# Interim Results for the half year ended 30 Sept 2009 and Forecasts for full-year FY2009 

Interim Results for 1H09

## Overview - First half 2009 update

Strong Net business income growth of $¥ 9.9$ bnin, which resulted in $¥ 18$.3bn for 1 H 09 . This is primarily due to smaller securities impairments and the lower expenses as well as a steady growth in loan and deposit volumes. Net income after taxes increased from 1H08 mainly due to the lower tax expenses despite a decline in ordinary profit mainly due to a decrease in net other operating profit.

| [Non-consol idated] | ( Y bn) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1H FY2009 | 1H FY2008 | change from 1H FY2008 | Difference from forecast |
| Net business income | 18.3 | 8.3 | 9.9 | $\triangle 1.7$ |
| Core net business income | 23.1 | 22.9 | 0.1 |  |
| Gross business profit | 55.9 | 45.3 | 10.6 |  |
| Net interest income | 52.2 | 52.4 | $\triangle 0.1$ |  |
| Fees and commissions | 6.1 | 6.9 | $\triangle 0.8$ |  |
| Net other operating profit | $\triangle 2.5$ | $\triangle 14.2$ | 11.7 |  |
| Expenses | 35.7 | 37.1 | $\triangle 1.4$ |  |
| Net transfer to general reserve for possible loan losses (A) | 1.9 | $\Delta 0.1$ | 2.0 |  |
| Net non-recurring gains(losses) | $\triangle 9.1$ | 1.5 | $\triangle 10.6$ |  |
| Disposals of non-performing loans (B) | 8.1 | 8.0 | 0.1 |  |
| Ordinary profit | 9.2 | 9.8 | $\triangle 0.6$ | $\triangle 0.8$ |
| Net special gains(losses) | 0.6 | 0.1 | 0.5 |  |
| Gains on loan charged-offs (C) | 0.9 | 1.2 | $\triangle 0.3$ |  |
| Reversal of allowance for loan losses (D) | 0.0 | 0.0 | 0.0 |  |
| Net income after tax | 7.1 | 4.2 | 2.8 | 1.1 |
| Net credit costs (A)+(B)-(C)-(D) | 9.1 | 6.6 | 2.5 |  |

Breakdown of Gross business profit

|  |  | (Y bn) |  |
| :--- | ---: | ---: | :---: |
| change |  |  |  |
| from |  |  |  |
| 1H FY2009 |  |  |  |$\left|\begin{array}{l}\text { 1H FY2008 }\end{array}\right|$

Credit cost smaller than our initial forecast of $¥ 10$ billion

## Joyo's Balance Sheet as of Sept-end 09

Loan O/S(P. 4)

- Margins (P. 5)

Interest margin narrowed due to the lower loan rates.

- Corporate

Both average balance and the number of customers has been increasing although loan interest rate has slightly dropped (P. 6)

- Mortgage

Newly drawn-down loans turned to positive.
Total O/S steadily growing.
(P. 7)


-Deposits (P. 4)
Total balance Increased especially in retail segment.
-Fees \& commissions
(P. 8)

- Asset management

Steady growth in annuity insurance sales.
Shifting our focus to customer acquisition from customer retention regarding investment trust sales business.
-Capital (P. 12)
Efficient capital
management with
our capital level satisfactory

## Loan O/S and Deposit balances



## Loan Interest Margin

Gross interest margin has improved by 6 bps $(0.35 \% \rightarrow 0.41 \%)$ due a decrease in funding costs in spite of a -5bps decline of loan interest margin due to BoJ's rate cuts and the lower market rates.


## Loan Growth ( Corporate )

Showed growth in loans to 'normal' and 'other than needing special caution' category borrowers from 1H08 while loan spread has narrowed following BoJ's rate cuts and the lower market rates. Continue our efforts for more customer acquisitions, which will result in increases in the number of corporate customers and our market share in the Ibaraki area, our own market.

Corporate Loans (average balance)



Newly loans made (break down by regions)


Numbers of SMEs based on size of loans


## Loan Growth (Mortgage)

Loan O/S sustained upward trend. Loan O/S increased in most of our geographical segments due to refinancing needs despite the smaller number of newly constructed condominiums in the Ibaraki area in recent years.

Mortgage*

※Mortgage=Housing loans + Apartment loans





## Clients' asset

Steady growth in annuity insurance. Investment trust sales shows a sign of recovery as a result of our customer follow-up efforts. Total clients' assets recovered to $¥ 1$ trillion level.


Fees from investment product sales


Sales of investment trusts and annuity insurance

<Tactics for strengthening clients' asset>

- Wider investment trust product-line

Satisfying customer needs through introducing foreign bond funds, emerging sovereign funds etc.

- Wider annuity insurance product-line (Introduced 2 variable annuity insurance products)
-Attracting customer's needs for investment
Strengthen campaign approach and holding investment seminars. (Offer market information,
and strengthen relationship with follow-up contact)
- Strengthening personal deposits

Targeting 'Baby boomer generation' (investment needs)

Size of our Investment portfolio has expanded compared with March-09 figure mainly due to JGB investments. Net potential gain/loss turned to positive owing to the market recovery.

Size and breakdown of portfolio


Unrealized gains/losses


Profit on bonds and yield of bonds


Net credit costs stood at $¥ 9.1$ bn (38bps to total loan O/S) for 1H of FY2009, which falls within our initial projection of $¥ 10$ bn (c. 40bp).

Core net business income and net credit costs $\Psi_{1}$


Breakdown by industry
※1: Net credit costs = General provisions for possible loan losses + Gains/Losses of disposal of loans - gains on loans previously charged-off - reversal of allowance for credit losses
Land prices in Ibaraki|
OChange of land prices in Ibaraki pref. (At 1st Jan.)

|  | 2007 | 2008 | 2009 |
| :--- | ---: | ---: | ---: |
| Residential land prices | $\triangle 3.6 \%$ | $\triangle 2.4 \%$ | $\triangle 3.6 \%$ |
| Commercail land prices | $\triangle 4.4 \%$ | $\triangle 3.2 \%$ | $\triangle 4.0 \%$ |

## Asset quality and Cost efficiency

NPL under Financial Rehabilitation Law has slightly decreased compared with 1 H 08 in both terms of amounts and ratio to total loan O/S. G\&A expenses for 1 H 09 was lower by $¥ 1.4$ billion YoY. Expecting our overhead ratio to falls to FY2007's level for full-year FY2009.

## Non-performing loans under Financial Revitalization Law

G\&A Expenses \& OHR*



## Stock Repurchase and Dividends Plan for FY2009

Policy:
Dividend ratio of equal or higher than 20\%,
shareholder return ratio of equal or higher than $40 \%$
Dividend in FY2009 will be 8 yen per share, as had been announced.
$※$ Shareholder return ratio $=($ Stock repurchase + dividends $) \div$ net profit after tax

|  | 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 |

14

## Forecasts for full-year FY2009

## Overview- Forecasts for full-year FY2009

Forecasting annual net income after tax of $¥ 12 \mathrm{bn}$. No significant change from the initial forecasts at the beginning of the current FY in the estimated loans and deposit balances as well as the level of credit costs.


## FY2009 1H's actual vs. FY09 ( annual )targets



## Appendix

## Economic Indicators for Ibaraki Prefecture (1)

| Contents | Units | Ibaraki | Japan | Rank | Date as of |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total land area | km ${ }^{2}$ | 6,096 | 372,867 | 24 | Oct 1, 2007 |
| Liveable land area | $\mathrm{km}^{2}$ | 3,976 | 121,372 | 4 | Oct 1, 2007 |
| Population | K | 2,960 | 127,690 | 11 | Oct 1, 2008 |
| Proportion of senior | \% | 21.3 | 22.1 | 38 | Oct 1, 2008 |
| Prefectural GDP | Y Bn | 10,950.7 | 510,924.7 | 12 | 2006 |
| Average prefectural income | Y K | 2,843 | 2,924 | 18 | 2006 |
| Farm output | Y Bn | 408.2 | 8,444.9 | 3 | 2007 |
| Value of manufactured goods shipment | Y Bn | 12,049.2 | 334,016.0 | 8 | 2008 |
| Annual sales of merchandizing goods (wholesale) | Y Bn | 3,911.1 | 413,531.7 | 16 | 2007 |
| 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 | 22/31 | 434/631 | 4/5 | 1H2009 |

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

## Economic Indicators for Ibaraki Prefecture (2)



Source: Joyo Area Reseach Center


[^0]
## Corporate sentiment

 recovering between Jan 2009 and Mar 2009- Both manufacturing and non manufacturing show decreasingly weak trends.


## Real economic growth: Five

 straight quarters of negative economic growth- Real economic growth in Ibaraki down -0.8\% YoY between Apr 2009 and Jun 2009.
- Seem to have been bottomed out in 2008 4Q .


## Average Balance

|  | 1H FY2009 |  |  | Change from 1H FY2008 |  |  |  | 1H FY2008 |  |  | Change from 1H FY2007 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average balance | Yield | Interest income | Average balance | Yield | Interest income |  | Average balance | Yield | Interest expense | Average balance | Yield | Interest expense |
| Loans and bills | 4, 871.8 | 1.89 | 46, 079 | 176.9 | -0.17 | A2, 305 | Deposits | 6,609.4 | 0.15 | 5,182 | 158.3 | (0.13 | -4, 096 |
| JPY | 4,865.7 | 1. 89 | 46, 044 | 176.7 | -0.17 | A2,289 | JPY | 6,523.2 | 0.15 | 5, 011 | 143.1 | A0.12 | A3, 628 |
| Foreign | 6. 0 | 1.15 | 35 | 0.1 | (0. 58 | A16 | Foreign | 86.1 | 0.39 | 170 | 15.2 | A1.40 | -469 |
| Securities | 2,093.1 | 1.16 | 12, 147 | A169.0 | -0.40 | A 5, 499 | NCD | 84.7 | 0.38 | 163 | -10.1 | -0.17 | - 99 |
| Bonds | 1,709. 0 | 0.96 | 8,258 | 31.9 | -0.06 | -316 | Call money | 66.6 | 0.09 | 30 | -116.9 | A1.03 | A1, 004 |
| Stocks | 155. 3 | 2. 20 | 1,716 | 13.2 | -0.80 | -426 | JPY | 66.2 | 0.09 | 30 | -73.5 | -0.39 | - 305 |
| Foreign bonds | 191.8 | 2. 28 | 2,195 | -214.8 | ©0.97 | A4, 434 | Foreign | 0.3 | 0.00 | 0 | -43.3 | -3.19 | -698 |
| Others | 36.8 | A0.12 | -23 | 0.7 | -1.77 | - 321 | Payable under securities lending transactions | 86.6 | 0.10 | 45 | -34.7 | ©0.71 | -451 |
| Call loans | 24.5 | 0.89 | 110 | 13.6 | -3.92 | A153 |  |  |  |  |  |  |  |
| JPY | - | - | - | A1.8 | A1.41 | A13 | Bills sold | - | - | - | - | - | - |
| Foreign | 24.5 | 0. 89 | 110 | 15. 5 | -4.63 | A140 | Borrowed money | 77.1 | 1.12 | 432 | 13.1 | (0.28 | A17 |
| Bills bought | - | - | - | - | - | - | Foreign exchange liabilities | 0.1 | - | 0 | 0.0 | - | - |
| Other debt purchased | 53.5 | 0.59 | 158 | -8.8 | A0.38 | A144 | Bonds | 15.0 | 2. 23 | 168 | 0.0 | 0.01 | 1 |
| Due from banks | 55.6 | 1.06 | 296 | -25.6 | -0.06 | A162 | Others | 1.4 | - | 649 | 0.0 | - | -2,383 |
| NCD | - | - | - | - | - | - | Interest rate swaps | - | - | 640 | - | - | A2,380 |
| Foreign exchange assets | 1.7 | 0.46 | 4 | 0.3 | A1. 62 | A10 | Interest bearing liabilities | 6,941.0 | 0.19 | 6,672 | 9.5 | A0.23 | A8, 051 |
| Others | - | - | 127 | - | - | 77 | Other expenses | - | - | - | -4.0 | -0.30 | -6 |
| Interest rate swaps | - | - | - | - | - | - | Interest bearing Iiabilities | 6,941.0 | 0.19 | 6,672 | 13.5 | A0.23 | A8, 044 |
| Interest earning assets | 7, 100.3 | 1. 66 | 58, 924 | A12.5 | A0. 23 | -8,195 |  |  |  |  |  |  |  |

## Interest Yields

| Total account | Domestic account \% |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1H 2007 | FY 2007 | 1H 2008 | FY 2008 | 1H 2008 | $\begin{array}{\|c\|} \hline \text { Change from } \\ 1 \mathrm{H} 2008 \\ \hline \end{array}$ | 1H2007 | FY 2007 | 1H 2008 | FY 2008 | 1H 2008 | $\begin{gathered} \hline \text { Change from } \\ 1 \mathrm{H} 2008 \\ \hline \end{gathered}$ |
| Average yield on interest earning assets (A) | 2.08 | 2.05 | 1.88 | 1.83 | 1.65 | $\triangle 0.23$ | 1.76 | 1.76 | 1.72 | 1.71 | 1.60 | $\triangle 0.12$ |
| Average yield on loans and bills discounted (B) | 2.06 | 2.09 | 2.05 | 2.02 | 1.88 | $\triangle 0.17$ | 2.06 | 2.09 | 2.05 | 2.02 | 1.88 | $\triangle 0.17$ |
| Average yield on securities | 2.14 | 1.99 | 1.55 | 1.44 | 1.15 | $\triangle 0.40$ | 1.40 | 1.30 | 1.18 | 1.12 | 1.04 | $\triangle 0.14$ |
| Average yield on interest bearing lliabilities | 0.57 | 0.55 | 0.42 | 0.36 | 0.19 | $\triangle 0.23$ | 0.26 | 0.27 | 0.31 | 0.27 | 0.18 | $\triangle 0.13$ |
| Average yield on deposits and NCDs (C) | 0.26 | 0.27 | 0.29 | 0.25 | 0.15 | $\triangle 0.14$ | 0.21 | 0.23 | 0.27 | 0.24 | 0.15 | $\triangle 0.12$ |
| Expense ratio | 1.13 | 1.12 | 1.12 | 1.10 | 1.05 | $\triangle 0.07$ | 1.12 | 1.11 | 1.11 | 1.09 | 1.05 | $\triangle 0.06$ |
| Funding cost (D) | 1.63 | 1.59 | 1.48 | 1.39 | 1.21 | $\triangle 0.27$ | 1.34 | 1.33 | 1.37 | 1.30 | 1.19 | $\triangle 0.18$ |
| Difference between average yield on loans and deposits (B)-(C) | 1.80 | 1.82 | 1.76 | 1.77 | 1.73 | $\triangle 0.03$ | 1.85 | 1.86 | 1.78 | 1.78 | 1.73 | $\triangle 0.05$ |
| Difference between average yield on interest earning assets and funding cost (A)-(D) | 0.45 | 0.46 | 0.40 | 0.44 | 0.44 | 0.04 | 0.42 | 0.43 | 0.35 | 0.41 | 0.41 | 0.06 |

©Breakdown by grades defined under Financial Revitalization Law

|  | 07/9 |  | 08/3 |  | 08/9 |  | 09/3 |  | 09/9 |  | Change from 08/9 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | End balance | \% | End balance | \% | End balance | \% | End balance | \% | End balance | \% | End balance | Change in \% |
| Total Yen denominated loans | 4,487.6 | 100.0\% | 4,668.6 | 100.0\% | 4,729.6 | 100.0\% | 4,945.1 | 100.0\% | 4,817.5 | 100.0\% | 87.9 | 1.9\% |
| Normal | 3,940.0 | 87.8\% | 4,052.7 | 86.8\% | 4,146.3 | 87.7\% | 4,288.3 | 86.7\% | 4,165.3 | 86.5\% | 19.0 | 0.5\% |
| Ibaraki and its adjoining areas | 3,061.1 | 68.2\% | 3,086.3 | 66.1\% | 3,128.7 | 66.2\% | 3,164.6 | 64.0\% | 3,120.8 | 64.8\% | $\triangle 7.9$ | $\triangle 0.3 \%$ |
| Ibaraki | 2,540.9 | 56.6\% | 2,583.1 | 55.3\% | 2,610.2 | 55.2\% | 2,654.0 | 53.7\% | 2,635.7 | 54.7\% | 25.5 | 1.0\% |
| Miyagi, Fukushima and Tochigi | 401.2 | 8.9\% | 386.7 | 8.3\% | 402.7 | 8.5\% | 391.4 | 7.9\% | 367.2 | 7.6\% | $\triangle 35.5$ | $\triangle 8.8 \%$ |
| Chiba and Saitama | 118.9 | 2.6\% | 116.3 | 2.5\% | 115.7 | 2.4\% | 119.1 | 2.4\% | 117.8 | 2.4\% | 2.1 | 1.8\% |
| Tokyo and Osaka | 878.9 | 19.6\% | 966.3 | 20.7\% | 1,017.5 | 21.5\% | 1,123.7 | 22.7\% | 1,044.4 | 21.7\% | 26.9 | 2.6\% |
| Other than in need of special caution | 387.3 | 8.6\% | 437.8 | 9.4\% | 408.1 | 8.6\% | 526.4 | 10.6\% | 524.1 | 10.9\% | 116.0 | 28.4\% |
| In need of special caution | 63.2 | 1.4\% | 74.9 | 1.6\% | 72.2 | 1.5\% | 27.7 | 0.6\% | 29.1 | 0.6\% | $\triangle 43.1$ | $\triangle 59.7 \%$ |
| Potentially bankrupt or worse | 96.9 | 2.2\% | 103.2 | 2.2\% | 102.9 | 2.2\% | 102.6 | 2.1\% | 98.9 | 2.1\% | $\triangle 4.0$ | $\triangle 3.9 \%$ |

© Breakdown by geographic area

|  | 07/9 |  | 08/3 |  | 08/9 |  | 09/3 |  | 09/9 |  | Change from 08/9 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | End balance | \% | End balance | \% | End balance | \% | End balance | \% | End balance | \% | End balance | Change in \% |
| Total Yen denominated loans | 4,487.6 | 100.0\% | 4,668.6 | 100.0\% | 4,729.6 | 100.0\% | 4,945.1 | 100.0\% | 4,817.5 | 97.4\% | 87.9 | 1.9\% |
| Ibaraki and its adjoining areas | 3,540.3 | 78.9\% | 3,643.1 | 78.0\% | 3,652.0 | 77.2\% | 3,779.3 | 76.4\% | 3,711.7 | 75.1\% | 59.7 | 1.6\% |
| Ibaraki | 2,942.2 | 65.6\% | 3,046.5 | 65.3\% | 3,032.7 | 64.1\% | 3,152.5 | 63.7\% | 3,098.8 | 62.7\% | 66.1 | 2.2\% |
| Miyagi and Fukushima and Tochigi | 461.9 | 10.3\% | 460.1 | 9.9\% | 481.1 | 10.2\% | 482.0 | 9.7\% | 468.8 | 9.5\% | $\triangle 12.3$ | $\triangle 2.6 \%$ |
| Chiba and Saitama | 136.1 | 3.0\% | 136.5 | 2.9\% | 138.2 | 2.9\% | 144.7 | 2.9\% | 144.0 | 2.9\% | 5.8 | 4.2\% |
| Tokyo and Osaka | 947.2 | 21.1\% | 1,025.4 | 22.0\% | 1,077.5 | 22.8\% | 1,165.7 | 23.6\% | 1,105.7 | 22.4\% | 28.2 | 2.6\% |

©Breakdown by borrower type

|  | 07/9 |  | 08/3 |  | 08/9 |  | 09/3 |  | 09/9 |  | Change from 08/9 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | End balance | \% | End balance | \% | End balance | \% | End balance | \% | End balance | \% | End balance | Change in \% |
| Yen denominated loans (Total) | 4,487.6 | 100.0\% | 4,668.6 | 100.0\% | 4,729.6 | 100.0\% | 4,945.1 | 100.0\% | 4,817.5 | 100.0\% | 87.9 | 1.9\% |
| Personal loans | 1,423.0 | 31.7\% | 1,444.2 | 30.9\% | 1,454.8 | 30.8\% | 1,468.7 | 29.7\% | 1,486.0 | 30.8\% | 31.2 | 2.1\% |
| Corporate loans | 2,419.6 | 53.9\% | 2,492.3 | 53.4\% | 2,542.4 | 53.8\% | 2,667.3 | 53.9\% | 2,555.7 | 53.1\% | 13.3 | 0.5\% |
| Major companies | 864.1 | 19.3\% | 945.1 | 20.2\% | 994.4 | 21.0\% | 1,103.5 | 22.3\% | 1,069.2 | 22.2\% | 74.8 | 7.5\% |
| Medium sized companies | 163.1 | 3.6\% | 152.8 | 3.3\% | 162.9 | 3.4\% | 154.4 | 3.1\% | 149.5 | 3.1\% | $\triangle 13.4$ | $\triangle 8.2 \%$ |
| Small and medium sized companies | 1,392.3 | 31.0\% | 1,394.3 | 29.9\% | 1,385.0 | 29.3\% | 1,409.4 | 28.5\% | 1,336.9 | 27.8\% | $\triangle 48.1$ | $\triangle 3.5 \%$ |
| Public sector | 644.9 | 14.4\% | 732.0 | 15.7\% | 732.4 | 15.5\% | 808.9 | 16.4\% | 775.7 | 16.1\% | 43.3 | 5.9\% |

(OPersonal loans
(Y bn)

|  | 07/9 |  | 08/3 |  | 08/9 |  | 09/3 |  | 09/9 |  | Change from 08/9 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | End balance | \% | End balance | \% | End balance | \% | End balance | \% | End balance | \% | End balance | Change in \% |
| Personal loans (Total) | 1,423.0 | 100.0\% | 1,444.2 | 100.0\% | 1,454.8 | 100.0\% | 1,468.7 | 100.0\% | 1,486.0 | 100.0\% | 31.2 | 2.1\% |
| Residential loans | 1,185.7 | 83.3\% | 1,214.5 | 84.1\% | 1,232.7 | 84.7\% | 1,255.9 | 85.5\% | 1,280.0 | 86.1\% | 47.3 | 3.8\% |
| Consumer loans | 81.3 | 5.7\% | 80.3 | 5.6\% | 79.7 | 5.5\% | 78.3 | 5.3\% | 77.6 | 5.2\% | $\triangle 2.1$ | $\triangle 2.6 \%$ |
| Loans to small businesses | 156.0 | 11.0\% | 149.4 | 10.3\% | 142.4 | 9.8\% | 134.5 | 9.2\% | 128.4 | 8.6\% | $\triangle 14.0$ | $\triangle 9.8 \%$ |

©Corporate loans
( Y bn)

|  | 07/9 |  | 08/3 |  | 08/9 |  | 09/3 |  | 09/9 |  | Change from 08/9 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | End balance | \% | End balance | \% | End balance | \% | End balance | \% | End balance | \% | End balance | Change in \% |
| Corporate loans (Total) | 2,419.6 | 100.0\% | 2,492.3 | 100.0\% | 2,542.4 | 100.0\% | 2,667.3 | 100.0\% | 2,555.7 | 100.0\% | 13.3 | 0.5\% |
| Ibaraki and its adjoining areas | 1,476.6 | 61.0\% | 1,471.0 | 59.0\% | 1,468.7 | 57.8\% | 1,504.7 | 56.4\% | 1,452.9 | 56.8\% | $\triangle 15.8$ | $\triangle 1.1 \%$ |
| Ibaraki | 1,046.0 | 43.2\% | 1,044.5 | 41.9\% | 1,040.9 | 40.9\% | 1,074.0 | 40.3\% | 1,040.3 | 40.7\% | $\triangle 0.6$ | $\triangle 0.1 \%$ |
| Miyagi , Fukushima and Tochigi | 336.9 | 13.9\% | 333.6 | 13.4\% | 334.4 | 13.2\% | 335.0 | 12.6\% | 319.3 | 12.5\% | $\triangle 15.1$ | $\triangle 4.5 \%$ |
| Chiba and Saitama | 93.6 | 3.9\% | 92.9 | 3.7\% | 93.3 | 3.7\% | 95.7 | 3.6\% | 93.4 | 3.7\% | 0.1 | 0.1\% |
| Tokyo and Osaka | 942.9 | 39.0\% | 1,021.3 | 41.0\% | 1,073.7 | 42.2\% | 1,162.6 | 43.6\% | 1,102.7 | 43.1\% | 29.0 | 2.7\% |

## Deposits and Clients Assets

JOYO BANK
24

ODeposits
(Y bn)

|  | 07/9 |  | 08/3 |  | 08/9 |  | 09/3 |  | 09/9 |  | Change from 08/9 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { End } \\ \text { balance } \end{gathered}$ | \% | End balance | \% | $\begin{gathered} \text { End } \\ \text { balance } \end{gathered}$ | \% | $\begin{gathered} \text { End } \\ \text { balance } \end{gathered}$ | \% | $\begin{gathered} \text { End } \\ \text { balance } \end{gathered}$ | \% | End balance | Change in \% |
| Deposits (Total) | 6,258.9 | 100.0\% | 6,355.8 | 100.0\% | 6,412.4 | 100.0\% | 6,562.7 | 100.0\% | 6,554.9 | 100.0\% | 142.5 | 2.2\% |
| Yen deposits | 6,184.1 | 98.8\% | 6,292.0 | 99.0\% | 6,350.6 | 99.0\% | 6,494.4 | 99.0\% | 6,452.1 | 98.4\% | 101.5 | 1.6\% |
| Foreign deposits | 55.7 | 0.9\% | 61.3 | 1.0\% | 61.7 | 1.0\% | 68.2 | 1.0\% | 66.2 | 1.0\% | 4.5 | 7.3\% |
| JOM deposits | 19.0 | 0.3\% | 2.5 | 0.0\% | 0.0 | 0.0\% | 0.0 | 0.0\% | 36.6 | 0.6\% | 36.6 | - |
| Others | - | - | - | - | - | - | - | - | - | - | 0.0 | - |
| NCDs | 44.4 |  | 50.0 |  | 80.9 |  | 104.0 | 0.0\% | 58.8 | 0.0\% | $\triangle 22.1$ | $\triangle 27.3 \%$ |

© Yen deposits by customer types
(Y bn)

|  | 07/9 |  | 08/3 |  | 08/9 |  | 09/3 |  | 09/9 |  | Change from 08/9 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | End balance | \% | End balance | \% | End balance | \% | End balance | \% | End balance | \% | End balance | Change in \% |
| Yen deposits (Total) | 6,184.1 | 100.0\% | 6,292.0 | 100.0\% | 6,350.6 | 100.0\% | 6,494.4 | 100.0\% | 6,452.1 | 100.0\% | 101.5 | 1.6\% |
| Personal | 4,758.7 | 77.0\% | 4,835.4 | 76.8\% | 4,941.3 | 77.8\% | 4,984.9 | 76.8\% | 5,028.1 | 77.9\% | 86.8 | 1.8\% |
| Corporate | 1,131.4 | 18.3\% | 1,143.6 | 18.2\% | 1,144.6 | 18.0\% | 1,179.6 | 18.2\% | 1,157.3 | 17.9\% | 12.7 | 1.1\% |
| Public sector | 294.0 | 4.8\% | 312.8 | 5.0\% | 264.6 | 4.2\% | 329.8 | 5.1\% | 266.6 | 4.1\% | 2 | 0.8\% |

©Cliants' assets

|  | 07/9 |  | 08/3 |  | 08/9 |  | 09/3 |  | 09/9 |  | Change from 08/9 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | End balance | \% | End balance | \% | End balance | \% | End balance | \% | End balance | \% | End balance | Change in \% |
| Personal (Total) | 5,905.9 | 100.0\% | 5,922.0 | 100.0\% | 6,022.4 | 100.0\% | 5,984.6 | 100.0\% | 6,081.9 | 100.0\% | 59.5 | 1.0\% |
| Current | 2,528.4 | 42.8\% | 2,570.2 | 43.4\% | 2,571.5 | 42.7\% | 2,627.2 | 43.9\% | 2,643.2 | 43.5\% | 71.7 | 2.8\% |
| Time deposits | 2,230.3 | 37.8\% | 2,265.2 | 38.3\% | 2,369.7 | 39.3\% | 2,357.7 | 39.4\% | 2,384.9 | 39.2\% | 15.2 | 0.6\% |
| (Sub total) | 4,758.7 | 80.6\% | 4,835.4 | 81.7\% | 4,941.3 | 82.0\% | 4,984.9 | 83.3\% | 5,028.1 | 82.7\% | 86.8 | 1.8\% |
| Investment | 1,147.2 | 19.4\% | 1,086.6 | 18.3\% | 1,081.1 | 18.0\% | 999.7 | 16.7\% | 1,053.8 | 17.3\% | $\triangle 27.3$ | $\triangle 2.5 \%$ |



## Exposure to securitization

|  | 09/03 |  |  | 1H FY2009 |  |  |  | 09/09 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number of names | Balance in Yen | Unrealized gains/losses | $\begin{array}{r} \text { Dispos } \\ \text { Balance } \end{array}$ | Gains/losses | redemption | Impaiments | Number of names | Balance in Yen | Unrealized gains/losses |
| CLO | 27 | 12.4 | $\triangle 1$ | 3.6 | $\triangle 1.0$ | 0.0 | 0.0 | 6 | 8.0 | $\triangle 0.4$ |
| CDO | 18 | 20.0 | $\triangle 2.3$ | 0.6 | 0.0 | 5.8 | 0.0 | 11 | 12.6 | $\triangle 2.3$ |
| CDS.CDO | 6 | 0.1 | 0.0 | 0.1 | 0.2 | 0.0 | 0.0 | - | - | - |
| Subtotal | 51 | 32.5 | $\triangle 3.1$ | 4.3 | $\triangle 0.8$ | 5.8 | 0.0 | 17 | 20.7 | $\triangle 2.7$ |
| ABS <br> (Domestic residential loans) | 12 | 19.7 | $\triangle 0.1$ | 0.0 | 0.0 | 1.5 | 0.0 | 12 | 18.1 | $\triangle 0.2$ |
| Total | 63 | 52.3 | $\triangle 3.2$ | 4.3 | $\triangle 0.8$ | 7.3 | 0.0 | 29 | 38.8 | $\triangle 2.9$ |

OCLO \& CDO

|  | CLO \& CDO |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Impaired |  |  | Not-impaired |  |  |
|  | Number | Balance | Number | Balance | Unrealized gains/losses | Number | Balance | $\begin{aligned} & \text { Unrealized } \\ & \text { gains/losses } \end{aligned}$ |
| AAA | 3 | 2.5 | - | - | - | 3 | 2.5 | $\triangle 0.1$ |
| AA | 8 | 9.3 | 1 | 0.1 | $\triangle 0.0$ | 7 | 9.2 | $\triangle 0.6$ |
| A | 5 | 7.9 | - | - | - | 5 | 7.9 | $\triangle 1.9$ |
| BBB | 1 | 0.8 | 1 | 0.8 | 0.0 | - | - | - |
| Total | 17 | 20.7 | 2 | 1.0 | $\triangle 0.0$ | 15 | 19.6 | $\triangle 2.7$ |

- Preferentially, sold securities that might have been re-markdowned.

Less possibility to re-markdown due to decrease in prices.

- Not-markdowned security prices have been stable.


## Loan portfolio by business segment

Loan balance(by industry category)Sept 09
 Miscellaneous

Average balance per borrower (Sep 2009)


|  | Manufacturing |  | Wholesale andretailers |  | Construction |  | Real estate |  | Misc. services |  | Transportation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number | Balance | Number | Balance | Number | Balance | Number | Balance | Number | Balance | Number | Balance |
| Large companies | 218 | 352.6 | 70 | 206.4 | 25 | 32.6 | 18 | 97.1 | 49 | 150.8 | 22 | 36. |
| SNEs | 4, 642 | 336.4 | 6,678 | 418.3 | 5,756 | 145.6 | 5,777 | 549.9 | 7,696 | 371.5 | 1,105 | 75. |
| Total | 4, 860 | 689.1 | 6, 748 | 624.8 | 5,781 | 178.2 | 5,795 | 647.0 | 7,745 | 522.4 | 1,127 | 111.9 |

## \% of Provisions to each NPL category

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


## Management Indices (Non-consolidated)

| Financial Targets | 08/9 | 09/3 | 09/9 | change |
| :---: | :---: | :---: | :---: | :---: |
| EPS (Yen) | 5.46 | 6.46 | 9.25 | 3.79 |
| ROE (Net income basis \%\%) |  | $\begin{array}{r} 1.26 \\ 1.32 \end{array}$ | $\begin{array}{r} 3.63 \\ 3.78 \end{array}$ | $1.55$ |
| BPS (Yen) | 503.3 | 479.0 | 536.2 | 32.9 |
| OHR ${ }_{\text {corerer net tusiness income basis }}$ | 61.8 | 60.2 | 60.7 | $\triangle 1.1$ |
| ROA (Corenet lusiness income basis : \%\%) | 0.61 | 0.64 | 0.62 | 0.01 |

※ 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 | $08 / 3$ | $08 / 9$ | $09 / 3$ | change |
| :---: | :--- | :--- | :--- | ---: |
| Market share in Ibaraki (Loan) | 42.80 | 42.66 | 43.12 | 0.32 |
| Market share in Ibaraki (Deposit) | 42.20 | 42.23 | 42.68 | 0.48 |

## 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 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.


[^0]:    Source:Statistics Div. Of Ibaraki Pre. Cabinet Office

