#### **Financial Data (Non-Consolidated)**

Year Ended March 31, 2017

Balance Sheets	47
Statements of Operations	49
Capital Account Details	51

Profit and Loss Details ...... 52 Details of Operations ...... 53

# **Trends in Principal Financial Indicators (Non-Consolidated)**

		Billions of yen					
Fiscal period ended	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013		
Total Operating Income	160.2	170.2	180.7	189.1	199.0		
Income (Loss) before Income Taxes and Other	49.1	33.5	36.0	26.7	26.6		
Net Income (Loss)	31.3	11.5	15.6	12.5	13.8		
Capital	218.6	218.6	218.6	218.6	218.6		
[Total Number of Shares Issued in Thousands of Units]	[2,186,531]	[2,186,531]	[2,186,531]	[2,186,531]	[2,186,531]		
Total Capital Funds	937.7	909.1	898.2	882.7	876.4		
Total Assets	12 778 8	12,507.4	12,565.5	12,459.6	12,358.0		
Outstanding Deposits	5,109.0	5,164.8	5,019.1	4,857.4	4,314.7		
Outstanding Debentures	4,744.1	4,816.8	4,833.5	4,825.2	5,019.1		
Outstanding Loans		9,539.5	9,503.1	9,488.4	9,549.0		
Balance of Investment Securities	1 5 / 2 1	1,703.5	1,931.4	1,971.1	2,159.7		
Net Assets per Share (Yen)	177.79	164.61	159.63	152.51	149.61		
	Common stock						
	(non-government portion)						
Dividends per Share (Yen)	3.00	3.00	3.00	3.00	3.00		
	(government portion)						
		1.00	1.00	1.00	1.00		
Net Income per Share (Yen)	14.38	5.31	7.16	5.75	6.35		
Net Income per Share (Diluted) (Yen)							
Capital Ratio (%)	7.33	7.26	7.14	7.08	7.09		
Non-consolidated Tier 1 (Common Stock etc.) Ratio (%)	12.03	12.07	12.25	12.25	12.05		
Non-consolidated Tier 1 Ratio (%)	12.03	12.07	12.25	12.25	12.05		
Non-consolidated Total Capital Ratio (%)	13.16	13.41	13.59	13.73	13.51		
Return on Equity (%)		1.28	1.75	1.42	1.59		
Price Earnings Ratio							
Dividend Payment Ratio (%)		38.88	28.83	35.92	32.51		
Number of Employees (Persons)	3,753	3,773	3,816	3,815	3,838		
[Average Number of Temporary Employees excluded from Above]	[908]	[884]	[853]	[814]	[769]		

Notes: 1. National and local consumption taxes are accounted for with the tax exclusion method.

The figure for Net Income per Share (Diluted) is not disclosed because there were no shares with a dilutive effect.

 Dividends per Share are classified and presented in two separate categories, namely, Cash Dividend per Common Stock (government portion) and Cash Dividend per Common Stock (non-government portion). This separate classification is pursuant to Article 50 of the Shoko Chukin Bank Limited Act, which stipulates that the dividend per share applicable to Common Stock held by the government shall not exceed the dividend per share applicable to Common Stock held by parties other than the government. Furthermore, pursuant to Article 15 of the Regulation Enforcing the Shoko Chukin Bank Limited Act, the dividend per share applicable to Common Stock held by parties other than the government is set at a ratio of one-third in relation to the dividend per share applicable to Common Stock held by parties other than the government. 4. The Capital Ratio is calculated as follows:

(Total Net Assets as of the fiscal period-end - Stock acquisition rights as of the fiscal period-end) / Total Assets as of the fiscal period-end × 100.

 Figures for Price Earnings Ratio are not disclosed because the Shoko Chukin Bank is not publicly listed or registered.
The Non-consolidated Capital Ratio is calculated in accordance with Announcement No. 2 of 2008 from the Financial Services Agency, the Ministry of Finance and the Ministry of Economy, Trade and Industry pursuant to Article 23, Paragraph 1 of the Shoko Chukin Bank Limited Act. The Shoko Chukin Bank has adopted the BIS international capital adequacy guidelines

7. Dividend Payment Ratio is calculated by dividing average dividends per share (as calculated by dividing dividends by the number of shares outstanding at the end of the period) by net income per share.

8. Number of employees refers to the number of persons employed (excluding seconded workers).

# Non-Consolidated Balance Sheets

The Shoko Chukin Bank, Ltd. As of March 31, 2017 and 2016

	Millions of yen		Millions of U	S. dollars
	2017	2016	2017	2016
ASSETS				
Cash and Due from Banks	¥ 1,722,751	¥ 1,178,446	\$ 15,355	\$ 10,458
Cash	23,829	24,847	212	220
Due from Banks	1,698,922	1,153,598	15,143	10,237
Call Loans	57,723	21,294	514	188
Monetary Claims Purchased	26,127	26,267	232	233
Trading Assets	20,485	26,576	182	235
Trading Securities	3,298	3,369	29	29
Trading-related Financial Derivatives	17,187	23,206	153	205
Investment Securities	1,543,111	1,703,504	13,754	15,118
Government Bonds	921,345	1,248,051	8,212	11,076
Local Government Bonds	188,628	50,058	1,681	444
Corporate Bonds	352,756	330,324	3,144	2,931
Stocks	39,654	34,279	353	304
Other Securities	40,726	40,789	363	361
Loans	9,356,833	9,539,544	83,401	84,660
Bills Discounted	188,316	206,260	1,678	1,830
Loans on Notes	313,729	331,520	2,796	2,942
Loans on Deeds	7,917,005	8,011,820	70,567	71,102
Overdrafts	937,782	989,942	8,358	8,785
Foreign Exchange	15,708	16,877	140	149
Due from Foreign Banks	6,624	8,060	59	71
Foreign Exchange Bills Purchased	1,146	1,245	10	11
Foreign Exchange Bills Receivable	7,937	7,571	70	67
Other Assets	54,979	32,593	490	289
Prepaid Expenses	4,513	5,529	40	49
Accrued Income	6,286	6,739	56	59
Financial Derivatives	1,445	1,875	12	16
Cash Collateral Received for Financial Instruments	31,931	12,063	284	107
Other Assets	10,802	6,384	96	56
Tangible Fixed Assets	42,716	41,970	380	372
Buildings	16,235	15,665	144	139
Land	23,260	23,309	207	206
Leased Assets	2	4	0	0
Construction in Progress	909	607	8	5
Other Tangible Fixed Assets	2,308	2,383	20	21
Intangible Fixed Assets	11,023	12,772	98	113
Software	9,476	11,675	84	103
Other Intangible Fixed Assets	1,547	1,097	13	9
Prepaid Pension Cost	20,468	20,917	182	185
Deferred Income Taxes	40,095	44,393	357	393
Customers' Liabilities for Acceptances and Guarantees	103,433	102,574	921	910
Customers' Liabilities for Acceptances and Guarantees	101,980	100,965	908	
Customers' Liabilities for Guaranteeing Agency Loans	1,452	1,609	12	14
Reserve for Possible Loan Losses	(236,578)	(260,244)	(2,108)	(2,309)
Total Assets	¥ 12,778,881	¥ 12,507,488	\$ 113,903	\$ 111,000

### Non-Consolidated Balance Sheets

The Shoko Chukin Bank, Ltd. As of March 31, 2017 and 2016

Pursuant to Article 396-1 of the Companies Act, the material that the Shoko Chukin Bank makes public in accordance with Article 52-1 of the Shoko Chukin Bank Law has been audited by an audit and supervisory board member.

In addition, the Bank's financial statements — the balance sheets, statements of operations, and statements of changes in net assets — have been certified by an audit and supervisory board member pursuant to Article 193-2-1 of the Financial Instruments and Exchange Act.

	Million	s of yen	Millions of U.	5. dollars
	2017	2016	2017	2016
LIABILITIES				
Deposits	¥ 5,109,032	¥ 5,164,801	\$ 45,539	\$ 45,836
Current Deposits	540,470	507,010	4,817	4,499
Ordinary Deposits	1,202,935	1,218,751	10,722	10,816
Deposits at Notice	34,976	41,311	311	366
Time Deposits Other Deposits	3,221,702 108,946	3,278,280 119,447	28,716 971	29,093 1,060
Negotiable Certificates of Deposit	272,955	126,924	2,432	1,000
Shoko Chukin Bank Debentures	4,744,121	4,816,868	42,286	42,748
Shoko Chukin Bank Debentures Issued	4,744,121	4,816,868	42,286	42,748
Call Money	359	383	3	3
Payables under Repurchase Agreements		13,525	_	120
Payables under Securities Lending Transactions	474,944	105,546	4,233	936
Trading Liabilities	10,918	17,834	97	158
Trading-related Financial Derivatives	10,918	17,834	97	158
Borrowed Money	953,865	1,059,189	8,502	9,399
Borrowings	953,865	1,059,189	8,502	9,399
Foreign Exchange	86	85	0	0
Due to Foreign Banks	—	2	—	0
Borrowings from Foreign Banks		58	_	0
Foreign Exchange Bills Sold	86	16	0	0
Foreign Exchange Bills Payable		8		0 1,427
Other Liabilities	135,462	160,833	1,207	1,427
Corporate Taxes Payable	9,141	7,063	81	62
Accrued Expenses	7,119	8,114	63	
Unearned Income	8,851	10,362	78	91
Deposits by Employees	3,857	3,842	34	34
Financial Derivatives	1,238	432	11	3
Cash Collateral Received for Financial Instruments	7,446	15,307	66	135
Lease Obligations		4	0	0
Asset Retirement Obligations	62	121	0	711
Debenture Principal Payable	65,937	80,208	587	711
Other Liabilities	31,805	35,375	283	313
Reserve for Bonuses Reserve for Retirement Benefits	4,410 19,758	4,400 19,897	39 176	39 176
Reserve for Retirement Benefits for Directors		99	0	0
Reserve for Losses on Refund for Dormant Bonds		5,257	102	
Reserve for Environmental Measures	152	158	102	
Acceptances and Guarantees	103,433	102,574		910
Acceptances and Guarantees	101,980	100,965	908	
Guarantees for Agency Loans	1,452	1,609	12	
Total Liabilities	11,841,098	11,598,380	105,545	102,932
NET ASSETS			. 2070 10	
Capital	218,653	218,653	1,948	1,940
Crisis Response Reserve	150,000	150,000	1,337	1,331
Special Reserve under the Shoko Chukin Bank Law	400,811	400,811	3,572	3,557
Capital Surplus		0	0	0
Other Capital Surplus	0 0	0	0	0
Retained Earnings	145,796	118,975	1,299	1,055
Earnings Reserve	20,612	19,712	183	174
Other Retained Earnings	125,184	99,262	1,115	880
Reserve for Advanced Depreciation of Noncurrent Assets	501	541	4	4
Reserve for Particular Purposes	49,570	49,570	441	439
Retained Earnings Brought Forward	75,112	49,150	669	436
Treasury Stock	(1,038)	(1,026)	(9)	(9)
Total Shareholders' Equity	914,223	887,413	8,148	7,875
Unrealized Gains on Other Securities	23,510	21,695	209	192
Deferred Hedge Gains	48		0	
Total Valuation and Translation Adjustments	23,559	21,695	209	192
Total Net Assets	937,782	909,108	8,358	8,068
Total Liabilities and Net Assets	¥ 12,778,881	¥ 12,507,488	\$ 113,903	\$ 111,000

# Non-Consolidated Statement of Operations

The Shoko Chukin Bank, Ltd. For the years ended March 31, 2017 and 2016

	Millions of yen		Millions of U.S	dollars
	2017	2016	2017	2016
Operating Income	¥ 160,233	¥ 170,250	\$ 1,428	\$ 1,510
Interest Income	130,213	143,702	1,160	1,275
Interest on Loans	119,161	132,291	1,062	1,174
Interest and Dividends on Securities	7,253	7,807	64	69
Interest on Call Loans	570	51	5	0
Interest on Repurchase Agreement	0	6	0	0
Interest on Deposits	1,330	1,397	11	12
Interest on Interest Swaps	31	—	0	—
Other Interest Income	1,867	2,147	16	19
Fees and Commissions	11,798	11,110	105	98
Domestic and Foreign Exchange Commissions	1,549	1,568	13	13
Other Fees and Commissions	10,248	9,541	91	84
Trading Revenue	5,391	5,191	48	46
Trading Securities Revenue		160		1
Income from Securities and Derivatives Related to Trading Transactions			0	
Revenue from Trading-related Financial Derivatives	5,354	5,031	47	44
Other Operating Income	2,099	3,641	18	32
Revenue from Foreign Exchange Trading	1,495	1,674	13	14
Revenue from Sales of Government and Other Bonds	604	1,966	5	
Other Income	10,730	6,605		58
Collection of Written-off Claims	70	52	0	0
Revenue from Sales of Stocks and Other Securities	1,372	856		
Other Income	9,288	5,696	82	
Operating Expenses	111,034	136,724	989	1,213
Interest Expenses	10,869	17,655	969	1,213
Interest Deposits	3,596	4,339	30	38
Interest on Deposits	388	257	3	2
Interest on Debentures	4,365	8,606	38	
Interest on Call Money Interest on Payables under Repurchase Agreements	(31) 54	9 30	(0)	0
Interest on Debenture Rental Transactions			0	0
	38	20 4,319	0	0
Interest on Borrowed Money	2,416		21	38
Other Interest Expenses	41	72	0	0 34
Fees and Commissions	3,364	3,835	29	
Domestic and Foreign Exchange Commissions	401	392	3	3
Other Fees and Commissions	2,963	3,442	26	
Trading Expenses	24	17	0	0
Expenses on Trading Securities and Derivatives	24		0	
Expenses on Securities and Derivatives Related to Trading Transactions		17		0
Other Operating Expenses	810	743	/	6
Losses on Sales of Government and Other Bonds	260	130	2	1
Amortization of Government and Other Bonds	391	544	3	4
Amortization of Debenture Issue Expenses	14	16	0	0
Expenses on Financial Derivatives	143	51	1	0
General and Administrative Expenses	81,685	78,618	728	697
Other Expenses	14,278	35,853	127	318
Provision for Possible Loan Losses	5,926	32,677	52	289
Write-off of Loans	208	346	1	3
Loss on Sales of Stocks and Other Securities	18	113	0	1
Write-off of Stocks	82	30	0	0
Other Expenses	8,041	2,687	71	23
Profit before Income Taxes and Other	49,199	33,525	438	297

# Non-Consolidated Statement of Operations

The Shoko Chukin Bank, Ltd. For the years ended March 31, 2017 and 2016

	Millions of yen		Millions of	U.S. dollars
	2017	2016	2017	2016
Other Gains	—	22	—	0
Gains on Disposal of Fixed Assets	—	22	—	0
Other Losses	240	302	2	2
Losses on Disposal of Fixed Assets	173	196	1	1
Impairment Loss	66	106	0	0
Profit before Income Taxes	48,958	33,246	436	295
Provision for Income Taxes	14,160	14,128	126	125
Adjustment for Income Taxes	3,480	7,549	31	66
Total Income Taxes	17,640	21,678	157	192
Profit	¥ 31,318	¥ 11,567	\$ 279	\$ 102

### **PRINCIPAL SHAREHOLDERS**

#### **Common Stock**

Shareholder Name	Number of Stocks Held (Thousand shares)	Percentage of Total Common Stock Issued and Outstanding (%)
The Minister of Finance	1,016,000	46.46
Chubu Automobile Insurance Cooperative for Truck Transport Companies	8,085	0.36
Koeisha Co., Ltd.	6,087	0.27
Kantoh Automobile Insurance Cooperative for Truck Transport Companies	5,980	0.27
BOT LEASE CO., LTD.	5,300	0.24
OSAKA SEMBA FASHION CO-OPERATIVE ASSOCIATION	4,810	0.21
Hokuoh Shinyo Kumiai	4,662	0.21
Tokyo Mokuzai Tonya Kyoudou Kumiai	4,626	0.21
Kyodokumiai Koyama Kyoiku Sangyo Group	4,223	0.19
Kyouritsu Shinyo Kumiai	3,772	0.17
Total	1,063,546	48.64

Notes: 1. As of March 31, 2017.

2. In addition to the principal shareholder information presented in the preceding chart, the Shoko Chukin Bank holds 10,076 thousand shares of treasury stock, representing 0.46% of total common stock issued and outstanding.

CAPITAL RATIO (Uniform International Standards)	(¥100 million, %)
	(As of March 31, 2017)
1. Total Risk-weighted Capital Ratio (4/7)	13.16
2. Tier 1 Risk-weighted Capital Ratio (5/7)	12.03
3. Common Equity Tier 1 Risk-weighted Capital Ratio (6/7)	12.03
4. Total Capital	9,964
5. Tier 1 Capital	9,110
6. Common Equity Tier 1 Capital	9,110
7. Risk-weighted Assets	75,689
8. Total Required Capital	6,055

#### The Bank's Capital Ratio:

The Bank's capital ratio is calculated in accordance with the formula stipulated in "Standard for Assessment of Management Soundness under Announcement No. 2 of 2008 from the Financial Services Agency, the Ministry of Finance and the Ministry of Economy, Trade and Industry pursuant to Article 23, Paragraph 1 of the Shoko Chukin Bank Law." In addition to applying the uniform international standard, the Bank adopts the standard method for Credit Risk-weighted Assets calculation and the basic method for Operational Risk calculation. Market Risk is not calculated according to special provision for exclusion.

SUMMARY OF INCOME (¥100 milli				
Fiscal period ended	March 31, 2017	March 31, 2016		
Gross Operating Profit	1,344	1,413		
General and Administrative Expenses (Excluding Nonrecurring Items)	782	761		
Operating Profit (Operating Profit before Deduction of Provision for the General Reserve for Possible Loan Losses)	562	652		
Provision for the General Reserve for Possible Loan Losses	(82)	88		
Operating Profit	645	563		
Nonrecurring Loss (Including Nonrecurring Expenses)	(153)	(228)		
Income before Income Taxes and Other	491	335		
Other Gains and Losses	(2)	(2)		
Provision for Income Taxes — Corporate Tax, Inhabitant Tax and Enterprise Tax	141	141		
Adjustment of Income Taxes	34	75		
Net Income	313	115		

Note: Operating Profit is income generated by the Bank's primary businesses and is calculated using the following formula:

Operating Profit = Gross Operating Profit - (Provision for the General Reserve for Possible Loan Losses + General and Administrative Expenses (Excluding Nonrecurring Items))

#### **GROSS OPERATING PROFIT** (¥100 million, %) March 31, 2017 March 31, 2016 Fiscal period ended International Domestic Total Domestic International Total Net Interest Income 1,166 1,193 1,235 1,260 26 24 7 Fees and Commissions 76 7 84 64 72 Trading Revenue 39 14 53 25 26 51 (0) 13 12 12 Other Operating Income 16 28 Gross Operating Profit 1,344 75 1,282 61 1,338 1,413 Gross Operating Profit Ratio (%) 1.02 1.98 1.05 1.09 2.77 1.14

Notes: 1. Domestic departments handle transactions in yen with Japanese residents through the domestic branches. International departments handle transactions with non-residents in Japan, foreign currency transactions and transactions made on special international financial accounts (transactions in the Tokyo Offshore Market) through the domestic branches and those operated through the New York branch.

Gross Operating Profit

2. Gross Operating Profit Ratio = Gross Operating Profit Average Balance of Interest Earning Assets x 100

# Details of Operations (Non-Consolidated)

## **BALANCE OF LOANS**

			March 31, 2017			March 31, 2016	
Fiscal period end	ded	Domestic	International	Total	Domestic	International	Total
	Loans on Deeds	77,731	1,438	79,170	78,569	1,548	80,118
	Loans on Notes	2,739	397	3,137	2,950	365	3,315
Fiscal Period- end Balance	Overdraft	9,377		9,377	9,899	_	9,899
end balance	Bills Discounted	1,883	—	1,883	2,062	_	2,062
	Total	91,732	1,835	93,568	93,481	1,913	95,395
	Loans on Deeds	77,268	1,474	78,742	77,644	1,555	79,199
	Loans on Notes	2,808	352	3,160	2,914	391	3,305
Average Balance	Overdraft	8,830		8,830	8,818	_	8,818
balarice	Bills Discounted	1,811	—	1,811	2,001	_	2,001
	Total	90,719	1,826	92,545	91,378	1,946	93,324

Note: The average balance of foreign currency loans with domestic branches stated in the International column is calculated by the monthly current method.

BREAKDOWN OF LOAN BALANCE BY INDUSTRY		(¥100 million, %)
	As of March 31, 2017	As of March 31, 2016
Manufacturing	30,632 (32.7)	31,158 (32.7)
Machinery and Metal Product Manufacturing	15,880 (17.0)	16,057 (16.8)
Agriculture and Forestry	286 (0.3)	270 (0.3)
Fisheries	40 (0.0)	42 (0.1)
Mining and Quarrying of Stone and Gravel	130 (0.1)	133 (0.1)
Construction	2,818 (3.0)	2,884 (3.0)
Electricity, Gas, Heat Supply and Water	325 (0.4)	353 (0.4)
Information and Communications, Transport and Postal Activities	12,327 (13.2)	12,489 (13.1)
Wholesale and Retail	29,499 (31.5)	30,181 (31.6)
Finance and Insurance	450 (0.5)	470 (0.5)
Real Estate and Goods Rental and Leasing	6,941 (7.4)	7,084 (7.4)
Various Services	9,434 (10.1)	9,651 (10.1)
Local Governments	4 (0.0)	4 (0.0)
Others	134 (0.2)	137 (0.1)
Overseas and Special International Financial Accounts	541 (0.6)	532 (0.6)
Total	93,568	95,395

Note: The figures in parentheses represent percentages of the total.

(¥100 million)

PROBLEM LOANS			(¥100 million,
		As of March 31, 2017	As of March 31, 2016
Loans to Bankrupt Companies	(A)	584	682
(Loans to Bankrupt Companies other than Loss Classification Loans)	(B)	(258)	(274)
Overdue Loans	(C)	3,540	3,812
(Overdue Loans other than Loss Classification Loans)	(D)	(2,931)	(3,134)
Loans Overdue for 3 Months or Longer	(E)	0	5
Rescheduled Loans	(F)	172	143
Total Problem Loans	(G) = (A) + (C) + (E) + (F)	4,297	4,644
Loss Classification Loans in Loans to Bankrupt Companies	(H)	325	407
Loss Classification Loans in Overdue Loans	(I)	608	678
Problem Loans other than Loss Classification Loans	(J) = (B) + (D) + (E) + (F)	3,363	3,559
Loans other than Loss Classification Loans	(K)	92,643	94,324
Percentage of Loans (%)	(J)/(K)	3.6	3.8

Notes 1. Loans to Bankrupt Companies are loans for which accrued interest is not shown in the accounts\* based on the assumption that principal or interest is likely to be unrecoverable (because interest or principal payments have been long overdue or for other reasons), where the loans in question are affected by the circumstances defined in Article 96, Clause 1, Numbers 3a-e or Number 4 of the Corporation Tax Law Enforcement Ordinance (Cabinet Ordinance No. 97 of 1965).

 Overdue Loans are loans of which accrued interest is not shown in the accounts, excluding loans to bankrupt companies and loans of which the rescheduling of interest payments have been granted to support the financial restructuring of the borrowers.

 Loans Overdue for 3 Months or Longer are defined as loans on which principal or interest payments are overdue by 3 months or longer reckoning from the payment date stipulated in the contract. The loans that are classified as loans to bankrupt companies and overdue loans are excluded.
Rescheduled Loans are loans other than in Loans to Bankrupt Companies, Overdue Loans or Loans Overdue for 3 Months or Longer for which the terms have been

4. Rescheduled Loans are loans other than in Loans to Bankrupt Companies, Overdue Loans or Loans Overdue for 3 Months or Longer for which the terms have been eased to support the financial restructuring of the borrower through measures agreed in favor of the borrower, such as reduction of interests payments, postponement of interest or principal repayments and abandonment of claims.

 Loss Classification Loans are those that are classified as unrecoverable based on our self-assessment of assets. The full amount of these loans is included in the Reserve for Possible Loan Losses.

6. Problem Loans other than Loss Classification Loans equal the amount of problem loans minus the amount of the loans defined in Note 5. (The amount of Loss Classification Loans deducted from Problem Loan balances at the end of the fiscal 2015 was ¥108.5 billion out of the Provision for Possible Loan Losses of ¥194.6 billion and at the end of the fiscal 2016 was ¥93.3 billion out of the Provision for Possible Loan Losses of ¥179.2 billion.)

\* Loans for which accrued interest is not shown in the accounts: loans to bankrupt companies for which accrued interest is not shown in the accounts based on the assumption that principal or interest is likely to be unrecoverable because the interest or principal payments have been long overdue or for other reasons (excluding loans that have been written off.)