# Our Policy on Constructive Dialogue with Shareholders and Other Stakeholders

The Bank has established the following "Policy on Constructive Dialogue with Shareholders and Other Stakeholders" as follows, for the purpose of promoting an accurate understanding and evaluation of the Bank's management policies, financial standing, and other matters, through the exchange of opinions and communication (hereinafter "dialogue") with shareholders, investors, etc. (hereinafter "shareholders, etc.").

- 1. Realizing constructive dialogue with shareholders and other stakeholders
- The officer in charge of the Bank's corporate communication shall supervise dialogue with shareholders, etc., and shall endeavor to realize constructive dialogue within reasonable limits by, for example, appropriately determining on a case-by-case basis the staff members to engage in dialogue (hereinafter "interlocutors") based on the intentions of shareholders, etc. and their main concerns.
- 2. System for promoting constructive dialogue In order to promote constructive dialogue with shareholders, etc., the Bank will provide accurate and sufficient information to interlocutors in cooperation with the General Planning & Coordination Division and other headquarters divisions.
- 3. Enhancing methods of dialogue
- The Bank will strive to enhance methods of dialogue by holding individual meetings and teleconferences, etc. in addition to corporate briefings for institutional investors, individual investors, and clients by region.
- 4. Feedback of the opinions of shareholders, etc. to the Bank Regarding the opinions, etc. expressed in dialogue with shareholders, etc., the Bank will strive to improve its business operations by providing appropriate internal feedback, for example by reporting such opinions to the officer in charge of such dialogue as necessary.
- 5. Managing insider information
- The Bank establishes internal rules for appropriate information disclosures and the prevention of insider trading, and will thoroughly manage insider information when engaging in dialogue with shareholders, etc.

# **Approach to disclosures**

# Compliance with laws, regulations, etc.

The Bank conducts disclosures in accordance with the Banking Act, the Financial Instruments and Exchange Act, other laws and regulations, and the timely disclosure rules stipulated by the Financial Instruments Exchange.

In particular, we recognize that disclosure newsletters under the Banking Act and securities reports under the Financial Instruments and Exchange Act are important statutory disclosure documents that disclose the status of the Bank's operations and assets to shareholders, investors, and clients.

In addition, the "timely disclosure" of important corporate information that complements these materials is appropriately conducted in accordance with the rules of the Financial Instruments Exchange in order to provide the most up-to-date corporate information in a prompt, accurate, and fair manner.

Furthermore, at the Bank we proactively hold corporate briefings and voluntarily disclose various financial data in order to provide timely and appropriate information to shareholders and investors.

## Method of information disclosure

Explanations at corporate briefings

We hold corporate briefings for institutional investors and individual investors.

- No. of attendees at corporate briefings for institutional investors: 74 (Dec. 2021)\*, 53 (Jun. 2022)\*
- No. of attendees at corporate briefings for individual investors: 1,079 (Jan. 2022), 1,197 (Jul. 2022)

\*The corporate briefing for institutional investors in December 2021 was held online, and the corporate briefing for institutional investors in June 2022 was held in person.

## Announcements to news media

We release management information to the media through press conferences and press releases.

Publication of public relations materials, etc.

While not statutorily required, we prepare and release public relations materials, etc.

# Website postings

The following materials are available on the Bank website for anyone to view.

- · Disclosure newsletters
- · Integrated reports
- Mini disclosure newsletters (sales reports)
- · Securities reports / Quarterly reports
- · Brief financial results / Quarterly brief financial results
- · Corporate briefing materials
- · News releases
- · Integrated report





# Policy of Return of Profits to Shareholders

Based on "Vision 2030," which was launched in April 2021, from the perspectives of building strong financial foundations by improving customer satisfaction and productivity as well as the early-stage realization of our mission to our shareholders, "Offer growth and returns together with the 77 Bank Group," in January 2022, we formulated a policy of return of profits to shareholders which sets the continuation of stable dividends and specific goals.

# Policy of Return of Profits to Shareholders

The basic policy of the Bank in this regard is to continue to distribute steady dividends while taking factors such as its public character as a bank business and the preservation of the soundness of its management into consideration. Additionally, based on the premise of strengthening its financial foundation, the Bank will proceed to gradually elevate its divided ratio relative to net income attributable to owners of the parent with a target of 30% by FY2030 as it aims to improve shareholder returns and capital efficiency.

56 THE 77 BANK INTEGRATED REPORT 57

Atsushi Kobayashi

Seiichi Ohtaki

Koichi Suzuki

Member, the Bank (current position)

# Board of Directors and Audit & Supervisory Committee Members (As of July 31, 2022)



# President

# Hidefumi Kobayashi

Apr. 1981	Joined the Bank
Jun. 2006	General Manager, Treasury Div., the Bank
Jun. 2008	General Manager, General Planning &
	Coordination Div., the Bank
Jun. 2010	Director and General Manager, General
	Planning & Coordination Div., the Bank
Jun. 2013	Director and General Manager, Head
	Office Business Div., the Bank
Jun. 2014	Managing Director and General Manager,
	Head Office Business Div., the Bank
Jun. 2015	Managing Director, the Bank
May. 2016	Managing Director, the Bank, General
	Manager, Ishinomaki Branch and Minato
	Branch
Jun. 2016	Managing Director, the Bank
Jun. 2017	Representative Director and Deputy
	President, the Bank
Jun. 2018	Representative Director and President,

the Bank (current position)

# Teruhiko Ujiie

Apr. 1969	Joined The Industrial Bank of Japan, Limited
Aug. 1992	Associate Director-General, Related Business Department, The Industrial Bank of Japan, Limited
Jun. 1993	Director and General Manager, Business Development Div., the Bank
Jun. 1995	Director and General Manager, Business Promotion Div., the Bank
Jun. 1997	Director and General Manager, Head Office Business Div., the Bank
Jun. 1998	Managing Director and General Manager, Head Office Business Div., the Bank
Jun. 1999	Managing Director and General Manager, Investigation Div., the Bank
Mar. 2000	Managing Director, the Bank
Jun. 2002	Senior Managing Director, the Bank
Jun. 2005	Representative Director and Deputy

President the Bank Jun 2010 Representative Director and President the Bank Jun. 2018 Representative Director and Chairman, the Bank (current position)

Senior Managing Director

# Makoto Igarashi

Apr. 1		Joined the Bank
Sep. 2		General Manager, Onahama Branch, the Bank
Jun. 2		General Manager, Bashonotsuji Branch, the Bank
Jun. 2		General Manager, Shiroishi Branch, the Bank
Jun. 2		General Manager, General Affairs Div., the Bank
Jun. 2		General Manager, Personnel Div., the Bank
Jun. 2		Director and General Manager, Tokyo Branch, the Bank
Jun. 2		Director and General Manager, Business Promotion Div., the Bank
Jun. 2	2013	Managing Director, the Bank
Jun. 2	2017	Senior Managing Director, the Bank
Jun. 2	2018	Representative Director and Senior Managing Director, the Bank (current position)



Yoshikazu Onodera Managing Director

Apr 1985 Joined the Bank Jun 2014 Executive Officer and General Sep. 2007 General Manager, Hachimanmachi Manager, General Planning & Branch, the Bank Coordination Div., the Bank Mar. 2009 General Manager, Yoshioka Jun. 2016 Director, Executive Officer Branch the Bank and General Manager Jun. 2011 General Manager, Operations Ishinomaki Branch and Management Div., the Bank Minato Branch, the Bank Jun. 2013 General Manager, General Planning & Coordination Div., the Bank Jun. 2018 Managing Director, the Bank (current position)



Masanori Muranushi Managing Director

Apr. 1988 Joined the Bank Mar. 2010 General Manager, Senda ligashiguchi Branch, the Bank Sep. 2011 General Manager, Sapporo Branch, the Bank Jun. 2013 General Manager, Kencho Branch, the Bank Jun. 2015 General Manager, Corporate & Retail Banking Div., the Bank Apr. 2018 General Manager, Consulting Promotion Div., the Bank Jun. 2018 Executive Officer and General Manager Consulting Promotion Div., the Bank

Jun. 2019 Executive Officer and General Manager, Tokyo Branch, the Bank Jun. 2020 Senior Executive Officer and General Manager, Tokyo Branch, the Bank Jun. 2021 Senior Executive Officer and General Manager, Head Office Business Div. and Rasho no Tsuii Branch the Bank Dec. 2021 Senior Executive Officer and General Manager, Head Office Business Div., Basho no Tsuji Branch, and Minamimachi-dori

Branch the Bank Jun. 2022 Managing Director, the Bank (current position)

Advancement of Science and

Technology (current position)

(current position)



#### Emiko Okuyama Outside Director

Apr. 1975 Joined the Sendai City Aug. 2009 Mayor, Sendai City Jun 2018 Director the Bank



#### Shigenori Oyama Outside Director

Apr. 2017 Executive vice president, Apr. 1982 Joined Tohoku Kinzoku Kogyo Co., Ltd. (currently TOKIN Corporation) Jul. 2020 Special Advisor for the Board of Apr. 2007 Executive Officer and General Manager. EMC Business Div., TOKIN Corporation Jun. 2010 Director and Executive Jul. 2021 President. TOKIN Foundation for Officer, TOKIN Corporation Jun. 2011 Director and Managing Executive Officer. TOKIN Corporation Jun. 2022 Director, the Bank Feb. 2012 Representative Director and CEO. TOKIN Corporation

#### Director, Audit & Supervisory Kazuhito Chida Committee Member

Apr. 1989 Joined the Bank Jun. 2020 Executive Officer, the Jun. 2014 General Manager, Sendai Shiyakusho Branch, the Bank Jun. 2016 General Manager. Compliance Management Div., the Bank Jun. 2019 Executive Officer and General Manager, Compliance

General Manager Oroshimachi Branch Jun. 2022 Director, Audit & Supervisory Committee Member, the Bank (current position) Management Div., the Bank



Director, Sendai Software Center Co., Ltd. Jun. 2008 Auditor, Sendai Meat Wholesale Market Co., Ltd. (current position

Jun. 2007 President and Representative

# Director, Audit & Supervisory Committee Member (Outside Directo

Apr. 1979 Joined the Miyagi Prefectural Government Apr. 2013 Director-General Commerce. Industry and Tourism Department Mivagi Prefectural Government Apr. 2015 Public Corporation Administrator Miyagi Prefectural Government Jun. 2015 Director, Miyagi-ken Kaihatsu

Apr. 2017 Vice Chairman, Miyagi University
Apr. 2019 Chairman, Miyagi Prefecture Land Development Corporation Jun. 2019 Representative Director and President, Miyagi-ken Kaihatsu K.K. Jun. 2021 Director, Audit & Supervisory

Jun 2017 Director Audit &

Supervisory Committee

Akira Inukai

Member, the Bank

(current position)

Committee Member, the Bank (current position)



# Managing Director

Apr 1988 Joined the Bank Jun. 2016 General Manager, General Planning Jun. 2008 General Manager, Okino & Coordination Div., the Bank Jun. 2017 Executive Officer and General Branch, the Bank Jun. 2010 General Manager, Sendai Manager, General Planning & Haranomachi Branch the Bank Coordination Div the Bank Jun. 2012 General Manager, Tokyo Jun. 2019 Senior Executive Officer, General Liaison Office, the Bank Manager, Head Office Business Div Jun. 2015 General Manager, Treasury Div., the Bank and Basho no Tsuii Branch, the Ban Jun. 2021 Managing Director, the Bank



#### Ken Nakamura Outside Director

Apr. 1974 Registered as Attorney-at-Law Jun. 2007 Audit & Supervisory Board (Sendai Bar Association) Member, the Bank Sep. 1977 Opened Nakamura Ken Law Jun. 2013 Director, KOHSOKU CORPORATION Jun. 2015 Director, the Bank Office (current position) Jun. 1996 Audit & Supervisory Board Member, KOHSOKU CORPORATION (current position)
Jun. 2016 Director (Audit & Supervisory Nov. 2004 Auditor, HOKUSHU Co., Ltd. Committee Member) KOHSOKI CORPORATION (current position) (current position)



## Outside Director

Oct. 1987 Assistant Professor, Faculty of Jul. 2014 President, The Sanaburi Economics, Tohoku university
Apr. 1992 Professor, Faculty of Foundation (current position) Jun. 2016 Auditor, Yurtec Corporation Apr. 1999 Professor, Graduate School of Nov. 2016 President, Organization for Creating Apr. 2018 Vice-President, Shizenkan Economics and Management, University (current position) Apr. 2011 Dean Graduate School of Economics Jun. 2020 Director, the Bank Economics, Tohoku University



## Director, Audit & Supervisory Committee Member

Apr 1984 Joined the Bank Jun 2014 Executive Officer and Mar. 2005 General Manager, Wakuya General Manager, Business Branch, the Bank Promotion Div., the Bank Sep. 2007 General Manager, Masuda Jun. 2015 Director, Executive Officer and Branch, the Bank General Manager, Oroshimachi Jun. 2009 General Manager, General Branch, the Bank Jun. 2018 Managing Director, the Bank Affairs Div., the Bank Jun. 2013 General Manager, Business Jun. 2021 Director, Audit & Supervisory Committee Member, the Promotion Div., the Bank Bank (current position)



### Director, Audit & Supervisor committee Member (Outside Director

Toshio Suzuki Apr. 1970 Joined Tohoku Electric Power Co. Inc.
Jun. 2009 Standing Statutory Auditor, Tohoku
Electric Power Co. Inc.
Jun. 2010 Standing Statutory Auditor, Tohoku
Electric Power Co. Inc.
Jun. 2010 Corporate Auditor, The Daishi Bank, Ltd.
Jun. 2013 Audit & Supervisoryy Board Manager, Human Resources Division, Tohoku Electric Power Co. Inc. Jun. 2005 Director and General Manager, Human Resources Division, Tohoku Electric Power Co. Inc. Jun. 2013 Chairman and Representative Director, Tohoku Jun. 2006 Director and General Manager, Miyagi Branch, Tohoku Electric Power Co. Inc. Jun. 2007 Senior Executive Officer and General Intelligent Telecommunication Co. Inc. Jun. 2015 Advisor, Tohoku Intelligent Telecommunication Co., Inc. Jun. 2017 Director, Audit & Supervisory Committee



#### Director, Audit & Supervisor Yoko Ushio mmittee Member (Outside Director

Manager, Miyagi Branch, Tohoku Electric Power Co. Inc.

Advancement Center

May 2001 Senior Managing Director Apr. 2016 Auditor, Tohoku University and General Manager, Fujisaki Comfortable Lifestyle (current position)
Director, Audit & Supervisory Research Institute Co., Ltd. Committee Member, the Bank May 2003 Director, Department Store current position) Fujisaki Co. 1 td Aug. 2020 Representative Director. K.K. Shinsei Sogo Jimusho Regional Advancement Center (current position)



General Manager, Audit & Inspection Division General Manager, Head Office Business Div., Basho n Tsuji Branch, and Minamimachi-dori Branch, the Bank General Manager, Tokyo Branch General Manager, Credit Supervision Division General Manager, Personnel Division

Senior Executive Officers

Naoshi Aoyagi

<sup>™</sup> Shuichi Ibuka Hirokimi Fukushi Kazutoshi Saito Takashi Kuroda

# **Executive Officers**

Special assignment (DX related) General Manager, Ishinomaki Branch and Kokucho Branch General Manager of General Planning & Coordination Division General Manager, Operations Management Division

Masahide Kato Kuniaki Endo Hiroshi Kobayashi Hiroshi Kitazono

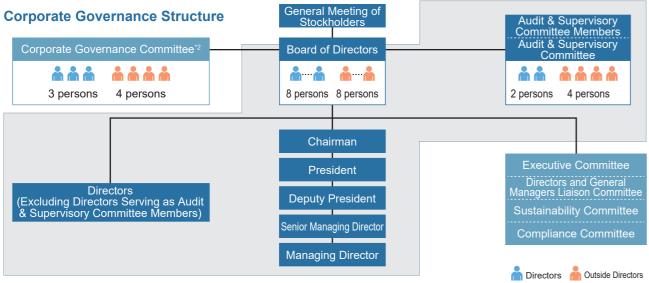
General Manager, Regional Development Promotion Division General Manager, Oroshimachi Branch General Manager, Business Promotion Division

Kentaro Motai Hideki Endo Yoshivuki Odaiima Kazuhiro Aoki

58 THE 77 BANK INTEGRATED REPORT

# Basic stance toward corporate governance

· In accordance with the Bank Creed, which is our basic principle of management, we will operate business that give constant consideration to the public mission of a regional bank — contributing to the development of the regional economy and society — through banking operations. · We will improve the transparency of management and the appropriateness of processes and work together appropriately with stakeholders including the regional society, clients, and shareholders for the Bank's sustained growth and improvements in corporate value over the medium- to long-term.



- \*1 A Deputy President has not been appointed
- \*2 Corporate Governance Committee

The Corporate Governance Committee deliberates the following items and reports to the Board of Directors. The results of deliberations by the Corporate Governance Committee shall not restrict the right of the Audit & Supervisory Committee to state its opinions regarding the appointment and compensation, etc. of Directors (excluding Directors who are Audit & Supervisory Committee Members).

- a. Matters related to the nomination of Director candidates
- b. Matters related to the appointment/dismissal of Representative Directors c. Matters related to the compensation, etc. for Directors (excluding
- Directors who are Audit & Supervisory Committee Members)
- d. Matters related to the disciplinary actions on Directors and Executive Officers (including those pertaining to the preceding item)
- e. Matters related to the analysis and evaluation of the effectiveness of the Board of Directors, etc. f. Matters related to the commission or dismissal of Advisors
- g. Matters related to the compensation, etc. of Advisors
- h. Other matters related to enhancing corporate governance

# Main members by organization

Title	Name	Board of Directors	Executive Committee	Corporate Governance Committee	Audit & Supervisory Committee	Sustainability Committee	Compliance Committee	
(Representative Director) Chairman	Teruhiko Ujiie	○(Chairperson)	0	0				
(Representative Director) President	Hidefumi Kobayashi	0	○(Chairperson)	0		○(Chairperson)	○(Chairperson)	
(Representative Director) Senior Managing Director	Makoto Igarashi	0	0	0		0	0	
Managing Director	Yoshikazu Onodera	0	0			0	0	
Managing Director	Atsushi Kobayashi	0	0			0	0	
Managing Director	Masanori Muranushi	0	0			0	0	
Director	Ken Nakamura	0		○(Chairperson)				
Director	Emiko Okuyama	0		0				
Director	Seiichi Ohtaki	0		0				
Director	Shigenori Oyama	0		0				
Director, Audit & Supervisory Committee Member	Koichi Suzuki	0	△(*2)		○(Chairperson)	△(*2)	△(*2)	
Director, Audit & Supervisory Committee Member	Kazuhito Chida	0	△(*2)		0	△(*2)	△(*2)	
Director, Audit & Supervisory Committee Member	Toshio Suzuki	0			0			
Director, Audit & Supervisory Committee Member	Masai Yamaura	0			0			
Director, Audit & Supervisory Committee Member	Yoko Ushio	0			0			
Director, Audit & Supervisory Committee Member	Akira Inukai	0			0			
Other members			General Manager of General Planning & Coordination Division			General Manager, General Planning & Coordination Div. General Manager, Risk Management Div. General Manager, Business Promotion Div. General Manager, Regional Development Promotion Div. General Manager, Personnel Div. General Manager, General Manager, General Matager,	General Manager, General Planning & Coordination Div. General Manager, Compliance Management Div. General Manager, Operations Management Div. General Manager, Audit & Inspection Div.	

<sup>\*1</sup> Directors Ken Nakamura, Emiko Okuyama, Seiichi Ohtaki, Shigenori Oyama, Toshio Suzuki, Masai Yamaura, Yoko Ushio, and Akira Inukai are Outside Directors prescribed in Article 2, Item 15 of the Companies Act. \*2 Standing Directors who are Audit & Supervisory Committee Members attend the Executive Committee, Sustainability Committee, and Compliance Committee, and state their opinions as necessary

# Value Creation Story | Top Message | Sustainability Promotion | Business Strategy | Corporate Governance | Bank Data | Financial Section |

## **Evaluating the effectiveness of the board of directors**

The Bank's "Corporate Governance Policy" stipulates that the effectiveness of the Board of Directors as a whole is analyzed and evaluated at the end of each fiscal year, and a summary of the results is disclosed.

After deliberation by the Corporate Governance Committee, the Board of Directors conducted an analysis and evaluation of the overall effectiveness of the Board of Directors for FY2022 at its annual meeting on May 13, 2022.

In this context, we have confirmed that the effectiveness of the Board of Directors as a whole has been ensured.

On the other hand, with the aim of further improving the effectiveness of the Board of Directors, the following matters have been confirmed and shared, and we intend to make improvements in the future.

- ·To work toward the further diversification of constituent members of the Board of Directors
- ·To review the management of the Board of Directors to further invigorate discussions

# **Policy on training, etc. for Directors**

The Bank encourages Directors to make efforts to acquire, update, and otherwise hone the knowledge necessary to fulfill their roles, and provides training opportunities and support for the necessary expenses. (Content of specific initiatives)

Each division of the Bank provides briefings to newly appointed Outside Directors on the operations of their respective divisions, so that the new Directors can deepen their understanding of the Bank's overall operations.

In addition, for Outside Directors (including Directors who are Audit & Supervisory Committee Members), voluntary liaison meetings are held on a regular basis to strengthen cooperation by exchanging information and sharing understanding. Also, four digital-related seminars were held in FY2022.

# **Director Skill Matrix**

The Board of Directors of the Bank has identified skills and other qualities each of Directors shall possess, which are necessary for the Bank to pursue sustainable growth and enhancement in corporate value over a medium to long term, as well as to achieve its "target form" set in "Vision 2030." With In-house Directors who are well-versed in the banking operation and several Outside Directors with a wealth of experience and wide-ranging knowledge outside the Bank, the Board of Directors is in a balanced and diverse composition of knowledge, experience, and abilities as a whole.

		Experience-based knowledge of inside Directors							Sectors and knowledge areas expected of Outside Directors			
		Management strategy / New businesses	Compliance / Risk management	Human resource development	Sales / Regional revitalization	Company screening	International / Market investment	Digital / Administrative work	Corporate management	Finance / Economy	Legal / Compliance	Regional revitalization
1	Teruhiko Ujiie	0	0	0	0	0	0					
2	Hidefumi Kobayashi	0	0	0	0	0	0	0				
3	Makoto Igarashi	0	0	0	0	0		0				
4	Yoshikazu Onodera	0			0	0	0	0				
5	Atsushi Kobayashi	0			0	0	0	0				
6	Masanori Muranushi	0			0	0	0	0				
7	Ken Nakamura										0	
8	Emiko Okuyama											0
9	Seiichi Ohtaki									0		0
10	Shigenori Oyama								0			0
11	Koichi Suzuki		0	0	0	0						
12	Kazuhito Chida		0		0	0						
13	Toshio Suzuki								0			
14	Masai Yamaura								0			0
15	Yoko Ushio								0			
16	Akira Inukai								0			0

<sup>\*</sup> The above chart is not an exhaustive representation of each Director's knowledge, etc.

# Policy on Cross-shareholdings

As a general rule, the Bank's policy is to reduce cross-shareholdings. As a regional financial institution, the Bank will hold cross-shareholdings only when it is judged that maintaining and strengthening business and cooperative relationships with the client will contribute to enhanced corporate value of both the client and the Bank.

With regard to cross-shareholdings, the Bank will make regular decisions on whether or not to hold particular shares by comprehensively examining their profitability based on the Bank's cost of capital, etc., as well as the medium-to long-term economic rationale for such holdings, future outlook, the purpose of holding, and other relevant factors.



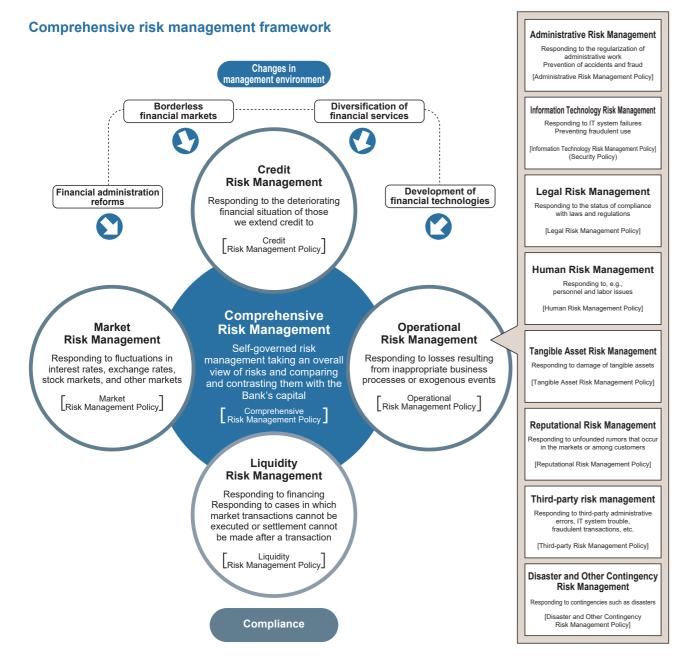
<sup>\*3</sup> The Chairperson of the Audit & Supervisory Committee observes the Corporate Governance Committee

# Strengthening risk management systems

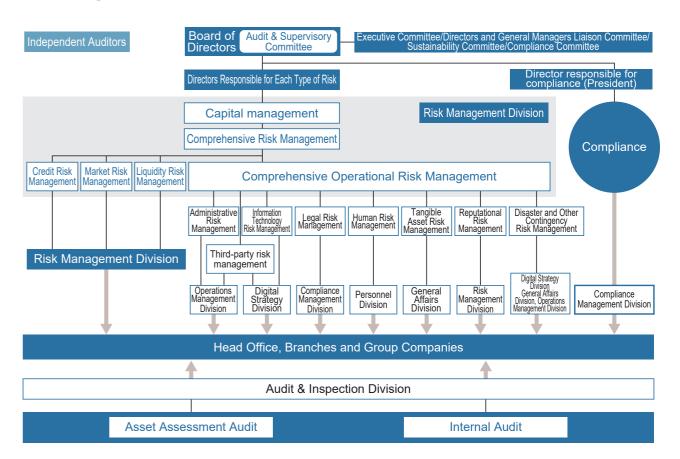
In recent years, the business environment surrounding financial institutions has changed significantly, and financial institutions are now exposed to an unprecedented variety of risks than ever before. In this situation, more than ever before, financial institutions are required to accurately ascertain and analyze risks and appropriately manage them.

From the viewpoint of enhancing management soundness, the Bank has established a comprehensive risk management framework for self-governed risk management by taking an overall view of the risks it faces, evaluating each type of risk and comparing and contrasting it with its capital, as well as enhancing risk management methods such as the development of more sophisticated risk measurement techniques.

The specific framework for comprehensive risk management is "risk capital management." "Risk capital management" is a management method in which risk capital budgets, which are allowances for each type of risk, are allocated to divisions (service divisions in Japan, the Treasury Division, etc.), and each division's risk amount is monitored to ensure that it is within the amount allocated. In addition, risk capital management is also utilized to monitor whether expected returns commensurate with the risk taken are being secured.

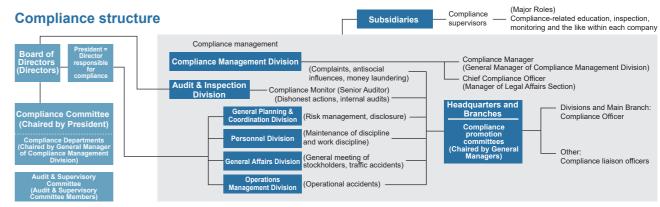


# Risk management structure



# Thorough compliance

The Bank formulated the Compliance Policies in order to clarify its stance on compliance and to ensure the effectiveness thereof. Further, as part of our endeavor to ensure thorough compliance, the Bank established the Compliance Guidelines (Compliance Standards) to articulate specific guidelines and a code of conduct so that the executives and employees place importance on compliance, thereby ensuring the lawful conduct of business.



<sup>\*</sup> Compliance officers and compliance liaisons maintain their independence in the performance of their duties related to compliance and do not follow the instructions of higher-ranking individuals.

62 THE 77 BANK INTEGRATED REPORT 63