Financial Results for FY2005 Ended March 31,2006
\& Projections for FY2006

THE JOYO BANK, LTD.
June 2006

## JOYO BANK

## Performance highlights

- Both net business income and net income exceeded initial forecasts. Compared to the forecast, the profit increases were due to increased fees from sales of investment trusts and interests from securities held, while expenses decreased.
-For FY2006, core net business income of $¥ 48$ billion is forecasted to reflect lower projected interest from foreign currency operations due to a rise in overseas short-term interest rate, and increases in expenses. Net income is expected to rise to $¥ 26$ billion due to lower expected credit expenses.
- Net credit expenses increased temporarily in FY2005 due to a more conservative self assessment and the use of a longer term loan loss ratio. However, quality of total assets is improving and expenses are expected to be stabilized at a lower level in FY2006.

G\&A expenses is projected to increase to $¥ 71.5$ billion due to strengthening operations, such as strengthening the fee based businesses.


Financial Results for FY2005

## JOYO BANK

## Summary financial results for FY2005

Net business income, core net business income, ordinary profit and net income all surpassed the original FY2005 target.

| (Y bn) | FY2005 | FY2004 | change |
| :---: | :---: | :---: | :---: |
| Net business income | 55.3 | 49.0 | 6.2 |
| Core net business income | 53.7 | 52.6 | 1.0 |
| Gross business profit | 123.9 | 118.2 | 5.6 |
| Net interest income | 106. 7 | 106. 5 | 0.1 |
| Fees and commissions | 14.7 | 13.3 | 1.3 |
| G\&A expenses | 69.3 | 69.2 | 0.1 |
| Net transfer to general reserve for possible loan losses | $\triangle 0.8$ | - | $\triangle 0.8$ |
| Net non-recurring gains(losses) | $\triangle 14.3$ | $\triangle 7.5$ | $\triangle 6.7$ |
| Disposals of non-performing loans | 16.1 | 10.1 | 5.9 |
| Net gains(losses) on equity securities | 0.7 | 2.5 | $\triangle 1.8$ |
| Ordinary profit | 41.0 | 41.5 | $\triangle 0.4$ |
| Net special gains(losses) | 0.9 | 2.2 | $\triangle 1.3$ |
| Gains on loan charged-offs | 2.4 | 2.3 | 0.0 |
| Impairment of fixed assets | 1.1 | - | 1.1 |
| Net income after tax | 24.7 | 26.1 | $\triangle 1.4$ |
|  |  |  |  |
| Net credit expenses | 12.9 | 6.9 | 5.9 |


| change from <br> forecast at the <br> original target |
| ---: |
| 5.3 |
| 1.7 |
| $\Delta 0.1$ |
| 1.7 |
| $\Delta 1.3$ |
| $\Delta 0.9$ |
| $\Delta 1.0$ |
| 1.0 |
| 0.0 |
| 1.0 |
| 0.1 |
| 0.2 |
| 0.1 |
| 0.7 |
| 0.1 |

Net business income and core net business income exceeded initial forecasts.

## FY2005 showed;

1. Steady increase in investment trust sales and residential loans. Investment trust sales totaled $¥ 180$ billion, an increase of $¥ 60$ billion compared to the previous fiscal year. Residential loans outstanding increased by $¥ 58$ billion to $¥ 1,090$ billion.
2. Increase in SME loans.
3. Increase in interest income from securities due to strengthening fund operations.
4. Decrease in G\&A expenses.

- Net credit expenses was less than expected, due to improvements in asset quality.


## JOYO BANK

## Summary projections for FY2006

Net business income projected to decline to $¥ 50$ billion due to lower interest margins in securities and increase in expenses.
Ordinary profit projected to increase to $¥ 43$ billion and net income to $¥ 26$ billion, due to a decrease in credit expenses.

| (Y bn) | $\begin{aligned} & \text { FY2006 } \\ & \text { projection } \end{aligned}$ | FY2005 | change |
| :---: | :---: | :---: | :---: |
| Net business income | 50.0 | 55.3 | $\triangle 5.3$ |
| Core net business income | 48.0 | 53.7 | $\triangle 5.7$ |
| Gross business profit | 122.0 | 123.9 | $\triangle 1.9$ |
| Net interest income | 101.2 | 106.7 | $\triangle 5.5$ |
| Fees and commissions | 16.5 | 14.7 | 1.8 |
| G\&A expenses | 71.5 | 69.3 | 2.2 |
| Net transfer to general reserve for possible loan losses (A) | 0.5 | $\triangle 0.8$ | 1.3 |
| Net non-recurring gains(losses) | $\triangle 6.8$ | $\triangle 14.3$ | 7.5 |
| Disposals of non-performing loans (B) | 7.5 | 16.1 | $\triangle 8.6$ |
| Net gains(losses) on equity securities | 0.0 | 0.7 | $\triangle 0.7$ |
| Ordinary profit | 43.0 | 41.0 | 2.0 |
| Net special gains(losses) | 1.0 | 0.9 | 0.1 |
| Gains on loan charged-offs (C) | 1.5 | 2.4 | $\triangle 0.9$ |
| Net income after tax | 26.0 | 24.7 | 1.3 |
| Net credit expenses (A)+(B)-(C) | 6.5 | 12.9 | $\triangle 6.4$ |


| 1H FY2006 <br> projection | 1H FY2005 | change |
| ---: | ---: | ---: |
| 24.0 | 27.0 | $\Delta 3.0$ |
| 23.5 | 25.3 | $\Delta 1.8$ |
| 61.2 | 61.5 | $\Delta 0.3$ |
| 50.8 | 52.8 | $\Delta 2.0$ |
| 8.2 | 7.0 | 1.2 |
| 36.5 | 35.3 | 1.2 |
| 1.0 | $\Delta 0.8$ | 1.8 |
| $\Delta 3.1$ | $\Delta 8.7$ | 5.6 |
| 4.0 | 10.8 | $\Delta 6.8$ |
| 0.0 | 0.4 | $\Delta 0.4$ |
| 21.0 | 18.2 | 2.8 |
| 0.5 | 0.1 | 0.4 |
| 0.8 | 1.2 | $\Delta 0.5$ |
| 12.5 | 10.4 | 2.1 |
| 4.2 | 8.7 | $\Delta 4.6$ |

## Top Line Growth

## JOYO BANK

## Residential loans

Residential loans continued to steadily increase. Increasing housing construction from the opening of the 'Tsukuba Express' also provided loan potentials.



<Measures taken in FY 2005>

- Established first specialized branch outside the Ibaraki prefecture. "Oyama Loan Plaza"
- Business alliances in the developing 'Tsukuba area’.
- Began offering completely fixed interest rate housing loans in Jan 06.
- Established a specialized branch in Moriya in Feb 06.
- Increased apartment construction in FY 2005 is expected to lead to increasing housing loan demand in FY 2006.


## JOYO BANK

## Fee-based businesses

Assets under custody projected to reach to 1 trillion yen during FY2006.
Fee incomes also projected to increase steadily.

<Measures taken in FY 2005>

- Strengthened sales promotions at OTC
$\rightarrow$ Improved education system to include more practical sales skills
$\rightarrow$ Introduced brand-new CRM system
$\rightarrow$ Increased sales staff at call centers
- Restructured sales structure
$\rightarrow$ Introduced trial financial planner system (assembled those who are highly qualified). Planned to formally introduce the system in FY06 (to 7 regions within Ibaraki)


## JOYO BANK

## Loans to corporate customers

Average loan balance to corporates including SMEs shows steady increase.


## Fee-based businesses to corporate customers

Expand fee based businesses through the offering of sophisticated financial services.





## JOYO BANK

## Securities portfolio

Optimized asset allocation based on risk analysis and correlation. Increased yield on the securities portfolio and had approximately $¥ 180$ billion in unrealized gains.


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## Bond portfolio

To benefit from interest rate rises, approximately $40 \%$ of the straight bonds are shorter than 3 years in maturity.

Japanese yen bond balance
(types of bonds)


Duration: 3.2 years
A quarter of the portfolio is comprised of FRNs

Balance of SB based on remaining periods


- Expecting interest rate rise, approximately 40\% are shorter than 3 year maturity.
-Portfolio structured to benefit from a rising interest rate environment.


## JOYO BANK

## Credit Cost \& Expenses

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## Credit expenses

Net credit expenses expected to decrease significantly.
Credit expense ratios: 16bps ${ }^{(*)}$ in FY04, 29bps in FY05, estimated to be less than 20bps in FY2006.
(*)Net credit expenses decreased dramatically in FY04 due to reversal of the provision for doubtful receivables. $_{\text {F }}$

Core net business income and net credit expenses
$※$ Net credit expenses=Net transfer to general reserve for possible loan losses + Disposal of loans - gains on loan charged-offs - reversal of allowance of loan losses


## JOYO BANK

## Non performing loans

While non performing loans increased temporarily due to a more conservative self assessment, the quality of loans is expected to improve.

## Non-performing loans under Financial Revitalization Law



## JOYO BANK

## Operating efficiency

Total expense level remained flat as existing expenses were reduced to offset increased spending in financial security investments.

G\&A Expenses and OHR*
※OHR : core net business income basis


## JOYO BANK

Policy for Return to Shareholders

## JOYO BANK

## Returns to shareholders in FY2005

## Basic strategy (announced November 05)

- Shareholder Return Ratio*

Targeting ratio equal to or higher than 40\%.

* Shareholder Return Ratio = (Dividends paid + Stock repurchases) / Net income after tax
- Dividend Pay-out Ratio

Targeting ratio equal to or higher than 20\% while maintaining stable dividend payment policy.
$\Rightarrow$ Dividend in FY 2006
Based on business projections, increase dividends by 1 yen, to 7 yen per share.

|  | FY2002 | FY2003 | FY2004 | FY2005 | FY2006 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Number of stocks repurchased(thousands) | 6,508 | 24,401 | 4,122 | 9,955 |  |
| Total amount of stock repurchases (Y bn) | 2.1 | 8.1 | 1.8 | 7.2 |  |
| Number of stocks retired(thousands) | - | - | - | 13,000 |  |
| Number of treasury stocks(thousands) | 5,933 | 30,154 | 33,845 | 30,466 |  |
| Total dividends(Y bn) | 4.3 | 4.1 | 4.9 | 4.9 |  |
| Dividend per stock(Y) | 5.0 | 5.0 | 6.0 | 6.0 | 7.0 |


| Net income after tax(non-consolidated)(Y bn) | 8.3 | 22.8 | 26.1 | 24.7 | 26.0 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Share holder return ratio(\%) | 77.1 | 54.2 | 26.2 | 49.2 | $40 \leqq$ |
| Dividend pay-out ratio(\%) | 51.3 | 18.4 | 19.1 | 20.0 | $20 \leqq$ |

## JOYO BANK

## Appendix

## JOYO BANK

 Economic indicators for Ibaraki Prefecture (1)|  | Contents | Unit | Ibaraki | Japan | Rank | Date |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Land area | Total land area | km ${ }^{2}$ | 6,096 | 377,907 | 23 | Oct 1, 2004 |
|  | Liveable land area | km ${ }^{2}$ | 3,976 | 126,358 | 4 | Oct 1, 2004 |
| Population | Population | thousands | 2,980 | 127,760 | 11 | Oct 1, 2005 |
|  | Proportion of aged population | \% | 18.5 | 19.5 | 39 | Oct 1, 2004 |
| Economy | Prefectural GDP | Y Bn | 11,150 | 495,772 | 11 | 2003 |
|  | Prefectural income (per person) | Y MM | 2.98 | 2.96 | 10 | 2003 |
| Industry | Farm output | Y Bn | 420 | 8,914 | 3 | 2004 |
|  | Value of manufactured goods shipment | Y Bn | 10,437 | 284,418 | 9 | 2004 |
|  | Annual sales of merchandizing goods(wholesale) | Y Bn | 3,749 | 405,650 | 16 | 2004 |
|  | Annual sales of merchandizing goods(retail) | Y Bn | 2,902 | 133,328 | 13 | 2004 |
|  | Number of establishments | - | 123,187 | 5,728,492 | 14 | 2004 |
|  | Number of factories newly located | number/km ${ }^{2}$ | 48/1.28 | 1,545/22.39 | 11/3 | in 2005 |

Source:Statistics Div of Ibaraki Pref, Kanto Bureau of Economy, Trade and Industry

## JOYO BANK

## Economic indicators for Ibaraki Prefecture (2)



## Corporate sentiment flat.

- Manufacturing: Showing favorable trend. Expected to improve.
- Non manufacturing: Showing unfavorable trend.



## Real economic growth of 0.7\%

- Ibaraki posted real economic growth of 0.7\% between October and December 2005, the fourth consecutive positive quarter.


## JOYO BANK

## Average capital balance

|  | FY2005 |  |  | Change from FY2004 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average balance | Yield | Interest income | Average balance | Yield | Interest income |
| Loans and bills | 4,458.6 | 1.81 | 80, 791 | 63.0 | -0. 09 | 43, 101 |
| JPY | 4,457.4 | 1.81 | 80, 748 | 62.0 | -0.09 | 43,138 |
| Foreign | 1.1 | 3.65 | 42 | 0.9 | 1.03 | 36 |
| Securities | 2,393.3 | 1.82 | 43, 592 | 156.5 | 0.30 | 9,429 |
| Bonds | 1,463.8 | 1.00 | 14,643 | 128.9 | 0.10 | 3, 141 |
| Stocks | 118.4 | 2.05 | 2,436 | 2.0 | 0.37 | 477 |
| Foreign bonds | 720.8 | 3.23 | 23,321 | 28.1 | 0.60 | 5,052 |
| Others | 90.1 | 3.54 | 3,192 | -2.5 | 0.92 | 759 |
| Call loans | 8.7 | 2.85 | 249 | -6. 2 | 2.54 | 202 |
| JPY | 3.9 | 0.00 | 0 | -7.9 | 0.00 | 0 |
| Foreign | 4.8 | 5.18 | 249 | 1.6 | 3.70 | 203 |
| Bills bought | 0.0 | 0.00 | 0 | 0.0 | 0.00 |  |
| Other debt purchased | 67.2 | 0.35 | 236 | 26.0 | -0. 03 | 77 |
| Due from banks | 37.3 | 2.23 | 836 | (10. 8 | 0.49 | $\triangle 6$ |
| NCD | - | - | - | - | - |  |
| Foreign exchange assets | 1.2 | 3.01 | 36 | -0.2 | 0.44 | (1) |
| Others | - | - | 73 | - | - | $\Delta 1$ |
| Interest rate swaps |  |  | - |  |  |  |
| Interest earning assets | 6,968.0 | 1.80 | 125,817 | 229.1 | 0.04 | 6,600 |


|  | FY2005 |  |  | Change from FY2004 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\overline{\text { Average }}$ balance | Yield | Interest expense | Average balance | Yield | Interest expense |
| Deposits | 6,139.0 | 0.05 | 3,590 | 32.9 | 0.01 | 886 |
| JPY | 6,025.8 | 0.02 | 1,218 | 49.2 | 0.00 | -144 |
| Foreign | 113.2 | 2.09 | 2,372 | (16.3 | 1.06 | 1,030 |
| NCD | 91.3 | 0.02 | 21 | 440.5 | -0.01 | -23 |
| Call money | 310.7 | 0.91 | 2,838 | 148.3 | 0.21 | 1,699 |
| JPY | 238.0 | 0.00 | 9 | 133.4 | 0.00 | 7 |
| Foreign | 72.7 | 3.89 | 2,828 | 14.8 | 1.93 | 1,692 |
| Bills sold | - | - | - | - | - | - |
| Borrowed money | 83.7 | 1.50 | 1,257 | (2.2 | (0.13 | (151 |
| Foreign exchange liabilities | 0.1 | 0.00 | 0 | 0.0 | 0.00 | 0 |
| Bonds | 15.0 | 2.22 | 334 | 0.0 | 0.00 | 1 |
| Others | 1.6 | - | 9,325 | 0.0 |  | 3,790 |
| Interest rate swaps |  |  | 9,285 |  |  | 4,048 |
| Interest bearing liabilities | 6,787.9 | 0.28 | 19,037 | 195.9 | 0.09 | 6,415 |
| Other expenses | 2.0 | 0.06 | 1 | 1.8 | ⓪.01 | 1 |
| Interest bearing liabilities | 6,785. 8 | 0.28 | 19,036 | 194.0 | 0.09 | 6,414 |

## JOYO BANK

## Interest yields



| Average yield on loans and bills discounted (excluding loans to MOF) (E) | 2.05 | 1.99 | 1.98 | 1.90 | 1.88 | $\triangle 0.10$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Difference between average yield on loans and deposits (excluding loans to MOF) (E)-(C) | 2.03 | 1.97 | 1.96 | 1.88 | 1.86 | $\triangle 0.10$ |

## Yen denominated loans (1)

© Self-assessed breakdown by regions
(Y bn)

|  | 04/9 |  | 05/3 |  | 05/9 |  | 06/3 |  | Change from 05/3 |  | Change from 05/9 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Term-end balance | Proportion | Term-end balance | Proportion | Term-end balance | Proportion | Term-end balance | Proportion | Term-end balance | Change in \% | Term-end balance | Change in \% |
| Yen denominated loans | 4,348.9 | 100.0\% | 4,375.4 | 100.0\% | 4,372.2 | 100.0\% | 4,432.7 | 100.0\% | 57.3 | 1.3\% | 60.5 | 1.4\% |
| Normal | 3,898.5 | 89.6\% | 3,936.2 | 90.0\% | 3,713.4 | 84.9\% | 3,828.9 | 86.4\% | $\triangle 107.3$ | $\triangle 2.7 \%$ | 115.5 | 3.1\% |
| Other than Tokyo and Osaka | 3,079.8 | 70.8\% | 3,108.9 | 71.1\% | 2,924.5 | 66.9\% | 2,979.9 | 67.2\% | $\triangle 129.0$ | $\triangle 4.1 \%$ | 55.4 | 1.9\% |
| (Loans excluding loans to MOF and DICJ ${ }^{*}$ | 2,918.7 | 67.1\% | 2,946.7 | 67.3\% | 2,834.1 | 64.8\% | 2,927.9 | 66.1\% | $\triangle 18.8$ | $\triangle 0.6 \%$ | 93.8 | 3.3\% |
| In Ibaraki | 2,612.3 | 60.1\% | 2,634.5 | 60.2\% | 2,461.4 | 56.3\% | 2,496.8 | 56.3\% | $\triangle 137.7$ | $\triangle 5.2 \%$ | 35.4 | 1.4\% |
| (Loans excluding loans to MOF and DICJ*) | 2,451.2 | 56.4\% | 2,472.3 | 56.5\% | 2,371.0 | 54.2\% | 2,444.8 | 55.2\% | $\triangle 27.5$ | $\triangle 1.1 \%$ | 73.8 | 3.1\% |
| In Miyagi , Fukushima and Tochigi | 361.4 | 8.3\% | 363.6 | 8.3\% | 361.3 | 8.3\% | 376.6 | 8.5\% | 13.0 | 3.6\% | 15.3 | 4.2\% |
| In Chiba and Saitama | 106.0 | 2.4\% | 110.6 | 2.5\% | 101.7 | 2.3\% | 106.4 | 2.4\% | $\triangle 4.2$ | $\triangle 3.8 \%$ | 4.7 | 4.6\% |
| In Tokyo and Osaka | 818.6 | 18.8\% | 827.2 | 18.9\% | 788.9 | 18.0\% | 848.9 | 19.2\% | 21.7 | 2.6\% | 60.0 | 7.6\% |
| Other than in need of special caution | 237.6 | 5.5\% | 239.9 | 5.5\% | 417.7 | 9.6\% | 383.0 | 8.6\% | 143.1 | 59.6\% | $\triangle 34.7$ | $\triangle 8.3 \%$ |
| In need of special caution | 100.0 | 2.3\% | 85.8 | 2.0\% | 93.3 | 2.1\% | 82.3 | 1.9\% | $\triangle 3.5$ | $\triangle 4.1 \%$ | $\triangle 11.0$ | $\triangle 11.8 \%$ |
| Potentially bankrupt or worse | 112.6 | 2.6\% | 113.4 | 2.6\% | 147.6 | 3.4\% | 138.3 | 3.1\% | 24.9 | 22.0\% | $\triangle 9.3$ | $\triangle 6.3 \%$ |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Normal (loans excluding loans to MOF and DICJ) | 3,737.4 | 89.2\% | 3,774.0 | 87.9\% | 3,540.9 | 82.7\% | 3,776.9 | 86.2\% | 2.9 | 0.1\% | 236.0 | 6.7\% |

© Breakdown by regions

|  | 04/9 |  | 05/3 |  | 05/9 |  | 06/3 |  | Change from 05/3 |  | Change from 05/9 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Term-end balance | Proportion | Term-end balance | Proportion | Term-end balance | Proportion | Term-end balance | Proportion | Term-end balance | Change in \% | Term-end balance | Change in \% |
| Yen denominated loans | 4,348.9 | 100.0\% | 4,375.4 | 100.0\% | 4,372.2 | 100.0\% | 4,432.7 | 100.0\% | 57.3 | 1.3\% | 60.5 | 1.4\% |
| Other than Tokyo and Osaka | 3,491.7 | 80.3\% | 3,510.9 | 80.2\% | 3,506.0 | 80.2\% | 3,515.2 | 79.3\% | 4.3 | 0.1\% | 9.2 | 0.3\% |
| In Ibaraki | 2,923.2 | 67.2\% | 2,939.0 | 67.2\% | 2,936.8 | 67.2\% | 2,938.4 | 66.3\% | $\triangle 0.6$ | $\triangle 0.0 \%$ | 1.6 | 0.1\% |
| In Miyagi and Fukushima and Tochigi | 445.1 | 10.2\% | 444.5 | 10.2\% | 442.4 | 10.1\% | 448.5 | 10.1\% | 4.0 | 0.9\% | 6.1 | 1.4\% |
| In Chiba and Saitama | 123.2 | 2.8\% | 127.3 | 2.9\% | 126.7 | 2.9\% | 128.3 | 2.9\% | 1.0 | 0.8\% | 1.6 | 1.3\% |
| In Tokyo and Osaka | 857.2 | 19.7\% | 864.5 | 19.8\% | 866.2 | 19.8\% | 917.4 | 20.7\% | 52.9 | 6.1\% | 51.2 | 5.9\% |
| Yen Loans excluding loans to MOF and DICJ ${ }^{*}$ | 4,187.8 |  | 4,213.2 |  | 4,199.7 |  | 4,380.7 |  | 167.5 | 4.0\% | 181.0 | 4.3\% |
| Other than Tokyo and Osaka | 3,330.6 |  | 3,348.7 |  | 3,333.5 |  | 3,463.2 |  | 114.5 | 3.4\% | 129.7 | 3.9\% |
| In Ibaraki | 2,762.1 |  | 2,776.8 |  | 2,764.3 |  | 2,886.4 |  | 109.6 | 3.9\% | 122.1 | 4.4\% |

## JOYO BANK

## Yen denominated loans (2)

© Breakdown by type
(Y bn)

|  | 04/9 |  | 05/3 |  | 05/9 |  | 06/3 |  | Change from 05/3 |  | Change from 05/9 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Term-end balance | Proportion | Term-end balance | Proportion | Term-end balance | Proportion | Term-end balance | Proportion | Term-end balance | Change in \% | Term-end balance | Change in \% |
| Yen denominated loans | 4,348.9 | 100.0\% | 4,375.4 | 100.0\% | 4,372.2 | 100.0\% | 4,432.7 | 100.0\% | 57.3 | 1.3\% | 60.5 | 1.4\% |
| Consumer loans | 1,295.9 | 29.8\% | 1,309.8 | 29.9\% | 1,324.0 | 30.3\% | 1,349.4 | 30.4\% | 39.6 | 3.0\% | 25.4 | 1.9\% |
| Corporate loans | 2,223.6 | 51.1\% | 2,312.4 | 52.9\% | 2,286.6 | 52.3\% | 2,336.2 | 52.7\% | 23.8 | 1.0\% | 49.6 | 2.2\% |
| corporate loans excluding loans to DICJ ${ }^{\text {* }}$ | 2,223.6 | - | 2,230.3 | - | 2,204.5 | - | 2,336.2 | - | 105.9 | - | 131.7 | - |
| Major companies | 679.3 | 15.6\% | 758.5 | 17.3\% | 760.4 | 17.4\% | 799.8 | 18.0\% | 41.3 | 5.4\% | 39.4 | 5.2\% |
| Medium sized companies | 199.9 | 4.6\% | 191.8 | 4.4\% | 174.0 | 4.0\% | 169.5 | 3.8\% | $\triangle 22.3$ | $\triangle 11.6 \%$ | $\triangle 4.5$ | $\triangle 2.6 \%$ |
| Small and medium sized companies | 1,344.2 | 30.9\% | 1,362.0 | 31.1\% | 1,352.2 | 30.9\% | 1,366.7 | 30.8\% | 4.7 | 0.3\% | 14.5 | 1.1\% |
| Public sector | 829.4 | 19.1\% | 753.0 | 17.2\% | 761.5 | 17.4\% | 747.1 | 16.9\% | $\triangle 5.9$ | $\triangle 0.8 \%$ | $\triangle 14.4$ | $\triangle 1.9 \%$ |
| Loans to MOF | 161.1 | 3.7\% | 80.1 | 1.8\% | 90.4 | 2.1\% | 52.0 | 1.2\% | $\triangle 28.1$ | $\triangle 35.1 \%$ | $\triangle 38.4$ | $\triangle 42.5 \%$ |


| OPersonal loans |  |  |  |  |  |  |  |  |  |  |  | (Y bn) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 04/9 |  | 05/3 |  | 05/9 |  | 06/3 |  | Change from 05/3 |  | Change from 05/9 |  |
|  | Term-end balance | Proportion | Term-end balance | Proportion | Term-end balance | Proportion | Term-end balance | Proportion | Term-end balance | Change in \% | Term-end balance | Change in \% |
| Personal loans | 1,295.9 | 100.0\% | 1,309.8 | 100.0\% | 1,324.0 | 100.0\% | 1,349.4 | 100.0\% | 39.6 | 3.0\% | 25.4 | 1.9\% |
| Residential loans | 1,003.5 | 77.4\% | 1,031.0 | 78.7\% | 1,054.4 | 79.6\% | 1,089.1 | 80.7\% | 58.1 | 5.6\% | 34.7 | 3.3\% |
| Consumer loans | 93.8 | 7.2\% | 90.6 | 6.9\% | 88.9 | 6.7\% | 86.3 | 6.4\% | $\triangle 4.3$ | $\triangle 4.7 \%$ | $\triangle 2.6$ | $\triangle 2.9 \%$ |
| Loans to small businesses | 198.6 | 15.3\% | 188.2 | 14.4\% | 180.7 | 13.6\% | 174.0 | 12.9\% | $\triangle 14.2$ | $\triangle 7.5 \%$ | $\triangle 6.7$ | $\triangle 3.7 \%$ |


| ©Corporate loans |  |  |  |  |  |  | ( Y bn ) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 04/9 |  | 05/3 |  | 05/9 |  | 06/3 |  | Change from 05/3 |  | Change from 05/9 |  |
|  | Term-end balance | Proportion | Term-end balance | Proportion | Term-end balance | Proportion | Term-end balance | Proportion | Term-end balance | Change in \% | Term-end balance | Change in \% |
| Yen denominated loans | 2,223.6 | 100.0\% | 2,312.4 | 100.0\% | 2,286.6 | 100.0\% | 2,336.2 | 100.0\% | 23.8 | 1.0\% | 49.6 | 2.2\% |
| Yen loans excluding loans to DICJ* | 2,223.6 | - | 2,230.3 | - | 2,204.5 | - | 2,336.2 | - | 105.9 | - | 131.7 | 6.0\% |
| Other than Tokyo and Osaka | 1,400.1 | 63.0\% | 1,480.6 | 64.0\% | 1,458.4 | 63.8\% | 1,451.6 | 62.1\% | $\triangle 29.0$ | $\triangle 2.0 \%$ | $\triangle 6.8$ | $\triangle 0.5 \%$ |
| Excluding loans to DICJ * | 1,400.1 | - | 1,398.5 | - | 1,376.3 | - | 1,451.6 | - | 53.1 | - | 75.3 | - |
| In Ibaraki | 990.5 | 44.5\% | 1,067.6 | 46.2\% | 1,048.7 | 45.9\% | 1,035.1 | 44.3\% | $\triangle 32.5$ | $\triangle 3.0 \%$ | $\triangle 13.6$ | $\triangle 1.3 \%$ |
| In Miyagi , Fukushima and Tochigi | 329.9 | 14.8\% | 329.0 | 14.2\% | 325.2 | 14.2\% | 329.8 | 14.1\% | 0.8 | 0.2\% | 4.5 | 1.4\% |
| In Chiba and Saitama | 79.6 | 3.6\% | 84.0 | 3.6\% | 84.5 | 3.7\% | 86.8 | 3.7\% | 2.8 | 3.3\% | 2.3 | 2.7\% |
| In Tokyo and Osaka | 823.5 | 37.0\% | 831.9 | 36.0\% | 828.2 | 36.2\% | 884.5 | 37.9\% | 52.6 | 6.3\% | 56.2 | 6.8\% |

[^0]
## JOYO BANK

## Deposits and assets under custody

| ODeposits (Y bn) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 04/9 |  | 05/3 |  | 05/9 |  | 06/3 |  | Change from 05/3 |  | Change from 05/9 |  |
|  | Term-end balance | Proportion | Term-end balance | Proportion | Term-end balance | Proportion | Term-end balance | Proportion | Term-end balance | Change in \% | Term-end balance | Change in \% |
| Deposits | 6,046.1 | 100.0\% | 6,139.7 | 100.0\% | 6,105.1 | 100.0\% | 6,146.4 | 100.0\% | 6.7 | 0.1\% | 41.3 | 0.7\% |
| Yen deposits | 5,911.2 | 97.8\% | 5,999.9 | 97.7\% | 5,985.3 | 98.0\% | 6,054.3 | 98.5\% | 54.4 | 0.9\% | 69.0 | 1.2\% |
| Foreign deposits | 111.9 | 1.9\% | 111.4 | 1.8\% | 101.2 | 1.7\% | 79.3 | 1.3\% | $\triangle 32.1$ | $\triangle 28.8 \%$ | $\triangle 21.9$ | $\triangle 21.6 \%$ |
| JOM deposits | 22.9 | 0.4\% | 28.3 | 0.5\% | 18.6 | 0.3\% | 12.8 | 0.2\% | $\triangle 15.5$ | $\triangle 54.8 \%$ | $\triangle 5.8$ | $\triangle 31.2 \%$ |
| Others | - | 0.0\% | - | 0.0\% | - | 0.0\% | - | 0.0\% | - | - | - | - |
| NCDs | 127.8 |  | 57.4 |  | 55.2 |  | 34.5 |  | $\triangle 22.9$ | $\triangle 39.9 \%$ | $\triangle 20.7$ | $\triangle 37.5 \%$ |

© Yen products
(Y bn)

|  | 04/9 |  | 05/3 |  | 05/9 |  | 06/3 |  | Change from 05/3 |  | Change from 05/9 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Term-end balance | Proportion | Term-end balance | Proportion | Term-end balance | Proportion | Term-end balance | Proportion | Term-end balance | Change in \% | Term-end balance | Change in \% |
| Yen deposits | 5,911.2 | 100.0\% | 5,999.9 | 100.0\% | 5,985.3 | 100.0\% | 6,054.3 | 100.0\% | 54.4 | 0.9\% | 69.0 | 1.2\% |
| Personal | 4,554.4 | 77.0\% | 4,539.3 | 75.7\% | 4,577.1 | 76.5\% | 4,627.1 | 76.4\% | 87.8 | 1.9\% | 50.0 | 1.1\% |
| Corporate | 1,049.8 | 17.8\% | 1,145.8 | 19.1\% | 1,107.3 | 18.5\% | 1,137.7 | 18.8\% | $\triangle 8.1$ | $\triangle 0.7 \%$ | 30.4 | 2.7\% |
| Public sector | 307.0 | 5.2\% | 314.8 | 5.2\% | 300.9 | 5.0\% | 289.5 | 4.8\% | $\triangle 25.3$ | $\triangle 8.0 \%$ | $\triangle 11.4$ | $\triangle 3.8 \%$ |

©Financial Products(Personal)

|  | 04/9 |  | 05/3 |  | 05/9 |  | 06/3 |  | Change from 05/3 |  | Change from 05/9 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Term-end balance | Proportion | Term-end balance | Proportion | Term-end balance | Proportion | Term-end balance | Proportion | Term-end balance | Change in \% | Term-end balance | Change in \% |
| Personal | 5,111.3 | 100.0\% | 5,213.9 | 100.0\% | 5,338.3 | 100.0\% | 5,479.0 | 100.0\% | 265.1 | 5.1\% | 140.7 | 2.6\% |
| Liquid | 2,201.5 | 43.1\% | 2,228.9 | 42.7\% | 2,309.5 | 43.3\% | 2,409.6 | 44.0\% | 180.7 | 8.1\% | 100.1 | 4.3\% |
| Time deposits | 2,352.9 | 46.0\% | 2,310.4 | 44.3\% | 2,267.6 | 42.5\% | 2,217.5 | 40.5\% | $\triangle 92.9$ | $\triangle 4.0 \%$ | $\triangle 50.1$ | $\triangle 2.2 \%$ |
| (Sub total) | 4,554.4 | 89.1\% | 4,539.3 | 87.1\% | 4,577.1 | 85.7\% | 4,627.1 | 84.5\% | 87.8 | 1.9\% | 50.0 | 1.1\% |
| Financial products | 556.9 | 10.9\% | 674.6 | 12.9\% | 761.2 | 14.3\% | 851.9 | 15.5\% | 177.3 | 26.3\% | 90.7 | 11.9\% |

## JOYO BANK

## Securities portfolio

## Balance of securities

(Y bn)

|  | 04/3 |  | 05/3 |  | 06/3 |  | Change from 04/3 |  | Change from 05/3 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Balance | Proportion | Balance | Proportion | Balance | Proportion | Balance | Proportion | Balance | Proportion |
| Yen denominated bonds | 1,510.3 | 69.8\% | 1,632.3 | 70.2\% | 1,593.1 | 69.0\% | 82.8 | $\triangle 0.8 \%$ | $\triangle 39.2$ | $\triangle 1.3 \%$ |
| Duration(years) | 2.8 | - | 2.8 | - | 3.2 | - | 0.3 | - | 0.4 | - |
| Fix rate notes | 1,156.1 | 53.4\% | 1,203.6 | 51.8\% | 1,201.3 | 52.0\% | 45.2 | $\triangle 1.4 \%$ | $\triangle 2.3$ | 0.2\% |
| (Average yield:\%) | (1.00) | - | (0.92) | - | (1.09) | - | (0.09) | - | (0.18) | - |
| Floating rate notes | 354.1 | 16.4\% | 428.7 | 18.4\% | 391.8 | 17.0\% | 37.7 | 0.6\% | $\triangle 36.9$ | $\triangle 1.5 \%$ |
| (Average yield:\%) | (0.39) | - | (0.52) | - | (0.47) | - | (0.08) | - | ( $\triangle 0.05$ ) | - |
| Foreign denominated bonds | 410.5 | 19.0\% | 441.6 | 19.0\% | 466.5 | 20.2\% | 56.0 | 1.2\% | 24.9 | 1.2\% |
| Duration(years) | 1.9 | - | 2.2 | - | 2.7 | - | 0.8 | - | 0.5 | - |
| (Average yield:\%) | (1.76) | - | (1.20) | - | (0.93) | - | $(\triangle 0.83)$ | - | $(\triangle 0.27)$ | - |
| Fixed rate notes | 259.9 | 12.0\% | 266.2 | 11.5\% | 295.4 | 12.8\% | 35.5 | 0.8\% | 29.2 | 1.3\% |
| (Average yield:\%) | (4.14) | - | (4.41) | - | (4.36) | - | (0.22) | - | ( $\triangle 0.05$ ) | - |
| (Average yield spread:\% | (2.48) | - | (1.61) | - | (1.33) | - | ( $\triangle 1.15$ ) | - | $(\triangle 0.28)$ | - |
| Floating rate notes | 150.5 | 7.0\% | 175.4 | 7.5\% | 171.1 | 7.4\% | 20.6 | 0.5\% | $\triangle 4.3$ | $\triangle 0.1 \%$ |
| (Average yield:\%) | (1.69) | - | (2.28) | - | (4.24) | - | (2.55) | - | (1.97) | - |
| (Average yield spread:\% | (0.47) | - | (0.48) | - | (0.42) | - | ( $\triangle 0.05$ ) | - | $(\triangle 0.07)$ | - |
| Stocks | 117.2 | 5.4\% | 116.7 | 5.0\% | 122.0 | 5.3\% | 4.8 | $\triangle 0.1 \%$ | 5.3 | 0.3\% |
| Tier1ratio | - | 34.7\% | - | 32.7\% | - | 33.0\% | - | $\triangle 1.7 \%$ | - | 0.3\% |
| Investment trusts | 126.2 | 5.8\% | 133.2 | 5.7\% | 128.8 | 5.6\% | 2.6 | $\triangle 0.3 \%$ | $\triangle 4.4$ | $\triangle 0.2 \%$ |
| Total | 2,164.3 | 100.0\% | 2,324.0 | 100.0\% | 2,310.5 | 100.0\% | 146.2 | 0.0\% | $\triangle 13.5$ | 0.0\% |
| (Average yield:\%) | (1.46) | - | (1.52) | - | (1.82) |  | (0.36) |  | (0.30) |  |
| Unrealized gains/losses | 91.7 | - | 106.7 | - | 179.4 | - | 87.7 | - | 72.7 | - |

## JOYO BANK

## General reserve for possible loan losses

Reserve ratio rose slightly due to changing to a longer loan loss ratio calculation (from 3 months to 6 months.)

Reserve ratio for possible loan losses (Potentially bankrupt \& substandard)


## JOYO BANK

## Management Indices (Non-consolidated)

| Financial targets |
| :--- |
| EPS |
| ROE $_{\text {(Net income basis) }}$ |
| BPS $_{\text {(projection for 06/3) }}$ |
| OHR $_{\text {(Core ene business income basis) }}$ |
| ROA $_{\text {(Core net business income basis) }}$ |


| $\mathbf{0 4 / 3}$ | $\mathbf{0 5 / 3}$ | 06/3 | change |
| ---: | ---: | ---: | ---: |
| 27.37 | 31.35 | 29.80 | $\boldsymbol{\Delta} 1.55$ |
| 6.80 | 7.46 | 6.72 | $\mathbf{\Delta} 0.74$ |
| 5.94 | 6.18 | 5.34 | $\boldsymbol{\Delta} 0.84$ |
| 489.0 | 526.4 | 595.3 | 68.9 |
| 59.7 | 56.8 | 56.4 | $\mathbf{\Delta} 0.4$ |
| 0.70 | 0.75 | 0.74 | $\mathbf{\Delta} 0.01$ |

$$
\begin{aligned}
& \text { ※EPS based on average stocks outstanding. BPS based on FY year end stocks outstanding. } \\
& \text { ROE : Figure on top based on average balance of capital.(excludes net unrealized gains on other securities). } \\
& \text { Figure on bottom based on average of capital balance at the beginning and end of term. }
\end{aligned}
$$

| Operational targets | $04 / 9$ | $05 / 3$ | 05/9 | change |
| :--- | :---: | :---: | :---: | :---: |
| Loan share in Ibaraki | 42.25 | 42.37 | 42.23 | $\mathbf{\Delta} 0.14$ |
| Deposit share in Ibaraki | 40.74 | 40.77 | 40.37 | $\mathbf{\Delta} 0.4$ |

## JOYO BANK

## Inquiries related to this presentation should be addressed to

The Joyo Bank, Ltd.<br>Corporate Planning Division<br>Investor Relations<br>TEL : (81)29-300-2601<br>FAX : (81)29-300-2602<br>e-mail : ir@joyobank.co.jp<br>http://www.joyobank.co.jp/

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[^0]:    ※Deposit Insurance Corporation of Japan

