Financial Results for the First Half of FY2006
\& Projections for FY2006

## THE JOYO BANK, LTD.

December 2006

## Performance Highlights (1)

Efficient capital utilization is the key to maintain the 'Top Line' growth.
(Key measures taken)

## Increase ‘Top Line’

## Capital efficiency

## Cost control

(Credit cost \& Operating expenses)
(Overview of the first half of FY 2006)
Gross profit decreased by $1.5 \%$ compared to the same period of the previous year mainly due to an increase in the funding costs associated with foreign currency.

OImprovement in loan balances and yields as well as the positive movement both in residential loans and sales of investment trusts.

OIncrease in profit leads to an increase in Tier 1 Capital (Tier1 ratio (non-consolidated) is approximately $9.8 \%$ which already exceeded our initial targeted range of 8 to $\mathbf{9 \%}$ ).

OEfficient use of capital helped increase 'Top Line’ and expand business operations.

Credit costs ${ }^{※ 1}$ decreased significantly compared to the same period of the previous year ( $\mathbf{\Delta} \mathbf{¥} 7.3$ billion, or $\mathbf{\Delta} \mathbf{3 3 b p s}$ ).
Operating expenses increased slightly compared to the same period of the previous year due mainly to system unification costs ( $¥ 80 \mathrm{~mm}$, or $\mathrm{OHR}^{※ 2}+0.9 \%$ ).

## Performance Highlights (2)

Surpassed targeted profits for the first half of FY2006 due to a significant decrease in credit costs, boosting the Tier 1 ratio approximately to $10 \%$, which is the highest among major regional banks.



G\&A and Net Credit Expenses



Financial Results for the First Half of FY2006
(ended September 30, 2006)

## Summary Financial Results of the First Half of FY2006 4

Net business income, core net business profit, ordinary profit and net income all surpassed the original FY2006 semiannual targets.

| (Y bn) | 1H FY2006 1H FY2005 change |  |  |
| :---: | :---: | :---: | :---: |
|  | 25.1 | 27.0 | -1.8 |
| Core net business income | 24.4 | 25.3 | - 0.8 |
| Gross business profit | 60.5 | 61.5 | $\triangle 0.9$ |
| Net interest income | 51.8 | 52.8 | $\triangle 0.9$ |
| Fees and commissions | 7.5 | 7.0 | 0.5 |
| G\&A expenses | 35.4 | 35.3 | 0.0 |
| Net transfer to general reserve for possible loan losses | 35. | $\triangle 0.8$ | 0.8 |
| Net non-recurring gains(losses) | - 2.4 | - 8.7 | 6.3 |
| Disposals of non-performing loans | 3.7 | 10.8 | - 7.1 |
| Net gains(losses) on equity securities | $\triangle 0.2$ | 0.4 | $\triangle 0.6$ |
| Ordinary profit | 22.7 | 18.2 | 4.4 |
| Net special gains(losses) | 2.4 | 0.1 | 2.2 |
| Gains on loan charged-offs | 0.8 | 1.2 | - 0.4 |
| Reversal of allowance for loan losses | 1.5 | - | 1.5 |
| Net income after tax | 15.0 | 10.4 | 4.5 |
| Net credit expenses | 1.3 | 8.7 | - 7.3 |

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

| ( Y bn) | $\begin{gathered} 1 \mathrm{H} \\ \text { FY06 } \end{gathered}$ | change from forecast |
| :---: | :---: | :---: |
| Net interest income | 51.8 | 1.0 |
| Interest income of domestic loans | 40.7 | A 0.3 |
| (Peasonal loans) | 16.5 | 0.0 |
| (Corporate loans) | 18.8 | $\triangle 0.5$ |
| Interest income of securities | 22.3 | 1.0 |
| (Domestic) | 10.4 | 1.1 |
| (Foreign) | 11.8 | $\triangle 0.1$ |
| Interest expenses on deposits | 1.4 | 0.8 |
| Interest expenses on foreign deposits | 9.9 | வ 1.0 |


| Domestic loans (Average balance) | 4,481.4 | 11.1 |
| :---: | :---: | :---: |
| Personal loans | 1,361.1 | 8.0 |
| Corporate loans | 2,409.7 | 6.5 |
| Securities (Average balance) | 2,316.4 | - 112.4 |
| Fees and commissions | 7.5 | A 0.7 |
| Investment trusts and personal annuities | 3.1 | 0.2 |

## Loans and Deposits



## Loan Interest Margin

Credit costs decreased significantly and loan yield has found its bottom.
Loan interest margin, net of credit costs, shows improvement.


## Loan portfolio

Floating rate loans make up 57\% of total loan portfolio. To benefit from interest rate rises, approximately $60 \%$ of fixed rate loans are shorter than 3 years in duration.



Balance of floating rate loans by types of products

| 3,000 |  | Tibor/Libor Short-term spread <br> $\square$ Short-term prime rate |
| :---: | :---: | :---: |
|  | 23\% |  |
|  | 20\% |  |
| 1,000 | 56\% |  |



## Corporate Loans

Increased outstanding balance in loans to normal and other than in need of special caution. Also showed improvement in yields. Strengthening sales approaches by specialized staffs.





Steady increase in residential loans continued. Increasing housing constructions due to the opening of the 'Tsukuba Express' also is expected to bring loan potentials. Interest yield on loans shows continuous improvement.




## Asset Management Business

Assets under custody projected to reach $¥ 1$ trillion during FY2006 by strengthening sales approaches to customers. Fee incomes also projected to increase steadily.



## Expansion of Business Area

Business operations in our neighbor prefectures be activated.

-Corporate

- Has already established brands in Ibaraki, Tochigi and Fukushima.
$\Rightarrow$ Increase our customer base by utilizing resources held.
- Lack of human resources in Chiba and Saitama which have large market potentials.
$\Rightarrow$ Strengthen the corporate banking business, such as increasing the branches that specialize in corporate banking transactions
- Lead companies to open their locations in the Chiba, Saitama and Hokuto areas $※$, for the upcoming business opportunities associated with the large projects undergoing in the Ibaraki area.
$\Rightarrow$ Conducted tours visiting potential business locations for company representatives (November), which is also intended to increase the reputation of the bank. Approximately 70 companies attended.


## Personal

- Residential loans $\Rightarrow$ Focus on advantageous Ibaraki with strong housing starts.
- Financial Products $\Rightarrow$ Strong sales approaches in Ibaraki.
※ Hokuto areas:Fukushima, Tochigi, Miyagi


## Performance on Investment Portfolio

Asset allocation optimized based on risk analysis and correlation via keeping volume and duration under control, portfolio showed improvements in performance.


## Bond Portfolio

Attempt to pick up yield on mid/short-term bonds and trust funds with high sensitivity to interest rate to benefit from interest rate rises.


## Credit Costs

## Credit costs ratio is expected to be 8 bps in FY06. Net credit expenses significantly decreased.




[^0]
## Non Performing Loans

Total claims decreased and NPL ratio improved significantly due to improvements in credit ratings of major borrowers.

## Non-performing loans under Financial Revitalization Law



## G\&A Expenses

Total operating expenses increased temporarily in FY2006 mainly due to system related costs resulted from system unification. G\&A expenses for FY2007 expected under $¥ 70$ billion.


Risk Capital as of Sep. 2006
Y bn, figures in ( ) show changes from 06/3

(※1) Represents approximately 4\% of risk-weighted assets (Please note that the capital of $¥ 489.4$ billion includes $¥ 96.9$ billion of unrealized gains on securities available for sale (after tax).
(※2) Changes in the market value on equity securities portfolio held for strategic and business-relationship purposes have been deducted.

- Intend to maximize shareholders’ value through effective utilization / flexible payback of capital
- Capital efficiency be increased by means of:

Expansion of the business area

- Broaden the business area and attain regional / product line diversification
- Expand the spectrum of investment opportunities
-Optimization of capital allocation



## Returns to Shareholders in FY2006

## Basic strategy (announced in November 2005)

- Return to Shareholder Ratio*

Targeting ratio equals to or higher than 40\%.

* Shareholder Return Ratio=(Dividends paid + Stock repurchases) / Net income after tax
$\Rightarrow \mathbf{2 0}$ million stock repurchase leads to approximately $\mathbf{7 0 \%}$ return to shareholder ratio.
- Dividend Pay-out Ratio

Targeting ratio equals to or higher than $20 \%$ while maintaining stable dividend payment policy.
$\Rightarrow$ Dividend in FY 2006 increased to $¥ 7$ per share. (An increase of $¥ 1$ from FY2005)

|  | FY2002 | FY2003 | FY2004 | FY2005 | FY2006 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Number of stocks repurchased (thousands) | 6,508 | 24,401 | 4,122 | 9,955 | approx. 20,000 |
| Total amount of stock repurchases (Y bn) | 2.1 | 8.1 | 1.8 | 7.2 | approx. 14 |
| Number of stocks retired(thousands) | - | - | - | 13,000 | 15,000 |
| Number of treasury stocks (thousands) | 5,933 | 30,154 | 33,845 | 30,466 | 35,466 |
| Total dividends (Y bn) | 4.3 | 4.1 | 4.9 | 4.9 | 5.6 |
| 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 | 28.0 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Shareholder return ratio(\%) | 77.1 | 54.2 | 26.2 | 49.2 | approx. 70 |
| Dividend pay-out ratio(\%) | 51.3 | 18.4 | 19.1 | 20.0 | $20 \leqq$ |

## Projections for FY2006

## Summary of Projections for FY2006

Net business profit projected to decline to $¥ 50$ billion due to lower interest margin on securities as well as an increase in expenses.
Projection for both ordinary profit and net income after tax in FY 2006 revised upward by $¥ 20$ billion, reflecting the positive outcomes for the first half of FY 2006.

| (Y bn) | FY2006 Forecast | FY2005 | change | Initial Forecast |
| :---: | :---: | :---: | :---: | :---: |
| Net business income | 50.0 | 55.3 | A 5.3 | 50.0 |
| Core net business income | 48.5 | 53.7 | - 5.2 | 48.0 |
| Gross business profit | 121.5 | 123.9 | $\triangle 2.4$ |  |
| Net interest income | 103.1 | 106.7 | $\triangle 3.6$ |  |
| Fees and commissions | 15.2 | 14.7 | 0.5 |  |
| G\&A expenses | 71.5 | 69.3 | 2.2 |  |
| Net transfer to general reserve for possible loan losses | - | A 0.8 | 0.8 |  |
| Net non-recurring gains(losses) | - 4.8 | $\triangle 14.3$ | 9.5 |  |
| Disposals of non-performing loans | 6.2 | 16.1 | - 9.9 |  |
| Net gains(losses) on equity securities | - 0.2 | 0.7 | $\triangle 0.9$ |  |
| Ordinary profit | 45.0 | 41.0 | 4.0 | 43.0 |
| Net special gains(losses) | 2.5 | 0.9 | 1.6 |  |
| Gains on loan charged-offs | 1.5 | 2.4 | $\triangle 0.9$ |  |
| Reversal of allowance for loan losses | 1.0 | 0.0 | 1.0 |  |
| Net income after tax | 28.0 | 24.7 | 3.3 | 26.0 |
| Net credit expenses | 3.5 | 12.9 | - 9.4 |  |

## Appendix

|  | Contents | Unit | Ibaraki | Japan | Rank | Date |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Land area | Total land area | km ${ }^{2}$ | 6,096 | 377,907 | 23 | Oct 1, 2004 |
|  | Liveable land area | $\mathrm{km}^{2}$ | 3,976 | 126,358 | 4 | Oct 1, 2004 |
| Population | Population | thousands | 2,980 | 127,760 | 11 | Oct 1, 2005 |
|  | Proportion of aged population | \% | 19.4 | 20.1 | 39 | Oct 1, 2005 |
| 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 | 10,750 | 295,606 | 8 | 2005 |
|  | 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

## Economic indicators for Ibaraki Prefecture (2)



## Corporate sentiment flat.

- Manufacturing: decelerated favorable trend.
- Non manufacturing: Shows improvement.


## Real economic growth of $\mathbf{0 . 2 \%}$

- Ibaraki posted real economic growth of $0.2 \%$ between April and June 2006, the sixth consecutive positive quarter.

|  | 1H FY2006 |  |  | Change from 1H FY2005 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average balance | Yield | Interest income | Average balance | Yield | Interest income |
| Loans and bills | 4, 482.9 | 1.81 | 40,796 | 59.7 | A 0.02 | 139 |
| JPY | 4, 481.3 | 1. 81 | 40,761 | 59.0 | A 0.02 | 122 |
| Foreign | 1. 5 | 4. 36 | 34 | 0.6 | 0.61 | 17 |
| Securities | 2,318.0 | 1. 92 | 22,329 | -82.7 | 0.25 | 2,146 |
| Bonds | 1, 426. 2 | 1.04 | 7,448 | - 40.3 | 0.11 | 624 |
| Stocks | 124. 6 | 3.46 | 2,162 | 6.9 | 0.84 | 616 |
| Foreign bonds | 679.6 | 3.48 | 11, 882 | - 42.1 | 0.62 | 1,517 |
| Others | 87.6 | 1.90 | 837 | - 7.2 | A 1.14 | - 612 |
| Call loans | 20. 2 | 4. 16 | 424 | 11.3 | 2.32 | 341 |
| JPY | 5.0 | 0.16 | 4 | - 0.7 | 0.16 | 4 |
| Foreign | 15.2 | 5.47 | 419 | 12.1 | 0.26 | 337 |
| Bills bought | - | - | - | - | - | - |
| Other debt purchased | 81.0 | 0.48 | 198 | 20.4 | 0.13 | 89 |
| Due from banks | 31.6 | 2. 32 | 368 | - 5.9 | A 0.15 | - 98 |
| NCD | - | - | - | - | - | - |
| Foreign exchange assets | 1.0 | 3. 62 | 19 | 0.0 | 0.86 | 3 |
| Others | - | - | 26 | - | - | 14 |
| Interest rate swaps | - | - | - | - | - | - |
| Interest earning assets | 6, 935. 2 | 1.84 | 64,163 | 1.9 | 0.08 | 2,637 |


|  | 1H FY2006 |  | Change from 1H FY2005 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average balance | Yield | Interest expense | Average balance | Yield | Interest expense |
| Deposits | 6,181.0 | 0.08 | 2,714 | 24.8 | 0.03 | 904 |
| JPY | 6,093. 8 | 0.02 | 1,415 | 62.0 | 0.02 | 781 |
| Foreign | 87.1 | 2.97 | 1,299 | - 37.1 | 1.09 | 123 |
| NCD | 96.5 | 0.13 | 64 | A 24.6 | 0.11 | 50 |
| Call money | 177.4 | 1.84 | 1,642 | - 97.9 | 1.06 | 551 |
| JPY | 115.5 | 0.07 | 43 | - 93.7 | 0.07 | 39 |
| Foreign | 61.9 | 5.15 | 1,599 | - 4.2 | 1.88 | 512 |
| securities <br> lending <br> transactions | 190.8 | 1.03 | 994 | 84. 2 | A 0.40 | 226 |
| Bills sold | - | - | - | - | - | - |
| Borrowed money | 80.0 | 1.58 | 634 | A 5.9 | 0.01 | A 44 |
| Foreign exchange liabilities | 0.2 | 0.00 | - | 0.0 | 0.00 | - |
| Bonds | 15.0 | 2. 24 | 168 | 0.0 | 0.00 | 0 |
| Others | 1.5 | - | 6, 056 | - 0.1 | - | 1,946 |
| Interest rate swaps | - | - | 6, 049 | - | - | 1,974 |
| Interest bearing liabilities | 6, 744.9 | 0.36 | 12,275 | A 17.3 | 0.11 | 3, 635 |
| Other expenses | - | - | - | - | - | - |
| Interest bearing liabilities | 6,744.9 | 0.36 | 12,275 | A 17.3 | 0.11 | 3,635 |

Interest Yields
Total account

|  | 1 H 2004 | FY 2004 | 1 H 2005 | FY 2005 | 1 H 2006 | change <br> from 1H |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Average yield on interest earning assets (A) | 1.76 | 1.76 | 1.76 | 1.80 | 1.84 | 0.08 |
| Average yield on loans and bills discounted (B) | 1.89 | 1.90 | 1.83 | 1.81 | 1.81 | $\mathbf{\Delta} 0.02$ |
| Average yield on securities | 1.53 | 1.52 | 1.67 | 1.82 | 1.92 | 0.25 |
| Average yield on interest bearing lliabilities | 0.17 | 0.19 | 0.25 | 0.28 | 0.36 | 0.11 |
| Average yield on deposits and NCD (C) | 0.03 | 0.04 | 0.05 | 0.05 | 0.08 | 0.03 |
| Expense ratio | 1.12 | 1.10 | 1.11 | 1.10 | 1.11 | 0.00 |
| Funding cost (D) | 1.24 | 1.23 | 1.29 | 1.29 | 1.40 | 0.11 |
| Difference between average yield on loans and <br> deposits (B)-(C) | 1.86 | 1.86 | 1.78 | 1.76 | 1.73 | $\mathbf{\Delta} 0.05$ |
| Difference between average yield on interest <br> earning assets and funding cost (A)-(D) | 0.52 | 0.53 | 0.47 | 0.51 | 0.44 | $\mathbf{\Delta} 0.03$ |

Domestic account

| 1 H 2004 | FY 2004 | 1 H 2005 | FY 2005 | 1 H 2006 | change <br> from 1 H |
| ---: | ---: | ---: | ---: | ---: | ---: |
| 1.56 | 1.54 | 1.51 | 1.51 | 1.53 | 0.02 |
| 1.89 | 1.90 | 1.83 | 1.81 | 1.81 | $\mathbf{\Delta} 0.02$ |
| 1.11 | 1.02 | 1.16 | 1.21 | 1.27 | 0.11 |
| 0.07 | 0.07 | 0.07 | 0.06 | 0.09 | 0.02 |
| 0.02 | 0.02 | 0.02 | 0.02 | 0.04 | 0.02 |
| 1.12 | 1.10 | 1.11 | 1.10 | 1.11 | 0.00 |
| 1.16 | 1.14 | 1.12 | 1.10 | 1.15 | 0.03 |
| 1.87 | 1.88 | 1.81 | 1.79 | 1.77 | $\mathbf{\Delta} 0.04$ |
| 0.40 | 0.40 | 0.39 | 0.41 | 0.38 | $\mathbf{\Delta} 0.01$ |


| Average yield on loans and bills discounted (excluding loans to MOF) (E) | 1.99 | 1.98 | 1.90 | 1.88 | 1.83 | $\mathbf{\Delta 0 . 0 7}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Difference between average yield on loans and deposits (excluding loans to MOF) (E)-(C) | 1.97 | 1.96 | 1.88 | 1.86 | 1.79 | $\mathbf{\Delta 0 . 0 9}$ |

## Yen Denominated Loans (1)

© Self-assessed breakdown by regions
(Y bn)

|  | 05/3 |  | 05/9 |  | 06/3 |  | 06/9 |  | Change from 05/9 |  | Change from 06/3 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 4,375.4 | 100.0\% | 4,372.2 | 100.0\% | 4,432.8 | 100.0\% | 4,369.9 | 100.0\% | - 2.3 | -0.1\% | ( 62.9 | (1.4\% |
| Normal | 3,936.2 | 90.0\% | 3,713.4 | 84.9\% | 3,828.9 | 86.4\% | 3,836.6 | 87.8\% | 123.2 | 3.3\% | 7.7 | 0.2\% |
| Other than Tokyo and Osaka | 3,108.9 | 71.1\% | 2,924.5 | 66.9\% | 2,979.9 | 67.2\% | 2,957.2 | 67.7\% | 32.7 | 1.1\% | - 22.7 | -0.8\% |
| (Loans excluding loans to MOF and DICJ*) | 2,946.7 | 67.3\% | 2,834.1 | 64.8\% | 2,927.9 | 66.1\% | 2,957.2 | 67.7\% | 123.1 | 4.3\% | 29.3 | 1.0\% |
| In Ibaraki | 2,634.5 | 60.2\% | 2,461.4 | 56.3\% | 2,496.8 | 56.3\% | 2,462.6 | 56.4\% | 1.2 | 0.0\% | - 34.2 | A1.4\% |
| (Loans excluding loans to MOF and DICJ*) | 2,472.3 | 56.5\% | 2,371.0 | 54.2\% | 2,444.8 | 55.2\% | 2,462.6 | 56.4\% | 91.6 | 3.9\% | 17.8 | 0.7\% |
| In Miyagi , Fukushima and Tochigi | 363.6 | 8.3\% | 361.3 | 8.3\% | 376.6 | 8.5\% | 384.1 | 8.8\% | 22.8 | 6.3\% | 7.5 | 2.0\% |
| In Chiba and Saitama | 110.6 | 2.5\% | 101.7 | 2.3\% | 106.4 | 2.4\% | 110.4 | 2.5\% | 8.7 | 8.6\% | 4.0 | 3.8\% |
| In Tokyo and Osaka | 827.2 | 18.9\% | 788.9 | 18.0\% | 848.9 | 19.2\% | 879.4 | 20.1\% | 90.5 | 11.5\% | 30.5 | 3.6\% |
| Other than in need of special caution | 239.9 | 5.5\% | 417.7 | 9.6\% | 383.0 | 8.6\% | 349.8 | 8.0\% | ( 67.9 | A16.3\% | A 33.2 | 48.7\% |
| In need of special caution | 85.8 | 2.0\% | 93.3 | 2.1\% | 82.3 | 1.9\% | 82.4 | 1.9\% | ( 10.9 | A11.7\% | 0.1 | 0.1\% |
| Potentially bankrupt or worse | 113.4 | 2.6\% | 147.6 | 3.4\% | 138.3 | 3.1\% | 101.1 | 2.3\% | ( 46.5 | (31.5\% | ( 37.2 | (26.9\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Normal (loans excluding loans to MOF and DICJ) | 3,774.0 | 87.9\% | 3,540.9 | 82.7\% | 3,776.9 | 86.2\% | 3,836.6 | 87.8\% | 295.7 | 8.4\% | 59.7 | 1.6\% |

© Breakdown by regions

|  | 05/3 |  | 05/9 |  | 06/3 |  | 06/9 |  | Change from 05/9 |  | Change from 06/3 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 4,375.4 | 100.0\% | 4,372.2 | 100.0\% | 4,432.8 | 100.0\% | 4,369.9 | 100.0\% | - 2.3 | (10.1\% | A 62.9 | A1.4\% |
| Other than Tokyo and Osaka | 3,510.9 | 80.2\% | 3,506.0 | 80.2\% | 3,515.2 | 79.3\% | 3,454.8 | 79.1\% | - 51.2 | A1.5\% | - 60.4 | A1.7\% |
| In Ibaraki | 2,939.0 | 67.2\% | 2,936.8 | 67.2\% | 2,938.4 | 66.3\% | 2,874.5 | 65.8\% | - 62.3 | -2.1\% | - 63.9 | A2.2\% |
| In Miyagi and Fukushima and Tochigi | 444.5 | 10.2\% | 442.4 | 10.1\% | 448.5 | 10.1\% | 453.8 | 10.4\% | 11.4 | 2.6\% | 5.3 | 1.2\% |
| In Chiba and Saitama | 127.3 | 2.9\% | 126.7 | 2.9\% | 128.3 | 2.9\% | 126.4 | 2.9\% | - 0.3 | - 0.2\% | A 1.9 | A1.5\% |
| In Tokyo and Osaka | 864.5 | 19.8\% | 866.2 | 19.8\% | 917.4 | 20.7\% | 915.0 | 20.9\% | 48.8 | 5.6\% | - 2.4 | A0.3\% |
| Yen Loans excluding loans to MOF and DICJ* | 4,213.2 |  | 4,199.7 |  | 4,380.8 |  | 4,369.9 |  | 170.2 | 4.1\% | A 10.9 | - 0.2\% |
| Other than Tokyo and Osaka | 3,348.7 |  | 3,333.5 |  | 3,463.2 |  | 3,454.8 |  | 121.3 | 3.6\% | - 8.4 | - $0.2 \%$ |
| In Ibaraki | 2,776.8 |  | 2,764.3 |  | 2,886.4 |  | 2,874.5 |  | 110.2 | 4.0\% | A 11.9 | (0.4\% |

[^1]
## Yen Denominated Loans (2)

© Breakdown by type
(Y bn)

|  | 05/3 |  | 05/9 |  | 06/3 |  | 06/9 |  | Change from 05/9 |  | Change from 06/3 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 4,375.4 | 100.0\% | 4,372.2 | 100.0\% | 4,432.8 | 100.0\% | 4,369.9 | 100.0\% | A 2.3 | - 0.1\% | A 62.9 | (1.4\% |
| Personal loans | 1,309.8 | 29.9\% | 1,324.0 | 30.3\% | 1,349.4 | 30.4\% | 1,372.9 | 31.4\% | 48.9 | 3.7\% | 23.5 | 1.7\% |
| Corporate loans | 2,312.4 | 52.9\% | 2,286.6 | 52.3\% | 2,336.2 | 52.7\% | 2,323.5 | 53.2\% | 36.9 | 1.6\% | A 12.7 | - 0.5\% |
| corporate loans excluding loans to DICJ* | 2,230.3 | - | 2,204.5 | - | 2,336.2 | - | 2,323.5 | - | 119.0 | - | - 12.7 | - |
| Major companies | 758.5 | 17.3\% | 760.4 | 17.4\% | 799.8 | 18.0\% | 785.6 | 18.0\% | 25.2 | 3.3\% | A 14.2 | A1.8\% |
| Medium sized companies | 191.8 | 4.4\% | 174.0 | 4.0\% | 169.5 | 3.8\% | 164.3 | 3.8\% | - 9.7 | - 5.6\% | - 5.2 | A3.1\% |
| Small and medium sized companies | 1,362.0 | 31.1\% | 1,352.2 | 30.9\% | 1,366.7 | 30.8\% | 1,373.5 | 31.4\% | 21.3 | 1.6\% | 6.8 | 0.5\% |
| Public sector | 753.0 | 17.2\% | 761.5 | 17.4\% | 747.1 | 16.9\% | 673.3 | 15.4\% | - 88.2 | A11.6\% | - 73.8 | -9.9\% |
| Loans to MOF | 80.1 | 1.8\% | 90.4 | 2.1\% | 52.0 | 1.2\% | 0.0 | 0.0\% | - 90.4 | A100.0\% | - 52.0 | (100.0\% |

OPersonal loans
( Y bn)

|  | 05 | /3 | 05 | /9 | 06 | /3 | 06 | /9 | Change | rom 05/9 | Change | om 06/3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 1,309.8 | 100.0\% | 1,324.0 | 100.0\% | 1,349.4 | 100.0\% | 1,372.9 | 100.0\% | 48.9 | 3.7\% | 23.5 | 1.7\% |
| Residential loans | 1,031.0 | 78.7\% | 1,054.4 | 79.6\% | 1,089.1 | 80.7\% | 1,119.1 | 81.5\% | 64.7 | 6.1\% | 30.0 | 2.8\% |
| Consumer loans | 90.6 | 6.9\% | 88.7 | 6.7\% | 87.5 | 6.5\% | 86.2 | 6.3\% | - 2.5 | A2.8\% | - 1.3 | A1.5\% |
| Loans to small businesses | 188.2 | 14.4\% | 180.9 | 13.7\% | 172.8 | 12.8\% | 167.6 | 12.2\% | (13.3 | (17.4\% | ( 5.2 | -3.0\% |

©Corporate loans
(Y bn)

|  | 05/3 |  | 05/9 |  | 06/3 |  | 06/9 |  | Change from 05/9 |  | Change from 06/3 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 2,312.4 | 100.0\% | 2,286.6 | 100.0\% | 2,336.2 | 100.0\% | 2,323.5 | 100.0\% | 36.9 | 1.6\% | - 12.7 | - $0.5 \%$ |
| Yen loans excluding loans to DICJ ${ }^{\text {※ }}$ | 2,230.3 | - | 2,204.5 | - | 2,336.2 | - | 2,323.5 | - | 119.0 | - | A 12.7 | - 0.5\% |
| Other than Tokyo and Osaka | 1,480.6 | 64.0\% | 1,458.4 | 63.8\% | 1,451.6 | 62.1\% | 1,439.0 | 61.9\% | A 19.4 | A1.3\% | - 12.6 | - 0.9\% |
| Excluding loans to DICJ ${ }^{\text {※ }}$ | 1,398.5 | - | 1,376.3 | - | 1,451.6 | - | 1,439.0 | - | 62.7 | - | A 12.6 | - |
| In Ibaraki | 1,067.6 | 46.2\% | 1,048.7 | 45.9\% | 1,035.1 | 44.3\% | 1,020.3 | 43.9\% | - 28.4 | -2.7\% | - 14.7 | (1.4\% |
| In Miyagi, Fukushima and Tochigi | 329.0 | 14.2\% | 325.2 | 14.2\% | 329.8 | 14.1\% | 333.1 | 14.3\% | 7.8 | 2.4\% | 3.3 | 1.0\% |
| In Chiba and Saitama | 84.0 | 3.6\% | 84.5 | 3.7\% | 86.8 | 3.7\% | 85.6 | 3.7\% | 1.1 | 1.4\% | ( 1.1 | (1.3\% |
| In Tokyo and Osaka | 831.9 | 36.0\% | 828.2 | 36.2\% | 884.5 | 37.9\% | 884.6 | 38.1\% | 56.3 | 6.8\% | 0.1 | 0.0\% |

※Deposit Insurance Corporation of Japan

## Deposits and Assets under Custody

| ODeposits (Y bn) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 05/3 |  | 05/9 |  | 06/3 |  | 06/9 |  | Change from 05/9 |  | Change from 06/3 |  |
|  | 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 | 6,139.7 | 100.0\% | 6,105.1 | 100.0\% | 6,146.4 | 100.0\% | 6,148.9 | 100.0\% | 43.8 | 0.7\% | 2.5 | 0.0\% |
| Yen deposits | 5,999.9 | 97.7\% | 5,985.3 | 98.0\% | 6,054.3 | 98.5\% | 6,061.5 | 98.6\% | 76.2 | 1.3\% | 7.2 | 0.1\% |
| Foreign deposits | 111.4 | 1.8\% | 101.2 | 1.7\% | 79.3 | 1.3\% | 77.4 | 1.3\% | - 23.8 | - 23.5\% | -1.9 | -2.4\% |
| JOM deposits | 28.3 | 0.5\% | 18.6 | 0.3\% | 12.8 | 0.2\% | 10.0 | 0.2\% | $\triangle 8.6$ | -46.2\% | $\triangle 2.8$ | - 21.9\% |
| Others | - | 0.0\% | - | 0.0\% | - | 0.0\% | - | 0.0\% | 一 | - | - | - |
| NCDs | 57.4 |  | 55.2 |  | 34.5 |  | 49.6 |  | A 5.6 | A10.1\% | 15.1 | 43.8\% |


| 〇Yen Products |  |  |  |  |  |  |  |  |  |  |  | $(\mathrm{Y} \mathrm{bn})$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 05/3 |  | 05/9 |  | 06/3 |  | 06/9 |  | Change from 05/9 |  | Change from 06/3 |  |
|  | 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 | 5,999.9 | 100.0\% | 5,985.3 | 100.0\% | 6,054.3 | 100.0\% | 6,061.5 | 100.0\% | 76.2 | 1.3\% | 7.2 | 0.1\% |
| Personal | 4,539.3 | 75.7\% | 4,577.1 | 76.5\% | 4,627.1 | 76.4\% | 4,635.2 | 76.5\% | 58.1 | 1.3\% | 8.1 | 0.2\% |
| Corporate | 1,145.8 | 19.1\% | 1,107.3 | 18.5\% | 1,137.7 | 18.8\% | 1,099.0 | 18.1\% | - 8.3 | -0.7\% | - 38.7 | - 3.4\% |
| Public sector | 314.8 | 5.2\% | 300.9 | 5.0\% | 289.5 | 4.8\% | 327.3 | 5.4\% | 26.4 | 8.8\% | 37.8 | 13.1\% |


| © Financial Products(Personal) |  |  | 05/9 |  | 06/3 |  |  |  |  |  |  | ( Y bn ) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 06/9 | Change from 05/9 |  | Change from 06/3 |  |
|  | 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 | 5,213.9 | 100.0\% | 5,338.3 | 100.0\% |  |  | 5,479.0 | 100.0\% | 5,603.1 | 100.0\% | 264.8 | 5.0\% | 124.1 | 2.3\% |
| Liquid | 2,228.9 | 42.7\% | 2,309.5 | 43.3\% | 2,409.6 | 44.0\% | 2,438.2 | 43.5\% | 128.7 | 5.6\% | 28.6 | 1.2\% |
| Time deposits | 2,310.4 | 44.3\% | 2,267.6 | 42.5\% | 2,217.5 | 40.5\% | 2,197.0 | 39.2\% | ( 70.6 | - 3.1\% | - 20.5 | -0.9\% |
| (Sub total) | 4,539.3 | 87.1\% | 4,577.1 | 85.7\% | 4,627.1 | 84.5\% | 4,635.2 | 82.7\% | 58.1 | 1.3\% | 8.1 | 0.2\% |
| Financial products | 674.6 | 12.9\% | 761.2 | 14.3\% | 851.9 | 15.5\% | 967.9 | 17.3\% | 206.7 | 27.2\% | 116.0 | 13.6\% |

## Securities Portfolio

## Balance of securities

(Y bn)

|  | 05/9 |  | 06/3 |  | 06/9 |  | Chage from 05/9 |  | Change from 06/3 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Balance | Proportion | Balance | Proportion | Balance | Proportion | Balance | Proportion | Balance | Proportion |
| Yen denominated bonds | 1,657.5 | 69.2\% | 1,593.1 | 69.0\% | 1,563.7 | 67.8\% | - 93.8 | A1.3\% | A 29.4 | (1.1\% |
| Duration(years) | 2.9 | - | 3.2 | - | 3.1 | - | 0.2 | - | ( 0.1 | - |
| Fix rate notes | 1,246.1 | 52.0\% | 1,201.3 | 52.0\% | 1,188.3 | 51.6\% | ( 57.8 | - 0.4\% | A 13.0 | - 0.4\% |
| (Average yield: \%) | (1.01) | - | (1.19) | - | (1.11) | - | (0.10) | - | ( $\mathbf{\wedge} 0.08$ ) | - |
| Floating rate notes | 411.4 | 17.2\% | 391.8 | 17.0\% | 375.3 | 16.3\% | - 36.1 | - $\mathbf{\sim}$ 0.9\% | -16.5 | - $\mathbf{0} \mathbf{0 . 7 \%}$ |
| (Average yield:\%) | (0.46) | - | (0.48) | - | (0.68) | - | (0.22) | - | (0.20) | - |
| Foreign denominated bonds | 483.2 | 20.2\% | 466.5 | 20.2\% | 478.1 | 20.7\% | - 5.1 | 0.6\% | 11.6 | 0.6\% |
| Duration(years) | 2.5 | - | 2.7 | - | 2.5 | - | A 0.0 | - | ( 0.2 | - |
| (Average yield: \%) | (1.21) | - | (0.85) | - | (0.43) | - | ( $\mathbf{\Delta} 0.78$ ) | - | ( $\mathbf{A} 0.42$ ) | - |
| Fixed rate notes | 327.8 | 13.7\% | 295.4 | 12.8\% | 280.6 | 12.2\% | - 47.2 | - 1.5\% | A 14.8 | - 0.6\% |
| (Average yield: \%) | (4.29) | - | (4.43) | - | (4.30) | - | (0.02) | - | ( $\mathbf{\wedge} 0.13$ ) | - |
| (Average yield spread:\% | (1.58) | - | (1.08) | - | (0.48) | - | ( $\mathbf{4} 1.10$ ) | - | ( $\mathbf{\triangle} 0.60$ ) | - |
| Floating rate notes | 155.3 | 6.5\% | 171.1 | 7.4\% | 197.5 | 8.6\% | 42.2 | 2.1\% | 26.4 | 1.2\% |
| (Average yield:\%) | (3.71) | - | (4.72) | - | (5.47) | - | (1.77) | - | (0.75) | - |
| (Average yield spread:\% | (0.41) | - | (0.42) | - | (0.36) | - | ( $\boldsymbol{\triangle} 0.05$ ) | - | ( 40.06 ) | - |
| Stocks | 1,174.0 | 49.0\% | 1,220.0 | 52.8\% | 1,256.0 | 54.5\% | 82.0 | 5.5\% | 36.0 | 1.7\% |
| Tier1ratio | - | 32.2\% | - | 33.0\% | - | 32.9\% | - | 0.7\% | - | ( $0.1 \%$ |
| Investment trusts | 138 | 5.8\% | 129 | 5.6\% | 137 | 6.0\% | ( 0.8 | 0.2\% | 8.6 | 0.4\% |
| Total | 2,397 | 100.0\% | 2,311 | 100.0\% | 2,305 | 100.0\% | A 91.5 | 0.0\% | A 5.5 | 0.0\% |
| (Average yield:\%) | (1.67) |  | (1.96) |  | (1.92) |  | (0.25) |  | ( $\mathbf{\wedge} 0.04$ ) |  |
| Unrealized gains/losses | 140.5 | - | 179.4 | - | 163 | - | 22.0 | - | A 16.9 | - |

## General Reserve for Possible Loan Losses

Reserve ratio expected to decrease due to further non-performing loan disposals.

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


## Management Indices (Non-consolidated)

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


| 05/9 | $\mathbf{0 6 / 3}$ | $\mathbf{0 6 / 9}$ | change |
| ---: | ---: | ---: | ---: |
| 28.93 | 29.80 | 29.27 | $\boldsymbol{\Delta} 0.53$ |
| 5.61 | 6.72 | 7.87 | 1.15 |
| 4.66 | 5.34 | 6.12 | 0.78 |
| 554.9 | 595.3 | 596.9 | 1.6 |
| 58.2 | 56.4 | 59.1 | 2.7 |
| 0.70 | 0.74 | 0.69 | $\mathbf{\Delta} 0.05$ |

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

| Operational targets | $05 / 3$ | $05 / 9$ | $\mathbf{0 6 / 3}$ | change |
| :--- | :---: | :---: | :---: | ---: |
| Loan share in Ibaraki | 42.37 | 42.23 | 42.33 | 0.10 |
| Deposit share in Ibaraki | 40.77 | 40.37 | 40.33 | $\boldsymbol{\Delta} 0.04$ |

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[^0]:    ※1: Net credit costs = General provisions for possible loan losses + Gains/Losses of disposal of loans - gains on loans previously charged-off - reversal of allowance for credit losses

[^1]:    ※Deposit Insurance Corporation of Japan

