# Financial Results for FY2008 and Projections for FY2009 (Summary)

For the 'Best Partner' Bank in a New Financial Era





### Financial Results for FY2008 (ended March 31, 2009)

# Performance highlights (1) - Summary

While loans showed steady growth, a fall in investment trust sales and losses from investment securities led to gross profit decline. Credit costs were mostly in line with our forecast, as the loan portfolio remained healthy. As our operating franchise expands, we expect to see improvement in profitability in FY2009.

OYO BANK

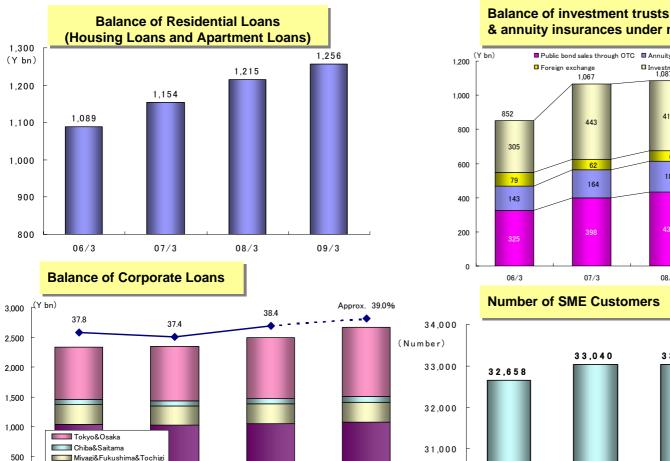
	(FY2008 results)	(vs. last year)
Income from	Interest income grew, mainly on steady increase in corporate loans and residential loans vs. last year	Interest margin +¥0.9bn
operations	Decline in investment sales and in market value due to weak market resulted in lower fees & commissions; annuity insurance and JGB sales rose	Fees & commissions -¥1.9bn
Investment	Increased losses from holding securities	Gains/losses on bonds -¥14.4bn
Securities	Worsened due to unfavorable market conditions	Gains/losses on equity securities
		- ¥0.4bn
Costs	Net credit expenses (*1) increased by 2 bp compared to last year mainly due to application of stricter standard (Credit cost ratio: 27bp)	Credit costs +¥1.1bn
	Expenses rose YoY mainly due to increase in strategic investments; OHR (*2) rose 2.4% YoY	Expenses +¥0.5bn

\*1: Net credit expenses = General provisions for possible loan losses + Gains/Losses of disposal of loans - gains on loans previously charged-off - reversal of allowance for credit losses

\*2: OHR =Expense/(Expenses + core business profit

# Performance highlights (2) - Historical data

Our business base expanded mainly due to growth in lending. Although market weakness hurt investment trust sales, we posted steady growth in sales of insurance products, JGBs and foreign denominated deposits.



08/3

09/3

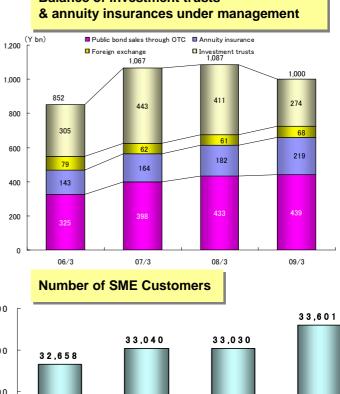
Ibaraki

06/3

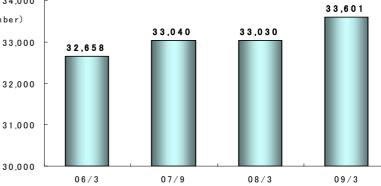
0

Market shares in Ibaraki

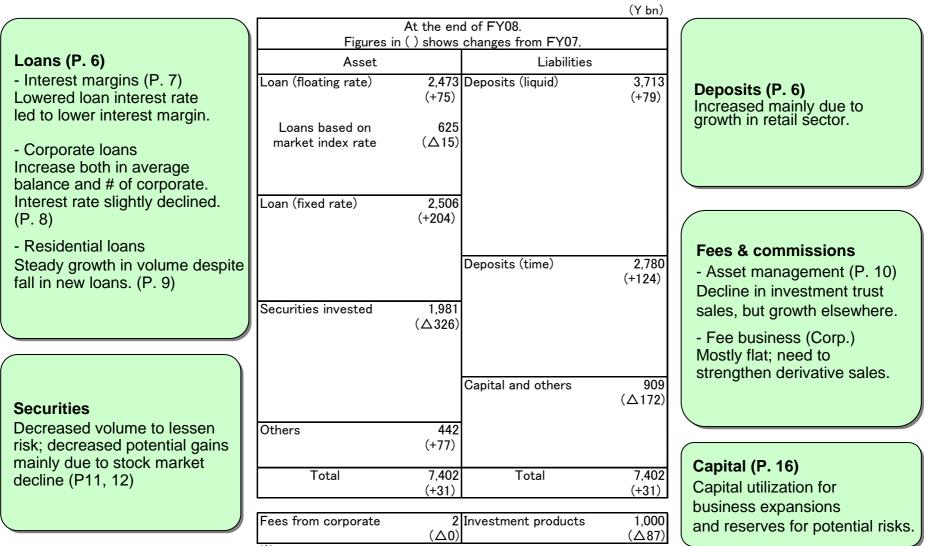
07/3



**JOYO BANK** 



### **Performance highlights (3) - Balance sheet**



**JOYO BANK** 

XSecurities were evaluated by fair value.

# Summary of FY2008 results

While net business income shows that the real profitability of the bank declined only 10%, ordinary profit and net income after taxes fell significantly vs. the previous year. This was mainly due to losses from holding securities and bad debt write-offs.

#### (Non-consolidated)

(Y bn)	FY2008	FY2007	change
Net business income	10. 3	28. 4	△ 18.1
Core net business income	47. 7	52. 3	△ 4.5
Gross business profit	80. 1	98. 6	△ 18.4
Net interest income	105. 6	107. 6	Δ 2.0
Fees and commissions	12. 7	14. 6	△ 1.9
Net other operating profit	△ 38.7	<b>△ 24</b> . 1	△ 14.6
G&A expenses	72. 3	71. 7	0. 5
Net transfer to general reserve for possible loan losses (A)	△ 2.5	△ 1.6	△ 0.8
Net non-recurring gains(losses)	Δ 8.8	Δ 3.6	△ 5.2
Disposals of non-performing loans (B)	17. 2	15. 2	2. 0
Net gains(losses) on equity securities	9. 2	9.6	△ 0.4
Ordinary profit	1.4	24. 8	△ 23.3
Net special gains(losses)	0. 6	Δ 0.2	0. 9
Gains on loan charged-offs (C)	2. 0	1. 9	0.0
Net income after tax	5. 0	12. 9	Δ 7.8
Net credit expenses (A)+(B)-(C)	12. 7	11.6	1.1

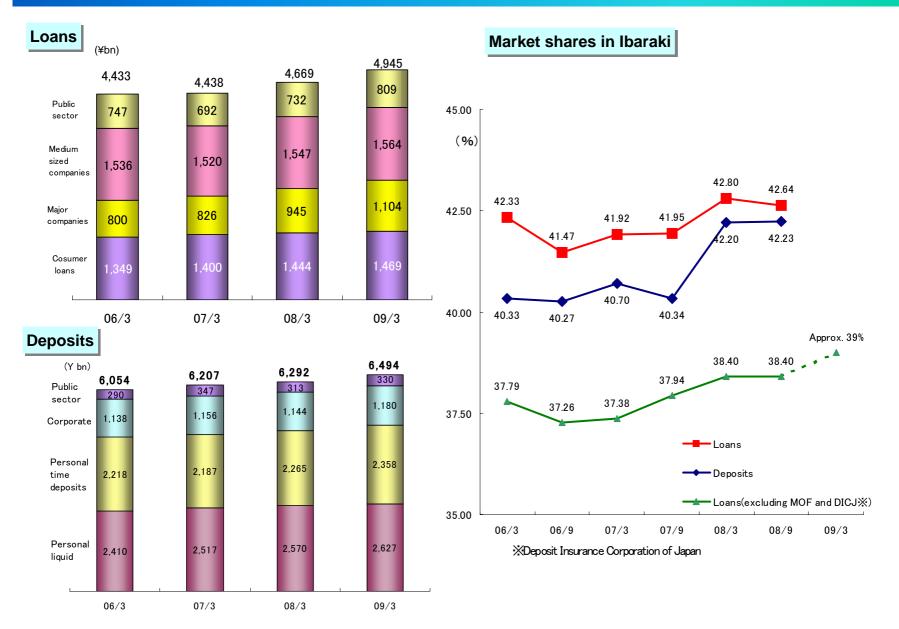
#### Top-line breakdown

Net interest income105.62.0Interest income on domestic loans97.21.8Interest and dividends on securities31.4 $\Delta$ 15.1(Domestic)20.6 $\Delta$ 2.0(Foreign)10.7 $\Delta$ 13.0Interest expenses on deposits ( $\Delta$ )15.00.9Interest expenses on borrowing ( $\Delta$ )7.7 $\Delta$ 12.6Fees and commissions12.7 $\Delta$ 1.9Investment trusts and personal annuities4.3 $\Delta$ 1.8Net other operating profit $\Delta$ 38.7 $\Delta$ 14.6Gains/losses on bonds $\Delta$ 39.9 $\Delta$ 14.4Gains/Losses on bonds $\Delta$ 6.42.4Markdowns of bonds ( $\Delta$ )33.5(16.9)	(Y bn)	FY08	change from FY07
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	Net interest income	105.6	$\triangle 2.0$
$\begin{tabular}{ c c c c c c c c c c c c c c c c c c c$	Interest income on domestic loans	97.2	( 1.8)
$\begin{tabular}{ c c c c c c c c c c c c c c c c c c c$	Interest and dividends on securities	31.4	$\Delta$ 15.1
$\begin{tabular}{ c c c c c c c c c c c c c c c c c c c$	(Domestic)	20.6	△ 2.0
$\begin{tabular}{ c c c c c c c c c c c c c c c c c c c$	(Foreign)	10.7	△ 13.0
Fees and commissions12.7 $\Delta$ 1.9Investment trusts and personal annuities4.3 $\Delta$ 1.8Net other operating profit $\Delta$ 38.7 $\Delta$ 14.6Gains/losses on bonds $\Delta$ 39.9 $\Delta$ 14.4Gains/Losses on bonds sold $\Delta$ 6.42.4	Interest expenses on deposits ( $\Delta$ )	15.0	0.9
Investment trusts and personal annuities $4.3 \ \triangle 1.8$ Net other operating profit $\triangle 38.7 \ \triangle 14.6$ Gains/losses on bonds $\triangle 39.9 \ \triangle 14.4$ Gains/Losses on bonds sold $\triangle 6.4 \ 2.4$	Interest expenses on borrowing ( $\Delta$ )	7.7	△ 12.6
personal annuities4.3 $\Delta$ 1.8Net other operating profit $\Delta$ 38.7 $\Delta$ 14.6Gains/losses on bonds $\Delta$ 39.9 $\Delta$ 14.4Gains/Losses on bonds sold $\Delta$ 6.42.4	Fees and commissions	12.7	△ 1.9
Net other operating profit $\triangle$ 38.7 $\triangle$ 14.6Gains/losses on bonds $\triangle$ 39.9 $\triangle$ 14.4Gains/Losses on bonds sold $\triangle$ 6.42.4	Investment trusts and		
Gains/losses on bonds $\Delta$ 39.9 $\Delta$ 14.4Gains/Losses on bonds sold $\Delta$ 6.42.4	personal annuities	4.3	Δ 1.8
Gains/Losses on bonds sold $\triangle$ 6.4 2.4	Net other operating profit	△ 38.7	△ 14.6
	Gains/losses on bonds	△ 39.9	△ 14.4
Markdowns of bonds $(\Lambda)$ 33.5 16.9	Gains/Losses on bonds sold	△ 6.4	2.4
	Markdowns of bonds ( $\Delta$ )	33.5	(16.9)





### Loans and deposits



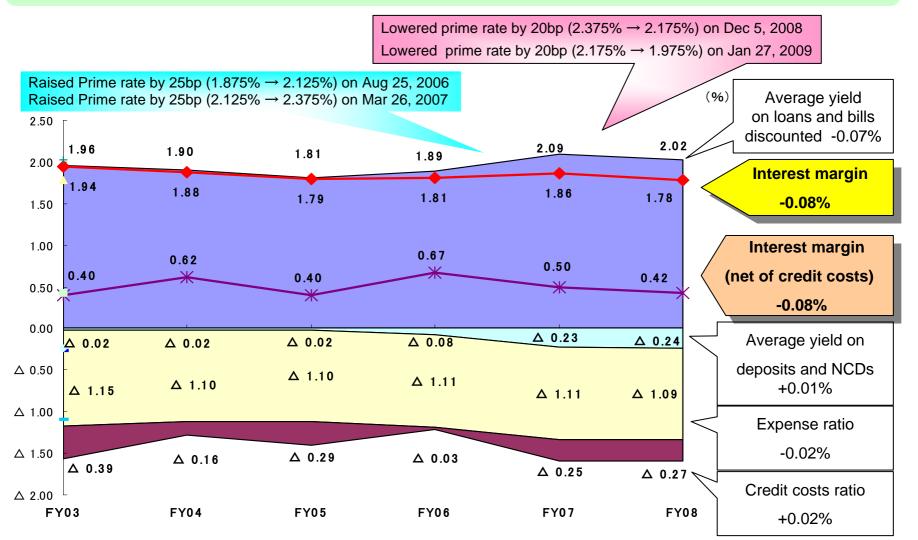
6

# Loan interest margin



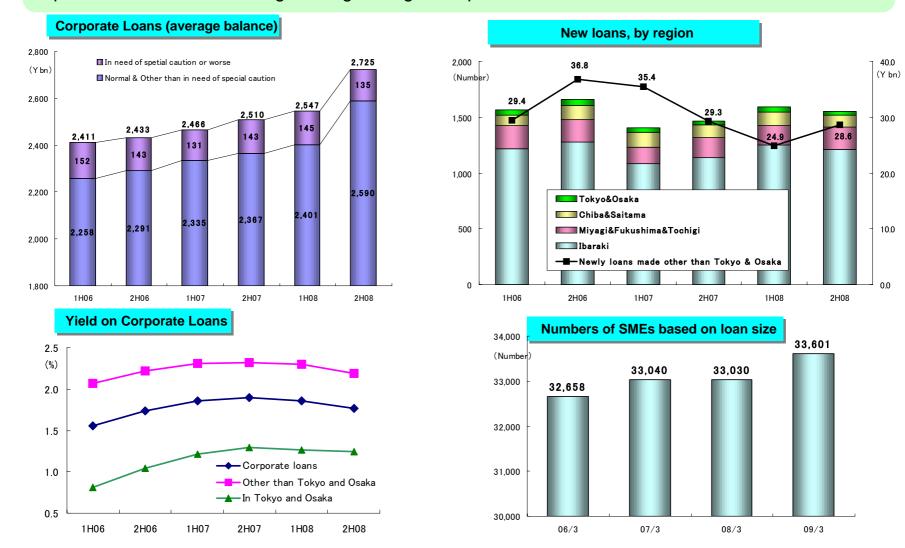
Loan interest rate declined by 7bp due to BoJ rate cuts.

Interest margin after credit costs fell 8bp as credit costs increased.



### **Corporate loans**

Strong growth in loans to 'normal' and 'other than needing special caution' category borrowers; slight decline in interest rate following BoJ rate cuts. Aim to increase number of corporate customers, and expand share in Ibaraki through strengthening sales promotions to new customers.

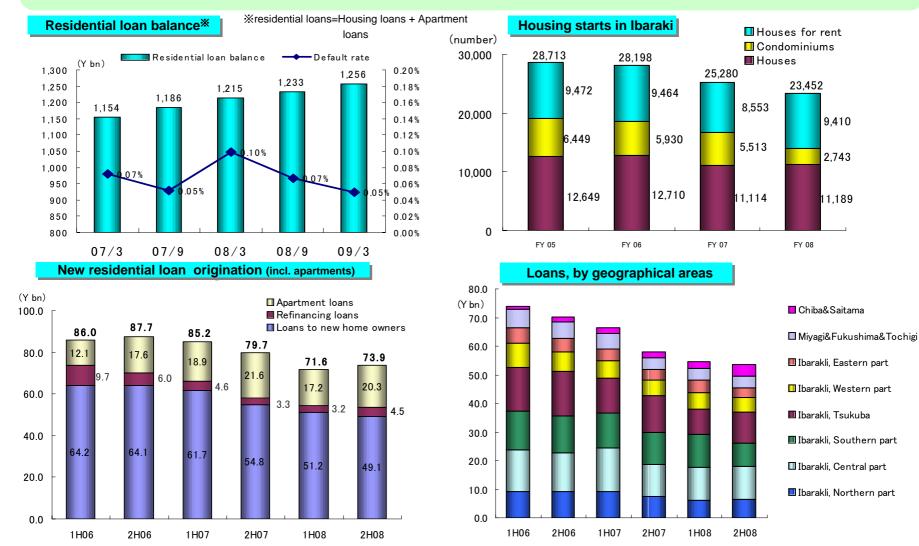


JOYO BANK

### **Residential loans**

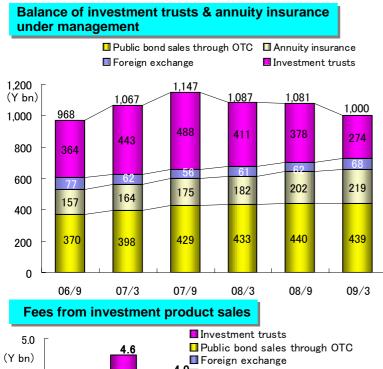
Continued growth in total volume of residential loan balance, despite a sharp fall in housing starts in Ibaraki (particularly for condominiums). Weak demand in Tsukuba, but higher demand in Western Ibaraki, Chiba, and Saitama.

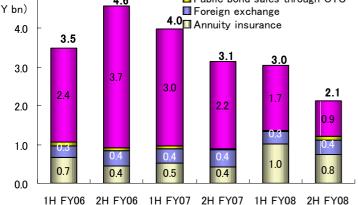
**JOYO BANK** 



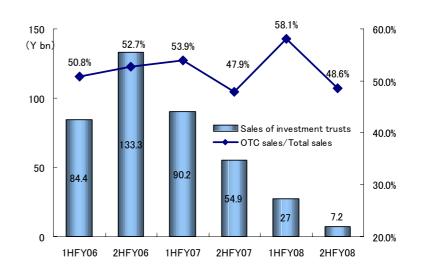
### **Investment product sales**

Steady growth in JGB OTC sales and annuity insurance sales. The net asset value of investment trusts declined rapidly from previous year, on a fall in client assets due to market deterioration.





Sales of investment trusts



Steps to strengthen investment products sales

- Expand annuity insurance products (Medium term investment needs)
- Expand our sales terminals

Investment trust sales through web-site (Jul 2008) Sales results 1,420 transactions, ¥400mn in sales J-plaza Tsukuba (Oct 2008)

- Increase personal deposits

Targeting 'Baby boomer generation' (investment needs)

- Respond quickly to market changes

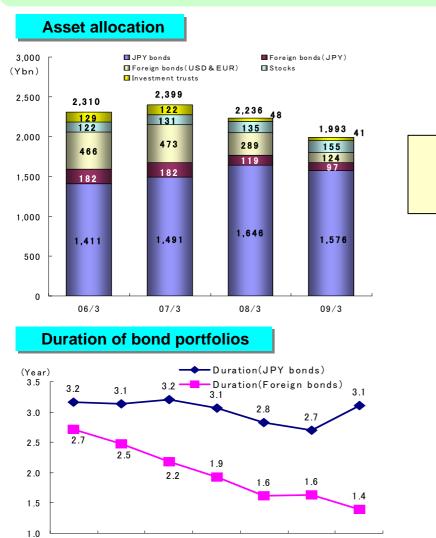
Hold investment seminars and reporting meeting (Offer information, and strengthen relationship with follow-up contact)



### **Investment portfolio**

Continued decline in foreign bonds (especially securitization products).

Net potential gain/loss balance slightly negative.



06/3

06/9

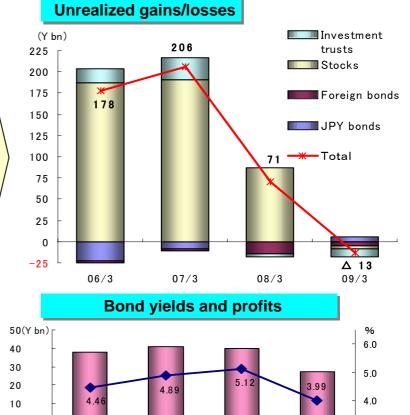
07/3

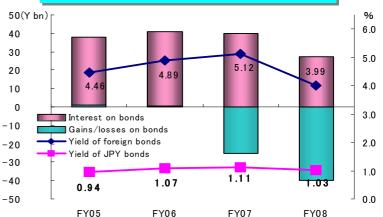
07/9

08/3

08/9

09/3





### **Securitization products**

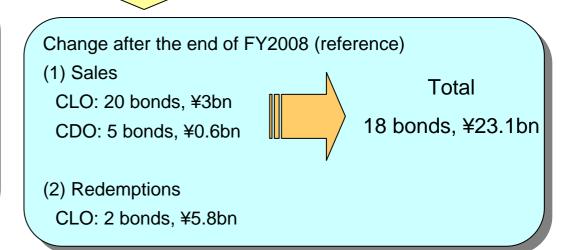
Balance of securitization products declined ¥59.7bn through sales and markdowns; this limits the future potential negative impact on profitability going forward; we will continue to reduce CLOs and CDOs by watching market movements.

**OSecuritized Products** 

			(Numb	er ,Y bn)		
	08	/3	09/3			
	Number	Balance	Number	Balance		
ABS•CDO	2	0.6	0	0		
CDS CDO	8	7.1	6	0.1		
CLO	46	47.2	27	12.4		
CDO	19	29	18	20		
ABS	17	27.9	12	19.7		
Total	92	112	63	52.3		

OAs of March 31, 2009 (Number ,Y bn)													
	CLO 8	CDO											
		Marked down				No	t-marked	down					
				-	Unrealized			Unrealized					
	Number	Balance	Number	Balance	gains/losses	Number	Balance	gains/losse					
AAA	9	12.4	1	0.6	0	8	11.8	△ 0.9					
AA	26	19.2	17	3.9	△ 0.3	9	15.2	Δ 1.8					
A	1	0	1	0	0			_					
BBB	5	0.3	5	0.3	0	—	—	—					
Below BBB	4	0.4	4	0.4	0			_					
Total	45	32.5	28	5.4	△ 0.3	17	27.1	△ 2.7					

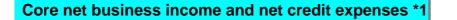
- ABS/CDO, CDS/CDO balance essentially reduced to zero.
- CLOs mostly marked down.
- Continuing to decrease the volume of CLOs and CDOs.
- Negative impact on FY09 is limited, on continued selling to prevent further mark downs.



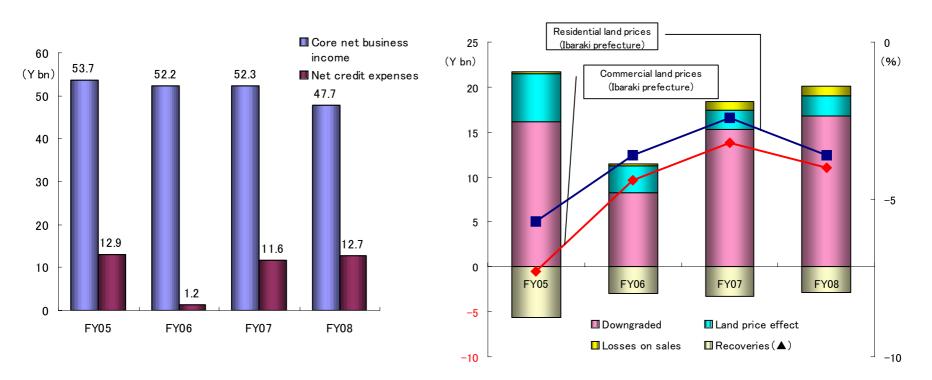
### **Credit costs**

**DOYO BANK** 

Credit costs rose slightly by ¥1.1bn in FY2008 (27bp) due to loan restructuring and rank downs. Credit costs expected to rise ¥7.3bn to ¥20bn (c. 40bp) in FY2009 due to the poor economic outlook.



#### **Disposal of non-performing loans**

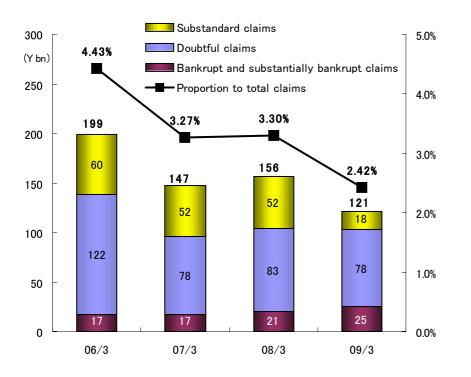


\*1: Net credit expenses = General provisions for possible loan losses + Gains/Losses of disposal of loans - gains on loans previously charged-off - reversal of allowance for credit losses

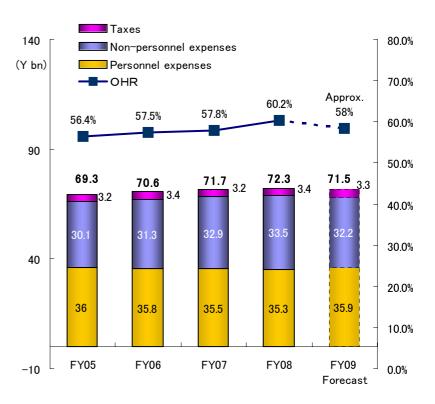
### Non-performing loans & G&A expenses

Thanks mainly to the recovery plan and the government guideline for reviewing standards, substandard claims declined ¥35.2bn. The Non-performing ratio fell 0.88% YoY to c. 2.5%. The OHR rose mainly due to an increase in franchise investments and lower revenue. We have established a special working committee led by the Board to reduce costs going forward.

Non-performing loans under Financial Revitalization Law



**G&A Expenses & OHR<sup>\*</sup>** 

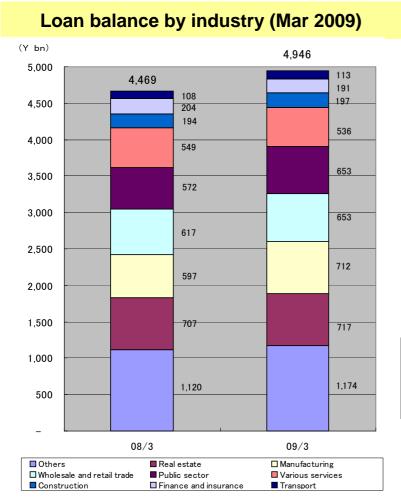


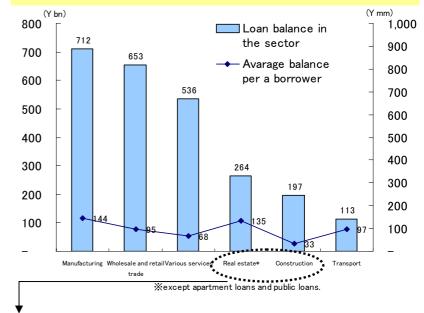
JOYO BANK

\*OHR: Core net business income basis

### Loan portfolio by business category

While loan volumes for the construction and real estate industries were mostly unchanged, loans for the manufacturing, wholesale and retail trade, and public sector increased. Average loan balance per company remains at a manageable level.





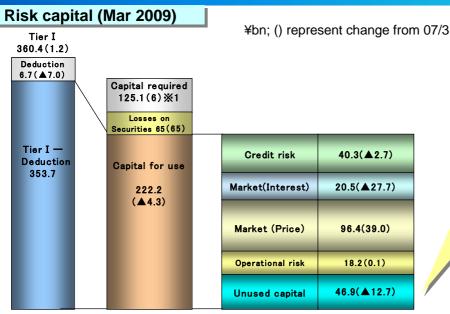
(Ybn)	Real e	estate	Constr	ruction	Total			
	Number	Balance	Number	Balance	Number	Balance	Avarage	
Major companies	17	86	28	40	45	126	2.8	
SMEs	1,934	178	5,902	157	7,836	335	0.04	
Total	1,951	264	5,930	197	7,881	462	0.06	

(Ybn)	~aa−	~a−	∼bbb	~bb+	bb	Total
Real estate	29.0	34.0	18.5	0.8	3.7	86.0
Construction	2.5	12.5	10.6	1.0	0.6	27.2
Total	31.5	46.5	29.1	1.8	4.2	113.2

Average balance per borrower (Mar 2009)



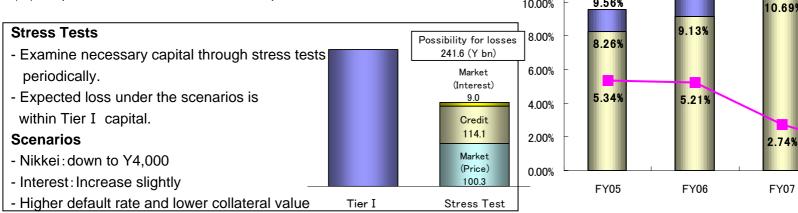
### Effective utilization of capital



(\*1) Risk buffer (reserved capital against future risk)

Reserve capital of 4% of risk assets to prepare for uncalculated or unexpected risk.

(\*2) Adopted internal calculation for 'core deposit' since Oct 08.



Aiming to improve capital efficiency through necessary investments and attractive shareholder returns

**JOYO BANK** 

#### **Directions for capital utilization**

- Expand sales force in growth areas

10.21%

- Proper allocation of assets
- Improve shareholder return

#### Tier 1 and RoE

Tier I Ratio

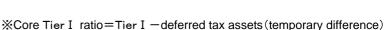
- ROE

9.56%

Core Tier I Ratio

12.00%

10.00%



FY07

12.06%

11.52%

10.06%

1.26%

**FY08** 

### **Shareholder returns in FY2008**

#### **Shareholder Return Policy**

#### - Shareholder Return Ratio\*

Targeting ratio equal to or greater than 40%.

\* Shareholder Return Ratio = (dividends paid + shares repurchased) / Net income after tax

#### - Dividend Pay-out Ratio

Targeting ratio equal to or greater than 20% while maintaining stable dividend policy.

#### - Dividend in FY2008

¥8 per share

	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007	FY2008
Number of stocks repurchased (thousands) $\%$	6,508	24,401	4,122	9,955	20,815	15,335	12,006
Total amount of stock repurchased(Y bn) $~~$ $~~$	2.1	8.1	1.8	7.2	14.5	9.4	5.6
Total dividends(Y bn)	4.3	4.1	4.9	4.9	5.6	6.3	6.2
Dividend per stock(Y)	5.0	5.0	6.0	6.0	7.0	8.0	8.0
Net income after tax (non–consolidated)(Y bn)	8.3	22.8	26.1	24.7	26.1	12.9	5.0
Shareholder return ratio(%)	77.1	54.2	26.2	49.2	77.0	121.5	234.0
Dividend pay-out ratio(%)	51.3	18.4	19.1	20.0	21.6	48.8	123.1

※ Including unit amount stocks



# **Projections for FY2009**

### **Summary of projections for FY2009**

Expect profit improvement in core business profit, through strengthening sales approach to expand our customer base, and lower disposal costs on investment securities.

#### [Non-consolidated]

	1H FY2008	Change from	FY 2009	F
	Forecast	1H FY 2008	Forecast	
Net business income	20. 0	11. 7	40.0	
Core net business income	24. 7	1.8	51.0	
Gross business profit	57. 9	12. 6	114. 9	
Net interest income	53. 6	1. 2	107. 9	
Fees and commissions	6. 9	0.0	13. 6	
Net other operating profit	△ 2.9	11. 3	△ 7.2	
G&A expenses	36. 4	△ 0.7	71. 5	
Net transfer to general reserve for possible loan losses (A)	1. 2	1. 3	2. 5	
Net non-recurring gains(losses)	△ 10.3	△ 11.8	△ 21.1	
Disposals of non-performing loans (B)	9. 5	1.5	19. 0	
Ordinary profit	10. 0	0. 2	20. 0	
Net special gains(losses)	0. 5	0. 4	1.1	
Gains on loan charged-offs (C)	0. 7	△ 0.5	1.5	
Reversal of allowance for loan losses (D)	0.0	0.0	0.0	
Net income after tax	6. 0	<mark>1. 8</mark>	12. 0	
Net credit expenses (A)+(B)-(C)-(D)	10. 0	3. 4	20. 0	

			(V hr)	
n	FY 2009 Forecast	FY 2008	(Y bn) Change from FY2008	
7	40. 0	10. 3	29. 7	
8	51.0	47. 7	3. 3	
6	114. 9	80. 1	34. 8	
2	107. 9	105. 6	2. 3	
0	13. 6	12. 7	0. 9	
3	△ 7.2	△ 38.7	31. 5	
7	71.5	72. 3	△ 0.8	$\overline{}$
3	2. 5	△ 2.5	5. 0	
8	△ 21.1	△ 8.8	△ 12.3	
5	19. 0	17. 2	1. 8	
2	20. 0	1.4	18. 6	
4	1.1	0. 6	0. 5	
5	1.5	2. 0	△ 0.5	
0	0.0	0.0	0.0	
8	12. 0	5. 0	7. 0	
4	20. 0	12. 7	7. 3	4

#### **Gross profit growth:**

Expect to increase interest margin and higher profitability through strengthening sales approaches to expand our franchises. Lower costs for investment security

JOYO BANK

disposal is expected.

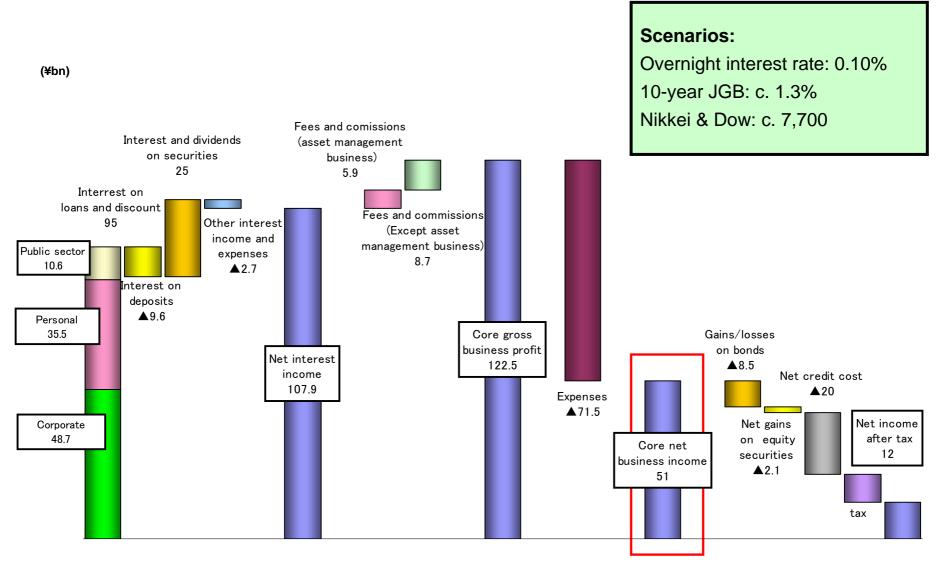
#### **Reduce expenses:**

See to have cost reduction through efficient operation and cost reduction project activity.

#### Higher credit costs:

Expect a rise in credit costs given the outlook for further economic weakness. (credit cost ratio; c. 40bp) Breakdown of core net business income in FY2009

JOYO BANK



Xincludes loan interest to SMEs.

### **Shareholder Return Policy**

#### **Shareholder Return Policy**

#### - Shareholder Return Ratio\*

Targeting ratio equal to or greater than 40%.

\* Shareholder Return Ratio = (dividends paid + shares repurchased) / Net income after tax

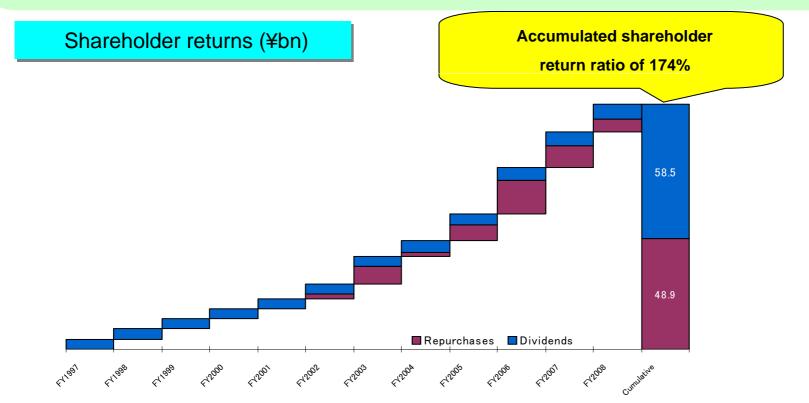
#### - Dividend Pay-out Ratio

Targeting ratio equal to or greater than 20% while maintaining stable dividend policy.

**JOYO BANK** 

#### - Dividend in FY2008

¥8 per share

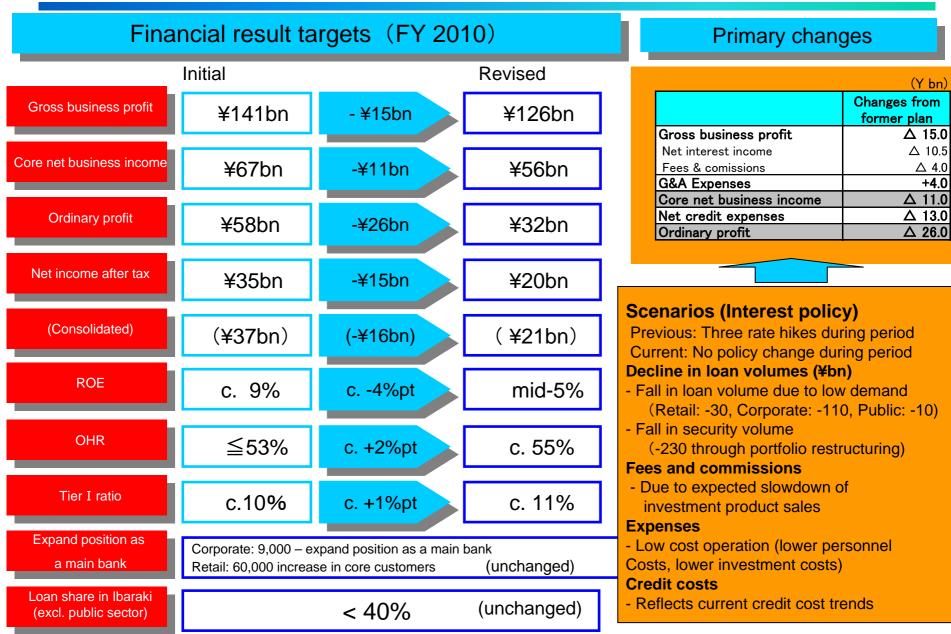


### The 10th mid-term business plan – (1)





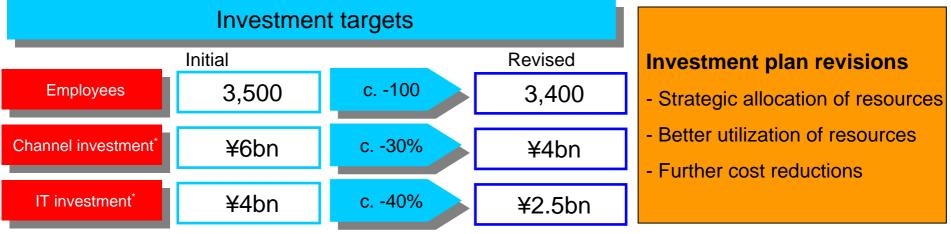
△ 4.0 +4.0



### The 10th mid-term business plan – (2)



**JOYO BANK** 



\*Total investment cost for FY2009 and FY2010

#### Response to environmental changes

Improve

efficiency

#### **Bolster sales force**

- Strengthen sales approach, MIS.
- Proper spread on current loans
- Restructuring channels and networks

#### Address rise in credit costs

- Strengthen support branches
- Certificate system for loan examination
- Establish industry analysis meeting

#### **Restructuring investment securities**

- Reduce foreign bonds, boost domestic bonds
- Strengthen risk management system
  - Qualify analytic skills in market section

#### **Efficient operation**

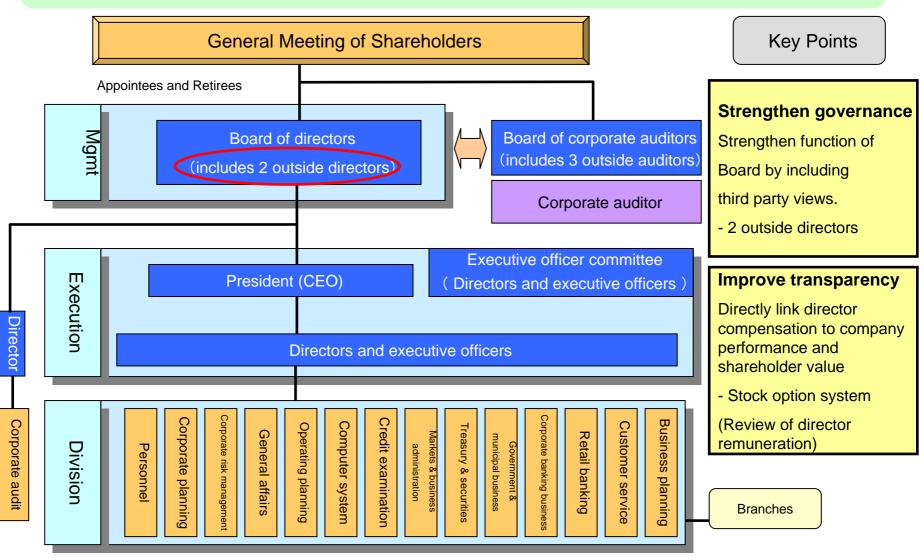
- BPR at branch management and loan

examination as well as efficient HQ operations

- Cost cutting

### **Corporate Governance**

To further strengthen our corporate governance system and further improve transparency, new outside directors are to be selected, and a new stock option system is to be adopted.





# Appendix

# Economic Indicators for Ibaraki Prefecture (1)

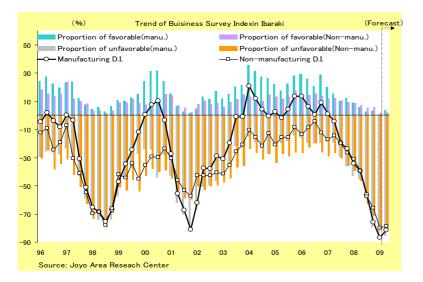
	Contents	Units	Ibaraki	Japan	Rank	Date
Land area	Total land area	km <sup>2</sup>	6,096	372,867	24	Oct 1, 2007
	Liveable land area	4 km <sup>2</sup>	3,976	121,372	4	Oct 1, 2007
Population	Population	К	2,970	127,770	11	Oct 1, 2007
ropulation	Proportion of senior	%	20.7	21.5	38	Oct 1, 2007
Economy	Prefectural GDP	Y Bn	10,950.7	510,924.7	12	2006
LCOHOINY	Average prefectural income	ΥK	2,843	2,924	18	2006
	Farm output	Y Bn	408.2	8,444.9	3	2007
	Value of manufactured goods shipment	Y Bn	12,744.1	336,756.6	8	2006
Industry	Annual sales of merchandizing goods (wholes	Y Bn	3,911.1	413,531.7	16	2007
maastry	Annual sales of merchandizing goods (retail)	Y Bn	2,958.8	134,705.4	13	2007
	Number of establishments	-	122,258	5,722,559	14	2006
	Number of factories newly located	number/ha	79/121	1,631/2,181	5/5	2008

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

JOYO BANK

26

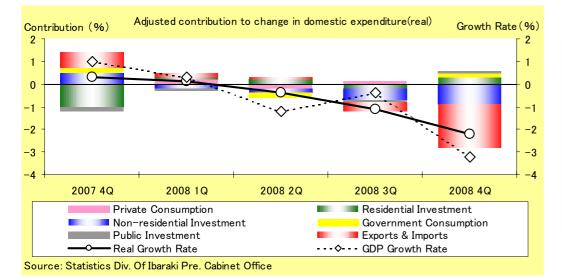
Economic Indicators for Ibaraki Prefecture (2)



#### Unfavorable trends have pulled corporate sentiment to an all-time low

**JOYO BANK** 

- Both manufacturing and non manufacturing show increasingly weak trends.



# Real economic growth: Three straight quarters of negative economic growth

- Real economic growth in Ibaraki down -2.2% YoY between Oct 2008 and Dec 2008.



			(baland	ce:Ybn,in	come/expen	se∶Ymm, ∖	′ield∶%)				(baland	ce:Ybn,in	come/expen	se:Ymm, Y	(ield:%)
			FY2008		Chang	ge from F				FY2008			Change from FY2007		
		Average balance	Yield	Interest income	Average balance	Yield	Interest income			Average balance	Yield	Interest expense	Average balance	Yield	Interest expense
Loa	ns and bills	4, 800. 1	2. 02	97, 311	241.5	▲0.07	1, 814	De	posits	6, 436. 1	0. 24	16, 045	159. 5	▲0. 02	▲768
	JPY	4, 794. 2	2. 02	97, 214	240. 4	▲0.07	1, 825		JPY	6, 367. 1	0. 23	15, 009	168. 7	▲0. 01	928
	Foreign	5.9	1. 62	96	1.1	▲0. 61	▲10		Foreign	69.0	1.50	1, 035	▲9. 2	▲2.00	<b>▲</b> 1, 696
Sec	urities	2, 178. 2	1. 44	31, 470	▲154. 3	▲0.55	▲15, 118	NC	D	98. 2	0. 53	526	14. 5	0. 03	106
	Bonds	1, 658. 2	1.00	16, 691	133. 3	▲0.08	65	Ca	ll money	202. 2	0. 81	1, 651	▲36.6	▲1.74	<b>▲</b> 4, 445
	Stocks	142. 2	2.64	3, 766	6. 1	▲0. 20	▲103		JPY	172. 5	0. 37	646	35.0	▲0. 12	▲28
	Foreign bonds	340. 5	3. 16	10, 784	▲256.0	▲0, 84	<b>▲</b> 13, 086		Foreign	29. 7	3. 37	1, 004	▲71.7	<b>▲</b> 1.97	<b>▲</b> 4, 416
	Others	37. 1	0. 61	227	▲37.7		<b>▲</b> 1, 993		yable under curities lending						
Cal	lloans	13. 3	3.06	409	▲11.9	0.62	▲210	tra	ansactions	124. 9	0.63	791			▲806
	JPY	0.9	1.37	13	▲13.2	0.68	▲91	Bi	lls sold		_	_	0.0		0
	Foreign	12. 3	3, 20	396	1.3	<b>▲</b> 1. 45	▲119		rrowed money	79.4	1.23	985	12. 7	▲0. 20	21
Bil	ls bought	_	_		_	_	_		reign exchange abilities	0. 2	0. 01	0	0.0	▲0. 01	0
	er debt chased	59. 7	0.95	572	▲14.8	▲0. 02	▲152	Bo	nds	15. 0	2. 23	333	0.0		▲1
·	from banks	54.8	1.26			▲1.25		0t	hers	1.4	_	4, 743	0.0		<b>▲</b> 6, 702
NCD			1.20	- 094	▲12. J	<u> </u>	<b>A</b> 1,005		Interest rate swaps			4, 725			▲6, 707
	eign exchange								terest bearing			4, 720			<b>_</b> 0, 707
ass	ets	1. 3	1. 81	24	0.3	▲1.86	▲12	Ιi	abilities	6, 957. 8	0.36	25, 076	112.8	<b>▲</b> 0. 19	<b>▲</b> 12, 595
0th		_	—	165	_	_	22	0t	her expenses	10. 7	0. 28	29	6.9	0.00	19
	Interest rate swaps			_			_	In	terest bearing abilities	6, 947. 0	0.36	25, 046	105.9	▲0. 19	▲12, 614
	erest earning ets	7, 107. 6	1. 83	130, 649	48. 2	▲0. 22	<b>▲</b> 14, 660								

### **Interest Yields**



OTotal account						 ODomest	ic account			(%)
	FY2005	FY2006	FY2007	FY2008	Change from FY2007	FY2005	FY2006	FY2007	FY2008	Change from FY2007
Average yield on interest earning assets (A)	1.80	1.93	2.05	1.83	△0.22	1.51	1.60	1.76	1.71	△0.05
Average yield on loans and bills discounted (B)	1.81	1.89	2.09	2.02	△0.07	1.81	1.89	2.09	2.02	△0.07
Average yield on securities	1.82	2.01	1.99	1.44	△0.55	1.21	1.31	1.30	1.12	△0.18
Average yield on interest bearing lliabilities	0.28	0.42	0.55	0.36	∆0.19	0.06	0.13	0.27	0.27	0.00
Average yield on deposits and NCDs (C)	0.05	0.12	0.27	0.25	△0.02	0.02	0.08	0.23	0.24	0.01
Expense ratio	1.10	1.12	1.12	1.10	∆0.02	1.10	1.11	1.11	1.09	△0.02
Deposit cost (D)	1.16	1.25	1.39	1.35	∆0.04	1.12	1.20	1.34	1.33	∆0.01
Funding cost (E)	1.29	1.46	1.59	1.39	△0.20	1.10	1.19	1.33	1.30	∆0.03
Difference between average yield on loans and deposits (B)–(C)	1.76	1.77	1.82	1.77	△0.05	1.79	1.81	1.86	1.78	∆0.08
Difference between average yield on loans and deposits (B)–(D)	0.65	0.64	0.70	0.67	△0.03	0.69	0.69	0.75	0.69	△0.06
Difference between average yield on interest earning assets and funding cost (A)–(E)	0.51	0.47	0.46	0.44	△0.02	0.41	0.41	0.43	0.41	△0.02

Average yield on loans and bills discounted (excluding loans to MOF) (F)	1.88	1.90	2.09	2.02	△0.07
Difference between average yield on loans and deposits (Ajusted:excluding loans to MOF) (F)-(C)	1.86	1.82	1.86	1.78	△0.08
Difference between average yield on loans and deposits (Ajusted) (F)–(D)	0.76	0.70	0.75	0.69	△0.06

# Yen Denominated Loans (1)

◎Self-assessed breakdown by regions														(Y bn)
	07	/3		/9		/3		8/9		/3		rom 08/3	Change fr	
	Term−end balance	Proportion	Term-end balance	Proportion										
Yen denominated loans	4,437.8	100.0%	4,487.6	100.0%	4,668.6	100.0%	4,729.6	100.0%	4,945.1	100.0%	276.5	5.9%	215.5	4.6%
Normal	3,844.5	86.6%	3,940.0	87.8%	4,052.7	86.8%	4,146.3	87.7%	4,288.3	86.7%	235.6	5.8%	142.0	3.4%
Regional (excl. Tokyo & Osaka)	2,981.2	67.2%	3,061.1	68.2%	3,086.3	66.1%	3,128.7	66.2%	3,164.6	64.0%	78.3	2.5%	35.9	1.1%
In Ibaraki	2,485.4	56.0%	2,540.9	56.6%	2,583.1	55.3%	2,610.2	55.2%	2,654.0	53.7%	70.9	2.7%	43.8	1.7%
In Miyagi , Fukushima and Tochigi	384.8	8.7%	401.2	8.9%	386.7	8.3%	402.7	8.5%	391.4	7.9%	4.7	1.2%	Δ11.3	△2.8%
In Chiba and Saitama	110.9	2.5%	118.9	2.6%	116.3	2.5%	115.7	2.4%	119.1	2.4%	2.8	2.4%	3.4	2.9%
In Tokyo and Osaka	863.2	19.5%	878.9	19.6%	966.3	20.7%	1,017.5	21.5%	1,123.7	22.7%	157.4	16.3%	106.2	10.4%
Other than in need of special caution	429.1	9.7%	387.3	8.6%	437.8	9.4%	408.1	8.6%	526.4	10.6%	88.6	20.2%	118.3	29.0%
In need of special caution	69.2	1.6%	63.2	1.4%	74.9	1.6%	72.2	1.5%	27.7	0.6%	∆47.2	△63.0%	△44.5	△61.6%
Potentially bankrupt or worse	95.0	2.1%	96.9	2.2%	103.2	2.2%	102.9	2.2%	102.6	2.1%	△0.6	△0.6%	△0.3	△0.3%

#### OBreakdown by regions

	07	07/3		07/9		08/3		08/9		09/3		rom 08/3	Change f	rom 08/9
	Term−end balance	Proportion	Term-end balance	Proportion	Term−end balance	Proportion								
Yen denominated loans	4,437.8	100.0%	4,487.6	100.0%	4,668.6	100.0%	4,729.6	100.0%	4,945.1	100.0%	276.5	5.9%	215.5	4.6%
Regional (excl. Tokyo & Osaka)	3,522.6	79.4%	3,540.3	78.9%	3,643.1	78.0%	3,652.0	77.2%	3,779.3	76.4%	136.2	3.7%	127.3	3.5%
In Ibaraki	2,942.8	66.3%	2,942.2	65.6%	3,046.5	65.3%	3,032.7	64.1%	3,152.5	63.7%	106.0	3.5%	119.8	4.0%
In Miyagi and Fukushima and Tochigi	450.0	10.1%	461.9	10.3%	460.1	9.9%	481.1	10.2%	482.0	9.7%	21.9	4.8%	0.9	0.2%
In Chiba and Saitama	129.7	2.9%	136.1	3.0%	136.5	2.9%	138.2	2.9%	144.7	2.9%	8.2	6.0%	6.5	4.7%
In Tokyo and Osaka	915.2	20.6%	947.2	21.1%	1,025.4	22.0%	1,077.5	22.8%	1,165.7	23.6%	140.3	13.7%	88.2	8.2%

(Y bn)



### Yen Denominated Loans (2)

•	JOYO BANK
	3

	07/			//9	08	/3	08	3/9		/3		rom 08/3	Change fr	
	Term−end balance	Proportion	Term−end balance	Proportion	Term−end balance	Proportion	Term-end balance	Proportion	Term−end balance	Proportion	Term−end balance	Proportion	Term−end balance	Proportio
en denominated loans	4,437.8	100.0%	4,487.6	100.0%	4,668.6	100.0%	4,729.6	100.0%	4,945.1	100.0%	276.5	5.9%	215.5	4.6
Personal loans	1,400.2	31.6%	1,423.0	31.7%	1,444.2	30.9%	1,454.8	30.8%	1,468.7	29.7%	24.5	1.7%	13.9	1.0
Corporate loans	2,345.9	52.9%	2,419.6	53.9%	2,492.3	53.4%	2,542.4	53.8%	2,667.3	53.9%	175.0	7.0%	124.9	4.9
Major companies	826.2	18.6%	864.1	19.3%	945.1	20.2%	994.4	21.0%	1,103.5	22.3%	158.4	16.8%	109.1	11.0
Medium sized companies	162.3	3.7%	163.1	3.6%	152.8	3.3%	162.9	3.4%	154.4	3.1%	1.6	1.0%	△8.5	△5.2
Small and medium sized companies	1,357.3	30.6%	1,392.3	31.0%	1,394.3	29.9%	1,385.0	29.3%	1,409.4	28.5%	15.1	1.1%	24.4	1.8
Public sector	691.6	15.6%	644.9	14.4%	732.0	15.7%	732.4	15.5%	808.9	16.4%	76.9	10.5%	76.5	10.4

#### **OPersonal** loans

Change from 08/9 07/3 07/9 08/3 08/9 09/3 Change from 08/3 Term<sup>\_end</sup>Proportion Term-end Proportion Term-end Proportion Term-end Proportion Term-end Proportion Term-end Proportion Term-end Proportion balance balance balance balance balance balance balance Personal loans 1,400.2 100.0% 1,423.0 100.0% 1.444.2 100.0% 1,454.8 100.0% 1,468.7 100.0% 24.5 1.7% 13.9 1.0% Residential loans 1,154.2 82.4% 1,185.7 83.3% 1,214.5 84.1% 1.232.7 84.7% 1,255.9 85.5% 41.4 3.4% 23.2 1.9% Consumer loans 82.4 5.9% 81.3 5.7% 80.3 5.6% 79.7 5.5% 78.3 5.3% △2.0 △2.5%  $\Delta 1.4$ △1.8% Loans to small businesses 163.6 11.7% 156.0 11.0% 149.4 10.3% 142.4 9.8% 134.5 9.2% △14.9 △10.0% △7.9 △5.6%

OCorporate loans														(Y bn)
	07	/3	07	/9	08/	′3	08	/9	09	/3	Change f	from 08/3	Change f	rom 08/9
	Term−end balance	Proportion												
Yen denominated loans	2,345.9	100.0%	2,419.6	100.0%	2,492.3	100.0%	2,542.4	100.0%	2,667.3	100.0%	175.0	7.0%	124.9	4.9%
Regional (excl. Tokyo & Osaka)	1,435.3	61.2%	1,476.6	61.0%	1,471.0	59.0%	1,468.7	57.8%	1,504.7	56.4%	33.7	2.3%	36.0	2.5%
In Ibaraki	1,019.2	43.4%	1,046.0	43.2%	1,044.5	41.9%	1,040.9	40.9%	1,074.0	40.3%	29.5	2.8%	33.1	3.2%
In Miyagi , Fukushima and Tochigi	326.9	13.9%	336.9	13.9%	333.6	13.4%	334.4	13.2%	335.0	12.6%	1.4	0.4%	0.6	0.2%
In Chiba and Saitama	89.2	3.8%	93.6	3.9%	92.9	3.7%	93.3	3.7%	95.7	3.6%	2.8	3.0%	2.4	2.6%
In Tokyo and Osaka	910.7	38.8%	942.9	39.0%	1,021.3	41.0%	1,073.7	42.2%	1,162.6	43.6%	141.3	13.8%	88.9	8.3%

(Y bn)

#### **Deposits and Assets Under Custody**

©Deposits									_					(Y bn)
	07,	/3	07	//9	30	3/3		3/9		9/3	Change f		Change fr	rom 08/9
	Term−end balance	Proportion												
Deposits	6,285.2	100.0%	6,258.9	100.0%	6,355.8	100.0%	6,412.4	100.0%	6,562.7	100.0%	206.9	3.3%	150.3	2.3%
Yen deposits	6,206.6	98.7%	6,184.1	98.8%	6,292.0	99.0%	6,350.6	99.0%	6,494.4	99.0%	202.4	3.2%	143.8	2.3%
Foreign deposits	62.0	1.0%	55.7	0.9%	61.3	1.0%	61.7	1.0%	68.2	1.0%	6.9	11.3%	6.5	10.5%
JOM deposits	16.5	0.3%	19.0	0.3%	2.5	0.0%	0.0	0.0%	0.0	0.0%	△2.5	△100.0%	-	-
Others	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-
NCDs	41.0		44.4		50.0		80.9		104.0		54.0	108.0%	23.1	28.6%
©Yen deposits														(Y bn

	07	07/3 07/9			80	3/3	08/9		09/3		Change from 08/3		Change fr	rom 08/9
	Term-end	Proportion	Term-end	Proportion	Term-end	Proportion	Term-end	Proportion	Term-end	Proportion	Term-end	Proportion	Term-end	Proportion
	balance	1 Topor cion	balance	rioporcion	balance	r roportion	balance	1 Toportion	balance	1 Topol doll	balance	i roporcion	balance	rioporaon
Yen deposits	6,206.6	100.0%	6,184.1	100.0%	6,292.0	100.0%	6,350.6	100.0%	6,494.4	100.0%	202.4	3.2%	143.8	2.3%
Personal	4,703.8	75.8%	4,758.7	77.0%	4,835.4	76.8%	4,941.3	77.8%	4,984.9	76.8%	149.5	3.1%	43.6	0.9%
Corporate	1,156.1	18.6%	1,131.4	18.3%	1,143.6	18.2%	1,144.6	18.0%	1,179.6	18.2%	36.0	3.1%	35.0	3.1%
Public sector	346.7	5.6%	294.0	4.8%	312.8	5.0%	264.6	4.2%	329.8	5.1%	17.0	5.4%	65.2	24.6%

©Personal assets											-			(Y bn)
	07	07/3 07/9				3/3	08	8/9	09/3		Change from 08/3		Change fi	rom 08/9
	Term-end	Proportion	Term-end	Proportion	Term-end	Proportion	Term-end	Proportion	Term-end	Proportion	Term-end	Proportion	Term-end	Proportion
	balance	i roportion	balance	1 Topol cion	balance	i roportion	balance	1 Topol doll	balance		balance	i ropordon	balance	rioportion
Personal	5,771.2	100.0%	5,905.9	100.0%	5,922.0	100.0%	6,022.4	100.0%	5,984.6	100.0%	62.6	1.1%	∆37.8	△0.6%
Liquid	2,517.3	43.6%	2,528.4	42.8%	2,570.2	43.4%	2,571.5	42.7%	2,627.2	43.9%	57.0	2.2%	55.7	2.2%
Time deposits	2,186.5	37.9%	2,230.3	37.8%	2,265.2	38.3%	2,369.7	39.3%	2,357.7	39.4%	92.5	4.1%	△12.0	△0.5%
(Sub total)	4,703.8	81.5%	4,758.7	80.6%	4,835.4	81.7%	4,941.3	82.0%	4,984.9	83.3%	149.5	3.1%	43.6	0.9%
Financial products	1,067.4	18.5%	1,147.2	19.4%	1,086.6	18.3%	1,081.1	18.0%	999.7	16.7%	△86.9	∆8.0%	∆81.4	△7.5%

(Ybn)

#### JOYO BANK 32



#### Balance of securities

							(B	alance:Y bn)
	07	/3	08	/3	09	/3	Change f	rom 08/3
	Balance	Proportion	Balance	Proportion	Balance	Proportion	Balance	Proportion
Yen denominated bonds	1,673.0	69.7%	1,764.2	78.9%	1,672.9	83.9%	△ 91.3	5.0%
Duration (years)	3.2	—	2.8	—	3.1	—	0.3	—
Fixed rate notes	1,339.9	55.9%	1,488.3	66.6%	1,414.1	71.0%	△ 74.2	4.4%
(Average yield:%)	(1.17)	—	(1.12)	—	(1.08)	—	(△0.05)	—
Floating rate notes	333.0	13.9%	275.9	12.3%	258.8	13.0%	Δ 17.1	0.6%
(Average yield:%)	(0.75)	—	(0.79)	—	(0.87)	—	(0.08)	—
Foreign denominated bonds	473.3	19.7%	288.6	12.9%	123.7	6.2%	△ 164.9	△6.7%
Duration (years)	2.2	—	1.6	—	1.4	—	△ 0.2	—
(Average yield:%)	(0.35)	-	(0.28)	—	(0.73)	-	(0.45)	-
Fixed rate notes	268.4	11.2%	129.4	5.8%	61.0	3.1%	△ 68.4	△2.7%
(Average yield:%)	(4.17)	—	(4.74)	—	(4.64)	—	(△0.10)	—
(Average yield spread:%	(0.31)	—	(0.14)	—	(0.79)	—	(0.65)	—
Floating rate notes	204.8	8.5%	159.1	7.1%	62.7	3.1%	△ 96.4	△4.0%
(Average yield:%)	(4.35)	—	(5.49)	—	(3.47)	—	(△2.02)	—
(Average yield spread:%	(0.40)	—	(0.42)	—	(0.69)	—	(0.27)	—
Stock	130.5	5.4%	134.9	6.0%	155.1	7.8%	20.2	1.7%
Tier 1ratio	_	34.8%	_	36.2%	-	43.0%	-	6.8%
Investment trusts	121.7	5.1%	44.1	2.0%	41.1	2.1%	△ 3.0	0.1%
Tot <u>a</u> l	2,398.7	100.0%	2,236.1	100.0%	1,992.9	100.0%	△ 243.2	
(Average yield:%)	(1.98)		(1.99)		(1.44)		(△0.55)	
Unrealized gains/losses	208.5		70.5	_	△ 12.7	_	△ 83.2	—

(Yield: Calculated by average FY balance)



#### - Securitization product balances, at term-end

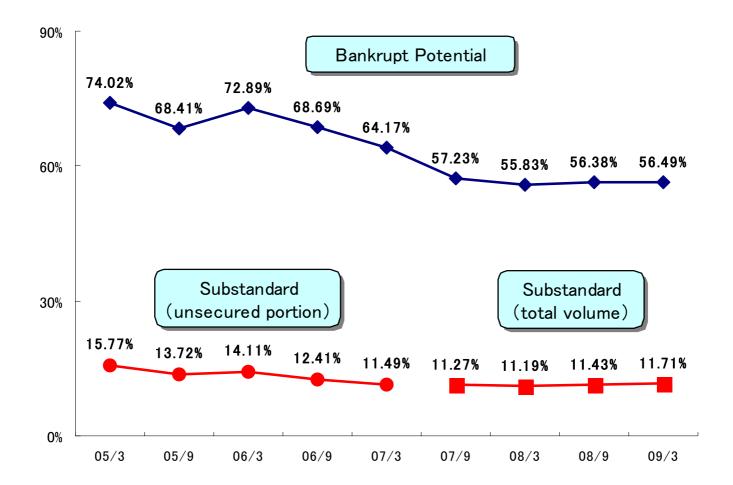
								(Y bn)
		0	9/3		FY20	08	Change f	rom 08/03
	Ratings		Unrealized	Source of	Gains/Losses	Markdowns		Unrealized
		Balance	gains/losses	fair value	on bonds sold	of bonds	Balance	gains/losses
ABS		20	$\triangle 0.1$				△ 8.2	△ 0.1
	AAA	19.1		Broker price	0.0	0.0		
	AA	0.5	0.0				△ 0.2	0.0
CLO		12.4	△ 0.7	Broker price			△ 34.7	8.1
	AAA	4.8	△ 0.2	or			△ 15.3	1.3
	AA	7.2	△ 0.5	Theoretical	△ 5.6	△ 17.4		2.2
	А	0.0	0.0	nrice			△ 13.7	4.4
	BBB	0.3	0.0	price			0.3	0.0
CDO		20.0	△ 2.3	Broker price			△ 8.9	0.7
	AAA	7.6	△ 0.7	or			△ 2.7	0.0
	AA	12.0	△ 1.6	Theoretical	0.0	△ 6.0	$\triangle$ 6.5	0.7
	А	-	-				-	-
	BB以下	0.4	0.0	price			0.4	0.0
CDS.CD	0	0.1	0.0				△ 7.0	0.0
	AAA	-	-				△ 3.8	0.0
	AA	-	-		△ 0.8	△ 5.6	△ 2.8	0.0
	А	-	-	Broker price	<u>ل</u> ۵.0	∆ <u>5.</u> 0	△ 0.5	0.0
	BBB	0.0	0.0	]			0.0	0.0
	BB以下	0.1	0.0				0.1	0.0
ABS·CD		-	_		0.0	A 0.0	△ 0.6	0.0
	ΑΑΑ	-	-		0.2	△ 0.6	△ 0.6	0.0
	Total	52.3	△ 3.2		△ 6.2	△ 29.7	△ 59.7	8.7

#### **General Reserve for Possible Loan Losses**

Reserve ratio for possible loan losses (potentially bankrupt and sub-standard)

JOYO BANK

35



### **Management Indices (Non-consolidated)**

				(¥, %)
Financial targets	07/3	08/3	09/3	change
EPS	32.12	16.30	6.46	-9.84
ROE (net income base)	<b>5.21</b> 6.97	<b>2.74</b> 3.39	<b>1.26</b> 1.32	<b>-1.48</b> -2.07
BPS	645.0	545.3	479.3	-66.0
OHR (core net business income basis)	57.5	57.8	60.2	2.4
ROA (core net business income basis)	0.72	0.71	0.64	-0.07

EPS based on average number of shares outstanding; BPS based on shares o/s at end-FY

ROE: Figure on top based on average of capital balance at the beginning and end of term.

Figure on bottom based on average capital balance (excludes net unrealized gains on other securities)

(%)

JOYO BANK

(¥ 0/)

36

Operational targets	07/9	08/3	08/9	change
Loan share in Ibaraki	<mark>41.95</mark>	<mark>42.80</mark>	<mark>42.64</mark>	-0.16
Deposit share in Ibaraki	40.34	42.20	<mark>42.23</mark>	0.03



Inquiries related to this presentation should be addressed to

The Joyo Bank, Ltd.

Corporate Planning Division Investor Relations TEL : (81)29-300-2603 FAX : (81)29-300-2602 e-mail : ir@joyobank.co.jp http://www.joyobank.co.jp/

This material contains forward-looking statements. These statements are not be represented as providing a guarantee of the Bank's future performance, and actual results may be subject to risks and uncertainties. Please note that future performance may differ from the views presented here owing to changes in the operating environment and other factors. Information contained herein may be changed or revised without prior notice.

Copyright© (2009) 2008 The Joyo Bank, Ltd.

This document may not be reproduced or distributed to any third party without prior written consent to The Joyo Bank, Ltd.