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

## THE JOYO BANK, LTD.

December 2006



# **Performance Highlights (1)**

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#### Efficient capital utilization is the key to maintain the 'Top Line' growth.

(Key measures taken)

(Overview of the first half of FY 2006)

## **Increase 'Top Line'**

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

## Capital efficiency

- ●Increase 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 9%).
- **E**fficient use of capital helped increase 'Top Line' and expand business operations.

#### **Cost control**

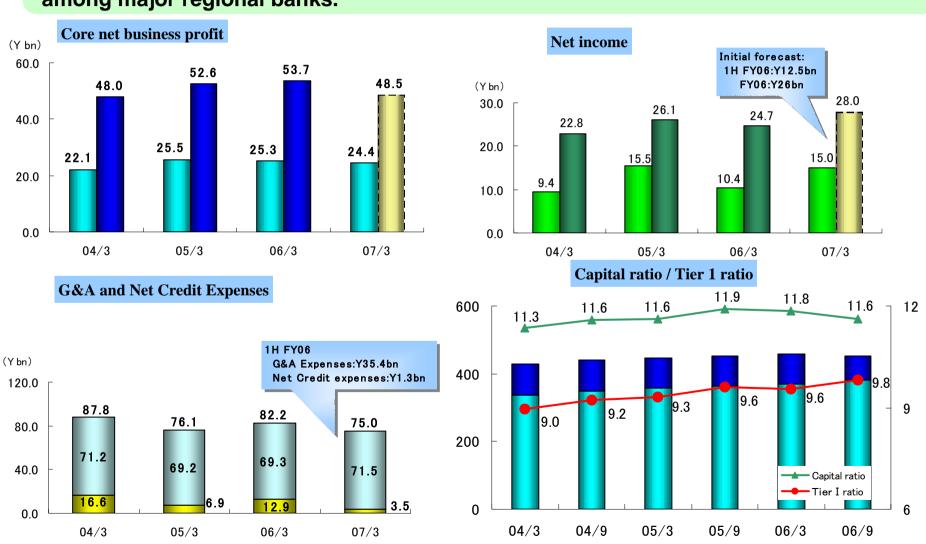
(Credit cost & Operating expenses)

- **●**Credit costs<sup> $\times$ 1</sup> decreased significantly compared to the same period of the previous year ( $\triangle$ ¥7.3 billion, or  $\triangle$ 33bps).
- Operating expenses increased slightly compared to the same period of the previous year due mainly to system unification costs (\$80mm, or 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.





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



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

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       |
|--|--------------|--------------|--------------|
|  |              |              |              |
| Net business income                                      | 25. 1        | 27. 0        | <b>▲</b> 1.8 |
| Core net business income                                 | 24. 4        | 25. 3        | ▲ 0.8        |
| Gross business profit                                    | 60. 5        | 61. 5        | ▲ 0.9        |
| Net interest income                                      | 51. 8        | 52. 8        | ▲ 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 | _            | ▲ 0.8        | 0.8          |
| Net non-recurring gains(losses)                          | <b>▲</b> 2.4 | <b>▲</b> 8.7 | 6. 3         |
| Disposals of non-performing loans                        | 3. 7         | 10. 8        | <b>▲</b> 7.1 |
| Net gains(losses) on equity securities                   | ▲ 0.2        | 0. 4         | ▲ 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         | <b>▲</b> 7.3 |

| change from forecast at the original target | <ul> <li>Net business profit and<br/>business income excee<br/>forecasts.</li> </ul> |
|---|--|
| 0.9<br>• 0.7<br>1.0                         | (Y bn)   |
| ▲ 0.7<br>▲ 1.1                              | Net interest income Interest income of domestic loan (Peasonal loans)                |
| ▲ 1.0<br>0.7                                | (Corporate loans) Interest income of securities (Domestic) (Foreign)                 |
| ▲ 0.3                                       | Interest expenses on deposits Interest expenses on foreign dep                       |
| ▲ 0.2<br>1.7                                | Domestic loans (Average balance) Personal loans Corporate loans                      |
| 1. 9  | Securities (Average balance)   |
| 0.1   | Fees and commissions Investment trusts and   |
| 1. 5<br>2. 5                                | personal annuities   |
|   |  |

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

|   | (Y bn)                                | 1H<br>FY06 | change<br>from<br>forecast |
|---|---------------------------------------|------------|----------------------------|
| ۷ | et interest income                    | 51.8       | 1.0                        |
|   | Interest income of domestic loans     | 40.7       | ▲ 0.3                      |
|   | (Peasonal Ioans)                      | 16.5       | 0.0                        |
|   | (Corporate loans)                     | 18.8       | ▲ 0.5                      |
|   | Interest income of securities         | 22.3       | 1.0                        |
|   | (Domestic)                            | 10.4       | 1.1                        |
|   | (Foreign)                             | 11.8       | ▲ 0.1                      |
|   | Interest expenses on deposits         | 1.4        | 0.8                        |
|   | Interest expenses on foreign deposits | 9.9        | <b>1</b> .0                |
|   | _                                     |            | •                          |

4,481.4

1.361.1

2.409.7

7.5

3.1

11.1

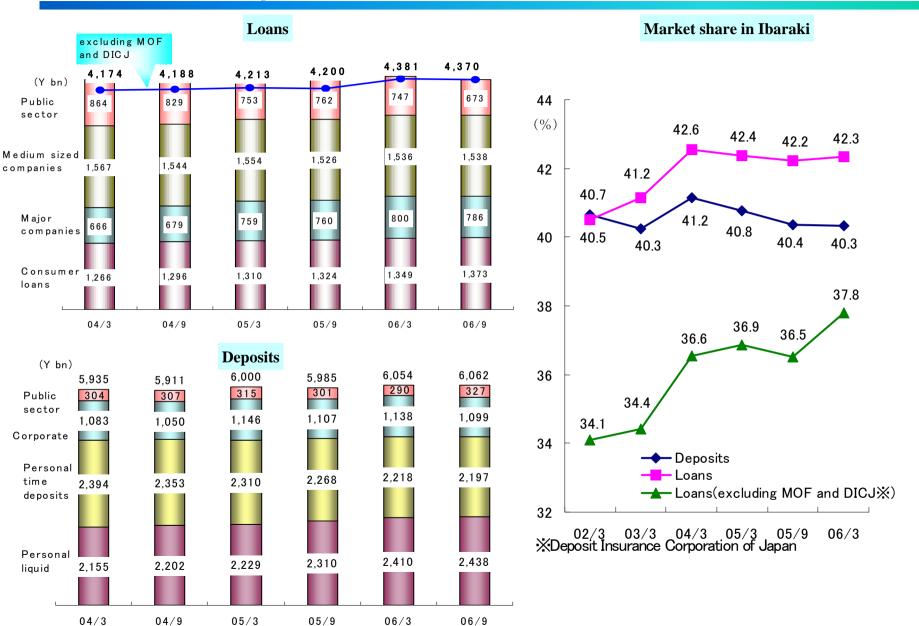
8.0

▲ 0.7

0.2



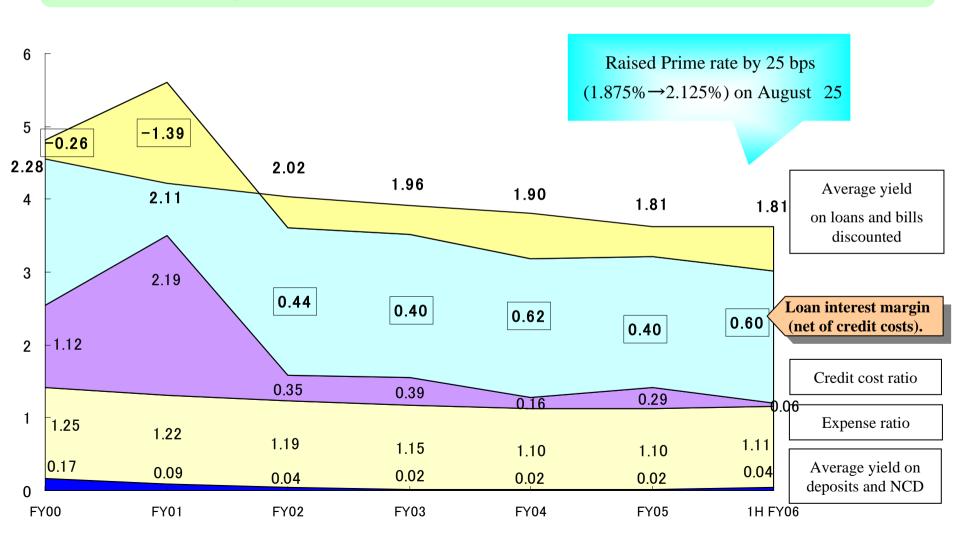
## **Loans and Deposits**





## **Loan Interest Margin**

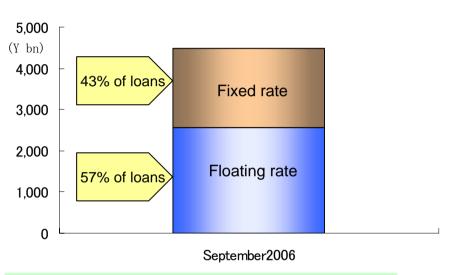
Credit costs decreased significantly and loan yield has found its bottom. Loan interest margin, net of credit costs, shows improvement.

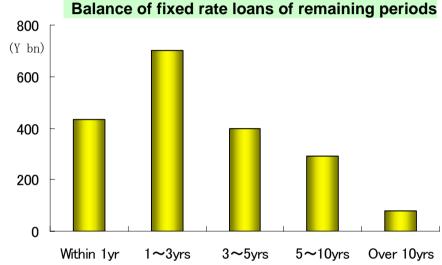


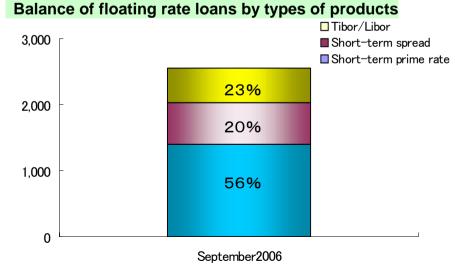


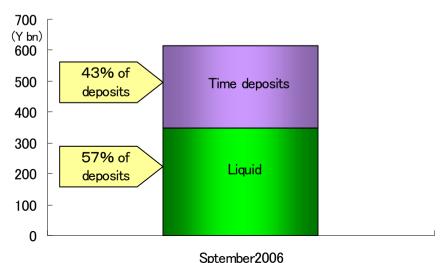
## Loan portfolio

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.





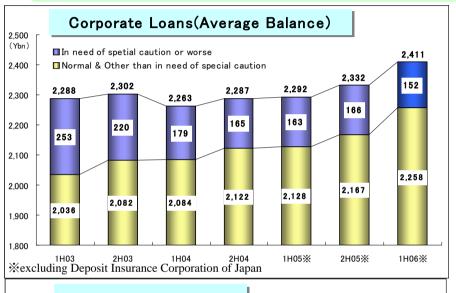


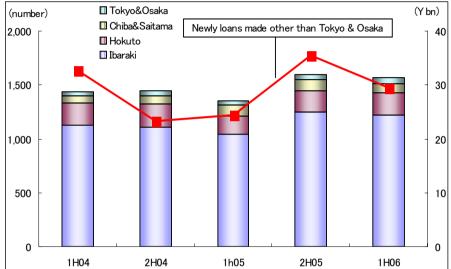


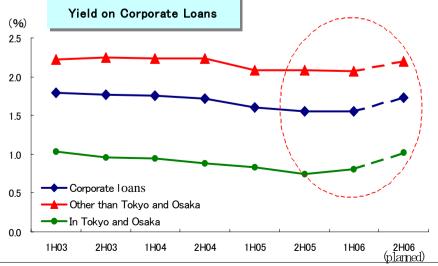


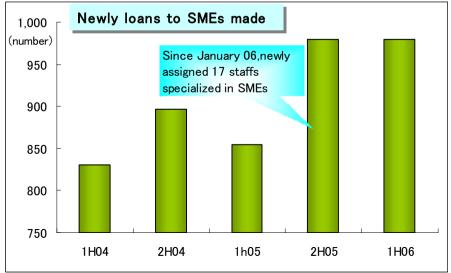
## **Corporate Loans**

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.









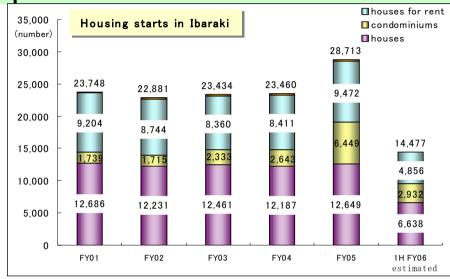


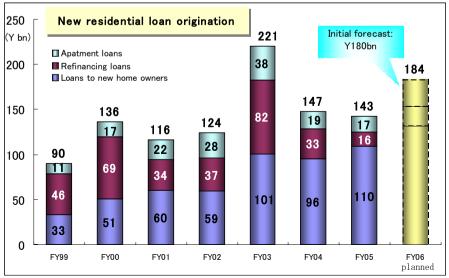
## **Residential Loans**

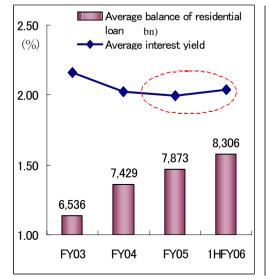
\*\*Residential loans = Housing loans + Apartment loans

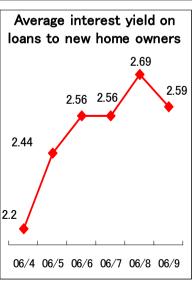
Steady increase in residential loans continued. Increasing housing constructions due to the opening of the 'Tsukuba Express' also is expected to bring loan potentials. Interest yield on loans shows continuous improvement.







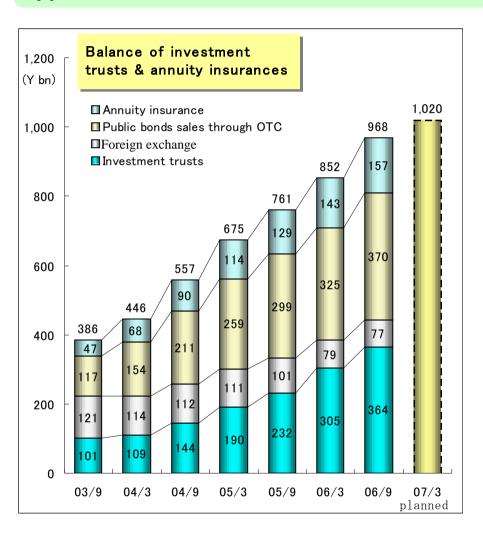


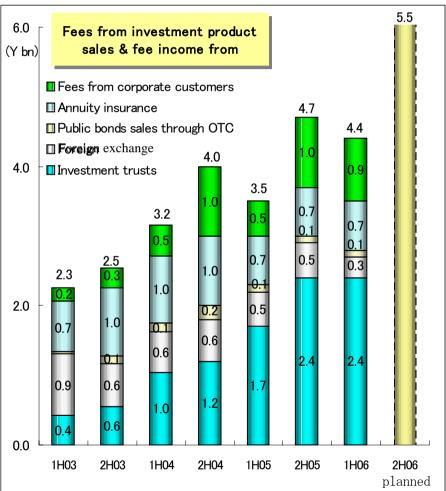




## **Asset Management Business**

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

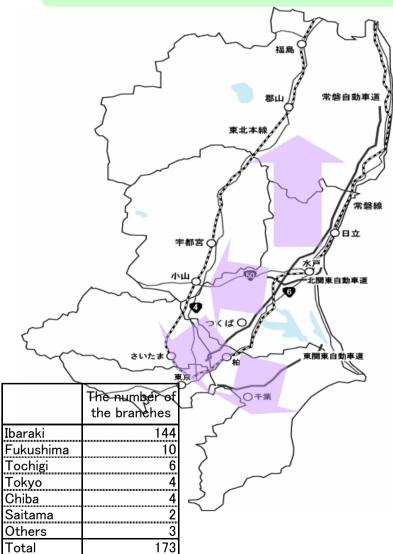






## **Expansion of Business Area**

#### Business operations in our neighbor prefectures be activated.



### **●**Corporate

- Has already established brands in Ibaraki, Tochigi and Fukushima.
  - ⇒Increase our customer base by utilizing resources held.
- Lack of human resources in Chiba and Saitama which have large market potentials.
- ⇒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.
- ⇒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.

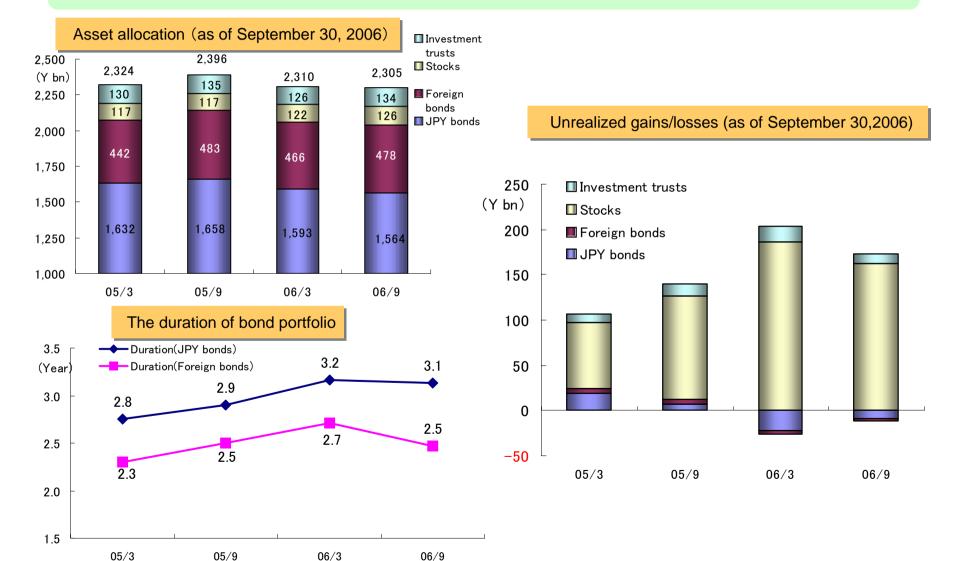
#### Personal

- •Residential loans ⇒Focus on advantageous Ibaraki with strong housing starts.
- <u>•Financial Products</u> ⇒Strong sales approaches in Ibaraki.



## Performance on Investment Portfolio

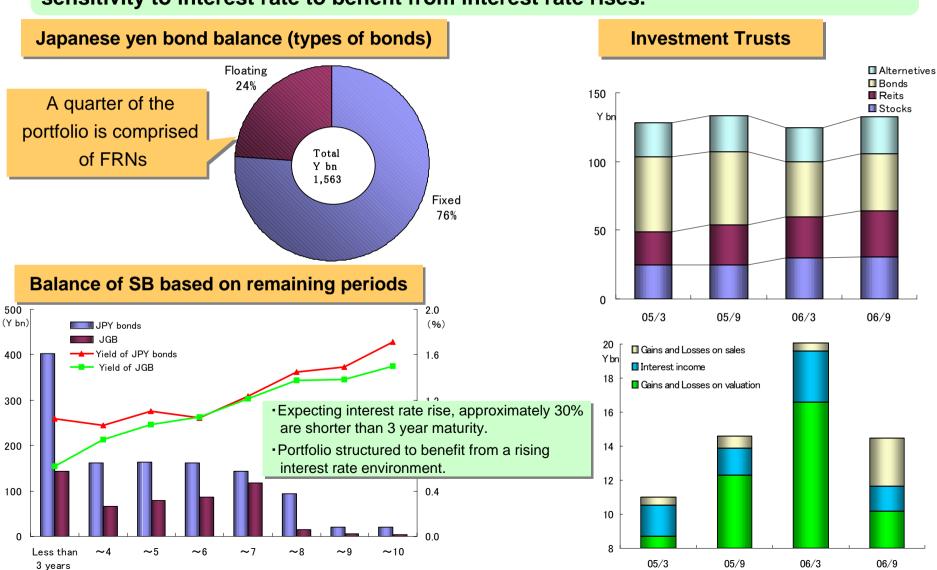
Asset allocation optimized based on risk analysis and correlation via keeping volume and duration under control, portfolio showed improvements in performance.





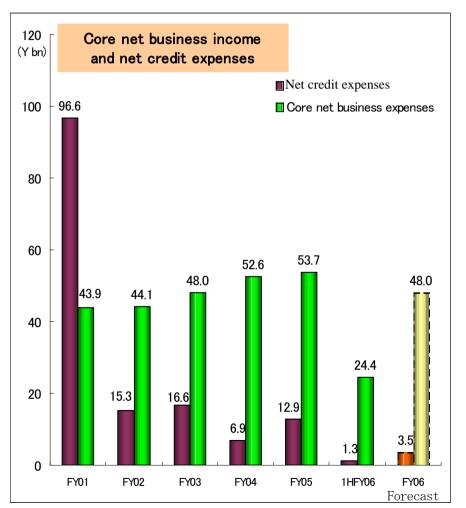
## **Bond Portfolio**

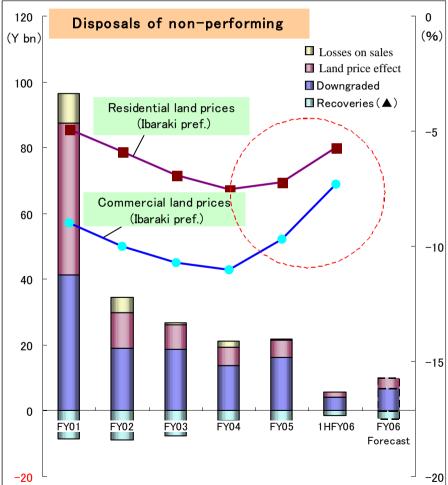
Attempt to pick up yield on mid/short-term bonds and trust funds with high sensitivity to interest rate to benefit from interest rate rises.



Credit Costs 14

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



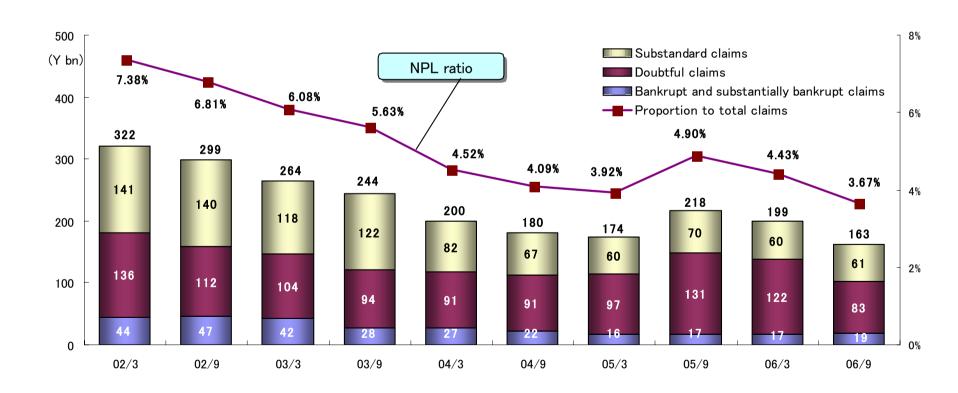




## **Non Performing Loans**

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

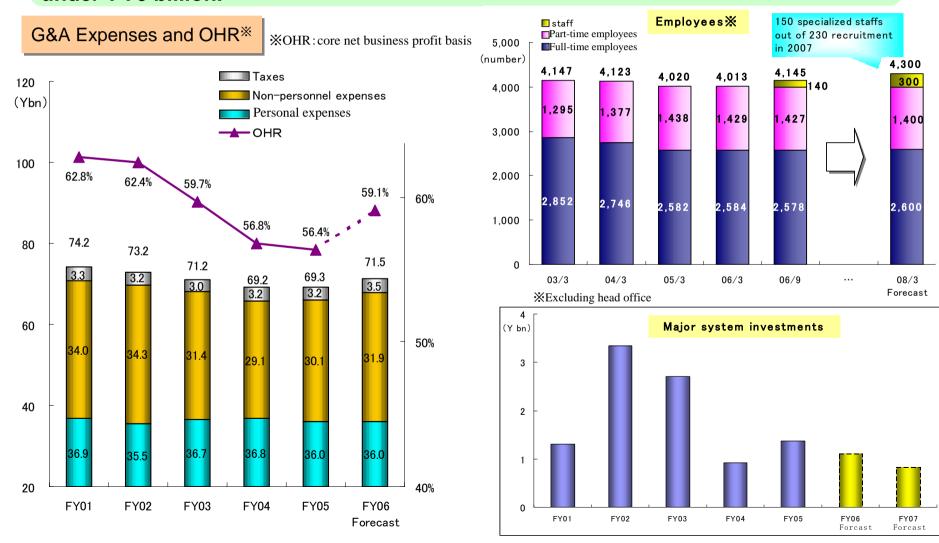
Non-performing loans under Financial Revitalization Law





## **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.

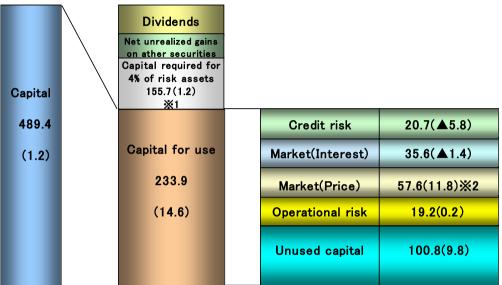




## **Effective Utilization of Capital**

#### Risk Capital as of Sep. 2006

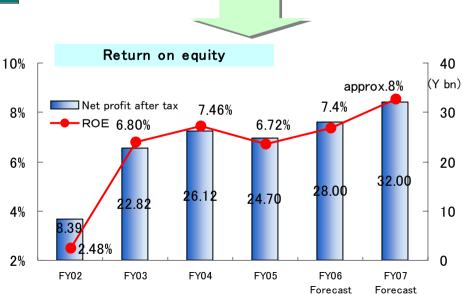
Y bn, figures in ( ) show changes from 06/3



- 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

(&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.





## 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
- ⇒ 20 million stock repurchase leads to approximately 70% return to shareholder ratio.
- Dividend Pay-out Ratio

Targeting ratio equals to or higher than 20% while maintaining stable dividend payment policy.

⇒ 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  | арргох. 20,000 |
| Total amount of stock repurchases(Y bn)  | 2.1    | 8.1    | 1.8    | 7.2    | approx. 14     |
| Number of stocks retired(thousands)      | _      | 1      | 1      | 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≦        |



# 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<br>Forecast | FY2005         | change        | Initial<br>Forecast |
|--|--------------------|----------------|---------------|---------------------|
| Net business income                                      | 50. 0              | 55. 3          | ▲ 5.3         | 50. 0               |
| Core net business income                                 | 48. 5              | 53. 7          | <b>▲</b> 5. 2 | 48. 0               |
| Gross business profit                                    | 121. 5             | 123. 9         | <b>▲</b> 2.4  |                     |
| Net interest income                                      | 103. 1             | 106. 7         | <b>▲</b> 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 | -                  | ▲ 0.8          | 0. 8          |                     |
| Net non-recurring gains(losses)                          | <b>▲</b> 4.8       | <b>▲</b> 14. 3 | 9. 5          |                     |
| Disposals of non-performing loans                        | 6. 2               | 16. 1          | <b>▲</b> 9.9  |                     |
| Net gains(losses) on equity securities                   | ▲ 0.2              | 0. 7           | ▲ 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           | ▲ 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          | <b>▲</b> 9.4  |                     |



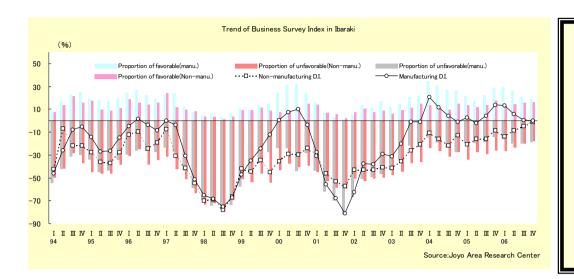
# **Appendix**

# **Economic Indicators for Ibaraki Prefecture (1)**

|            | Contents                                       | Unit            | Ibaraki | Japan       | Rank | Date        |
|------------|--|-----------------|---------|-------------|------|-------------|
| l and area | Total land area                                | km <sup>2</sup> | 6,096   | 377,907     | 23   | Oct 1, 2004 |
| Land area  | Liveable land area                             | km²             | 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 |
|            | Prefectural GDP                                | Y Bn            | 11,150  | 495,772     | 11   | 2003        |
| Economy    | Prefectural income (per person)                | Y MM            | 2.98    | 2.96        | 10   | 2003        |
|            | Farm output                                    | Y Bn            | 420     | 8,914       | 3    | 2004        |
|            | Value of manufactured goods shipment           | Y Bn            | 10,750  | 295,606     | 8    | 2005        |
| Industry   | Annual sales of merchandizing goods(wholesale) | Y Bn            | 3,749   | 405,650     | 16   | 2004        |
| industry   | 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/km²      | 48/1.28 | 1,545/22.39 | 11/3 | in 2005     |

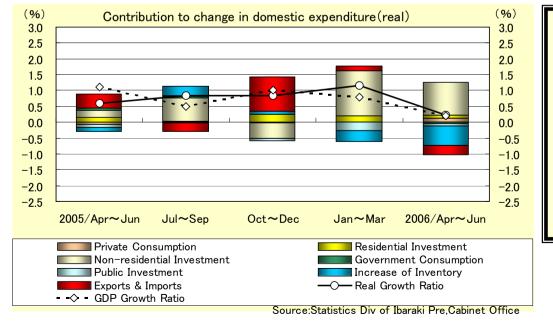
Source: Statistics Div of Ibaraki Pref, Kanto Bureau of Economy, Trade and Industry

## **Economic indicators for Ibaraki Prefecture (2)**



#### Corporate sentiment flat.

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



### Real economic growth of 0.2%

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



# **Average Balance**

|                         |                        | 1                  | IH FY2006 | 6                  | Change             | from 1H      | FY2005             |
|-------------------------|------------------------|--------------------|-----------|--------------------|--------------------|--------------|--------------------|
|                         |                        | Average<br>balance | Yield     | Interest<br>income | Average<br>balance | Yield        | Interest<br>income |
| Lo                      | ans and bills          | 4, 482. 9          | 1. 81     | 40, 796            | 59. 7              | ▲ 0.02       | 139                |
|                         | JPY                    | 4, 481. 3          | 1. 81     | 40, 761            | 59. 0              | ▲ 0.02       | 122                |
|                         | Foreign                | 1.5                | 4. 36     | 34                 | 0. 6               | 0. 61        | 17                 |
| Se                      | curities               | 2, 318. 0          | 1. 92     | 22, 329            | ▲ 82.7             | 0. 25        | 2, 146             |
|                         | Bonds                  | 1, 426. 2          | 1. 04     | 7, 448             | <b>▲</b> 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            | <b>▲</b> 42. 1     | 0. 62        | 1, 517             |
|                         | Others                 | 87. 6              | 1. 90     | 837                | <b>▲</b> 7.2       | <b>1</b> .14 | <b>▲</b> 612       |
| Ca                      | II Ioans               | 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                |
| Bi                      | lls bought             | _                  | _         | _                  | _                  | _            | _                  |
|                         | her debt<br>rchased    | 81. 0              | 0. 48     | 198                | 20. 4              | 0. 13        | 89                 |
| Du                      | e from banks           | 31. 6              | 2. 32     | 368                | <b>▲</b> 5.9       | ▲ 0.15       | ▲ 98               |
| NC                      | D                      | _                  | _         | _                  | _                  | _            | _                  |
|                         | reign exchange<br>sets | 1. 0               | 3. 62     | 19                 | 0. 0               | 0. 86        | 3                  |
| 0t                      | hers                   | _                  |           | 26                 |                    |              | 14                 |
|                         | Interest rate swaps    | _                  | _         | _                  |                    | _            | _                  |
| Interest earning assets |                        | 6, 935. 2          | 1. 84     | 64, 163            | 1. 9               | 0. 08        | 2, 637             |

(balance: Y bn, income/expense: Y mm, %)

|                                       |                             | 1H FY2006          |       |                  | e from 1H F        | -      | 70)              |
|---------------------------------------|-----------------------------|--------------------|-------|------------------|--------------------|--------|------------------|
|                                       |                             | Average<br>balance | Yield | Interest expense | Average<br>balance | Yield  | Interest expense |
| De                                    | posits                      | 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           | <b>▲</b> 37. 1     | 1. 09  | 123              |
| NC                                    | D                           | 96. 5              | 0. 13 | 64               | <b>▲</b> 24. 6     | 0. 11  | 50               |
| Ca                                    | II money                    | 177. 4             | 1. 84 | 1, 642           | <b>▲</b> 97. 9     | 1. 06  | 551              |
|                                       | JPY                         | 115. 5             | 0. 07 | 43               | <b>▲</b> 93. 7     | 0. 07  | 39               |
|                                       | Foreign                     | 61. 9              | 5. 15 | 1, 599           | <b>▲</b> 4. 2      | 1. 88  | 512              |
| securities<br>lending<br>transactions |                             | 190. 8             | 1. 03 | 994              | 84. 2              | ▲ 0.40 | 226              |
| Bi                                    | lls sold                    | _                  | l     | 1                | _                  | 1      | _                |
| Во                                    | rrowed money                | 80. 0              | 1. 58 | 634              | ▲ 5.9              | 0. 01  | <b>▲</b> 44      |
|                                       | reign exchange<br>abilities | 0. 2               | 0. 00 | l                | 0. 0               | 0. 00  | 1                |
| Во                                    | nds                         | 15. 0              | 2. 24 | 168              | 0.0                | 0.00   | 0                |
| 0t                                    | hers                        | 1. 5               | 1     | 6, 056           | ▲ 0.1              | 1      | 1, 946           |
|                                       | Interest rate swaps         | _                  |       | 6, 049           |                    |        | 1, 974           |
| Interest bearing<br>liabilities       |                             | 6, 744. 9          | 0. 36 | 12, 275          | <b>▲</b> 17. 3     | 0. 11  | 3, 635           |
| 0t                                    | her expenses                | _                  | _     | _                | _                  |        |                  |
|                                       | terest bearing<br>abilities | 6, 744. 9          | 0. 36 | 12, 275          | <b>▲</b> 17. 3     | 0. 11  | 3, 635           |



# JOYO BANK 25

## **Interest Yields**

| Total account  |         |         |         |         |         |                   | Domestic | account |         |         |         | %                 |
|--|---------|---------|---------|---------|---------|-------------------|----------|---------|---------|---------|---------|-------------------|
|  | 1H 2004 | FY 2004 | 1H 2005 | FY 2005 | 1H 2006 | change<br>from 1H | 1H 2004  | FY 2004 | 1H 2005 | FY 2005 | 1H 2006 | change<br>from 1H |
| Average yield on interest earning assets (A)   | 1.76    | 1.76    | 1.76    | 1.80    | 1.84    | 0.08              | 1.56     | 1.54    | 1.51    | 1.51    | 1.53    | 0.02              |
| Average yield on loans and bills discounted (B)                                      | 1.89    | 1.90    | 1.83    | 1.81    | 1.81    | ▲0.02             | 1.89     | 1.90    | 1.83    | 1.81    | 1.81    | ▲0.02             |
| Average yield on securities  | 1.53    | 1.52    | 1.67    | 1.82    | 1.92    | 0.25              | 1.11     | 1.02    | 1.16    | 1.21    | 1.27    | 0.11              |
| Average yield on interest bearing liabilities  | 0.17    | 0.19    | 0.25    | 0.28    | 0.36    | 0.11              | 0.07     | 0.07    | 0.07    | 0.06    | 0.09    | 0.02              |
| Average yield on deposits and NCD (C)  | 0.03    | 0.04    | 0.05    | 0.05    | 0.08    | 0.03              | 0.02     | 0.02    | 0.02    | 0.02    | 0.04    | 0.02              |
| Expense ratio  | 1.12    | 1.10    | 1.11    | 1.10    | 1.11    | 0.00              | 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              | 1.16     | 1.14    | 1.12    | 1.10    | 1.15    | 0.03              |
| Difference between average yield on loans and deposits (B)–(C)                       | 1.86    | 1.86    | 1.78    | 1.76    | 1.73    | ▲0.05             | 1.87     | 1.88    | 1.81    | 1.79    | 1.77    | ▲0.04             |
| Difference between average yield on interest earning assets and funding cost (A)–(D) | 0.52    | 0.53    | 0.47    | 0.51    | 0.44    | ▲0.03             | 0.40     | 0.40    | 0.39    | 0.41    | 0.38    | ▲0.01             |
| Average yield on loans and bills discounted (excluding loans to MOF) (E)             |         |         |         |         |         |                   |          |         | 1.90    | 1.88    | 1.83    | ▲0.07             |

Difference between average yield on loans and deposits (excluding loans to MOF) (E)-(C)

1.97

1.96

1.88

1.86

▲0.09



# Yen Denominated Loans (1)

#### © Self-assessed breakdown by regions

(Y bn)

|  | 05       | 5/3        | 05       | 05/9                                   |          | 5/3        | 06/9     |            | Change from 05/9 |                | Change from 06/3 |               |
|--|----------|------------|----------|--|----------|------------|----------|------------|------------------|----------------|------------------|---------------|
|  | Term-end | D.,        | Term-end | D.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | Term-end | Proportion | Term-end | Proportion | Term-end         | Change in %    | Term-end         | Ol : 0/       |
|  | balance  | Proportion | balance  | Proportion                             | balance  | Proportion | balance  | Proportion | balance          | Change in %    | 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%     | <b>▲</b> 2.3     | ▲0.1%          | <b>▲</b> 62.9    | <b>▲</b> 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%           | <b>▲</b> 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%           | <b>▲</b> 34.2    | <b>▲</b> 1.4% |
| (Loans excluding loans to MOF and DICJ <sup>※)</sup> | 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%       | <b>▲</b> 67.9    | <b>▲</b> 16.3% | ▲ 33.2           | ▲8.7%         |
| In need of special caution                           | 85.8     | 2.0%       | 93.3     | 2.1%                                   | 82.3     | 1.9%       | 82.4     | 1.9%       | <b>▲</b> 10.9    | <b>▲</b> 11.7% | 0.1              | 0.1%          |
| Potentially bankrupt or worse                        | 113.4    | 2.6%       | 147.6    | 3.4%                                   | 138.3    | 3.1%       | 101.1    | 2.3%       | <b>▲</b> 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%          |

#### O Breakdown by regions

(Y bn)

|   | 05       | 05/3 05/9  |          | i/9        | 06       | 6/3        | 06       | 06/9       |               | Change from 05/9 |               | from 06/3     |
|---|----------|------------|----------|------------|----------|------------|----------|------------|---------------|------------------|---------------|---------------|
|   | Term-end | Proportion | Term-end | Proportion | Term-end | Proportion | Term-end | Proportion | Term-end      | Change in %      | Term-end      | Change in %   |
|   | balance  |            | balance  |            | balance  |            | balance  |            | balance       |                  | balarioo      |               |
| Yen denominated loans                                   | 4,375.4  | 100.0%     | 4,372.2  | 100.0%     | 4,432.8  | 100.0%     | 4,369.9  | 100.0%     | <b>▲</b> 2.3  | ▲0.1%            | <b>▲</b> 62.9 | <b>▲</b> 1.4% |
| 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        | <b>▲</b> 1.5%    | ▲ 60.4        | <b>▲</b> 1.7% |
| In Ibaraki  | 2,939.0  | 67.2%      | 2,936.8  | 67.2%      | 2,938.4  | 66.3%      | 2,874.5  | 65.8%      | <b>▲</b> 62.3 | ▲2.1%            | <b>▲</b> 63.9 | ▲2.2%         |
| 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%            | <b>▲</b> 1.9  | <b>▲</b> 1.5% |
| 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         | ▲0.3%         |
| Yen Loans excluding loans to MOF and DICJ <sup>**</sup> | 4,213.2  |            | 4,199.7  |            | 4,380.8  |            | 4,369.9  |            | 170.2         | 4.1%             | ▲ 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%             | <b>▲</b> 11.9 | ▲0.4%         |

<sup>\*</sup>Deposit Insurance Corporation of Japan



## Yen Denominated Loans (2)

O Breakdown by type

(Y bn)

| - 771                                     |                  |            |                  |            |                     |            |                  |            |                  |                |                  | (T DH)          |
|---|------------------|------------|------------------|------------|---------------------|------------|------------------|------------|------------------|----------------|------------------|-----------------|
|   | 05               | 05/3       |                  | 5/9        | 06/3                |            | 06/9             |            | Change from 05/9 |                | Change from 06/3 |                 |
|   | Term-end balance | Proportion | Term-end balance | Proportion | Term-end<br>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%     | <b>▲</b> 2.3     | ▲0.1%          | <b>▲</b> 62.9    | <b>▲</b> 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%           | <b>▲</b> 12.7    | ▲0.5%           |
| corporate loans excluding loans to DICJ** | 2,230.3          | _          | 2,204.5          | _          | 2,336.2             | _          | 2,323.5          | _          | 119.0            | _              | <b>▲</b> 12.7    | _               |
| Major companies                           | 758.5            | 17.3%      | 760.4            | 17.4%      | 799.8               | 18.0%      | 785.6            | 18.0%      | 25.2             | 3.3%           | <b>▲</b> 14.2    | <b>▲</b> 1.8%   |
| Medium sized companies                    | 191.8            | 4.4%       | 174.0            | 4.0%       | 169.5               | 3.8%       | 164.3            | 3.8%       | <b>▲</b> 9.7     | ▲5.6%          | <b>▲</b> 5.2     | ▲3.1%           |
| 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           | <b>▲</b> 11.6% | <b>▲</b> 73.8    | ▲9.9%           |
| Loans to MOF                              | 80.1             | 1.8%       | 90.4             | 2.1%       | 52.0                | 1.2%       | 0.0              | 0.0%       | <b>▲</b> 90.4    | ▲100.0%        | ▲ 52.0           | <b>▲</b> 100.0% |

@Personal loans (Y bn) 05/3 05/9 06/3 06/9 Change from 05/9 Change from 06/3 Term-end Term-end Term-end Term-end Term-end Term-end Proportion Proportion Proportion Proportion Change in % Change in % balance balance balance balance balance balance 1.309.8 100.0% 1.324.0 100.09 1.349.4 100.0% 1.372.9 100.0% 3.7% 23.5 Personal loans 48.9 1,031.0 78.7% 1,054.4 79.6% 1,089.1 80.7% 81.5% 6.1% 30.0 Residential loans 1,119.1 64.7 90.6 6.9% 88.7 6.7% 87.5 6.5% 86.2 6.3% **2.5** ▲2.8% **▲** 1.3 **▲**1.5% Consumer loans 188.2 180.9 13.7% 172.8 12.8% 167.6 12.2% **13.3 ▲**7.4% **▲** 5.2 ▲3.0% Loans to small businesses 14.4%

©Corporate loans (Y bn)

| S corporate learle                    |          |            |          |            |          |              |          |             |                  |               |               | (1 211)       |
|---------------------------------------|----------|------------|----------|------------|----------|--------------|----------|-------------|------------------|---------------|---------------|---------------|
|                                       | 05       | 05/3       |          | 05/9       |          | 06/3         |          | 5/9         | Change from 05/9 |               | Change f      | rom 06/3      |
|                                       | Term-end | Proportion | Term-end | Proportion | Term-end | Proportion   | Term-end | Proportion  | Term-end         | Change in %   | Term-end      | Change in %   |
|                                       | balance  | т торогаон | balance  | Торогаон   | balance  | 1 Topol doll | balance  | 1 Toportion | balance          | Orlange III / | 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%          | <b>▲</b> 12.7 | ▲0.5%         |
| Yen loans excluding loans to DICJ**   | 2,230.3  | _          | 2,204.5  | -          | 2,336.2  | _            | 2,323.5  | _           | 119.0            | _             | <b>▲</b> 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%       | <b>▲</b> 19.4    | <b>▲</b> 1.3% | <b>▲</b> 12.6 | ▲0.9%         |
| Excluding loans to DICJ <sup>**</sup> | 1,398.5  | _          | 1,376.3  | -          | 1,451.6  | _            | 1,439.0  | _           | 62.7             | _             | <b>▲</b> 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%         | <b>▲</b> 14.7 | <b>▲</b> 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%          | <b>▲</b> 1.1  | <b>▲</b> 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**

(Y bn) ODeposits

|                  | 05/3     |            | 05/9     |            | 06/3     |            | 06/9     |            | Change from 05/9 |                | Change f     | rom 06/3       |
|------------------|----------|------------|----------|------------|----------|------------|----------|------------|------------------|----------------|--------------|----------------|
|                  | Term-end | Proportion | Term-end | Proportion | Term-end | Proportion | Term-end | Proportion | Term-end         | Change in %    | Term-end     | Change in %    |
|                  | balance  | Froportion | balance  | Froportion | balance  | Froportion | balance  | Froportion | balance          | Orlange III /0 | balance      | Oriange III /0 |
| 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%       | <b>▲</b> 23.8    | <b>▲</b> 23.5% | <b>▲</b> 1.9 | <b>▲2.4</b> %  |
| JOM deposits     | 28.3     | 0.5%       | 18.6     | 0.3%       | 12.8     | 0.2%       | 10.0     | 0.2%       | ▲ 8.6            | <b>▲</b> 46.2% | <b>▲</b> 2.8 | <b>▲</b> 21.9% |
| Others           | -        | 0.0%       | _        | 0.0%       | l        | 0.0%       | _        | 0.0%       | 1                | _              | 1            | _              |
| NCDs             | 57.4     |            | 55.2     |            | 34.5     |            | 49.6     |            | <b>▲</b> 5.6     | <b>▲</b> 10.1% | 15.1         | 43.8%          |

(Y bn) **OYen Products** 05/3 05/9 06/3 06/9 Change from 05/9 Change from 06/3

|               | Term-end<br>balance | Proportion | Term-end<br>balance | Proportion | Term-end<br>balance | Proportion | Term-end<br>balance | Proportion | Term-end<br>balance | Change in % | Term-end<br>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) (Y bn)

|                    | 05/3     |            | 05/9     |            | 06/3     |            | 06/9     |            | Change from 05/9 |                  | Change from 06/3 |                 |
|--------------------|----------|------------|----------|------------|----------|------------|----------|------------|------------------|------------------|------------------|-----------------|
|                    | Term-end | Proportion | Term-end | Proportion | Term-end | Proportion | Term-end | Proportion | Term-end         | Change in %      | Term-end         | Change in %     |
|                    | balance  | Froportion | balance  | Froportion | balance  | Proportion | balance  | Froportion | balance          | Offarige III /II | balance          | Offarige III /0 |
| 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%      | <b>▲</b> 70.6    | ▲3.1%            | <b>▲</b> 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)

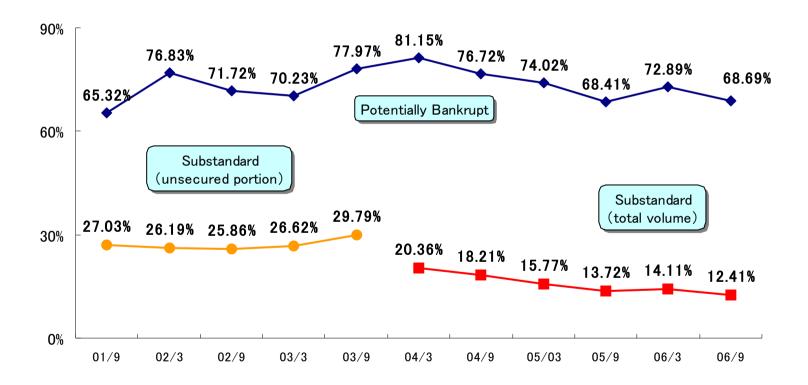
|                                   |         |             |         |             |         |             |               |               |               | (Ybn)         |
|-----------------------------------|---------|-------------|---------|-------------|---------|-------------|---------------|---------------|---------------|---------------|
|                                   | 05      | 5/9         | 06      | 6/3         | 06      | 5/9         | Chage fr      | om 05/9       | Change f      | rom 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%       | <b>▲</b> 93.8 | <b>▲</b> 1.3% | ▲ 29.4        | <b>▲</b> 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%       | <b>▲</b> 57.8 | ▲0.4%         | <b>▲</b> 13.0 | ▲0.4%         |
| (Average yield:%)                 | (1.01)  | —           | (1.19)  | —           | (1.11)  | _           | (0.10)        | —             | (▲0.08)       | _             |
| Floating rate notes               | 411.4   | 17.2%       | 391.8   | 17.0%       | 375.3   | 16.3%       | ▲ 36.1        | ▲0.9%         | <b>▲</b> 16.5 | ▲0.7%         |
| (Average yield:%)                 | (0.46)  | _           | (0.48)  | _           | (0.68)  | _           | (0.22)        | _             | (0.20)        | _             |
| For <u>eign denominated bonds</u> | 483.2   | 20.2%       | 466.5   | 20.2%       | 478.1   | 20.7%       | <b>▲</b> 5.1  | 0.6%          | 11.6          | 0.6%          |
| Duration(years)                   | 2.5     | _           | 2.7     | _           | 2.5     | _           | ▲ 0.0         | _             | ▲ 0.2         | _             |
| (Average yield:%)                 | (1.21)  | _           | (0.85)  | _           | (0.43)  | _           | (▲0.78)       | _             | (▲0.42)       | _             |
| Fixed rate notes                  | 327.8   | 13.7%       | 295.4   | 12.8%       | 280.6   | 12.2%       | <b>▲</b> 47.2 | <b>▲</b> 1.5% | <b>▲</b> 14.8 | ▲0.6%         |
| (Average yield:%)                 | (4.29)  | <del></del> | (4.43)  | <del></del> | (4.30)  | <del></del> | (0.02)        | —             | (▲0.13)       | —             |
| (Average yield spread:%           | (1.58)  | <u>—</u>    | (1.08)  | <del></del> | (0.48)  | <u>—</u>    | (▲1.10)       | <del></del>   | (▲0.60)       | <u> </u>      |
| 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)  | <u>—</u>    | (4.72)  | <del></del> | (5.47)  | <u>—</u>    | (1.77)        | <u>—</u>      | (0.75)        | —             |
| (Average yield spread:%           | (0.41)  | _           | (0.42)  | _           | (0.36)  | _           | (▲0.05)       | _             | (▲0.06)       | _             |
| 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     |             | 129     | 5.6%        | 137     |             | ▲ 0.8         | 0.2%          | 8.6           |               |
| Tot <u>al</u>                     | 2,397   | 100.0%      | 2,311   | 100.0%      | 2,305   | 100.0%      | <b>▲</b> 91.5 | 0.0%          | <b>▲</b> 5.5  | 0.0%          |
| (Average yield:%)                 | (1.67)  |             | (1.96)  |             | (1.92)  |             | (0.25)        |               | (▲0.04)       |               |
| Unrealized gains/losses           | 140.5   | _           | 179.4   | _           | 163     | _           | 22.0          | _             | <b>▲</b> 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)





| Y | er | ١, | % |
|---|----|----|---|
|   |    |    |   |

|                                      |       |       |       | 10114 70 |
|--------------------------------------|-------|-------|-------|----------|
| Financial targets                    | 05/9  | 06/3  | 06/9  | change   |
| EPS                                  | 28.93 | 29.80 | 29.27 | ▲0.53    |
| ROE(Net income basis)                | 5.61  | 6.72  | 7.87  | 1.15     |
| (Net income basis)                   | 4.66  | 5.34  | 6.12  | 0.78     |
| BPS(projection for 06/3)             | 554.9 | 595.3 | 596.9 | 1.6      |
| OHR (Core net business income basis) | 58.2  | 56.4  | 59.1  | 2.7      |
| ROA(Core net business income basis)  | 0.70  | 0.74  | 0.69  | ▲0.05    |

XEPS based on average stocks outstanding. BPS based on FY year end stocks outstanding.

ROE : Figure on top based on average balance of capital.(excludes net unrealized gains on other securities) .

Figure on bottom based on average of capital balance at the beginning and end of term.

| Operational targets      | 05/3  | 05/9  | 06/3  | change |
|--------------------------|-------|-------|-------|--------|
| Loan share in Ibaraki    | 42.37 | 42.23 | 42.33 | 0.10   |
| Deposit share in Ibaraki | 40.77 | 40.37 | 40.33 | ▲0.04  |



### Inquiries related to this presentation should be addressed to

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