Financial Results for the First Half of 2007 \& Projections for FY2007

## THE JOYO BANK, LTD.

December 2007

## Performance Highlights

Core net business income and net income achieved initial forecasts, thanks to an increase in interest income. Capital ratio reached $12 \%$ at the end of 1 H of 2007.


Financial Results for the First Half of FY2007
(Ended September 30, 2007)

## Summary Financial Results of the First Half of FY2007

An increase in interest income from loans and securities helped net business income, ordinary profit and net income surpass initial forecasts.

| (Y bn)Net business income | 1H FY2007 1H FY2006 |  | change |
| :---: | :---: | :---: | :---: |
|  | 28.3 | 25.1 | 3.1 |
| Core net business income | 26.5 | 24.4 | 2.0 |
| Gross business profit | 63.4 | 60.5 | 2.9 |
| Net interest income | 54.2 | 51.8 | 2.3 |
| Fees and commissions | 7.8 | 7.5 | 0.3 |
| G\&A expenses | 36.5 | 35.4 | 1.1 |
| Net transfer to general reserve for possible loan losses (A) | A 1.4 | - | A 1.4 |
| Net non-recurring gains(losses) | - 3.0 | A 2.4 | $\triangle 0.6$ |
| Disposals of non-performing loans (B) | 5.5 | 3.7 | 1.7 |
| Ordinary profit | 25.2 | 22.7 | 2.5 |
| Net special gains(losses) | - 0.7 | 2.4 | - 3.2 |
| Gains on loan charged-offs (C) | 1.2 | 0.8 | 0.3 |
| Impairment of fixed assets | 0.1 | 0.0 | 0.0 |
| Reversal of allowance for loan losses (D) | - | 1.5 | -1.5 |
| Other special losses ${ }^{(2)}$ | 1.7 | - | 1.7 |
| Net income before income taxes and others | 24.4 | 25.1 | $\triangle 0.6$ |
| Net income after tax | 14.5 | 15.0 | - 0.4 |
| Net credit expenses (A)+(B)-(C)-(D) | 2. 8 | 1.3 | 1.5 |

Break down of 'Top line ${ }^{(1) \text { 4 }}$

| (Ybn) | 1 H <br> FY07 | change <br> from <br> f. |
| :--- | ---: | ---: |
| FY06 |  |  |$|$


| Domestic loans (Average balance) | $4,530.7$ | 49.3 |
| :--- | ---: | ---: |
| Personal loans | $1,404.2$ | 43.1 |
| Corporate loans | $2,466.6$ | 56.9 |
| Securities (Average balance) | $2,380.2$ | 63.8 |


| Fees and commissions | 7.8 | 0.3 |
| :---: | :---: | :---: |
| Investment trusts and personal annuities | 3.5 | 0.4 |

Note: (1) Top line=gross business profit
(2) 1 H 2007 reflects changes in accounting principals: reserves for retirement benefits and repayment of dormant deposits have been incorporated into other special losses

## Projections for FY2007

## Summary of Projections for FY2007

Top line ${ }^{(1)}$ is expected to increase steadily as a result of higher interest margins.

| (Y bn) | FY2007 <br> Forecast | FY2006 | change | Initial Forecast |
| :---: | :---: | :---: | :---: | :---: |
| Net business income | 57.0 | 52.9 | 4. 1 | 57.0 |
| Core net business income | 55.5 | 52.2 | 3.3 | 53.5 |
| Gross business profit | 127.2 | 123.5 | 3.7 |  |
| Net interest income | 109. 2 | 105.6 | 3.6 |  |
| Fees and commissions | 16.2 | 16.0 | 0.2 |  |
| G\&A expenses | 72.0 | 70.6 | 1.4 |  |
| Net transfer to general reserve for possible loan losses | -1.9 | - | A 1.9 |  |
| Net non-recurring gains(losses) | - 7.1 | - 5.2 | $\triangle 1.9$ |  |
| Disposals of non-performing loans | 9.8 | 6.8 | 3.0 |  |
| Ordinary profit | 50.0 | 47.6 | 2.4 | 50.0 |
| Net special gains(losses) | - 0.2 | 5.3 | - 5.5 |  |
| Gains on loan charged-offs | 1.9 | 3.1 | A1.2 |  |
| Reversal of allowance for loan losses | - | 2.3 | $\pm 2.3$ |  |
| Other special losses | 1.7 | - | 1.7 |  |
| Net income after tax | 30.0 | 26.1 | 3.9 | 30.0 |
| Net credit expenses | 6.0 | 1. 2 | 4.8 | 6.0 |

Break down of 'Top line ${ }^{(1)}$ '

| ( Y bn) | FY2007 forecast | change from 2006 |
| :---: | :---: | :---: |
| Net interest income | 109.2 | 3.6 |
| Interest income of domestic loans | 96.1 | 11.5 |
| (Peasonal loans) | 38.2 | 4.3 |
| (Corporate loans) | 47.4 | 7.5 |
| Interest income of securities | 52.1 | 4.8 |
| (Domestic) | 24.0 | 2.3 |
| (Foreign) | 28.1 | 2.4 |
| Interest expenses on deposits | 14.5 | 9.4 |
| Interest expenses on foreign deposits | 21.6 | 3.4 |


| Domestic loans (Average balance) | $4,569.8$ | 107.1 |
| :--- | ---: | ---: |
| Personal loans | $1,425.3$ | 59.1 |
| Corporate loans | $2,489.9$ | 69.0 |
| Securities (Average balance) | $2,406.5$ | 54.2 |


| Fees and commissions <br> Investment trusts and <br> personal annuities | 16.2 | 0.2 |
| :--- | ---: | ---: |

[^0]
## Returns to Shareholders in FY2007

## 'Shareholders Return Policy'

- Shareholder Return Ratio*

Targeting ratio equal to or greater than 40\%.

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

Targeting ratio equal to or greater than $20 \%$ while maintaining stable dividend payment policy.
$\Rightarrow$ Dividend in FY 2007
Increase dividends to 8 yen per share, according to business projections.

|  | FY2002 | FY2003 | FY2004 | FY2005 | FY2006 | FY2007 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of stocks repurchased (thousands) | 6,508 | 24,401 | 4,122 | 9,955 | 20,815 | 15,000 |
| Total amount of stock repurchased (Y bn) | 2.1 | 8.1 | 1.8 | 7.2 | 14.5 | 11.1 |
| Number of stocks retired(thousands) | - | - | - | 13,000 | 15,000 | 15,000 |
| Number of treasury stocks (thousands) | 5,933 | 30,154 | 33,845 | 30,466 | 35,931 |  |
| 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 | 8.0 |


| Net income after tax (non-consolidated) (Y bn) | 8.3 | 22.8 | 26.1 | 24.7 | 26.1 | 30.0 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Shareholder return ratio(\%) | 77.1 | 54.2 | 26.2 | 49.2 | 77.0 | approx. |
| Dividend pay-out ratio(\%) | 51.3 | 18.4 | 19.1 | 20.0 | 21.6 | approx. |

## Shareholders' Return History

Return to shareholders over the past 10 years.
79,000
Millions of yen
We have returned capital to our shareholders via stock repurchases and dividends.


## Balance sheet and brief comments

- Loans (Page. 9,10,11,12)
- Corporate loans

Improved loan balance and yields
-Residential loans
Balance steadily increased and yields up significantly



## Loans and Deposits



## Loans and Deposits Portfolio

To benefit from interest rate rises, approximately $2 / 3$ of fixed rate loans are shorter than 3 years in maturity.



| $\begin{gathered} (Y \mathrm{Y} \text { bn) } \\ 3,000 \end{gathered}$ |  | ype of product Tibor/Libor <br> $\square$ Short-term spread <br> $\square$ Short-term prime rate |
| :---: | :---: | :---: |
| 2,000 | 24\% |  |
|  | 23\% |  |
| 1,000 |  |  |
|  | 53\% |  |
| 0 | September 2007 |  |



## Loan Interest Margin

Loan yields turned around due to BOJ rate hikes and a decreasing credit cost. Loan interest margins showed improvements.

Raised Prime rate by 25bps (1.875\% $\rightarrow 2.125 \%$ ) on August 25, 2006.
Raised Prime rate by 25bps ( $2.125 \% \rightarrow 2.375 \%$ ) on March 26, 2007.


## Residential Loans

The number of housing starts remains at relatively high levels. We continue to focus on building residential loan balances mainly along the Tsukuba Express line.


## Asset Management Business

Balance of investment trusts increased by 34\% compared to the previous year, thanks to a stronger sales force. Fee income is projected to increase steadily while maintaining compliance standards.

※Actions taken
OStrengthening sales force $\Rightarrow 24$ sales personnel were added by the end of $\mathbf{1 H} 2007$.
OStrengthening direct sales channels (i.e. telephone, call center, internet, DMs).
OEstablished an updated compliance procedure for the new financial products law.
OPrepared for the full deregulation of OTC insurance sales.

## Investment Portfolio

In response to a high market volatility, asset allocation was undertaken in a defensive manner by keeping volume and duration under control.


## Effective Utilization of Capital

Risk Capital as of Sep. 2007


Y bn, figures in ( ) show changes from 06/9
(※1) Represents approximately $4 \%$ of risk-weighted assets

## Appendix

## Economic Indicators for Ibaraki Prefecture (1)

| Contents | Units | Ibaraki | Japan | Rank | Date |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total land area | km² | 6,096 | 377,907 | 24 | Oct 1, 2005 |
| Liveable land area | km² | 3,976 | 121,384 | 4 | Oct 1, 2005 |
| Population | thousands | 2,980 | 127,760 | 11 | Oct 1, 2005 |
| Proportion of senior | \% | 19.4 | 20.1 | 39 | Oct 1, 2005 |
| Prefectural GDP | Y Bn | 11,195 | 508,411 | 12 | 2004 |
| Average prefectural income | Y MM | 2.93 | 2.98 | 13 | 2004 |
| Farm output | Y Bn | 416 | 8,807 | 3 | 2005 |
| Value of manufactured goods shipment | Y Bn | 10,750 | 295,606 | 8 | 2005 |
| Annual sales of merchandizing goods (wholesale) | Y Bn | 3,749 | 405,497 | 16 | 2004 |
| Annual sales of merchandizing goods (retail) | Y Bn | 2,902 | 133,279 | 13 | 2004 |
| Number of establishments | - | 122,259 | 5,722,615 | 14 | 2006 |
| Number of factories newly located | number/km² | 67/1.87 | 1,782/23.65 | 6/1 | 2006 |

## Economic Indicators for Ibaraki Prefecture (2)



## Average Balance

|  | 1H FY2007 |  |  | Change from 1H FY2006 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average balance | Yield | Interest income | Average balance | Yield | Interest income |
| Loans and bills | 4,534.9 | 2.06 | 46, 938 | 52.0 | 0.25 | 6,142 |
| JPY | 4,530.6 | 2.06 | 46,882 | 49.2 | 0.25 | 6,120 |
| Foreign | 4.3 | 2. 60 | 56 | 2.7 | A1.76 | 22 |
| Securities | 2,380. 2 | 2. 14 | 25,607 | 62.1 | 0.22 | 3,277 |
| Bonds | 1,487. 1 | 1. 15 | 8,549 | 60.9 | 0.10 | 1,101 |
| Stocks | 133.0 | 3.40 | 2,267 | 8.3 | -0.06 | 104 |
| Foreign bonds | 659.6 | 4.07 | 13,480 | $\triangle 19.9$ | 0.59 | 1,598 |
| Others | 100.3 | 2. 60 | 1,311 | 12.7 | 0.70 | 473 |
| Call loans | 14.6 | 4. 16 | 305 | -5.6 | 0.00 | 4118 |
| JPY | 0.8 | 0.53 | 2 | 4. 1 | 0.37 | $\triangle 1$ |
| Foreign | 13.7 | 4.40 | 303 | 41.5 | A1.07 | (116 |
| Bills bought | - | - | - | - | - | - |
| Other debt purchased | 79.7 | 0.92 | 369 | A1.3 | 0.44 | 171 |
| Due from banks | 49.5 | 2. 43 | 605 | 17.8 | 0.11 | 236 |
| NCD | - | - | - | - | - | - |
| Foreign exchange assets | 1.0 | 3.92 | 19 | 0.0 | 0.30 | 0 |
| Others | - | - | 48 | - | - | 22 |
| Interest rate swaps | - | - | - | - | - | - |
| Interest earning assets | 7,060.1 | 2.08 | 73, 895 | 124.9 | 0.24 | 9, 731 |

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

|  | 1H FY2007 |  |  | Change from 1H FY2006 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average balance | Yield | Interest expense | Average balance | Yield | Interest expense |
| Deposits | 6,284.9 | 0.25 | 8,167 | 103.8 | 0.17 | 5,452 |
| JPY | 6,203.7 | 0.21 | 6,684 | 109.8 | 0.17 | 5,269 |
| Foreign | 81.1 | 3.64 | 1,482 | -6.0 | 0.67 | 182 |
| NCD | 94.9 | 0.47 | 228 | A1.5 | 0.34 | 163 |
| Call money | 241.3 | 2.96 | 3,593 | 63.8 | 1.12 | 1,951 |
| JPY | 120.4 | 0. 48 | 294 | 4.8 | 0.41 | 251 |
| Foreign | 120.8 | 5.44 | 3,299 | 58.9 | 0.29 | 1,699 |
| Payable under securities lending transactions | 130.1 | 1. 12 | 737 | -60. 6 | 0.09 | -257 |
| Bills sold | - | - | - | - | - | - |
| Borrowed money | 68.5 | 1. 45 | 500 | -11.4 | -0.13 | -134 |
| Foreign exchange liabilities | 0.2 | 0.02 | 0 | 0.0 | 0.02 | 0 |
| Bonds | 15.0 | 2.24 | 168 | 0.0 | 0.00 | 0 |
| Others | 1.4 | - | 6,283 | 0.0 | - | 227 |
| $\begin{array}{\|l} \hline \begin{array}{l} \text { Interest rate } \\ \text { swaps } \end{array} \\ \hline \end{array}$ | - | - | 6,277 | - | - | 228 |
| Interest bearing liabilities | 6,836.7 | 0.57 | 19,678 | 91.7 | 0.21 | 7,402 |
| Other expenses | 3.1 | 0.26 | 4 | 0.9 | 0.17 | 3 |
| Interest bear ing liabilities | 6,833.5 | 0.57 | 19,674 | 90.7 | 0.21 | 7,400 |

## Interest Yields



## Yen Denominated Loans (1)

## JOYO BANK

## ©Self-assessed breakdown by regions

(Y bn)

|  | 06/3 |  | 06/9 |  | 07/3 |  | 07/9 |  | Change from 06/9 |  | Change from 07/3 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 4,432.8 | 100.0\% | 4,369.9 | 100.0\% | 4,437.8 | 100.0\% | 4,487.6 | 101.1\% | 117.7 | 2.7\% | 49.8 | 1.1\% |
| Normal | 3,828.9 | 86.4\% | 3,836.6 | 87.8\% | 3,844.5 | 86.6\% | 3,940.0 | 88.8\% | 103.4 | 2.7\% | 95.5 | 2.5\% |
| Regional (excl. Tokyo \& Osaka) | 2,979.9 | 67.2\% | 2,957.2 | 67.7\% | 2,981.2 | 67.2\% | 3,061.1 | 69.0\% | 103.9 | 3.5\% | 79.9 | 2.7\% |
| (Loans excluding loans to MOF and DICJ※) | 2,927.9 | 66.1\% | 2,957.2 | 67.7\% | 2,981.2 | 67.2\% | 3,061.1 | 69.0\% | 103.9 | 3.5\% | 79.9 | 2.7\% |
| In Ibaraki | 2,496.8 | 56.3\% | 2,462.6 | 56.4\% | 2,485.4 | 56.0\% | 2,540.9 | 57.3\% | 78.3 | 3.2\% | 55.5 | 2.2\% |
| (Loans excluding loans to MOF and DICJ* | 2,444.8 | 55.2\% | 2,462.6 | 56.4\% | 2,485.4 | 56.0\% | 2,540.9 | 57.3\% | 78.3 | 3.2\% | 55.5 | 2.2\% |
| In Miyagi , Fukushima and Tochigi | 376.6 | 8.5\% | 384.1 | 8.8\% | 384.8 | 8.7\% | 401.2 | 9.0\% | 17.1 | 4.5\% | 16.4 | 4.3\% |
| In Chiba and Saitama | 106.4 | 2.4\% | 110.4 | 2.5\% | 110.9 | 2.5\% | 118.9 | 2.7\% | 8.5 | 7.7\% | 8 | 7.2\% |
| In Tokyo and Osaka | 848.9 | 19.2\% | 879.4 | 20.1\% | 863.2 | 19.5\% | 878.9 | 19.8\% | - 0.5 | -0.1\% | 15.7 | 1.8\% |
| Other than in need of special caution | 383.0 | 8.6\% | 349.8 | 8.0\% | 429.1 | 9.7\% | 387.3 | 8.7\% | 37.5 | 10.7\% | -41.8 | -9.7\% |
| In need of special caution | 82.3 | 1.9\% | 82.4 | 1.9\% | 69.2 | 1.6\% | 63.2 | 1.4\% | - 19.2 | (23.3\% | - 6.0 | -8.7\% |
| Potentially bankrupt or worse | 138.3 | 3.1\% | 101.1 | 2.3\% | 41.5 | 0.9\% | 96.9 | 2.2\% | - 4.2 | 44.2\% | 1.9 | 2.0\% |



| OBreakdown by regi |  |  |  |  |  |  |  |  |  |  |  | (Y bn) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 06/3 |  | 06/9 |  | 07/3 |  | 07/9 |  | Change from 06/9 |  | Change from 07/3 |  |
|  | 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 | 4,432.8 | 100.0\% | 4,369.9 | 100.0\% | 4,437.8 | 100.0\% | 4,487.6 | 100.0\% | 117.7 | 2.7\% | 49.8 | 1.1\% |
| Regional (excl. Tokyo \& Osaka) | 3,515.2 | 79.3\% | 3,454.8 | 79.1\% | 3,522.6 | 79.4\% | 3,540.3 | 78.9\% | 85.5 | 2.5\% | 17.7 | 0.5\% |
| In Ibaraki | 2,938.4 | 66.3\% | 2,874.5 | 65.8\% | 2,942.8 | 66.3\% | 2,942.2 | 65.6\% | 67.7 | 2.4\% | - 0.6 | - 0.0\% |
| In Miyagi and Fukushima and Tochigi | 448.5 | 10.1\% | 453.8 | 10.4\% | 467.9 | 10.5\% | 461.9 | 10.3\% | 8.1 | 1.8\% | 11.9 | 2.6\% |
| In Chiba and Saitama | 128.3 | 2.9\% | 126.4 | 2.9\% | 111.8 | 2.5\% | 136.1 | 3.0\% | 9.7 | 7.7\% | 6.4 | 4.9\% |
| In Tokyo and Osaka | 917.4 | 20.7\% | 915.0 | 20.9\% | 915.2 | 20.6\% | 947.2 | 21.1\% | 32.2 | 3.5\% | 32.0 | 3.5\% |
| Yen Loans excluding loans to MOF and DIC ${ }^{*}$ | 4,380.8 |  | 4,369.9 |  | 4,437.8 |  | 4,487.6 |  | 117.7 | 2.7\% | 49.8 | 1.1\% |
| Other than Tokyo and Osaka | 3,463.2 |  | 3,454.8 |  | 3,522.6 |  | 3,540.3 |  | 85.5 | 2.5\% | 17.7 | 0.5\% |
| In Ibaraki | 2,886.4 |  | 2,874.5 |  | 2,942.8 |  | 2,942.2 |  | 67.7 | 2.4\% | - 0.6 | - 0.0\% |

※Deposit Insurance Corporation of Japan

## Yen Denominated Loans (2)

| OBreakdown by type |  |  |  |  |  |  |  |  |  |  |  | (Y bn) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | 07/3 |  | 07/9 |  | Change from 06/9 |  | Change from 07/3 |  |
|  | $\begin{array}{\|c\|} \hline \begin{array}{c} \text { Term-end } \\ \text { balance } \end{array} \\ \hline \end{array}$ |  | $\begin{array}{\|c\|c\|} \hline \begin{array}{c} \text { Term-end } \\ \text { balance } \end{array} & \text { Proportion } \\ \hline \end{array}$ |  | $\begin{array}{\|c\|} \hline \begin{array}{c} \text { Term-end } \\ \text { balance } \end{array} \\ \hline \end{array}$ |  | $\begin{array}{\|c\|} \hline \text { Term-end } \\ \text { balance } \end{array} \text { Proportion }$ |  | Term-end balance | Change in \% | Term-end balance | Change in \% |
| Yen denominated loans | 4,432.8 | 100.0\% | 4,369.9 | 100.0\% | 4,437.8 | 100.0\% | 4,487.6 | 101.1\% | 117.7 | 2.7\% | 49.8 | 1.1\% |
| Personal loans | 1,349.4 | 30.4\% | 1,372.9 | 31.4\% | 1,400.2 | 31.6\% | 1,423.0 | 32.1\% | 50.1 | 3.6\% | 22.8 | 1.6\% |
| Corporate loans | 2,336.2 | 52.7\% | 2,323.5 | 53.2\% | 2,345.9 | 52.9\% | 2,419.6 | 54.5\% | 96.1 | 4.1\% | 73.7 | 3.1\% |
| Major companies | 799.8 | 18.0\% | 785.6 | 18.0\% | 826.2 | 18.6\% | 864.1 | 19.5\% | 78.5 | 10.0\% | 37.9 | 4.6\% |
| Medium sized companies | 169.5 | 3.8\% | 164.3 | 3.8\% | 162.3 | 3.7\% | 163.1 | 3.7\% | - 1.2 | - $0.7 \%$ | 0.8 | 0.5\% |
| Small and medium sized companies | 1,366.7 | 30.8\% | 1,373.5 | 31.4\% | 1,357.3 | 30.6\% | 1,392.3 | 31.4\% | 18.8 | 1.4\% | 35.0 | 2.6\% |
| Public sector | 747.1 | 16.9\% | 673.3 | 15.4\% | 691.6 | 15.6\% | 644.9 | 14.5\% | - 28.4 | -4.2\% | - 46.7 | 46.8\% |
| Loans to MOF | 52.0 | 1.2\% | 0.0 | 0.0\% | 0.0 | 0.0\% | 0.0 | 0.0\% | 0.0 | 0.0\% | 0 | 0.0\% |


| OPersonal loans |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 06/3 |  | 06/9 |  | 07/3 |  | 07/9 |  | Change from 06/9 |  | Change from 07/3 |  |
|  | 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 | 1,349.4 | 100.0\% | 1,372.9 | 100.0\% | 1,400.2 | 100.0\% | 1,423.0 | 101.6\% | 50.1 | 3.6\% | 22.8 | 1.6\% |
| Residential loans | 1,089.1 | 80.7\% | 1,119.1 | 81.5\% | 1,154.2 | 82.4\% | 1,185.7 | 84.7\% | 66.6 | 6.0\% | 31.5 | 2.7\% |
| Consumer loans | 87.5 | 6.5\% | 86.2 | 6.3\% | 82.4 | 5.9\% | 81.3 | 5.8\% | - 4.9 | -5.7\% | A 1.1 | -1.3\% |
| Loans to small businesses | 172.8 | 12.8\% | 167.6 | 12.2\% | 163.6 | 11.7\% | 156.0 | 11.1\% | -11.6 | -6.9\% | - 7.6 | -4.6\% |


| ©Corporate loans |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 06/3 |  | 06/9 |  | 07/3 |  | 07/9 |  | Change from 06/9 |  | Change from 07/3 |  |
|  | 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 | 2,336.2 | 100.0\% | 2,323.5 | 100.0\% | 2,345.9 | 100.0\% | 2,419.6 | 103.1\% | 96.1 | 4.1\% | 73.7 | 3.1\% |
| Regional (excl. Tokyo \& Osaka) | 1,451.6 | 62.1\% | 1,439.0 | 61.9\% | 1,435.3 | 61.2\% | 1,476.6 | 62.9\% | 37.6 | 2.6\% | 41.3 | 2.9\% |
| In Ibaraki | 1,035.1 | 44.3\% | 1,020.3 | 43.9\% | 1,019.2 | 43.4\% | 1,046.0 | 44.6\% | 25.7 | 2.5\% | 26.8 | 2.6\% |
| In Miyagi , Fukushima and Tochigi | 329.8 | 14.1\% | 333.1 | 14.3\% | 346.4 | 14.8\% | 336.9 | 14.4\% | 3.8 | 1.2\% | 10.0 | 3.0\% |
| In Chiba and Saitama | 86.8 | 3.7\% | 85.6 | 3.7\% | 69.7 | 3.0\% | 93.6 | 4.0\% | 8.0 | 9.3\% | 4.4 | 5.0\% |
| In Tokyo and Osaka | 884.5 | 37.9\% | 884.6 | 38.1\% | 910.7 | 38.8\% | 942.9 | 40.2\% | 58.3 | 6.6\% | 32.2 | 3.5\% |

## Deposits and Assets Under Custody

| ODeposits |  |  |  |  |  |  |  |  |  |  |  | ( Y bn) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 06/3 |  | 06/9 |  | 07/3 |  | 07/9 |  | Change from 06/9 |  | Change from 07/3 |  |
|  | 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 | 6,146.4 | 100.0\% | 6,148.9 | 100.0\% | 6,285.2 | 100.0\% | 6,258.9 | 100.0\% | 110 | 1.8\% | A 26.3 | - 0.4\% |
| Yen deposits | 6,054.3 | 98.5\% | 6,061.5 | 98.6\% | 6,206.6 | 98.7\% | 6,184.1 | 98.8\% | 122.6 | 2.0\% | - 22.5 | - 0.4\% |
| Foreign deposits | 79.3 | 1.3\% | 77.4 | 1.3\% | 62.0 | 1.0\% | 55.7 | 0.9\% | - 21.7 | - 28.0\% | - 6.3 | A 10.2\% |
| JOM deposits | 12.8 | 0.2\% | 10.0 | 0.2\% | 16.5 | 0.3\% | 19.0 | 0.3\% | 9 | 90.0\% | 2.5 | 15.2\% |
| Others | - | 0.0\% | - | 0.0\% | - | 0.0\% | - | 0.0\% | - | 0.0\% | - | 0.0\% |
| NCDs | 34.5 |  | 49.6 |  | 41.0 |  | 44.4 | 0.0\% | ( 5.2 | (10.5\% | 3.4 | 8.3\% |

OYen deposits (Y bn)

|  | 06/3 |  | 06/9 |  | 07/3 |  | 07/9 |  | Change from 06/9 |  | Change from 07/3 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 6,054.3 | 100.0\% | 6,061.5 | 100.0\% | 6,206.6 | 100.0\% | 6,184.1 | 100.0\% | 122.6 | 2.0\% | - 22.5 | - 0.4\% |
| Personal | 4,627.1 | 76.4\% | 4,635.2 | 76.5\% | 4,703.8 | 75.8\% | 4,758.7 | 77.0\% | 123.5 | 2.7\% | 54.9 | 1.2\% |
| Corporate | 1,137.7 | 18.8\% | 1,099.0 | 18.1\% | 1,156.1 | 18.6\% | 1,131.4 | 18.3\% | 32.4 | 2.9\% | - 24.7 | - 2.1\% |
| Public sector | 289.5 | 4.8\% | 327.3 | 5.4\% | 346.7 | 5.6\% | 294.0 | 4.8\% | - 33.3 | A10.2\% | A 52.7 | A15.2\% |

©Personal assets

|  | 06/3 |  | 06/9 |  | 07/3 |  | 07/9 |  | Change from 06/9 |  | Change from 07/3 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 5,479.0 | 100.0\% | 5,603.1 | 100.0\% | 5,771.2 | 100.0\% | 5,905.9 | 100.0\% | 302.8 | 5.4\% | 134.7 | 2.3\% |
| Liquid | 2,409.6 | 44.0\% | 2,438.2 | 43.5\% | 2,517.3 | 43.6\% | 2,528.4 | 42.8\% | 90.2 | 3.7\% | 11.1 | 0.4\% |
| Time deposits | 2,217.5 | 40.5\% | 2,197.0 | 39.2\% | 2,186.5 | 37.9\% | 2,230.3 | 37.8\% | 33.3 | 1.5\% | 43.8 | 2.0\% |
| (Sub total) | 4,627.1 | 84.5\% | 4,635.2 | 82.7\% | 4,703.8 | 81.5\% | 4,758.7 | 80.6\% | 123.5 | 2.7\% | 54.9 | 1.2\% |
| Financial products | 851.9 | 15.5\% | 967.9 | 17.3\% | 1,067.4 | 18.5\% | 1,147.2 | 19.4\% | 179.3 | 18.5\% | 79.8 | 7.5\% |

## Securities Portfolio

## Balance of securities

(Y bn)

|  | 06/9 |  | 07/3 |  | 07/9 |  | Change from 07/3 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Balance | Proportion | Balance | Proportion | Balance | Proportion | Balance | Proportion |
| Yen denominated bonds | 1,563.7 | 67.8\% | 1,673.0 | 69.7\% | 1,680.9 | 71.6\% | 7.9 | 1.8\% |
| Duration (years) | 3.10 | - | 3.21 | - | 3.07 | - | - 0.1 | - |
| Fixed rate notes | 1,188.3 | 51.6\% | 1,339.9 | 55.9\% | 1,352.3 | 57.6\% | 12.4 | 1.7\% |
| (Average yield:\%) | (1.11) | - | (1.17) | - | (1.22) | - | (0.05) | - |
| Floating rate notes | 375.3 | 16.3\% | 333.0 | 13.9\% | 328.5 | 14.0\% | - 4.5 | 0.1\% |
| (Average yield: \%) | (0.68) | - | (0.75) | - | (0.94) | - | (0.19) | - |
| Foreign denominated bonds | 478.1 | 20.7\% | 473.3 | 19.7\% | 426.0 | 18.1\% | ( 47.3 | A1.6\% |
| Duration (years) | 2.5 | - | 2.2 | - | 1.9 | - | - 0.3 | - |
| (Average yield: \%) | (0.43) | - | (0.35) | - | (0.27) | - | ( $\mathbf{\Delta} 0.07)$ | - |
| Fixed rate notes | 280.6 | 12.2\% | 268.4 | 11.2\% | 204.2 | 8.7\% | A 64.2 | - 2.5\% |
| (Average yield:\%) | (4.30) | - | (4.17) | - | (4.69) | - | (0.51) | - |
| (Average yield spread:\% | (0.48) | - | (0.31) | - | (0.13) | - | ( $\mathbf{\triangle} 0.18$ ) | - |
| Floating rate notes | 197.5 | 8.6\% | 204.8 | 8.5\% | 221.8 | 9.4\% | 17.0 | 0.9\% |
| (Average yield:\%) | (5.47) | - | (4.35) | - | (5.77) | - | (1.42) | - |
| (Average yield spread:\% | (0.36) | - | (0.40) | - | (0.42) | - | (0.03) | - |
| Stock | 125.6 | 5.4\% | 130.5 | 5.4\% | 135.4 | 5.8\% | 4.9 | 0.3\% |
| Tier 1ratio | - | 32.9\% | - | 34.8\% | - | 1.7\% | - | - 33.0\% |
| Investment trusts | 137.4 | 6.0\% | 121.7 | 5.1\% | 106.7 | 4.5\% | A 15.0 | (0.5\% |
| Total | 2,305.0 | 100.0\% | 2,398.7 | 100.0\% | 2,349.1 | 100.0\% | ( 49.6 | 0.0\% |
| (Average yield: \%) | (1.92) |  | (1.98) |  | (2.15) |  | (0.17) |  |
| Unrealized gains/losses | 162.5 | - | 208.8 | - | 173.2 | - | ( 35.6 | - |

## General Reserve for Possible Loan Losses

The reserve ratio is expected to decrease due to further non-performing loan disposals.


Yen. \%
Financial targets

| $\mathbf{0 6 / 9}$ | $07 / 3$ | 07/9 | change |
| ---: | ---: | ---: | ---: |
| 29.27 | 32.12 | 37.57 | 5.45 |
| 7.87 | 6.97 | 7.65 | 0.68 |
| 6.12 | 5.21 | 5.72 | 0.51 |
| 596.9 | 645.0 | 633.3 | $\mathbf{A} 11.7$ |
| 59.1 | 57.5 | 57.9 | 0.4 |
| 0.69 | 0.72 | 0.72 | 0.00 |

※EPS 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 | $06 / 3$ | $06 / 9$ | $07 / 3$ | change |
| :---: | :---: | :---: | :---: | ---: |
| Loan share in Ibaraki | 42.33 | 41.43 | 41.89 | 0.46 |
| Deposit share in Ibaraki | 40.33 | 40.28 | 40.70 | 0.42 |

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[^0]:    Note: (1) Top line=gross business profit
    (2) In FY 2006, 4.7 billion yen worth of deferred income tax from depreciation of securities was reallocated into income taxes deferred

