | 41,601,054    | 4,220,899  |
| Total ordinary expenses  | 213,630,839  | 212,754,381   | 876,458    |
| Current changes in ordinary revenue/expenses before adjustment<br>by appraisal gain or loss      | 7,216,659    | 1,889,798     | 5,326,861  |
| Specified assets appraisal gain or loss  | -11,847      | -41,138       | 29,291     |
| Total appraisal gain or loss   | -11,847      | -41,138       | 29,291     |
| Current changes in ordinary revenue/expenses   | 7,204,812    | 1,848,660     | 5,356,152  |
| <ol> <li>Changes in extraordinary revenue/expenses</li> <li>(1) Extraordinary revenue</li> </ol> |              |               |            |
|  |              |               |            |
| Total extraordinary revenue  | 0            | 0             | 0          |
| (2) Extraordinary expenses   |              |               |            |
| Total extraordinary expenses   | 0            | 0             | 0          |
| Current changes in extraordinary revenue/expenses  | 0            | 0             | 0          |
| Current changes in general net assets  | 7,204,812    | 1,848,660     | 5,356,152  |
| Opening balance of general net assets  | 305,659,299  | 303,810,639   | 1,848,660  |
| Closing balance of general net assets  | 312,864,111  | 305,659,299   | 7,204,812  |
| closing balance of general net assets  | 512,001,111  | 505,059,299   | 7,201,012  |
| II. Changes in designated net assets   |              |               |            |
| Current changes in designated net assets   | _            | _             | —          |
| Opening balance of designated net assets   | _            | _             | _          |
| Closing balance of designated net assets   |              | _             | _          |
| Ⅲ.Closing balance of net assets  | 312,864,111  | 305,659,299   | 7,204,812  |

## **Breakdown of Net Assets Variation Statement**

From April 1, 2017 to March 31, 2018

|  |  |                      |   | (Unit: Yen            |
|--|--|----------------------|---|-----------------------|
| Items  | Accounting for<br>public-interest<br>purpose | Corporate accounting | Elimination of<br>intra-company<br>transactions | Total                 |
| . Changes in general net assets                                |  |                      |   |                       |
| 1. Changes in ordinary revenue/expenses                        |  |                      |   |                       |
| (1) Ordinary revenue   |  |                      |   |                       |
| ① Specified asset investment profit                            |  |                      |   |                       |
| Interest received on international conference                  | 1,077  | 0                    | 0   | 1,077                 |
| expense fund   | 1,011  | Ũ                    |   | 1,011                 |
| Interest received on research and investigation operation fund | 1,170  | 0                    | 0   | 1,170                 |
| Interest received on examination and education                 |  |                      |   |                       |
| operation fund   | 400  | 0                    | 0   | 400                   |
| Interest received on reserve for retirement benefits           | 55   | 26                   | 0   | 81                    |
| fund   |  | 20                   | 0   | 01                    |
| ② Membership dues received                                     |  |                      |   |                       |
| Individual membership dues received                            | 45,782,750                                   | 45,782,750           | 0   | 91,565,500            |
| Corporate membership dues received                             | 20,372,500                                   | 20,372,500           | 0   | 40,745,000            |
| ③ Operating revenue  |  |                      |   |                       |
| Examination fee received                                       | 58,133,000                                   | 0                    | 0   | 58,133,000            |
| Course fee received  | 21,036,800                                   | 0                    | 0   | 21,036,800            |
| Printing expense contribution received                         | 9,023,200                                    | 0                    | 0   | 9,023,200             |
| (4) Miscellaneous revenue                                      | -,,  | -                    |   | -,,                   |
|  | 057  | 410                  | 0   | 1.07                  |
| Interest received<br>Certificate of Qualification Fee received | 857<br>339,000                               | 413<br>0             | 0   | 1,270<br>339,000      |
| Miscellaneous revenue  | 1,000  | 0                    | 0   | 1,000                 |
| Total ordinary revenue   | 154,691,809                                  | 66,155,689           | 0   | 220,847,498           |
| (2) Ordinary expenses  |  |                      |   |                       |
| Operating expenses   |  |                      |   |                       |
|  | 0  | 0                    | 0   |                       |
| Executive remuneration<br>Wages and allowances                 | 0  | 0                    | 0   | 16 116 46             |
| Provision for reserve for bonuses                              | 16,116,460<br>1,257,628                      | 0<br>0               | 0   | 16,116,46<br>1,257,62 |
| Retirement benefit expenses                                    | 679,185                                      | 0                    | 0   | 679,18                |
| Statutory welfare expenses                                     | 2,752,263                                    | 0                    | 0   | 2,752,26              |
| Conference expenses  | 2,702,200                                    | 0                    | 0   | 2,102,20              |
| Travel and transportation expenses                             | 21,169,184                                   | 0                    | 0   | 21,169,18             |
| Communication and freight expenses                             | 1,817,778                                    | 0                    | 0   | 1,817,77              |
| Rent   | 20,171,266                                   | 0                    | 0   | 20,171,26             |
| Depreciation expenses  | 981,225                                      | 0                    | 0   | 981,22                |
| Supplies expenses  | 200,641                                      | 0                    | 0   | 200,64                |
| Newspaper and book expenses                                    | 242,757                                      | 0                    | 0   | 242,75                |
| Repair expenses  | 4,347,027                                    | 0                    | 0   | 4,347,02              |
| Printing and binding expenses                                  | 11,838,798                                   | 0                    | 0   | 11,838,79             |
| Rental expenses  | 43,032,890                                   | 0                    | 0   | 43,032,89             |
| Gratuity expenses  | 23,572,307                                   | 0                    | 0   | 23,572,30             |
| Membership fees  | 6,434,915                                    | 0                    | 0   | 6,434,91              |
| Taxes and other public charges                                 | 1,530,293                                    | 0                    | 0   | 1,530,29              |
| Service charges paid   | 11,250,855                                   | 0                    | 0   | 11,250,85             |
| Miscellaneous expenses   | 413,414                                      | 0                    | 0   | 413,414               |
| Total operating expenses                                       | 167,808,886                                  | 0                    | 0   | 167,808,886           |

| Items   | Accounting for<br>public-interest<br>purpose | Corporate accounting | Elimination of<br>intra-company<br>transactions | Total       |
|---|--|----------------------|---|-------------|
| Administrative expenses   | purpose                                      |                      | ti ansactions                                   |             |
| Executive remuneration  | 0  | 199,998              | 0   | 199,998     |
| Wages and allowances  | 0  | 7,759,776            | 0   | 7,759,776   |
| Provision for reserve for bonuses   | 0  | 605,524              | 0   | 605,524     |
| Retirement benefit expenses   | 0  | 327,015              | 0   | 327,015     |
| Statutory welfare expenses  | 0  | 1,325,163            | 0   | 1,325,163   |
| Conference expenses   | 0  | 7,897,006            | 0   | 7,897,006   |
| Travel and transportation expenses  | 0  | 146,348              | 0   | 146,348     |
| Communication and freight expenses  | 0  | 821,554              | 0   | 821,554     |
| Rent  | 0  | 12,360,238           | 0   | 12,360,238  |
| Depreciation expenses   | 0  | 472,441              | 0   | 472,441     |
| Supplies expenses   | 0  | 7,782,763            | 0   | 7,782,763   |
| Newspaper and book expenses   | 0  | 92,760               | 0   | 92,760      |
| Repair expenses   | 0  | 2,093,013            | 0   | 2,093,013   |
| Printing and binding expenses   | 0  | 673,297              | 0   | 673,297     |
| Rental expenses   | 0  | 0                    | 0   | 0           |
| Gratuity expenses   | 0  | 1,168,879            | 0   | 1,168,879   |
| Membership fees   | 0  | 135,500              | 0   | 135,500     |
| Taxes and other public charges  | 0  | 736,807              | 0   | 736,807     |
| Service charges paid  | 0  | 1,147,578            | 0   | 1,147,578   |
| Miscellaneous expenses  | 0  | 76,293               | 0   | 76,293      |
| Total administrative expenses   | 0  | 45,821,953           | 0   | 45,821,953  |
| Total ordinary expenses   | 167,808,886                                  | 45,821,953           | 0   | 213,630,839 |
| Current changes in ordinary revenue/expenses before adjustment<br>by appraisal gain or loss | -13,117,077                                  | 20,333,736           | 0   | 7,216,659   |
| Specified assets appraisal gain or loss   | -11,847                                      | 0                    | 0   | -11,847     |
| Total appraisal gain or loss  | -11,847                                      | 0                    | 0   | -11,847     |
| Current changes in ordinary revenue/expenses  | -13,128,924                                  | 20,333,736           | 0   | 7,204,812   |
| 2. Changes in extraordinary revenue/expenses  |  |                      |   |             |
| (1) Extraordinary revenue   |  |                      |   |             |
| Total extraordinary revenue   | 0  | 0                    | 0   | 0           |
|   | 0  | 0                    | 0   | 0           |
| (2)Extraordinary expenses   |  | _                    | _   | _           |
| Loss on retirement of inventories   | 0  | 0                    | 0   | 0           |
| Miscellaneous loss  | 0  | 0                    | 0   | 0           |
| Total extraordinary expenses  | 0  | 0                    | 0   | 0           |
| Current changes in extraordinary revenue/expenses   | 0  | 0                    | 0   | 0           |
| Current changes in general net assets   | -13,128,924                                  | 20,333,736           | 0   | 7,204,812   |
| Opening balance of general net assets   |  |                      |   | 305,659,299 |
| Closing balance of general net assets   |  |                      |   | 312,864,111 |
| II. Changes in designated net assets  |  |                      |   |             |
| Current changes in designated net assets  |  |                      |   | _           |
| Opening balance of designated net assets  |  |                      |   | _           |
| Closing balance of designated net assets  |  |                      |   | _           |
| III. Closing balance of net assets  |  |                      |   | 312,864,111 |