# Japan economic remodeling with iDeCo ZUBARI ROE INVESTMENT

OPM STUDY GROUP PENSION COUNSELO YOSHIHIRO TAKANO



Your iDeCo (ROEinvestment) Change Japan !

#### Blog reader A Mr. comment 2017-03-06

I feel a sense of transparency from my way of contacting my knowledge.

I am reading a clear spiritual world without sacrificing to others, selling souls and not absolutely surrendering to a lonely fight.

People will frame such people as "too serious".

## REVISION Japan economic remodeling with iDeCo Zubari ROE investment!

**OPM Study Group** 

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**Translation Kazunari SASAKI** 



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## Beginning: inductive conclusion $\rightarrow$ Japan's economic remodeling with iDeCo

The author has reached a certain inductive conclusion from the following episodes.

• 25 years of amateur operational experience at the Welfare Pension Fund Office.

After various trial and error at the ABC Welfare Pension Fund, we tried international diversified investment using foreign investment management institutions.

												厚生年金基
政策アセット	国内债券	転換社債	国内株式	外貨株式	外貨債券	貸付金	短期資產	不動産	승 왕			ormout solution
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上下單語客印	3.0%	5.0%	7.0%	7.0%	3.0%	0%	3.0%	0%	-			
<b>请亲随用属</b> 關	一国内依靠	电路社位	DUNERUC	外货权式	亦抗债厚	- 貸付金	短期资度	活動症	12.11	「資産シェア」	創金シュア	「給付シェ」
M信托銀行	15.3% 370	8.0% 194	58.1% 1,407	14.7% 356	-	-	3.9% 95	-	100.0%	21.2%	50.0%	60.0%
モルガン 信託銀行	-	-	27.6% 570	67.9% 1,403	-	-	4.5% 94	-	100.0% 2,067	17.0%	20.0%	30.0%
	8.0% 370	4.2% 194	42.3% 1,977	11.3% 1.759			4.2% 189		100.0%	38,2%	70.0%	90.0%
D生命保険 (1等総合口)	32.8% 115		38.5% 135	18.9% 66	7.3% 26	-	2.5% 9	-	100.0% 351	3.2%	-	5.0%
S生命保険 (1特・G1C)	58.2% 373	0.4% 3	24.0% 154	7.7% 49	7.7% 49	-	2.0% 13	-	100.0% 641	3.1%	-	5.0%
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<ul><li>K投資顧問</li><li>(みずほ)</li></ul>	52.3% 555	3.8% 40	42.0% 446	-	-	-	1.9% 20	-	100.0% 1,061	8.2%		
スカダー社 (チェース信託)	-	-	52.0% 950	46.7% 853	-	-	1.3% 24	-	100.0% 1,827	14.9%	10.0%	-
网络能银行	35.6% 707	4.7% 93	38.2% 758	21.5% 427	-	-	-	-	100.0% 1,985	14.7%	10.0%	-
েইলে বাংশ বাং	20.3%	3.2% 230	57.3% 1.087	17.9% 1.280			1,0% 87		100.0%	55.5	30.0%	
Ť (F	18.3% 2.305	3.4% 427	50.4% 6.353	25.0% 3.154	0.7%	-	2.2%	-	100.0% 12.612	100%	100%	100%

ミックスは継続的にシェアを維持し、戦略アセット・ミックスで機動的対応を行なう、

\*82期/1571 本 上政は各連用機関ごとの配分比率、下政はその配分類(百万円)。 \*各運用機関には、各資産クラスごとに配分比率上下限許容巾を与える。 \*運用資産額は平成 12 年 12 月末<時留資産額>+3 月 1 日資産移受管額+平成 13 年度収支(m新規操金全額国内債券投入)。

\*平成13年度掛金等見込み732百万円/年、給付等見込み869百万円/年。

• In 1991, when I visited the UK Asset Management Organization I was told that "UK has 200 years of operational experience".

• In 1998, I participated in the fiduciary responsibility study group WG of the corporate pension fund association.

• In 1999, when visiting the United States, Hewlett-Packard Company (HP) has a sufficiently rich life with \$ 50,000 (6,000,000 yen when converted to 120 yen for 120 yen). It was explained that low-priced taxes, public utilities, land prices, prices and so on made it possible, raising international competitiveness without incurring wage increases for 10 years.

• In 2002, the exercise of shareholder voting rights of the corporate pension fund association began. ("ROE 8% standard")

• Japan's ROE is extremely low in comparison with each country.

		ROE	利益率	回転率	レバレッ	
日本	製造業	4.6%	3.7%	0.92	2.32	
	非製造業	6.3%	4.0%	1.01	2.80	
	合計	5.3%	3.8%	0.96	2.51	
米国	製造業	28.9%	11.6%	0.86	2.47	
	非製造業	17.6%	9.7%	1.03	2.88	
	合計	22.6%	10.5%	0.96	2.69	
欧州	製造業	15.2%	9.2%	0.80	2.58	
	非製造業	14.8%	8.6%	0.93	3.08	
	合計	15.0%	8.9%	0.87	2.86	

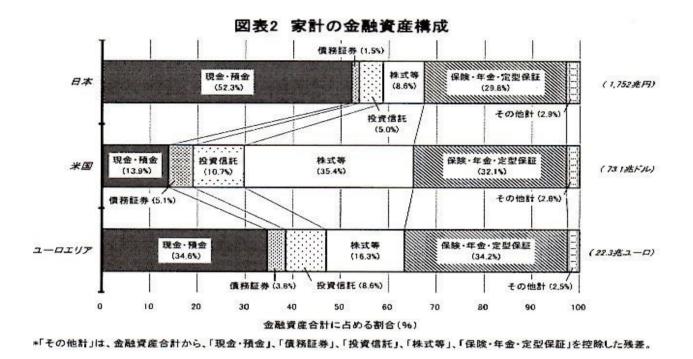
注1) 2012年暦年の本決算実績ペース、金融・不動産除く

注2) 対象=TOPIX500、S&P500、Bloomberg European 500 Index対象の企業の うち、必要なデータを取得できた企業

(出所)みさき投資株式会社分析 (メリルリンチ神山氏の初期分析を基に、 Bloombergデータを分析加工)

Source: (Ministry of Economy, Trade and Industry, Ito Report)

• Japan has a strong savings mindset and strong tendency to avoid investment.



Source: Bank of Japan Survey and Statistics Bureau, December 2016



• Japanese workers work at low wages.

• Defined Contribution Pension Statement in 2001 due to the collapse of the Welfare Pension Fund.

In addition, 2017 social infrastructure iDeCo (pension system for all nationals under 60 years old and personal accounts) was born.

 $\bullet$  Inductive conclusion  $\rightarrow$  Japan's economic remodeling with iDeCo

## Expansion: deductive planning $\rightarrow$ Zubari ROE investment!

#### 1. Current Status of the Japanese Economy

• 2017. January. The current situation of the Japanese economy that iDeCo began was swallowed by the big wave of globalism while being drunk with the successful experience of Japanese management (seniority and lifetime employment), and cheered lost 10 or 20 years At last the vicious circle has made Japan a lowpaying country with little earnings.

• Because the Japanese company has only general staff due to rotation personnel, etc., management and managerial positions are also short-term oriented, with stable being the only place of employment, we are holding vertically integrated management and becoming high cost management. In other words, Japanese company's awareness of capital cost is thin, low capital efficiency, low management awareness of "capital productivity" and "capital efficiency" stand out, "long-term and sustainable" Weak It is becoming. • Institutional investors (securities companies, banks, insurance companies, etc.) are not conscious of fiduciary responsibility at all, tend to be short-term oriented to obtain a large number of commissions, tend to increase turnover rate and commission.

• The labor union still aims to earn wage increase by collective bargaining, but it is not conscious of the limitation of the conventional method. Is there a way to get wage up by another method, iDeCo (ROE investment) of a member, a far-reaching way can not be taken? (There is a case in 1999 that J & J Inc. in the United States owns 41% own shares)

• Japanese citizens are generally still highly savings trends and tend to avoid investment. There is no consciousness to activate society towards investment as opportunity deposits.

#### 2. ROE investment with iDeCo

• People who started stocks will cross the brand if they want to earn with "operation". As a result, it is normal that only the fee is taken and the result is not improved. It is better to focus on targeting here than crossing blindly pursuing immediate profits. In other words, you will need an intentional investment philosophy.

• In 2017 / January, the way was shown by iDeCo, a social infrastructure that manages its own assets. In other words, you can make your own annuity with iDeCo and at the same time aim to transform the mindset of the Japanese economy (vertically integrated management, low capital efficiency, short term orientation, savings propensity, etc.) by making that operation ROE investment became.

In other words, instead of using iDeCo in "Operation", it makes it possible to use it in "Investment". Officials and contractors have not noticed this point yet. Minds of officials and vendors who make noise as "operation" and "operation" passively neglect everything passively with thought of negative linkage. It is Operation. • I think, the experience of asset management in my 25-year welfare pension fund was literally "operation". A paradigm conversion has occurred from "operation" (welfare pension fund) to "investment" (iDeCo). It has a plan to transform the citizen's mind from passive "operation" to active "investment".

• ROE investment has a solid effect that does not involve "Unexpected earnings" or "hell". Because ROE is not a panacea, it is like a return on investment. It shows a company's "earning power". This ROE investment will be an initiator to explore the remodeling of the Japanese economy. There is a secret function of iDeCo in "investment" which is not merely "operation" of gaming principle, but a project planning to change Japan.

• If the company maintains ROE of around 5 to 8%, it will bring about a rise in stock price, it will also be returned to individual investors, and at the same time the revitalization of the Japanese economy will be evoked.

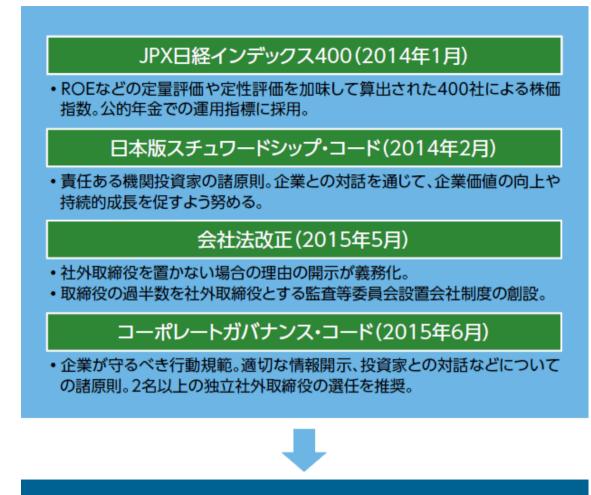
• As already mentioned, "As for investment trusts, which are

representatives of individual financial instruments, there are a series of funds that operate with stocks focusing on the capital efficiency of the company, which is an indicator of how much earnings are earned using capital Return on equity (ROE) will be the criterion for selecting stocks to be managed "(Nikkei · 2015/4/15 · Attention is paid to ROE investment, investment in efficient management company with a balance of 380 billion yen)

• Furthermore, according to Morningstar's report, there are five ROE mutual funds as of 2017 / February, and the balance of assets is more than 1.3 billion yen.

• If the people continue to buy investment trusts for ROE investment and the funds become 1 trillion yen or 10 trillion yen, the impact on the Japanese economy will act like a body blow. In other words, the Japanese economy will gradually be remodeled. If so, the economy will be revitalized and people will feel the response to the investment culture.

In short, your iDeCo (ROE investment) will change Japan.



ROE改善による企業価値向上

Source: Fidelity Investment Trust Co., Ltd.

• Deductive planning  $\rightarrow$  Zubari ROE investment!



#### 3. Expected effect

• With the improvement of corporate value of Japan, you can acquire the ability to stand up to the world economy.

• Mind Conversion pressure for managers and managers increases, and shift to earning power starts.

• Corporate earnings increase, and workers' wage increase request can be met..

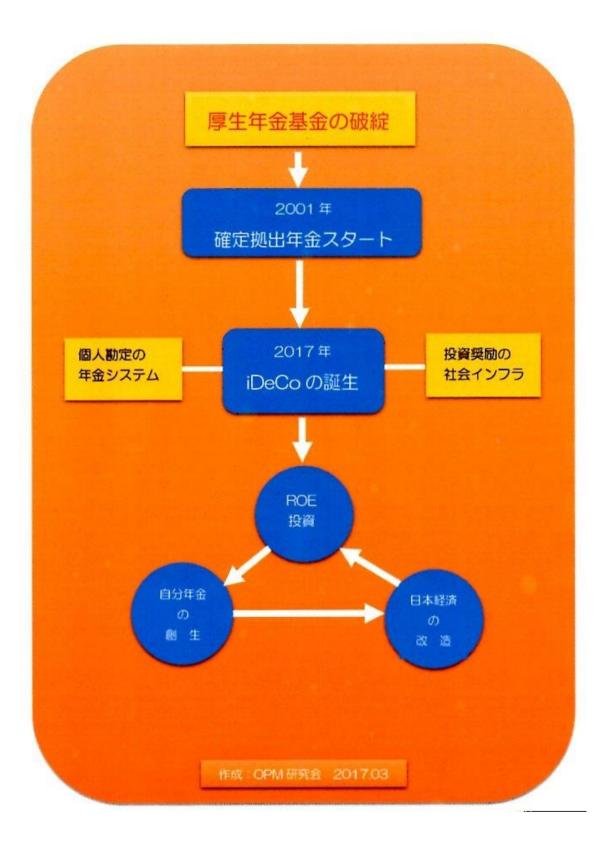
• The stock price rises, and profits are returned to investors.

• Sorting pressure for institutional investors and investment companies further increases.

• Collective bargaining on wage increase will be converted into old fashion.

• Shift shifts will start from the savings propensity of the Japanese to the investment culture of investment encouragement.

• The Japanese economy is activated and a virtuous circle is born.



### Behavior: Now, let's get started!

• We have made a ways to change Japan by the iDeCo (ROE investment) of each citizen.

• I will be able to change Japan with the accumulation of each iDeCo (ROE investment) of each citizen as if a big record was born by "accumulating small things" (Ichiro).



Invest from ROE from 5000 yen with iDeCo!



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## [Author Biography]

OPM Study Group Yoshihiro TAKANO

Born in Chiba City in 1941. 1967 graduated from Toyo University Philosophy Department. I worked at ABC Welfare Pension Fund for 25 years. Then I have a pension counselor at the social insurance office for 5 years. 2001 OPM Study Group established.
1990 European seven-country company pension survey. Joined Fiduciary Responsibility Study Group WG of the 1998 Corporate Pension Federation. 1999 Survey

of the US 401 (k).

• Main writings / criticisms, 1995 "Dynamism of emotion" modern literary company. 2000 "Human money" web publication. 2000 "Posted by Asset Management Institution" Posted by Union Association of Welfare Pension Fund Liaison Committee "Tan · Ren". 2004 "The First Step to Pension Life" Web Publishing. 2007 "How to find a claim-pension pension by making a pension resume" There is a Japanese law business guide, etc.

• As a pension counselor 2007/6/2 Tokyo Newspaper Morning Paper "Here is the Special Information Division" "Election Measures in 1 Year", 2007/9/23 Weekly "Sunday Everyday" "Anxiety Expansion! Misplaced Critical Failure of Corporate Pension" "Etc.

- $\bullet$  Winner of Excellence Award at Website  $\,\cdot\,$  Knowledge Serv "Pension Counselor Test"
- goo blog "Your pension" As of 2017.03, browse 1,210,000 PV.
- 20 pension e-books 15 books are on sale at Amazon as "Welfare Pension Fund Archive".
- Web search "Pension counselor".

## REVISION Japan economic remodeling with iDeCo Zubari ROE investment!

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### 「厚生年金基金アーカイブ」一覧

2017.03

年金カウンセラー 高野 義博

#### 1. 年金シリーズ

●検定:年金入門
②年金記録問題解決! 年金履歴書
③知らないじゃ、すまないでしょ! 事例で学ぶ年金
④Q&A年金の行方
⑤ちょっと待った! これから年金の50代の方 年金生活への第一歩

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 ②人様のお金一厚生年金基金は何になるのか
 ③日本版 401k 誕生秘話! 誰も知らない厚生年金基金

#### 3. 運用シリーズ

●401kの秘法 勝手格付け
 ●厚生年金基金の資産運用に 再々の肩叩きをスルーして 25年のめりこみました!
 ●1990 ヨーロッパ 資産運用
 ④iDeCoで転ばぬ先のシミュレーション:確定拠出年金をはじめる方への先人の ドハハな教え!

#### 4. 確定拠出年金シリーズ

●401 (k)の百聞は一見に如かず
❷iDeCo 確定拠出年金はじめのはじまり
❸iDeCo 確定拠出年金入門
④iDeCo で日本経済改造 ズバリ ROE 投資!

出所: Amazon <u>厚生年金基金アーカイブ</u> <u>https://goo.gl/8QnQB4</u>